Emerging Trends in Real Estate 2013

- Emerging Trends is the industry’s most predictive forecast
- 34th annual outlook
- Based on over 900 interviews and surveys of industry leaders
- Sponsored by PwC and the Urban Land Institute
This is our recovery.
U.S. Multifamily Vacancy Rates

Source: REIS.
* Forecast.
U.S. Office Vacancy Rates

Sources: CBRE Econometric Advisors.
* Forecast
U.S. Industrials Completions and Availability Rates

Source: CBRE Econometric Advisors.

* Forecast
U.S. Hotel Occupancy Rates and RevPar

Higher-priced Hotels

Sources: Smith Travel Research, PricewaterhouseCoopers LLP.
* Forecast
U.S. Single-Family Building Permits

Source: Moody’s Economy.com.
* Forecasts as of August 2012.
# Prospects by Asset Class

<table>
<thead>
<tr>
<th>Asset Class</th>
<th>Prospects</th>
</tr>
</thead>
<tbody>
<tr>
<td>Private Direct Real Estate Investments</td>
<td>6.21</td>
</tr>
<tr>
<td>Publicly Listed Property Companies or REITs</td>
<td>5.69</td>
</tr>
<tr>
<td>Publicly Listed Equities</td>
<td>5.27</td>
</tr>
<tr>
<td>Publicly Listed Homebuilders</td>
<td>5.07</td>
</tr>
<tr>
<td>Commercial Mortgage Backed Securities</td>
<td>4.74</td>
</tr>
<tr>
<td>Investment Grade Bonds</td>
<td>4.58</td>
</tr>
</tbody>
</table>

Rating Scale: 1 = Abysmal, 5 = Fair, 9 = Excellent
Real Estate Returns vs. Stocks and Bonds

Sources: NCREIF, S&P, Barclays Group.
*2012 data annualized from second quarter 2011.
Investment Prospects by Property Type

- **Excellent**
- **Fair**
- **Abysmal**

- **Multifamily**
- **Industrial**
- **Office**
- **Hotels**
- **Retail**
“It’s three yards and a cloud of dust”
I’m uncertain about the uncertainty of the economy. This, I am certain of...
Euro-zone in Turmoil
China Slowdown
U.S. Fiscal Cliff
Recovery Anchored in Uncertainty
Emerging Trends Top Trends for 2013
The Key Drivers
Localization: The Move Into Secondary Markets
Transaction Volume Upticks

Emerging Trends Barometer

Source: Emerging Trends in Real Estate 2013 survey.
Perplexing Interest Rates

“The Biggest Risk”

Interest Rate Changes

- **Increase substantially**: 2013
- **Increase moderately**: Next Five Years
- **Remain stable at current levels**

- Short-term rates (1-year treasuries)
- Long-term rates (10-year treasuries)
- Commercial mortgage rates

Source: Emerging Trends in Real Estate 2013 survey.
Overbuilding Multifamily?

U.S. Multifamily Completions/Vacancy Rates

- **Completions**
- **Vacancy Rate %**

Source: REIS
Housing Resuscitation: Lifting All Sectors

- Infill/intown housing: 6.54
- Affordable housing: 5.53
- Single-family: Mod. income: 5.43
- Single-family: High income: 4.95
- Multifamily condominiums: 4.31
- Leisure homes: 3.65
- Golf course communities: 3.01

1. Abysmal
5. Fair
9. Excellent

Source: Emerging Trends in Real Estate 2013 survey.
Playing It Safe

- Senior Debt
- Mezzanine Debt
- Preferred Equity
- Core - Overpriced
- Commodity

Best Risk Adjusted Returns
Top Trends 2013
Continuing and Ongoing Change
Technology, Job Growth And Reduced Demand
Unprecedented Changes in Tenant Demand

- Shift to less space per capita and greater operating efficiencies
- Favors Green development
- Greater compactness (Gen Y squeezing into smaller apartments)
- Leads to urbanizing suburbs
- Bolsters places served by mass transit
Other Demand Changes

- Office parks go out of style
- Retailers shrink space
- Shippers eliminate distribution links
Operating in Slow Growth Environment: Decent Profitability

Prospects for Profitability in 2013 by Percentage of Respondents

- 0.4% Very Poor
- 2.0% Poor
- 4.6% Modestly Poor
- 17.2% Fair
- 20.0% Modestly Good
- 30.7% Good
- 19.6% Very Good
- 5.6% Excellent

Source: Emerging Trends in Real Estate 2013 survey.
Capital Flows
Availability of Equity Capital 2013

Foreign Investors 6.36
Pension Funds 6.09
Opportunity Funds 6.04
Local Investors 5.79
Public REITs 5.66
Private REITs 5.57

1 Abysmal 5 Fair 9 Excellent

Source: Emerging Trends in Real Estate 2013 survey.
Cap Rates

NCREIF Cap Rates vs. U.S. Ten Year Treasury Yields

Sources: NCREIF, Moody’s Economy.com, Federal Reserve Board, PricewaterhouseCoopers LLP.
*Ten-year treasury yields based on average of the quarter; 2012 Q2 average is as of July 31, 2012.
Availability of Debt Capital 2013

<table>
<thead>
<tr>
<th>Type</th>
<th>Score</th>
</tr>
</thead>
<tbody>
<tr>
<td>Insurers</td>
<td>6.36</td>
</tr>
<tr>
<td>Mezzanine Lenders</td>
<td>6.09</td>
</tr>
<tr>
<td>CMBS</td>
<td>6.04</td>
</tr>
<tr>
<td>Commercial Banks</td>
<td>5.79</td>
</tr>
<tr>
<td>Nonbank Financial Inst.</td>
<td>5.66</td>
</tr>
</tbody>
</table>

Source: Emerging Trends in Real Estate 2013 survey.
Confusing Signals Amid Pent Up Demand

- Sluggish but mending fundamentals
- Low interest rates
- Continued deleveraging
- Prices still resetting outside gateway markets
“Crazy Search for Yield”

“It’s easy to get ahead of yourself, and some (investors) will lose control of discipline.”

- Are sub 5% cap rate purchases rational given spreads to Treasuries?
- What happens to exit cap rates when interest rates inevitably increase?
- Do compressed cap rate purchases ever do well?
Capital Flows Outlook

Moderate Oversupply of Equity

Equity Capital For Investing

<table>
<thead>
<tr>
<th>Condition</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Substantially undersupplied</td>
<td>9.4%</td>
</tr>
<tr>
<td>Moderately undersupplied</td>
<td>26.4%</td>
</tr>
<tr>
<td>In balance</td>
<td>20.0%</td>
</tr>
<tr>
<td>Moderately oversupplied</td>
<td>34.6%</td>
</tr>
<tr>
<td>Substantially oversupplied</td>
<td>9.6%</td>
</tr>
</tbody>
</table>

Moderate Undersupply of Debt

Debt Capital For Acquisition

<table>
<thead>
<tr>
<th>Condition</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Substantially undersupplied</td>
<td>15.9%</td>
</tr>
<tr>
<td>Moderately undersupplied</td>
<td>44.8%</td>
</tr>
<tr>
<td>In balance</td>
<td>25.0%</td>
</tr>
<tr>
<td>Moderately oversupplied</td>
<td>13.7%</td>
</tr>
<tr>
<td>Substantially oversupplied</td>
<td>0.7%</td>
</tr>
</tbody>
</table>

Source: Emerging Trends in Real Estate 2013 survey.
Continued Stringent Underwriting

Equity Underwriting Standards Forecast for U.S.

- More Rigorous: 29.7%
- Will Remain the Same: 50.7%
- Less Rigorous: 19.6%

Debt Underwriting Standards Forecast for U.S.

- More Rigorous: 39.1%
- Will Remain the Same: 41.5%
- Less Rigorous: 19.4%

Source: Emerging Trends in Real Estate 2013 survey.
Banks Bide Their Time

“Some of their best performing assets are underwater mortgages.”
Insurers and Banks Drive Harder Bargains

Bank Real Estate Loan Delinquency Rates

U.S. Life Insurance Company Mortgage Delinquency and In-Foreclosure Rates

Notes: Delinquent loans are defined here as those that are noncurrent—either 90 days or more past due or in nonaccrual status. As of Q2 2012.
Source: FDIC.

Sources: Moody's Economy.com, American Council of Life Insurers.
* As of June 30, 2012.
CMBS Lurching Forward

“Nothing meaningful has happened” to correct past problems

CMBS Delinquency Rates

U.S. CMBS Issuance

Source: Trepp.
Note: Through September 2012.

Source: Commercial Mortgage Alert.
* Issuance through August 30, 2012.
Squeeze Down of Opportunity Funds

- New “Non-Bank Banks” dominate the market
- Many smaller managers cannot compete
- Legacy problems deter new business
  - Promote model only works in narrow cyclical window
  - Hard to leverage up returns in current credit environment
  - Lackluster fundamentals limit upside
- Need development expertise
REITs Corner the Top Tier

FTSE NAREIT Composite Performance

Source: NAREIT.
*2012 data annualized from second quarter 2011.
North America – Offshore Safe Haven

<table>
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<th>Category</th>
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<td>Foreign Investors</td>
<td>6.36</td>
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<tr>
<td>Pension Funds</td>
<td>6.09</td>
</tr>
<tr>
<td>Opportunity Funds</td>
<td>6.04</td>
</tr>
<tr>
<td>Local Investors</td>
<td>5.79</td>
</tr>
<tr>
<td>Public REITs</td>
<td>5.66</td>
</tr>
<tr>
<td>Private REITs</td>
<td>5.57</td>
</tr>
</tbody>
</table>

Source: Emerging Trends in Real Estate 2013 survey.
Pension Funds in Flux

- Foreign Investors: 6.36
- Pension Funds: 6.09
- Opportunity Funds: 6.04
- Local Investors: 5.79
- Public REITs: 5.66
- Private REITs: 5.57

1: Abysmal, 5: Fair, 9: Excellent

Source: Emerging Trends in Real Estate 2013 survey.
Markets To Watch
2013 Trendy Emerging Trends

spacebook

The place to talk commercial real estate space

Like
Hope
Not right now
My baby’s first pic! So cute, so excited!

Emerging Trends
Congrats and just remember that population growth is an important component to CRE success.
Investment Prospects

- Declining ratings in only six of the 51 markets.
- 57% – Moderately Good or better (41% in 2012 ET)

Development Prospects

- Increases seen in over 92% of the cities covered.
- 39% – Moderately Good or better (16% in 2012 ET)

Homebuilding Prospects

- All but one up, compared to 2012.
- 28% – Moderately Good or better (6% in 2012 ET)

“Capital will search for yields, taking on considerably more risk”
# Survey Says

## Top Ten Total Rank

<table>
<thead>
<tr>
<th>Rank</th>
<th>City</th>
<th>Investment</th>
<th>Development</th>
<th>Homebuilding</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>San Francisco (1/1/1)</td>
<td>7.21</td>
<td>6.87</td>
<td>6.80</td>
</tr>
<tr>
<td>2</td>
<td>New York (2/2/3)</td>
<td>7.14</td>
<td>6.76</td>
<td>6.42</td>
</tr>
<tr>
<td>3</td>
<td>San Jose (3/3/2)</td>
<td>6.89</td>
<td>6.58</td>
<td>6.58</td>
</tr>
<tr>
<td>4</td>
<td>Austin (7/4/5)</td>
<td>6.71</td>
<td>6.40</td>
<td>6.26</td>
</tr>
<tr>
<td>5</td>
<td>Houston (5/5/6)</td>
<td>6.84</td>
<td>6.36</td>
<td>6.15</td>
</tr>
<tr>
<td>6</td>
<td>Boston (4/6/8)</td>
<td>6.85</td>
<td>6.31</td>
<td>6.05</td>
</tr>
<tr>
<td>7</td>
<td>Seattle (6/8/7)</td>
<td>6.72</td>
<td>6.16</td>
<td>6.14</td>
</tr>
<tr>
<td>8</td>
<td>Washington, D.C. (12/9/4)</td>
<td>6.43</td>
<td>6.11</td>
<td>6.30</td>
</tr>
<tr>
<td>9</td>
<td>Dallas/Fort Worth (10/7/10)</td>
<td>6.47</td>
<td>6.20</td>
<td>5.86</td>
</tr>
<tr>
<td>10</td>
<td>Orange County, CA (9/19/9)</td>
<td>6.48</td>
<td>5.57</td>
<td>5.91</td>
</tr>
</tbody>
</table>

Note: ET Category Ranking (Investment/Development/Homebuilding)
### Survey Says

#### Top 10 Investment Markets + One

<table>
<thead>
<tr>
<th>Rank</th>
<th>City</th>
<th>2013</th>
<th>2012</th>
<th>Rank Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>San Francisco</td>
<td>7.21</td>
<td>6.92</td>
<td>+2</td>
</tr>
<tr>
<td>2</td>
<td>New York</td>
<td>7.14</td>
<td>6.85</td>
<td>+2</td>
</tr>
<tr>
<td>3</td>
<td>San Jose</td>
<td>6.89</td>
<td>6.58</td>
<td>+4</td>
</tr>
<tr>
<td>4</td>
<td>Boston</td>
<td>6.85</td>
<td>6.60</td>
<td>+1</td>
</tr>
<tr>
<td>5</td>
<td>Houston</td>
<td>6.84</td>
<td>6.46</td>
<td>+3</td>
</tr>
<tr>
<td>6</td>
<td>Seattle</td>
<td>6.72</td>
<td>6.60</td>
<td>-</td>
</tr>
<tr>
<td>7</td>
<td>Austin</td>
<td>6.71</td>
<td>6.92</td>
<td>-5</td>
</tr>
<tr>
<td>8</td>
<td>Denver</td>
<td>6.49</td>
<td>6.16</td>
<td>+3</td>
</tr>
<tr>
<td>9</td>
<td>Orange County, CA</td>
<td>6.48</td>
<td>6.01</td>
<td>+5</td>
</tr>
<tr>
<td>10</td>
<td>Dallas/Fort Worth</td>
<td>6.47</td>
<td>6.10</td>
<td>+2</td>
</tr>
<tr>
<td>12</td>
<td>Washington, DC</td>
<td>6.43</td>
<td>6.93</td>
<td>-11</td>
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</tbody>
</table>
### 2013 Big Six vs. The Field

<table>
<thead>
<tr>
<th>Category</th>
<th>Big Six</th>
<th>The Field</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population Change</td>
<td>📘</td>
<td>📘</td>
</tr>
<tr>
<td>Echo Boomer Demographic</td>
<td>📘</td>
<td>📘</td>
</tr>
<tr>
<td>Net Migration</td>
<td>📘</td>
<td>📘</td>
</tr>
<tr>
<td>Median Home Price Change</td>
<td>🟢</td>
<td>🟢</td>
</tr>
<tr>
<td>Foreclosure Rate</td>
<td>🟢</td>
<td>🟢</td>
</tr>
<tr>
<td>Investment Rank Change</td>
<td>🟢</td>
<td>🟢</td>
</tr>
<tr>
<td>Development Rank Change</td>
<td>🟢</td>
<td>🟢</td>
</tr>
<tr>
<td>Homebuilding Rank Change</td>
<td>🟢</td>
<td>🟢</td>
</tr>
<tr>
<td>Interviewee Opinions</td>
<td>🟢</td>
<td>🟢</td>
</tr>
</tbody>
</table>

Note: Emerging Trends survey results and forecasts based on averages

Big Six includes San Francisco, New York, Boston, DC, Los Angeles, Chicago. Field consists of 45 markets.
**Employment Change (2007-2013)**

**Average Job Change**

- **Rank**: 9.8
- **Job Change**: 30,300

**Employment Please**

Source: Moody's. Note: Employment for 2013 is a forecast as of September 2012. Numbers in parenthesis is overall rank.
The Housing Impact

Homeownership Rates & Prices

Sources: U.S. Census Bureau; Moody's Analytics (forecasts).
Chasing Echo Boomers

Echo Boomer Percentage of Population

Average Top 10 Markets
15.3%

Average Bottom 10 Markets
13.6%

San Francisco
New York
San Jose
Austin
Houston
Boston
Seattle
Dallas/Fort Worth
Orange County, California
Washington, D.C.

Albuquerque
Saint Louis
Tucson
Memphis
Providence, Rhode Island
New Orleans
Cleveland
Sacramento
Las Vegas
Detroit

Sources: Moody’s Analytics; U.S. Census Bureau.
Notes: Echo boomers defined as those ages 25 to 34.
Top and bottom ten are for 51 markets in Emerging Trends survey.
Americans are driving less

Retail Gas Prices
Since 2012 ET Release

$0.63/gallon

The annual number of vehicle miles traveled has declined 3% since 2007

Source: Department of Transportation, Traffic Volume Trends (April 2012)
Walkability

Walkability Rankings

Best
1. New York, NY - 85.3 (2)
2. San Francisco, CA - 84.9 (1)
3. Boston, MA - 79.2 (6)
4. Chicago, IL - 74.3 (24)
5. Philadelphia, PA - 74.1 (27)

ET Total Rank = 12
Walkability Score = 79.56

Worst
1. Jacksonville, FL - 32.6 (39)
2. Charlotte, NC - 34.3 (17)
3. Oklahoma City, OK - 35.6 (32)
4. Indianapolis, IN - 37.4 (37)
5. Kansas City, MO - 38.1 (34)

ET Total Rank = 31.8
Walkability Score = 35.6

Averages
ET Total Rank = 31.8
Walkability Score = 35.6

Source: Walk Score®, www.walkscore.com; Emerging Trends in Real Estate 2013 survey. Note: On a scale of 0 to 100, with 100 representing a walker's paradise. List based on Emerging Trends markets only. Number in parentheses represents Emerging Trends 2013 total market rank.

“People want to live where walking and transit is all that’s needed”
2013 Top and Bottom Supply Constraints

Constraints:

1) Legal
2) Geographical
3) Political
4) Economical

Sources: Reis Inc.; PrinREI Real Estate Research.
Note: Low score represents more supply constraints.
A Few Other Thoughts

- Where are people heading?
  - Net migration to total population

- Metro area education rankings
  - “We like cities that have good education centers and are magnets for migration”

- Gross metro product per capita

- The future of small deals

- Development – PwC Pipeline Analysis 2013

- Industrial diversity
  - “Diversity is a sign of stability, but will stable be enough in a slow-growing economy”

- Organic Vs. In-organic growth
Online deals are OK, but nothing beats the specials and fun you have walking and shopping at the mall.
Markets: 2013 emerging trends
Emerging Trends

Markets to Watch

East coast

- Boston 6.85
- Providence 4.23
- New York 7.14
- Northern NJ 6.26
- Philadelphia 5.61
- Pittsburgh 5.32
- Baltimore 5.36
- Washington DC 6.43
- Westchester/Fairfield, CT 5.59

Add New Market
Markets to Watch

West coast

- Seattle 6.72
- Portland 6.19
- San Francisco 7.21
- Sacramento 4.31
- Los Angeles 6.35
- San Jose 6.89
- Inland Empire 5.20
- Orange County 6.48
- San Diego 6.37
- Honolulu 5.79
Markets to Watch

Southwest

- Salt Lake City 6.06
- Las Vegas 4.30
- Phoenix 5.56
- Albuquerque 4.48
- Tucson 4.53
- Denver 6.49
- Oklahoma City 4.98
- Dallas 6.47
- Austin 6.71
- Houston 6.84
- San Antonio 5.97
### Markets to Watch

**Denver – Total Rank 14th**

<table>
<thead>
<tr>
<th>Category</th>
<th>2013</th>
<th>2012</th>
<th>Rank Change</th>
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</thead>
<tbody>
<tr>
<td>Investment – 8th</td>
<td>6.49</td>
<td>6.16</td>
<td>+3</td>
</tr>
<tr>
<td>Development – 14th</td>
<td>5.77</td>
<td>5.23</td>
<td>-3</td>
</tr>
<tr>
<td>Homebuilding – 15th</td>
<td>5.45</td>
<td>4.51</td>
<td>+1</td>
</tr>
</tbody>
</table>

**“Denver has strong growth potential”**

**Denver offers “good quality of living”**
Markets to Watch

Southeast

- Virginia Beach/Norfolk 5.36
- Raleigh/Durham 6.27
- Charlotte 6.17
- Atlanta 5.40
- Memphis 4.23
- Nashville 6.03
- New Orleans 4.16
Markets to Watch

**Florida**

- Miami 6.47
- Jacksonville 4.80
- Tampa 5.66
- Orlando 5.64

Sponsored by pwc.com
Markets to Watch

Midwest

Minneapolis 5.89
Milwaukee 4.59
Chicago 6.05
St. Louis 4.61
Kansas City 5.27
Indianapolis 4.83
Cincinnati 4.96
Columbus 4.56
Detroit 3.38
Spacebook provides great space to learn about Emerging Trends in commercial real estate.

Emerging Trends
Thank you. Don’t forget about ET Asia Pacific and ET Europe coming released in a few months.
Property Types in Perspective
Apartments on Top Again!

Investment Prospects

- **Apartments**: 6.58
- **Industrial/Distribution**: 6.17
- **Hotels**: 6.02
- **Office**: 5.72
- **Retail**: 5.30

Source: Emerging Trends in Real Estate 2013 survey.
Little Commercial Development Anticipated

Development Prospects

- Apartments: 6.87
- Industrial/Distribution: 5.29
- Hotels: 4.85
- Office: 3.72
- Retail: 3.64

Source: Emerging Trends in Real Estate 2013 survey.
Apartments Stay on Top

U.S. Moderate-Income Apartments

- **BUY**: 28.1%
- **HOLD**: 33.1%
- **SELL**: 35.8%

U.S. High-Income Apartments

- **BUY**: 43.8%
- **HOLD**: 35.8%
- **SELL**: 20.4%

Source: *Emerging Trends in Real Estate 2013* survey.
Industrial Improves

U.S. Warehouse Industrial

<table>
<thead>
<tr>
<th></th>
<th>BUY</th>
<th>HOLD</th>
<th>SELL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Percentage</td>
<td>67.9%</td>
<td>23.6%</td>
<td>8.5%</td>
</tr>
</tbody>
</table>

Source: Emerging Trends in Real Estate 2013 survey.
### U.S. Hotels: Limited Service

<table>
<thead>
<tr>
<th>BUY</th>
<th>HOLD</th>
<th>SELL</th>
</tr>
</thead>
<tbody>
<tr>
<td>45.9%</td>
<td>31.2%</td>
<td>23.0%</td>
</tr>
</tbody>
</table>

### U.S. Hotels: Full Service

<table>
<thead>
<tr>
<th>BUY</th>
<th>HOLD</th>
<th>SELL</th>
</tr>
</thead>
<tbody>
<tr>
<td>30.7%</td>
<td>45.2%</td>
<td>24.2%</td>
</tr>
</tbody>
</table>

Source: *Emerging Trends in Real Estate 2013* survey.
Office: CBD Beats Suburban

U.S. Central City Office

<table>
<thead>
<tr>
<th>Action</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUY</td>
<td>47.4%</td>
</tr>
<tr>
<td>HOLD</td>
<td>35.1%</td>
</tr>
<tr>
<td>SELL</td>
<td>17.5%</td>
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</tbody>
</table>

U.S. Suburban Office

<table>
<thead>
<tr>
<th>Action</th>
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<tr>
<td>HOLD</td>
<td>45.5%</td>
</tr>
<tr>
<td>SELL</td>
<td>29.4%</td>
</tr>
</tbody>
</table>

Source: Emerging Trends in Real Estate 2013 survey.
Retail: Better than Expected

U.S. Neighborhood/Community Center
- BUY: 52.7%
- HOLD: 28.0%
- SELL: 19.3%

U.S. Power Centers
- BUY: 11.9%
- HOLD: 38.5%
- SELL: 49.7%

U.S. Regional Malls
- BUY: 16.0%
- HOLD: 54.9%
- SELL: 29.2%

Source: Emerging Trends in Real Estate 2013 survey.
Best Bets: Emerging Strategies

- Concentrate acquisitions on budding infill locations.
- Construct new wave office and build-to-core in 24-hour markets.
- Develop select industrial facilities in major hub distribution centers near ports and international airports.
- Begin to back off apartment development in low barrier to entry markets.
- Consider single family housing funds.
- Repurpose obsolete properties.
Best Bets: Enduring Favorites

“Anything with an “R” in it... repurposing, refinancing, renovating.”

- Recapitalize well-leased, good-quality assets,
- Lock-in long-term, low interest rate mortgage debt.
- Hold core properties in 24-hour cities.
- Buy or hold public REITs
- Buy non-performing loans
2013
Emerging Trends in Real Estate