

# U.S. PROPERTY PERFORMANCE MONITOR

## Third Quarter 2021

### IN A NUTSHELL

- U.S. core real estate, as measured by the NCREIF Property Index (NPI), delivered a total return of 5.2% (quarterly) and 12.2% (trailing four quarters) in the third quarter of 2021 — the strongest since 2005 and 2015, respectively.
- Across sectors and markets, the dispersion of performance was at its widest in over 40 years.
- Total returns for industrial property (trailing four quarters) were the highest of any sector in the history of the index (since 1978). Apartment picked up meaningfully while Office and Retail lagged behind.
- Sun Belt and Mountain West markets generally outperformed while New York, Chicago, and San Francisco struggled.

## Private Real Estate Property Returns

- Core real estate total returns jumped to 12.2% (trailing four quarters) in the third quarter of 2021 from 1.6% in 2020.<sup>1</sup>
- The industrial sector's total returns (32.4%) were the highest produced by any sector in the history of the index (since 1978). Apartments (13.4%) kept pace with the overall NPI. Office returns (4.9%) were resilient despite concerns over the effects of remote working. Retail was weak (0.7%) but returns were positive for the first time since 2019.
- Relative to other major asset classes, private real estate underperformed stocks (30%) and outperformed bonds (-0.9%) over the past year, consistent with historical patterns.
- Property fundamentals improved in the third quarter, as overall vacancies fell back to pre-COVID levels. Industrial vacancies dropped to 2.5%, the lowest ever recorded. Net Operating Income (NOI) increased 9.1% (trailing four quarters), the most since 2001, led by a rebound in Apartment and Retail and persistent gains in Industrial (while Office was stable).
- Geographic trends were largely unchanged. Regional markets generally benefitting from lower costs and in-migration (e.g., Sun Belt and Mountain West) performed well. Gateway markets with comparatively higher costs (e.g., New York, Chicago, and San Francisco) generally underperformed.

<sup>1</sup> NCREIF Property Index as of September 30, 2021. Past performance is no guarantee of future results.

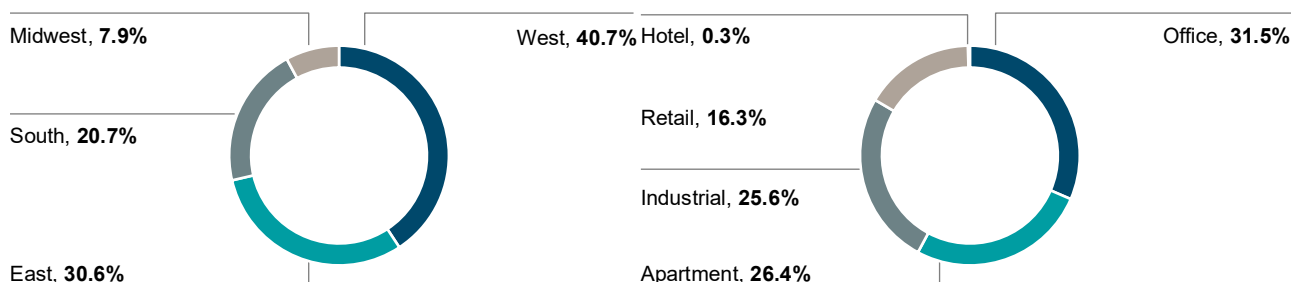
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## NPI MARKET CAPITALIZATION

Index market value U.S. \$ 785.1 billion – Property count 9,703



## RECENT PERFORMANCE TRENDS

|                               | Quarter | 12 months trailing |         |
|-------------------------------|---------|--------------------|---------|
|                               | 3Q 2021 | 3Q 2021            | 4Q 2020 |
| Private Real Estate (NPI)     | 5.2%    | 12.2%              | 1.6%    |
| Broad Equities (large cap)    | 0.6%    | 30.0%              | 18.4%   |
| Bonds                         | 0.1%    | -0.9%              | 7.5%    |
| Listed Real Estate            | 0.2%    | 31.5%              | -5.1%   |
| 10-Year Treasury <sup>2</sup> | 1.5%    | 1.5%               | 0.9%    |
| 12-Month LIBOR <sup>3</sup>   | 0.2%    | 0.2%               | 0.3%    |
| CPI (SA)                      | 1.2%    | 5.4%               | 1.3%    |

Sources: NCREIF, Standard and Poor's, Barclay's, NAREIT, and Federal Reserve as of September 30, 2021.

## NCREIF Property Index (NPI) Performance by Sector and Region

- Industrial total returns of 32.4% (trailing four quarters) were the strongest ever recorded by any sector in the history of the NPI, fueled in part by a 10.2% year-over-year increase in NOI. E-commerce has been a pivotal driver of the sector's impressive performance, as retailers have scrambled to build out distribution capacity.
- Apartments were the second-best performing sector, producing total returns of 13.4% (trailing four quarters). An ongoing migration of ageing Millennials to the suburbs, a trend that first surfaced in 2015 and accelerated with the pandemic, helped Garden (21.2%) to outperform High-Rise (9.7%) assets.
- Total returns for retail property were muted in the third quarter of 2021, at 0.7% (trailing four quarters). However, the market was bifurcated, with malls (about half the index) generating negative returns, and neighborhood (7.1%) and community (4.1%) centers faring better.
- Office values treaded water in the third quarter, delivering total returns of 4.9% (trailing four quarters). While workplace occupancy remained depressed, NOIs were stable as tenants continued to honor lease obligations.
- Regional dynamics were generally unchanged. The West led the pack, followed closely by the South. Returns in the East and Midwest lagged the index over the past year.

<sup>2</sup> These figures represent annual yields.

<sup>3</sup> These figures represent annual yields.

## DETAILED PROPERTY TYPE NPI PERFORMANCE

|                   | No. of props. | Market value<br>U.S.\$ (Mil) | Trailing four quarters |        |         |
|-------------------|---------------|------------------------------|------------------------|--------|---------|
|                   |               |                              | Total return           | Income | Apprec. |
| <b>Apartment</b>  |               |                              |                        |        |         |
| Garden            | 726           | 61,545                       | 21.2%                  | 4.5%   | 16.2%   |
| High Rise         | 1,064         | 123,982                      | 9.7%                   | 3.3%   | 6.3%    |
| Low Rise          | 253           | 21,367                       | 13.9%                  | 3.9%   | 9.8%    |
| <b>Industrial</b> |               |                              |                        |        |         |
| R&D               | 33            | 1,508                        | 28.6%                  | 5.2%   | 22.6%   |
| Flex              | 217           | 4,899                        | 31.6%                  | 5.1%   | 25.5%   |
| Warehouse         | 4,248         | 190,536                      | 32.5%                  | 4.3%   | 27.4%   |
| <b>Office</b>     |               |                              |                        |        |         |
| CBD               | 498           | 139,789                      | 2.3%                   | 4.2%   | -1.9%   |
| Suburban          | 1,127         | 107,455                      | 8.5%                   | 4.9%   | 3.4%    |
| <b>Retail</b>     |               |                              |                        |        |         |
| Community         | 225           | 14,076                       | 4.1%                   | 5.2%   | -1.0%   |
| Neighborhood      | 534           | 20,544                       | 7.1%                   | 5.1%   | 1.9%    |
| Power             | 194           | 14,012                       | 4.0%                   | 5.6%   | -1.5%   |
| Regional          | 63            | 14,044                       | -4.1%                  | 4.0%   | -7.9%   |
| Super Regional    | 75            | 48,963                       | -2.2%                  | 4.1%   | -6.1%   |

Source: NCREIF Property Index as of September 30, 2021. Past performance is no guarantee of future results.

## RETURNS BY PROPERTY TYPE AND REGION

| Property type      | Annual returns |                  |             |             |             |             |             | Standard deviation              |             |                                 |
|--------------------|----------------|------------------|-------------|-------------|-------------|-------------|-------------|---------------------------------|-------------|---------------------------------|
|                    | Total          | 1 year<br>Income | Apprec.     | 3 years     | 5 years     | 10 years    | 20 years    | Since<br>inception <sup>4</sup> | 20 years    | Since<br>inception <sup>5</sup> |
| Apartment          | 13.4%          | 3.7%             | 9.4%        | 6.9%        | 6.7%        | 8.6%        | 8.2%        | 10.1%                           | 8.5%        | 7.5%                            |
| Industrial         | 32.4%          | 4.3%             | 27.2%       | 18.3%       | 16.4%       | 14.5%       | 10.8%       | 10.4%                           | 8.8%        | 7.5%                            |
| Office             | 4.9%           | 4.5%             | 0.3%        | 4.7%        | 5.3%        | 7.7%        | 7.3%        | 8.2%                            | 9.0%        | 9.3%                            |
| Retail             | 0.7%           | 4.5%             | -3.6%       | -1.4%       | 1.1%        | 6.8%        | 8.6%        | 8.8%                            | 8.8%        | 7.0%                            |
| <b>Total Index</b> | <b>12.2%</b>   | <b>4.2%</b>      | <b>7.7%</b> | <b>6.7%</b> | <b>6.8%</b> | <b>9.0%</b> | <b>8.4%</b> | <b>9.0%</b>                     | <b>8.3%</b> | <b>7.4%</b>                     |
| <b>Region</b>      |                |                  |             |             |             |             |             |                                 |             |                                 |
| East               | 9.5%           | 4.1%             | 5.3%        | 5.2%        | 5.2%        | 7.3%        | 8.0%        | 9.6%                            | 8.8%        | 8.9%                            |
| Midwest            | 8.3%           | 4.4%             | 3.8%        | 3.4%        | 4.2%        | 7.3%        | 6.7%        | 7.7%                            | 6.8%        | 5.9%                            |
| South              | 13.3%          | 4.6%             | 8.4%        | 7.0%        | 7.0%        | 9.4%        | 8.3%        | 8.2%                            | 7.4%        | 6.6%                            |
| West               | 14.4%          | 4.1%             | 10.0%       | 8.5%        | 8.7%        | 10.7%       | 9.4%        | 9.7%                            | 9.0%        | 8.2%                            |
| <b>Total Index</b> | <b>12.2%</b>   | <b>4.2%</b>      | <b>7.7%</b> | <b>6.7%</b> | <b>6.8%</b> | <b>9.0%</b> | <b>8.4%</b> | <b>9.0%</b>                     | <b>8.3%</b> | <b>7.4%</b>                     |

Source: NCREIF Property Index as of September 30, 2021. Past performance is not indicative of future returns.

<sup>4</sup> Index returns start in 1978, equivalent to a 43.75 year calculation.

<sup>5</sup> Index returns start in 1978, equivalent to a 43.75 year calculation.

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## Market Analysis – Benchmark Insights and Portfolio Implications

The NCREIF Property Index is a value-weighted index of property returns and as such, a large portion of the index is located in just 20 markets. Local economic growth will affect properties located in the same market similarly, so we can estimate the effect of property geographical location on the overall index. Large metros, by value, will likely have the largest impact on the index, although small metros with particularly strong or weak performance may boost or weigh on returns from time to time. The tables on the following page list out which markets had the strongest positive and negative effect on returns during the past four quarters.

**Apartments** – The pandemic reinforced demographic trends underpinning apartment markets. Over the past year, the Sun Belt (e.g., Phoenix, Raleigh, Fort Lauderdale, and Atlanta) and Denver, benefitting from in-migration, were the largest positive contributors. Gateway locations with comparatively higher costs (e.g., New York, Chicago, and San Francisco) struggled, although Boston and Washington D.C. fared better.

**Industrial** – Performance remained impressive, with every market delivering double-digit total returns over the trailing four quarters. Major port markets, including Riverside (53.2%), Los Angeles (39.3%), and New York (37.4%) were particularly noteworthy. On a relative basis, major inland distribution hubs (i.e., Atlanta, Chicago, and Dallas) underperformed, although returns were still elevated. Markets in Florida generally underperformed over the trailing four quarters. The worst-ranked major industrial market, Houston (16.5%), nevertheless outperformed the overall NPI.

**Office** – Markets with outsized exposure to technology and life sciences (i.e., Boston, San Diego, Seattle, Oakland, San Jose, and Austin) continued to make the largest contribution to sector returns. Further, demographic tailwinds and corporate expansions continued to benefit Sun Belt office markets such as Atlanta and Charlotte. Conversely, values slipped in several gateway markets, including Chicago, San Francisco, Washington D.C., and New York, collectively subtracting 130 basis points from sector returns.

**Retail** – Over the past year, tenant mix generally governed retail property performance as service-oriented, daily-needs shopping centers proved relatively resilient to e-commerce. Conversely, Malls and lifestyle shopping centers were challenged by store closures and bankruptcies. Case in point, metros with the largest negative contribution to sector returns (e.g., Chicago, Dallas, Miami and New York) had notable mall exposure. Markets which performed well on a relative basis (e.g., Atlanta, Phoenix, and Riverside) benefitted from demographic tailwinds.

| Apartment       |                            |                          | Industrial      |                            |                          | Office          |                            |                          | Retail        |                            |                          |
|-----------------|----------------------------|--------------------------|-----------------|----------------------------|--------------------------|-----------------|----------------------------|--------------------------|---------------|----------------------------|--------------------------|
| Metro           | Metro returns <sup>6</sup> | Impact on sector returns | Metro           | Metro returns <sup>7</sup> | Impact on sector returns | Metro           | Metro returns <sup>8</sup> | Impact on sector returns | Metro         | Metro returns <sup>9</sup> | Impact on sector returns |
| Denver          | 22.6%                      | 49                       | Riverside       | 53.2%                      | 260                      | Boston          | 9.8%                       | 54                       | Atlanta       | 6.3%                       | 14                       |
| Phoenix         | 34.7%                      | 43                       | Los Angeles     | 39.3%                      | 64                       | San Diego       | 19.9%                      | 30                       | Las Vegas     | 2.9%                       | 13                       |
| Raleigh         | 30.1%                      | 28                       | New York        | 37.4%                      | 42                       | Seattle         | 8.4%                       | 18                       | Phoenix       | 3.9%                       | 11                       |
| Atlanta         | 19.4%                      | 27                       | Orange County   | 38.1%                      | 22                       | Oakland         | 12.0%                      | 14                       | San Diego     | 2.4%                       | 7                        |
| Dallas          | 16.3%                      | 17                       | San Diego       | 40.5%                      | 13                       | San Jose        | 7.6%                       | 10                       | Riverside     | 3.8%                       | 6                        |
| Fort Lauderdale | 20.2%                      | 14                       | Baltimore       | 37.3%                      | 9                        | Austin          | 8.9%                       | 9                        | Orange County | 2.8%                       | 5                        |
| Austin          | 16.7%                      | 12                       | Phoenix         | 33.7%                      | 2                        | Atlanta         | 7.9%                       | 5                        | Houston       | 1.5%                       | 5                        |
| San Diego       | 17.2%                      | 10                       | Boston          | 28.8%                      | -4                       | Charlotte       | 6.4%                       | 1                        | Baltimore     | 3.3%                       | 5                        |
| Orange County   | 16.9%                      | 9                        | Washington DC   | 27.3%                      | -7                       | Dallas          | 4.8%                       | 0                        | San Jose      | 1.2%                       | 1                        |
| Miami           | 14.8%                      | 3                        | Atlanta         | 29.0%                      | -12                      | Fort Lauderdale | 4.5%                       | 0                        | Seattle       | 1.0%                       | 1                        |
| Boston          | 13.0%                      | -2                       | Fort Lauderdale | 19.3%                      | -17                      | Los Angeles     | 4.6%                       | -2                       | Los Angeles   | 0.5%                       | -1                       |
| Seattle         | 11.3%                      | -9                       | Portland        | 22.4%                      | -17                      | Miami           | 2.7%                       | -3                       | Boston        | 0.2%                       | -1                       |
| Oakland         | 7.9%                       | -12                      | Dallas          | 29.5%                      | -20                      | Denver          | 3.8%                       | -3                       | Oakland       | -0.2%                      | -3                       |
| Houston         | 9.6%                       | -13                      | San Francisco   | 15.2%                      | -21                      | Portland        | 1.1%                       | -4                       | Orlando       | -1.4%                      | -5                       |
| San Jose        | 6.7%                       | -16                      | Denver          | 19.8%                      | -22                      | Orange County   | 2.2%                       | -4                       | Dallas        | -0.4%                      | -5                       |
| Washington DC   | 11.2%                      | -19                      | Oakland         | 25.2%                      | -30                      | Chicago         | 3.5%                       | -7                       | Washington DC | 0.0%                       | -6                       |
| Los Angeles     | 8.1%                       | -36                      | Miami           | 23.3%                      | -31                      | Houston         | 1.5%                       | -11                      | San Francisco | -3.6%                      | -10                      |
| San Francisco   | 2.0%                       | -44                      | Houston         | 16.5%                      | -40                      | San Francisco   | 3.2%                       | -20                      | Miami         | -4.0%                      | -13                      |
| Chicago         | 4.8%                       | -54                      | Seattle         | 23.2%                      | -64                      | Washington DC   | 1.8%                       | -38                      | New York      | -3.0%                      | -17                      |
| New York        | 4.2%                       | -95                      | Chicago         | 21.6%                      | -86                      | New York        | 1.1%                       | -66                      | Chicago       | -2.9%                      | -24                      |

Source: NCREIF Property Index as of September 30, 2021.

<sup>6</sup> Four-quarter cumulative returns ending third quarter 2021.

<sup>7</sup> Four-quarter cumulative returns ending third quarter 2021.

<sup>8</sup> Four-quarter cumulative returns ending third quarter 2021.

<sup>9</sup> Four-quarter cumulative returns ending third quarter 2021.

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## Appendix – Historical Performance

|                                | 12 months trailing |                 |                 |                 |                 |
|--------------------------------|--------------------|-----------------|-----------------|-----------------|-----------------|
|                                | 9/2020 – 9/2021    | 9/2019 – 9/2020 | 9/2018 – 9/2019 | 9/2017 – 9/2018 | 9/2016 – 9/2017 |
| Private Real Estate (NPI)      | 12.2%              | 2.0%            | 6.2%            | 7.2%            | 6.9%            |
| Broad Equities (large cap)     | 30.0%              | 15.1%           | 4.3%            | 17.9%           | 18.6%           |
| Bonds                          | -0.9%              | 7.0%            | 10.3%           | -1.2%           | 0.1%            |
| Listed Real Estate             | 31.5%              | -12.2%          | 20.7%           | 4.7%            | 2.6%            |
| 10-Year Treasury <sup>10</sup> | 1.5%               | 0.7%            | 1.7%            | 3.1%            | 2.3%            |
| 12-Month LIBOR <sup>11</sup>   | 0.2%               | 0.4%            | 2.0%            | 2.9%            | 1.8%            |
| CPI (SA)                       | 5.4%               | 1.4%            | 1.7%            | 2.3%            | 2.2%            |

Sources: NCREIF, Standard and Poor's, Barclay's, NAREIT, and Federal Reserve as of September 30, 2021.

<sup>10</sup> These figures represent annual yields.

<sup>11</sup> These figures represent annual yields.

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# Research & Strategy—Alternatives

## OFFICE LOCATIONS:

### Chicago

222 South Riverside Plaza  
34<sup>th</sup> Floor  
Chicago  
IL 60606-1901  
United States  
Tel: +1 312 537 7000

### Frankfurt

Mainzer Landstrasse 11-17  
60329 Frankfurt am Main  
Germany  
Tel: +49 69 71909 0

### London

Winchester House  
1 Great Winchester Street  
London EC2N 2DB  
United Kingdom  
Tel: +44 20 754 58000

### New York

875 Third Avenue  
26<sup>th</sup> Floor  
New York  
NY 10022-6225  
United States  
Tel: +1 212 454 3414

### San Francisco

101 California Street  
24<sup>th</sup> Floor  
San Francisco  
CA 94111  
United States  
Tel: +1 415 781 3300

### Singapore

One Raffles Quay  
South Tower  
20<sup>th</sup> Floor  
Singapore 048583  
Tel: +65 6538 7011

### Tokyo

Sanno Park Tower  
2-11-1 Nagata-cho  
Chiyoda-Ku  
18<sup>th</sup> Floor  
Tokyo  
Japan  
Tel: +81 3 5156 6000

## TEAM:

Global

### Kevin White, CFA

Global Co-Head of Real Estate Research

### Simon Wallace

Global Co-Head of Real Estate Research

### Gianluca Minella

Head of Infrastructure Research

Americas

### Brooks Wells

Head of Research, Americas

### Liliana Diaconu, CFA

Property Market Research

### Ross Adams

Industrial Research

### Joseph Pecora, CFA

Apartment Research

### Ana Leon

Retail Research

Europe

### Ruben Bos, CFA

Property Market Research

### Tom Francis

Property Market Research

### Siena Golan

Property Market Research

### Rosie Hunt

Property Market Research

### Martin Lippmann

Property Market Research

### Aizhan Meldebek

Infrastructure Research

Asia Pacific

### Koichiro Obu

Head of Real Estate Research, Asia Pacific

### Natasha Lee

Property Market Research

### Hyunwoo Kim

Property Market Research

### Seng-Hong Teng

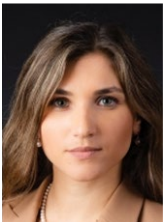
Property Market Research

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## The authors



**Kevin White, CFA**  
**Global Co-Head of Real Estate Research**



**Liliana Diaconu, CFA**  
**Property Market Research**

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