

# VIEW OF THE MARKET

A PUBLICATION OF PARAMOUNT CAPITAL CORPORATION

Volume XV/ Issue 4 / April 15, 2023

## ***REAL ESTATE FOCUS***

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### **It's Time to Put Our Distressed Hats On**

As the Federal Reserve continues to increase interest rates and the prospect of an economic recession rises, it's time for seasoned CRE players to put on their distressed hats and begin to raise capital for distressed investing funds. Most of the distressed assets in this cycle will be in the high-crime Gateway cities and primarily include office buildings and hi-rise apartment properties. The targeted cities are New York, Chicago, Los Angeles (downtown), San Francisco, and Seattle. There are numerous office and hi-rise apartment properties in these locales that will be able to be purchased for fifty cents on the dollar and sold when these cities realize that their crime policies are not working, and they swing back to a safe, low crime and "broken windows" governance regime. This crime pivot will be analogous to when Rudy Giuliani became mayor of crime-ridden New York City from 1994 through 2001 and ushered in the "broken windows" policing program. This program which targets minor city crimes to reduce serious crimes was tremendously successful in reducing all crime in New York and the city's economy and real estate market boomed.

The risk for these distressed funds will be mostly political. If the governance does not change, then the value of the distressed assets will continue to remain depressed and the expected distressed returns of 25% plus IRRs will not be realized. However, if the governance does change for the better with much less crime and more worker safety, then the companies and workers will return to these urban areas to visit, live and work. This will result in the real estate fundamentals improving significantly with more demand for space, higher occupancy, rent levels and values.



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In San Francisco for example, average Class A office building rents have declined from \$91 per square foot in Q4-19 to \$82 per square foot in 12/22 or a 9.9% decline excluding current generous tenant improvement allowances and three to six months free rent on a five-year lease. The current office vacancy rate in the city is a crippling 30%. When the governance pivot occurs, a number of these office buildings that are purchased today for fifty cents on the dollar and even with these high vacancies could see occupancies rise to 80%-90%, rents 10%-20% higher and valuations rebounding to pre-pandemic levels. Cap rates will also compress from 8%-10% to 7%-9% on these office buildings. Hi-rise apartment properties could also see huge value increases. In San Francisco, average one-bedroom apartment rents have declined from \$3,750 in June 2019 to \$2,995 in April 2023 or a 20% decrease. The current rent does not include rent concessions of at least one month free rent. Many of these office and apartment buildings may be acquired through a short sale from the lender. In most instances, the lenders do not want to foreclose and own a half-leased urban office building or apartment tower and will gladly consummate a discounted short sale. Once the governance changes, there will be high demand for these hi-rise urban apartments and office buildings and cap rates will compress from 7%-9% to 6% to 8%.

This is the first time we can remember when the success of a distressed CRE investing program is based on political governance changes and not an improvement in the economy and real estate fundamentals. If these changes do occur, the CRE industry in these crime-ridden cities will flourish, if not, they will languish, with billions of dollars in lost real estate value.

### What is Your CRE Investment Strategy?

One of the most important issues of investing in CRE is the investment strategy. Many small, medium size and even larger national and international real estate private equity investment firms do not have a detailed and documented CRE investment strategy. A lot of firms raise capital for each deal separately or in a fund format and the private placement memorandum (PPM) will state an investment strategy similar to the following:

*"The fund's investment strategy is focused on taking advantage of the deep market knowledge and market penetration of the Sponsor's principals in retail and office projects in markets that have some combination of supply constraints, strong rental growth prospects and an economic base that is diversified"*

The above strategy may be passable for a densely worded and never read PPM, but what is the overall real estate investment strategy for the firm? Is it core, core plus, value-added, opportunistic, distressed or development? Is the strategy focused on one property type or multiple property types? What about the geographic area? Is it focused on a local market, nationally, or internationally? What about the structure of the investments? Are they in a fund format, special account joint ventures, commingled funds, REITs, or one-off



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deals? All of these questions are critical to the successful management and operation of a CRE investment organization. The six institutional investment strategies can be further explained as follows:

### **I. Core Investments**

Core investments are considered the safest form of real estate investing and include the buying and holding of well-located, Class A institutionally stable CRE assets characterized by their high quality, low vacancies, great location and strong markets. Core assets typically sell at low cap rates and high prices (i.e., Class A office buildings in Miami, Boston, and New York City) and typically generate 8%-10%+ levered IRRs.

### **II. Core-Plus Investments**

Core-plus investments are similar to Core properties, but available at a little higher cap rate and lower price. Investors looking to pursue core-plus strategies seek out assets that are still fundamentally sound and appealing but offer an opportunity to add value to enhance returns. Core-plus investments have a higher degree of risk including, upcoming lease expirations or mild renovations and typically generate 9%-12%+ levered IRRs.

### **III. Value-Added Investments**

Value-added investments are higher up the risk-return profile and usually include properties that have significant execution risk to add the necessary value to drive enhanced returns, including, major renovations, repositioning or lease-up to stabilization. Value-added investors typically seek to hold an asset for 5-7 years or the appropriate time to execute their strategy. Value-added strategies are based on the idea that you can add some value initially to generate 10%-15%+ levered IRRs.

### **IV. Opportunistic Investments**

Opportunistic investments are high-risk, high-reward investment strategies wherein investors pursue properties that need a significant amount of renovation, have high vacancies, are functionally obsolete, have a higher and better use or face changes in demand in the local market. These investments require significant time and work and therefore are the higher risk and yield high returns. Typical investments are held for 3-7 years, with the goal of achieving a 15%-20%+ levered IRR.

### **V. Distressed Investments**

Distressed investment strategies also produce high-risk and high-reward and involve counter-cyclical investments in CRE assets as well as defaulted loans and property bankruptcies. The distressed investor is typically active in economic downturns or recessions and seeks to buy CRE assets at deep discounts of 50 cents on the dollar or acquire defaulted loans at a similar discount with the objective of foreclosing on the loan to obtain the equity interest in the property. Typical investments are held for 2-5 years and can generate levered



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IRRs from 15%-25%+. The CRE industry is currently entering a distressed investing environment with higher interest rates, a possible recession, and tight credit conditions.

### VI. Development Investments

New development investments are the highest-risk strategy and involve the construction of new CRE properties. Development is risky because of the length of time to complete a new project (typically 2-4 years), changes in market demand and interest rates during construction, loss of prospective tenants during construction and leasing of the project upon completion. Risk in general for a construction deal is that “a lot of bad things can happen in a 2–4-year development period.” The cap rate on development projects is usually 1%-2% higher than that of the same property acquired fully leased. Levered IRRs for development deals are typically in the 15%-25%+ range.

In addition to a firm’s real estate investment strategy per the six strategies outlined above, it must next determine the property types, geographic location, and investment structure. Once these are codified, the CRE firm can document in its brochure and client marketing documents a coherent investment strategy. A detailed CRE investment strategy for a national private equity firm that raises capital in a commingled fund format is as follows:

*“The Fund’s investment strategy is focused on (i) taking advantage of the deep market knowledge and experience of the principals in national real estate markets, (ii) sourcing core-plus office, industrial, retail and apartment projects in markets that are characterized by supply constraints, strong rental growth, strong economic growth and a diversified economic and industry base, (iii) seek properties that are valued between \$15 and \$25 million and (iv) can deliver projected leveraged (up to 70% of property cost) internal rates of return on investor net equity investments of 12%-18% over a 7-10 year holding period.”*



## Four Ways to Reduce Risk in CRE Investment

The CRE industry is in a state of distress due to higher interest rates, slower economic growth and increasing joblessness. The industry is beginning to see defaults and foreclosures on office buildings and apartment properties, especially in the high-crime Gateway markets. Many investors are seeking ways to reduce the risk of their real estate investments during these tumultuous and difficult times. There are four ways to reduce the risk of a CRE investment that is fairly easy to do for most investors as follows;

### I. Diversification

As is corporate finance and security investments, risk can be reduced by diversification. Nonsystematic risk in risk that can be eliminated by diversification of the various investments in the pool or fund. In CRE investment, this means diversifying by property type, geographic location, and industry. This primarily applies to the larger and national CRE investment companies, who buy all types of properties all over the U.S. Diversifying by property type is important as different property types are affected differently by economic, social, technological and market changes. Diversifying by location is also very important as different parts of the country go through booms and busts at varying times and with differing severity. Diversifying by industry is the most important risk reduction technique but is the most overlooked. Investors should make sure that a large percentage of the tenancy for their properties is not tied to one industry or business sector. For example, if an investor owns all office buildings in Silicon Valley, wherein 70% of the tenancy is technology companies, then this investor is not diversified by property type, location and industry and in today's market would be in distress with lower occupancy, rents, and valuation.

### II. Detailed Due Diligence

Another easy way to reduce investment risk in CRE is to perform a detailed and thorough due diligence on the property or portfolio before closing. Pre-closing due diligence is a common activity for CRE investors, however, over the years with compressed closing times, many companies are not performing an appropriate level of due diligence. This is especially true of large portfolio purchases with dozens of properties located around the country. Thorough due diligence can disclose many negative issues with a property like the need for significant capital improvements, financial issues with major tenants and contingent liabilities.

### III. Moderate Leverage

Using moderate leverage to acquire CRE can reduce risk substantially. The desire to use high leverage of over 70% in a CRE deal is very enticing, to enhance the investor equity return, as debt is always cheaper than equity. However, high leverage can be a two-edged sword. If the property and market perform well, the high leverage increases the equity return and the deal is a winner. If the opposite is true, high leverage can magnify the problems with the properties and lead to negative cash flow, default, and foreclosure.



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### IV. Buy at Appropriate Cap Rates

The most important strategy to reduce investment risk is to buy properties at appropriate risk-adjusted cap rates. One of the best ways to reduce investment risk of any asset is to acquire the asset at a low price. A low price can offset many investments, market, interest rate and tenant risks in CRE. However, this will depend on the market as CRE investors cannot do what the market won't let them. If an investor was buying industrial real estate over the last several years, they would be faced with historically low cap rates of 3%-4% and the firm either has to take these low returns and hope that rent increases increase the net operating income significantly, return the capital to its investors or seek other property types. Peter Bernstein, the famed economic consultant and historian, who wrote many great books, said the following about asset prices "The market's not a very accommodating machine; it won't provide high returns just because you need them."



### Get Your Copy of Three Great CRE Books by Our Editor, Joseph Ori

The editor of this newsletter, Joseph Ori, is pleased to offer his three CRE books for sale, "The Fifty Commandments of Commercial Real Estate Investment" Edition I and II and "Commercial Real Estate Investment for Pros (and Dummies Too!)." All books are available on Amazon and other book outlets in Kindle, and soft and hardcover from \$8.99 to \$24.99.

Both editions of The Fifty Commandments of Commercial Real Estate Investment compile the choice pieces of advice Mr. Ori has amassed over 35 years in the CRE industry. Mr. Ori lists essential dos and don'ts, mistakes, and successful strategies with a mixture of critical analysis and a keen sense of satirical humor, reinforced by

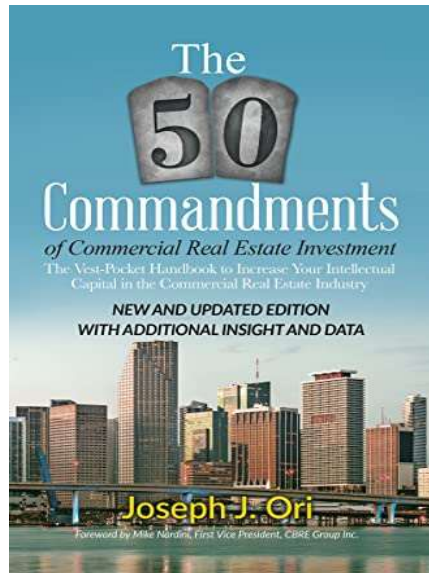




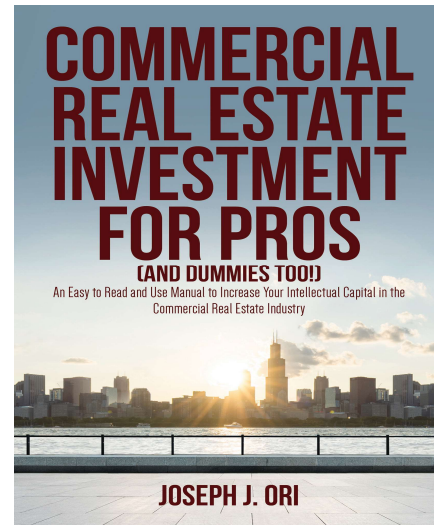
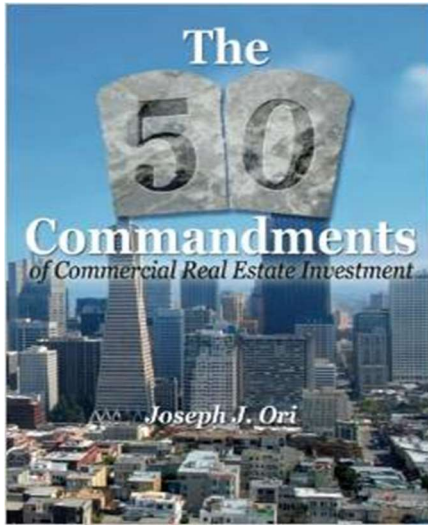
## Strategy and Insight for the Commercial Real Estate Industry

his encyclopedic knowledge of the commercial real estate environment. Mr. Ori covers all areas of the industry. Commercial real estate investment, finance, development, capital markets, and management tactics are all given his full attention, as are leasing, financial analysis, and institutional investments. He applies his commandments to all property types, including apartments, office buildings, shopping centers, industrial warehouses, lodging properties, and senior housing.

Commercial Real Estate Investment for Pros (and Dummies Too!) discusses the history, the various financial players, legal and financial structures, property types, modern portfolio theory and the financial metrics of commercial real estate investment and the commercial real estate industry. The book includes numerous charts and analyses of the industry and a step-by-step breakdown of the commercial real estate analysis and investment process. The book is perfect reading for the experienced real estate pro and also understandable to the real estate novice or someone new to the industry.



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### CRE Financing Rates

Loan Type	Mortgage Rate	Maximum Amortization	Term (years)	Maximum LTV
Permanent Loans	6.38%-10.00%+	30	10	75%
Conduit-CMBS	5.79%-6.90%+	30	10	75%
Bridge Loans	9.21%-18.21%+	Interest Only	1-3	90%
Construction Loans	9.50%-14.50%+	Interest Only	1-4	75%
Insurance Co. Loans	5.88%-7.89%+	30	10	70%
Fannie Mae/Freddie Mac	4.98%-5.79%+	30	10	80%

Commercial Loan Index Rates	
Prime Rate	8.00%
30 Day LIBOR	4.89%
90 Day LIBOR	5.21%
30 Day SOFR (secured overnight funding rate)	4.69%
1 Year Swap	4.80%
10 Year Swap	3.28%





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5 Year Treasury	3.34%
10 Year Treasury	3.29%
Federal Funds Rate	4.75%

Short-term interest rates have eased somewhat with the 30-day SOFR rate down to 4.69%. This is even after the Fed raised the federal funds rate by .25% on March 22, 2023. The 30-day LIBOR rate has also declined to 4.89%. The largest drop in rates has been Treasury securities with the 10-Year T-note falling to 3.29%. Rates have declined because of fears of slower economic growth and a recession and the likelihood that the Fed will pivot and begin to reduce the federal funds rate. The above financing rates and data are courtesy of Paramount Capital Corporation and feel free to contact Joseph Ori, Executive Managing Director, Paramount Capital Corporation, [jjo@paramountcapitalcorp.com](mailto:jjo@paramountcapitalcorp.com), for your real estate capital needs.

## **CRE Deal Focus**

### **CRE Deals of the Month**

<b>Purchaser/ Sponsor</b>	<b>Seller</b>	<b>Property/ Deal</b>	<b>Price</b>	<b>Description</b>
DRA Advisors	Venture One	Industrial Portfolio, US	\$369M	A 54-building industrial portfolio with 2.8 million square feet and located in the Northeast.



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HPS Investment Partners	Chetrit Group	850 Third Avenue, NY, NY	\$266M	A 21-story office tower with 617,000 square feet that was sold at a deep discount to prevent foreclosure.
Terrano Realty Corp.	Overton Moore Properties	Morton Commerce Center, Newark, CA	\$186M	Four industrial buildings with 603,000 square feet.
BKM Capital Partners and Investcorp	Terry York Properties	Industrial Portfolio, Las Vegas, NV	\$158M	A seven-property industrial portfolio with 740,000 square feet.
NewCrestImage and Hospitality Capital Partners	Service Properties Trust	Hotel Portfolio	\$137M	A 16-hotel portfolio with 2,155 rooms including 13 Marriott Courtyards and three Residence Inns.

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Lingerfelt and Partners Group	UK	Industrial Portfolio, Richmond, VA	\$106M	A four-building industrial portfolio with 1.2 million square feet.
Empire Capital Holdings	Silverstein Properties	529 Fifth Ave., NY, NY	\$105M	A 20-story office building with 254,000 square feet and 63% leased.
Waterbridge Capital	KBS Real Estate Investment Trust	Union Bank Plaza, Los Angeles, CA	\$104M	A 40-story, 675,945-square-foot office building completed in 1967.
UK	The Axton Group and The Bascom Group	Two Apartment Properties, Colorado Springs, CO	\$74M	Two apartment properties with 486 units.

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UK	Pebblebrook Hotel Trust	Hotel Colonnade, Coral Gables, FL \$	\$63M	A 157-room hotel.
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## **CORPORATE FINANCE FOCUS**

### **The Daily Drucker**

One of the most popular corporate thinkers and management consultants in the last hundred years is Peter Drucker. He passed away in 2005 at 92 years old, but during his illustrious career, published over thirty-five books, and his corporate and management ideas have had a great impact on shaping the modern corporation and management science. For the next twenty-four issues of VOM, we will highlight some of his insights and motivations in corporate management, personnel, and the knowledge worker from one of his last books, The Daily Drucker.

#### **I. Knowledge External to the Enterprise**

The techniques that are likely to have the greatest impact on a company and an industry are technologies outside its own field. Many changes that have transformed enterprises have originated outside the specific industry of that enterprise. Here are three notable examples. The zipper was originally invented to close bales of heavy goods, such as grain, particularly in seaports. Commercial paper (that is, short-term notes originated by nonbank financial institutions) did not originate with banks but had a tremendous negative impact on them. Fiberglass cable, the invention that has revolutionized the telephone industry, did not come out of the great telephone research labs in the U.S., Japan or Germany. It came, rather from a glass company, Corning.

#### **II. Managing for the Future**

Prediction of future events is futile. The starting point to know the future is the realization that there are two different, though complimentary, approaches. Finding and exploring the time lag between the appearance of a discontinuity in the economy and society and its full impact-one might call this anticipation of a future that has

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already happened and Imposing on the yet unborn future a new idea that tries to give direction and shape to what is to come. This one might call making the future happen.

### **III. Organize for Constant Change**

Today's certainties always become tomorrow's absurdities. One thing is certain for developed countries-and probably for the entire world-we face long years of profound changes. An organization must be organized for constant change. The organization's function is entrepreneurial, to put knowledge to work-on tools, products, and processes on the design of work, on knowledge itself.

### **IV. Searching for Change**

A change is something people do; a fad is something people talk about. Entrepreneurs see change as the norm and healthy and they search for change, respond to it, and exploit it as an opportunity. You must also ask yourself if these transitions, these changes are an opportunity or a threat. If you start out by looking at change as a threat, you will never innovate.



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### REIT Statistics

Current REIT statistics for 2022 per NAREIT and NCREIF are included in the table below. Please note the all-equity REIT return over 20 years. REITs have been one of the best-performing asset classes historically.

<i>Period</i>	<i>All REITs</i>	<i>All Equity REITs</i>	<i>NCREIF NPI Levered Index (2022)</i>	<i>S&amp;P 500</i>	<i>NASDAQ Composite</i>
<i>1/2023</i>	10.30%	10.07%	6.02%	6.28%	<b>10.72%</b>
<i>1-Year</i>	-10.49%	-10.27%	6.02%	<b>-8.22%</b>	-17.95%
<i>5-Year</i>	6.66%	7.09%	8.73%	9.54%	<b>10.34%</b>
<i>10-Year</i>	7.46%	7.74%	10.81%	12.68%	<b>15.14%</b>
<i>20-Year</i>	9.59%	10.10%	10.06%	10.28%	<b>11.47%</b>
<i>Market Capitalization</i>	\$1.40T	\$1.33T	\$281B	NA	NA
<i>Dividend Yield</i>	3.96%	3.61%	NA	1.57%	NA



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## REIT Review

### Summary

This REIT valuation is on Office Properties Income Trust (“OPI”), a publicly-traded REIT that is engaged in the acquiring, owning, developing, and leasing of high-quality and mixed-use office properties located in select growth-oriented U.S. markets. OPI owns or has interests in 160 office properties with 21 million rentable square feet. OPI is an externally managed REIT by asset management firm RMR Asset Management.

### Property Information

As of December 31, 2022, the occupancy rate was 90.6% and the YoY decrease in the net operating income was 3.8%. The three largest tenants are the U.S. Government (19.7% of annual base rent), Alphabet, Inc. (3.9% of annual base rent) and Shook, Hardy and Bacon LLP (3.6% of annual base rent).

### Corporate Data

OPI is traded on the NASDAQ, is incorporated in Maryland, and is located in Newton, MA. OPI has 48.6 million common shares outstanding and a market capitalization of approximately \$574 million. OPI is rated BBB- by Standard and Poor’s.

### Management

#### *Christopher Bilotto, 45, President and Chief Operating Officer*

Mr. Bilotto has been our President since 2021 and our Chief Operating Officer since 2020. Mr. Bilotto is also Senior Vice President of The RMR Group LLC and is responsible for portfolio management oversight for all office, industrial and retail properties managed by RMR and is also responsible for development and redevelopment across the United States. Since joining RMR LLC in 2011, Mr. Bilotto also worked as Senior Area Director of RMR LLC’s West Region. Prior to joining RMR LLC, Mr. Bilotto worked at General Growth Properties (NYSE: GGP) in various management roles for shopping malls and mixed-use assets in New Mexico, Arizona, and California. Mr. Bilotto has 15 years of experience working in the commercial real estate industry, specializing in asset management, leasing, and development. Mr. Bilotto earned a Bachelor’s degree in Financial Management from the University of New Mexico and is an active member of the National Association of Office and Industrial Properties.



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### Ownership

Top Institutional Holders	Shares (000's)	%
Blackrock, Inc.	9,276	19.10
Vanguard Group, Inc. 8,119	8,119	16.72
State Street Corporation	3,291	6.78
LSV Asset Management	2,004	4.13
Invesco, Ltd.	1,553	3.21

Ownership Breakdown	
% Of Shares Held by All Insiders and 5% Owners	1.94
% Of Shares Held by Institutional & Mutual Fund Owners	82.20
Number of Institutions Holding Shares	304

All amounts above per Yahoo Finance

### Financial Analysis and Valuation

Select financial data for OPI per the 2022 10K and supplemental information.

(In millions where applicable)

Financial Data	Amounts
Real Estate Assets, Gross	\$3,936
Total Assets	\$3,979
Property Debt (at a weighted average interest rate of approximately 4.0%)	\$2,431
Stockholders' Equity	\$1,386
Revenue	\$554
Net Income (Loss)	(\$6)
Cash Flow from Operations	\$192



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Unsecured Credit Facility (\$750M with \$195M used)	\$555
Market Capitalization	\$574
Property Debt to:	
Gross Real Estate Assets	61%
Market Capitalization	423%
Enterprise Value	81%
Dividend and Yield (\$2.20/sh.)	18.64%
Shares Sold Short (in millions per Yahoo Finance)	3,400

Valuation Methodology	
2022 Real Estate Revenue	\$554
2022 Real Estate Operating Expenses (excluding depreciation, amortization, interest expense, impairment charges plus G&A expenses)	<u>222</u>
2022 Net Operating Income	\$332
Annualized Proforma Net Operating Income at 97%	\$322
Projected Average Cap Rate	<u>9.0%</u>
Projected Value of Real Estate Assets	\$3,578
Add: Net Operating Working Capital (at book value)	408
Investments in Unconsolidated Joint Ventures (at book value)	<u>35</u>
Total Projected Value of the Assets of the Company	\$4,021
Less: Total Debt Per Above	(2,431)
Projected Net Asset Value of the Company	<u>\$1,590</u>



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Common Shares Outstanding, 48.6M	
Projected NAV Per Share	<b>\$33</b>
Market Price Per Share on 4/15/23	<b>\$11</b>
Premium (Discount) to NAV	<b>(66%)</b>

### Financial Metrics

The gross real estate assets, property debt, revenues, net income, funds from operations, return on invested capital, dividend coverage, and dividends per share for OPI for the years 2017 through 2022 are shown in the table below:

(Millions except dividend and per share amounts)	2017	2018	2019	2020	2021	2022
Gross Real Estate Assets	\$2,975	\$3,944	\$3,493	\$3,522	\$3,911	\$3,936
Property Debt	\$2,244	\$3,254	\$2,326	\$2,202	\$2,577	\$2,431
Revenues	\$316	\$426	\$678	\$587	\$576	\$554
Net Income (Loss)	\$12	(\$21)	\$30	\$6	(\$8)	(\$6)
Funds from Operations (FFO)	\$169	\$163	\$288	\$259	\$234	\$229
Return on Invested Capital (1)	5.6%	4.6%	8.6%	8.9%	8.2%	6.4%
Dividend Coverage (2)	1.16	.95	2.74	2.44	2.20	2.16
Dividends Paid Per Share	\$1.72	\$1.72	\$2.20	\$2.20	\$2.20	\$2.20(3)

(1) This ratio is cash provided by operations plus interest expense divided by stockholder's equity plus property debt and measures the return the REIT is earning on its invested capital.

(2) This ratio is funds from operations divided by common and preferred stock dividends and distributions to noncontrolling interests.

(3) The dividend is currently \$.55 per quarter.



## Strategy and Insight for the Commercial Real Estate Industry

The total return of OPI year to date and through five years are shown in the chart below per NAREIT:

OPI Total Return	1/23	1-Yr	3-yr	5-Yr
	32.95%	-23.89%	-12.21%	-16.36%

As shown above, our net asset value per share for OPI is \$33/sh., compared to a market price of \$11/sh. Current average cap rates for office properties per our industry experience and CBRE's Cap Rate Survey are in the 6.0% to 9.0% range, depending on the location, tenancy, and quality of the property. We have used an average cap rate of 9.0% due to OPI being externally managed and its portfolio of office assets.

### Valuation Analysis

OPI's strengths, concerns and recommendations are as follows:

#### ***Strengths:***

- An investment grade credit rating.
- OPI has a diversified national portfolio of net lease office assets.
- OPI is trading at a 66% discount to our NAV.

#### ***Concerns:***

- REIT prices will decline if interest rates increase.
- A very high debt to enterprise value of 81%.
- A very high dividend yield of 18.64%.
- OPI is externally managed.

#### ***Recommendation:***

OPI is trading at a large discount to our NAV, however, due to it being externally managed, we are not recommending the purchase of the stock.



## Strategy and Insight for the Commercial Real Estate Industry

A five-year price chart for OPI is shown below:





### **REIT FOCUS REVIEWS IN PRIOR ISSUES OF VOM ARE AS FOLLOWS:**

1. WP Carey, November 15, 2020
2. Equity Residential, December 15, 2020
3. Douglas Emmett, Inc., January 15, 2021
4. Boston Properties, Inc., February 15, 2021
5. Spirit Realty Capital, Inc., March 15, 2021
6. Duke Realty Corporation, April 15, 2021
7. Essex Property Trust, Inc., May 15, 2021
8. AvalonBay Communities, Inc., June 15, 2021
9. Brixmor Property Group, Inc., July 15, 2021



10. Cousins Properties, Inc., August 15, 2021
11. Mid-America Apartments, Inc., September 15, 2021
12. VEREIT, Inc., October 15, 2021
13. Spirit Realty Capital, Inc, November 15, 2021
14. First Industrial Realty Trust, Inc., December 15, 2021
15. Camden Property Trust, Inc., January 15, 2022
16. Healthcare Trust of America, Inc., February 15, 2022
18. Simon Property Group, Inc., March 15, 2022
19. Brandywine Realty Trust, April 15, 2022
21. Rexford Industrial Realty, Inc., May 15, 2022
22. Host Hotels & Resorts, June 15, 2022
23. The Macerich Company, July 15, 2022
24. Hudson Pacific Properties, Inc., August 15, 2022
25. Kilroy Realty Corporation, September 15, 2022
26. Realty Income Corporation, October 15, 2022
27. Federal Realty Trust, November 15, 2022



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- 28. Equity Residential, December 15, 2022
- 29. STAG Industrial, January 15, 2023
- 30. Brixmor Property Group, Inc., February 15, 2023
- 31. Mid-America Apartment Communities, March 15, 2023

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