

# **Counselors of Real Estate Presentation**

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Current State of the Capital Markets



## Northern California & Pacific Northwest Regional Transaction Data

July 26, 2007 – Present

<b>Total - All Deals</b>							
<b>Transaction Status</b>	<b>\$</b>	<b>%</b>	<b># of Deals</b>	<b>%</b>	<b>Average Cap Rate</b>	<b>Average % above/below Initial Valuation</b>	<b>% of Deals Closing Below Contract</b>
Total	\$7,230,735,702	100%	39	100%	4.8%	3.3%	
Closed	\$3,304,535,702	46%	13	33%	5.0%	6.7%	15%
Under Contract	\$1,109,200,000	15%	9	23%	5.2%	-0.1%	N/A
In Market	\$1,427,000,000	20%	10	26%	4.5%	N/A	N/A
Delayed	\$1,390,000,000	19%	7	18%	4.7%	N/A	N/A

  

<b>Deals without Existing Debt</b>							
<b>Transaction Status</b>	<b>\$</b>	<b>%</b>	<b># of Deals</b>	<b>%</b>	<b>Average Cap Rate</b>	<b>Average % above/below Initial Valuation</b>	<b>% of Deals Closing Below Contract</b>
Total	\$6,545,581,702	100%	33	100%	4.6%	2.3%	
Closed	\$3,261,381,702	50%	12	36%	4.9%	7.0%	17%
Under Contract	\$ 887,200,000	14%	7	21%	5.0%	-2.4%	N/A
In Market	\$1,267,000,000	19%	8	24%	4.0%	N/A	N/A
Delayed	\$1,130,000,000	17%	6	18%	4.5%	N/A	N/A

  

<b>Deals with Existing Debt</b>							
<b>Transaction Status</b>	<b>\$</b>	<b>%</b>	<b># of Deals</b>	<b>%</b>	<b>Average Cap Rate</b>	<b>Average % above/below Initial Valuation</b>	<b>% of Deals Closing Below Contract</b>
Total	\$ 685,154,000	100%	6	100%	5.5%	5.2%	
Closed	\$ 43,154,000	6%	1	17%	5.4%	2.7%	0%
Under Contract	\$ 222,000,000	32%	2	33%	5.7%	7.7%	N/A
In Market	\$ 160,000,000	23%	2	33%	6.1%	N/A	N/A
Delayed	\$ 260,000,000	38%	1	17%	5.0%	N/A	N/A

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July 26, 2007 – Present

<b>Deals &lt;\$150MM</b>							
Transaction Status	\$	%	# of Deals	%	Average Cap Rate	Average % above/below Initial Valuation	% of Deals Closing Below Contract
Total	\$ 2,050,836,319	100%	25	100%	5.6%	5.0%	
Closed	\$ 731,636,319	36%	11	44%	5.4%	8.6%	9%
Under Contract	\$ 514,200,000	25%	6	24%	5.6%	1.3%	N/A
In Market	\$ 460,000,000	22%	5	20%	5.3%	N/A	N/A
Delayed	\$ 345,000,000	17%	3	12%	6.1%	N/A	N/A

  

<b>Deals &gt;\$150MM</b>							
Transaction Status	\$	%	# of Deals	%	Average Cap Rate	Average % above/below Initial Valuation	% of Deals Closing Below Contract
Total	\$ 5,179,899,383	100%	14	100%	4.1%	-5.1%	
Closed	\$ 2,572,899,383	50%	3	21%	3.9%	0.2%	33%
Under Contract	\$ 595,000,000	11%	2	14%	4.4%	-10.4%	N/A
In Market	\$ 967,000,000	19%	5	36%	3.8%	N/A	N/A
Delayed	\$ 1,045,000,000	20%	4	29%	4.2%	N/A	N/A

## Northern California & Pacific Northwest Regional Transaction Data

July 26, 2007 – Present

### Core Profile Deals

Transaction Status	\$	%	# of Deals	%	Average Cap Rate	Average % above/below Initial Valuation	% of Deals Closing Below Contract
Total	\$3,004,824,383	100%	20	100%	5.0%	4.5%	
Closed	\$ 956,824,383	32%	8	40%	4.9%	6.5%	25%
Under Contract	\$ 195,000,000	6%	2	10%	5.9%	2.4%	N/A
In Market	\$ 972,000,000	32%	6	30%	4.6%	N/A	N/A
Delayed	\$ 881,000,000	29%	4	20%	4.7%	N/A	N/A

### Value-Add Profile Deals

Transaction Status	\$	%	# of Deals	%	Average Cap Rate	Average % above/below Initial Valuation	% of Deals Closing Below Contract
Total	\$4,225,911,319	100%	19	100%	4.8%	1.5%	
Closed	\$2,463,711,319	58%	6	32%	5.1%	7.4%	0%
Under Contract	\$ 798,200,000	19%	6	32%	4.9%	-4.4%	N/A
In Market	\$ 455,000,000	11%	4	21%	4.4%	N/A	N/A
Delayed	\$ 509,000,000	12%	3	16%	N/A	N/A	N/A