4Q24

United States Office Leasing House View

Market Observations

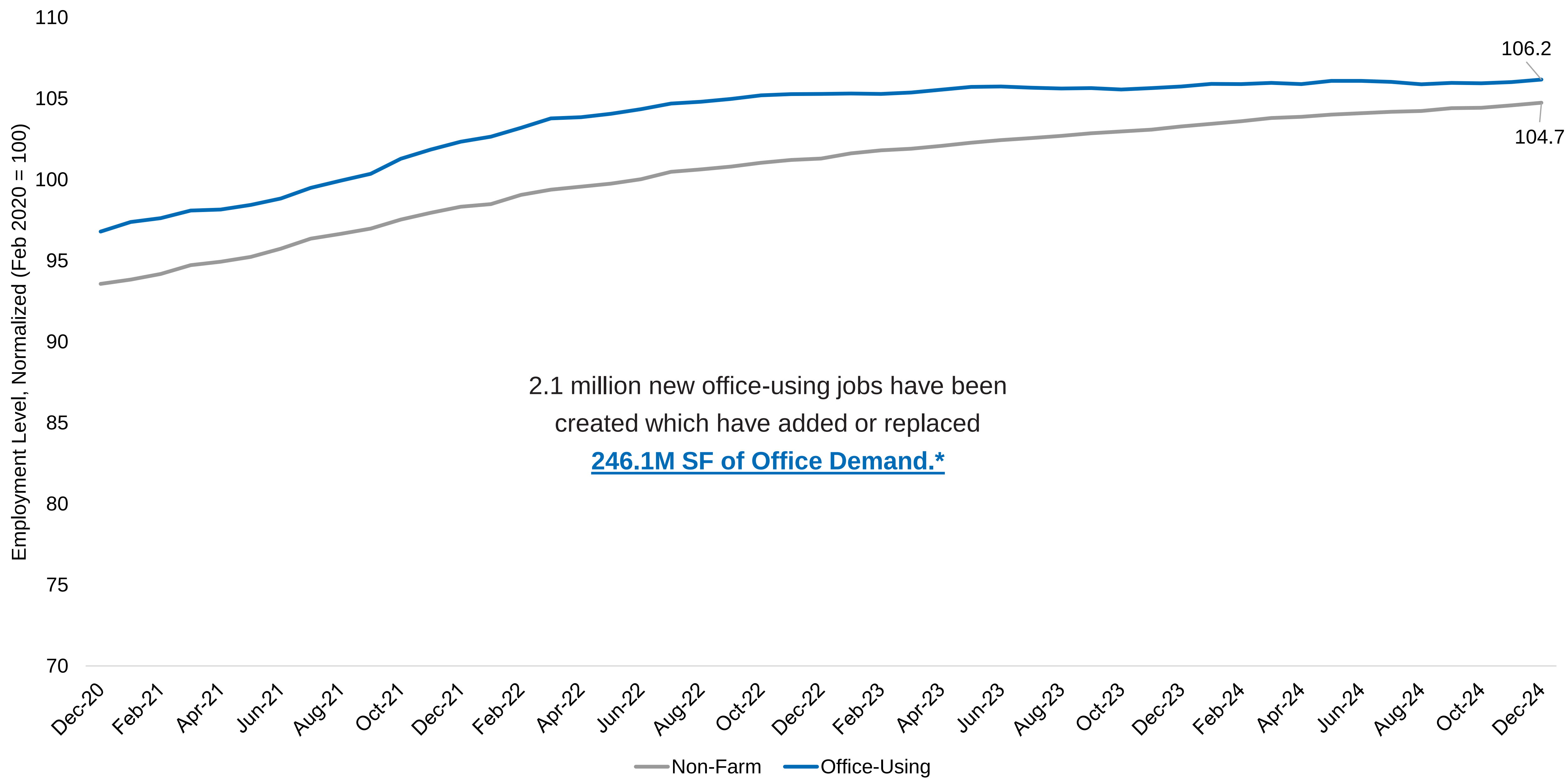
- **Labor Markets:** Since February 2020, new office-using jobs have generated an estimated 246.1 million SF of office demand, partially offsetting the impact of hybrid work on overall demand. However, sustained job growth is crucial for a full recovery in office markets. While office-using employment continues to expand, it has lagged behind overall employment growth since 2023, largely due to underperformance in the tech sector. Among the top 50 office markets, 19 recorded increases in office-using employment over the past six months, with 16 of these markets showing faster job growth compared to the previous six-month period.
- **Hybrid Work Transition:** Slower job growth heightens the vulnerability of office markets to demand shifts driven by hybrid work. Newmark estimates that 49% of pre-pandemic leases remain unrenewed, including 1.4 billion SF scheduled for renewal between 2025 and 2027. Additionally, the average lease size has contracted by 11.0% compared to pre-pandemic levels, indicating potential further reductions in office demand. However, Newmark's tenants in the market data suggest that 80% of tenants are not planning to reduce their footprints upon their upcoming lease expiry. Accordingly, the outlook is at once less dire but also suggests a slow pace of recovery.
- **National Trends**: After 18 consecutive quarters of net losses, national office occupancy posted a +5.3 million SF improvement in the fourth quarter of 2024, with 37 of 60 tracked markets experiencing quarter-over-quarter gains in net absorption. Leasing activity increased in approximately half of the tracked markets, with national leasing accelerating to 1.1% of inventory, up slightly from the prior year's quarterly average of 1.0%. National vacancy held relatively steady quarter-over-quarter but increased 80 basis points year-over-year to 20.3%. The construction pipeline contracted to 33.7 million SF—down more than 21.8 million SF from the fourth quarter of 2023. The trophy segment of the market is set to become tighter and tighter, which should support rent growth first in trophy and then potentially in the next tier of building quality and location.
- **Regional Trends**: The East and West regions led the occupancy gains in the fourth quarter of 2024, with standout improvements in New York City (+1.8 MSF), Washington, D.C. (+1.6 MSF), and Silicon Valley (+796,787 SF). Conversely, the Central and South regions recorded a combined net loss of 1.1 MSF during the quarter. With leasing activity on the rise—particularly within higher-tier properties—net absorption trends are improving across most regions and market sizes. The South region accounts for 40% of the under-construction inventory, with much of this product slated for completion by the end of 2025.
- **Rent Trends:** Asking rents rose 0.8% year-over-year in the fourth quarter of 2024, with notable gains in major markets (+2.4% YoY) and Central markets (+1.9%). However, elevated concessions continue to weigh on effective rents. Tenant improvement (TI) allowances now average 66.7% higher than pre-pandemic levels across leading office markets. One interpretation of flat nominal rents is that a portion of the market adjustment has been achieve via inflation. PPI-deflated office rents are down 5.3% since 4Q18.
- **Class Conundrum:** Class performance remains more complex than the commonly cited flight-to-quality narrative suggests. In CBD markets, higher-quality office product has driven performance since the first quarter of 2020. Availability rates for Class A offices align closely with those of Class B, though post-2019 Class A developments have significantly lower availability. Class B asking rents have shown notable growth since early 2020, while Class A rents have stayed relatively stable, with post-2019 construction rents falling in between. Outside CBDs, non-CBD properties have generally outperformed their CBD counterparts. Surprisingly, Class B suburban properties have maintained lower availability than Class A properties in both CBD and non-CBD areas. Availability rates for Class B properties are on par with new CBD construction and significantly lower than new non-CBD construction. Non-CBD segments have experienced robust asking rent growth, with Class A properties leading gains. On a rent-per-available-foot basis, CBD post-2019 construction continues to outperform all other segments.

Demand Drivers

Office Employment Outpaces Broader Labor Recovery

National nonfarm employment returned to pre-pandemic levels in June 2022 and has grown by 22.3% since the pandemic low in April 2020. Office-using employment experienced less disruption during the pandemic and has steadily recovered, currently standing 2.1 million jobs above pre-pandemic levels—though growth has plateaued since August 2022. This is significant, as net-new jobs can help offset the negative demand effects of remote work.

Employment Recovery Comparison – Normalized to February 2020

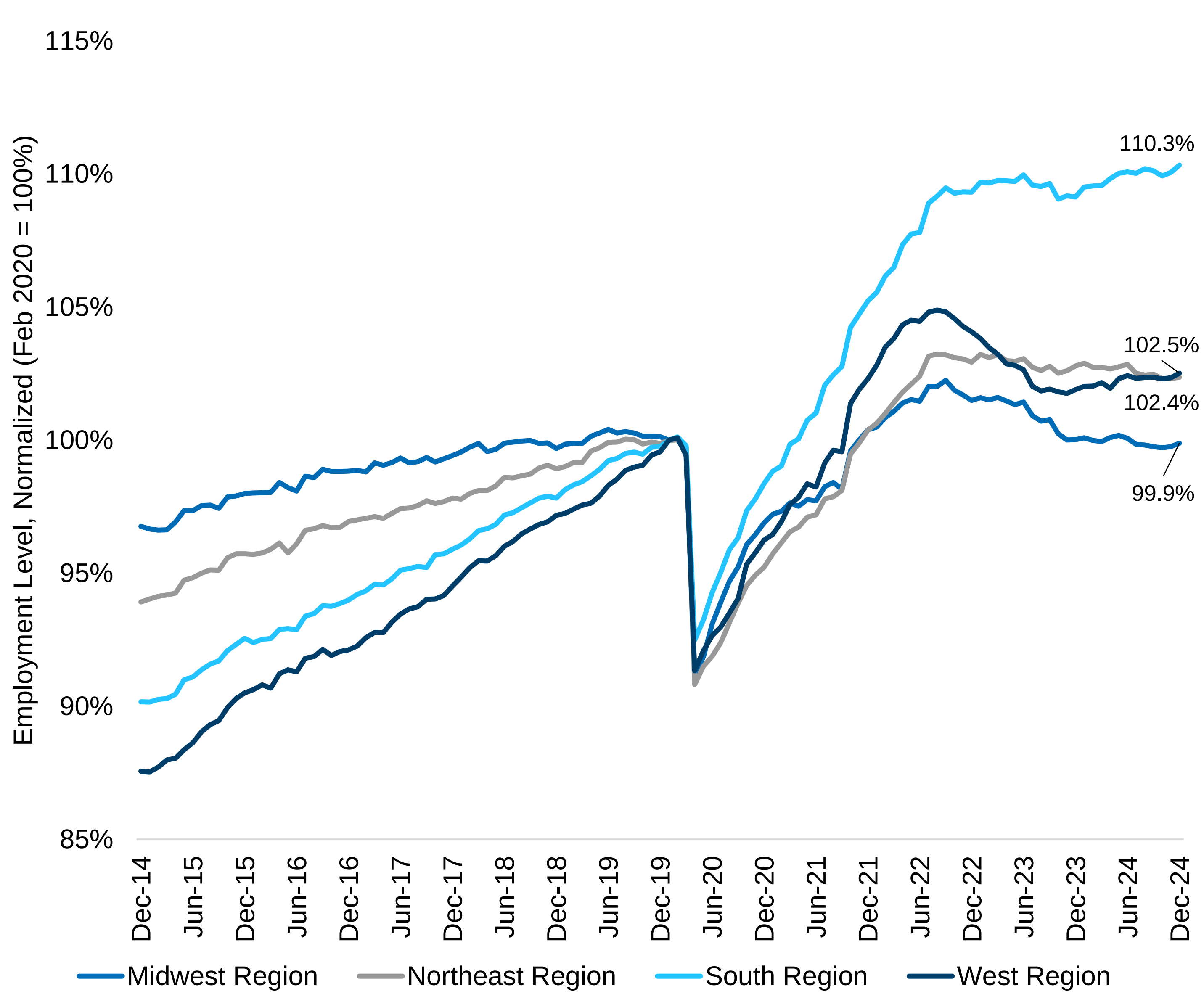


Sources: U.S. Bureau of Labor Statistics, Newmark Research as of 1/21/2025
Seasonally Adjusted
*Assumes estimate of around 120 SF per new office-using job

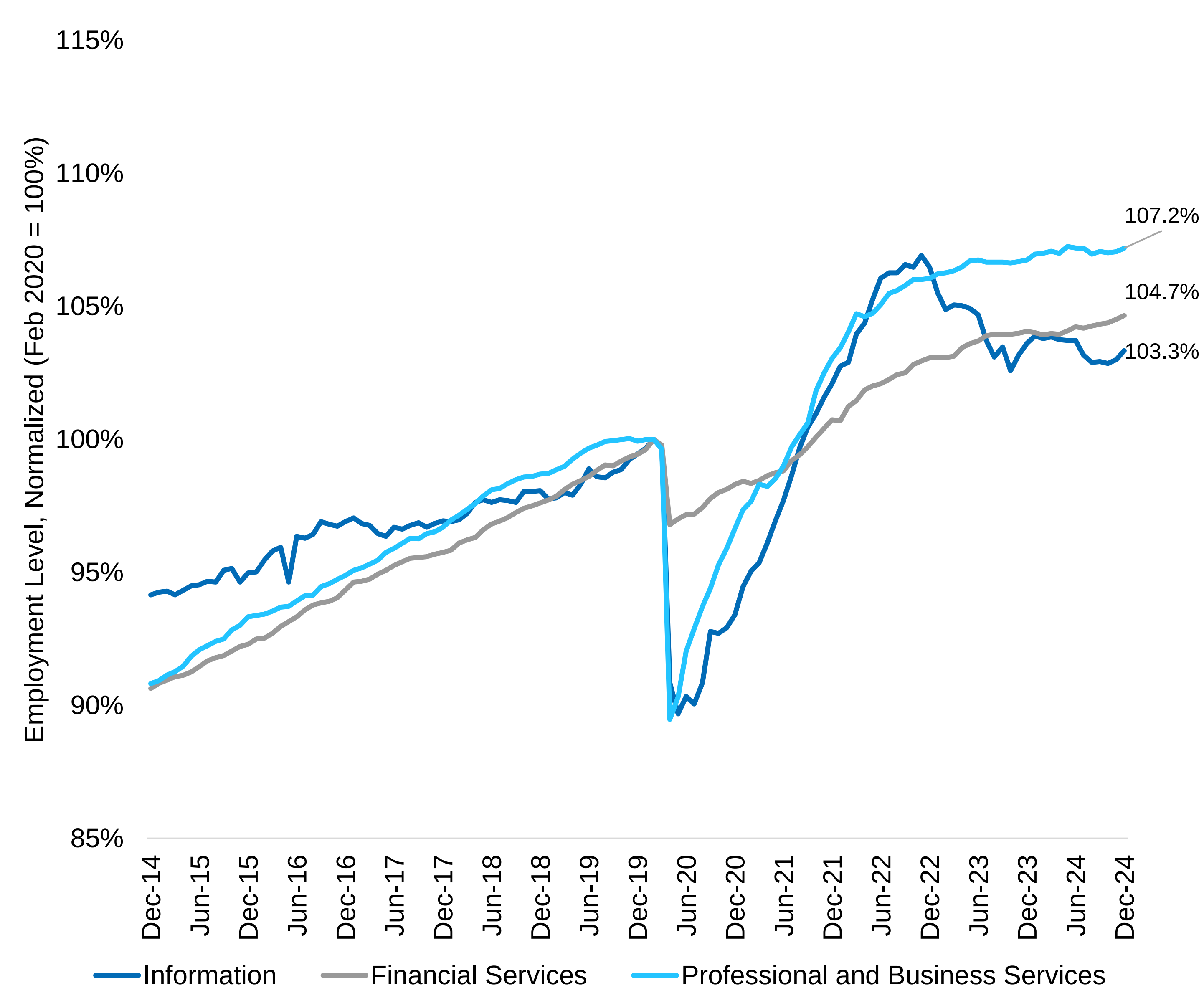
Office-Using Employment Growing Moderately, Led by Southern Region

Employment across office-using industries has surpassed pre-pandemic levels. The recovery in professional and business services has been particularly strong, with employment 7.2% higher than February 2020 levels. Broad gains across office-using sectors have collectively driven a 6.2% increase in employment since February 2020. Although the information sector (a proxy for technology) experienced steep declines from November 2022 to October 2023, it has since returned to growth, despite minor losses in August 2024. The South region has led the post-pandemic office recovery, significantly outpacing all other regions across every industry category.

Employment by Census Region



Employment by Industry

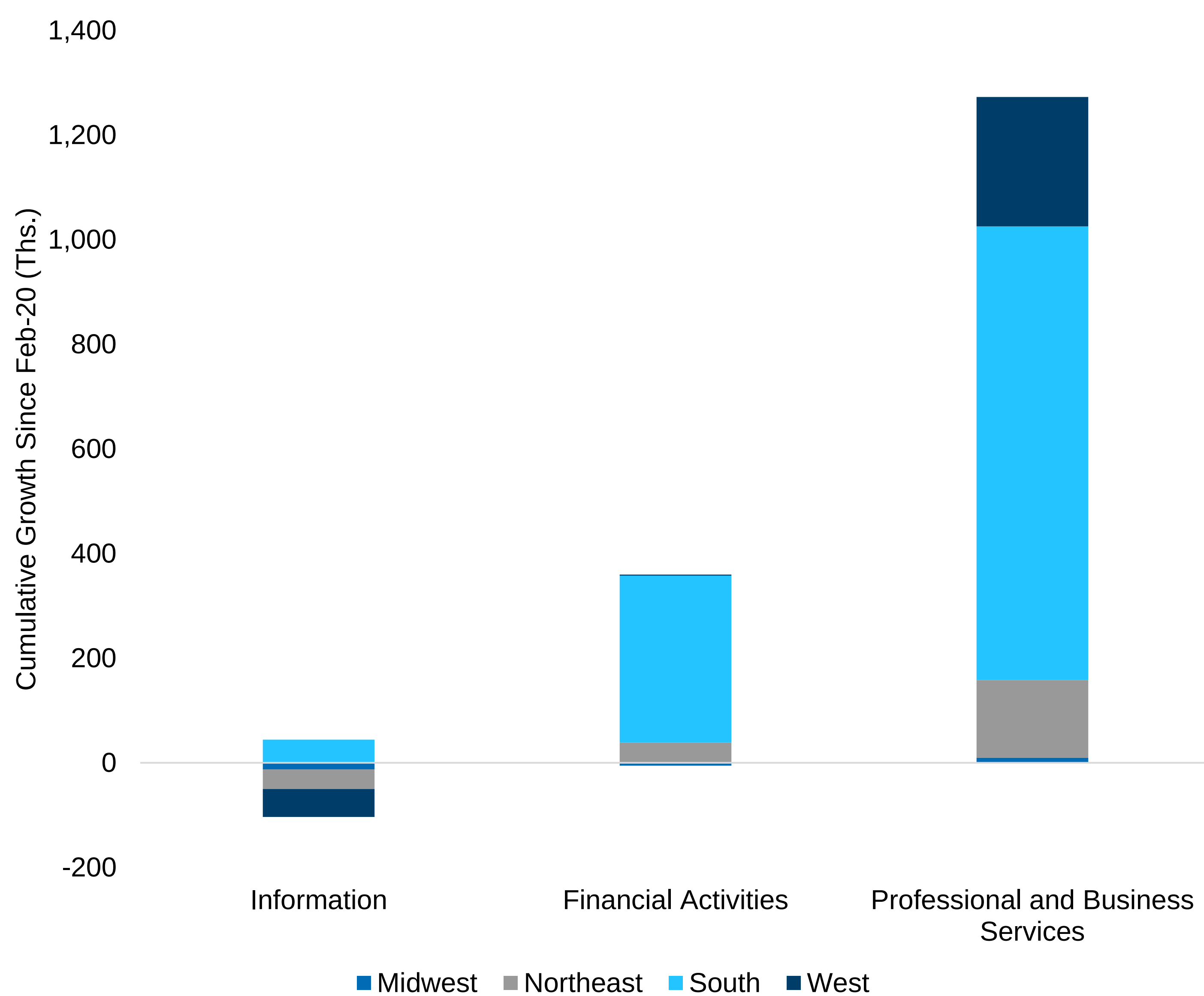


Sources: Moody's Analytics United States Department of Labor, Newmark Research as of 1/30/2025

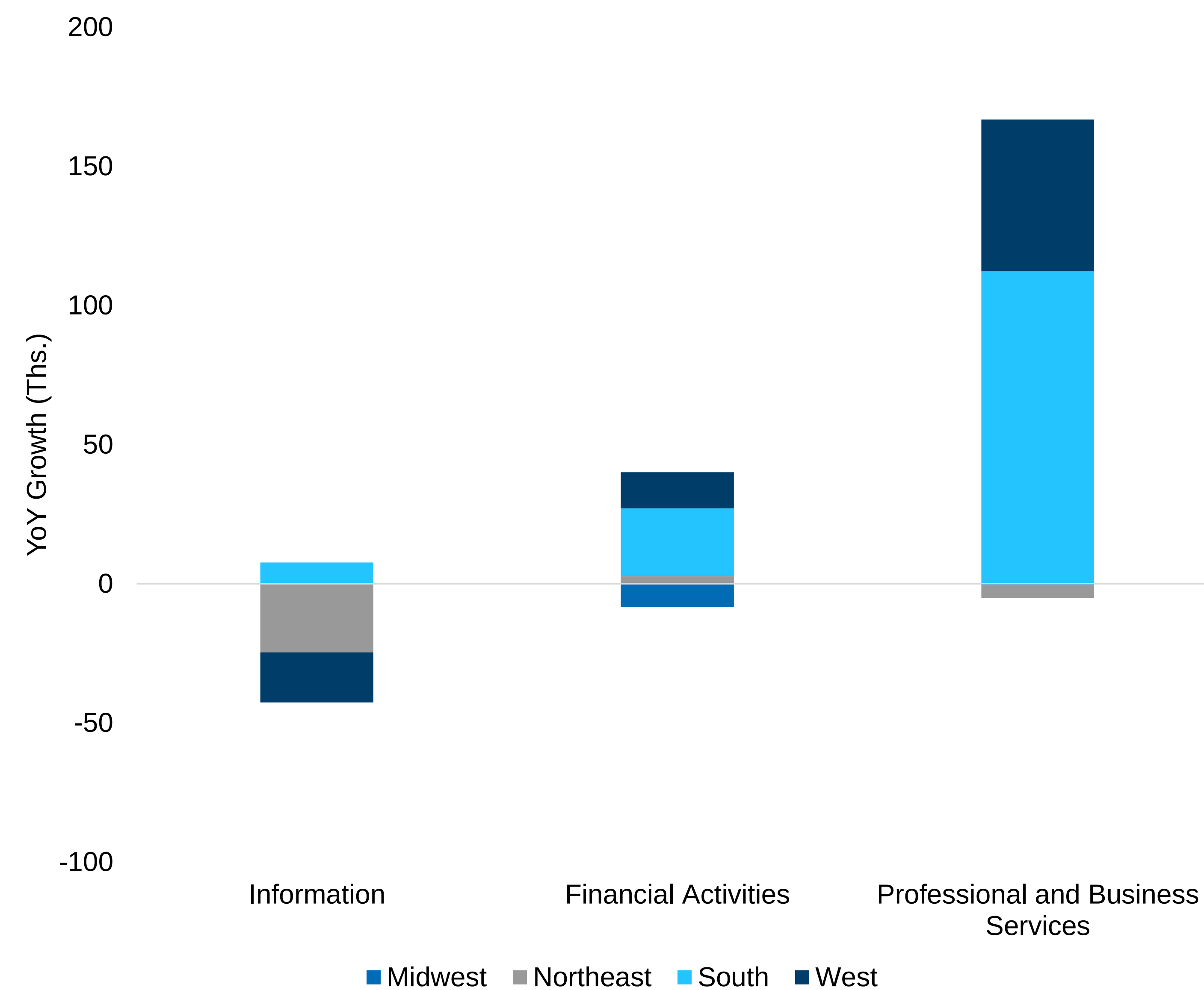
Professional & Business Services Lead Job Creation

Professional and business services have recorded the strongest employment gains, with 162,000 jobs added in these sectors over the past 12 months and nearly 1.3 million jobs added since February 2020—outpacing the combined total of other office-using industries. The South region has been the primary driver of this growth and recovery.

Cumulative Employment Growth Since February 2020



YoY Net Employment Growth

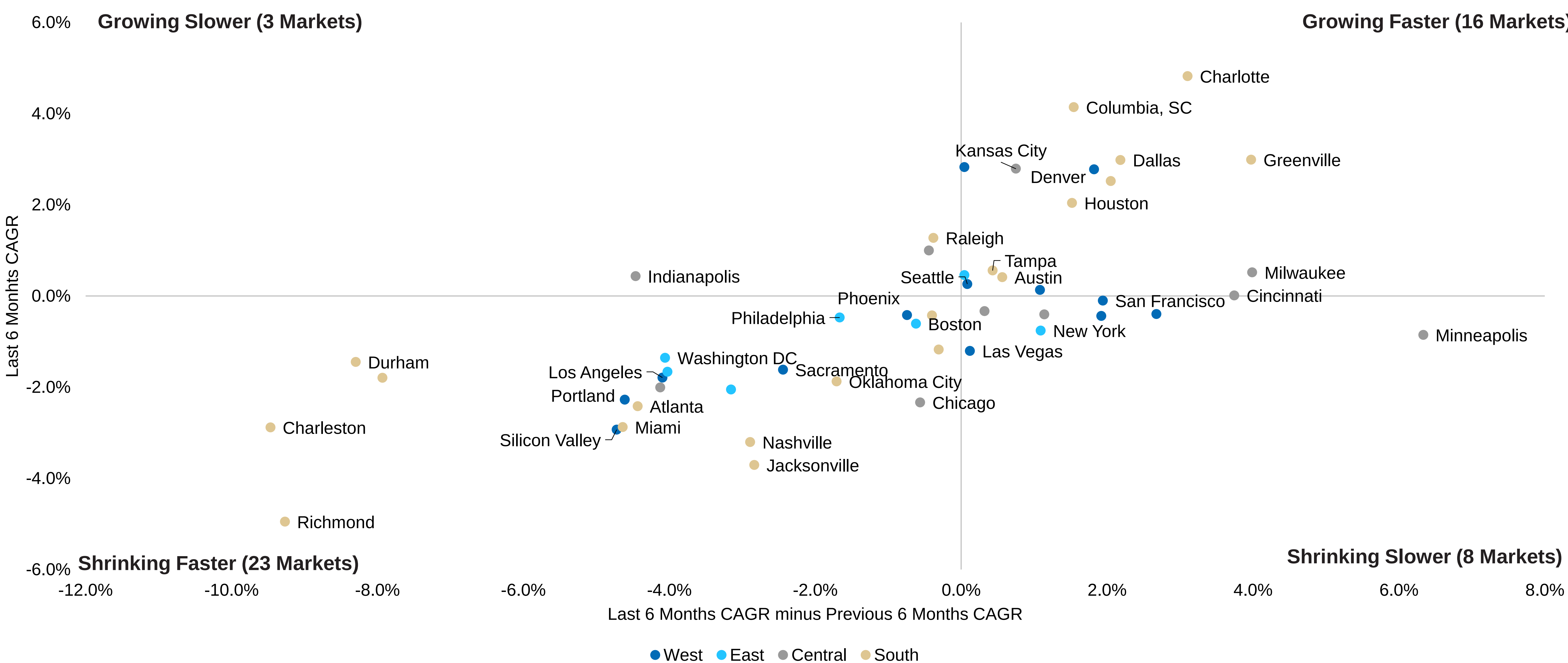


Sources: Moody's Analytics United States Department of Labor, Newmark Research as of 2/5/2025

Office-Using Employment Growth Decelerating In Most Markets

The employment situation entering the first quarter of 2025 has weakened compared to early 2024: 16 markets experienced accelerated job growth over the previous six-month period, while 23 markets, distributed fairly evenly across the country, recorded steeper negative growth.

Last 6 Months CAGR vs. 1H-2H2024 Acceleration

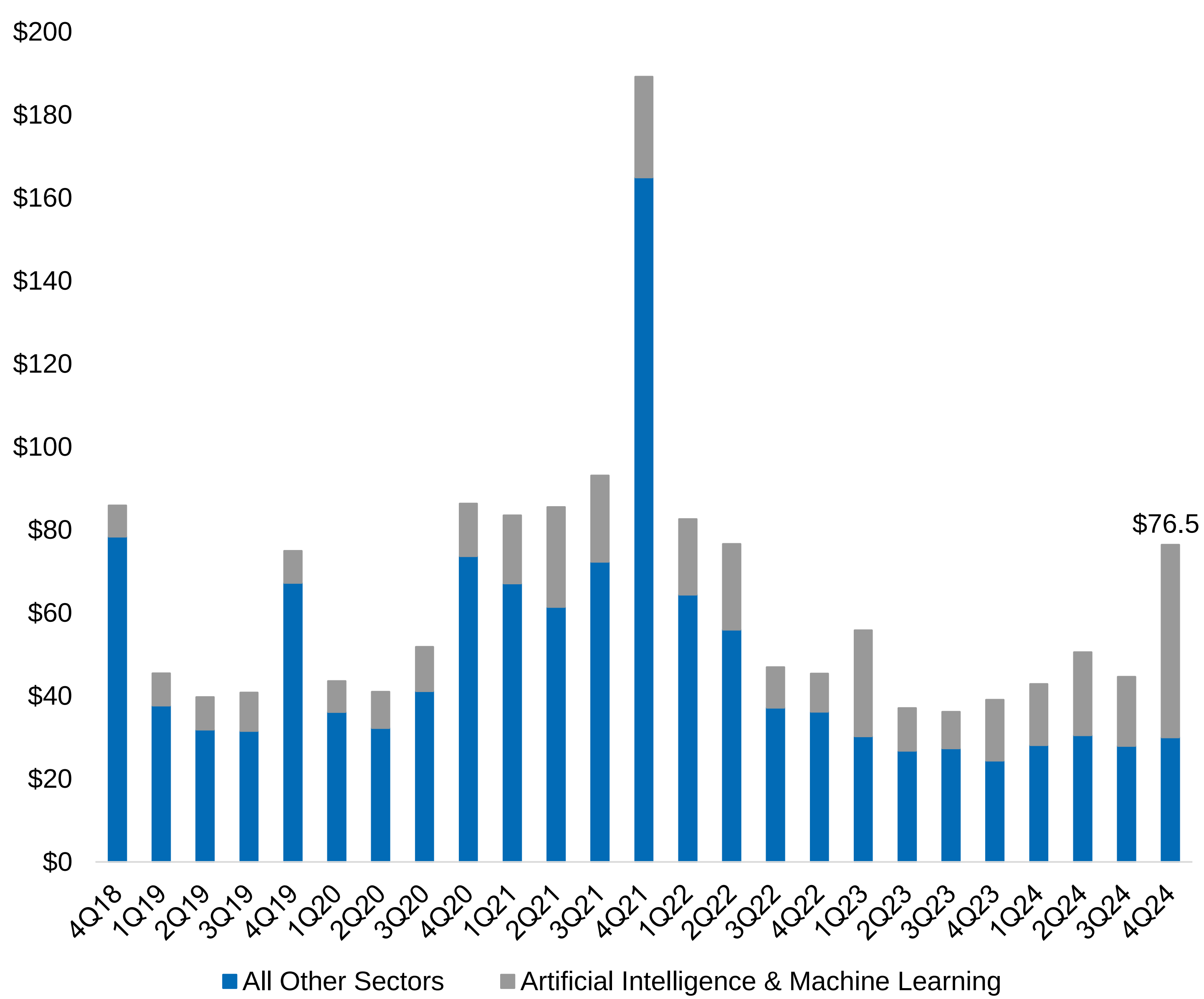


Source: Bureau of Labor Statistics, Newmark Research as of 1/9/2025

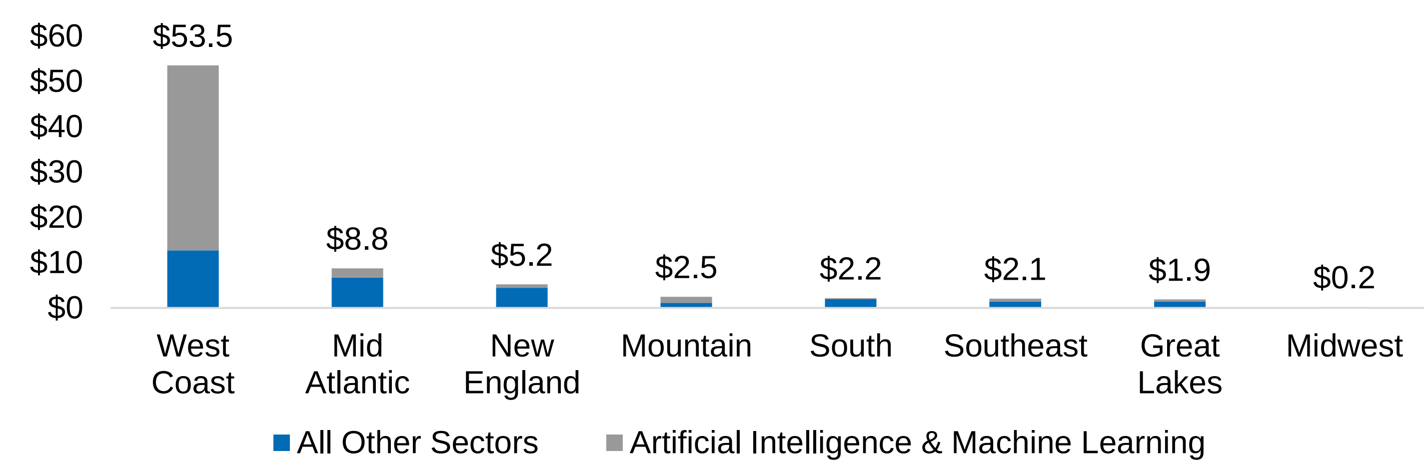
AI Financing Dominates Venture Capital Activity

Venture capital funding broadly expanded in the fourth quarter, driven by activity in the artificial intelligence and machine learning industry vertical*. Companies in this segment accounted for 60.7% of all financing during the quarter, primarily concentrated in the West Coast region, particularly the San Francisco Bay Area. While the largest funds are expected to face the most significant drop in activity, substantial dry powder should continue to support investments by smaller funds.

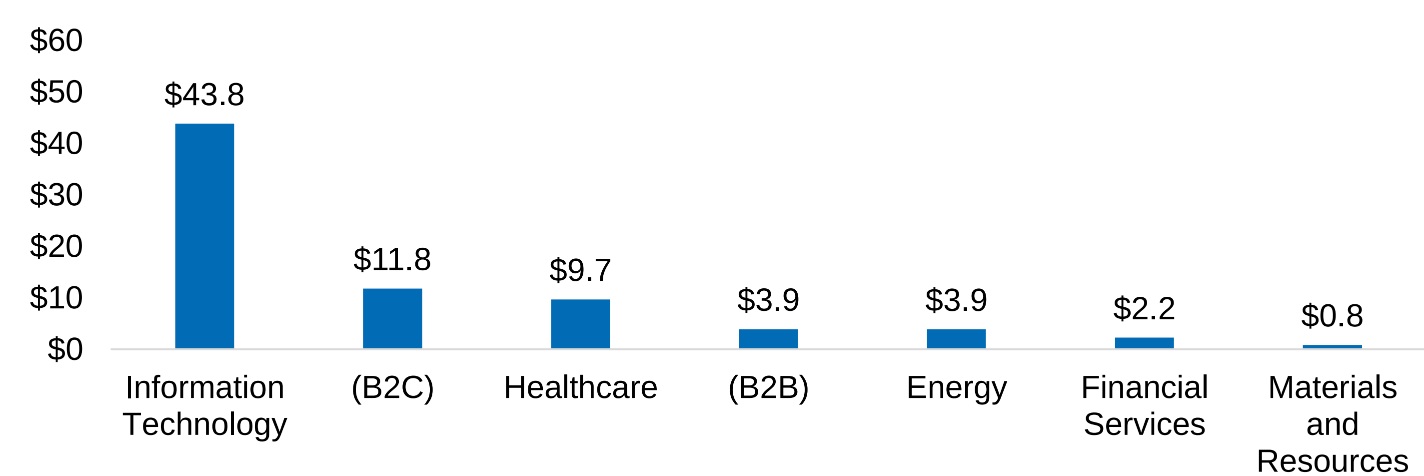
Venture Capital Deal Value ($ billions)



4Q24 VC Funding by Region ($ billions)



4Q24 VC Funding by Industry Sector ($ billions)



Sources: PitchBook, Newmark Research as of 1/21/2025

*Pitchbook defines an "industry vertical" as: "*An industry vertical is a specific element of a company which isn't accurately captured by industry focus. Verticals are created for common investment focus areas that include companies that exist across multiple industries.*"

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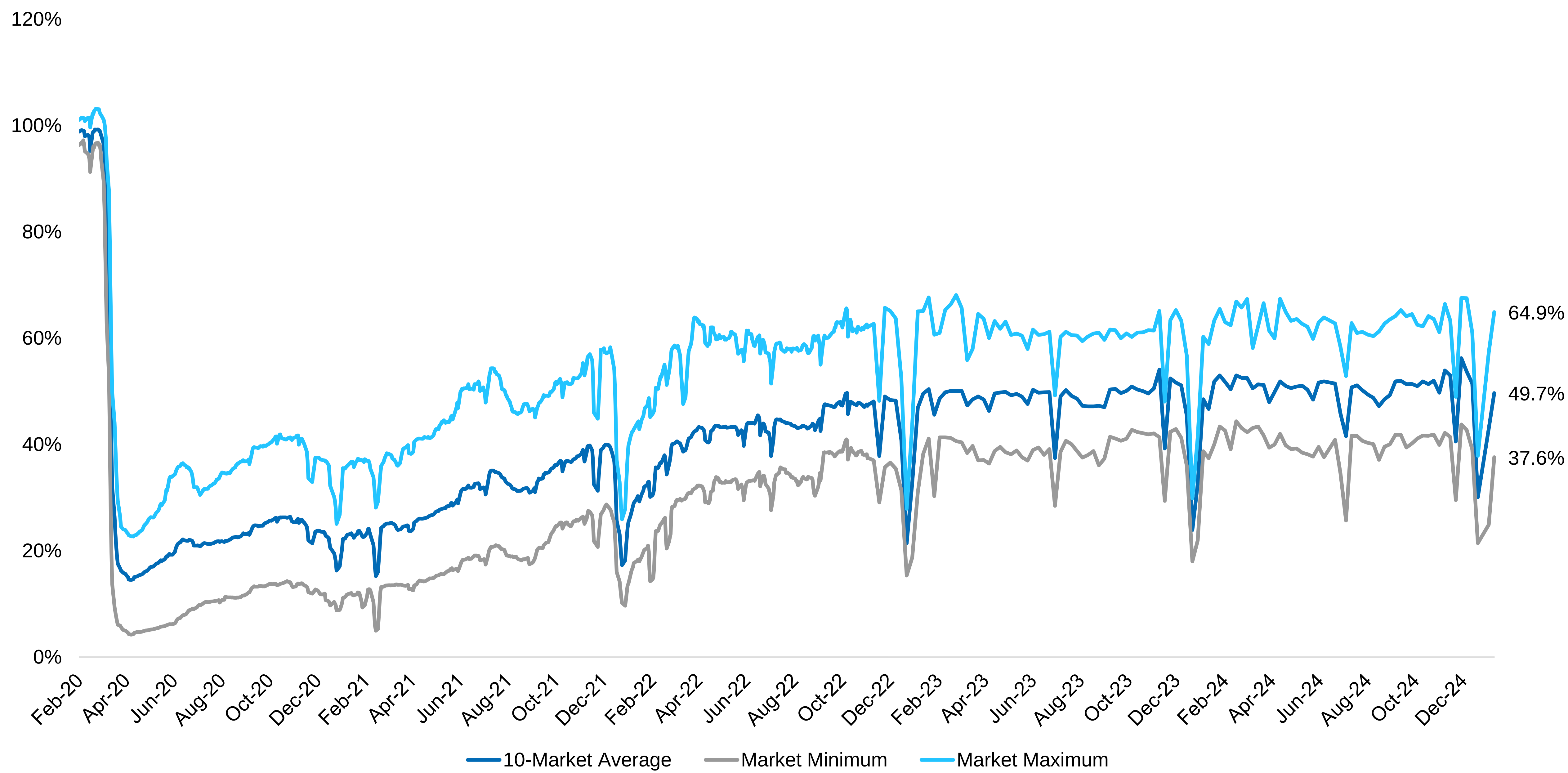
Return To Office Has Stabilized

Kastle Systems data shows that office occupancy remained relatively stable throughout the fourth quarter of 2024, excluding the brief but expected drop during the holiday season. The 10-market average hit a post-pandemic high of 54.1% in mid-November 2023 before slightly declining, settling at 49.7% as of January 2025. Significant variation in daily office attendance indicates peak attendance may have reached as high as 70%, with some markets approaching 80% in areas with the strongest return-to-office trends.

Kastle Systems Daily Office Physical Occupancy Index – 5-Day Trailing Average (Baseline = February 2020)



Source: Kastle Systems, Newmark Research as of 1/21/2025

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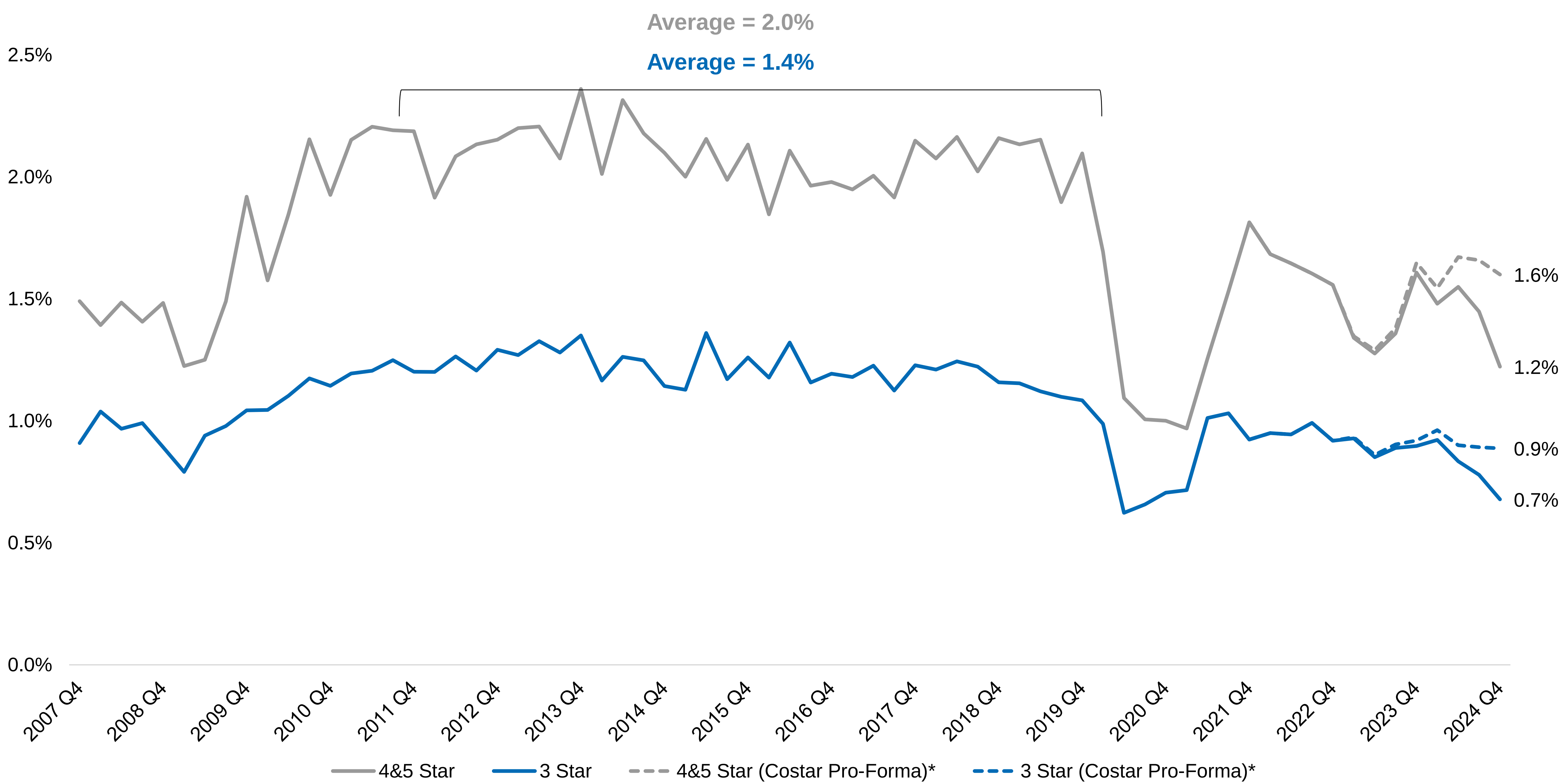
Leasing Market

Estimated Office Leasing Stable in 4Q24; Settling into New Steady State (?)

Higher-quality buildings continued to outperform the overall market, driving a larger share of leasing activity in the fourth quarter of 2024. Despite representing just 33.7% of total inventory, four- and five-star buildings accounted for 50.6% of leasing activity during the quarter.

Leasing Activity as a Share of Inventory



Source: CoStar, Newmark Research as of 1/21/2025
*CoStar pro-forma based on proprietary internal formula that estimates remaining leases not captured based on analysis of historical leasing trends.

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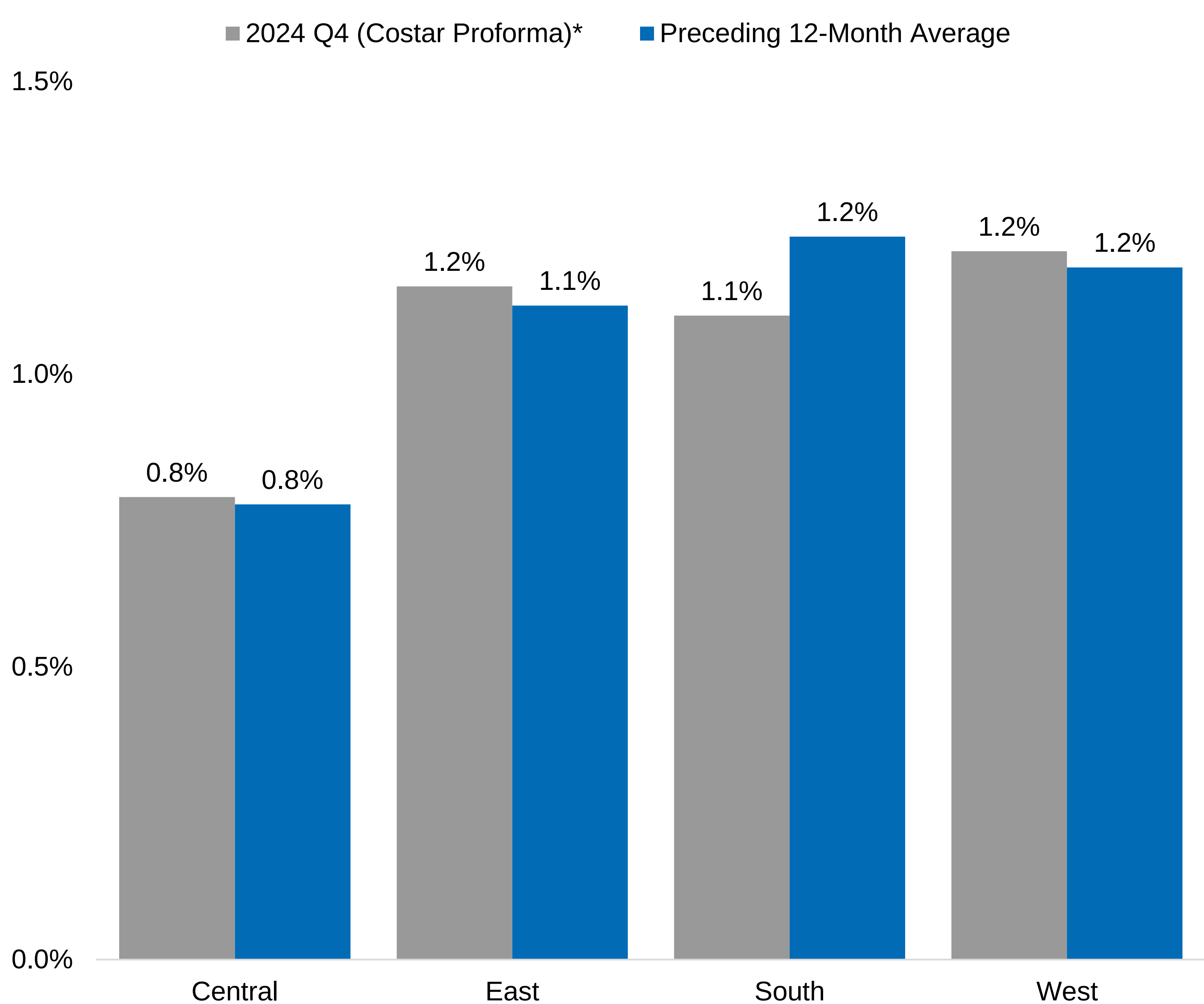
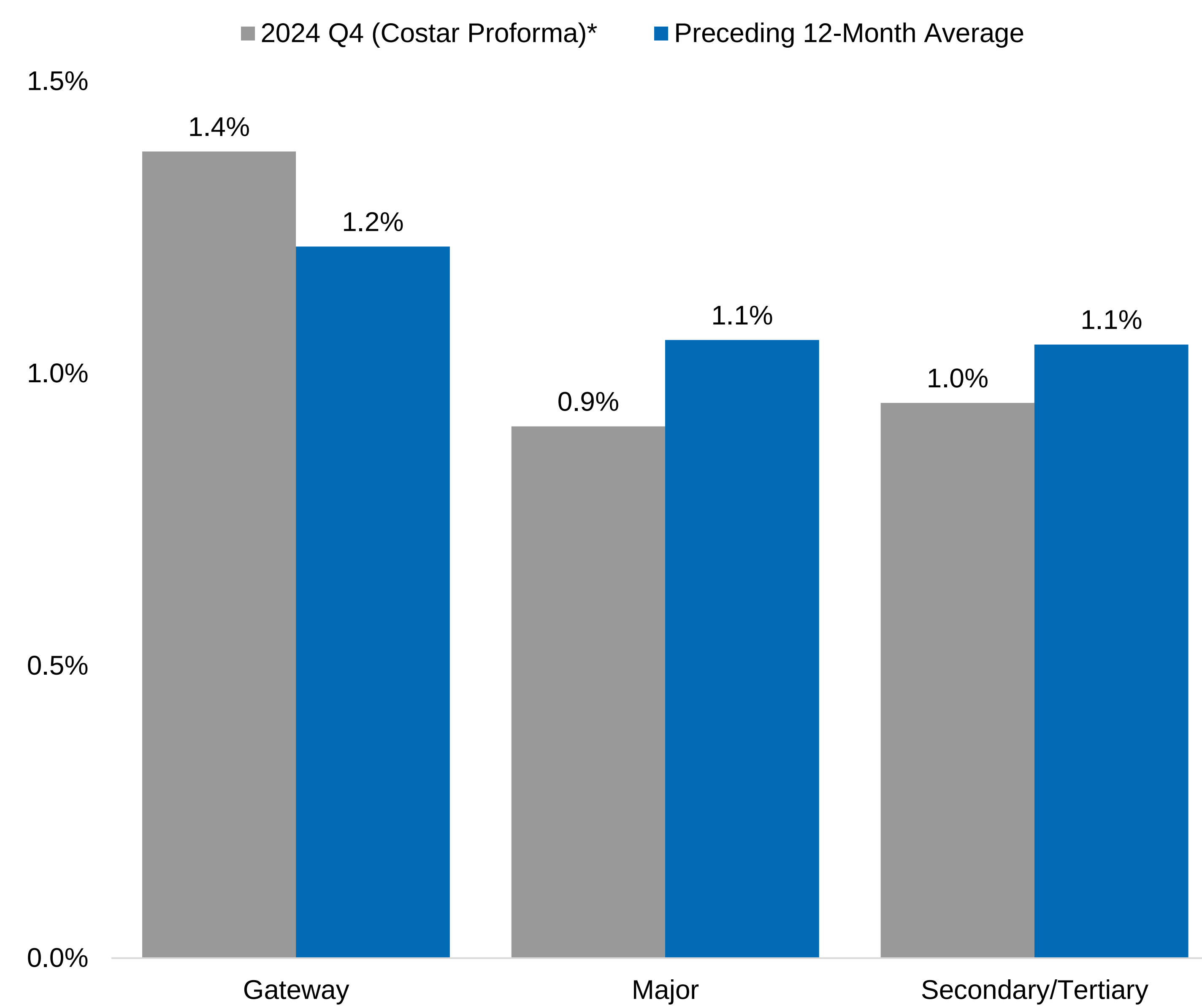
Leasing Activity Stable Across Regions & Market Tiers

Leasing activity was relatively stable compared to the preceding 12-month average, though notable gains were recorded in gateway markets.

Regional Leasing Activity as a Percent of Inventory



Market Size Leasing Activity as a Percent of Inventory

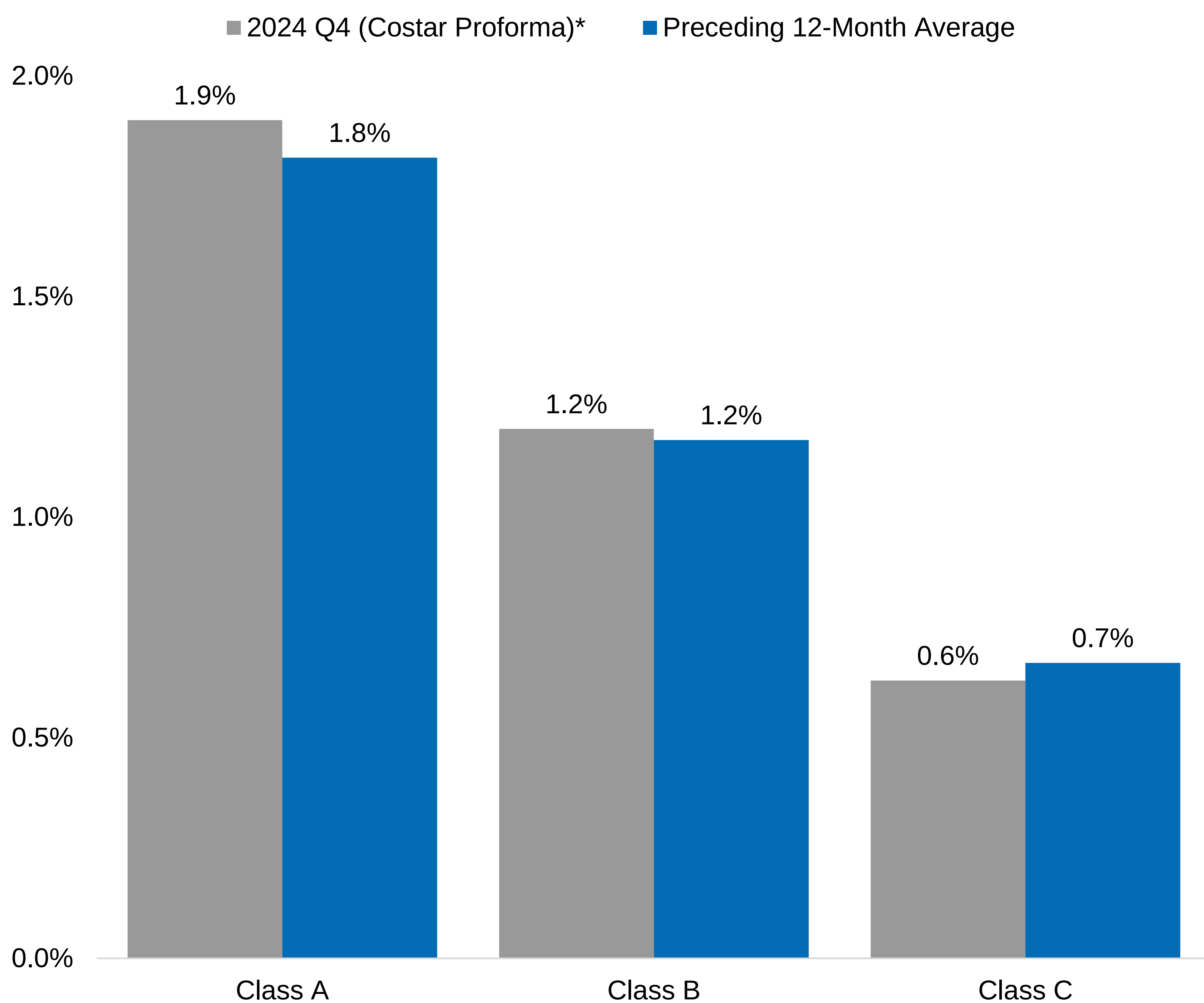


Source: CoStar, Newmark Research as of 1/21/2025
*CoStar pro-forma based on proprietary internal formula that estimates remaining leases not captured based on analysis of historical leasing trends.

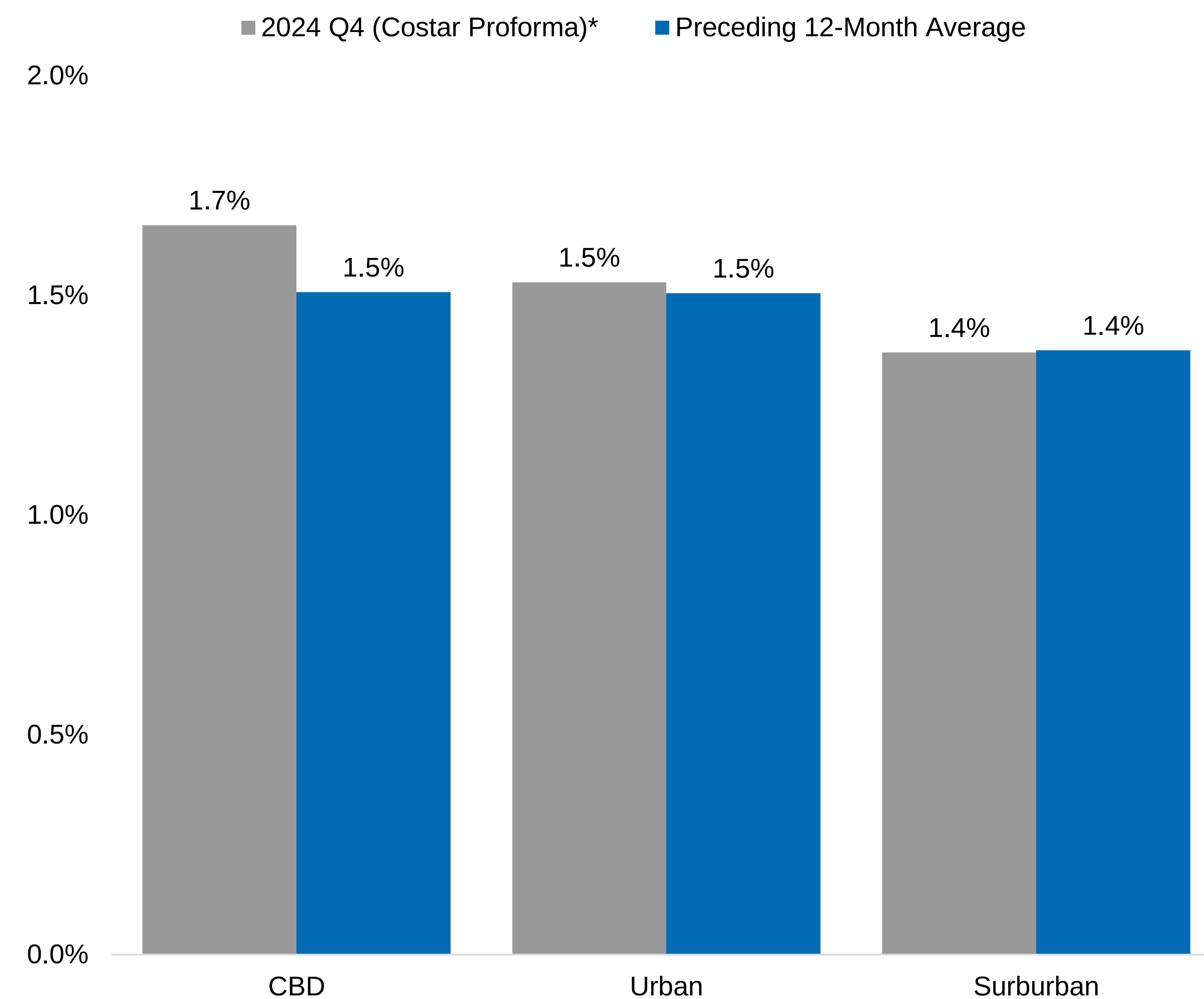
…With Improvements More Pronounced In Higher Quality, Downtown Buildings

Class A buildings, especially in CBD markets, saw the strongest leasing growth in the fourth quarter of 2024 compared to the prior 12 months.

Leasing by Class as a Percent of Inventory



Leasing by Urbanization as a Percent of Inventory

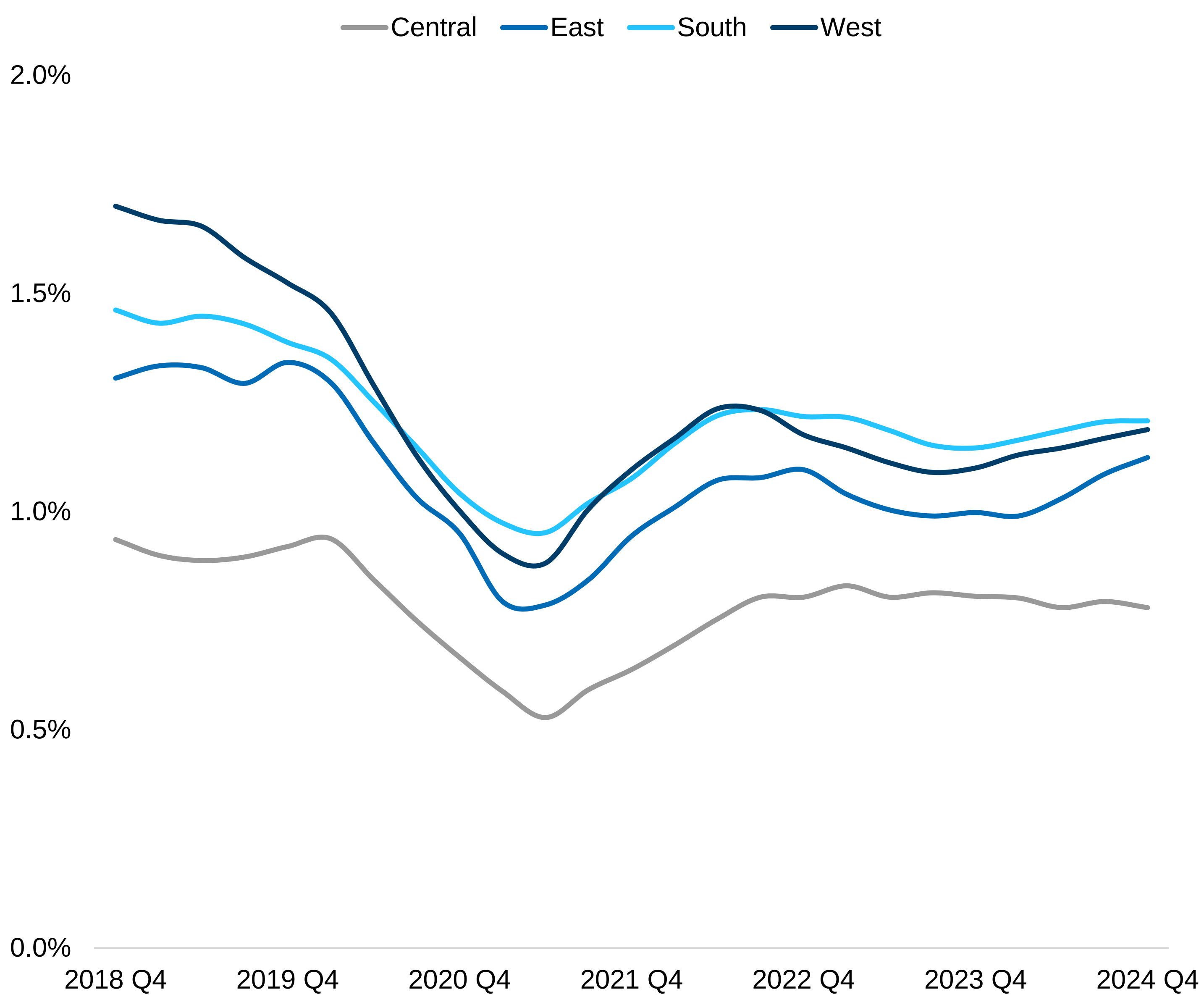


Source: CoStar, Newmark Research as of 1/22/2025
*CoStar pro-forma based on proprietary internal formula that estimates remaining leases not captured based on analysis of historical leasing trends.

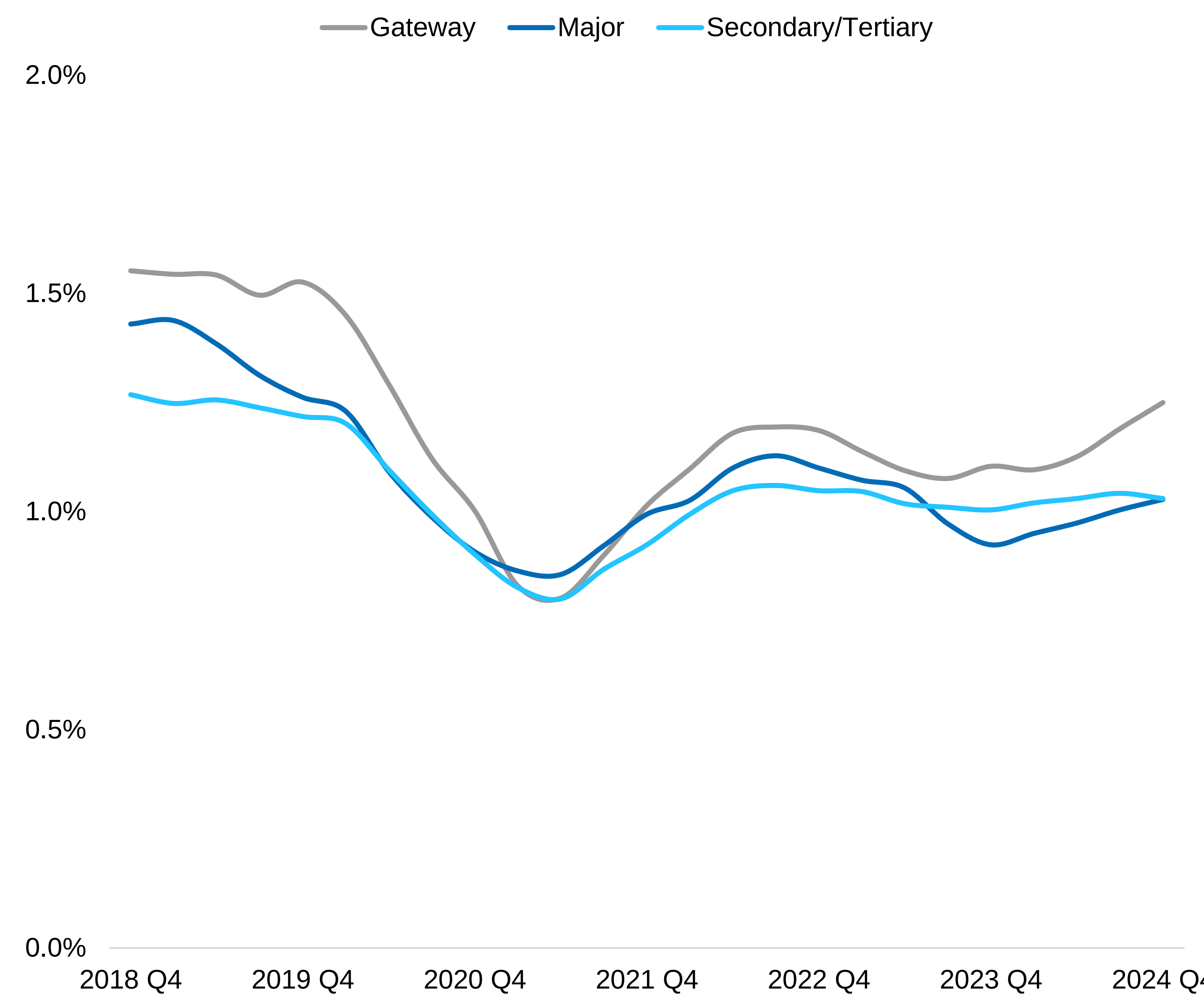
Gateway Markets Lead Improving Leasing Trend In Q4

Although leasing activity has slowed compared to the gains seen in 2022, the outlook has improved following advancements in the fourth quarter of 2024 . Southern and gateway markets have outperformed, while the Central Region and major markets have lagged. Western, major, and gateway markets have experienced the most significant relative declines in activity compared to pre-pandemic levels. The recent uptick in gateway market leasing has been primarily driven by New York City, which accounted for 38% of total 2024 gateway market leasing volume.

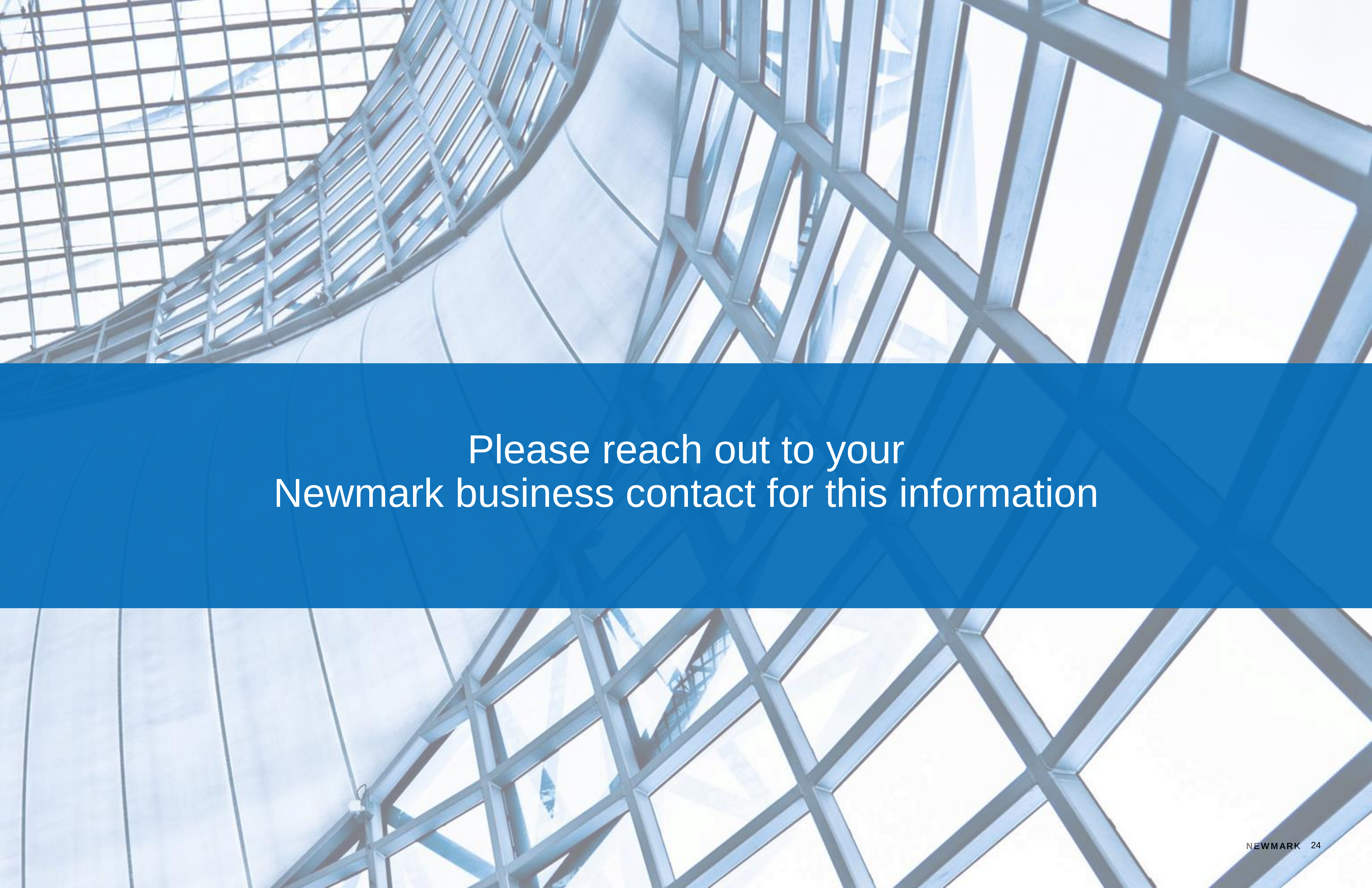
Regional Leasing Activity as a Percent of Inventory (4-Quarter Trailing)*



Market Size Leasing Activity as a Percent of Inventory (4-Quarter Trailing)*



Source: CoStar, Newmark Research as of 1/22/2025
*The first quarter of 2023 through the fourth quarter of 2024 values used in four-quarter trailing calculation use CoStar pro-forma based on proprietary internal formula that estimates remaining leases not captured based on analysis of historical leasing trends.



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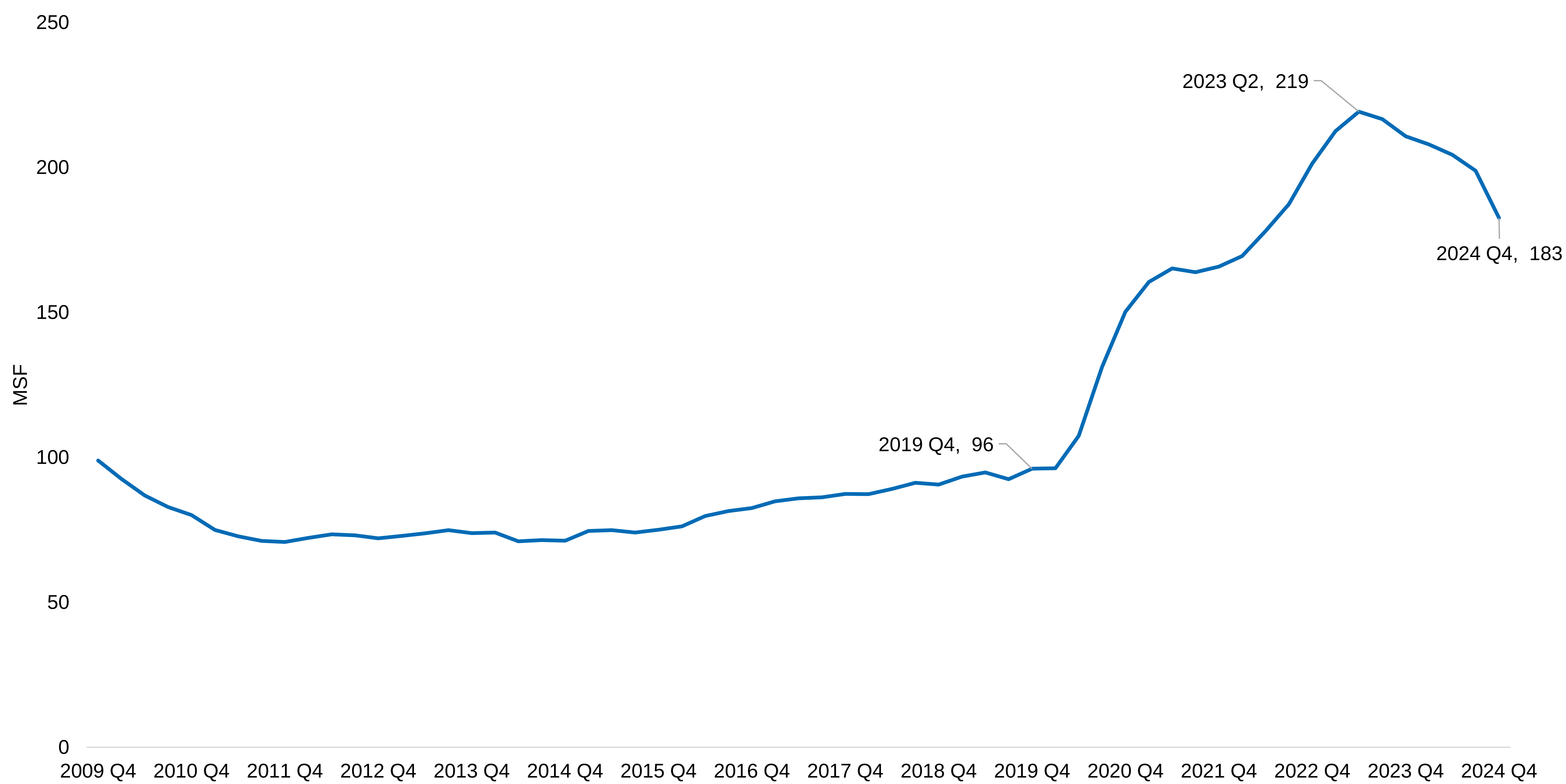
Sublease Availability Declined In 4Q24

Sublease availability continued to decline in the fourth quarter of 2024, down 13.4% from the fourth quarter of 2023. Previously, as vacancy rates increased, this decline reflected sublease spaces converting to direct listings due to term expirations. However, flat vacancy growth in the fourth quarter suggests that some of these spaces were absorbed.

National Sublease Availability

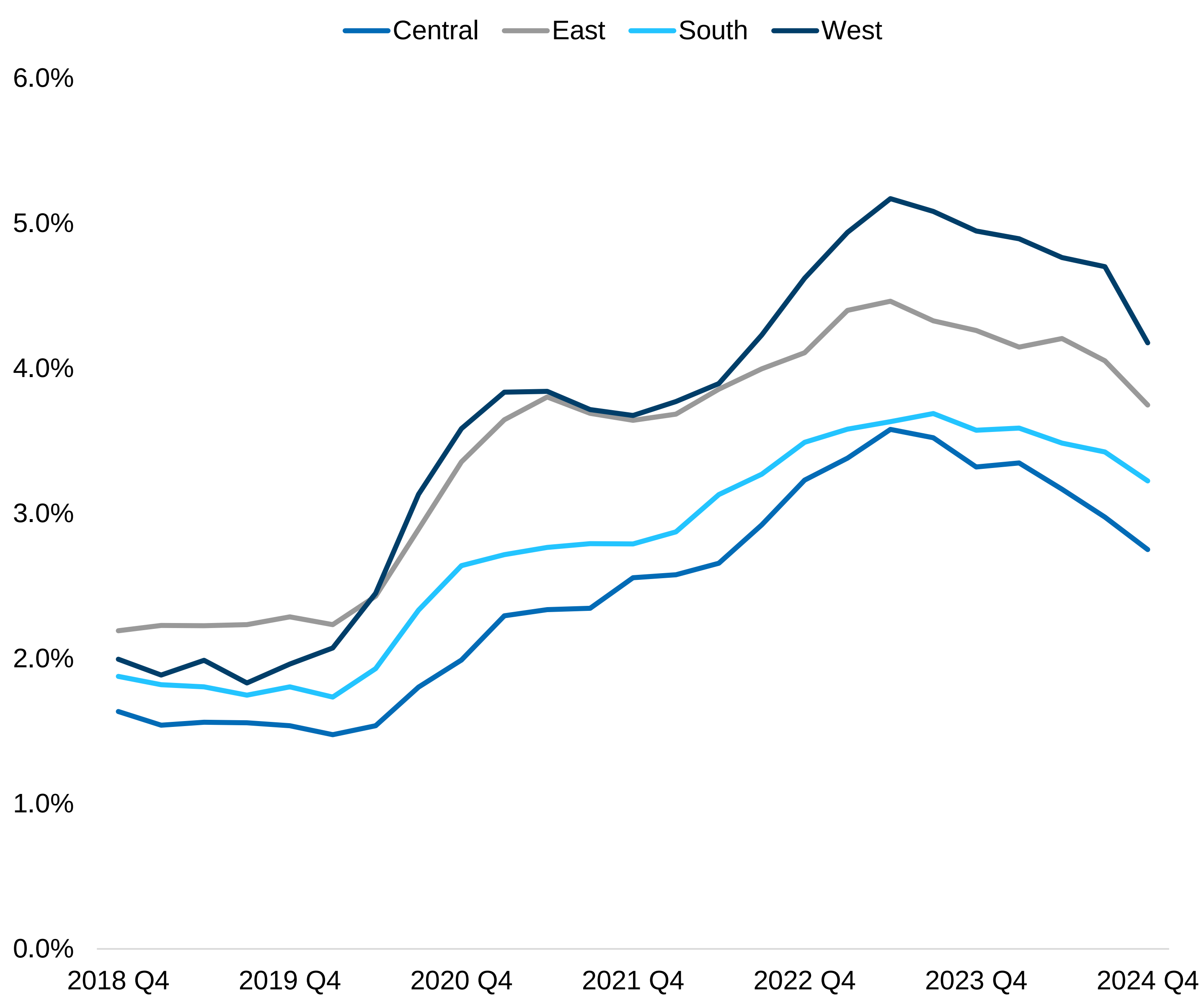


Source: CoStar, Newmark Research as of 1/22/2025

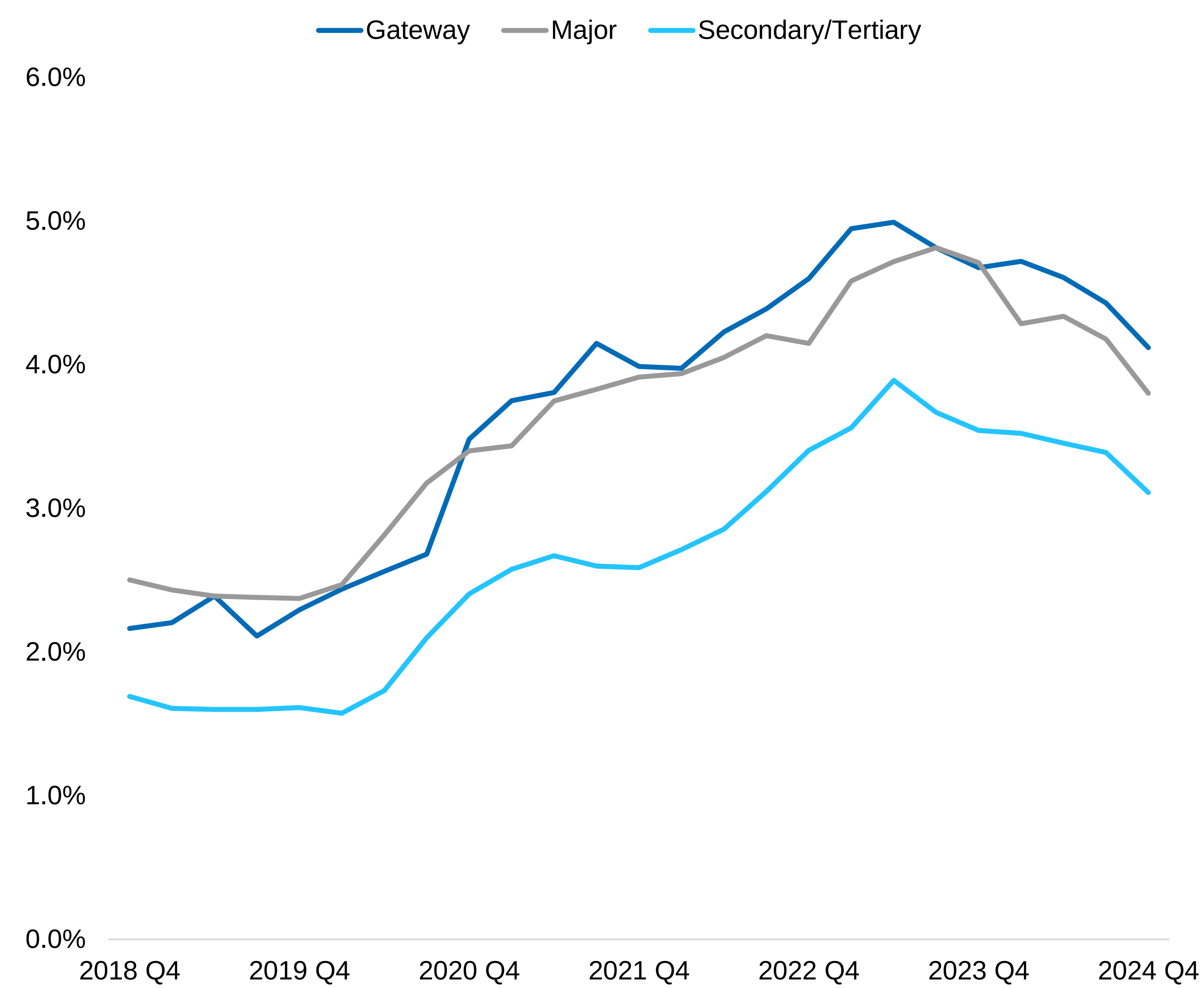
Sublease Availability Declines Across Regions & Market Tiers

Sublease availability remains historically high, especially in Western and Eastern markets, as well as in gateway and major markets. While reducing sublease availability is essential for new market expansion, the immediate outlook is mixed, with much of the sublease inventory transitioning to direct availability and vacancy.

Regional Sublease Availability Rate



Market Size Sublease Availability Rate

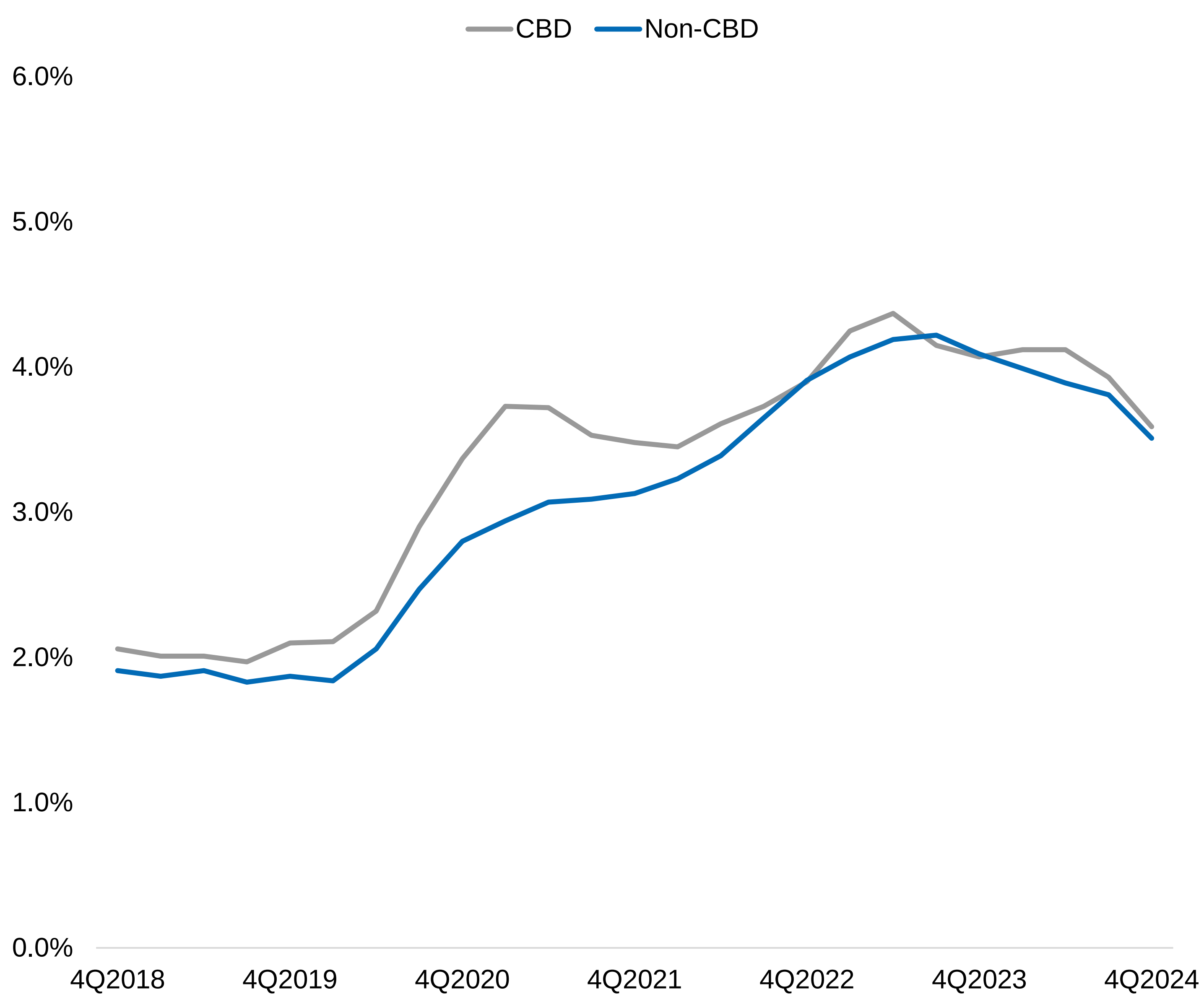


Source: CoStar, Newmark Research as of 1/22/2025

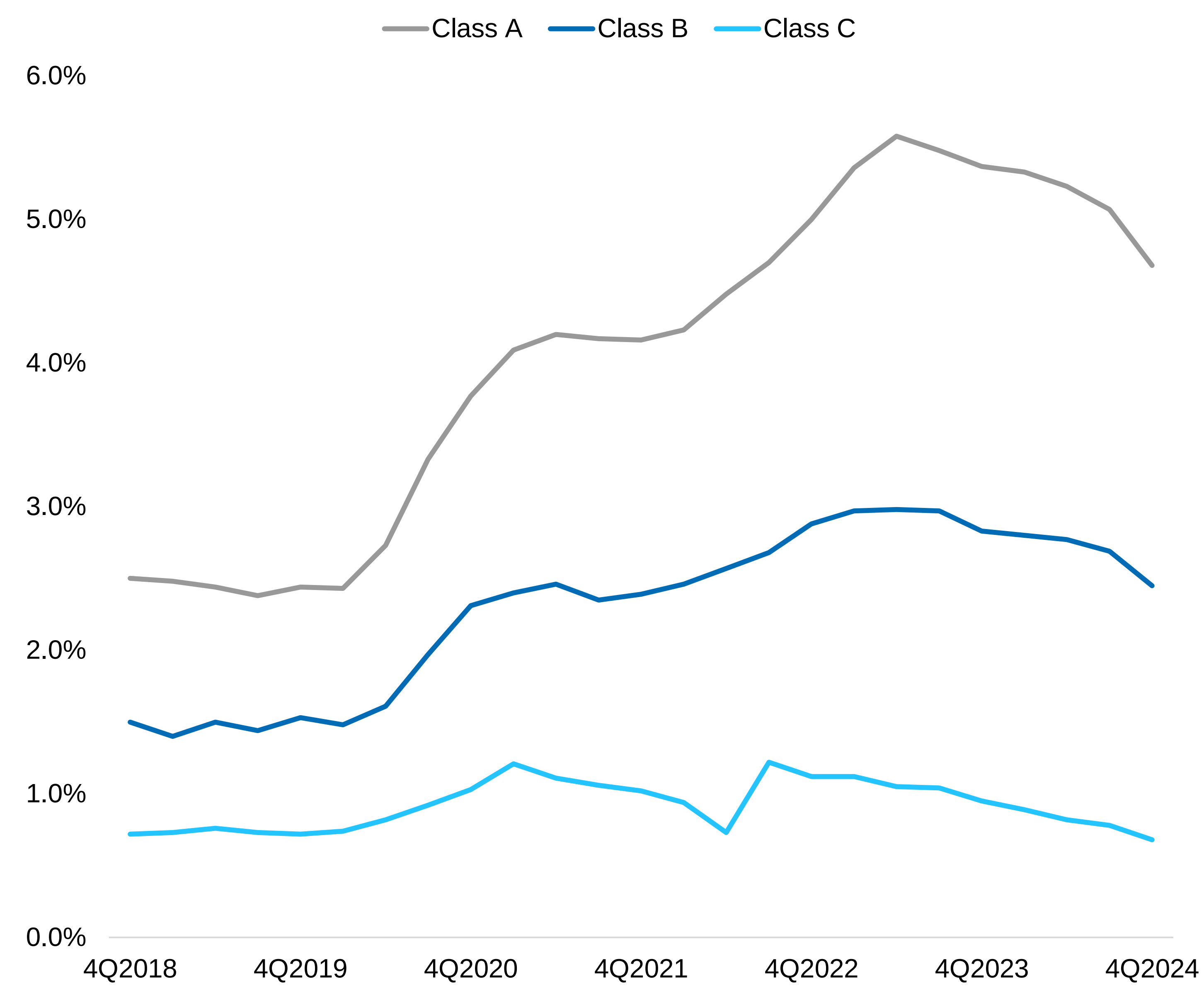
Non-CBD Markets & Lower Tier Product Lead Sublease Decline

Sublease availability is relatively similar between CBD and non-CBD markets, though the disparity widens significantly across different building grades.

Sublease Availability Rate by Urbanization



Sublease Availability Rate by Class

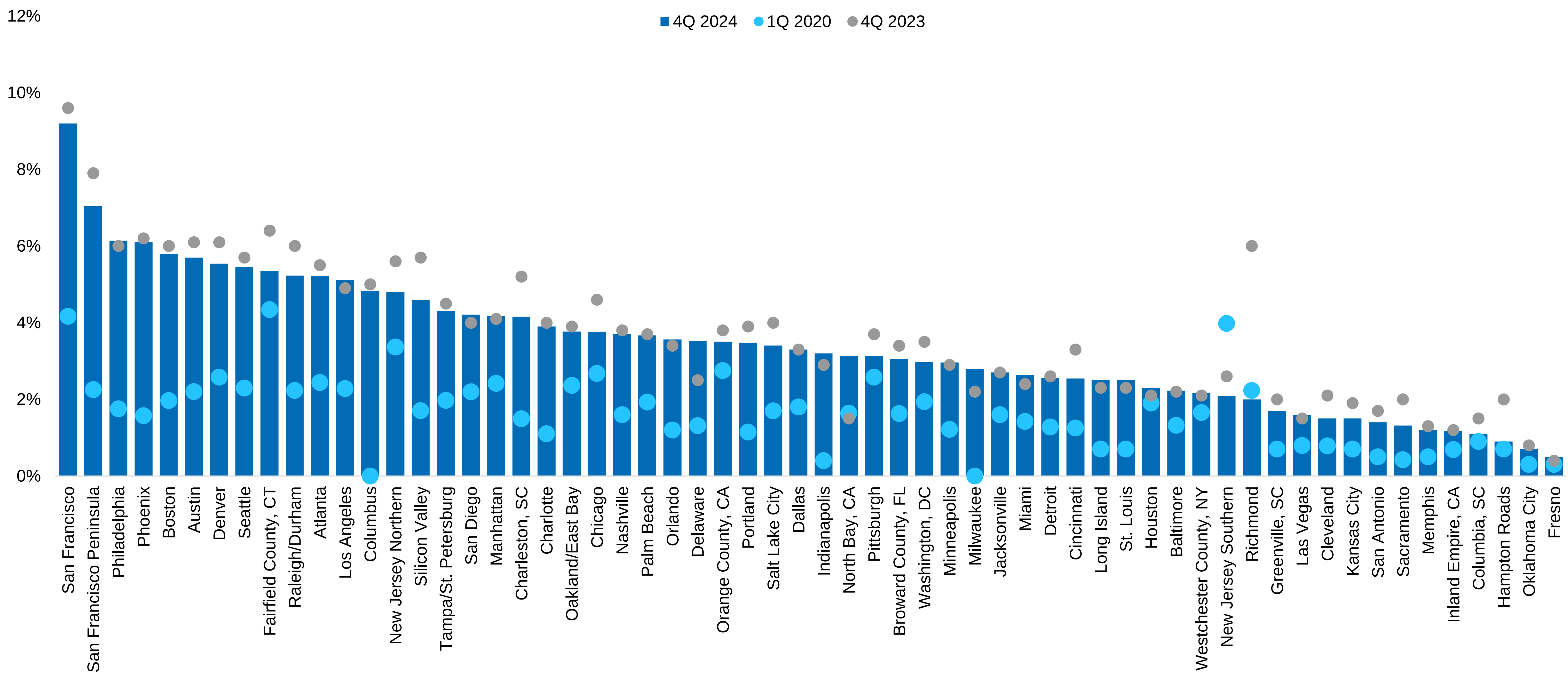


Source: CoStar, Newmark Research as of 1/22/2025

Sublease Availability By Market

Sublease availability remains above pre-pandemic levels in most U.S. markets, with larger markets like San Francisco, the San Francisco Peninsula, Philadelphia, and Phoenix experiencing particularly high levels . Optimistic signals in the tech sector, highlighted by a surge in VC funding, suggest that these markets could see reductions in sublease availability, potentially strengthening market fundamentals.

Current Sublease Availability Rate vs. 1Q 2020 & 4Q 2023

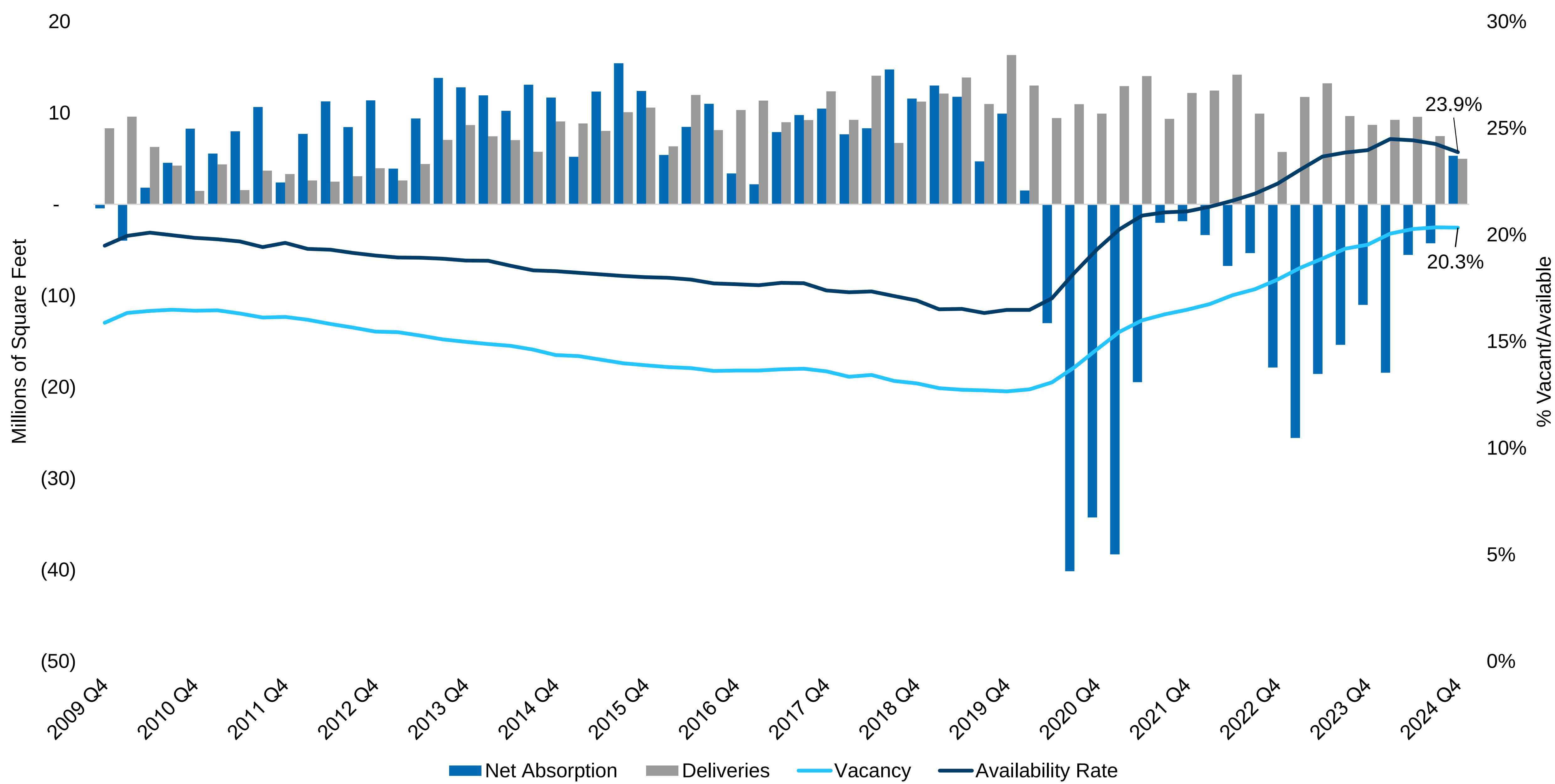


Source: CoStar, Newmark Research as of 1/23/2025

Occupancy Increases After 18 Consecutive Quarters Of Net Losses

Occupancy increased by 5.3 million square feet in the fourth quarter of 2024, following 18 consecutive quarters of negative net absorption totaling negative 281.1 million square feet. Notably, 37 of 60 tracked markets recorded quarter-over-quarter improvements in net absorption, with eight markets achieving gains exceeding 500,000 square feet.

Supply and Demand: Net Absorption, New Construction Deliveries, and Vacancy

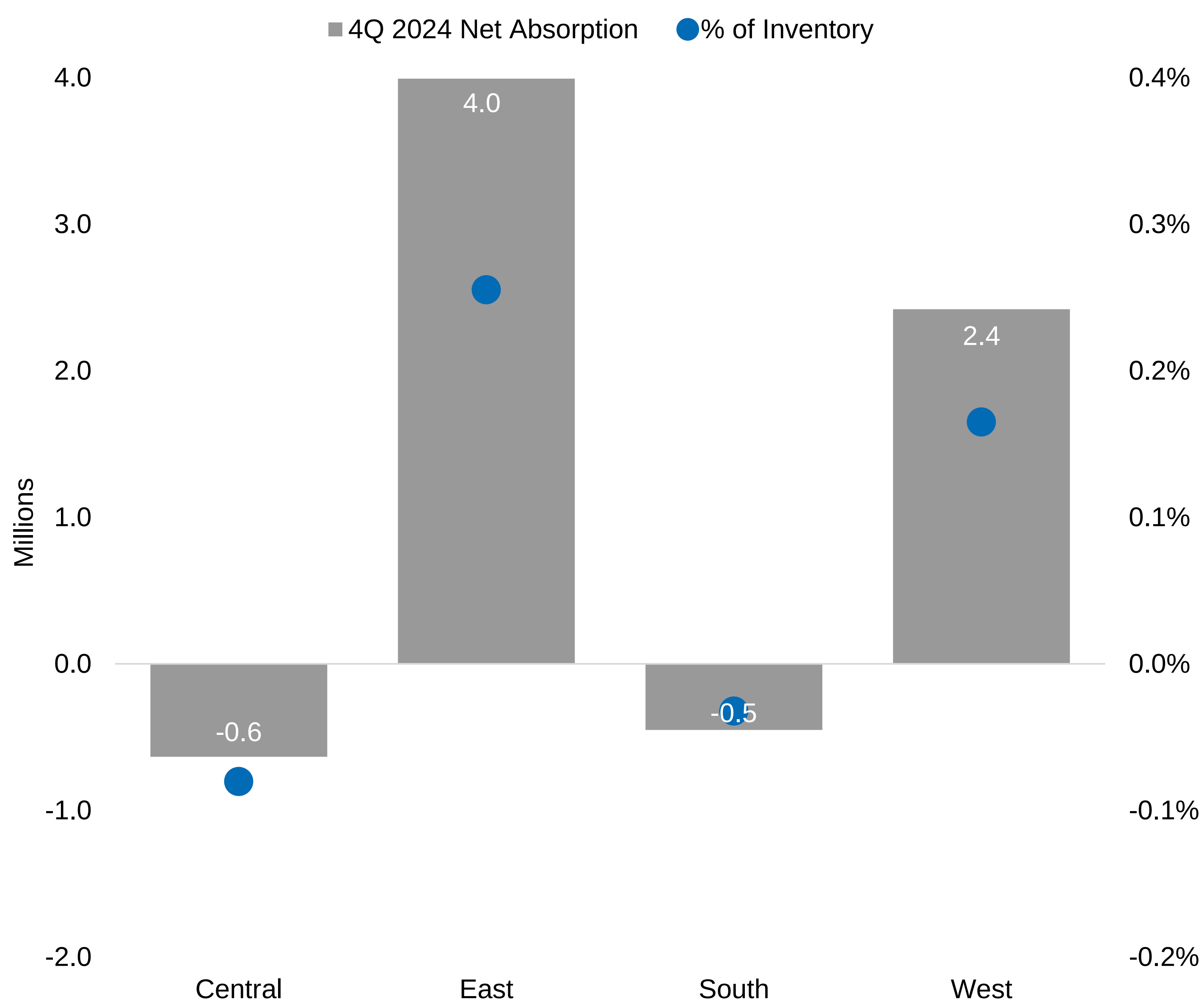


Source: CoStar, Newmark Research as of 1/23/2025

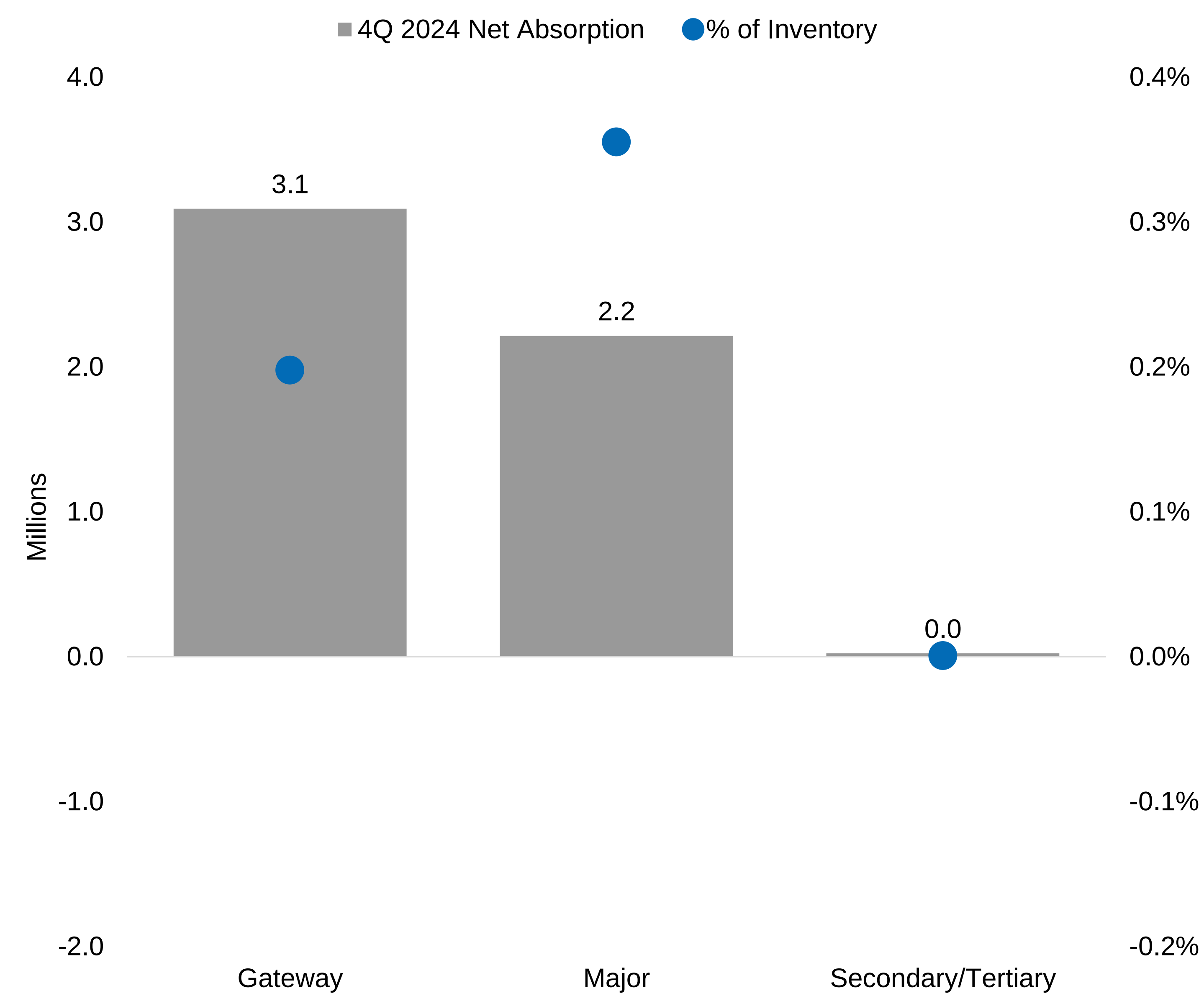
Fourth Quarter Rally Led by Larger Coastal Markets

National occupancy rose in the fourth quarter of 2024, driven primarily by gains in gateway markets across the East and West regions. Notable increases included Manhattan (+1.8 million SF), Washington, D.C. (+1.6 million SF), and Silicon Valley (+796,787 SF).

Regional Net Absorption



Market Size Net Absorption



Source: CoStar, Newmark Research as of 1/23/2025

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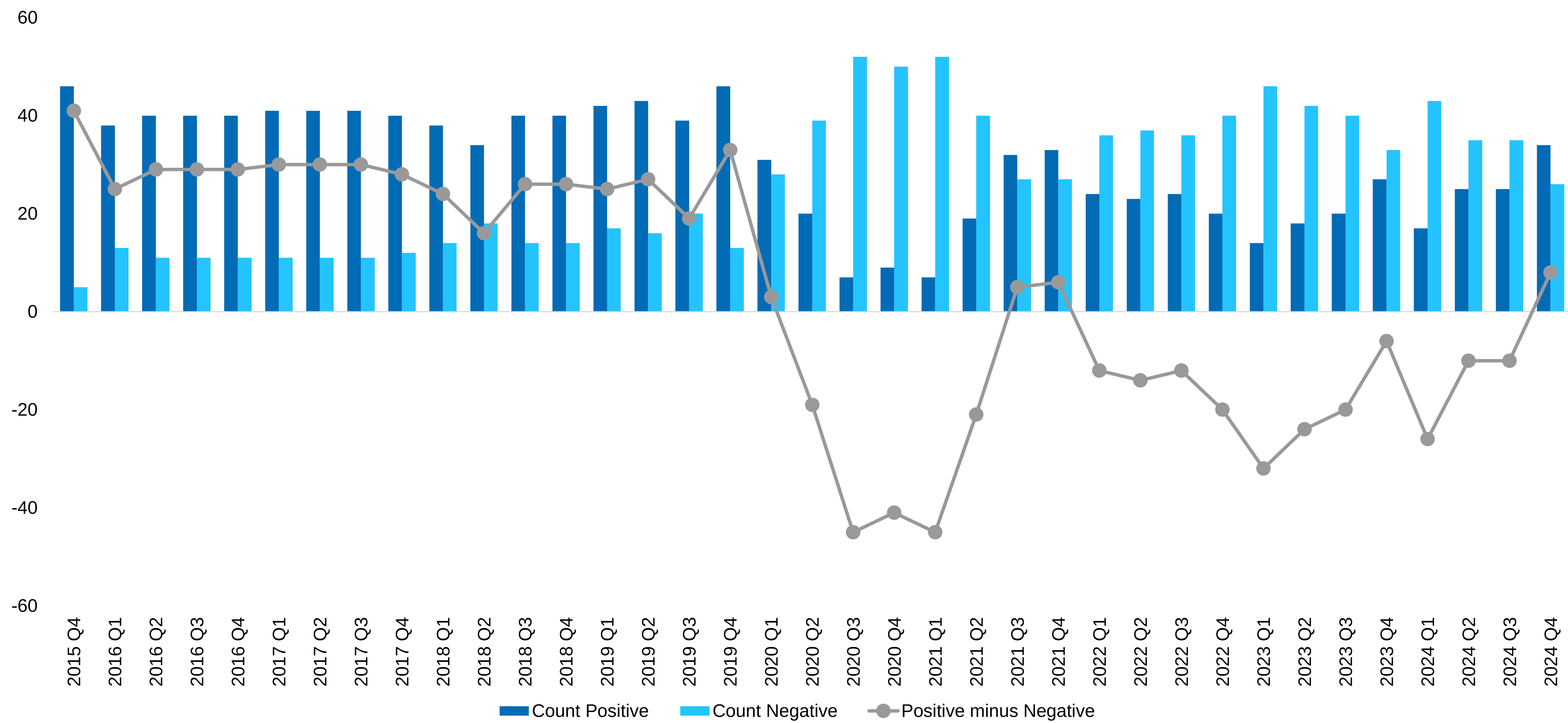
Net Absorption: Majority of Markets Capture Occupancy Growth in Fourth Quarter

In the fourth quarter of 2024, 34 markets posted positive net absorption, while 26 recorded negative net absorption, resulting in a diffusion index of 8—the first quarter of positive diffusion after 11 consecutive quarters of losses.

Positive vs. Negative Net Absorption Markets



Sources: CoStar, Newmark Research as of 1/23/2025

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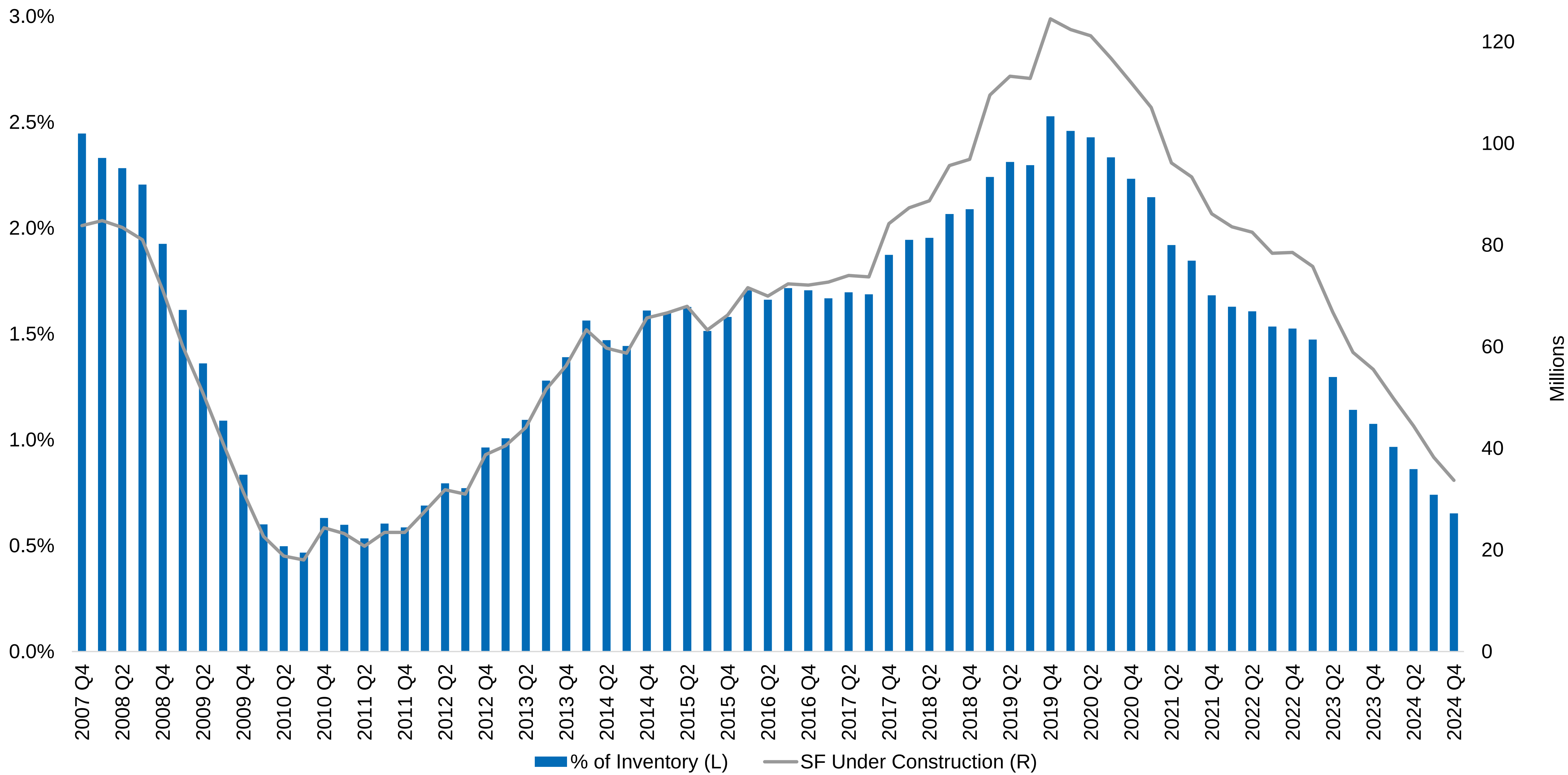
Office Construction Pipeline Continues To Contract

Office space under construction peaked at nearly 125 million SF in late 2019 but has steadily declined since. Construction activity decreased further in the fourth quarter of 2024 as developers adjusted pipelines to reflect recent shifts in demand. The continued contraction in the construction pipeline is expected to help limit vacancy growth, as a significant portion of post-pandemic supply remains unleased.

Under Construction: Percent of Inventory and Total Square Footage



Sources: CoStar, Newmark Research as of 1/23/2025

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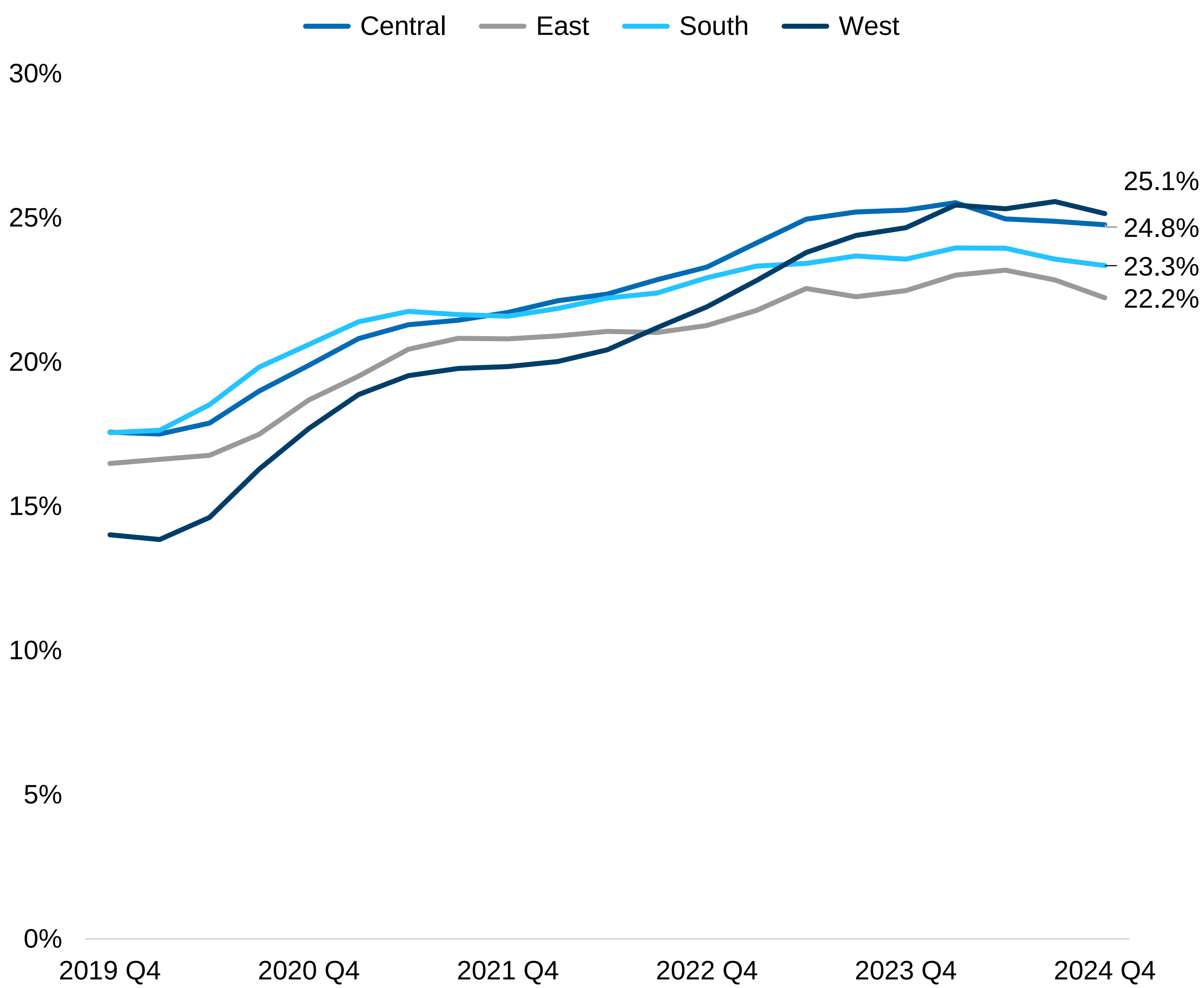
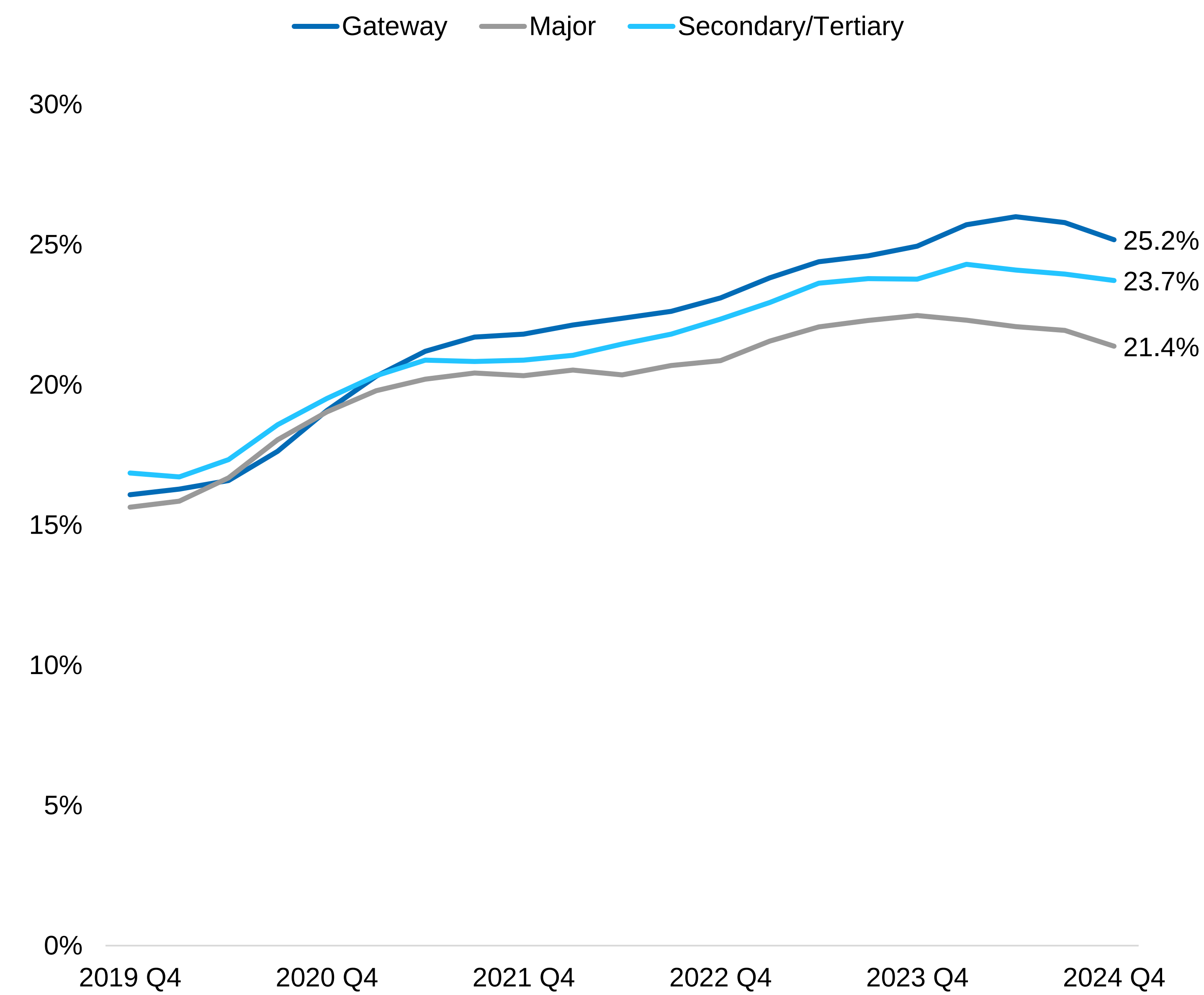
Availability Rates Trend Down After Recent Peak

Overall availability declined slightly quarter-over-quarter and is down 10 basis points year-over-year but remains elevated compared to historical levels. Major markets, particularly in the East region, have performed relatively well, though availability, sublease space, and vacancy rates in these areas continue to exceed historical norms.

Regional Office Market Availability Rate



Availability Rate Comparison By Market Size

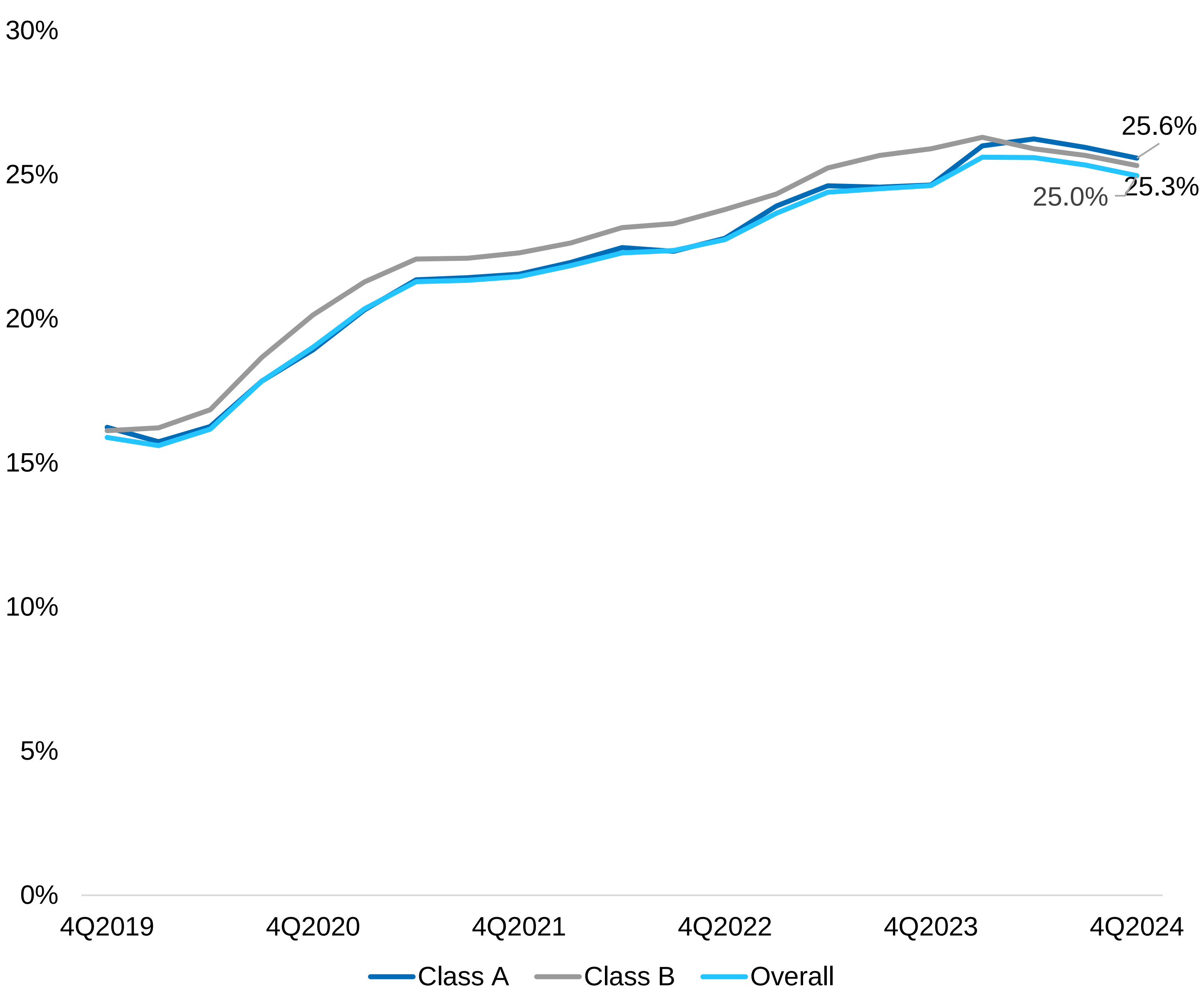


Sources: CoStar, Newmark Research as of 1/23/2025

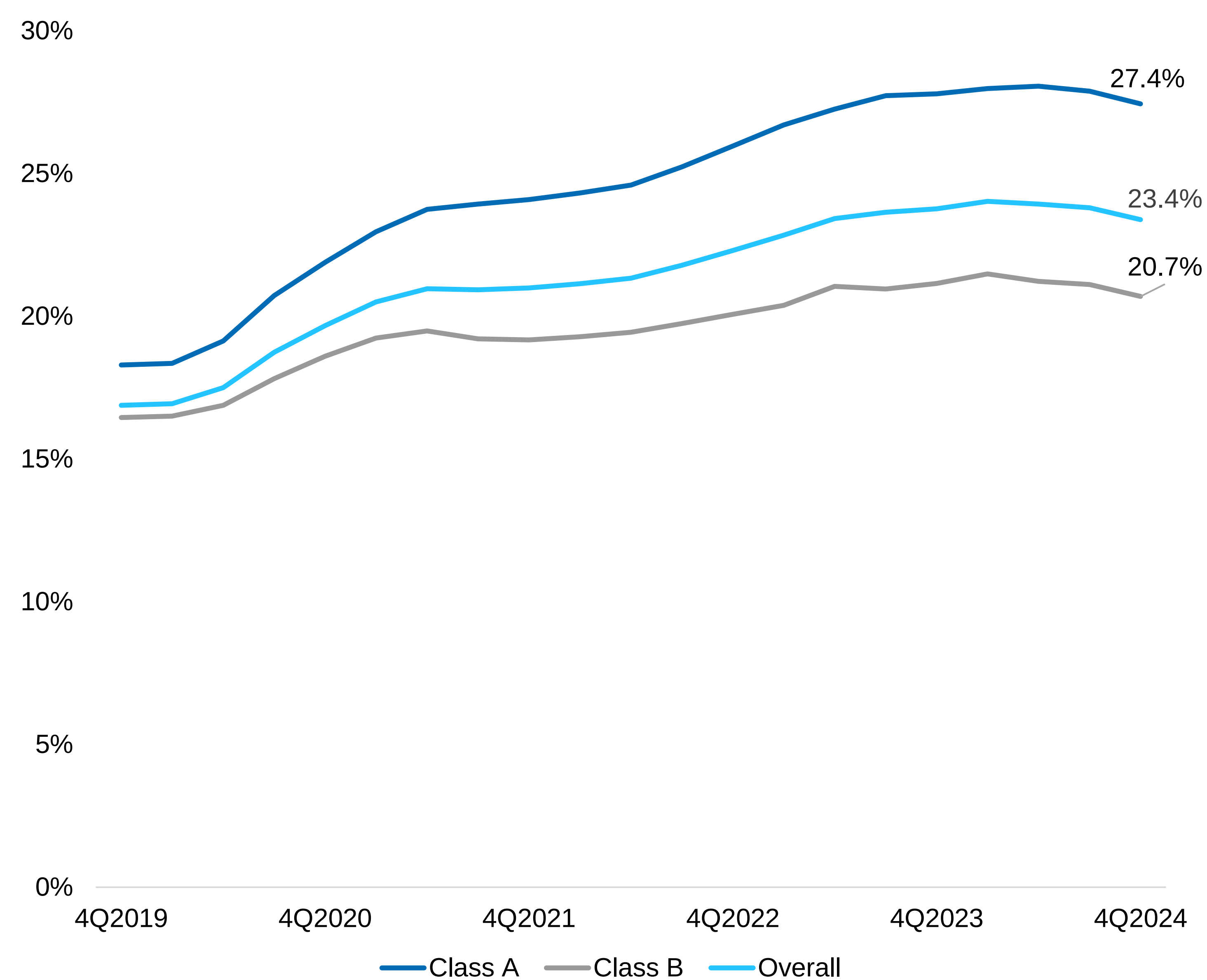
Availability Rates Contract Across Building Grades & Urbanization Levels

A disconnect exists between the strong preference for high-quality office space and overall market data. In CBD markets, Class A availability rates slightly exceed Class B, while in non-CBD markets, the gap is wider and growing. This may reflect a divide between trophy and commodity Class A buildings or suggest that Class A landlords prioritize rent levels over competing with Class B for occupancy.

Office Market Availability Rate By Class (CBD)



Office Market Availability Rate By Class (Non-CBD)

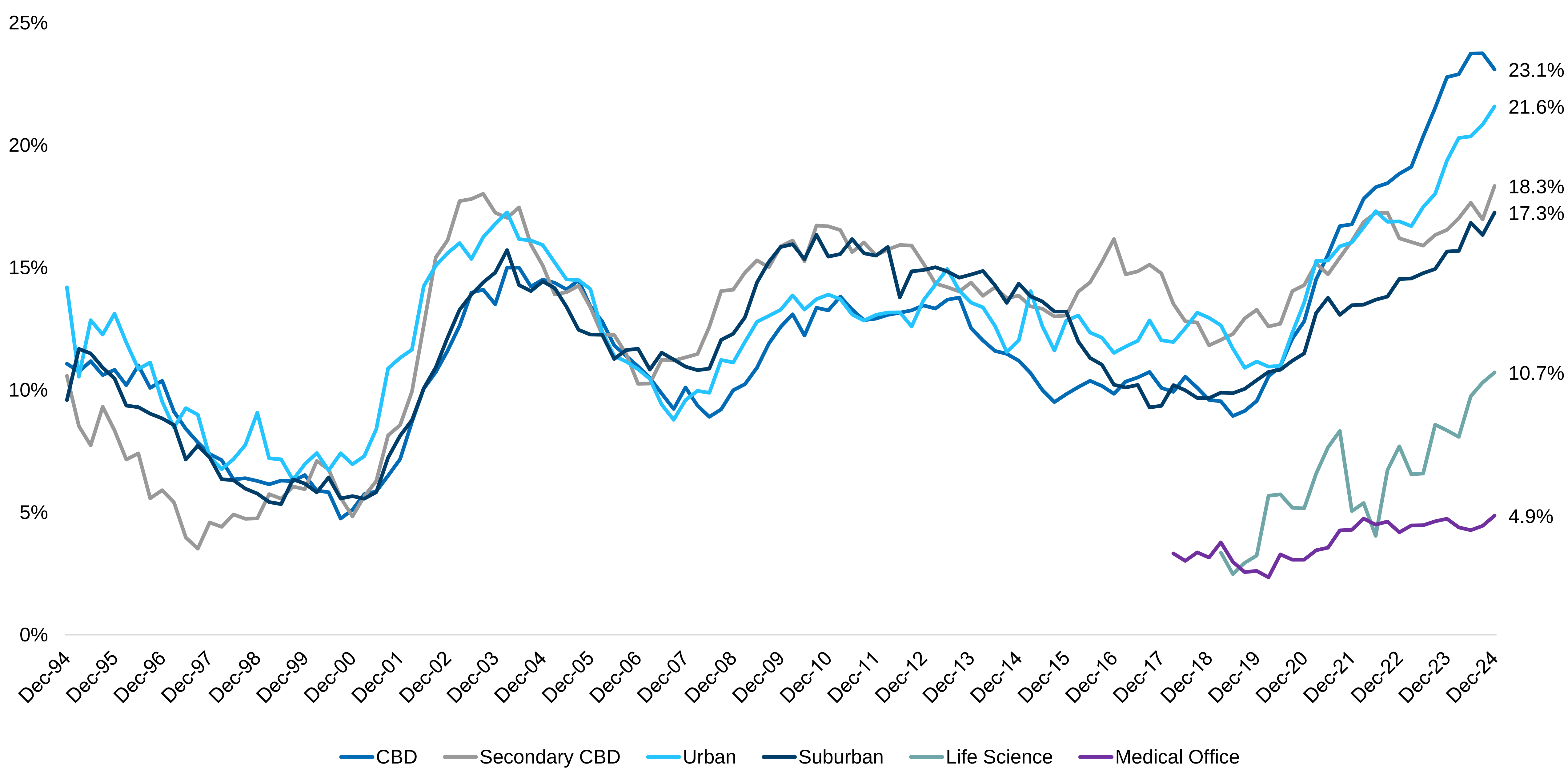


Source: CoStar, Newmark Research as of 1/23/2025

CBD Offices Face Challenges As Suburban & Niche Markets Outperform

CBD office buildings in NCREIF member portfolios currently have the highest availability rates, a shift from historical trends of milder downturns and faster recoveries. Suburban office holdings are also affected but to a lesser extent. There is no sign that availability has peaked. Life science and medical office properties maintain the lowest availability rates, though oversupply is beginning to impact life science. This strong performance has endured even as the property count has tripled.

NCREIF National Property Index Office Availability Rate

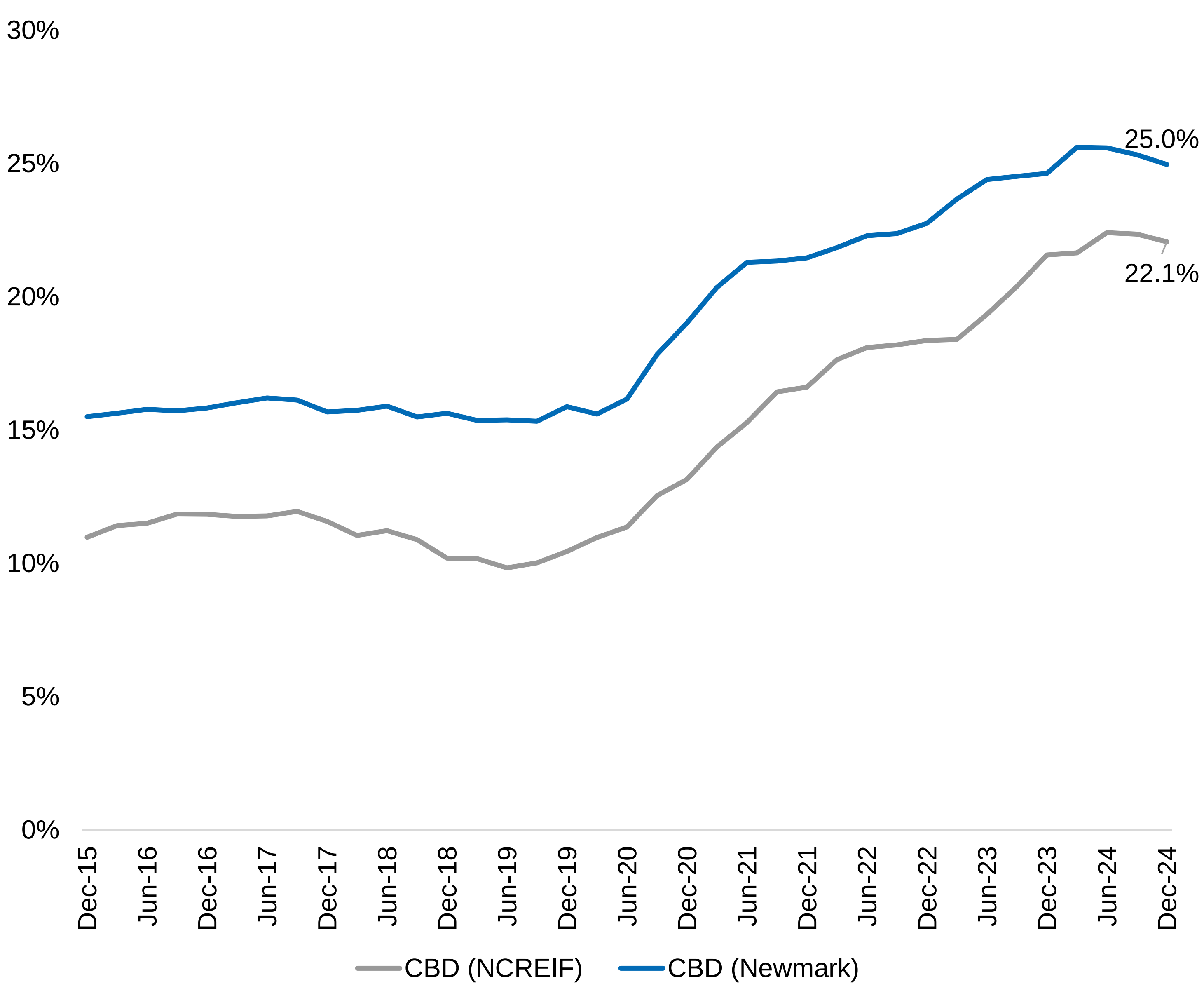


Sources: NCREIF, Newmark Research as of 1/27/2025
*We use the NCREIF National Property Index as a proxy for the national institutional grade office market.

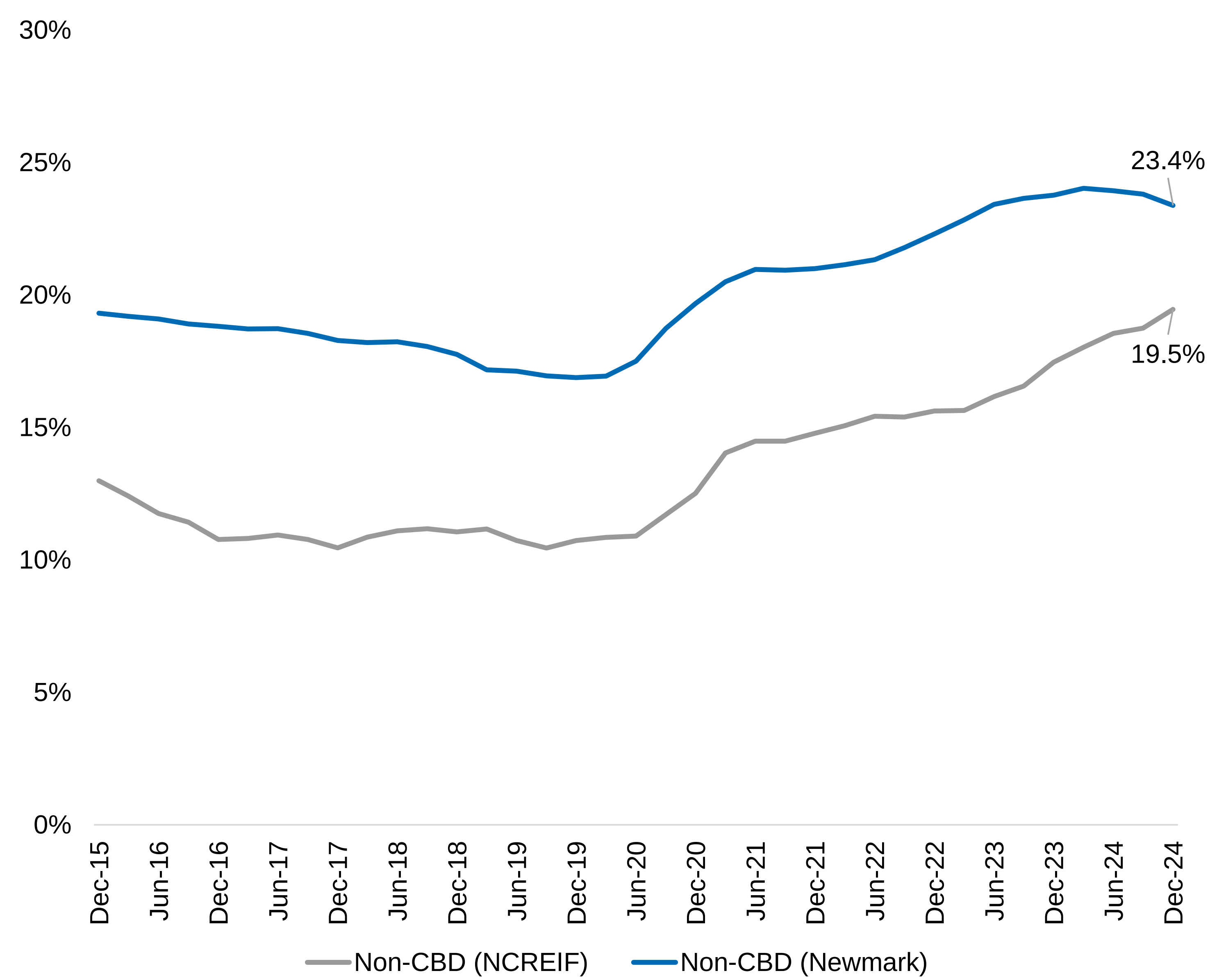
Institutional Core Consistently Beats Overall Market (With Caveats)

Historically, NCREIF member portfolios have outperformed the overall market in occupancy, though levels have steadily declined since 2020. Over the past decade, the number of buildings tracked by the NCREIF Property Index has dropped by 21.8% in CBD markets and 35.8% in non-CBD markets.

CBD Office Availability: Total Market vs. Institutional Core



Non-CBD Office Availability: Total Market vs. Institutional Core



Sources: NCREIF, Newmark Research as of 1/27/2025
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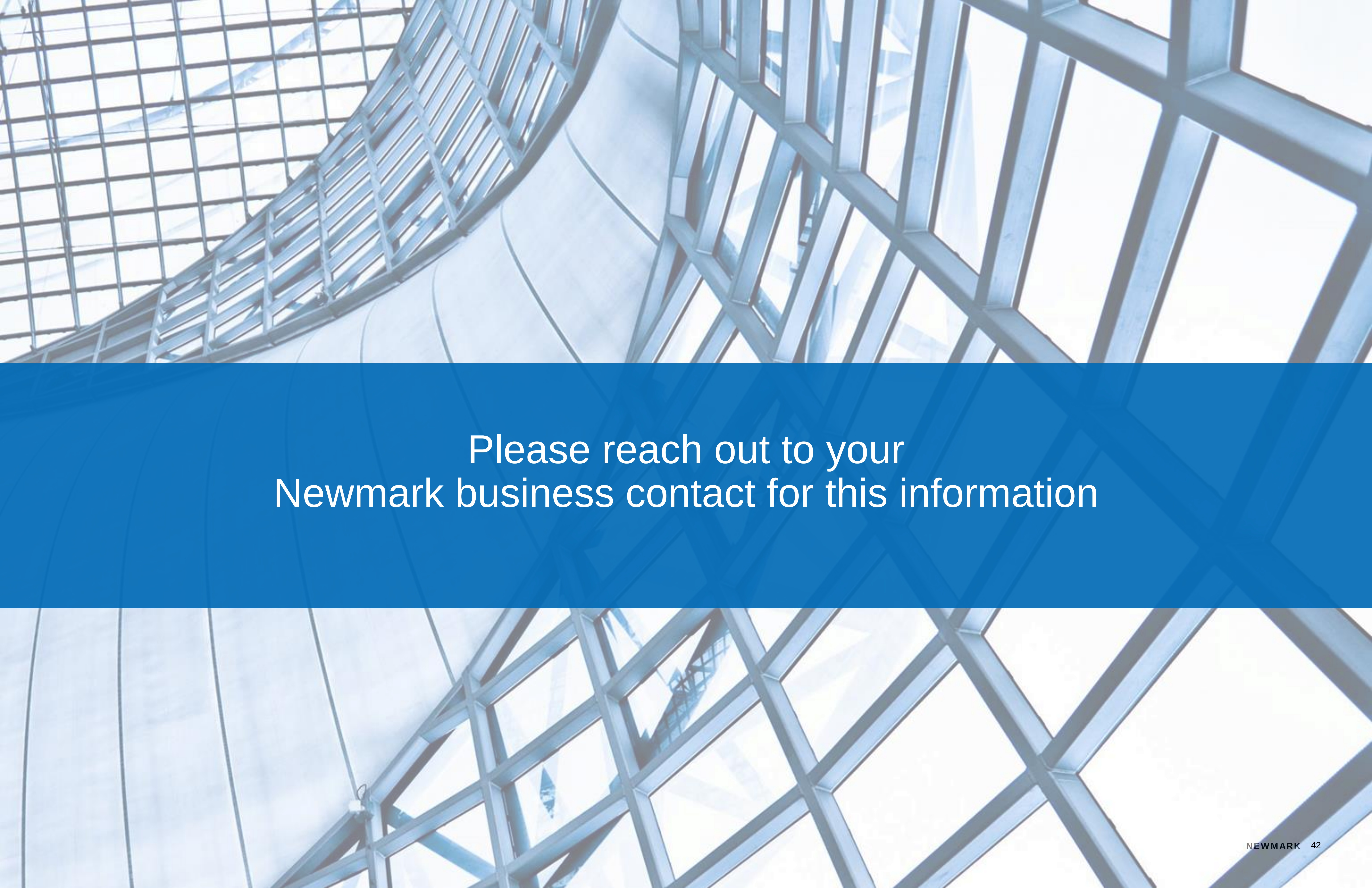

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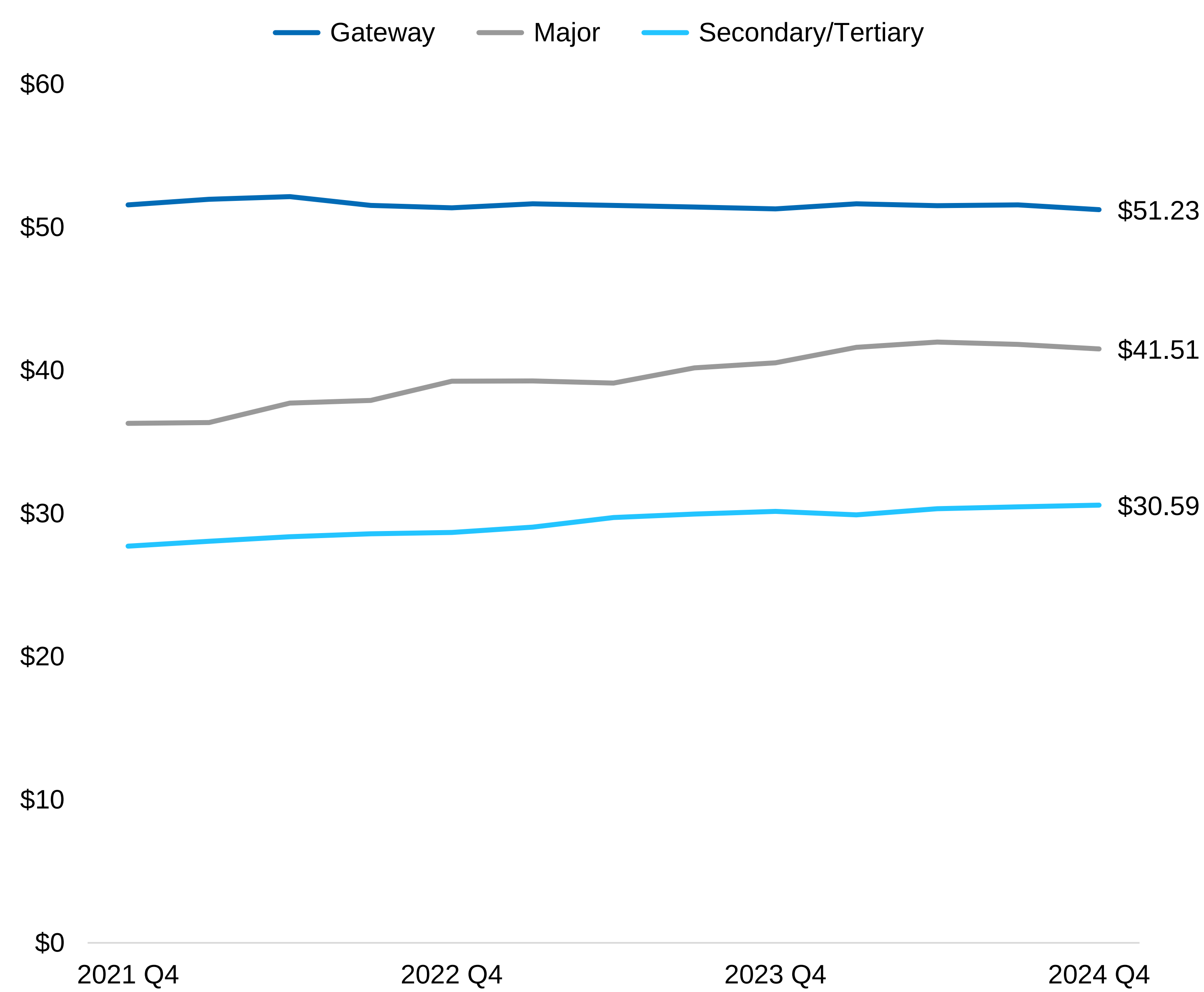
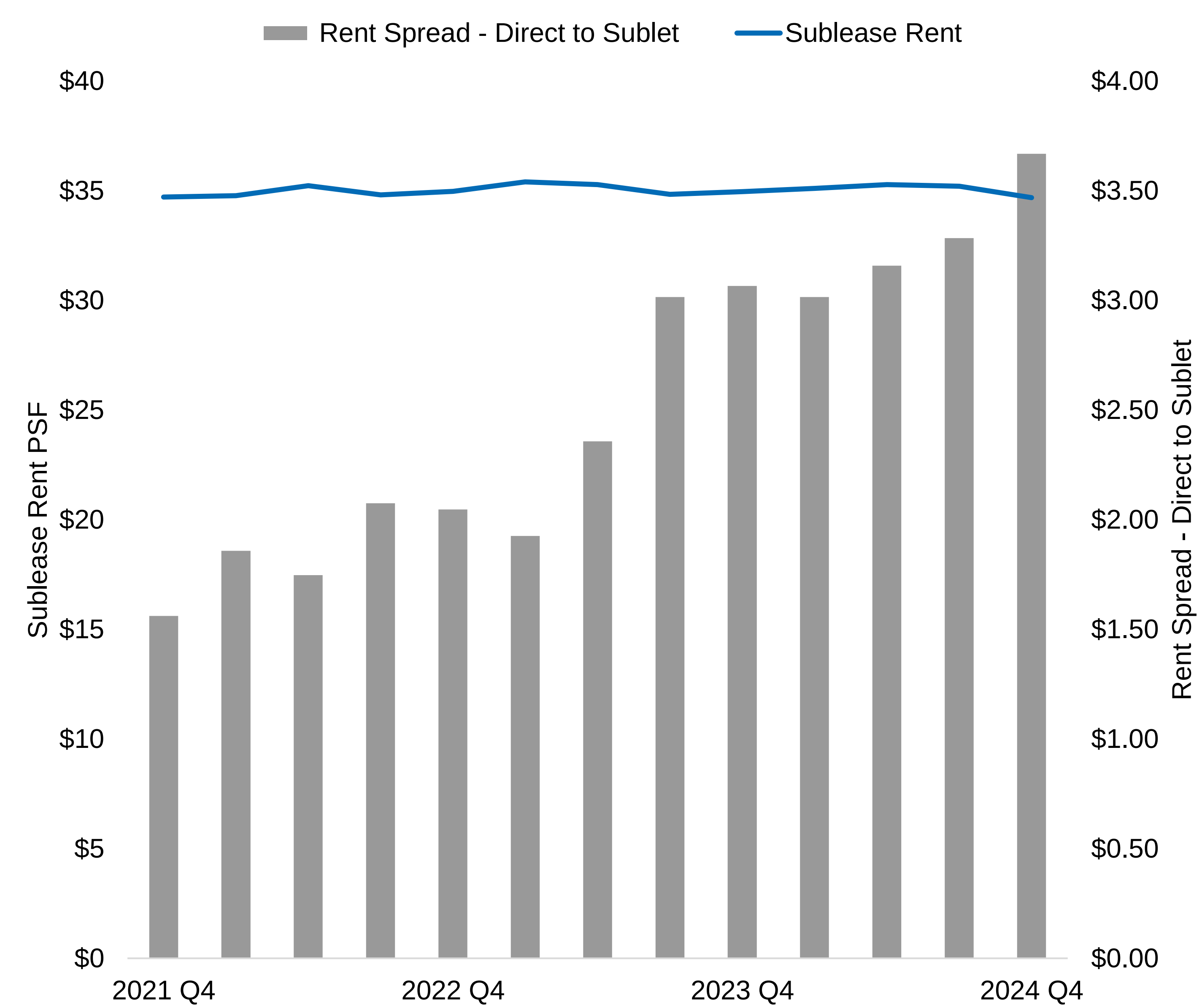
Asking Rents Defy Gravity (Though Stable)

In past cycles, asking rents declined with weakened demand, but they have largely held steady since the pandemic. Sublease rents, however, fell slightly over the past year, widening the spread between sublease and direct space rents to near record highs.

Overall Asking Rents Up 0.8% YoY in 4Q24



Sublet Rents Stabilized; Rent Spread Relative to Direct Rates Near All-Time High



Source: CoStar, Newmark Research as of 1/23/2025

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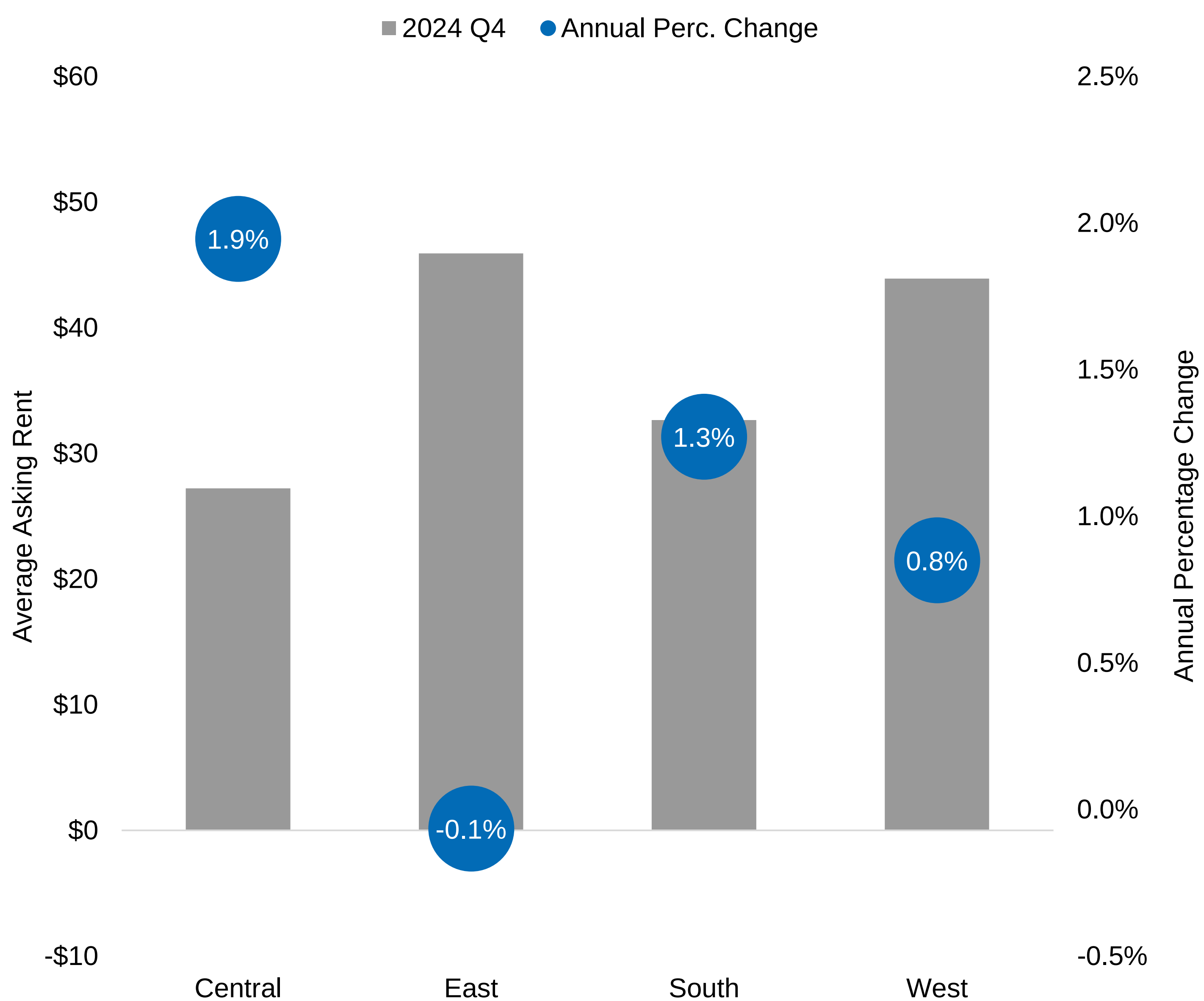
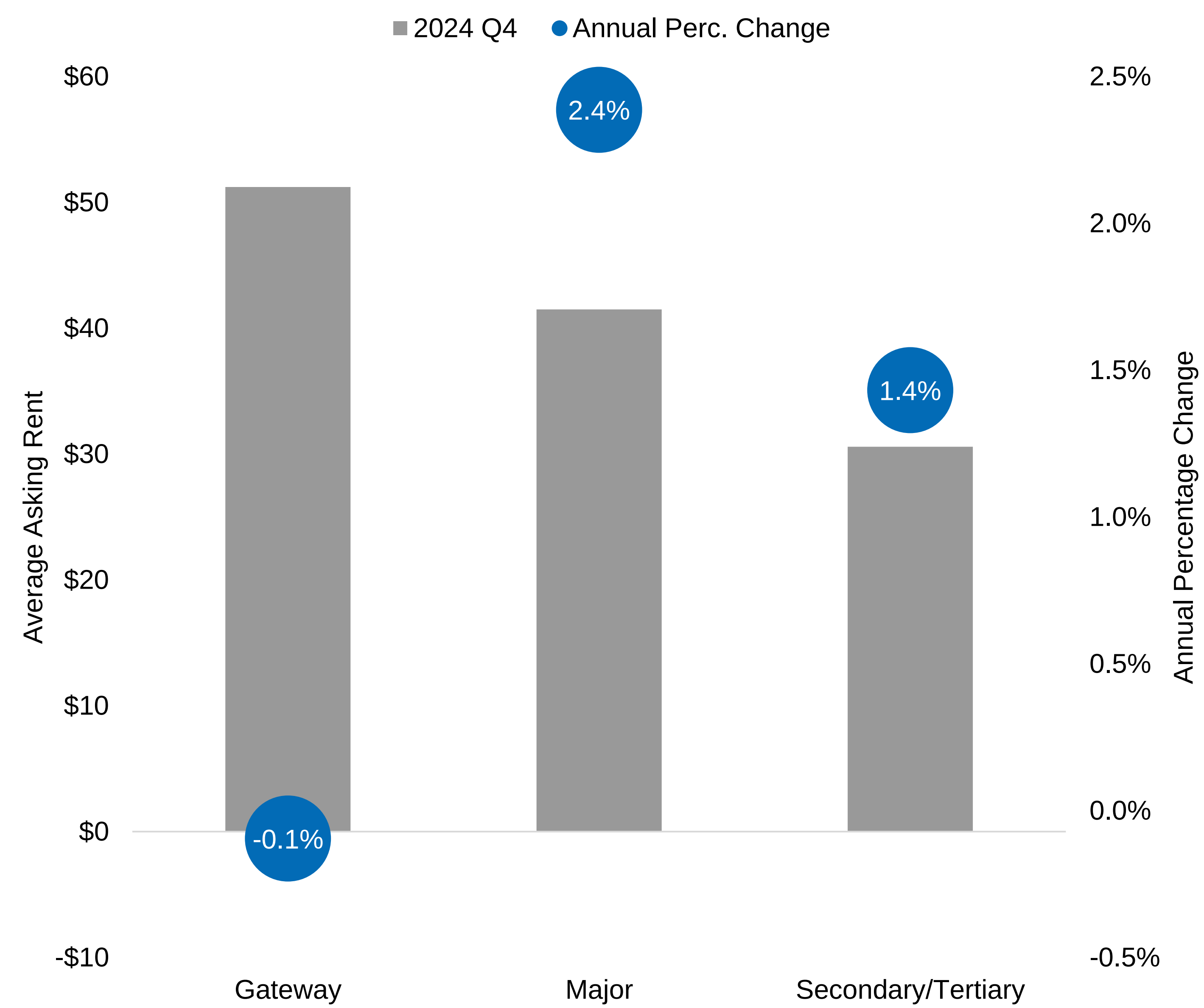
Central & South Regions, Major Markets Lead Rent Growth

Overall asking rents remain highest in major coastal markets such as San Francisco, Manhattan, and Silicon Valley. The Central Region posted strong annual rent growth in the fourth quarter, driven by smaller markets attracting office demand despite broader challenges. However, effective rents face pressure, with modest compression in some areas.

Asking Rents Growing Fastest in the Central and South Regions



Major Non-Gateway Markets Experiencing the Most Rent Growth



Source: CoStar, Newmark Research as of 1/04/2025

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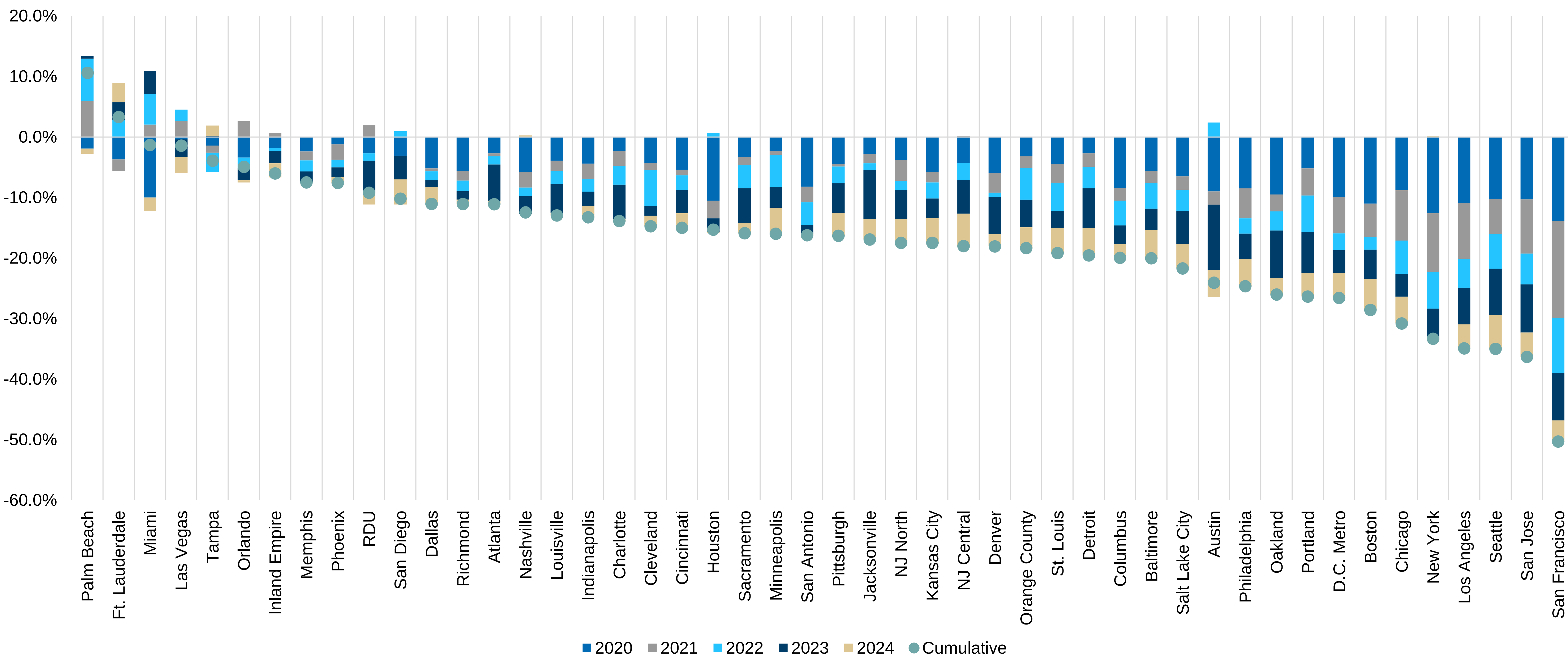
RevPAF* Continued To Contract In Most Markets, But Pace Has Slowed

Since 2020, Sun Belt markets have outperformed, with strong results in Florida, the Inland Empire, and Memphis. In contrast, San Francisco remains the most impacted market, with other gateway markets—New York, San Jose, Seattle, Los Angeles, Chicago, and DC—also experiencing significant declines.

M-RevPAF Growth by Market



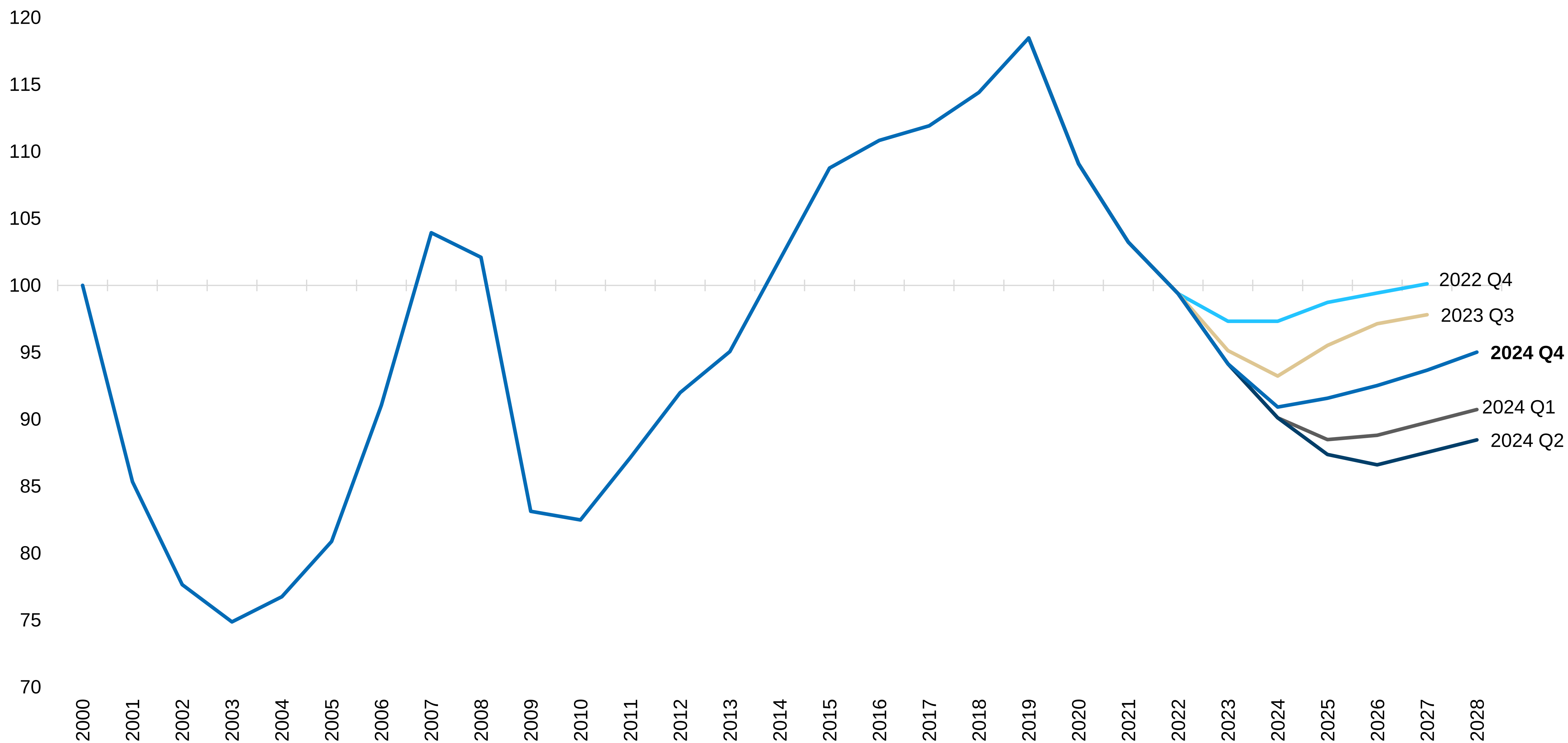
Source: Green Street data as of 1/27/2025, Newmark Research

*Market revenue per available foot combines the impact of changes in effective rents and occupancy to produce a measure of overall leasing market performance.

Forecasts Improved In Q4

The improving economic outlook has positively influenced the office forecast in the fourth quarter of 2024. Following several quarters of downward revisions, Green Street now projects the office market to bottom in 2024.

Green Street M-RevPAF Forecast Revisions (December 2000 = 100)



Sources: Green Street, Newmark Research as of 1/14/2025

4Q24 UNITED STATES OFFICE LEASING HOUSE VIEW

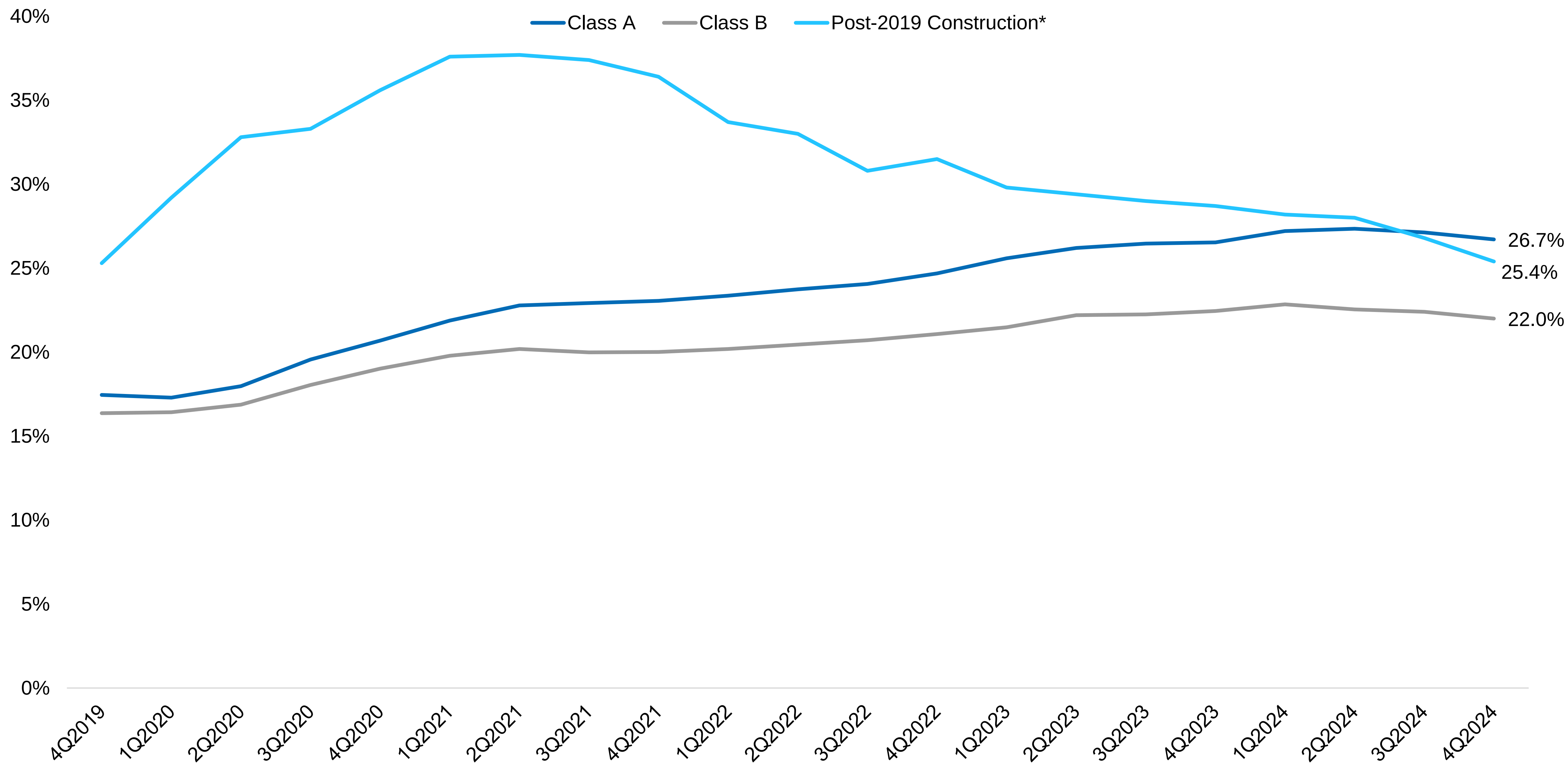
Class Conundrum

We often hear the office market described as a split between “trophy” and “trauma.” While it’s true that trophy assets are outperforming, we also see additional nuances and inefficiencies in today’s market—notably, the paradoxical resilience of Class B office space compared to commodity Class A properties.

Class B Beats Class A, But New Product Will Soon Beat Both

Before the pandemic, Class A and Class B availability rates were nearly identical, but the gap has since widened as Class A office has underperformed. Newly constructed office space initially experienced a surge in availability as new supply outpaced demand. However, steady leasing has improved occupancy rates, with new stock now outperforming existing Class A properties and nearing Class B levels.

Office Market Availability Rate By Class



Source: CoStar, Newmark Research as of 1/24/2025
*Office buildings over 20,000 SF. 5-Star CoStar Rating. Excludes owner-occupied.

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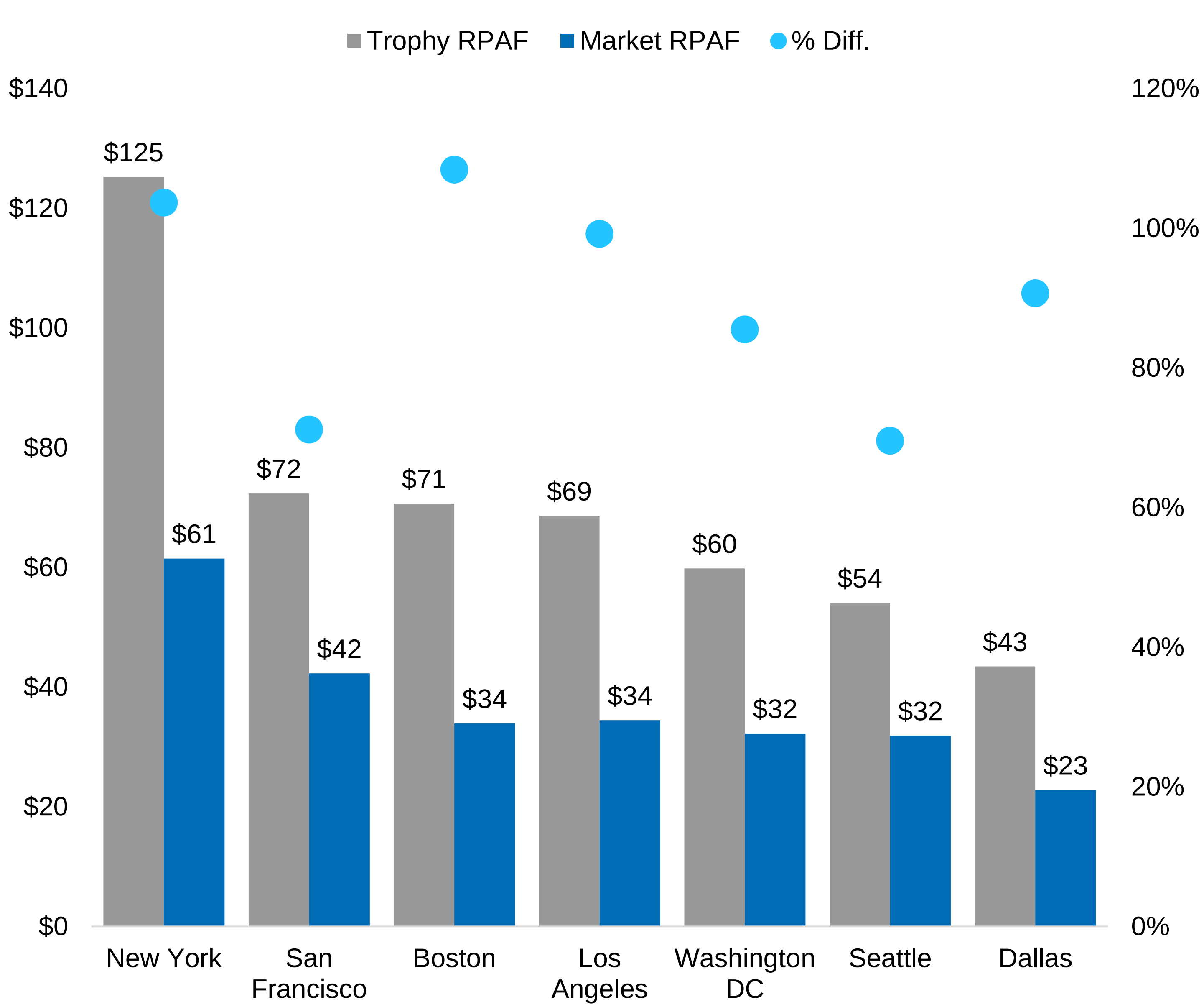
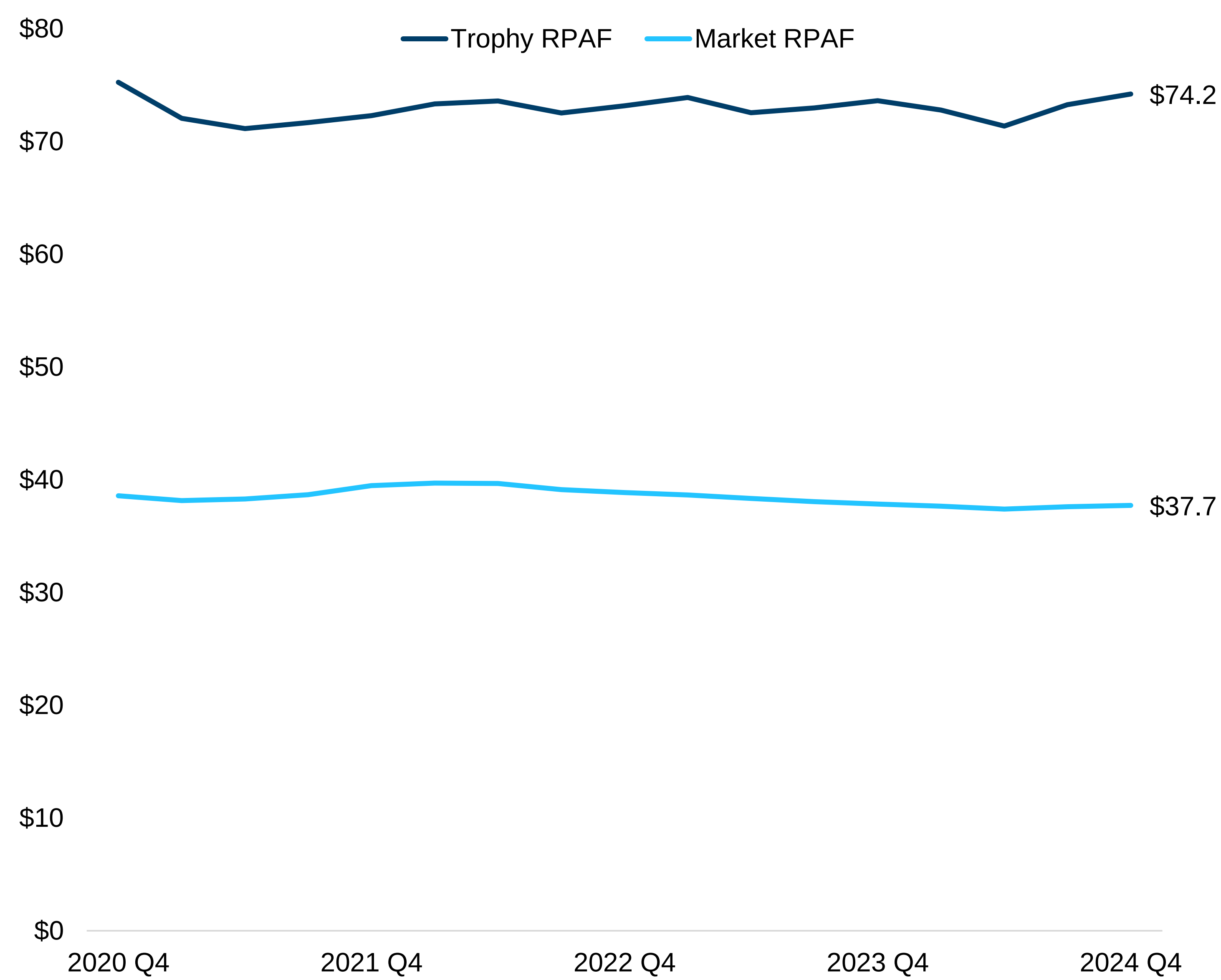
Trophy Cash Flow Premia Are Large, But Not Immune

In several key gateway markets, true trophy product* has significantly outperformed in terms of cash flow. In New York, trophy product commands a 103.7% premium in market rent per available foot (RPAF) compared to the broader market, with an average premium of 89.7% across major gateway markets. However, trophy RPAF has declined by 1.4% since 4Q20 in select markets. Trophy performance is accelerating as leasing activity strengthens amid rapidly diminishing new supply .

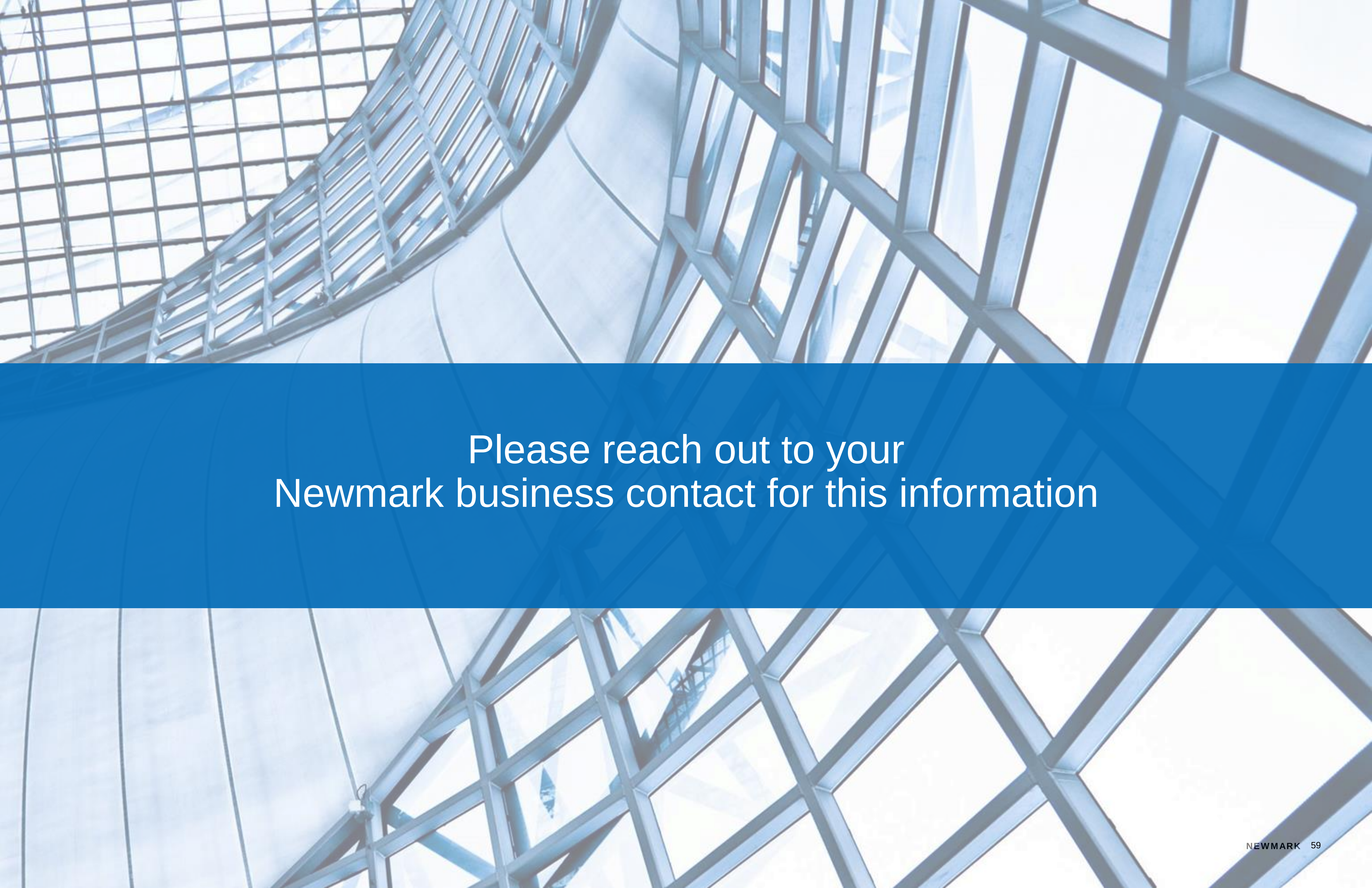
Gateway Market Comparison – Rent Per Available Foot**



Trophy versus Market – Rent Per Available Foot**



Source: CoStar, Newmark Research as of 1/27/2025
*"Trophy product" in this analysis is defined as fully stabilized buildings, representing around 10% of each market's inventory square footage, capturing the highest gross overall asking rents.
**Gross Asking Rent x (1-Total Availability Rate)



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4Q24 UNITED STATES OFFICE LEASING HOUSE VIEW

Office Market Statistics

National Office Market Statistics

4Q24

Market Statistics – All Classes

	Total Inventory (SF)	Under Construction (SF)	4Q 2024 Net Absorption (SF)	2024 Net Absorption (SF)	Overall Vacancy Rate	Average Asking Rent (Price/SF)
National	**5,161,883,428**	**33,705,262**	**5,326,920**	**-22,888,447**	**20.3%**	**$38.36**
Atlanta‡	159,568,157	522,000	62,785	-223,109	26.2%	$32.98
Austin‡	89,436,274	2,463,417	441,144	618,888	23.2%	$41.09
Baltimore‡	80,492,403	587,985	-77,108	171,813	15.6%	$24.90
Boston^	177,438,988	2,112,808	-645,542	-4,135,938	21.7%	$45.81
Broward County, FL	34,597,703	174,790	71,356	132,429	14.8%	$37.70
Charlotte‡	56,705,557	247,977	-205,691	-784,171	28.3%	$33.99
Charleston, SC	15,347,694	126,000	49,035	59,006	12.4%	$32.73
Chicago^	251,622,724	369,000	-441,432	-2,302,774	24.6%	$33.85
Cincinnati‡	34,548,875	43,000	-13,704	273,049	23.9%	$21.52
Cleveland‡	39,321,101	1,222,253	160,328	138,705	22.8%	$19.96
Columbia, SC	17,582,291	0	-165,351	233,580	9.4%	$19.86
Columbus‡	41,249,529	431,178	310,931	1,002,158	21.8%	$22.04
Dallas‡	285,869,611	2,394,783	-214,494	425,022	24.6%	$30.87
Delaware	15,618,909	100,000	43,292	82,060	18.9%	$26.99
Denver‡	101,814,015	510,049	-55,314	-961,869	28.6%	$35.61
Detroit‡	79,531,628	380,821	437,595	-250,637	22.3%	$20.80
Fairfield County, CT^	37,519,373	0	58,825	-591,646	23.9%	$37.41
Fresno	23,152,263	119,643	-63,390	-77,818	9.0%	$21.71
Greenville, SC	25,411,375	83,766	21,157	109,316	9.7%	$24.58
Hampton Roads	28,433,782	0	140,064	292,207	11.5%	$22.28

^ Major Market
‡ Secondary Market

Note: Absorption is the net change in occupied space over a period of time. Data may not match totals in some Newmark metro reports due to different local methodologies. Asking rents are quoted on a full-service basis.

National Office Market Statistics

4Q24

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National	**5,161,883,428**	**33,705,262**	**5,326,920**	**-22,888,447**	**20.3%**	**$38.36**
Houston‡	252,547,029	1,235,174	-620,758	-676,751	25.3%	$29.92
Indianapolis‡	33,947,233	181,318	-636,841	-1,260,021	28.1%	$21.27
Inland Empire, CA^	27,677,859	44,081	-1,476	362,228	9.0%	$25.83
Jacksonville‡	35,295,662	80,500	-152,269	-249,309	17.5%	$22.80
Kansas City‡	78,347,901	60,100	41,729	-323,575	16.7%	$22.73
Las Vegas‡	39,900,097	108,564	171,948	-995	12.5%	$27.18
Long Island^	60,139,306	0	133,007	97,564	11.9%	$28.44
Los Angeles^	219,377,327	1,590,386	499,987	-3,016,642	25.1%	$48.52
Manhattan^	457,912,114	506,163	1,755,466	-5,696,339	13.2%	$74.83
Memphis‡	36,493,713	0	-148,542	49,037	15.9%	$19.60
Miami‡	49,381,496	1,340,645	-54,107	350,433	14.9%	$57.51
Milwaukee‡	36,306,136	0	-146,291	-246,240	21.8%	$20.24
Minneapolis‡	116,996,848	400,000	-610,861	-2,048,980	19.6%	$28.74
Nashville‡	64,881,521	2,460,283	-22,953	238,062	17.6%	$31.26
New Jersey Northern^	166,333,747	1,118,787	752,262	1,269,035	19.1%	$31.52
New Jersey Southern	15,872,080	0	-57,155	25,590	15.6%	$22.04
North Bay, CA	14,679,523	0	-15,819	-43,182	18.1%	$33.13
Oakland/Greater East Bay^	63,467,322	0	-27,686	-635,913	23.0%	$42.16
Oklahoma City	22,294,778	115,000	56,466	41,414	16.6%	$20.06
Orange County, CA^	95,537,407	0	62,373	1,132,285	17.5%	$34.75

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‡ Secondary Market
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National Office Market Statistics

4Q24

Market Statistics – All Classes

	Total Inventory (SF)	Under Construction (SF)	4Q 2024 Net Absorption (SF)	2024 Net Absorption (SF)	Overall Vacancy Rate	Average Asking Rent (Price/SF)
National	**5,161,883,428**	**33,705,262**	**5,326,920**	**-22,888,447**	**20.3%**	**$38.36**
Orlando‡	62,643,084	328,465	-10,226	-500,590	13.1%	$25.68
Palm Beach	28,572,501	210,000	12,893	-153,463	15.2%	$49.99
Philadelphia‡	104,822,213	438,000	128,709	-831,648	20.5%	$31.34
Phoenix‡	97,503,247	214,800	-35,244	-1,839,358	26.5%	$30.85
Pittsburgh‡	57,780,913	44,000	285,392	80,760	24.4%	$26.07
Portland‡	62,039,426	547,000	-289,662	-1,247,799	23.1%	$30.91
Raleigh/Durham‡	53,347,032	203,381	-303,840	-450,632	20.9%	$30.63
Richmond	33,957,984	201,000	236,251	73,226	14.1%	$21.24
Sacramento‡	66,027,593	569,000	292,596	387,813	16.0%	$26.10
Salt Lake City‡	79,152,778	466,368	233,893	552,592	15.0%	$25.30
San Antonio‡	52,305,008	604,098	124,368	-2,161	17.1%	$24.11
San Diego‡	74,938,796	5,269,471	336,407	564,870	16.8%	$41.39
San Francisco^	90,671,701	0	349,196	-375,513	29.8%	$68.17
San Francisco Peninsula^	62,336,196	452,618	397,154	393,114	19.1%	80.74
Seattle‡	137,661,253	1,286,041	-231,993	-1,619,195	21.1%	$43.61
Silicon Valley^	84,760,222	231,579	796,787	1,090,587	19.8%	$56.29
St. Louis‡	78,313,992	41,000	264,183	-48,150	13.5%	$22.71
Tampa/St. Petersburg‡	61,314,461	518,929	230,913	61,806	15.0%	$29.72
Washington, DC^	365,629,968	949,041	1,573,716	-2,287,688	21.0%	$42.90
Westchester County, NY^	25,453,709	0	42,461	-314,990	25.7%	$28.43

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‡ Secondary Market
Note: Absorption is the net change in occupied space over a period of time. Data may not match totals in some Newmark metro reports due to different local methodologies. Asking rents are quoted on a full-service basis.

For more information:

David Bitner
Executive Managing Director
Global Head of Research
david.bitner@nmrk.com

Jonathan Mazur
Executive Managing Director
National Research
jonathan.mazur@nmrk.com

Keith Reichert
Director
Western Research
keith.reichert@nmrk.com

New York Headquarters
125 Park Avenue
New York, NY 10017
t 212-372-2000

nmrk.com

Newmark has implemented a proprietary database and our tracking methodology has been revised. With this expansion and refinement in our data, there may be adjustments in historical statistics including availability, asking rents, absorption and effective rents. Newmark Research Reports are available at nmrk.com/insights.

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