

# Martin

Port St. Lucie - FL

**PREPARED BY** 





#### OFFICE SUBMARKET REPORT

Submarket Key Statistics	1
Leasing	2
Rent	4
Construction	6
Sales	8
Sales Past 12 Months	10
Supply & Demand Trends	12
Rent & Vacancy	14
Sale Trends	16





12 Mo Deliveries in SF

12 Mo Net Absorption in SF

**Vacancy Rate** 

12 Mo Rent Growth

0

63.4K

3.1%

2.8%

The Martin Submarket in Port St. Lucie is a midsized submarket that contains around 1.3 million SF of office space. The vacancy rate has fallen significantly over the past year, and at 3.1%, the rate was well below the 10-year average as of 2022Q1.

Net absorption over the past year came in at about 63,000 SF, substantially above the five-year average. Rents increased by 2.8% over the past 12 months, a solid result and somewhat in excess of the 1.8% average annual gain over the past decade.

There are no supply-side pressures on vacancy or rent in the near term, as nothing is under construction. The empty pipeline will limit stock growth in the years to come, unusual in a submarket like Martin, which has experienced an expansion of 4.4% in inventory over the past three years.

This has been a somewhat active submarket for office transactions in recent years, and the number of properties sold in the past year has surpassed the three-year average.

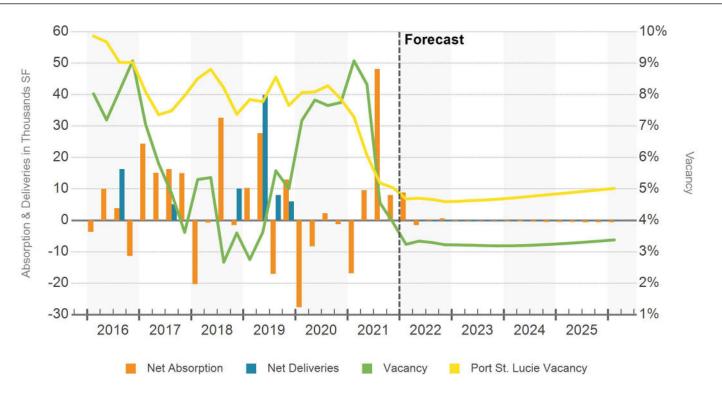
#### **KEY INDICATORS**

Current Quarter	RBA	Vacancy Rate	Market Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
4 & 5 Star	0	-	-	-	0	0	0
3 Star	721,215	3.1%	\$21.75	1.9%	0	0	0
1 & 2 Star	553,351	3.0%	\$20.52	6.4%	10,752	0	0
Submarket	1,274,566	3.1%	\$21.22	3.9%	10,752	0	0

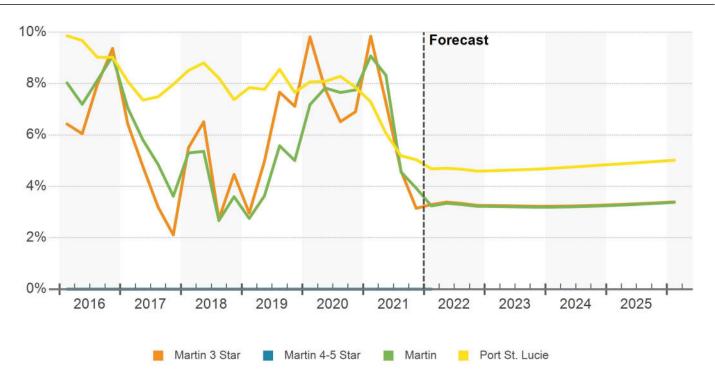
Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	-5.0%	8.2%	3.3%	12.8%	2013 Q2	2.7%	2018 Q3
Net Absorption SF	63.4K	9,785	6,825	70,514	2017 Q4	(43,399)	2012 Q3
Deliveries SF	0	9,837	141	57,801	2019 Q3	0	2021 Q4
Rent Growth	2.8%	0%	2.0%	9.9%	2018 Q3	-8.6%	2011 Q1
Sales Volume	\$20.3M	\$6.8M	N/A	\$28.4M	2017 Q3	\$0	2011 Q4



# **NET ABSORPTION, NET DELIVERIES & VACANCY**



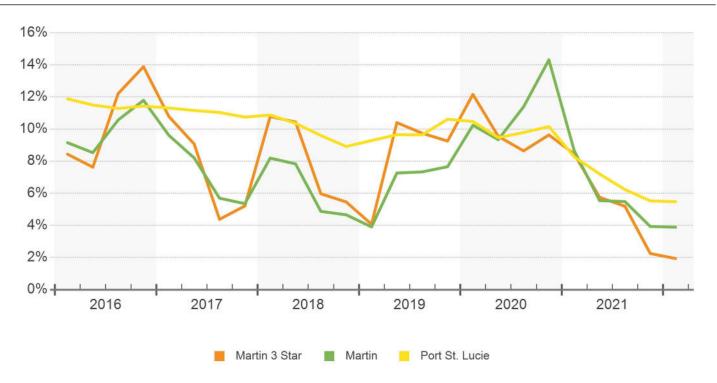
#### **VACANCY RATE**







# **AVAILABILITY RATE**



#### 3 STAR MOST ACTIVE BUILDINGS IN SUBMARKET - PAST 12 MONTHS

Property Name/Address	Rating	RBA	Deals	Leased SF	12 Mo Vacancy	12 Mo Net Absorp SF
4199-4257 SW High Meadow	****	32,225	3	18,160	20.6%	11,760
1995 SW Martin	****	15,136	1	15,136	20.0%	3,532
Willoughby Crossroads Centre 700-760 SE Indian St	****	22,288	4	17,810	64.8%	2,885
3232 SE Dixie Hwy	****	25,329	1	2,600	6.2%	2,600
Waterside Commons 7100 SW Kanner Hwy	****	13,725	1	2,400	7.0%	2,400
Palmetto Edge: Built-to-Suit 650 SE Indian St	****	8,000	1	2,000	0%	1,227
Place of Hope 11820 SE Dixie Hwy	****	6,000	3	328	0.8%	306
626-632 SE Monterey Rd	****	5,393	1	1,180	4.4%	275
Monterey Medical Center 1050 SE Monterey Rd	****	55,247	1	2,255	0%	0

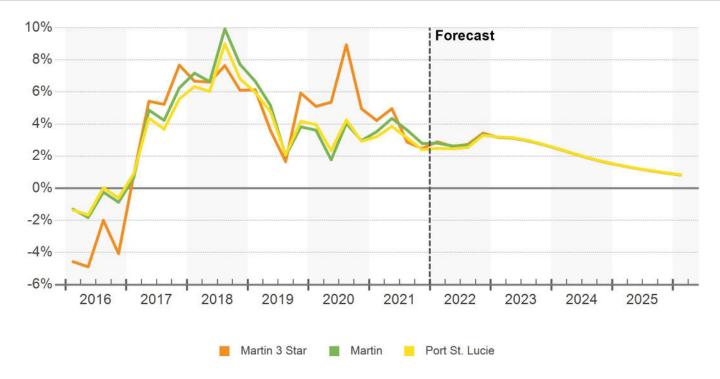


Office rents in Martin run for about \$21.00/SF gross, which is more or less in line with the metro average. The same is true for 3 Star space, the submarket's most prominent office slice, which at \$22.00/SF is right in line with the metro average for that slice.

Rents in the submarket grew by a moderate 2.8% year over year as of 2022Q1, which was about the same as the annualized average growth rate over the past three years.

On a longer horizon, office rent growth in both the Martin Submarket and the Port St. Lucie metro has been on a solid positive trajectory, although gains have fallen short of the outsized levels seen in some parts of the country. The typical office space in the Martin Submarket is 24.1% more expensive than it was a decade ago, mirroring the 10-year uptick observed in the metro at large.

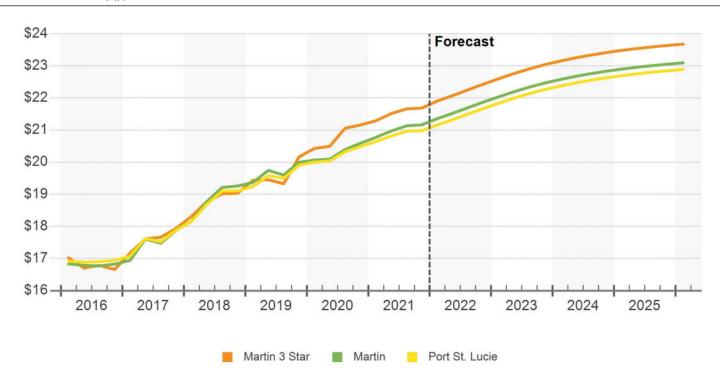
# **MARKET RENT GROWTH (YOY)**







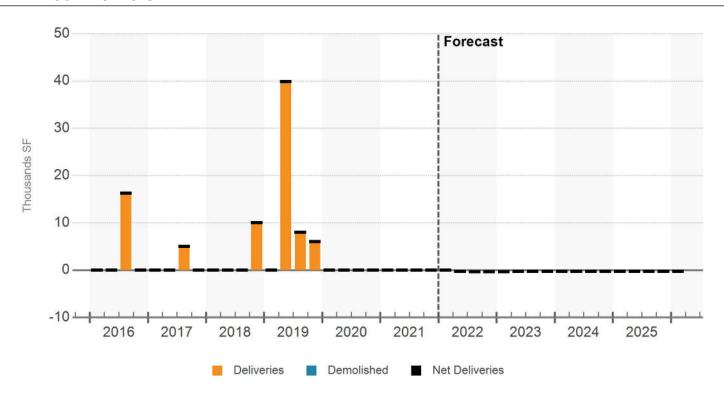
# MARKET RENT PER SQUARE FEET







# **DELIVERIES & DEMOLITIONS**







All-Time Annual Avg. Square Feet

**Delivered Square Feet Past 8 Qtrs** 

**Delivered Square Feet Next 8 Qtrs** 

**Proposed Square Feet Next 8 Qtrs** 

9,396



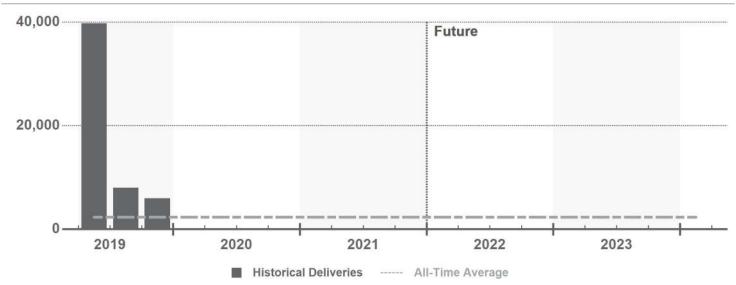




#### PAST 8 QUARTERS DELIVERIES, UNDER CONSTRUCTION, & PROPOSED



#### **PAST & FUTURE DELIVERIES IN SQUARE FEET**

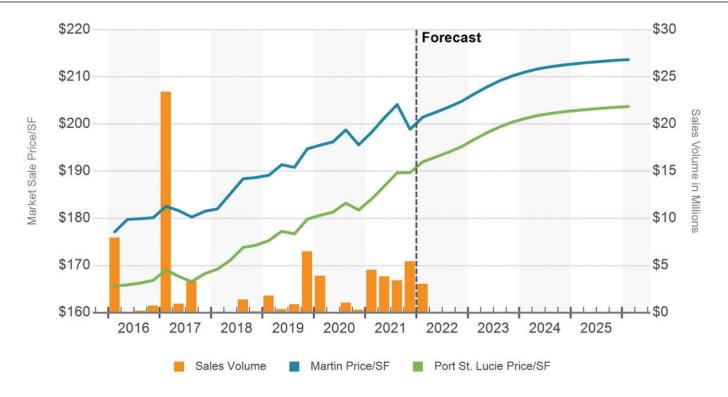




Buyers have shown consistent interest in Martin office buildings and have steadily scooped up assets over the years. Annual sales volume has averaged \$11.4 million over the past five years, and the 12-month high in investment volume hit \$28.4 million over that stretch. In the past 12 months specifically, \$19.2 million worth of assets sold.

The market price, derived from the estimated price movement of all office properties in the submarket, sat at \$200/SF during the first quarter of 2022. That figure is largely unchanged since last year, and the level here is still ahead of pricing across the Port St. Lucie region. The market cap rate has ticked up in the past 12 months to 8.3%, and it's fairly similar to the metro average.

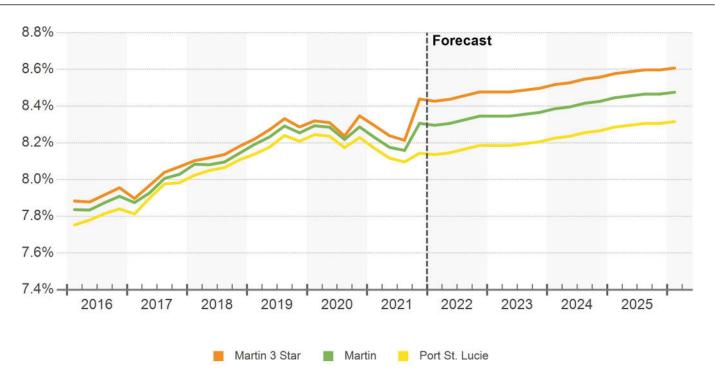
#### SALES VOLUME & MARKET SALE PRICE PER SF







# **MARKET CAP RATE**







Sale Comparables

Avg. Cap Rate

Avg. Price/SF

Avg. Vacancy At Sale

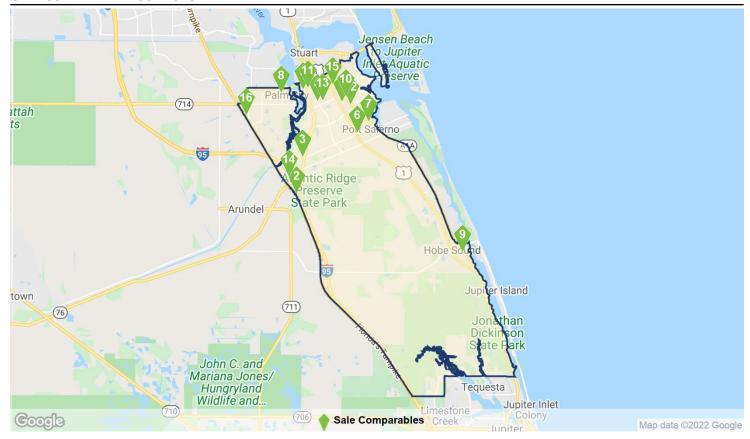
19

6.4%

\$214

3.6%

# SALE COMPARABLE LOCATIONS



#### SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$300,000	\$1,640,600	\$1,165,000	\$5,143,800
Price/SF	\$118	\$214	\$187	\$715
Cap Rate	5.8%	6.4%	6.5%	6.9%
Time Since Sale in Months	0.5	6.9	7.6	11.7
Property Attributes	Low	Average	Median	High
Building SF	999	7,208	4,279	27,209
Stories	1	1	1	1
Typical Floor SF	999	7,208	4,279	27,209
Vacancy Rate At Sale	0%	3.6%	0%	23.7%
Year Built	1930	1987	1994	2011
Star Rating	****	★ ★ ★ ★ 2.3	****	***



# Martin Office

# **RECENT SIGNIFICANT SALES**

			Proper	ty			Sale		
Pro	perty Name - Address	Rating	Yr Built	Bldg SF	Vacancy	Sale Date	Price	Price/SF	Cap Rate
•	GSA/ICE Building 3500 SE Commerce Ave	****	2011	18,611	0%	10/18/2021	\$5,143,800	\$276	-
2	8851 SW Old Kansas Ave	****	1996	27,209	0%	1/29/2021	\$3,200,000	\$118	-
3	6600 S Kanner Hwy	****	2007	4,279	0%	1/7/2022	\$3,058,000	\$715	5.8%
4	Building C 3477 SE Willoughby Blvd	****	2008	8,100	0%	6/4/2021	\$1,800,000	\$222	-
3	6600 S Kanner Hwy	****	2007	4,279	0%	7/7/2021	\$1,520,000	\$355	-
5	2750 S Kanner Hwy	****	1994	10,176	0%	4/9/2021	\$1,460,000	\$143	-
6	KMC Plaza 3233-3257 SE Salerno Rd	****	1979	5,750	0%	8/14/2021	\$870,000	\$151	6.5%
•	4575 SE Dixie Hwy	****	1974	1,500	0%	7/6/2021	\$715,000	\$477	-
8	1201 SW Sunset Trl	****	1997	3,380	23.7%	4/20/2021	\$574,000	\$170	6.9%
9	12000 SE Dixie Hwy	****	1973	2,696	0%	3/31/2021	\$563,300	\$209	-
<b></b>	2541 SE Clayton St	****	1976	3,360	0%	1/29/2021	\$483,100	\$144	-
•	2662-2698 SE Willoughb	****	2004	2,400	14.7%	8/2/2021	\$315,000	\$131	-
12	3590 SE Dixie Hwy	****	1930	999	0%	3/1/2021	\$300,000	\$300	-
13	Building 4 1239 SE Indian St	****	2007	1,829	0%	3/15/2021	\$290,000	\$159	-
14	7847-7851 SW Ellipse Way	****	2004	1,470	0%	10/21/2021	\$275,000	\$187	-
15	West Bld 2381-2443 SE Dixie Hwy	****	1985	1,154	2.0%	1/3/2022	-	-	-
16	4199-4257 SW High Mea	****	2006	2,240	0%	10/13/2021	-	-	-
10	2541 SE Clayton St	****	1976	3,360	0%	5/12/2021	-	-	-
14	7847-7851 SW Ellipse Way	****	2004	1,233	0%	4/28/2021	-	-	-



# **OVERALL SUPPLY & DEMAND**

		Inventory			Net Absorption	
Year	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2026	1,269,085	(1,113)	-0.1%	(2,782)	-0.2%	-
2025	1,270,198	(1,102)	-0.1%	(2,413)	-0.2%	-
2024	1,271,300	(1,103)	-0.1%	(1,605)	-0.1%	-
2023	1,272,403	(1,213)	-0.1%	(649)	-0.1%	-
2022	1,273,616	(950)	-0.1%	8,138	0.6%	-
YTD	1,274,566	0	0%	10,752	0.8%	0
2021	1,274,566	0	0%	48,693	3.8%	0
2020	1,274,566	0	0%	(34,964)	-2.7%	-
2019	1,274,566	53,801	4.4%	33,904	2.7%	1.6
2018	1,220,765	10,000	0.8%	9,922	0.8%	1.0
2017	1,210,765	5,000	0.4%	70,514	5.8%	0.1
2016	1,205,765	16,267	1.4%	(1,349)	-0.1%	-
2015	1,189,498	0	0%	27,182	2.3%	0
2014	1,189,498	0	0%	27,683	2.3%	0
2013	1,189,498	8,298	0.7%	8,075	0.7%	1.0
2012	1,181,200	0	0%	(25,409)	-2.2%	-
2011	1,181,200	18,611	1.6%	1,716	0.1%	10.8
2010	1,162,589	0	0%	39,106	3.4%	0

#### **3 STAR SUPPLY & DEMAND**

		Inventory			Net Absorption	
Year	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2026	722,003	228	0%	(783)	-0.1%	-
2025	721,775	232	0%	(586)	-0.1%	-
2024	721,543	219	0%	(169)	0%	-
2023	721,324	109	0%	294	0%	0.4
2022	721,215	0	0%	(825)	-0.1%	-
YTD	721,215	0	0%	-	-	-
2021	721,215	0	0%	27,108	3.8%	0
2020	721,215	0	0%	1,511	0.2%	0
2019	721,215	53,801	8.1%	32,280	4.5%	1.7
2018	667,414	10,000	1.5%	(5,882)	-0.9%	-
2017	657,414	5,000	0.8%	52,186	7.9%	0.1
2016	652,414	16,267	2.6%	(2,301)	-0.4%	-
2015	636,147	0	0%	17,333	2.7%	0
2014	636,147	0	0%	28,173	4.4%	0
2013	636,147	8,298	1.3%	(3,152)	-0.5%	-
2012	627,849	0	0%	(19,265)	-3.1%	-
2011	627,849	18,611	3.1%	(2,770)	-0.4%	-
2010	609,238	0	0%	33,981	5.6%	0



# 1 & 2 STAR SUPPLY & DEMAND

		Inventory			Net Absorption	
Year	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2026	547,082	(1,341)	-0.2%	(1,999)	-0.4%	-
2025	548,423	(1,334)	-0.2%	(1,827)	-0.3%	-
2024	549,757	(1,322)	-0.2%	(1,436)	-0.3%	-
2023	551,079	(1,322)	-0.2%	(943)	-0.2%	-
2022	552,401	(950)	-0.2%	8,963	1.6%	-
YTD	553,351	0	0%	10,752	1.9%	0
2021	553,351	0	0%	21,585	3.9%	0
2020	553,351	0	0%	(36,475)	-6.6%	-
2019	553,351	0	0%	1,624	0.3%	0
2018	553,351	0	0%	15,804	2.9%	0
2017	553,351	0	0%	18,328	3.3%	0
2016	553,351	0	0%	952	0.2%	0
2015	553,351	0	0%	9,849	1.8%	0
2014	553,351	0	0%	(490)	-0.1%	-
2013	553,351	0	0%	11,227	2.0%	0
2012	553,351	0	0%	(6,144)	-1.1%	-
2011	553,351	0	0%	4,486	0.8%	0
2010	553,351	0	0%	5,125	0.9%	0



# **OVERALL RENT & VACANCY**

		Mark	cet Rent			Vacancy	
Year	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2026	\$23.19	-	0.8%	9.6%	44,204	3.5%	0.1%
2025	\$23.05	-	1.0%	8.9%	42,488	3.3%	0.1%
2024	\$22.83	-	1.6%	7.9%	41,130	3.2%	0%
2023	\$22.46	-	2.7%	6.1%	40,581	3.2%	0%
2022	\$21.87	-	3.3%	3.3%	41,053	3.2%	-0.7%
YTD	\$21.22	-	2.8%	0.2%	39,317	3.1%	-0.8%
2021	\$21.16	-	2.8%	0%	50,069	3.9%	-3.8%
2020	\$20.59	-	3.0%	-2.7%	98,762	7.7%	2.7%
2019	\$20	-	3.8%	-5.5%	63,798	5.0%	1.4%
2018	\$19.26	-	7.7%	-9.0%	43,901	3.6%	0%
2017	\$17.88	-	6.2%	-15.5%	43,823	3.6%	-5.4%
2016	\$16.83	-	-0.9%	-20.5%	109,337	9.1%	1.4%
2015	\$16.98	-	0.1%	-19.8%	91,721	7.7%	-2.3%
2014	\$16.95	-	0.2%	-19.9%	118,903	10.0%	-2.3%
2013	\$16.92	-	-0.2%	-20.0%	146,586	12.3%	-0.1%
2012	\$16.96	-	-1.2%	-19.9%	146,363	12.4%	2.2%
2011	\$17.16	-	-7.4%	-18.9%	120,954	10.2%	1.3%
2010	\$18.54	-	-8.5%	-12.4%	104,059	9.0%	-3.4%

#### **3 STAR RENT & VACANCY**

		Mark	cet Rent			Vacancy	
Year	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2026	\$23.77	-	0.8%	8.4%	25,184	3.5%	0.1%
2025	\$23.63	-	1.0%	7.8%	24,272	3.4%	0.1%
2024	\$23.41	-	1.6%	6.7%	23,553	3.3%	0%
2023	\$23.04	-	2.7%	5.0%	23,265	3.2%	0%
2022	\$22.43	-	3.4%	2.3%	23,509	3.3%	0.1%
YTD	\$21.75	-	2.7%	-0.8%	22,684	3.1%	0%
2021	\$21.69	-	2.5%	-1.1%	22,684	3.1%	-3.8%
2020	\$21.16	-	5.0%	-3.5%	49,792	6.9%	-0.2%
2019	\$20.16	-	5.9%	-8.1%	51,303	7.1%	2.7%
2018	\$19.03	-	6.1%	-13.2%	29,782	4.5%	2.3%
2017	\$17.94	-	7.7%	-18.2%	13,900	2.1%	-7.2%
2016	\$16.66	-	-4.1%	-24.0%	61,086	9.4%	2.7%
2015	\$17.37	-	-1.2%	-20.8%	42,518	6.7%	-2.7%
2014	\$17.58	-	0.3%	-19.9%	59,851	9.4%	-4.4%
2013	\$17.53	-	-0.3%	-20.1%	88,024	13.8%	1.6%
2012	\$17.59	-	-1.4%	-19.8%	76,574	12.2%	3.1%
2011	\$17.84	-	-8.7%	-18.7%	57,309	9.1%	3.2%
2010	\$19.54	-	-10.9%	-10.9%	35,928	5.9%	-5.6%





# **1 & 2 STAR RENT & VACANCY**

		Mark	ket Rent			Vacancy	
Year	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2026	\$22.43	-	0.9%	9.5%	19,020	3.5%	0.2%
2025	\$22.29	-	1.0%	8.8%	18,216	3.3%	0.1%
2024	\$22.08	-	1.7%	7.8%	17,577	3.2%	0.1%
2023	\$21.72	-	2.7%	6.0%	17,316	3.1%	0%
2022	\$21.14	-	3.2%	3.2%	17,544	3.2%	-1.8%
YTD	\$20.52	-	3.1%	0.2%	16,633	3.0%	-1.9%
2021	\$20.48	-	3.2%	0%	27,385	4.9%	-3.9%
2020	\$19.85	-	0.3%	-3.1%	48,970	8.8%	6.6%
2019	\$19.78	-	1.2%	-3.4%	12,495	2.3%	-0.3%
2018	\$19.55	-	9.8%	-4.5%	14,119	2.6%	-2.9%
2017	\$17.80	-	4.4%	-13.1%	29,923	5.4%	-3.3%
2016	\$17.05	-	3.5%	-16.8%	48,251	8.7%	-0.2%
2015	\$16.46	-	2.0%	-19.6%	49,203	8.9%	-1.8%
2014	\$16.13	-	0%	-21.2%	59,052	10.7%	0.1%
2013	\$16.13	-	-0.1%	-21.2%	58,562	10.6%	-2.0%
2012	\$16.14	-	-0.9%	-21.2%	69,789	12.6%	1.1%
2011	\$16.28	-	-5.4%	-20.5%	63,645	11.5%	-0.8%
2010	\$17.22	-	-4.7%	-15.9%	68,131	12.3%	-0.9%





#### **OVERALL SALES**

	Completed Transactions (1)						Market Pricing Trends (2)			
Year	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate	
2026	-	-	-	-	-	-	\$214.10	144	8.5%	
2025	-	-	-	-	-	-	\$213.49	144	8.5%	
2024	-	-	-	-	-	-	\$212.52	143	8.4%	
2023	-	-	-	-	-	-	\$210.23	142	8.4%	
2022	-	-	-	-	-	-	\$204.78	138	8.3%	
YTD	1	\$3.1M	0.3%	\$3,058,000	\$714.65	5.8%	\$200.43	135	8.3%	
2021	17	\$17.2M	7.9%	\$1,511,745	\$191.47	6.7%	\$198.88	134	8.3%	
2020	11	\$5.2M	3.9%	\$1,591,796	\$120.99	11.5%	\$195.59	132	8.3%	
2019	7	\$9.5M	4.6%	\$3,052,070	\$177.88	7.8%	\$194.74	131	8.3%	
2018	12	\$1.5M	2.1%	\$695,000	\$259.13	6.1%	\$188.65	127	8.1%	
2017	8	\$27.7M	10.9%	\$5,530,425	\$226.31	6.4%	\$181.48	122	8.0%	
2016	6	\$8.9M	2.7%	\$2,149,575	\$330.13	6.3%	\$180.13	121	7.9%	
2015	12	\$6.9M	3.7%	\$1,712,500	\$201.09	9.0%	\$177.76	120	7.8%	
2014	6	\$3.2M	2.6%	\$681,000	\$104.62	-	\$175.61	118	7.7%	
2013	3	\$722.5K	0.9%	\$550,000	\$85.79	-	\$170.96	115	7.8%	
2012	10	\$9.6M	5.2%	\$1,517,200	\$164.57	8.3%	\$172.06	116	7.8%	
2011	3	\$0	0.6%	-	-	-	\$172.81	117	7.8%	

<sup>(1)</sup> Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

# **3 STAR SALES**

	Completed Transactions (1)						Market Pricing Trends (2)			
Year	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate	
2026	-	-	-	-	-	-	\$215.46	138	8.6%	
2025	-	-	-	-	-	-	\$214.89	137	8.6%	
2024	-	-	-	-	-	-	\$213.94	137	8.6%	
2023	-	-	-	-	-	-	\$211.68	135	8.5%	
2022	-	-	-	-	-	-	\$206.22	132	8.5%	
YTD	-	-	-	-	-	-	\$201.79	129	8.4%	
2021	7	\$7.7M	5.3%	\$2,475,633	\$244.19	-	\$200.17	128	8.4%	
2020	4	\$4.1M	4.5%	\$1,955,195	\$133.17	11.5%	\$200.61	128	8.3%	
2019	2	\$2.7M	2.3%	\$1,337,500	\$164.53	-	\$200.87	128	8.3%	
2018	8	\$640K	2.8%	\$640,000	\$335.43	6.1%	\$194.03	124	8.2%	
2017	5	\$25.8M	16.2%	\$6,455,097	\$253.96	6.4%	\$186.19	119	8.1%	
2016	5	\$8.7M	4.8%	\$2,806,100	\$334.38	6.3%	\$184.89	118	8.0%	
2015	8	\$6M	5.1%	\$3,012,500	\$232.73	9.0%	\$182.05	116	7.8%	
2014	4	\$2.7M	4.0%	\$824,667	\$108.06	-	\$180	115	7.7%	
2013	1	\$172.5K	0.4%	-	\$77.01	-	\$175.02	112	7.8%	
2012	4	\$5.3M	4.1%	\$4,852,000	\$237.61	8.3%	\$180.54	115	7.7%	
2011	2	\$0	0.8%	-	-	-	\$180.55	115	7.8%	

<sup>(1)</sup> Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

<sup>(2)</sup> Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.





<sup>(2)</sup> Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

# 1 & 2 STAR SALES

	Completed Transactions (1)							Market Pricing Trends (2)		
Year	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate	
2026	-	-	-	-	-	-	\$212.32	154	8.3%	
2025	-	-	-	-	-	-	\$211.68	154	8.3%	
2024	-	-	-	-	-	-	\$210.67	153	8.3%	
2023	-	-	-	-	-	-	\$208.35	151	8.2%	
2022	-	-	-	-	-	-	\$202.90	147	8.2%	
YTD	1	\$3.1M	0.8%	\$3,058,000	\$714.65	5.8%	\$198.66	144	8.1%	
2021	10	\$9.5M	11.2%	\$1,150,288	\$163	6.7%	\$197.20	143	8.1%	
2020	7	\$1.1M	3.2%	\$865,000	\$91.32	-	\$189.04	137	8.2%	
2019	5	\$6.8M	7.6%	\$6,481,209	\$183.71	7.8%	\$186.75	136	8.2%	
2018	4	\$865K	1.2%	\$750,000	\$221.79	-	\$181.65	132	8.1%	
2017	3	\$1.8M	4.5%	\$1,831,737	\$89.29	-	\$175.34	127	8.0%	
2016	1	\$180K	0.2%	\$180,000	\$204.55	-	\$173.94	126	7.8%	
2015	4	\$825K	2.1%	\$412,500	\$100.91	9.0%	\$172.17	125	7.7%	
2014	2	\$430K	0.9%	\$250,000	\$86.97	-	\$169.88	123	7.6%	
2013	2	\$550K	1.6%	\$550,000	\$88.97	-	\$165.66	120	7.7%	
2012	6	\$4.4M	6.6%	\$850,240	\$120.04	-	\$161.02	117	7.9%	
2011	1	\$0	0.4%	-	-	-	\$162.72	118	7.9%	

<sup>(1)</sup> Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.



<sup>(2)</sup> Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.