

Mid-Year Update

Valuation & Advisory's North American Market Survey





Welcome to the 2024 Mid-Year Update edition of the Newmark Valuation & Advisory semiannual Market Survey, an in-depth, city-by-city report featuring capitalization rates, discount rates and industry metrics reflective of current market activity.

ABOUT NEWMARK VALUATION & ADVISORY

Newmark Valuation & Advisory (V&A) is a leading industry innovator, comprising an extensive team of the most trusted and recognized names in the valuation sector.

The power of information and experience is our strength and your advantage. Newmark Valuation & Advisory combines cross-division capabilities with a centralized approach to strategic valuation. Armed with extensive geographic reach, unique and specialized expertise, and the most advanced technology in the industry, delivery of consistent, objective and credible reporting is assured.

From local market insight to proprietary and third-party data, we tap into a deep well of information to advise our clients. Our robust propriety software, Ngage and Nform, gives us, and in turn, our clients, a competitive edge. In collaboration with the Newmark Capital Markets platform and additional resources, we access real-time market data to make intelligent, faster assessments.

Our team members provide forward-thinking advice and industry-leading insight built on broad and deep knowledge of a range of asset class sectors, including Industrial & Logistics, Multifamily, Office, Retail & Regional Malls, plus other specialty practices like Automotive Energy, Self Storage, and Seniors Housing. Our team is renowned for our collaborative approach, focused reports, and commitment to clients.

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Valuation & Advisory Specialty Practices





John D. Busi, MAI, FRICS

President

Newmark Valuation & Advisory

Four decades of economic upheavals and commercial real estate cycle shifts have taught us that in the depths of “the bottoming,” very few see the path back to the surface.

As we hover over the declining rent rolls of downtown office buildings, the upside-down capital stacks of multifamily apartment properties and the future of our favorite CBDs, the omnipresent voice in our heads is REM’s Michael Stipe telling us that “it’s the end of the world as we know it.”

One of my earliest memories in this business was appraising walk-up apartment buildings in the early 1980s for one particular landlord. He would always greet me wearing an old pair of ripped jeans and a wrinkled shirt that looked like he’d been wearing from the previous day. He’d pull up in a dented station wagon with a blown-out back window that he’d accepted as rent from one of his tenants. He rarely had any rent rolls or operating statements to share. Rather, he’d recite the rents and terms of each space as we walked the floors of his properties. His “files” were mostly in his head.

We’d typically end the day sitting on a stool at a small restaurant at the base of one of his buildings, and he’d talk about how he came to acquire the buildings, why they were unique or good investments and throw in a couple of anecdotes or stories in between. By the end of the session, I knew far more about the properties and the neighborhood than I ever could have gleaned from multi-million dollar databases or sophisticated algorithms.

You really had to have an imagination to see potential in the gritty building facades he’d assemble. But, like some urban wizard farmer, he envisioned a bountiful harvest from the granite rootstock. He understood that “place” was irreplaceable. And that the landscape was more durable than the shifts shaping the economy. Throughout the ups and the downs of every cycle, he never sold a property.

By the time he passed away at the end of the last century, he had acquired over 100 properties and his portfolio was one of the most desirable in the city.

Our cities are resilient. Our cycles consistently have had “lows” followed by longer duration “highs.” I believe that we’re at a crossroads and the workplace is evolving as technology propels new ways to live, work and play. I’m excited about “the end of the world as we know it” and Louis Armstrong would tell Michael Stipe... “what a wonderful world” it could be.





Joseph D. Pasquarella, MAI, CRE

Senior Managing Director

Valuation & Advisory

Market Co-Leader - PA, WV, Southern NJ

Market Survey Editor

“The only constant in life is change,” famously stated Greek philosopher Heraclitus.

Today’s real estate market is experiencing significant changes driven by economic conditions, cost of capital (debt and equity), supply and demand dynamics, technological advancements and fluctuating occupier preferences. Moreover, regional differences play a large part in an appraiser’s decision-making process. Because the commercial real estate market is complex and evolving, staying informed about the latest trends, regional conditions, and economic indicators is crucial to navigating the market effectively.

As we reach the middle of 2024, the industry reflects a landscape of both challenges and opportunities. Newmark Research recently reported that investment sales declined 22% year-over-year in Q1 2024 and, more importantly, that activity under \$100M made up 66% of the volume traded. They also report institutional investment remains limited – down 55% for the same period. The tepid transaction market is understandable, as cap rate spreads remain narrow, sellers cling to the hope of lower interest rates and buyers are confronted with high interest rates and conservative underwriting by lenders. The Midyear 2024 Market Survey, reflecting our appraisers’ observations of market participants in each region by property type, shows minimal changes in capitalization and discount rates from Q1 2024, with the notable exception of increasing rates for office properties. Our appraisers report that anticipated rental growth is less than the anticipated increase in operating expenses. Regarding rankings, the Survey shows cap rates are lowest for multifamily properties, followed by industrial, then retail, with office at the bottom. But keep in mind that multifamily investments come with risks, especially when borrowing costs exceed cap rates and new supply tempers rent growth amid escalating expenses such as insurance and inflation.

Heraclitus is also known for the term “panta rhei,” meaning “everything flows” or “everything is transient.” This term aptly describes the commercial real estate market, which faces about \$2 trillion in debt maturities from 2024 to 2026. Factoring in higher debt costs than when the loans were originated, all property types will be subjected to significant stress and changing valuations. Newmark Research estimates that about \$659 billion of debt maturing from 2024 through 2026 is potentially troubled. These conditions will heighten our expectations for a volatile market with no imminent consensus on pricing. In the meantime, given “panta rhei,” we will need to wait while the market decides whether it will continue with the Rolling Stones’ “Time is on My Side” or be more abrupt, as in The Chambers Brothers’ “Time Has Come Today!”

National Executive Summary

Mid-Year 2024

Class A Asset Types

| FINANCIAL METRICS | INDUSTRIAL | MULTIFAMILY | | OFFICE | | RETAIL | |
|--|-------------------------|-------------|----------|--------|----------|-------------------------|---------------------|
| | Warehouse/ Logistics | CBD | Suburban | CBD | Suburban | Grocery Anchor Strip | Unanchored Strip |
| GOING-IN CAP RATE | | | | | | | |
| Average | 5.62% | 5.40% | 5.53% | 7.72% | 7.91% | 6.66% | 7.36% |
| Change from Q1 2024 | 0.06% | -0.02% | -0.05% | 0.22% | 0.08% | -0.05% | -0.09% |
| DISCOUNT RATE | | | | | | | |
| Average | 6.89% | 6.89% | 7.05% | 8.95% | 9.20% | 7.93% | 8.68% |
| Change from Q1 2024 | 0.07% | 0.02% | 0.02% | 0.29% | 0.19% | 0.02% | -0.02% |
| REVERSION RATE (BPS OVER GOING IN CAP) | | | | | | | |
| Average | 48 | 42 | 42 | 50 | 51 | 49 | 49 |
| MARKET RENT GROWTH RATE | | | | | | | |
| Average | 2.84% | 2.62% | 2.66% | 0.80% | 1.11% | 2.77% | 2.66% |
| EXPENSE GROWTH RATE | | | | | | | |
| Average | 2.98% | 2.96% | 2.96% | 2.96% | 2.96% | 2.98% | 2.98% |

Class B Asset Types

| Financial Metrics | INDUSTRIAL | MULTIFAMILY | | OFFICE | | RETAIL | |
|--|-------------------------|-------------|----------|--------|----------|-------------------------|---------------------|
| | Warehouse/ Logistics | CBD | Suburban | CBD | Suburban | Grocery Anchor Strip | Unanchored Strip |
| GOING-IN CAP RATE | | | | | | | |
| Average | 6.29% | 5.92% | 6.01% | 8.58% | 8.67% | 7.35% | 7.97% |
| Change from Q1 2024 | 0.07% | -0.04% | -0.04% | 0.21% | 0.10% | -0.04% | -0.10% |
| DISCOUNT RATE | | | | | | | |
| Average | 7.55% | 7.44% | 7.57% | 9.90% | 10.00% | 8.61% | 9.31% |
| Change from Q1 2024 | 0.04% | -0.06% | -0.03% | 0.26% | 0.18% | -0.04% | -0.02% |
| REVERSION RATE (BPS OVER GOING IN CAP) | | | | | | | |
| Average | 48 | 42 | 42 | 50 | 51 | 49 | 49 |
| MARKET RENT GROWTH RATE | | | | | | | |
| Average | 2.84% | 2.62% | 2.66% | 0.80% | 1.11% | 2.77% | 2.66% |
| EXPENSE GROWTH RATE | | | | | | | |
| Average | 2.98% | 2.96% | 2.96% | 2.96% | 2.96% | 2.98% | 2.98% |

Source: These rates were compiled and submitted by Newmark V&A Market Leaders and Specialty Practice Directors based on market activity during June 2024 and July 2024 including sales and discussions with market participants and service professionals.

Cap Rate Ranking

| | RANGE | MEDIAN | AVERAGE |
|--|----------------|--------|---------|
| Multifamily - CBD Class A | 4.00% - 7.00% | 5.25% | 5.40% |
| Multifamily - Suburban Class A | 4.25% - 7.00% | 5.50% | 5.53% |
| Industrial - Warehouse/Logistics Class A | 4.50% - 6.50% | 5.50% | 5.62% |
| Multifamily - CBD Class B | 4.25% - 8.00% | 5.75% | 5.92% |
| Multifamily - Suburban Class B | 4.50% - 8.00% | 5.88% | 6.01% |
| Industrial - Warehouse/Logistics Class B | 5.00% - 7.50% | 6.25% | 6.29% |
| Retail - Grocery Anchor Strip Class A | 5.25% - 7.50% | 6.75% | 6.66% |
| Retail - Grocery Anchor Strip Class B | 6.00% - 8.50% | 7.50% | 7.35% |
| Retail - Unanchored Strip Class A | 5.50% - 9.50% | 7.50% | 7.36% |
| Office - CBD Class A | 5.75% - 9.25% | 7.75% | 7.72% |
| Office - Suburban Class A | 6.00% - 9.00% | 8.00% | 7.91% |
| Retail - Unanchored Strip Class B | 6.00% - 10.50% | 8.00% | 7.97% |
| Office - CBD Class B | 6.25% - 11.25% | 8.50% | 8.58% |
| Office - Suburban Class B | 6.25% - 10.75% | 8.50% | 8.67% |

Discount Rate Ranking

| | RANGE | MEDIAN | AVERAGE |
|--|----------------|--------|---------|
| Industrial - Warehouse/Logistics Class A | 6.00% - 7.75% | 7.00% | 6.89% |
| Multifamily - CBD Class A | 5.50% - 8.50% | 7.00% | 6.89% |
| Multifamily - Suburban Class A | 5.75% - 8.50% | 7.00% | 7.05% |
| Multifamily - CBD Class B | 5.75% - 9.50% | 7.25% | 7.44% |
| Industrial - Warehouse/Logistics Class B | 6.75% - 8.50% | 7.50% | 7.55% |
| Multifamily - Suburban Class B | 6.00% - 9.50% | 7.50% | 7.57% |
| Retail - Grocery Anchor Strip Class A | 6.50% - 9.25% | 8.00% | 7.93% |
| Retail - Grocery Anchor Strip Class B | 7.00% - 9.75% | 8.75% | 8.61% |
| Retail - Unanchored Strip Class A | 7.00% - 10.50% | 8.75% | 8.68% |
| Office - CBD Class A | 7.25% - 10.50% | 9.00% | 8.95% |
| Office - Suburban Class A | 7.00% - 10.50% | 9.00% | 9.20% |
| Retail - Unanchored Strip Class B | 7.50% - 11.50% | 9.25% | 9.31% |
| Office - CBD Class B | 7.50% - 12.50% | 9.88% | 9.90% |
| Office - Suburban Class B | 7.25% - 12.25% | 10.00% | 10.00% |

Source: These rates were compiled and submitted by Newmark V&A Market Leaders and Specialty Practice Directors based on market activity during June 2024 and July 2024 including sales and discussions with market participants and service professionals.

Agriculture

David Mielnicki, MAI, ARA, SRA

Executive Vice President

Valuation & Advisory

Specialty Practice Leader - Agriculture

ABOUT AGRICULTURE

Newmark Valuation & Advisory's Agriculture practice, with its expertise and advanced technology platform, provides appraisal services for both single property assignments and national property portfolios that span multiple states and markets. We serve a diverse array of clients including individual owners, lenders/banking institutions, CPAs, estate attorneys, and institutional investors.

| AGRICULTURE | 2022 | 2017 | 2012 | 2007 | 2002 | 1997 |
|---|---------------|---------------|---------------|---------------|---------------|---------------|
| Number of Farms | 1,900,487 | 2,042,220 | 2,109,303 | 2,204,792 | 2,128,982 | 2,215,876 |
| Land in Farms (Acres) | 880,100,848 | 900,217,576 | 914,527,657 | 922,095,840 | 938,279,056 | 954,752,502 |
| Average Size of Farm (Acres) | 463 | 441 | 434 | 418 | 441 | 431 |
| ESTIMATED MARKET VALUE OF LAND AND BUILDINGS | | | | | | |
| Average per Farm (Dollars) | \$1,781,284 | \$1,311,808 | \$1,075,491 | \$791,138 | \$537,833 | \$416,007 |
| Average per Acre (Dollars) | \$3,846 | \$2,976 | \$2,481 | \$1,892 | \$1,213 | \$967 |
| TOTAL CROPLAND | | | | | | |
| Number of Farms | 1,394,069 | 1,475,627 | 1,551,654 | 1,685,339 | 1,751,450 | 1,857,239 |
| Number of Acres | 382,356,350 | 396,433,817 | 389,690,414 | 406,424,909 | 434,164,946 | 445,324,765 |
| Market Value of Agricultural Product Sold (\$1,000) | \$543,087,166 | \$388,522,695 | \$394,644,481 | \$297,220,491 | \$200,646,355 | \$201,379,812 |
| Average per Farm (Dollars) | \$285,762 | \$190,245 | \$187,097 | \$134,807 | \$94,245 | \$90,880 |
| FARMS BY LEGAL STATUS FOR TAX PURPOSES | | | | | | |
| Family or Individual | 1,609,899 | 1,751,126 | 1,828,946 | 1,906,335 | 1,909,598 | 1,922,590 |
| Partnership | 125,457 | 130,173 | 137,987 | 174,247 | 129,593 | 185,607 |
| Corporation | 127,648 | 116,840 | 106,716 | 96,074 | 73,752 | 90,432 |
| Other | 37,483 | 44,081 | 35,654 | 28,136 | 16,039 | 17,247 |
| TOTAL FARM PRODUCTION EXPENSES (\$1,000) | \$424,141,822 | \$326,390,640 | \$328,939,354 | \$241,113,666 | \$173,199,216 | \$157,752,357 |

Source: Data is sourced from the current and historical USDA Census of Agriculture. Data for 2022 and prior years are based on a sample of farms. The Census of Agriculture is conducted every 5 years. The 2022 census was released February 13, 2024.



Convenience Stores & Automotive Energy

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ABOUT CONVENIENCE STORE & AUTOMOTIVE ENERGY

Newmark Valuation & Advisory’s Convenience Stores & Automotive Energy team members have appraised more than 90,000 convenience stores and automotive energy facilities throughout the Americas. The team had its genesis about 45 years ago and has since participated in many technological and market changes.

| AUTOMOTIVE ENERGY 2024 - Mid-Year National Rates Comparison | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|---|----------------------|------------------|--|---|----------------------------|------------------------|
| Automotive Energy - National | 5.75% | 6.50% | 0 | ↔ | 2.00% | 3.00% |
| Automotive Energy - Regional | 7.00% | 8.00% | 0 | ↔ | 2.00% | 3.00% |
| Automotive Energy - Local | 8.50% | 9.50% | 0 | ↔ | 2.00% | 3.00% |

Source: These rates were compiled and submitted by Newmark V&A Market Leaders and Specialty Practice Directors based on market activity during June 2024 and July 2024 including sales and discussions with market participants and service professionals.





Healthcare & Seniors Housing

Kendall Winegar, MAI

Executive Vice President

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Charles Henderson, MAI

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National Medical Outpatient Buildings (MOB) Lead

Healthcare & Seniors Housing

ABOUT HEALTHCARE & SENIORS HOUSING

Newmark Valuation & Advisory's Healthcare & Seniors Housing practice is a premier group of real estate professionals focused on the unique requirements and objectives of healthcare providers and senior housing operators. Utilizing extensive interviews and market observations, we provide expert advice to investors, property owners and operators on assets ranging from large, 300-bed hospitals and entrance fee CCRC's to small clinics and free-standing senior housing facilities. Our specialized insight enables our team to align the business operations and real estate functions of a healthcare or senior living facility in order to deliver maximum value to investors and property owners.

Assignments have included valuations, market and feasibility studies, and fair market rent surveys for Stark Law compliance. We provide appraisal services to lenders, hospital and senior housing operators, healthcare REITs and private equity firms.

| SENIORS HOUSING 2024 - Mid-Year National Rates Comparison | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|---|----------------------|------------------|--|---|----------------------------|------------------------|
| Independent Living, Class A | 5.75% | 8.50% | 50 | ↔ | 4.00% | 3.00% |
| Independent Living, Class B | 6.00% | 8.75% | 50 | ↔ | 4.00% | 3.00% |
| Assisted Living/Dementia, Class A | 6.75% | 9.50% | 50 | ↔ | 4.00% | 3.00% |
| Assisted Living/Dementia, Class B | 7.00% | 9.75% | 50 | ↔ | 4.00% | 3.00% |
| Skilled Nursing, Class A | 12.00% | 14.50% | 50 | ↔ | 4.00% | 3.00% |
| Skilled Nursing, Class B | 12.50% | 15.75% | 50 | ↔ | 4.00% | 3.00% |
| CCRC, Class A | 9.50% | 12.00% | 50 | ↔ | 4.00% | 3.00% |
| CCRC, Class B | 9.75% | 12.25% | 50 | ↔ | 4.00% | 3.00% |

Source: These rates were compiled and submitted by Newmark V&A Market Leaders and Specialty Practice Directors based on market activity during June 2024 and July 2024 including sales and discussions with market participants and service professionals.

| MEDICAL OUTPATIENT 2024 - Mid-Year National Rates Comparison | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|--|----------------------|------------------|--|---|----------------------------|------------------------|
| MOB - On-Campus | 6.75% | 8.00% | 25 | ↓ | 3.00% | 3.00% |
| MOB - Off-Campus | 7.00% | 8.25% | 25 | ↓ | 3.00% | 3.00% |

Source: These rates were compiled and submitted by Newmark V&A Market Leaders and Specialty Practice Directors based on market activity during June 2024 and July 2024 including sales and discussions with market participants and service professionals.





Hospitality, Gaming & Leisure

Bryan Younge, MAI, ASA, FRICS

Executive Vice President

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Specialty Practice Leader -

Hospitality, Gaming & Leisure

ABOUT HOSPITALITY, GAMING & LEISURE

Our Hospitality, Gaming & Leisure practice excels at valuation and consulting services for a vast range of complex assets, from bed-and-breakfasts to Las Vegas casinos, bowling alleys to waterpark resorts. Our senior appraisers look beyond the physical asset to identify all areas of value for owners and investors, uncovering untapped potential. Our team leverages on-the-ground knowledge and comprehensive analysis of a property's business and real estate operations to craft forward-thinking solutions with a collaborative, personalized approach.

| HOSPITALITY 2024 - Mid-Year National Rates Comparison | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|---|----------------------|------------------|--|---|----------------------------|------------------------|
| Luxury Hotel, Class A | 6.50% | 8.00% | 15 | ↓ | 4.00% | 4.10% |
| Luxury Hotel, Class B | 7.00% | 8.75% | 20 | ↔ | 2.50% | 2.60% |
| Resort Hotel, Class A | 6.75% | 8.00% | 15 | ↓ | 4.00% | 4.10% |
| Resort Hotel, Class B | 7.25% | 8.50% | 30 | ↔ | 1.50% | 1.60% |
| Full Service Hotel, Class A | 7.25% | 9.00% | 30 | ↔ | 2.50% | 2.60% |
| Full Service Hotel, Class B | 7.75% | 9.75% | 30 | ↔ | 1.50% | 1.60% |
| Select Service Hotel, Class A | 8.05% | 8.55% | 30 | ↔ | 4.50% | 4.60% |
| Select Service Hotel, Class B | 8.90% | 9.40% | 30 | ↔ | 4.00% | 4.10% |
| Limited Service Hotel, Class A | 8.55% | 9.25% | 40 | ↔ | 4.00% | 4.10% |
| Limited Service Hotel, Class B | 9.75% | 10.25% | 45 | ↔ | 3.50% | 3.60% |
| Extended Stay Hotel, Class A | 7.50% | 8.50% | 40 | ↔ | 4.00% | 4.10% |
| Extended Stay Hotel, Class B | 8.25% | 9.00% | 45 | ↔ | 3.50% | 3.60% |
| Airport/Highway Hotel, Class A | 9.50% | 10.50% | 40 | ↔ | 4.00% | 4.10% |
| Airport/Highway Hotel, Class B | 10.50% | 11.25% | 55 | ↔ | 3.50% | 3.60% |

Source: These rates were compiled and submitted by Newmark V&A Market Leaders and Specialty Practice Directors based on market activity during June 2024 and July 2024 including sales and discussions with market participants and service professionals.



Industrial & Logistics

Robert J. Vodinelic, MAI, MRICS

Senior Managing Director

Valuation & Advisory

Specialty Practice Leader - Industrial & Logistics

ABOUT INDUSTRIAL & LOGISTICS

Newmark Valuation & Advisory's Industrial & Logistics team is dedicated to providing best-in-class valuation and consulting services for all properties belonging to the rapidly evolving industrial and logistics asset class. The Industrial & Logistics team takes an innovative, consulting-driven approach to valuation that bolsters the expertise of our professionals with insight from across the Newmark platform. With our unsurpassed, proprietary market knowledge, we provide clients with optimal solutions for managing their industrial and logistics properties.

Newmark V&A's Industrial & Logistics team provides solutions for every type of industrial owner—from traditional investors, such as local developers and owner/operators, to some of the world's largest institutional investors, including industrial REITs and pension funds. We handle transactions of every size, from single-property assignments to multibillion-dollar portfolios, and we have the knowledge and experience required to ensure these assignments are executed accurately and efficiently.

| INDUSTRIAL 2024 - Mid-Year National Rates Comparison | Going-In Cap Rate | Change from Q1 2024 | Change from Mid 2023 | Change from Q1 2023 | Discount Rate | Change from Q1 2024 | Change from Mid 2023 | Change from Q1 2023 | Reversion Rate (BPS over Going-In Cap) | Market Rent Growth Rate | Expense Growth Rate |
|--|----------------------|---------------------------|----------------------------|---------------------------|------------------|---------------------------|----------------------------|---------------------------|---|----------------------------------|---------------------------|
| WEST REGION | | | | | | | | | | | |
| Warehouse/Logistics Class A | 5.46% | 0.06% | 0.46% | 0.96% | 7.02% | 0.06% | 0.42% | 0.87% | 44 | 2.90% | 3.00% |
| Warehouse/Logistics Class B | 5.90% | 0.15% | 0.46% | 0.90% | 7.35% | -0.02% | 0.31% | 0.71% | 44 | 2.90% | 3.00% |
| CENTRAL REGION | | | | | | | | | | | |
| Warehouse/Logistics Class A | 5.83% | 0.00% | 0.23% | 0.40% | 6.88% | -0.05% | 0.18% | 0.35% | 50 | 2.60% | 3.00% |
| Warehouse/Logistics Class B | 6.65% | -0.10% | 0.23% | 0.58% | 7.70% | -0.15% | 0.18% | 0.53% | 50 | 2.60% | 3.00% |
| SOUTH REGION | | | | | | | | | | | |
| Warehouse/Logistics Class A | 5.81% | 0.12% | 0.25% | 0.42% | 6.90% | 0.13% | 0.37% | 0.58% | 50 | 3.00% | 2.92% |
| Warehouse/Logistics Class B | 6.54% | 0.12% | 0.20% | 0.52% | 7.69% | 0.13% | 0.24% | 0.60% | 50 | 3.00% | 2.92% |
| EAST REGION | | | | | | | | | | | |
| Warehouse/Logistics Class A | 5.40% | 0.04% | 0.10% | 0.29% | 6.75% | 0.13% | 0.19% | 0.50% | 50 | 2.83% | 3.00% |
| Warehouse/Logistics Class B | 6.13% | 0.08% | 0.10% | 0.31% | 7.48% | 0.17% | 0.23% | 0.52% | 50 | 2.83% | 3.00% |
| UNITED STATES | | | | | | | | | | | |
| Warehouse/Logistics Class A | 5.62% | 0.06% | 0.27% | 0.53% | 6.89% | 0.07% | 0.30% | 0.59% | 48 | 2.84% | 2.98% |
| Warehouse/Logistics Class B | 6.29% | 0.07% | 0.25% | 0.58% | 7.55% | 0.04% | 0.24% | 0.59% | 48 | 2.84% | 2.98% |
| CANADA | | | | | | | | | | | |
| Warehouse/Logistics Class A | 5.60% | 0.55% | 0.60% | 0.60% | 6.35% | 0.40% | 0.50% | 0.50% | 50 | 2.00% | 3.00% |
| Warehouse/Logistics Class B | 6.10% | 0.55% | 0.55% | 0.55% | 6.85% | 0.40% | 0.45% | 0.45% | 50 | 2.00% | 3.00% |
| MEXICO | | | | | | | | | | | |
| Warehouse/Logistics Class A | 7.00% | 0.00% | 0.00% | 0.00% | 10.00% | 0.00% | 0.00% | 0.00% | 50 | 4.00% | 4.00% |
| Warehouse/Logistics Class B | 8.00% | 0.00% | 0.00% | 0.00% | 11.00% | 0.00% | 0.00% | 0.00% | 50 | 4.00% | 4.00% |

Source: These rates were compiled and submitted by Newmark V&A Market Leaders and Specialty Practice Directors based on market activity during June 2024 and July 2024 including sales and discussions with market participants and service professionals.

*Note: Mexico rate increases dependent if USD or Peso were used in transaction. Peso denominated lease rental rate increased 4.5%; USD denominated lease rental rate increased 2.5%.

| INDUSTRIAL 2024 - Mid-Year International Rates Comparison | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|---|----------------------|------------------|--|---|----------------------------|------------------------|
| CALGARY | | | | | | |
| Warehouse/Logistics Class A | 5.50% | 6.25% | 50 | ↓ | 2.00% | 3.00% |
| Warehouse/Logistics Class B | 6.25% | 7.00% | 50 | ↓ | 2.00% | 3.00% |
| EDMONTON | | | | | | |
| Warehouse/Logistics Class A | 6.25% | 7.00% | 50 | ↔ | 2.00% | 3.00% |
| Warehouse/Logistics Class B | 7.25% | 8.00% | 50 | ↔ | 2.00% | 3.00% |
| MONTREAL | | | | | | |
| Warehouse/Logistics Class A | 6.25% | 7.00% | 50 | ↑ | 2.00% | 3.00% |
| Warehouse/Logistics Class B | 6.50% | 7.25% | 50 | ↑ | 2.00% | 3.00% |

Source: These rates were compiled and submitted by Newmark V&A Market Leaders and Specialty Practice Directors based on market activity during June 2024 and July 2024 including sales and discussions with market participants and service professionals.



| INDUSTRIAL 2024 - Mid-Year International Rates Comparison | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|---|----------------------|------------------|--|---|----------------------------|------------------------|
| TORONTO | | | | | | |
| Warehouse/Logistics Class A | 5.25% | 6.00% | 50 | ↑ | 2.00% | 3.00% |
| Warehouse/Logistics Class B | 5.50% | 6.25% | 50 | ↑ | 2.00% | 3.00% |
| VANCOUVER | | | | | | |
| Warehouse/Logistics Class A | 5.50% | 7.00% | 50 | ↔ | 2.50% | 3.00% |
| Warehouse/Logistics Class B | 6.25% | 7.75% | 50 | ↔ | 2.50% | 3.00% |
| MEXICO CITY | | | | | | |
| Warehouse/Logistics Class A | 7.00% | 10.00% | 50 | ↔ | 4.00% | 4.00% |
| Warehouse/Logistics Class B | 8.00% | 11.00% | 50 | ↔ | 4.00% | 4.00% |

*Note: Mexico rate increases dependent if USD or Peso were used in transaction. Peso denominated lease rental rate increased 4.5%; USD denominated lease rental rate increased 2.5%.

| INDUSTRIAL 2024 - Mid-Year National Rates Comparison - West | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|---|----------------------|------------------|--|---|----------------------------|------------------------|
| DENVER, CO | | | | | | |
| Warehouse/Logistics Class A | 5.50% | 6.25% | 50 | ↑ | 3.00% | 3.00% |
| Warehouse/Logistics Class B | 6.25% | 6.75% | 50 | ↑ | 3.00% | 3.00% |
| IRVINE/ORANGE, CA | | | | | | |
| Warehouse/Logistics Class A | 5.25% | 7.00% | 25 | ↔ | 3.00% | 3.00% |
| Warehouse/Logistics Class B | 5.50% | 7.25% | 25 | ↔ | 3.00% | 3.00% |
| LAS VEGAS, NV | | | | | | |
| Warehouse/Logistics Class A | 5.50% | 6.75% | 50 | ↔ | 4.00% | 3.00% |
| Warehouse/Logistics Class B | 5.75% | 7.00% | 50 | ↔ | 4.00% | 3.00% |
| LOS ANGELES, CA | | | | | | |
| Warehouse/Logistics Class A | 5.25% | 7.00% | 25 | ↔ | 3.00% | 3.00% |
| Warehouse/Logistics Class B | 5.50% | 7.25% | 25 | ↔ | 3.00% | 3.00% |
| PHOENIX, AZ | | | | | | |
| Warehouse/Logistics Class A | 5.50% | 7.00% | 50 | ↔ | 3.00% | 3.00% |
| Warehouse/Logistics Class B | 6.25% | 7.50% | 50 | ↔ | 3.00% | 3.00% |
| PORTLAND, OR | | | | | | |
| Warehouse/Logistics Class A | 5.50% | 7.00% | 50 | ↔ | 3.00% | 3.00% |
| Warehouse/Logistics Class B | 6.00% | 7.50% | 50 | ↔ | 3.00% | 3.00% |
| RENO, NV | | | | | | |
| Warehouse/Logistics Class A | 5.00% | 6.75% | 50 | ↔ | 4.00% | 3.00% |
| Warehouse/Logistics Class B | 5.50% | 7.25% | 50 | ↔ | 4.00% | 3.00% |
| SACRAMENTO, CA | | | | | | |
| Warehouse/Logistics Class A | 6.50% | 7.75% | 50 | ↔ | 0.00% | 3.00% |
| Warehouse/Logistics Class B | 7.00% | 8.25% | 50 | ↔ | 0.00% | 3.00% |
| SALT LAKE CITY, UT | | | | | | |
| Warehouse/Logistics Class A | 5.50% | 7.25% | 25 | ↔ | 3.00% | 3.00% |
| Warehouse/Logistics Class B | 6.00% | 7.50% | 25 | ↔ | 3.00% | 3.00% |
| SEATTLE, WA | | | | | | |
| Warehouse/Logistics Class A | 5.00% | 6.50% | 50 | ↔ | 3.00% | 3.00% |
| Warehouse/Logistics Class B | 5.50% | 7.00% | 50 | ↔ | 3.00% | 3.00% |
| SILICON VALLEY/SAN JOSE, CA | | | | | | |
| Warehouse/Logistics Class A | 5.50% | 7.50% | 50 | ↔ | 5.00% | 3.00% |
| Warehouse/Logistics Class B | 5.75% | 7.50% | 50 | ↔ | 5.00% | 3.00% |

Source: These rates were compiled and submitted by Newmark V&A Market Leaders and Specialty Practice Directors based on market activity during June 2024 and July 2024 including sales and discussions with market participants and service professionals.

| INDUSTRIAL 2024 - Mid-Year National Rates Comparison - Central | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|--|----------------------|------------------|--|---|----------------------------|------------------------|
| CHICAGO, IL | | | | | | |
| Warehouse/Logistics Class A | 5.50% | 6.25% | 50 | ↔ | 3.00% | 3.00% |
| Warehouse/Logistics Class B | 6.00% | 6.75% | 50 | ↔ | 3.00% | 3.00% |
| CINCINNATI, OH | | | | | | |
| Warehouse/Logistics Class A | 6.00% | 7.00% | 50 | ↔ | 2.00% | 3.00% |
| Warehouse/Logistics Class B | 7.00% | 8.00% | 50 | ↔ | 2.00% | 3.00% |
| CLEVELAND, OH | | | | | | |
| Warehouse/Logistics Class A | 6.25% | 7.25% | 50 | ↔ | 2.00% | 3.00% |
| Warehouse/Logistics Class B | 7.25% | 8.25% | 50 | ↔ | 2.00% | 3.00% |
| COLUMBUS, OH | | | | | | |
| Warehouse/Logistics Class A | 6.00% | 7.00% | 50 | ↔ | 2.00% | 3.00% |
| Warehouse/Logistics Class B | 7.00% | 8.00% | 50 | ↔ | 2.00% | 3.00% |
| DETROIT, MI | | | | | | |
| Warehouse/Logistics Class A | 5.75% | 7.25% | 50 | ↔ | 3.00% | 3.00% |
| Warehouse/Logistics Class B | 6.50% | 8.00% | 50 | ↔ | 3.00% | 3.00% |
| GRAND RAPIDS, MI | | | | | | |
| Warehouse/Logistics Class A | 5.75% | 7.25% | 50 | ↔ | 3.00% | 3.00% |
| Warehouse/Logistics Class B | 6.50% | 8.00% | 50 | ↔ | 3.00% | 3.00% |
| INDIANAPOLIS, IN | | | | | | |
| Warehouse/Logistics Class A | 6.00% | 7.00% | 50 | ↔ | 2.00% | 3.00% |
| Warehouse/Logistics Class B | 7.00% | 8.00% | 50 | ↔ | 2.00% | 3.00% |
| KANSAS CITY, MO | | | | | | |
| Warehouse/Logistics Class A | 5.75% | 6.50% | 50 | ↔ | 3.00% | 3.00% |
| Warehouse/Logistics Class B | 6.50% | 7.25% | 50 | ↔ | 3.00% | 3.00% |
| MINNEAPOLIS, MN | | | | | | |
| Warehouse/Logistics Class A | 5.50% | 6.50% | 50 | ↔ | 3.00% | 3.00% |
| Warehouse/Logistics Class B | 6.25% | 7.25% | 50 | ↔ | 3.00% | 3.00% |

Source: These rates were compiled and submitted by Newmark V&A Market Leaders and Specialty Practice Directors based on market activity during June 2024 and July 2024 including sales and discussions with market participants and service professionals.

| INDUSTRIAL 2024 - Mid-Year National Rates Comparison - South | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|--|----------------------|------------------|--|---|----------------------------|------------------------|
| ARKANSAS | | | | | | |
| Warehouse/Logistics Class A | 5.00% | 6.00% | 50 | ↔ | 2.00% | 2.50% |
| Warehouse/Logistics Class B | 6.00% | 7.50% | 50 | ↔ | 2.00% | 2.50% |
| ATLANTA, GA | | | | | | |
| Warehouse/Logistics Class A | 5.50% | 6.75% | 50 | ↔ | 3.00% | 3.00% |
| Warehouse/Logistics Class B | 6.50% | 7.75% | 50 | ↔ | 3.00% | 3.00% |
| AUSTIN, TX | | | | | | |
| Warehouse/Logistics Class A | 6.25% | 7.50% | 50 | ↔ | 3.00% | 3.00% |
| Warehouse/Logistics Class B | 6.50% | 7.75% | 50 | ↔ | 3.00% | 3.00% |

Source: These rates were compiled and submitted by Newmark V&A Market Leaders and Specialty Practice Directors based on market activity during June 2024 and July 2024 including sales and discussions with market participants and service professionals.

| INDUSTRIAL 2024 - Mid-Year National Rates Comparison - South | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|--|----------------------|------------------|--|---|----------------------------|------------------------|
| CHARLOTTE, NC | | | | | | |
| Warehouse/Logistics Class A | 5.75% | 6.75% | 50 | ↔ | 3.00% | 3.00% |
| Warehouse/Logistics Class B | 6.75% | 7.75% | 50 | ↔ | 3.00% | 3.00% |
| DALLAS, TX | | | | | | |
| Warehouse/Logistics Class A | 5.50% | 6.50% | 50 | ↔ | 4.00% | 3.00% |
| Warehouse/Logistics Class B | 6.00% | 7.00% | 50 | ↔ | 4.00% | 3.00% |
| FORT WORTH, TX | | | | | | |
| Warehouse/Logistics Class A | 5.75% | 6.50% | 50 | ↔ | 4.00% | 3.00% |
| Warehouse/Logistics Class B | 6.00% | 7.00% | 50 | ↔ | 4.00% | 3.00% |
| HOUSTON, TX | | | | | | |
| Warehouse/Logistics Class A | 6.00% | 7.50% | 50 | ↔ | 3.00% | 3.00% |
| Warehouse/Logistics Class B | 6.50% | 8.00% | 50 | ↔ | 3.00% | 3.00% |
| MIAMI, FL | | | | | | |
| Warehouse/Logistics Class A | 6.00% | 7.00% | 50 | ↔ | 3.00% | 3.00% |
| Warehouse/Logistics Class B | 6.50% | 7.25% | 50 | ↔ | 3.00% | 3.00% |
| NEW ORLEANS, LA | | | | | | |
| Warehouse/Logistics Class A | 6.50% | 7.50% | 50 | ↔ | 3.00% | 3.00% |
| Warehouse/Logistics Class B | 7.50% | 8.50% | 50 | ↔ | 3.00% | 3.00% |
| ORLANDO, FL | | | | | | |
| Warehouse/Logistics Class A | 5.75% | 7.00% | 50 | ↔ | 3.00% | 3.00% |
| Warehouse/Logistics Class B | 6.25% | 7.25% | 50 | ↔ | 3.00% | 3.00% |
| SAN ANTONIO, TX | | | | | | |
| Warehouse/Logistics Class A | 6.50% | 7.50% | 50 | ↔ | 3.00% | 3.00% |
| Warehouse/Logistics Class B | 7.00% | 8.00% | 50 | ↔ | 3.00% | 3.00% |
| TAMPA, FL | | | | | | |
| Warehouse/Logistics Class A | 6.00% | 7.25% | 50 | ↔ | 3.00% | 3.00% |
| Warehouse/Logistics Class B | 7.00% | 8.25% | 50 | ↔ | 3.00% | 3.00% |
| TULSA/OKLAHOMA CITY, OK | | | | | | |
| Warehouse/Logistics Class A | 5.00% | 6.00% | 50 | ↔ | 2.00% | 2.50% |
| Warehouse/Logistics Class B | 6.50% | 8.00% | 50 | ↔ | 2.00% | 2.50% |

Source: These rates were compiled and submitted by Newmark V&A Market Leaders and Specialty Practice Directors based on market activity during June 2024 and July 2024 including sales and discussions with market participants and service professionals.

| INDUSTRIAL 2024 - Mid-Year National Rates Comparison - East | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|---|----------------------|------------------|--|---|----------------------------|------------------------|
| BALTIMORE, MD | | | | | | |
| Warehouse/Logistics Class A | 5.50% | 6.75% | 50 | ↔ | 3.00% | 3.00% |
| Warehouse/Logistics Class B | 6.75% | 7.75% | 50 | ↔ | 3.00% | 3.00% |
| BOSTON, MA | | | | | | |
| Warehouse/Logistics Class A | 5.75% | 7.00% | 50 | ↔ | 3.00% | 3.00% |
| Warehouse/Logistics Class B | 6.75% | 8.00% | 50 | ↔ | 3.00% | 3.00% |
| LEHIGH VALLEY, PA | | | | | | |
| Warehouse/Logistics Class A | 5.50% | 7.00% | 50 | ↔ | 2.50% | 3.00% |
| Warehouse/Logistics Class B | 6.25% | 7.75% | 50 | ↔ | 2.50% | 3.00% |

| INDUSTRIAL 2024 - Mid-Year National Rates Comparison - East | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|---|----------------------|------------------|--|---|----------------------------|------------------------|
| NYC BOROUGHES | | | | | | |
| Warehouse/Logistics Class A | 5.00% | 6.25% | 50 | ↔ | 3.00% | 3.00% |
| Warehouse/Logistics Class B | 5.25% | 6.75% | 50 | ↔ | 3.00% | 3.00% |
| NY SUBURBS | | | | | | |
| Warehouse/Logistics Class A | 4.50% | 6.25% | 50 | ↓ | 3.00% | 3.00% |
| Warehouse/Logistics Class B | 5.00% | 7.00% | 50 | ↓ | 3.00% | 3.00% |
| NORTHERN NEW JERSEY | | | | | | |
| Warehouse/Logistics Class A | 4.75% | 6.25% | 50 | ↓ | 3.00% | 3.00% |
| Warehouse/Logistics Class B | 5.25% | 6.75% | 50 | ↓ | 3.00% | 3.00% |
| PHILADELPHIA, PA | | | | | | |
| Warehouse/Logistics Class A | 5.50% | 7.00% | 50 | ↔ | 3.00% | 3.00% |
| Warehouse/Logistics Class B | 6.25% | 7.75% | 50 | ↔ | 3.00% | 3.00% |
| PITTSBURGH, PA | | | | | | |
| Warehouse/Logistics Class A | 5.50% | 7.00% | 50 | ↔ | 2.50% | 3.00% |
| Warehouse/Logistics Class B | 6.50% | 7.75% | 50 | ↔ | 2.50% | 3.00% |
| SOUTHERN NEW JERSEY | | | | | | |
| Warehouse/Logistics Class A | 5.50% | 7.00% | 50 | ↔ | 2.00% | 3.00% |
| Warehouse/Logistics Class B | 6.25% | 7.75% | 50 | ↔ | 2.00% | 3.00% |
| UPSTATE NY | | | | | | |
| Warehouse/Logistics Class A | 6.00% | 7.00% | 50 | ↔ | 3.00% | 3.00% |
| Warehouse/Logistics Class B | 6.50% | 7.50% | 50 | ↔ | 3.00% | 3.00% |
| WASHINGTON DC | | | | | | |
| Warehouse/Logistics Class A | 5.50% | 6.75% | 50 | ↔ | 3.00% | 3.00% |
| Warehouse/Logistics Class B | 6.50% | 7.75% | 50 | ↔ | 3.00% | 3.00% |
| WILMINGTON, DE | | | | | | |
| Warehouse/Logistics Class A | 5.75% | 6.75% | 50 | ↔ | 3.00% | 3.00% |
| Warehouse/Logistics Class B | 6.25% | 7.25% | 50 | ↔ | 3.00% | 3.00% |

Source: These rates were compiled and submitted by Newmark V&A Market Leaders and Specialty Practice Directors based on market activity during June 2024 and July 2024 including sales and discussions with market participants and service professionals.





Multifamily

Bryan Beel

Senior Managing Director

Valuation & Advisory

Specialty Practice Leader - Multifamily

ABOUT MULTIFAMILY

Newmark Valuation & Advisory's Multifamily group is dedicated exclusively to providing best-in-class valuation and consulting services for a wide array of multifamily types, including garden-style, mid-rise and high-rise apartments, condominiums, student housing, lifestyle centers and affordable housing. We take a consultative approach to valuation, evaluating multifamily properties from a holistic perspective that considers their rental income streams in concert with the real estate assets. The V&A team's core offerings also include financial reporting and property tax services.

Newmark V&A's Multifamily group serves some of the nation's leading mortgage lenders and institutional property owners. We also meet the requirements of government agencies and government-sponsored entities (GSEs) that provide financing for multifamily properties, including the top multifamily lenders, Fannie Mae and Freddie Mac. In recent years, our team has become one of the largest providers of appraisals to both Fannie and Freddie.

| MULTIFAMILY 2024 - Mid-Year National Rates Comparison | Going-In Cap Rate | Change from Q1 2024 | Change from Mid 2023 | Change from Q1 2023 | Discount Rate | Change from Q1 2024 | Change from Mid 2023 | Change from Q1 2023 | Reversion Rate (BPS over Going-In Cap) | Market Rent Growth Rate | Expense Growth Rate |
|---|----------------------|---------------------------|----------------------------|---------------------------|------------------|---------------------------|----------------------------|---------------------------|---|----------------------------------|---------------------------|
| WEST REGION | | | | | | | | | | | |
| CBD Class A | 5.23% | 0.08% | 0.36% | 0.81% | 6.73% | 0.04% | 0.25% | 0.58% | 42 | 2.88% | 3.00% |
| CBD Class B | 5.69% | 0.08% | 0.35% | 0.92% | 7.13% | -0.08% | 0.10% | 0.65% | 42 | 2.88% | 3.00% |
| Suburban Class A | 5.34% | 0.06% | 0.33% | 0.73% | 6.89% | 0.02% | 0.23% | 0.65% | 41 | 2.95% | 3.00% |
| Suburban Class B | 5.70% | 0.08% | 0.33% | 0.71% | 7.27% | 0.00% | 0.19% | 0.65% | 41 | 2.95% | 3.00% |
| CENTRAL REGION | | | | | | | | | | | |
| CBD Class A | 5.75% | 0.00% | 0.15% | 0.48% | 7.30% | 0.00% | 0.25% | 0.40% | 45 | 2.60% | 3.00% |
| CBD Class B | 6.50% | 0.00% | 0.05% | 0.48% | 8.05% | 0.00% | 0.25% | 0.50% | 45 | 2.60% | 3.00% |
| Suburban Class A | 5.93% | 0.00% | 0.10% | 0.43% | 7.50% | -0.02% | 0.18% | 0.53% | 45 | 2.60% | 3.00% |
| Suburban Class B | 6.65% | 0.03% | 0.08% | 0.45% | 8.20% | 0.00% | 0.25% | 0.50% | 45 | 2.60% | 3.00% |
| SOUTH REGION | | | | | | | | | | | |
| CBD Class A | 5.29% | -0.13% | 0.35% | 0.42% | 6.88% | 0.00% | 0.40% | 0.63% | 40 | 2.27% | 2.85% |
| CBD Class B | 5.73% | -0.13% | 0.25% | 0.38% | 7.40% | -0.17% | 0.40% | 0.42% | 40 | 2.27% | 2.85% |
| Suburban Class A | 5.35% | -0.17% | 0.19% | 0.31% | 6.98% | 0.02% | 0.35% | 0.56% | 40 | 2.35% | 2.85% |
| Suburban Class B | 5.79% | -0.12% | 0.10% | 0.35% | 7.50% | -0.15% | 0.33% | 0.38% | 40 | 2.35% | 2.85% |
| EAST REGION | | | | | | | | | | | |
| CBD Class A | 5.40% | -0.02% | 0.08% | 0.40% | 6.68% | 0.02% | -0.04% | 0.31% | 40 | 2.80% | 3.00% |
| CBD Class B | 5.85% | -0.08% | -0.10% | 0.19% | 7.25% | 0.04% | -0.04% | 0.27% | 40 | 2.80% | 3.00% |
| Suburban Class A | 5.56% | -0.08% | 0.19% | 0.50% | 6.90% | 0.04% | 0.13% | 0.46% | 44 | 2.79% | 3.00% |
| Suburban Class B | 6.00% | -0.15% | -0.06% | 0.25% | 7.40% | 0.04% | 0.02% | 0.38% | 44 | 2.79% | 3.00% |
| UNITED STATES | | | | | | | | | | | |
| CBD Class A | 5.40% | -0.02% | 0.24% | 0.53% | 6.89% | 0.02% | 0.22% | 0.49% | 42 | 2.62% | 2.96% |
| CBD Class B | 5.92% | -0.04% | 0.14% | 0.49% | 7.44% | -0.06% | 0.18% | 0.46% | 42 | 2.62% | 2.96% |
| Suburban Class A | 5.53% | -0.05% | 0.21% | 0.49% | 7.05% | 0.02% | 0.22% | 0.55% | 42 | 2.66% | 2.96% |
| Suburban Class B | 6.01% | -0.04% | 0.11% | 0.44% | 7.57% | -0.03% | 0.20% | 0.47% | 42 | 2.66% | 2.96% |
| CANADA | | | | | | | | | | | |
| CBD Class A | 4.20% | 0.20% | 0.30% | 0.30% | 4.95% | 0.20% | 0.30% | 0.30% | 50 | 2.00% | 3.00% |
| CBD Class B | 4.50% | 0.00% | 0.05% | 0.05% | 5.25% | 0.10% | 0.10% | 0.10% | 50 | 2.00% | 3.00% |
| Suburban Class A | 4.40% | -0.05% | -0.15% | -0.15% | 5.15% | -0.10% | -0.20% | -0.20% | 50 | 2.00% | 3.00% |
| Suburban Class B | 4.70% | -0.30% | -0.40% | -0.40% | 5.45% | -0.15% | -0.25% | -0.25% | 50 | 2.00% | 3.00% |
| MEXICO | | | | | | | | | | | |
| CBD Class A | 6.50% | 0.00% | 0.00% | 0.00% | 10.00% | 0.00% | 0.00% | 0.00% | 50 | 4.00% | 4.00% |
| Suburban Class A | 8.00% | 0.00% | 0.00% | 0.00% | 11.00% | 0.00% | 0.00% | 0.00% | 50 | 4.00% | 4.00% |

Source: These rates were compiled and submitted by Newmark V&A Market Leaders and Specialty Practice Directors based on market activity during June 2024 and July 2024 including sales and discussions with market participants and service professionals.

*Note: Mexico rate increases dependent if USD or Peso were used in transaction. Peso denominated lease rental rate increased 4.5%; USD denominated lease rental rate increased 2.5%.

| STUDENT HOUSING & 55+ ACTIVE ADULT 2024 - Mid-Year National Rates Comparison | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|--|----------------------|------------------|--|---|----------------------------|------------------------|
| Student Housing, Tier 1 | 5.25% | 7.25% | 25 | ↔ | 4.00% | 3.00% |
| Student Housing, Tier 2 | 5.75% | 8.00% | 25 | ↔ | 4.00% | 3.00% |
| 55+ Active Adult Multihousing, Class A | 5.50% | 7.25% | 25 | ↔ | 3.00% | 3.00% |
| 55+ Active Adult Multihousing, Class B | 6.00% | 8.50% | 25 | ↔ | 3.00% | 3.00% |

Source: These rates were compiled and submitted by Newmark V&A Market Leaders and Specialty Practice Directors based on market activity during June 2024 and July 2024 including sales and discussions with market participants and service professionals.

| MULTIFAMILY 2024 - Mid-Year National Rates Comparison - West | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|--|----------------------|------------------|--|---|----------------------------|------------------------|
| DENVER, CO | | | | | | |
| CBD Class A | 5.00% | 7.00% | 50 | ↓ | 2.50% | 3.00% |
| CBD Class B | 6.00% | 7.50% | 50 | ↓ | 2.50% | 3.00% |
| Suburban Class A | 5.25% | 7.00% | 50 | ↔ | 2.50% | 3.00% |
| Suburban Class B | 6.00% | 7.75% | 50 | ↔ | 2.50% | 3.00% |
| IRVINE/ORANGE, CA | | | | | | |
| CBD Class A | 5.00% | 6.75% | 25 | ↔ | 3.00% | 3.00% |
| CBD Class B | 5.25% | 7.00% | 25 | ↔ | 3.00% | 3.00% |
| Suburban Class A | 5.00% | 6.75% | 25 | ↔ | 3.00% | 3.00% |
| Suburban Class B | 5.25% | 7.00% | 25 | ↔ | 3.00% | 3.00% |
| LAS VEGAS, NV | | | | | | |
| CBD Class A | 5.25% | 6.50% | 50 | ↔ | 3.00% | 3.00% |
| CBD Class B | 5.50% | 6.75% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class A | 5.25% | 6.50% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class B | 5.50% | 6.75% | 50 | ↔ | 3.00% | 3.00% |
| LOS ANGELES, CA | | | | | | |
| CBD Class A | 5.00% | 6.75% | 25 | ↔ | 3.00% | 3.00% |
| CBD Class B | 5.25% | 7.00% | 25 | ↔ | 3.00% | 3.00% |
| Suburban Class A | 5.00% | 6.75% | 25 | ↔ | 3.00% | 3.00% |
| Suburban Class B | 5.25% | 7.00% | 25 | ↔ | 3.00% | 3.00% |
| PHOENIX, AZ | | | | | | |
| CBD Class A | 5.25% | 6.25% | 50 | ↔ | 3.00% | 3.00% |
| CBD Class B | 5.50% | 6.50% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class A | 5.50% | 6.50% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class B | 5.75% | 6.75% | 50 | ↔ | 3.00% | 3.00% |
| PORTLAND, OR | | | | | | |
| CBD Class A | 5.50% | 7.00% | 25 | ↔ | 3.00% | 3.00% |
| CBD Class B | 6.00% | 7.50% | 25 | ↔ | 3.00% | 3.00% |
| Suburban Class A | 5.50% | 7.00% | 25 | ↔ | 3.00% | 3.00% |
| Suburban Class B | 6.00% | 7.50% | 25 | ↔ | 3.00% | 3.00% |
| RENO, NV | | | | | | |
| CBD Class A | 5.00% | 6.75% | 50 | ↔ | 3.00% | 3.00% |
| CBD Class B | 5.25% | 7.25% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class A | 5.00% | 6.75% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class B | 5.25% | 7.25% | 50 | ↔ | 3.00% | 3.00% |
| SACRAMENTO, CA | | | | | | |
| CBD Class A | 5.75% | 7.00% | 50 | ↔ | 2.00% | 3.00% |
| CBD Class B | 6.50% | 8.00% | 50 | ↔ | 2.00% | 3.00% |
| Suburban Class A | 6.00% | 7.50% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class B | 6.50% | 8.00% | 50 | ↔ | 3.00% | 3.00% |
| SALT LAKE CITY, UT | | | | | | |
| CBD Class A | 5.25% | 7.00% | 25 | ↔ | 3.00% | 3.00% |
| CBD Class B | 6.00% | 7.25% | 25 | ↔ | 3.00% | 3.00% |
| Suburban Class A | 5.50% | 7.25% | 25 | ↔ | 3.00% | 3.00% |
| Suburban Class B | 5.75% | 7.50% | 25 | ↔ | 3.00% | 3.00% |



| MULTIFAMILY 2024 - Mid-Year National Rates Comparison - West | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|--|----------------------|------------------|--|---|----------------------------|------------------------|
| SAN FRANCISCO, CA | | | | | | |
| CBD Class A | 5.25% | 6.25% | 50 | ↔ | 3.00% | 3.00% |
| CBD Class B | 5.75% | 6.75% | 50 | ↔ | 3.00% | 3.00% |
| SEATTLE, WA | | | | | | |
| CBD Class A | 5.00% | 6.50% | 50 | ↔ | 3.00% | 3.00% |
| CBD Class B | 5.50% | 6.75% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class A | 5.25% | 6.75% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class B | 5.75% | 7.25% | 50 | ↔ | 3.00% | 3.00% |
| SILICON VALLEY/SAN JOSE, CA | | | | | | |
| CBD Class A | 5.50% | 7.00% | 50 | ↔ | 3.00% | 3.00% |
| CBD Class B | 5.75% | 7.25% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class A | 5.50% | 7.00% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class B | 5.75% | 7.25% | 50 | ↔ | 3.00% | 3.00% |

Source: These rates were compiled and submitted by Newmark V&A Market Leaders and Specialty Practice Directors based on market activity during June 2024 and July 2024 including sales and discussions with market participants and service professionals.

| MULTIFAMILY 2024 - Mid-Year National Rates Comparison - Central | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|---|----------------------|------------------|--|---|----------------------------|------------------------|
| CHICAGO, IL | | | | | | |
| CBD Class A | 5.25% | 6.00% | 50 | ↔ | 3.00% | 3.00% |
| CBD Class B | 6.25% | 7.00% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class A | 5.75% | 6.75% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class B | 6.50% | 7.25% | 50 | ↔ | 3.00% | 3.00% |
| CINCINNATI, OH | | | | | | |
| CBD Class A | 6.00% | 8.25% | 50 | ↔ | 2.00% | 3.00% |
| CBD Class B | 7.00% | 9.25% | 50 | ↔ | 2.00% | 3.00% |
| Suburban Class A | 6.00% | 8.25% | 50 | ↔ | 2.00% | 3.00% |
| Suburban Class B | 7.00% | 9.25% | 50 | ↔ | 2.00% | 3.00% |
| CLEVELAND, OH | | | | | | |
| CBD Class A | 6.25% | 8.50% | 50 | ↔ | 2.00% | 3.00% |
| CBD Class B | 7.25% | 9.50% | 50 | ↔ | 2.00% | 3.00% |
| Suburban Class A | 6.25% | 8.50% | 50 | ↔ | 2.00% | 3.00% |
| Suburban Class B | 7.25% | 9.50% | 50 | ↔ | 2.00% | 3.00% |
| COLUMBUS, OH | | | | | | |
| CBD Class A | 6.00% | 8.25% | 50 | ↔ | 2.00% | 3.00% |
| CBD Class B | 7.00% | 9.25% | 50 | ↔ | 2.00% | 3.00% |
| Suburban Class A | 6.00% | 8.25% | 50 | ↔ | 2.00% | 3.00% |
| Suburban Class B | 7.00% | 9.25% | 50 | ↔ | 2.00% | 3.00% |
| DETROIT, MI | | | | | | |
| CBD Class A | 5.75% | 7.25% | 25 | ↔ | 3.00% | 3.00% |
| CBD Class B | 6.00% | 7.50% | 25 | ↔ | 3.00% | 3.00% |
| Suburban Class A | 5.50% | 7.00% | 25 | ↔ | 3.00% | 3.00% |
| Suburban Class B | 5.75% | 7.25% | 25 | ↔ | 3.00% | 3.00% |
| GRAND RAPIDS, MI | | | | | | |
| CBD Class A | 5.50% | 7.00% | 25 | ↔ | 3.00% | 3.00% |
| CBD Class B | 5.75% | 7.25% | 25 | ↔ | 3.00% | 3.00% |
| Suburban Class A | 5.50% | 7.00% | 25 | ↔ | 3.00% | 3.00% |
| Suburban Class B | 5.75% | 7.25% | 25 | ↔ | 3.00% | 3.00% |
| INDIANAPOLIS, IN | | | | | | |
| CBD Class A | 6.00% | 8.25% | 50 | ↔ | 2.00% | 3.00% |
| CBD Class B | 7.00% | 9.25% | 50 | ↔ | 2.00% | 3.00% |
| Suburban Class A | 6.00% | 8.25% | 50 | ↔ | 2.00% | 3.00% |
| Suburban Class B | 7.00% | 9.25% | 50 | ↔ | 2.00% | 3.00% |
| KANSAS CITY, MO | | | | | | |
| CBD Class A | 5.75% | 6.50% | 50 | ↔ | 3.00% | 3.00% |
| CBD Class B | 6.50% | 7.25% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class A | 6.25% | 7.00% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class B | 7.00% | 7.75% | 50 | ↔ | 3.00% | 3.00% |
| MINNEAPOLIS, MN | | | | | | |
| CBD Class A | 5.50% | 6.50% | 50 | ↔ | 3.00% | 3.00% |
| CBD Class B | 6.00% | 7.00% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class A | 5.75% | 6.75% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class B | 6.25% | 7.25% | 50 | ↔ | 3.00% | 3.00% |

| MULTIFAMILY 2024 - Mid-Year National Rates Comparison - Central | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|---|----------------------|------------------|--|---|----------------------------|------------------------|
| ST. LOUIS, MO | | | | | | |
| CBD Class A | 5.50% | 6.50% | 50 | ↑ | 3.00% | 3.00% |
| CBD Class B | 6.25% | 7.25% | 50 | ↑ | 3.00% | 3.00% |
| Suburban Class A | 6.25% | 7.25% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class B | 7.00% | 8.00% | 50 | ↔ | 3.00% | 3.00% |

Source: These rates were compiled and submitted by Newmark V&A Market Leaders and Specialty Practice Directors based on market activity during June 2024 and July 2024 including sales and discussions with market participants and service professionals.

| MULTIFAMILY 2024 - Mid-Year National Rates Comparison - South | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|---|----------------------|------------------|--|---|----------------------------|------------------------|
| ARKANSAS | | | | | | |
| CBD Class A | 5.50% | 6.50% | 25 | ↔ | 1.00% | 2.50% |
| CBD Class B | 5.75% | 7.00% | 25 | ↔ | 1.00% | 2.50% |
| Suburban Class A | 5.25% | 6.25% | 25 | ↔ | 1.00% | 2.50% |
| Suburban Class B | 5.50% | 7.00% | 25 | ↔ | 1.00% | 2.50% |
| ATLANTA, GA | | | | | | |
| CBD Class A | 5.25% | 6.50% | 50 | ↔ | 2.00% | 2.00% |
| CBD Class B | 5.75% | 7.00% | 50 | ↔ | 2.00% | 2.00% |
| Suburban Class A | 5.75% | 7.00% | 50 | ↔ | 2.00% | 2.00% |
| Suburban Class B | 6.25% | 7.50% | 50 | ↔ | 2.00% | 2.00% |
| AUSTIN, TX | | | | | | |
| CBD Class A | 5.00% | 6.75% | 50 | ↔ | 2.00% | 3.00% |
| CBD Class B | 5.25% | 7.00% | 50 | ↔ | 2.00% | 3.00% |
| Suburban Class A | 5.00% | 6.75% | 50 | ↔ | 2.00% | 3.00% |
| Suburban Class B | 5.25% | 7.00% | 50 | ↔ | 2.00% | 3.00% |
| CHARLOTTE, NC | | | | | | |
| CBD Class A | 5.25% | 7.00% | 25 | ↔ | 2.50% | 3.00% |
| CBD Class B | 5.75% | 7.50% | 25 | ↔ | 2.50% | 3.00% |
| Suburban Class A | 5.25% | 7.25% | 25 | ↔ | 2.50% | 3.00% |
| Suburban Class B | 5.75% | 7.75% | 25 | ↔ | 2.50% | 3.00% |
| DALLAS, TX | | | | | | |
| CBD Class A | 5.00% | 7.25% | 25 | ↔ | 2.00% | 3.00% |
| CBD Class B | 5.75% | 8.00% | 25 | ↔ | 2.00% | 3.00% |
| Suburban Class A | 5.00% | 7.25% | 25 | ↔ | 2.00% | 3.00% |
| Suburban Class B | 5.75% | 8.00% | 25 | ↔ | 2.00% | 3.00% |
| FORT WORTH, TX | | | | | | |
| CBD Class A | 5.00% | 7.25% | 25 | ↔ | 2.00% | 3.00% |
| CBD Class B | 5.75% | 8.00% | 25 | ↔ | 2.00% | 3.00% |
| Suburban Class A | 5.00% | 7.25% | 25 | ↔ | 2.00% | 3.00% |
| Suburban Class B | 5.75% | 8.00% | 25 | ↔ | 2.00% | 3.00% |
| HOUSTON, TX | | | | | | |
| CBD Class A | 5.00% | 6.50% | 50 | ↔ | 2.00% | 3.00% |
| CBD Class B | 5.50% | 7.25% | 50 | ↔ | 2.00% | 3.00% |
| Suburban Class A | 5.25% | 7.00% | 50 | ↔ | 2.00% | 3.00% |
| Suburban Class B | 5.75% | 7.50% | 50 | ↔ | 2.00% | 3.00% |

Source: These rates were compiled and submitted by Newmark V&A Market Leaders and Specialty Practice Directors based on market activity during June 2024 and July 2024 including sales and discussions with market participants and service professionals.

| MULTIFAMILY 2024-Mid - Year National Rates Comparison - South | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|---|----------------------|------------------|--|---|----------------------------|------------------------|
| MIAMI, FL | | | | | | |
| CBD Class A | 4.75% | 6.50% | 50 | ↔ | 3.00% | 3.00% |
| CBD Class B | 5.00% | 6.75% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class A | 5.00% | 6.75% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class B | 5.25% | 7.00% | 50 | ↔ | 3.00% | 3.00% |
| NEW ORLEANS, LA | | | | | | |
| CBD Class A | 7.00% | 8.00% | 50 | ↔ | 3.00% | 3.00% |
| CBD Class B | 8.00% | 9.00% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class A | 7.00% | 8.00% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class B | 8.00% | 9.00% | 50 | ↔ | 3.00% | 3.00% |
| ORLANDO, FL | | | | | | |
| CBD Class A | 5.25% | 7.00% | 50 | ↔ | 3.00% | 3.00% |
| CBD Class B | 5.50% | 7.25% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class A | 5.25% | 7.00% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class B | 5.50% | 7.25% | 50 | ↔ | 3.00% | 3.00% |
| SAN ANTONIO, TX | | | | | | |
| CBD Class A | 5.25% | 7.00% | 50 | ↔ | 3.00% | 3.00% |
| CBD Class B | 5.50% | 7.25% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class A | 5.25% | 7.00% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class B | 5.50% | 7.25% | 50 | ↔ | 3.00% | 3.00% |
| TAMPA, FL | | | | | | |
| CBD Class A | 5.25% | 7.00% | 50 | ↔ | 3.00% | 3.00% |
| CBD Class B | 5.50% | 7.25% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class A | 5.25% | 7.00% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class B | 5.50% | 7.25% | 50 | ↔ | 3.00% | 3.00% |
| TULSA/OKLAHOMA CITY, OK | | | | | | |
| CBD Class A | 5.25% | 6.25% | 25 | ↔ | 1.00% | 2.50% |
| CBD Class B | 5.50% | 7.00% | 25 | ↔ | 1.00% | 2.50% |
| Suburban Class A | 5.25% | 6.25% | 25 | ↔ | 2.00% | 2.50% |
| Suburban Class B | 5.50% | 7.00% | 25 | ↔ | 2.00% | 2.50% |

Source: These rates were compiled and submitted by Newmark V&A Market Leaders and Specialty Practice Directors based on market activity during June 2024 and July 2024 including sales and discussions with market participants and service professionals.



| MULTIFAMILY 2024 - Mid-Year National Rates Comparison - East | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|--|----------------------|------------------|--|---|----------------------------|------------------------|
| BALTIMORE, MD | | | | | | |
| CBD Class A | 6.00% | 7.00% | 50 | ↔ | 3.00% | 3.00% |
| CBD Class B | 6.50% | 7.75% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class A | 5.75% | 6.75% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class B | 6.75% | 8.00% | 50 | ↔ | 3.00% | 3.00% |
| BOSTON, MA | | | | | | |
| CBD Class A | 5.00% | 6.00% | 25 | ↔ | 3.00% | 3.00% |
| CBD Class B | 5.50% | 7.00% | 25 | ↔ | 3.00% | 3.00% |
| Suburban Class A | 5.25% | 7.00% | 25 | ↔ | 3.00% | 3.00% |
| Suburban Class B | 6.00% | 7.50% | 25 | ↔ | 3.00% | 3.00% |
| LEHIGH VALLEY, PA | | | | | | |
| CBD Class A | 5.75% | 7.25% | 25 | ↔ | 3.00% | 3.00% |
| CBD Class B | 6.25% | 7.75% | 25 | ↔ | 3.00% | 3.00% |
| Suburban Class A | 6.00% | 7.50% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class B | 6.25% | 7.75% | 50 | ↔ | 3.00% | 3.00% |
| NEW YORK, NY (MANHATTAN & NY SUBURBS) | | | | | | |
| CBD Class A | 4.00% | 5.50% | 50 | ↓ | 3.00% | 3.00% |
| CBD Class B | 4.25% | 5.75% | 50 | ↓ | 3.00% | 3.00% |
| Suburban Class A | 5.75% | 6.75% | 50 | ↓ | 3.00% | 3.00% |
| Suburban Class B | 6.00% | 7.25% | 50 | ↓ | 3.00% | 3.00% |
| NYC BOROUGHES | | | | | | |
| Suburban Class A | 4.25% | 5.75% | 50 | ↓ | 3.00% | 3.00% |
| Suburban Class B | 4.50% | 6.00% | 50 | ↓ | 3.00% | 3.00% |
| NORTHERN NEW JERSEY | | | | | | |
| CBD Class A | 5.25% | 6.50% | 50 | ↓ | 3.00% | 3.00% |
| CBD Class B | 5.75% | 7.00% | 50 | ↓ | 3.00% | 3.00% |
| Suburban Class A | 5.75% | 6.75% | 50 | ↓ | 3.00% | 3.00% |
| Suburban Class B | 6.00% | 7.25% | 50 | ↓ | 3.00% | 3.00% |
| PHILADELPHIA, PA | | | | | | |
| CBD Class A | 5.75% | 7.00% | 25 | ↔ | 2.00% | 3.00% |
| CBD Class B | 6.25% | 7.50% | 25 | ↔ | 2.00% | 3.00% |
| Suburban Class A | 5.75% | 7.00% | 25 | ↔ | 2.50% | 3.00% |
| Suburban Class B | 6.25% | 7.50% | 25 | ↔ | 2.50% | 3.00% |
| PITTSBURGH, PA | | | | | | |
| CBD Class A | 5.75% | 7.25% | 25 | ↔ | 3.00% | 3.00% |
| CBD Class B | 6.25% | 7.75% | 25 | ↔ | 3.00% | 3.00% |
| Suburban Class A | 5.75% | 7.25% | 50 | ↔ | 2.50% | 3.00% |
| Suburban Class B | 6.25% | 7.75% | 50 | ↔ | 2.50% | 3.00% |

Source: These rates were compiled and submitted by Newmark V&A Market Leaders and Specialty Practice Directors based on market activity during June 2024 and July 2024 including sales and discussions with market participants and service professionals.

| MULTIFAMILY 2024 - Mid-Year National Rates Comparison - East | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|--|----------------------|------------------|--|---|----------------------------|------------------------|
| SOUTHERN NEW JERSEY | | | | | | |
| Suburban Class A | 5.75% | 7.25% | 25 | ↔ | 2.50% | 3.00% |
| Suburban Class B | 6.25% | 7.75% | 25 | ↔ | 2.50% | 3.00% |
| UPSTATE NY | | | | | | |
| CBD Class A | 5.50% | 6.50% | 50 | ↔ | 2.00% | 3.00% |
| CBD Class B | 5.50% | 6.50% | 50 | ↔ | 2.00% | 3.00% |
| Suburban Class A | 5.50% | 6.50% | 50 | ↔ | 2.00% | 3.00% |
| Suburban Class B | 5.50% | 6.50% | 50 | ↔ | 2.00% | 3.00% |
| WASHINGTON DC | | | | | | |
| CBD Class A | 5.25% | 6.50% | 50 | ↔ | 3.00% | 3.00% |
| CBD Class B | 5.75% | 7.25% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class A | 5.50% | 7.00% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class B | 6.00% | 7.50% | 50 | ↔ | 3.00% | 3.00% |
| WILMINGTON, DE | | | | | | |
| CBD Class A | 5.75% | 7.25% | 50 | ↔ | 3.00% | 3.00% |
| CBD Class B | 6.50% | 8.25% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class A | 5.75% | 7.25% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class B | 6.25% | 8.00% | 50 | ↔ | 3.00% | 3.00% |

Source: These rates were compiled and submitted by Newmark V&A Market Leaders and Specialty Practice Directors based on market activity during June 2024 and July 2024 including sales and discussions with market participants and service professionals.



| MULTIFAMILY 2024 - Mid-Year International Rates Comparison | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|--|----------------------|------------------|--|---|----------------------------|------------------------|
| CALGARY | | | | | | |
| CBD Class A | 4.75% | 5.50% | 50 | ↔ | 2.00% | 3.00% |
| CBD Class B | 5.25% | 6.00% | 50 | ↔ | 2.00% | 3.00% |
| Suburban Class A | 4.75% | 5.50% | 50 | ↓ | 2.00% | 3.00% |
| Suburban Class B | 5.25% | 6.00% | 50 | ↓ | 2.00% | 3.00% |
| EDMONTON | | | | | | |
| CBD Class A | 4.75% | 5.50% | 50 | ↔ | 2.00% | 3.00% |
| CBD Class B | 5.00% | 5.75% | 50 | ↔ | 2.00% | 3.00% |
| Suburban Class A | 5.00% | 5.75% | 50 | ↔ | 2.00% | 3.00% |
| Suburban Class B | 5.25% | 6.00% | 50 | ↔ | 2.00% | 3.00% |
| MONTREAL | | | | | | |
| CBD Class A | 4.50% | 5.25% | 50 | ↔ | 2.00% | 3.00% |
| CBD Class B | 4.75% | 5.50% | 50 | ↔ | 2.00% | 3.00% |
| Suburban Class A | 4.75% | 5.50% | 50 | ↔ | 2.00% | 3.00% |
| Suburban Class B | 5.00% | 5.75% | 50 | ↔ | 2.00% | 3.00% |
| TORONTO | | | | | | |
| CBD Class A | 4.00% | 4.75% | 50 | ↔ | 2.00% | 3.00% |
| CBD Class B | 4.25% | 5.00% | 50 | ↔ | 2.00% | 3.00% |
| Suburban Class A | 4.25% | 5.00% | 50 | ↔ | 2.00% | 3.00% |
| Suburban Class B | 4.50% | 5.25% | 50 | ↔ | 2.00% | 3.00% |
| VANCOUVER | | | | | | |
| CBD Class A | 3.00% | 3.75% | 50 | ↑ | 2.00% | 3.00% |
| CBD Class B | 3.25% | 4.00% | 50 | ↑ | 2.00% | 3.00% |
| Suburban Class A | 3.25% | 4.00% | 50 | ↑ | 2.00% | 3.00% |
| Suburban Class B | 3.50% | 4.25% | 50 | ↑ | 2.00% | 3.00% |
| MEXICO CITY | | | | | | |
| CBD Class A | 6.50% | 10.00% | 50 | ↔ | 4.00% | 4.00% |
| CBD Class B | N/A | N/A | 50 | ↔ | 4.00% | 4.00% |
| Suburban Class A | 8.00% | 11.00% | 50 | ↔ | 4.00% | 4.00% |
| Suburban Class B | N/A | N/A | 50 | ↔ | 4.00% | 4.00% |

Source: These rates were compiled and submitted by Newmark V&A Market Leaders and Specialty Practice Directors based on market activity during June 2024 and July 2024 including sales and discussions with market participants and service professionals.

*Note: Mexico rate increases dependent if USD or Peso were used in transaction. Peso denominated lease rental rate increased 4.5%; USD denominated lease rental rate increased 2.5%.





Office

Douglas H. Larson, MRICS

Executive Vice President

Valuation & Advisory

Specialty Practice Leader - Office

ABOUT OFFICE

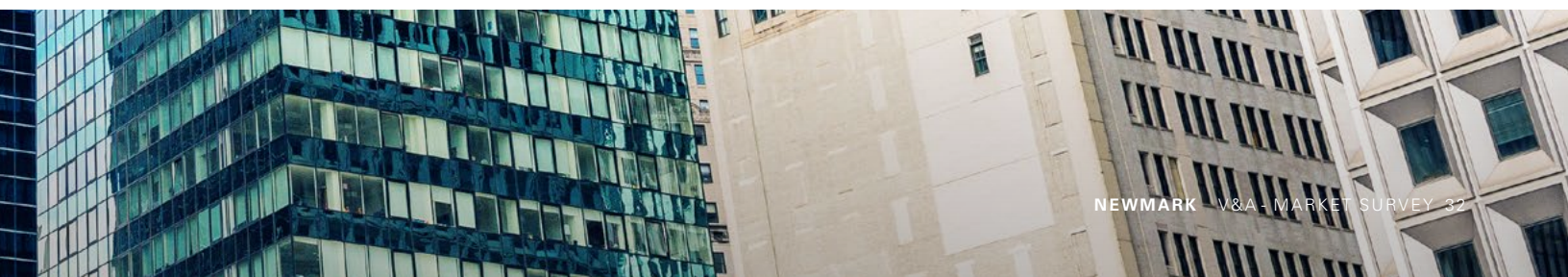
Newmark Valuation & Advisory's Office practice is the premier appraisal group focused on executing valuation and consulting services for office owners, investors, developers and financial institutions nationwide and across the globe. We offer the strategic expertise—consulting, analysis and resources—clients need in order to assign value and make informed decisions that enhance financial outcomes and corporate performance, for purposes of acquisition, disposition, potential use, retention, redevelopment, mortgage, income tax, financing, certiorari and litigation.

Our experts possess an average of more than 25 years of valuation experience in major CBD markets. Expansive geographic coverage enables us to support clients with individual office assets as well as with diverse office portfolios dispersed throughout the country.

| OFFICE 2024 - Mid-Year National Rates Comparison | Going-In Cap Rate | Change from Q1 2024 | Change from Mid 2023 | Change from Q1 2023 | Discount Rate | Change from Q1 2024 | Change from Mid 2023 | Change from Q1 2023 | Reversion Rate (BPS over Going-In Cap) | Market Rent Growth Rate | Expense Growth Rate |
|--|----------------------|---------------------------|----------------------------|---------------------------|------------------|---------------------------|----------------------------|---------------------------|---|----------------------------------|---------------------------|
| WEST REGION | | | | | | | | | | | |
| CBD Class A | 7.27% | 0.21% | 0.56% | 1.50% | 8.64% | 0.29% | 0.60% | 1.29% | 50 | 1.40% | 3.00% |
| CBD Class B | 7.91% | 0.19% | 0.50% | 1.15% | 9.39% | 0.27% | 0.48% | 1.10% | 50 | 1.40% | 3.00% |
| Suburban Class A | 7.34% | 0.13% | 0.35% | 1.10% | 8.73% | 0.25% | 0.44% | 0.81% | 55 | 1.35% | 3.00% |
| Suburban Class B | 8.05% | 0.25% | 0.48% | 0.85% | 9.41% | 0.35% | 0.40% | 0.65% | 55 | 1.35% | 3.00% |
| CENTRAL REGION | | | | | | | | | | | |
| CBD Class A | 8.13% | 0.03% | 0.20% | 0.53% | 9.23% | 0.08% | 0.35% | 0.63% | 45 | 1.05% | 2.90% |
| CBD Class B | 9.13% | 0.10% | 0.17% | 0.73% | 10.45% | 0.10% | 0.53% | 1.00% | 45 | 1.05% | 2.90% |
| Suburban Class A | 8.33% | -0.08% | 0.10% | 0.48% | 9.53% | 0.07% | 0.35% | 0.78% | 45 | 1.30% | 2.90% |
| Suburban Class B | 9.13% | -0.07% | 0.00% | 0.48% | 10.48% | 0.05% | 0.35% | 0.98% | 45 | 1.30% | 2.90% |
| SOUTH REGION | | | | | | | | | | | |
| CBD Class A | 7.88% | 0.42% | 1.02% | 1.35% | 9.17% | 0.38% | 1.15% | 1.56% | 55 | 0.29% | 2.92% |
| CBD Class B | 8.63% | 0.35% | 1.04% | 1.46% | 9.90% | 0.31% | 0.96% | 1.60% | 55 | 0.29% | 2.92% |
| Suburban Class A | 7.94% | 0.15% | 0.69% | 1.04% | 9.29% | 0.13% | 0.92% | 1.33% | 55 | 0.85% | 2.92% |
| Suburban Class B | 8.58% | 0.12% | 0.71% | 1.04% | 9.98% | 0.08% | 0.90% | 1.37% | 55 | 0.85% | 2.92% |
| EAST REGION | | | | | | | | | | | |
| CBD Class A | 7.61% | 0.21% | 0.46% | 0.88% | 8.77% | 0.38% | 0.48% | 0.96% | 50 | 0.59% | 3.00% |
| CBD Class B | 8.70% | 0.17% | 0.58% | 1.02% | 9.91% | 0.33% | 0.65% | 1.17% | 50 | 0.59% | 3.00% |
| Suburban Class A | 8.04% | 0.08% | 0.35% | 0.85% | 9.25% | 0.29% | 0.52% | 1.13% | 48 | 1.04% | 3.00% |
| Suburban Class B | 8.96% | 0.08% | 0.42% | 0.96% | 10.17% | 0.23% | 0.60% | 1.27% | 48 | 1.04% | 3.00% |
| UNITED STATES | | | | | | | | | | | |
| CBD Class A | 7.72% | 0.22% | 0.58% | 1.09% | 8.95% | 0.29% | 0.66% | 1.13% | 50 | 0.80% | 2.96% |
| CBD Class B | 8.58% | 0.21% | 0.59% | 1.10% | 9.90% | 0.26% | 0.66% | 1.23% | 50 | 0.80% | 2.96% |
| Suburban Class A | 7.91% | 0.08% | 0.39% | 0.89% | 9.20% | 0.19% | 0.57% | 1.03% | 51 | 1.11% | 2.96% |
| Suburban Class B | 8.67% | 0.10% | 0.43% | 0.85% | 10.00% | 0.18% | 0.58% | 1.07% | 51 | 1.11% | 2.96% |
| CANADA | | | | | | | | | | | |
| CBD Class A | 7.15% | 0.65% | 0.95% | 1.15% | 8.10% | 0.50% | 1.00% | 1.20% | 50 | 2.00% | 3.00% |
| CBD Class B | 7.55% | 0.50% | 0.95% | 1.15% | 8.50% | 0.45% | 0.95% | 1.15% | 50 | 2.00% | 3.00% |
| Suburban Class A | 7.80% | 0.60% | 1.20% | 1.45% | 8.75% | 0.55% | 1.15% | 1.40% | 50 | 2.00% | 3.00% |
| Suburban Class B | 8.45% | 0.70% | 1.25% | 1.50% | 9.40% | 0.65% | 1.25% | 1.50% | 50 | 2.00% | 3.00% |
| MEXICO | | | | | | | | | | | |
| CBD Class A | 8.00% | 0.00% | 0.00% | 0.00% | 10.50% | 0.00% | 0.00% | -0.50% | 50 | 4.00% | 4.00% |
| CBD Class B | 9.00% | 0.00% | 0.00% | 0.00% | 11.50% | 0.00% | 0.00% | -0.50% | 50 | 4.00% | 4.00% |
| Suburban Class A | 8.50% | 0.00% | 0.00% | 0.00% | 11.50% | 0.00% | 0.00% | -0.50% | 50 | 4.00% | 4.00% |
| Suburban Class B | 9.50% | 0.00% | 0.00% | 0.00% | 12.00% | 0.00% | 0.00% | -0.50% | 50 | 4.00% | 4.00% |

Source: These rates were compiled and submitted by Newmark V&A Market Leaders and Specialty Practice Directors based on market activity during June 2024 and July 2024 including sales and discussions with market participants and service professionals.

*Note: Mexico rate increases dependent if USD or Peso were used in transaction. Peso denominated lease rental rate increased 4.5%; USD denominated lease rental rate increased 2.5%.



| OFFICE 2024 - Mid-Year National Rates Comparison - West | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|---|----------------------|------------------|--|---|----------------------------|------------------------|
| DENVER, CO | | | | | | |
| CBD Class A | 7.00% | 8.25% | 50 | ↑ | 2.00% | 3.00% |
| CBD Class B | 8.25% | 9.50% | 50 | ↑ | 2.00% | 3.00% |
| Suburban Class A | 8.00% | 9.00% | 50 | ↑ | 1.50% | 3.00% |
| Suburban Class B | 9.00% | 9.75% | 50 | ↑ | 1.50% | 3.00% |
| IRVINE/ORANGE, CA | | | | | | |
| CBD Class A | 7.75% | 8.50% | 50 | ↑ | 3.00% | 3.00% |
| CBD Class B | 8.00% | 8.75% | 50 | ↑ | 3.00% | 3.00% |
| Suburban Class A | 7.75% | 8.75% | 50 | ↑ | 3.00% | 3.00% |
| Suburban Class B | 8.00% | 9.00% | 50 | ↑ | 3.00% | 3.00% |
| LAS VEGAS, NV | | | | | | |
| CBD Class A | 7.00% | 8.00% | 75 | ↔ | 0.00% | 3.00% |
| CBD Class B | 7.00% | 9.00% | 75 | ↔ | 0.00% | 3.00% |
| Suburban Class A | 7.00% | 8.25% | 75 | ↔ | 0.00% | 3.00% |
| Suburban Class B | 7.50% | 8.75% | 75 | ↔ | 0.00% | 3.00% |
| LOS ANGELES, CA | | | | | | |
| CBD Class A | 8.25% | 9.00% | 50 | ↑ | 3.00% | 3.00% |
| CBD Class B | 8.50% | 9.50% | 50 | ↑ | 3.00% | 3.00% |
| Suburban Class A | 8.00% | 8.75% | 50 | ↑ | 3.00% | 3.00% |
| Suburban Class B | 8.25% | 9.00% | 50 | ↑ | 3.00% | 3.00% |
| PHOENIX, AZ | | | | | | |
| CBD Class A | 6.75% | 8.25% | 50 | ↑ | 2.00% | 3.00% |
| CBD Class B | 7.25% | 8.75% | 50 | ↑ | 2.00% | 3.00% |
| Suburban Class A | 7.25% | 8.75% | 50 | ↑ | 2.00% | 3.00% |
| Suburban Class B | 7.75% | 9.25% | 50 | ↑ | 2.00% | 3.00% |
| PORTLAND, OR | | | | | | |
| CBD Class A | 8.50% | 10.00% | 50 | ↔ | 0.00% | 3.00% |
| CBD Class B | 9.00% | 10.50% | 50 | ↔ | 0.00% | 3.00% |
| Suburban Class A | 8.00% | 9.50% | 50 | ↔ | 0.00% | 3.00% |
| Suburban Class B | 8.50% | 10.00% | 50 | ↔ | 0.00% | 3.00% |
| RENO, NV | | | | | | |
| CBD Class A | 6.50% | 8.50% | 75 | ↔ | 3.00% | 3.00% |
| CBD Class B | 7.00% | 9.25% | 75 | ↔ | 3.00% | 3.00% |
| Suburban Class A | 6.50% | 8.50% | 75 | ↔ | 3.00% | 3.00% |
| Suburban Class B | 7.00% | 9.25% | 75 | ↔ | 3.00% | 3.00% |
| SACRAMENTO, CA | | | | | | |
| Suburban Class A | 8.00% | 9.00% | 50 | ↔ | 0.00% | 3.00% |
| Suburban Class B | 8.50% | 10.00% | 50 | ↔ | 0.00% | 3.00% |
| SALT LAKE CITY, UT | | | | | | |
| CBD Class A | 7.50% | 9.25% | 50 | ↑ | 1.00% | 3.00% |
| CBD Class B | 8.00% | 9.50% | 50 | ↑ | 1.00% | 3.00% |
| Suburban Class A | 7.75% | 9.50% | 50 | ↑ | 1.00% | 3.00% |
| Suburban Class B | 8.50% | 9.75% | 50 | ↑ | 1.00% | 3.00% |



| OFFICE 2024 - Mid-Year National Rates Comparison - West | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|---|----------------------|------------------|--|---|----------------------------|------------------------|
| SAN FRANCISCO, CA | | | | | | |
| CBD Class A | 8.00% | 9.00% | 25 | ↔ | 0.00% | 3.00% |
| CBD Class B | 8.50% | 9.75% | 25 | ↔ | 0.00% | 3.00% |
| SEATTLE, WA | | | | | | |
| CBD Class A | 6.25% | 7.75% | 25 | ↔ | 0.00% | 3.00% |
| CBD Class B | 8.50% | 10.00% | 25 | ↔ | 0.00% | 3.00% |
| Suburban Class A | 6.00% | 7.50% | 50 | ↔ | 0.00% | 3.00% |
| Suburban Class B | 8.50% | 10.00% | 50 | ↔ | 0.00% | 3.00% |
| SILICON VALLEY/SAN JOSE, CA | | | | | | |
| CBD Class A | 6.50% | 8.50% | 50 | ↔ | 0.00% | 3.00% |
| CBD Class B | 7.00% | 8.75% | 50 | ↔ | 0.00% | 3.00% |
| Suburban Class A | 6.50% | 8.50% | 50 | ↔ | 0.00% | 3.00% |
| Suburban Class B | 7.00% | 8.75% | 50 | ↔ | 0.00% | 3.00% |

Source: These rates were compiled and submitted by Newmark V&A Market Leaders and Specialty Practice Directors based on market activity during June 2024 and July 2024 including sales and discussions with market participants and service professionals.

| OFFICE 2024 - Mid-Year National Rates Comparison - Central | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|--|----------------------|------------------|--|---|----------------------------|------------------------|
| CHICAGO, IL | | | | | | |
| CBD Class A | 6.75% | 8.00% | 50 | ↑ | 1.00% | 3.00% |
| CBD Class B | 8.75% | 9.75% | 50 | ↑ | 1.00% | 3.00% |
| Suburban Class A | 7.00% | 8.00% | 50 | ↔ | 2.00% | 3.00% |
| Suburban Class B | 8.00% | 9.00% | 50 | ↔ | 2.00% | 3.00% |
| CINCINNATI, OH | | | | | | |
| CBD Class A | 9.00% | 10.25% | 50 | ↔ | 0.00% | 3.00% |
| CBD Class B | 10.25% | 11.50% | 50 | ↔ | 0.00% | 3.00% |
| Suburban Class A | 9.00% | 10.25% | 50 | ↔ | 0.00% | 3.00% |
| Suburban Class B | 10.25% | 11.50% | 50 | ↔ | 0.00% | 3.00% |
| CLEVELAND, OH | | | | | | |
| CBD Class A | 9.00% | 10.25% | 50 | ↔ | 0.00% | 3.00% |
| CBD Class B | 10.25% | 11.50% | 50 | ↔ | 0.00% | 3.00% |
| Suburban Class A | 9.00% | 10.25% | 50 | ↔ | 0.00% | 3.00% |
| Suburban Class B | 10.25% | 11.50% | 50 | ↔ | 0.00% | 3.00% |
| COLUMBUS, OH | | | | | | |
| CBD Class A | 8.50% | 9.75% | 50 | ↔ | 0.00% | 3.00% |
| CBD Class B | 9.00% | 11.00% | 50 | ↔ | 0.00% | 3.00% |
| Suburban Class A | 8.50% | 9.75% | 50 | ↔ | 0.00% | 3.00% |
| Suburban Class B | 9.00% | 11.00% | 50 | ↔ | 0.00% | 3.00% |
| DETROIT, MI | | | | | | |
| CBD Class A | 8.25% | 9.25% | 25 | ↔ | 2.50% | 2.50% |
| CBD Class B | 8.75% | 10.25% | 25 | ↔ | 2.50% | 2.50% |
| Suburban Class A | 8.75% | 10.25% | 25 | ↔ | 2.50% | 2.50% |
| Suburban Class B | 9.75% | 11.25% | 25 | ↔ | 2.50% | 2.50% |
| GRAND RAPIDS, MI | | | | | | |
| CBD Class A | 8.00% | 9.00% | 25 | ↔ | 2.50% | 2.50% |
| CBD Class B | 8.50% | 10.00% | 25 | ↔ | 2.50% | 2.50% |
| Suburban Class A | 8.50% | 10.00% | 25 | ↔ | 2.50% | 2.50% |
| Suburban Class B | 9.00% | 10.50% | 25 | ↔ | 2.50% | 2.50% |
| INDIANAPOLIS, IN | | | | | | |
| CBD Class A | 8.50% | 9.75% | 50 | ↔ | 0.00% | 3.00% |
| CBD Class B | 9.00% | 11.00% | 50 | ↔ | 0.00% | 3.00% |
| Suburban Class A | 8.50% | 9.75% | 50 | ↔ | 0.00% | 3.00% |
| Suburban Class B | 9.00% | 11.00% | 50 | ↔ | 0.00% | 3.00% |
| KANSAS CITY, MO | | | | | | |
| CBD Class A | 7.50% | 8.25% | 50 | ↑ | 2.00% | 3.00% |
| CBD Class B | 8.75% | 9.50% | 50 | ↑ | 2.00% | 3.00% |
| Suburban Class A | 8.00% | 9.00% | 50 | ↔ | 2.00% | 3.00% |
| Suburban Class B | 8.50% | 9.50% | 50 | ↔ | 2.00% | 3.00% |
| MINNEAPOLIS, MN | | | | | | |
| CBD Class A | 8.00% | 9.00% | 50 | ↑ | 1.50% | 3.00% |
| CBD Class B | 9.00% | 10.00% | 50 | ↑ | 1.50% | 3.00% |
| Suburban Class A | 8.00% | 9.00% | 50 | ↔ | 2.00% | 3.00% |
| Suburban Class B | 9.00% | 10.00% | 50 | ↔ | 2.00% | 3.00% |

| OFFICE 2024 - Mid-Year National Rates Comparison - Central | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|--|----------------------|------------------|--|---|----------------------------|------------------------|
| ST. LOUIS, MO | | | | | | |
| CBD Class A | 7.75% | 8.75% | 50 | ↑ | 1.00% | 3.00% |
| CBD Class B | 9.00% | 10.00% | 50 | ↑ | 1.00% | 3.00% |
| Suburban Class A | 8.00% | 9.00% | 50 | ↔ | 2.00% | 3.00% |
| Suburban Class B | 8.50% | 9.50% | 50 | ↔ | 2.00% | 3.00% |

Source: These rates were compiled and submitted by Newmark V&A Market Leaders and Specialty Practice Directors based on market activity during June 2024 and July 2024 including sales and discussions with market participants and service professionals.



| OFFICE 2024 - Mid-Year National Rates Comparison - South | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|--|----------------------|------------------|--|---|----------------------------|------------------------|
| ARKANSAS | | | | | | |
| CBD Class A | 9.00% | 10.00% | 50 | ↔ | -3.00% | 2.50% |
| CBD Class B | 10.00% | 11.00% | 50 | ↔ | -3.00% | 2.50% |
| Suburban Class A | 6.50% | 8.00% | 50 | ↔ | 1.00% | 2.50% |
| Suburban Class B | 7.00% | 9.00% | 50 | ↔ | 1.00% | 2.50% |
| ATLANTA, GA | | | | | | |
| CBD Class A | 7.50% | 9.00% | 50 | ↔ | 3.00% | 3.00% |
| CBD Class B | 8.50% | 10.00% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class A | 9.00% | 10.50% | 0 | ↔ | 3.00% | 3.00% |
| Suburban Class B | 9.50% | 11.00% | 0 | ↔ | 3.00% | 3.00% |
| AUSTIN, TX | | | | | | |
| CBD Class A | 7.00% | 8.25% | 50 | ↑ | 0.00% | 3.00% |
| CBD Class B | 7.50% | 8.75% | 50 | ↑ | 0.00% | 3.00% |
| Suburban Class A | 7.75% | 9.00% | 50 | ↑ | 1.00% | 3.00% |
| Suburban Class B | 8.00% | 9.25% | 50 | ↑ | 1.00% | 3.00% |
| CHARLOTTE, NC | | | | | | |
| CBD Class A | 7.75% | 9.50% | -25 | ↔ | 2.50% | 3.00% |
| CBD Class B | 8.25% | 10.00% | -25 | ↔ | 2.50% | 3.00% |
| Suburban Class A | 7.50% | 9.00% | 0 | ↔ | 3.00% | 3.00% |
| Suburban Class B | 8.00% | 9.50% | 0 | ↔ | 3.00% | 3.00% |
| DALLAS, TX | | | | | | |
| CBD Class A | 7.75% | 9.25% | 75 | ↑ | 0.00% | 3.00% |
| CBD Class B | 8.25% | 9.75% | 75 | ↑ | 0.00% | 3.00% |
| Suburban Class A | 7.50% | 9.25% | 75 | ↑ | 0.00% | 3.00% |
| Suburban Class B | 8.25% | 9.75% | 75 | ↑ | 0.00% | 3.00% |
| FORT WORTH, TX | | | | | | |
| CBD Class A | 7.50% | 9.25% | 75 | ↑ | 0.00% | 3.00% |
| CBD Class B | 8.50% | 9.75% | 75 | ↑ | 0.00% | 3.00% |
| Suburban Class A | 7.75% | 9.25% | 75 | ↑ | 0.00% | 3.00% |
| Suburban Class B | 8.50% | 10.00% | 75 | ↑ | 0.00% | 3.00% |
| HOUSTON, TX | | | | | | |
| CBD Class A | 7.50% | 8.50% | 50 | ↔ | 1.00% | 3.00% |
| CBD Class B | 9.00% | 10.50% | 50 | ↔ | 1.00% | 3.00% |
| Suburban Class A | 8.00% | 9.50% | 50 | ↓ | 0.00% | 3.00% |
| Suburban Class B | 9.50% | 11.00% | 50 | ↓ | 0.00% | 3.00% |
| MIAMI, FL | | | | | | |
| CBD Class A | 8.00% | 9.25% | 50 | ↔ | 3.00% | 3.00% |
| CBD Class B | 8.50% | 9.50% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class A | 8.50% | 9.50% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class B | 9.00% | 10.00% | 50 | ↔ | 3.00% | 3.00% |
| NEW ORLEANS, LA | | | | | | |
| CBD Class A | 9.00% | 10.00% | 50 | ↔ | 0.00% | 3.00% |
| CBD Class B | 10.00% | 11.00% | 50 | ↔ | 0.00% | 3.00% |
| Suburban Class A | 9.00% | 10.00% | 50 | ↔ | 0.00% | 3.00% |
| Suburban Class B | 10.00% | 11.00% | 50 | ↔ | 0.00% | 3.00% |

| OFFICE 2024 - Mid-Year National Rates Comparison - South | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|--|----------------------|------------------|--|---|----------------------------|------------------------|
| ORLANDO, FL | | | | | | |
| CBD Class A | 6.50% | 8.00% | 50 | ↔ | 2.00% | 3.00% |
| CBD Class B | 7.00% | 8.50% | 50 | ↔ | 2.00% | 3.00% |
| Suburban Class A | 7.50% | 9.00% | 50 | ↔ | 2.00% | 3.00% |
| Suburban Class B | 8.00% | 9.50% | 50 | ↔ | 2.00% | 3.00% |
| SAN ANTONIO, TX | | | | | | |
| CBD Class A | 7.50% | 8.50% | 50 | ↔ | 0.00% | 3.00% |
| CBD Class B | 8.00% | 9.00% | 50 | ↔ | 0.00% | 3.00% |
| Suburban Class A | 8.00% | 9.00% | 50 | ↔ | 0.00% | 3.00% |
| Suburban Class B | 8.50% | 9.50% | 50 | ↔ | 0.00% | 3.00% |
| TAMPA, FL | | | | | | |
| CBD Class A | 8.00% | 9.50% | 50 | ↔ | 3.00% | 3.00% |
| CBD Class B | 8.50% | 10.00% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class A | 8.25% | 9.75% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class B | 8.75% | 10.25% | 50 | ↔ | 3.00% | 3.00% |
| TULSA/OKLAHOMA CITY, OK | | | | | | |
| CBD Class A | 9.00% | 10.00% | 50 | ↔ | -5.00% | 2.50% |
| CBD Class B | 10.00% | 11.00% | 50 | ↔ | -5.00% | 2.50% |
| Suburban Class A | 8.00% | 9.00% | 50 | ↔ | -5.00% | 2.50% |
| Suburban Class B | 8.50% | 10.00% | 50 | ↔ | -5.00% | 2.50% |

Source: These rates were compiled and submitted by Newmark V&A Market Leaders and Specialty Practice Directors based on market activity during June 2024 and July 2024 including sales and discussions with market participants and service professionals.

| OFFICE 2024 - Mid-Year National Rates Comparison - East | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|---|----------------------|------------------|--|---|----------------------------|------------------------|
| BALTIMORE, MD | | | | | | |
| CBD Class A | 9.25% | 10.50% | 50 | ↔ | 0.00% | 3.00% |
| CBD Class B | 11.25% | 12.50% | 50 | ↔ | 0.00% | 3.00% |
| Suburban Class A | 8.50% | 10.00% | 50 | ↔ | 0.00% | 3.00% |
| Suburban Class B | 10.50% | 12.00% | 50 | ↔ | 0.00% | 3.00% |
| BOSTON, MA | | | | | | |
| CBD Class A | 6.50% | 7.75% | 50 | ↔ | 0.00% | 3.00% |
| CBD Class B | 8.25% | 9.50% | 50 | ↔ | 0.00% | 3.00% |
| Suburban Class A | 7.50% | 9.00% | 50 | ↔ | 0.00% | 3.00% |
| Suburban Class B | 8.75% | 10.00% | 50 | ↔ | 0.00% | 3.00% |
| LEHIGH VALLEY, PA | | | | | | |
| CBD Class A | 8.25% | 9.75% | 50 | ↔ | 0.00% | 3.00% |
| CBD Class B | 9.00% | 10.50% | 50 | ↔ | 0.00% | 3.00% |
| Suburban Class A | 8.25% | 9.75% | 50 | ↔ | 1.50% | 3.00% |
| Suburban Class B | 9.00% | 10.50% | 50 | ↔ | 1.50% | 3.00% |

Source: These rates were compiled and submitted by Newmark V&A Market Leaders and Specialty Practice Directors based on market activity during June 2024 and July 2024 including sales and discussions with market participants and service professionals.

| OFFICE 2024 - Mid-Year National Rates Comparison - East | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|---|----------------------|------------------|--|---|----------------------------|------------------------|
| NEW YORK, NY (MANHATTAN & NY SUBURBS) | | | | | | |
| CBD Class A | 5.75% | 7.25% | 50 | ↔ | 3.00% | 3.00% |
| CBD Class B | 6.25% | 8.00% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class A | 7.75% | 8.25% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class B | 8.25% | 9.25% | 50 | ↔ | 3.00% | 3.00% |
| NYC BOROUGHES | | | | | | |
| CBD Class A | 6.25% | 7.25% | 50 | ↔ | 2.00% | 3.00% |
| CBD Class B | 6.50% | 7.50% | 50 | ↔ | 2.00% | 3.00% |
| Suburban Class A | 6.00% | 7.00% | 50 | ↔ | 3.00% | 3.00% |
| Suburban Class B | 6.25% | 7.25% | 50 | ↔ | 3.00% | 3.00% |
| NORTHERN NEW JERSEY | | | | | | |
| CBD Class A | 7.75% | 8.25% | 50 | ↔ | 1.50% | 3.00% |
| CBD Class B | 8.75% | 9.00% | 50 | ↔ | 1.50% | 3.00% |
| Suburban Class A | 8.50% | 9.00% | 50 | ↔ | 1.50% | 3.00% |
| Suburban Class B | 9.00% | 9.50% | 50 | ↔ | 1.50% | 3.00% |
| PHILADELPHIA, PA | | | | | | |
| CBD Class A | 7.50% | 9.00% | 50 | ↔ | 0.00% | 3.00% |
| CBD Class B | 8.50% | 10.00% | 50 | ↔ | 0.00% | 3.00% |
| Suburban Class A | 8.00% | 9.50% | 50 | ↔ | 0.00% | 3.00% |
| Suburban Class B | 8.50% | 10.00% | 50 | ↔ | 0.00% | 3.00% |
| PITTSBURGH, PA | | | | | | |
| CBD Class A | 7.75% | 9.25% | 50 | ↔ | 0.00% | 3.00% |
| CBD Class B | 9.00% | 10.50% | 50 | ↔ | 0.00% | 3.00% |
| Suburban Class A | 8.25% | 9.75% | 50 | ↔ | 1.50% | 3.00% |
| Suburban Class B | 9.00% | 10.50% | 50 | ↔ | 1.50% | 3.00% |
| SOUTHERN NEW JERSEY | | | | | | |
| Suburban Class A | 8.25% | 9.75% | 50 | ↔ | 2.00% | 3.00% |
| Suburban Class B | 8.75% | 10.25% | 50 | ↔ | 2.00% | 3.00% |
| UPSTATE NY | | | | | | |
| CBD Class A | 9.00% | 9.50% | 50 | ↑ | 0.00% | 3.00% |
| CBD Class B | 9.50% | 10.00% | 50 | ↑ | 0.00% | 3.00% |
| Suburban Class A | 8.25% | 9.00% | 50 | ↑ | 0.00% | 3.00% |
| Suburban Class B | 9.00% | 9.50% | 50 | ↑ | 0.00% | 3.00% |
| WASHINGTON DC | | | | | | |
| CBD Class A | 6.50% | 7.50% | 50 | ↑ | 0.00% | 3.00% |
| CBD Class B | 7.50% | 9.00% | 50 | ↑ | 0.00% | 3.00% |
| Suburban Class A | 8.50% | 9.75% | 25 | ↑ | 0.00% | 3.00% |
| Suburban Class B | 9.75% | 11.00% | 25 | ↑ | 0.00% | 3.00% |
| WILMINGTON, DE | | | | | | |
| CBD Class A | 9.25% | 10.50% | 50 | ↔ | 0.00% | 3.00% |
| CBD Class B | 11.25% | 12.50% | 50 | ↔ | 0.00% | 3.00% |
| Suburban Class A | 8.75% | 10.25% | 50 | ↔ | 0.00% | 3.00% |
| Suburban Class B | 10.75% | 12.25% | 50 | ↔ | 0.00% | 3.00% |

Source: These rates were compiled and submitted by Newmark V&A Market Leaders and Specialty Practice Directors based on market activity during June 2024 and July 2024 including sales and discussions with market participants and service professionals.



| OFFICE 2024 - Mid-Year International Rates Comparison | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|---|----------------------|------------------|--|---|----------------------------|------------------------|
| CALGARY | | | | | | |
| CBD Class A | 8.25% | 9.50% | 50 | ↑ | 2.00% | 3.00% |
| CBD Class B | 8.50% | 9.75% | 50 | ↑ | 2.00% | 3.00% |
| Suburban Class A | 9.00% | 10.25% | 50 | ↑ | 2.00% | 3.00% |
| Suburban Class B | 9.75% | 11.00% | 50 | ↑ | 2.00% | 3.00% |
| EDMONTON | | | | | | |
| CBD Class A | 8.00% | 9.25% | 50 | ↑ | 2.00% | 3.00% |
| CBD Class B | 8.50% | 9.75% | 50 | ↑ | 2.00% | 3.00% |
| Suburban Class A | 8.25% | 9.50% | 50 | ↔ | 2.00% | 3.00% |
| Suburban Class B | 8.50% | 9.75% | 50 | ↔ | 2.00% | 3.00% |
| MONTREAL | | | | | | |
| CBD Class A | 7.00% | 7.75% | 50 | ↑ | 2.00% | 3.00% |
| CBD Class B | 7.50% | 8.25% | 50 | ↑ | 2.00% | 3.00% |
| Suburban Class A | 7.75% | 8.50% | 50 | ↔ | 2.00% | 3.00% |
| Suburban Class B | 9.00% | 9.75% | 50 | ↔ | 2.00% | 3.00% |
| TORONTO | | | | | | |
| CBD Class A | 6.50% | 7.25% | 50 | ↔ | 2.00% | 3.00% |
| CBD Class B | 7.25% | 8.00% | 50 | ↔ | 2.00% | 3.00% |
| Suburban Class A | 7.75% | 8.50% | 50 | ↔ | 2.00% | 3.00% |
| Suburban Class B | 8.50% | 9.25% | 50 | ↔ | 2.00% | 3.00% |
| VANCOUVER | | | | | | |
| CBD Class A | 6.00% | 6.75% | 50 | ↑ | 2.00% | 3.00% |
| CBD Class B | 6.00% | 6.75% | 50 | ↑ | 2.00% | 3.00% |
| Suburban Class A | 6.25% | 7.00% | 50 | ↑ | 2.00% | 3.00% |
| Suburban Class B | 6.50% | 7.25% | 50 | ↑ | 2.00% | 3.00% |
| MEXICO CITY | | | | | | |
| CBD Class A | 8.00% | 10.50% | 50 | ↔ | 4.00% | 4.00% |
| CBD Class B | 9.00% | 11.50% | 50 | ↔ | 4.00% | 4.00% |
| Suburban Class A | 8.50% | 11.50% | 50 | ↔ | 4.00% | 4.00% |
| Suburban Class B | 9.50% | 12.00% | 50 | ↔ | 4.00% | 4.00% |

Source: These rates were compiled and submitted by Newmark V&A Market Leaders and Specialty Practice Directors based on market activity during June 2024 and July 2024 including sales and discussions with market participants and service professionals.

*Note: Mexico rate increases dependent if USD or Peso were used in transaction. Peso denominated lease rental rate increased 4.5%; USD denominated lease rental rate increased 2.5%.

Retail & Regional Malls

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ABOUT RETAIL & REGIONAL MALLS

Newmark Valuation & Advisory's Retail & Regional Malls practice is the premier appraisal group focused exclusively on retail properties. The team offers a comprehensive breadth of expertise in super-regional malls, regional malls, lifestyle centers, power centers, community centers, neighborhood centers and single-tenant properties that is unrivaled in the industry.

Newmark V&A's Retail & Regional Malls group performs valuations, feasibility studies and market studies as well as rent, expense and leasehold analyses for a broad range of existing and proposed retail properties. These include department stores, big box stores, shopping centers, theme/festival centers and mixed-use developments. In addition to investors and owners, we have completed valuation assignments for developers, corporations and public agencies.



| RETAIL 2024 - Mid-Year National Rates Comparison | Going-In Cap Rate | Change from Q1 2024 | Change from Mid 2023 | Change from Q1 2023 | Discount Rate | Change from Q1 2024 | Change from Mid 2023 | Change from Q1 2023 | Reversion Rate (BPS over Going-In Cap) | Market Rent Growth Rate | Expense Growth Rate |
|--|----------------------|---------------------------|----------------------------|---------------------------|------------------|---------------------------|----------------------------|---------------------------|---|----------------------------------|---------------------------|
| WEST REGION | | | | | | | | | | | |
| Grocery Anchor Strip Class A | 6.23% | -0.02% | 0.10% | 0.27% | 7.73% | 0.10% | 0.25% | 0.29% | 48 | 2.67% | 3.00% |
| Grocery Anchor Strip Class B | 6.75% | 0.00% | 0.17% | 0.15% | 8.21% | -0.02% | 0.19% | 0.23% | 48 | 2.67% | 3.00% |
| Unanchored Strip Class A | 6.81% | -0.02% | -0.04% | 0.15% | 8.35% | 0.08% | 0.04% | 0.25% | 48 | 2.58% | 3.00% |
| Unanchored Strip Class B | 7.23% | -0.10% | -0.04% | 0.02% | 8.77% | -0.02% | 0.06% | 0.19% | 48 | 2.58% | 3.00% |
| CENTRAL REGION | | | | | | | | | | | |
| Grocery Anchor Strip Class A | 6.93% | -0.02% | 0.03% | 0.25% | 7.93% | 0.00% | 0.05% | 0.25% | 50 | 3.00% | 3.00% |
| Grocery Anchor Strip Class B | 7.93% | 0.00% | 0.05% | 0.25% | 8.93% | 0.00% | 0.05% | 0.25% | 50 | 3.00% | 3.00% |
| Unanchored Strip Class A | 7.78% | -0.18% | 0.03% | 0.30% | 9.08% | -0.03% | 0.18% | 0.45% | 50 | 2.60% | 3.00% |
| Unanchored Strip Class B | 8.63% | -0.13% | 0.13% | 0.55% | 9.88% | 0.00% | 0.25% | 0.65% | 50 | 2.60% | 3.00% |
| SOUTH REGION | | | | | | | | | | | |
| Grocery Anchor Strip Class A | 6.75% | -0.10% | -0.10% | 0.40% | 8.06% | 0.00% | 0.10% | 0.77% | 50 | 2.69% | 2.92% |
| Grocery Anchor Strip Class B | 7.46% | -0.08% | 0.00% | 0.65% | 8.74% | -0.01% | 0.07% | 0.87% | 50 | 2.69% | 2.92% |
| Unanchored Strip Class A | 7.46% | -0.10% | 0.02% | 0.58% | 8.67% | -0.12% | 0.10% | 0.85% | 50 | 2.69% | 2.92% |
| Unanchored Strip Class B | 8.00% | -0.13% | -0.08% | 0.58% | 9.37% | -0.06% | 0.10% | 0.90% | 50 | 2.69% | 2.92% |
| EAST REGION | | | | | | | | | | | |
| Grocery Anchor Strip Class A | 6.77% | -0.04% | 0.04% | 0.31% | 8.00% | -0.04% | 0.00% | 0.42% | 50 | 2.77% | 3.00% |
| Grocery Anchor Strip Class B | 7.36% | -0.08% | -0.02% | 0.31% | 8.61% | -0.13% | -0.02% | 0.40% | 50 | 2.77% | 3.00% |
| Unanchored Strip Class A | 7.45% | -0.06% | 0.08% | 0.25% | 8.68% | 0.00% | 0.13% | 0.38% | 50 | 2.77% | 3.00% |
| Unanchored Strip Class B | 8.14% | -0.02% | 0.08% | 0.25% | 9.32% | 0.02% | 0.10% | 0.35% | 50 | 2.77% | 3.00% |
| UNITED STATES | | | | | | | | | | | |
| Grocery Anchor Strip Class A | 6.66% | -0.05% | 0.02% | 0.31% | 7.93% | 0.02% | 0.10% | 0.45% | 49 | 2.77% | 2.98% |
| Grocery Anchor Strip Class B | 7.35% | -0.04% | 0.05% | 0.35% | 8.61% | -0.04% | 0.07% | 0.45% | 49 | 2.77% | 2.98% |
| Unanchored Strip Class A | 7.36% | -0.09% | 0.02% | 0.32% | 8.68% | -0.02% | 0.11% | 0.49% | 49 | 2.66% | 2.98% |
| Unanchored Strip Class B | 7.97% | -0.10% | 0.02% | 0.35% | 9.31% | -0.02% | 0.12% | 0.53% | 49 | 2.66% | 2.98% |
| CANADA | | | | | | | | | | | |
| Grocery Anchor Strip Class A | 6.00% | 0.05% | 0.05% | 0.30% | 6.75% | -0.20% | 0.00% | 0.25% | 50 | 2.00% | 3.00% |
| Grocery Anchor Strip Class B | 6.30% | -0.15% | -0.15% | 0.10% | 7.05% | -0.30% | -0.15% | 0.10% | 50 | 2.00% | 3.00% |
| Unanchored Strip Class A | 6.60% | 0.10% | 0.10% | 0.35% | 7.40% | 0.10% | 0.10% | 0.35% | 50 | 2.00% | 3.00% |
| Unanchored Strip Class B | 6.90% | -0.10% | -0.10% | 0.15% | 7.80% | -0.05% | -0.05% | 0.20% | 50 | 2.00% | 3.00% |
| MEXICO | | | | | | | | | | | |
| Grocery Anchor Strip Class A | 8.00% | 0.00% | 0.00% | 0.00% | 10.50% | 0.00% | 0.00% | -0.50% | 50 | 4.00% | 4.00% |
| Grocery Anchor Strip Class B | 9.50% | 0.00% | 0.00% | 0.00% | 12.00% | 0.00% | 0.00% | -0.50% | 50 | 4.00% | 4.00% |
| Unanchored Strip Class A | 8.50% | 0.00% | 0.00% | 0.00% | 12.00% | 0.00% | 0.00% | 0.00% | 50 | 4.00% | 4.00% |
| Unanchored Strip Class B | 9.50% | 0.00% | 0.00% | 0.00% | 12.50% | 0.00% | 0.00% | 0.00% | 50 | 4.00% | 4.00% |

Source: These rates were compiled and submitted by Newmark V&A Market Leaders and Specialty Practice Directors based on market activity during June 2024 and July 2024 including sales and discussions with market participants and service professionals.

*Note: Mexico rate increases dependent if USD or Peso were used in transaction. Peso denominated lease rental rate increased 4.5%; USD denominated lease rental rate increased 2.5%.

| RETAIL 2024 - Mid-Year National Rates Comparison - West | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|---|----------------------|------------------|--|---|----------------------------|------------------------|
| DENVER, CO | | | | | | |
| Grocery Anchor Strip Class A | 6.00% | 7.50% | 50 | ↔ | 2.00% | 3.00% |
| Grocery Anchor Strip Class B | 7.00% | 8.50% | 50 | ↔ | 2.00% | 3.00% |
| Unanchored Strip Class A | 6.50% | 8.00% | 50 | ↔ | 2.00% | 3.00% |
| Unanchored Strip Class B | 7.50% | 9.00% | 50 | ↔ | 2.00% | 3.00% |
| IRVINE/ORANGE, CA | | | | | | |
| Grocery Anchor Strip Class A | 5.25% | 7.75% | 25 | ↔ | 3.00% | 3.00% |
| Grocery Anchor Strip Class B | 6.00% | 8.00% | 25 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class A | 5.50% | 8.00% | 25 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class B | 6.00% | 8.25% | 25 | ↔ | 3.00% | 3.00% |
| LAS VEGAS, NV | | | | | | |
| Grocery Anchor Strip Class A | 6.50% | 7.75% | 75 | ↔ | 3.00% | 3.00% |
| Grocery Anchor Strip Class B | 6.50% | 7.75% | 75 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class A | 7.00% | 8.25% | 75 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class B | 7.00% | 8.25% | 75 | ↔ | 3.00% | 3.00% |
| LOS ANGELES, CA | | | | | | |
| Grocery Anchor Strip Class A | 5.25% | 7.75% | 25 | ↔ | 3.00% | 3.00% |
| Grocery Anchor Strip Class B | 6.00% | 8.00% | 25 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class A | 5.50% | 8.00% | 25 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class B | 6.00% | 8.25% | 25 | ↔ | 3.00% | 3.00% |
| PHOENIX, AZ | | | | | | |
| Grocery Anchor Strip Class A | 6.75% | 8.00% | 50 | ↔ | 3.00% | 3.00% |
| Grocery Anchor Strip Class B | 7.25% | 8.25% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class A | 7.75% | 9.00% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class B | 8.25% | 9.50% | 50 | ↔ | 3.00% | 3.00% |
| PORTLAND, OR | | | | | | |
| Grocery Anchor Strip Class A | 6.50% | 8.00% | 50 | ↔ | 3.00% | 3.00% |
| Grocery Anchor Strip Class B | 7.00% | 8.50% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class A | 7.00% | 8.50% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class B | 7.50% | 9.00% | 50 | ↔ | 3.00% | 3.00% |





| RETAIL 2024 - Mid-Year National Rates Comparison - West | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|---|----------------------|------------------|--|---|----------------------------|------------------------|
| RENO, NV | | | | | | |
| Grocery Anchor Strip Class A | 7.00% | 8.75% | 75 | ↔ | 3.00% | 3.00% |
| Grocery Anchor Strip Class B | 7.25% | 9.50% | 75 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class A | 7.25% | 9.00% | 75 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class B | 7.25% | 9.25% | 75 | ↔ | 3.00% | 3.00% |
| SACRAMENTO, CA | | | | | | |
| Grocery Anchor Strip Class A | 7.00% | 8.50% | 50 | ↔ | 3.00% | 3.00% |
| Grocery Anchor Strip Class B | 7.50% | 9.00% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class A | 7.50% | 9.00% | 50 | ↔ | 2.00% | 3.00% |
| Unanchored Strip Class B | 7.75% | 9.50% | 50 | ↔ | 2.00% | 3.00% |
| SALT LAKE CITY, UT | | | | | | |
| Grocery Anchor Strip Class A | 6.50% | 7.75% | 25 | ↔ | 3.00% | 3.00% |
| Grocery Anchor Strip Class B | 7.00% | 8.00% | 25 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class A | 6.75% | 8.00% | 25 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class B | 7.00% | 8.25% | 25 | ↔ | 3.00% | 3.00% |
| SAN FRANCISCO, CA | | | | | | |
| Grocery Anchor Strip Class A | 6.75% | 7.75% | 50 | ↔ | 3.00% | 3.00% |
| Grocery Anchor Strip Class B | 7.25% | 8.25% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class A | 8.00% | 9.00% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class B | 8.50% | 9.50% | 50 | ↔ | 3.00% | 3.00% |
| SEATTLE, WA | | | | | | |
| Grocery Anchor Strip Class A | 5.50% | 6.75% | 50 | ↔ | 3.00% | 3.00% |
| Grocery Anchor Strip Class B | 6.00% | 7.25% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class A | 6.50% | 8.00% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class B | 7.00% | 8.50% | 50 | ↔ | 3.00% | 3.00% |
| SILICON VALLEY/SAN JOSE, CA | | | | | | |
| Grocery Anchor Strip Class A | 5.75% | 6.50% | 50 | ↔ | 0.00% | 3.00% |
| Grocery Anchor Strip Class B | 6.25% | 7.50% | 50 | ↔ | 0.00% | 3.00% |
| Unanchored Strip Class A | 6.50% | 7.50% | 50 | ↔ | 0.00% | 3.00% |
| Unanchored Strip Class B | 7.00% | 8.00% | 50 | ↔ | 0.00% | 3.00% |

Source: These rates were compiled and submitted by Newmark V&A Market Leaders and Specialty Practice Directors based on market activity during June 2024 and July 2024 including sales and discussions with market participants and service professionals.



| RETAIL 2024 - Mid-Year National Rates Comparison - Central | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|--|----------------------|------------------|--|---|----------------------------|------------------------|
| CHICAGO, IL | | | | | | |
| Grocery Anchor Strip Class A | 6.50% | 7.50% | 50 | ↔ | 3.00% | 3.00% |
| Grocery Anchor Strip Class B | 7.50% | 8.50% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class A | 7.00% | 8.00% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class B | 7.75% | 8.75% | 50 | ↔ | 3.00% | 3.00% |
| CINCINNATI, OH | | | | | | |
| Grocery Anchor Strip Class A | 7.00% | 8.00% | 50 | ↓ | 3.00% | 3.00% |
| Grocery Anchor Strip Class B | 8.00% | 9.00% | 50 | ↓ | 3.00% | 3.00% |
| Unanchored Strip Class A | 8.25% | 10.00% | 50 | ↓ | 2.00% | 3.00% |
| Unanchored Strip Class B | 9.00% | 10.75% | 50 | ↓ | 2.00% | 3.00% |
| CLEVELAND, OH | | | | | | |
| Grocery Anchor Strip Class A | 7.00% | 8.00% | 50 | ↓ | 3.00% | 3.00% |
| Grocery Anchor Strip Class B | 8.00% | 9.00% | 50 | ↓ | 3.00% | 3.00% |
| Unanchored Strip Class A | 8.25% | 10.00% | 50 | ↓ | 2.00% | 3.00% |
| Unanchored Strip Class B | 9.00% | 10.75% | 50 | ↓ | 2.00% | 3.00% |
| COLUMBUS, OH | | | | | | |
| Grocery Anchor Strip Class A | 7.00% | 8.00% | 50 | ↓ | 3.00% | 3.00% |
| Grocery Anchor Strip Class B | 8.00% | 9.00% | 50 | ↓ | 3.00% | 3.00% |
| Unanchored Strip Class A | 8.25% | 10.00% | 50 | ↓ | 2.00% | 3.00% |
| Unanchored Strip Class B | 9.00% | 10.75% | 50 | ↓ | 2.00% | 3.00% |
| DETROIT, MI | | | | | | |
| Grocery Anchor Strip Class A | 7.00% | 8.00% | 50 | ↔ | 3.00% | 3.00% |
| Grocery Anchor Strip Class B | 8.00% | 9.00% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class A | 7.75% | 8.75% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class B | 9.00% | 10.00% | 50 | ↔ | 3.00% | 3.00% |



| RETAIL 2024 - Mid-Year National Rates Comparison - Central | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|--|----------------------|------------------|--|---|----------------------------|------------------------|
| GRAND RAPIDS, MI | | | | | | |
| Grocery Anchor Strip Class A | 7.00% | 8.00% | 50 | ↔ | 3.00% | 3.00% |
| Grocery Anchor Strip Class B | 8.00% | 9.00% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class A | 7.75% | 8.75% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class B | 9.00% | 10.00% | 50 | ↔ | 3.00% | 3.00% |
| INDIANAPOLIS, IN | | | | | | |
| Grocery Anchor Strip Class A | 7.00% | 8.00% | 50 | ↓ | 3.00% | 3.00% |
| Grocery Anchor Strip Class B | 8.00% | 9.00% | 50 | ↓ | 3.00% | 3.00% |
| Unanchored Strip Class A | 8.25% | 10.00% | 50 | ↓ | 2.00% | 3.00% |
| Unanchored Strip Class B | 9.00% | 10.75% | 50 | ↓ | 2.00% | 3.00% |
| KANSAS CITY, MO | | | | | | |
| Grocery Anchor Strip Class A | 7.00% | 8.00% | 50 | ↔ | 3.00% | 3.00% |
| Grocery Anchor Strip Class B | 8.00% | 9.00% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class A | 7.50% | 8.50% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class B | 8.25% | 9.00% | 50 | ↔ | 3.00% | 3.00% |
| MINNEAPOLIS, MN | | | | | | |
| Grocery Anchor Strip Class A | 6.50% | 7.50% | 50 | ↔ | 3.00% | 3.00% |
| Grocery Anchor Strip Class B | 7.50% | 8.50% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class A | 7.00% | 8.00% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class B | 7.75% | 8.75% | 50 | ↔ | 3.00% | 3.00% |
| ST. LOUIS. MO | | | | | | |
| Grocery Anchor Strip Class A | 7.25% | 8.25% | 50 | ↔ | 3.00% | 3.00% |
| Grocery Anchor Strip Class B | 8.25% | 9.25% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class A | 7.75% | 8.75% | 50 | ↑ | 3.00% | 3.00% |
| Unanchored Strip Class B | 8.50% | 9.25% | 50 | ↑ | 3.00% | 3.00% |

Source: These rates were compiled and submitted by Newmark V&A Market Leaders and Specialty Practice Directors based on market activity during June 2024 and July 2024 including sales and discussions with market participants and service professionals.

| RETAIL 2024 - Mid-Year National Rates Comparison - South | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|--|----------------------|------------------|--|---|----------------------------|------------------------|
| ARKANSAS | | | | | | |
| Grocery Anchor Strip Class A | 6.75% | 8.00% | 50 | ↔ | 2.00% | 2.50% |
| Grocery Anchor Strip Class B | 7.25% | 9.00% | 50 | ↔ | 2.00% | 2.50% |
| Unanchored Strip Class A | 7.00% | 8.00% | 50 | ↔ | 2.00% | 2.50% |
| Unanchored Strip Class B | 7.50% | 9.50% | 50 | ↔ | 2.00% | 2.50% |
| ATLANTA, GA | | | | | | |
| Grocery Anchor Strip Class A | 6.50% | 8.00% | 50 | ↔ | 3.00% | 3.00% |
| Grocery Anchor Strip Class B | 7.50% | 8.50% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class A | 7.50% | 8.50% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class B | 8.00% | 9.00% | 50 | ↔ | 3.00% | 3.00% |
| AUSTIN, TX | | | | | | |
| Grocery Anchor Strip Class A | 7.00% | 8.25% | 50 | ↔ | 3.00% | 3.00% |
| Grocery Anchor Strip Class B | 7.50% | 8.75% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class A | 7.50% | 8.75% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class B | 7.75% | 8.75% | 50 | ↔ | 3.00% | 3.00% |
| CHARLOTTE, NC | | | | | | |
| Grocery Anchor Strip Class A | 6.50% | 8.00% | 50 | ↔ | 3.00% | 3.00% |
| Grocery Anchor Strip Class B | 7.00% | 8.50% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class A | 7.50% | 8.50% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class B | 8.00% | 9.00% | 50 | ↔ | 3.00% | 3.00% |
| DALLAS, TX | | | | | | |
| Grocery Anchor Strip Class A | 6.50% | 8.00% | 50 | ↔ | 3.00% | 3.00% |
| Grocery Anchor Strip Class B | 8.25% | 8.85% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class A | 7.25% | 8.75% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class B | 7.50% | 9.75% | 50 | ↔ | 3.00% | 3.00% |
| FORT WORTH, TX | | | | | | |
| Grocery Anchor Strip Class A | 7.00% | 8.50% | 50 | ↔ | 3.00% | 3.00% |
| Grocery Anchor Strip Class B | 8.25% | 9.50% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class A | 7.50% | 9.00% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class B | 8.50% | 9.75% | 50 | ↔ | 3.00% | 3.00% |
| HOUSTON, TX | | | | | | |
| Grocery Anchor Strip Class A | 6.00% | 7.25% | 50 | ↔ | 2.00% | 3.00% |
| Grocery Anchor Strip Class B | 6.50% | 7.75% | 50 | ↔ | 2.00% | 3.00% |
| Unanchored Strip Class A | 6.50% | 7.75% | 50 | ↔ | 2.00% | 3.00% |
| Unanchored Strip Class B | 7.00% | 8.25% | 50 | ↔ | 2.00% | 3.00% |





| RETAIL 2024 - Mid-Year National Rates Comparison - South | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|--|----------------------|------------------|--|---|----------------------------|------------------------|
| MIAMI, FL | | | | | | |
| Grocery Anchor Strip Class A | 6.00% | 7.50% | 50 | ↔ | 3.00% | 3.00% |
| Grocery Anchor Strip Class B | 6.50% | 8.00% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class A | 6.50% | 7.75% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class B | 7.00% | 8.50% | 50 | ↔ | 3.00% | 3.00% |
| NEW ORLEANS, LA | | | | | | |
| Grocery Anchor Strip Class A | 7.50% | 8.50% | 50 | ↔ | 3.00% | 3.00% |
| Grocery Anchor Strip Class B | 8.50% | 9.50% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class A | 9.50% | 10.50% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class B | 10.50% | 11.50% | 50 | ↔ | 3.00% | 3.00% |
| ORLANDO, FL | | | | | | |
| Grocery Anchor Strip Class A | 6.50% | 7.75% | 50 | ↔ | 3.00% | 3.00% |
| Grocery Anchor Strip Class B | 6.75% | 8.25% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class A | 7.50% | 9.00% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class B | 8.00% | 9.50% | 50 | ↔ | 3.00% | 3.00% |
| SAN ANTONIO, TX | | | | | | |
| Grocery Anchor Strip Class A | 7.00% | 8.00% | 50 | ↔ | 3.00% | 3.00% |
| Grocery Anchor Strip Class B | 7.50% | 8.50% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class A | 7.50% | 8.50% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class B | 8.00% | 9.00% | 50 | ↔ | 3.00% | 3.00% |
| TAMPA, FL | | | | | | |
| Grocery Anchor Strip Class A | 7.00% | 8.50% | 50 | ↔ | 3.00% | 3.00% |
| Grocery Anchor Strip Class B | 8.00% | 9.50% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class A | 7.50% | 9.00% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class B | 8.25% | 9.75% | 50 | ↔ | 3.00% | 3.00% |
| TULSA/OKLAHOMA CITY, OK | | | | | | |
| Grocery Anchor Strip Class A | 7.50% | 8.50% | 50 | ↔ | 1.00% | 2.50% |
| Grocery Anchor Strip Class B | 7.50% | 9.00% | 50 | ↔ | 1.00% | 2.50% |
| Unanchored Strip Class A | 7.75% | 8.75% | 50 | ↔ | 1.00% | 2.50% |
| Unanchored Strip Class B | 8.00% | 9.50% | 50 | ↔ | 1.00% | 2.50% |

Source: These rates were compiled and submitted by Newmark V&A Market Leaders and Specialty Practice Directors based on market activity during June 2024 and July 2024 including sales and discussions with market participants and service professionals.

| RETAIL 2024 - Mid-Year National Rates Comparison - East | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|---|----------------------|------------------|--|---|----------------------------|------------------------|
| BALTIMORE, MD | | | | | | |
| Grocery Anchor Strip Class A | 7.00% | 8.25% | 50 | ↔ | 3.00% | 3.00% |
| Grocery Anchor Strip Class B | 7.75% | 9.00% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class A | 7.50% | 8.75% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class B | 8.25% | 9.50% | 50 | ↔ | 3.00% | 3.00% |
| BOSTON, MA | | | | | | |
| Grocery Anchor Strip Class A | 6.50% | 7.00% | 25 | ↔ | 3.00% | 3.00% |
| Grocery Anchor Strip Class B | 7.50% | 8.25% | 25 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class A | 8.50% | 9.00% | 25 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class B | 9.00% | 9.75% | 25 | ↔ | 3.00% | 3.00% |
| LEHIGH VALLEY, PA | | | | | | |
| Grocery Anchor Strip Class A | 7.00% | 8.50% | 50 | ↔ | 3.00% | 3.00% |
| Grocery Anchor Strip Class B | 7.50% | 9.00% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class A | 7.50% | 9.00% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class B | 8.25% | 9.75% | 50 | ↔ | 3.00% | 3.00% |
| NYC BOROUGHES | | | | | | |
| Grocery Anchor Strip Class A | 6.00% | 6.75% | 50 | ↔ | 3.00% | 3.00% |
| Grocery Anchor Strip Class B | 6.00% | 7.00% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class A | 6.00% | 7.00% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class B | 6.50% | 7.50% | 50 | ↔ | 3.00% | 3.00% |
| NORTHERN NEW JERSEY | | | | | | |
| Grocery Anchor Strip Class A | 7.00% | 7.50% | 50 | ↔ | 1.50% | 3.00% |
| Grocery Anchor Strip Class B | 7.25% | 8.00% | 50 | ↔ | 1.50% | 3.00% |
| Unanchored Strip Class A | 8.50% | 9.00% | 50 | ↔ | 1.50% | 3.00% |
| Unanchored Strip Class B | 9.00% | 9.50% | 50 | ↔ | 1.50% | 3.00% |
| PHILADELPHIA, PA | | | | | | |
| Grocery Anchor Strip Class A | 6.75% | 8.25% | 50 | ↔ | 3.00% | 3.00% |
| Grocery Anchor Strip Class B | 7.25% | 8.75% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class A | 7.25% | 8.75% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class B | 7.75% | 9.25% | 50 | ↔ | 3.00% | 3.00% |
| PITTSBURGH, PA | | | | | | |
| Grocery Anchor Strip Class A | 7.00% | 8.50% | 50 | ↔ | 2.50% | 3.00% |
| Grocery Anchor Strip Class B | 8.00% | 9.00% | 50 | ↔ | 2.50% | 3.00% |
| Unanchored Strip Class A | 7.25% | 8.75% | 50 | ↔ | 2.50% | 3.00% |
| Unanchored Strip Class B | 8.25% | 9.75% | 50 | ↔ | 2.50% | 3.00% |
| SOUTHERN NEW JERSEY | | | | | | |
| Grocery Anchor Strip Class A | 6.75% | 8.25% | 50 | ↔ | 3.00% | 3.00% |
| Grocery Anchor Strip Class B | 7.25% | 8.75% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class A | 7.25% | 8.75% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class B | 7.75% | 9.25% | 50 | ↔ | 3.00% | 3.00% |
| UPSTATE NY | | | | | | |
| Grocery Anchor Strip Class A | 7.25% | 8.50% | 75 | ↔ | 2.50% | 3.00% |
| Grocery Anchor Strip Class B | 7.75% | 9.00% | 75 | ↔ | 2.50% | 3.00% |
| Unanchored Strip Class A | 8.00% | 9.25% | 75 | ↔ | 2.50% | 3.00% |
| Unanchored Strip Class B | 8.50% | 9.25% | 75 | ↔ | 2.50% | 3.00% |

| RETAIL 2024 - Mid-Year National Rates Comparison - East | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|---|----------------------|------------------|--|---|----------------------------|------------------------|
| WASHINGTON DC | | | | | | |
| Grocery Anchor Strip Class A | 6.00% | 7.25% | 50 | ↔ | 3.00% | 3.00% |
| Grocery Anchor Strip Class B | 7.00% | 8.25% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class A | 6.50% | 7.75% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class B | 7.50% | 8.75% | 50 | ↔ | 3.00% | 3.00% |
| WILMINGTON, DE | | | | | | |
| Grocery Anchor Strip Class A | 7.25% | 9.25% | 50 | ↔ | 3.00% | 3.00% |
| Grocery Anchor Strip Class B | 7.75% | 9.75% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class A | 7.75% | 9.50% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class B | 8.75% | 10.25% | 50 | ↔ | 3.00% | 3.00% |

Source: These rates were compiled and submitted by Newmark V&A Market Leaders and Specialty Practice Directors based on market activity during June 2024 and July 2024 including sales and discussions with market participants and service professionals.

| REGIONAL MALLS & SPECIALTY RETAIL 2024 - Mid-Year National Rates Comparison | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|---|----------------------|------------------|--|---|----------------------------|------------------------|
| Regional Malls, Class A | 6.25% | 7.50% | 75 | ↔ | 2.50% | 3.00% |
| Regional Malls, Class B | 10.00% | 11.00% | 75 | ↔ | 2.00% | 3.00% |
| Regional Malls, Class C | 17.50% | 18.50% | 75 | ↔ | 2.00% | 3.00% |
| Power Centers, Tier 1 | 7.00% | 8.00% | 50 | ↔ | 2.00% | 3.00% |
| Power Centers, Tier 2 | 8.00% | 9.00% | 50 | ↔ | 2.00% | 3.00% |
| Power Centers, Tier 3 | 9.50% | 10.50% | 50 | ↔ | 2.00% | 3.00% |
| Lifestyle Centers, Tier 1 | 7.00% | 8.00% | 75 | ↔ | 2.00% | 3.00% |
| Lifestyle Centers, Tier 2 | 8.50% | 9.50% | 75 | ↔ | 2.00% | 3.00% |
| Lifestyle Centers, Tier 3 | 13.50% | 15.00% | 75 | ↔ | 2.00% | 3.00% |
| Single Tenant Retail, Tier 1 | 6.25% | 7.25% | 50 | ↔ | 3.00% | 3.00% |
| Single Tenant Retail, Tier 2 | 7.00% | 8.00% | 50 | ↔ | 3.00% | 3.00% |
| Single Tenant Retail, Tier 3 | 8.50% | 9.50% | 50 | ↔ | 2.00% | 3.00% |

Source: These rates were compiled and submitted by Newmark V&A Market Leaders and Specialty Practice Directors based on market activity during June 2024 and July 2024 including sales and discussions with market participants and service professionals.



| RETAIL 2024 - Mid-Year International Rates Comparison | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|---|----------------------|------------------|--|---|----------------------------|------------------------|
| CALGARY | | | | | | |
| Grocery Anchor Strip Class A | 6.00% | 6.75% | 50 | ↓ | 2.00% | 3.00% |
| Grocery Anchor Strip Class B | 6.50% | 7.25% | 50 | ↓ | 2.00% | 3.00% |
| Unanchored Strip Class A | 6.75% | 7.50% | 50 | ↓ | 2.00% | 3.00% |
| Unanchored Strip Class B | 7.25% | 8.00% | 50 | ↓ | 2.00% | 3.00% |
| EDMONTON | | | | | | |
| Grocery Anchor Strip Class A | 6.50% | 7.25% | 50 | ↔ | 2.00% | 3.00% |
| Grocery Anchor Strip Class B | 6.75% | 7.50% | 50 | ↔ | 2.00% | 3.00% |
| Unanchored Strip Class A | 7.25% | 8.00% | 50 | ↔ | 2.00% | 3.00% |
| Unanchored Strip Class B | 7.50% | 8.25% | 50 | ↔ | 2.00% | 3.00% |
| MONTREAL | | | | | | |
| Grocery Anchor Strip Class A | 6.75% | 7.50% | 50 | ↔ | 2.00% | 3.00% |
| Grocery Anchor Strip Class B | 7.00% | 7.75% | 50 | ↔ | 2.00% | 3.00% |
| Unanchored Strip Class A | 7.25% | 8.00% | 50 | ↔ | 2.00% | 3.00% |
| Unanchored Strip Class B | 7.50% | 8.25% | 50 | ↔ | 2.00% | 3.00% |
| TORONTO | | | | | | |
| Grocery Anchor Strip Class A | 7.00% | 8.50% | 50 | ↔ | 3.00% | 3.00% |
| Grocery Anchor Strip Class B | 7.50% | 9.00% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class A | 7.50% | 9.00% | 50 | ↔ | 3.00% | 3.00% |
| Unanchored Strip Class B | 8.25% | 9.75% | 50 | ↔ | 3.00% | 3.00% |
| VANCOUVER | | | | | | |
| Grocery Anchor Strip Class A | 5.25% | 6.00% | 50 | ↔ | 2.00% | 3.00% |
| Grocery Anchor Strip Class B | 5.50% | 6.25% | 50 | ↔ | 2.00% | 3.00% |
| Unanchored Strip Class A | 5.75% | 6.75% | 50 | ↔ | 2.00% | 3.00% |
| Unanchored Strip Class B | 6.00% | 7.50% | 50 | ↔ | 2.00% | 3.00% |
| MEXICO CITY | | | | | | |
| Grocery Anchor Strip Class A | 8.00% | 10.50% | 50 | ↔ | 4.00% | 4.00% |
| Grocery Anchor Strip Class B | 9.50% | 12.00% | 50 | ↔ | 4.00% | 4.00% |
| Unanchored Strip Class A | 8.50% | 12.00% | 50 | ↔ | 4.00% | 4.00% |
| Unanchored Strip Class B | 9.50% | 12.50% | 50 | ↔ | 4.00% | 4.00% |

Source: These rates were compiled and submitted by Newmark V&A Market Leaders and Specialty Practice Directors based on market activity during June 2024 and July 2024 including sales and discussions with market participants and service professionals.

*Note: Mexico rate increases dependent if USD or Peso were used in transaction. Peso denominated lease rental rate increased 4.5%; USD denominated lease rental rate increased 2.5%.





Restaurants

Roger Land, MAI
*Senior Managing Director
Valuation & Advisory
Specialty Practice Co-Leader -
Restaurants*

Brandon Moorhead, MAI
*Senior Managing Director
Valuation & Advisory
Specialty Practice Co-Leader -
Restaurants*

ABOUT RESTAURANTS

Newmark Valuation & Advisory’s Restaurants team members have appraised more than 30,000 restaurants, delivering expertise in all elements of value: real estate, equipment, and business intangible.

Mortgage lending is the most common intended use for our Restaurants appraisals. Lenders are typically focused on real estate values and appreciate the market’s emphasis on store economics for evaluating a tenant’s ability to afford their lease obligation. Our specialized appraisers are experts in relating store economics to real estate economics when appropriate.

| RESTAURANTS 2024 - Mid-Year National Rates Comparison | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|---|----------------------|------------------|--|---|----------------------------|------------------------|
| Quick Service Restaurant, Franchisor | 5.75% | 6.50% | 0 | ↔ | 2.00% | 3.00% |
| Quick Service Restaurant, Franchisee | 6.25% | 6.75% | 0 | ↔ | 2.00% | 3.00% |

Source: These rates were compiled and submitted by Newmark V&A Market Leaders and Specialty Practice Directors based on market activity during June 2024 and July 2024 including sales and discussions with market participants and service professionals.



Self Storage

Steve Johnson, MAI
Executive Vice President
Valuation & Advisory
Specialty Practice Co-Leader - Self Storage

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ABOUT SELF STORAGE

Newmark Valuation & Advisory’s Self Storage practice is dedicated to providing best-in-class valuation and consulting services for all self storage property types. We complete assignments for a wide variety of complex assets, ranging from individually owned non-climate-controlled facilities to large, Class A properties in urban core locations. The Self Storage team is adept at managing projects for single properties as well as large portfolios in markets across the United States, Canada and Latin America.

The team’s core disciplines far surpass those of traditional valuation services, and all services are implemented from start to finish by our subject experts—each of whom possess significant experience valuing and analyzing self storage properties.

| SELF STORAGE 2024 - Mid-Year National Rates Comparison | Going-In Cap Rate | Discount Rate | Reversion Rate (BPS Over Going-In Cap) | Expected Trend for 1Q 2025 (Cap/Disc Rates) | Market Rent Growth Rate | Expense Growth Rate |
|--|----------------------|------------------|--|---|----------------------------|------------------------|
| Self Storage, Class A | 5.10% | 7.20% | 60 | ↔ | 3.25% | 3.00% |
| Self Storage, Class B | 6.20% | 8.10% | 55 | ↔ | 3.25% | 3.00% |
| Self Storage, Class C | 6.90% | 9.25% | 50 | ↔ | 3.25% | 3.00% |

Source: These rates were compiled and submitted by Newmark V&A Market Leaders and Specialty Practice Directors based on market activity during June 2024 and July 2024 including sales and discussions with market participants and service professionals.



Specialty Practices

Agriculture

Agricultural Land
Irrigated Land
Recreational Land
Grain Storage Facilities
Timberland
Greenhouses / Nurseries
Ranches / Pastureland
Vineyards & Wineries

Aviation

Advanced Air Mobility
Air Cargo
Fuel
Hotels
Infrastructure
Industrial
Lounges
Offices
Parking
Property Development
Retail

Convenience Stores & Automotive Energy

Convenience Stores
Gas Stations
Electric Vehicle
Charging Stations
Car Washes
Truck Stops
Service Stations
Bulk Plants
Cardlocks

Data Centers & Life Science

Carrier Hotels
Colocation Facilities
Turnkey Data Centers
Powered Shell Data Centers
Network Switching Centers
Mission Critical Facilities
Mission Critical Tech Office
Life Science R&D
Life Science Lab Cleanrooms
Life Science cGMP Facilities

Education

Children's Day Nurseries
Colleges / Universities
Language Schools
Private / Independent Schools
Special Educational Needs
(SEN) Schools

Energy

Hydrogen Production & Storage
Carbon Capture
Solar / Wind
Gas Storage
Nuclear
Decommissioning of Coal
Energy Storage & Networks
Gigafactories
Supporting infrastructure
Biomass

Healthcare & Seniors Housing

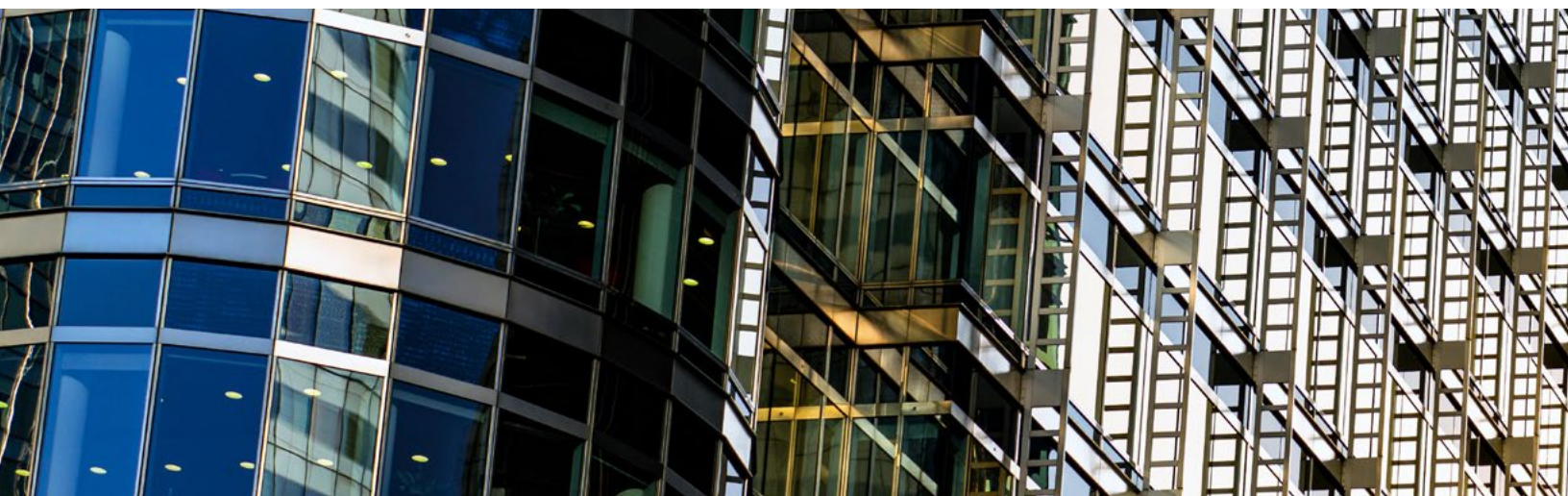
Assisted & Independent Living
Skilled Nursing
Memory Care Facilities
Continuing Care Retirement Communities
(CCRC)
Hospitals
Medical Office Buildings
Surgical Centers
Long-Term Acute Care
Outpatient Healthcare Facilities

Hospitality, Gaming & Leisure

Hotels and Resorts
Gaming Facilities
Stadiums, Sports & Entertainment Facilities
Conference, Expo and Convention Centers
Golf Courses
Marinas
Ski and Village Resorts
Water Parks, Amusement Parks & Attractions

Industrial & Logistics

Automotive
Business Parks
Chemical Plants
Cold Storage / Food Production
Distribution Centers
Heavy / Light Manufacturing
Office / Warehouse
Research and Development
E-Commerce Fulfillment Centers
Intermodal Freight Transport Facilities
Shipyards & Working Waterfront Facilities



Minerals

Ancillary Mineral Plants
Brick & Tile Factories
Captured Landfill Methane (CLM / LFG)
Cement & Lime Plants
Concrete Product Works
Mines
Mineral Depots and Wharfs
Plaster Board Factories
Quarries

Multifamily

High-Rise, Mid-Rise & Low-Rise
Garden-Style
Condominiums
Cooperatives
Student Housing
Lifestyle Centers
Manufactured Housing Communities

Multifamily HUD / Affordable Housing

HUD 221(d)(4)
HUD 223(f)
HUD 220
HUD 202
Low-Income / Affordable Housing

Office

CBD / Trophy Buildings
Corporate Campuses / Headquarters
Creative Office Buildings
Suburban Offices
Government Buildings
Office / Condos
Office Business Parks
Entertainment Studios

Residential

Finished Lots (Partially Developed, Remaining Inventory, Excess Land)
Master Floor Plan Valuation
Raw Land for Acquisition and Development
Infill Development
Single-Family Build-for-Rent and Acquire-to-Rent (SFBFR, B2R, BTR)
Single-Family Rental Portfolio Valuation (SFR)
Subdivisions (Single-Family Detached & Attached)
Urban Redevelopment
Master-Planned / Planned Unit Developments (Traditional & Adult-Active)
Mixed-Use Projects

Restaurants

Quick Service
Fast Casual
Casual Dining
Polished Casual
Fine Dining
Family Dining
Grill Buffet
Food Hall
Ghost Kitchen

Retail & Regional Malls

Regional Malls
Lifestyle Centers
Community Centers
Power Centers
Neighborhood Centers
Department Stores
Big-Box Stores
High Street Retail
Net Leased Properties

Self Storage

Climate / Non-Climate Controlled
Portable Container Storage
RV/Boat / Vehicle Storage
Wine Storage

Waste Management

Anaerobic Digestors
Biomass Plants
Energy from Waste Plants (EfW)
Household Recycling Centers
Landfill
Recycling Plants
Scrap Facilities
Waste Transfer and Processing

Special Use

Billboards / Cell Towers
Cemeteries
Charitable Organizations
Correctional Facilities
Embassies / Consulates
Eminent Domain / Right-of-Way
Government Agencies
Ground Leases
Infrastructure
Machinery & Equipment
Manufactured Housing
Parking Garages / Decks / Lots
Religious Organizations
Septic Fields
Vacant Land



UNITED STATES

ALABAMA

Birmingham

ARIZONA

Phoenix
Tucson

ARKANSAS

Fayetteville
Little Rock

CALIFORNIA

Irvine
Los Angeles
Pasadena
Roseville
Sacramento
San Francisco
San Jose
San Mateo

COLORADO

Denver

CONNECTICUT

Stamford

DELAWARE

Wilmington

WASHINGTON, D.C.

FLORIDA

Boca Raton
Jacksonville
Orlando
Tampa
West Palm Beach

GEORGIA

Atlanta

IDAHO

Boise

ILLINOIS

Chicago

INDIANA

Indianapolis

KANSAS

Overland Park

KENTUCKY

Louisville

LOUISIANA

New Orleans

MARYLAND

Baltimore
Salisbury

MASSACHUSETTS

Boston
Springfield

MICHIGAN

Detroit
Grand Rapids

MINNESOTA

Minneapolis

MISSOURI

Kansas City
Springfield
St. Louis

NEVADA

Las Vegas
Reno

NEW JERSEY

Marlton
Morristown
Rutherford

NEW YORK

Albany
Buffalo / Amherst
Long Island
New York – HQ

NORTH CAROLINA

Charlotte
Raleigh

OHIO

Cincinnati
Cleveland
Columbus
Toledo

OKLAHOMA

Oklahoma City

OREGON

Portland
Lake Oswego

PENNSYLVANIA

Philadelphia
Pittsburgh

TENNESSEE

Nashville

TEXAS

Austin
Dallas
Houston
San Antonio

UTAH

Salt Lake City

VERMONT

Burlington

VIRGINIA

Tysons Corner

WASHINGTON

Seattle

WISCONSIN

Madison
Milwaukee

AMERICAS

CANADA

Calgary
Edmonton
Toronto
Vancouver

ARGENTINA

Buenos Aires

BRAZIL

São Paulo
Rio de Janeiro

CARIBBEAN

CHILE

Santiago

COLOMBIA

Bogota
Medellin
Cali
Cartagena
Barranquilla

COSTA RICA

San José
Guanacaste

MEXICO

Mexico City

PANAMA

Panama City

PERU

Lima

APAC

INDIA

Delhi
Hyderabad

SINGAPORE

Singapore

EMEA

BELGIUM

FRANCE

HUNGARY

IRELAND

ITALY

LUXEMBOURG

NORTH IRELAND

NETHERLANDS

NORWAY

POLAND

Warsaw

PORTUGAL

SCANDINAVIA

SLOVAKIA

SPAIN

UNITED KINGDOM

London
Birmingham
Cardiff
Glasgow
Leeds
Manchester