

Value Monitor

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NATIONAL & REGIONAL PERFORMANCE

Fourth 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	\$229.74	7.3%	\$185.43	7.6%	\$49.46	8.1%	\$145.62	7.9%	\$117.90	6.8%	\$79.76	7.5%
Quarterly Change*	↑	↓	↑	↓	↑	↓	↑	↓	↑	↓	↑	↓
Pacific/Northwest	283.97	7.1	236.38	7.2	58.69	7.6	169.71	7.9	138.62	6.4	104.21	6.9
	↑	↓	↑	↓	↑	↓	↑	↓	—	—	↑	—
Pacific/Southwest	213.13	7.0	238.03	6.8	65.44	7.5	167.08	7.4	156.63	6.8	108.61	7.4
	↑	↓	↑	↓	↑	↓	↑	↓	↑	↓	↑	—
Plains/West	124.31	8.7	154.65	7.7	41.42	7.9	130.38	7.7	81.12	7.1	55.64	7.5
	—	—	↑	↓	↑	↓	↑	↓	—	—	—	—
Florida/Gulf Coast	132.40	8.8	155.54	7.4	47.74	8.2	138.26	7.4	85.68	6.6	56.71	7.7
	—	—	↑	↓	↑	—	↑	—	↑	↓	↑	—
Southeast	140.68	8.5	138.54	8.0	35.83	8.2	131.49	7.7	75.96	7.1	50.90	8.3
	↑	—	—	—	—	—	↑	—	↑	↓	—	—
Mid-Atlantic	288.35	7.2	223.70	7.1	50.53	8.1	150.16	8.0	127.41	6.6	85.12	7.4
	↑	—	—	—	—	—	↑	↓	↑	—	—	—
Northeast	364.13	6.6	191.99	8.1	59.91	8.5	165.76	8.2	164.44	7.1	100.52	7.8
	—	—	↑	↓	↑	↓	↑	↓	↑	↓	↑	↓
East Central	117.54	9.3	120.07	8.7	37.03	8.8	111.07	8.6	73.50	7.7	50.45	8.5
	—	—	—	—	—	—	↑	—	—	—	—	—
West Central	192.41	8.0	140.74	8.5	45.14	8.3	143.35	8.3	98.72	7.0	68.34	8.0
	↑	↓	—	—	↑	↓	↑	—	↑	↓	—	—

*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 61 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.

PACIFIC/NORTHWEST REGION

Fourth 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
OAKLAND-EAST BAY												
4 Q. '04	174.31	8.2	221.14	7.3	53.68	7.5	170.03	8.3	163.24	7.1	127.28	6.8
3 Q. '04	172.03	8.3	223.45	7.2	52.66	7.7	165.57	8.5	163.73	7.1	125.86	6.9
4 Q. '03	168.34	8.5	232.73	7.0	49.11	8.8	161.68	8.7	160.09	7.4	127.42	6.9
PORTLAND												
4 Q. '04	163.88	8.1	164.87	7.6	52.79	7.5	146.27	7.9	82.39	7.5	58.89	8.1
3 Q. '04	162.88	8.1	162.63	7.7	52.00	7.6	143.81	8.0	81.69	7.5	57.67	8.2
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
SACRAMENTO												
4 Q. '04	206.47	7.8	190.48	7.4	46.97	7.7	153.40	7.8	103.50	7.7	76.95	7.5
3 Q. '04	204.52	7.9	187.12	7.6	46.47	7.8	150.77	7.9	104.56	7.7	76.62	7.6
4 Q. '03	211.68	7.7	186.24	7.7	45.80	7.8	143.85	8.2	102.29	8.0	77.33	7.8
SAN FRANCISCO												
4 Q. '04	358.72	6.4	301.07	7.2	73.15	8.0	208.06	7.4	190.59	6.2	151.12	6.2
3 Q. '04	344.95	6.6	301.24	7.2	72.11	8.1	204.01	7.5	188.80	6.2	148.51	6.3
4 Q. '03	323.55	7.0	291.04	7.5	70.96	8.2	192.16	7.9	182.79	6.4	139.13	6.7
SAN JOSE												
4 Q. '04	278.49	6.5	294.55	7.4	70.52	8.0	189.78	7.5	182.41	6.4	141.14	6.3
3 Q. '04	275.23	6.6	293.85	7.4	69.46	8.1	187.19	7.6	181.08	6.5	138.27	6.4
4 Q. '03	262.60	7.0	296.84	7.4	69.09	8.3	178.50	7.9	176.29	6.8	131.42	6.9
SEATTLE												
4 Q. '04	247.90	7.4	223.88	6.5	58.29	7.2	158.11	7.7	114.29	6.9	79.82	7.6
3 Q. '04	242.96	7.5	206.01	7.0	56.49	7.3	152.41	7.9	113.84	6.9	79.30	7.5
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
HONOLULU												
4 Q. '04	218.29	8.0	167.49	8.4	104.63	9.2	193.71	8.7	142.33	8.8	98.30	9.0
3 Q. '04	214.37	8.1	164.50	8.5	103.02	9.3	190.83	8.8	139.27	8.9	96.26	9.1
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

PACIFIC/SOUTHWEST REGION

Fourth 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												
4 Q. '04	100.01	9.8	88.91	9.7	34.71	8.8	97.35	8.4	75.67	7.9	47.57	8.8
3 Q. '04	100.26	9.8	89.50	9.6	34.61	8.8	95.56	8.5	74.82	8.0	47.06	8.8
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
EL PASO												
4 Q. '04	73.80	9.9	85.23	9.6	29.52	9.2	81.67	8.9	56.48	9.1	38.32	10.0
3 Q. '04	73.68	9.9	84.75	9.6	29.16	9.3	80.33	9.0	55.34	9.2	37.92	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
LAS VEGAS^b												
4 Q. '04	188.12	8.2	162.62	7.5	57.76	7.1	164.15	7.5	82.43	7.8	57.68	8.5
3 Q. '04	181.16	8.5	158.33	7.7	55.72	7.3	158.88	7.7	78.69	8.1	56.66	8.3
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
LOS ANGELES^c												
4 Q. '04	239.49	6.5	294.37	6.2	70.91	7.4	188.99	7.3	193.96	6.7	132.69	7.5
3 Q. '04	227.22	6.8	286.02	6.4	70.18	7.5	185.69	7.4	189.99	6.8	129.62	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
ORANGE COUNTY^d												
4 Q. '04	240.11	6.9	197.71	7.0	77.79	7.5	191.17	7.6	165.70	7.1	131.47	7.7
3 Q. '04	232.31	7.1	191.22	7.2	75.19	7.7	183.88	7.7	163.85	7.2	131.23	7.7
4 Q. '03	227.04	7.2	189.52	7.3	75.06	7.6	171.28	8.1	162.18	7.2	128.68	7.7
PHOENIX												
4 Q. '04	134.07	8.4	173.43	7.1	52.52	6.9	146.90	7.5	86.97	7.1	59.95	6.9
3 Q. '04	132.27	8.5	171.19	7.2	49.89	7.1	145.08	7.5	86.15	7.1	58.94	7.0
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
RIVERSIDE-SAN BERNARDINO^e												
4 Q. '04	150.05	8.4	153.26	7.0	56.63	7.6	148.72	7.0	123.29	7.9	77.32	9.2
3 Q. '04	148.00	8.5	147.46	7.2	56.26	7.6	143.17	7.2	121.32	7.9	74.71	9.3
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
SAN DIEGO												
4 Q. '04	246.30	6.1	269.47	6.9	71.61	7.5	179.24	7.5	179.59	6.8	125.62	7.2
3 Q. '04	240.94	6.2	256.18	7.2	69.96	7.6	173.28	7.7	171.89	7.0	122.52	7.3
4 Q. '03	213.77	7.0	222.39	8.2	64.25	8.2	163.86	8.0	169.38	6.9	114.79	7.7

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

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

c For the CBD office sector, these figures reflect central Los Angeles only. The important "West Los Angeles" submarkets are incorporated in the Suburban Office benchmark.

d 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.

e For the CBD office sector, these figures represent the city of Riverside.

PLAINS/WEST REGION

Fourth 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
AUSTIN												
4 Q. '04	141.36	8.0	147.46	9.3	40.81	8.5	139.52	7.9	81.87	6.8	62.32	7.2
3 Q. '04	141.79	8.0	147.67	9.3	40.45	8.6	137.47	8.0	81.69	6.9	62.25	7.2
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
DALLAS-FORT WORTH^a												
4 Q. '04	126.77	8.9	168.68	7.2	42.30	7.7	148.90	7.2	80.15	7.5	53.32	8.5
3 Q. '04	127.51	8.9	166.51	7.3	42.13	7.8	146.39	7.3	79.47	7.6	54.36	8.4
4 Q. '03	133.35	8.7	160.46	7.7	41.10	8.1	146.06	7.2	78.99	8.0	54.62	8.7
DENVER												
4 Q. '04	149.49	8.3	166.07	7.3	48.06	8.0	146.46	7.7	109.41	7.0	75.39	6.5
3 Q. '04	149.33	8.3	164.00	7.4	47.02	8.1	141.16	7.9	111.80	6.9	75.37	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
OKLAHOMA CITY												
4 Q. '04	74.98	9.0	86.31	9.0	29.38	9.1	81.71	8.3	58.84	8.6	43.80	9.9
3 Q. '04	75.87	8.9	85.11	9.1	28.99	9.2	80.64	8.4	58.17	8.7	43.24	10.0
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
SALT LAKE CITY												
4 Q. '04	119.87	8.8	107.27	9.0	36.60	8.0	107.54	8.3	78.92	7.4	48.14	9.2
3 Q. '04	119.41	8.8	104.70	9.2	36.06	8.1	105.77	8.4	77.92	7.6	47.87	9.2
4 Q. '03	119.68	8.9	108.46	9.0	34.92	8.4	100.73	8.7	71.90	8.2	46.84	9.5
SAN ANTONIO												
4 Q. '04	102.27	9.2	124.21	8.5	35.02	8.4	104.75	8.2	74.29	7.7	52.48	8.4
3 Q. '04	102.51	9.2	121.28	8.7	34.07	8.6	102.98	8.3	74.39	7.6	51.31	8.5
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
TULSA												
4 Q. '04	73.58	9.6	81.01	9.5	24.64	9.4	73.25	8.6	53.87	8.9	37.49	10.2
3 Q. '04	73.69	9.6	80.95	9.5	24.42	9.5	72.09	8.7	53.46	8.9	37.13	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

^a For the CBD office sector, these figures represent central Dallas. All other Dallas city office submarkets are included in the suburban office benchmark.

FLORIDA/GULF COAST REGION

Fourth 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												
4 Q. '04	141.36	8.3	176.63	7.1	59.60	7.8	148.61	7.7	101.94	7.2	67.01	8.4
3 Q. '04	140.31	8.4	175.94	7.1	58.72	7.9	150.22	7.6	100.91	7.2	66.15	8.4
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
HOUSTON												
4 Q. '04	130.55	9.2	150.77	7.1	42.83	8.7	131.27	7.4	72.13	7.9	49.34	9.0
3 Q. '04	129.65	9.3	146.95	7.3	42.31	8.8	127.27	7.6	72.36	8.0	49.71	8.9
4 Q. '03	132.74	9.3	136.65	8.0	40.79	8.9	121.55	7.9	72.39	7.9	49.36	9.3
JACKSONVILLE												
4 Q. '04	98.23	9.2	110.41	8.9	36.36	8.1	117.36	7.4	77.92	7.8	51.18	8.1
3 Q. '04	98.60	9.2	109.92	8.9	36.23	8.1	114.20	7.6	76.54	7.9	50.75	8.1
4 Q. '03	97.88	9.4	111.47	8.9	33.75	8.6	104.07	8.3	75.52	7.9	50.00	8.1
MIAMI^a												
4 Q. '04	172.29	9.1	205.90	6.6	63.88	7.3	149.89	7.7	120.20	6.1	75.82	7.6
3 Q. '04	172.53	9.1	199.97	6.8	63.15	7.3	146.96	7.8	118.10	6.2	72.85	7.8
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
NEW ORLEANS												
4 Q. '04	99.14	9.4	107.42	8.1	34.37	8.9	105.24	8.5	63.94	8.3	42.68	9.9
3 Q. '04	98.53	9.5	105.70	8.2	33.95	9.0	103.89	8.5	63.46	8.4	42.20	10.0
4 Q. '03	95.54	9.8	101.22	8.6	33.09	9.2	99.08	8.8	60.63	8.6	40.98	10.3
ORLANDO												
4 Q. '04	138.62	8.9	142.91	7.9	43.17	7.6	138.38	7.0	88.34	6.5	57.54	7.7
3 Q. '04	137.87	8.9	139.32	8.1	42.66	7.7	137.59	7.0	87.27	6.5	56.22	7.7
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
TAMPA-ST. PETERSBURG^b												
4 Q. '04	124.24	8.0	139.20	8.1	42.15	8.7	138.65	7.0	75.50	7.7	51.43	8.7
3 Q. '04	122.90	8.1	139.38	8.0	41.41	8.8	137.72	7.0	74.71	7.7	49.62	8.9
4 Q. '03	118.53	8.5	135.62	8.3	37.84	9.3	136.45	7.0	72.73	7.9	48.07	9.2
WEST PALM BEACH												
4 Q. '04	170.14	7.6	192.51	7.6	53.66	7.8	165.82	7.6	105.52	6.6	69.86	8.0
3 Q. '04	166.25	7.7	184.97	7.8	52.44	7.9	162.74	7.6	101.10	6.8	67.49	8.2
4 Q. '03	153.76	8.3	187.53	7.6	50.00	8.0	157.78	7.7	94.88	7.1	63.96	8.6

a The Miami CBD includes both the Downtown and the Brickell Avenue corridor.

b For the CBD office sector, these figures represent properties in downtown Tampa. The "Westshore" submarket is incorporated in the suburban sector.

SOUTHEAST REGION

Fourth 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												
4 Q. '04	156.85	8.4	155.25	7.4	39.93	7.6	158.66	7.2	94.69	6.1	61.55	7.3
3 Q. '04	155.63	8.5	157.54	7.3	39.38	7.7	158.33	7.2	93.13	6.3	61.94	7.3
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
BIRMINGHAM												
4 Q. '04	102.54	9.6	113.72	8.8	30.93	8.7	101.29	8.4	63.53	8.0	46.03	9.0
3 Q. '04	101.65	9.7	112.11	8.6	30.70	8.8	99.60	8.5	61.65	8.2	45.13	9.1
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
CHARLOTTE												
4 Q. '04	158.78	7.9	138.09	8.0	37.42	8.0	127.26	7.5	74.87	7.0	46.24	8.6
3 Q. '04	156.17	8.0	136.56	8.1	37.22	8.0	125.09	7.6	73.72	7.2	46.17	8.6
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
GREENSBORO/WINSTON-SALEM^a												
4 Q. '04	109.50	9.1	110.02	9.1	28.53	9.2	99.52	9.0	59.89	8.0	41.96	9.0
3 Q. '04	108.84	9.1	109.82	9.1	28.27	9.3	99.02	9.0	59.39	8.0	41.44	9.1
4 Q. '03	105.02	9.5	108.00	9.5	27.68	9.6	95.31	9.3	57.23	8.4	40.51	9.4
GREENVILLE-SPARTANBURG												
4 Q. '04	101.31	9.4	88.77	9.1	27.70	9.8	102.09	8.2	53.10	8.2	36.92	9.6
3 Q. '04	100.85	9.4	88.23	9.2	27.87	9.8	98.78	8.4	52.40	8.3	37.75	9.6
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
MEMPHIS												
4 Q. '04	94.20	9.3	111.78	8.9	30.61	9.1	101.26	8.6	62.60	7.7	42.39	9.0
3 Q. '04	94.78	9.3	110.34	9.0	31.00	9.0	99.83	8.7	62.89	7.8	42.57	9.0
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
NASHVILLE												
4 Q. '04	111.80	9.4	125.19	8.6	34.28	8.6	111.39	8.2	72.37	7.6	49.98	9.2
3 Q. '04	111.83	9.4	123.44	8.7	33.93	8.7	109.12	8.3	73.00	7.6	49.91	9.2
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	9.4
RALEIGH-DURHAM												
4 Q. '04	122.30	7.8	129.39	8.2	32.21	9.0	136.03	7.0	75.06	7.3	53.60	8.3
3 Q. '04	120.15	7.9	127.96	8.3	32.09	9.0	131.50	7.2	71.46	7.5	52.56	8.6
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

a For the CBD office sector, these figures represent central Greensboro.

MID-ATLANTIC REGION

Fourth 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												
4 Q. '04	140.41	9.3	142.01	8.5	45.09	7.9	135.85	8.4	125.48	6.8	75.45	8.6
3 Q. '04	140.07	9.3	139.48	8.6	45.66	7.8	133.86	8.5	123.02	6.8	74.84	8.6
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
CENTRAL NEW JERSEY^a												
4 Q. '04	190.58	7.6	184.53	7.4	59.53	8.2	156.63	7.7	129.89	7.4	89.00	8.3
3 Q. '04	187.76	7.7	184.49	7.4	58.71	8.3	151.70	7.9	129.99	7.5	87.83	8.4
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
PHILADELPHIA												
4 Q. '04	151.51	9.0	175.50	7.6	46.24	8.0	147.94	7.9	113.04	7.8	74.50	8.3
3 Q. '04	151.01	9.1	175.98	7.6	46.32	8.0	145.49	8.0	110.39	7.9	73.97	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
RICHMOND												
4 Q. '04	112.44	9.5	108.69	9.2	34.63	9.2	113.82	8.3	78.29	7.8	50.75	8.4
3 Q. '04	113.76	9.4	106.99	9.3	34.14	9.3	111.85	8.4	76.59	8.0	49.67	8.5
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
VIRGINIA BEACH-NORFOLK												
4 Q. '04	104.71	9.3	115.81	8.9	37.02	8.7	106.74	8.0	84.98	8.3	61.39	9.0
3 Q. '04	105.07	9.3	114.14	9.0	36.50	8.8	105.59	8.1	84.18	8.4	60.81	9.0
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
WASHINGTON, DC												
4 Q. '04	391.96	6.3	283.88	6.3	61.76	7.7	179.82	7.8	164.89	6.3	113.25	7.3
3 Q. '04	386.54	6.3	282.97	6.3	60.15	7.9	172.55	8.0	165.18	6.3	112.44	7.3
4 Q. '03	354.43	6.8	266.75	6.8	54.76	8.5	159.10	8.4	164.18	6.1	101.20	7.9

a For the CBD office sector, these figures represent Class A space in the Princeton-Route 1 Corridor.

NORTHEAST REGION

Fourth 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
BOSTON												
4 Q. '04	317.06	6.6	191.26	8.7	60.25	8.2	153.09	8.2	167.02	8.0	115.18	8.1
3 Q. '04	316.37	6.6	186.39	9.0	57.94	8.5	150.58	8.3	165.77	8.0	115.04	8.1
4 Q. '03	299.90	7.7	196.58	8.7	58.57	8.4	141.28	8.7	163.44	8.1	111.08	8.4
HARTFORD												
4 Q. '04	102.65	9.7	105.72	9.2	31.76	9.4	111.36	8.8	92.43	8.1	61.97	9.2
3 Q. '04	104.07	9.6	104.70	9.3	31.57	9.4	109.73	8.9	90.96	8.2	60.58	9.3
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
NASSAU-SUFFOLK^a												
4 Q. '04	164.61	7.7	154.56	7.6	58.86	7.5	168.30	7.5	147.87	8.1	94.54	8.4
3 Q. '04	161.95	7.8	150.93	7.7	58.01	7.6	162.90	7.7	144.28	8.2	92.96	8.5
4 Q. '03	158.90	7.9	145.56	8.0	53.58	8.2	152.08	8.1	137.30	8.5	88.58	8.8
NEW YORK^b												
4 Q. '04	512.84	6.0	230.20	7.6	69.81	8.6	200.54	8.5	178.36	7.8	103.68	8.6
3 Q. '04	509.30	6.0	226.51	7.7	68.97	8.7	197.42	8.6	172.77	8.0	101.55	8.7
4 Q. '03	493.02	6.1	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
MANHATTAN DOWNTOWN/NEW YORK CITY^c												
4 Q. '04	345.31	6.2	n/a	n/a	n/a	n/a	n/a	n/a	468.20	5.9	185.50	7.7
3 Q. '04	340.96	6.3	n/a	n/a	n/a	n/a	n/a	n/a	463.24	6.0	181.39	7.9
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
NORTHERN NEW JERSEY												
4 Q. '04	145.73	8.8	200.42	7.6	58.82	8.5	164.01	7.9	145.89	8.2	92.40	8.7
3 Q. '04	146.33	8.8	196.96	7.7	57.61	8.6	163.02	7.9	144.98	8.2	90.07	8.9
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
STAMFORD-SOUTH CT												
4 Q. '04	213.07	8.0	178.69	8.1	57.51	9.2	159.71	8.8	151.21	8.1	86.57	8.7
3 Q. '04	214.10	8.0	175.84	8.2	57.47	9.2	156.95	8.9	150.01	8.2	85.03	8.8
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

a For the CBD office sector, these figures represent Class A space in the Central Nassau County submarket.

b For the CBD office sector, these figures represent Midtown Manhattan. For the other property categories, these data reflect primarily the three counties in northern New Jersey, as well as Rockland, Westchester, and Putnam counties in New York, that, according to the census bureau, now constitute the New York metropolitan area.

c For the office sector, these figures reflect Downtown Manhattan; for apartments, Class A price data primarily reflects high-rise buildings in Manhattan; the Class B data reflects similar properties in the other city boroughs. These apartment data are provided for information only and are not included in the national/regional indices.

EAST CENTRAL REGION

Fourth 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
CINCINNATI												
4 Q. '04	110.46	9.2	111.63	8.5	37.97	8.0	101.79	8.5	65.20	8.4	46.06	8.3
3 Q. '04	110.77	9.2	109.50	8.7	38.01	8.0	100.36	8.6	64.86	8.5	45.93	8.3
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
CLEVELAND												
4 Q. '04	124.12	9.2	117.29	8.6	36.90	8.6	110.31	8.5	72.84	8.1	53.17	8.5
3 Q. '04	124.24	9.2	118.24	8.6	36.24	8.7	109.08	8.6	73.13	8.1	52.84	8.5
4 Q. '03	124.99	9.3	122.76	8.4	35.13	8.9	103.62	8.9	71.59	8.2	51.07	8.9
COLUMBUS												
4 Q. '04	113.11	9.6	108.85	9.5	31.83	8.5	98.86	8.3	71.65	7.3	47.06	8.6
3 Q. '04	113.67	9.6	109.17	9.5	32.25	8.4	98.66	8.3	71.56	7.3	47.60	8.6
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
DETROIT												
4 Q. '04	107.17	9.4	136.89	8.2	40.21	9.5	129.65	8.5	84.06	7.9	55.31	8.4
3 Q. '04	107.62	9.4	137.27	8.2	40.29	9.5	128.70	8.5	84.21	7.9	54.74	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
INDIANAPOLIS												
4 Q. '04	110.44	9.8	111.03	8.6	33.06	8.4	110.14	8.6	68.05	8.1	47.94	8.3
3 Q. '04	111.55	9.7	111.16	8.6	32.72	8.5	108.79	8.7	66.49	8.3	47.03	8.4
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
PITTSBURGH												
4 Q. '04	125.92	9.6	101.92	9.5	35.40	9.2	101.96	9.1	67.73	8.6	46.42	9.9
3 Q. '04	125.35	9.7	102.03	9.5	35.44	9.2	100.64	9.2	66.55	8.6	46.36	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

WEST CENTRAL REGION

Fourth 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												
4 Q. '04	236.51	7.4	164.53	8.0	49.95	7.8	165.79	8.2	114.51	6.6	80.26	7.1
3 Q. '04	226.08	7.8	168.99	7.8	48.66	8.0	164.74	8.2	112.48	6.7	80.16	7.2
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
KANSAS CITY												
4 Q. '04	114.61	9.1	133.35	8.5	34.09	8.7	127.50	8.6	71.64	7.9	52.46	8.0
3 Q. '04	115.02	9.1	131.17	8.6	33.82	8.8	126.24	8.7	70.36	8.0	52.38	8.0
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
MILWAUKEE												
4 Q. '04	125.70	8.6	101.95	8.9	40.45	8.9	104.41	8.8	72.77	8.3	47.20	9.3
3 Q. '04	125.10	8.6	102.01	8.9	39.42	9.1	102.54	8.9	71.49	8.4	47.86	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
MINNEAPOLIS-ST. PAUL^a												
4 Q. '04	143.52	8.7	144.87	8.7	46.49	8.7	131.66	8.1	99.09	7.2	65.95	8.3
3 Q. '04	144.13	8.7	144.90	8.7	45.86	8.8	129.71	8.2	96.48	7.3	65.57	8.4
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
ST. LOUIS												
4 Q. '04	109.48	9.4	128.24	9.5	37.59	8.5	115.78	8.6	80.09	7.2	54.77	8.3
3 Q. '04	110.29	9.4	128.46	9.5	37.37	8.5	114.06	8.7	79.74	7.3	54.08	8.3
4 Q. '03	114.72	9.2	134.34	9.3	35.84	8.9	109.60	9.0	76.08	7.7	50.70	8.7

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

SUPPLEMENTAL VALUE MONITOR

Fourth Quarter 2004



Other Property Sectors and Markets

MARKET	PROPERTY SECTOR	AVERAGE PRICE PER SF	MARKET	PROPERTY SECTOR	AVERAGE PRICE PER SF
ATLANTA	Class B Suburban Office	\$117.42	BOSTON	Class C Flex/Business Campus	\$64.88
	Class C Suburban Office	80.49		Class A R&D	131.20
	Class A Suburban Medical Office	168.53		Class B/C R&D	74.81
	Class B Warehouse	29.11	CENTRAL NJ	Class C Suburban Office	97.38
	Class C Warehouse	19.67		Class B Warehouse	41.71
	Class A Power Retail Center	161.67		Class C Warehouse	32.80
	Class B Anchored Shopping Ctr.	111.23		Class A Flex/Business Campus	133.58
	Class A Unanchored "Strip" Ctr.	181.59	CHICAGO	Class B CBD Office	144.04
	Class B/C Unanchored "Strip" Ctr.	61.85		Class B Suburban Office	120.83
	Class C Apartment	46.71		Class C Suburban Office	95.40
	Class D Apartment	30.30		Class D Suburban Office	63.91
	Class A Flex/Business Campus	100.90		Class B Warehouse	32.49
	Class B Flex/Business Campus	65.76		Class C Warehouse	23.57
	Class C Flex/Business Campus	48.40		Class D Warehouse	13.84
AUSTIN	Class A Self-Storage	44.29		Class A Self-Storage	115.23
	Class A Unanchored "Strip" Ctr.	232.63		Class B/C Self-Storage	66.73
BALTIMORE	Class D CBD Office	54.63		Class A Power Retail Center	160.98
	Class C Warehouse	21.08		Class A Unanchored "Strip" Ctr.	158.72
	Class B Flex/Business Campus	93.49		Class C Apartment	55.39
	Class C Flex/Business Campus	57.01		Class A Flex/Business Campus	111.43
	Class C Apartment	62.45		Class B Flex/Business Campus	75.27
BRUSSELS, BELGIUM	Class A CBD Office	425.28		Class C Flex/Business Campus	57.39
	Class B CBD Office	272.32	CINCINNATI	Class B Warehouse	26.49
BOSTON	Class B CBD Office	227.69		Class C Warehouse	20.04
	Class C CBD Office	170.59		Class D Warehouse	11.30
	Class B Suburban Office	135.10		Class A Flex/Business Campus	91.61
	Class C Suburban Office	95.11	CLEVELAND	Class B Suburban Office	96.95
	Class D Suburban Office	38.15		Class B Warehouse	29.06
	Class B Warehouse	43.91		Class C Warehouse	20.76
	Class A Flex/Business Campus	125.18		Class C Apartment	36.08
	Class A Unanchored "Strip" Ctr.	296.00		Class B/C Flex/Business Campus	74.28
	Class B Flex/Business Campus	90.38			

The above figures reflect property transactions collected through the fourth 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

Fourth Quarter 2004



Other Property Sectors and Markets

MARKET	PROPERTY SECTOR	AVERAGE PRICE PER SF	MARKET	PROPERTY SECTOR	AVERAGE PRICE PER SF
COLORADO SPRINGS	Class A Unanchored "Strip" Ctr.	\$159.07	FRESNO	Class B Warehouse	\$27.38
	Class A Apartment	93.65	CONTINUED	Class A Apartment	75.18
				Class B Apartment	57.62
COLUMBIA, SC	Class A Anchored Retail	119.38	FT. LAUDERDALE	Class B Suburban Office	116.39
COLUMBUS	Class B Suburban Office	72.01		Class B/C Unanchored "Strip" Ctr.	78.55
	Class C Suburban Office	53.42		Class B Flex/Business Campus	78.73
				Class C Flex/Business Campus	64.10
DALLAS-F.W.	Class B Suburban Office	111.58	HOUSTON	Class B Suburban Office	100.22
	Class C Suburban Office	72.22		Class C Suburban Office	67.78
	Class D Suburban Office	33.69		Class B Warehouse	32.03
	Class B Warehouse	31.53		Class C Warehouse	21.84
	Class C Warehouse	21.20		Class A Unanchored "Strip" Ctr.	188.55
	Class A Unanchored "Strip" Ctr.	160.48		Class B/C Unanchored "Strip" Ctr.	67.00
	Class C Apartment	37.53		Class C Apartment	34.93
	Class D Apartment	26.38		Class C Flex/Business Campus	50.87
DENVER	Class C CBD Office	87.90	INDIANAPOLIS	Class B Suburban Office	90.73
	Class B Suburban Office	115.24		Class C Apartment	34.94
	Class C Suburban Office	76.59	JACKSONVILLE	Class B Warehouse	26.74
	Class D Suburban Office	45.78		Class A Unanchored "Strip" Ctr.	141.57
	Class B Warehouse	37.05	KANSAS CITY	Class B Suburban Office	106.47
	Class C Warehouse	25.07		Class B Warehouse	24.76
	Class D Warehouse	14.97	LAS VEGAS	Class B CBD Office	127.69
	Class A Unanchored "Strip" Ctr.	189.27		Class B Suburban Office	104.54
	Class B/C Unanchored "Strip" Ctr.	96.18		Class A Unanchored "Strip" Ctr.	208.85
	Class C Apartment	58.49		Class C Apartment	45.10
	Class A Flex/Business Campus	102.60		Class A Flex/Business Campus	91.42
	Class B Flex/Business Campus	78.49	LONDON CITY	Class A CBD Office	1130.66
	Class C Flex/Business Campus	52.15	ENGLAND	Class B CBD Office	761.00
DETROIT	Class B Suburban Office	110.43			
DES MOINES, IA	Class A Suburban Office	158.58			
FRESNO	Class A Suburban Office	136.41			
	Class A Warehouse	44.91			

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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

Fourth Quarter 2004



Other Property Sectors and Markets

MARKET	PROPERTY SECTOR	AVERAGE PRICE PER SF	MARKET	PROPERTY SECTOR	AVERAGE PRICE PER SF
LOS ANGELES	Class B CBD Office	\$148.56	NASHVILLE	Class C Apartment	\$34.44
	Class C CBD Office	113.54			
	Class A Suburban Medical Office	241.83	NASSAU-SUFFOLK	Class B Suburban Office	111.27
	Class B Suburban Office	190.71			
	Class C Suburban Office	140.66	NEWARK	Class C Suburban Office	103.16
	Class D Suburban Office	79.88		Class B Warehouse	41.24
	Class B Warehouse	46.63		Class C Warehouse	30.17
	Class C Warehouse	34.44		Class A Unanchored "Strip" Ctr.	143.76
	Class D Warehouse	22.58		Class B Unanchored "Strip" Ctr.	98.19
	Class A Unanchored "Strip" Ctr.	212.00	OAKLAND-EAST BAY	Class B Suburban Office	147.81
	Class B/C Unanchored "Strip" Ctr.	119.87		Class C Suburban Office	124.53
	Class A Power Retail Center	213.74		Class B Warehouse	34.10
	Class C Apartment	101.38		Class A Flex/Business Campus	119.48
	Class A Flex/Business Campus	138.37		Class B Flex/Business Campus	84.58
	Class B Flex/Business Campus	92.22		Class C Flex/Business Campus	69.90
	Class C Flex/Business Campus	64.79		Class A R&D	196.10
	Class A R&D	168.63		Class B/C R&D	88.27
	Class B/C R&D	82.31	ORANGE COUNTY	Class B CBD Office	156.72
MANHATTAN DOWNTOWN	Class B CBD Office	214.74		Class C CBD Office	113.44
	Class C CBD Office	176.08		Class B Suburban Office	146.49
MANHATTAN MIDTOWN	Class B CBD Office	341.85		Class B Warehouse	55.17
	Class C CBD Office	240.14		Class A Power Retail Center	200.95
	Class D CBD Office	165.39		Class C Apartment	102.73
MELBOURNE, AUSTRALIA	Class A Suburban Office	220.40		Class A Flex/Business Campus	128.59
	Class B Suburban Office	142.29		Class B Flex/Business Campus	96.73
MIAMI	Class B Suburban Office	126.64	ORLANDO	Class B Warehouse	30.92
	Class C Suburban Office	85.39		Class C Warehouse	22.08
	Class B Warehouse	41.84		Class B/C Unanchored "Strip" Ctr.	53.71
	Class C Warehouse	28.86	OSLO, NORWAY	Class A CBD Office	552.50
	Class A Flex/Business Campus	101.86			
MINNEAPOLIS-ST. PAUL	Class B Suburban Office	116.21	PARIS, FRANCE	Class A City Office	905.89
	Class C Suburban Office	82.34		Class A La Defense Office	796.94
	Class A Power Retail Center	179.43		Class A Suburban Office	496.22

The above figures reflect property transactions collected through the fourth 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

Fourth Quarter 2004



Other Property Sectors and Markets

MARKET	PROPERTY SECTOR	AVERAGE PRICE PER SF	MARKET	PROPERTY SECTOR	AVERAGE PRICE PER SF
PHILADELPHIA	Class C CBD Office	\$78.53	RIVERSIDE- SAN BERNARDINO (CONTINUED)	Class B Anchored Shopping Ctr.	\$92.92
	Class B Suburban Office	126.28		Class A Unanchored "Strip" Ctr.	183.51
	Class C Suburban Office	92.05		Class B Unanchored "Strip" Ctr.	81.43
	Class D Suburban Office	47.05		Class A Flex/Business Campus	93.77
	Class B Warehouse	33.74		Class B Flex/Business Campus	72.60
	Class C Warehouse	25.06	SACRAMENTO	Class B Suburban Office	140.99
	Class D Warehouse	10.52		Class B Warehouse	32.05
	Class C Apartment	51.58		Class A Flex/Business Campus	136.77
	Class D Apartment	35.07		Class B Flex/Business Campus	85.85
	Class A Flex/Business Campus	114.44	SAN ANTONIO	Class C Suburban Office	65.63
	Class B Flex/Business Campus	85.17			
PHOENIX	Class C CBD Office	59.54	SAN DIEGO	Class B CBD Office	174.58
	Class B Urban Medical Office	98.66		Class B Suburban Office	180.38
	Class B Suburban Office	125.10		Class C Suburban Office	118.40
	Class C Suburban Office	90.14		Class B Anchored Shopping Ctr.	107.15
	Class D Suburban Office	51.87		Class A Flex/Business Campus	138.12
	Class A Suburban Medical Office	151.05		Class B Flex/Business Campus	95.36
	Class B Warehouse	31.33		Class A R&D	189.26
	Class B/C Self-Storage	34.55		Class B/C R&D	84.89
	Class A Unanchored "Strip" Ctr.	207.19	SAN FRANCISCO	Class B CBD Office	225.86
	Class B/C Unanchored "Strip" Ctr.	89.47		Class C CBD Office	146.82
	Class C Apartment	44.66		Class D CBD Office	82.09
	Class D Apartment	31.60	SAN JOSE	Class A Flex/Business Campus	156.48
	Class A Flex/Business Campus	114.82		Class B Flex/Business Campus	113.54
	Class B Flex/Business Campus	80.72		Class C Flex/Business Campus	86.72
	Class C Flex/Business Campus	56.41		Class B/C R&D	66.35
PORTLAND	Class A Flex/Business Campus	119.92	SARASOTA, FL	Class A Apartment	79.72
	Class B Flex/Business Campus	73.35			
RENO	Class A Anchored Shopping Center	134.61	SEATTLE	Class B CBD Office	158.11
	Class A Apartment	83.40		Class B Suburban Office	152.94
RICHMOND, VA	Class B Anchored Shopping Ctr.	75.61		Class C Suburban Office	103.61
				Class B Warehouse	37.55
RIVERSIDE- SAN BERNARDINO	Class B Suburban Office	128.27			
	Class B Warehouse	40.15			

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SUPPLEMENTAL VALUE MONITOR

Fourth Quarter 2004



Other Property Sectors and Markets

MARKET	PROPERTY SECTOR	AVERAGE PRICE PER SF	MARKET	PROPERTY SECTOR	AVERAGE PRICE PER SF
SEATTLE <small>CONTINUED</small>	Class A Unanchored "Strip" Ctr.	\$186.95	WASHINGTON DC	Class B CBD Office	\$288.22
	Class C Apartment	57.45		Class B Suburban Office	174.68
	Class A Flex/Business Campus	122.89		Class C Suburban Office	122.26
	Class B Flex/Business Campus	93.90		Class C Apartment	80.05
STOCKTON- MODESTO	Class A Apartment	89.49		Class D Apartment	54.89
	Class A Warehouse	40.85		Class A Flex/Business Campus	137.39
SYDNEY, LOWER N. SHORE, AUSTRALIA	Class A Office	342.19	W. PALM BEACH	Class B Flex/Business Campus	96.70
	Class B Office	220.41		Class B Suburban Office	150.65
TALLAHASSEE	Class A Apartment	71.31		Class C Suburban Office	89.70
TAMPA- ST. PETERSBURG	Class B Suburban Office	108.84		Class A Flex/Business Campus	110.51
	Class B Warehouse	29.64			
	Class B/C Unanchored "Strip" Ctr.	63.15			
	Class C Apartment	35.97			
	Class B Flex/Business Campus	69.58			
TORONTO, CANADA	Class A Suburban Office	151.89			
	Class A Warehouse	49.81			
TUCSON	Class A Suburban Office	138.62			
	Class B Suburban Office	95.37			
	Class B Warehouse	29.69			
	Class A Anchored Retail	138.24			
	Class B/C Unanchored "Strip" Ctr.	71.01			
	Class A Apartment	68.04			
	Class B Apartment	53.70			
	Class C Apartment	40.20			
	Class A Flex/Business Campus	92.71			
VENTURA COUNTY	Class A Suburban Office	222.34			
	Class A Apartment	173.01			
	Class A Flex/Business Campus	124.45			

The above figures reflect property transactions collected through the fourth 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 Fourth 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.

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Lat Purser & Associates (Jacksonville, Winston-Salem)

Liberty Property Trust (Detroit, Philadelphia)

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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 61 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.

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