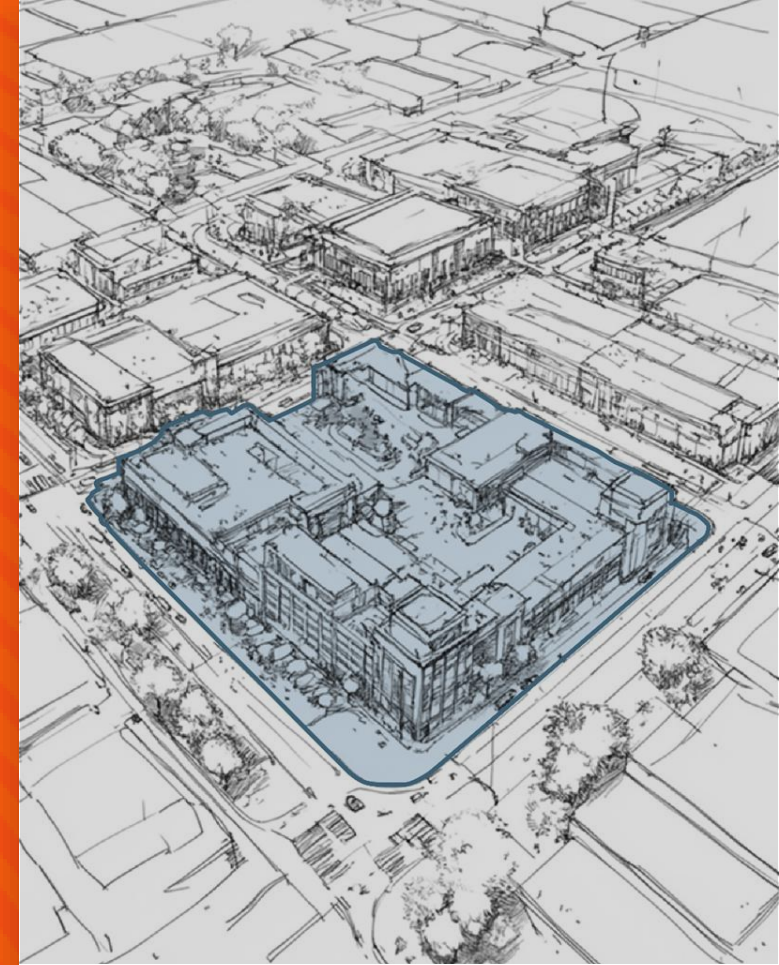




Advan Insights on REITS



PRESENTED BY

Thomas Paulson

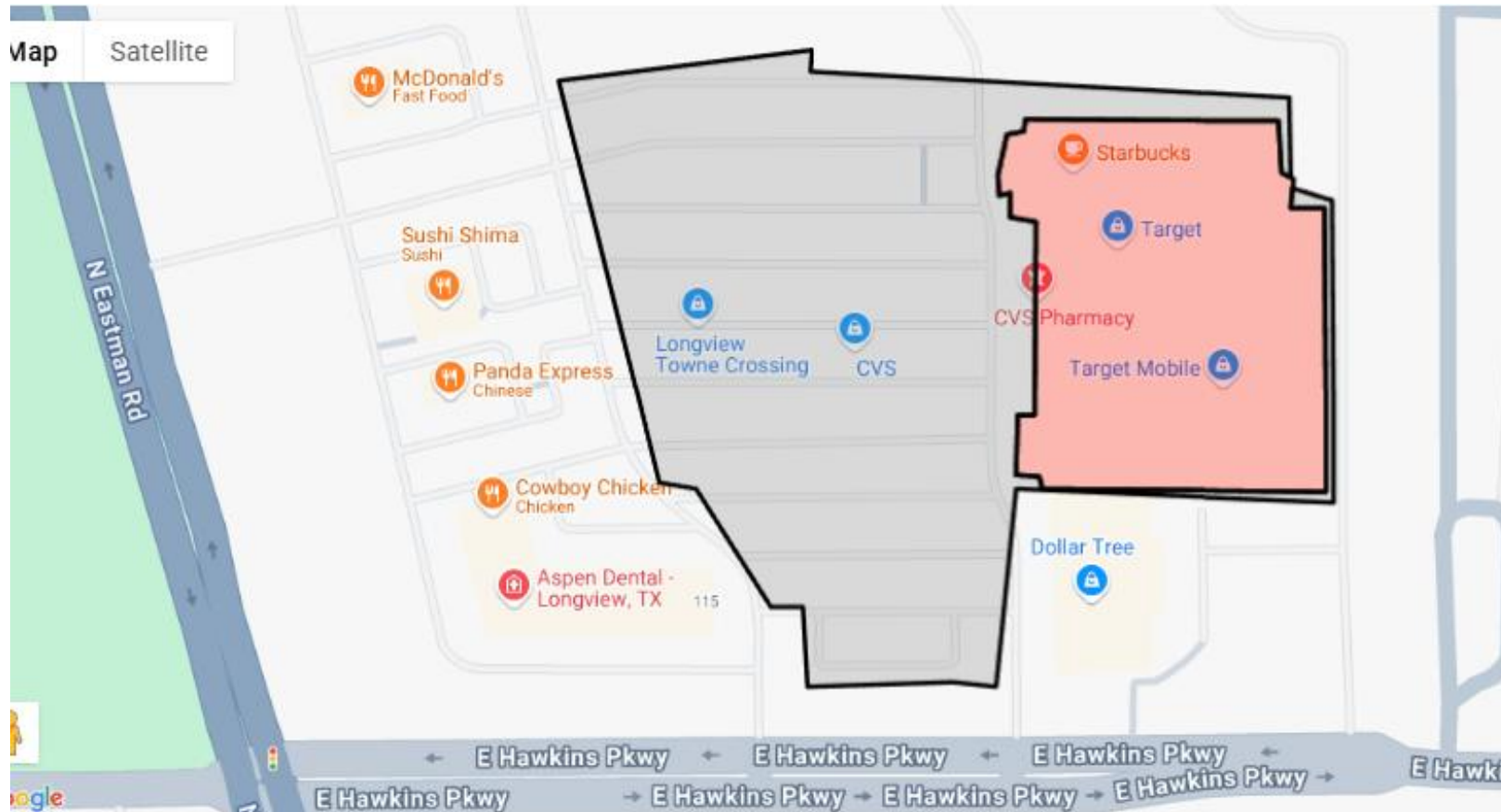
Head of Market Insights, Advan Research

Delivered to UBS' clients

May 29th, 2026

Advan's Data

Geofenced Target and its parking lot in Longview, TX



Advan Data

Estimated contextualized **activity** at any place in the US

- ❑ Aggregated foot traffic data sourced from mobile phones (lat/long/ID), about 12% of the US population.
- ❑ Overlaid on millions of locations in the US. We also have CN and EU.
- ❑ Phones overlaid and tagged with Census data + other pattern data providing demographic and psychographic profiles of the activity aggregated at the CBG level.
- ❑ Significant coverage of independent establishments and non-consumer entities (our geofences).
- ❑ Panel has broad coverage of the US population, including young adults, single-family HHs, and retirees.
- ❑ Organized into ticker-level estimates, cohorts, and NAICS codes.

A Place Can Be A

- Shopping Mall
- Warehouse
- Cold Storage Facility
- Self Storage
- Fulfillment Center
- Hospital
- Office Building
- Steel Mill
- Open Pit Mine
- Manufacturing Plant
- Seaport
- Theme Park

➤ Any Place

Activity can be a visit, or total hours in a day / week / month / year:

- Shopping a mall
- Working at a warehouse
- Working at a cold storage facility
- Working at a office building
- Working at a steel mill
- Having fun at a theme park

Total Hours = Visits x Avg Stay

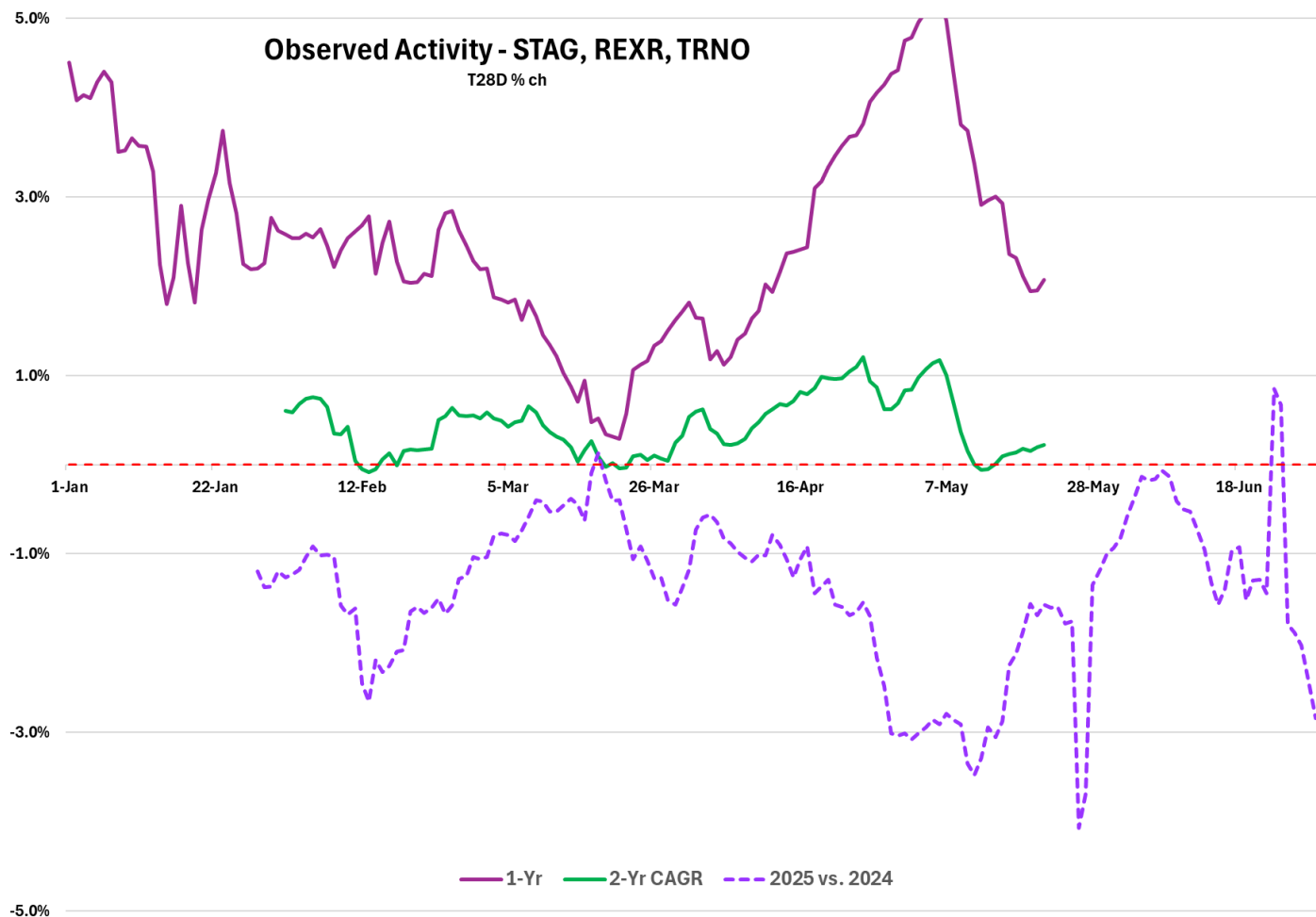
Total Hours \propto Real Economic Output of Location

A More Complete Measure of an Asset's Utilization

Topics - Conclusions

- ❑ For industrial, Q2 QTD activity is running stronger QoQ; however, June is a more difficult compare. If the favorable trends continue, occupancy should be better on a YoY basis.
- ❑ For self-storage, Q2 QTD activity points to a revenue miss for PSA, EXR, and CUBE, and a decline in occupancy for PSA and CUBE. June is an easier comp for EXR and CUBE, and a more difficult one for PSA.
- ❑ In cold storage, the trend has continued to improve for Americold and Lineage.
- ❑ In office, the trend is strengthening, save ARE.
- ❑ In leisure & gaming, Vegas is trending stronger and the comps are easy
- ❑ In retail, the trend slowed in April due to gas prices becoming seen as higher-for-longer and as we moved to the backside of tax refunds. There's been a little bounce in late May.
- ❑ For retail REITs, our larger worry is grocery-anchored real estate given the disruption happening to conventional grocery.

Industrial REIT Activity



Industrial REITs Observed Activity vs. Occupancy Period End YoY Q4'25 and Q1'26

	STAG	REXT	TRNO	All 3
Activity				
Q4	3.9%	0.5%	2.1%	2.5%
Q1	3.1%	0.2%	2.7%	2.0%
Occupancy				
Q4	-20		-130	} Positive Correlation
Q1	-120		-30	

Source: Advan Research & company filings

Qtr Call-Outs

- Q2-to-date is running +100bps faster QoQ, and the compare runs easy through the end of the quarter. → Occupancy should be stronger
- Rexford's Q1 vs. Q4 trend change is too modest to be significant. However, we did see a less-bad inflection in our data and that aligns with management commentary of "the bottom is in" and "seeing improving tenant demand. Moreover, they upped guidance on occupancy.
- Terreno's occupancy was much improved. STAG was more cautious on its call

Self-Storage Names: *Increased Activity is Bad*

Q1 Scorecard

Revenue	Reported	Estimate	% Delta	Our Call	
				Vs. FactSet	Factset
Public Storage	\$1,218	\$1,215	0.25%	In-line	
Extra Space Storage	\$856	\$852	0.47%	In-line	
CubeSmart	\$272	\$270	0.74%	Miss	\$275

YoY Occupancy (bps)	Reported	Observed
Public Storage	40	lower
Extra Space Storage	-20	higher
CubeSmart	-30	lower

period-end

CubeSmart’s Christopher Marr, “The first quarter showed a continuation of trends from late last year with results that were in line with our expectations. We are encouraged to finally see the inflection in same-store revenue growth this quarter as the stabilization in operating trends we experienced in late 2025 is flowing through the financial metrics.”

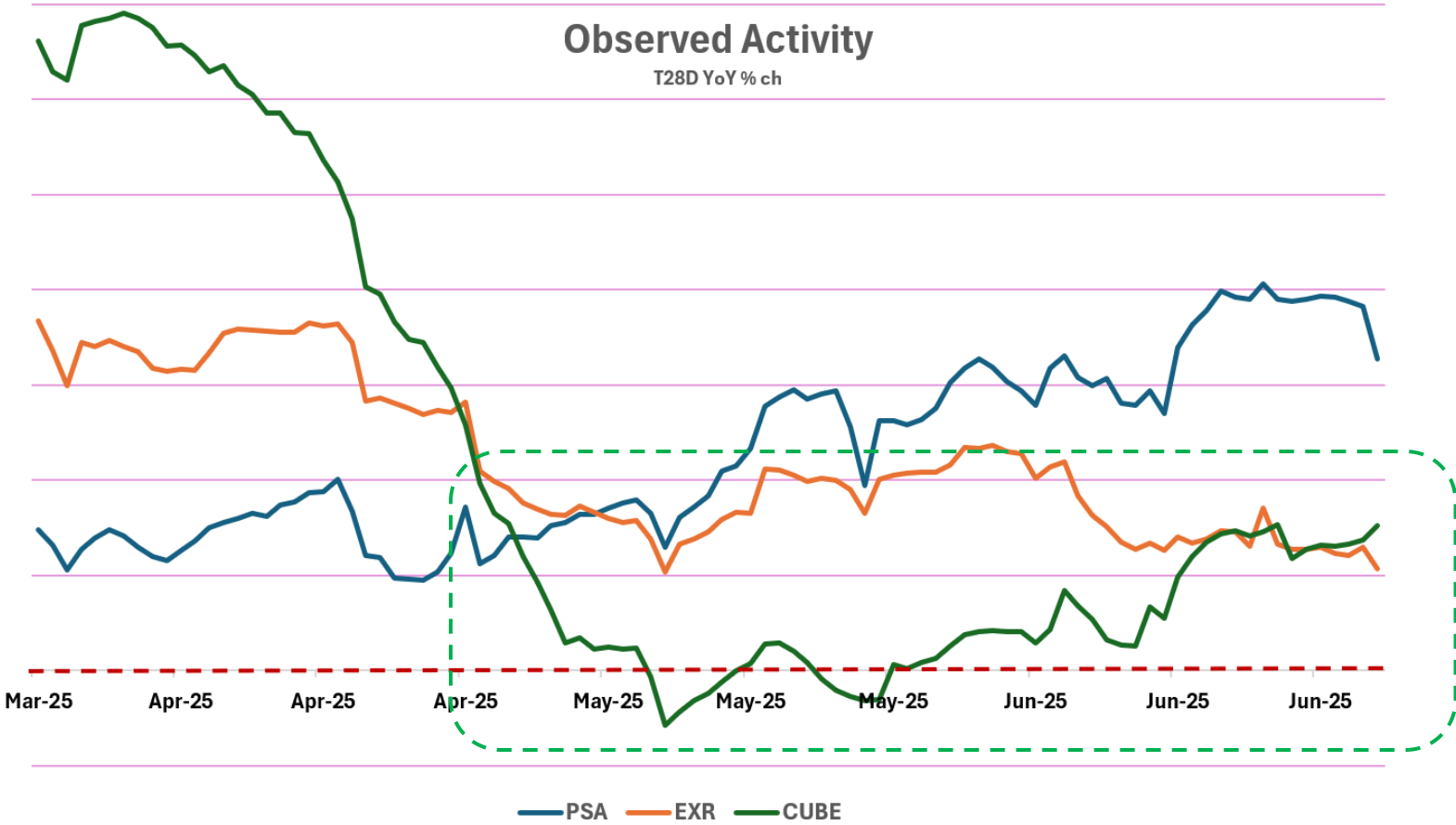
Storage Names: *Increased Activity is Bad*

Q2 QTD

Revenue	<u>Estimate</u>	<u>FactSet</u>	<u>% Delta</u>	} 1-month to go
Public Storage	\$1,215	\$1,230	-1.22%	
Extra Space Storage	\$852	\$865	-1.50%	
CubeSmart	\$270	\$281	-3.91%	

YoY Occupancy (bps)	<u>Observed</u>
Public Storage	higher
Extra Space Storage	lower
CubeSmart	higher

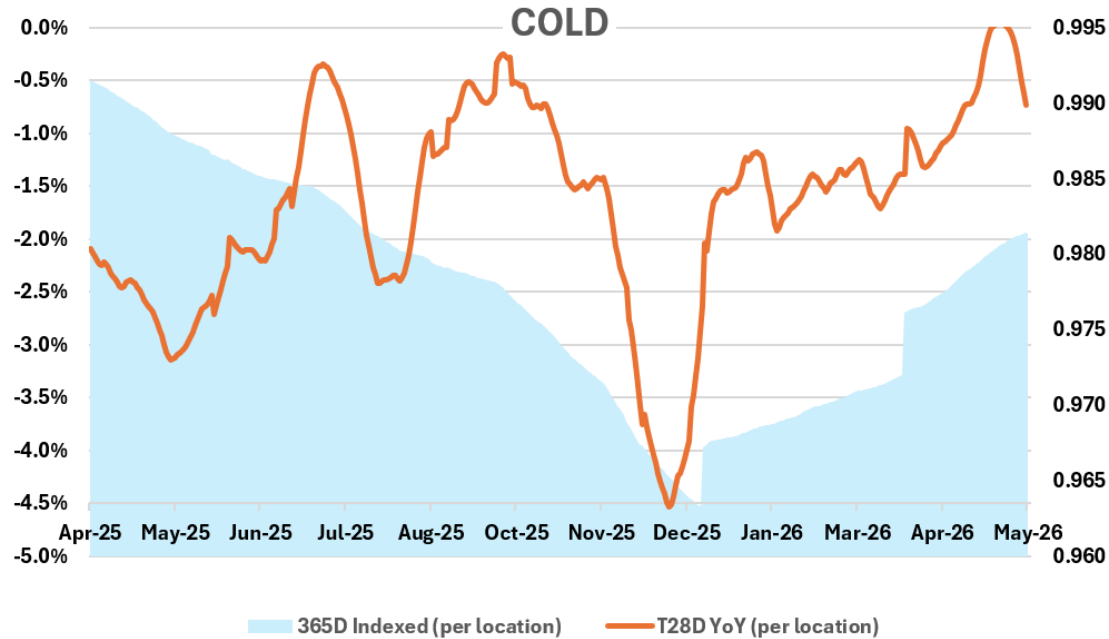
Storage Names: *Easier Comps Ahead, Save PSA*



Cold Storage – Q1 Better as Previewed

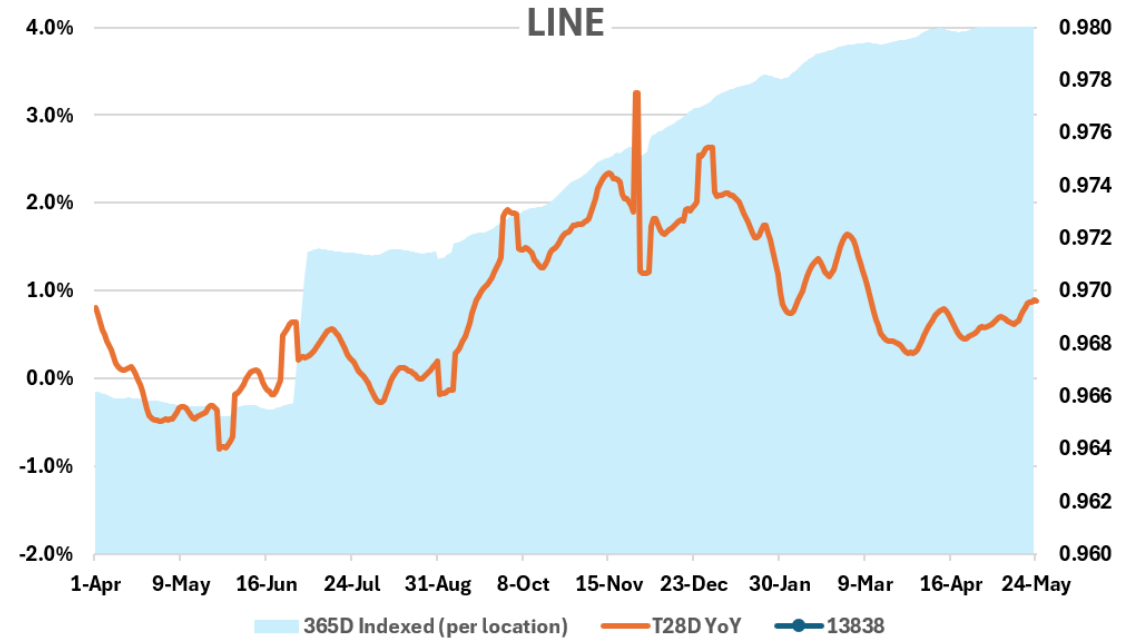
Qtr Call-Outs

- Activity at Americold is still down, but it looks like it has bottomed
- Q1 occupancy improved +160bps YoY and it outperformed QoQ seasonality



Qtr Call-Outs

- Activity at Linage has continued to gradually improve.
- Q1 occupancy outperformed QoQ seasonality



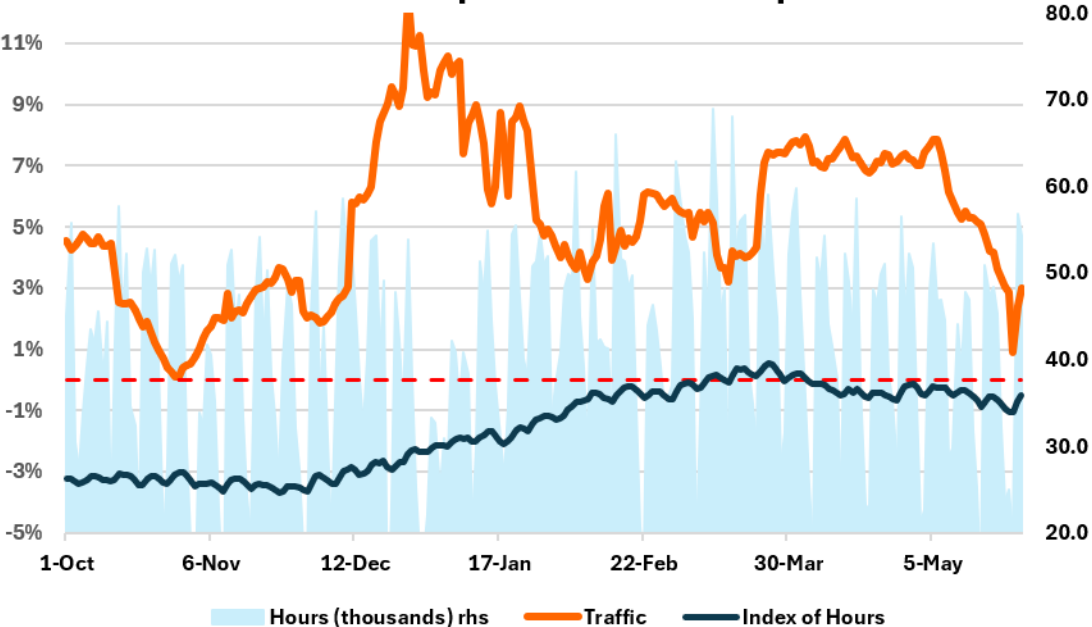
Americold’s Robert Chambers (Q1 call), “I was pleased that all key metrics materialized in line or slightly better than our original guidance. I’m particularly encouraged that our physical occupancy was flat year-over-year, further supporting our belief that inventories levels have largely stabilized. These trends have continued in April, and we believe that we should see a return to more normalized seasonal trends as we progress throughout the year.”

Office

Qtr Call-Outs

➤ Observed Hours at BXP properties is climbing higher in Q2, new leasing?
 CEO Owen Thomas (Q4 call), “As we’ve explained on prior calls, leasing activity is tied to both our clients' growth and **use of their space**. We have every reason to be confident that the positive environment we are experiencing for leasing will continue into 2026. Return-to-office mandates from corporate users continue to grow and take effect.”

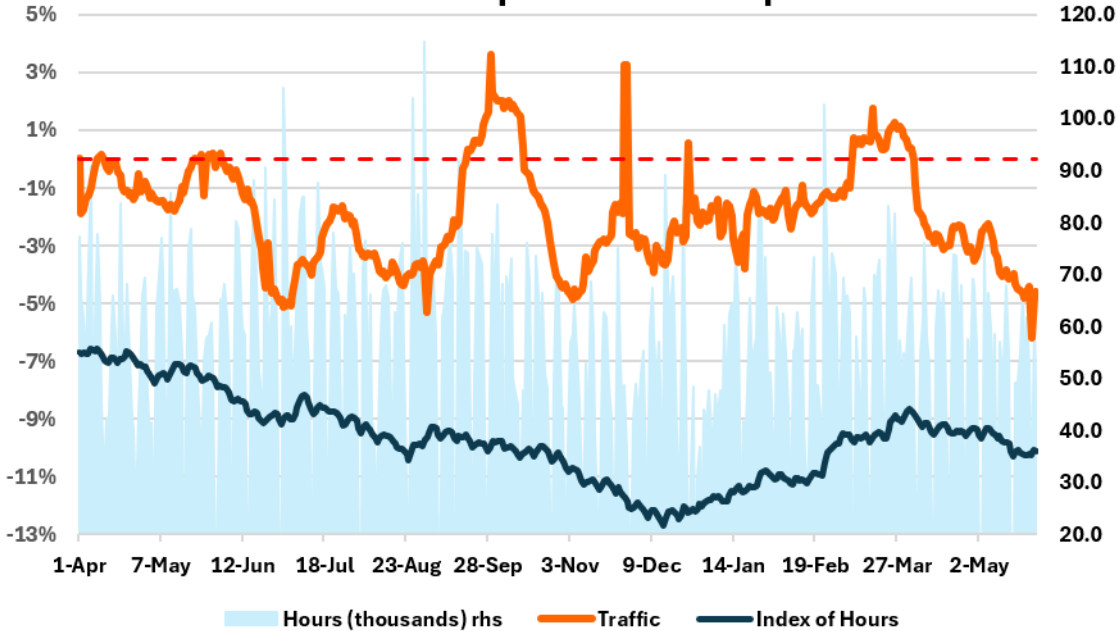
Traffic & Time Spent in Boston Properties



Qtr Call-Outs

➤ Activity has softened since March

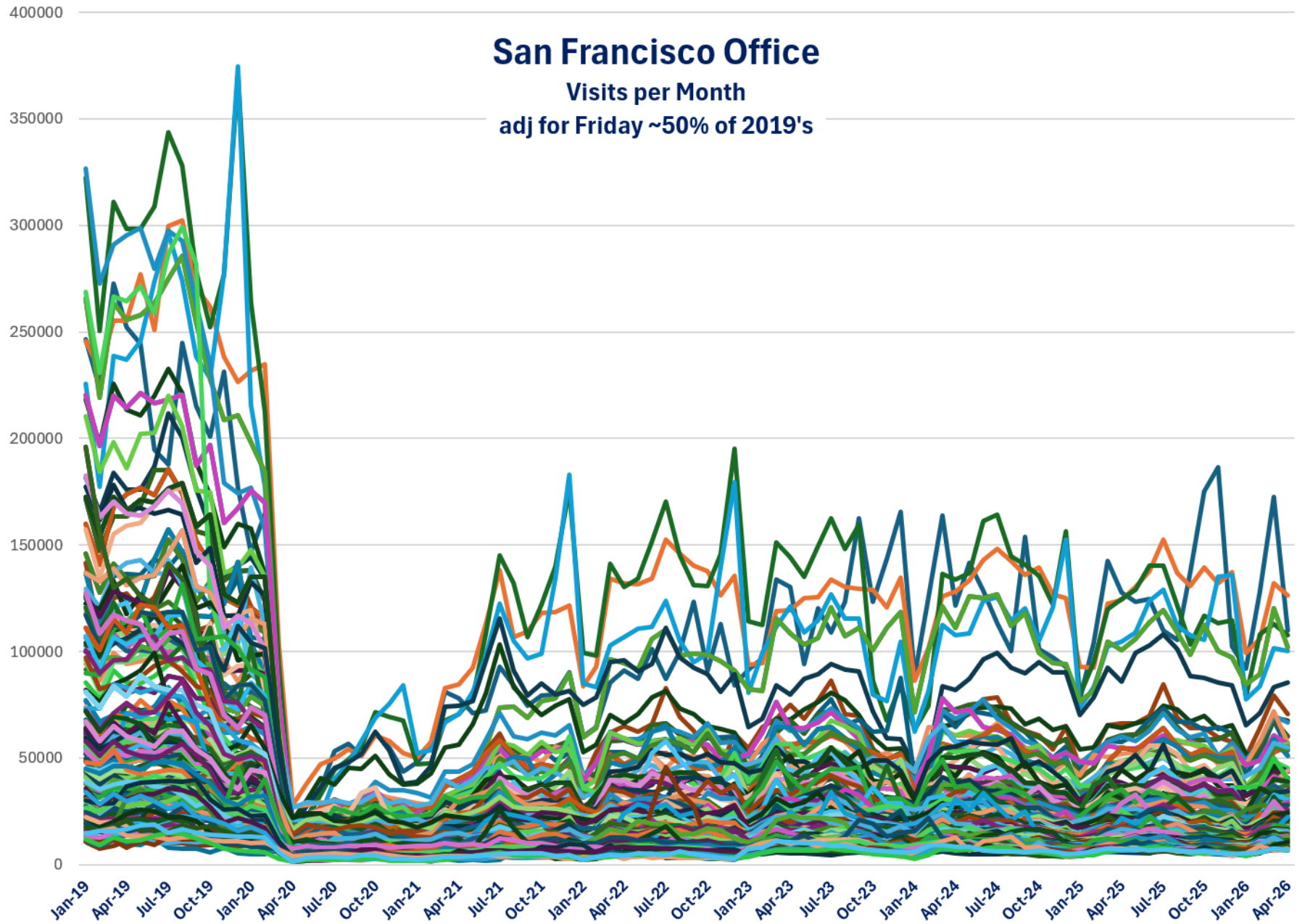
Traffic & Time Spent in ARE Properties



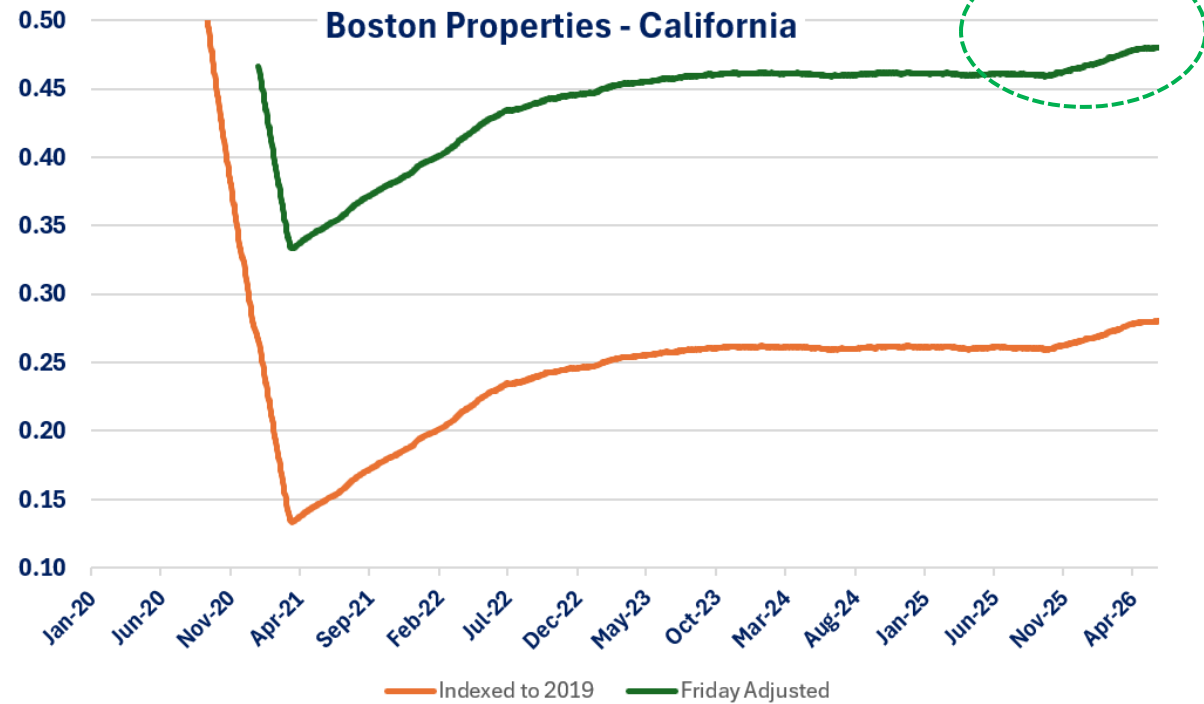
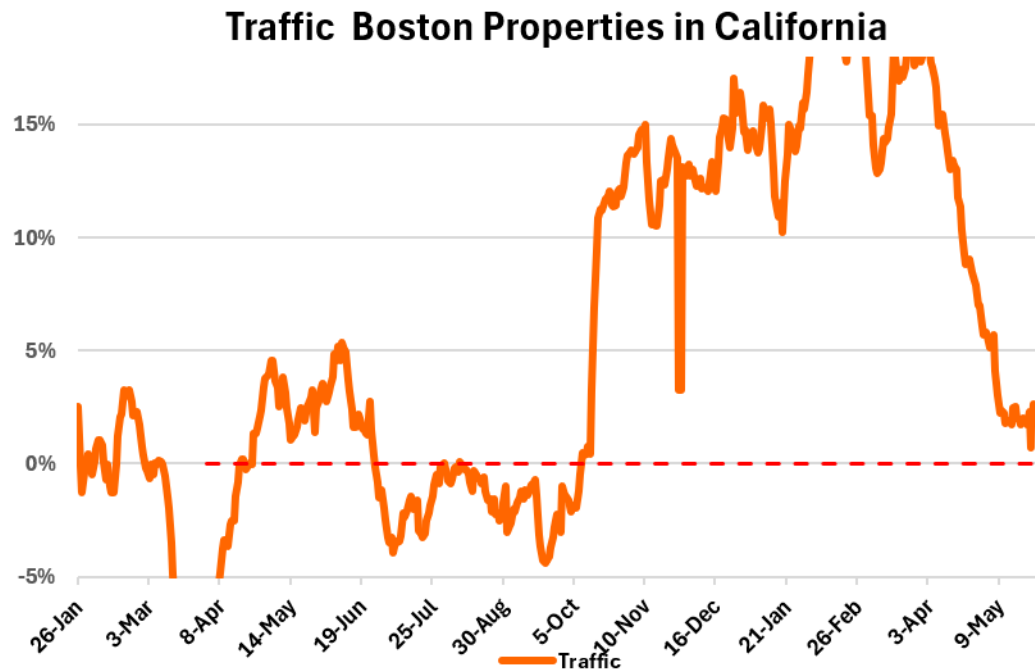
San Francisco Office

Visits per Month

adj for Friday ~50% of 2019's



Boston Properties – West Coast



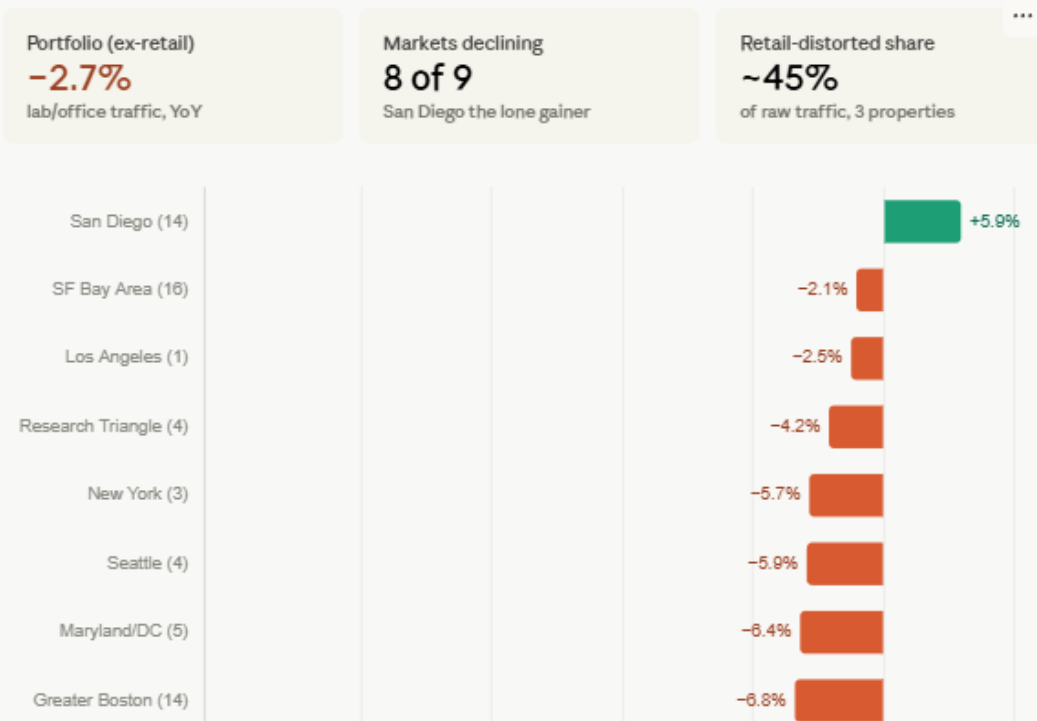
Douglas Linde, “I would say the West Coast still has a pretty significant concession package largely because there's still a significant amount of space available, even though the demand has accelerated materially. So I'd sort of say there are places where it's better and there are places where it's still, relatively speaking, consistent with what it's been over the last 3 or 4 quarters.

Claude on Alexandria Real Estate Equities

Why is traffic to Alexandria Real Estate Equities office buildings softening. Is it a particular set of office buildings, or a market that's driving the softness?

This completely reframes the picture. Once the retail-distorted properties are removed, the trend inverts: Greater Boston, which looked like it was *growing* (+1.8%), is actually the single biggest drag on genuine lab/office traffic (-6.8%) — it only looked positive because of shopper traffic at Arsenal Yards (Watertown) and the Fenway. With the distortion stripped out, nearly every market is soft, and San Diego is the lone exception. Let me visualize this.

Here's the genuine lab/office traffic trend by market, with the three retail-distorted properties removed (trailing 12 months vs. the prior 12, through April 2026):

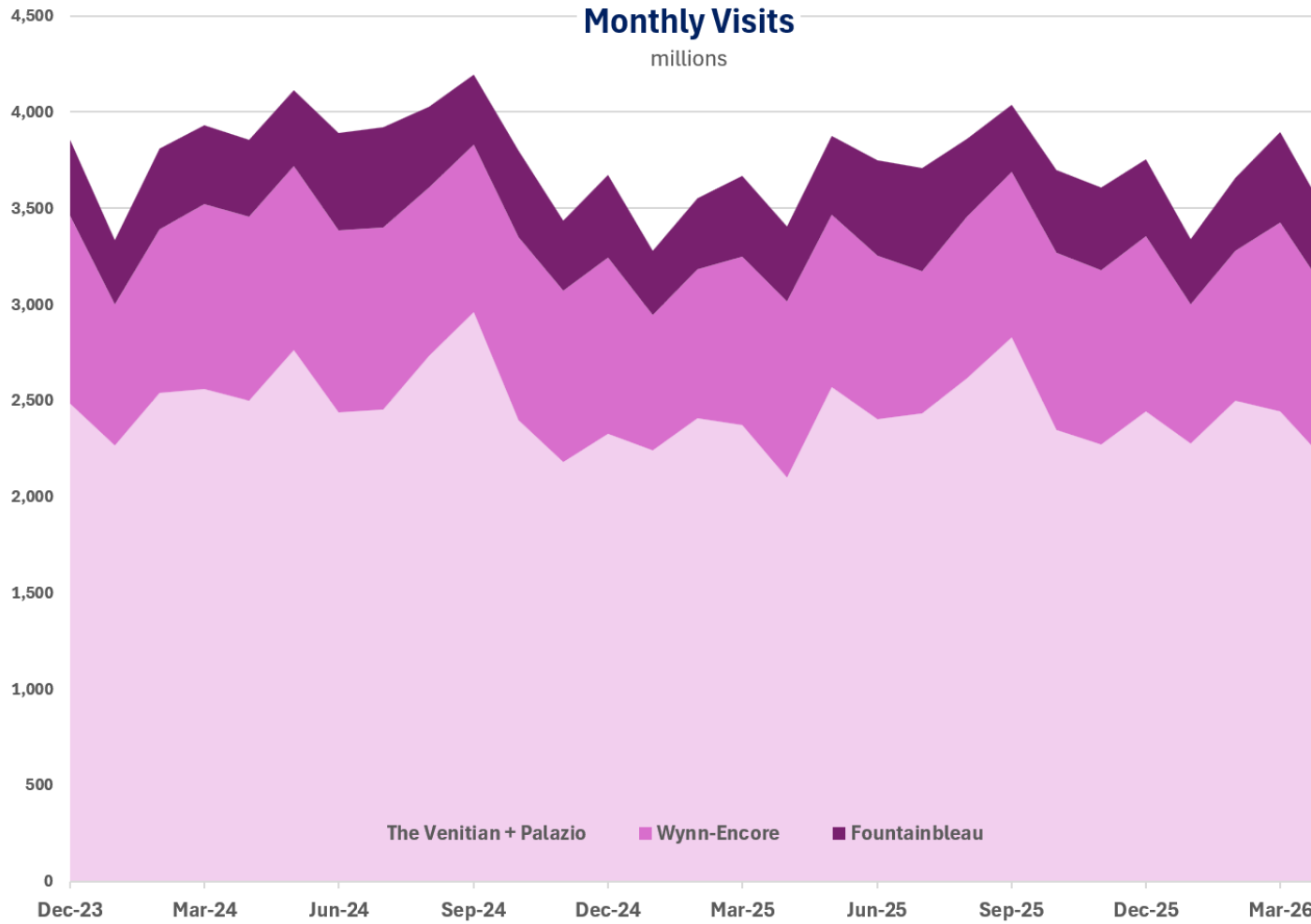


Once you isolate genuine lab/office traffic, the pattern is unambiguous: eight of nine markets are declining, and the softness is fairly even across them rather than concentrated in one or two assets. The whole life-science cluster set — Maryland/DC, New York, Seattle, the Research Triangle — is down 4-6%. The SF Bay Area is only modestly soft (-2%), and its small absolute decline is mostly one building anyway. The lone Austin building is collapsing (-49%), but it's a single small asset, so it's a footnote, not the driver.

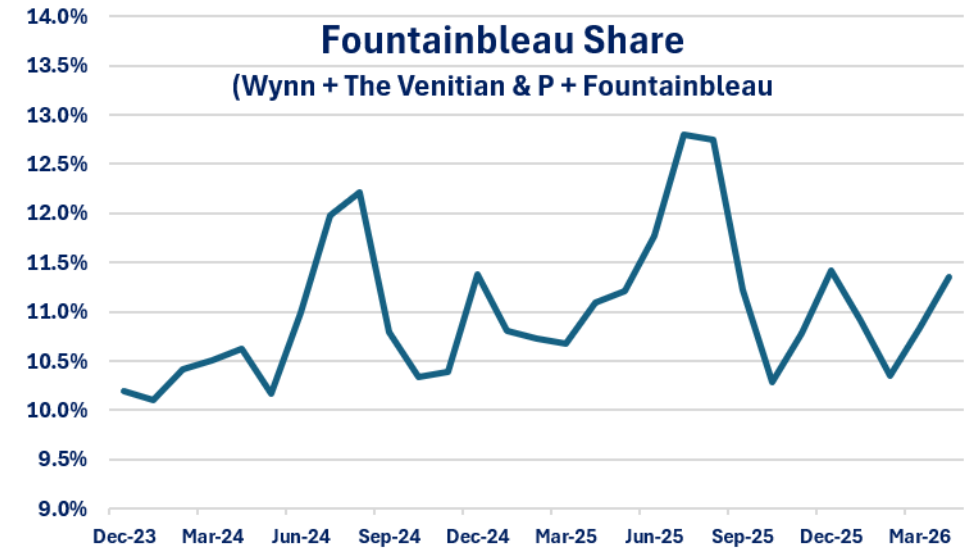
The one genuine bright spot is San Diego, up -5.9% and broad-based across its 14 buildings — consistent with San Diego being the relative standout in life-science demand lately while Boston (which has been hit hardest by new lab supply and biotech move-outs) and the Bay Area work through oversupply.

So to your two-part question directly: it's a *market* story, not a *building* story — the softness is portfolio-wide, present in nearly every cluster, with Greater Boston and the secondary markets weakest. The only reason it's easy to misread is that retail traffic at a handful of mixed-use properties masks how soft the core lab/office demand actually is.

Leisure & Entertainment: Vince Holding Its Gains

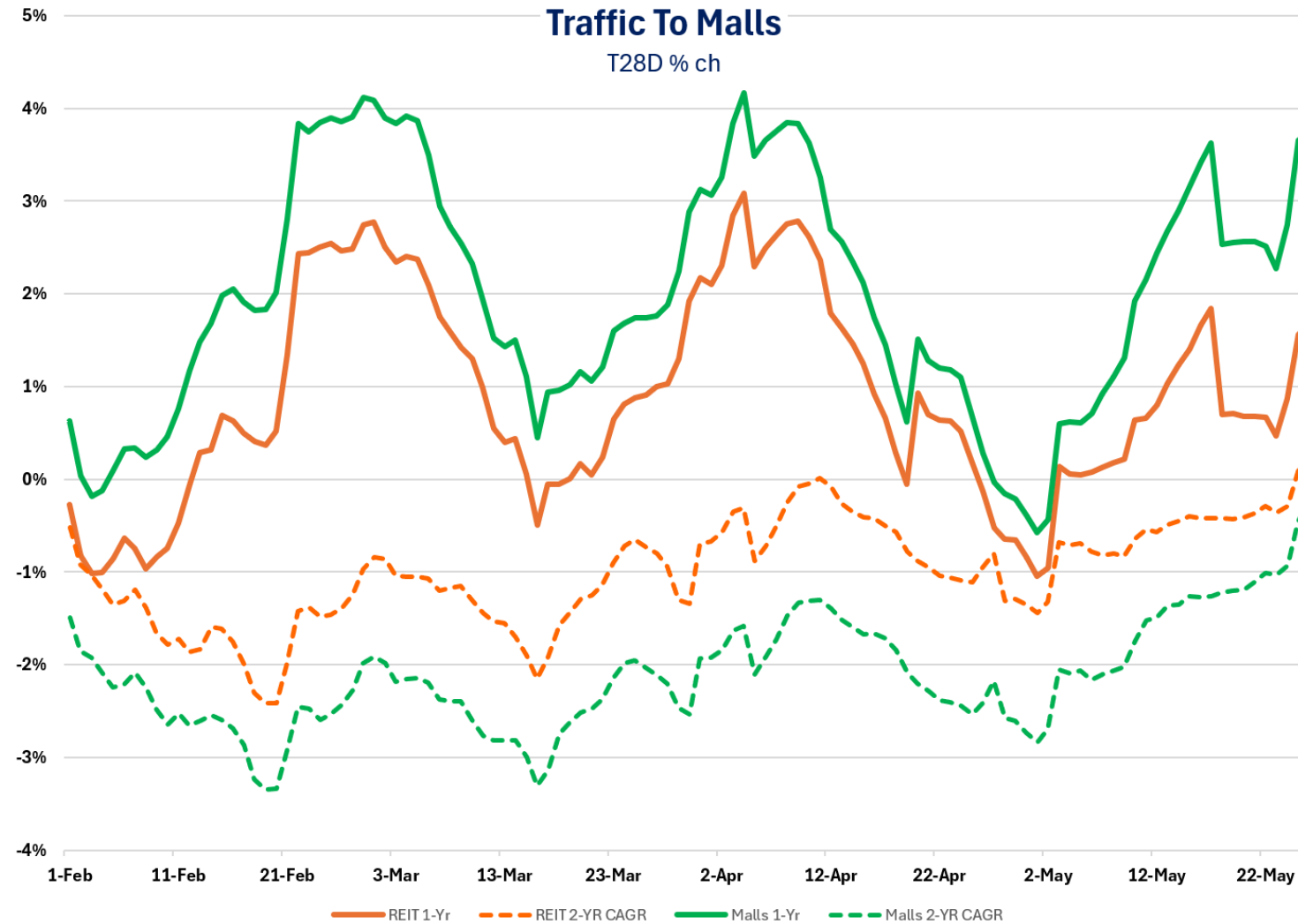


➤ YTD is stronger, easy comps till Oct



Vegas Exits Q1 on Stronger Footing:(excluding international), and especially the mass segment

Mall REITS: February / March – Solid



(Malls is 28K locations and REITs is 42K)

Qtr Call-Outs

- Observed traffic in April slowed, gas prices were realized to be higher-for-longer and we moved to the backside of tax refunds.
- A slower trend was also observed at Walmart, Target, AZO, DG, and for limited-service restaurants.
- May is showing some bounce back

April's Retail Sales - Strong: Will May show a slowdown due to higher gas prices

Restaurant Visitation: Are higher gas prices having a meaningful impact? Not really

Walmart and Target's FQ1 Results The Claude.ai addition

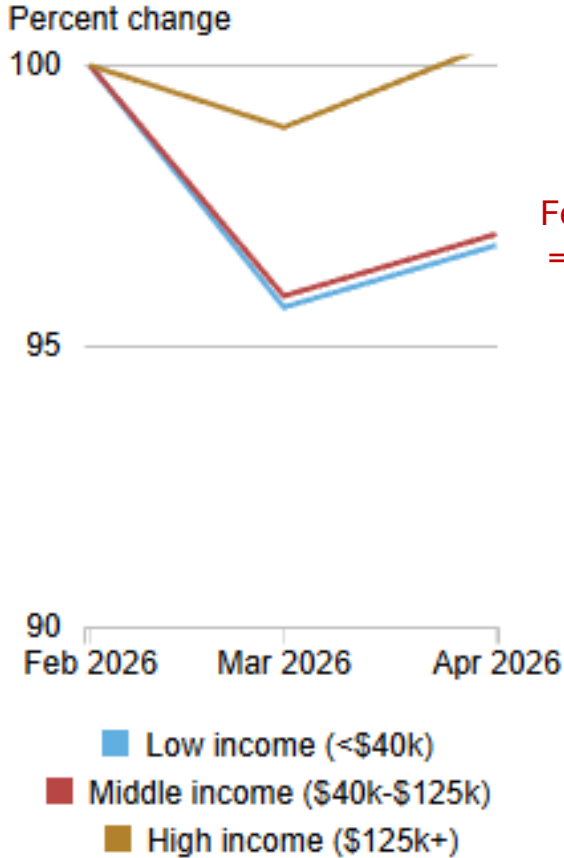
AutoZone's FQ3 Results Higher gas prices bite DIY sales, Claude.ai says competition in commercial is intense

New York's Fed

We now turn to trends in gasoline consumption in the nation and in the region. The above chart shows nominal and real gas station spending in both the nation and the region for high-, middle-, and low-income households. As we are looking at spending in physical gas stations, the exclusion of nonstore spending in the regional data is no longer an issue and the two sets of series are directly comparable. We see that up until February 2026, the gas spending trends in the nation and in the region have been different—nominal gas spending in the region had approximately held steady and real spending, on average, increased by about 10 percent of the January 2023 level, while nominal gas spending in the nation, on average, had actually declined by 10 percent, and real spending had increased by 5 percent.

K-Shaped Dynamics of Real Gas Consumption

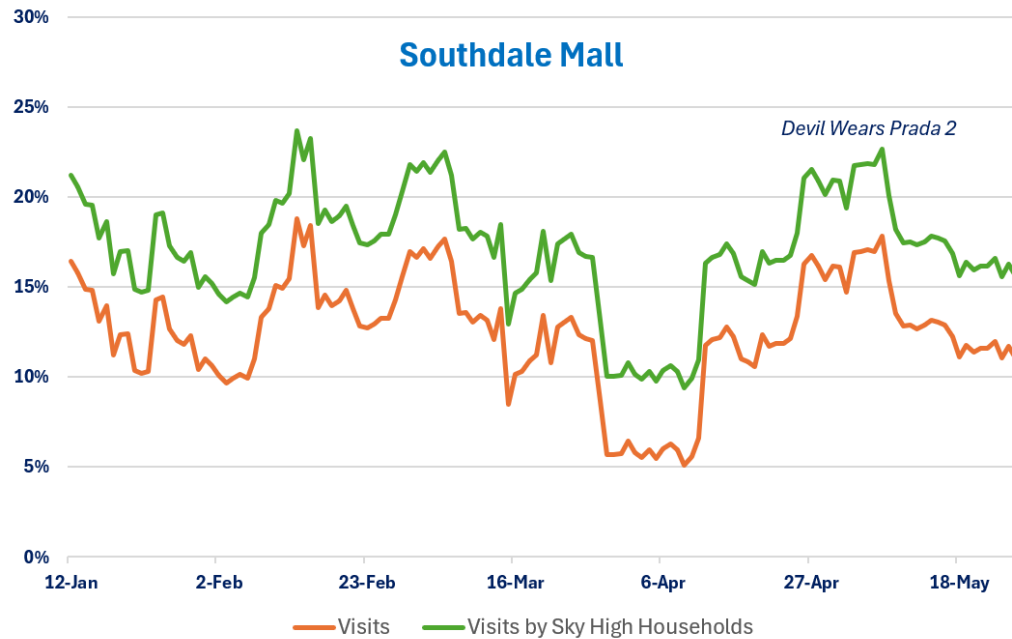
National real cumulative growth (February 2026 = 100%)



Top-30% make up 50% of the spend on apparel & services and drive the growth per BLS' CES

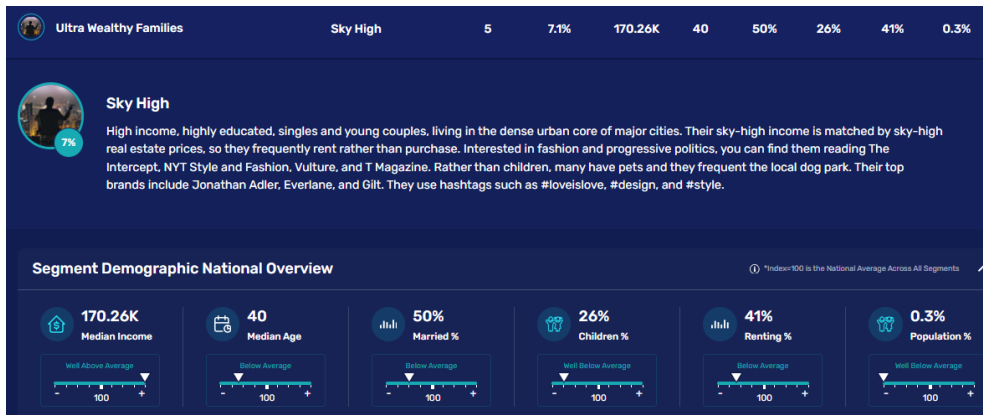
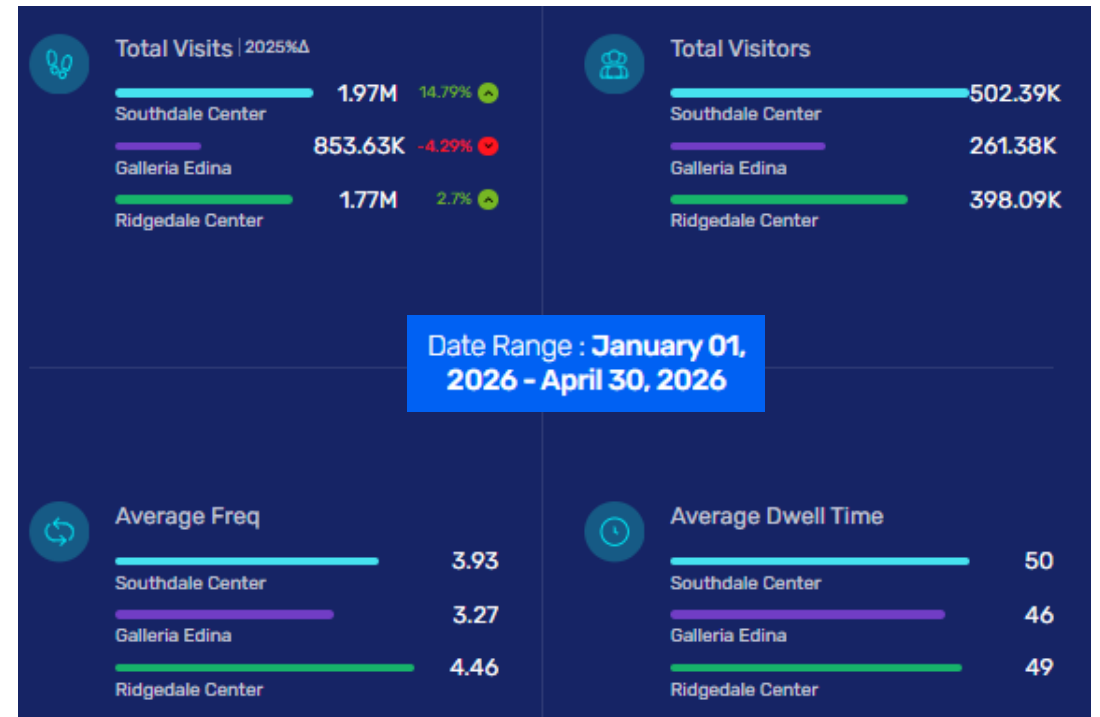
Fewer gallons sold = fewer shopping center visits

Simon Property -- Southdale



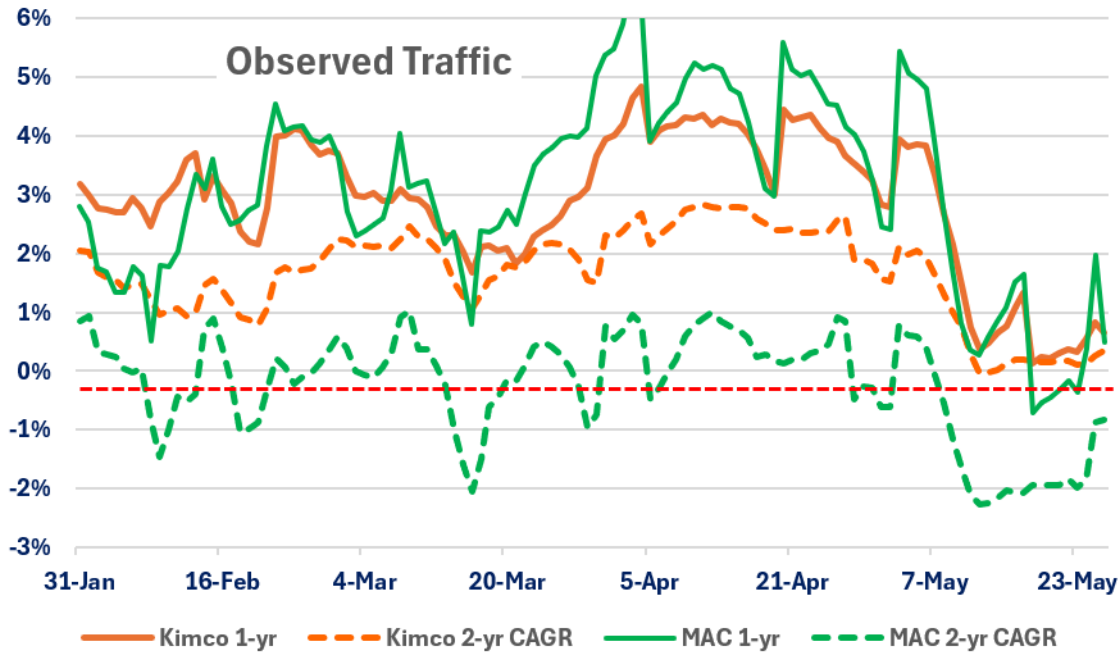
Qtr Call-Outs

- Continued strengthening visits
- Visit duration is also consistently up strongly
- Gaining in more affluent households
- Outperforming the competition



Kimco & Macerich

— *per Claude*



Call-Outs

- Caught the May slowdown as well

On a 2-year basis, why is Kimco's traffic growth outperforming macerich's?

Analyzed structural retail format differences and tenant mix dynamics >

Pulled the foot-traffic data for both. Over the last two LTM windows (May 2023–Apr 2024 base vs. May 2025–Apr 2026 current), KIM brand-level visits grew +3.66% while MAC grew +1.04% — a ~260 bps gap.

Now to the why. The 262 bps gap is mostly **format and tenant mix**, not execution.

Necessity vs. discretionary trip cadence. Kimco's open-air, grocery-anchored centers see weekly visits per household — groceries, off-price, services, drugstore, dollar stores. Macerich's enclosed Class A malls run on a monthly cadence — apparel, accessories, dining as a destination. When discretionary spending tightens or consumers trade down, KIM's traffic base is far more inelastic than MAC's. The visible monthly seasonality is also lower in KIM's series, which is what you'd expect from a necessity-led portfolio.

Anchor trajectory works for KIM, against MAC. KIM's big-box anchors are in expansion mode — TJX banners (Marshalls, HomeGoods, Sierra), Ross, Burlington, Total Wine, ALDI, Whole Foods, Trader Joe's are all opening units. MAC's anchor base is department stores — Macy's, Nordstrom, JCPenney — which have been closing stores (Macy's "Bold New Chapter" alone targets ~150 closures) and depressing in-mall traffic at the anchor and the inline shops they drive past.

Geographic mix. KIM is heavily weighted to Sun Belt growth markets (Florida, Texas, Carolinas, Arizona) where retail visit growth has outpaced population. MAC is concentrated in mature, dense coastal markets — California, Arizona, NY/NJ metro — that have seen slower post-COVID recoveries in mall foot traffic specifically.

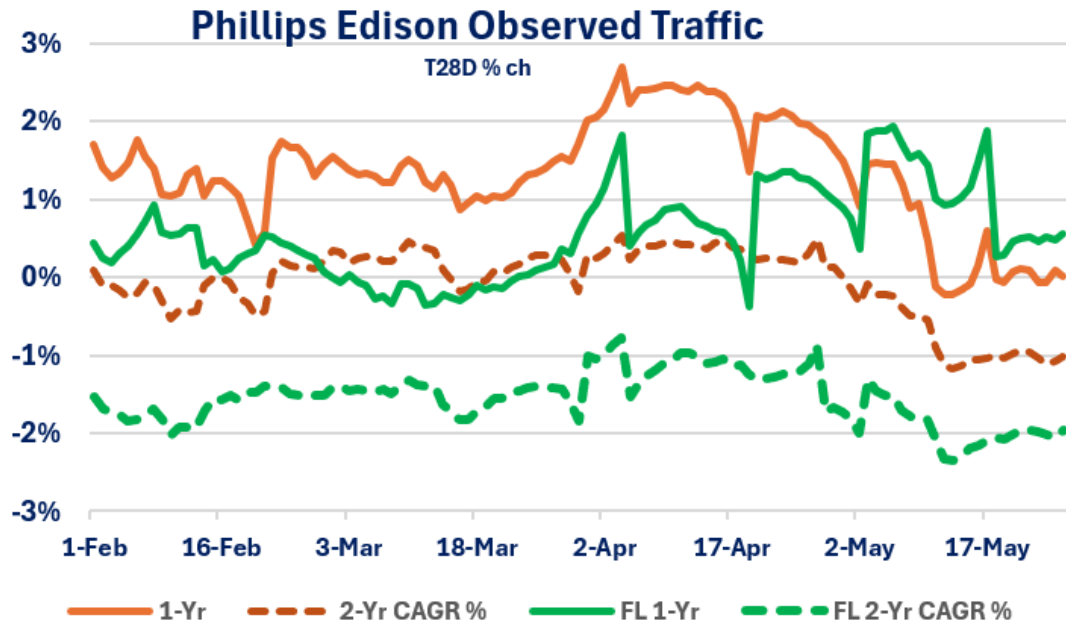
Active portfolio expansion at KIM. Kimco closed the RPT Realty acquisition in January 2024 (~56 properties, mostly open-air, ~\$2B deal). In the Advan data, KIM and RPT are still tracked as separate tickers, so the +3.66% I quoted is roughly organic — the actual reported KIM portfolio is larger than what the brand traffic series captures, meaning the operating company's growth is even higher than the foot-traffic number suggests. Meanwhile MAC has been pruning under its "Path Forward Plan" — giving lower-tier malls back to lenders and focusing capital on top-tier centers.

Kimco Skew's Affluent vs. Macerich

Shopper Demographics
2025

Household Income	Kimco	Macerich
<\$15K	5.5%	6%
\$15K-\$35K	8.6%	9.4%
\$35K-\$50K	7.2%	8%
\$50K-\$75K	12.7%	13.4%
\$75K-\$100K	11.7%	12.3%
\$100K-\$125K	10.5%	10.8%
\$125K-\$150K	8.3%	8.3%
\$150K+	35.5%	31.8%

Phillips Edison-- Florida



Qtr Call-Outs

- Caught the May slowdown despite being grocery-anchored
- Florida is becoming a more difficult market for PECO
- Valrico Commons is its 2nd largest shopping center in Florida, 2025's metrics for its key tenants are not favorable.

Valrico Commons ▶ Add Tenant
1901 E. Brandon Boulevard Valrico, FL 33594 • 178,341 SF

COMPANY	STORE SIZE	DEFAULT RANK	BRICK & MORTAR SALES RANK	VISITS	2024 %Δ	FREQ	BRICK & MORTAR 2024 %Δ	SPSF 2024 %Δ	TRANSACTIONS 2024 %Δ	CUSTOMERS 2024 %Δ
Publix Super...	57.88K	100 of 797 Total Visits in State	219 of 844 In State	1.68M	0.57%	24.34	\$35.4M -0.89%	\$612.39 -0.89%	660.67K -2.59%	39.72K -3.97%
Ross Stores	25.77K	115 of 187 Total Visits in State	60 of 189 In State	496.34K	-1.25%	10.2	\$10M 7.53%	\$386.88 7.53%	165.05K 6.17%	23.15K 0.55%
Five Below	11.33K	60 of 149 Total Visits in State	97 of 164 In State	438.54K	-1.97%	11.69	\$1M -2.24%	\$90.75 -2.24%	41.93K -4.64%	8.43K -2.08%
Pet Supplies	7.61K	15 of 32 Total Visits in State	11 of 30 In State	250.56K	-4.62%	8.57	\$2M 7.71%	\$259.16 7.71%	39.09K -0.15%	5K -5.9%
Applebee's	4.67K	28 of 77 Total Visits in State	48 of 70 In State	228.53K	-3.64%	6.33	\$1.3M -3.72%	\$282.89 -3.72%	27.24K -6.62%	5.68K -5.76%

Packaged Food's Crucible Now Dragging On Conventional Grocers



Impact on Conventional Grocery & CPG from Share-Shift to the Mighty-5

Ongoing Pressure for Conventional Grocers

<i>\$billions</i>	25 /24			26 /25	
	2024	2025	YoY	2026	YoY
Food & Bev at Home	\$1,480	\$1,530	3.4%	\$1,559	1.9%
Walmart	\$276	\$286	3.4%	\$298	4.5%
Sam's	\$61	\$65	5.6%	\$69	7.0%
Costco	\$112	\$120	6.8%	\$128	7.0%
Aldi+TJ	\$57	\$63	9.8%	\$69	9.0%
Amazon <small>(ic Whole Foods)</small>	\$100	\$150	50.0%	\$190	26.7%
Remainder	\$873	\$847	-3.0%	\$805	-5.0%

FQ1:
above
+4.5%

Q1:
40%+per
our est

Sources: BEA PCE Table 2.4.5U, 2026 uses Q1's rate, and Advan Research

Walmart & Sam's are on their fiscal year. Costco assumed to have the same revenue split as Sam's. Costco to the 12 mo ending period of Nov

Club Gaining Mid-Week In-Store Visits (excluding delivered orders)

Visits up on pulsed promos

Period	Lg Conventional Banner Visits by Day			Sam's Club Visits by Day	
	<u>2024</u>	<u>2025</u>	<u>Q1'26</u>	<u>2025</u>	<u>Q1'26</u>
	2.5%	0.9%	2.0%	2.8%	5.4%
Monday	4.6%	-0.3%	1.7%	1.5%	2.6%
Tuesday	5.5%	-0.9%	3.0%	1.5%	11.0%
Wednesday	1.6%	3.9%	3.0%	5.3%	11.0%
Thursday	3.2%	-0.3%	2.7%	1.2%	3.0%
Friday	1.7%	1.7%	0.0%	3.4%	6.0%
Saturday	0.7%	1.2%	2.4%	2.5%	3.5%
Sunday	0.9%	1.0%	2.4%	4.0%	3.5%

Club Gaining Mid-Week In-Store Visits (excluding delivered orders)

Period	Lg Conventional Banner			Sam's Club	
	Visits by Day			Visits by Day	
	<u>2024</u>	<u>2025</u>	<u>Q1'26</u>	<u>2025</u>	<u>Q1'26</u>
	2.5%	0.9%	2.0%	2.8%	5.4%
Monday	4.6%	-0.3%	1.7%	1.5%	2.6%
Tuesday	5.5%	-0.9%	3.0%	1.5%	11.0%
Wednesday	1.6%	3.9%	3.0%	5.3%	11.0%
Thursday	3.2%	-0.3%	2.7%	1.2%	3.0%
Friday	1.7%	1.7%	0.0%	3.4%	6.0%
Saturday	0.7%	1.2%	2.4%	2.5%	3.5%
Sunday	0.9%	1.0%	2.4%	4.0%	3.5%

Conventional Grocery Growth +1%-ish vs. +2.25%-ish Category Growth

Monthly Retail Sales per Census by Category

	Jan	Feb	Mar	Apr
Retail and food services sales, total	3.0%	4.0%	4.7%	4.6%
Retail ex-auto, gas, fuel, & food	4.7%	5.5%	7.6%	5.8%
Building mat. and garden equip.	2.5%	3.5%	5.8%	3.0%
Grocery stores	1.7%	-0.5%	0.6%	1.0%
Clothing and clothing access. stores	5.5%	8.5%	7.2%	4.0%
General merchandise stores	3.3%	1.1%	3.1%	2.2%
Used merchandise stores	24.3%	15.7%	12.1%	ND
Electronic shopping	7.7%	9.6%	13.6%	10.2%
Food services and drinking places	4.8%	5.4%	1.5%	3.0%
Full service restaurants	6.4%	7.5%	2.1%	ND
Limited service eating places	2.5%	3.2%	0.5%	ND

Source: Census Bureau's Non-Adj Monthly Retail and Food Services Sales by Kind of Business, 5.14.26 release.

Table 2.3.5U. Personal Consumption Expenditures by Major Type of Product and by I
[Millions of dollars; quarters and months are seasonally adjusted at annual rates]

Bureau of Economic Analysis

Last Revised on: May 28, 2026 - Next Release Date June 25, 2026

Line	2026			
	JAN	FEB	MAR	APR
9 Food and beverages purchased for off-premises consumption	2.4%	1.6%	2.1%	2.8%

April's Retail Sales - Strong: Will May show a slowdown due to higher gas prices

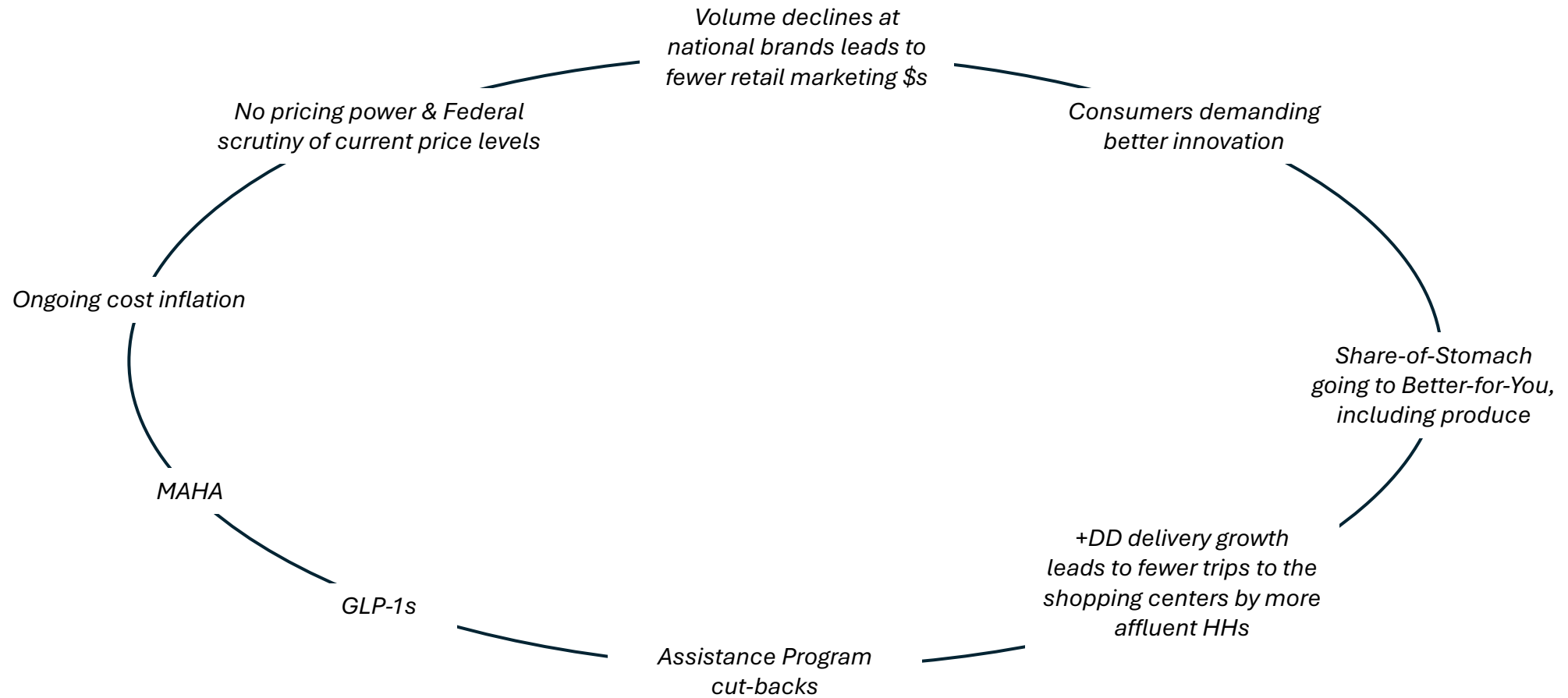
Quarterly Results From Costco And Kroger New Ish Ceos But No New Strategies

The Latest from the Grocery Aisle - Not More of the Same: Results from Kroger, Costco, and Campbell's

National Brand's Crucible – See the recent results and comments from GIS, CAG, CPB, and LW



Spreads to Retail -



Thank You



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New York Hilton Midtown
New York, NY

June 1 – 4, 2026



Thomas Paulson
Head of Market Insights, Advan Research

Thomas has been Head of Market Insights since January 2025. Previously, he served as Director of Research and Business Development at Placer.ai, where he was instrumental in providing actionable insights derived from location analytics and the path for expansion into new verticals. His extensive background also includes two decades as a buy-side analyst and portfolio manager at AllianceBernstein, Cornerstone, and others. Prior to that tenure he worked as an economist. Thomas also currently serves as the Co-Chair of the National Association for Business Economics Retail / Consumer Roundtable.

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Advan's Insights

RETAIL & CONSUMER



Holiday season-to-date foot traffic and spend:

Dec 17, 2025 3 minutes

The positive trend in foot traffic has held since Black Friday Weekend. Amazon, Walmart, Five Below, ...

Thomas Paulson



The Latest from the Grocery Aisle - Not More of the Same: Results from Kroger, Costco, and ...

Dec 16, 2025 8 minutes

The grocery industry is becoming more dynamic with lots of announcements of new partnerships with ...

Thomas Paulson



The Dollar Stores – Raking in more after going back to the basics

Dec 5, 2025 7 minutes

Dollar store results for the 2H are coming in strong despite pressure on the lower-end consumer. The ...

Thomas Paulson



Black Friday Weekend Traffic

Dec 2, 2025 2 minutes

Black Friday Weekend traffic was softer YoY due to adverse weather, a softer weekend box office, ...

Thomas Paulson

CPG



Target – Updated views on Target's performance, any good news?

Nov 4, 2025 3 minutes

INDUSTRIALS



Tesla – Still making desirable vehicles with a pick up expected ahead

Oct 24, 2025 3 minutes

LEISURE AND ENTERTAINMENT



Casino Gaming and Theme Parks – What's happening in Vegas, isn't staying in Vegas

Nov 10, 2025 4 minutes

HEALTHCARE



Medtronic – Management commits to faster organic sales growth, will they deliver?

Aug 20, 2025 2 minutes

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