

# Quarterly Economic Briefing

## Q3 2020

# Agenda

1. Briefing on economic and policy issues pertinent to multifamily and CRE
2. How did properties perform in the most recent quarter/period for income drivers like rents and vacancies?
3. Trends in pricing drivers via the CRE capital markets, financing issues, and shifting predictions about value declines (and timing).

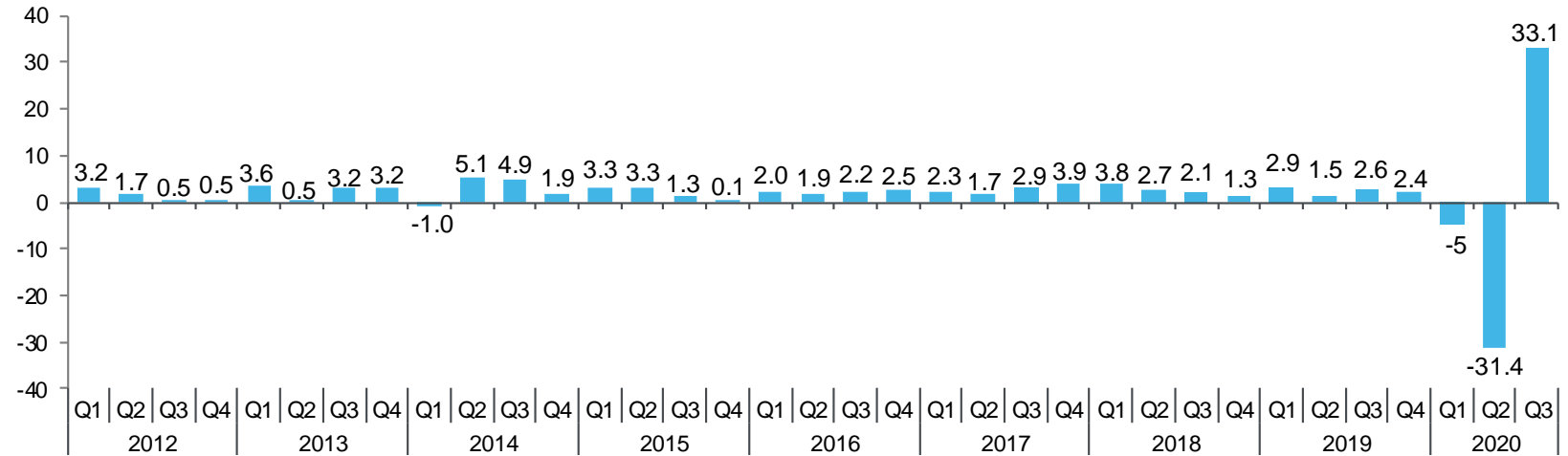
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An Historic Drop, An  
Historic Recovery. But Are  
We “Done”?

# Quarterly GDP Growth & Components

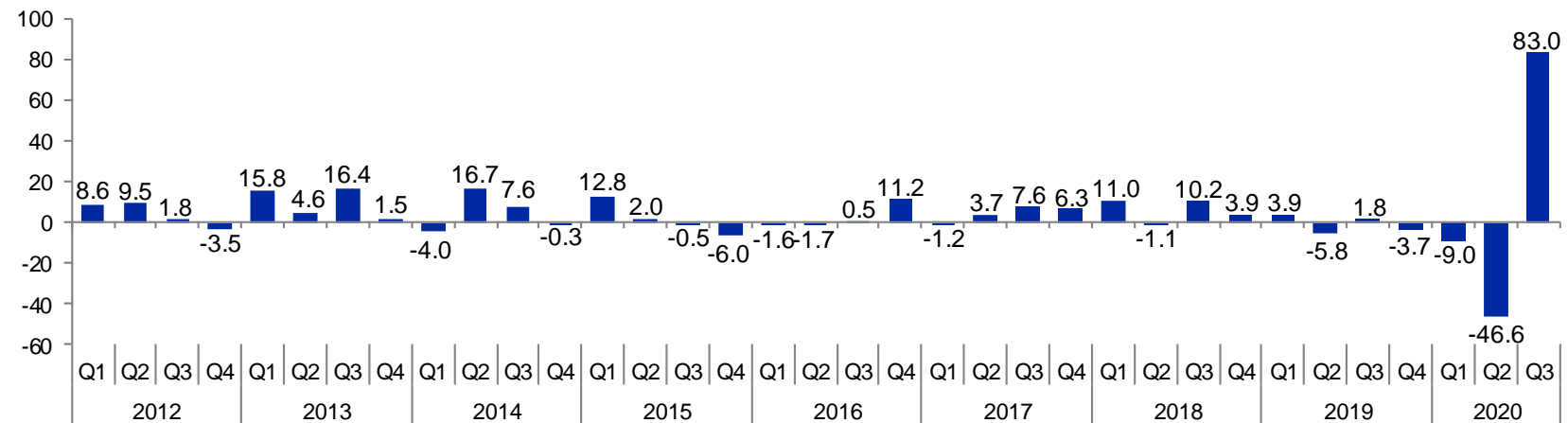
## GDP

Percentage Change at Annual Rate



## Business Investment

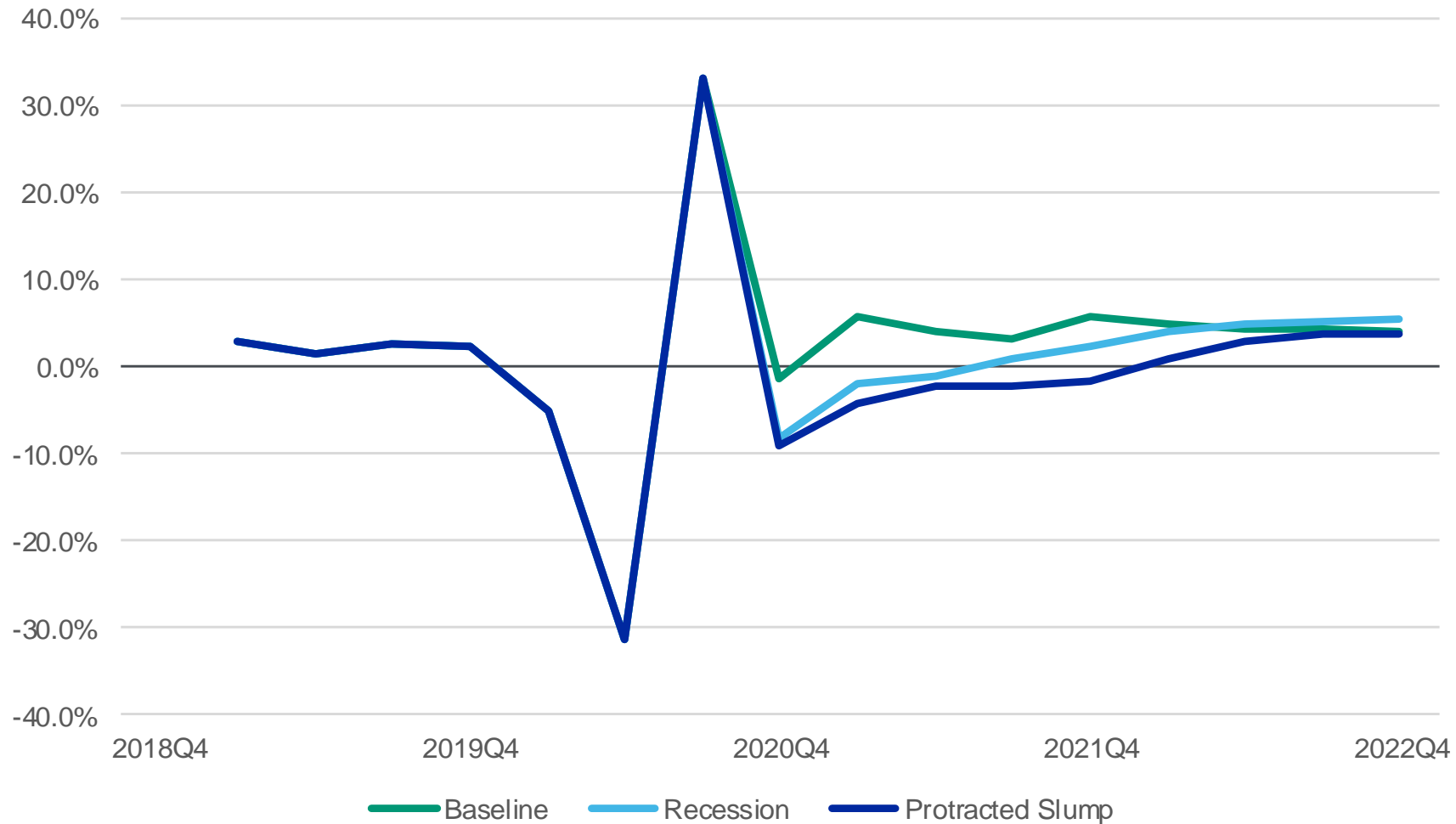
Percentage Change at Annual Rate



Source: Bureau of Economic Analysis

# Alternative Trajectories of Recovery

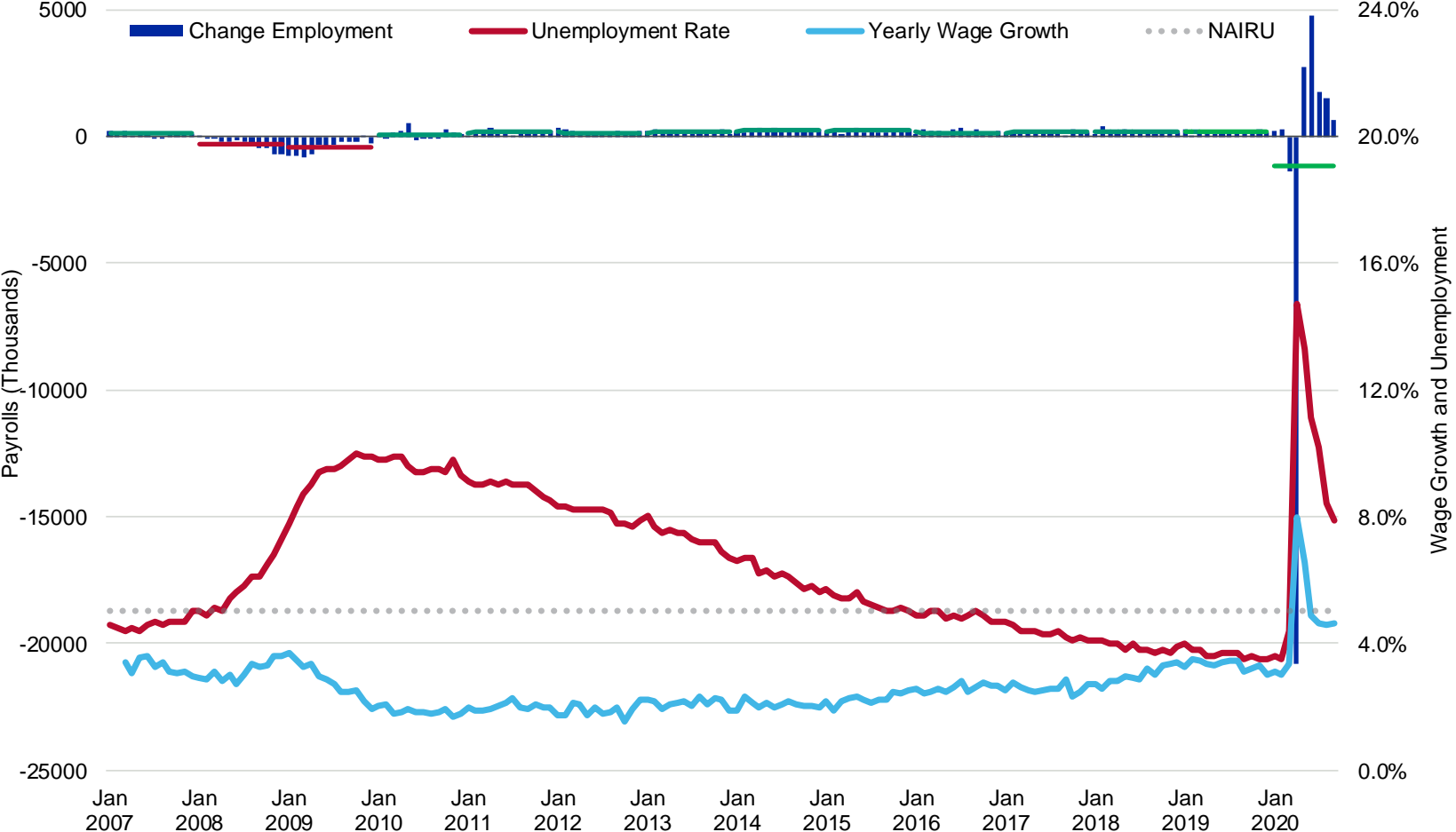
Real GDP, annualized quarter/quarter growth rate



Sources: BEA; Moody's Analytics

# The Labor Markets Through October

## Job Creation and the Unemployment Rate



Sources: Bureau of Labor Statistics; FRED

# The Economic Outlook

## Key Takeaways

- » No official word as to whether the recession is over, but strong third quarter growth figures suggest that we have entered an expansionary period.
- » Wide availability of vaccines not likely till at or around April – assuming relative efficacy is established before then.
- » Baseline GDP for 2020 is expected to decline by at or around 3%, but mostly concentrated in the second quarter dip. Third quarter GDP growth is mostly good news, and exceeded consensus expectations.
- » Will fiscal support be forthcoming? Will investor and consumer confidence receive a boost from the current presidency, in a sustained fashion?

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National Market Updates



# National Apartment Market

## Quarterly & Annual Market Conditions

- » Vacancy rates are up 30 bps year to date, but are still well below long term average levels.
- » Record decline in asking and effective rents in the third quarter. Projected declines for all of 2020 will also be a record, with distress cascading through 2021.

Quarterly

Year	Qtr	Asking Rent	Percent Change	Effective Rent	Percent Change	Vacancy Rate
2013	3	\$1,135	1.1%	\$1,090	1.1%	4.4%
2013	4	\$1,146	0.9%	\$1,100	1.0%	4.4%
2014	1	\$1,155	0.8%	\$1,109	0.9%	4.2%
2014	2	\$1,168	1.2%	\$1,123	1.2%	4.3%
2014	3	\$1,183	1.3%	\$1,137	1.3%	4.4%
2014	4	\$1,192	0.8%	\$1,146	0.8%	4.4%
2015	1	\$1,205	1.0%	\$1,158	1.1%	4.2%
2015	2	\$1,226	1.8%	\$1,179	1.7%	4.2%
2015	3	\$1,248	1.8%	\$1,200	1.8%	4.2%
2015	4	\$1,262	1.1%	\$1,212	1.1%	4.3%
2016	1	\$1,274	0.9%	\$1,223	0.9%	4.3%
2016	2	\$1,291	1.4%	\$1,240	1.3%	4.2%
2016	3	\$1,307	1.3%	\$1,255	1.2%	4.1%
2016	4	\$1,313	0.4%	\$1,260	0.4%	4.2%
2017	1	\$1,324	0.9%	\$1,268	0.6%	4.3%
2017	2	\$1,345	1.5%	\$1,285	1.3%	4.4%
2017	3	\$1,363	1.4%	\$1,301	1.3%	4.4%
2017	4	\$1,373	0.7%	\$1,309	0.6%	4.6%
2018	1	\$1,389	1.2%	\$1,324	1.1%	4.7%
2018	2	\$1,410	1.5%	\$1,343	1.5%	4.7%
2018	3	\$1,431	1.5%	\$1,362	1.4%	4.7%
2018	4	\$1,445	1.0%	\$1,375	1.0%	4.8%
2019	1	\$1,454	0.6%	\$1,383	0.6%	4.7%
2019	2	\$1,474	1.4%	\$1,403	1.5%	4.6%
2019	3	\$1,490	1.1%	\$1,419	1.1%	4.6%
2019	4	\$1,498	0.5%	\$1,426	0.5%	4.7%
2020	1	\$1,505	0.4%	\$1,433	0.5%	4.8%
2020	2	\$1,499	-0.4%	\$1,428	-0.4%	4.9%
2020	3	\$1,471	-1.8%	\$1,401	-1.9%	5.0%

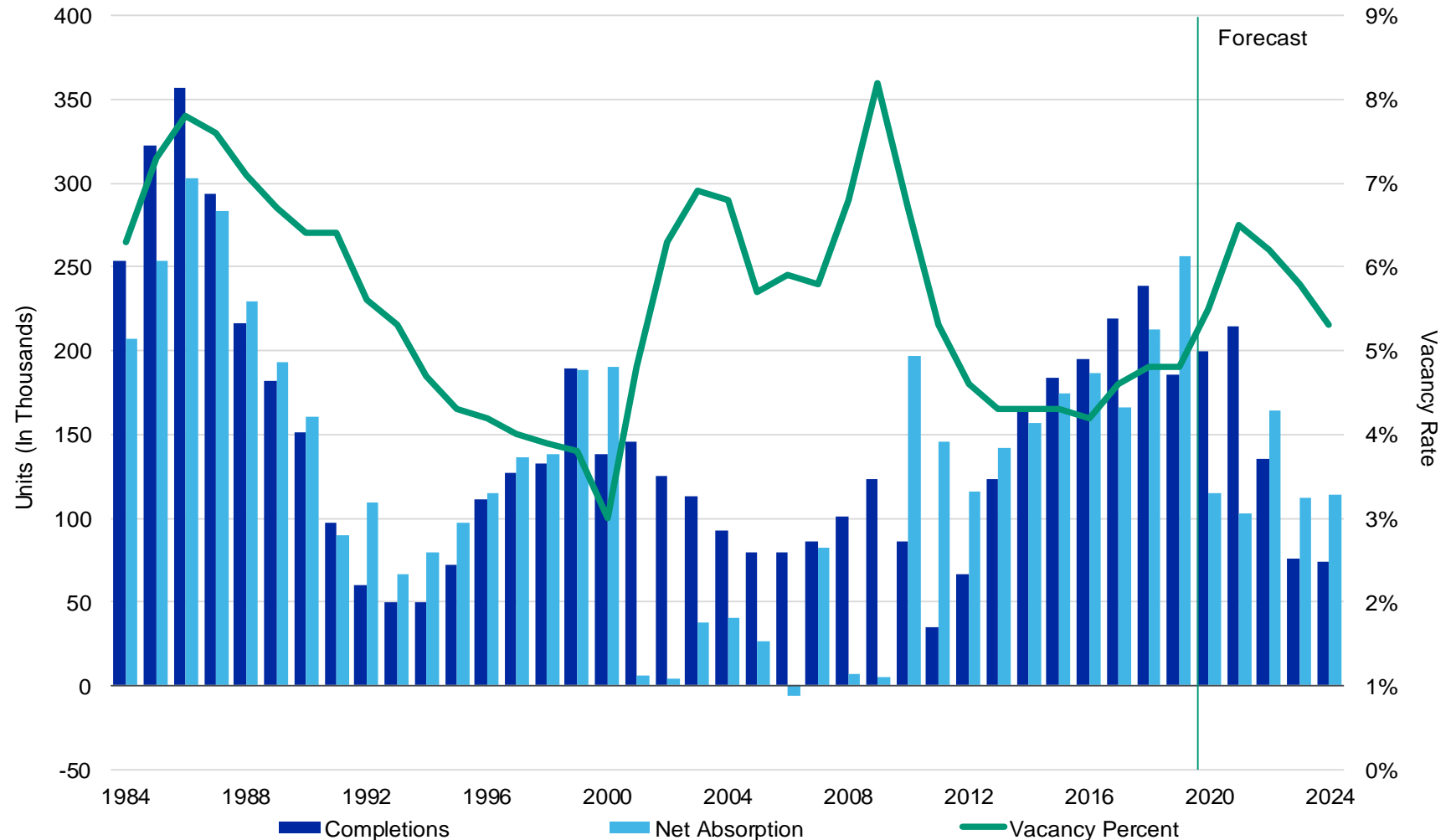
Annual

Year	Asking Rent	Percent Change	Effective Rent	Percent Change	Vacancy Rate
2010	\$1,044	1.7%	\$991	2.3%	6.6%
2011	\$1,070	2.4%	\$1,019	2.7%	5.3%
2012	\$1,107	3.5%	\$1,061	4.2%	4.7%
2013	\$1,146	3.5%	\$1,100	3.7%	4.4%
2014	\$1,192	4.1%	\$1,146	4.2%	4.4%
2015	\$1,262	5.8%	\$1,212	5.8%	4.3%
2016	\$1,313	4.0%	\$1,260	3.9%	4.2%
2017	\$1,373	4.6%	\$1,309	3.9%	4.6%
2018	\$1,445	5.3%	\$1,375	5.0%	4.8%
2019	\$1,498	3.7%	\$1,426	3.7%	4.7%
2020	\$1,459	-2.6%	\$1,387	-2.8%	5.4%
2021	\$1,446	-0.9%	\$1,370	-1.2%	6.5%
2022	\$1,469	1.6%	\$1,394	1.7%	6.1%
2023	\$1,504	2.3%	\$1,427	2.4%	5.7%
2024	\$1,543	2.6%	\$1,466	2.8%	5.3%

Source: REIS, Real Estate Solutions by Moody's Analytics;  
79 of 275 Apartment Markets

# National Apartment Market

## Supply & Demand Trends



Source: Moody's Analytics REIS;  
Top 50 Primary Apartment Markets

# National Office Market

## Quarterly & Annual Market Conditions

- » Office vacancies rose by 30 bps in the third quarter, but asking and effective rent growth went their separate ways – the former rising, and the other declining. Why?
- » The risk remains medium to long-term for the office sector, and there is need for much nuance in the analysis.

Quarterly

Year	Qtr	Net Absorption	Asking Rent	Percent Change	Effective Rent	Percent Change	Vacancy Rate
2013	3	7.2	\$29.11	0.5%	\$23.51	0.5%	17.1%
2013	4	6.4	\$29.32	0.7%	\$23.69	0.8%	17.0%
2014	1	10.1	\$29.54	0.8%	\$23.87	0.8%	17.0%
2014	2	1.8	\$29.77	0.8%	\$24.06	0.8%	17.1%
2014	3	7.3	\$29.92	0.5%	\$24.18	0.5%	17.0%
2014	4	9.9	\$30.24	1.1%	\$24.45	1.1%	16.9%
2015	1	4.8	\$30.54	1.0%	\$24.70	1.0%	16.8%
2015	2	8.3	\$30.78	0.8%	\$24.90	0.8%	16.7%
2015	3	12.2	\$31.01	0.7%	\$25.10	0.8%	16.6%
2015	4	12.7	\$31.27	0.8%	\$25.32	0.9%	16.5%
2016	1	8.2	\$31.57	1.0%	\$25.58	1.0%	16.4%
2016	2	5.1	\$31.76	0.6%	\$25.74	0.6%	16.4%
2016	3	2.9	\$31.89	0.4%	\$25.85	0.4%	16.4%
2016	4	12.9	\$32.00	0.3%	\$25.95	0.4%	16.3%
2017	1	5.7	\$32.16	0.5%	\$26.08	0.5%	16.3%
2017	2	4.8	\$32.26	0.3%	\$26.15	0.3%	16.4%
2017	3	5.6	\$32.38	0.4%	\$26.25	0.4%	16.4%
2017	4	7.4	\$32.57	0.6%	\$26.42	0.6%	16.4%
2018	1	6.2	\$32.84	0.8%	\$26.64	0.8%	16.5%
2018	2	2.2	\$33.08	0.7%	\$26.84	0.8%	16.6%
2018	3	4.9	\$33.21	0.4%	\$26.95	0.4%	16.7%
2018	4	9.5	\$33.44	0.7%	\$27.13	0.7%	16.7%
2019	1	8.4	\$33.58	0.4%	\$27.26	0.5%	16.7%
2019	2	4.4	\$33.86	0.8%	\$27.48	0.8%	16.8%
2019	3	10.1	\$34.12	0.8%	\$27.71	0.8%	16.9%
2019	4	15.0	\$34.33	0.6%	\$27.88	0.6%	16.8%
2020	1	-1.3	\$34.47	0.4%	\$28.00	0.4%	17.0%
2020	2	2.4	\$34.45	-0.1%	\$27.90	-0.4%	17.1%
2020	3	-5.9	\$34.51	0.2%	\$27.85	-0.2%	17.4%

Annual

Year	Net Absorption	Asking Rent	Percent Change	Effective Rent	Percent Change	Vacancy Rate
2010	-21.6	\$27.54	-0.9%	\$22.09	-1.5%	17.6%
2011	17.7	\$28.02	1.7%	\$22.58	2.2%	17.4%
2012	15.5	\$28.60	2.1%	\$23.09	2.3%	17.2%
2013	25.1	\$29.32	2.5%	\$23.69	2.6%	17.0%
2014	29.0	\$30.24	3.1%	\$24.45	3.2%	16.9%
2015	38.0	\$31.27	3.4%	\$25.32	3.6%	16.5%
2016	29.1	\$32.00	2.3%	\$25.95	2.5%	16.3%
2017	23.5	\$32.57	1.8%	\$26.42	1.8%	16.4%
2018	22.8	\$33.44	2.7%	\$27.13	2.7%	16.7%
2019	37.8	\$34.33	2.7%	\$27.88	2.8%	16.8%
2020	-12.8	\$33.70	-1.8%	\$26.69	-4.3%	18.0%
2021	-23.2	\$32.05	-4.9%	\$24.69	-7.5%	19.3%
2022	24.5	\$32.12	0.2%	\$24.78	0.4%	19.4%
2023	17.2	\$32.65	1.7%	\$25.29	2.1%	19.6%
2024	46.0	\$33.23	1.8%	\$25.91	2.5%	19.0%

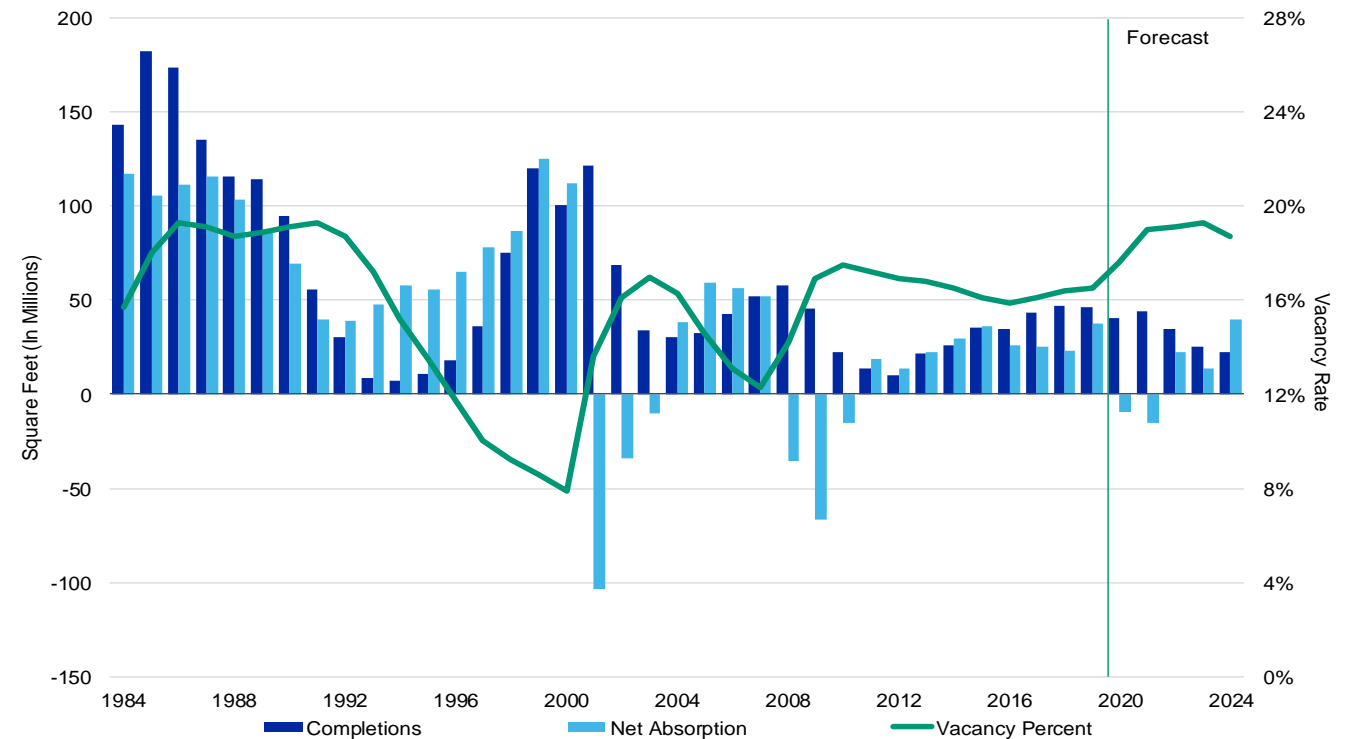
Source: REIS, Real Estate Solutions by Moody's Analytics; 79 of 190 Office Markets

Net absorption figures are in millions of square feet.

# National Office Market

## Supply & Demand Trends

- » Office vacancies expected to approach record highs in late 2021 or early 2022, depending on the geographic market.
- » As some offices reopen, future demand for office space remains decidedly uncertain. Others are realizing that working from home does not work for their situation; some employers are evaluating their overall space needs to reduce costs. As of yet, however, there is little evidence that firms are investing in completely restructuring their office spaces as a response to COVID-19.



Source: Moody's Analytics REIS;  
Top 50 Primary Office Markets; CompStak

# National Retail Market

## Quarterly & Annual Market Conditions

Quarterly

Year	Qtr	Net Absorption	Asking Rent	Percent Change	Effective Rent	Percent Change	Vacancy Rate
2013	3	2.2	\$19.26	0.3%	\$16.75	0.4%	10.5%
2013	4	4.6	\$19.35	0.5%	\$16.83	0.5%	10.4%
2014	1	1.2	\$19.43	0.4%	\$16.91	0.5%	10.4%
2014	2	3.4	\$19.52	0.5%	\$16.99	0.5%	10.3%
2014	3	4.1	\$19.60	0.4%	\$17.07	0.5%	10.3%
2014	4	4.8	\$19.70	0.5%	\$17.17	0.6%	10.2%
2015	1	3.6	\$19.80	0.5%	\$17.27	0.6%	10.1%
2015	2	2.5	\$19.90	0.5%	\$17.36	0.5%	10.1%
2015	3	3.7	\$20.01	0.6%	\$17.46	0.6%	10.0%
2015	4	2.6	\$20.11	0.5%	\$17.55	0.5%	10.0%
2016	1	3.1	\$20.22	0.5%	\$17.66	0.6%	9.9%
2016	2	4.0	\$20.30	0.4%	\$17.73	0.4%	9.8%
2016	3	1.1	\$20.39	0.4%	\$17.81	0.5%	9.9%
2016	4	4.5	\$20.48	0.4%	\$17.90	0.5%	9.9%
2017	1	3.0	\$20.56	0.4%	\$17.98	0.4%	9.9%
2017	2	1.2	\$20.66	0.5%	\$18.06	0.4%	10.0%
2017	3	2.2	\$20.76	0.5%	\$18.16	0.6%	10.0%
2017	4	3.3	\$20.88	0.6%	\$18.27	0.6%	10.0%
2018	1	1.0	\$20.97	0.4%	\$18.36	0.5%	10.0%
2018	2	-4.0	\$21.03	0.3%	\$18.41	0.3%	10.2%
2018	3	2.7	\$21.13	0.5%	\$18.49	0.4%	10.2%
2018	4	1.5	\$21.22	0.4%	\$18.58	0.5%	10.2%
2019	1	17.1	\$21.34	0.6%	\$18.69	0.6%	10.2%
2019	2	2.6	\$21.42	0.4%	\$18.76	0.4%	10.2%
2019	3	2.2	\$21.49	0.3%	\$18.82	0.3%	10.2%
2019	4	0.6	\$21.51	0.1%	\$18.84	0.1%	10.2%
2020	1	1.3	\$21.54	0.1%	\$18.88	0.2%	10.2%
2020	2	-0.9	\$21.44	-0.5%	\$18.76	-0.6%	10.2%
2020	3	-2.6	\$21.41	-0.1%	\$18.69	-0.4%	10.4%

Neighborhood & Community Shopping Centers

Annual

Year	Net Absorption	Asking Rent	Percent Change	Effective Rent	Percent Change	Vacancy Rate
2010	-3.2	\$18.99	-0.7%	\$16.51	-1.4%	11.0%
2011	6.3	\$18.99	0.0%	\$16.50	-0.1%	11.0%
2012	11.3	\$19.08	0.5%	\$16.59	0.5%	10.7%
2013	12.7	\$19.35	1.4%	\$16.83	1.4%	10.4%
2014	13.5	\$19.70	1.8%	\$17.17	2.0%	10.2%
2015	12.3	\$20.11	2.1%	\$17.55	2.2%	10.0%
2016	12.7	\$20.48	1.8%	\$17.90	2.0%	9.9%
2017	9.7	\$20.88	2.0%	\$18.27	2.1%	10.0%
2018	1.1	\$21.22	1.6%	\$18.58	1.7%	10.2%
2019	22.5	\$21.51	1.4%	\$18.84	1.4%	10.2%
2020	-13.7	\$20.83	-3.2%	\$17.91	-4.9%	11.1%
2021	-30.0	\$19.55	-6.1%	\$16.57	-7.5%	12.6%
2022	10.3	\$19.37	-0.9%	\$16.57	0.0%	12.4%
2023	10.8	\$19.53	0.8%	\$16.88	1.9%	12.1%
2024	21.4	\$19.80	1.4%	\$17.17	1.7%	11.4%

Neighborhood & Community Shopping Centers

Year	Quarter	Asking Rent	Percent Change	Vacancy Rate
2010	Y	\$38.79	-0.6%	8.7%
2011	Y	\$38.92	0.3%	9.2%
2012	Y	\$39.31	1.0%	8.6%
2013	Y	\$39.95	1.6%	7.9%
2014	Y	\$40.66	1.8%	8.0%
2015	Y	\$41.54	2.2%	7.8%
2016	Y	\$42.38	2.0%	7.8%
2017	Y	\$43.00	1.5%	8.3%
2018	Y	\$43.35	0.8%	9.0%
2019	Y	\$43.84	1.1%	9.7%
2020	3	\$43.40	-0.7%	10.1%

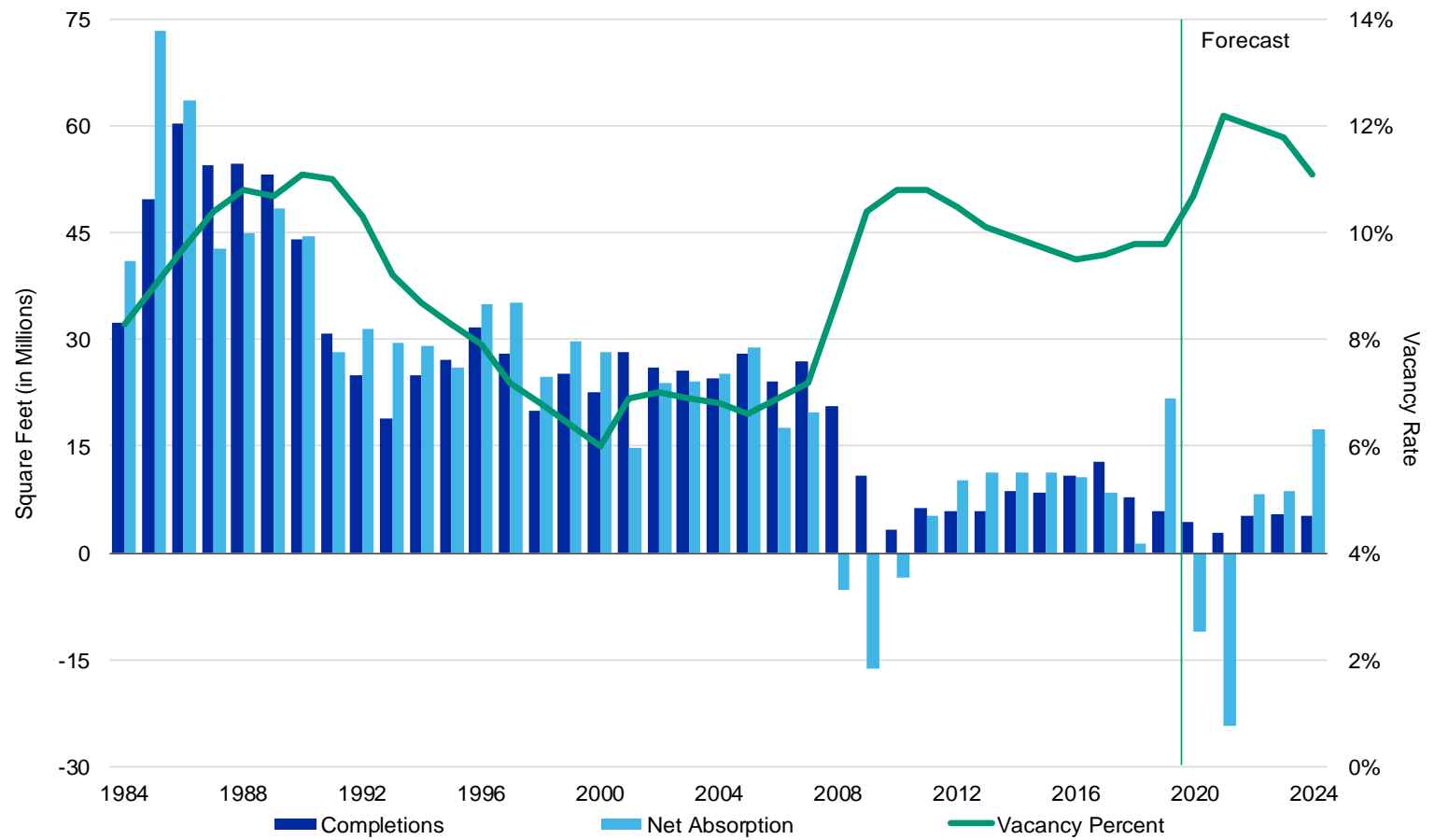
Regional/Super Regional Malls

Source: REIS, Real Estate Solutions by Moody's Analytics; 77 of 190 Retail Markets  
 Net absorption figures are in millions of square feet.

# National Retail Market

## Supply & Demand Trends

- » Retail vacancies expected to break historic highs – up to 12.6% by 2021, and remain elevated through 2022 before declining somewhat.
- » Rent forecasts are expected to be almost double the magnitude of declines in '08-'09 – but more of the brunt is expected in 2021.
- » The 'supply glut' situation is not from overbuilding in the past expansionary cycle from 2010 to 2019. It is because the very nature of existing stock is being called into question, given the shift of consumption to e-commerce.

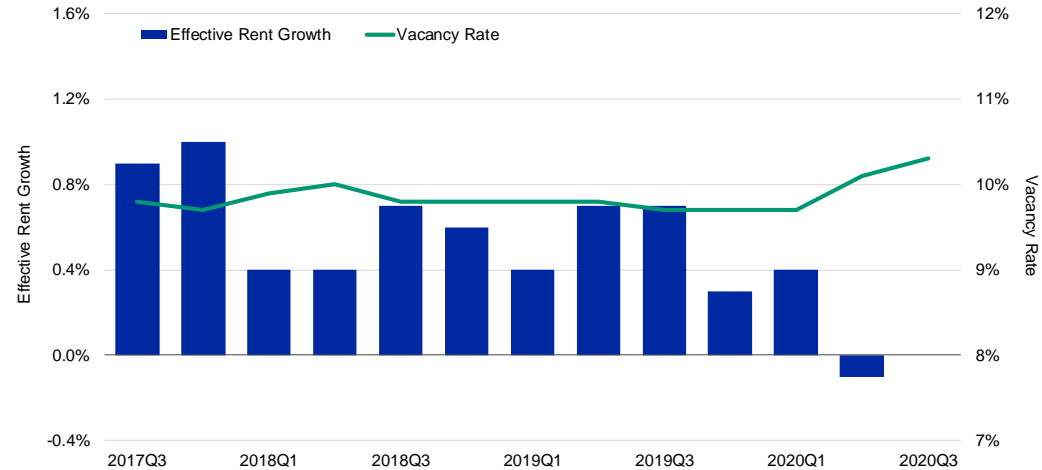


Source: Moody's Analytics REIS;  
Top 50 Primary Retail Markets

# Industrial: Holding Steady in the Third Quarter

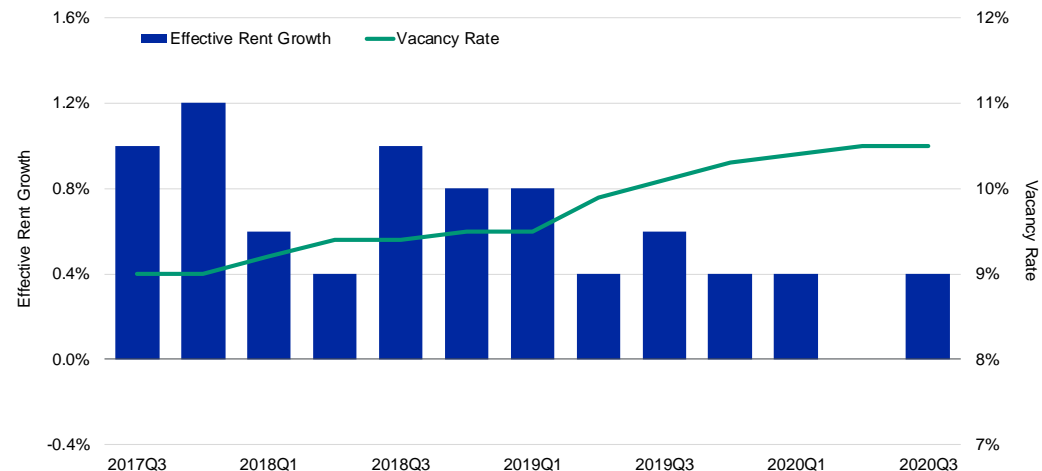
## Flex/R&D

- » Flex/R&D vacancies up by 20 bps in the third quarter to 10.3%.
- » Asking rents *up* by 0.2% but effective rents flat.



## Warehouse/ Distribution

- » Warehouse/distribution vacancies flat at 10.5% for the second and third quarters. Effective rents *up* by 0.4%.
- » Expect beneficial structural change for this subtype given the rise of e-commerce.



Source: Moody's Analytics REIS

# National Hotel Market

## Quarterly Market Conditions

- Outsized effect of pandemic on hotel performance metrics – unsurprising, given the effect of COVID-19 on travel and economic activity.
- Occupancies took a 40+ percentage point hit and is not expected to float above 50% throughout 2021.
- RevPAR was more than halved relative to end-2019 levels, and is not expected to recover for several years.
- For more information on varying outlook by geographic market, reach out to us for details about the 69 markets we cover!

Year	Qtr	ADR	Percent Change	Occupancy Rate	Percent Change	RevPAR	Percent Change
2015	4	\$119	0.8%	64.7%	0.2%	\$77	1.1%
2016	1	\$120	0.8%	64.3%	-0.7%	\$77	0.1%
2016	2	\$120	0.0%	65.0%	1.1%	\$78	1.1%
2016	3	\$122	1.7%	65.8%	1.3%	\$80	3.0%
2016	4	\$122	0.0%	64.8%	-1.5%	\$79	-1.5%
2017	1	\$122	0.0%	66.0%	1.8%	\$81	1.8%
2017	2	\$123	0.8%	65.3%	-1.1%	\$80	-0.3%
2017	3	\$124	0.8%	66.7%	2.2%	\$83	3.0%
2017	4	\$125	0.8%	65.4%	-1.9%	\$82	-1.1%
2018	1	\$127	1.6%	65.6%	0.2%	\$83	1.8%
2018	2	\$127	0.0%	65.7%	0.2%	\$83	0.2%
2018	3	\$127	0.0%	64.0%	-2.6%	\$81	-2.6%
2018	4	\$127	0.0%	65.5%	2.4%	\$83	2.4%
2019	1	\$127	0.0%	65.2%	-0.4%	\$83	-0.4%
2019	2	\$128	0.8%	65.3%	0.0%	\$84	0.8%
2019	3	\$127	-0.8%	65.1%	-0.3%	\$83	-1.1%
2019	4	\$128	0.8%	66.0%	1.4%	\$84	2.2%
2020	1	\$106	-17.2%	42.5%	-35.7%	\$45	-46.7%
2020	2	\$88	-17.0%	38.4%	-9.7%	\$34	-25.0%
2020	3	\$94	6.8%	43.2%	12.6%	\$41	20.3%
2020	4	\$96	2.1%	47.3%	9.4%	\$45	11.7%
2021	1	\$98	2.1%	48.2%	2.0%	\$47	4.1%
2021	2	\$99	1.0%	49.4%	2.4%	\$49	3.4%
2021	3	\$101	2.0%	50.7%	2.7%	\$51	4.8%

Source: Moody's Analytics REIS

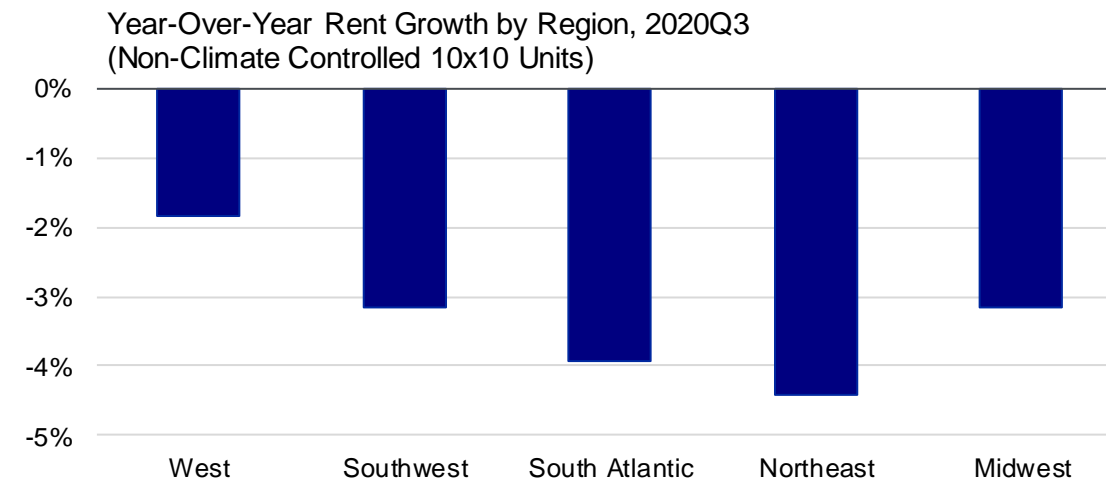
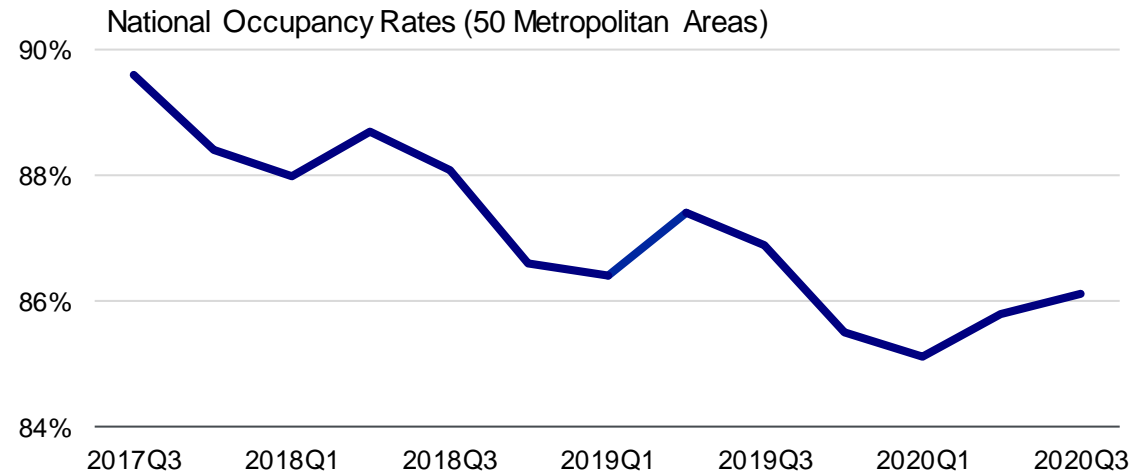


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## Specialty Sector Updates

# Self Storage in the Third Quarter

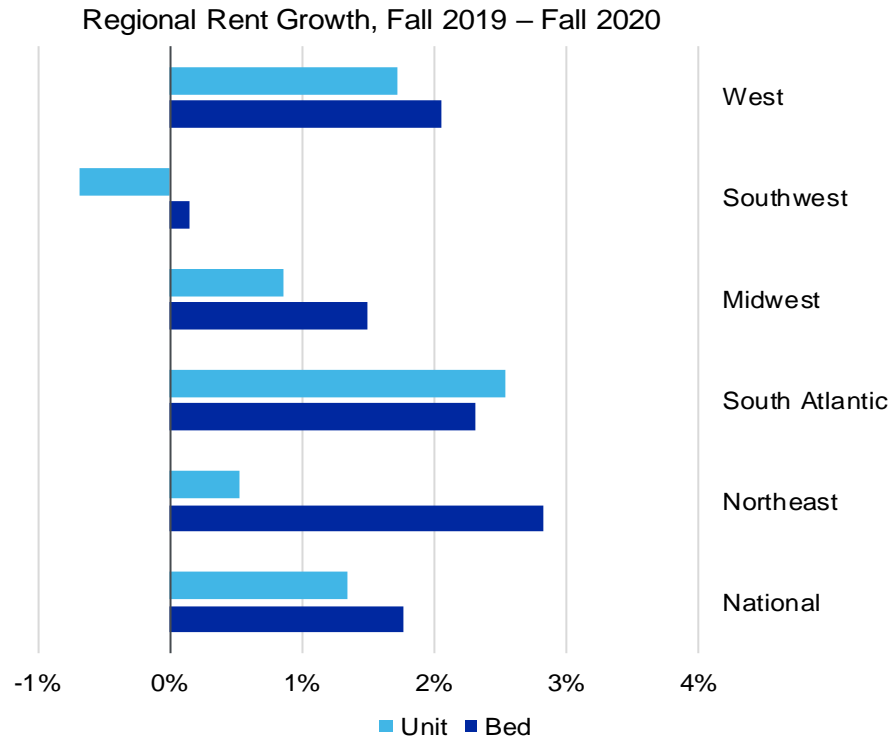
- » Occupancies *improved* by 30 basis points to 86.1%. And this despite the fact that there has been a 46% increase in projected supply growth relative to end-2019 forecasts.
- » Rents for 10x10 climate controlled units fell by 2.9% year over year – but posted a 0.7% increase in the third quarter.
- » Performance metrics mixed: occupancies stable but rents down.



Source: Moody's Analytics REIS

# Student Housing in the Third Quarter

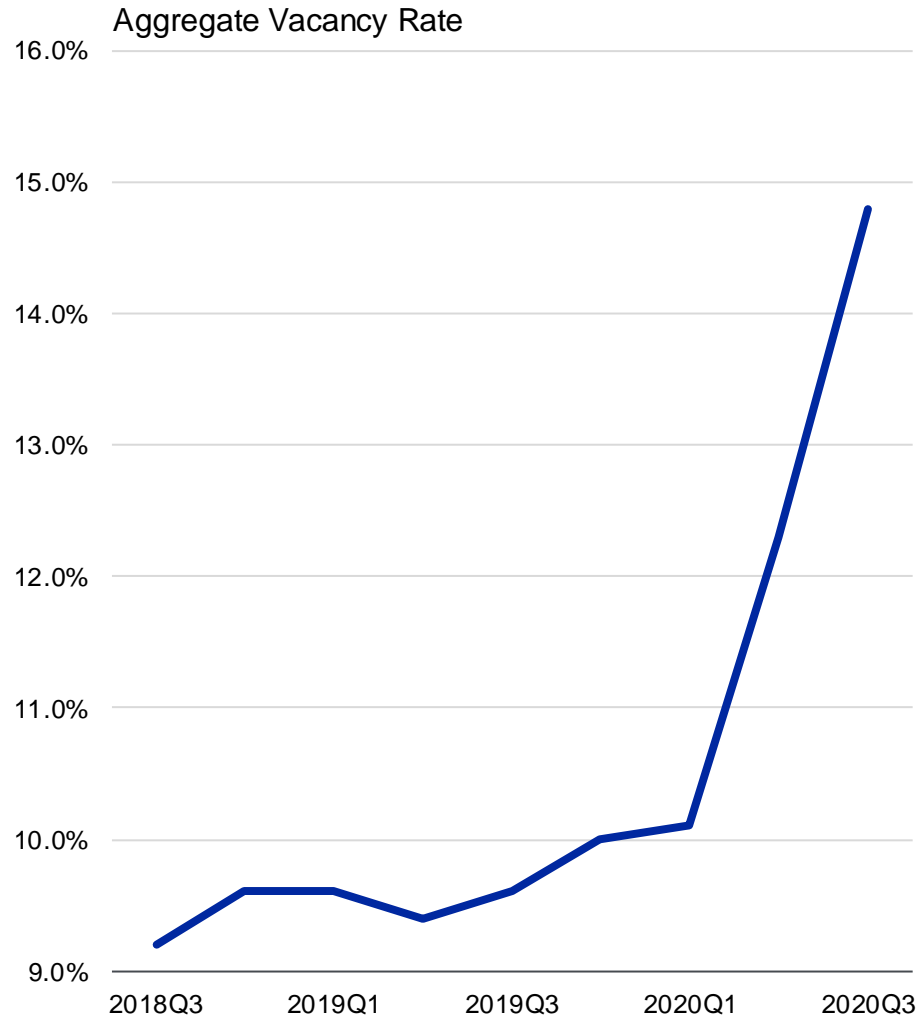
- » Tables present Fall 2019 to Fall 2020 actual changes in vacancies and rents across subtypes.
- » In general, properties that rented by the Unit fared relatively better, with Fall 2020 vacancies ending at 3.5% despite a 120 basis point increase. However, in the Southwest, properties that rented by the Unit suffered rent declines.
- » Continuing uncertainty over the course of 2020 and 2021 likely implies a deterioration in performance metrics through Fall 2021.



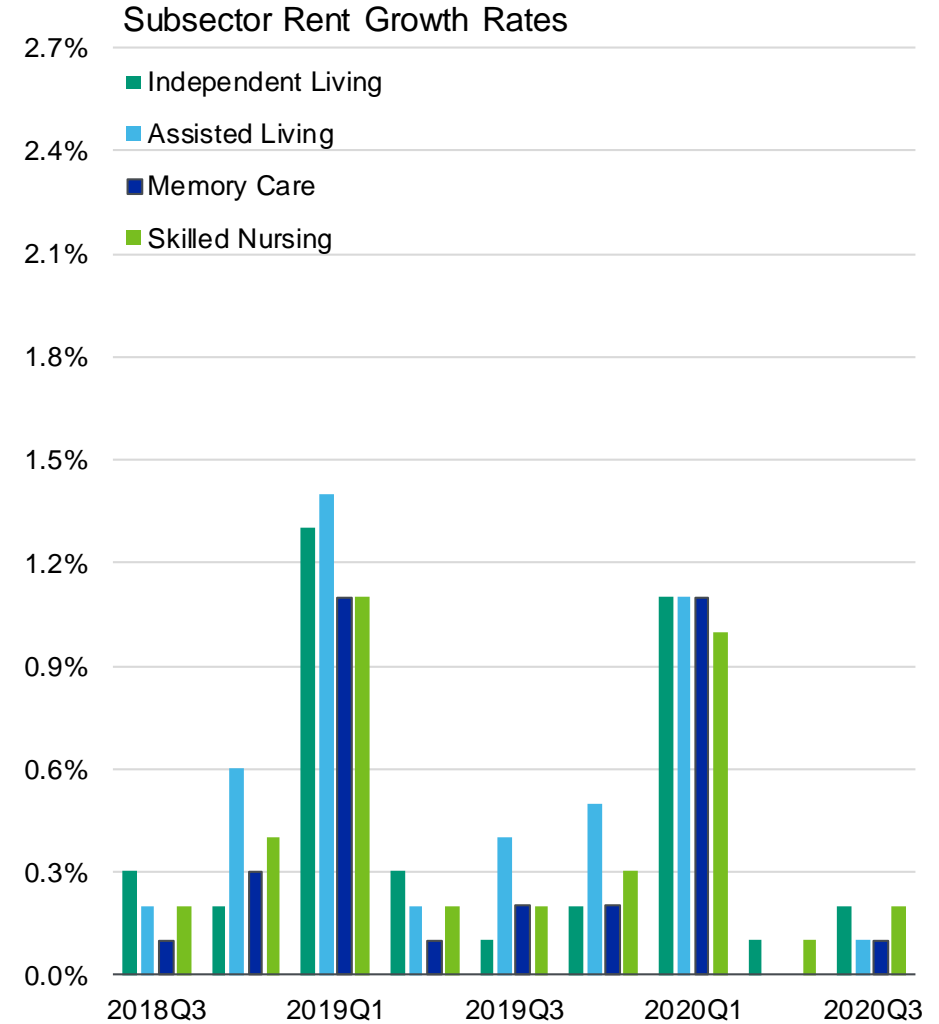
National Student Housing Market, Fall 2019 – Fall 2020				
	Vacancy Rate	Vacancy Chg, BPS	Rent Growth	Inventory Growth
Bed	7.9%	270	1.8%	2.6%
Unit	3.5%	120	1.3%	0.5%

Source: Moody's Analytics REIS

# Seniors Housing in the Third Quarter

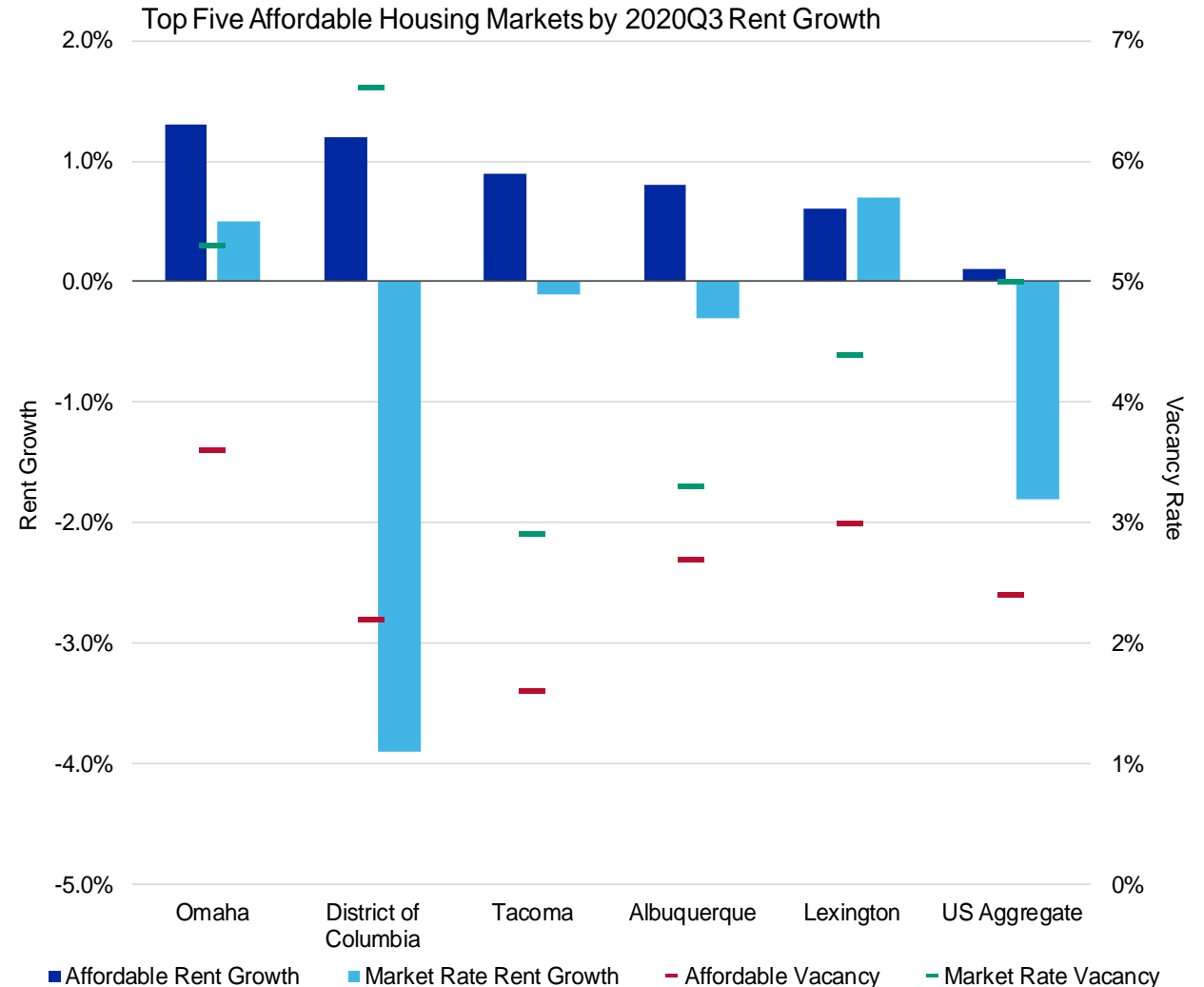


Source: Moody's Analytics REIS



# LIHTC in the Third Quarter

- » Performance metrics remain tight for LIHTC markets, with vacancies actually improving by 10 basis points to 2.4% in the second quarter.
- » Construction was not suspended for affordable housing, even in places that deemed construction in general as non-essential during the months of March to May.
- » Note how in Las Vegas, LIHTC rents *grew* by 1.5% in the quarter while market rate rents fell by 0.1%.



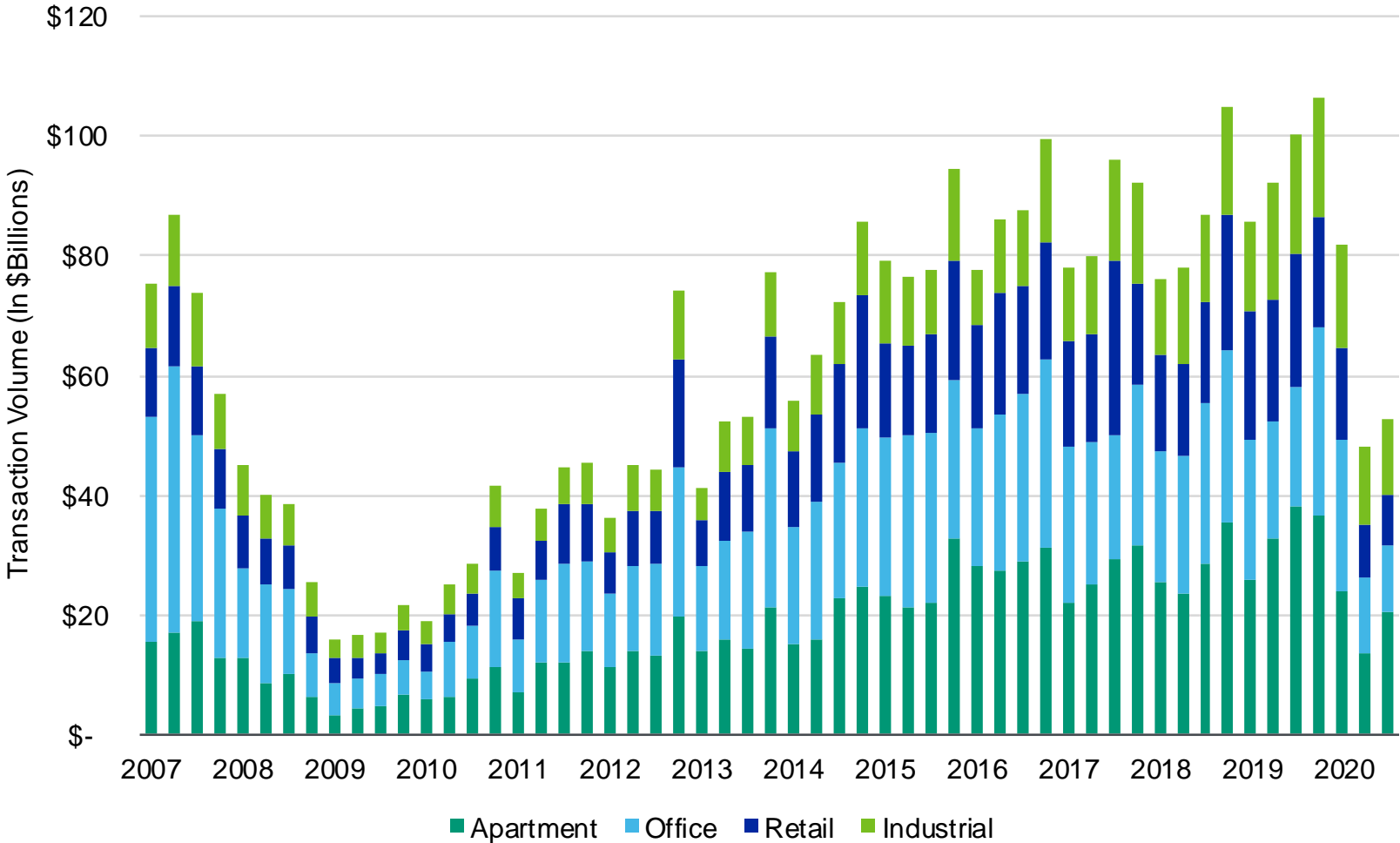
Source: Moody's Analytics REIS

4

CRE Capital Markets

# Transaction Activity Decline – a Familiar Pattern

Compare and contrast this with 2008-2009

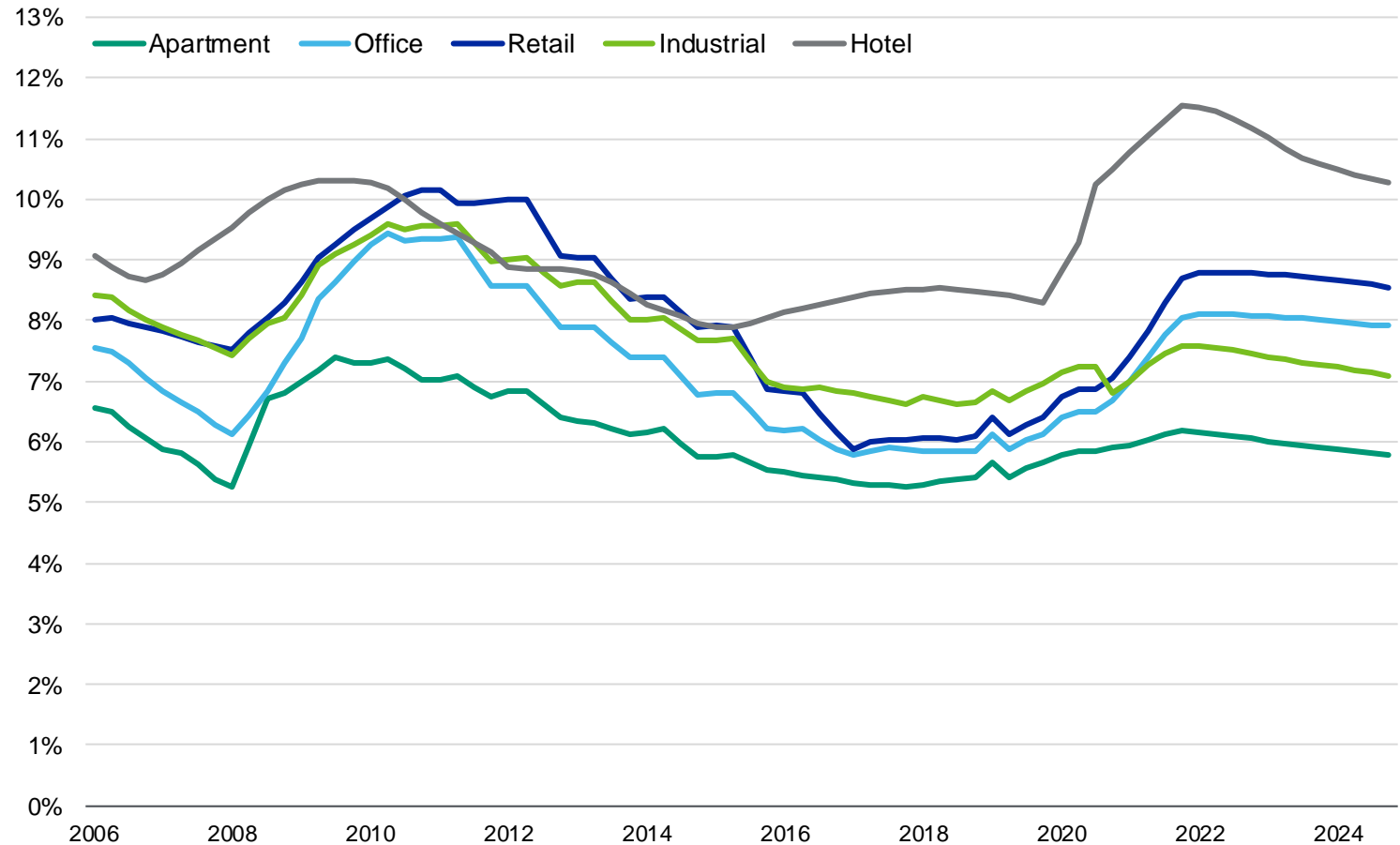


Source: Moody's Analytics REIS

# Cap Rate Forecasts

## Implied Value Declines for 2020

- » Given major economic distress, expect cap rates to rise over the course of 2021. Implied value declines will differ across property types, with multifamily and industrial holding up relatively well, but office, retail, and especially hotel expected to incur greater losses.
- » This is not very different from our outlook last quarter, though distress has been moved out to 2021, with cap rate increases peaking by the end of next year and then beginning a slow decline.



Source: Moody's Analytics REIS



# Peak to Trough Estimates – Moody's CPPI

Comparison Between Great Recession and Great Lockdown

Great Recession	Multifamily	Office	Retail	Industrial
CPPI Peak	140.37	158.94	158.24	155.12
CPPI Trough	99.38	93.77	109.31	112.41
<b>% Change</b>	<b>-29.2%</b>	<b>-41.0%</b>	<b>-30.9%</b>	<b>-27.5%</b>

COVID-19 Recession*	Multifamily	Office	Retail	Industrial
CPPI Peak	249.86	188.48	183.19	230.33
CPPI Trough	223.32	144.73	125.32	208.04
<b>% Change</b>	<b>-10.6%</b>	<b>-23.2%</b>	<b>-31.6%</b>	<b>-9.7%</b>

Source: Moody's Analytics

# PREA Consensus Forecasts

An Alternative, More Optimistic View

	Appreciation Return 2020	Appreciation Return 2021	Appreciation Return 2022	Appreciation Return 2020-2024 (Per Year)
National - All Property Types (NPI)	-6.8%	-1.9%	2.9%	0.2%
Office	-6.8%	3.5%	2.5%	-0.5%
Retail	-15.4%	-5.9%	1.0%	-3.7%
Industrial	-0.8%	1.8%	4.5%	2.8%
Apartment	-4.9%	0.8%	3.8%	1.5%

*Source:* Pension Real Estate Association Consensus Forecast Survey of the NCREIF Property Index, Q3 2020 (released September 8). Average of respondents' forecasts of appreciation returns for the NCREIF Property Index (NPI) and sub-indices by property type.

*Note:* Because the NCREIF's NPI includes capex spending, it is not directly comparable to price changes as it will consider capex spending.

*Source: Moody's Analytics*

# Should These Be Your 'Comps' Then?

Category	Count	Aggregate Change %	Indiv Average	Indiv Median	Lower Bound	Upper Bound
<b><u>Hotel</u></b>						
Extended Stay	4	-27.5%	-26.1%	-32.5%	-36.0%	-3.3%
Full Service	50	-23.6%	-26.5%	-26.5%	-64.8%	24.2%
Limited Service	63	-27.1%	-29.6%	-31.9%	-63.2%	37.8%
<b>Total</b>	<b>117</b>	<b>-24.8%</b>	<b>-28.2%</b>	<b>-30.2%</b>	<b>-64.8%</b>	<b>37.8%</b>
<b><u>Retail</u></b>						
Anchored	12	-12.6%	-19.7%	-14.9%	-49.7%	-0.5%
Shadow Anchored	2	-19.2%	-20.3%	-20.3%	-23.7%	-16.9%
Single Tenant	4	-28.3%	-38.3%	-38.1%	-63.3%	-13.6%
Unanchored	8	-34.4%	-29.1%	-31.8%	-49.7%	0.5%
Mall	8	-23.9%	-44.1%	-48.3%	-77.6%	1.3%
<b>Total</b>	<b>34</b>	<b>-22.3%</b>	<b>-29.9%</b>	<b>-25.0%</b>	<b>-77.6%</b>	<b>1.3%</b>
<b><u>Mixed Use</u></b>						
<b>Mixed</b>	<b>10</b>	<b>-41.5%</b>	<b>-32.1%</b>	<b>-35.3%</b>	<b>-53.4%</b>	<b>0.6%</b>
<b>All Assets</b>	<b>161</b>	<b>-24.7%</b>	<b>-28.8%</b>	<b>-30.1%</b>	<b>-77.6%</b>	<b>37.8%</b>

Source: CW Capital, Moody's Analytics REIS

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## Questions from Participants and Closing Remarks

# Q&A

# Summary & Parting Thoughts

- » Third quarter GDP growth figures were stronger than expected (relative to consensus). We are now 'only' 3.5% below year-end 2019 levels.
- » Though better than what we expected at the 'height of uncertainty' last March/April, have we truly passed the 'height of this pandemic'?
- » Multifamily and commercial real estate performance metrics are exhibiting their usual lagged patterns, with multifamily rents beginning to crater faster and harder than other property types – with the exception of hotel. Longer leases appear to be protecting better office and retail properties – for now.
- » For many market participants – cautious optimism but still a holding pattern.

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