

Value Monitor

Vol. 75
FIRST QUARTER 2004

VALUE MONITOR LICENSE AGREEMENT

The subscription fee to this publication entitles the user to one copy. It is a violation of the copyright to make copies of and/or distribute this publication within your organization or for dissemination to clients. Multi-user licenses are available. Please contact Jack Doyle at (800) 992-7257 for information.

Printing or copying either the entire report or large sections for marketing or presentations is strictly prohibited, unless permission is received in advance from the publisher (**Global Real Analytics**). Likewise, incorporation of this information into an electronic network (for either internal or external purposes) is prohibited, unless permission is obtained beforehand from the publisher. Furthermore, you may not redistribute, rent, lend, sell, or modify any materials from the Value Monitor, or create derivative works for sale based on information or data contained in this report, without the express written permission of **Global Real Analytics, LLC**.

We realize, however, that the value of market data is based on its utility. Consequently, we encourage the use of our national data and/or select local market data from the **Value Monitor** for internal and external reports. We only stipulate that any borrowing of select material from the **Value Monitor** (and other NREI/GRA publications) for reports or articles include the following citation: "Data provided by the **National Real Estate Index/Global Real Analytics**, (800) 992-7257."

As always, if you have any questions regarding these policies, please call. It has been and remains our desire to work with you.

NATIONAL & REGIONAL PERFORMANCE

First Quarter 2004



| | CBD OFFICE | | SUBURBAN OFFICE | | WAREHOUSE | | RETAIL | | CLASS A APARTMENT | | CLASS B APARTMENT | |
|-------------------|------------|----------|-----------------|----------|-----------|----------|-----------|----------|-------------------|----------|-------------------|----------|
| REGIONS | Price S/F | Cap Rate | Price S/F | Cap Rate | Price S/F | Cap Rate | Price S/F | Cap Rate | Price S/F | Cap Rate | Price S/F | Cap Rate |
| National | \$214.63 | 7.6% | \$180.71 | 7.8% | \$47.98 | 8.3% | \$136.31 | 8.2% | \$115.16 | 7.1% | \$78.69 | 7.8% |
| Quarterly Change* | — | ↓ | — | — | — | — | — | ↓ | — | ↓ | — | ↓ |
| California | 244.87 | 6.8 | 251.23 | 7.2 | 65.46 | 7.9 | 173.15 | 7.8 | 168.36 | 6.7 | 121.19 | 7.2 |
| | — | — | — | — | — | — | ↑ | ↓ | — | ↓ | — | — |
| West | 182.60 | 7.5 | 165.08 | 7.8 | 48.82 | 7.9 | 135.13 | 8.2 | 96.28 | 6.9 | 67.03 | 7.4 |
| | — | — | — | — | — | ↑ | — | — | — | ↓ | — | ↓ |
| Southwest | 125.31 | 8.5 | 148.60 | 7.9 | 40.47 | 8.4 | 127.97 | 7.8 | 79.23 | 7.2 | 53.67 | 8.2 |
| | ↓ | — | — | — | — | — | — | — | ↑ | ↓ | — | ↓ |
| Southeast | 123.83 | 8.6 | 130.66 | 8.3 | 36.40 | 8.3 | 117.21 | 8.3 | 76.71 | 7.2 | 51.12 | 8.5 |
| | ↑ | ↓ | — | — | ↑ | ↓ | ↑ | ↓ | — | ↓ | — | ↓ |
| Florida | 136.26 | 8.3 | 158.76 | 7.8 | 50.16 | 8.0 | 107.25 | 7.5 | 94.01 | 6.7 | 60.32 | 8.2 |
| | — | ↓ | — | — | ↑ | ↓ | ↓ | ↓ | ↑ | ↓ | ↑ | ↓ |
| Midwest | 150.69 | 8.3 | 140.93 | 8.5 | 39.42 | 8.8 | 122.49 | 8.6 | 88.72 | 7.2 | 62.04 | 7.7 |
| | — | ↑ | ↓ | ↑ | — | — | ↑ | ↓ | — | ↓ | ↑ | ↓ |
| Northeast | 303.50 | 7.3 | 203.72 | 7.6 | 52.06 | 8.3 | 144.79 | 8.3 | 137.88 | 7.4 | 88.86 | 8.2 |
| | — | — | ↑ | ↓ | ↑ | ↓ | ↑ | ↓ | — | — | — | ↓ |

*Arrows represent a change in value during the quarter of greater than or equal to 1.0%. For changes less than 1.0%, performance is considered to be flat.

The above figures reflect performance in 60 markets weighted by property inventory. Averages for all markets have been calculated using regional and local market property stock weights from reputable sources. The National and Regional numbers and percentages noted above are averages and may show variance due to rounding and weighting. For a listing of the markets included, see the last page of this report.

Reported values reflect Class A properties, with the exception of Class B apartments. Select other sectors are reported in the Supplemental Value Monitor [not reflected in the regional and national averages above.] For suburban office, warehouse/distribution, retail, and apartment properties, the INDEX reports property transaction trends within metropolitan areas (Metropolitan Statistical Areas and Primary Metropolitan Statistical Areas), generally as defined by the U.S. Census Bureau.

Reported prices are derived, first and foremost, from closed property sales. Consequently, there may be some disparity between property values reported herein and anecdotal reports of changing market conditions in certain local markets. Ultimately, however, changing values are reflected in the data reported. All data for the current quarter are preliminary and subject to further revision in subsequent publications.

Regional data are primarily indicative of direction and may or may not constitute a pure representation of value trends and activity in underlying local markets.

For a complete description of the methodology employed, property type norms and an explanation of terms, please see the "Methodology" section.

CALIFORNIA REGION

First Quarter 2004



| | CBD OFFICE Average | | SUBURBAN OFFICE Average | | WAREHOUSE Average | | RETAIL Average | | CLASS A APARTMENT Average | | CLASS B APARTMENT Average | |
|---|-----------------------|-------------|----------------------------|-------------|----------------------|-------------|-------------------|-------------|------------------------------|-------------|------------------------------|-------------|
| | Price sf | Cap Rate | Price sf | Cap Rate | Price sf | Cap Rate | Price sf | Cap Rate | Price sf | Cap Rate | Price sf | Cap Rate |
| LOS ANGELES | | | | | | | | | | | | |
| 1 Q. '04 | 222.99 | 7.0 | 274.76 | 6.7 | 66.82 | 7.8 | 181.58 | 7.5 | 181.91 | 7.0 | 126.73 | 7.6 |
| 4 Q. '03 | 223.86 | 7.0 | 274.25 | 6.7 | 66.63 | 7.8 | 177.22 | 7.7 | 184.97 | 6.9 | 126.29 | 7.5 |
| 1 Q. '03 | 225.72 | 7.0 | 288.08 | 6.3 | 64.09 | 8.1 | 164.01 | 8.3 | 176.74 | 7.1 | 113.44 | 8.2 |
| OAKLAND | | | | | | | | | | | | |
| 1 Q. '04 | 168.91 | 8.4 | 232.56 | 7.0 | 49.67 | 8.0 | 163.68 | 8.6 | 162.31 | 7.2 | 129.19 | 6.8 |
| 4 Q. '03 | 168.34 | 8.5 | 232.73 | 7.0 | 49.11 | 8.2 | 161.68 | 8.7 | 160.09 | 7.4 | 127.42 | 6.9 |
| 1 Q. '03 | 170.67 | 8.6 | 232.14 | 7.1 | 46.20 | 9.0 | 156.94 | 8.9 | 153.33 | 7.8 | 124.52 | 7.2 |
| ORANGE COUNTY^a | | | | | | | | | | | | |
| 1 Q. '04 | 233.65 | 7.0 | 191.14 | 7.2 | 73.80 | 7.8 | 175.13 | 8.0 | 162.55 | 7.2 | 127.67 | 7.8 |
| 4 Q. '03 | 227.04 | 7.2 | 189.52 | 7.3 | 75.06 | 7.7 | 171.28 | 8.1 | 162.18 | 7.2 | 128.68 | 7.7 |
| 1 Q. '03 | 218.23 | 7.6 | 185.44 | 7.5 | 69.56 | 8.4 | 157.62 | 8.7 | 156.02 | 7.5 | 121.68 | 8.0 |
| RIVERSIDE-SAN BERNARDINO^b | | | | | | | | | | | | |
| 1 Q. '04 | 143.08 | 8.8 | 144.48 | 7.3 | 53.96 | 7.8 | 136.57 | 7.5 | 117.64 | 7.9 | 70.71 | 9.5 |
| 4 Q. '03 | 140.42 | 9.0 | 143.46 | 7.4 | 52.24 | 8.1 | 134.64 | 7.6 | 111.26 | 8.3 | 69.55 | 9.6 |
| 1 Q. '03 | 140.29 | 9.1 | 138.60 | 7.7 | 48.71 | 8.3 | 122.08 | 8.3 | 102.97 | 8.7 | 67.76 | 9.5 |
| SACRAMENTO | | | | | | | | | | | | |
| 1 Q. '04 | 208.69 | 7.8 | 183.91 | 7.8 | 45.81 | 7.8 | 145.76 | 8.1 | 101.45 | 8.0 | 75.84 | 7.8 |
| 4 Q. '03 | 211.68 | 7.7 | 186.24 | 7.7 | 45.80 | 7.8 | 143.85 | 8.2 | 102.29 | 8.0 | 74.49 | 8.0 |
| 1 Q. '03 | 203.98 | 8.1 | 186.80 | 8.0 | 42.95 | 8.3 | 131.26 | 8.9 | 93.41 | 8.9 | 67.69 | 8.8 |
| SAN DIEGO | | | | | | | | | | | | |
| 1 Q. '04 | 210.61 | 7.1 | 222.76 | 8.1 | 67.49 | 7.8 | 167.16 | 7.9 | 166.70 | 7.0 | 115.56 | 7.7 |
| 4 Q. '03 | 213.77 | 7.0 | 223.39 | 8.2 | 64.25 | 8.2 | 163.86 | 8.0 | 169.38 | 6.9 | 114.79 | 7.7 |
| 1 Q. '03 | 207.79 | 7.3 | 232.70 | 7.9 | 61.92 | 8.4 | 150.17 | 8.7 | 162.42 | 7.1 | 107.60 | 8.0 |
| SAN FRANCISCO | | | | | | | | | | | | |
| 1 Q. '04 | 324.80 | 7.0 | 294.81 | 7.4 | 71.15 | 8.2 | 195.48 | 7.8 | 184.84 | 7.3 | 140.73 | 6.6 |
| 4 Q. '03 | 323.55 | 7.0 | 291.04 | 7.5 | 70.96 | 8.2 | 192.16 | 7.9 | 182.74 | 7.4 | 139.13 | 6.7 |
| 1 Q. '03 | 306.79 | 7.7 | 280.86 | 8.0 | 67.48 | 8.9 | 183.81 | 8.5 | 179.96 | 7.8 | 137.85 | 7.0 |
| SAN JOSE | | | | | | | | | | | | |
| 1 Q. '04 | 261.25 | 7.0 | 299.34 | 7.3 | 69.52 | 8.2 | 181.88 | 7.8 | 178.33 | 6.4 | 132.50 | 6.8 |
| 4 Q. '03 | 262.60 | 7.0 | 296.84 | 7.4 | 69.09 | 8.3 | 178.50 | 7.9 | 176.29 | 6.5 | 131.42 | 6.9 |
| 1 Q. '03 | 255.67 | 7.8 | 299.15 | 7.7 | 69.03 | 8.7 | 168.20 | 8.7 | 166.74 | 7.2 | 126.53 | 7.6 |
| HONOLULU | | | | | | | | | | | | |
| 1 Q. '04 | 210.70 | 8.2 | 160.02 | 8.7 | 99.55 | 9.5 | 185.84 | 9.0 | 133.89 | 9.1 | 92.53 | 9.2 |
| 4 Q. '03 | 211.61 | 8.1 | 157.82 | 8.8 | 96.45 | 9.7 | 182.99 | 9.1 | 131.55 | 9.2 | 91.07 | 9.3 |
| 1 Q. '03 | 208.46 | 8.2 | 153.48 | 9.1 | 82.54 | 9.6 | 173.69 | 9.5 | 125.69 | 9.5 | 85.72 | 9.7 |

a For the CBD office sector, these figures represent mid- and high-rise properties in the Greater Airport submarket which includes Santa Ana, Irvine, Costa Mesa, and Newport Beach.

b For the CBD office sector, these figures represent mid- and high-rise properties in Riverside County.

WEST REGION

First Quarter 2004



| | CBD OFFICE Average | | SUBURBAN OFFICE Average | | WAREHOUSE Average | | RETAIL Average | | CLASS A APARTMENT Average | | CLASS B APARTMENT Average | |
|------------------------------|-----------------------|-------------|----------------------------|-------------|----------------------|-------------|-------------------|-------------|------------------------------|-------------|------------------------------|-------------|
| | Price sf | Cap Rate | Price sf | Cap Rate | Price sf | Cap Rate | Price sf | Cap Rate | Price sf | Cap Rate | Price sf | Cap Rate |
| DENVER | | | | | | | | | | | | |
| 1 Q. '04 | 154.91 | 8.1 | 164.99 | 7.4 | 47.53 | 8.0 | 137.24 | 8.1 | 112.08 | 6.9 | 75.80 | 6.6 |
| 4 Q. '03 | 157.31 | 8.0 | 167.41 | 7.3 | 48.26 | 7.8 | 138.44 | 8.0 | 112.50 | 6.9 | 76.90 | 6.6 |
| 1 Q. '03 | 160.26 | 8.0 | 172.97 | 7.2 | 46.34 | 8.4 | 127.09 | 8.6 | 114.85 | 6.7 | 74.94 | 7.0 |
| LAS VEGAS^a | | | | | | | | | | | | |
| 1 Q. '04 | 174.59 | 8.8 | 154.47 | 7.9 | 53.48 | 7.6 | 153.31 | 7.9 | 72.79 | 8.6 | 54.78 | 8.4 |
| 4 Q. '03 | 167.48 | 9.1 | 149.12 | 8.2 | 54.35 | 7.4 | 149.53 | 8.1 | 72.77 | 8.5 | 54.04 | 8.5 |
| 1 Q. '03 | 162.02 | 9.4 | 141.96 | 8.7 | 53.05 | 7.6 | 133.28 | 8.7 | 70.74 | 8.7 | 53.99 | 8.5 |
| PORTLAND | | | | | | | | | | | | |
| 1 Q. '04 | 159.01 | 8.3 | 159.93 | 7.9 | 50.44 | 7.9 | 140.55 | 8.1 | 82.99 | 7.3 | 56.46 | 8.4 |
| 4 Q. '03 | 159.55 | 8.3 | 158.43 | 8.0 | 50.92 | 7.8 | 138.04 | 8.2 | 82.84 | 7.3 | 56.40 | 8.4 |
| 1 Q. '03 | 166.29 | 8.1 | 157.77 | 8.4 | 48.96 | 8.3 | 129.45 | 8.8 | 82.54 | 7.4 | 57.35 | 8.3 |
| SALT LAKE CITY | | | | | | | | | | | | |
| 1 Q. '04 | 120.27 | 8.8 | 106.77 | 9.1 | 35.20 | 8.3 | 103.36 | 8.5 | 74.69 | 7.9 | 47.22 | 9.3 |
| 4 Q. '03 | 119.68 | 8.9 | 108.46 | 9.0 | 34.92 | 8.4 | 100.93 | 8.7 | 71.90 | 8.2 | 46.84 | 9.5 |
| 1 Q. '03 | 118.02 | 9.2 | 111.99 | 8.9 | 33.78 | 9.0 | 92.37 | 8.3 | 66.82 | 9.0 | 47.05 | 9.9 |
| SEATTLE | | | | | | | | | | | | |
| 1 Q. '04 | 239.25 | 7.7 | 188.23 | 7.9 | 54.48 | 7.6 | 145.22 | 8.2 | 107.32 | 7.3 | 76.96 | 7.7 |
| 4 Q. '03 | 238.52 | 7.7 | 190.73 | 7.8 | 54.87 | 7.5 | 144.59 | 8.2 | 108.59 | 7.2 | 75.66 | 7.8 |
| 1 Q. '03 | 222.69 | 8.2 | 193.91 | 7.4 | 52.64 | 8.0 | 136.84 | 8.7 | 112.93 | 7.1 | 74.47 | 8.1 |

a For the CBD office sector, these figures represent mid- and high-rise office properties throughout Clark County.

SOUTHWEST REGION

First Quarter 2004



| | CBD OFFICE Average | | SUBURBAN OFFICE Average | | WAREHOUSE Average | | RETAIL Average | | CLASS A APARTMENT Average | | CLASS B APARTMENT Average | |
|--------------------------------------|-----------------------|-------------|----------------------------|-------------|----------------------|-------------|-------------------|-------------|------------------------------|-------------|------------------------------|-------------|
| | Price sf | Cap Rate | Price sf | Cap Rate | Price sf | Cap Rate | Price sf | Cap Rate | Price sf | Cap Rate | Price sf | Cap Rate |
| ALBUQUERQUE^a | | | | | | | | | | | | |
| 1 Q. '04 | 101.39 | 9.8 | 90.08 | 9.6 | 33.72 | 8.9 | 92.71 | 8.7 | 69.70 | 8.4 | 45.78 | 9.1 |
| 4 Q. '03 | 101.60 | 9.8 | 91.26 | 9.5 | 33.65 | 8.9 | 91.31 | 8.8 | 67.74 | 8.6 | 44.87 | 9.2 |
| 1 Q. '03 | 105.16 | 9.7 | 91.72 | 9.7 | 33.01 | 9.2 | 87.06 | 9.2 | 65.65 | 9.0 | 42.83 | 9.5 |
| AUSTIN | | | | | | | | | | | | |
| 1 Q. '04 | 142.05 | 8.1 | 154.27 | 9.0 | 39.50 | 8.8 | 134.13 | 8.1 | 81.78 | 7.0 | 61.80 | 7.4 |
| 4 Q. '03 | 140.31 | 8.2 | 159.89 | 8.7 | 39.17 | 8.9 | 131.80 | 8.2 | 81.05 | 7.1 | 60.91 | 7.5 |
| 1 Q. '03 | 139.23 | 8.6 | 172.05 | 8.4 | 38.87 | 9.1 | 121.11 | 8.8 | 80.62 | 7.4 | 58.47 | 8.2 |
| DALLAS-FORT WORTH^b | | | | | | | | | | | | |
| 1 Q. '04 | 130.18 | 8.8 | 158.36 | 7.8 | 41.25 | 8.1 | 144.77 | 7.3 | 78.92 | 7.8 | 54.56 | 8.2 |
| 4 Q. '03 | 133.35 | 8.7 | 160.46 | 7.7 | 41.10 | 8.1 | 146.06 | 7.2 | 78.99 | 7.9 | 54.62 | 8.3 |
| 1 Q. '03 | 134.08 | 8.9 | 168.06 | 7.5 | 39.61 | 8.6 | 137.92 | 7.7 | 76.37 | 8.6 | 54.70 | 8.9 |
| EL PASO | | | | | | | | | | | | |
| 1 Q. '04 | 72.50 | 10.0 | 84.91 | 9.6 | 28.60 | 9.4 | 78.59 | 9.1 | 53.66 | 9.4 | 38.22 | 10.0 |
| 4 Q. '03 | 72.29 | 10.1 | 84.97 | 9.6 | 28.47 | 9.5 | 77.64 | 9.2 | 54.44 | 9.3 | 38.49 | 9.9 |
| 1 Q. '03 | 74.58 | 9.9 | 84.37 | 9.8 | 28.42 | 9.7 | 73.78 | 9.6 | 52.16 | 9.5 | 37.37 | 10.2 |
| HOUSTON | | | | | | | | | | | | |
| 1 Q. '04 | 129.40 | 9.4 | 141.35 | 7.7 | 40.59 | 9.0 | 122.67 | 7.8 | 80.33 | 7.4 | 51.22 | 9.5 |
| 4 Q. '03 | 132.74 | 9.3 | 139.81 | 7.8 | 40.79 | 8.9 | 121.55 | 7.9 | 78.47 | 7.6 | 50.35 | 9.7 |
| 1 Q. '03 | 133.42 | 9.5 | 127.32 | 8.8 | 39.91 | 9.3 | 113.37 | 8.4 | 79.41 | 7.7 | 53.24 | 9.5 |
| OKLAHOMA CITY | | | | | | | | | | | | |
| 1 Q. '04 | 77.09 | 8.9 | 85.46 | 9.1 | 28.27 | 9.4 | 77.96 | 8.6 | 56.56 | 8.9 | 43.00 | 9.9 |
| 4 Q. '03 | 77.76 | 8.9 | 86.89 | 9.0 | 28.05 | 9.5 | 77.18 | 8.7 | 56.57 | 9.0 | 42.64 | 10.0 |
| 1 Q. '03 | 80.53 | 8.9 | 91.62 | 8.7 | 28.78 | 9.4 | 75.13 | 8.9 | 56.12 | 9.3 | 42.41 | 10.1 |
| PHOENIX | | | | | | | | | | | | |
| 1 Q. '04 | 131.22 | 8.7 | 174.34 | 7.1 | 47.27 | 7.3 | 142.31 | 7.6 | 87.04 | 7.1 | 57.63 | 7.2 |
| 4 Q. '03 | 130.28 | 8.8 | 175.78 | 7.1 | 46.48 | 7.4 | 141.35 | 7.6 | 84.74 | 7.4 | 57.73 | 7.2 |
| 1 Q. '03 | 130.30 | 9.0 | 186.83 | 6.8 | 44.85 | 7.7 | 128.90 | 8.2 | 82.02 | 7.7 | 58.22 | 7.2 |
| SAN ANTONIO | | | | | | | | | | | | |
| 1 Q. '04 | 103.42 | 9.2 | 116.12 | 9.1 | 32.50 | 9.0 | 100.29 | 8.5 | 73.27 | 7.6 | 51.07 | 8.6 |
| 4 Q. '03 | 103.58 | 9.2 | 117.52 | 9.0 | 32.68 | 8.9 | 98.00 | 8.7 | 71.84 | 7.8 | 51.12 | 8.5 |
| 1 Q. '03 | 103.60 | 9.3 | 115.33 | 9.2 | 31.81 | 9.2 | 92.06 | 9.2 | 67.69 | 8.1 | 49.65 | 8.8 |
| TULSA | | | | | | | | | | | | |
| 1 Q. '04 | 74.04 | 9.6 | 81.04 | 9.5 | 24.60 | 9.5 | 70.46 | 8.9 | 52.80 | 9.0 | 37.07 | 10.2 |
| 4 Q. '03 | 74.98 | 9.5 | 82.64 | 9.4 | 24.55 | 9.6 | 69.39 | 9.0 | 52.43 | 9.1 | 37.61 | 10.2 |
| 1 Q. '03 | 77.38 | 9.4 | 84.54 | 9.4 | 26.05 | 9.3 | 68.62 | 9.1 | 53.93 | 9.2 | 38.93 | 10.1 |

a For the CBD office sector, these figures represent the "Downtown" and "Uptown" submarkets.

b For the CBD office sector, these figures represent central Dallas.

SOUTHEAST REGION

First Quarter 2004



| | CBD OFFICE Average | | SUBURBAN OFFICE Average | | WAREHOUSE Average | | RETAIL Average | | CLASS A APARTMENT Average | | CLASS B APARTMENT Average | |
|---------------------------------|-----------------------|-------------|----------------------------|-------------|----------------------|-------------|-------------------|-------------|------------------------------|-------------|------------------------------|-------------|
| | Price sf | Cap Rate | Price sf | Cap Rate | Price sf | Cap Rate | Price sf | Cap Rate | Price sf | Cap Rate | Price sf | Cap Rate |
| ATLANTA | | | | | | | | | | | | |
| 1 Q. '04 | 151.41 | 8.8 | 150.40 | 7.7 | 41.41 | 7.4 | 146.05 | 7.8 | 92.44 | 6.4 | 58.35 | 7.9 |
| 4 Q. '03 | 146.81 | 9.1 | 153.49 | 7.6 | 40.64 | 7.5 | 143.94 | 7.9 | 93.83 | 6.3 | 58.36 | 7.9 |
| 1 Q. '03 | 141.44 | 9.6 | 151.09 | 7.9 | 35.92 | 8.4 | 128.83 | 8.9 | 83.55 | 7.3 | 58.17 | 8.0 |
| BIRMINGHAM | | | | | | | | | | | | |
| 1 Q. '04 | 104.14 | 9.5 | 110.84 | 8.7 | 30.35 | 8.8 | 96.66 | 8.7 | 58.13 | 8.5 | 42.23 | 9.3 |
| 4 Q. '03 | 104.03 | 9.5 | 110.87 | 8.7 | 30.09 | 8.9 | 94.72 | 8.8 | 57.13 | 8.5 | 41.61 | 9.5 |
| 1 Q. '03 | 105.67 | 9.5 | 108.79 | 9.0 | 29.27 | 9.2 | 90.66 | 9.2 | 55.34 | 8.7 | 40.15 | 9.7 |
| CHARLOTTE | | | | | | | | | | | | |
| 1 Q. '04 | 152.81 | 8.2 | 133.02 | 8.4 | 37.28 | 8.0 | 118.38 | 8.0 | 70.28 | 7.7 | 45.97 | 8.7 |
| 4 Q. '03 | 151.59 | 8.3 | 133.58 | 8.4 | 36.49 | 8.2 | 115.70 | 8.2 | 67.33 | 8.2 | 46.17 | 8.7 |
| 1 Q. '03 | 150.39 | 8.4 | 122.78 | 9.1 | 34.78 | 8.9 | 106.93 | 8.8 | 71.86 | 8.0 | 46.32 | 9.0 |
| GREENSBORO/WINSTON-SALEM | | | | | | | | | | | | |
| 1 Q. '04 | 106.99 | 9.3 | 108.09 | 9.3 | 28.15 | 9.8 | 94.23 | 8.8 | 58.52 | 8.2 | 40.81 | 9.3 |
| 4 Q. '03 | 105.02 | 9.5 | 108.00 | 9.5 | 28.10 | 9.9 | 92.48 | 8.9 | 57.23 | 8.4 | 40.51 | 4.4 |
| 1 Q. '03 | 98.72 | 9.5 | 102.49 | 9.7 | 28.16 | 9.4 | 92.01 | 9.6 | 55.35 | 8.9 | 39.80 | 9.6 |
| GREENVILLE-SPARTANBURG | | | | | | | | | | | | |
| 1 Q. '04 | 99.42 | 9.6 | 87.04 | 9.4 | 28.15 | 9.8 | 94.23 | 8.8 | 50.91 | 8.5 | 38.12 | 9.7 |
| 4 Q. '03 | 98.42 | 9.7 | 86.68 | 9.5 | 28.10 | 9.9 | 92.48 | 8.9 | 52.50 | 8.2 | 38.00 | 9.7 |
| 1 Q. '03 | 99.75 | 9.8 | 87.40 | 9.7 | 29.67 | 9.6 | 88.48 | 9.3 | 52.23 | 8.4 | 38.79 | 10.0 |
| MEMPHIS | | | | | | | | | | | | |
| 1 Q. '04 | 95.71 | 9.3 | 109.89 | 9.0 | 31.00 | 9.0 | 96.97 | 8.9 | 61.20 | 8.0 | 42.07 | 9.2 |
| 4 Q. '03 | 94.85 | 9.4 | 110.19 | 9.0 | 31.26 | 9.0 | 95.77 | 9.0 | 59.60 | 8.2 | 41.80 | 9.3 |
| 1 Q. '03 | 96.70 | 9.5 | 112.31 | 8.9 | 31.57 | 9.1 | 90.45 | 9.4 | 58.91 | 8.4 | 41.92 | 9.3 |
| NASHVILLE | | | | | | | | | | | | |
| 1 Q. '04 | 112.20 | 9.4 | 124.22 | 8.7 | 32.98 | 8.9 | 106.34 | 8.5 | 71.62 | 7.7 | 49.00 | 9.4 |
| 4 Q. '03 | 110.60 | 9.5 | 123.07 | 8.8 | 32.75 | 9.0 | 104.94 | 8.6 | 70.29 | 7.8 | 47.86 | 9.3 |
| 1 Q. '03 | 111.17 | 9.6 | 122.69 | 9.0 | 32.84 | 9.0 | 98.78 | 9.1 | 68.28 | 8.0 | 46.82 | 9.7 |
| NEW ORLEANS | | | | | | | | | | | | |
| 1 Q. '04 | 96.26 | 9.7 | 103.46 | 8.4 | 33.54 | 9.1 | 100.87 | 8.7 | 61.80 | 8.5 | 41.54 | 10.2 |
| 4 Q. '03 | 95.54 | 9.8 | 101.22 | 8.6 | 33.09 | 9.2 | 99.08 | 8.8 | 60.63 | 8.6 | 40.48 | 10.3 |
| 1 Q. '03 | 93.73 | 10.1 | 98.73 | 8.9 | 31.75 | 9.4 | 93.32 | 9.3 | 57.02 | 8.9 | 39.16 | 10.7 |
| NORFOLK | | | | | | | | | | | | |
| 1 Q. '04 | 105.10 | 9.3 | 110.91 | 9.2 | 35.41 | 9.0 | 102.36 | 8.3 | 81.64 | 8.4 | 58.73 | 9.1 |
| 4 Q. '03 | 105.16 | 9.3 | 109.34 | 9.3 | 34.88 | 9.1 | 100.77 | 8.4 | 80.77 | 8.4 | 57.89 | 9.1 |
| 1 Q. '03 | 107.25 | 9.2 | 110.17 | 9.3 | 33.86 | 9.3 | 95.22 | 8.8 | 77.96 | 8.5 | 52.96 | 9.5 |
| RALEIGH-DURHAM | | | | | | | | | | | | |
| 1 Q. '04 | 120.21 | 7.9 | 133.86 | 8.0 | 32.95 | 8.8 | 125.25 | 7.5 | 70.35 | 7.8 | 51.51 | 8.8 |
| 4 Q. '03 | 118.97 | 8.0 | 133.97 | 8.0 | 33.46 | 8.7 | 123.49 | 7.6 | 68.79 | 8.0 | 51.90 | 8.7 |
| 1 Q. '03 | 119.40 | 8.1 | 134.81 | 8.1 | 32.75 | 9.0 | 113.00 | 8.2 | 72.77 | 7.7 | 52.72 | 8.8 |
| RICHMOND | | | | | | | | | | | | |
| 1 Q. '04 | 115.84 | 9.3 | 106.86 | 9.3 | 33.01 | 9.5 | 110.12 | 8.5 | 72.39 | 8.4 | 46.17 | 9.2 |
| 4 Q. '03 | 117.28 | 9.2 | 108.34 | 9.2 | 32.91 | 9.6 | 109.88 | 8.5 | 71.28 | 8.5 | 45.46 | 9.3 |
| 1 Q. '03 | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a |

FLORIDA REGION

First Quarter 2004



| | CBD OFFICE Average | | SUBURBAN OFFICE Average | | WAREHOUSE Average | | RETAIL Average | | CLASS A APARTMENT Average | | CLASS B APARTMENT Average | |
|---|-----------------------|-------------|----------------------------|-------------|----------------------|-------------|-------------------|-------------|------------------------------|-------------|------------------------------|-------------|
| | Price sf | Cap Rate | Price sf | Cap Rate | Price sf | Cap Rate | Price sf | Cap Rate | Price sf | Cap Rate | Price sf | Cap Rate |
| FT. LAUDERDALE | | | | | | | | | | | | |
| 1 Q. '04 | 139.84 | 8.5 | 178.83 | 7.0 | 57.78 | 8.0 | 148.99 | 7.6 | 98.23 | 7.2 | 63.96 | 8.5 |
| 4 Q. '03 | 138.69 | 8.6 | 175.03 | 7.1 | 57.31 | 8.0 | 148.95 | 7.6 | 95.64 | 7.3 | 63.01 | 8.6 |
| 1 Q. '03 | 135.74 | 9.0 | 169.81 | 7.4 | 55.63 | 8.3 | 135.33 | 8.3 | 84.97 | 8.2 | 62.64 | 8.5 |
| JACKSONVILLE | | | | | | | | | | | | |
| 1 Q. '04 | 98.53 | 9.3 | 110.09 | 9.0 | 35.06 | 8.3 | 106.58 | 8.1 | 75.18 | 8.0 | 49.71 | 8.2 |
| 4 Q. '03 | 97.88 | 9.4 | 111.47 | 8.9 | 33.75 | 8.6 | 102.83 | 8.4 | 75.52 | 7.9 | 50.00 | 8.1 |
| 1 Q. '03 | 98.31 | 9.6 | 113.40 | 8.9 | 32.86 | 8.8 | 95.29 | 9.0 | 68.06 | 8.6 | 46.50 | 8.7 |
| MIAMI | | | | | | | | | | | | |
| 1 Q. '04 | 174.00 | 9.1 | 193.93 | 7.0 | 61.96 | 7.3 | 143.18 | 7.9 | 111.90 | 6.5 | 67.48 | 8.2 |
| 4 Q. '03 | 176.47 | 9.0 | 194.25 | 7.0 | 60.34 | 7.5 | 139.01 | 8.1 | 107.22 | 6.8 | 66.98 | 8.1 |
| 1 Q. '03 | 192.09 | 8.4 | 181.00 | 7.7 | 55.04 | 8.3 | 125.65 | 8.8 | 92.53 | 7.7 | 60.67 | 8.7 |
| ORLANDO | | | | | | | | | | | | |
| 1 Q. '04 | 135.68 | 9.0 | 136.74 | 8.3 | 40.98 | 7.8 | 132.14 | 7.2 | 83.12 | 6.7 | 54.80 | 7.8 |
| 4 Q. '03 | 134.27 | 9.1 | 141.76 | 8.1 | 40.28 | 7.9 | 130.49 | 7.3 | 81.96 | 6.7 | 53.16 | 8.1 |
| 1 Q. '03 | 136.97 | 9.0 | 150.16 | 7.8 | 36.34 | 8.8 | 115.48 | 8.2 | 75.59 | 7.7 | 47.97 | 8.9 |
| TAMPA-ST. PETERSBURG^a | | | | | | | | | | | | |
| 1 Q. '04 | 121.16 | 8.3 | 138.65 | 8.1 | 39.64 | 8.9 | 134.35 | 7.1 | 72.17 | 8.0 | 47.61 | 9.3 |
| 4 Q. '03 | 118.53 | 8.5 | 135.65 | 8.3 | 37.84 | 9.3 | 136.45 | 7.0 | 72.73 | 7.9 | 48.07 | 9.2 |
| 1 Q. '03 | 113.18 | 9.1 | 132.19 | 8.6 | 38.69 | 8.9 | 120.97 | 7.9 | 68.23 | 8.2 | 46.58 | 9.3 |
| WEST PALM BEACH | | | | | | | | | | | | |
| 1 Q. '04 | 159.46 | 8.0 | 183.83 | 7.8 | 50.58 | 7.9 | 162.91 | 7.5 | 98.33 | 6.9 | 65.72 | 8.4 |
| 4 Q. '03 | 153.76 | 8.3 | 187.53 | 7.6 | 50.00 | 8.0 | 157.58 | 7.7 | 94.88 | 7.1 | 63.96 | 8.6 |
| 1 Q. '03 | 144.44 | 9.0 | 174.33 | 8.2 | 47.43 | 8.5 | 138.57 | 8.5 | 86.19 | 7.7 | 59.05 | 9.2 |

a For the CBD office sector, these figures represent properties in downtown Tampa.

MIDWEST REGION

First Quarter 2004



| | CBD OFFICE Average | | SUBURBAN OFFICE Average | | WAREHOUSE Average | | RETAIL Average | | CLASS A APARTMENT Average | | CLASS B APARTMENT Average | |
|---|-----------------------|-------------|----------------------------|-------------|----------------------|-------------|-------------------|-------------|------------------------------|-------------|------------------------------|-------------|
| | Price sf | Cap Rate | Price sf | Cap Rate | Price sf | Cap Rate | Price sf | Cap Rate | Price sf | Cap Rate | Price sf | Cap Rate |
| CHICAGO | | | | | | | | | | | | |
| 1 Q. '04 | 220.15 | 8.0 | 171.47 | 7.8 | 45.13 | 8.6 | 160.52 | 8.3 | 109.27 | 6.9 | 77.98 | 7.3 |
| 4 Q. '03 | 221.66 | 8.0 | 174.37 | 7.7 | 45.90 | 8.5 | 157.79 | 8.4 | 108.27 | 7.0 | 77.39 | 7.4 |
| 1 Q. '03 | 232.17 | 7.8 | 183.45 | 7.5 | 47.05 | 8.4 | 144.58 | 8.8 | 101.42 | 7.6 | 73.54 | 8.0 |
| CINCINNATI | | | | | | | | | | | | |
| 1 Q. '04 | 113.33 | 9.1 | 109.96 | 8.8 | 37.28 | 8.2 | 97.82 | 8.8 | 63.66 | 8.7 | 45.71 | 8.4 |
| 4 Q. '03 | 113.50 | 9.1 | 110.91 | 8.7 | 34.30 | 8.9 | 96.17 | 8.9 | 63.56 | 8.8 | 45.31 | 8.5 |
| 1 Q. '03 | 114.70 | 9.1 | 113.98 | 8.6 | 31.98 | 9.5 | 92.23 | 9.2 | 61.14 | 9.2 | 44.26 | 9.1 |
| CLEVELAND | | | | | | | | | | | | |
| 1 Q. '04 | 122.75 | 9.4 | 119.09 | 8.6 | 35.22 | 8.8 | 105.61 | 8.7 | 72.03 | 8.2 | 51.96 | 8.7 |
| 4 Q. '03 | 124.99 | 9.3 | 122.26 | 8.4 | 35.13 | 8.9 | 103.62 | 8.9 | 71.59 | 8.2 | 51.07 | 8.9 |
| 1 Q. '03 | 127.71 | 9.3 | 128.91 | 8.1 | 35.08 | 8.9 | 97.55 | 9.4 | 70.98 | 8.4 | 48.62 | 9.5 |
| COLUMBUS | | | | | | | | | | | | |
| 1 Q. '04 | 118.35 | 9.5 | 112.00 | 9.4 | 31.41 | 8.5 | 96.81 | 8.4 | 68.98 | 7.4 | 46.41 | 8.9 |
| 4 Q. '03 | 121.70 | 9.3 | 113.93 | 9.3 | 31.40 | 8.5 | 95.61 | 8.5 | 66.71 | 7.7 | 45.96 | 9.0 |
| 1 Q. '03 | 122.39 | 9.7 | 116.52 | 9.5 | 31.21 | 8.5 | 89.30 | 9.0 | 62.63 | 8.2 | 44.10 | 9.4 |
| DETROIT | | | | | | | | | | | | |
| 1 Q. '04 | 111.23 | 9.2 | 140.03 | 8.1 | 40.33 | 9.5 | 125.14 | 8.7 | 83.17 | 8.0 | 55.62 | 8.5 |
| 4 Q. '03 | 112.99 | 9.1 | 142.47 | 8.0 | 40.84 | 9.4 | 123.88 | 8.8 | 84.16 | 8.0 | 56.71 | 8.4 |
| 1 Q. '03 | 111.86 | 9.5 | 143.34 | 8.1 | 41.27 | 9.5 | 118.47 | 9.2 | 81.81 | 8.4 | 53.20 | 9.0 |
| INDIANAPOLIS | | | | | | | | | | | | |
| 1 Q. '04 | 114.43 | 9.5 | 109.61 | 8.8 | 32.14 | 8.6 | 105.09 | 8.9 | 65.17 | 8.4 | 46.02 | 8.6 |
| 4 Q. '03 | 116.11 | 9.4 | 111.41 | 8.7 | 31.29 | 8.8 | 104.20 | 9.0 | 64.64 | 8.5 | 45.26 | 8.8 |
| 1 Q. '03 | 118.43 | 9.4 | 112.77 | 8.8 | 30.36 | 9.3 | 99.20 | 9.3 | 63.46 | 8.9 | 43.58 | 9.5 |
| KANSAS CITY | | | | | | | | | | | | |
| 1 Q. '04 | 116.84 | 9.1 | 128.91 | 8.8 | 33.22 | 8.9 | 122.33 | 8.9 | 70.40 | 8.0 | 51.23 | 8.1 |
| 4 Q. '03 | 119.28 | 9.0 | 127.71 | 8.9 | 33.26 | 9.0 | 119.28 | 9.0 | 71.27 | 8.0 | 49.25 | 8.4 |
| 1 Q. '03 | 123.61 | 9.0 | 129.22 | 9.1 | 33.34 | 9.3 | 115.38 | 9.2 | 69.89 | 8.4 | 45.43 | 9.3 |
| MILWAUKEE | | | | | | | | | | | | |
| 1 Q. '04 | 122.38 | 8.8 | 102.35 | 8.9 | 38.91 | 9.2 | 100.09 | 9.1 | 69.92 | 8.6 | 47.97 | 9.3 |
| 4 Q. '03 | 121.30 | 8.9 | 102.44 | 8.9 | 39.47 | 9.1 | 99.12 | 9.2 | 68.84 | 8.8 | 47.00 | 9.4 |
| 1 Q. '03 | 120.66 | 9.1 | 101.73 | 9.1 | 40.78 | 8.9 | 94.29 | 9.5 | 67.14 | 9.2 | 46.53 | 9.7 |
| MINNEAPOLIS/ST. PAUL^a | | | | | | | | | | | | |
| 1 Q. '04 | 145.85 | 8.7 | 144.22 | 8.8 | 43.98 | 9.1 | 125.29 | 8.4 | 95.01 | 7.5 | 63.29 | 8.6 |
| 4 Q. '03 | 145.99 | 8.8 | 146.10 | 8.7 | 44.03 | 9.2 | 122.90 | 8.5 | 94.43 | 7.6 | 62.20 | 8.8 |
| 1 Q. '03 | 141.21 | 9.3 | 147.22 | 8.8 | 43.25 | 9.5 | 115.76 | 9.0 | 88.10 | 8.3 | 59.70 | 9.4 |
| St. Louis | | | | | | | | | | | | |
| 1 Q. '04 | 113.04 | 9.3 | 132.68 | 9.5 | 36.63 | 8.8 | 110.95 | 8.9 | 77.16 | 7.5 | 52.14 | 8.5 |
| 4 Q. '03 | 114.72 | 9.2 | 135.80 | 9.3 | 35.84 | 8.9 | 109.60 | 9.0 | 76.08 | 7.7 | 50.70 | 8.7 |
| 1 Q. '03 | 117.81 | 9.2 | 142.47 | 9.0 | 35.45 | 9.2 | 103.49 | 9.5 | 70.76 | 8.3 | 47.57 | 9.4 |

a For the CBD office sector, these figures represent properties in downtown Minneapolis.

NORTHEAST REGION

First Quarter 2004



| | CBD OFFICE Average | | SUBURBAN OFFICE Average | | WAREHOUSE Average | | RETAIL Average | | CLASS A APARTMENT Average | | CLASS B APARTMENT Average | |
|---------------------------------------|-----------------------|-------------|----------------------------|-------------|----------------------|-------------|-------------------|-------------|------------------------------|-------------|------------------------------|-------------|
| | Price sf | Cap Rate | Price sf | Cap Rate | Price sf | Cap Rate | Price sf | Cap Rate | Price sf | Cap Rate | Price sf | Cap Rate |
| BALTIMORE | | | | | | | | | | | | |
| 1 Q. '04 | 139.55 | 9.4 | 139.82 | 8.5 | 45.23 | 7.7 | 132.92 | 8.5 | 121.38 | 6.8 | 72.80 | 8.7 |
| 4 Q. '03 | 140.10 | 9.4 | 142.26 | 8.4 | 44.72 | 7.8 | 131.06 | 8.6 | 111.82 | 7.3 | 72.26 | 8.7 |
| 1 Q. '03 | 145.50 | 9.2 | 139.30 | 8.7 | 41.66 | 8.5 | 122.32 | 9.1 | 103.40 | 7.7 | 72.14 | 8.7 |
| BOSTON | | | | | | | | | | | | |
| 1 Q. '04 | 302.52 | 7.9 | 193.05 | 8.8 | 56.80 | 8.6 | 142.20 | 8.7 | 162.13 | 8.2 | 112.91 | 8.2 |
| 4 Q. '03 | 299.90 | 8.0 | 196.58 | 8.7 | 58.57 | 8.4 | 141.28 | 8.7 | 163.44 | 8.1 | 111.08 | 8.4 |
| 1 Q. '03 | 302.47 | 8.3 | 211.64 | 8.5 | 56.04 | 8.8 | 135.59 | 9.0 | 152.11 | 8.8 | 108.99 | 8.8 |
| CENTRAL NEW JERSEY^a | | | | | | | | | | | | |
| 1 Q. '04 | 183.98 | 7.9 | 182.14 | 7.6 | 55.66 | 8.8 | 146.23 | 8.0 | 126.36 | 7.6 | 84.24 | 8.6 |
| 4 Q. '03 | 181.82 | 8.0 | 178.23 | 7.8 | 56.82 | 8.6 | 143.31 | 8.1 | 125.43 | 7.7 | 81.51 | 8.8 |
| 1 Q. '03 | 174.21 | 8.5 | 169.28 | 8.6 | 54.29 | 8.9 | 137.41 | 8.5 | 119.46 | 8.1 | 75.84 | 9.3 |
| HARTFORD | | | | | | | | | | | | |
| 1 Q. '04 | 105.50 | 9.6 | 104.07 | 9.4 | 31.36 | 9.5 | 106.78 | 9.1 | 88.02 | 8.5 | 59.56 | 9.5 |
| 4 Q. '03 | 107.59 | 9.5 | 102.75 | 9.6 | 31.18 | 9.6 | 105.31 | 9.2 | 86.80 | 8.6 | 59.44 | 9.5 |
| 1 Q. '03 | 111.08 | 9.5 | 101.90 | 9.8 | 31.03 | 9.9 | 101.43 | 9.6 | 85.71 | 8.8 | 56.33 | 9.8 |
| MANHATTAN DOWNTOWN^b | | | | | | | | | | | | |
| 1 Q. '04 | 304.62 | 7.1 | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a |
| 4 Q. '03 | 297.76 | 7.3 | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a |
| 1 Q. '03 | 286.20 | 7.7 | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a |
| MANHATTAN MIDTOWN^b | | | | | | | | | | | | |
| 1 Q. '04 | 504.93 | 6.0 | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a |
| 4 Q. '03 | 507.11 | 5.9 | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a |
| 1 Q. '03 | 502.41 | 6.0 | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a |
| NASSAU-SUFFOLK^c | | | | | | | | | | | | |
| 1 Q. '04 | 159.35 | 7.9 | 147.16 | 7.9 | 54.93 | 8.0 | 156.65 | 7.9 | 139.32 | 8.4 | 90.83 | 8.6 |
| 4 Q. '03 | 158.90 | 7.8 | 145.56 | 8.0 | 53.58 | 8.2 | 152.08 | 8.1 | 137.30 | 8.5 | 88.58 | 8.8 |
| 1 Q. '03 | 156.38 | 8.1 | 149.51 | 7.9 | 50.75 | 8.7 | 141.19 | 8.7 | 130.55 | 8.9 | 82.85 | 9.2 |
| NORTHERN NEW JERSEY | | | | | | | | | | | | |
| 1 Q. '04 | 148.12 | 8.8 | 197.98 | 7.6 | 57.09 | 8.6 | 159.67 | 8.0 | 141.19 | 8.4 | 86.64 | 9.1 |
| 4 Q. '03 | 148.87 | 8.8 | 200.28 | 7.5 | 55.44 | 8.8 | 155.57 | 8.2 | 141.63 | 8.4 | 85.87 | 9.1 |
| 1 Q. '03 | 149.68 | 8.9 | 206.28 | 7.4 | 55.62 | 8.8 | 145.05 | 8.7 | 136.74 | 8.7 | 83.51 | 9.2 |
| PHILADELPHIA | | | | | | | | | | | | |
| 1 Q. '04 | 153.41 | 9.1 | 181.42 | 7.4 | 46.28 | 8.0 | 142.49 | 8.1 | 109.16 | 7.9 | 72.44 | 8.3 |
| 4 Q. '03 | 155.42 | 9.0 | 179.74 | 7.5 | 46.20 | 8.1 | 139.06 | 8.3 | 108.94 | 7.9 | 73.20 | 8.2 |
| 1 Q. '03 | 155.08 | 9.2 | 179.28 | 7.5 | 43.40 | 8.8 | 131.37 | 8.7 | 105.84 | 8.1 | 70.71 | 8.5 |
| PITTSBURGH | | | | | | | | | | | | |
| 1 Q. '04 | 124.63 | 9.8 | 103.17 | 9.5 | 35.63 | 9.2 | 99.08 | 9.3 | 65.38 | 8.7 | 46.42 | 9.9 |
| 4 Q. '03 | 126.52 | 9.7 | 103.67 | 9.5 | 35.36 | 9.3 | 98.11 | 9.4 | 63.89 | 8.9 | 46.47 | 9.9 |
| 1 Q. '03 | 128.53 | 9.7 | 107.33 | 9.4 | 34.91 | 9.5 | 94.82 | 9.7 | 61.78 | 9.1 | 46.84 | 10.1 |
| STAMFORD-SOUTH CT | | | | | | | | | | | | |
| 1 Q. '04 | 216.38 | 8.0 | 171.84 | 8.4 | 57.68 | 9.2 | 151.17 | 9.3 | 145.05 | 8.4 | 82.54 | 8.9 |
| 4 Q. '03 | 217.20 | 8.0 | 170.27 | 8.5 | 57.28 | 9.3 | 148.90 | 9.4 | 143.50 | 8.5 | 81.27 | 9.0 |
| 1 Q. '03 | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a |
| WASHINGTON, DC | | | | | | | | | | | | |
| 1 Q. '04 | 364.13 | 7.4 | 277.28 | 6.5 | 56.82 | 8.2 | 163.20 | 8.2 | 162.02 | 6.2 | 101.35 | 8.0 |
| 4 Q. '03 | 354.43 | 7.6 | 266.75 | 6.8 | 54.76 | 8.5 | 159.10 | 8.4 | 164.18 | 6.1 | 101.20 | 7.9 |
| 1 Q. '03 | 353.80 | 7.7 | 248.66 | 7.2 | 51.75 | 9.0 | 150.48 | 8.8 | 140.15 | 7.0 | 99.74 | 7.8 |

a For the CBD office sector, these figures represent mid-rise and high-rise space in the Princeton-Route 1 Corridor.

b Because of the lack of representative properties, the INDEX does not report garden-style apartment, neighborhood/community shopping center and modern warehouse sectors for New York City.

c For the CBD office sector, these figures represent mid-rise and high-rise space in the Central Nassau County submarket.

SUPPLEMENTAL VALUE MONITOR

First Quarter 2004



Other Property Sectors and Markets

| MARKET | PROPERTY SECTOR | AVERAGE PRICE PER SF | MARKET | PROPERTY SECTOR | AVERAGE PRICE PER SF | |
|------------------------|-----------------------------------|-------------------------|------------------------------|-----------------------------------|-------------------------|--|
| ATLANTA | Class C Suburban Office | \$76.21 | BUDAPEST, HUNGARY | Class A CBD Office | \$215.33 | |
| | Class C Warehouse | 18.34 | | Class B CBD Office | 157.47 | |
| | Class B Anchored Shopping Ctr. | 103.28 | CENTRAL NJ | Class B CBD Office | 137.52 | |
| | Class A Unanchored "Strip" Ctr. | 185.25 | | Class B Suburban Office | 134.13 | |
| | Class B/C Unanchored "Strip" Ctr. | 67.96 | | Class B Warehouse | 38.14 | |
| | Class C Apartment | 43.30 | | Class C Warehouse | 30.61 | |
| | Class D Apartment | 30.32 | | Class B/C R&D | 62.61 | |
| | Class A Flex/Business Campus | 102.12 | | Class A Flex/Business Campus | 104.94 | |
| | Class B Flex/Business Campus | 74.02 | CHARLOTTE | Class C Warehouse | 17.18 | |
| | Class C Flex/Business Campus | 52.24 | | | | |
| BALTIMORE | Class D CBD Office | 40.50 | CHICAGO | Class C CBD Office | 117.11 | |
| | Class C Suburban Office | 82.92 | | Class B Suburban Office | 129.05 | |
| | Class B Warehouse | 31.04 | | Class C Suburban Office | 104.29 | |
| | Class C Warehouse | 18.19 | | Class D Suburban Office | 60.03 | |
| | Class A Flex/Business Campus | 105.64 | | Class B Warehouse | 34.82 | |
| | Class C Apartment | 48.35 | | Class C Warehouse | 24.95 | |
| BIRMINGHAM | Class B Suburban Office | 83.00 | | Class B Anchored Shopping Ctr. | 96.44 | |
| | Class A Flex/Business Campus | 103.68 | | Class A Power Retail Center | 135.07 | |
| | Class B Flex/Business Campus | 67.30 | | Class A Unanchored "Strip" Ctr. | 165.24 | |
| BOSTON | | | | Class B/C Unanchored "Strip" Ctr. | 72.34 | |
| | | | | Class C Apartment | 48.82 | |
| | | | | Class A Flex/Business Campus | 102.76 | |
| | | | | Class B Flex/Business Campus | 76.62 | |
| | | CHICO, CA | Class A Apartment | 92.30 | | |
| | | | | | | |
| | | CINCINNATI | Class B Suburban Office | 82.56 | | |
| | | | Class B Warehouse | 24.65 | | |
| | | | Class C Warehouse | 18.70 | | |
| | | | Class A Flex/Business Campus | 88.74 | | |
| | | | Class B Flex/Business Campus | 61.56 | | |
| BRISBANE, AUSTRALIA | Class B CBD Office | 210.56 | | | | |
| | Class B Warehouse | 37.61 | | | | |
| | Class A Regional Mall | 434.44 | | | | |

The above figures reflect property transactions collected through the first quarter 2004. Only average price data is reported. Data was not collected in all property categories in all markets. Any foreign market prices reported reflect average cost in U.S. dollars at the time of sale. Foreign properties may not have exactly the same physical dimensions or amenities as comparable-class properties in the U.S.

All property types and classes are defined using a combination of factors, including age, amenities, and location. Space configuration and tenancies are also important criteria in evaluating retail properties. While there generally is an important correlation between age and property class, other factors are often more important in determining property class, particularly in the retail, hospitality and CBD office sectors.

SUPPLEMENTAL VALUE MONITOR

First Quarter 2004



Other Property Sectors and Markets

| MARKET | PROPERTY SECTOR | AVERAGE PRICE PER SF | MARKET | PROPERTY SECTOR | AVERAGE PRICE PER SF |
|------------------|-----------------------------------|----------------------|----------------|-----------------------------------|----------------------|
| CLEVELAND | Class B Warehouse | \$28.88 | DENVER (cont.) | Class B Flex/Business Campus | \$74.36 |
| | Class C Warehouse | 19.73 | | Class C Flex/Business Campus | 54.81 |
| | Class C Apartment | 39.34 | | Class B/C R&D | 61.62 |
| COLORADO SPRINGS | Class C CBD Office | 67.00 | DETROIT | Class D CBD Office | 23.22 |
| | Class A Suburban Office | 120.77 | | Class B Warehouse | 32.70 |
| COLUMBUS | Class B Warehouse | 22.06 | | Class C Warehouse | 22.42 |
| | Class C Warehouse | 17.95 | | Class C Apartment | 37.83 |
| | Class A Unanchored "Strip" Ctr. | 171.99 | | Class A Anchored Shopping Ctr. | 133.53 |
| DALLAS-F.W. | | | | Class A Flex/Business Campus | 93.11 |
| | Class B Suburban Office | 110.63 | | Class B Flex/Business Campus | 78.98 |
| | Class C Suburban Office | 68.04 | FRESNO | Class A Suburban Office | 128.42 |
| | Class B Warehouse | 30.74 | | Class C Warehouse | 15.86 |
| | Class C Warehouse | 19.91 | | Class A Unanchored "Strip" Ctr. | 125.08 |
| | Class B Anchored Shopping Ctr. | 95.31 | | Class B Apartment | 59.37 |
| | Class A Unanchored "Strip" Ctr. | 181.24 | | Class C Apartment | 41.68 |
| | Class B/C Unanchored "Strip" Ctr. | 65.56 | FT. LAUDERDALE | Class B Suburban Office | 112.84 |
| | Class C Apartment | 37.41 | | Class B Warehouse | 42.45 |
| | Class D Apartment | 26.95 | | Class B Anchored Shopping Ctr. | 97.37 |
| | Class A Flex/Business Campus | 109.76 | | Class C Anchored Shopping Ctr. | 68.10 |
| | Class C Flex/Business Campus | 53.96 | | Class B/C Unanchored "Strip" Ctr. | 75.24 |
| DENVER | | | | Class C Apartment | 48.54 |
| | Class B Suburban Office | 109.21 | | Class B Flex/Business Campus | 80.20 |
| | Class C Suburban Office | 81.58 | HOUSTON | Class B Suburban Office | 95.08 |
| | Class D Suburban Office | 36.43 | | Class C Suburban Office | 70.77 |
| | Class B Warehouse | 35.85 | | Class D Suburban Office | 44.46 |
| | Class C Warehouse | 24.51 | | Class B Warehouse | 28.23 |
| | Class B Anchored Shopping Ctr. | 98.49 | | Class C Warehouse | 20.07 |
| | Class C Anchored Shopping Ctr. | 57.27 | | Class B/C Self-Storage | 29.62 |
| | Class A Unanchored "Strip" Ctr. | 187.30 | | Class C Anchored Shopping Ctr. | 57.85 |
| | Class C Apartment | 58.90 | | | |
| | Class A Flex/Business Campus | 111.67 | | | |

The above figures reflect property transactions collected through the first quarter 2004. Only average price data is reported. Data was not collected in all property categories in all markets. Any foreign market prices reported reflect average cost in U.S. dollars at the time of sale. Foreign properties may not have exactly the same physical dimensions or amenities as comparable-class properties in the U.S.

All property types and classes are defined using a combination of factors, including age, amenities, and location. Space configuration and tenancies are also important criteria in evaluating retail properties. While there generally is an important correlation between age and property class, other factors are often more important in determining property class, particularly in the retail, hospitality and CBD office sectors.

SUPPLEMENTAL VALUE MONITOR

First Quarter 2004



Other Property Sectors and Markets

| MARKET | PROPERTY SECTOR | AVERAGE PRICE PER SF | MARKET | PROPERTY SECTOR | AVERAGE PRICE PER SF |
|-----------------|-----------------------------------|----------------------|---------------------|---------------------------------|----------------------|
| HOUSTON (cont.) | Class B/C Unanchored "Strip" Ctr. | \$60.53 | LOS ANGELES (cont.) | Class C Warehouse | \$34.92 |
| | Class C Apartment | 39.72 | | Class A Self Storage | 99.31 |
| | Class D Apartment | 22.06 | | Class B Anchored Shopping Ctr. | 107.24 |
| | Class B Flex/Business Campus | 61.89 | | Class A Unanchored "Strip" Ctr. | 280.22 |
| INDIANAPOLIS | Class C Apartment | 32.38 | | Class A Power Retail Center | 202.29 |
| | Class D Apartment | 20.40 | | Class C Apartment | 91.69 |
| KANSAS CITY | Class B Warehouse | 21.60 | | Class D Apartment | 55.16 |
| | Class C Apartment | 31.90 | | Class A Flex/Business Campus | 133.60 |
| KNOXVILLE | Class B Warehouse | 14.08 | | Class B Flex/Business Campus | 96.86 |
| | Class B/C Power Retail Center | 83.94 | | Class C Flex/Business Campus | 70.22 |
| LAS VEGAS | Class C CBD Office | 80.61 | LOUISVILLE | Class A Apartment | 67.82 |
| | Class B Suburban Office | 111.38 | | Class D Apartment | 18.96 |
| | Class A Unanchored "Strip" Ctr. | 212.88 | MANHATTAN DOWNTOWN | Class B CBD Office | 216.43 |
| | Class B/C Unanchored "Strip" Ctr. | 88.19 | | Class C CBD Office | 165.50 |
| | Class B Anchored Shopping Ctr. | 98.33 | MADRID, SPAIN | Class A CBD Office | 411.91 |
| | Class A Flex/Business Campus | 96.63 | | Class B CBD Office | 335.94 |
| | Class B Flex/Business Campus | 71.66 | MANHATTAN MIDTOWN | Class C CBD Office | 216.52 |
| LONDON CITY | Upscale Hospitality | 293.17 | | Class D CBD Office | 155.45 |
| | Class A Office | 948.85 | MIAMI | Class B Suburban Office | 124.46 |
| LONDON WEST END | Class B Office | 661.63 | | Class C Suburban Office | 92.20 |
| | Class A Office | 1,142.39 | | Class B Warehouse | 43.65 |
| LOS ANGELES | Class C CBD Office | 102.68 | | Class C Warehouse | 30.73 |
| | Class D CBD Office | 58.06 | | Class D Warehouse | 17.32 |
| | Class B Suburban Office | 178.11 | | Class C Apartment | 53.28 |
| | Class C Suburban Office | 137.63 | | Class B Flex/Business Campus | 72.71 |
| | Class D Suburban Office | 74.32 | MILWAUKEE | Class B Warehouse | 27.94 |
| | Class A Suburban Medical Office | 251.29 | | Class B Suburban Office | 149.10 |
| | Class B Suburban Medical Office | 148.83 | NEWARK | Class C Suburban Office | 109.89 |
| | Class B Warehouse | 48.33 | | Class B Warehouse | 41.44 |

The above figures reflect property transactions collected through the first quarter 2004. Only average price data is reported. Data was not collected in all property categories in all markets. Any foreign market prices reported reflect average cost in U.S. dollars at the time of sale. Foreign properties may not have exactly the same physical dimensions or amenities as comparable-class properties in the U.S.

All property types and classes are defined using a combination of factors, including age, amenities, and location. Space configuration and tenancies are also important criteria in evaluating retail properties. While there generally is an important correlation between age and property class, other factors are often more important in determining property class, particularly in the retail, hospitality and CBD office sectors.

SUPPLEMENTAL VALUE MONITOR

First Quarter 2004



Other Property Sectors and Markets

| MARKET | PROPERTY SECTOR | AVERAGE PRICE PER SF | MARKET | PROPERTY SECTOR | AVERAGE PRICE PER SF |
|------------------|-----------------------------------|----------------------|----------------------|-----------------------------------|----------------------|
| NEWARK (cont.) | Class C Warehouse | \$27.43 | PHILADELPHIA (cont.) | Class C Suburban Office | \$100.28 |
| | Class A Power Retail Center | 160.08 | | Class B Warehouse | 34.01 |
| | Class A Flex/Business Campus | 114.41 | | Class C Warehouse | 22.50 |
| | Class B Flex/Business Campus | 89.63 | | Class A Self-Storage | 58.46 |
| | Class C Flex/Business Campus | 70.91 | | Class C Apartment | 47.04 |
| OAKLAND-EAST BAY | Class B Suburban Office | 165.10 | | Class B Flex/Business Campus | 78.68 |
| | Class C Suburban Office | 114.47 | | Class C Flex/Business Campus | 62.45 |
| | Class B Warehouse | 36.05 | PHOENIX | Class B Suburban Office | 129.79 |
| | Class A Unanchored "Strip" Ctr. | 206.01 | | Class C Suburban Office | 78.83 |
| | Class A Flex/Business Campus | 122.60 | | Class B Warehouse | 33.03 |
| | Class B Flex/Business Campus | 83.46 | | Class C Warehouse | 23.78 |
| | Class C Apartment | 102.77 | | Class B/C Self-Storage | 34.20 |
| OKLAHOMA CITY | Class D Apartment | 20.73 | | Class B Anchored Shopping Ctr. | 97.49 |
| | | | | Class C Anchored Shopping Ctr. | 67.35 |
| ORANGE COUNTY | Class B CBD Office | 161.28 | | Class A Unanchored "Strip" Ctr. | 210.34 |
| | Class B Suburban Office | 141.08 | | Class B/C Unanchored "Strip" Ctr. | 91.36 |
| | Class A Suburban Medical Office | 208.99 | | Class C Apartment | 45.75 |
| | Class B Warehouse | 50.23 | | Class A Flex/Business Campus | 117.21 |
| | Class B Anchored Shopping Ctr. | 119.80 | | Class B Flex/Business Campus | 78.49 |
| | Class A Unanchored "Strip" Ctr. | 216.82 | | Auto Dealerships | 163.38 |
| | Class B/C Unanchored "Strip" Ctr. | 120.57 | | Franchised Fitness Club | 197.36 |
| | Class A Flex/Business Campus | 125.58 | PORTLAND | Class C CBD Office | 80.30 |
| | Class B Flex/Business Campus | 89.42 | | Class A Suburban Medical Office | 150.09 |
| ORLANDO | Class B Warehouse | 28.62 | | Class B Warehouse | 32.59 |
| | Class C Apartment | 39.54 | | Class B Anchored Shopping Ctr. | 86.53 |
| | Class B Flex/Business Campus | 67.96 | | Class A Flex/Business Campus | 105.93 |
| | Class C Flex/Business Campus | 46.74 | | Class B Flex/Business Campus | 73.21 |
| PHILADELPHIA | Class B CBD Office | 108.33 | PROVIDENCE | Class A Suburban Office | 114.56 |
| | Class C CBD Office | 81.84 | | Class B Anchored Shopping Ctr. | 87.16 |
| | Class D CBD Office | 54.73 | RALEIGH-DURHAM | | |
| | Class B Suburban Office | 130.95 | | | |

The above figures reflect property transactions collected through the first quarter 2004. Only average price data is reported. Data was not collected in all property categories in all markets. Any foreign market prices reported reflect average cost in U.S. dollars at the time of sale. Foreign properties may not have exactly the same physical dimensions or amenities as comparable-class properties in the U.S.

All property types and classes are defined using a combination of factors, including age, amenities, and location. Space configuration and tenancies are also important criteria in evaluating retail properties. While there generally is an important correlation between age and property class, other factors are often more important in determining property class, particularly in the retail, hospitality and CBD office sectors.

SUPPLEMENTAL VALUE MONITOR

First Quarter 2004



Other Property Sectors and Markets

| MARKET | PROPERTY SECTOR | AVERAGE PRICE PER SF | MARKET | PROPERTY SECTOR | AVERAGE PRICE PER SF |
|--------------------------|-----------------------------------|----------------------|-------------------|-----------------------------------|----------------------|
| RENO | Class A Anchored Shopping Ctr. | \$138.10 | SAN DIEGO (cont.) | Class A Unanchored "Strip" Ctr. | \$171.81 |
| | Class A Power Retail Center | 119.16 | | Class B/C Unanchored "Strip" Ctr. | 85.46 |
| | Class A Apartment | 89.66 | | Class A Flex/Business Campus | 124.59 |
| RICHMOND | Class B Warehouse | 25.74 | | Class B Flex/Business Campus | 91.85 |
| | Class C Warehouse | 14.33 | | Class C Flex/Business Campus | 67.70 |
| | Class B Anchored Shopping Ctr. | 84.02 | SAN FRANCISCO | Class B CBD Office | 259.70 |
| | Class C Flex/Business Campus | 51.80 | | Class D CBD Office | 89.09 |
| RIVERSIDE-SAN BERNARDINO | Class B Warehouse | 36.46 | | Class B Flex/Business Campus | 125.04 |
| | Class A Self-Storage | 71.40 | | Class C Flex/Business Campus | 99.88 |
| | Class B/C Self-Storage | 42.31 | SAN JOSE | Class B Suburban Office | 205.74 |
| | Class B Anchored Shopping Ctr. | 89.31 | | Class D Suburban Office | 59.13 |
| | Class D Anchored Shopping Ctr. | 33.10 | | Class A Unanchored "Strip" Ctr. | 270.81 |
| | Class A Unanchored "Strip" Ctr. | 180.47 | | Class B Flex/Business Campus | 113.53 |
| | Class A Power Retail Center | 154.81 | SARASOTA | Class A Apartment | 72.92 |
| | Class A Flex/Business Campus | 105.84 | SEATTLE | Class B Suburban Office | 150.70 |
| SACRAMENTO | Class B Flex/Business Campus | 64.36 | | Class C Suburban Office | 106.67 |
| | Class B Suburban Office | 130.16 | | Class B Warehouse | 38.17 |
| | Class C Suburban Office | 94.19 | | Class C Apartment | 25.58 |
| | Class B Warehouse | 29.80 | | Class A Unanchored "Strip" Ctr. | 171.59 |
| | Class C Anchored Shopping Ctr. | 52.32 | | Class A Flex/Business Campus | 113.69 |
| | Class A Unanchored "Strip" Ctr. | 231.49 | | Class B Flex/Business Campus | 87.07 |
| | Class B/C Unanchored "Strip" Ctr. | 79.28 | | Class C Flex/Business Campus | 61.31 |
| | Class A Flex/Business Campus | 117.60 | STATE OF NC | Class B Anchored Shopping Ctr. | 60.96 |
| | Class B Flex/Business Campus | 86.40 | STATE OF TN | Class B Anchored Shopping Ctr. | 60.21 |
| SAN ANTONIO | Class C Flex/Business Campus | 59.52 | | Class A Warehouse | 34.22 |
| | Class B CBD Office | 78.95 | STOCKTON-MODESTO | Class B Warehouse | 21.72 |
| | Class C CBD Office | 42.89 | | Class A Self-Storage | 58.06 |
| SAN DIEGO | Class D Suburban Office | 40.36 | | | |
| | Class B Suburban Office | 175.16 | | | |
| | Class A Self-Storage | 78.83 | | | |
| | Class B Anchored Shopping Ctr. | 112.47 | | | |

The above figures reflect property transactions collected through the first quarter 2004. Only average price data is reported. Data was not collected in all property categories in all markets. Any foreign market prices reported reflect average cost in U.S. dollars at the time of sale. Foreign properties may not have exactly the same physical dimensions or amenities as comparable-class properties in the U.S.

All property types and classes are defined using a combination of factors, including age, amenities, and location. Space configuration and tenancies are also important criteria in evaluating retail properties. While there generally is an important correlation between age and property class, other factors are often more important in determining property class, particularly in the retail, hospitality and CBD office sectors.

SUPPLEMENTAL VALUE MONITOR

First Quarter 2004



Other Property Sectors and Markets

| MARKET | PROPERTY SECTOR | AVERAGE PRICE PER SF | MARKET | PROPERTY SECTOR | AVERAGE PRICE PER SF |
|--------------------------|-----------------------------------|----------------------|----------------------|------------------------------|----------------------|
| SYDNEY, AUSTRALIA | Class A CBD Office | \$458.00 | VANCOUVER, CANADA | Class A Warehouse | \$57.17 |
| | Class A Warehouse | 57.01 | | Class A Flex/Business Campus | 106.38 |
| | Class B Warehouse | 41.90 | VENTURA COUNTY | Class A Suburban Office | 171.46 |
| SYDNEY (PARRAMATTA) | Class A Office | 214.79 | | Class A Apartment | 178.06 |
| | | | | Class B Apartment | 116.31 |
| TACOMA/ OLYMPIA | Class A Warehouse | 46.61 | | Class A Flex/Business Campus | 113.47 |
| | Class A Apartment | 86.52 | | Class B Flex/Business Campus | 73.32 |
| | Class B Apartment | 67.19 | WASHINGTON DC | Class B CBD Office | 247.15 |
| | Class C Apartment | 49.52 | | Class C CBD Office | 185.76 |
| | Economy Hospitality | 112.65 | | Class B Suburban Office | 186.39 |
| TAMPA- ST. PETERSBURG | Class B Suburban Office | 97.34 | | Class C Suburban Office | 131.03 |
| | Class B Warehouse | 29.63 | | Class B Warehouse | 41.20 |
| | Class C Apartment | 34.95 | | Class A Power Retail Center | 233.03 |
| | Class A Flex/Business Campus | 83.87 | | Class C Apartment | 79.06 |
| | Class B Flex/Business Campus | 66.59 | | Class A Flex/Business Campus | 134.53 |
| TOKYO, JAPAN | Class A Office (Outer Wards) | 592.41 | | Class B Flex/Business Campus | 103.64 |
| | Class A Office (Metropolitan) | 403.90 | | Class C Flex/Business Campus | 66.82 |
| TORONTO, CANADA | Class A Warehouse | 56.58 | W. PALM BEACH | Class B Warehouse | 37.52 |
| | Class B Warehouse | 35.14 | | Class A Self-Storage | 54.27 |
| TUCSON | | | | Class A Flex/Business Campus | 101.75 |
| | Class A Warehouse | 43.37 | | Class B Flex/Business Campus | 72.47 |
| | Class B Warehouse | 29.58 | | | |
| | Class A Self-Storage | 50.18 | | | |
| | Class A Unanchored "Strip" Ctr. | 107.42 | | | |
| | Class B/C Unanchored "Strip" Ctr. | 63.13 | | | |
| | Class A Apartment | 69.02 | | | |
| | Class B Apartment | 52.10 | | | |
| | Class C Apartment | 37.08 | | | |

The above figures reflect property transactions collected through the first quarter 2004. Only average price data is reported. Data was not collected in all property categories in all markets. Any foreign market prices reported reflect average cost in U.S. dollars at the time of sale. Foreign properties may not have exactly the same physical dimensions or amenities as comparable-class properties in the U.S.

All property types and classes are defined using a combination of factors, including age, amenities, and location. Space configuration and tenancies are also important criteria in evaluating retail properties. While there generally is an important correlation between age and property class, other factors are often more important in determining property class, particularly in the retail, hospitality and CBD office sectors.

PRIMARY REAL ESTATE MARKET MAKERS

First Quarter 2004

Contributors of property-level data to the National Real Estate Index (INDEX) are major players in the real estate industry. In addition to CB Richard Ellis, the single largest contributor of property-level data, the following companies also provide data on their real estate activity in the markets indicated for compilation of INDEX composite statistics.

Advantis (Atlanta, Jacksonville, Norfolk, Orlando)

AEGON USA (Memphis, Nashville, Tampa Bay)

Belvedere Corporation (Cincinnati)

Birmingham Realty (Birmingham)

Broderick Group (Seattle)

Carter/ONCOR (Atlanta, Orlando, Tampa Bay)

CB Richard Ellis (Albuquerque, Atlanta, Austin, Boston, Central Jersey, Charlotte, Chicago, Cincinnati, Cleveland, Columbus, El Paso, Fort Lauderdale, Hartford, Honolulu, Jacksonville, Las Vegas, Los Angeles, Memphis, Miami, Milwaukee, Minneapolis, Nashville, Newark, Norfolk, NY Midtown, Oakland, Orange County, Orlando, Philadelphia, Phoenix, Pittsburgh, Portland, Raleigh-Durham, Riverside-San Bernardino, Sacramento, Salt Lake City, San Diego, San Francisco, San Jose, Seattle, Stamford, Tampa Bay, Tulsa, West Palm Beach)

CB Richard Ellis—former Insignia ESG offices (Atlanta, Boston, Chicago, Denver, Greenville, Los Angeles, Miami, Nassau/Suffolk, NY Midtown, Norfolk, Oakland, Philadelphia, Phoenix, Pittsburgh, San Jose, Tampa Bay)

Childress Klein (Atlanta, Charlotte)

Cincinnati Commercial (Cincinnati)

Clarion Realty (Atlanta, Denver, Houston, Minneapolis)

Codina Realty (Fort Lauderdale, Miami)

Cohen Esrey New America (Kansas City)

Coldwell Banker (Greenville, Oklahoma City)

Colliers Dow & Condon (Hartford, Sonoma County)

Colliers International (Atlanta, Cincinnati, Las Vegas, Sacramento, Salt Lake City, Seattle)

Colliers Turley Martin Tucker (Indianapolis, St. Louis)

Colliers, Bennett & Kahnweiler (Chicago)

Colonial Properties (Birmingham)

Colton Company (Orange County, Tucson)

Cousins Properties (Atlanta, Charlotte, Winston-Salem)

Crescent Real Estate (Austin, Dallas/Fort Worth, Houston)

Cushman & Wakefield (Boston, Dallas/Fort Worth, Hartford, Houston, Los Angeles, Minneapolis, Orange County, Orlando, Philadelphia, Phoenix, Portland, St. Louis, Tampa Bay, Vallejo/Fairfield)

Cushman Realty (Fort Lauderdale)

Daniel Corporation (Birmingham)

Don Casto Company (Cincinnati, Columbus, Dayton)

Duke Weeks Realty (Cincinnati, Indianapolis)

Eason, Graham & Sander (Birmingham)

Equity Office (Albuquerque, Atlanta, Boston, Chicago, Denver, Houston, Los Angeles, Minneapolis, New Orleans, Portland, Sacramento, San Diego, San Francisco, San Jose, Seattle, Stamford)

First Industrial (Atlanta, Tampa Bay)

Flocke & Avoyer (San Diego)

Forest City Enterprises (Cleveland, Pittsburgh)

Gerald Gamble & Company (Oklahoma City)

Grubb & Ellis (Albuquerque, Boston, Cincinnati, Cleveland, Columbus, Detroit, Honolulu, Los Angeles, Milwaukee, Minneapolis, Nashville, Oklahoma City, Orlando, Phoenix, Portland, Riverside/SB, Sacramento, St. Louis, Tacoma/Olympia, West Palm Beach)

Hilton Realty (Central Jersey)

Hines Management (Columbus, Detroit, Houston, Miami, Minneapolis, San Francisco, Washington DC)

Inland Companies (Milwaukee)

IRT Property (Atlanta, Fort Lauderdale, New Orleans, Tampa Bay, Winston-Salem)

Jones Lang LaSalle (Atlanta, Denver, Houston, Miami, Sacramento)

Kimco Realty (Cincinnati, Miami, Nassau/Suffolk, Philadelphia)

KLNB Realtors (Baltimore)

Koger Equity (Austin, Greenville, San Antonio, Tampa Bay)

Lat Purser & Associates (Jacksonville, Winston-Salem)

Liberty Property Trust (Detroit, Philadelphia)

Lincoln Equities (Central Jersey, Nassau/Suffolk, Newark)

Lincoln Property Company (Austin, Boston, Chicago, Houston, New Orleans)

Mack-Cali Realty (Central Jersey, New York, Newark, Philadelphia)

NAI Welsh (Columbus)

Pan Pacific Retail Property (Las Vegas, Los Angeles, Portland, Sacramento, San Jose)

PCS Developments (New Orleans)

Price Edwards (Oklahoma City)

Regency Centers (Denver, Oakland, Portland, Seattle, Tampa Bay)

RL Pratt (Los Angeles)

Rouse Company (Baltimore, Washington DC)

Rubinstein Real Estate (Kansas City)

Schnitzer Northwest (Seattle)

Skinner & Broadbent (Indianapolis, Memphis)

Soroush Kaboli, Inc. (San Francisco)

Stream Realty (Dallas/Fort Worth)

The Crosland Group (Charlotte)

The Gustine Company (Pittsburgh)

TrammellCrow (Austin, Baltimore, Boston, Charlotte, Denver, Houston, Indianapolis, Jacksonville, Memphis, Nashville, Oklahoma City, Philadelphia, Phoenix, Portland, San Antonio, San Diego, Seattle, Tampa Bay, Tulsa)

Transwestern Property (Baltimore, Denver, Los Angeles, New Orleans, Orange County, San Antonio)

Travis Commercial (San Antonio)

TrizecHahn Inc. (Columbus, Dallas/Fort Worth, Detroit, Houston, Tulsa)

Unico Properties (Seattle)

Walters-Gottlieb Partners (West Palm Beach)

Weingarten Realty (Atlanta, Houston, Kansas City)

Welsh Companies (Columbus, Dayton, Minneapolis)

Wiggin Properties (Oklahoma City, Tulsa)

Woodbury Corporation (Salt Lake City)

METHODOLOGY



The **National Real Estate Index (INDEX)** reports data on large income-producing properties leased, bought and sold nationwide. As in prior *Market Monitor* publications, the new *INDEX Value Monitor* compiles and reports average prices and capitalization rates for Class A properties in local and regional markets throughout the United States. Prices and capitalization ("cap") rates for the Class A CBD (i.e., "downtown") office, suburban office, warehouse/distribution, anchored enclosed shopping center, and apartment sectors are reported. In addition, Class B apartment values and cap rates are compiled in all markets as well. The specific market data reported in the *Value Monitor* are described below.

Value Monitor Property Prices: Generally, the average property prices that appear for each of the 58 regularly-reported local markets in the *Value Monitor* (and *Market History Report*) are derived from current or historical property sales transactions in the underlying local markets. Nationwide, the National Real Estate Index typically compiles more than 1,000 transactions of large improved properties each period, many of which are utilized to formulate local market benchmark prices. In any given period, a number of local market property prices are derived solely from property sales. Typically, in such cases, benchmark prices will reflect activity over more than one period (i.e., a "rolling quarter" average).

In those markets and property sectors where there is inadequate current investment activity to justify reporting a pure transaction-based price, the benchmark value is formulated based on historical sales data and current market factors, including the operating performance of "like-kind" properties within the respective market and property sector. We realize, of course, that this necessitates an element of "informed judgment" but disparities in local market size and liquidity over time sometimes dictate a modified, hybrid approach.

Value Monitor Cap Rates: Like the prices, the market benchmark capitalization rates are based on current or historical property sales. The cap rate data reported in the *Value Monitor* is intended to reflect recent operating income, rather than forward-looking (i.e., "pro forma") performance. Where the data are available, the cap rates incorporate property-level operating income on consummated sales within the respective marketplaces. However, in many instances, these data either are not available, or the "robustness" of the reported income data is questionable. In those cases, cap rates are derived from the average benchmark property price (which is based on current period or historical transactions) and a representative market-wide operating income proxy for that property type. Because of these data-based qualifications, the cap rates are the most volatile of the data reported by the INDEX and, therefore, are perhaps most useful in determining market directions and trends.

Supplemental Value Monitor: In addition to the benchmark prices and rents for the 58 regularly-reported markets and six property sectors, the *Value Monitor*, like its predecessor publication, also reports average prices for other property categories and classes of properties. These market benchmarks, which appear in the *Supplemental Value Monitor* section of this report, are compiled and formulated on an "ad hoc" basis. That is, average prices are reported only in those geographical markets and property sectors/classes in which the publisher believes a sufficient sample of actual sales transactions has occurred. In that sense, these values reflect pure transaction-based prices. Consequently, the markets and property sectors reported here will vary; no two successive issues will necessarily report the same geographical markets and property classes. Nevertheless, we believe that these data constitute an important component of our *Value Monitor*, especially in an investment environment as active as this one has been.

CBD Office: Class A Central Business District office properties are, generally, ten stories or greater in size, steel frame (or other high quality) construction, and possess a high quality, modern exterior finish and glass application. Properties are located in the CBD or, in a few markets (see the footnotes for each region), a submarket recognized as a primary office location. The age (i.e., year of construction) of Class A CBD office properties is often more variable across local markets than for other property types. Please see the *Supplemental Value Monitor* section for descriptions of other CBD office classes reported.

Suburban Office: Class A suburban office properties are generally multi-story and/or located in a premiere business park. Generally, transacted properties, regardless of configuration, are located in established suburban office submarkets or, in some instances, city market areas outside of the recognized CBD submarket. Class A suburban office properties often were built more recently (generally in the past 15 years) than their urban "CBD" counterparts. Average Class B suburban office prices can be found for many markets in the *Supplemental Value Monitor*.

Warehouse/Distribution: In the Industrial sector, the INDEX emphasizes space originally designed and used for true warehouse/distribution or storage as the property norm. Typically, no more than 25% of the total space is office build-out, and most buildings contain a minimum of 50,000 square feet and are located in a quality industrial park or other superior location. Please see the *Supplemental Value Monitor* section for descriptions of other warehouse classes, as well as the important flex/business campus sector.

Retail: A neighborhood or community center, rather than an enclosed mall, is the property norm for the Class A retail sector reported in the *Value Monitor*. The typical center is 75,000–250,000 square feet and contains at least one major anchor tenant, usually a high quality national or regional grocery/drug store. Properties are located in established neighborhoods, both urban and suburban. Again, "power" retail centers, as well as other retail space configurations, are reported in the *Supplemental Value Monitor*.

Apartment: Generally, Class A transacted apartments contain at least 50 units and have amenities appropriate for the geographic region. Unless otherwise indicated (see the *Supplemental Value Monitor*), the property price and cap rate benchmarks reported in the *Value Monitor* reflect garden- or campus-style apartments. Class A apartment properties typically have been built or extensively rehabilitated in the past 15 years. Class B apartment properties sales compiled by the INDEX generally were built or extensively rehabilitated from 15 to 25 years ago. Once again, please see the *Supplemental Value Monitor* for other residential property classes.

Note: As for most statistical data services, previously-reported data is revised as needed to reflect the receipt of new data. We believe this approach helps assure the most reliable data over the long-term. In particular, all data reported in the current period should be considered preliminary.

VALUE MONITOR

PUBLISHER

GLOBAL REAL ANALYTICS

Richard Wollack
Chairman & CEO

Daniel O'Connor
Managing Director—
Global Forecasting

James Sempere
Chief Operating Officer

Jack Doyle
Director—Property Data
Research

RESEARCH/PRODUCTION

Terry Deming
Director—Data Acquisition &
Market Research

Bianka Noguera
Data Research & Accounting

Loubna Saleh
Data Management & Research

Axenia Velitchev
Research Analyst

Tamu Dawson
Senior Production Editor

Ashley Dickerson
Data Management &
Production

Joshua Tokle
Analyst & Information
Technology

NATIONAL REAL ESTATE INDEX publications are published quarterly by GRA Publishing, LLC 505 Montgomery Street, 6th Floor, San Francisco, CA 94111.

(800) 992-7257, www.nrei.info

Copyright © 2004 by National Real Estate Index.

SUBSCRIPTION INFORMATION

INDEX Value Monitor Service: An annual subscription to the *Value Monitor* includes four quarterly issues.

One Year Subscription Rate: \$495.

Important: The INDEX is sold with the understanding that the publisher is not engaged in rendering tax, accounting, or other professional advice through this publication. No statement in this issue is to be construed as a recommendation or as investment advice to buy or sell any securities or other investments. Real estate is generally a long-term, illiquid investment and requires careful consideration of financial objectives and independent research before investing.

The underlying data and information used as a basis for presentation in this publication has been obtained from third party sources considered to be reliable, but who are not required to make representations as to the accuracy of the data and information. Further, this and other information derived from independent market research is interpreted by INDEX staff in order to draw certain conclusions and estimates regarding U.S. and individual market trends and conditions. The amount of data and information may vary from period to period, depending on the number of transactions compiled or survey property rents reported to us by contributors, as well as the overall level of market activity. Thus, the sample size and comparisons vary from quarter to quarter. Therefore, the INDEX does not guarantee the accuracy of the information.

Reproduction, photocopying or incorporation into any information retrieval system for external or internal use is prohibited unless written permission is obtained beforehand from the publisher for each article. The subscription fee entitles the subscriber to one original only. Group (i.e., "Enterprise") subscriptions are available, often at discounted rates.

Subscription Information: For information on The National Real Estate Index family of publications (or if you have questions regarding these policies), please call us at (800) 992-7257 ext. 2, or visit our website at www.nrei.info.

MARKETS COVERED

Volume 75



CALIFORNIA

Los Angeles
Oakland-East Bay
Orange County
Riverside-San Bernardino
Sacramento
San Diego
San Francisco
San Jose
Honolulu

WEST

Denver
Las Vegas
Portland
Salt Lake City
Seattle

SOUTHWEST

Albuquerque
Austin
Dallas-Ft. Worth
El Paso
Houston
Oklahoma City
Phoenix
San Antonio
Tulsa

SOUTHEAST

Atlanta
Birmingham
Charlotte
Greensboro/Winston-Salem
Greenville-Spartanburg
Memphis
Nashville
New Orleans
Norfolk
Raleigh-Durham
Richmond

FLORIDA

Ft. Lauderdale
Jacksonville
Miami
Orlando
Tampa-St. Petersburg
West Palm Beach

MIDWEST

Chicago
Cincinnati
Cleveland
Columbus
Detroit
Indianapolis
Kansas City
Milwaukee
Minneapolis-St. Paul
St. Louis

NORTHEAST

Baltimore
Boston
Central New Jersey
Hartford
Manhattan Downtown
Manhattan Midtown
Nassau-Suffolk
Newark-Northern New Jersey
Philadelphia
Pittsburgh
Stamford-South CT
Washington, DC

INDEX ADVISORY BOARD

RICHARD M. BLUMENTHAL
Senior Vice President/Counsel
Stewart Title

GEOFFREY DOHRMAN
Editor & Publisher
The Institutional Real Estate Letter

ANTHONY DOWNS
Senior Fellow
Brookings Institute

ROBERT H. EDELSTEIN
Professor, Business Administration
Center for Real Estate & Urban
Economics
University of California, Berkeley

MICHAEL L. EVANS
Partner
Ernst & Young

LEWIS M. GOODKIN
President
Goodkin Consulting Corp.

SANFORD R. GOODKIN
Chairman
Sanford R. Goodkin & Associates

MARK HOEWING
Executive Director
NACORE International

RONALD KAISER
Senior Vice President & Director
Bailard, Biehl & Kaiser

RONALD A. KARP
Principal
Ronald A. Karp & Assoc.

GEORGE MARCUS
Chairman
Marcus & Millichap

ROBERT M. MAYNARD
Chief Investment Officer
Public Employees Retirement
System of Idaho

MARK OBRINSKY
Chief Economist
National Multi-Housing Council

DAMON RAIKE
Chairman of the Board
Damon Raikes and Company

PAUL SAYLOR
Founder and Chairman
Chadwick, Saylor, Inc.

D. ELLEN SHUMAN
Vice President & Chief
Investment Officer
Carnegie Corporation of New York

JAMES R. WEBB, PH.D.
Executive Director,
American Real Estate Society
Director of the Center for the Study
of Real Estate Brokerage and
Markets
Cleveland State University