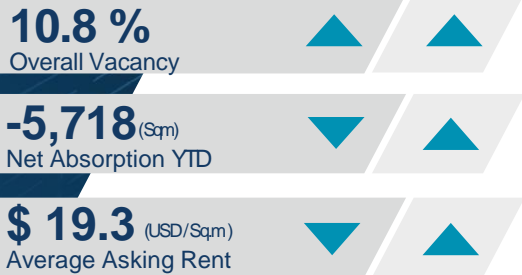


Year-on-year Variation    12-month Forecast



## MARKET OUTLOOK

The Colombian capital started the year with a stable office market in terms of vacancy but with significant movements in terms of supply across the 8 corridors analyzed. There has been an increase in supply in non-traditional submarkets, impacting net absorption. At the same time, users still have the need to find suitable environments for their operations, considering space conditions, amenities, and location. In some cases, this has led to reducing office space due to hybrid work, while in others, there has been a preference for repurposing and renovating areas to enhance the experience or even relocating to other corridors.

This occupancy trend is expected to continue due to the limited availability of land in historically valued submarkets because of the low supply and high demand. Additionally, the projection for new buildings under construction remains low, partly due to high credit rates and the cost of construction materials. Although developers are adopting a cautious stance, economic indicators have shown improvements in recent months, and a moderate decline in credit rates is foreseen.

## SUPPLY AND DEMAND

During this term, there has been notable activity in both supply and demand in most corridors of the Central Business District (CBD), primarily driven by the growing need for spaces within these two ranges: between 200 sqm and 450 sqm, and areas larger than 1,000 sqm. Moreover, there is increased availability in corridors like Salitre and Noroccidente due to the delivery of new inventory and the release of existing spaces. This represents an opportunity for companies that need areas over 2,000 sqm, with a listing price lower than in corridors with low vacancy rates.

## PRICE

The rental price closed at 19.3 USD/sqm this quarter, which is a rather stable value. However, increases were recorded in corridors such as Nogal Andino, Chico, and Santa Bárbara, with increments of 12%, 6%, and 4%, respectively. This is mainly due to new availabilities with prices above average, which are expected to be absorbed rapidly, following supply and demand patterns. On the other hand, in corridors like Calle 100 and Salitre, prices have slightly reduced due to the occupation of more valued spaces.

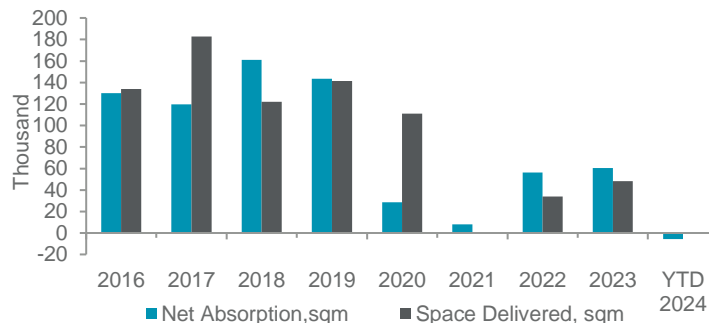
## FINANCIAL INDICATORS Q1 2024

Year-on-year Variation    12-month Forecast

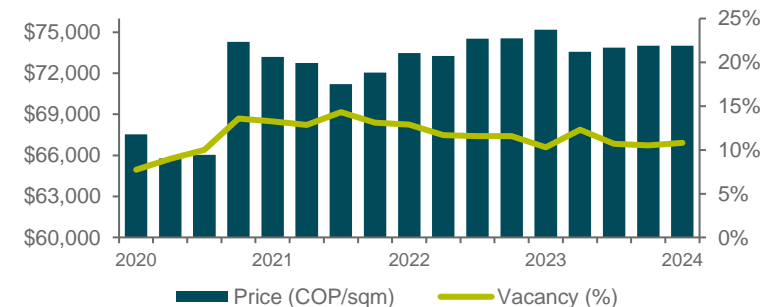


Source:  
 (\*) DANE dic – feb 2023  
 (\*\*) Year-on-year Forecast BBVA Research Q1-2024  
 (\*\*\*) Accumulate as of february (12 months)

## SPACE DEMAND / DELIVERIES



## OVERALL VACANCY & ASKING RENT



## FINANCIAL LANDSCAPE

The Colombian economy shows encouraging signs of recovery during the first quarter of the year. In February, the Consumer Price Index (CPI) recorded an yearly decrease of 7.74%, consolidating a downward trend that has persisted for the last 10 months. This reduction has led to a slight contraction in the interest rate set by Banco de la República, which stood at 12.25% in March. These conditions could stimulate investor interest in the real estate sector by offering a conducive environment for acquisition or project development.

Additionally, a gradual recovery is foreseen from mid-2024, driven by increased consumption and investment, mostly in consumer goods. This dynamism is expected to have a positive effect on production and trade, including the housing sector, which could experience significant growth. Furthermore, it is expected that GDP growth will slightly surpass economic potential for 2025, supported by strengthened domestic demand and construction activity. As for inflation, a gradual reduction is anticipated, contributing to the country's economic stability.

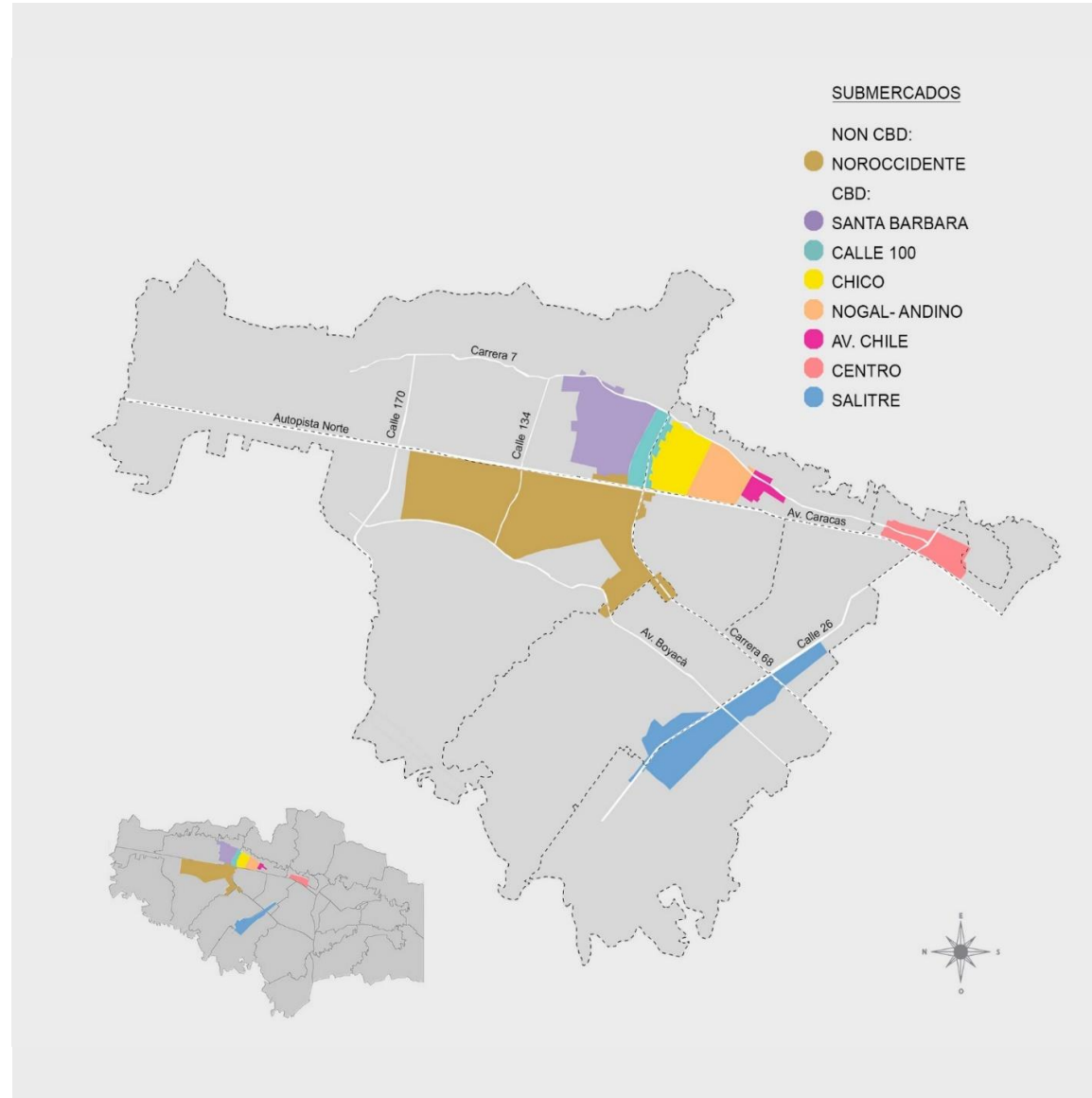
## FUTURE LANDSCAPE

Currently, the city has a construction inventory of 143,569 sqm of Class A projects, which shows the growing intention to develop high-specification buildings to meet market demands. It is estimated that around 30% of this inventory will become operational during the current year. It is noteworthy that most of these projects have environmental certifications, and in some cases, Fitwel certifications are being considered, which shows a commitment to sustainable practices and to creating healthy environments for users.

As for projects in the planning phase, there is an estimated total of 757,313 sqm with delivery deadlines for the next 7 to 10 years, with significant concentration in areas like Salitre, accounting for 36%, followed by Centro with 22%, and Noroccidente with 18%.

The prime real estate sector has shown remarkable resilience in challenging contexts; nevertheless, high demand for these spaces is not enough for developers. The behavior of the overall economy and factors determining financial viability, such as development costs and access to financing, will also be crucial in initiating new projects.

## OFFICES MAP DIVIDED BY SUB-MARKETS/ BOGOTA/ COLOMBIA

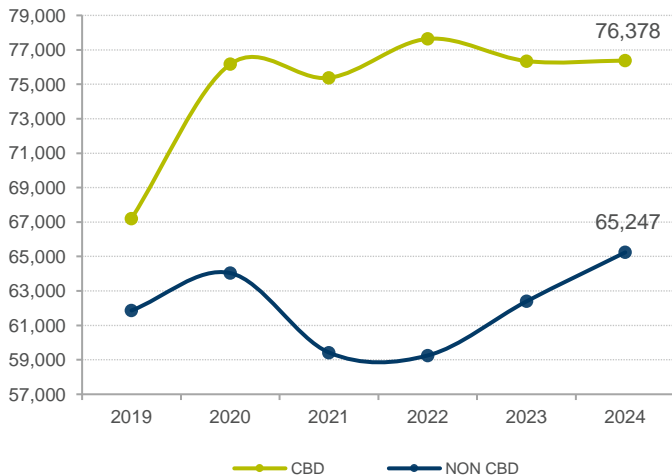


MARKET STATISTICS

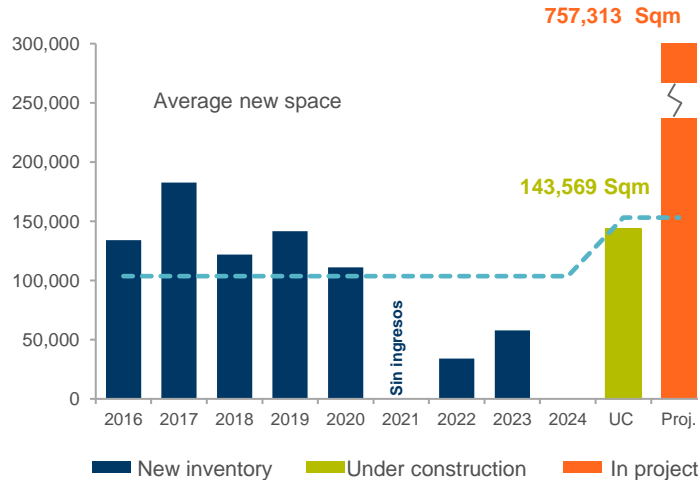
| SUB-MARKET          | CLASS A INVENTORY | NUMBER OF BUILDINGS | SPACE AVAILABLE (sqm) | OVERALL VACANCY (%) | NET YEARLY ABSORPTION TO DATE (sqm) | UNDER CONSTRUCTION (sqm) | IN PROJECT (sqm) | CLASS A ASKING PRICE (USD/sqm/MONT H) | CLASS A ASKING PRICE (COP/sqm/MONT H) (*) |
|---------------------|-------------------|---------------------|-----------------------|---------------------|-------------------------------------|--------------------------|------------------|---------------------------------------|---|
| Avenida Chile       | 92,118            | 5                   | 5,435                 | 5.9%                | 1,682                               | -                        | -                | \$ 17.6                               | \$ 67,739                                 |
| Calle 100           | 175,657           | 16                  | 11,529                | 6.6%                | 2,259                               | 79,200                   | 52,400           | \$ 17.0                               | \$ 65,229                                 |
| Centro              | 96,178            | 3                   | 41,229                | 42.9%               | 3,059                               | -                        | 166,000          | \$ 24.8                               | \$ 95,457                                 |
| Chicó               | 183,770           | 25                  | 5,473                 | 3.0%                | 36                                  | 5,331                    | 16,441           | \$ 21.2                               | \$ 81,343                                 |
| Nogal-Andino        | 164,270           | 23                  | 3,174                 | 1.9%                | 492                                 | 17,512                   | 58,000           | \$ 24.2                               | \$ 92,833                                 |
| Salitre             | 636,553           | 50                  | 79,469                | 12.5%               | -9,311                              | -                        | 277,505          | \$ 17.6                               | \$ 67,979                                 |
| Santa Bárbara       | 207,785           | 14                  | 6,761                 | 3.3%                | 3,500                               | 8,180                    | 49,738           | \$ 20.2                               | \$ 77,568                                 |
| <b>CBD</b>          | <b>1,549,518</b>  | <b>136</b>          | <b>153,070</b>        | <b>9.8%</b>         | <b>1,717</b>                        | <b>110,223</b>           | <b>620,084</b>   | <b>\$ 19.9</b>                        | <b>\$ 76,378</b>                          |
| Noroccidente        | 211,722           | 15                  | 38,620                | 18.2%               | -7,435                              | 33,346                   | 137,229          | \$ 17.0                               | \$ 65,247                                 |
| <b>NON CBD</b>      | <b>211,722</b>    | <b>15</b>           | <b>38,620</b>         | <b>18.2%</b>        | <b>-7,435</b>                       | <b>33,346</b>            | <b>137,229</b>   | <b>\$ 17.0</b>                        | <b>\$ 65,247</b>                          |
| <b>TOTAL BOGOTÁ</b> | <b>1,768,053</b>  | <b>151</b>          | <b>191,690</b>        | <b>10.8%</b>        | <b>-5,718</b>                       | <b>143,569</b>           | <b>757,313</b>   | <b>\$ 19.3</b>                        | <b>\$ 74,008</b>                          |

Note: CBD: Central Business District refers to primary Class A corporate sub-markets.  
 NON-CBD: Non-Central Business District refers to non-traditional Class A corporate sub-markets.  
 (\*) Exchange Rate (TRM): 3,842 COP = 1 USD

ASKING RENT (COP / sqm / Month)  
 CBD / NON-CBD



SPACE DELIVERED PER YEAR (sqm)  
 SPACE FORESEEN (sqm)



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\*\*The vacancy rate calculated and established by Cushman Wakefield considers the physical /effective occupancy of spaces, as opposed to commercial vacancy, which considers negotiations. The inclusion of a building in the inventory is established when it is operational, with reception and operational administration.