



Quarterly Reports Available on the *Multifamily* Market

Mid-Atlantic Class A Apartment Market Report

Market Coverage: Washington Metro, Baltimore Metro, Philadelphia Metro

A comprehensive report on apartment market conditions, focusing on the following indicators:

- △ Analysis of the national and regional economies
- △ Regional condo market summary
- △ Key market statistics for 47 submarkets and regional totals for:
 - △ Current rents and rent change
 - △ Vacancy
 - △ Concessions
- △ For the Washington and Baltimore Metros additional data include:
 - △ Pipeline of planned projects and those under construction
 - △ Class A multifamily building and land sales

Additional indicators analyzed in the Mid-Year and Year-End reports:

- △ Mid-Year Report: Comparison of median revenue, expense, and net operating income data for the USA and Washington MSA.
- △ Year-End Report: Market-maker survey on capitalization rates, hard & soft development costs, investment posture, thoughts on the economy, and more.

Washington Metropolitan Area Class B Apartment Market Report

A comprehensive report on apartment market conditions, focusing on the following indicators:

- △ Analysis of the national and regional economies
- △ Key market statistics for 30 submarkets and regional totals for:
 - △ Current rents and rent change
 - △ Vacancy
 - △ Concessions
- △ Renovation information including budget and timetable
- △ Class B apartment building sales

Additional indicators analyzed in the Year-End report:

- △ Year-End Report: Market-maker survey on capitalization rates, investment posture, thoughts on the economy, and more.

Washington/Baltimore Condominium Market Report

Market Coverage: Washington Metro and Baltimore Metro

A comprehensive report on condominium market conditions, focusing on the following indicators:

- △ Analysis of the national & regional economies
- △ Regional apartment market summary
- △ Key market statistics for 12 submarkets and regional totals for:
 - △ Sales trends for new and resale condos
- △ Historic condo price changes
- △ Pipeline trends
- △ Additional data include:
 - △ Absorption pace
 - △ Multifamily building and land sales

Additional indicators analyzed in the Mid-Year and Year-End reports:

- △ Mid-Year Report: Comparison of median condo expenses in the USA and Mid-Atlantic region
- △ Year-End Report: Market-maker survey on capitalization rates, hard & soft development costs, investment posture, thoughts on the economy, and more



Reports Available on the *Commercial* Market

Washington/Baltimore Office Market Report

Market Coverage: Washington Metro and Baltimore Metro

A comprehensive quarterly report on office market conditions, focusing on the following indicators:

- △ Analysis of the national and regional economies
- △ Metro-level and substate area (Northern Virginia, Suburban Maryland, District of Columbia) office market summaries
- △ Key market statistics (All Space and Class A Space) for 49 submarkets and regional totals for:
 - △ Inventory
 - △ Net absorption
 - △ Vacancy
 - △ Construction/renovation
- △ Additional data include:
 - △ Supply/demand analysis
 - △ Rental rate and tenant improvement data
 - △ Gross leasing activity
 - △ Deliveries
 - △ Building and land sales
 - △ Investment returns
 - △ Cap rate trends

Additional indicators analyzed in the Year-End report:

- △ Market-maker survey on capitalization rates, hard & soft development costs, investment posture, thoughts on the economy, and more.
- △ Development economics
- △ Operating expenses

Special supplements to the report have included:

- △ Analysis of Federal bailout/stimulus spending
- △ Impact of stimulus spending on office leasing
- △ Office rent equilibrium zone study

Washington/Baltimore Flex/Industrial Report

Market Coverage: Washington Metro and Baltimore Metro; data is separated into flex/R&D, flex/warehouse, and bulk warehouse product types.

A comprehensive semi-annual report on flex/industrial market conditions, focusing on the following indicators:

- △ Analysis of the national and regional economies
- △ Regional, metro-level and substate area (Northern Virginia, Suburban Maryland, Suburban Baltimore, Center Cities) flex/industrial market summaries
- △ Key market statistics (All Space and Newer Space, separated by product type) for 19 submarkets and regional totals for:
 - △ Inventory
 - △ Net absorption
 - △ Vacancy
 - △ Construction/renovation
- △ Additional data include:
 - △ Supply/demand analysis
 - △ Rental rate data
 - △ Gross leasing activity
 - △ Deliveries
 - △ Building and land sales

Additional indicators analyzed in the Year-End reports:

- △ Market-maker survey on capitalization rates, investment posture, thoughts on the economy, and more