

The background of the image is a blue-tinted aerial photograph of a city, likely Portland, Oregon, with a large mountain (Mount Hood) visible in the distance. The text is overlaid on this image.

FEBRUARY BROKER AWARDS MEETING

March 15, 2023

MONTHLY STATISTICS

LEASING

OF TRANSACTIONS

TOTAL \$ VALUE

February 2021

16

\$1,678,582

February 2022

16

\$3,471,245

February 2023

21

\$4,114,383

SALES

OF TRANSACTIONS

TOTAL \$ VALUE

February 2021

8

\$33,600,000

February 2022

2

\$4,136,352

February 2023

1

\$1,739,000

YTD STATISTICS

LEASING

OF TRANSACTIONS

TOTAL \$ VALUE

February 2021

42

\$4,877,755

February 2022

26

\$5,983,842

February 2023

43

\$11,758,161

SALES

OF TRANSACTIONS

TOTAL \$ VALUE

February 2021

10

\$37,475,000

February 2022

6

\$20,346,352

February 2023

4

\$5,222,000

The background image is a blue-tinted aerial photograph of a city, likely Portland, Oregon. In the foreground, a dense urban landscape is visible with numerous buildings of varying heights. In the background, a large, prominent mountain with a snow-capped peak (Mount Hood) rises above a range of lower, forested hills. The overall scene is captured in a monochromatic blue color scheme.

TOP LEASES

3RD TOP LEASE

Barrows Plaza
14200 SW Barrows Rd
Tigard, OR

Lessor: CFH Limited Partnership

Lessee: K-Hill & Sun LLC

Lease Value: \$372,268

Lease Rate: \$32.46 PSF

Leased Area: ± 2,150 SF

Lease Term: 62 month renewal

TI's & Concessions: 2 months free rent towards TI (bathroom remodel); 5 year renewal, 3% increases



**LUIS MARTIN
DEL CAMPO**



2ND TOP LEASE

Springbrook Oaks
901 N Brutscher St, Suite A
Newberg, OR

Lessor: Werth Investment I, LLC

Lessee: Embold Credit Union

Lease Value: \$955,070

Lease Rate: \$21 PSF

Leased Area: ± 3,900 SF

Lease Term: 126 months

TI's & Concessions: N/A



TIM
PFEIFFER



CAMDEN
MULLER



TOP LEASE

Olson Memorial Clinic
16463 Boones Ferry Rd, Suite 300
Lake Oswego, OR

**Lessor: Foggia Douglas & Palmer
LLC**

Lessee: ONEPEAK MEDICAL

Lease Value: \$1,004,345

Lease Rate: \$35 PSF

Leased Area: ± 7,000 SF

Lease Term: 62 months

**TI's & Concessions: 2 months free
rent**



**CAMDEN
MULLER**



**TIM
PFEIFFER**



The image is a full-page background with a blue tint. It shows an aerial view of a city, likely Portland, Oregon, with a dense urban area in the foreground and a large, snow-capped mountain (Mount Hood) in the background. The text "TOP SALE" is overlaid in the center in a large, white, sans-serif font.

TOP SALE

TOP SALE

212-214 SE 18th Ave
Portland, OR

Seller: Gaudin Properties LLC

Buyer: Hope Beraka LLC

Sale Price: \$1,739,000

Price PSF: \$392.73

Property Size: ± 4,428 SF

Cap Rate: Owner/User

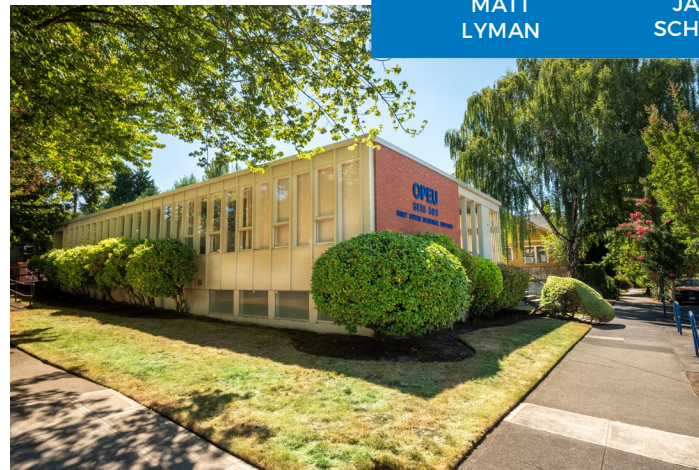
Financing: Owner Carry at 6.5%,
with \$500k down, 20 year am.
and 2 year term



MATT
LYMAN



JACK
SCHAUB



The image is a full-page background featuring a blue-tinted aerial view of a city, likely Portland, Oregon. In the foreground, a dense urban landscape is visible with numerous skyscrapers and buildings. In the background, a large, snow-capped mountain (Mount Hood) rises prominently against a clear sky. The text "TOP DOGS" is overlaid in the center in a large, white, sans-serif font.

TOP DOGS

LEASING BROKERS OF THE MONTH



TIM PFEIFFER



CAMDEN MULLER

SALES BROKER OF THE MONTH



MATT LYMAN

PRESIDENT'S AWARD



DOUG CARTER

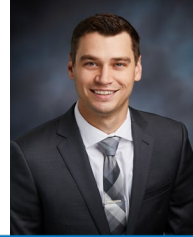
TOP 5 PRODUCERS

1



TIM PFEIFFER

2



CAMDEN MULLER

3



NICK CHESSAR

4



LUIS MARTIN DEL CAMPO

5



SCOTT FINNEY

A blue-tinted photograph of a city skyline, likely Portland, Oregon, with a large mountain (Mount Hood) in the background. The word "ANNOUNCEMENTS" is overlaid in large, white, sans-serif capital letters.

ANNOUNCEMENTS

SALES MEETING SCHEDULE

March 22nd

No Meeting – Spring Break

March 29th

All Broker Meeting

April 5th

Dollar Days

April 12th

Broker Awards Meeting for March 2023

Market Reports by Raymond Duchek & Sarah Quay

April 19th

Continuing Education/Guest Speaker

April 26th

Tom Hanacek, CoStar

UPCOMING LOCAL EVENTS



Forum with Rep. Andrea Salinas

Thursday, March 16th @ 7:30 – 9:00 AM

Tigard Embassy Suites – 9000 SW Washington Square Rd, Tigard OR



Member Reception

Wednesday, March 22nd @ 5:30 – 7:00 PM

Mingo West – 12600 SW Crescent St, Beaverton OR



Business After Hours

Wednesday, March 22nd @ 5:00 – 7:00 PM

OSU Portland Center – 555 SW Morrison St #200, Portland OR



March Power Breakfast

Thursday, March 23rd @ 8:00 – 9:30 AM

Sentinel, Grand Ballroom – 614 SW 11th Ave, Portland OR



Webinar: Taxes and Economic Trends

Thursday, March 23rd @ 8:00 AM / 11:00 AM (1 hour)

Online

UPCOMING LOCAL EVENTS



60-Day Community Conversation

Tuesday, March 28th @ 12:00 – 1:30 PM

Online



April Lunch Program: The New Lending Environment

Wednesday, April 5th @ 12:00 – 1:15 PM

Celebrate Catering – 15555 SW Bangy Road #100, Lake Oswego OR



Negotiating at Work for Women

Wednesday, April 12th @ 3:00 – 5:00 PM

Perlo Construction Training Room – 11450 SW Amu St, Tualatin OR



TCN Presents: Chris Hathaway

Financial Planning for Independent Contractors and Commission-Based Individuals

Thursday, March 16th @ 9:00 AM

Webinar Registration: https://us02web.zoom.us/webinar/register/WN_VK7LaKI-T7aQCGxi_rTVw

EXECUTIVE CORNER



The background of the entire image is a blue-tinted aerial photograph of Portland, Oregon. In the foreground, a dense urban landscape is visible with numerous skyscrapers and buildings. In the background, a large, snow-capped mountain (Mount Hood) rises above a line of forested hills. The overall tone is professional and modern.

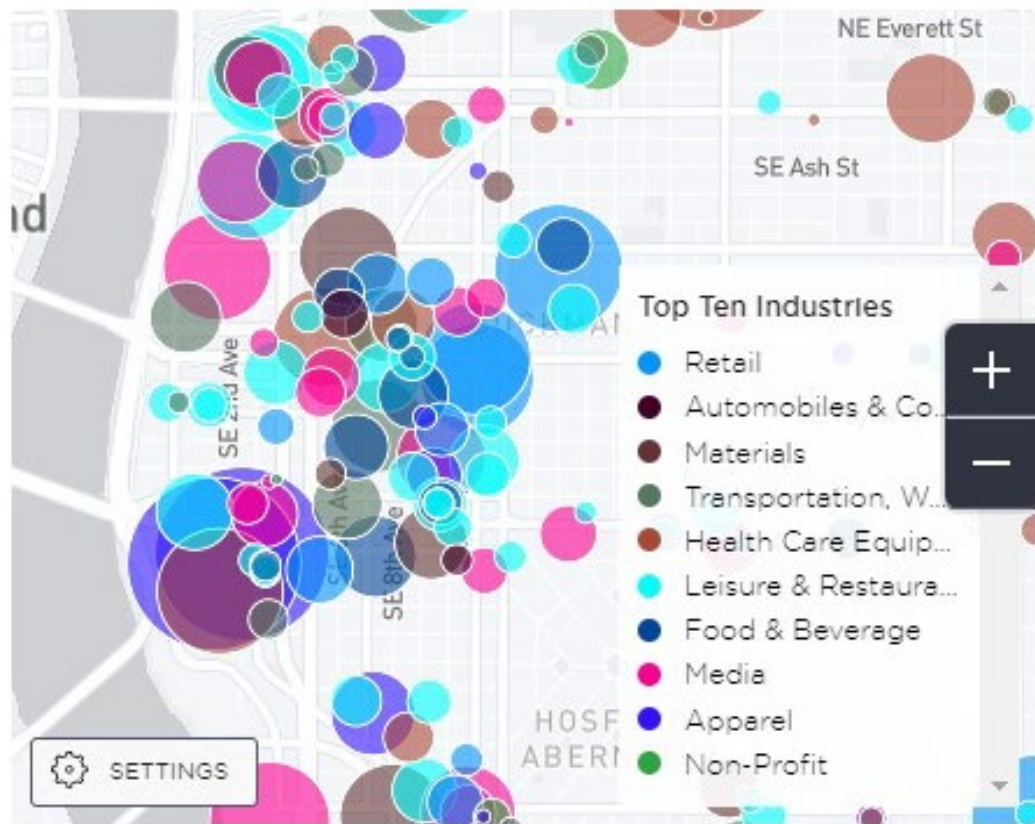
INNER SE PORTLAND MARKET REPORT

BY JACK SCHAUB

INDUSTRY DISTRIBUTION



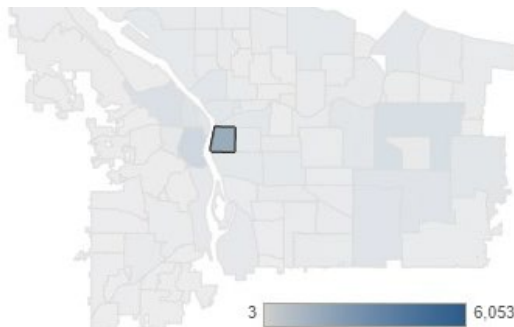
INDUSTRY TYPE



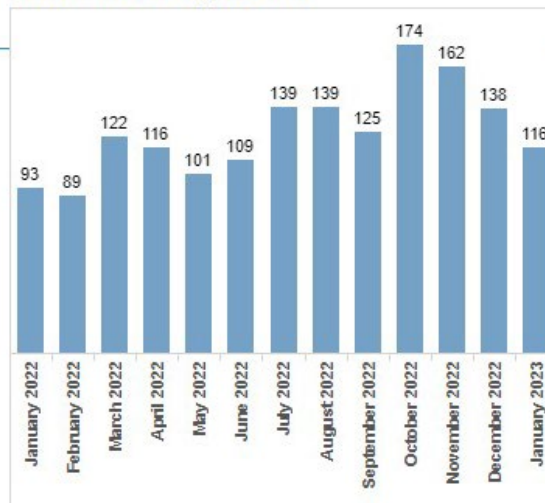
CRIME

Offense Count by Category

Person	Assault Offenses	182
	Homicide Offenses	3
	Human Trafficking Offenses	0
	Kidnapping/Abduction	1
	Sex Offenses	7
	Total	193
Property	Arson	11
	Bribery	0
	Burglary	185
	Counterfeiting/Forgery	3
	Embezzlement	1
	Extortion/Blackmail	0
	Fraud Offenses	30
	Larceny Offenses	558
	Motor Vehicle Theft	154
	Robbery	29
	Stolen Property Offenses	0
	Vandalism	430
	Total	1,401
Society	Animal Cruelty Offenses	0
	Drug/Narcotic Offenses	8
	Gambling Offenses	0
	Pornography/Obscene Material	0
	Prostitution Offenses	0
	Weapon Law Violations	21
	Total	29



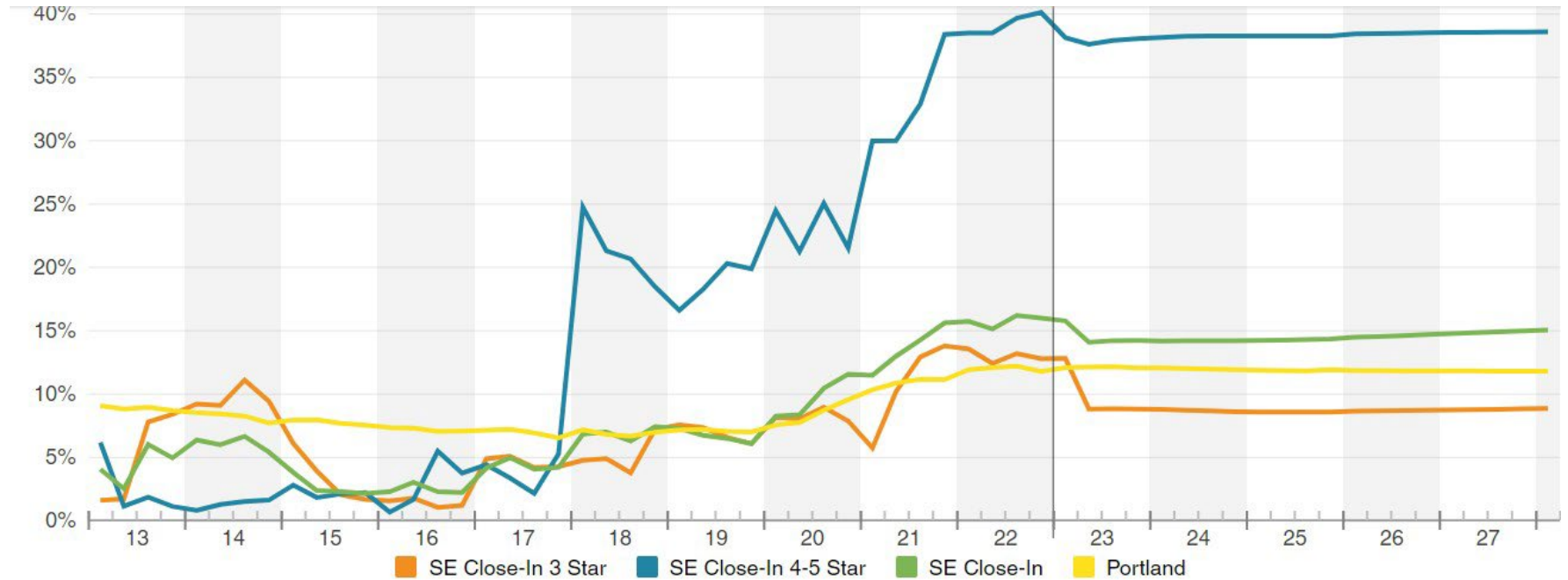
Offense Count by Month



OVERVIEW SE

AVAILABILITY	SUBMARKET	MARKET
Market Rent/SF	\$27.77 ↑	\$28.82 ↑
Vacancy Rate	16.5% ↑	12.1% ↑
Vacant SF	625K ↑	13.7M ↑
Availability Rate	17.8% ↓	15.2% ↑
Available SF	677K ↓	17.3M ↑
Sublet SF	151K ↑	2.3M ↑
Months on Market	12.6	12.1

VACANCY



DEMAND

DEMAND	SUBMARKET	MARKET
12 Mo Net Absorption SF	(30.1K) ↑	(14.6K) ↑
6 Mo Leasing Probability	51.6%	34.0%

INVENTORY	SUBMARKET	MARKET
Existing Buildings	228 ↓	6,157 ↑
Inventory SF	3.8M ↓	114M ↑
Average Building SF	16.7K ↓	18.5K ↑
Under Construction SF	0 ↓	560K ↓
12 Mo Delivered SF	0 ↓	406K ↓

PERFORMANCE GROWTH

Annual Rent Growth



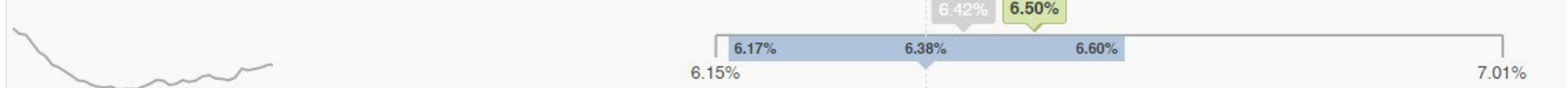
Market Rent Per SF



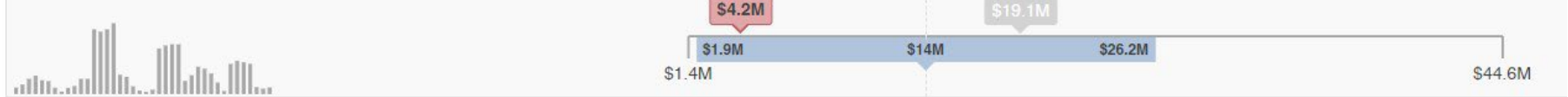
Market Sale Price Per SF



Market Cap Rate



12 Month Sales Volume



SALES

SALES	SUBMARKET	MARKET
12 Mo Transactions	5 ↓	226 ↓
Market Sale Price/SF	\$289 ↓	\$310 ↑
Average Market Sale Price	\$4.8M ↓	\$5.7M ↑
12 Mo Sales Volume	\$4.2M ↓	\$397M ↓
Market Cap Rate	6.5% ↑	6.5% ↑