



INTEGRITY | ALIGNMENT | DISCIPLINE

# BALL VENTURES

Investment Memo



# PROJECT SUMMARY

# OVERVIEW

## THE OPPORTUNITY

- Develop a new 150,000 sf class-A office building at Eagle View Landing in Meridian, Idaho, the center of the Boise MSA.
- The project is going to be adjacent to a new TopGolf facility that is estimated to open in the fall of 2023. Also under construction are two retail buildings and a Hyatt Place hotel.
- The sponsor has previously developed 225,000sf of office at this location since 2019. Existing buildings at the development are 100% leased.
- Currently, there are 5 LOIs for the subject building.
  - Regional Builder (58,000 sf), 10 years, \$21.00/sf, \$70.00 TIA
  - Local Developer (30,201 sf), 10 years, \$21.00/sf, \$70.00 TIA
  - Medical Device (6,050 sf) 10 years, \$21.00/sf, \$70.00 TIA
  - Dental Device (6,700 sf) 7 years, \$22.00/sf, \$70.00 TIA
  - Local Law Firm (10,000sf) 7 years, \$22.00/sf, \$70.00 TIA
- The project commenced construction November 2021 and is approximately 15% complete.
- Ten Mile Crossing is an office campus developed by sponsor several miles to the west. The sponsor has delivered more than 725,000sf of office at this site since 2016. The project occupancy is greater than 94.0%. Base rents have increased more than 25.0% in this market since 2017.

## FINANCIAL METRICS

UNLEVERED IRR	8.16%
LEVERED IRR	17.59%
10 YEAR MOIC	3.26x
DEV YIELD	7.11%
EXIT CAP RATE	6.50%

## LEASE ASSUMPTIONS

RATE	\$21.50 NNN
INITIAL TERM	7 years + 6 months
TI ALLOWANCE	\$70.00/sf
ABSORPTION	50% leased at construction completion, 12,500 sf every 6 months until lease-up



# PROJECT SUMMARY

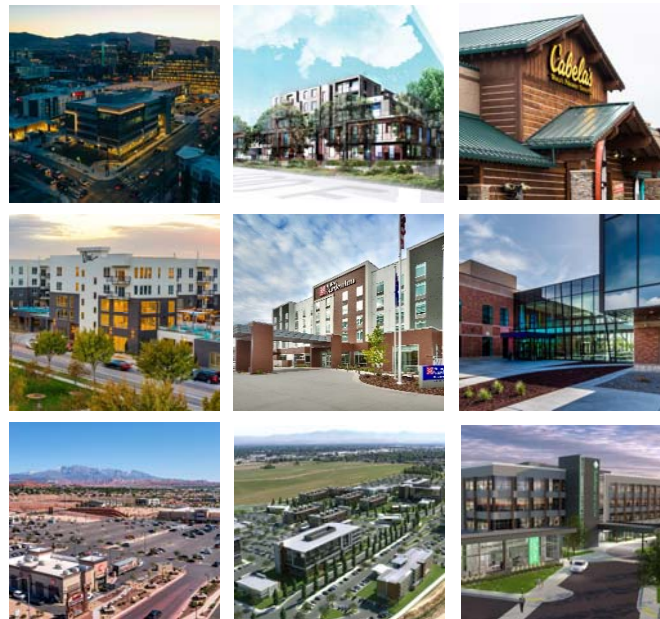


# BALL VENTURES

Ball Ventures is the investment platform for the Allen and Connie Ball family. Ball Ventures was founded in 2002 by Allen Ball with the primary mission of preserving and protecting the Ball family legacy. Mr. Ball is a true entrepreneur and has been involved in various occupations and business ventures including mining, timber, construction, real estate development, commercial real estate, construction materials, gravel pits, farming, farm implement sales, motor sports sales, and lending, among other ventures; but, he is probably most known for his involvement in forming Melaleuca, Inc., a multi-national home health business that he co-founded in 1985. He continues to serve on the Board of Directors.

Mr. Ball hired Cortney Liddiard in 2002 to be the CEO of Ball Ventures. Mr. Liddiard has been instrumental in executing the company's primary mission. Over the past 20 years Mr. Liddiard has been integral to organizing the family business office and leading the investment strategy and administration of Ball Ventures.

Ball Ventures' primarily invests in commercial real estate, including office, retail, healthcare, student housing, and hospitality, throughout the United States. It also has a private equity platform invested in various industries including auto dealerships, midstream oil, energy, private funds and other operating companies.



SPONSOR



# BALL VENTURES



**CORTNEY LIDDIARD**  
CEO



**ERIC ISOM**  
CHIEF DEVELOPMENT OFFICER



**NEIL FLOYD**  
CHIEF CREDIT OFFICER



**ERIC KUNZ**  
CHIEF FINANCIAL OFFICER



**TAHRI MOLIFUA**  
MANAGING DIRECTOR, RE  
CAPITAL INVESTMENTS



**BRIAN PARKINSON**  
DIRECTOR OF ACCOUNTING &  
TAXATION



**ERIK LARSON**  
DIRECTOR OF FINANCE &  
INVESTOR RELATIONS



**THEL CASPER**  
GENERAL COUNSEL

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# BALL VENTURES

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# BALL VENTURES

## PROGRAMATTIC JOINT VENTURES

Ball Ventures is the primary capital source with these affiliated developers and operators.



### B&T HOSPITALITY MANAGEMENT

- Joint venture with Rusty Townsend
- 15 total hotels together; 10 currently operating
- 1 planned in Meridian, Idaho currently in pre-construction



### BVA DEVELOPMENT

- Joint venture with Tommy Ahlquist formed in 2018
- Developed more than 1 million square feet of commercial real estate together
- Acquired and sold Saltzer Health
- Acquired/control more than 1,000 acres of developable land in Boise MSA



### ALPHA DEVELOPMENT

- Joint venture with Wadsworth Development and dbURBAN.
- Development pipeline of more than 1,000 multifamily units between SLC & Boise
  - 125-units 600 E — Under Construction
  - 60-units 400 E — Pre-Construction
  - 256-units in Heber, UT — Pre-Construction
  - 145-units in Heber, UT — Pre-Construction
  - 400+ units in Boise, ID — Planning Phase

SPONSOR





# BVA DEVELOPMENT



**BALL  
VENTURES  
AHLQUIST**

BVA (Ball Ventures Ahlquist) is Idaho's premier commercial real estate development company. With over 10 projects in the Treasure Valley, and 3.9 million planned square feet of construction since the company's inception in 2018, BVA has already made an incredible impact on Idaho's commercial real estate market. Some of these projects are highlighted below:



**Eagle View Landing**

Eagle Road & I-84 – Meridian, Idaho



**Ten Mile Crossing**

Ten Mile Road & I-84 – Meridian, Idaho



**Victory Commons**

Meridian Rd. & Victory Rd. – Meridian, Idaho



**Central Valley Plaza**

Chinden Rd. & Highway 16 – Meridian, Idaho



**North Ranch Business Park**

Highway 20/26 & Smeed Parkway – Caldwell, Idaho



**Pioneer Crossing**

1290 W Myrtle St – Boise, Idaho

SPONSOR



# BVA DEVELOPMENT



**TOMMY AHLQUIST**  
CEO

Ball Ventures Ahlquist (BVA) CEO Tommy Ahlquist can best be described as a visionary who gets things done.

Tommy's work ethic paired with his inherent ability to see opportunity and turn it into something tangible and profitable has enabled him to practice a successful medical career as an emergency room physician, start and operate several successful companies and run a campaign to serve as the Governor of Idaho.

Whether it is related to his work, his family or his community— Tommy believes in ending every day with doing just one more thing— a principle he learned from his late grandmother that inspires his hard work, giving back and maximizing every day to its greatest potential.



**RYAN CLEVERLY**  
CFO/COO

As the CFO and COO of BVA, Ryan Cleverly brings an array of experience to the company. While attending Boise State University Ryan earned his Bachelor of Science in Accountancy and worked for KeyBank gaining a basic understanding of the financial system and its effects on the business world. Upon graduation, Ryan joined Arthur Andersen as an auditor, working closely with both large public companies and small private companies.

In 2013, Ryan joined Gardner Company as the VP of Asset Management, overseeing asset management, property management, and human resources. Ryan's extensive background across multiple industries and job experiences uniquely qualify him to help BVA become a successful development company.



**MARK CLEVERLY**  
CHIEF LEASING OFFICER

Mark Cleverly joined Gardner Company in March 2014 as Director of Leasing. When Mark started at Gardner Company the overall portfolio of buildings was approximately 75% leased.

With dedication and attention to the detail these great projects deserved, Mark was able to bring the overall portfolio to over 95% leased within a couple of years.

As Vice President of Development and Leasing of BVA Development, Mark will continue to bring energy and attention to each project. He will not stop until each project becomes a reality and maintains the standards that both BVA Development and the communities they serve expect.

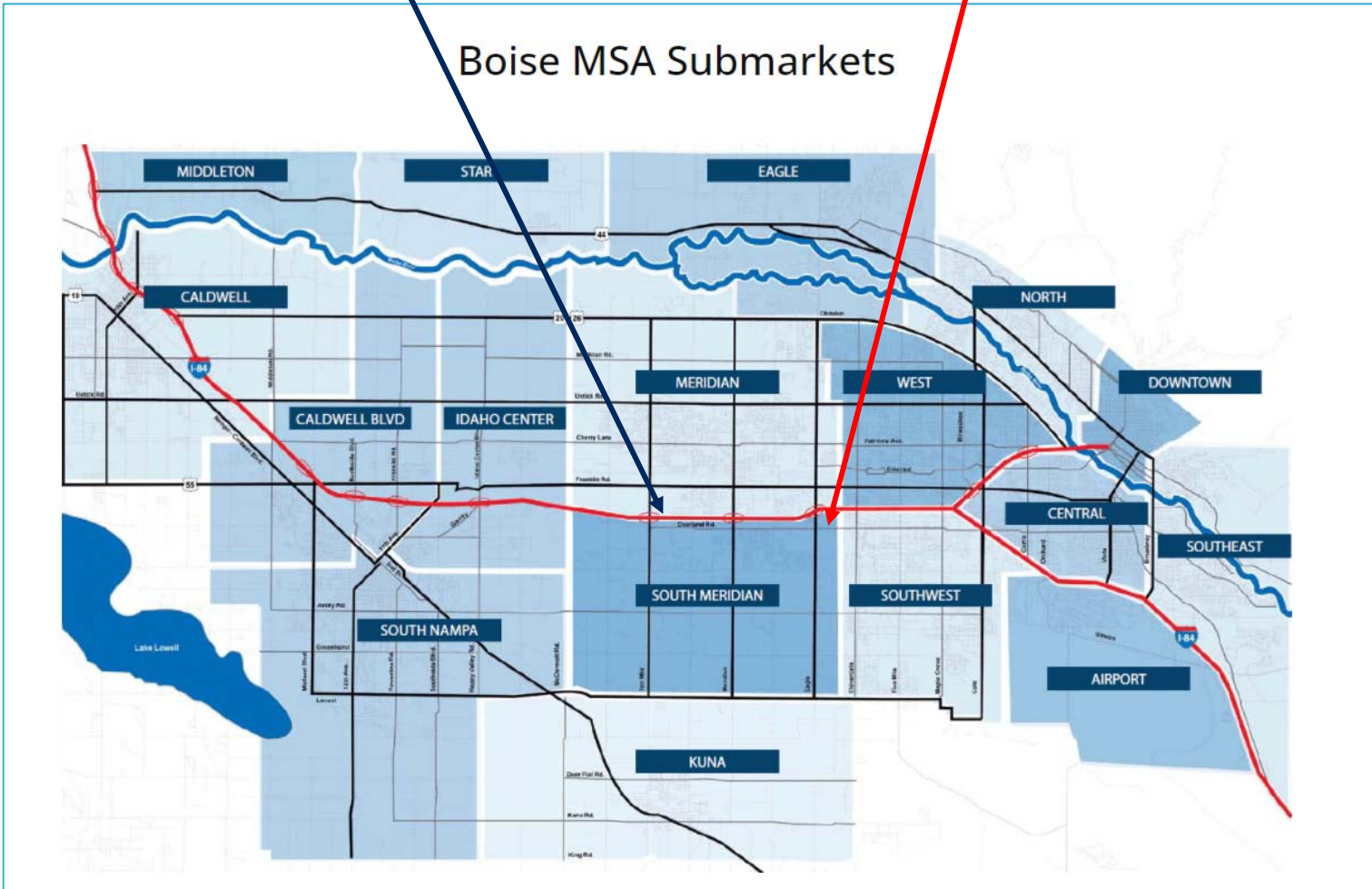
BVA DEVELOPMENT



# BOISE MSA MAP

TEN MILE CROSSING

EAGLE VIEW LANDING



PROJECT SUMMARY



# EAGLE VIEW LANDING AREA MAP

# PROJECT SUMMARY



# SITE PLAN – EXISTING BUILDINGS

- EVL #3
- ICCU
- Hyatt Place
- EVL #2**
- TopGolf
- SW & SE Retail



PROJECT SUMMARY



# RENDERING



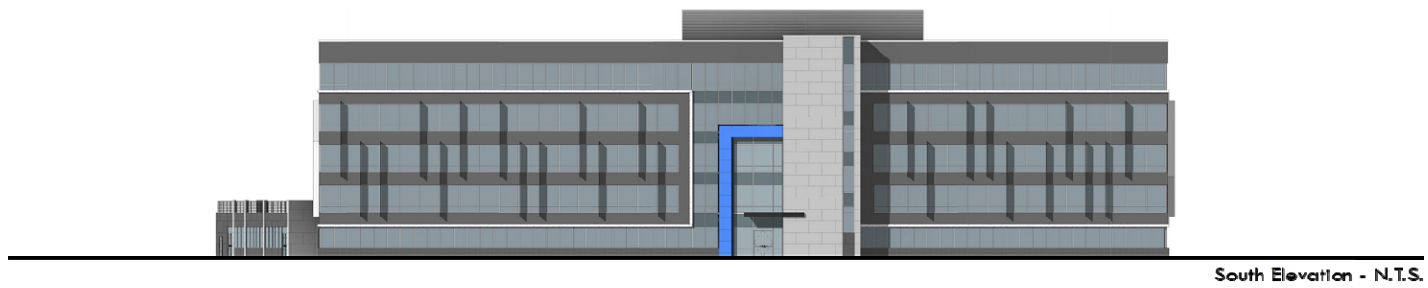
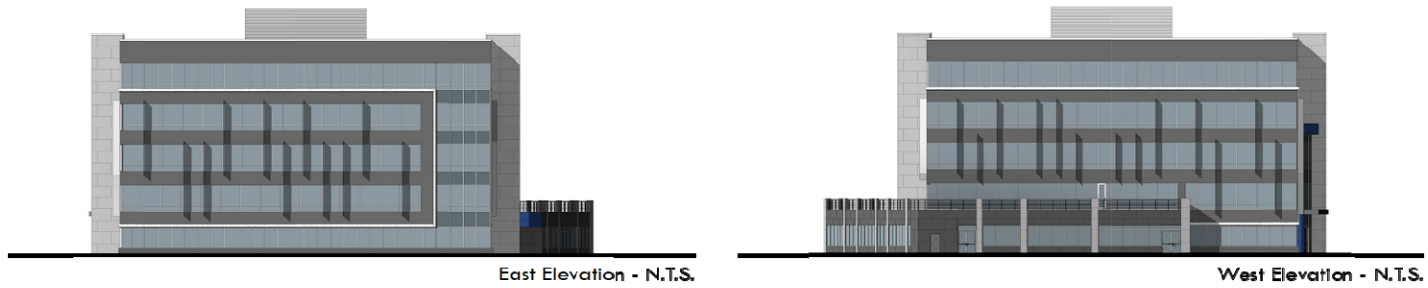
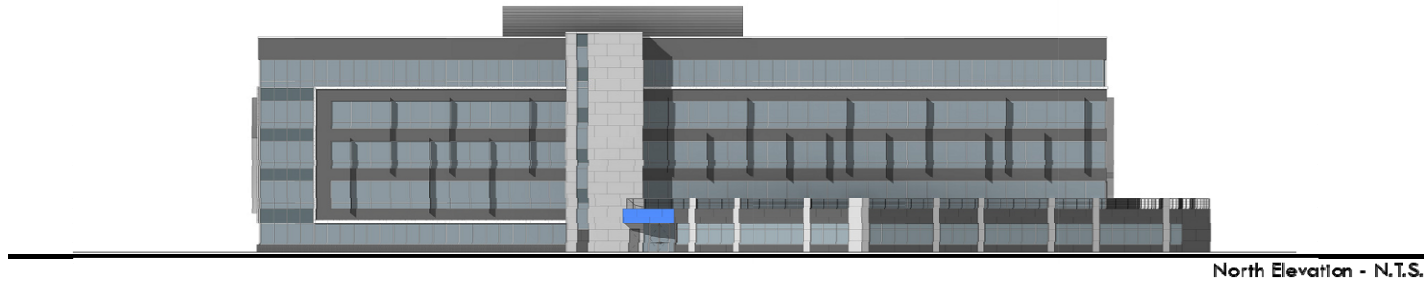
The patio feature was originally designed around a single-tenant concept. BVA developed a similar concept for Clearwater Analytics in their downtown office. This area will not be shared with the building. Rather, it will be used exclusively by an anchor tenant occupying the same floor.

## PROJECT SUMMARY



# ELEVATIONS

## PROJECT SUMMARY



25k/75k Office Building | Brentwood



# MEDIA

- [Eagle View Landing Promo on Vimeo](#)
- [BVA, Stakeholders Announce Groundbreaking for 7 Buildings | Ball Ventures](#)
- [Eagle View Landing - Office 2 \(1\) - Flipbook - Page 1 \(paperturn-view.com\)](#)
- [The Wait is Over: Topgolf To Officially Begin Construction In Boise - Sep 15, 2021](#)

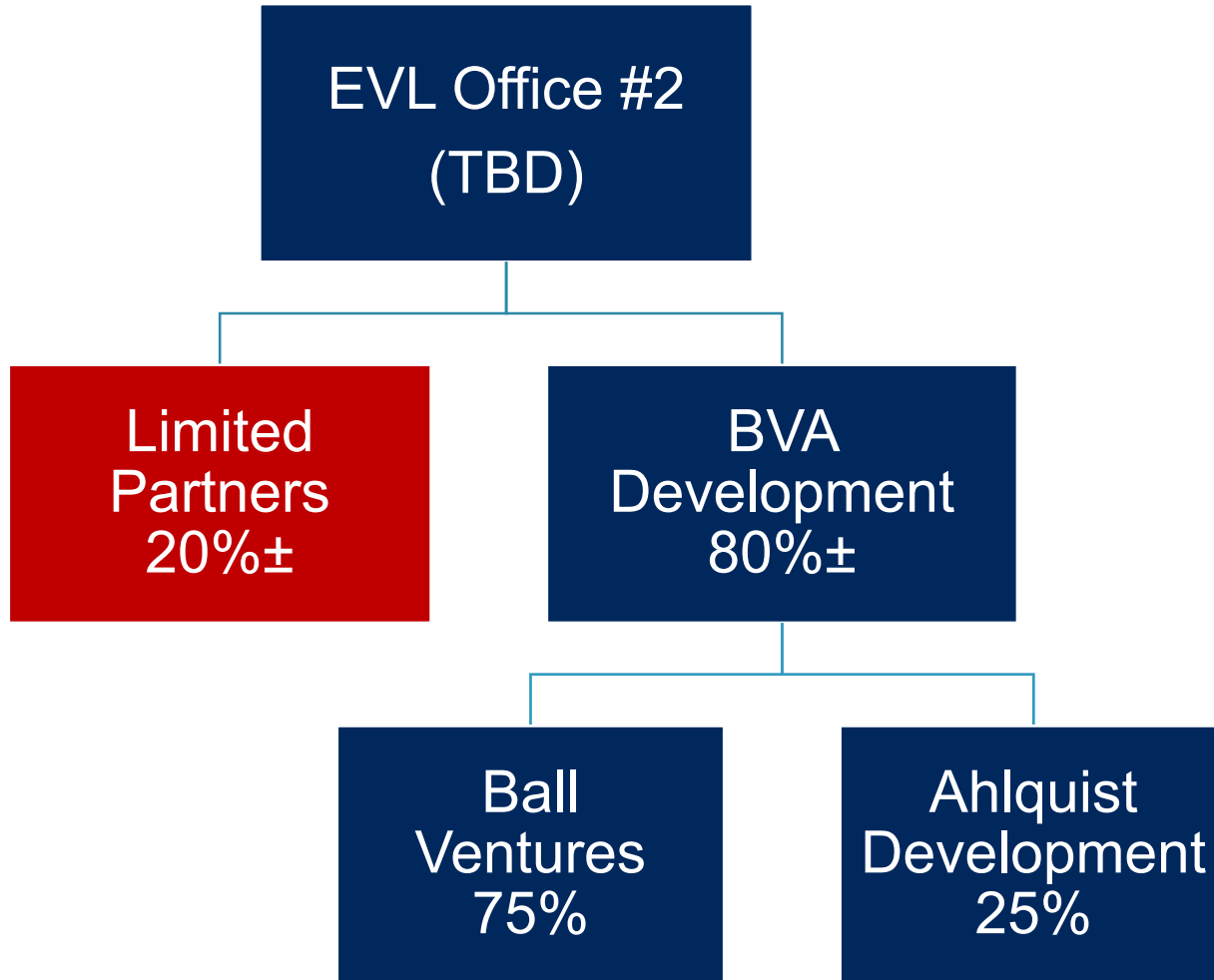




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## PARTNERSHIP/ TENANTS

# PROPOSED OWNERSHIP STRUCTURE



PARTNERSHIP



# LIMITED PARTNERS



## LIMITED PARTNERS TERMS

- Seeking two limited partners to fund approximately \$1.25 million each, equal to 10% of the total required cash equity.
- Limited partners will not be required to provide any debt guarantee.
- Limited partners will not be charged an asset management fee.
- Limited partners will not receive a preferred return.
- The sponsor will receive a 15% promote after the limited partners have received a 1.75x MOIC.
- The hold period is expected to be greater than 10 years. However, the sponsor will evaluate on an annual basis.

PARTNERSHIP





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# UNDERWRITING

# PROJECT FINANCIAL METRICS

## Eagle View Landing Office 2

### Presentation Metrics

Sources and Uses		
	Total	% of Total
Hard Costs	\$33,267,594	79.13%
Soft Costs	\$3,834,657	9.12%
Land	\$3,669,494	8.73%
Financing	\$1,268,583	3.02%
<b>Total Uses</b>	<b>\$42,040,328</b>	<b>100.00%</b>
Construction Loan	\$29,428,229	70.00%
BVA Development, LLC	\$10,089,679	24.00%
Limited Partner 1	\$1,261,210	3.00%
Limited Partner 2	\$1,261,210	3.00%
<b>Total Sources</b>	<b>\$42,040,328</b>	<b>100.00%</b>
<b>BV Cash Equity</b>	<b>\$7,741,202</b>	<b>76.72%</b>
<b>BVA Land Contribution</b>	<b>\$2,348,476</b>	<b>23.28%</b>
<b>Total BV Equity</b>	<b>\$10,089,679</b>	<b>100.00%</b>

Financing Metrics	
Loan to Cost	70.00%
Construction Loan Rate	3.50%
Refinance Loan Rate	3.75%
Loan to Value	68.77%
Debt Service Coverage Ratio	2.88
Debt Yield	9.45%



Exit Metrics		
	Gross Amount	PSF
<b>Exit NOI</b>	\$3,440,013	\$23.54
<b>Exit Cap Rate</b>	6.50%	
<b>Exit Value</b>	\$52,923,277	\$362.12
<b>Disposition Costs</b>	-\$1,058,466	-\$7.24
<b>Net Sale Proceeds</b>	\$51,864,811	\$354.88
<b>Development Yield</b>	7.11%	
<b>Hold Period</b>	10 years	
<b>Unlevered IRR</b>	8.16%	
<b>Levered IRR</b>	17.59%	
<b>Multiple</b>	3.26x	

UNDERWRITING



# CONSTRUCTION LOAN



**Texas  
Capital  
Bank**

## TERM SHEET HIGHLIGHTS

- Amount: Approximately \$31,000,000
- Term: 48-month interest only
- Rate: Prime – 0.60%
- Guaranty: 100% completion
  - 50% at 7.5% debt yield
  - 25% at 8.50% debt yield

Sponsor has a long-term relationship with this lender.

UNDERWRITING



# NET OPERATING INCOME

UNDERWRITING

Annual Cash Flows											
	6/30/2023	6/30/2024	6/30/2025	6/30/2026	6/30/2027	6/30/2028	6/30/2029	6/30/2030	6/30/2031	6/30/2032	6/30/2033
	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
<b>Development</b>											
Development Costs	(\$42,040,328)										
<b>Total Development</b>	<b>(\$42,040,328)</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>Rental Revenue</b>											
Potential Base Rent		\$2,816,075	\$2,577,669	\$3,187,483	\$3,251,901	\$3,317,624	\$3,384,679	\$3,453,092	\$3,522,892	\$3,606,922	\$3,693,191
Absorption & Turnover Vacancy		-\$836,468	\$0	\$0	\$0	\$0	\$0	\$0	\$0	-\$108,910	\$0
Free Rent		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	-\$130,692	\$0
<b>Scheduled Base Rent</b>		<b>\$1,979,607</b>	<b>\$2,577,669</b>	<b>\$3,187,483</b>	<b>\$3,251,901</b>	<b>\$3,317,624</b>	<b>\$3,384,679</b>	<b>\$3,453,092</b>	<b>\$3,522,892</b>	<b>\$3,367,320</b>	<b>\$3,693,191</b>
<b>Other Revenue</b>											
Total Expense Recoveries		\$716,733	\$1,146,603	\$1,191,866	\$1,215,730	\$1,240,072	\$1,264,902	\$1,290,228	\$1,316,062	\$1,278,046	\$1,370,350
Other Income		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Total Other Revenue</b>		<b>\$716,733</b>	<b>\$1,146,603</b>	<b>\$1,191,866</b>	<b>\$1,215,730</b>	<b>\$1,240,072</b>	<b>\$1,264,902</b>	<b>\$1,290,228</b>	<b>\$1,316,062</b>	<b>\$1,278,046</b>	<b>\$1,370,350</b>
<b>Potential Gross Revenue</b>		<b>\$2,696,340</b>	<b>\$3,724,272</b>	<b>\$4,379,349</b>	<b>\$4,467,631</b>	<b>\$4,557,696</b>	<b>\$4,649,581</b>	<b>\$4,743,320</b>	<b>\$4,838,954</b>	<b>\$4,645,366</b>	<b>\$5,063,541</b>
<b>General Vacancy &amp; Credit Loss</b>											
Vacancy Allowance		\$0	-\$186,214	-\$218,967	-\$223,382	-\$227,885	-\$232,479	-\$237,166	-\$241,948	-\$198,523	-\$253,177
Credit Loss		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Total Vacancy &amp; Credit Loss</b>		<b>\$0</b>	<b>-\$186,214</b>	<b>-\$218,967</b>	<b>-\$223,382</b>	<b>-\$227,885</b>	<b>(\$232,479)</b>	<b>(\$237,166)</b>	<b>(\$241,948)</b>	<b>(\$198,523)</b>	<b>(\$253,177)</b>
<b>Effective Gross Revenue</b>		<b>\$2,696,340</b>	<b>\$3,538,058</b>	<b>\$4,160,382</b>	<b>\$4,244,249</b>	<b>\$4,329,811</b>	<b>\$4,417,102</b>	<b>\$4,506,154</b>	<b>\$4,597,006</b>	<b>\$4,446,843</b>	<b>\$4,810,364</b>
<b>Operating Expenses</b>											
CAM		\$502,966	\$641,005	\$653,825	\$666,902	\$680,240	\$693,845	\$707,721	\$721,876	\$719,977	\$751,040
Property Tax		\$365,370	\$372,677	\$380,131	\$387,734	\$395,488	\$403,398	\$411,466	\$419,695	\$428,089	\$436,651
Insurance		\$29,230	\$29,814	\$30,410	\$31,019	\$31,639	\$32,272	\$32,917	\$33,576	\$34,247	\$34,932
Management Fee		\$79,184	\$103,107	\$127,499	\$130,076	\$132,705	\$135,387	\$138,124	\$140,916	\$134,693	\$147,728
<b>Total Operating Expenses</b>		<b>\$976,750</b>	<b>\$1,146,603</b>	<b>\$1,191,865</b>	<b>\$1,215,731</b>	<b>\$1,240,072</b>	<b>\$1,264,902</b>	<b>\$1,290,228</b>	<b>\$1,316,063</b>	<b>\$1,317,006</b>	<b>\$1,370,351</b>
<b>Net Operating Income</b>		<b>\$1,719,590</b>	<b>\$2,391,455</b>	<b>\$2,968,517</b>	<b>\$3,028,518</b>	<b>\$3,089,739</b>	<b>\$3,152,200</b>	<b>\$3,215,926</b>	<b>\$3,280,943</b>	<b>\$3,129,837</b>	<b>\$3,440,013</b>
<i>NOI Margin</i>		<i>63.8%</i>	<i>67.6%</i>	<i>71.4%</i>	<i>71.4%</i>	<i>71.4%</i>	<i>71.4%</i>	<i>71.4%</i>	<i>71.4%</i>	<i>70.4%</i>	<i>71.5%</i>



# LEVERED CASH FLOWS

# UNDERWRITING

Leasing Costs												
Tenant Improvements	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$349,524	\$0
Leasing Commissions	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$346,828	\$0
<b>Total Leasing Costs</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$696,352</b>	<b>\$0</b>
Reversion												
Exit Cap Rate (Forward)												6.50%
Exit Sales Value												52,923,277
Disposition Costs												(1,058,466)
<b>Net Sales Value</b>		<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>						<b>\$51,864,811</b>
<b>Unlevered Cash Flow</b>	<b>-\$42,040,328</b>	<b>\$1,683,053</b>	<b>\$2,353,822</b>	<b>\$2,929,755</b>	<b>\$2,988,593</b>	<b>\$3,048,616</b>	<b>\$3,109,844</b>	<b>\$3,172,299</b>	<b>\$3,236,007</b>	<b>\$2,387,201</b>	<b>\$55,257,152</b>	

Unlevered Return Metrics	
Peak Equity	\$42,040,328
IRR	8.16%
Profit	\$38,126,014
Multiple	1.91x

Debt Financing:												
Original Loan:												
Beginning Balance		29,428,229	29,428,229	29,428,229	0	0	0	0	0	0	0	0
Draw	29,428,229											
Repayment (Amortization)		0	0	0	0	0	0	0	0	0	0	0
Repayment (Sale)		0	0	0	0	0	0	0	0	0	0	0
Repayment (Refi)		0	0	(29,428,229)	0	0	0	0	0	0	0	0
<b>Ending Balance</b>	<b>29,428,229</b>	<b>29,428,229</b>	<b>29,428,229</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Financing / Debt Placement Fees												
Interest Expense	3.50%	0	(1,029,988)	(1,029,988)	0	0	0	0	0	0	0	0
		0	0	0	0	0	0	0	0	0	0	0
Refinance Loan:												
Beginning Balance		0	0	0	31,406,853	30,626,968	29,817,837	28,978,364	28,107,410	27,203,796	26,266,296	26,266,296
Draw	0	0	0	31,406,853	0	0	0	0	0	0	0	0
Repayment (Amortization)	0	0	0	0	(79,885)	(809,131)	(839,473)	(870,954)	(903,614)	(937,500)	(972,656)	(972,656)
Repayment (Sale)	0	0	0	0	0	0	0	0	0	0	0	(25,293,640)
<b>Ending Balance</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>31,406,853</b>	<b>30,626,968</b>	<b>29,817,837</b>	<b>28,978,364</b>	<b>28,107,410</b>	<b>27,203,796</b>	<b>26,266,296</b>	<b>26,266,296</b>	<b>0</b>
Financing / Debt Placement Fees												
Interest Expense	3.75%	0	0	0	0	0	0	0	0	0	0	0
		0	0	0	(1,177,757)	(1,148,511)	(1,118,169)	(1,086,689)	(1,054,028)	(1,020,142)	(984,986)	
<b>Levered Cash Flow</b>	<b>(\$12,612,098)</b>	<b>\$1,683,053</b>	<b>\$1,323,834</b>	<b>\$3,878,391</b>	<b>\$1,030,951</b>	<b>\$1,090,974</b>	<b>\$1,152,201</b>	<b>\$1,214,657</b>	<b>\$1,278,365</b>	<b>\$429,559</b>	<b>\$28,005,870</b>	

Levered Return Metrics	
Peak Equity	\$12,612,098
IRR	17.59%
Profit	\$28,475,756
Multiple	3.26x





# SENSITIVITY TABLES

UNDERWRITING

Exit Cap Rate vs Total Costs					Levered IRR, Multiple
Exit Cap Rate	Total Costs				
	\$39,040,328	\$40,540,328	\$42,040,328	\$43,540,328	\$45,040,328
6.000%	24.0%   4.02x	21.9%   3.78x	20.0%   3.55x	18.3%   3.34x	16.7%   3.15x
6.250%	22.6%   3.85x	20.6%   3.62x	18.8%   3.4x	17.1%   3.2x	15.5%   3.01x
6.500%	21.3%   3.7x	19.4%   3.47x	17.6%   3.26x	16.0%   3.06x	14.5%   2.87x
6.750%	20.1%   3.56x	18.2%   3.34x	16.5%   3.13x	15.0%   2.93x	13.9%   2.73x
7.000%	19.0%   3.43x	17.2%   3.21x	15.6%   3.x	14.4%   2.79x	13.3%   2.6x

Exit Cap Rate vs Interest Rate					Levered IRR, Multiple
Exit Cap Rate	Reminance Interest Rate				
	3.75%	4.00%	4.25%	4.50%	4.75%
6.000%	20.0%   3.55x	19.8%   3.51x	19.5%   3.46x	19.3%   3.42x	19.0%   3.37x
6.250%	18.8%   3.4x	18.5%   3.36x	18.3%   3.31x	18.0%   3.27x	17.8%   3.22x
6.500%	17.6%   3.26x	17.4%   3.22x	17.1%   3.17x	16.9%   3.13x	16.6%   3.09x
6.750%	16.5%   3.13x	16.3%   3.09x	16.1%   3.05x	15.8%   3.01x	15.6%   2.97x
7.000%	15.6%   3.x	15.4%   2.96x	15.2%   2.92x	14.9%   2.88x	14.7%   2.84x

Exit Cap Rate vs Interest Rate					Levered IRR, Multiple
Exit Cap Rate	Exit Year				
	6.0	7.0	8.0	9.0	10.0
6.000%	23.4%   2.65x	22.5%   2.89x	20.3%   2.86x	20.9%   3.37x	20.0%   3.55x
6.250%	21.5%   2.5x	20.8%   2.74x	18.7%   2.72x	19.5%   3.21x	18.8%   3.4x
6.500%	19.6%   2.35x	19.2%   2.6x	17.3%   2.59x	18.2%   3.07x	17.6%   3.26x
6.750%	17.8%   2.22x	17.7%   2.46x	16.0%   2.46x	17.1%   2.93x	16.5%   3.13x
7.000%	16.2%   2.09x	16.3%   2.34x	14.8%   2.35x	16.0%   2.81x	15.6%   3.x





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# MARKET RESEARCH



# COLLIERS MARKET REPORT

MARKET RESEARCH

County/ Submarket	Total Inventory SF	Vacancy Rate	Vacancy Rate Previous	Net Absorption Current	Net Absorption YTD	Under Construction	Deliveries YTD	Avg Direct Asking Rate (FSG)
<b>Ada County</b>								
Airport	364,915	7.5%	7.9%	1,280	2,173	0	0	\$9.00
Boise CBD	1,172,426	6.8%	5.8%	-11,415	8,054	0	0	\$22.88
Central Bench	3,517,033	4.6%	4.5%	-5,063	48,973	0	0	\$15.02
Downtown	6,324,579	7.8%	8.3%	33,082	63,344	0	0	\$21.21
Eagle	1,200,499	4.5%	3.6%	-11,375	-25,028	85,000	0	\$20.05
Garden City	241,628	2.2%	6.6%	10,785	8,922	0	0	\$0.00
Kuna	116,082	0.0%	0.9%	1,094	1,094	0	0	\$0.00
North End	343,805	8.6%	7.4%	-4,343	-24,394	0	0	\$21.16
North Meridian	3,765,378	6.7%	7.3%	132,050	68,451	50,475	124,200	\$18.17
Northwest	409,038	3.4%	3.5%	674	-1,424	0	0	\$15.61
South Meridian	2,356,614	20.5%	19.0%	-30,466	-53,230	6,083	75,837	\$23.42
Southeast	2,345,741	3.5%	3.1%	-9,255	-10,717	0	0	\$17.23
Southwest	1,115,699	2.9%	3.3%	9,092	8,137	0	4,992	\$17.42
Star	102,373	3.0%	0.0%	-3,056	-3,056	0	0	\$0.00
West Bench	5,491,572	4.0%	3.2%	-43,114	-49,117	5,185	0	\$14.90
<b>TOTAL</b>	<b>28,867,382</b>	<b>6.7%</b>	<b>6.5%</b>	<b>69,970</b>	<b>42,182</b>	<b>146,743</b>	<b>205,029</b>	<b>\$19.52</b>



# COLLIERS MARKET REPORT



## Office Total Vacancy Report: 12/2021

Thursday, January 6, 2022

Total vacancy includes all physically vacant space in all buildings.

Ada County						
Submarket	# Bldgs	Total SF	Occupied SF	Vacant SF	Vacancy Rate	
<b>Boise Area</b>						
Airport	8	70,243	70,243	0	0.00%	
Central	214	2,692,418	2,612,302	80,116	2.98%	
Downtown	273	7,101,774	6,549,886	551,888	7.77%	
North	116	649,270	604,877	44,393	6.84%	
Southeast	99	2,026,913	1,984,220	42,693	2.11%	
Southwest	92	1,011,326	978,209	33,117	3.27%	
West	253	4,211,912	4,061,744	150,168	3.57%	
Boise Area	1055	17,763,856	16,861,481	902,375	5.08%	
<b>Meridian Area</b>						
Meridian	313	3,698,320	3,540,383	157,937	4.27%	
S Meridian	131	2,278,790	2,027,494	251,296	11.03%	
Meridian Area	444	5,977,110	5,567,877	409,233	6.85%	
<b>Boise Periphery</b>						
Eagle	128	1,261,781	1,217,795	43,986	3.49%	
Kuna	17	96,661	93,101	3,560	3.68%	
Boise Periphery	145	1,358,442	1,310,896	47,546	3.50%	
<b>Ada County</b>	<b>1644</b>	<b>25,099,408</b>	<b>23,740,254</b>	<b>1,359,154</b>	<b>5.42%</b>	
<b>Canyon County</b>						
Submarket	# Bldgs	Total SF	Occupied SF	Vacant SF	Vacancy Rate	
<b>Nampa Area</b>						
Caldwell Blvd	47	373,387	350,232	23,155	6.20%	
Idaho Center	35	364,928	339,809	25,119	6.88%	
South Nampa	102	718,631	706,570	12,061	1.68%	
Nampa Area	184	1,456,946	1,396,611	60,335	4.14%	
<b>Caldwell Area</b>						
Caldwell	79	603,304	563,108	40,196	6.66%	
Caldwell Area	79	603,304	563,108	40,196	6.66%	
<b>Canyon County</b>	<b>263</b>	<b>2,060,250</b>	<b>1,959,719</b>	<b>100,531</b>	<b>4.88%</b>	
<b>SUMMARY</b>						
<b>TOTAL</b>	<b>1907</b>	<b>27,159,658</b>	<b>25,699,973</b>	<b>1,459,685</b>	<b>5.37%</b>	

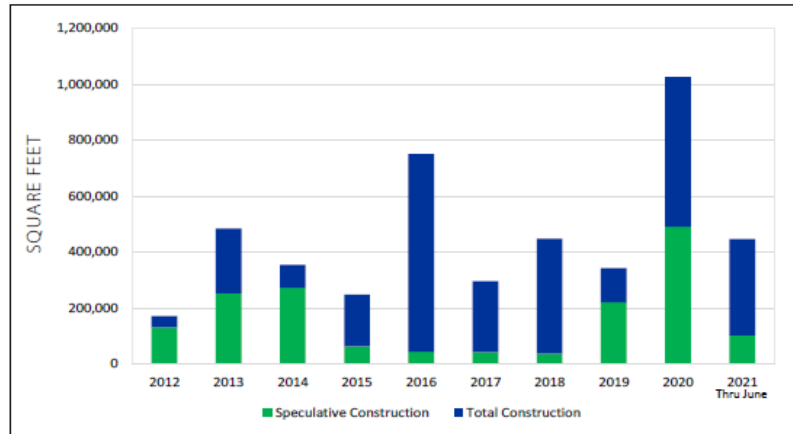
MARKET RESEARCH



# TOK MARKET REPORT

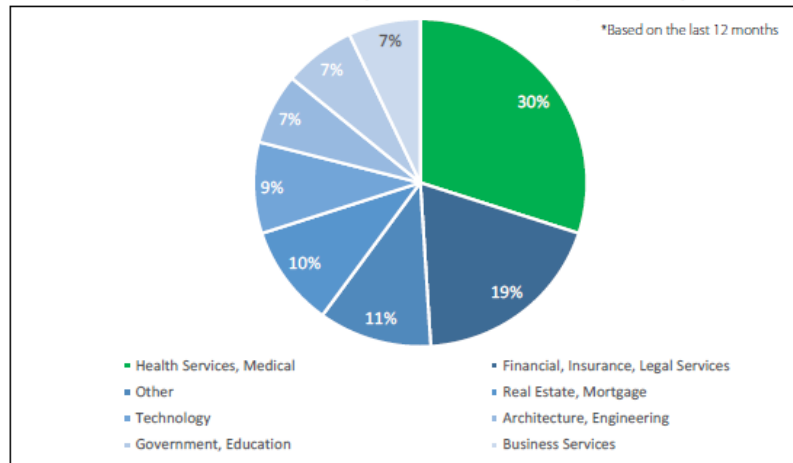
## CONSTRUCTION TRENDS

NEW CONSTRUCTION is on pace with levels seen in 2016. The largest SPEC BUILDING delivered in 2021 is CATALINA PLACE in South Meridian.



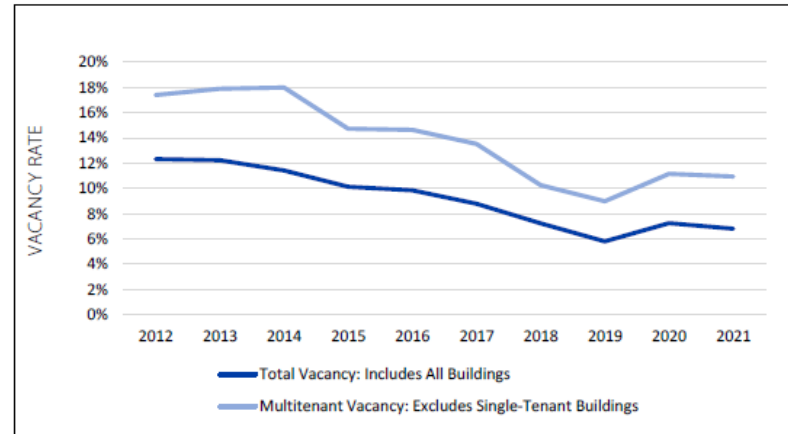
## BUSINESS TYPE

In the past year, 235,000 SF of space was leased to MEDICAL | HEALTH SERVICES tenants. FINANCIAL & LEGAL SERVICES tenants comprised 156,000 SF of newly absorbed space.



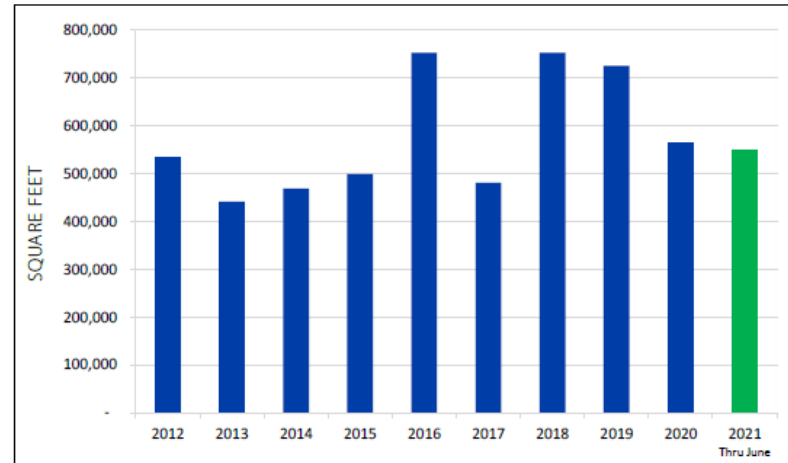
## VACANCY TRENDS

TOTAL VACANCY decreased from 7.5% in Q1 to 6.8% in Q2 of 2021. Vacancy in MULTITENANT BUILDINGS has also decreased from 12.1% to 10.95%.



## NET ABSORPTION

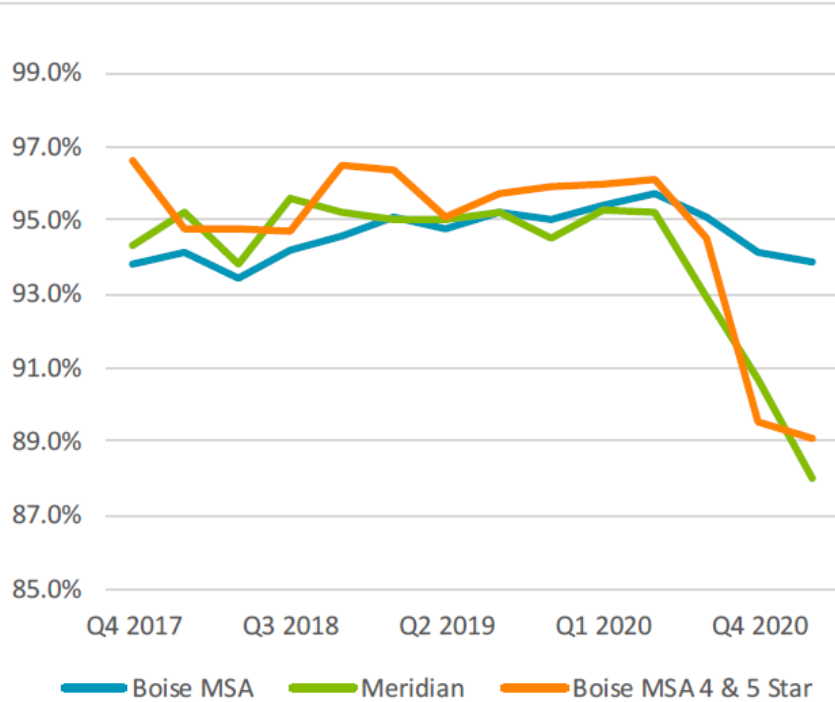
MERIDIAN has seen the MOST net absorption in 2021, with 192,000 SF absorbed. TRANSACTION VOLUME increased by 50% in the second quarter of the year.



# MAGELLAN BUILDING APPRAISAL

MARKET RESEARCH

## Occupancy Rate



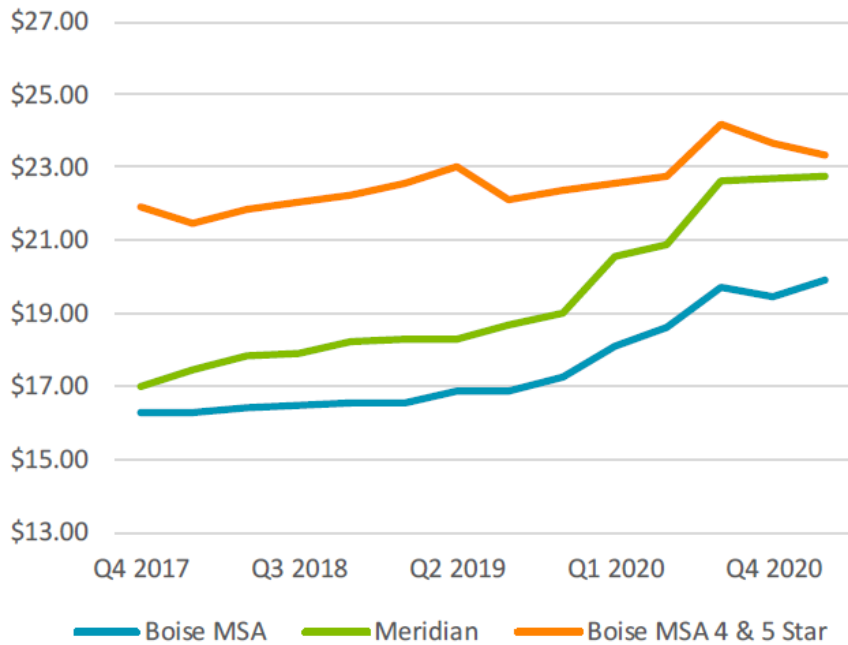
Period	Boise MSA	Meridian	Boise MSA 4 & 5 Star
Q4 2017	93.8%	94.3%	96.6%
Q1 2018	94.1%	95.2%	94.8%
Q2 2018	93.4%	93.8%	94.8%
Q3 2018	94.2%	95.6%	94.7%
Q4 2018	94.6%	95.2%	96.5%
Q1 2019	95.1%	95.0%	96.4%
Q2 2019	94.8%	95.0%	95.1%
Q3 2019	95.2%	95.2%	95.7%
Q4 2019	95.0%	94.5%	95.9%
Q1 2020	95.4%	95.3%	96.0%
Q2 2020	95.7%	95.2%	96.1%
Q3 2020	95.1%	92.9%	94.5%
Q4 2020	94.1%	90.7%	89.5%
Q1 2021	93.9%	88.0%	89.1%



# MAGELLAN BUILDING APPRAISAL

MARKET RESEARCH

## Asking Rent Per SF



Period	Boise MSA	Meridian	Boise MSA 4 & 5 Star
Q4 2017	\$16.28	\$17.00	\$21.89
Q1 2018	\$16.28	\$17.47	\$21.48
Q2 2018	\$16.44	\$17.85	\$21.83
Q3 2018	\$16.51	\$17.91	\$22.03
Q4 2018	\$16.57	\$18.24	\$22.23
Q1 2019	\$16.56	\$18.32	\$22.59
Q2 2019	\$16.84	\$18.32	\$23.00
Q3 2019	\$16.90	\$18.66	\$22.10
Q4 2019	\$17.23	\$18.98	\$22.40
Q1 2020	\$18.13	\$20.56	\$22.56
Q2 2020	\$18.65	\$20.86	\$22.74
Q3 2020	\$19.71	\$22.64	\$24.16
Q4 2020	\$19.49	\$22.71	\$23.68
Q1 2021	\$19.89	\$22.75	\$23.36



# MAGELLAN BUILDING APPRAISAL

## MARKET RESEARCH

### Office Market Trends

	Boise MSA				Meridian			
	Inventory (SF)	Completions (SF)	Vacancy %	Office Gross Rent Overall / SF	Inventory (SF)	Completions (SF)	Vacancy %	Office Gross Rent Overall / SF
Q1 2019	31,168,361	145,547	4.9%	\$16.56	5,065,408	132,447	5.0%	\$18.32
Q2 2019	31,361,327	192,966	5.2%	\$16.84	5,079,232	13,824	5.0%	\$18.32
Q3 2019	31,392,147	30,820	4.8%	\$16.90	5,090,052	10,820	4.8%	\$18.66
Q4 2019	31,447,724	50,623	5.0%	\$17.23	5,140,675	50,623	5.5%	\$18.98
Q1 2020	31,517,808	70,084	4.6%	\$18.13	5,147,763	7,088	4.7%	\$20.56
Q2 2020	31,527,323	9,515	4.3%	\$18.65	5,151,013	3,250	4.8%	\$20.86
Q3 2020	31,789,019	261,696	4.9%	\$19.71	5,412,709	261,696	7.1%	\$22.64
Q4 2020	32,360,280	571,261	5.9%	\$19.49	5,794,870	382,161	9.3%	\$22.71
Q1 2021	32,439,788	79,508	6.1%	\$19.89	5,869,386	74,516	12.0%	\$22.75

\* Forecast

Source: Costar; Compiled by NKF Valuation & Advisory

