

MARKET WATCH

Second Quarter 2023



Worldwide Real Estate Services

Economic Indicators

Unemployment Rate, National	3.6%	↑
Unemployment Rate, New Jersey	3.7%	↑
National Median Existing Home Price	\$410,200	↑
Consumer Confidence Index	109.7%	↑
10 Year Treasury Yield	3.81%	↑
WTI Crude Oil Price	\$70.66	↓

Signs of Industrial Market Cooling

Signs of cooling in the industrial market are beginning to appear. Although rents are at \$15.37 PSF, up from \$15.03 PSF, we've noticed a tapering in absorption and a rise in vacancy in the industrial market. It appears that the significant rise in interest rates are beginning to cool the decade long run in the industrial market.

The office market metrics generally appear to be flat this quarter. Rents, vacancy, and inventory remain largely unmoved. There was an increase in absorption this quarter. The trend in office appears to be a flight towards quality.

In retail, rents rise slightly and vacancy dipped. There was also increased positive absorption. The general trends in retail remain positive with historical low vacancies, limited new supply, and strong consumer metrics in New Jersey.

Northern New Jersey Key Performance Indicators

	Office	Industrial	Retail
Average Market Rate (PSF)	\$27.61	\$15.37	\$24.02
Average Vacancy Rate	14.1%	3.0%	4.5%
Net Absorption	(1,200,000)	335,000	940,000
Total Inventory (Million SF)	156.0	251.0	136.0

Select Sitar Transactions - 2Q 2023

The sublease of an additional 40,000 sq. ft. of industrial space by Robert Karp Container Corp. at 91 New England Avenue in Piscataway, New Jersey. Bill Sitar Jr. and Marlon Martinez were the brokers in this transaction.

The lease of 14,400 sq. ft. of industrial space by Hoshizaki Northeaster Distribution at 450 Raritan Center Parkway in Edison, New Jersey from Fernwood 45 Associates. Robert Bogash and John Cranley were the brokers in this transaction.

The lease of 8,000 sq. ft. of office space by Central Jersey Community Center at 80 Cottontail Lane in Somerset, New Jersey from 80 Cottontail RE Holding. Robert Bogash and Gregg Nowell were the brokers in this transaction.

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Large Blocks of Absorption

Office		
NJ Transit	396,464 SF	2 Gateway Center, Newark
Kyowa Hakko Kirin Pharma, Inc.	80,000 SF	510 Carnegie Center, Princeton
Manaco Indoor Coating	70,160 SF	300-328 S. Whitehorse Pike, Berlin
Industrial		
Undisclosed	939,918 SF	Mount Holly Road, Burlington
LVMH	886,826 SF	258 Prospect Plains Road, Cranbury
Fresh Realm	495,212 SF	901 W. Linden Avenue, Linden
Retail		
Undisclosed	60,000 SF	401 Young Avenue, Moorestown
Undisclosed	34,854 SF	375-417 Route 17 S., Hackensack
Staples	27,017 SF	450 Hackensack Avenue, Hackensac

Average Sales Prices

	Office PSF	Industrial PSF	Retail PSF	Multi Family Per Unit
Northern New Jersey	\$187	\$201	\$223	\$238,000
Trenton	\$161	\$164	\$192	\$276,000
Atlantic City	\$141	\$84	\$160	\$134,000
Vineland	\$109	\$65	\$164	\$109,000
Ocean City	\$149	\$111	\$218	\$115,000

Net Absorption, SF (Past 12 Months)

	Office	Industrial	Retail
Northern New Jersey	(1,200,000)	335,000	940,000
Trenton	(437,000)	1,800,000	(56,000)
Atlantic City	(52,200)	29,200	(172,000)
Vineland	(674)	(46,600)	133,000
Ocean City	27,300	(13,800)	176,000

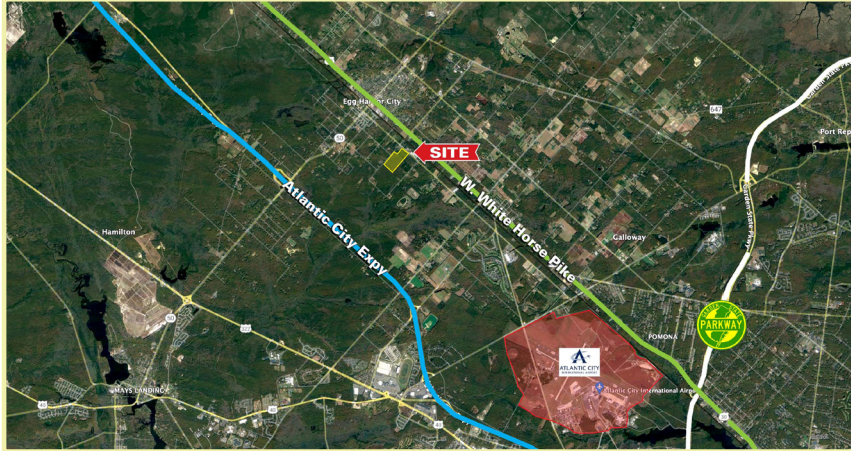
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FEATURED LISTINGS

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LAND FOR SALE

S. Bremen Avenue & Aloe Street
Egg Harbor City, NJ 08215

Please contact:
Office: 732.283.9000

William Sitar Jr.
Cell: 973.202.9119

Andrew Burachinsky
Cell: 973.462.7098



INDUSTRIAL FOR LEASE

4043 State Route 33
Tinton Falls, NJ 07753

Please contact:
Office: 732.283.9000

Douglas Sitar
Cell: 732.859.2144

Robert JanTausch
Cell: 908.513.5350



OFFICE FOR LEASE

1 Highland Avenue
Metuchen, NJ 08840

Please contact:
Office: 732.283.9000

Douglas Sitar
Cell: 732.859.2144

Gregg Nowell
Cell: 732.859.5365

Robert Bogash
Cell: 732.319.4680

1481 Oak Tree Road, Iselin, NJ 08830
732-283-9000
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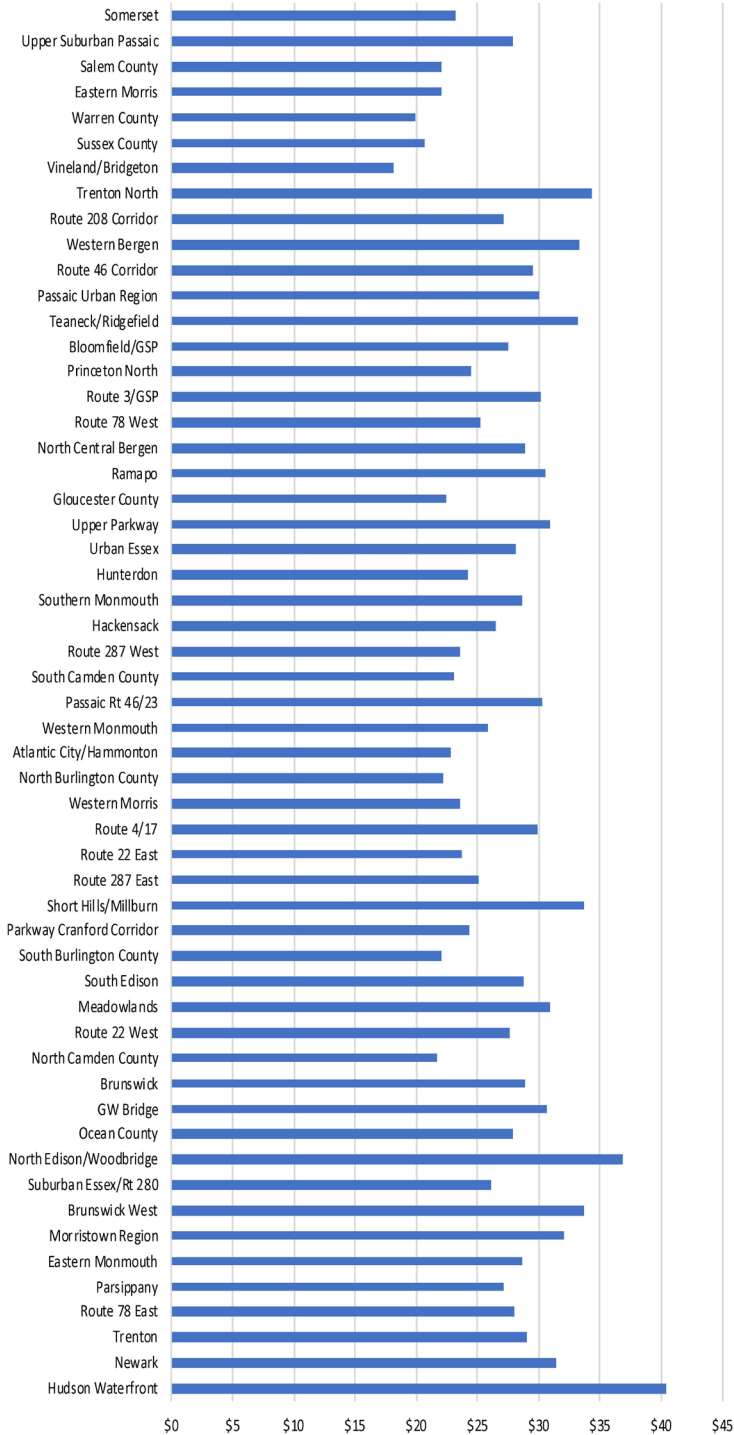
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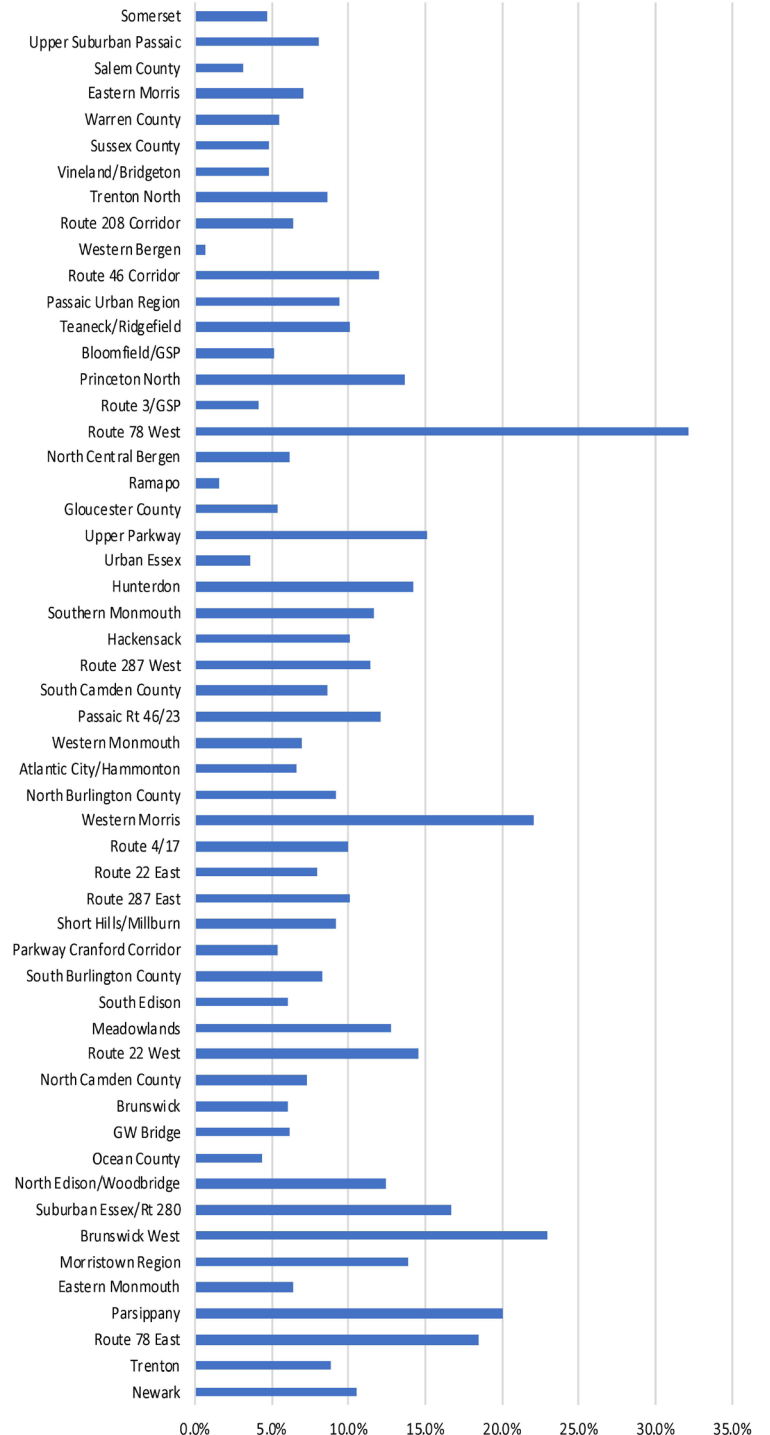


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Office: Quoted Rates by Submarket



Office: Vacancy Rates by Submarket



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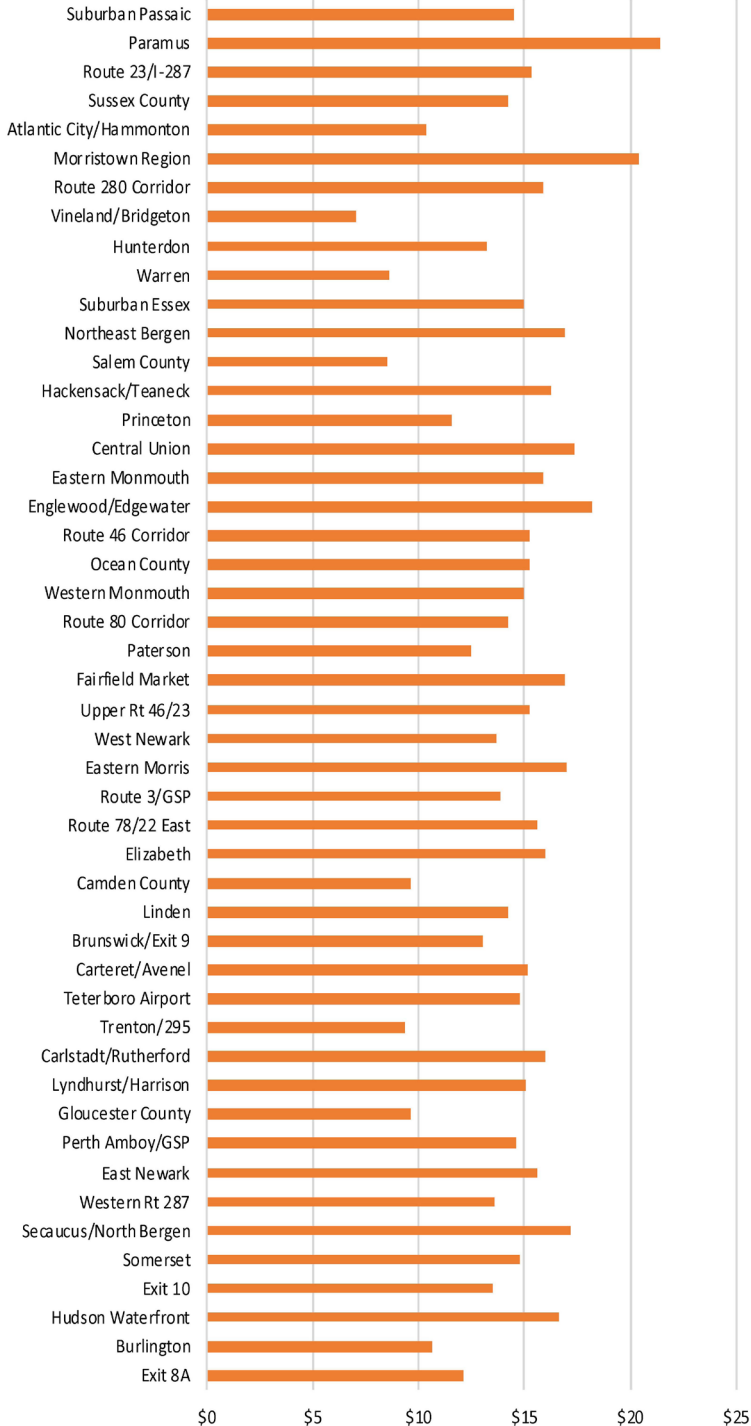
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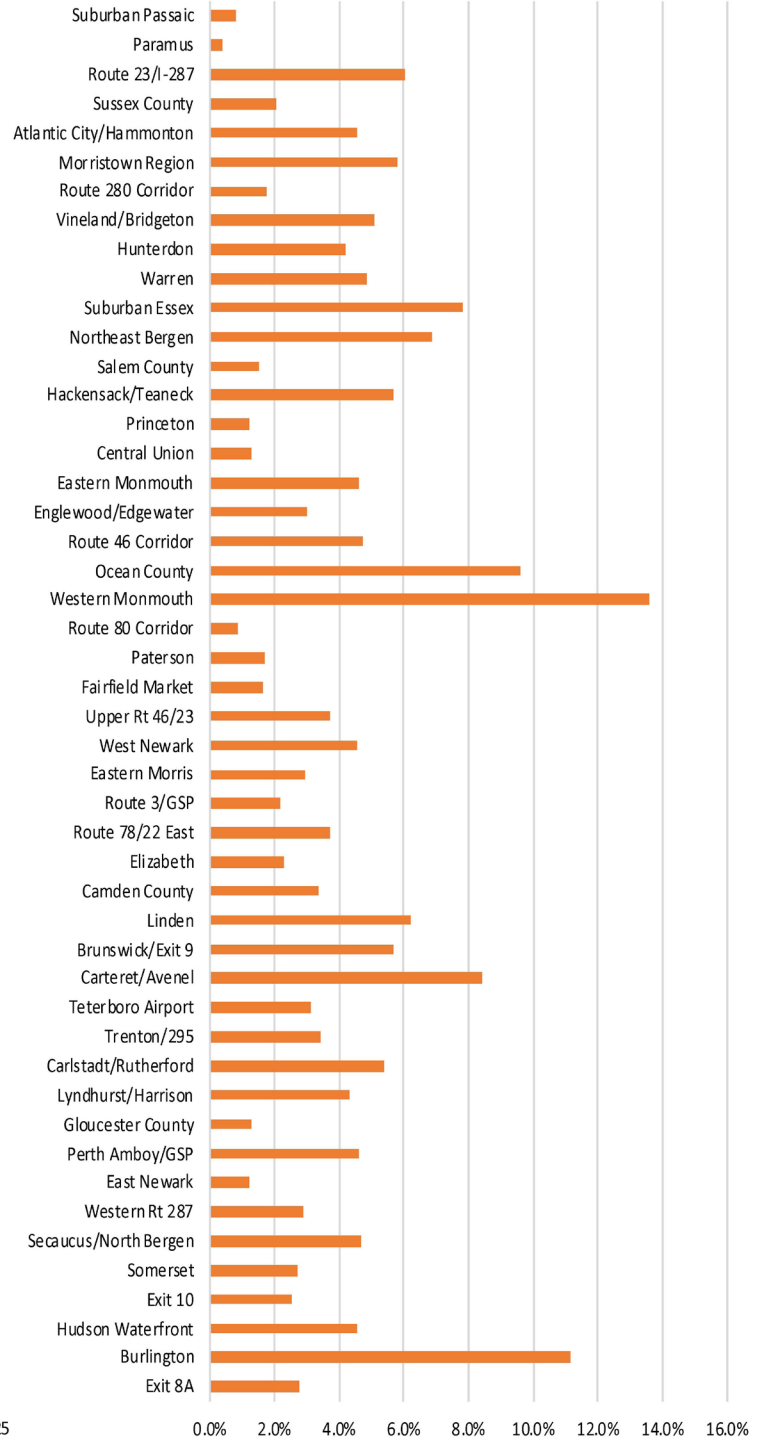


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Industrial: Quoted Rates by Submarket



Industrial: Vacancy Rates by Submarket



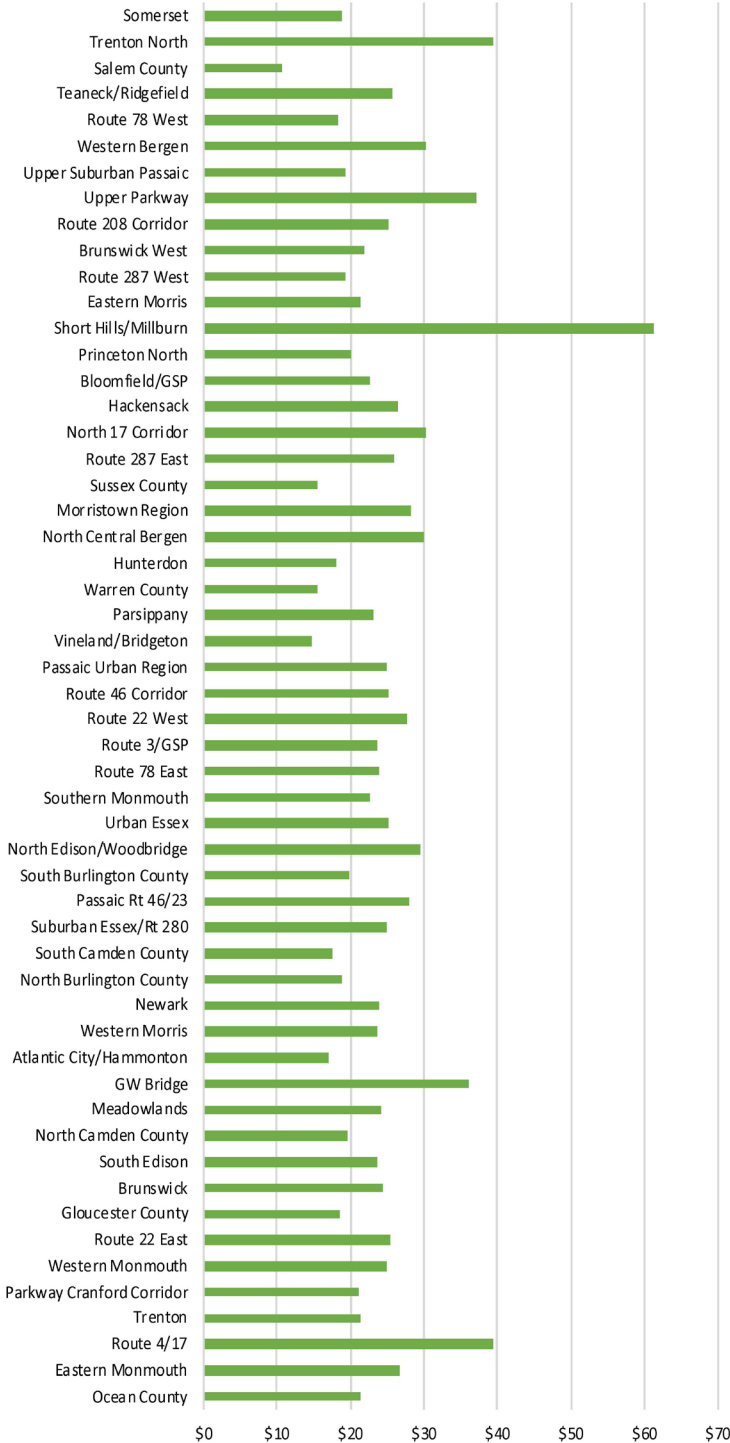
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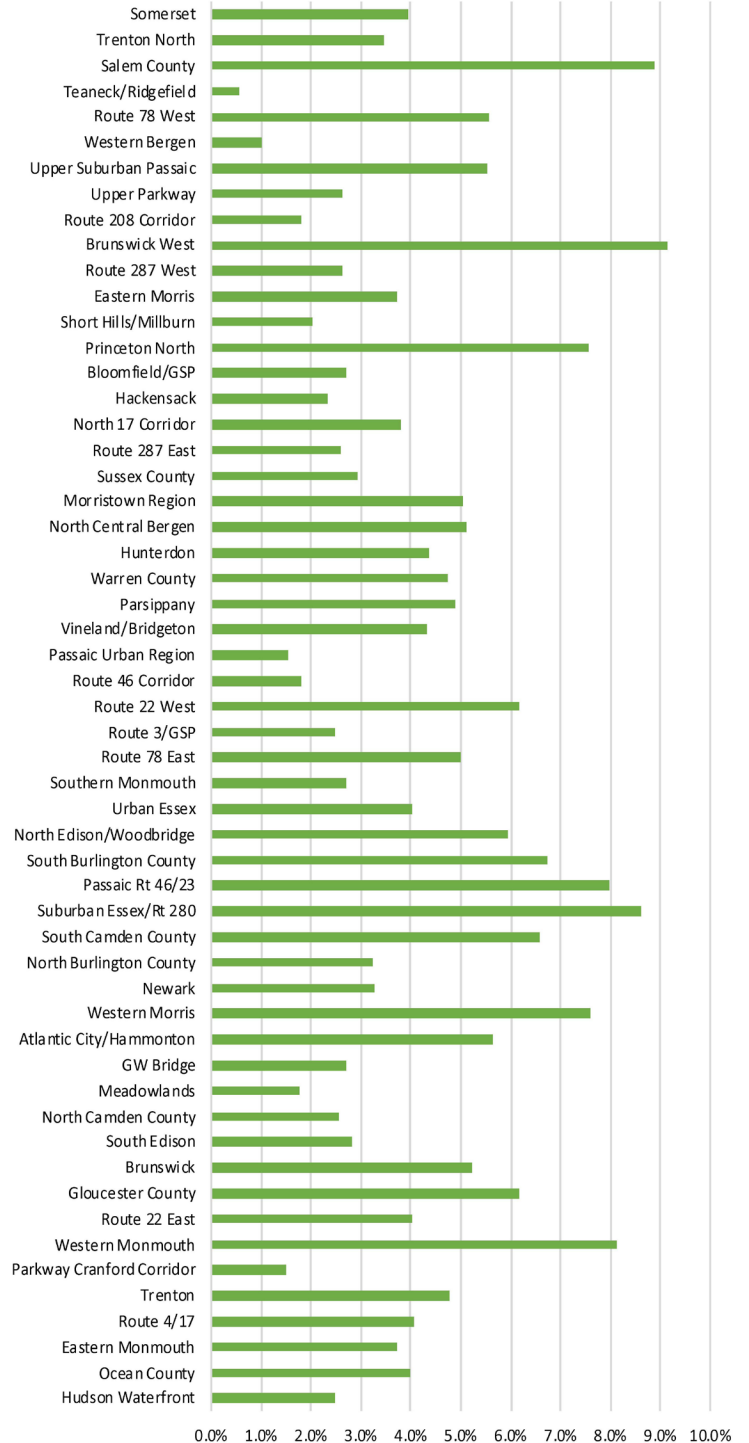


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Retail: Quoted Rates by Submarket



Retail: Vacancy Rates by Submarket



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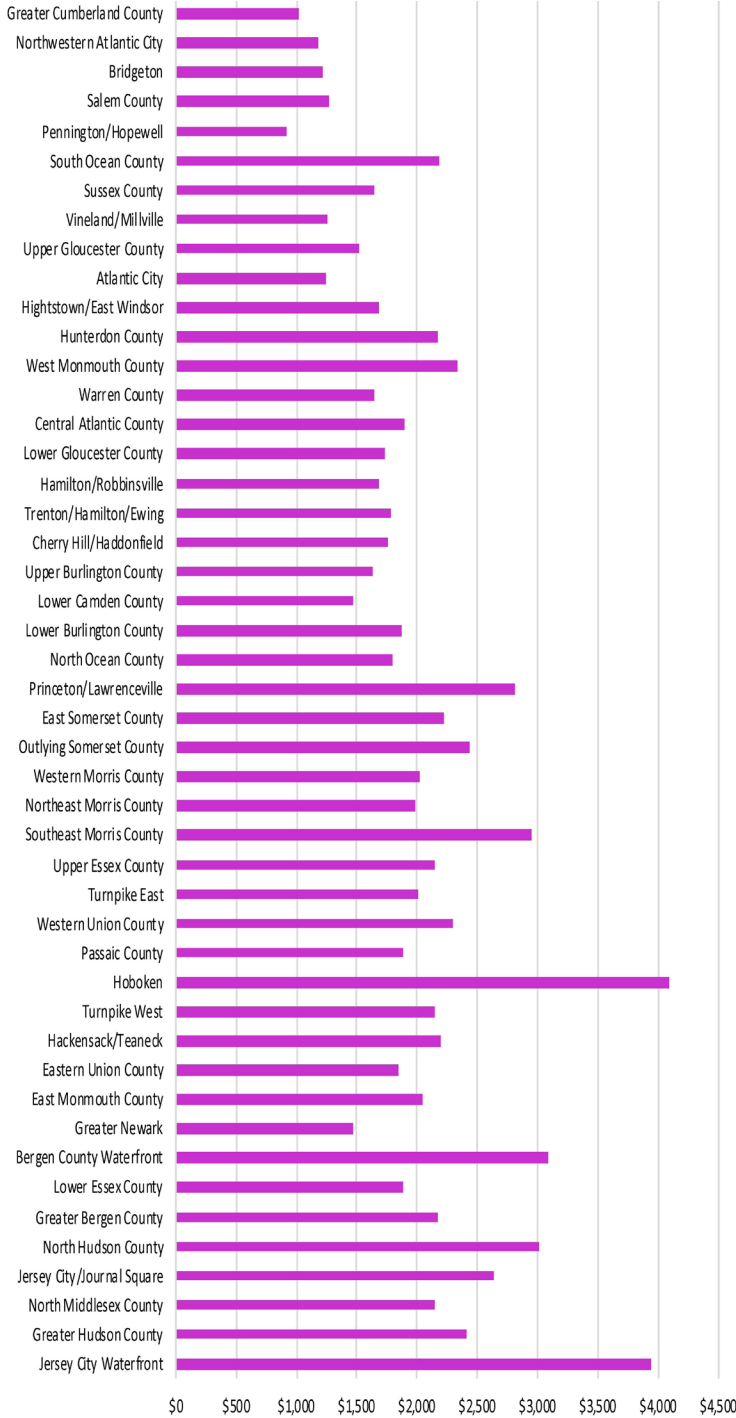
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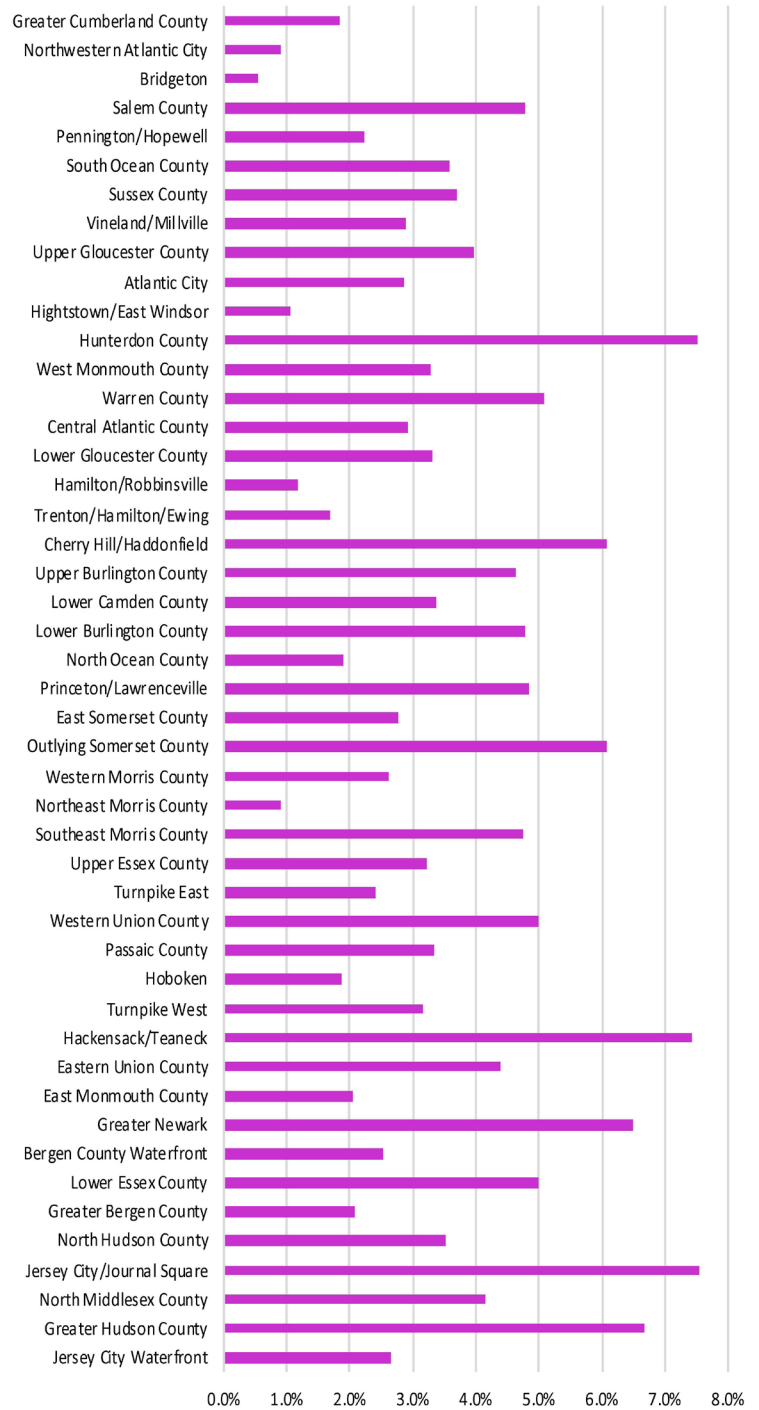


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Multi-Family: Quoted Rates by Submarket



Multi-Family: Vacancy Rates by Submarket



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About Sitar Realty Company

One of the greatest strengths of the Sitar Realty Company is our ability to offer experience and expertise in all forms of real estate brokerage. Among our specialties are office and industrial leasing and sales, property disposition, consulting for acquisitions, investments, joint ventures and asset management. We are active in tenant representation as well as owner representation for exclusive agencies. Our intimate knowledge of the New Jersey real estate market has often meant a shorter lease-up period for exclusive properties. Most of our brokerage activity takes place in the New Jersey and New York metropolitan area and Pennsylvania. Yet, our repeated success with corporations seeking space in other states has assured these firms of the Sitar Realty Company's strong brokerage network throughout the country. Time is critical in today's market. Whether the requirement is 2,000 or 800,000 square feet, Sitar Realty Company's personnel utilize the resources available to fulfill the requirement thoroughly and professionally. From site selection through data analysis, advice, negotiation, and closing, Sitar Realty Company offers a turnkey solution to each transaction. Our goal is to provide the vital services our clients need and expect in an expeditious and comprehensive manner.

Sitar Realty Company Services

- Commercial Brokerage Leasing and Sales
- Investment Services
- Property Tax Consulting & Appeals
- Property Management Services
- Rent Receiver Services
- Award-Winning Research
- Consulting and Advisory
- IRA Real Estate
- Residential Division



Corporate Mission

Our mission is to provide the finest, most professional real estate services to our clients, exceeding their expectations and delivering total satisfaction. Our approach maximizes the value of real estate while minimizing client costs. We combine creativity, real estate specialists, total market expertise, and integrity to achieve comprehensive solutions to real estate needs. Our salespeople have access to reliable resources and the latest technology and support systems available in the industry.

Our vision is to create an environment of constant improvement, resulting in an ever-increasing quality of our services. We will continuously seek to improve every activity and process in the company. We believe that as good as we are today, we must be better tomorrow. Our drive to improve is both continuous and relentless. We strive to be the unsurpassed standard of comparison.

Our commitment is to listen to the voice of the client, understanding their perspective to implement the real estate plan, and to satisfy their needs at a cost that represents real value. We at Sitar Realty Company believe that the complexities of real estate demand a total approach to client needs and space requirements combining ever-improving creativity and multi-functional skills. Our initiatives meet this challenge three ways: in-depth needs assessment, timely information, and dynamic solutions that create long-term value.

We believe the only real test of performance is the quality of services that we provide to the clients we represent. Over the long term, we must consistently exceed their expectations.

Finally, and perhaps most importantly, we will conduct ourselves in an exemplary manner with all our clients and customers, both large and small, thereby creating long-term relationships with them, whether the service is brokerage, consulting, market research, or corporate investments.

Sitar Realty Company Locations

Sitar Realty Company specializes in servicing all real estate markets in New Jersey. The Company is headquartered in Middlesex County, New Jersey with an additional office located in Monmouth County, NJ.

1481 Oak Tree Road, Iselin, NJ 08830
Tel: 732-283-9000 Fax: 732-283-3103

503 Washington Blvd., Sea Girt, NJ 08750
Tel: 732-449-2000 Fax: 732-449-2828

TCN Worldwide

In 2011, Sitar Realty Company was selected to become a member of TCN Worldwide. TCN Worldwide is comprised of more than 5,000 commercial real estate professionals serving more than 200 markets worldwide. With \$58.6 billion in annual transactions and over 445 million square feet of space under management, TCN Worldwide ranks as one of the largest service providers in the industry. As a member of the TCN worldwide system, we are able to provide corporate real estate services to our clients in national and international markets utilizing the best local expertise.

The data collected herein has been derived from Dept. of Labor, Dept. of Commerce, The Federal Reserve, CoStar, Sitar Realty Company, U.S. Census Bureau of Labor Statistics, Port Authority of NY & NJ and NJEDA. Data may not reflect what was previously reported due to new information coming available. The information gathered is deemed reliable, but no warranty or representations are made as to the accuracy thereof and is submitted subject to any errors or omissions. The ideas and opinions expressed in this market report reflect the views of Sitar Realty Company.

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