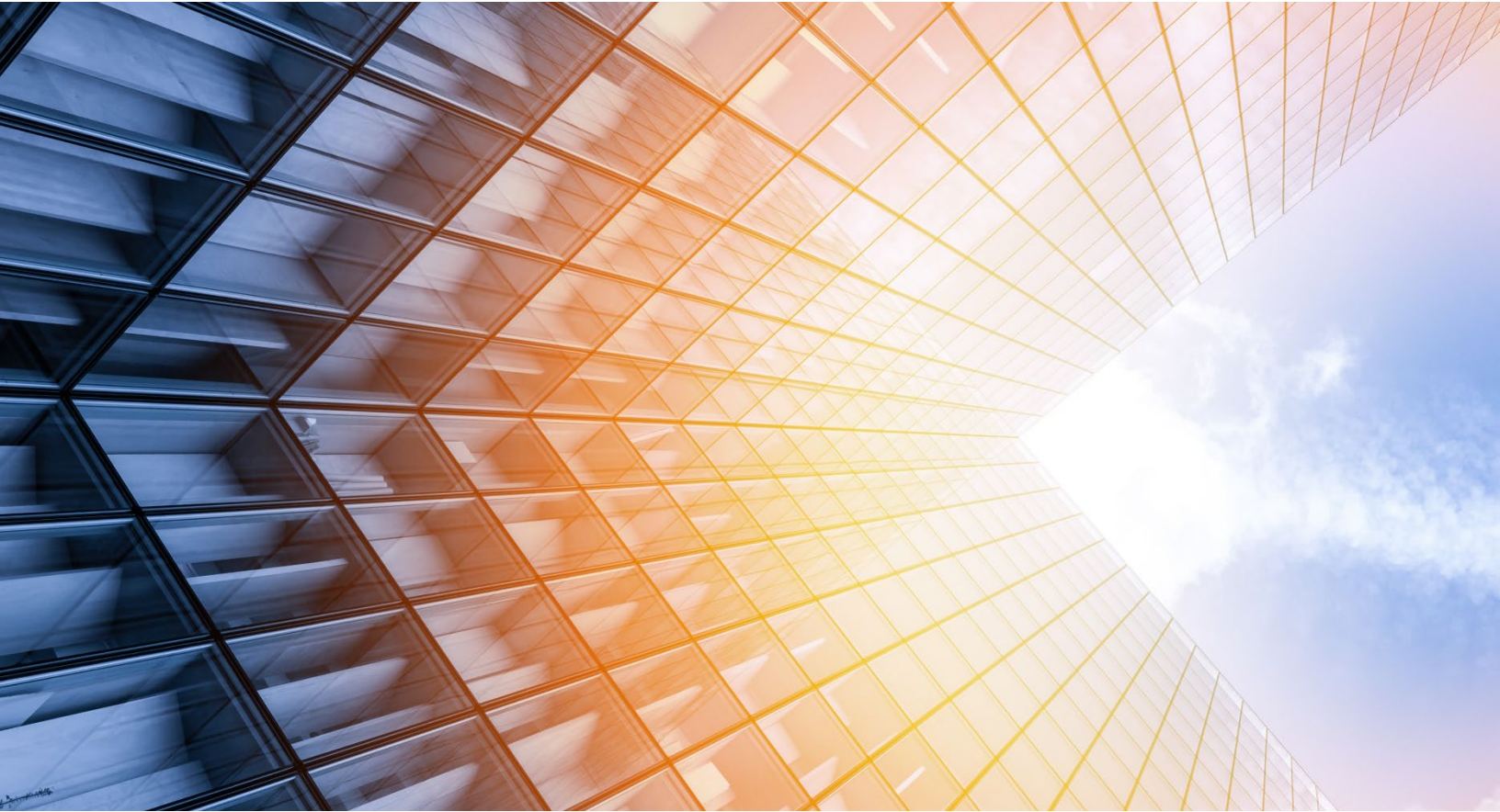




Q1 | 2023



# The REIT Cap Rate Perspective

## Credit Crunch Consequences

CenterSquare's REIT Cap Rate Perspective seeks to quantify the valuation gap between public and private markets, offering investors insights as to the possible future direction of real estate values through our proprietary REIT implied cap rate results across sectors.

## Credit Crunch Consequences

For more than a year now, we have been following the rapidly shifting debt markets in terms of the price and availability of credit, while navigating the corresponding impact on real estate valuations. As the story continues to unfold, we are facing greater uncertainties which are causing market inertia and creating a vicious cycle of instability. The dramatic and swift increases in debt costs and the volatility of the capital markets have compelled many historically active credit providers (i.e. leveraged lenders, CMBS lenders, commercial banks) to retrench in the second half of 2022 and remain on the sidelines in the first quarter of 2023. Senior lenders, where they are willing to transact, have cut their loan proceeds due to debt service coverage ratio (DSCR) constraints that have been exacerbated by rapidly increasing interest rates. The latest developments across the global financial system following the collapse of Silicon Valley Bank and other distressed institutions have made lenders more cautious, further impacting the cost and availability of debt.

For real estate investors, this credit crunch has slowed transactions to a near halt, resulting in a further delay of price discovery in a private market that had just begun to correct at the end of 2022. In absence of any activity that would inform private market pricing, we continue to rely on the trajectory of the public REIT market as a harbinger to help ascertain a reasonable outlook for the rest of the year.

In 2022, the public markets rapidly priced in the impact of rising rates; this year, they are appropriately reacting to slowing growth. Tighter lending standards are expected to put additional downward pressure on the economy and growth. Given this backdrop and our REIT roadmap, we see the most aggressive downward repricing in the private market occurring in areas with elevated risk including office and business-oriented hotels. Also, in the context of slowing growth, concerns of oversupply are elevating risk in areas such as residential REITs with high concentration in sunbelt markets with significant construction pipelines. However, here we believe the public market reaction is slightly overdone due in part to the paused lending market which has turned off financing for new development, a dynamic which should buoy fundamentals across sectors. The positive impact will be more immediate (i.e., 2024) for property types like industrial or self-storage, with shorter construction timelines.

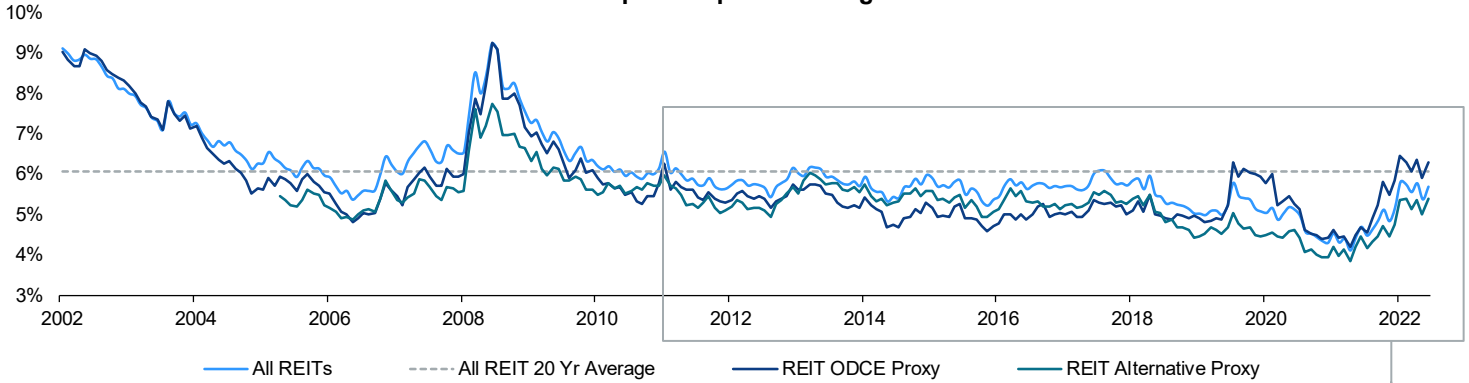
We find ourselves in a familiar situation where the private markets have been incredibly slow to react and the public markets have overreacted despite being directionally correct. Our expectation remains for real estate values to settle down 5-10% on average from their peak levels as detailed in our [2023 REIT Outlook: Poised to Perform](#), which would point to a positive turn for REIT performance and a negative one for private real estate returns as valuations meet somewhere in the middle. As a side note, we also expect today's credit crunch to result in REITs experiencing a meaningfully more competitive cost of capital versus private market players given their unsecured borrowing capacity, well-structured balance sheets, and access to liquidity through the public markets.

The above factors give weight to a reversal of fortunes for both REITs (positive) and the private markets (negative) as we move into and through a recession. However, the timing of this shift remains at the mercy of an economy in limbo as policy makers seek to make sense of these unprecedented times.

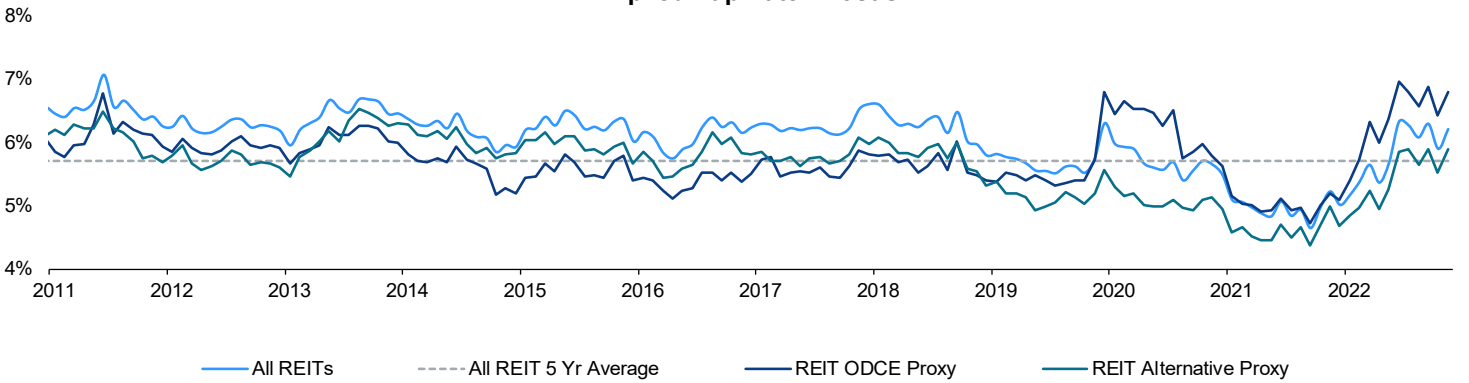
We find ourselves in a familiar situation where the private markets have been incredibly slow to react and the public markets have overreacted despite being directionally correct.

# The Data

## REIT Implied Cap Rate - Long Term



## REIT Implied Cap Rate - Post GFC



Sector	REIT Implied Cap Rate	3 Mo. Change (bps)	12 Mo. Change (bps)	5 Yr Avg Implied Cap Rate	Private Market Cap Rate	REIT vs. Private Market Valuation Gap
Apartment	5.76%	31	182	4.75%	4.93%	(14.4%)
Industrial	3.82%	(18)	63	3.98%	4.20%	10.0%
Office	7.83%	43	221	6.04%	6.10%	(22.2%)
Retail	6.94%	14	86	6.61%	7.20%	3.8%
Hotel	7.23%	33	192	6.47%	6.31%	(12.7%)
<b>REIT ODCE Proxy</b>	<b>6.30%</b>	<b>22</b>	<b>160</b>	<b>5.26%</b>	<b>5.54%</b>	<b>(12.1%)</b>
Life Sci	5.81%	35	148	4.55%	4.80%	(17.4%)
Healthcare	6.69%	26	92	6.04%	6.21%	(7.3%)
Single Family Rentals	5.47%	30	114	4.62%	4.64%	(15.1%)
Manufactured Housing / RVs	4.58%	2	85	3.86%	4.81%	4.9%
Towers	4.96%	44	73	4.22%	4.61%	(7.1%)
Data Centers	5.29%	14	51	5.02%	5.53%	4.6%
Self Storage	5.44%	2	136	5.94%	4.97%	(8.6%)
<b>REIT Alternative Proxy</b>	<b>5.39%</b>	<b>25</b>	<b>90</b>	<b>4.73%</b>	<b>5.14%</b>	<b>(4.7%)</b>
<b>All REITs</b>	<b>5.72%</b>	<b>13</b>	<b>99</b>	<b>5.89%</b>	<b>5.44%</b>	<b>(4.8%)</b>

Source: CenterSquare Investment Management, REIT Company reports. "All REITs" refers to CenterSquare's U.S. REIT coverage universe (defined on page 4). Data presented above is based on financials reported by companies within CenterSquare's REIT coverage universe during March 2023. All periods presented are ending March 2023 (i.e. 3 month change represents the change from financials reported in December 2022 to March 2023). REIT Implied cap rates are generated by a proprietary calculation that divides a company's reported net operating income ("NOI") adjusted for non-recurring items by the value of its equity and debt less the value of non-income producing assets. See full disclosures on page 4 for more information on calculation methodologies and stock universe used. See important disclosures at the end of this presentation.

## CenterSquare REIT Cap Rate Perspective Methodology

CenterSquare REIT Implied Cap Rates are based on a proprietary calculation that divides a company's reporting net operating income ("NOI") adjusted for non-recurring items by the value of its equity and debt less the value of non-income producing assets. The figures above are based on 1Q23 earnings reported in March 2023.

The universe of stocks used to aggregate the data presented is based on CenterSquare's coverage universe of approximately 200 U.S. listed real estate companies. Sector cap rates are market cap weighted. Sectors and market classifications are defined by the following:

Apartment: REITs that own and manage multifamily residential rental properties; Industrial: REITs that own and manage industrial facilities (i.e. warehouses, distribution centers); Office – REITs that own and manage commercial office properties; Retail – REITs that own and manage retail properties (i.e. malls, shopping centers); Hotel – REITs that own and manage lodging properties; Healthcare – REITs that own properties used by healthcare service tenants (i.e. hospitals, medical office buildings); Gateway – REITs with portfolios primarily in the Boston, Chicago, LA, NYC, SF, and DC markets; Non-Gateway – REITs without a presence in the gateway markets.

The REIT ODCE Proxy is a universe of REIT stocks built to resemble the NCREIF Fund Index – Open End Diversified Core Equity (ODCE). The ODCE, short for NCREIF Fund Index - Open End Diversified Core Equity, is the first of the NCREIF Fund Database products and is an index of investment returns reporting on both a historical and current basis the results of 36 open-end commingled funds pursuing a core investment strategy, some of which have performance histories dating back to the 1970s. The REIT ODCE Proxy is proprietary to CenterSquare and uses gateway/infill names in apartments, retail, industrial and office, and then weights them according to the ODCE index to create a proxy.

Private Market Cap Rates represent the cap rate achievable in the private market for the property portfolio owned by each company, and are based on estimates produced by CenterSquare's investment team informed by various market sources including broker estimates.

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interest rates and credit quality requirements will also affect the cash flow of real estate companies and their ability to meet capital needs.

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## Definition of Indices

### FTSE Nareit All Equity REITs Index "FNER"

The FTSE Nareit All Equity REITs Index is a free-float adjusted, market capitalization-weighted index of U.S. equity REITs. Constituents of the index include all tax-qualified REITs with more than 50 percent of total assets in qualifying real estate assets other than mortgages secured by real property.

This benchmark is a broad-based index which is used for illustrative purposes only. The investment activities and performance of an actual portfolio may be considerably more volatile than these indices and may have material differences from the performance of any of this index.

A direct investment in an index is not possible.

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Founded in 1987, CenterSquare Investment Management is an independent, employee-owned real asset manager focused on listed real estate, private real estate equity and private real estate debt investments. As a trusted fiduciary, our success is firmly rooted in aligning our interests with those of our clients, partners and employees. CenterSquare is headquartered in suburban Philadelphia, with offices in New York, Los Angeles, London and Singapore. With approximately \$13 billion in assets under management (February 28, 2023), our firm and subsidiaries are proud to manage investments on behalf of some of the world's most well-known institutional and private investors.

For a copy of CenterSquare's full REIT Cap Rate Perspective report, or to learn more about our strategies, please contact:

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