

August 15, 2024

# **Sussex County**

## **Real Estate Update**

Presented by

Pat Wing, CFA, CIPM Managing Partner

This presentation is furnished on a confidential basis to the recipient for informational purposes only. For disclosure information, please refer to the end of this presentation.

# **Real estate performance**

Valuation write-downs, particularly within the office sector, drove negative real estate performance for the sixth consecutive quarter

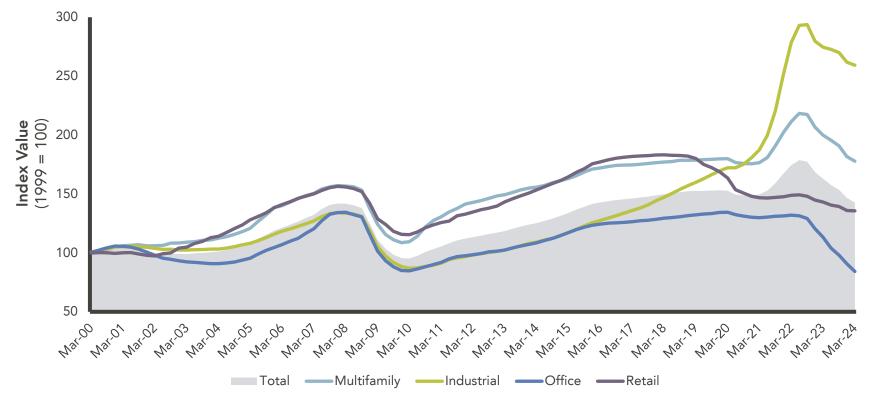
	2Q24 (%)	1 Yr (%)	3 Yr (%)	SI (%)
Clarion Partners (Net)	-1.9	-10.2	-0.4	1.7
NFI-ODCE (Net)	-0.7	-10.0	1.0	2.0

Source: Clarion, NCREIF



# **Real estate valuations**

Office valuations are down 37% since the start of the pandemic, with more sector valuation pressure likely

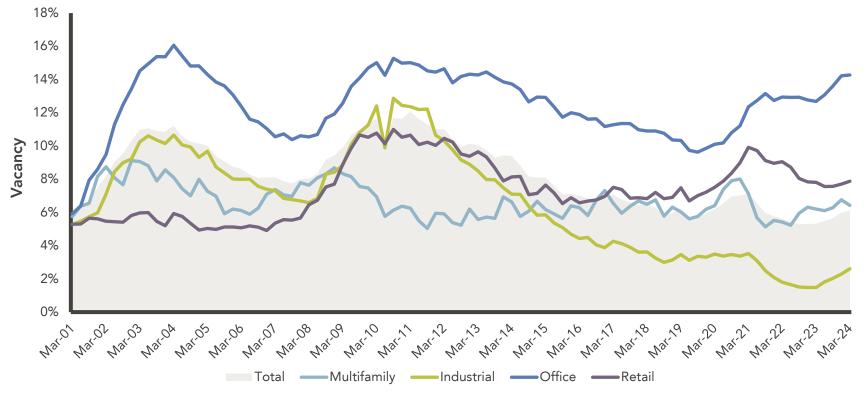


Source: NCREIF (NPI Appreciation indices for properties held in ODCE funds) as of March 31, 2024

## Marquette Associates

## Vacancy rates

Office vacancy continues to rise; rates across healthier sectors are also off post-pandemic lows as the market digests new supply

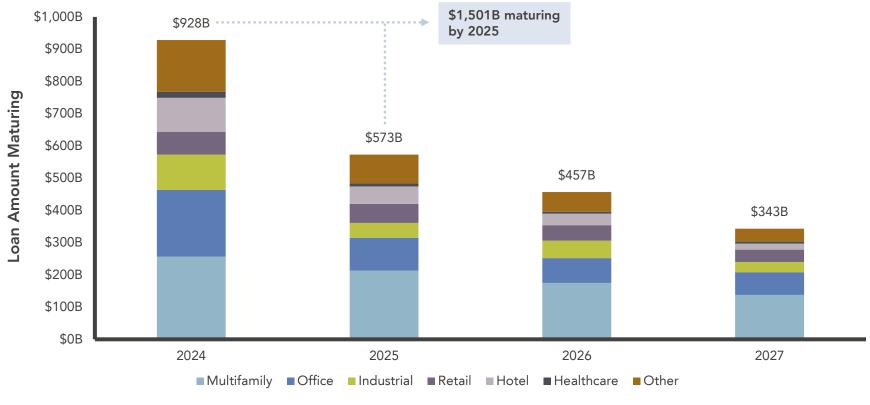


Source: NCREIF (NPI Trends Report) as of March 31, 2024



# Near-term maturing loans

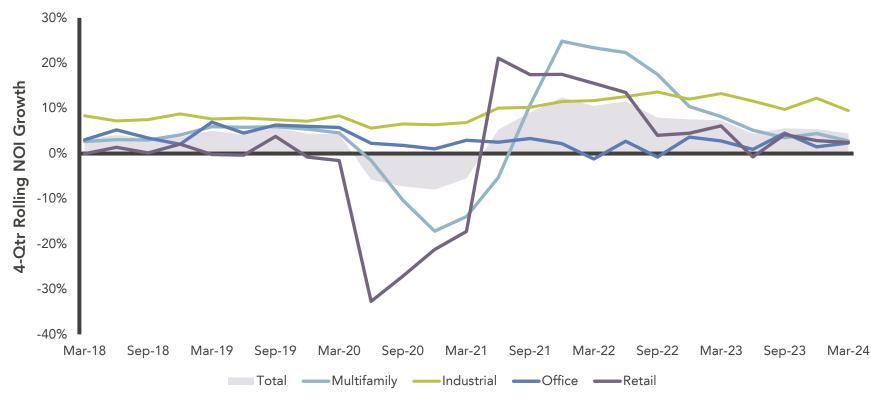
A sizeable pool of real estate loans maturing in 2024, particularly within the office space, could put further pressure on the sector



Source: AEW Capital Management as of March 31, 2024

# **NOI growth**

Despite some contraction in recent years, overall NOI growth remains positive

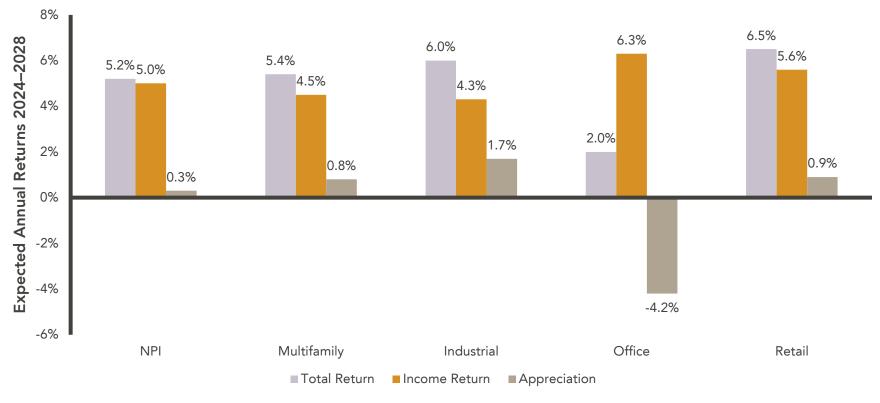


Source: NCREIF (NPI Trends Report) as of March 31, 2024



# **Expected returns by property type**

Leasing activity and mark-to-market rent growth, rather than cap rate compression, are expected to drive real estate returns through 2028

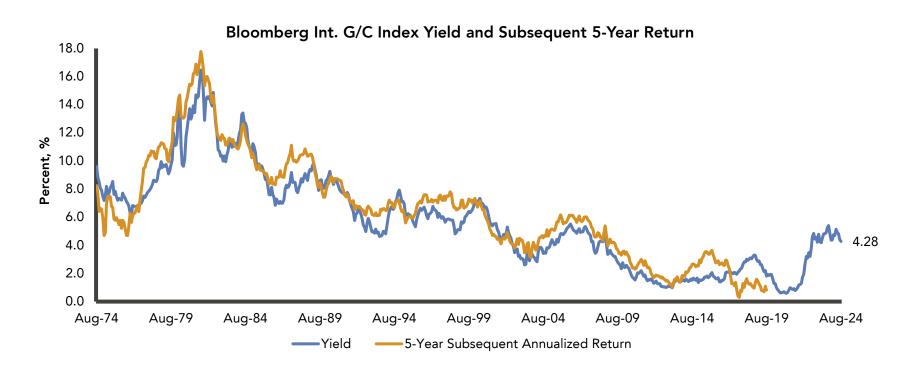


Source: PREA Consensus Survey, AEW as of March 31, 2024



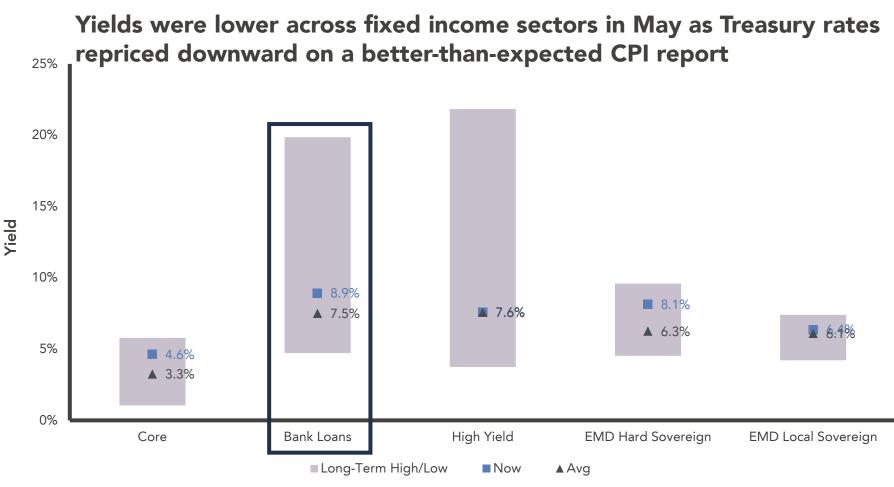
# Core fixed income outlook

### Higher yields leave a better outlook for fixed income





# **Fixed income yields**



Source: Bloomberg, Credit Suisse, JPMorgan as of July 31, 2024. Long-term high, low, and average based on longest available data for each index.

# Sussex asset allocation

Asset Class	IPS (%)	Option A (%)	Option B (%)
U.S. Equity	45	45	45
Non-U.S. Equity	15	15	15
Real Estate	3	0	• •
Infrastructure	7	7	7
Fixed Income	26	29	28
Bank Loans	3	3	4
Cash	1	1	1
Total Fund	100	100	100
Avg. Ann. 10 Yr. Return	6.9%	6.8%	6.9%
Avg. Ann. 10 Yr. Volatility	10.5%	10.4%	10.5%
Avg. Return/Avg. Volatility	0.7	0.7	0.7

Source: Marquette Associates Asset Allocation Analysis using June 30, 2024 capital markets assumptions.





 PREPARED BY MARQUETTE ASSOCIATES

 180 North LaSalle St, Ste 3500, Chicago, Illinois 60601
 PHONE 312-527-5500

 CHICAGO BALTIMORE MILWAUKEE PHILADELPHIA ST. LOUIS
 WEB MarquetteAssociates.com

**CONFIDENTIALITY NOTICE:** This communication, including attachments, is for the exclusive use of the addressee and contains proprietary, confidential and/or privileged information; any use, copying, disclosure, dissemination or distribution is strictly prohibited. Marquette Associates, Inc. retains all proprietary rights they may have in the information.

Marquette Associates, Inc. ("Marquette") has prepared this document for the exclusive use by the client or third party for which it was prepared. The information herein was obtained from various sources, including but not limited to third party investment managers, the client's custodian(s) accounting statements, commercially available databases, and other economic and financial market data sources.

The sources of information used in this document are believed to be reliable. Marquette has not independently verified all of the information in this document and its accuracy cannot be guaranteed. Marquette accepts no liability for any direct or consequential losses arising from its use. The information provided herein is as of the date appearing in this material only and is subject to change without prior notice. Thus, all such information is subject to independent verification, and we urge clients to compare the information set forth in this statement with the statements you receive directly from the custodian in order to ensure accuracy of all account information. Past performance does not guarantee future results and investing involves risk of loss. No graph, chart, or formula can, in and of itself, be used to determine which securities or investments to buy or sell.

Forward-looking statements, including without limitation any statement or prediction about a future event contained in this presentation, are based on a variety of estimates and assumptions by Marquette, including, but not limited to, estimates of future operating results, the value of assets and market conditions. These estimates and assumptions, including the risk assessments and projections referenced, are inherently uncertain and are subject to numerous business, industry, market, regulatory, geopolitical, competitive, and financial risks that are outside of Marquette's control. There can be no assurance that the assumptions made in connection with any forward-looking statement will prove accurate, and actual results may differ materially. Indices have been selected for comparison purposes only. Client account holdings may differ significantly from the securities in the indices and the volatility of the index may be materially different from client account performance. You cannot invest directly in an index.

The inclusion of any forward-looking statement herein should not be regarded as an indication that Marquette considers forward-looking statements to be a reliable prediction of future events. The views contained herein are those of Marquette and should not be taken as financial advice or a recommendation to buy or sell any security. Any forecasts, figures, opinions, or investment techniques and strategies described are intended for informational purposes only. They are based on certain assumptions and current market conditions, and although accurate at the time of writing, are subject to change without prior notice. Opinions, estimates, projections, and comments on financial market trends constitute our judgment and are subject to change without notice. Marquette expressly disclaims all liability in respect to actions taken based on any or all of the information included or referenced in this document. The information is being provided based on the understanding that each recipient has sufficient knowledge and experience to evaluate the merits and risks of investing.

This presentation does not constitute an offer to sell, or a solicitation of an offer to buy, any interest in any investment vehicle, and should not be relied on as such. Targets, ranges and expectations set forth in this presentation are approximations; actual results may differ. The information and opinions expressed herein are as of the date appearing in this material only, are subject to change without prior notice, and do not contain material information regarding the Marquette Model Portfolio, including specific information relating to portfolio investments and related important risk disclosures. The descriptions herein of Marquette's investment objectives or criteria, the characteristics of its investments, investment process, or investment strategies and styles may not be fully indicative of any present or future investments, are not intended to reflect performance and may be changed in the discretion of Marquette. While the data contained herein has been prepared from information that Marquette believes to be reliable, Marquette does not warrant the accuracy or completeness of such information. Client account holdings may differ significantly from the securities in the indices and the volatility of the index may be materially different from client account performance. You cannot invest directly in an index.

#### ABOUT MARQUETTE ASSOCIATES

Marquette was founded in 1986 with the sole objective of providing investment consulting at the highest caliber of service. Our expertise is grounded in our commitment to client service — our team aims to be a trusted partner and as fiduciaries, our clients' interests and objectives are at the center of everything we do. Our approach brings together the real-world experience of our people and our dedication to creativity and critical thinking in order to empower our clients to meet their goals. Marquette is an independent investment adviser registered under the Investment Advisers Act of 1940, as amended. Registration does not imply a certain level of skill or training. More information about Marquette including our investment strategies, fees and objectives can be found in our ADV Part 2, which is available upon request and on our website. For more information, please visit <u>www.MarquetteAssociates.com</u>.