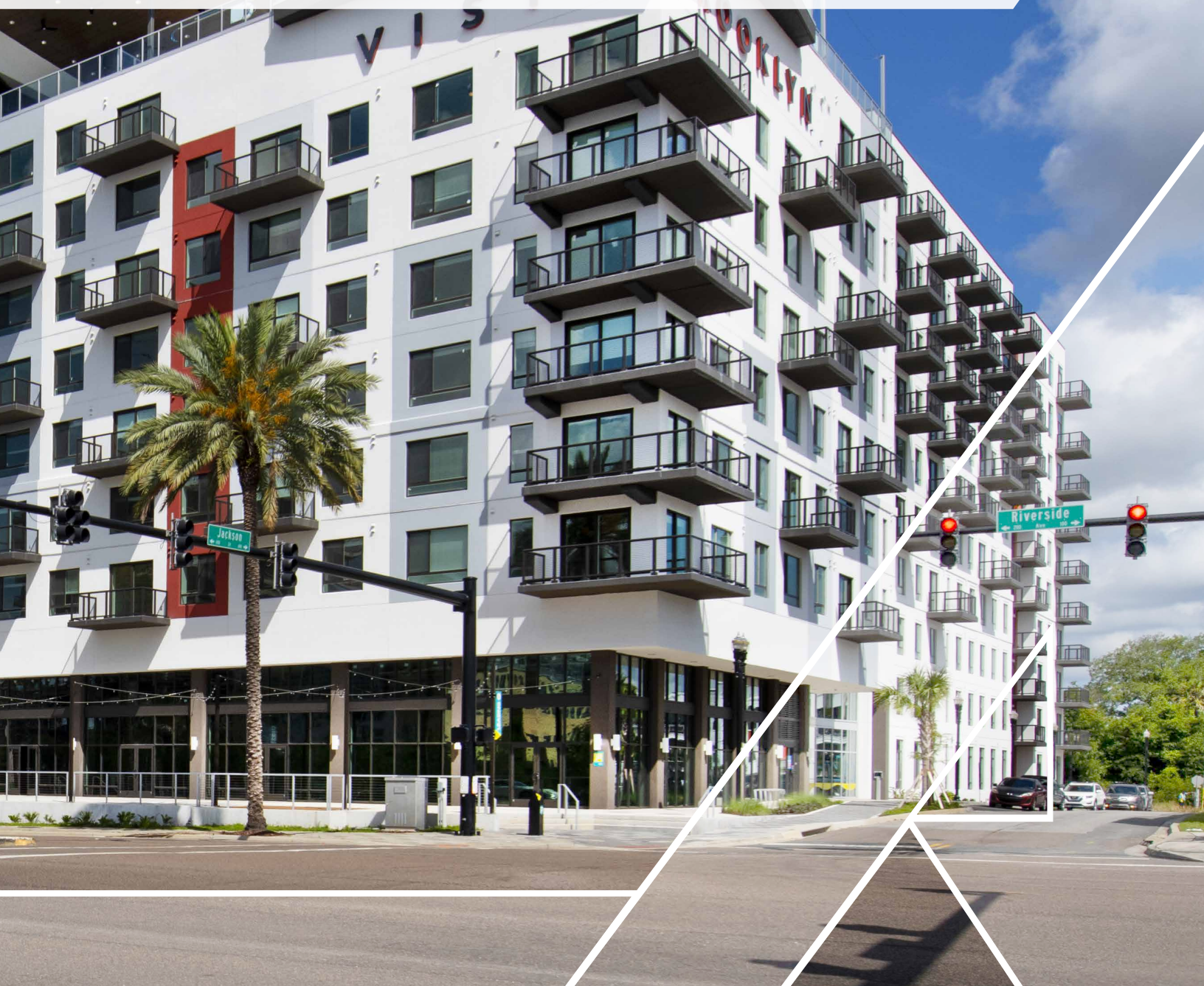


JACKSONVILLE METRO

Q3 2021 Market Report



Q3 2021 JACKSONVILLE Office Market Report

MARKET INDICATORS

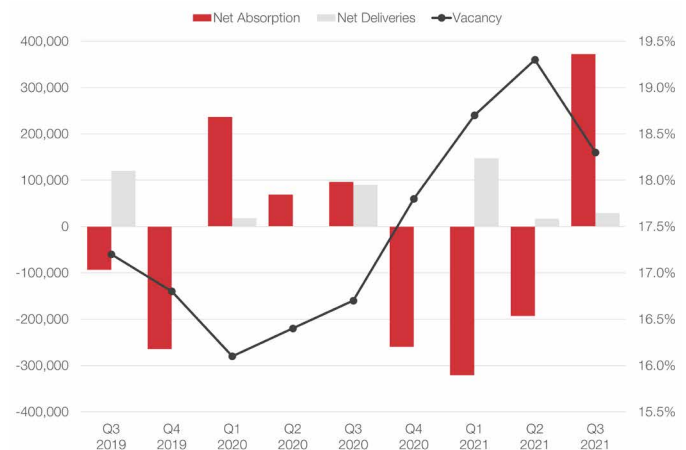
	Current Q3 2021	Prior Q2 2021	Year Ago Q1 2020
Vacancy	15.4%	10.0% ↓	8.3% ↑
Net Absorption (SF)	372,315	(231,537) ↑	182,555 ↑
Construction (SF)	—	823,864 ↓	1,264,201 ↓
Deliveries (SF)	29,000	188,843 ↓	136,048 ↓
Average Asking Rent (PSF)	\$22.88	\$21.98 ↑	\$21.84 ↑
Average Cap Rate	7.8%	6.8% ↑	8.2% ↓

Market indicators based on existing Class A & B office properties above 10,000 SF.
Please email pc@naihallmark.com for more detail.

OFFICE OVERVIEW

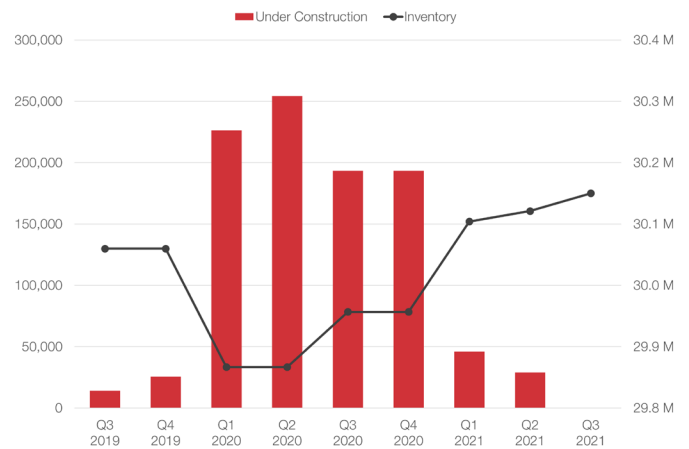
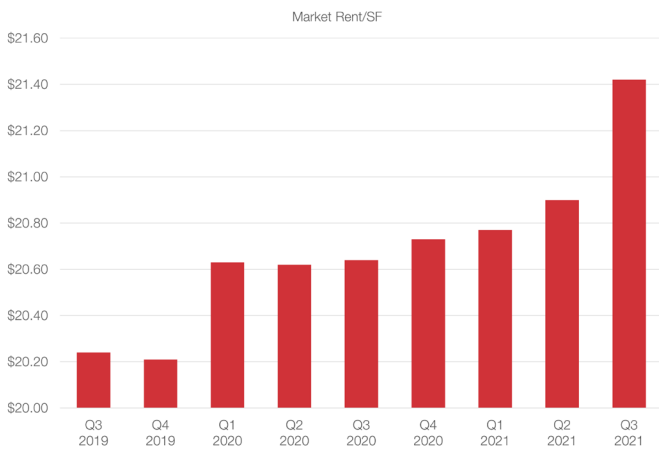
Office asking rent growth is still increasing annually, a marked contrast to most national markets. Sublet space is at an all-time high and the average vacancy rate is the highest it has been in seven years. On the other hand, leasing activity picked up in the first half of 2021, and will continue with the return of workers to offices.

Office investment activity significantly increased in the second quarter of 2021, the largest sales volume of the pandemic era. Owner-users have been responsible for nearly one-third of all transactions over the past 12 months.



Construction activity has had only a minimal effect on market fundamentals as most projects have been build-to-suit. Downtown Northbank is seeing the majority of the region's current construction. In the second half of 2020, both FIS and JEA broke ground on new build-to-suit headquarters in the

submarket. These two projects account for over 50% of the entire Jacksonville market's office space underway and both expect to complete in 2022. In all, Downtown Northbank is contributing nearly 70% of the entire market's current pipeline. No other submarket has more than 70k SF underway.



"The Jacksonville office market has continued to surprise as it outperforms many major markets across the country for yet another quarter. While still lagging behind pre-pandemic levels, Jacksonville office vacancies have compressed and rent has seen positive growth along with increased leasing activity during Q3. With concern of the Delta variant waning, we expect the market to build off of the recent momentum into Q4 and Q1 of 2022."...



Patrick Carney

Senior Associate, Office Specialist

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NAI HALLMARK

Featured Office Transaction

Signet Center

800 West Monroe Street
Jacksonville, Florida 32202

Signet Center is a two-story 21,960 square foot office building located at the intersection of West Monroe Street and North Davis Street in the heart of Jacksonville's central business district. The Property is adjacent to one of the newest apartment communities in Downtown Jacksonville, Lofts at LaVilla, and is in close proximity to numerous major development projects, Duval County Courthouse and the new Jacksonville Regional Transportation Center (JRTC). The Property also borders the Brooklyn neighborhood of downtown which features many new nearby restaurants, retail, and other amenities.

NAI Hallmark Managing Partner Keith Goldfaden and Senior Vice President Daniel Burkhardt, SIOR, CCIM, MSRE brokered the transaction for \$2,500,000.

BROKERS

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Q3 2021 JACKSONVILLE

Office Market Report

NOTABLE SALE TRANSACTIONS

Property	Building Size	Sale Price	Price / SF	Cap Rate	Vacancy
McKesson 6651 Gate Parkway	120,407	\$43,800,000	\$364	—	0%
1200 Riverplace Boulevard	200,627	\$20,600,000	\$103	—	63.2%
4190 Belfort Road	120,000	\$15,820,347	\$132	—	14.5%
Belfort Crossing 4345 Southpoint Boulevard	104,360	\$14,179,653	\$136	—	100%
First Coast Surgery Center 4035 Southpoint Boulevard	12,000	\$11,000,000	\$917	—	0%
Belfort I* 7751 Belfort Parkway	68,609	\$6,100,000	\$89	8.8%	10.5%
Belfort II* 7800 Belfort Parkway	62,305	\$4,910,000	\$79	—	28.4%
800 West Monroe Street*	21,960	\$2,500,000	\$114	—	0%

*NAI Hallmark related transactions.
Please email db@naihallmark.com for more detail.

NOTABLE LEASE TRANSACTIONS

Property	Tenant	Leased SF	Building Class	Submarket
7660 Centurion Parkway	Soliant Health	40,000	2 Star Office	Southside
Baymeadows Business Park* 8400 Baymeadows Way	Turner Pest Control	21,531	3 Star Flex Showroom	Southside
Blue Cross & Blue Shield of Florida 532 Riverside Avenue	American Challenger Bank	17,449	3 Star Office	Downtown Northbank
Flagler Center 12724 Gran Bay Parkway West	Pulte Homes	14,638	4 Star Office	Butler/Baymeadows
4266 Pablo Professional Court	—	14,000	4 Star Office	Southside

*NAI Hallmark related transactions.
Please email jp@naihallmark.com for more detail.

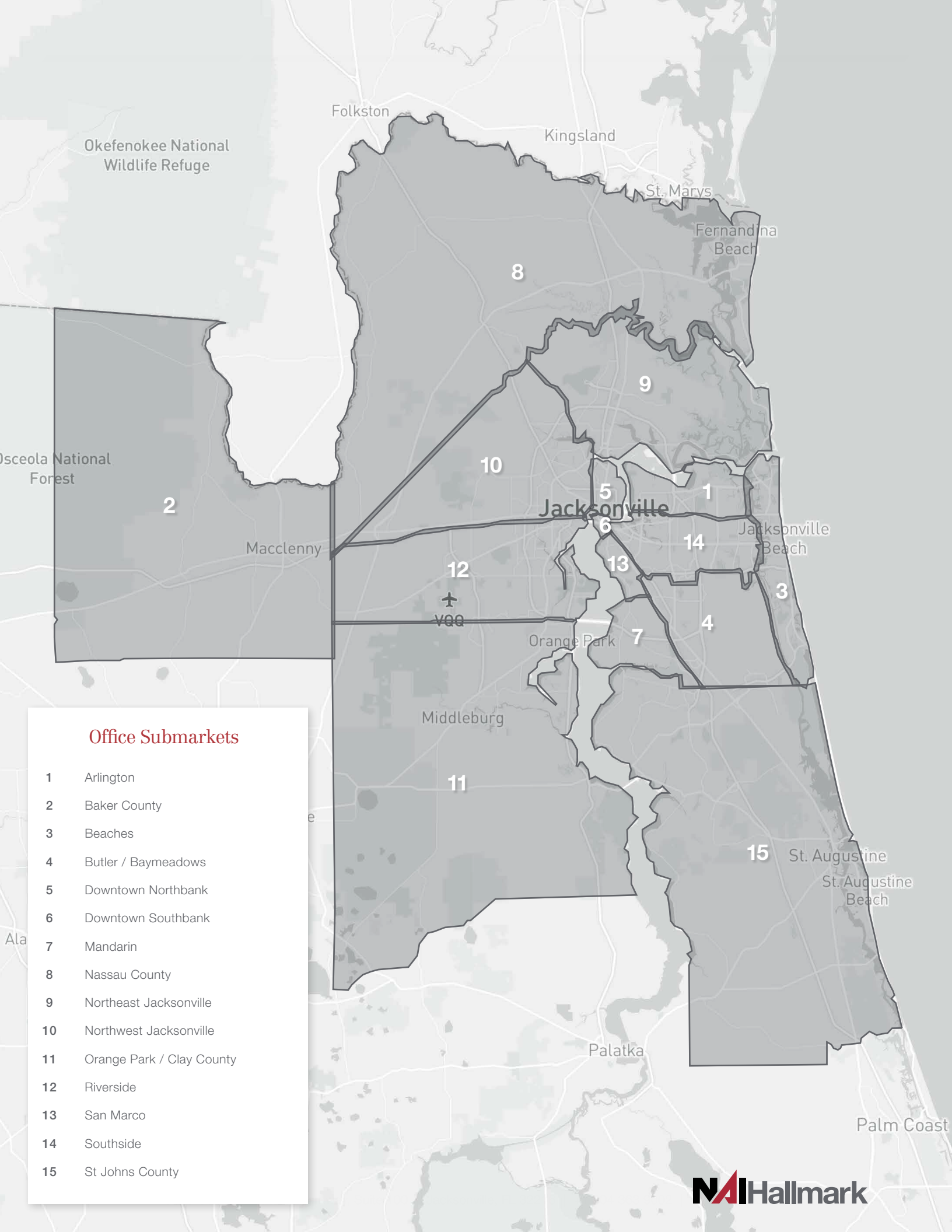
Q3 2021 JACKSONVILLE

Office Market Report

	VACANCY RATE	MARKET RENT / SF	MARKET SALE PRICE / SF	UNDER CONSTRUCTION	INVENTORY SF	MARKET CAP RATE
Arlington	10.8%	\$18.20	\$130	—	1,829,727	8.4%
Baker County	7.8%	\$18.56	\$138	—	137,429	8.0%
Beaches	7.4%	\$28.05	\$214	35,306	3,506,884	7.6%
Butler/Baymeadows	14.7%	\$22.28	\$159	45,500	10,617,990	7.6%
Downtown Northbank	10.9%	\$22.49	\$133	539,613	13,025,475	7.8%
Downtown Southbank	11.2%	\$23.11	\$143	—	2,985,150	7.7%
Mandarin	4.0%	\$21.01	\$144	31,618	2,557,326	8.6%
Nassau County	3.0%	\$22.76	\$149	—	1,355,047	7.8%
Northeast Jacksonville	4.3%	\$20.90	\$151	10,000	627,367	8.1%
Northwest Jacksonville	8.4%	\$20.87	\$144	—	1,294,596	8.2%
Orange Park / Clay County	9.6%	\$21.30	\$152	9,764	3,681,999	8.1%
Riverside	7.9%	\$20.10	\$137	—	3,038,886	8.6%
San Marco	3.8%	\$19.61	\$134	—	1,825,183	8.7%
Southside	10.3%	\$22.19	\$165	56,742	17,013,756	7.9%
St Johns County	1.8%	\$23.32	\$181	36,460	3,368,678	7.8%
Jacksonville MSA	9.7%	\$22.27	\$155	769,803	66,871,910	7.9%
National Index	12.3%	\$34.32	\$155	139,051,454	8.2B	7.0%

Source: NAI Hallmark, CoStar Property®, & ESRI®, Real Capital Markets®, RealPages®

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Office Submarkets

- 1 Arlington
- 2 Baker County
- 3 Beaches
- 4 Butler / Baymeadows
- 5 Downtown Northbank
- 6 Downtown Southbank
- 7 Mandarin
- 8 Nassau County
- 9 Northeast Jacksonville
- 10 Northwest Jacksonville
- 11 Orange Park / Clay County
- 12 Riverside
- 13 San Marco
- 14 Southside
- 15 St Johns County

Q3 2021 JACKSONVILLE Retail Market Report

MARKET INDICATORS

	Current Q3 2021	Prior Q2 2021	Year Ago Q3 2020
Vacancy	4.1%	4.3% ↓	4.8% ↓
Net Absorption (SF)	396,164	512,048 ↓	(40,740) ↑
Construction (SF)	951,527	1,181,204 ↓	1,086,299 ↓
Deliveries (SF)	221,254	334,872 ↓	297,429 ↓
Average Asking Rent (PSF)	\$19.81	\$19.38 ↑	\$18.52 ↑
Average Cap Rate	7.1%	7.3% ↓	7.3% ↓

RETAIL OVERVIEW

Jacksonville's strong economic rebound and general pandemic resiliency have allowed the market to avoid some of the negative retail impacts seen in other markets over the past year. Continued population and job growth, along with a business-friendly environment have led to retailers, fast food concepts, and QSR's looking for expansion opportunities across Northeast Florida.

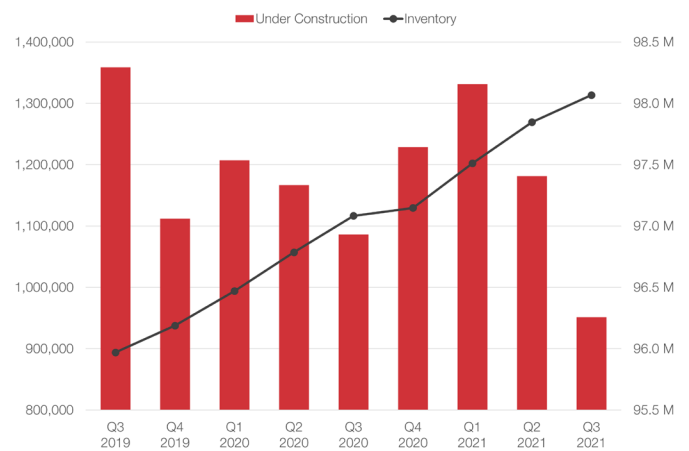
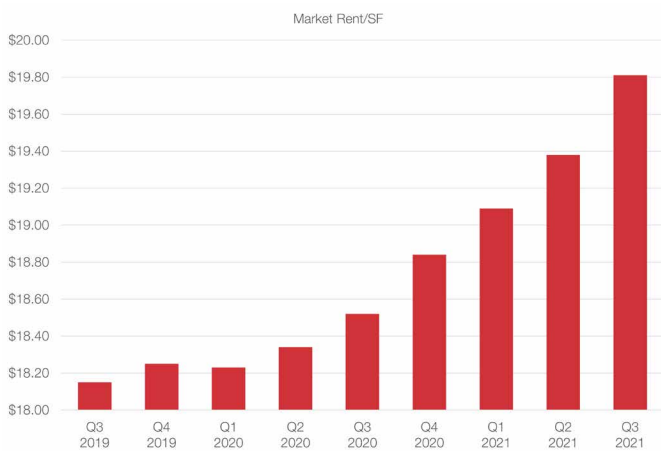
Jacksonville is one of the strongest rent growth markets in Florida, enjoying a growth rate more than three times the national average. Our market also boasts a low vacancy rate of 4.1%. St. John's County continues to lead the way both in rent growth and population growth, as well as median income levels. These strong economic trends should continue to attract development across the region.



With rising demand, landlords should be able to push for higher rates and secure tenants with less concessions such as free rent, and Tenant Improvement Allowance.

Retail investment activity is picking up with each of the past three quarters posting accelerating sales volume. Single-tenant net-leased assets by strong credit-worthy tenants such as Walgreens, and discount retailer concepts have driven much of the sales volume in Jacksonville.

Market cap rates have held relatively flat over the past two years and remain near a 15-year low. Jacksonville offers a slightly higher yield for retail investors than the national index.



“Retail in Jacksonville continued its post pandemic bounce back in Q3. Retail demand remains high as established regional and national brands continue to chase strong population growth and increasing median income in our metro. More retailers and restaurants who have already established a presence in Orlando, Tampa, and South Florida will look to plant their flag here in Northeast Florida.”...



Eric Yi
Senior Associate, Retail
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NAI HALLMARK

Featured Retail Transaction

Former Quality Foods Grocery Big Box

27 7th Street East
Jacksonville, Florida 32206

The former Quality Foods Grocery Big Box is located at the corner of Hubbard Street and East 8th Street in the main commercial block of the flourishing Springfield Historic District. The Property consists of a 65,879 square foot big box situated on 2.77 acres and an additional 0.30-acre parcel.

Senior Associate Eric Yi and Vice President Austin Kay brokered the transaction on behalf of the seller, TSG Realty. The buyer was Urban Capital Realty, LLC and purchased the property for \$2,375,000.

“This property presents itself as a great redevelopment opportunity as it sits in the heart of historic Springfield, adjacent to the main drag of shops, restaurants, breweries, etc. on Main St. As the market continues to grow, opportunities for big blocks of space like this are becoming limited. I expect investors and developers to continue seeking out properties for creative projects that fit the fabric of the neighborhood,” said Senior Associate Eric Yi of NAI Hallmark.

BROKERS

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Q3 2021 JACKSONVILLE

Retail Market Report

NOTABLE SALE TRANSACTIONS

Property	Building Size SF	Sale Price	Price / SF	Cap Rate	Vacancy
Riverside Market Square 2033 Riverside Avenue	27,888	\$11,510,377	\$413	—	0%
Branan Field Walk* 1803 & 1805 Blanding Boulevard	14,551	\$6,613,000	\$454	—	0%
South Ortega Marketplace 6331 Roosevelt Boulevard	29,921	\$5,855,096	\$196	—	0%
Ida Claire 10209 River Coast Drive	6,735	\$5,250,000	\$780	—	0%
27 7th Street East**	65,879	\$2,375,000	\$37	—	100%
Premier Plaza** 3118 Edgewood Avenue West	61,085	\$2,150,000	\$29	—	

NAI Hallmark related transactions.

*Please email db@naihallmark.com

**Please email ey@naihallmark.com

NOTABLE LEASE TRANSACTIONS

Property	Tenant	Leased SF	Building Class	Submarket
Antlers I & II 8411 Southside Boulevard	Beauty Depot	9,750	4 Star Retail Neighborhood Center	Butler/Baymeadows
Town Center Village 11240-11312 Beach Boulevard	New Spring Home & Patio	9,380	3 Star Retail Community Center	Southside
Millennium Center* 11744 Beach Boulevard	European Leather Gallery	8,800	3 Star Retail Strip Center	Southside
Cove Plaza 1401-1435 South Orange Avenue	Golf Car Services, Inc.	8,514	3 Star Retail Storefront Retail/Office	Orange Park/ Clay County
1509 Hendricks Avenue	V Pizza	8,270	2 Star Lodge/ Meeting Hall	Downtown Southbank
Cedar Hills Shopping Center 3520-3566 Blanding Boulevard	ChenMed	7,658	3 Star Retail Freestanding	Riverside

*NAI Hallmark related transactions.

Please email ey@naihallmark.com for more detail.

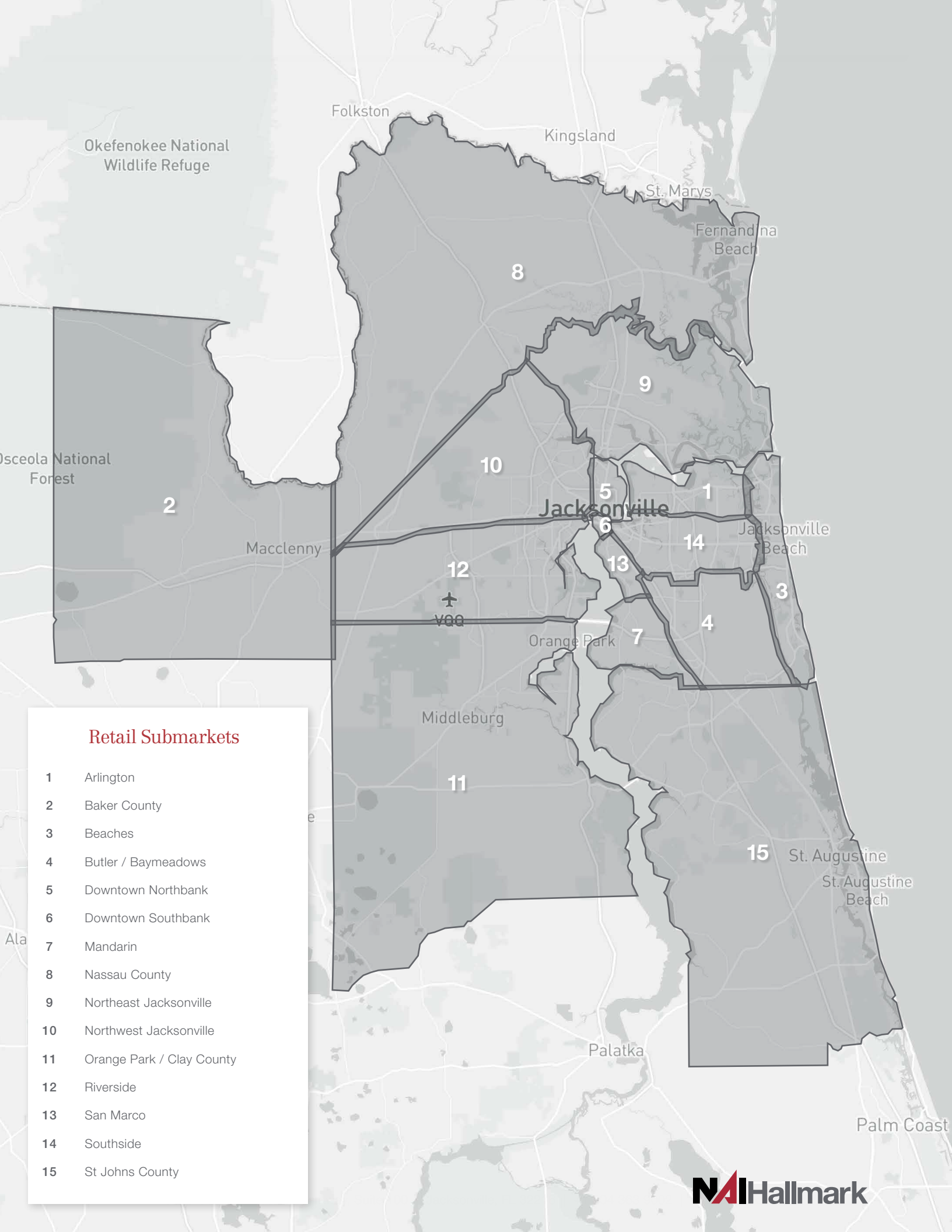
Q3 2021 JACKSONVILLE

Retail Market Report

	VACANCY RATE	MARKET RENT / SF	MARKET SALE PRICE / SF	UNDER CONSTRUCTION	INVENTORY SF	MARKET CAP RATE
Arlington	5.3%	\$15.48	\$167	—	7,573,975	7.1%
Baker County	1.4%	\$14.49	\$175	—	1,426,632	7.4%
Beaches	3.2%	\$25.45	\$244	44,742	5,283,107	6.8%
Butler/Baymeadows	3.5%	\$27.88	\$197	37,119	5,623,981	7.0%
Downtown Northbank	9.2%	\$13.13	\$144	—	3,725,855	7.5%
Downtown Southbank	7.0%	\$22.29	\$239	58,946	664,079	6.9%
Mandarin	3.3%	\$22.92	\$194	—	4,733,238	7.0%
Nassau County	2.9%	\$18.15	\$163	84,860	6,103,056	7.4%
Northeast Jacksonville	5.2%	\$20.01	\$197	165,953	3,781,377	7.1%
Northwest Jacksonville	5.6%	\$12.84	\$141	5,636	4,575,774	7.7%
Orange Park/Clay County	5.8%	\$19.63	\$185	39,880	10,948,437	7.1%
Riverside	2.9%	\$18.41	\$168	40,560	13,847,933	7.3%
San Marco	3.7%	\$17.16	\$178	5,000	2,926,140	7.3%
Southside	3.2%	\$20.88	\$206	152,231	14,876,770	7.0%
St Johns County	3.6%	\$21.99	\$238	316,600	11,961,044	6.9%
Jacksonville MSA	4.1%	\$19.81	\$201	951,527	97,965,925	7.1%
National Index	4.7%	\$22.26	\$220	49.4M	11.7B	7.0%

Source: NAI Hallmark, CoStar Property®, & ESRI®, Real Capital Markets®, RealPages®

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Q3 2021 JACKSONVILLE

Industrial Market Report

MARKET INDICATORS

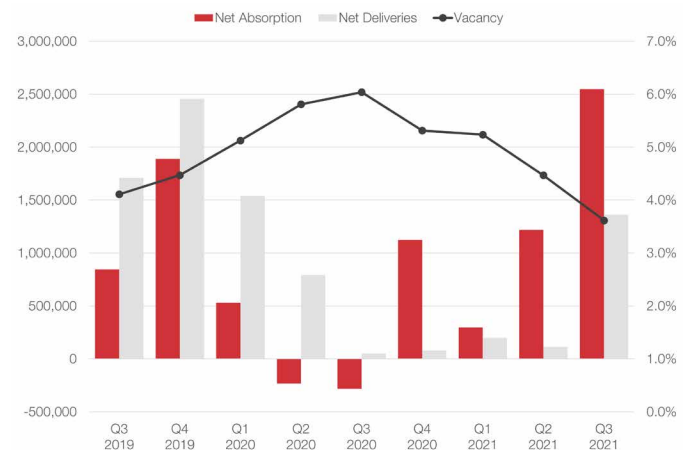
	Current Q3 2021	Prior Q2 2021		Year Ago Q3 2020	
Vacancy	3.6%	4.5%	↓	6.0%	↓
Net Absorption (SF)	2,546,906	1,218,704	↑	(283,215)	↑
Construction (SF)	3,815,399	4,739,342	↓	2,333,583	↑
Deliveries (SF)	1,362,383	114,617	↑	51,095	↑
Average Asking Rent (PSF)	\$7.38	\$7.25	↑	\$6.94	↑
Average Cap Rate	6.9%	7.0%	↓	6.9%	-

INDUSTRIAL OVERVIEW

Jacksonville's industrial market has tightened significantly over the past year, thanks to minimal supply additions and improved demand. Nearly 150 basis points have been slashed off the average vacancy rate during this time period as vacancies returned to early 2019 levels.

Leasing volume has slowed slightly over the past three quarters though still remains well above the five-year average and near historical levels. There is little reason to expect any significant weakening of market conditions over the near term. Total available space has declined by 3 million SF over the past year and while supply is elevated with 3.8 million SF underway, roughly three-fourth has already been released.

Sales volume bounced back in the third quarter of 2021 after downshifting over each of the prior three quarters, including falling below the five-year

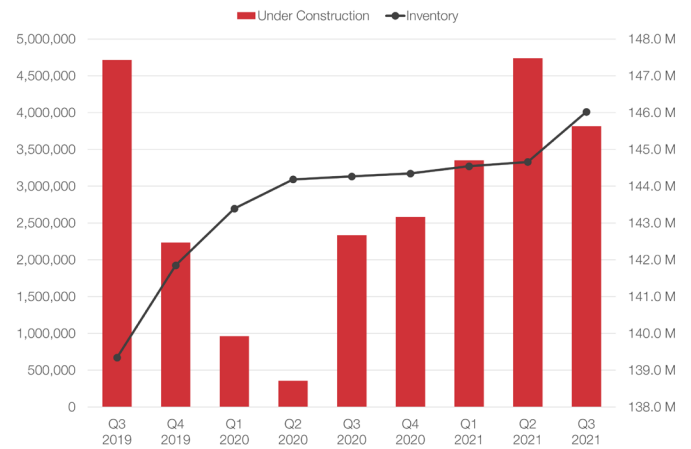
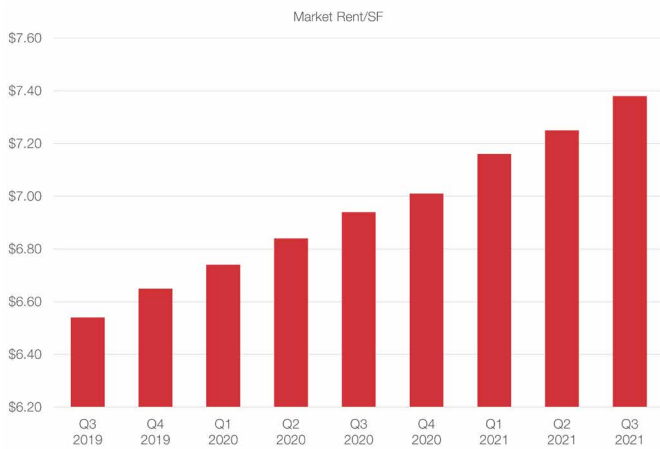


average in 21'Q2. The third quarter rebound was led by the five-building portfolio trade (including four buildings in Westside Industrial Park) for \$148 million, the sale of the still under construction Building B in Imeson Industrial Park for more than \$50.8 million, and the two-building sale of Freebird Commerce Center for \$35 million.

The tight market conditions are fostering strong rent growth. Annual growth rates have held relatively flat over the past year at 6.1% year-over-year, a rate well above the market's historical average and in line with the national index. Logistics space has been a rent growth standout since late 2020 and appears poised for additional gains with steadily tightening vacancies over the past year.

Access to Jacksonville's improving infrastructure and its relative affordability has drawn expansion-minded companies should continue to attract and fuel future large leases in logistics and especially

regional distribution centers. Jacksonville also boasts a growing blue-collar workforce, a necessary component for third-party logistics and e-commerce firms seeking new markets and expansions. According to Industrial Vice President Jason Purdy, "Jacksonville's geographic location in northeastern Florida is a net positive as well for businesses as a large portion of the east coast can be reached within one day. Combined with the large volume of vehicle and containers through JAXPORT, this is a great area for business."



"An amalgamation of factors has continued to spur growth in Jacksonville's industrial sector. The City's business friendly environment and growing consumer base drive demand for distribution facilities in the Jacksonville MSA. We expect this demand to push rent growth into the future until new supply catches up."



Camden Padgett
Associate
cp@naihallmark.com

NAI HALLMARK

Featured Industrial Transaction



NAI Hallmark Represents EastGroup Properties



LakePointe Business Park, Building 4
8933 Western Way, Jacksonville, FL 32256

NAI Hallmark is proud to be the leasing agent for EastGroup Properties representing their industrial portfolio for the Southside of Jacksonville, Florida. Lakepointe Business Park is a master-planned, multi-tenant development located on 38-acres in the prestigious Baymeadows area. This project offers enormous flexibility with ability to accommodate users from 1,100 to 78,000 SF within nine buildings. These flex buildings offer excellent office space with grade-level roll-up doors. Both dock-high and grade-level loading are available to suit specific needs.

NAI Hallmark's Industrial Team, acting as Landlord Representative, leased 5,867 square feet to Chiller Medic, an air conditioning and heating company, leaving only one remaining vacancy at this 375,000 square foot industrial park.

BROKERS

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Q3 2021 JACKSONVILLE

Industrial Market Report

NOTABLE SALE TRANSACTIONS

Property	Building Size	Sale Price	Price / SF	Vacancy
Building B 10501 Cold Storage Road	552,720	\$50,832,000	\$92	13.5%
Building 200 4601 Bulls Bay Highway	415,814	\$44,106,329	\$106	0%
Building 100 4601 Bulls Bay Highway	439,417	\$41,839,560	\$95	0%
Building 300 12-C 4601 Bulls Bay Highway	310,076	\$35,217,049	\$114	0%
Building 1 13225 Vantage Way	156,000	\$19,585,629	\$126	0%
Building 2 13225 Vantage Way	117,750	\$15,414,371	\$131	100%
11902 Central Parkway	85,259	\$13,586,058	\$159	100%
4910 Bulls Bay Highway	123,308	\$13,251,004	\$107	100%

NOTABLE LEASE TRANSACTIONS

Property	Tenant	Leased SF	Building Class	Submarket
NorthPoint Industrial Park 3600 Port Jacksonville Parkway	IEM Power Systems	186,452	5 Star Industrial Warehouse	Northeast
1501 Haines Street	Cargo Cove	146,585	2 Star Industrial Warehouse	Downtown
Freebird Commerce Center 13225 Vantage Way, Building 2	Natural Life	117,750	4 Star Industrial Distribution	North Side
1030 North Ellis Road*	Alexander Del Rossa	73,015	3 Star Industrial Warehouse	West Side
Westside Distribution Center 5 1720 Lewis Industrial Drive	Red Hawk	72,000	4 Star Industrial Warehouse	West Side
LakePointe Business Park 9* 8952 Western Way	Reliable Healthcare Solutions	50,420	3 Star Industrial Warehouse	Southside

*NAI Hallmark related transactions.
Please email jp@naihallmark.com for more detail.

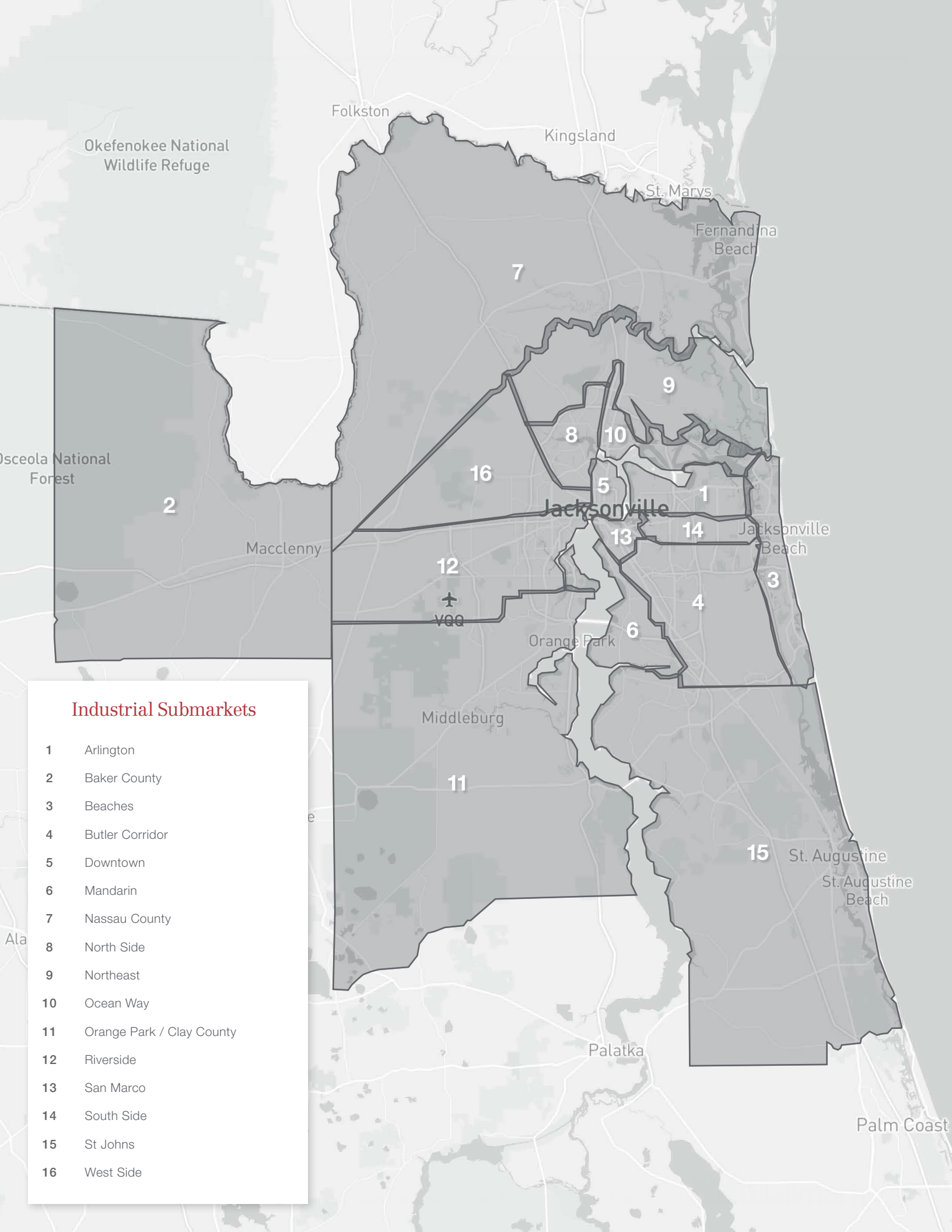
Q3 2021 JACKSONVILLE

Industrial Market Report

	VACANCY RATE	MARKET RENT / SF	MARKET SALE PRICE / SF	UNDER CONSTRUCTION	INVENTORY SF	MARKET CAP RATE
Arlington	1.4%	\$9.67	\$89	—	1,020,014	7.4%
Baker County	3.4%	\$6.08	\$86	—	1,350,145	6.3%
Beaches	1.0%	\$13.96	\$142	6,500	1,213,863	6.6%
Butler Corridor	4.8%	\$9.20	\$87	55,618	20,524,506	7.1%
Downtown	2.1%	\$5.67	\$51	19,000	11,598,721	7.4%
Mandarin	0.6%	\$10.10	\$93	—	1,694,412	7.2%
Nassau County	0.6%	\$7.21	\$86	—	3,313,056	6.4%
North Side	3.8%	\$6.16	\$56	394,277	8,978,460	6.9%
Northeast	6.7%	\$6.93	\$74	851,520	4,713,427	6.5%
Ocean Way	4.6%	\$8.13	\$61	992,560	16,162,099	6.7%
Orange Park/Clay County	2.7%	\$7.84	\$72	—	5,830,222	7.1%
Riverside	0.4%	\$6.68	\$71	278,237	21,901,769	7.0%
San Marco	3.4%	\$8.09	\$74	—	4,864,672	7.1%
South Side	0.7%	\$10.65	\$103	—	1,673,940	7.2%
St Johns	1.4%	\$9.52	\$102	187,652	5,937,917	6.7%
West Side	5.6%	\$6.27	\$62	1,030,035	35,244,179	6.8%
Jacksonville MSA	3.6%	\$7.38	\$68	3,815,399	146,021,402	6.9%
National Index	4.6%	\$9.47	\$124	451,811,222	17.5B	6.5%

Source: NAI Hallmark, CoStar Property®, & ESRI®, Real Capital Markets®, RealPages®

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Industrial Submarkets

- 1 Arlington
- 2 Baker County
- 3 Beaches
- 4 Butler Corridor
- 5 Downtown
- 6 Mandarin
- 7 Nassau County
- 8 North Side
- 9 Northeast
- 10 Ocean Way
- 11 Orange Park / Clay County
- 12 Riverside
- 13 San Marco
- 14 South Side
- 15 St Johns
- 16 West Side

Q3 2021 JACKSONVILLE

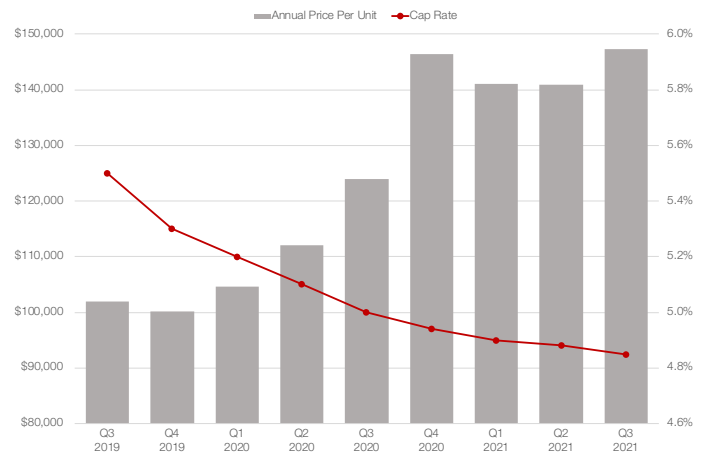
Multifamily Market Report

MARKET INDICATORS

	Current Q3 2021	Prior Q2 2021		Year Ago Q3 2020	
Vacancy	2.9%	3.7%	↓	4.1%	↓
Effective Rent (Per Unit)	\$1,353	\$1,231	↑	\$1,122	↑
Effective Rent (Per SF)	\$1.38	\$1.25	↑	\$1.14	↑
Annual Rent Growth	18.7%	11.5%	↑	1.75%	↑
Market Cap Rate	4.8%	4.9%	↓	5.1%	↓

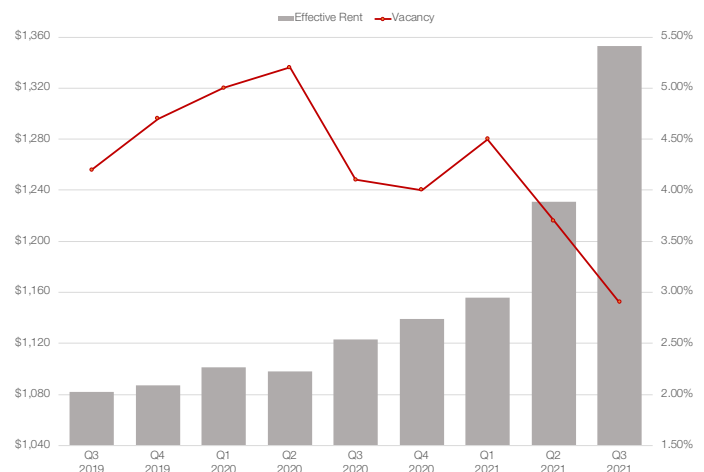
SALES ACTIVITY

During Q3'21, the overall price averaged \$147K per unit, a 19% increase year-over-year, while cap rates continued to compress. As the MSA remains one of the top 25 hottest housing markets in the country, investors maintain their confidence in the multifamily market.



RENTAL RATES

Effective rents, now averaging \$1,353 for the Jacksonville MSA, increased 18.7% year-over-year during Q3'21, while vacancy levels decreased nearly 1% during the same period. As the MSA continues to see an influx of new jobs, along with the increase in population, rents will continue to rise, while vacancy levels remain at historic lows.



Q3 2021 JACKSONVILLE

Multifamily Market Report

NOTABLE SALE TRANSACTIONS: 100+ UNITS

Property	Year Built	# of Units	Date	Price	Price/Unit
Terrabella	2021	253	Aug-21	\$82,500,000	\$326,087
Drift Town Center East	2020	276	Jul-21	\$83,150,000	\$301,268
RiverVue	1962/2019	228	Aug-21	\$63,000,000	\$276,316
Coquina Bay	1987	200	Aug-21	\$40,000,000	\$200,000
Alexander Pointe	1986	232	Sep-21	\$41,350,000	\$178,233
The Vue at Baymeadows	1988	352	Jul-21	\$58,000,000	\$164,773
Shoreline	1970	198	Aug-21	\$19,600,000	\$98,990
The River Apts Portfolio	1968/1972	765	Jul-21	\$72,675,000	\$95,000
The Forest	1966	113	Aug-21	\$9,200,000	\$81,416

NOTABLE SALE TRANSACTIONS: UNDER 100 UNITS

Property	Year Built	# of Units	Date	Price	Price/Unit
San Jose Apartments	1974	38	Jun-21	\$4,000,000	\$105,263
Bridgepoint II	1987	48	Jul-21	\$4,295,065	\$89,481
Grassy Pond	1986	88	Aug-21	\$7,400,000	\$84,091
Villager Apts South	1971	40	Sep-21	\$2,225,000	\$55,625
Inwood Terrace	1964	24	Jul-21	\$1,200,000	\$50,000

The sale of Lakewood Oaks sets a pricing record for 1970's product type in the immediate area.



NAI HALLMARK

Featured Multifamily Transaction

Lakewood Oaks Apartments

3534 Smithfield Street
Jacksonville, Florida 32217



138
UNITS



99%
OCCUPANCY



\$928
LEASED RENT



1974
YEAR BUILT



\$1.08
LEASE RENT/SF



**SAN JOSE/
MANDARIN**
SUBMARKET

BROKERS

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Q3 2021 JACKSONVILLE

Multifamily Market Report

MULTIFAMILY CONSTRUCTION PROJECTS: 2021

Property	Submarket	Units	Developer	Proj Delivery
The Reef	Jacksonville Beaches	456	The Klotz Companies	2021
The Solera at Kendall West	Arlington	378	Rich Properties	2021
Presidium at Town Center	Baymeadows	370	Presidium Group	2021
Vista Brooklyn	Central Jacksonville	308	Bristol Development Group	2021
The Barlow	Southeast Jacksonville	290	Chance Partners	2021
Satori Town Center	Baymeadows	289	Davis Development	2021
The Felix	Baymeadows	280	Stanmore Partners	2021
Terabella	Arlington	253	Liv Development	2021
Saddle Brook Landings (Phase II)	Westside	210	Landings Real Estate Group	2021
The Exchange	Southeast Jacksonville	196	Chance Partners	2021
Mill Creek Preserve	Northside	188	Davis Companies	2021
Southerly at Southbank	Southeast Jacksonville	185	Ventures Development Group	2021
Lofts at Baymeadows	Baymeadows	103	Stratford Management	2021
Sayla	Upper Southside	29	Parkway Property Investments	2021
Ashley Street Container Lofts	Central Jacksonville	18	JWB Real Estate	2021
TOTALS	15	3,553		2021

Q3 2021 JACKSONVILLE

Multifamily Market Report

MULTIFAMILY CONSTRUCTION PROJECTS: 2022

Property	Submarket	Units	Developer	Proj Delivery
Bainbridge Avenues Walk	Mandarin	372	The Bainbridge Companies	2022
The Station Fleming Island	Orange Park/ Clay County	180	Bristol Development Group	2022
San Pablo Apartments	Jacksonville Beaches	304	Trevato Development Group	2022
Aventon Sorraia	Northside	324	Aventon Companies	2022
Ascend Apartments at Durbin	Mandarin	350	DHI Communities	2022
Novo Kendall Town	Arlington	300	Shelton McNally Real Estate Partners	2022
Sentosa Beachwalk (Phase II)	Mandarin	298	The Falcone Group	2022
Cadence at Nocatee	Baymeadows	291	RangeWater	2022
Duval Crossing	Northside	270	Corner Lot Development	2022
The Julington	Mandarin	260	RISE	2022
Springs at Flagler Center	Mandarin	250	Continental Properties	2022
Suncoast Crossing	Westside	53	Atlee Development Group	2022
Integra Park at Oakleaf	Orange Park/ Clay County	249	Integra Land Company	2022
The Sagefield at River City	Northside	238	Chance Partners	2022
The Preserve at Island Pointe	Northside	192	Becovic Management Group	2022
233 West Duval Street	Central Jacksonville	140	Augustine Development Group	2022
TOTALS	16	4,071		2022

Q3 2021 JACKSONVILLE

Multifamily Market Report

MULTIFAMILY CONSTRUCTION PROJECTS: 2023+

Property	Submarket	Units	Developer	Proj Delivery
Atlantic North Apartments	Arlington	300	Davis Development	2023+
Eden Arlington	Arlington	265	Eden Multifamily	2023+
Artea at Southbank	Central Jacksonville	340	Corner Lot Development	2023+
Linden House	Mandarin	295	RISE	2023+
The 1230 Hendricks	Southeast Jacksonville	345	Block One Ventures/ Tevato Development Group	2023+
Grand Cypress	Mandarin	588	Gatlin Development	2023+
Rivers Edge	Sotheast Jacksonville	950	Preston Hollow Capital	2023+
Presidium at Beach Boulevard	Upper Southside	334	Presidium Group	2023+
RiverTown Apartments	Mandarin	335	WRH Realty	2023+
Fountainhead Apartments at Flagler Center	Mandarin	352	Fort Family Investments	2023+
Flagler Crossing	Mandarin	330	Corner Lot Development	2023+
SUR Southside Quarter (Phase II)	Baymeadows	322	Hines	2023+
Exchange at Orange Park	Westside	312	Hathaway Companies	2023+
Long Bay Blanding	Orange Park/ Clay County	280	Corner Lot Development	2023+
The Doro	Central Jacksonville	247	RISE	2023+
Eastborough	Southeast Jacksonville	226	Chance Partners	2023+
World Commerce	St. Augustine	210	Corner Lot Development	2023+
The Hendricks at San Marco	Southeast Jacksonville	133	Corner Lot Development	2023+
TOTALS	18	6,164		2023+

Q3 2021 JACKSONVILLE

Multifamily Market Report

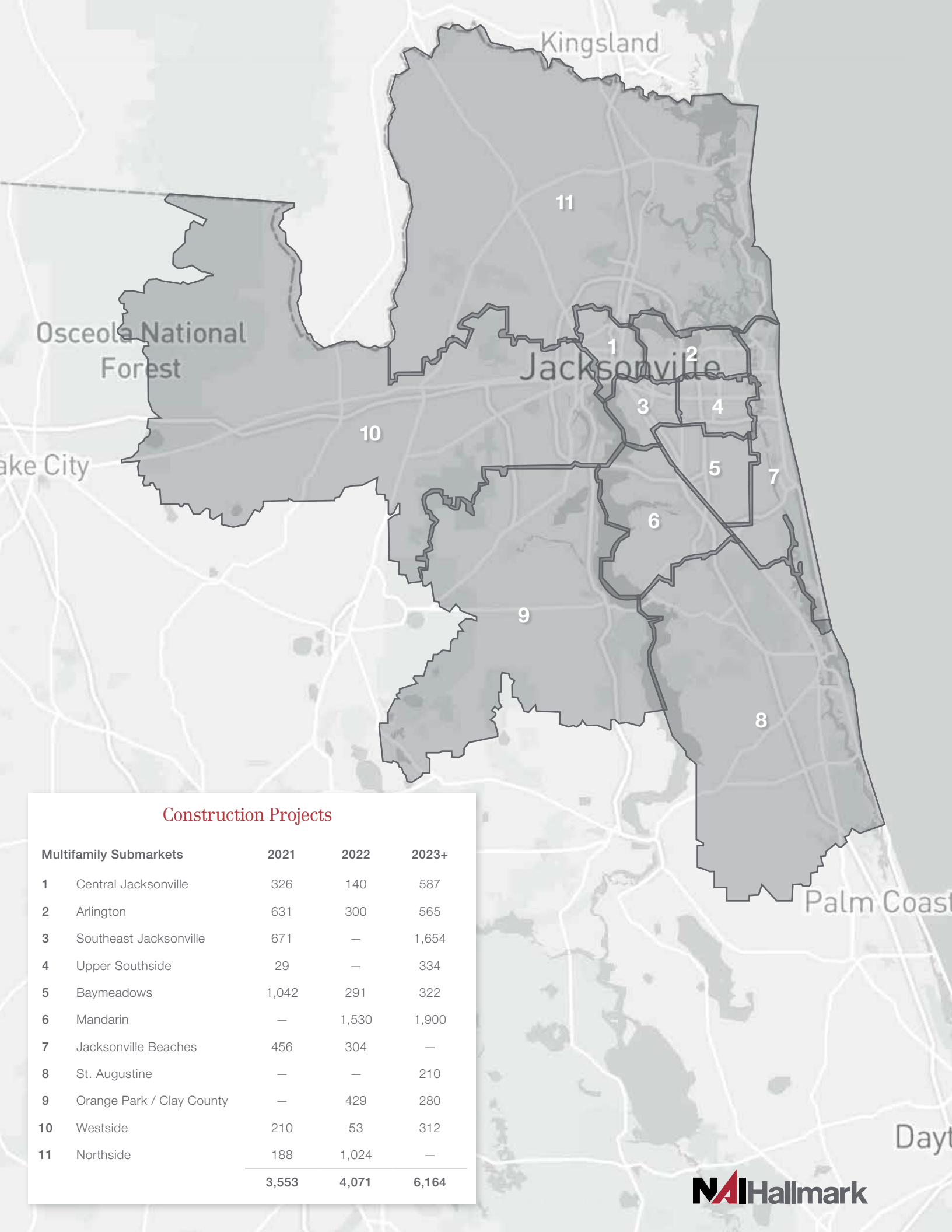
	VACANCY RATE	EFFECTIVE RENT / UNIT	EFFECTIVE RENT / SF	RENT GROWTH	CONCESSIONS
Central Jacksonville	3.4%	\$1,486	\$1.71	16.3%	5.0%
Arlington	3.1%	\$1,157	\$1.19	14.7%	2.2%
Southeast Jacksonville	4.1%	\$1,197	\$1.30	19.1%	3.0%
Upper Southside	2.8%	\$1,569	\$1.53	22.5%	5.7%
Baymeadows	3.0%	\$1,468	\$1.49	12.2%	4.2%
Mandarin	2.1%	\$1,436	\$1.43	20.0%	3.1%
Jacksonville Beaches	1.8%	\$1,562	\$1.62	19.1%	6.3%
St. Augustine	1.4%	\$1,462	\$1.53	9.3%	—
Orange Park / Clay County	2.5%	\$1,293	\$1.24	17.8%	—
Westside	2.9%	\$1,164	\$1.19	14.2%	2.6%
Northside	2.2%	\$1,306	\$1.34	19.1%	1.5%
Jacksonville MSA	2.9%	\$1,353	\$1.38	18.7%	4.2%
National Index	2.9%	\$1,577	\$1.74	10.3%	6.4%

"The Jacksonville MSA remains one of the hottest multifamily markets in the country. With historic rent growth, rising occupancy levels, and one of the lowest unemployment rates in Florida, investors continue the influx of capital into the area."...



John Rutherford

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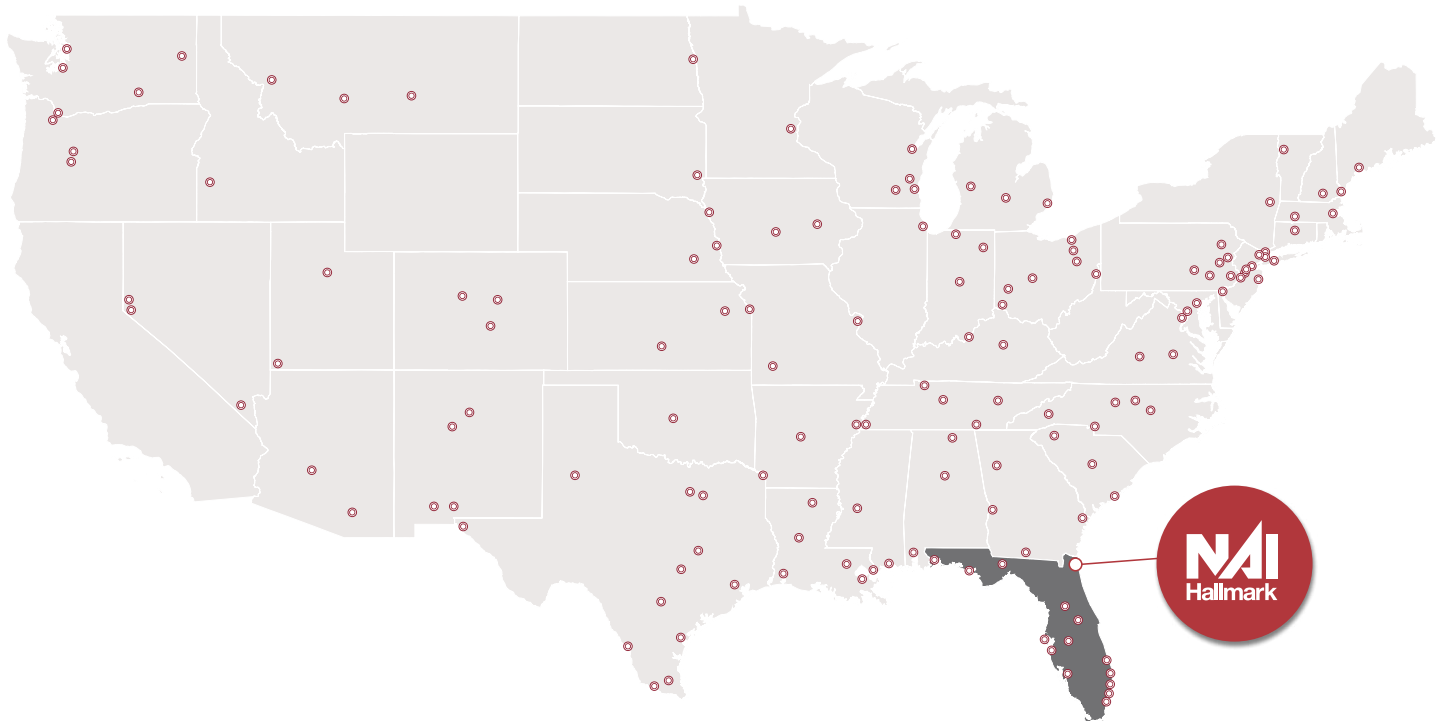
Construction Projects

Multifamily Submarkets		2021	2022	2023+
1	Central Jacksonville	326	140	587
2	Arlington	631	300	565
3	Southeast Jacksonville	671	—	1,654
4	Upper Southside	29	—	334
5	Baymeadows	1,042	291	322
6	Mandarin	—	1,530	1,900
7	Jacksonville Beaches	456	304	—
8	St. Augustine	—	—	210
9	Orange Park / Clay County	—	429	280
10	Westside	210	53	312
11	Northside	188	1,024	—
		3,553	4,071	6,164

Q3 2021 JACKSONVILLE

Our Market and Beyond

NAI Hallmark is the Northeast Florida representative for NAI Global, the world's largest network real estate professionals. We are among the best in the industry, serving clients in our market and beyond.



Together, we act and think as a team, working in unison to deliver seamless, exceptional results for our clients with local, regional or global needs.

Whether you need to buy, sell, lease or manage property across the United States and beyond, NAI Hallmark is your local point of entry into a world of creative solutions in commercial real estate.

THE PREMIER MANAGED

Commercial Real Estate Network

NAI Global is the single largest, most powerful global network of owner-operated commercial real estate brokerage firms. NAI Global member firms are leaders in their local markets and span the world with 300+ offices and more than 5,100 professionals supported by the central resources of the NAI Global organization.

NAI Global professionals achieve extraordinary results for clients locally and globally through creativity, collaboration, and the consistent delivery of exceptional knowledge and service that only market-leading firms can provide.

Market your products and services to this global audience either year round via our special packages designed to put your name in lights and keep it there or via an event sponsorship or exhibit.

Top 4 Brand

300+

Offices Worldwide

43

Countries

5,100+

Professionals

1.1+

Billion

SQUARE FEET
MANAGED

\$20

Billion

TRANSACTION
VOLUME

\$1.5

Billion

TOTAL GROSS
REVENUE

NAIGlobal.

Q3 2021 JACKSONVILLE

Quarterly Market Report

NAI Hallmark has a 28-year history of successfully managing commercial real estate to its highest performance. Our team is committed to providing best-in-class service to our clients and takes an owner's perspective approach to unlock the full potential of every deal.

It would be our privilege to work with you.



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