



# CommercialTrends

## Real-World Insight into Commercial Markets

Since the vast majority of commercial properties are not held in Commercial Mortgage-Backed Securities (CMBS), access to non-securitized property data is critical to understanding the commercial marketplace. CommercialTrends pulls data from our industry-leading non-securitized property database and combines it with tiered pricing information and other data resources.

Our full-inventory commercial property dataset includes:

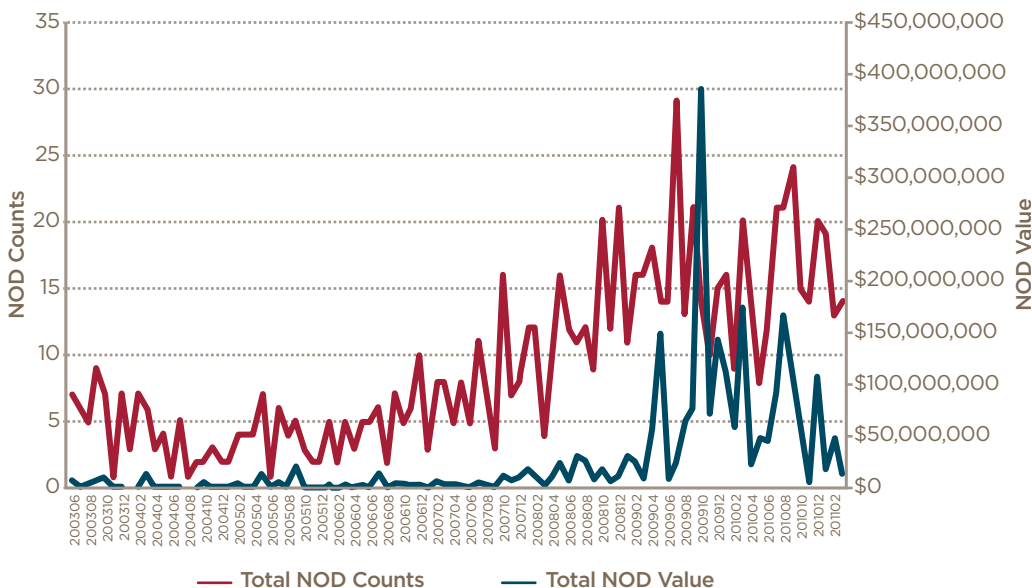
- ▶ 35 million commercial properties
- ▶ 5.7 million improved properties
- ▶ 18.8 million land records
- ▶ 3.6 million commercial properties with mortgages valued at \$2.8 trillion

Updated monthly, CommercialTrends analyzes and models this combined data to create a single multi-layered snapshot of current commercial property and market trends — with manifold uses:

- ▶ Identifying potential expansion markets
- ▶ Mapping current and coming valuation trends
- ▶ Analyzing specific performance indicators
- ▶ Benchmarking local, regional, national trends

CommercialTrends offers the easiest way yet to monitor and manage commercial real estate—with the definitive, most trusted data defining parameters and assuring accuracy.

NOD TRENDS FOR VACANT OFFICE: LOS ANGELES-LONG BEACH CBSA



Sample CommercialTrends graph tracking office building notice-of-default trends in LA-Long Beach CBSA.

## Real Estate Analytics Suite

The Real Estate Analytics Suite is a family of analytics modules that explore and extend monthly CoreLogic HPI™ data to produce actionable insights. Each module starts with the latest HPI® data, adds additional data as needed, then models the results to reveal current and future trends—translating raw statistics into working knowledge.

- ▶ **CoreLogic HPI** – the most complete, comprehensive market price indices, CoreLogic HPI provides core data for the other modules
- ▶ **HPI Forecasts** – models HPI data to predict price movements for geographic markets at monthly intervals up to 24 months in the future
- ▶ **MarketTrends** – combines HPI data with delinquency/foreclosure filings and mortgage performance metrics to evaluate a given market's health
- ▶ **CommercialTrends** – derived from public-record data, provides snapshot of current commercial market, including sales, loan originations, default filings
- ▶ **ListingTrends** – using data from multiple listing services (MLS), provides early insight into local housing absorption, days on market, inventories

## Our Commercial Property Data

Our real estate and ownership database is unlike all others. To begin with, we update it every day, so you know the data is fresh and relevant. It's also complete—with 97% of all U.S. real estate transactions for all property types, including commercial, industrial, and vacant land.

We've aggregated commercial property data from both securitized and non-securitized properties since 2000—our database currently includes more than 35 million commercial properties—at the ZIP code, county, CBSA, state, and national levels.

We segment this data in nine tiers:

- ▶ Hotel
- ▶ Industrial
- ▶ Multi-Family
- ▶ Office
- ▶ Retail
- ▶ Vacant Land
- ▶ Other Uncategorized Commercial
- ▶ Commercial Not Elsewhere Classified
- ▶ All Commercial

## Some Specifics

CommercialTrends provides a wealth of current, specific, highly relevant facts from which to draw in developing the information most useful for your purposes. They include:

- ▶ **Notices of Default (NOD) – Total and Counts**
- ▶ **NOD Maturing – Total and Counts**
- ▶ **NOD Loan Originations – Total**
- ▶ **Loan Types**
- ▶ **Loan Originations – Median, Mean, Total, and Count**
- ▶ **Open Mortgages – Total Count**
- ▶ **Loan Originations by <\$1M, \$1M–\$5M, \$5M–\$10M, >\$10M**
- ▶ **Loan Originations – Count by <\$1M, \$1M–\$5M, \$5M–\$10M, >\$10M**
- ▶ **Commercial Properties – Total Count**
- ▶ **Sales Prices – Count by <\$1M, \$1M–\$5M, \$5M–\$10M, >\$10M**
- ▶ **Sales Prices – Median and Mean**
- ▶ **Sales Prices by <\$1M, \$1M–\$5M, \$5M–\$10M, >\$10M**
- ▶ **Sum of Total Sales – Amount**
- ▶ **Sales Count – Total**

CommercialTrends is available by monthly subscription, delivered via the Real Estate Analytics Suite (REAS) website and via File Transfer Protocol (FTP) as a bulk data download.

Real Estate Analytics Suite

DATA PERIOD: 270 June 2011 TIER NAME: All Commercial

Data rows: 51 | Data

State Name	Metrics	Commercial Properties Total Count	Loan Origination \$1M - \$5M	Loan Origination \$5M - \$10M	Loan Origination <\$1M	Loan Origination >\$10M	Loan Origination Mean	Loan Origination Median	Loan Origination Total	Loan Origination Total Count	NOD Loan Total	NOD Maturing Total	NOD Maturing Total Count	N Total Count	
National	2,063,227,514.00	17,103,769.00	1,281,182,993.00	1,001,918,692,920.00	126,193,149,928.00	71,149,725,657,628.00	113	1,754,633.59	250,000.00	14,703,829,479.00	8,380	84,908,149.00	71	2,5	
Alabama	355,304	9,585,040.00	14	9,150,000.00	1	20,736,801.00	85	20,250,000.00	1	249,291,928	240,000.00	75,221,648.00			
Alaska	24,484	13,998,048.00	6			10,511,126.00	39	29,200,000.00	2	1,142,748.38	249,125.00	53,709,174.00		1	
Arizona	2,500,000.00	271,504	42,712,751.00	21	42,623,100.00	6	33,911,926.00	169	48,045,000.00	3	838,154.66	133,700.00	166,792,727.00	199	26
Arkansas	107,772	7,596,816.00	3			11,346,447.00	44	403,048.15	150,000.00		18,943,263.00			12	
California	1,168,511,680.00	1,497,475	759,079,290.00	366,348,617,326.00	48	518,432,387.00	1,333	620,302,985.00	28	1,265,595.49	459,000.00	2,246,431,988.00	1,775	9,620,000.00	
Colorado	285,014	58,152,158.00	25	32,177,972.00	4	59,719,631.00	211	133,745,283.00	5	1,158,347.93	288,400.00	283,795,244.00	245	13	
Connecticut	135,293	29,620,639.00	5	5,170,000.00	1	26,033,254.00	110	431,865.78	200,000.00		51,823,893.00			728	
Delaware	93,868	4,000,000.00	3			13,057,287.00	75		221,523.21	157,512.00	17,057,287.00			77	
District of Columbia	23,352	5,650,000.00	2			1,456,250.00	2		1,776,562.50	1,150,000.00	7,106,250.00			4	
Florida	58,402,135.00	773,898	104,378,112.00	45	39,022,319.00	6	71,733,492.00	297	42,700,000.00	2	736,668.35	220,641.50	257,833,923.00	350	739,281.00
Georgia	765,699	36,375,048.00	15			29,014,969.00	127	148,000,000.00						147	
Hawaii	13,800,410.00	122,762	14,778,237.00	7		18,280,543.00	64	19,500,000.00						1	
Idaho	2,959,564.00	109,006	6,477,868.00	2	10,000,000.00	1	10,381,191.00	59						45	
Illinois	807,991	49,541,311.00	26	21,628,000.00	3	53,912,711.00									

Although CommercialTrends data is available in bulk form, its most convenient delivery platform is the Real Estate Analytics Suite website—with an easy-to-use, fully customizable interface.

FOR MORE INFORMATION PLEASE CALL 800-345-7334

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1-COMTRNDS-1113-01



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