Colliers OUTLOOK

U.S. CRE Overview and Outlook: Markets In Transition

Market Overview

U.S. Capital Markets

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Deal Volume Stabilized

Volume Up in 2024 and 2025 YTD, Pricing Improving Across All Asset Classes

Institutional Investors Back Buying and Selling

Loan Maturities Will be a Topic For Years to Come

Sentiment Improving

10Y in Focus

Fundamentals to Stabilize Across Most Asset Classes

Signs of Cap Rate Compression

What's In Store?

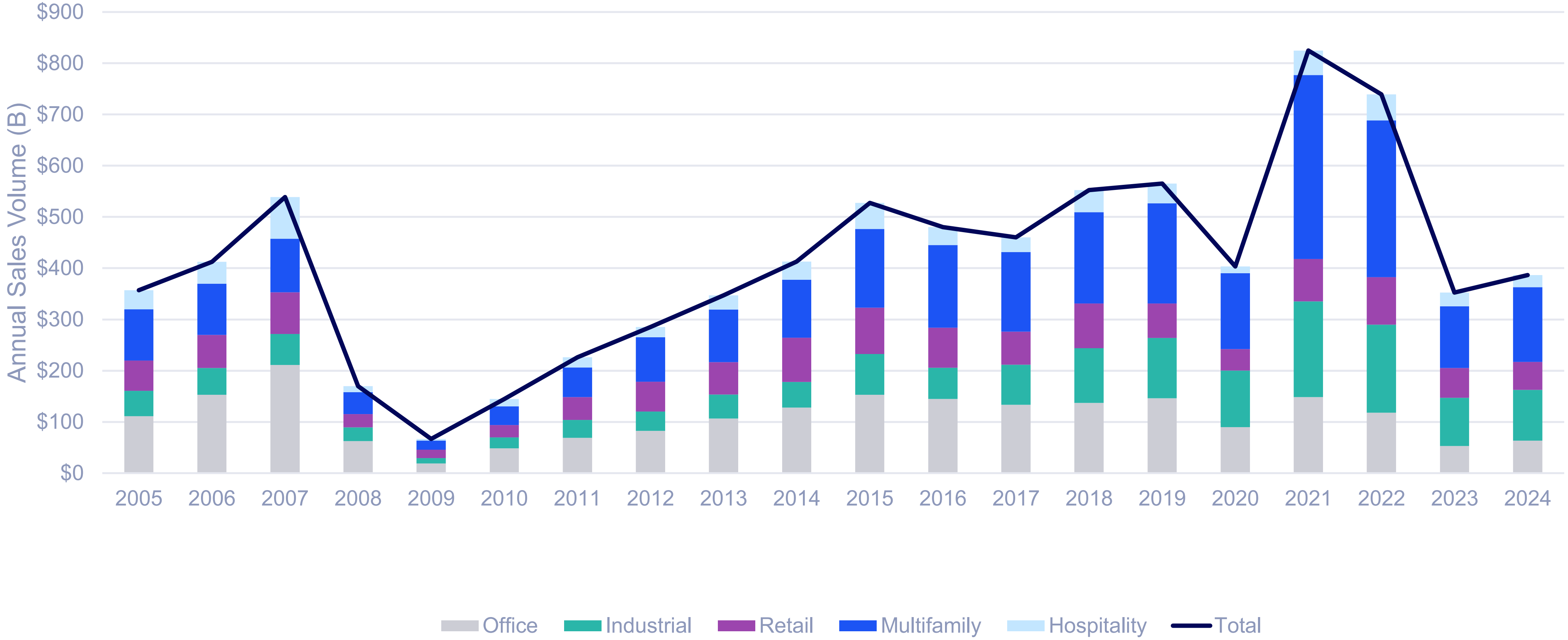
Uncertainty Still Present – But That's Normal

Backstop of Capital Setting Stage For Better Volume

Debt Capital Readily Available

U.S. Capital Markets

The Market Quickly Found A Bottom



Sources: Colliers, MSCI

U.S. Capital Markets

Sales Volume On The Upswing

	YTD Volume ($ billions)	Volume Change (YOY)	Price Change [1] (YOY)
OFFICE	44.0	16%	2.5%
INDUSTRIAL	63.8	10%	5.0%
MULTIFAMILY	91.6	5%	0.2%
RETAIL	42.8	18%	5.3%
HOSPITALITY	15.0	-10%	4.5%
TOTAL	**257.2**	**11%**	**2.4%** [2]

Key Headlines

Office Rebounding From Cyclical Lows

Industrial Volume Ahead Of 2016-2019 Average

Multifamily Continues To Lead Sales Volume

Retail Pricing Increasing The Most

Hospitality Lacking Entity-Level Deals, Holding Back Sales

1 Each index is calculated independently

2 Index comprises office, industrial, retail, and multifamily

Sources: Colliers, MSCI

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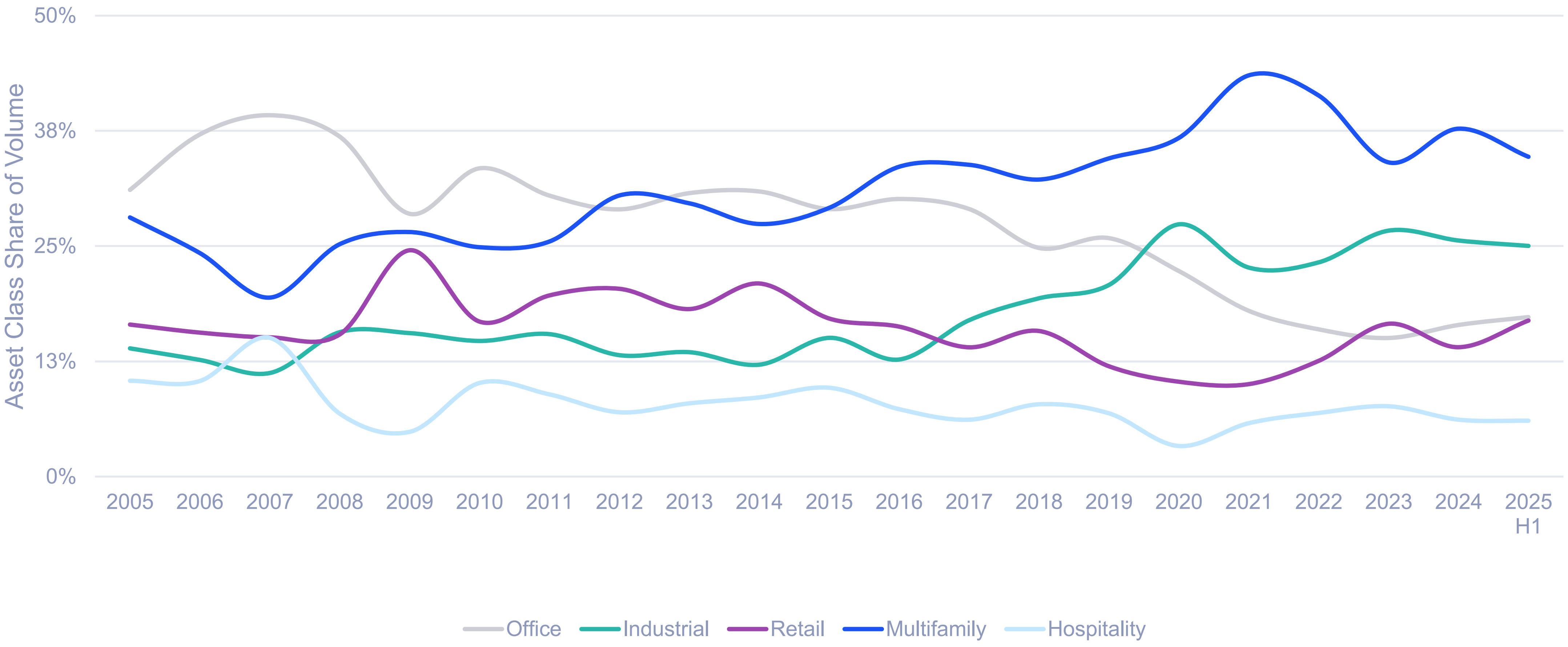
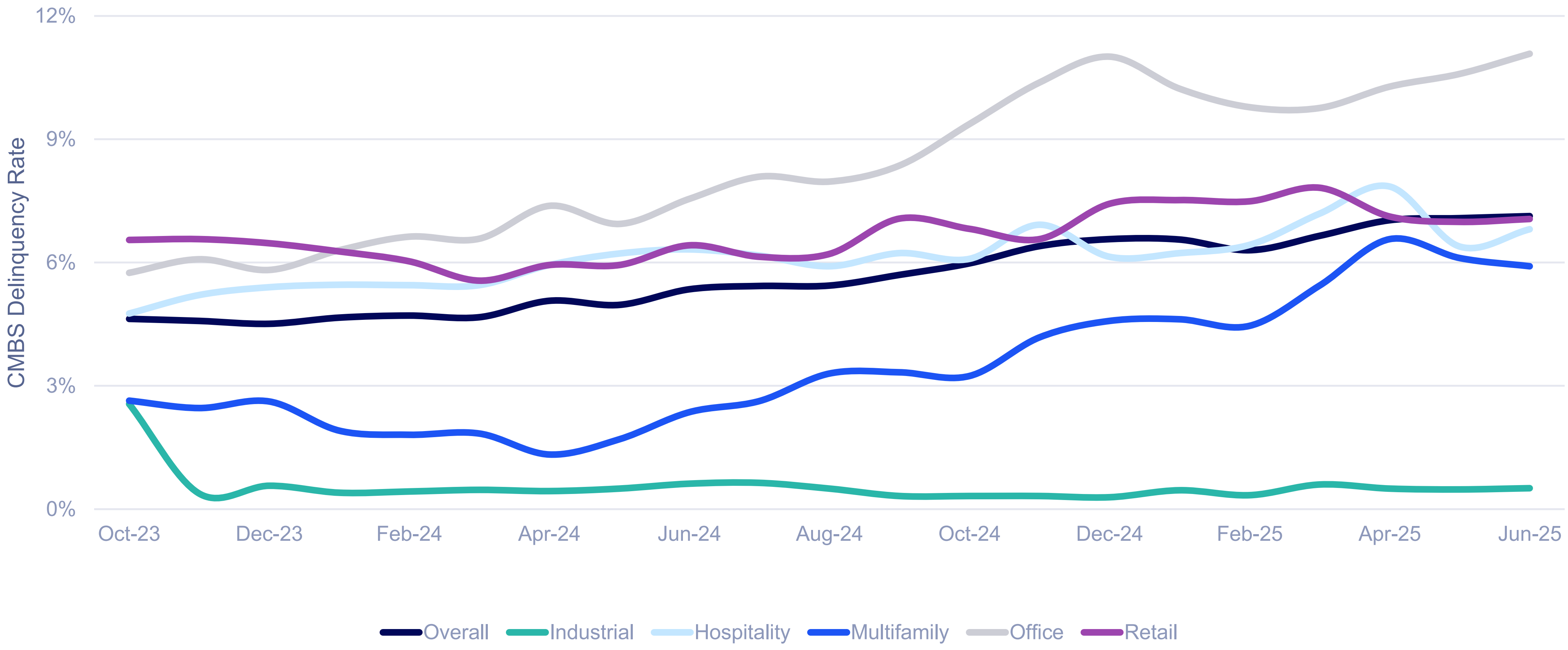
Multifamily Clear-Cut Volume Leader



Sources: Colliers, MSCI

U.S. Capital Markets

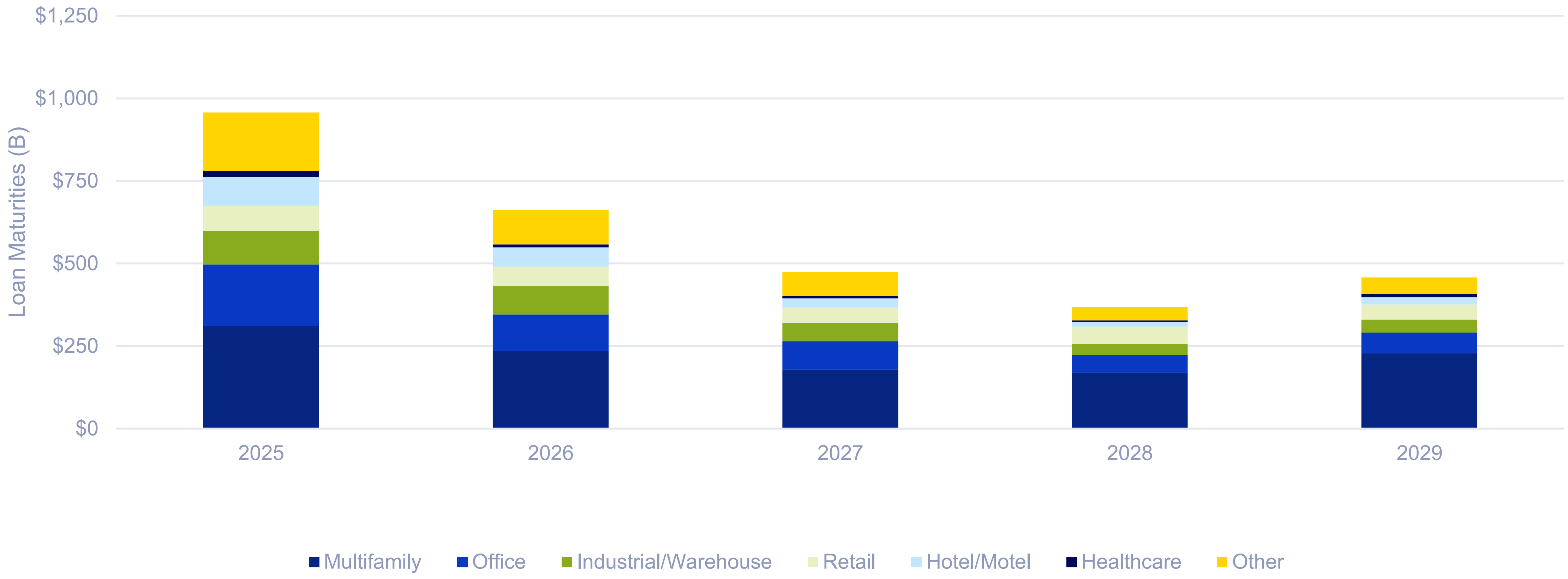
CMBS Delinquencies On The Rise



Sources: Colliers, Trepp

U.S. Capital Markets

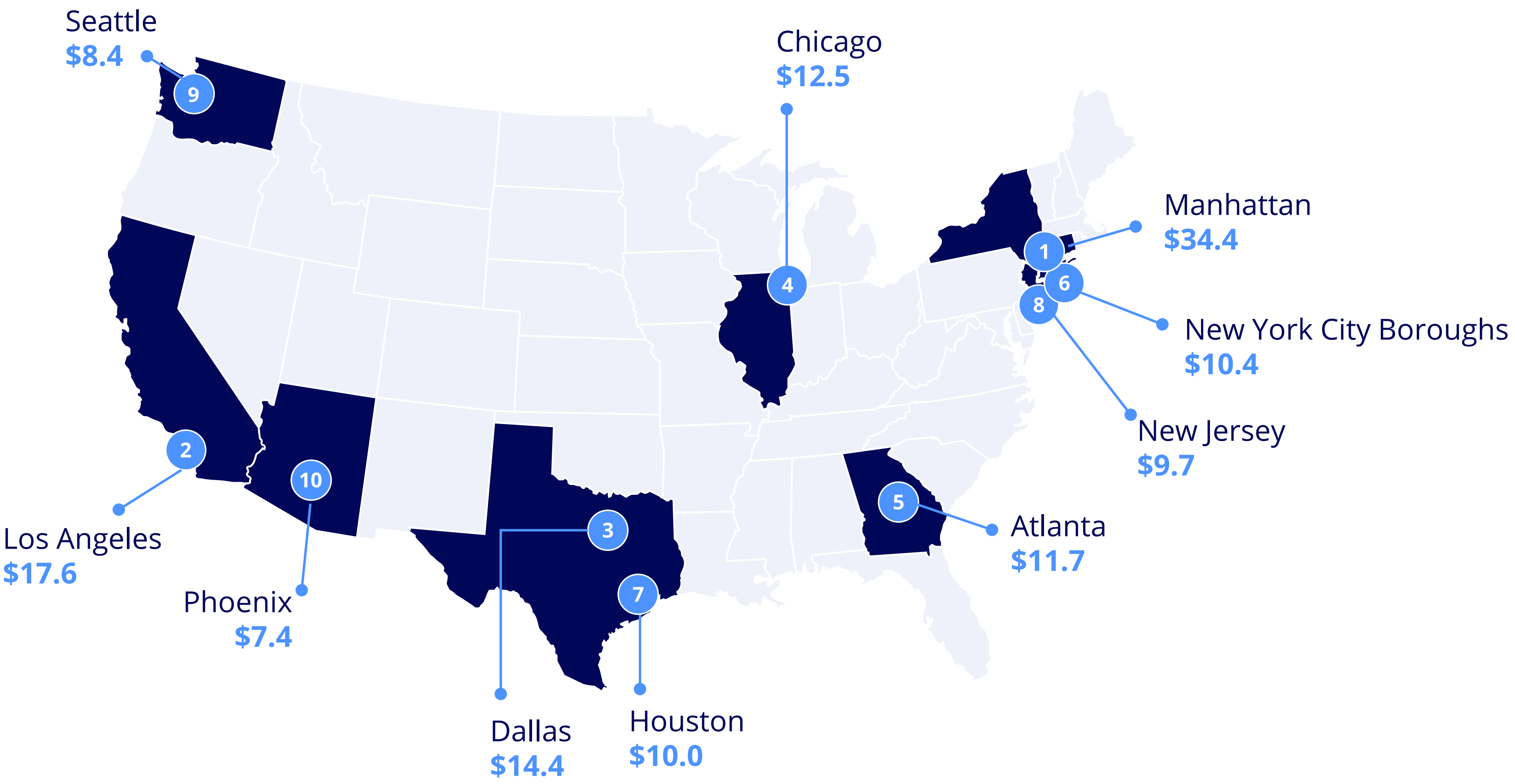
$2.9 Trillion of Loans Maturing Through 2029



Sources: Colliers, Mortgage Bankers Association

U.S. Capital Markets

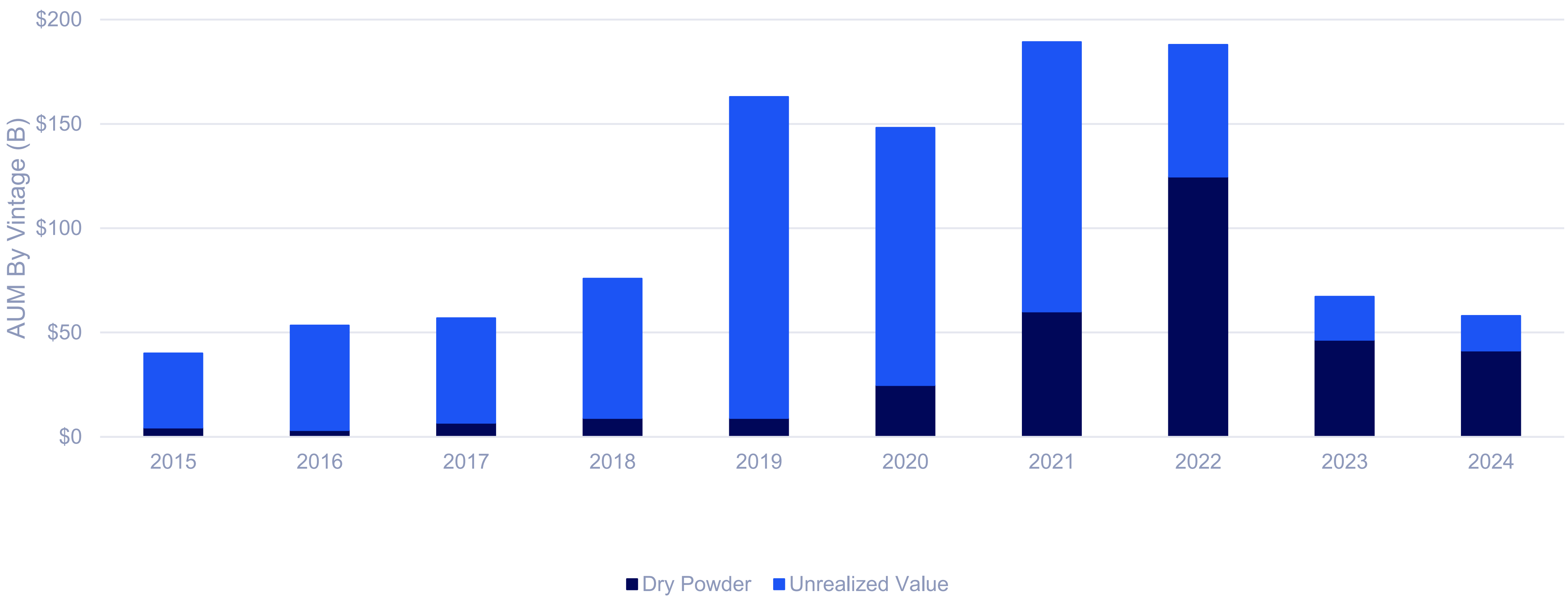
Potential Distress By Market (bn)



Sources: Colliers, MSCI

U.S. Capital Markets

Pressure Building For Capital Deployment



Sources: Colliers, Preqin

Market Overview

U.S. Multifamily

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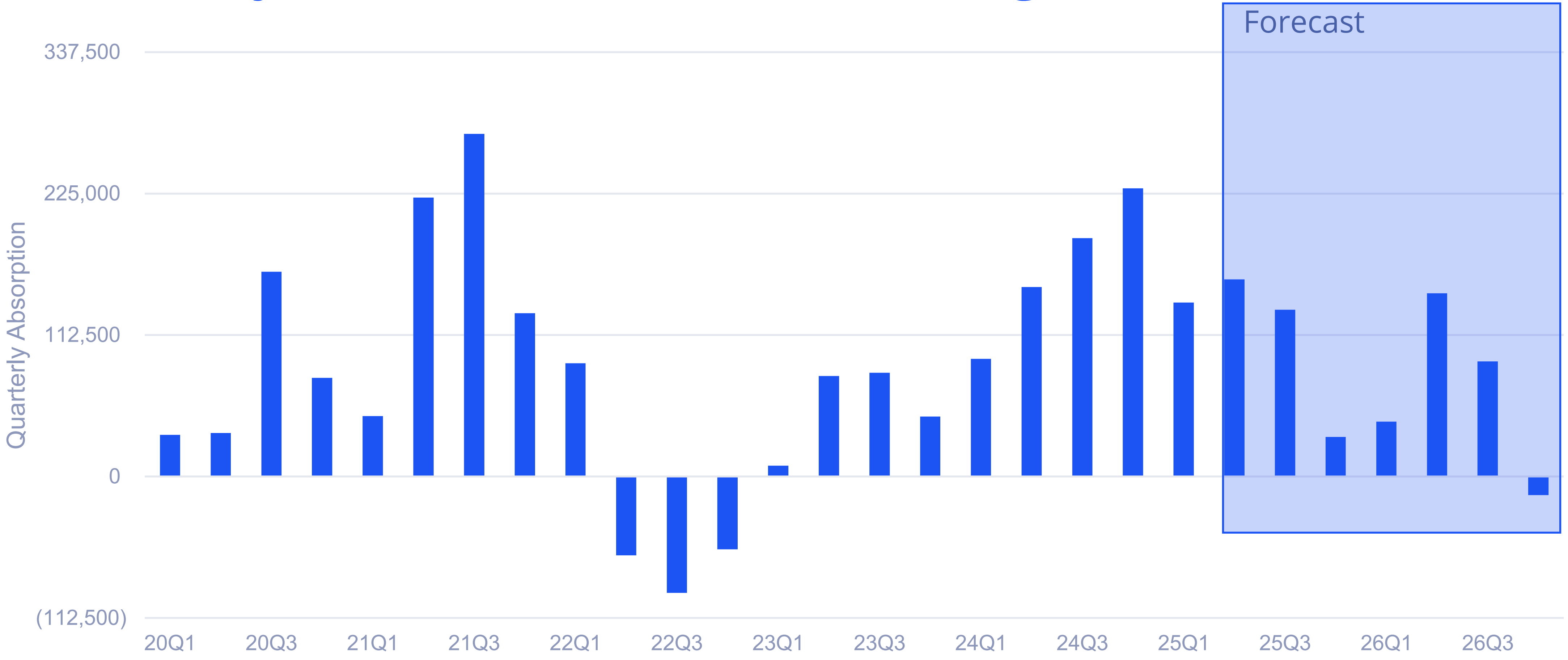
U.S. Capital Markets

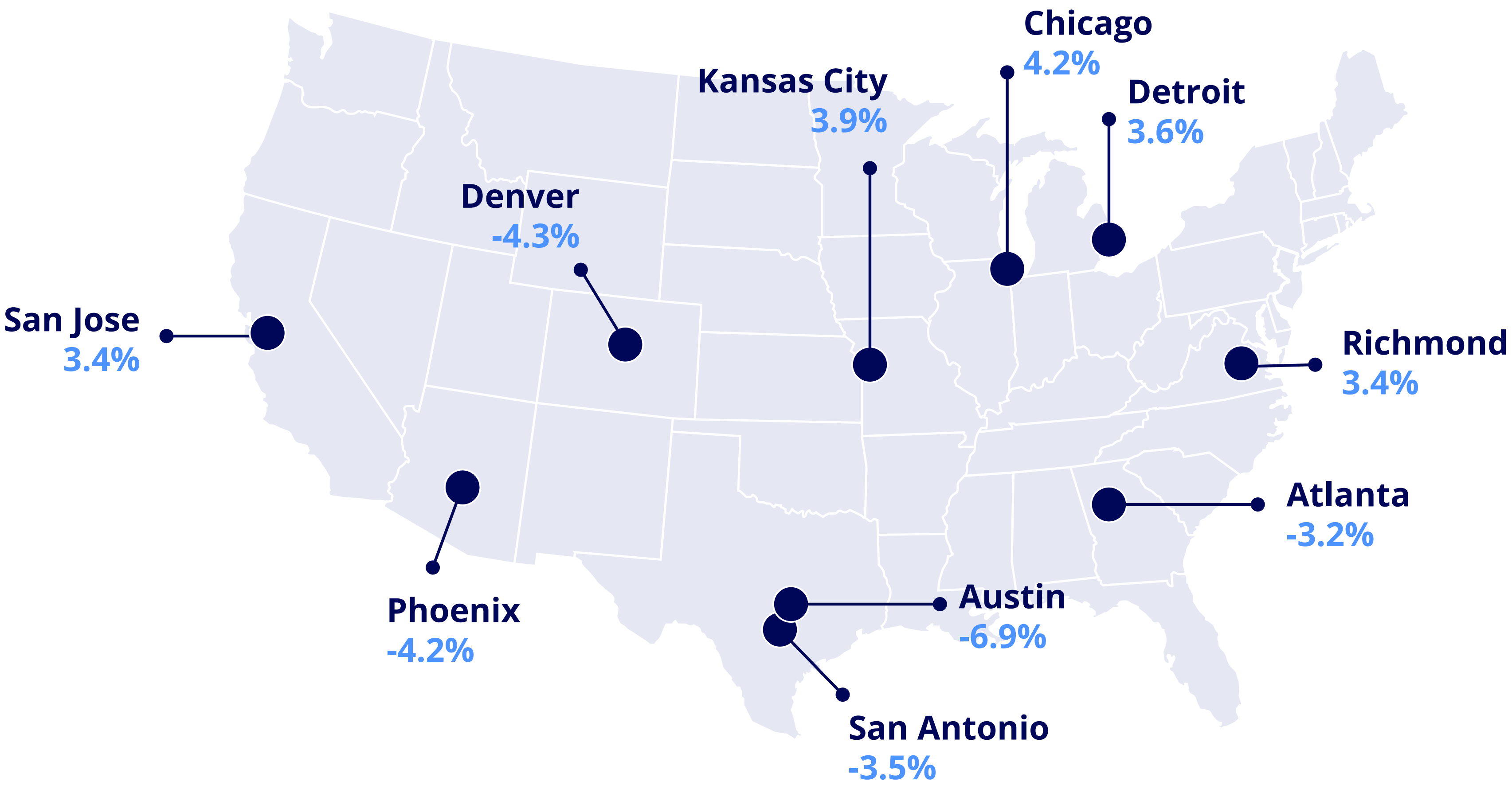
Multifamily Demand Has Been Strong



Sources: Colliers, RealPage

U.S. Capital Markets

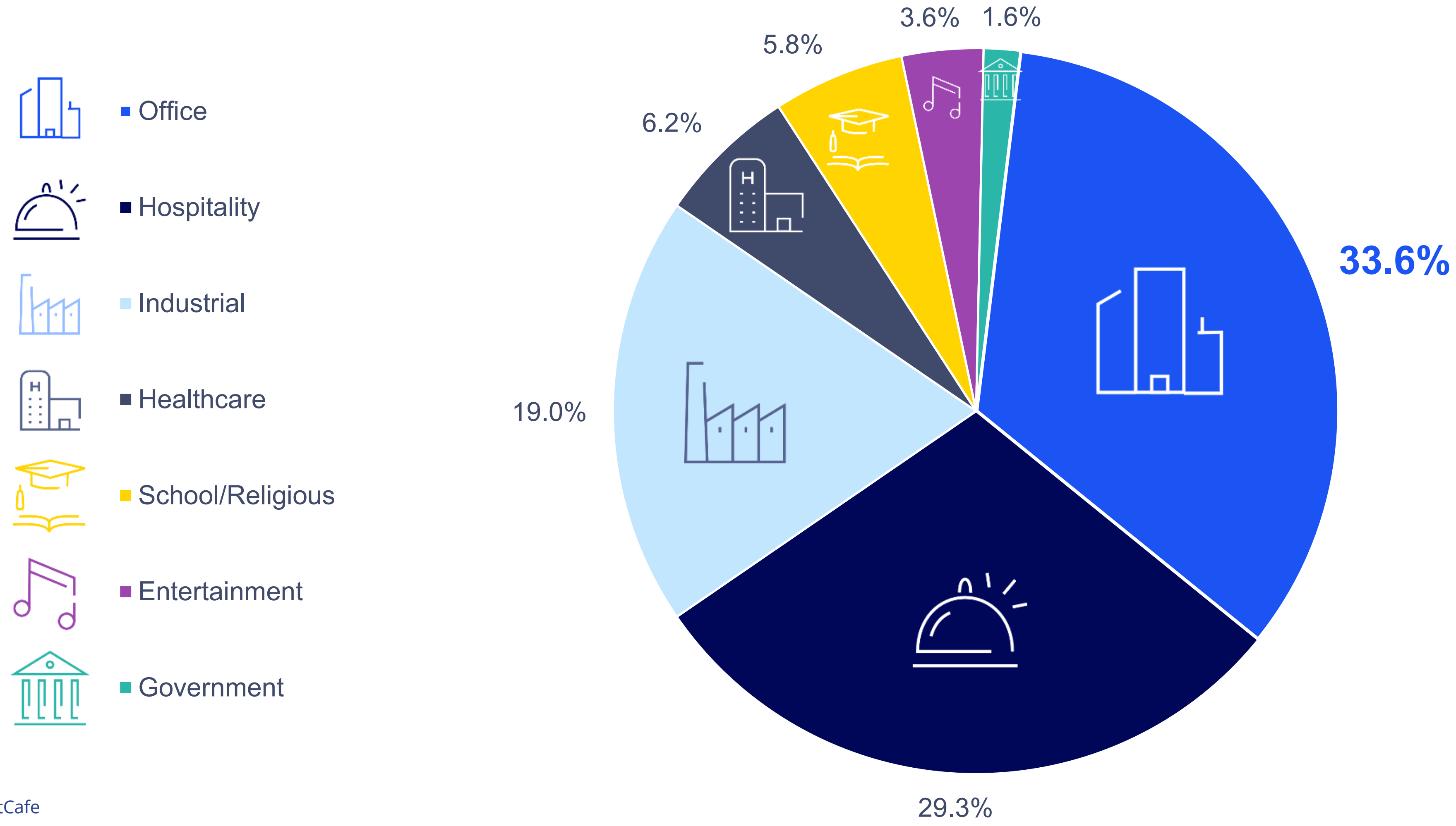
Rent Performance Varies Widely



Sources: Colliers, RealPage

U.S. Capital Markets

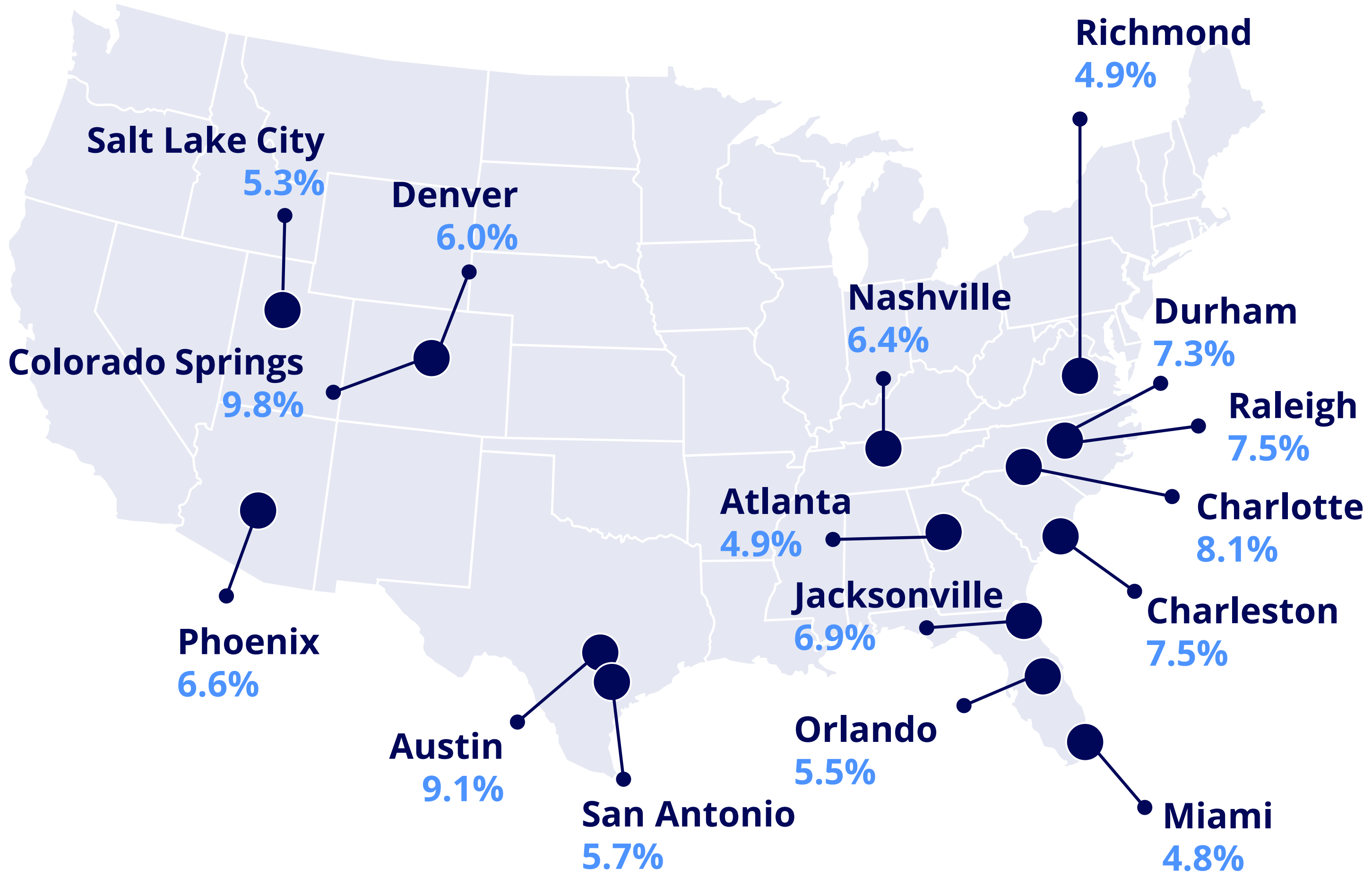
Where Conversions Come From



Sources: Colliers, RentCafe

U.S. Capital Markets

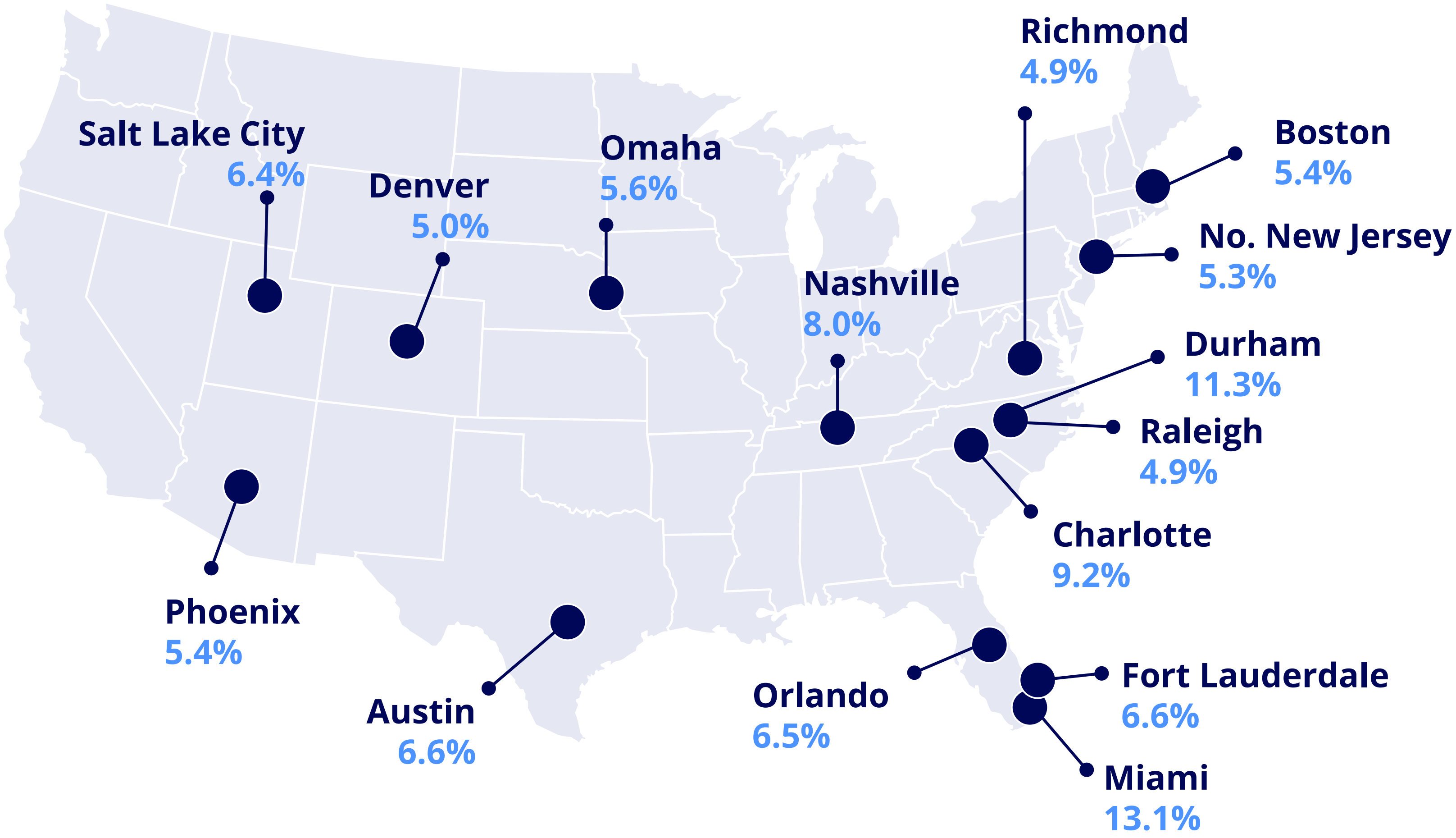
Markets with the Most Deliveries Past 12 Months



Sources: Colliers, CoStar

U.S. Capital Markets

Markets Expanding the Fastest



Sources: Colliers, CoStar

Market Overview

U.S. Office

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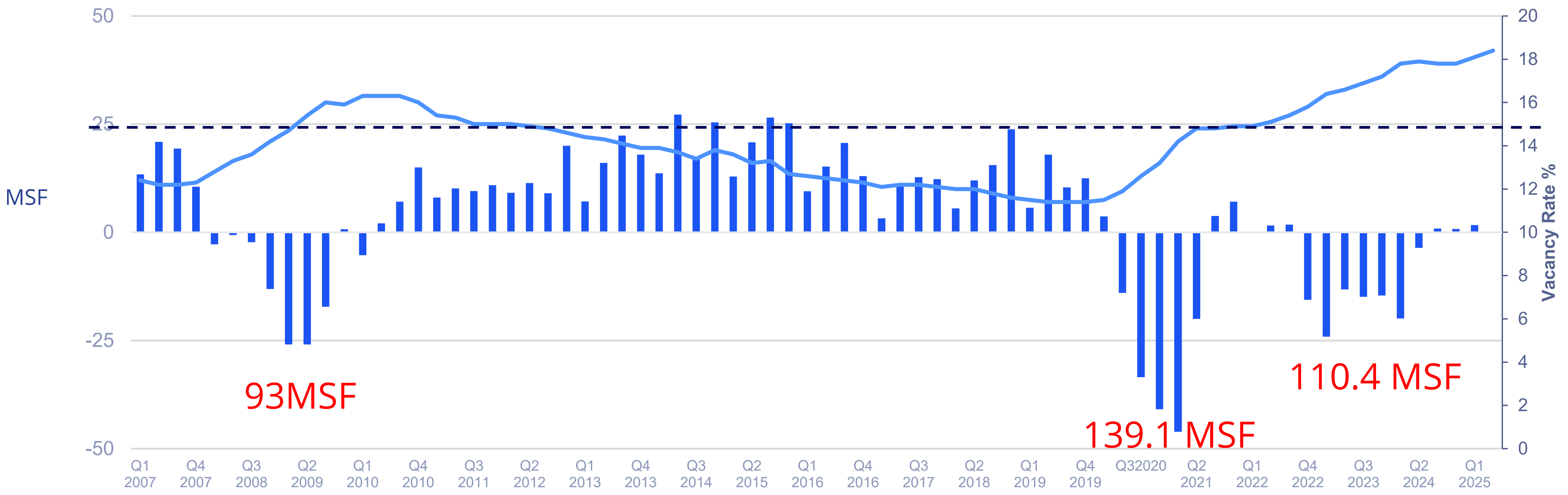
U.S. Office Market: The Past Two Years

	Q2 2025	Q2 2024	Q2 2023
Vacancy Rate	18.4%	18.0%	16.6%
Net Absorption (MSF) Past 12 months	6.3	-66.2	-53.2
New Supply (MSF) Past 12 months	24.9	34.0	43.5
Under Construction (MSF)	31.0	51.9	83.5
Sublease Vacant Space (MSF)	114.6	134.9	134.5
Average Asking Rate (FSG/SF)	$37.18	$36.78	$36.23

Source: Colliers / CoStar

U.S. Office Market: Q2 2025

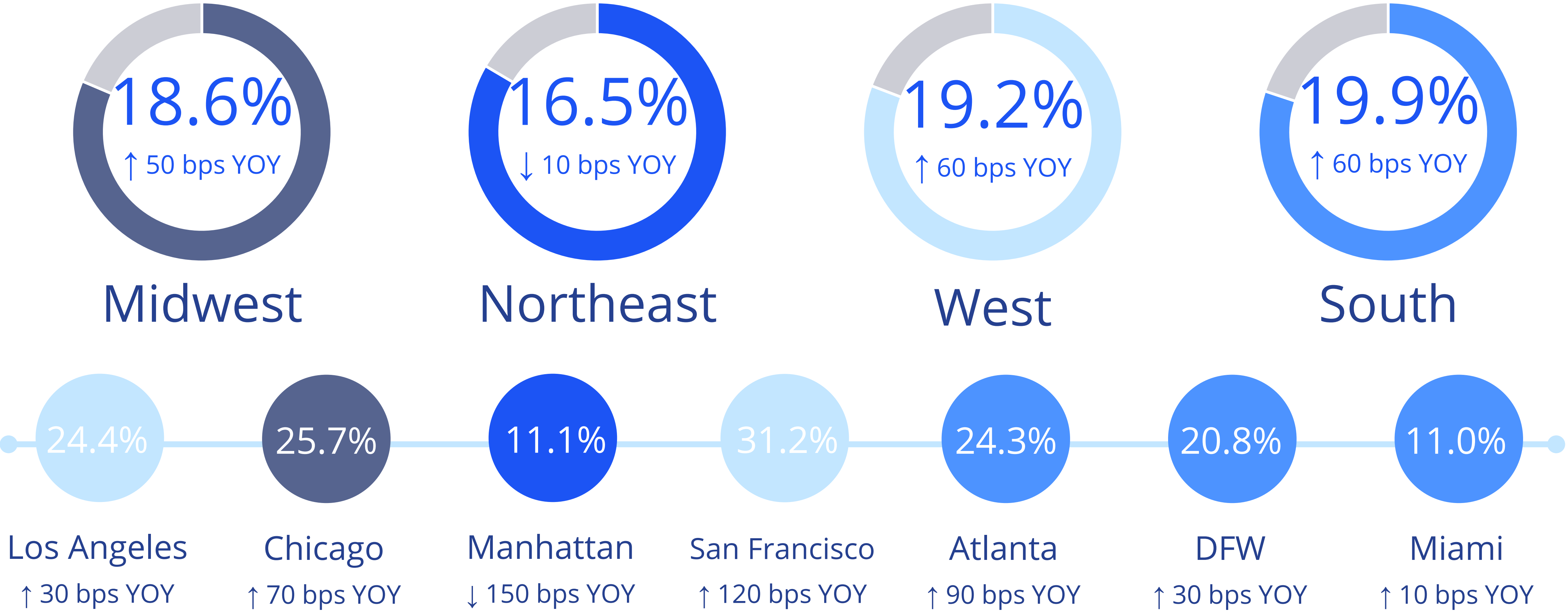
Growth of Vacancy Rate Slowing



Source: Colliers

U.S. Office Market: Q2 2025

South and West See Highest Vacancy Increases



Source: Colliers Research.

U.S. Office Market Q2 2025

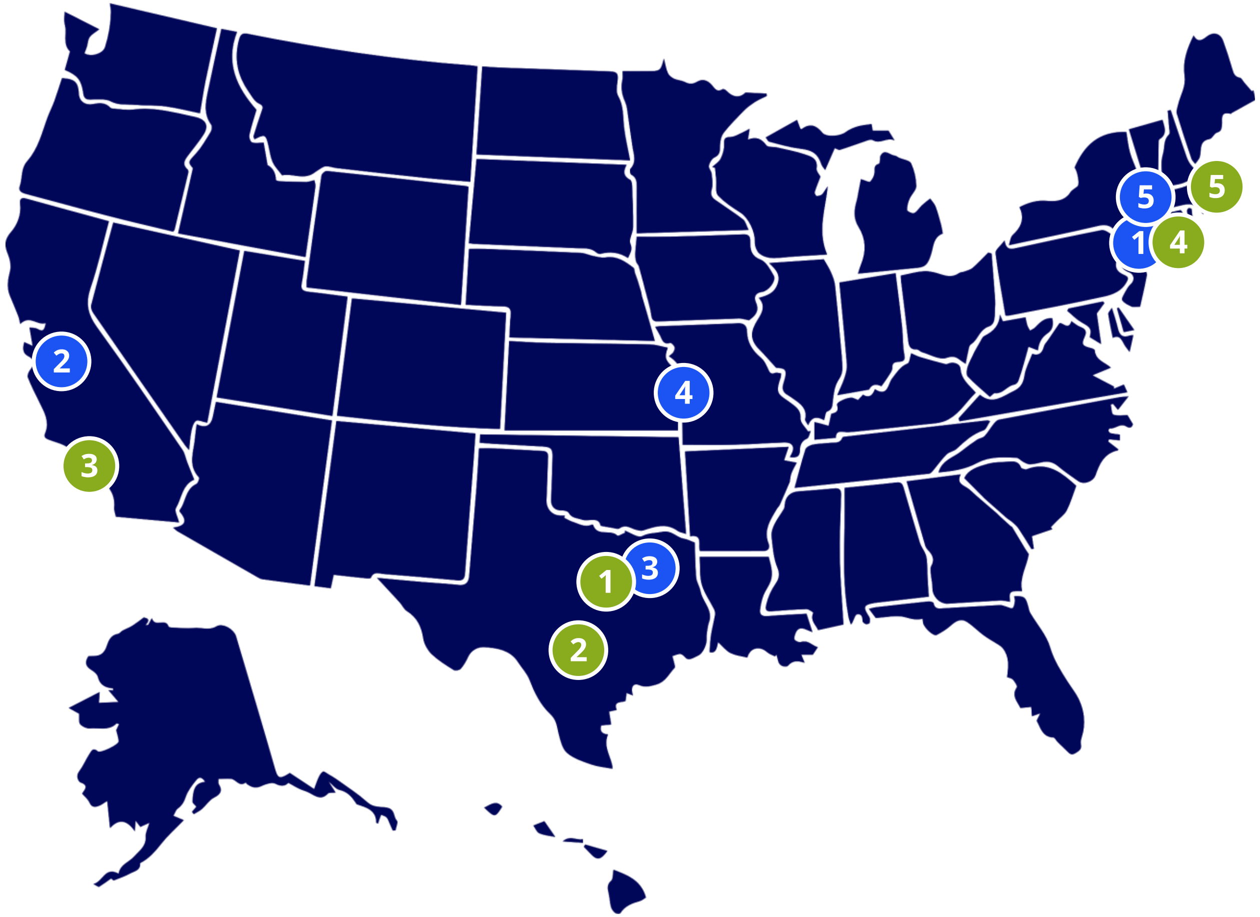
Top Growth U.S. Office Markets

Q2 2025 TTM Net Absorption

1	Manhattan	14,673,066 SF
2	Silicon Valley	2,151,219 SF
3	Dallas-Ft. Worth	1,658,791 SF
4	Kansas City	1,342,686 SF
5	NYC Northern Suburbs	1,160,139 SF

Q2 2025 Under Construction

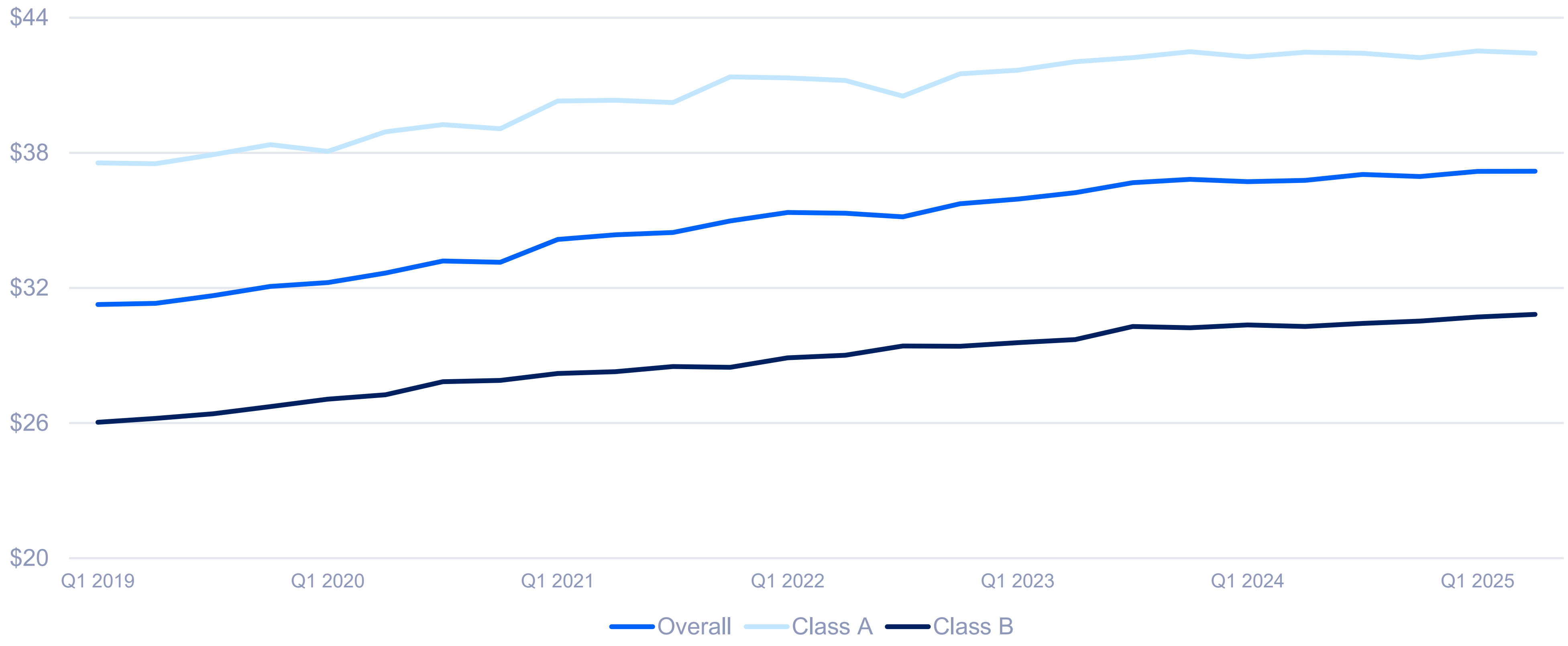
1	Dallas	4,009,514 SF
2	Austin	2,473,325 SF
3	Los Angeles	2,328,979 SF
4	Manhattan	1,710,000 SF
5	Boston	1,668,000 SF



Source: Colliers Research.

U.S. Office Market: Q2 2025

Asking Rents Show Slowing Rate of Growth



Source: Colliers

Market Overview

U.S. Industrial

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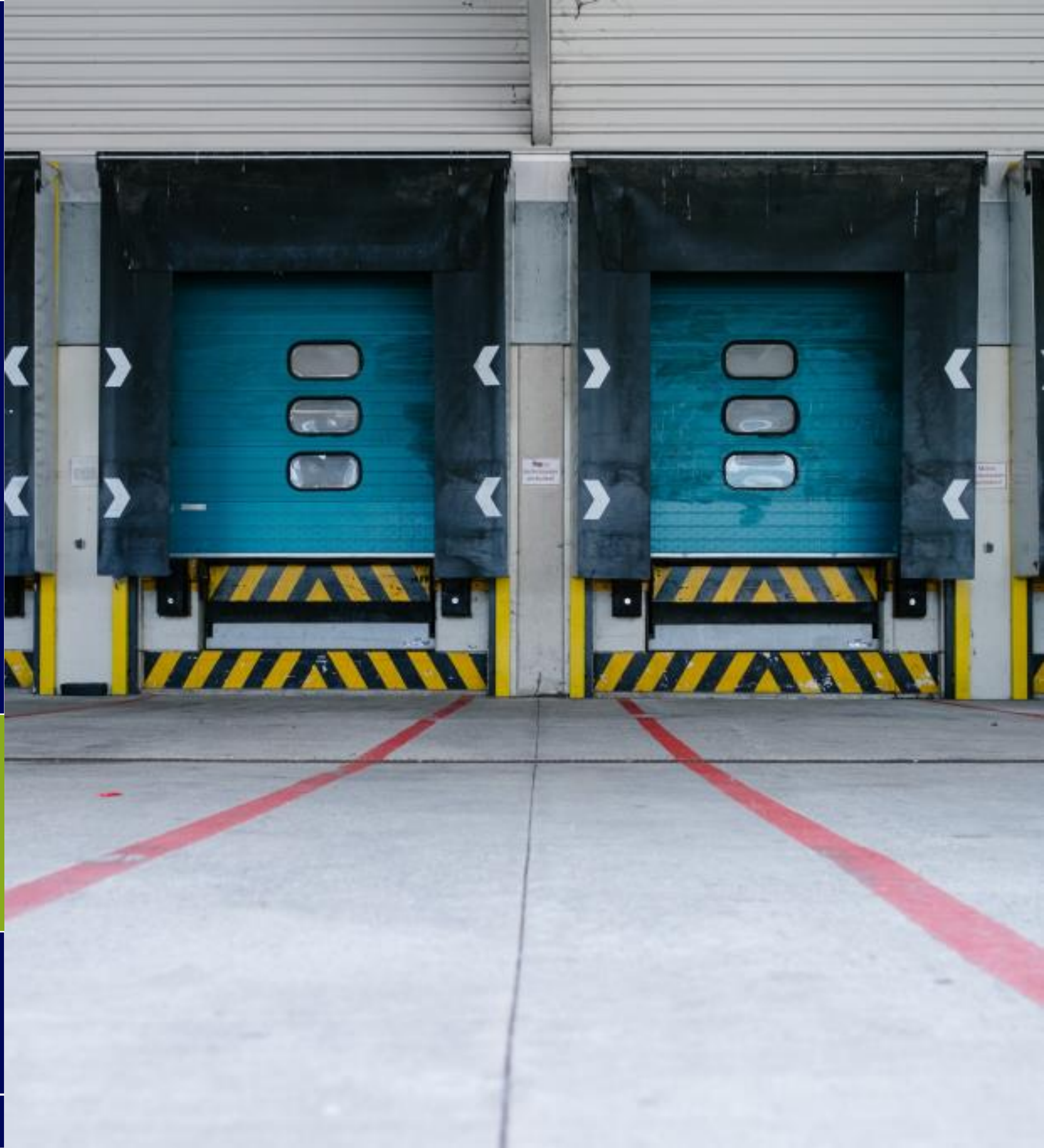
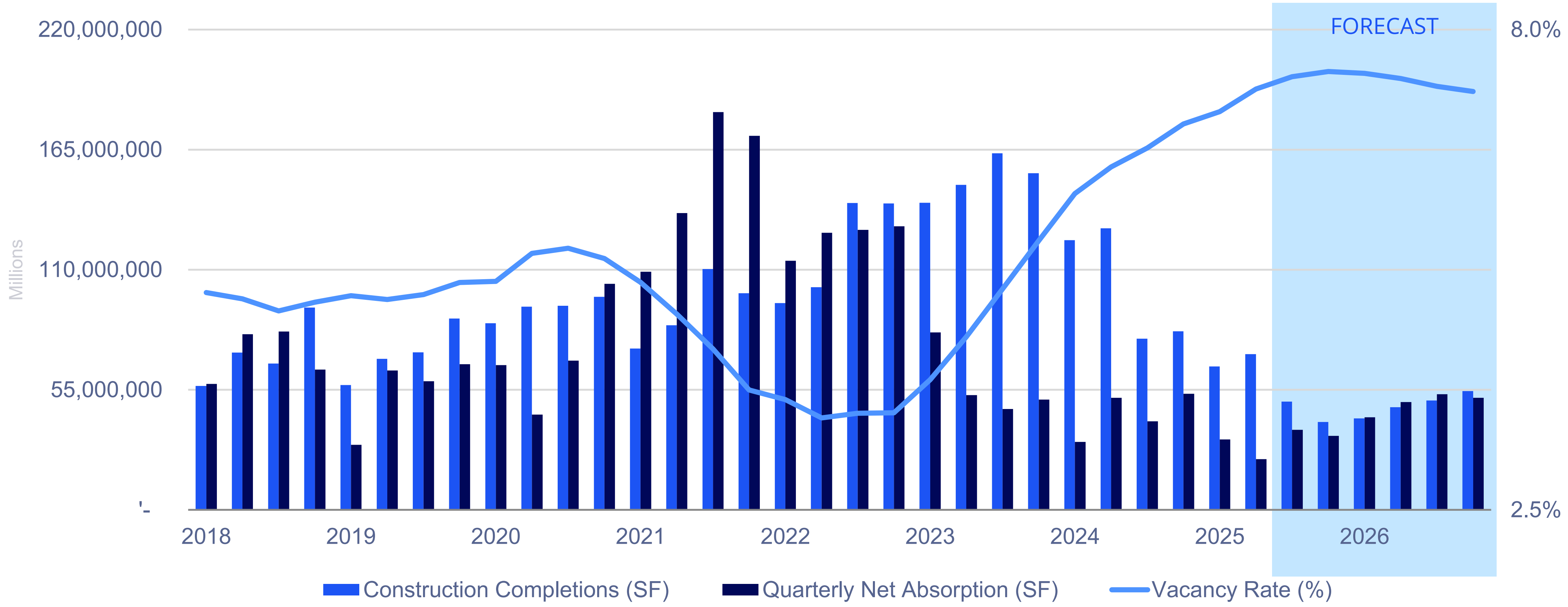


U.S. Industrial Market: Q2 2025

Vacancy to peak as supply-demand balance returns



Source: Colliers

U.S. Industrial Market: Q2 2025

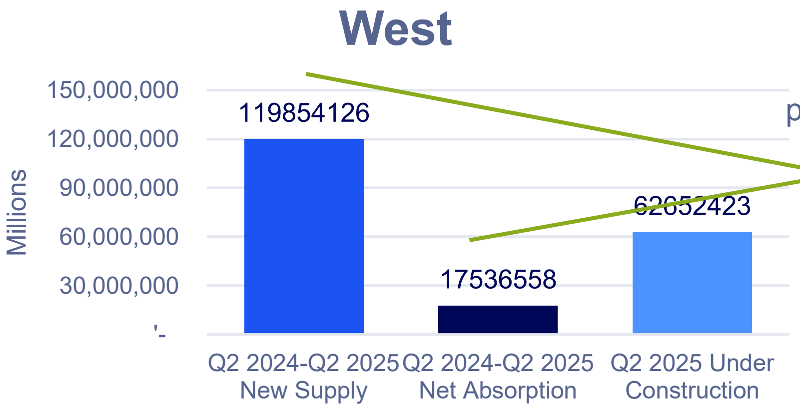
Vacancy up in all regions, but climbing slower

7.5% ↑ 132 bps YOY	5.4% ↑ 11 bps YOY	8.6% ↑ 91 bps YOY	7.8% ↑ 160 bps YOY
West	**Midwest**	**South**	**Northeast**

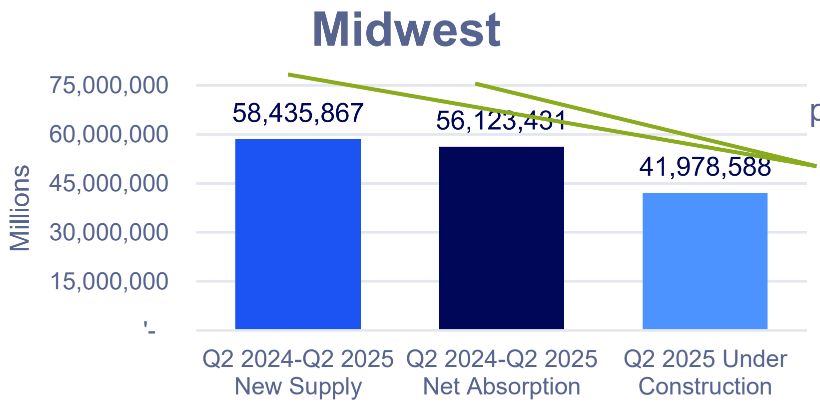
6.8%	12.8%	4.7%	9.3%	7.0%	9.6%	8.6%
Inland Empire	Phoenix	Chicago	Dallas-Fort Worth	Houston	Atlanta	Philadelphia
↑ 26 bps YOY	↑ 272 bps YOY	↓ 17 bps YOY	↓ 34 bps YOY	↓ 36 bps YOY	↑ 173 bps YOY	↑ 167 bps YOY

U.S. Industrial Market: Q2 2025

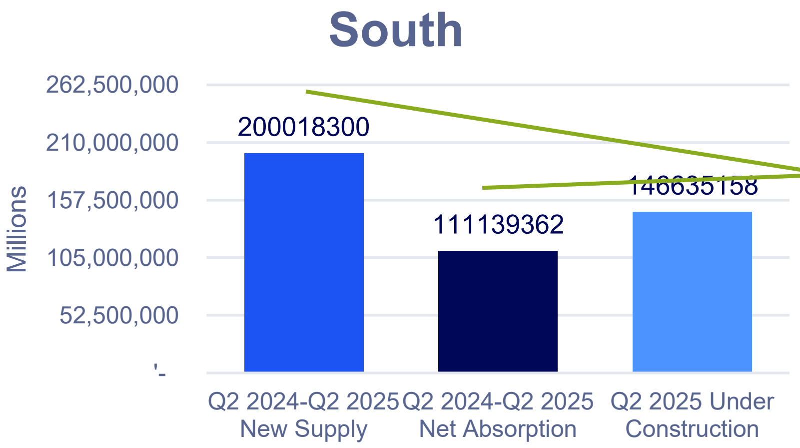
Midwest region is closest to supply-demand balance



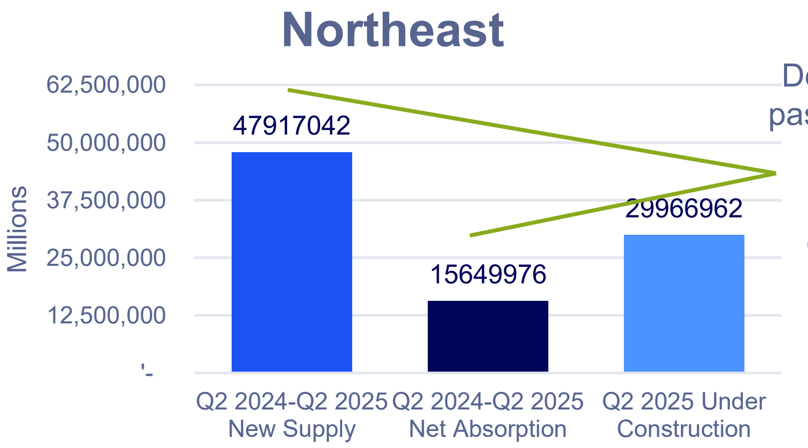
Demand over the past year has been 15% of new supply



Demand over the past year has been 96% of new supply



Demand over the past year has been 56% of new supply

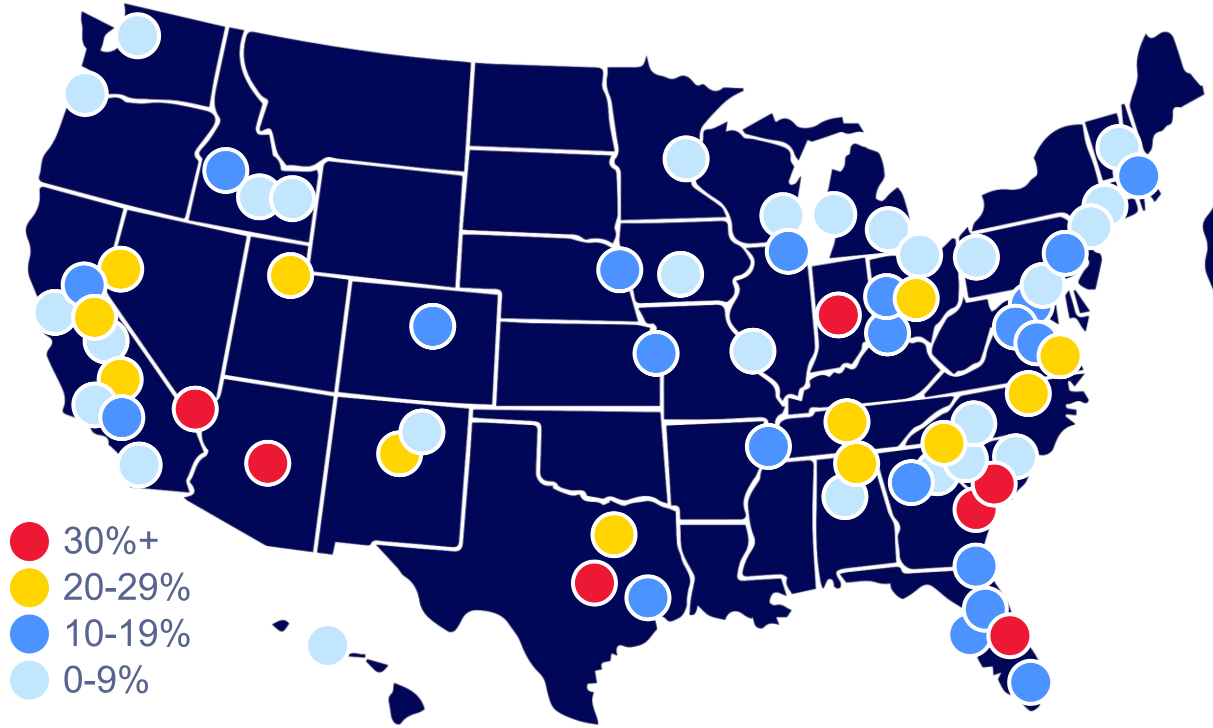


Demand over the past year has been 33% of new supply

Source: Colliers

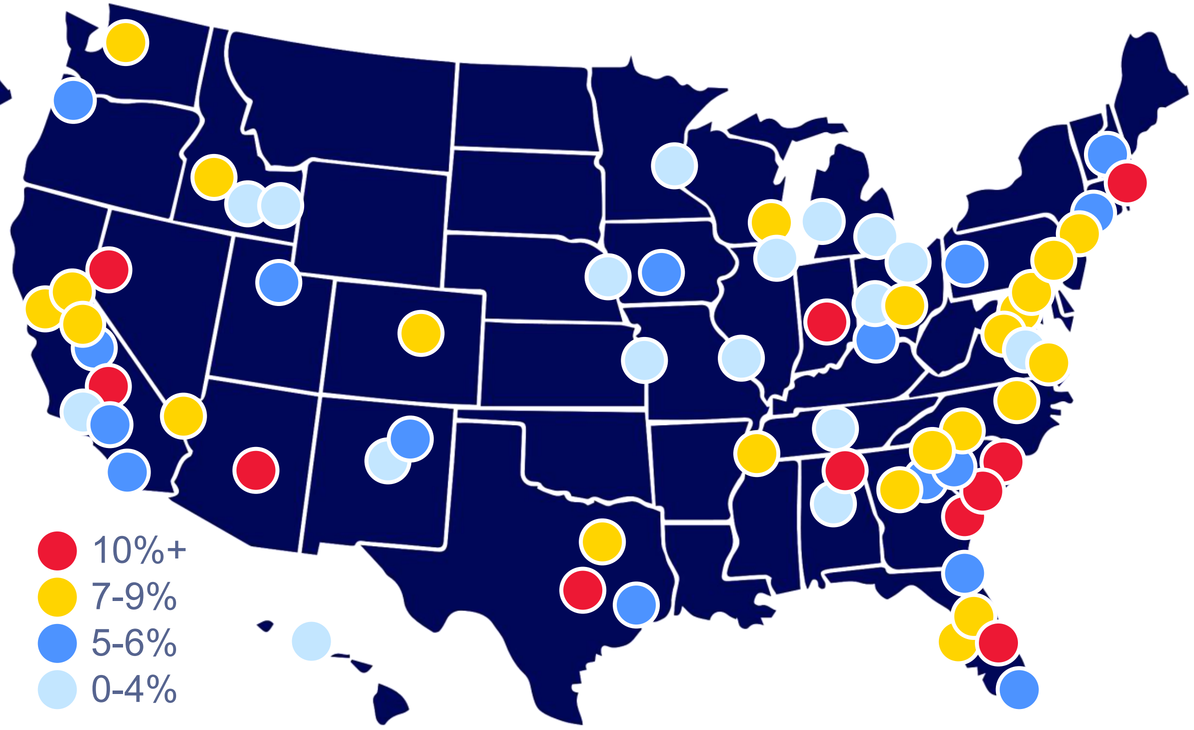
U.S. Industrial Market: Q2 2025

Vacancy highest in markets that have grown fastest



2020-2025 Inventory Growth (%)

1 Savannah (+81%)
2 Austin (+60%)
3 Charleston (+53%)
4 Phoenix (+40%)
5 Las Vegas (+36%)



25Q1 Vacancy Rate

1 Charleston (21.5%)
2 Austin (18.6%)
3 Treasure Coast, FL (13.8%)
4 Phoenix (12.8%)
5 Boston (12.0%)

Source: Colliers

Market Overview

U.S. Retail

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U.S. Retail Market Overview

Q2 2025 Stats

Vacancy Rate

4.3%

Under Construction

47.9 million

Net Absorption

-6.4 million

Average Asking Rental Rate

$25.46 NNN

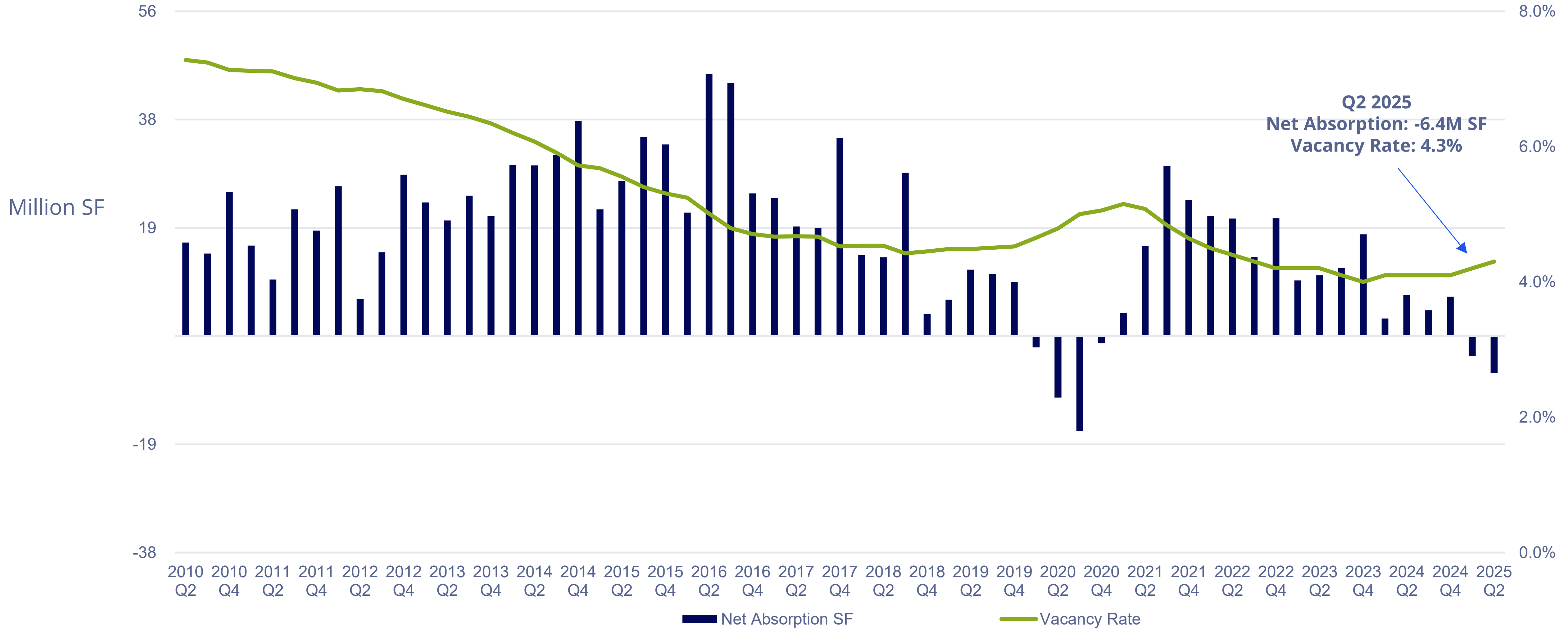
Deliveries

6.0 million

Source: Costar Analytics

U.S. Retail Market Overview

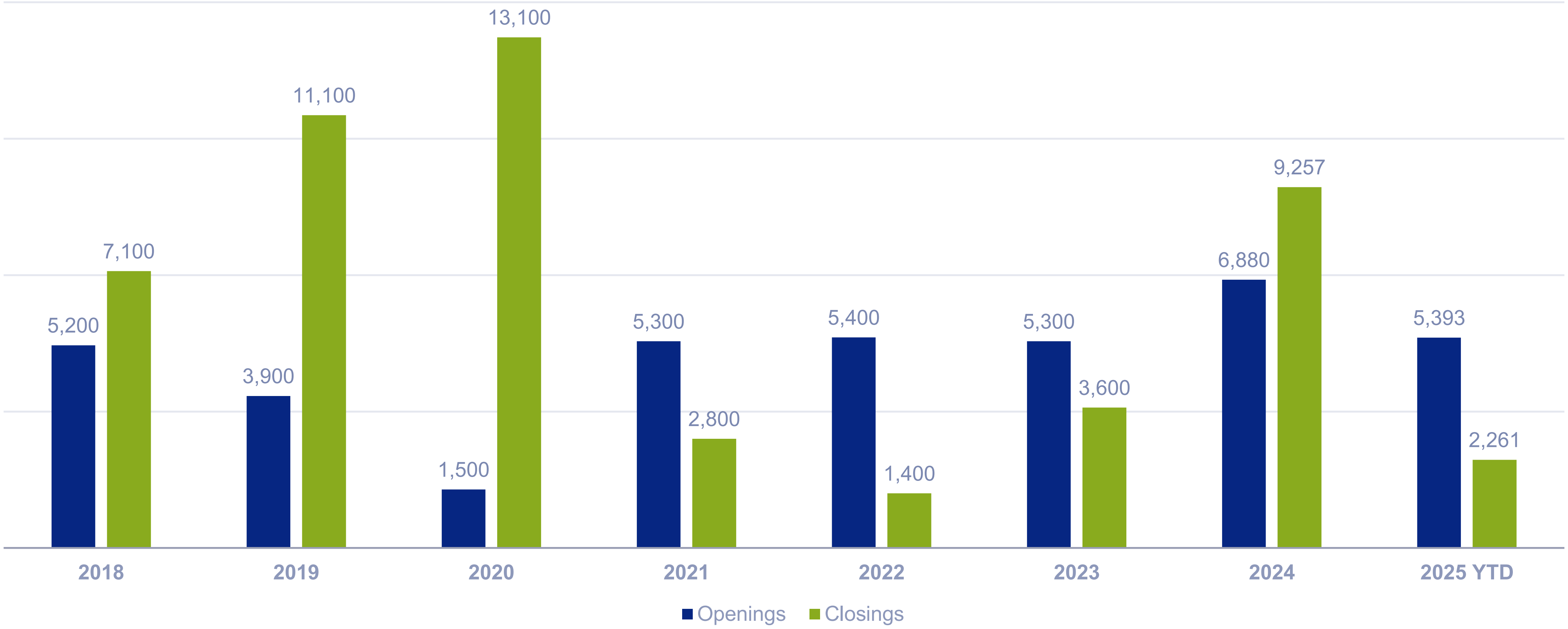
Retail Vacancy Edges Up



Sources: Colliers, CoStar

Retail Fundamentals

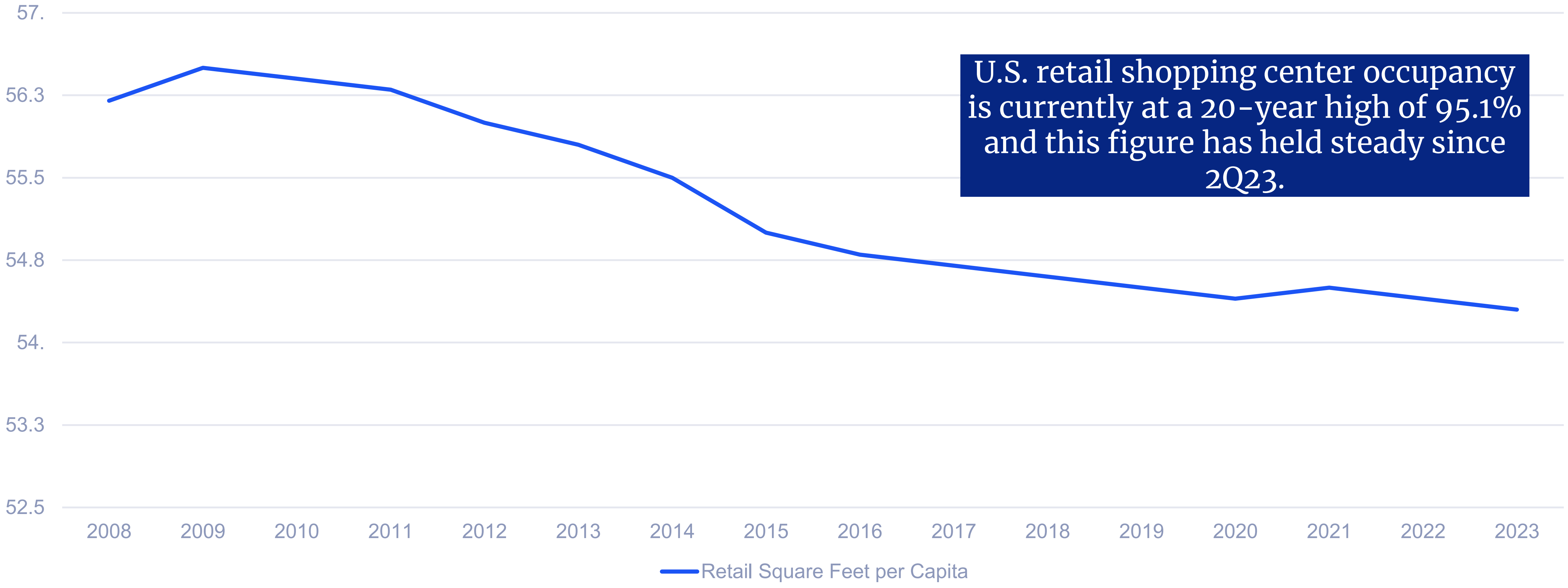
Store Closures Outpaced Openings in 2024



Source: PNC Market Research; ICSC Market Research

Retail Fundamentals

Retail Space per Capita Declines



Source: CoStar

Note: Includes CoStar's Retail National Index Markets

Thank You

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