

# VALUE FOCUS

# REAL ESTATE

Sector Focus: U.S. Commercial Real Estate

## First Quarter 2017

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# U.S. Commercial Real Estate

Following the volatility of the second half of 2016, the commercial real estate industry appears to be on an upward trajectory through first quarter 2017. This is due in large part to positive influences in the greater economy, with a **rise in CEO and consumer confidence**, both of which reached peaks over recent historical levels in January 2017. Performance in the past year has varied by sector and market size. In some sectors, like office real estate, the recent spike in activity has left markets over supplied, while industrial space and multifamily housing continue to see increasing demand. Across all sectors of commercial real estate, however, one common trend is rising rents.

Demand for multifamily real estate remained high through the fourth quarter of 2016 as a result of demographic and lifestyle changes. Vacancy rates remained relatively flat as homeownership rates fell and demand for multifamily housing continued to match supply during the year. Growth in new construction starts and permits slowed from the prior year, as a wave of newly completed construction came on the market. This influx of new supply is expected to temporarily **contribute to steady rent growth**, as the market adapts.

The industrial segment was strong in 2016, with total investment of \$46.3 billion, marking the second highest level (behind 2015) since the recession. **Investment in the fourth quarter of the year** was 11.0% higher than the third quarter, showing potential for continued strength in 2017. A decline in deals over \$250 million accounted for the decline from 2015, as all other deal categories showed growth over the prior year. Demand for new industrial and warehouse space continues to grow, as vacancy fell to 5.6%, marking a record low. New construction in 2016 increased to match pace and major markets (including Atlanta, Chicago, and Dallas) accounted for one-third of new developments.

Office space demand is trending towards a cool down, as the vacancy rate rose 14.7% nationally in the fourth quarter of 2016. This represents a 20 bp increase over the prior quarter and the first rise in the vacancy rate since 2010. **According to JLL**, trends driving this increase include a focus on space efficiency to reduce real estate expenses, relocation give-backs, and increased supply. However, some markets did show improvement; smaller markets (with under 75 million square feet of office space) accounted for 43% of national occupancy growth. Rising rents in office space are expected to partially offset declining occupancy, especially for Class A properties. Class A rents have grown 2.7 times faster than rents for Class B space since 2010, and are expected to continue to increase.

Demand in the retail segment remained steady in 2016, with a slowdown in new construction activity and vacancy unchanged. Retail rents rose, however, offsetting some of the stagnation in segment activity. **According to CBRE**, rents increased throughout the year, with an overall 4.0% increase over 2015.

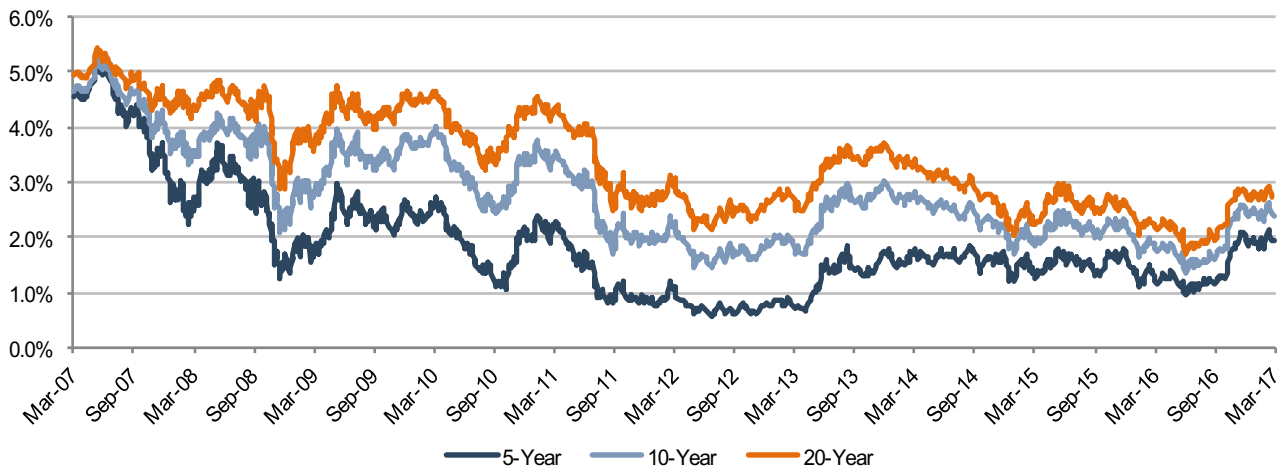
**According to data published by the National Association of Realtors**, on average, capitalization rates generally fell during 2016. Cap rates averaged 6.8%, or 10 bps lower than 2015. Industrial and hotel were the only sectors to post cap rate increases year-over-year. Across the commercial real estate market, the outlook for investments remains positive for 2017, with strong expectations for industrial and multifamily and a steady outlook in retail and office.

## Macro Indicators

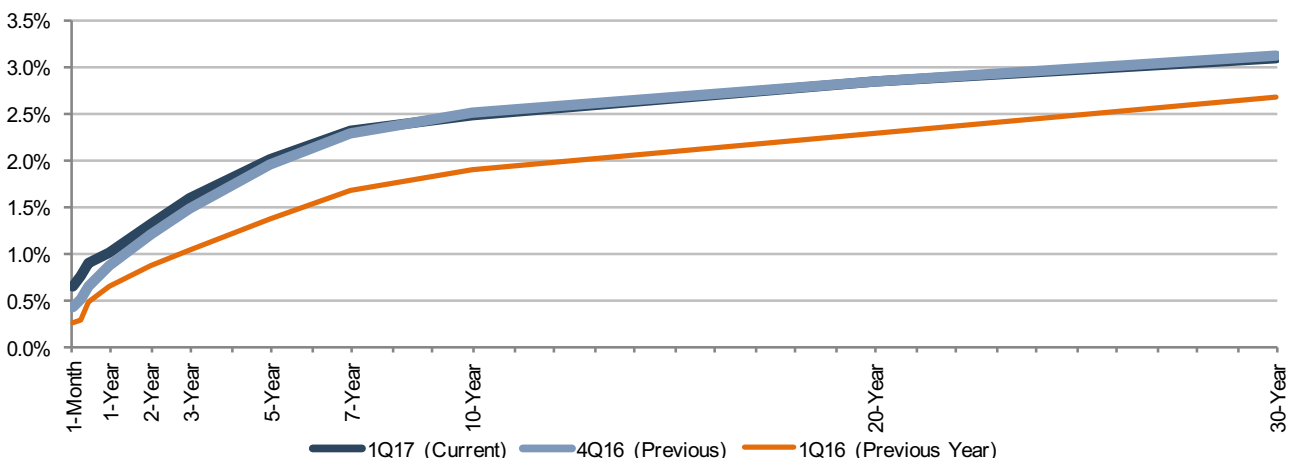
Yields on 5-year, 10-year, and 20-year Treasuries rose during the fourth quarter of 2016, due in part to action taken by the Federal Reserve to increase its target rate, and were largely flat through the first quarter of 2017. Bond prices are negatively correlated with their respective yields, which can shift abruptly due to investor reactions to major variances in reported economic data versus market expectations (e.g., expected inflation, growth, monetary policy, and other Federal Reserve actions).

Economists surveyed by *The Wall Street Journal* anticipate yields to rise over the next several years.

### U.S. Treasury Yields



### U.S. Treasury Yield Curve



## Macro Indicators (continued)

### Unemployment

The number of nonfarm payroll jobs increased by 98,000 in March 2017. March's gain follows increases of 216,000 and 219,000 jobs in January and February, respectively. During 2008 and 2009, the economy lost nearly 8.7 million nonfarm payroll jobs. Economists surveyed by *The Wall Street Journal* anticipate payroll gains of approximately 169,000 jobs per month over the next year. Population growth adds approximately 107,000 individuals to the workforce per month.



Source: Bureau of Labor Statistics

## Macro Indicators (continued)

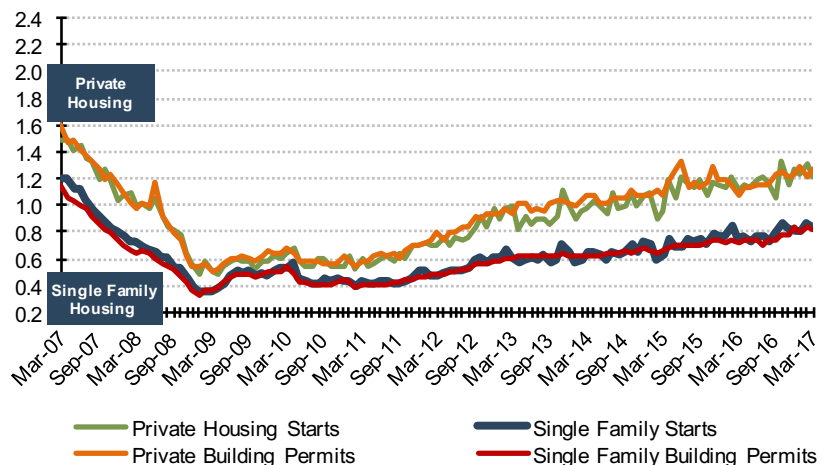
### Seasonally Adjusted Annualized Rates of New Housing Starts and Building Permits

(Millions of Units)

According to the U.S. Census Bureau, new privately owned housing starts were at a seasonally adjusted annualized rate of 1,215,000 units in March 2017, 6.8% below the revised February rate of 1,303,000 units but 9.2% above the March 2016 level. The seasonally adjusted annual rate of private housing units authorized by building permits (considered the best indicator of future housing starts) was 1,260,000 units in March 2017, 3.6% above the revised February estimate of 1,216,000 and 17.0% above the March 2016 level.

According to the National Association of Realtors (“NAR”), existing-home sales (at a seasonally adjusted annual rate) totaled 5.7 million in March 2017, 4.4% above the February level of 5.5 million, and 5.9% above the March 2016 level. The March 2017 increase is the fastest increase in over ten years.

First-time home buyers purchased 32% of existing homes. Housing inventory stood at 1.83 million existing homes, representing 3.8 months of supply at the current sales pace and down 6.6% from March 2016. Properties stayed on the market an average of 34 days in March 2017, down from 45 days in February and 47 days in March 2016. The national median existing-home price increased 6.8% relative to March 2016. Distressed sales, which include foreclosures and short sales, accounted for approximately 6% of sales in March 2017, down from 7% in February 2017 and 8% in March 2016.



Source: U.S. Census Bureau

Note: Permits at a given date are generally a leading indicator of future starts.

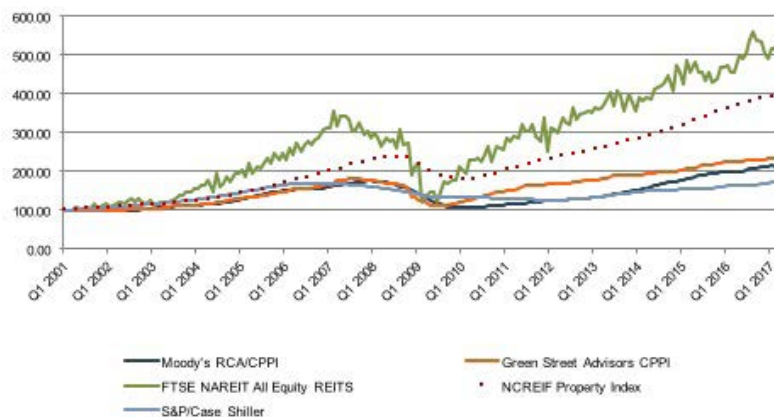
Beginning with January 2004, building permit data reflects the change to the 20,000 place series.

## Industry Performance and M&A Activity

The real estate industry showed modest improvement in the first quarter 2017.

### Commercial Property Price Indices

Commercial real estate price indices posted positive change year-over-year, with all indices showing an increase over March 2016. Moody's RCA/CPPI index continued to show the strongest results, with growth of 7.8%, followed by NCREIF Property Index (7.3%) and S&P/Case Shiller (5.6%). Indices increased 5.6% on average over the prior year. Quarterly change was flat to modest growth, with indices posting 1.2% growth on average. The highest quarterly growth was in the FTSE NAREIT All Equity REITS Index (2.6%) and the lowest was Green Street Advisors CPPI (-0.4%).



Sources: Real Capital Analytics, Green Street Advisors, NAREIT, NCREIF

### REIT Performance Through March 31, 2017

Total REIT returns were relatively flat for the first quarter. Most sectors exhibited flat or negative quarterly returns, with the exception of Healthcare, which posted a 6.9% return. Overall, equity REITs generally underperformed broad market benchmarks, which showed returns of 2.5% to 10.1% for the quarter. While all sectors show positive three year returns, one year returns vary widely, from *negative* 11% to 22%.

	Total Return			Dividend Yield (%)
	Most Recent Quarter	One Year	Three Years	
<b>FTSE NAREIT Sectors</b>				
Industrial/Office	0.6%	21.9%	41.9%	3.19%
Retail	-4.8%	-11.1%	17.8%	4.35%
Residential	1.5%	0.1%	42.1%	3.16%
Lodging/Resorts	-1.9%	15.0%	15.4%	5.04%
Health Care	6.9%	9.6%	28.6%	5.17%
All Equity REITS	2.6%	5.3%	34.6%	3.85%
<b>US Benchmarks</b>				
S&P 500	6.1%	17.2%	10.4%	2.02%
Russell 2000	2.5%	26.2%	7.2%	na
NASDAQ Composite <sup>1</sup>	10.1%	22.9%	13.4%	na
Dow Jones Industrial Average <sup>1</sup>	5.2%	19.9%	10.6%	na

<sup>1</sup> Price only Returns | Source: NAREIT

## Industry Performance and M&A Activity (continued)

### Change in Mortgage Origination Volume by Sector

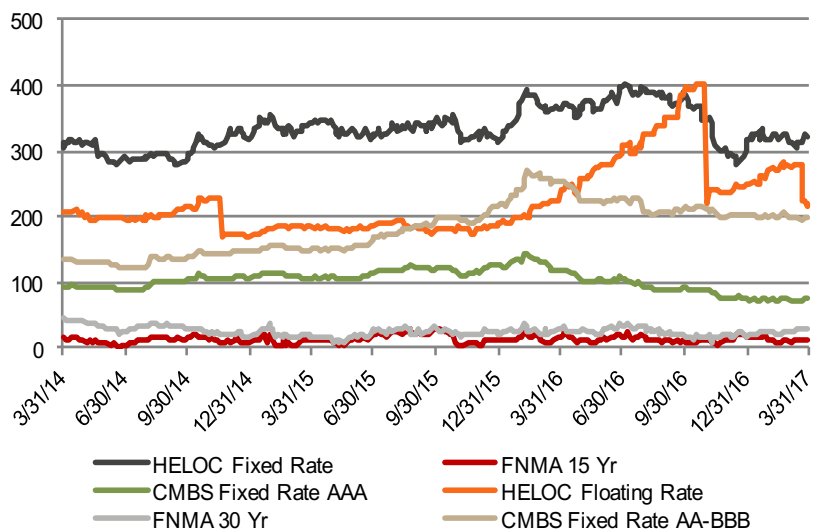
Mortgage originations exhibited negative quarterly performance in all sectors. Originations fell between 23% and 58%, with the largest declines in the Hotel (58%) and Retail (49%) sectors. Year-over-year originations were more varied. Originations in the Industrial sector increased 40% over the prior year, while Hotel originations fell 40%.

	Multifamily	Office	Retail	Industrial	Hotel	Healthcare	Single Family
YOY Change	14.3%	1.7%	-22.8%	40.4%	-40.2%	22.7%	3.1%
QOQ Change	-29.2%	-26.4%	-48.5%	-36.7%	-57.9%	-38.6%	-23.2%

Source: Mortgage Bankers Association

### CMBS Spreads to Swaps

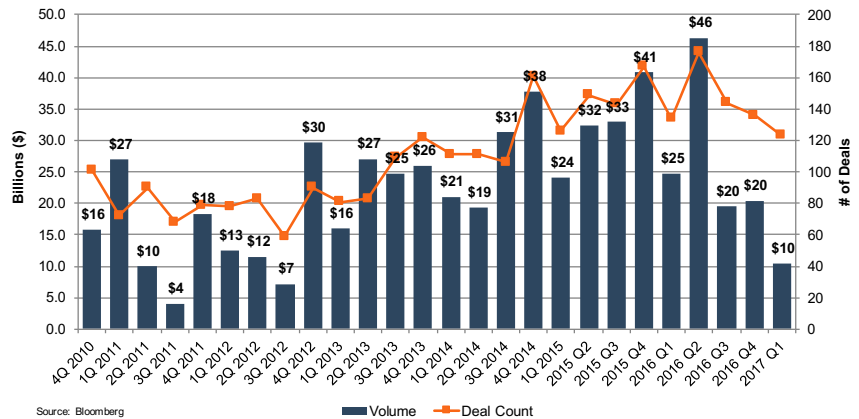
The spreads over U.S. Treasuries in CMBS and other structured real estate product generally remained flat during the first quarter 2017, with the exception of floating HELOCs and 30 Year FNMA bonds. Floating rate HELOCs exhibited the most tightening, falling 28bp over the Treasury yield. 30 Year FNMA bonds widened 10 bps over the Treasury yield.



# Industry Performance and M&A Activity (continued)

## Global M&A Deals in Real Estate

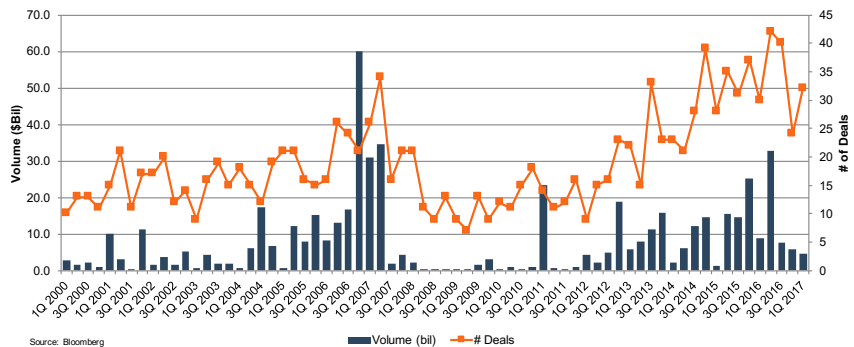
Global M&A activity continued its slowdown in Q1 2017, with deal count falling for the fourth consecutive quarter. The reported global deal count fell from a high of 176 in the second quarter of 2016 to 123 in the first quarter of 2017. Although this shows a slowing down from recent quarters, total deal count is on par with historical levels.



Source: Bloomberg

## U.S. M&A Deals in Real Estate

The number of reported M&A deals in the U.S. ticked upwards after a large drop at the end of 2016. At 32 deals in the first quarter of 2017, M&A activity appears to be picking up again domestically, though at a more modest level than recent quarters.



Source: Bloomberg



# Publicly Traded Companies

## Hospitality

Company Name	Ticker	Price at 3/31/17	% Change		Market Cap	Pref. Stock	Debt	Ent. Value	Debt/ Total Cap.	LTM			LTM Multiple			Forward Multiples	
			QTD	LTM						Rev.	EBITDA	Net Income	EV / Rev	EV / EBITDA	Price / Earn.	EV / EBITDA	Price / Earn.
<b>Hotel/Hospitality Companies</b>																	
Choice Hotels International Inc	CHH	\$62.60	11.7%	15.8%	\$3,528	\$0	\$638	\$4,166	15%	\$915	\$273	\$147	4.6x	15.3x	24.0x	14.1x	22.1x
Hyatt Hotels Corp	H	\$53.98	-2.3%	9.1%	\$7,048	\$0	\$1,031	\$8,079	13%	\$2,680	\$663	\$240	3.0x	12.2x	29.4x	10.1x	37.8x
InterContinental Hotels Group PLC	IHG	\$40.82	7.4%	13.4%	\$7,657	\$0	\$1,210	\$8,867	14%	na	na	na	nm	nm	nm	10.4x	17.2x
Marcus Corp/The	MCS	\$32.10	1.9%	69.4%	\$890	\$0	\$312	\$1,202	26%	\$576	\$123	\$42	2.1x	9.8x	21.2x	8.7x	20.0x
Marriott International Inc/ MD	MAR	\$94.18	13.9%	32.3%	\$36,124	\$0	\$7,648	\$43,772	17%	\$4,020	\$2,248	\$926	10.9x	19.5x	39.0x	13.8x	23.2x
Red Lion Hotels Corp	RLH	\$7.05	-15.6%	-16.4%	\$166	\$0	\$103	\$268	38%	\$166	\$21	-\$3	1.6x	13.1x	nm	11.9x	nm
Vail Resorts Inc	MTN	\$191.90	19.0%	43.5%	\$7,687	\$0	\$1,317	\$9,004	15%	\$1,605	\$443	\$147	5.6x	20.3x	52.4x	15.1x	38.8x
Wyndham Worldwide Corp	WYN	\$84.29	10.4%	10.3%	\$8,829	\$0	\$5,317	\$14,146	38%	\$5,171	\$1,332	\$656	2.7x	10.6x	13.5x	10.0x	13.7x
Hilton Worldwide Holdings Inc	HLT	\$58.46	-28.4%	-13.5%	\$19,276	\$0	\$9,344	\$28,620	33%	\$7,298	\$2,639	\$113	3.9x	10.8x	170.6x	15.1x	32.0x
<b>Median</b>			<b>7.4%</b>	<b>13.4%</b>					<b>17.5%</b>				<b>3.5x</b>	<b>12.6x</b>	<b>29.4x</b>	<b>11.9x</b>	<b>22.6x</b>

Source: S&amp;P Global Market Intelligence

## Publicly Traded Companies

### Hospitality (continued)

Company Name	Ticker	Price at 3/31/17	% Change		Market Cap	Pref. Stock	Debt	Ent. Value	Debt/ Total Cap.	LTM			LTM Multiple			Forward Multiples	
			QTD	LTM						Rev.	EBITDA	Net Income	EV / Rev	EV / EBITDA	Price / Earn.	EV / EBITDA	Price / Earn.
<b>Real Estate Investment Trusts: Hospitality</b>																	
Ashford Hospitality Prime Inc	AHP	\$10.61	-22.3%	-9.1%	\$337	\$104	\$653	\$1,094	60%	\$403	\$92	\$19	2.7x	11.9x	17.3x	10.4x	40.3x
Ashford Hospitality Trust Inc	AHT	\$6.37	-17.9%	-0.2%	\$616	\$0	\$3,508	\$4,124	85%	\$1,475	\$406	-\$62	2.8x	10.1x	nm	9.5x	nm
Chatham Lodging Trust	CLDT	\$19.75	-3.9%	-7.8%	\$756	\$0	\$576	\$1,331	43%	\$290	\$108	\$33	4.6x	12.3x	23.0x	10.6x	26.3x
Chesapeake Lodging Trust	CHSP	\$23.96	-7.3%	-9.4%	\$1,411	\$0	\$694	\$2,105	33%	\$614	\$181	\$75	3.4x	11.6x	18.9x	12.1x	30.7x
DiamondRock Hospitality Co	DRH	\$11.15	-3.3%	10.2%	\$2,240	\$0	\$677	\$2,917	23%	\$880	\$249	\$107	3.3x	11.7x	21.0x	11.7x	22.7x
FelCor Lodging Trust Inc	FCH	\$7.51	-6.2%	-7.5%	\$1,037	\$368	\$1,303	\$2,709	48%	\$846	\$215	-\$27	3.2x	12.6x	nm	12.0x	nm
Hersha Hospitality Trust	HT	\$18.79	-12.6%	-11.9%	\$785	\$0	\$911	\$1,696	54%	\$462	\$142	\$149	3.7x	11.9x	5.3x	10.0x	9.7x
Hospitality Properties Trust	HPT	\$31.53	-0.7%	18.7%	\$5,179	\$0	\$3,433	\$8,612	40%	\$2,062	\$737	\$208	4.2x	11.7x	24.9x	11.1x	27.9x
Host Hotels & Resorts Inc	HST	\$18.66	-1.0%	11.7%	\$13,794	\$0	\$3,481	\$17,275	20%	\$5,465	\$1,448	\$738	3.2x	11.9x	18.7x	11.9x	23.8x
LaSalle Hotel Properties	LHO	\$28.95	-5.0%	14.4%	\$3,274	\$0	\$1,034	\$4,308	24%	\$1,222	\$388	\$325	3.5x	11.1x	10.1x	11.8x	17.3x
Pebblebrook Hotel Trust	PEB	\$29.21	-1.8%	0.5%	\$2,107	\$0	\$966	\$3,073	31%	\$805	\$249	\$71	3.8x	12.3x	29.6x	13.3x	31.0x
RLJ Lodging Trust	RLJ	\$23.51	-4.0%	2.8%	\$2,914	\$0	\$1,144	\$4,059	28%	\$1,145	\$376	\$197	3.5x	10.8x	14.8x	11.1x	22.2x
Ryman Hospitality Properties Inc	RHP	\$61.83	-1.9%	20.1%	\$3,121	\$0	\$1,443	\$4,564	32%	\$1,161	\$326	\$166	3.9x	14.0x	18.8x	12.8x	17.8x
Sotherly Hotels Inc	SOHO	\$6.40	-5.7%	24.5%	\$93	\$0	\$278	\$370	75%	\$154	\$35	\$3	2.4x	10.5x	29.9x	10.2x	17.3x
Summit Hotel Properties Inc	INN	\$15.98	-0.3%	33.5%	\$1,499	\$0	\$622	\$2,121	29%	\$474	\$154	\$92	4.5x	13.8x	16.2x	12.0x	19.6x
Sunstone Hotel Investors Inc	SHO	\$15.33	0.5%	9.5%	\$3,379	\$190	\$626	\$4,195	15%	\$1,196	\$346	\$196	3.5x	12.1x	17.2x	12.7x	23.0x
<b>Median</b>			<b>-3.9%</b>	<b>6.1%</b>					<b>32%</b>				<b>3.5x</b>	<b>11.9x</b>	<b>18.8x</b>	<b>11.7x</b>	<b>22.8x</b>

Source: S&amp;P Global Market Intelligence

# Publicly Traded Companies

## Residential

Company Name	Ticker	Price at 3/31/17	% Change		Market Cap	Pref. Stock	Debt	Ent. Value	Debt/ Total Cap.	LTM			LTM Multiple			Forward Multiples	
			QTD	LTM						Rev.	EBITDA	Net Income	EV / Rev	EV / EBITDA	Price / Earn.	EV / EBITDA	Price / Earn.
<b>Real Estate Investment Trusts - Multi-Family</b>																	
American Campus Communities, Inc.	ACC	\$47.59	-4.4%	1.1%	\$6,350	\$0	\$2,165	\$8,515	25%	\$779	\$385	\$88	10.9x	22.1x	72.6x	21.5x	57.4x
Apartment Investment and Management Company	AIV	\$44.35	-2.4%	6.0%	\$6,964	\$125	\$4,081	\$11,170	37%	\$977	\$573	\$418	11.4x	19.5x	16.7x	18.9x	77.8x
Preferred Apartment Communities, Inc.	APTS	\$13.21	-11.4%	4.2%	\$370	\$0	\$1,454	\$1,824	80%	\$225	\$124	\$23	8.1x	14.7x	16.2x	10.1x	nm
Avalonbay Communities Inc.	AVB	\$183.60	3.6%	-3.5%	\$25,214	\$0	\$6,861	\$32,075	21%	\$2,046	\$1,308	\$1,032	15.7x	24.5x	24.4x	22.7x	40.2x
Brookfield Real Estate Services Inc.	BRE	\$16.18	2.6%	11.4%	\$207	\$0	\$62	\$269	23%	\$43	\$34	\$7	6.2x	7.9x	30.8x	nm	nm
Camden Property Trust	CPT	\$80.46	-4.3%	-4.3%	\$7,042	\$0	\$2,324	\$9,366	25%	\$895	\$505	\$813	10.5x	18.6x	8.7x	18.5x	45.1x
EdR	EDR	\$40.85	-3.4%	-1.8%	\$2,989	\$0	\$542	\$3,531	15%	\$302	\$141	\$44	11.7x	25.0x	67.3x	22.0x	72.3x
Equity Residential	EQR	\$62.22	-3.3%	-17.1%	\$22,841	\$37	\$9,582	\$32,460	30%	\$2,411	\$1,559	\$848	13.5x	20.8x	26.9x	20.5x	42.4x
Essex Property Trust Inc.	ESS	\$231.53	-0.4%	-1.0%	\$15,179	\$0	\$5,639	\$20,817	27%	\$1,354	\$916	\$512	15.4x	22.7x	29.6x	21.5x	39.0x
Independence Realty Trust, Inc.	IRT	\$9.37	5.0%	31.6%	\$647	\$0	\$741	\$1,388	53%	\$154	\$30	-\$6	9.0x	46.0x	nm	17.8x	23.9x
Mid-America Apartment Communities Inc.	MAA	\$101.74	3.9%	-0.5%	\$11,552	\$0	\$4,710	\$16,262	29%	\$1,235	\$698	\$211	13.2x	23.3x	54.8x	18.5x	67.6x
UDR, Inc.	UDR	\$36.26	-0.6%	-5.9%	\$9,696	\$46	\$4,309	\$14,051	31%	\$972	\$612	\$308	14.5x	23.0x	31.5x	21.7x	129.3x
<b>Median</b>			<b>-1.5%</b>	<b>-0.7%</b>					<b>28%</b>				<b>11.6x</b>	<b>22.4x</b>	<b>29.6x</b>	<b>20.5x</b>	<b>51.3x</b>

Source: S&amp;P Global Market Intelligence

## Publicly Traded Companies

### Healthcare

Company Name	Ticker	Price at 3/31/17	% Change		Market Cap	Pref. Stock	Debt	Ent. Value	Debt/ Total Cap.	LTM			LTM Multiple			Forward Multiples	
			QTD	LTM						Rev.	EBITDA	Net Income	EV / Rev	EV / EBITDA	Price / Earn.	EV / EBITDA	Price / Earn.
<b>Healthcare Facilities</b>																	
Community Health Systems, Inc.	CYH	\$8.87	58.7%	-52.1%	\$984	\$0	\$15,722	\$16,706	94%	\$17,925	\$1,896	-\$1,931	0.9x	8.8x	nm	8.2x	20.4x
HCA Holdings, Inc.	HCA	\$88.99	20.2%	14.0%	\$32,966	\$0	\$32,362	\$65,328	50%	\$41,853	\$8,168	\$2,855	1.6x	8.0x	11.5x	7.7x	12.1x
LifePoint Health, Inc.	LPNT	\$65.50	15.3%	-5.4%	\$2,616	\$0	\$2,980	\$5,596	53%	\$6,414	\$738	\$160	0.9x	7.6x	16.3x	7.1x	15.6x
Tenet Healthcare Corp.	THC	\$17.71	19.3%	-38.8%	\$1,777	\$0	\$17,597	\$19,374	91%	\$19,390	\$2,168	-\$186	1.0x	8.9x	nm	7.6x	14.7x
Universal Health Services Inc.	UHS	\$124.45	17.0%	-0.2%	\$12,022	\$0	\$4,176	\$16,198	26%	\$9,929	\$1,702	\$718	1.6x	9.5x	16.8x	9.0x	15.3x
AdCare Health Systems, Inc.	ADK	\$1.26	-13.7%	-45.7%	\$25	\$61	\$66	\$152	43%	\$26	\$11	-\$6	5.8x	14.2x	nm	nm	nm
Brookdale Senior Living Inc.	BKD	\$13.43	8.1%	-15.4%	\$2,491	\$0	\$5,829	\$8,319	70%	\$4,194	\$809	-\$482	2.0x	10.3x	nm	12.0x	nm
Capital Senior Living Corp.	CSU	\$14.06	-12.4%	-24.1%	\$422	\$0	\$905	\$1,327	68%	\$453	\$77	-\$44	2.9x	17.2x	nm	13.2x	nm
Five Star Quality Care Inc.	FVE	\$2.15	-20.4%	-6.1%	\$107	\$0	\$29	\$137	21%	\$1,129	\$17	-\$26	0.1x	8.0x	nm	7.6x	nm
Alliance Healthcare Services, Inc.	AIQ	\$10.25	6.8%	42.6%	\$111	\$0	\$657	\$767	86%	\$512	\$128	\$1	1.5x	6.0x	103.7x	nm	nm
Quest Diagnostics Inc.	DGX	\$98.19	6.8%	37.4%	\$13,501	\$0	\$3,572	\$17,073	21%	\$7,551	\$1,422	\$706	2.3x	12.0x	19.1x	11.0x	17.6x
Laboratory Corp. of America Holdings	LH	\$143.47	11.8%	22.5%	\$14,677	\$0	\$5,431	\$20,108	27%	\$9,550	\$1,851	\$760	2.1x	10.9x	19.3x	10.0x	15.2x
RadNet, Inc.	RDNT	\$5.90	-8.5%	22.2%	\$278	\$0	\$621	\$899	69%	\$897	\$111	\$7	1.0x	8.1x	37.5x	6.4x	24.6x

Source: S&amp;P Global Market Intelligence

## Publicly Traded Companies

### Healthcare (continued)

Company Name	Ticker	Price at 3/31/17	% Change		Market Cap	Pref. Stock	Debt	Ent. Value	Debt/ Total Cap.	LTM			LTM Multiple			Forward Multiples	
			QTD	LTM						Rev.	EBITDA	Net Income	EV / Rev	EV / EBITDA	Price / Earn.	EV / EBITDA	Price / Earn.
DaVita HealthCare Partners Inc.	DVA	\$67.97	5.9%	-7.4%	\$13,224	\$0	\$9,064	\$22,287	41%	\$14,850	\$2,464	\$1,230	1.5x	9.0x	10.7x	9.1x	18.7x
Fresenius Medical Care AG & Co. KGAA	FME	\$79.00	-2.1%	1.4%	\$24,197	\$0	\$8,938	\$33,135	27%	\$17,784	\$3,313	\$1,258	1.9x	10.0x	19.2x	8.7x	16.9x
AmerisourceBergen Corporation	ABC	\$88.50	13.2%	2.3%	\$19,229	\$0	\$2,688	\$21,918	12%	\$148,310	\$2,158	\$1,346	0.1x	10.2x	14.3x	9.5x	15.1x
Cardinal Health, Inc.	CAH	\$81.55	13.3%	-0.5%	\$25,725	\$0	\$3,714	\$29,439	13%	\$125,530	\$3,085	\$1,353	0.2x	9.5x	19.0x	9.1x	15.3x
Henry Schein, Inc.	HSIC	\$169.97	12.0%	-1.5%	\$13,461	\$0	\$1,772	\$15,233	12%	\$11,782	\$1,005	\$534	1.3x	15.2x	25.2x	14.5x	23.4x
McKesson Corporation	MCK	\$148.26	5.6%	-5.7%	\$31,439	\$0	\$8,160	\$39,599	21%	\$193,071	\$4,598	\$2,224	0.2x	8.6x	14.1x	8.8x	11.9x
Patterson Companies, Inc.	PDCO	\$45.23	10.2%	-2.8%	\$4,293	\$0	\$1,095	\$5,388	20%	\$5,576	\$443	\$196	1.0x	12.2x	21.9x	12.5x	19.7x
InfuSystem Holdings, Inc.	INFU	\$2.30	-9.8%	-34.7%	\$52	\$0	\$34	\$86	39%	\$64	\$8	-\$2	1.3x	10.2x	nm	nm	nm
Addus HomeCare Corporation	ADUS	\$32.00	-8.7%	86.2%	\$366	\$0	\$17	\$383	4%	\$410	\$32	\$16	0.9x	12.0x	22.7x	10.6x	20.1x
Almost Family Inc.	AFAM	\$48.60	10.2%	30.5%	\$675	\$0	\$266	\$941	28%	\$671	\$42	\$17	1.4x	22.6x	38.8x	12.9x	19.5x
Amedisys Inc.	AMED	\$51.09	19.8%	5.7%	\$1,717	\$0	\$64	\$1,781	4%	\$1,437	\$95	\$46	1.2x	18.6x	37.2x	12.6x	24.6x
Chemed Corp.	CHE	\$182.69	13.9%	34.9%	\$2,980	\$0	\$93	\$3,074	3%	\$1,592	\$217	\$114	1.9x	14.1x	26.2x	12.1x	23.0x
LHC Group, Inc.	LHCG	\$53.90	17.9%	51.6%	\$978	\$0	\$104	\$1,082	10%	\$926	\$86	\$38	1.2x	12.6x	25.5x	11.4x	23.6x
Diversicare Healthcare Services Inc.	DVCR	\$10.48	0.7%	23.3%	\$67	\$0	\$76	\$142	53%	\$470	\$22	\$0	0.3x	6.4x	nm	nm	nm
The Ensign Group, Inc.	ENSG	\$18.80	-15.4%	-17.0%	\$957	\$0	\$218	\$1,175	19%	\$1,713	\$120	\$44	0.7x	9.8x	21.9x	6.6x	12.7x
Kindred Healthcare Inc.	KND	\$8.35	6.4%	-32.4%	\$711	\$0	\$3,226	\$3,937	82%	\$7,150	\$520	-\$683	0.6x	7.6x	nm	4.3x	15.9x
National Healthcare Corp.	NHC	\$71.30	-5.9%	14.4%	\$1,082	\$0	-\$14	\$1,068	-1%	\$936	\$103	\$50	1.1x	10.4x	21.8x	nm	nm
CVS Health Corporation	CVS	\$78.50	-0.5%	-24.3%	\$81,231	\$0	\$24,077	\$105,308	23%	\$178,825	\$12,813	\$5,123	0.6x	8.2x	15.9x	8.3x	13.4x

Source: S&amp;P Global Market Intelligence

## Publicly Traded Companies

### Healthcare (continued)

Company Name	Ticker	Price at 3/31/17	% Change		Market Cap	Pref. Stock	Debt	Ent. Value	Debt/ Total Cap.	LTM			LTM Multiple			Forward Multiples	
			QTD	LTM						Rev.	EBITDA	Net Income	EV / Rev	EV / EBITDA	Price / Earn.	EV / EBITDA	Price / Earn.
Character Group plc	CCT	\$4.85	-4.9%	0.5%	\$103	\$0	-\$7	\$96	-7%	\$119	\$13	\$10	0.8x	7.6x	10.4x	6.1x	9.5x
Express Scripts Holding Company	ESRX	\$65.91	-4.2%	-4.0%	\$39,567	\$0	\$12,499	\$52,066	24%	\$100,151	\$7,136	\$3,425	0.5x	7.3x	11.6x	7.1x	9.5x
PharMerica Corporation	PMC	\$23.40	-7.0%	5.8%	\$720	\$0	\$468	\$1,188	39%	\$2,133	\$130	\$21	0.6x	9.1x	34.3x	8.6x	12.2x
MEDNAX, Inc.	MD	\$69.38	4.1%	7.4%	\$6,379	\$0	\$1,639	\$8,017	20%	\$3,266	\$649	\$312	2.5x	12.4x	20.5x	13.1x	19.3x
Envision Healthcare Holdings, Inc.	EVHC	\$61.32	-3.1%	52.3%	\$7,128	\$0	\$6,347	\$13,474	47%	\$4,850	\$913	-\$495	2.8x	14.8x	nm	12.9x	17.7x
Acadia Healthcare Company, Inc.	ACHC	\$43.60	31.7%	-20.9%	\$3,829	\$0	\$3,249	\$7,078	46%	\$2,873	\$585	\$15	2.5x	12.1x	248.4x	11.2x	17.8x
Magellan Health, Inc.	MGLN	\$69.05	-8.2%	1.6%	\$1,630	\$0	\$331	\$1,960	17%	\$5,025	\$246	\$82	0.4x	8.0x	19.8x	5.9x	16.7x
Providence Service Corp.	PRSC	\$44.44	16.8%	-13.0%	\$600	\$78	-\$71	\$606	-12%	\$1,596	\$72	\$85	0.4x	8.4x	7.0x	10.0x	32.9x
HEALTHSOUTH Corp.	HLS	\$42.81	3.8%	13.8%	\$3,812	\$0	\$3,307	\$7,119	46%	\$3,711	\$825	\$256	1.9x	8.6x	14.9x	8.8x	15.9x
Select Medical Holdings Corporation	SEM	\$13.35	0.8%	13.0%	\$1,772	\$0	\$3,152	\$4,923	64%	\$4,236	\$458	\$76	1.2x	10.7x	23.2x	8.9x	15.5x
<b>Median</b>			<b>102.3%</b>	<b>157.6%</b>					<b>27%</b>				<b>1.2x</b>	<b>9.8x</b>	<b>19.8x</b>	<b>9.0x</b>	<b>16.7x</b>

Source: S&amp;P Global Market Intelligence

## Publicly Traded Companies

### Healthcare (continued)

Company Name	Ticker	Price at 3/31/17	% Change		Market Cap	Pref. Stock	Debt	Ent. Value	Debt/ Total Cap.	LTM			LTM Multiple		Forward Multiples		
			QTD	LTM						Rev.	EBITDA	Net Income	EV / Rev	EV / EBITDA	Price / Earn.	EV / EBITDA	Price / Earn.
<b>Real Estate Investment Trusts: Healthcare</b>																	
Health Care REIT, Inc.	HCN	\$70.82	5.8%	2.1%	\$25,676	\$719	\$13,100	\$39,495	33%	\$4,203	\$2,091	\$1,249	9.4x	18.9x	20.6x	19.1x	39.3x
HCP, Inc.	HCP	\$31.28	5.2%	-4.0%	\$14,652	\$0	\$9,493	\$24,145	39%	\$2,101	\$1,276	\$973	11.5x	18.9x	15.1x	20.1x	25.2x
Healthcare Realty Trust Incorporated	HR	\$32.50	7.2%	5.2%	\$3,784	\$0	\$1,259	\$5,043	25%	\$416	\$236	\$108	12.1x	21.3x	35.0x	20.3x	53.3x
LTC Properties Inc.	LTC	\$47.90	2.0%	5.9%	\$1,896	\$0	\$601	\$2,498	24%	\$165	\$147	\$87	15.1x	17.0x	21.9x	16.0x	21.7x
Omega Healthcare Investors Inc.	OHI	\$32.99	5.5%	-6.5%	\$6,491	\$0	\$4,626	\$11,117	42%	\$920	\$846	\$415	12.1x	13.1x	15.6x	12.6x	16.8x
Ventas, Inc.	VTR	\$65.04	4.0%	3.3%	\$23,065	\$0	\$11,110	\$34,175	33%	\$3,478	\$1,852	\$698	9.8x	18.5x	33.0x	17.5x	19.3x
<b>Median</b>			<b>5.4%</b>	<b>2.7%</b>					<b>33%</b>				<b>11.8x</b>	<b>18.7x</b>	<b>21.2x</b>	<b>18.3x</b>	<b>23.5x</b>

Source: S&amp;P Global Market Intelligence

## Publicly Traded Companies

### Commercial Real Estate

Company Name	Ticker	Price at 3/31/17	% Change		Market Cap	Pref. Stock	Debt	Ent. Value	Debt/ Total Cap.	LTM			LTM Multiple			Forward Multiples	
			QTD	LTM						Rev.	EBITDA	Net Income	EV / Rev	EV / EBITDA	Price / Earn.	EV / EBITDA	Price / Earn.
<b>Diversified REITs</b>																	
Armada Hoffer Properties, Inc.	AHH	\$13.89	-4.7%	23.5%	\$772	\$0	\$501	\$1,273	39%	\$289	\$63	\$25	4.4x	20.1x	30.9x	17.3x	33.9x
Brandywine Realty Trust	BDN	\$16.23	-1.7%	15.7%	\$2,843	\$0	\$1,833	\$4,676	39%	\$509	\$218	\$15	9.2x	21.5x	185.0x	15.7x	74.7x
Cousins Properties Incorporated	CUZ	\$8.27	-2.8%	-20.3%	\$3,462	\$7	\$1,404	\$4,873	29%	\$333	\$186	\$61	14.6x	26.2x	56.7x	18.1x	103.1x
Douglas Emmett Inc	DEI	\$38.40	5.0%	27.5%	\$5,879	\$0	\$5,321	\$11,200	48%	\$777	\$473	\$89	14.4x	23.7x	66.0x	21.9x	68.8x
Investors Real Estate Trust	IRET	\$5.93	-16.8%	-18.3%	\$723	\$139	\$882	\$1,744	51%	\$193	\$95	\$46	9.0x	18.4x	15.8x	17.2x	148.3x
Lexington Realty Trust	LXP	\$9.98	-7.6%	16.0%	\$2,399	\$94	\$1,795	\$4,288	42%	\$414	\$339	\$88	10.3x	12.6x	27.2x	14.0x	29.2x
National Retail Properties, Inc.	NNN	\$43.62	-1.3%	-5.6%	\$6,473	\$633	\$2,305	\$9,411	24%	\$548	\$486	\$242	17.2x	19.3x	26.7x	18.1x	33.6x
PS Business Parks Inc.	PSB	\$114.76	-1.5%	14.2%	\$3,115	\$880	\$299	\$4,293	7%	\$392	\$255	\$139	11.0x	16.8x	22.3x	15.9x	42.2x
Public Storage	PSA	\$218.91	-2.1%	-20.6%	\$37,983	\$4,368	\$237	\$42,587	1%	\$2,657	\$1,892	\$1,480	16.0x	22.5x	25.7x	22.3x	29.7x
Retail Properties of America, Inc.	RPAI	\$14.42	-5.9%	-9.0%	\$3,408	\$0	\$1,944	\$5,352	36%	\$575	\$362	\$110	9.3x	14.8x	30.9x	15.8x	nm
Vornado Realty Trust	VNO	\$100.31	-3.9%	6.2%	\$18,975	\$1,038	\$11,148	\$31,161	36%	\$2,688	\$1,401	\$1,065	11.6x	22.2x	17.8x	23.1x	60.6x
W. P. Carey Inc.	WPC	\$62.22	5.3%	0.0%	\$6,615	\$0	\$4,413	\$11,028	40%	\$884	\$716	\$268	12.5x	15.4x	24.7x	15.7x	27.4x
<b>Median</b>			<b>-2.1%</b>	<b>0.0%</b>					<b>36%</b>				<b>11.6x</b>	<b>16.8x</b>	<b>25.7x</b>	<b>15.9x</b>	<b>31.7x</b>

Source: S&amp;P Global Market Intelligence



## Publicly Traded Companies

### Commercial Real Estate (continued)

Company Name	Ticker	Price at 3/31/17	% Change		Market Cap	Pref. Stock	Debt	Ent. Value	Debt/ Total Cap.	LTM			LTM Multiple			Forward Multiples	
			QTD	LTM						Rev.	EBITDA	Net Income	EV / Rev	EV / EBITDA	Price / Earn.	EV / EBITDA	Price / Earn.
<b>Industrial REITs</b>																	
CubeSmart	CUBE	\$25.96	-3.0%	-22.0%	\$4,677	\$0	\$1,655	\$6,333	26%	\$521	\$317	\$97	12.1x	20.0x	48.1x	19.3x	38.6x
DCT Industrial Trust Inc.	DCT	\$48.12	0.5%	21.9%	\$4,423	\$0	\$1,719	\$6,143	28%	\$409	\$279	\$72	15.0x	22.1x	61.8x	20.8x	79.2x
Duke Realty Corporation	DRE	\$26.27	-1.1%	16.5%	\$9,341	\$0	\$2,923	\$12,264	24%	\$915	\$510	\$339	13.4x	24.0x	27.6x	22.4x	69.1x
EastGroup Properties Inc.	EGP	\$73.53	-0.4%	21.8%	\$2,480	\$0	\$1,118	\$3,598	31%	\$258	\$158	\$87	14.0x	22.8x	28.6x	20.1x	42.1x
Extra Space Storage Inc.	EXR	\$74.39	-3.7%	-20.4%	\$9,366	\$0	\$4,592	\$13,959	33%	\$1,039	\$679	\$366	13.4x	20.6x	25.6x	19.2x	27.7x
First Industrial Realty Trust Inc.	FR	\$26.63	-5.1%	17.1%	\$3,123	\$0	\$1,385	\$4,508	31%	\$382	\$248	\$128	11.8x	18.2x	24.4x	17.8x	41.8x
Prologis, Inc.	PLD	\$51.88	-1.7%	17.4%	\$27,474	\$78	\$13,268	\$40,819	33%	\$2,753	\$1,805	\$1,205	14.8x	22.6x	22.8x	25.4x	41.3x
Life Storage, Inc.	LSI	\$82.12	-3.7%	-30.4%	\$3,797	\$0	\$1,661	\$5,458	30%	\$459	\$291	\$77	11.9x	18.7x	49.1x	17.8x	33.2x
STAG Industrial, Inc.	STAG	\$25.02	4.8%	22.9%	\$2,056	\$145	\$1,065	\$3,266	33%	\$259	\$180	\$23	12.6x	18.2x	90.0x	16.0x	nm
<b>Median</b>			<b>-1.7%</b>	<b>17.4%</b>					<b>33%</b>				<b>12.6x</b>	<b>18.7x</b>	<b>49.1x</b>	<b>17.8x</b>	<b>37.2x</b>

Source: S&amp;P Global Market Intelligence

## Publicly Traded Companies

### Commercial Real Estate (continued)

Company Name	Ticker	Price at 3/31/17	% Change		Market Cap	Pref. Stock	Debt	Ent. Value	Debt/ Total Cap.	LTM			LTM Multiple		Forward Multiples		
			QTD	LTM						Rev.	EBITDA	Net Income	EV / Rev	EV / EBITDA	Price / Earn.	EV / EBITDA	Price / Earn.
<b>Office REITs</b>																	
American Assets Trust, Inc.	AAT	\$41.84	-2.9%	4.8%	\$1,943	\$0	\$1,030	\$2,973	35%	\$294	\$166	\$32	10.1x	17.9x	60.1x	16.1x	48.1x
Boston Properties Inc.	BXP	\$132.41	5.3%	4.2%	\$20,369	\$200	\$11,593	\$32,163	36%	\$2,530	\$1,490	\$428	12.7x	21.6x	47.6x	21.0x	44.8x
CoreSite Realty Corporation	COR	\$90.05	13.5%	28.6%	\$3,052	\$115	\$848	\$4,015	21%	\$423	\$219	\$64	9.5x	18.3x	47.9x	15.5x	51.0x
Corporate Office Properties Trust	OFC	\$33.10	6.0%	26.1%	\$3,272	\$173	\$1,817	\$5,261	35%	\$572	\$295	\$26	9.2x	17.8x	126.0x	17.6x	44.9x
Digital Realty Trust Inc.	DLR	\$106.39	8.3%	20.2%	\$16,965	\$1,013	\$5,853	\$23,831	25%	\$2,207	\$1,187	\$448	10.8x	20.1x	37.9x	18.3x	61.9x
Empire State Realty Trust, Inc.	ESRT	\$20.64	2.2%	17.7%	\$3,235	\$8	\$1,884	\$5,127	37%	\$672	\$321	\$55	7.6x	16.0x	58.9x	14.6x	103.2x
Equity Commonwealth	EQC	\$31.22	3.2%	10.6%	\$3,873	\$119	-\$951	\$3,041	-31%	\$463	\$237	\$210	6.6x	12.8x	18.4x	16.6x	96.3x
First Potomac Realty Trust	FPO	\$10.28	-6.3%	13.5%	\$604	\$0	\$752	\$1,356	55%	\$158	\$86	\$42	8.6x	15.8x	14.4x	18.6x	nm
Franklin Street Properties Corp.	FSP	\$12.14	-6.3%	14.4%	\$1,302	\$0	\$1,029	\$2,330	44%	\$258	\$128	\$10	9.0x	18.2x	126.6x	16.8x	121.4x
Government Properties Income Trust	GOV	\$20.93	9.8%	17.3%	\$1,490	\$0	\$1,352	\$2,842	48%	\$264	\$142	\$48	10.8x	20.1x	31.1x	14.2x	37.7x
Highwoods Properties Inc.	HIW	\$49.13	-3.7%	2.8%	\$4,995	\$29	\$2,056	\$7,079	29%	\$673	\$356	\$123	10.5x	19.9x	40.6x	16.7x	38.4x
Hudson Pacific Properties, Inc.	HPP	\$34.64	-0.4%	19.8%	\$5,377	\$0	\$3,215	\$8,592	37%	\$654	\$270	\$47	13.1x	31.8x	114.6x	20.6x	114.1x
Kilroy Realty Corp.	KRC	\$72.08	-1.6%	16.5%	\$7,043	\$96	\$2,441	\$9,580	25%	\$671	\$387	\$153	14.3x	24.7x	46.0x	21.5x	65.7x
Liberty Property Trust	LPT	\$38.55	-2.4%	15.2%	\$5,667	\$0	\$2,585	\$8,252	31%	\$732	\$418	\$342	11.3x	19.7x	16.6x	18.4x	30.3x
Mack-Cali Realty Corp.	CLI	\$26.94	-7.2%	14.6%	\$2,420	\$0	\$2,508	\$4,928	51%	\$631	\$312	\$75	7.8x	15.8x	32.3x	15.9x	64.2x
Piedmont Office Realty Trust Inc.	PDM	\$21.38	2.2%	5.3%	\$3,107	\$0	\$2,024	\$5,130	39%	\$566	\$254	\$104	9.1x	20.2x	29.7x	16.1x	88.3x
Select Income REIT	SIR	\$25.79	2.3%	11.9%	\$2,306	\$0	\$2,408	\$4,714	51%	\$461	\$325	\$90	10.2x	14.5x	25.5x	14.7x	23.7x
<b>Median</b>			<b>2.3%</b>	<b>8.6%</b>					<b>45%</b>				<b>9.6x</b>	<b>17.3x</b>	<b>27.6x</b>	<b>15.4x</b>	<b>56.0x</b>

Source: S&amp;P Global Market Intelligence

## Publicly Traded Companies

### Commercial Real Estate (continued)

Company Name	Ticker	Price at 3/31/17	% Change		Market Cap	Pref. Stock	Debt	Ent. Value	Debt/ Total Cap.	LTM			LTM Multiple		Forward Multiples		
			QTD	LTM						Rev.	EBITDA	Net Income	EV / Rev	EV / EBITDA	Price / Earn.	EV / EBITDA	Price / Earn.
<b>Retail REITs</b>																	
Alexander's Inc.	ALX	\$431.86	1.2%	13.5%	\$2,206	\$0	\$763	\$2,969	26%	\$229	\$140	\$86	13.0x	21.2x	25.6x	nm	nm
CBL & Associates Properties Inc.	CBL	\$9.54	-17.0%	-19.8%	\$1,632	\$0	\$4,576	\$6,209	74%	\$1,003	\$658	\$167	6.2x	9.4x	9.8x	9.3x	15.0x
Cedar Realty Trust, Inc.	CDR	\$5.02	-23.1%	-30.6%	\$429	\$191	\$605	\$1,225	49%	\$150	\$85	\$19	8.2x	14.5x	22.5x	14.8x	35.9x
DDR Corp.	DDR	\$12.53	-17.9%	-29.6%	\$4,557	\$350	\$4,473	\$9,380	48%	\$1,000	\$652	-\$40	9.4x	14.4x	nm	15.8x	nm
EPR Properties	EPR	\$73.63	2.6%	10.5%	\$4,720	\$6	\$2,469	\$7,195	34%	\$492	\$429	\$225	14.6x	16.8x	21.0x	14.0x	22.2x
Federal Realty Investment Trust	FRT	\$133.50	-6.1%	-14.5%	\$9,635	\$10	\$3,020	\$12,666	24%	\$811	\$520	\$229	15.6x	24.3x	42.0x	23.5x	43.1x
General Growth Properties, Inc	GGP	\$23.18	-7.2%	-22.0%	\$20,478	\$242	\$12,495	\$33,215	38%	\$2,536	\$1,787	\$1,204	13.1x	18.6x	17.0x	14.9x	44.5x
Getty Realty Corp.	GTY	\$25.27	-0.9%	27.4%	\$874	\$0	\$286	\$1,160	25%	\$114	\$79	\$40	10.1x	14.8x	21.6x	15.5x	23.4x
Hospitality Properties Trust	HPT	\$31.53	-0.7%	18.7%	\$5,179	\$0	\$3,433	\$8,612	40%	\$2,062	\$737	\$208	4.2x	11.7x	24.9x	11.1x	27.9x
Kimco Realty Corporation	KIM	\$22.09	-12.2%	-23.2%	\$9,402	\$0	\$5,158	\$14,560	35%	\$1,169	\$763	\$315	12.5x	19.1x	29.9x	17.7x	38.9x
Kite Realty Group Trust	KRG	\$21.50	-8.4%	-22.4%	\$1,796	\$0	\$1,802	\$3,598	50%	\$356	\$219	\$0	10.1x	16.4x	nm	15.0x	nm
Pennsylvania Real Estate Investment Trust	PEI	\$15.14	-20.1%	-30.7%	\$1,052	\$0	\$1,906	\$2,958	64%	\$399	\$221	-\$14	7.4x	13.4x	nm	13.6x	nm
Ramco-Gershenson Properties Trust	RPT	\$14.02	-15.4%	-22.2%	\$1,112	\$92	\$1,039	\$2,243	46%	\$263	\$165	\$61	8.5x	13.6x	18.2x	13.9x	41.4x
Realty Income Corporation	O	\$59.53	3.6%	-4.8%	\$16,139	\$409	\$5,844	\$22,392	26%	\$1,134	\$1,024	\$334	19.7x	21.9x	48.3x	20.6x	48.8x
Regency Centers Corporation	REG	\$66.39	-3.7%	-11.3%	\$11,276	\$75	\$1,901	\$13,252	14%	\$689	\$431	\$90	19.2x	30.8x	124.7x	21.1x	46.4x

Source: S&amp;P Global Market Intelligence

## Publicly Traded Companies

### Commercial Real Estate (continued)

Company Name	Ticker	Price at 3/31/17	% Change		Market Cap	Pref. Stock	Debt	Ent. Value	Debt/ Total Cap.	LTM			LTM Multiple			Forward Multiples	
			QTD	LTM						Rev.	EBITDA	Net Income	EV / Rev	EV / EBITDA	Price / Earn.	EV / EBITDA	Price / Earn.
Retail Opportunity Investments Corp.	ROIC	\$21.03	-0.5%	4.5%	\$2,308	\$0	\$1,270	\$3,577	35%	\$247	\$157	\$35	14.5x	22.8x	66.1x	18.7x	62.5x
Saul Centers Inc.	BFS	\$61.62	-7.5%	16.2%	\$1,326	\$180	\$949	\$2,455	39%	\$219	\$142	\$46	11.2x	17.2x	28.8x	15.7x	nm
Simon Property Group Inc.	SPG	\$172.03	-3.2%	-17.2%	\$53,732	\$43	\$23,183	\$76,959	30%	\$5,444	\$3,998	\$1,836	14.1x	19.2x	29.3x	18.3x	26.8x
SL Green Realty Corp.	SLG	\$106.62	-0.9%	10.1%	\$10,724	\$222	\$7,426	\$18,371	40%	\$1,662	\$936	\$249	11.1x	19.6x	43.0x	21.9x	71.9x
Tanger Factory Outlet Centers Inc.	SKT	\$32.77	-8.4%	-9.9%	\$3,120	\$0	\$1,707	\$4,827	35%	\$486	\$271	\$189	9.9x	17.8x	16.5x	16.7x	33.4x
Taubman Centers, Inc.	TCO	\$66.02	-10.7%	-7.3%	\$3,995	\$0	\$3,084	\$7,080	44%	\$616	\$324	\$123	11.5x	21.9x	32.5x	21.4x	52.6x
The Macerich Company	MAC	\$64.40	-9.1%	-18.7%	\$9,267	\$0	\$5,193	\$14,461	36%	\$1,080	\$645	\$165	13.4x	22.4x	56.1x	25.6x	58.6x
Urstadt Biddle Properties Inc.	UBA	\$20.56	-14.7%	-1.9%	\$747	\$204	\$306	\$1,257	24%	\$120	\$71	\$34	10.5x	17.7x	21.8x	17.8x	31.5x
Washington Real Estate Investment Trust	WRE	\$31.28	-4.3%	7.1%	\$2,348	\$0	\$1,094	\$3,441	32%	\$314	\$179	\$124	11.0x	19.2x	19.0x	18.5x	74.1x
Weingarten Realty Investors	WRI	\$33.39	-6.7%	-11.0%	\$4,285	\$0	\$2,522	\$6,807	37%	\$561	\$363	\$163	12.1x	18.7x	26.3x	17.6x	32.9x
<b>Median</b>			<b>-6.7%</b>	<b>-1.9%</b>					<b>32%</b>				<b>11.0x</b>	<b>18.7x</b>	<b>21.8x</b>	<b>17.8x</b>	<b>32.9x</b>

Source: S&amp;P Global Market Intelligence

## Publicly Traded Companies

### Commercial Real Estate (continued)

Company Name	Ticker	Price at 3/31/17	% Change		Market Cap	Pref. Stock	Debt	Ent. Value	Debt/ Total Cap.	LTM			LTM Multiple			Forward Multiples	
			QTD	LTM						Rev.	EBITDA	Net Income	EV / Rev	EV / EBITDA	Price / Earn.	EV / EBITDA	Price / Earn.
<b>Property Management Companies</b>																	
Acadia Realty Trust	AKR	\$30.06	-8.0%	-14.4%	\$2,514	\$0	\$2,077	\$4,591	45%	\$236	\$131	\$59	19.5x	34.9x	42.3x	33.9x	73.1x
CBRE Group, Inc.	CBG	\$34.79	10.5%	20.7%	\$11,565	\$0	\$3,096	\$14,662	21%	\$13,206	\$1,257	\$619	1.1x	11.7x	18.7x	9.2x	14.4x
Jones Lang LaSalle Incorporated	JLL	\$111.45	10.3%	-5.0%	\$5,043	\$0	\$1,621	\$6,664	24%	\$7,082	\$649	\$303	0.9x	10.3x	16.6x	9.9x	13.6x
Kennedy-Wilson Holdings, Inc.	KW	\$22.20	8.3%	1.4%	\$2,551	\$0	\$5,302	\$7,853	68%	\$720	\$235	\$13	10.9x	33.4x	191.8x	25.7x	123.3x
Realty Holdings Corp.	RLGY	\$29.79	15.8%	-17.5%	\$4,173	\$0	\$3,476	\$7,649	45%	\$5,879	\$760	\$227	1.3x	10.1x	18.4x	10.0x	17.6x
<b>Median</b>			<b>12.0%</b>	<b>-8.1%</b>					<b>56%</b>				<b>6.1x</b>	<b>21.8x</b>	<b>105.1x</b>	<b>17.8x</b>	<b>70.5x</b>

Source: S&amp;P Global Market Intelligence

# Mercer Capital

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