



Introduction to
SALE COMPS



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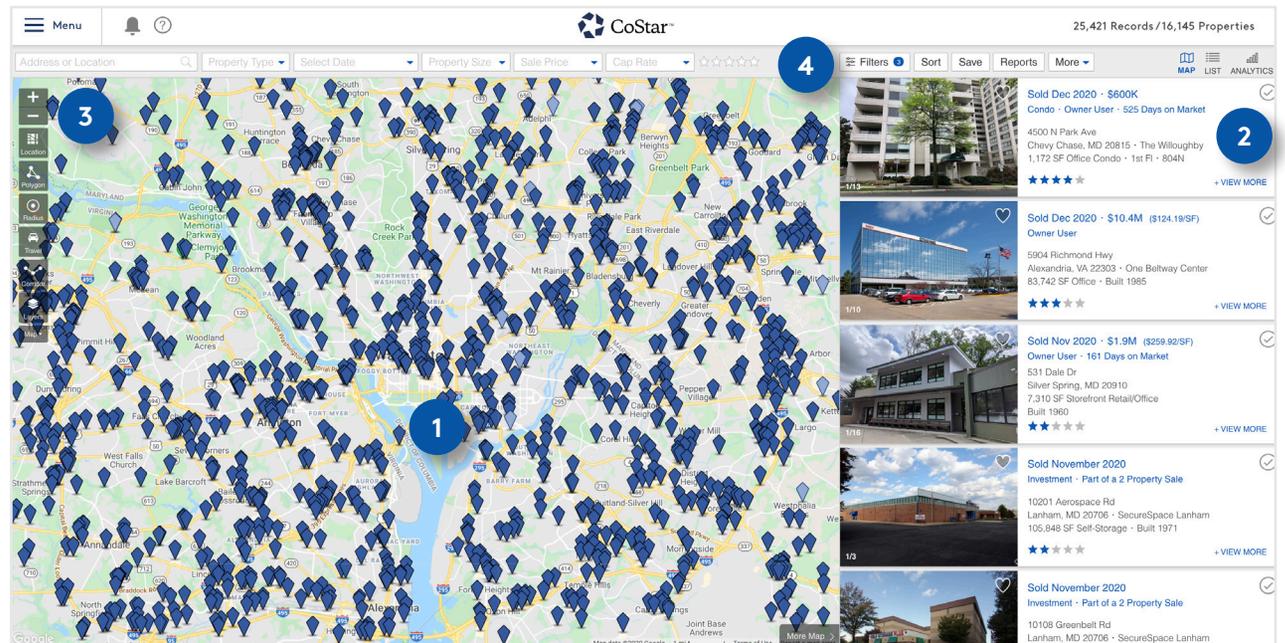
The Interface

THE INTERFACE

Map View

A Sale Comps search begins on the map you see here.

- 1 The pins represent commercial properties.
- 2 The properties on the right are your search results.
- 3 The buttons on the left of the map let you interact with it. You can narrow your search to focus within a certain radius, add layers (including heat maps and national retailers), draw a custom search area, select a particular location, and more.
- 4 The same location settings are also available in the Filters menu, along with other options for customizing your search.



THE INTERFACE

Filter Navigation

The screenshot displays the CoStar interface with three numbered callouts:

- 1**: Points to the search bar at the top left, which includes fields for 'Address or Location', 'Property Type', 'Select Date', 'Property Size', 'Sale Price', and 'Cap Rate'.
- 2**: Points to the 'Filters' button located to the right of the search bar.
- 3**: Points to the 'Filters' menu on the right side of the interface, which is open to show various filter categories like 'Sale Date', 'Sale Price', 'Cap Rate', 'Property Type', 'Secondary Type', 'Sale Type', 'Location Type', 'Include', and 'Exclude'.

1 The filters bar above the map lets you customize your search. This is where you'll type in your desired address or location, select your property type, and enter other basic search parameters.

2 To see additional filters, click the Filters button to the right of the bar.

3 To use this menu, navigate to the desired category and select or type in what you need. You can use the categories at the top to jump directly to that category's filters.

Performing a Search

PERFORMING A SEARCH

Entering Basic Filters

The screenshot displays the CoStar search interface. At the top, the CoStar logo is centered, with a notification bell and a help icon to the left. On the right, it shows '25,421 Records / 16,145 Properties'. Below the header is a search bar with a magnifying glass icon and a dropdown menu for 'Address or Location'. To the right of the search bar are several filter dropdowns: 'Property Type', 'Select Date', 'Property Size', 'Sale Price', and 'Cap Rate'. There is also a star rating filter and a 'Clear' button. Further right are buttons for 'Filters' (with a count of 3), 'Sort', 'Save', 'Reports', and 'More'. On the far right, there are icons for 'MAP', 'LIST', and 'ANALYTICS'. The main area is a map of Washington, D.C. and surrounding areas, densely populated with blue diamond markers. On the left side of the map, there is a vertical toolbar with icons for 'Location', 'Polygon', 'Radius', 'Travel', 'Compare', 'Layers', and 'Map'. On the right side, there is a list of search results. Each result includes a small image of the property, the sale date and price, the user type, days on market, address, and other details. The results are as follows:

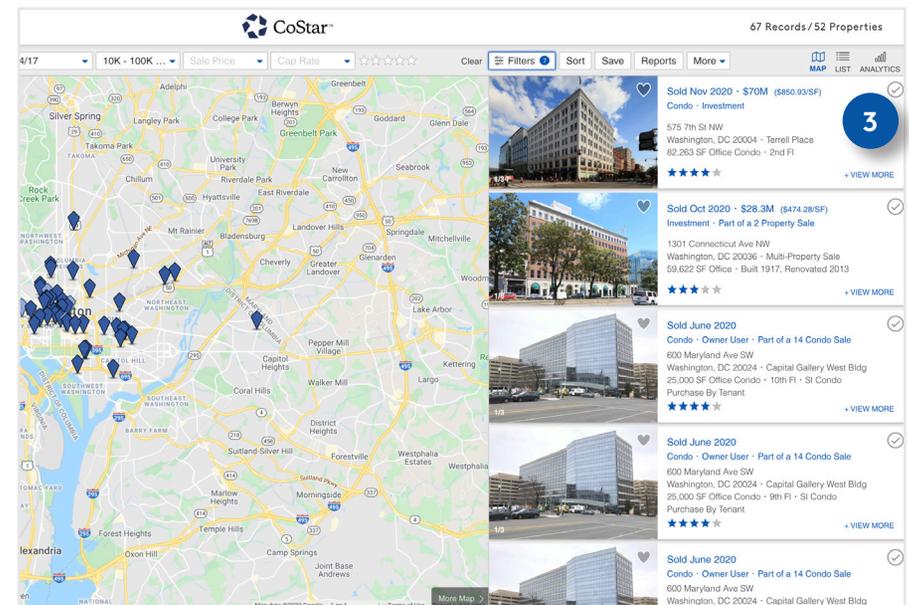
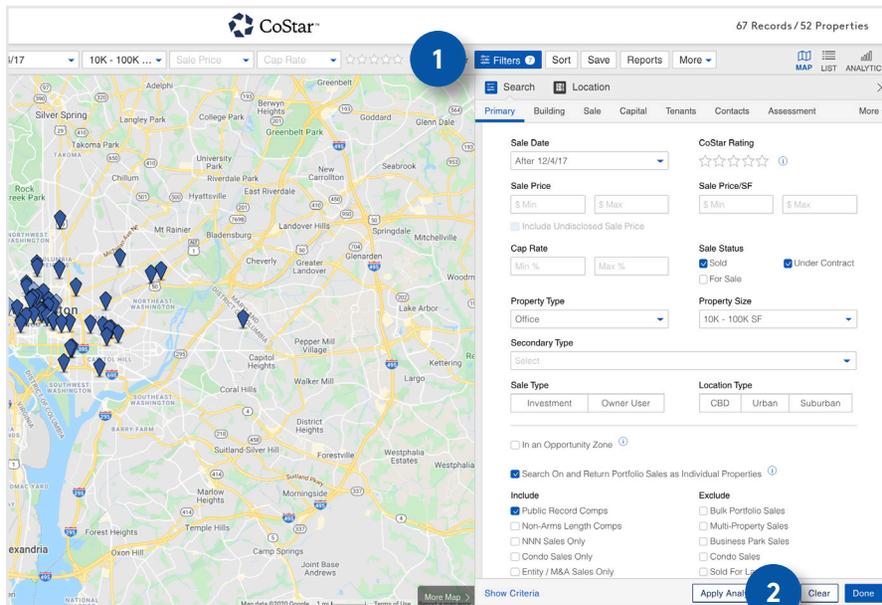
- Sold Dec 2020 · \$600K**
Condo · Owner User · 525 Days on Market
4500 N Park Ave
Chevy Chase, MD 20815 · The Willoughby
1,172 SF Office Condo · 1st Fl · 804N
★★★★☆ + VIEW MORE
- Sold Dec 2020 · \$10.4M (\$124.19/SF)**
Owner User
5904 Richmond Hwy
Alexandria, VA 22303 · One Beltway Center
83,742 SF Office · Built 1985
★★★★☆ + VIEW MORE
- Sold Nov 2020 · \$1.9M (\$259.92/SF)**
Owner User · 161 Days on Market
531 Dale Dr
Silver Spring, MD 20910
7,310 SF Storefront Retail/Office
Built 1960
★★★★☆ + VIEW MORE
- Sold November 2020**
Investment · Part of a 2 Property Sale
10201 Aerospace Rd
Lanham, MD 20706 · SecureSpace Lanham
105,848 SF Self-Storage · Built 1971

1

To begin performing a search, select your basic filters, such as Address or Location, Property Type (or types), Sale Date, Property Size, Sale Price, Cap Rate, and CoStar Rating (building quality). You can enter these in whichever order you prefer.

PERFORMING A SEARCH

Entering Additional Filters



1 You can enter additional filters by using the Filters button to open the Filters menu.

2 When you have entered all your desired filters, click the Filters button or the Done button to close the Filters menu and view your search results.

3 They will be to the right of the map.



Understanding the Filters Menu

UNDERSTANDING THE FILTERS MENU

Tabs

The Filters menu lets you narrow your search in a variety of ways. The more filters you select, the fewer search results your search will provide. You'll notice that most of the filters are organized by tabs. Each of these tabs denotes a specific group of filters. Clicking a tab scrolls the menu to the section the tab denotes.

1 Location: The Location filters are accessible at the top of the Filters menu and in the Location button on the map. Use these to narrow your search by market, submarket, state, county, city, and more.

2 Primary: This section covers your basic property information, including the filters from the bar above the map.

Building: This section contains filters related to the building specifications and quality, such as the building class, year built, and more.

Sale: This section is useful for narrowing your search based on sale-related parameters, such as Sale Date and Sale Status.

Capital: Use the Capital filters to narrow your search based on buyer and seller attributes such as their type and whether they are local, national or foreign.

Tenants: These filters narrow your search based on retail tenant-related criteria.

Contacts: Use these filters to narrow your search based on true owner, leasing company, or other contact information.

Assessment: This section lets you narrow your search based on assessed values, including improvements.

3 Demographics: The Demographics filters let you narrow your search based on demographic parameters – for example, properties within a certain range of household income.

The screenshot displays the CoStar Filters menu interface. At the top, it shows '25,226 Records / 16,077 Properties'. The menu is organized into tabs: 'Location', 'Primary', 'Building', 'Sale', 'Capital', 'Tenants', 'Contacts', 'Assessment', and 'More'. The 'Location' tab is selected, and the 'Demographics' sub-tab is also selected. The 'Demographics' section includes filters for 'CoStar Rating' (5 stars), 'Sale Price' (Min/Max), 'Cap Rate' (Min/Max %), 'Property Type', 'Secondary Type', 'Sale Type' (Investment, Owner User), and 'Location Type' (CBD, Urban, Suburban). There are also checkboxes for 'In an Opportunity Zone', 'Search On and Return Portfolio Sales as Individual Properties', and 'Include' (Public Record Comps, Non-Arms Length Comps, NNN Sales Only, Condo Sales Only, Entity / M&A Sales Only) and 'Exclude' (Bulk Portfolio Sales, Multi-Property Sales, Business Park Sales, Condo Sales, Sold For Land Value) options. The interface includes a 'Show Criteria' button and 'Apply Analytic Filters', 'Clear', and 'Done' buttons at the bottom.

UNDERSTANDING THE FILTERS MENU

Important Filters

The individual filters you use most will depend on your specific use cases, but here are some particularly important filters:

- 1 Sale Date:** This filter can be found in the Primary and Sale sections, as well as in the filters bar above the map. Use it to search for records with sale dates that occurred within a certain timeframe.
- 2 Sale Status:** This filter can be found in the Primary and Sale sections. CoStar tracks properties that have sold as well as properties that are under contract or currently for sale; use this filter to isolate your preferred categories.
- 3 Include/Exclude options:** These filters can be found in the Primary and Sale sections and allows you to expand or narrow your search based on common categories – for example, excluding condo sales or including NNN sales only.
- 4 Sale Conditions:** This filter can be found in the Primary and Sale sections (below what you see here) and lets you narrow your search based on whether the sale was done as part of a 1031 exchange, whether it was an auction sale, and more.

The screenshot shows the CoStar interface with a map of property locations and a filters menu. The filters menu is open, displaying various options for filtering search results. Red circles with numbers 1 through 4 highlight specific filter sections:

- 1 Sale Date:** A dropdown menu for selecting a date range.
- 2 Sale Status:** Checkboxes for "Sold", "Under Contract", and "For Sale".
- 3 Include/Exclude options:** A section with "Include" and "Exclude" sub-sections, each containing checkboxes for various property types and sale conditions.
- 4 Sale Conditions:** A section with checkboxes for "In an Opportunity Zone" and "Search On and Return Portfolio Sales as Individual Properties".

Organizing Your Search Results

ORGANIZING YOUR SEARCH RESULTS

Options for Organizing

There are a few ways to organize your search results:

- 1 You can use the Sort options to organize by a particular category. These options are located within the Sort menu above your search results.
- 2 You can click the check mark in the top right of a search result to bring up sorting options for that particular result.

The screenshot displays the CoStar real estate search interface. At the top, the CoStar logo is visible, along with search filters for date (12/4/17), price range (10K - 100K...), and various metrics like Sale Price and Cap Rate. A 'Sort' menu is open, showing options such as Address, City, State, Sale Status, Property Type, CoStar Rating, Size (SF), Sale Price, Asking Price, Price/SF, Sale Date, Recording Date, Building Name, Land Area (AC), Actual Cap Rate, Pro Forma Cap Rate, and Vacancy. A checkmark icon is highlighted on the right side of a search result, indicating that sorting options can be applied to that specific result. The search results list includes details like 'Sold June 2020', 'Condo - Owner User - Part of a 14 Condo Sale', and '600 Maryland Ave SW, Washington, DC 20024 - Capital Gallery West Bldg'.

ORGANIZING YOUR SEARCH RESULTS

Options for Organizing (cont.)

You can use the buttons on this menu or the icons in the search result to Favorite a property or remove it from your results.

- 3 Clicking Add to Favorites or the heart icon on the property photo will add it to your Favorites.
- 4 Clicking the minus sign under the check mark will remove it from your results. The minus sign appears when you hover over a search result.
- 5 The Remove Selected button is another way to remove selected properties from your results.
- 6 Remove Unselected is available if you have 500 or fewer results and will remove all properties you have not selected.
- 7 You can click the X to close this menu.

The screenshot displays the CoStar search results interface. At the top, the CoStar logo is visible, along with the text "67 Records / 52 Properties". Below the logo, there are search filters for date (12/4/17), price range (10K - 100K ...), sale price, and cap rate. A "Clear" button and a "Filters" button are also present. The main area is divided into a map on the left and a list of search results on the right. The map shows a grid of blue diamond markers representing properties in the Washington, DC area. The list of results includes property photos, addresses, sale dates, prices, and square footages. Numbered callouts (3, 4, 5, 6, 7) are placed over the interface to highlight specific features: 3 points to the heart icon on a property photo; 4 points to the minus sign under a checkmark; 5 points to the "Remove Selected" button; 6 points to the "Remove Unselected" button; and 7 points to the "X" icon in the top right corner of the results menu.



Reviewing a Sale Comparable Record's Information

REVIEWING A SALE COMPARABLE RECORD'S INFORMATION

Options for Reviewing

There are two ways to review a sale comparable record's information.

1 If you want to do it in Map View, you can click View More on the search result. This lets you examine some of the record's information while still keeping the map in view.

2 To view all of the record's information, click on the property's address or photos. This will bring you to the record's Detail Page.

The screenshot displays the CoStar website interface. At the top, the CoStar logo is visible. The search filters are set to '12/4/17', '10K - 100K...', 'Sale Price', and 'Cap Rate'. The map shows a view of Washington, DC, with several blue diamond markers indicating search results. A specific record is highlighted with a blue diamond on the map and a 'View More' button. The record details are shown on the right side of the screen.

Transaction Details »

| | | | |
|--------------|--------------|----------------|-------------|
| Sale Date | Nov 24, 2020 | Recording Date | Dec 3, 2020 |
| Sale Price | \$70,000,000 | | |
| Price/SF | \$850.93 | | |
| Price Status | Full Value | | |
| Sale Type | Investment | | |
| Document # | 2020147797 | | |
| Comp Status | In Progress | | |

Condo »

| | | |
|------------|-----------------|-----------|
| Unit | Multiple Floors | |
| Condo Size | 82,263 SF | |
| Breakdown | | |
| 2nd Floor | Office | 20,568 SF |
| 3rd Floor | Office | 20,565 SF |
| 4th Floor | Office | 20,565 SF |
| 5th Floor | Office | 20,565 SF |

Building »

| | | | |
|---------------|---------------|------------|-------|
| Type | 4 Star Office | | |
| RBA | 532,469 SF | Year Built | 2003 |
| Stories | 11 | Year Renov | 2017 |
| Typical Floor | 48,406 SF | Tenancy | Multi |

Options for Reviewing (cont.)

A Detail Page contains all the information CoStar has on the property. You'll use this to see if a property meets your needs. The Detail Page is organized by tabs.

3 Summary: Here you'll find basic information about the last known sale, as well as summarized bits of information from the other tabs.

- The Buyer and Seller sections show you the available information on the parties involved in the sale, including the true buyer and true seller in some cases.
- The Transaction Details section gives you a readout of the basic details of the sale, such as the sale date, sale price, and how long the property was on the market.
- The Sale Notes section offers additional context for the sale.
- If documents are available, you can examine them in the Documents section here and on the Property tab to get even more detail.
- Available assessment data for the last known sale will appear here in the Assessment at Sale section.
- Find information on where the market stood at the time of the sale in the Market at Sale section.

Property: The Property tab holds information about the building, its location and surrounding infrastructure.

- If documents are available, you can examine them in the Documents section here and on the Summary tab to get even more detail.
- If assessment data for the most recent assessment is available, it will appear here.

Buyer

Recorded Buyer: **Terrell Place Property, LLC**
 True Buyer: **Seacon Capital Partners**
 200 State St
 Boston, MA 02109
 (617) 457-0400
 (617) 457-0499

Buyer Contacts: **John Lawrence**

Country of Origin: United States
 Buyer Origin: National
 Buyer Type: Private Equity
 Secondary Type: Equity Funds
 Activity (Last 5 Yrs): \$8.5B (Acquisitions) / \$9.7B (Dispositions)

True Buyer: **GIC Real Estate**
 156 W 58th St
 New York, NY 10019
 (212) 468-1900
 (212) 468-1927

Country of Origin: Singapore
 Buyer Origin: National
 Buyer Type: Institutional
 Secondary Type: Sovereign Wealth Fnd
 Activity (Last 5 Yrs): \$8.9B (Acquisitions) / \$4.5B (Dispositions)

True Buyer: **Korea Investment Corporation**
 250 W 50th St
 New York, NY 10019
 (212) 644-0925

Country of Origin: Korea, Republic of (South)

Seller

Recorded Seller: **AARP 650 F 2-3, LLC**
 Recorded Seller: **AARP 650 F 4-5, LLC**
 True Seller: **AARP**
 601-611 E St NW
 Washington, DC 20049
 (202) 434-2277
 (202) 434-7599

Seller Contacts: **Scott Frisch**

Country of Origin: United States
 Seller Origin: Local
 Seller Type: User
 Secondary Type: Corporate/User

Condo

| | | | |
|------------|-----------------|--------|-----------|
| Unit | Multiple Floors | | |
| Condo Size | 82,263 SF | | |
| Breakdown | 2nd Floor | Office | 20,568 SF |
| | 3rd Floor | Office | 20,565 SF |
| | 4th Floor | Office | 20,565 SF |
| | 5th Floor | Office | 20,565 SF |

Sale Notes

This transaction is being researched.

Buyer Broker

No Buyer Broker on Deal

Lease: The Lease tab contains the stacking plan, any lease comparables, and any available information about the building's available spaces.

Sale Comps: The Sale Comps tab contains similar sale comparable records and available information on prior sales.

Analytics: The Analytics tab contains analytic information on the property, submarket, and market.

Tenant: The Tenant tab contains any available information on the current tenants as well as the stacking plan.

Public Record: If public record information is available for the property, it can be viewed here.

- If available, you can see historical assessment and tax information in the Assessment section.

REVIEWING A SALE COMPARABLE RECORD'S INFORMATION

Options for Reviewing (cont.)

4

Demographics: This is where you'll find stats on demographic factors such as the area's population, household income, and more.

Contacts: This tab shows all contacts associated with the last known sale, as well as their contact information. A research contact is also displayed at the bottom should you need help finding additional building information.

Images: The images you see on the right of the Summary page can be viewed more easily here.

Map: This will show you the property on a Google map, complete with street view and enhanced with CoStar's analytic layer options.

Condo Sold: 575 7th St NW, 2nd Floor

Office Condo - East End Submarket
Washington, DC 20004 • Website

Nov 24, 2020
Sale Date

\$70M
Sale Price

\$850,000
Price/SF

32,469
SF RBA

20,568
Condo SF

2003 / 2017
Built / Renov

Summary Property Lease Sale Comps Analytics Tenant Public Record Demographics Contacts Images Map

Buyer

Recorded Buyer: **Terrill Place Property LLC**
True Buyer: **Beacon Capital Partners**
200 State St
Boston, MA 02109
(617) 457-0400
(617) 457-0499

Buyer Contacts: **John Lawrence**

Country of Origin: **United States**
Buyer Origin: **National**
Buyer Type: **Private Equity**
Secondary Type: **Equity Funds**
Activity (Last 5 Yrs): **\$6.5B (Acquisitions) / \$9.7B (Dispositions)**

True Buyer: **GIC Real Estate**
158 W 58th St
New York, NY 10019
(212) 468-1900
(212) 468-1927

Country of Origin: **Singapore**
Buyer Origin: **National**
Buyer Type: **Institutional**
Secondary Type: **Sovereign Health Fund**
Activity (Last 5 Yrs): **\$8.9B (Acquisitions) / \$4.5B (Dispositions)**

True Buyer: **Korea Investment Corporation**
250 W 50th St
New York, NY 10019
(212) 644-0925

Country of Origin: **Korea, Republic of (South)**
Buyer Origin: **National**
Buyer Type: **Institutional**

Seller

Recorded Seller: **AARP 650 E 2-3 LLC**
Recorded Seller: **AARP 650 E 4-5, LLC**
True Seller: **AARP**
601-611 E St NW
Washington, DC 20049
(202) 434-2277
(202) 434-7599

Seller Contacts: **Scott Frisch**

Country of Origin: **United States**
Seller Origin: **Local**
Seller Type: **User**
Secondary Type: **Corporate/User**

Condo

Unit: **Multiple Floors**
Condo Size: **82,263 SF**
Breakdown: 2nd Floor Office 20,568 SF
3rd Floor Office 20,565 SF
4th Floor Office 20,565 SF
5th Floor Office 20,565 SF

Sale Notes

This transaction is being researched.

Buyer Broker

No Buyer Broker on Deal

Listing Broker

Images:



List View

LIST VIEW

Overview

List View is another way to view your search results. It shows you your results in a format similar to a spreadsheet. You can modify the table layout, sort the columns, and view information on other tabs.

1

Navigate to List View from Map or Analytics View using the List button in the upper right corner.

| Address | City | State | Property Type | Size (SF) | Rating | Sale Price | Price/SF | Sale Date | Sale Status | Asking Price | % Leased | Actual Cap Rate | Pro Forma Cap R |
|--|------------|-------|---------------|-----------|--------|--------------|------------|------------|-------------|--------------|----------|-----------------|-----------------|
| 575 7th St NW, 2nd Fl - Terrell Place (Co... | Washington | DC | Office | 82,263 | ★★★★★ | \$70,000,000 | \$850.93 | 11/24/2020 | Sold | | 98.2 | | |
| 1301 Connecticut Ave NW (Part of a 2 Pr... | Washington | DC | Office | 59,622 | ★★★★★ | \$28,277,388 | \$474.28 | 10/26/2020 | Sold | | 66.7 | | |
| 600 Maryland Ave SW, 10th Fl - Capital G... | Washington | DC | Office | 25,000 | ★★★★★ | | | 6/25/2020 | Sold | | 100.0 | | |
| 600 Maryland Ave SW, 9th Fl - Capital G... | Washington | DC | Office | 25,000 | ★★★★★ | | | 6/25/2020 | Sold | | 100.0 | | |
| 600 Maryland Ave SW, 8th Fl - Capital G... | Washington | DC | Office | 32,223 | ★★★★★ | | | 6/25/2020 | Sold | | 100.0 | | |
| 600 Maryland Ave SW, 7th Fl - Capital G... | Washington | DC | Office | 32,223 | ★★★★★ | | | 6/25/2020 | Sold | | 100.0 | | |
| 600 Maryland Ave SW, 6th Fl - Capital G... | Washington | DC | Office | 32,223 | ★★★★★ | | | 6/25/2020 | Sold | | 100.0 | | |
| 600 Maryland Ave SW, 5th Fl - Capital G... | Washington | DC | Office | 32,223 | ★★★★★ | | | 6/25/2020 | Sold | | 100.0 | | |
| 600 Maryland Ave SW, 4th Fl - Capital G... | Washington | DC | Office | 32,223 | ★★★★★ | | | 6/25/2020 | Sold | | 100.0 | | |
| 600 Maryland Ave SW, 3rd Fl - Capital G... | Washington | DC | Office | 35,359 | ★★★★★ | | | 6/25/2020 | Sold | | 100.0 | | |
| 600 Maryland Ave SW, 2nd Fl - Capital G... | Washington | DC | Office | 35,231 | ★★★★★ | | | 6/25/2020 | Sold | | 100.0 | | |
| 600 Maryland Ave SW, 1st Fl - Capital G... | Washington | DC | Office | 24,113 | ★★★★★ | | | 6/25/2020 | Sold | | 100.0 | | |
| 600 Maryland Ave SW, 6th Fl - Capital G... | Washington | DC | Office | 37,585 | ★★★★★ | | | 6/25/2020 | Sold | | 100.0 | | |
| 600 Maryland Ave SW, 5th Fl - Capital G... | Washington | DC | Office | 37,585 | ★★★★★ | | | 6/25/2020 | Sold | | 100.0 | | |
| 600 Maryland Ave SW, 4th Fl - Capital G... | Washington | DC | Office | 37,585 | ★★★★★ | | | 6/25/2020 | Sold | | 100.0 | | |
| 1215 3rd St NE | Washington | DC | Office | 22,830 | ★★★★★ | \$48,500,000 | \$2,124.40 | 6/15/2020 | Sold | | 100.0 | | |
| 1509 16th St NW | Washington | DC | Office | 32,000 | ★★★★★ | \$26,500,000 | \$828.13 | 4/17/2020 | Sold | | 0.0 | | |
| 800 Maine Ave SW, 9th Fl - The Wharf (C... | Washington | DC | Office | 63,681 | ★★★★★ | \$45,002,408 | \$706.69 | 3/13/2020 | Sold | | 100.0 | | |
| 1313 L St NW | Washington | DC | Office | 84,040 | ★★★★★ | \$34,650,000 | \$412.30 | 2/6/2020 | Sold | | 100.0 | | |

LIST VIEW

Tabs

2

Sale Comps: Displays basic information about your search results, such as their associated addresses, building names, and more.

Buyers: Shows you the buyers associated with your search results.

Sellers: Shows you the sellers associated with your search results.

Buyer Brokers: Shows you the buyer brokers associated with your search results.

Listing Brokers: Shows you the listing brokers associated with your search results.

Lenders: Shows you the lenders associated with your search results.

| Address | City | State | Property Type | Size (SF) | Rating | Sale Price | Price/SF | Sale Date | Sale Status | Asking Price | % Le |
|--|------------|-------|---------------|-----------|--------|--------------|------------|------------|-------------|--------------|------|
| 575 7th St NW, 2nd Fl - Terrell Place (Co... | Washington | DC | Office | 82,263 | ★★★★★ | \$70,000,000 | \$850.93 | 11/24/2020 | Sold | | |
| 1301 Connecticut Ave NW (Part of a 2 Pr... | Washington | DC | Office | 59,622 | ★★★★★ | \$28,277,388 | \$474.28 | 10/26/2020 | Sold | | |
| 600 Maryland Ave SW, 10th Fl - Capital ... | Washington | DC | Office | 25,000 | ★★★★★ | | | 6/25/2020 | Sold | | 1 |
| 600 Maryland Ave SW, 9th Fl - Capital G... | Washington | DC | Office | 25,000 | ★★★★★ | | | 6/25/2020 | Sold | | 1 |
| 600 Maryland Ave SW, 8th Fl - Capital G... | Washington | DC | Office | 32,223 | ★★★★★ | | | 6/25/2020 | Sold | | 1 |
| 600 Maryland Ave SW, 7th Fl - Capital G... | Washington | DC | Office | 32,223 | ★★★★★ | | | 6/25/2020 | Sold | | 1 |
| 600 Maryland Ave SW, 6th Fl - Capital G... | Washington | DC | Office | 32,223 | ★★★★★ | | | 6/25/2020 | Sold | | 1 |
| 600 Maryland Ave SW, 5th Fl - Capital G... | Washington | DC | Office | 32,223 | ★★★★★ | | | 6/25/2020 | Sold | | 1 |
| 600 Maryland Ave SW, 4th Fl - Capital G... | Washington | DC | Office | 32,223 | ★★★★★ | | | 6/25/2020 | Sold | | 1 |
| 600 Maryland Ave SW, 3rd Fl - Capital G... | Washington | DC | Office | 35,359 | ★★★★★ | | | 6/25/2020 | Sold | | 1 |
| 600 Maryland Ave SW, 2nd Fl - Capital G... | Washington | DC | Office | 35,231 | ★★★★★ | | | 6/25/2020 | Sold | | 1 |
| 600 Maryland Ave SW, 1st Fl - Capital G... | Washington | DC | Office | 24,113 | ★★★★★ | | | 6/25/2020 | Sold | | 1 |
| 600 Maryland Ave SW, 6th Fl - Capital G... | Washington | DC | Office | 37,585 | ★★★★★ | | | 6/25/2020 | Sold | | 1 |
| 600 Maryland Ave SW, 5th Fl - Capital G... | Washington | DC | Office | 37,585 | ★★★★★ | | | 6/25/2020 | Sold | | 1 |
| 600 Maryland Ave SW, 4th Fl - Capital G... | Washington | DC | Office | 37,585 | ★★★★★ | | | 6/25/2020 | Sold | | 1 |
| 600 Maryland Ave SW, 3rd Fl - Capital G... | Washington | DC | Office | 37,585 | ★★★★★ | | | 6/25/2020 | Sold | | 1 |
| 1215 3rd St NE | Washington | DC | Office | 22,830 | ★★★★★ | \$48,500,000 | \$2,124.40 | 6/15/2020 | Sold | | 1 |
| 1509 16th St NW | Washington | DC | Office | 32,000 | ★★★★★ | \$26,500,000 | \$828.13 | 4/17/2020 | Sold | | 1 |
| 800 Maine Ave SW, 9th Fl - The Wharf (C... | Washington | DC | Office | 63,681 | ★★★★★ | \$45,002,408 | \$706.69 | 3/13/2020 | Sold | | 1 |
| 1313 L St NW | Washington | DC | Office | 84,040 | ★★★★★ | \$34,650,000 | \$412.30 | 2/6/2020 | Sold | | 1 |

LIST VIEW

Selection and Removal Options

1 As in Map View, clicking the blue check mark will show you a menu with options to remove the property, remove all properties not selected, or add the property to your Favorites.

2 A minus sign will appear to the right of this check mark when you hover over the search result. Clicking the minus sign will remove the property from your search results.

| Address | City | State | Property Type | Size (SF) | Rating | Sale Price | Price/SF | Sale Date | Sale Stat |
|--|------------|-------|---------------|-----------|--------|--------------|------------|------------|-----------|
| 575 7th St NW, 2nd Fl - Terrell Place (Co... | Washington | DC | Office | 82,263 | ★★★★★ | \$70,000,000 | \$850.93 | 11/24/2020 | Sold |
| 1301 Connecticut Ave NW (Part of a 2 Pr... | Washington | DC | Office | 59,622 | ★★★★★ | \$28,277,388 | \$474.28 | 10/26/2020 | Sold |
| 600 Maryland Ave SW, 10th Fl - Capital ... | Washington | DC | Office | 25,000 | ★★★★★ | | | 6/25/2020 | Sold |
| 600 Maryland Ave SW, 9th Fl - Capital G... | Washington | DC | Office | 25,000 | ★★★★★ | | | 6/25/2020 | Sold |
| 600 Maryland Ave SW, 8th Fl - Capital G... | Washington | DC | Office | 32,223 | ★★★★★ | | | 6/25/2020 | Sold |
| 600 Maryland Ave SW, 7th Fl - Capital G... | Washington | DC | Office | 32,223 | ★★★★★ | | | 6/25/2020 | Sold |
| 600 Maryland Ave SW, 6th Fl - Capital G... | Washington | DC | Office | 32,223 | ★★★★★ | | | 6/25/2020 | Sold |
| 600 Maryland Ave SW, 5th Fl - Capital G... | Washington | DC | Office | 32,223 | ★★★★★ | | | 6/25/2020 | Sold |
| 600 Maryland Ave SW, 4th Fl - Capital G... | Washington | DC | Office | 32,223 | ★★★★★ | | | 6/25/2020 | Sold |
| 600 Maryland Ave SW, 3rd Fl - Capital G... | Washington | DC | Office | 35,359 | ★★★★★ | | | 6/25/2020 | Sold |
| 600 Maryland Ave SW, 2nd Fl - Capital G... | Washington | DC | Office | 35,231 | ★★★★★ | | | 6/25/2020 | Sold |
| 600 Maryland Ave SW, 1st Fl - Capital G... | Washington | DC | Office | 24,113 | ★★★★★ | | | 6/25/2020 | Sold |
| 600 Maryland Ave SW, 6th Fl - Capital G... | Washington | DC | Office | 37,585 | ★★★★★ | | | 6/25/2020 | Sold |
| 600 Maryland Ave SW, 5th Fl - Capital G... | Washington | DC | Office | 37,585 | ★★★★★ | | | 6/25/2020 | Sold |
| 600 Maryland Ave SW, 4th Fl - Capital G... | Washington | DC | Office | 37,585 | ★★★★★ | | | 6/25/2020 | Sold |
| 600 Maryland Ave SW, 3rd Fl - Capital G... | Washington | DC | Office | 37,585 | ★★★★★ | | | 6/25/2020 | Sold |
| 1215 3rd St NE | Washington | DC | Office | 22,830 | ★★★★★ | \$48,500,000 | \$2,124.40 | 6/15/2020 | Sold |
| 1509 16th St NW | Washington | DC | Office | 32,000 | ★★★★★ | \$26,500,000 | \$828.13 | 4/17/2020 | Sold |
| 800 Maine Ave SW, 9th Fl - The Wharf (C... | Washington | DC | Office | 63,681 | ★★★★★ | \$45,002,408 | \$706.69 | 3/13/2020 | Sold |



Analytics

ANALYTICS

Overview

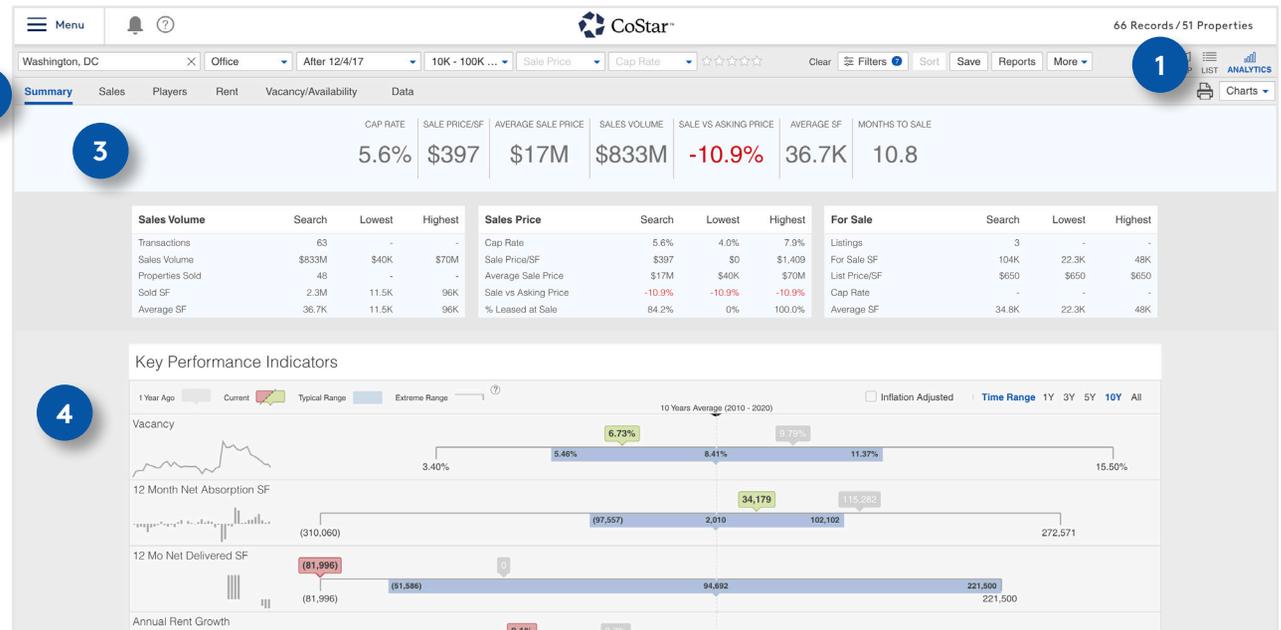
The Analytics dashboard is another way to view information from your search results and is customized to your specific result set.

1 You can navigate to the dashboard from Map or List View using the Analytics button in the upper right corner.

2 The information is organized by tabs; you can use a tab to jump to that section.

3 The **Summary section** provides a top-line view of particularly important stats. When used in conjunction with a saved search, this area functions as a readout of key performance indicators for a set of properties.

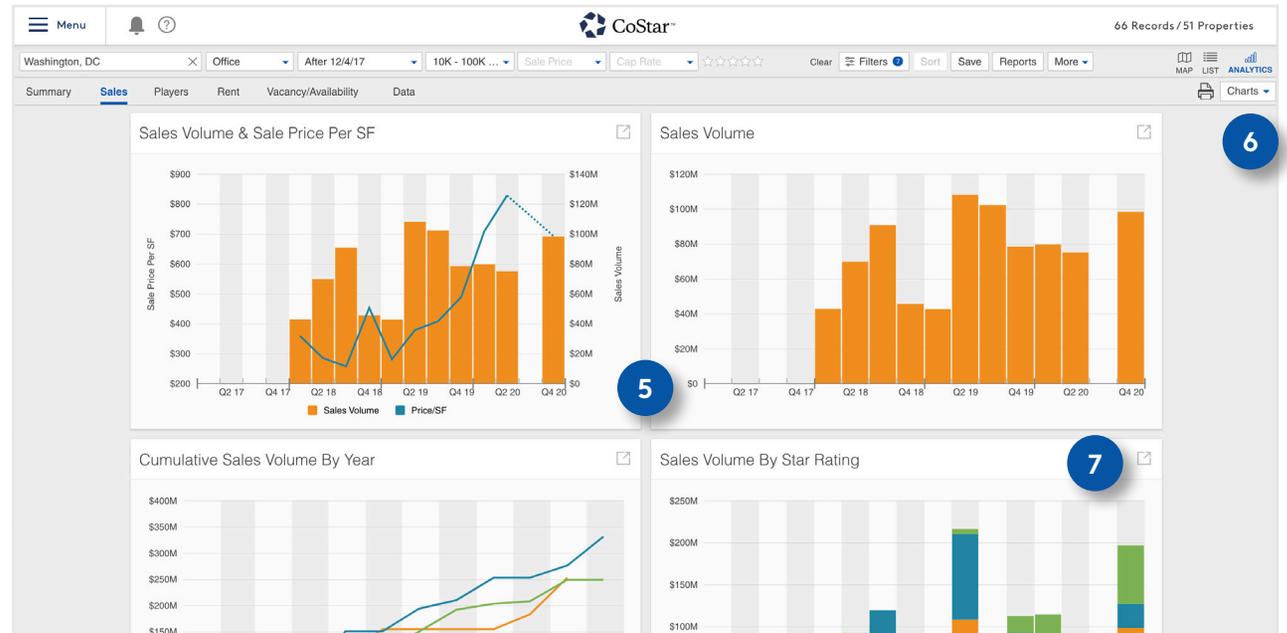
4 The **Key Performance Indicators (KPI)** area in this section lets you view the information on key performance indicators such as Cap Rate and Sales Volume. You can customize the time range using the options in the upper right corner of this section.



ANALYTICS

Overview (cont.)

- 5 The **majority of the dashboard** consists of analytic charts detailing a wide range of metrics. You can use these charts to see long-term trajectories for cap rates, sale prices, and much more.
- 6 In addition to the tab navigation, you can scroll to a specific chart or select one using the Charts drop-down menu in the upper right.
- 7 Clicking the Chart Detail button in the upper right of a chart will expand the chart to full screen.

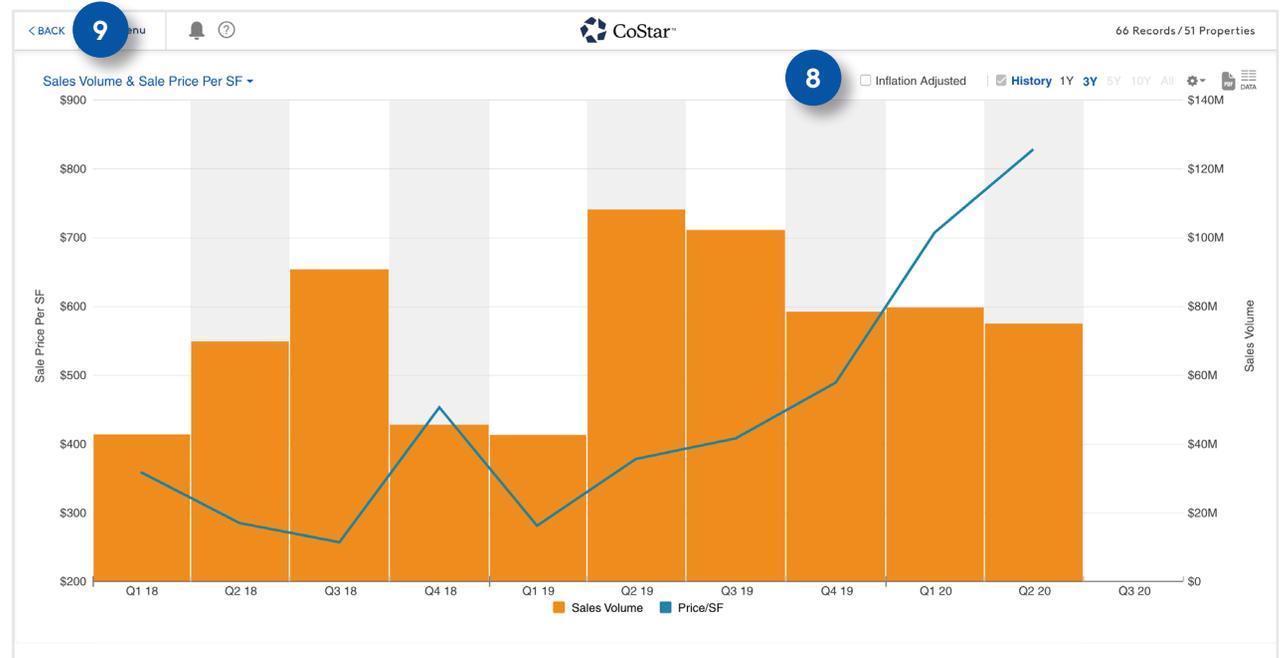


ANALYTICS

Overview (cont.)

8 Use the options above the chart on the right to adjust the visible timeframes, generate a PDF of the chart, and download the raw data.

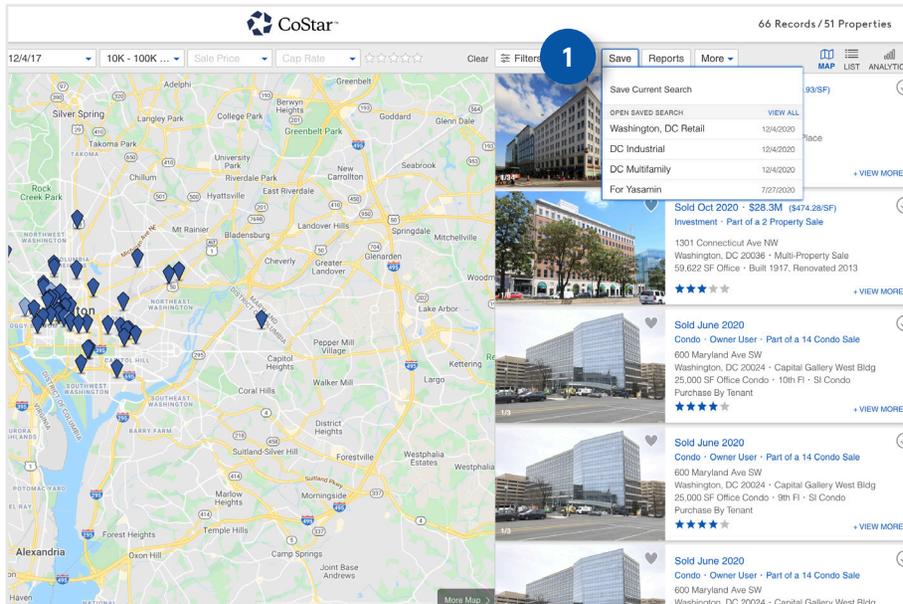
9 To return to the dashboard, click the Back button in the upper left.



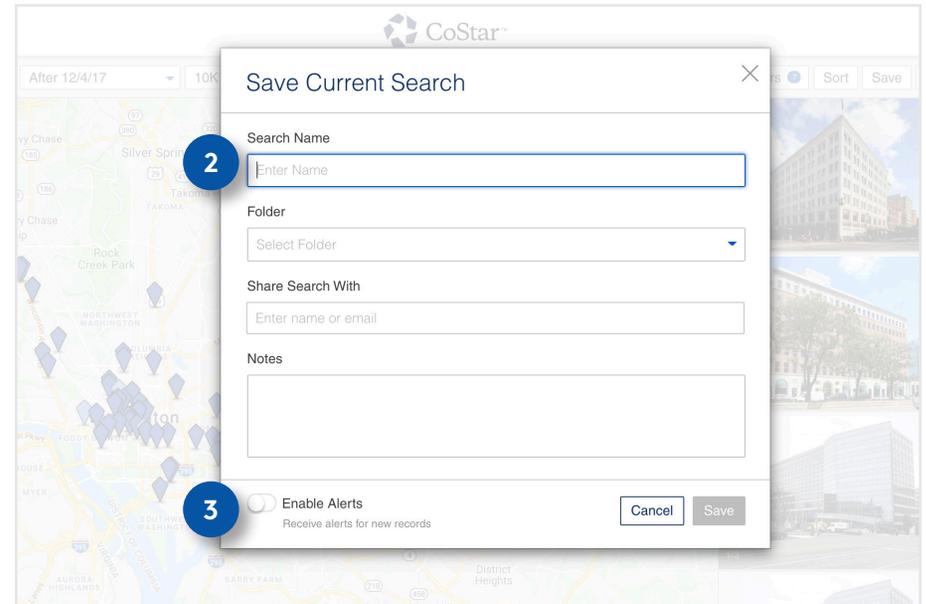
/ Saved Searches

SAVED SEARCHES

How to Save and Access a Search



1 When you want to save a search, click the Save button in the upper right of Map, List, or Analytics View and select Save Current Search from the drop-down menu.

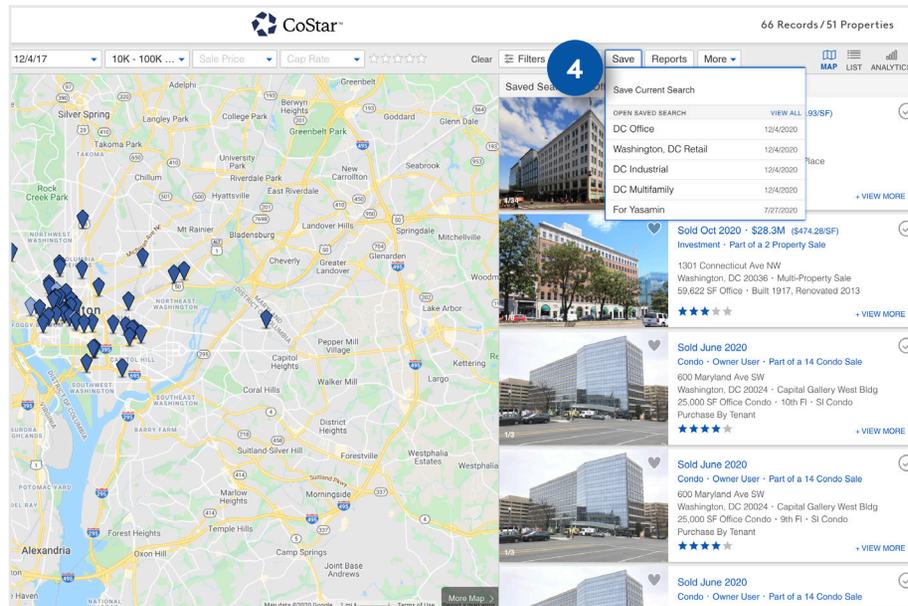


2 You'll enter a name for your search, an associated folder if desired, and the name or email address of anyone you want to share the search with.

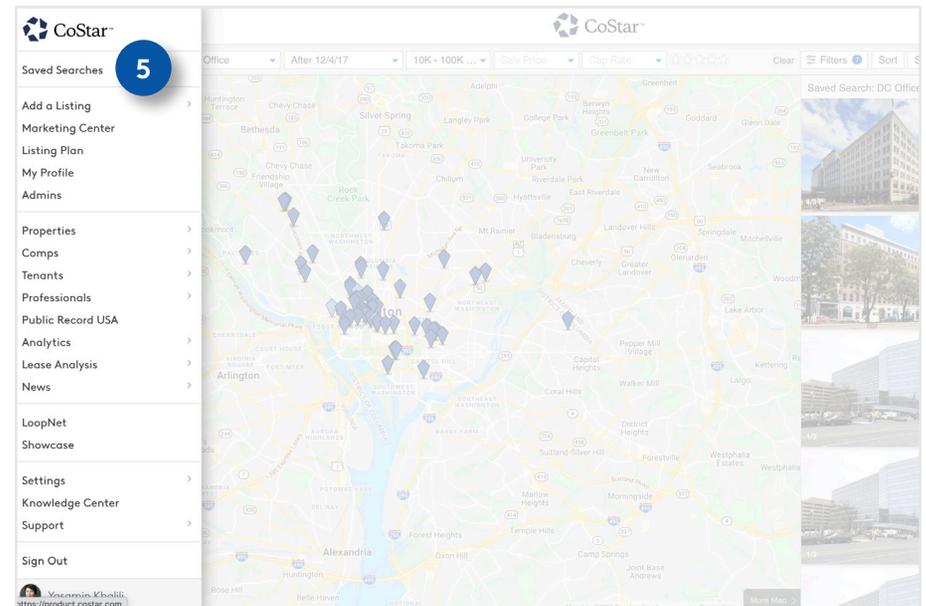
3 You'll also have the option to turn on alerts – make sure to do this so you receive notifications when a significant change occurs within your search results.

SAVED SEARCHES

How to Save and Access a Search (cont.)



4 You can view a list of saved searches and load a saved search using the Save button's drop-down menu.



5 There is also a dashboard available at the top of the menu in the upper left corner where you can view, load, and further organize your saved searches.



Reports

REPORTS

Overview

Generating a report is simple.

1

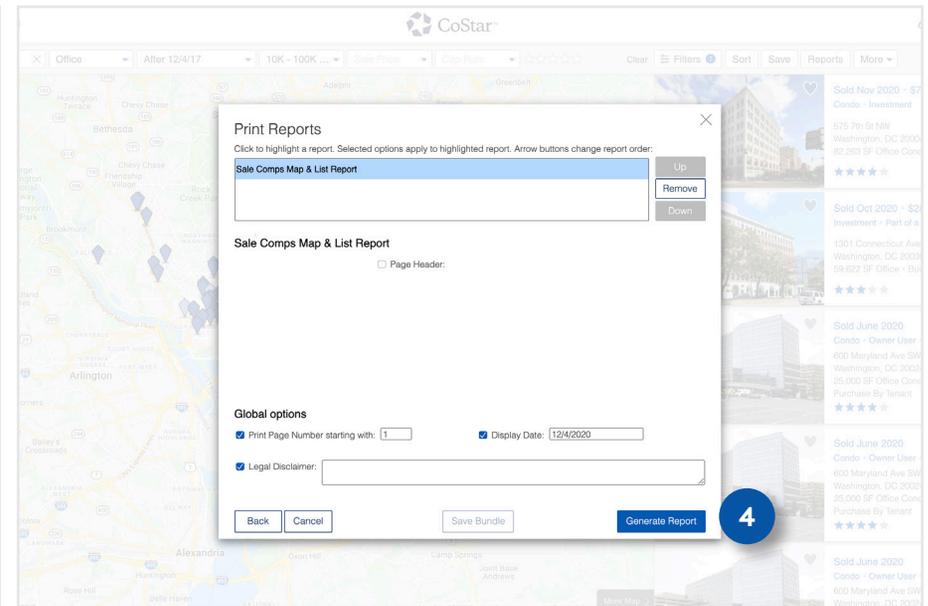
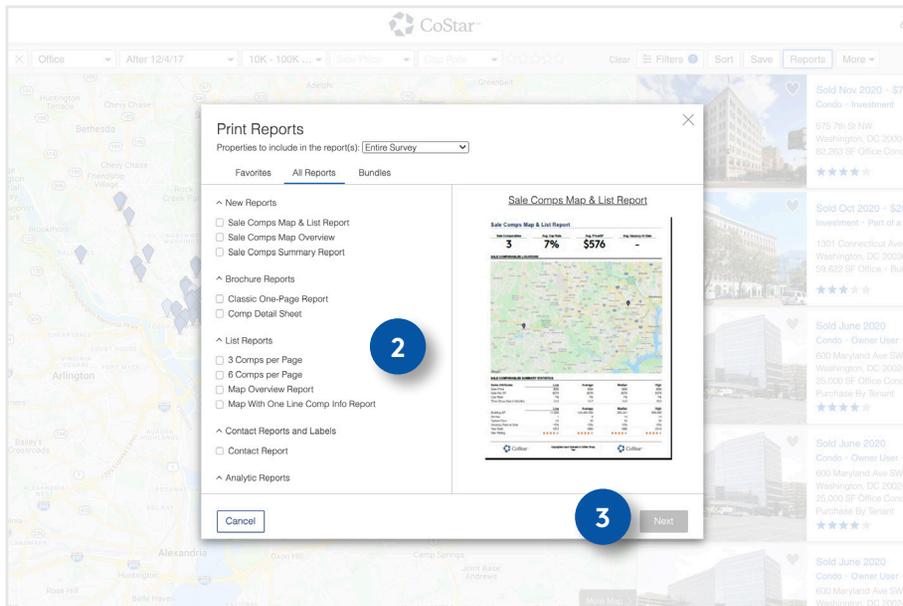
Narrow your search to the properties for which you want to generate a report, then click the Reports button in the upper right of Map, List or Analytics View.

The screenshot displays the CoStar search interface for office properties in Washington, DC. The search criteria include 'Office' type, 'After 12/4/17' date, and a price range of '10K - 100K...'. The map view shows a dense cluster of blue markers in the central business district. The 'Reports' button is highlighted with a red circle and the number '1'. The right sidebar lists several properties, including:

- Sold Nov 2020 · \$70M (\$850.93/SF) Condo · Investment, 575 7th St NW, Washington, DC 20004 - Terrell Place, 82,263 SF Office Condo - 2nd Fl.
- Sold Oct 2020 · \$28.3M (\$474.28/SF) Investment · Part of a 2 Property Sale, 1301 Connecticut Ave NW, Washington, DC 20036 - Multi-Property Sale, 59,622 SF Office - Built 1917, Renovated 2013.
- Sold June 2020 Condo · Owner User · Part of a 14 Condo Sale, 600 Maryland Ave SW, Washington, DC 20024 - Capital Gallery West Bldg, 25,000 SF Office Condo - 10th Fl - SI Condo, Purchase By Tenant.
- Sold June 2020 Condo · Owner User · Part of a 14 Condo Sale, 600 Maryland Ave SW, Washington, DC 20024 - Capital Gallery West Bldg, 25,000 SF Office Condo - 9th Fl - SI Condo, Purchase By Tenant.
- Sold June 2020 Condo · Owner User · Part of a 14 Condo Sale, 600 Maryland Ave SW, Washington, DC 20024 - Capital Gallery West Bldg, 25,000 SF Office Condo - 10th Fl - SI Condo, Purchase By Tenant.

REPORTS

Overview (cont.)



2 Select a type of report from the list.

3 Once you check the box next to your desired report, click Next.

4 Use the following window to adjust the displayed information to your liking, then click Generate Report. Your report will automatically generate and pop up when it's ready.

