



A 2020 FEDERAL REAL ESTATE RETROSPECTIVE & LOOK TO 2021

WINTER 2021

CBRE



2020 RETROSPECTIVE

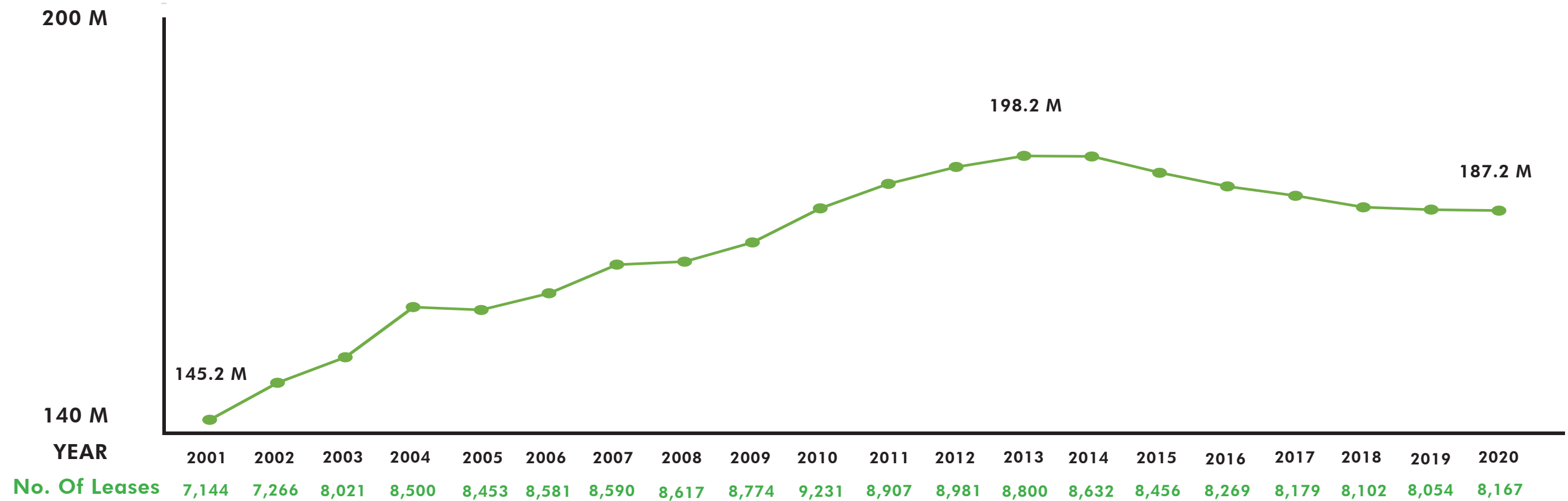
GSA Remote Work Culture

Productive Output

FAR 52.204-24 Representation
(October 2020)

Use of AAAP and Broker Contracts

GSA NATIONAL LEASE INVENTORY

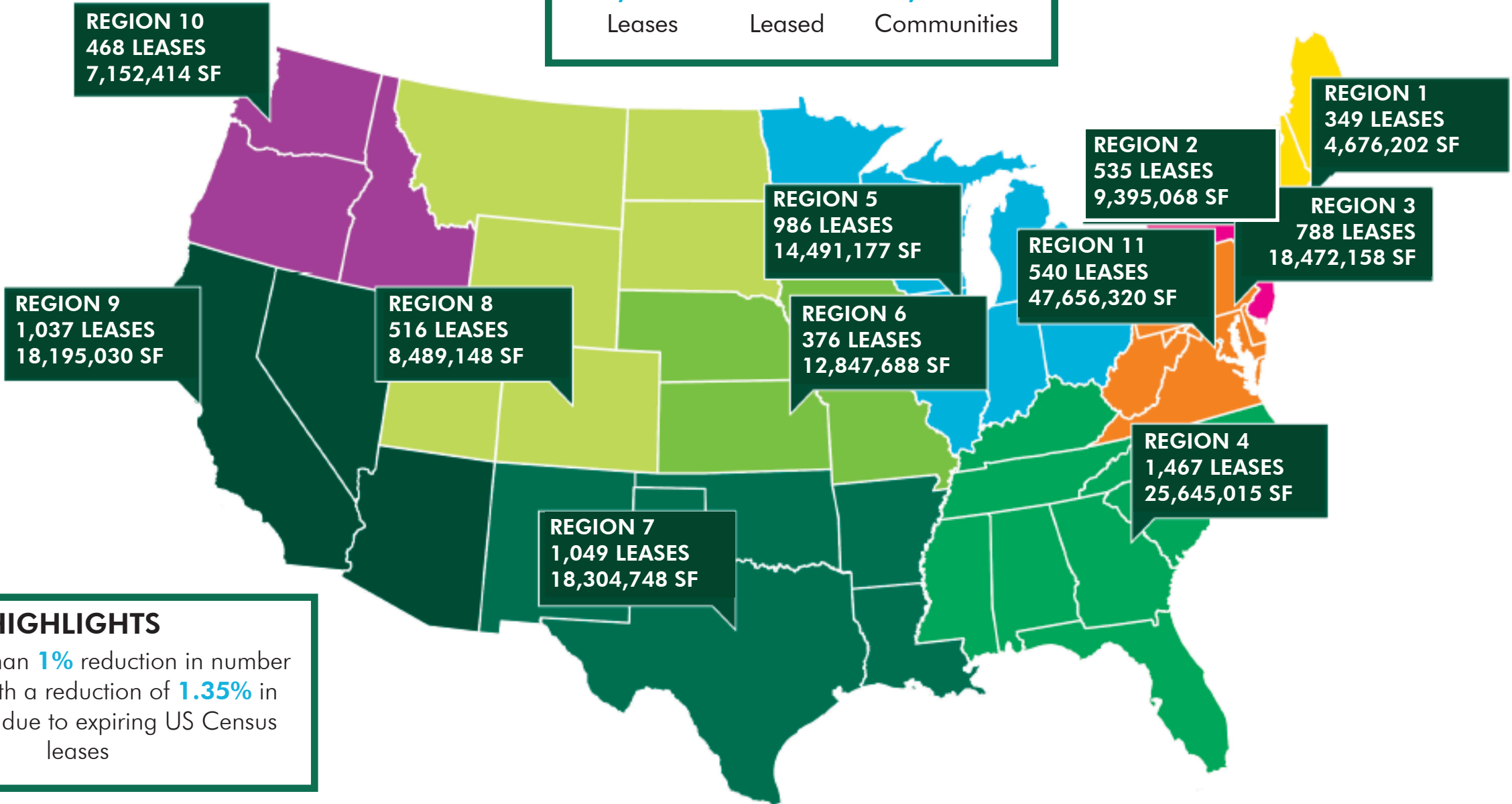


GSA leasing is down **6.52%** or **13 MSF** from its 2013 peak
 Number of leases down **12.13%** or **1120** leases from its 2010 peak
 Past 12 months, rent budget is up **0.54%** Y-O-Y,
 highest rent budget in 6 years

* Data based on April Y-O-Y data.

GSA REGIONAL INVENTORY

8,111 Leases **185 MSF** Leased **2,000+** Communities



HIGHLIGHTS
 Y-O-Y, less than **1%** reduction in number of leases with a reduction of **1.35%** in RSF, largely due to expiring US Census leases

* Data based on December 2020 Inventory

INCREASED PRODUCTIVITY WORKING FROM HOME

2019					2020			
Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4
92	106	137	87	NO. OF ADVERTISEMENTS	120	131	121	127
6,697,265	5,372,000	7,996,000	6,779,222	SF REQUESTED	5,873,838	5,908,776	4,750,046	6,927,778

422 Leases
26,844,487 SF

18.25%
INCREASE YEAR OVER YEAR

499 Leases
23,460,438 SF

GSA'S NEW NORMAL



**Densification
Consolidations
Space reduction**

**Improving
utilization rates**

**Enhanced
competition for
long-term leases**

**Increasing T.I.
packages**

**Maximize lease
cost avoidance**

2020 - 2021

13 Lease Prospectus requests in FY2021 Cycle, 2 are for VA

Requests focus on 20-year lease terms and 5-year extension terms

Overall Proposed 341,658 RSF Expansion to Leased Portfolio

Expansions are a result of consolidations and moves from Owned Space

2021 Look Ahead

Focus on Sustainability

Continued Attention on
Lease Cost Avoidance

Locational Policy Impacts

COVID 19 Impact:
Fully Informed Tenant Agencies