WHERE SEATTLE COMES TO LIFE
WHY SEATTLE?

#1 IN THE US
Number of cranes
Top expansion market for Bay Area tech companies
Population growth of 20-somethings
Multifamily construction spending per capita
Percentage of the population with a college degree

#4 IN THE US
Wealthy millennial households

#4 IN THE US
GDP per capita

#8 IN THE US
Projected population growth by 2023

#9 IN THE US
Wealthiest city

#15 IN THE US
Largest population with 3,798,902 residents

2x NATIONAL AVERAGE
Projected population growth by 2023

38 MILLION
Visitors to Seattle each year

16%
Visitor spending
From international tourism each year

Visitors to Seattle each year
38 MILLION
A CITY ON THE RISE
IT'S ALL HAPPENING DOWNTOWN

1 Bill & Melinda Gates Foundation
2 Apple
3 Facebook (Arbor Blocks)
4 Google Corporate
5 Amazon Campus
6 Amazon World HQ & Spheres
7 Light Rail Westlake Station
8 Pike Place Market
9 Seattle Art Museum
10 Benaroya Hall
11 The 5th Avenue Theatre
12 Washington State Convention Center
13 Paramount Theatre
In 2018, Seattle ranked #1 in the US for multifamily construction spending per capita.
SEATTLE WORKPLACES

MAJOR EMPLOYERS

- Amazon.com
- Microsoft
- Starbucks
- Alaska Airlines
- Expedia
- Nordstrom
- Boeing
- Costco Wholesale
- T-Mobile
- Weyerhaeuser

OFFICE OCCUPANCY

Compared to peer U.S. cities

<table>
<thead>
<tr>
<th>City</th>
<th>Office Occupancy</th>
<th>Percent</th>
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<tbody>
<tr>
<td>San Francisco</td>
<td>93%</td>
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PERCENT OF ALL CENTRAL BUSINESS DISTRICT OFFICE CONSTRUCTION in the U.S. by city in 2017

- Seattle: 30.4%
- All Other Cities: 48.3%
- Washington, DC: 11.4%
- Chicago: 19.9%

300,000 jobs are located Downtown—approximately 30 jobs per day were added from 2010 through 2018.

71MM square feet of office space Downtown represents 79% of the total office inventory in Seattle.

65,000+ Tech Workers
4 companies within 1 mile: Amazon, Facebook, Google, Apple.

Nearly 13MM square feet of office was added to Downtown Seattle since 2010 to support the 39% increase in jobs.

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A $1.6 BILLION ADDITION TO THE WASHINGTON STATE CONVENTION CENTER WILL OPEN IN Q1 2022, DOUBLING ITS SIZE AND POTENTIAL

CONVENTION CENTER ATTENDANCE

<table>
<thead>
<tr>
<th>Year</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>420k</td>
<td>422k</td>
<td>404k</td>
<td>420k</td>
<td>380k</td>
<td>380k</td>
<td>385k</td>
<td>400k</td>
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82,000 residents (more than one in ten Seattleites) call Downtown home

38% INCREASE in Downtown Seattle population since 2010

RANKED #1 in the U.S in 2018 for greatest population growth for 20-somethings by CBRE and for the highest net millennial migration by JLL

3,780 new residential units were completed in 2018

33,000 more housing units are planned for Downtown

MORE THAN 54,000 HOUSEHOLDS in Downtown Seattle, and eight out of ten are renters

RANKED #1 in the U.S. in 2018 for multifamily construction spending per capita

MEDIAN RENTS compared to peer U.S. cities

<table>
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<th>City</th>
<th>Median Rent</th>
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</thead>
<tbody>
<tr>
<td>San Francisco</td>
<td>$3,995</td>
</tr>
<tr>
<td>Los Angeles</td>
<td>$2,700</td>
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<tr>
<td>Seattle</td>
<td>$2,600</td>
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<tr>
<td>Denver</td>
<td>$2,095</td>
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<tr>
<td>Portland</td>
<td>$1,995</td>
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<tr>
<td>Atlanta</td>
<td>$1,725</td>
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<tr>
<td>Austin</td>
<td>$1,695</td>
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<tr>
<td>Nashville</td>
<td>$1,675</td>
</tr>
<tr>
<td>Houston</td>
<td>$1,550</td>
</tr>
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<td>Phoenix</td>
<td>$1,597</td>
</tr>
</tbody>
</table>

RESIDENTIAL UNITS by scheduled completion date

<table>
<thead>
<tr>
<th>Year</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>2,446</td>
</tr>
<tr>
<td>2013</td>
<td>2,202</td>
</tr>
<tr>
<td>2014</td>
<td>3,600</td>
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<tr>
<td>2015</td>
<td>2,199</td>
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<tr>
<td>2016</td>
<td>5,677</td>
</tr>
<tr>
<td>2017</td>
<td>3,760</td>
</tr>
<tr>
<td>2018</td>
<td>3,535</td>
</tr>
<tr>
<td>2019</td>
<td>5,617</td>
</tr>
<tr>
<td>2021</td>
<td>17,454</td>
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TOURISM

DOWNTOWN HOTEL OCCUPANCY
Upon recent completion of the Hyatt Regency, the largest hotel in the Pacific Northwest, Downtown Seattle now has 16,000 hotel rooms and 2,000 Airbnb listings.

CRUISE SHIP PASSENGER BOARDINGS
Cruise ship passengers disembark from Pier 66 and Pier 91, 1 mile away.

THE 2019 EMERALD CITY EXPERIENCE
Since 2010, Downtown Seattle has seen a 63% increase in sales for entertainment, food, recreation, sports, and arts.

- 15 MILLION visitors to Pike Place Market
- 8.6 MILLION museum and performance attendees
- $1.6 BILLION in entertainment industry retail sales
- 3.6 MILLION hotel room nights booked
- 3.5 MILLION sports fans
- 1.1 MILLION cruise passengers board or disembark at Piers 66 & 91
Despite being less than 6% of Seattle’s land mass, Downtown Seattle is home to 1/3 OF BRICK-AND-MORTAR RETAIL SALES and nearly 1/2 of leisure spending (including dining)

$1.6B in brick-and-mortar retail sales Downtown in 2018

MORE THAN A MILLION square feet of retail leases were signed in the past five years
FIVE LEVELS OF FASHION, FLAVOR & FASCINATION

MODERN DESIGN MARRIES WITH NATURAL ELEMENTS TO CREATE A CONTEMPORARY URBAN RETAIL AND DINING ENVIRONMENT

1,200 PARKING SPACES
DEDICATED SOCIAL MEDIA & MARKETING TEAM
24HR SECURITY
VALET
COVERED RIDESHARE DROP OFF
CONCIERGE

339,000 SQUARE FEET & five levels of shopping span an entire Downtown city block

DRAMATIC NEW ENTRANCE opens up to Seattle’s tech neighborhoods

LIGHT-FILLED ATRIUM and transformed interiors energize gathering spaces & connect the outdoors to The Great Indoors
PACIFIC PLACE’S EIGHT FIGURE RENOVATION