

APRIL 18, 2017

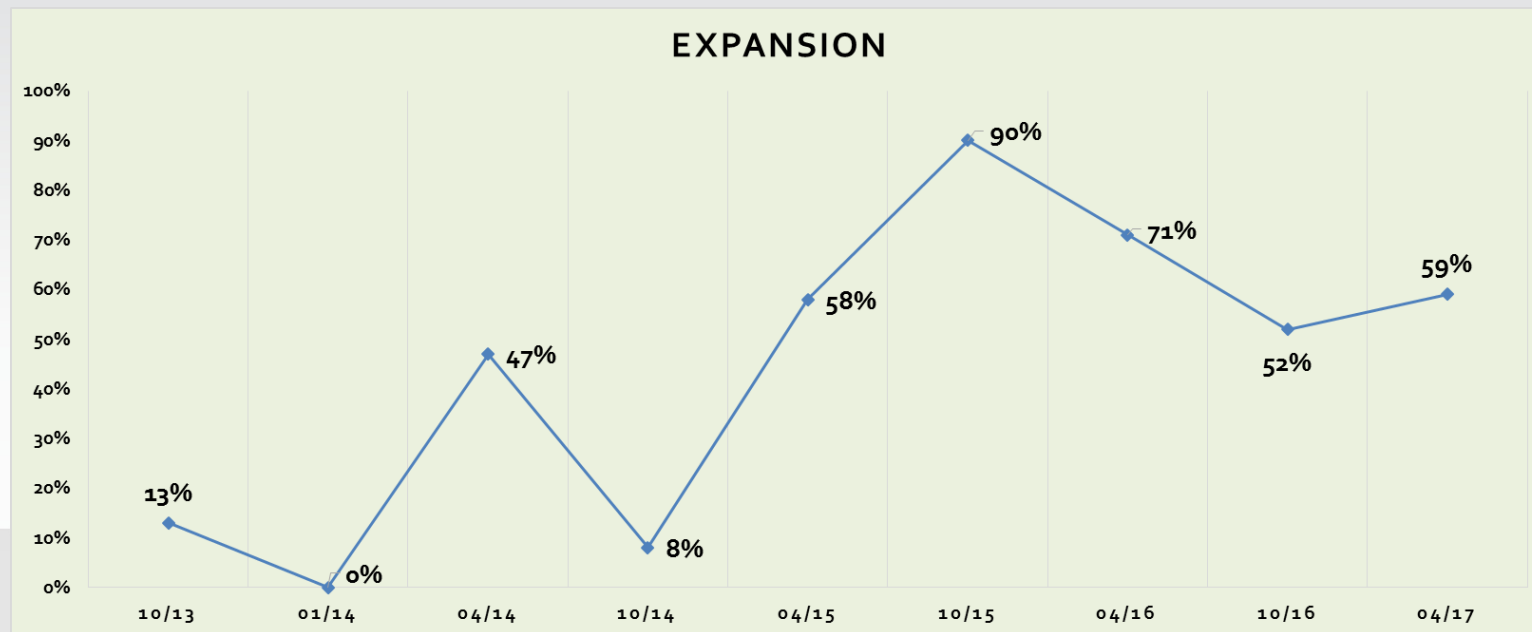
Metro Phoenix Commercial Real Estate Market



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Arizona Builder's Exchange

Where are we in the cycle?

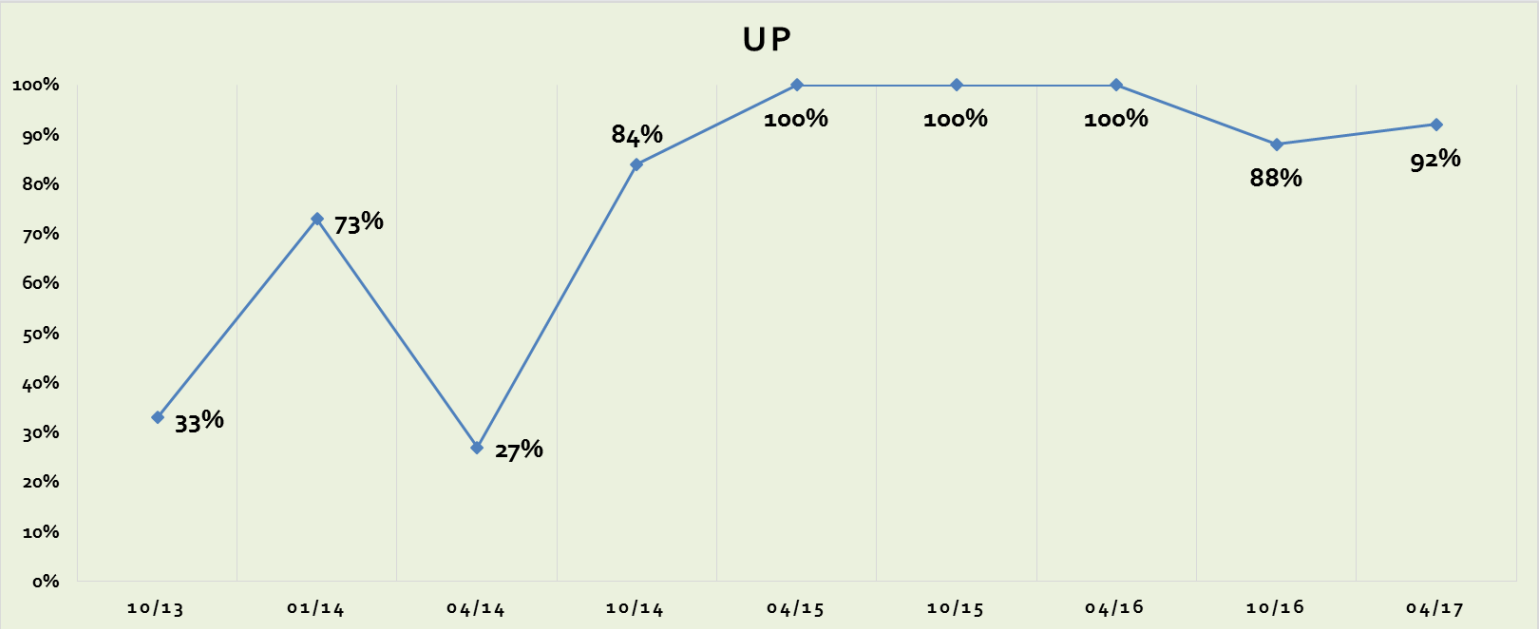


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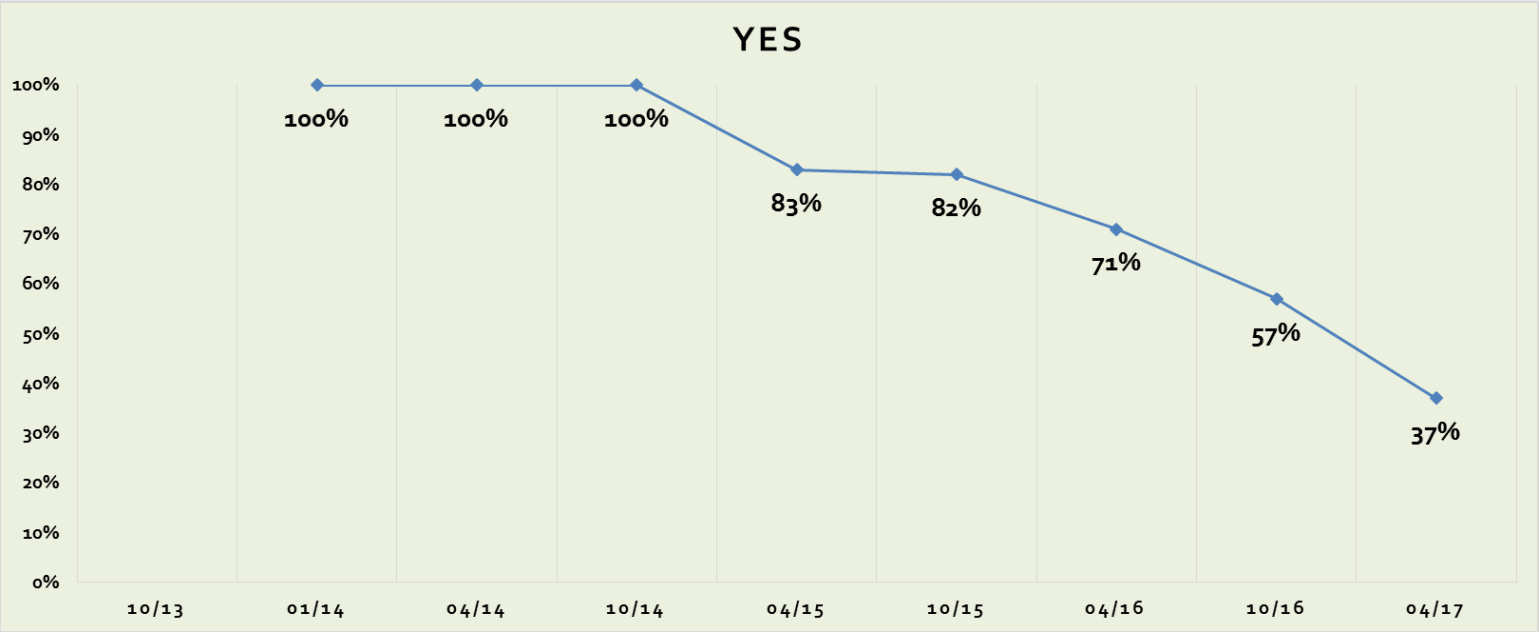
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In what *direction* is the Metro Phoenix market moving?



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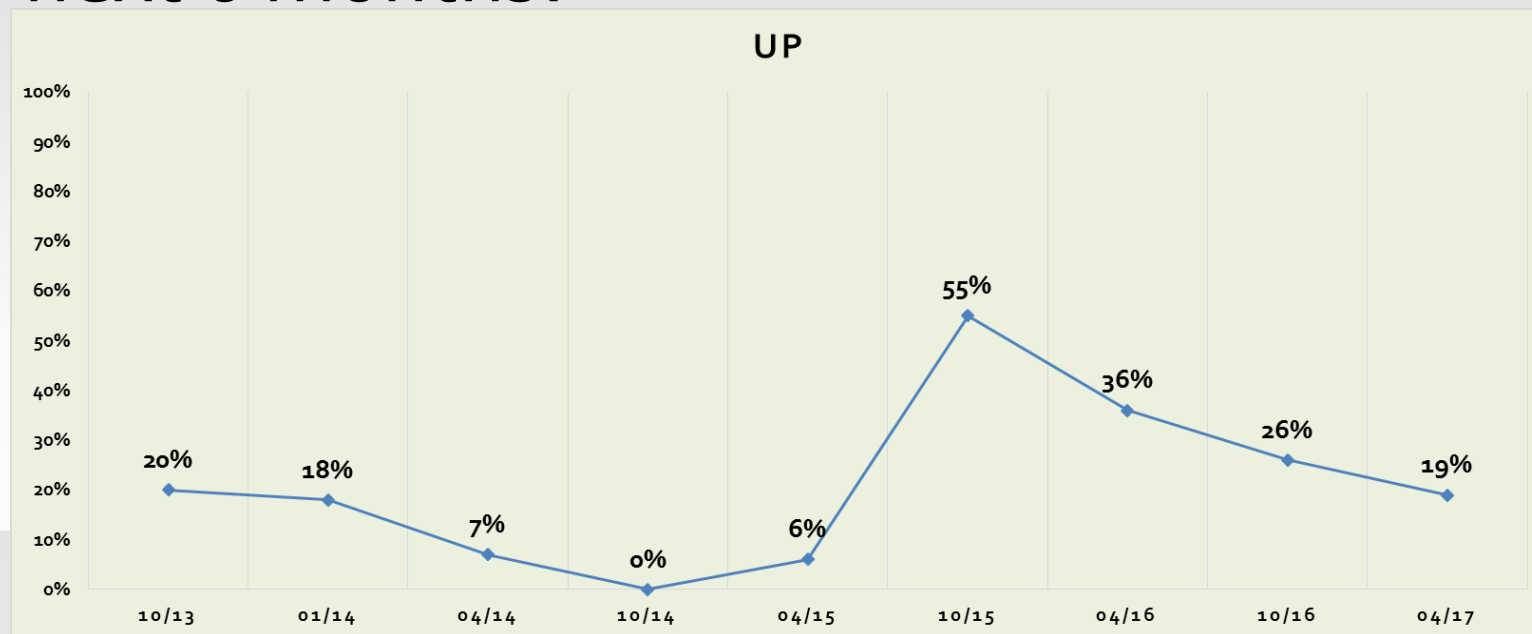
Is *uncertainty in the Federal Government* affecting the commercial real estate market and hindering our local growth.



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Where are *investor returns* headed in the next 6 months?

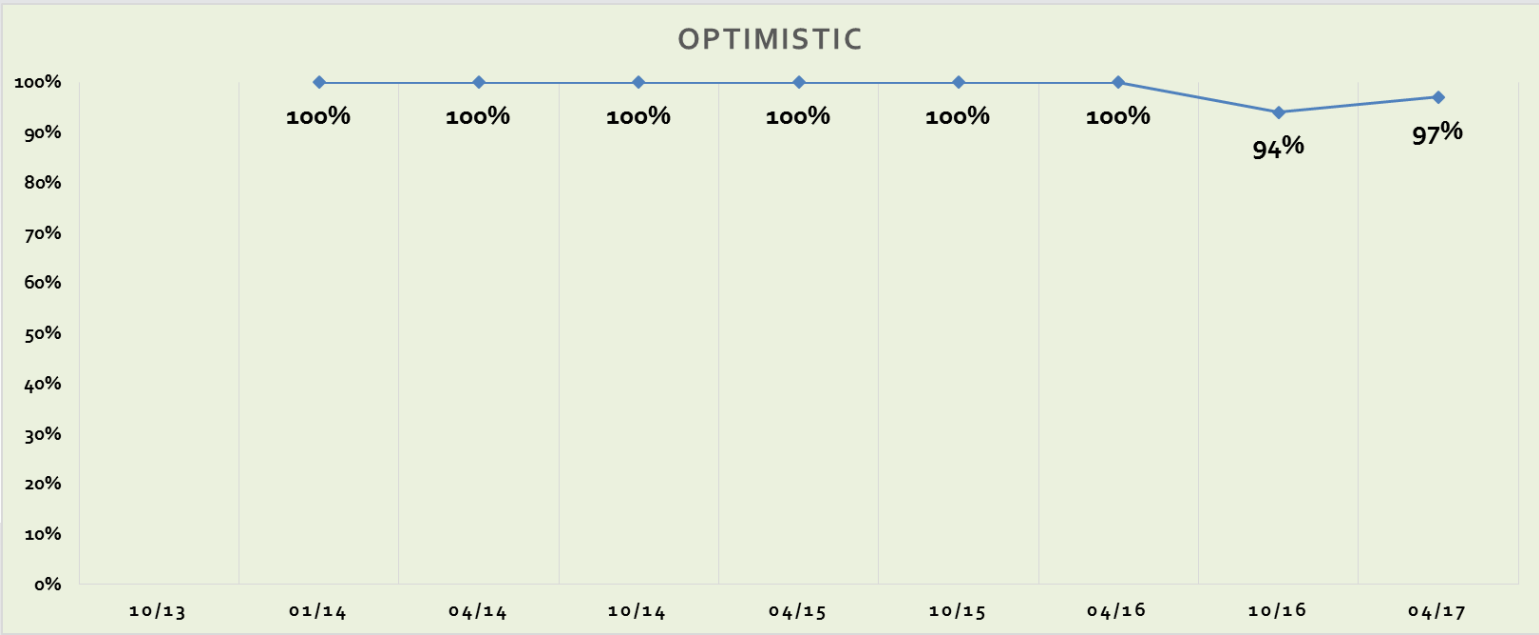
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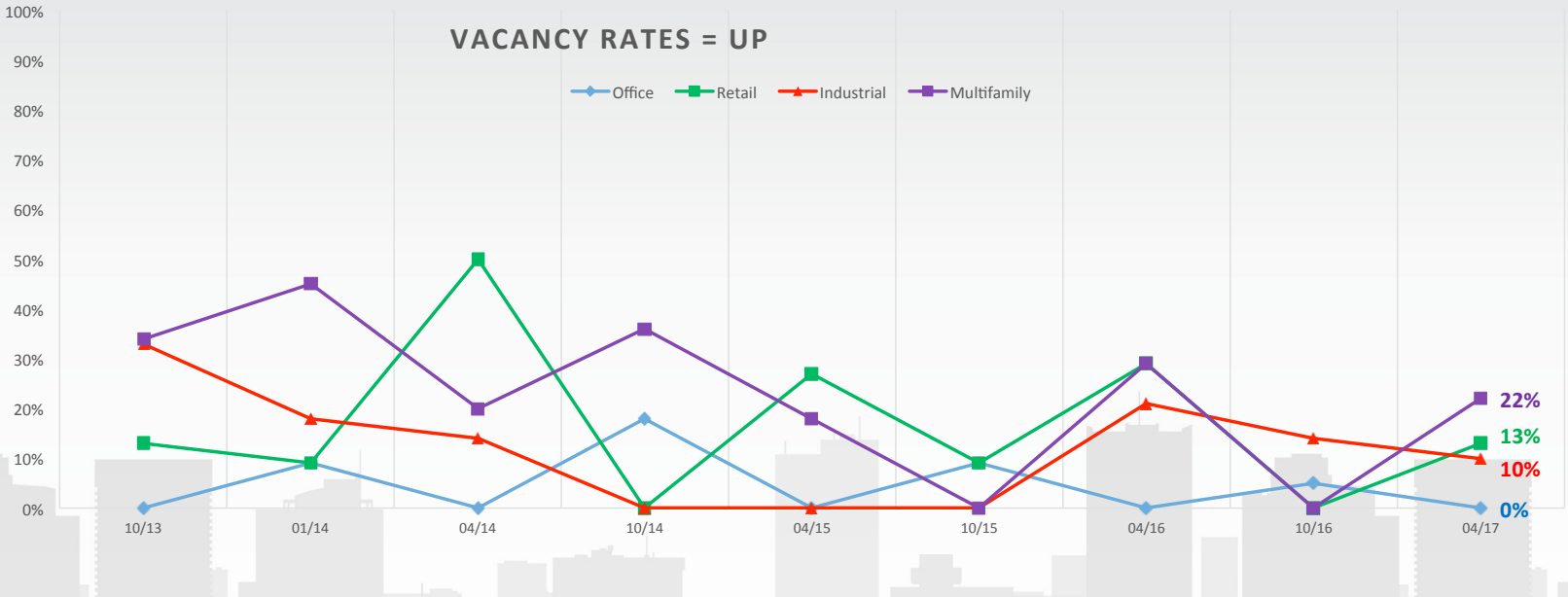
What is your overall feeling about the Metro Phoenix commercial real estate market?



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Where are Vacancy Rates for all markets heading in the next 6 months?

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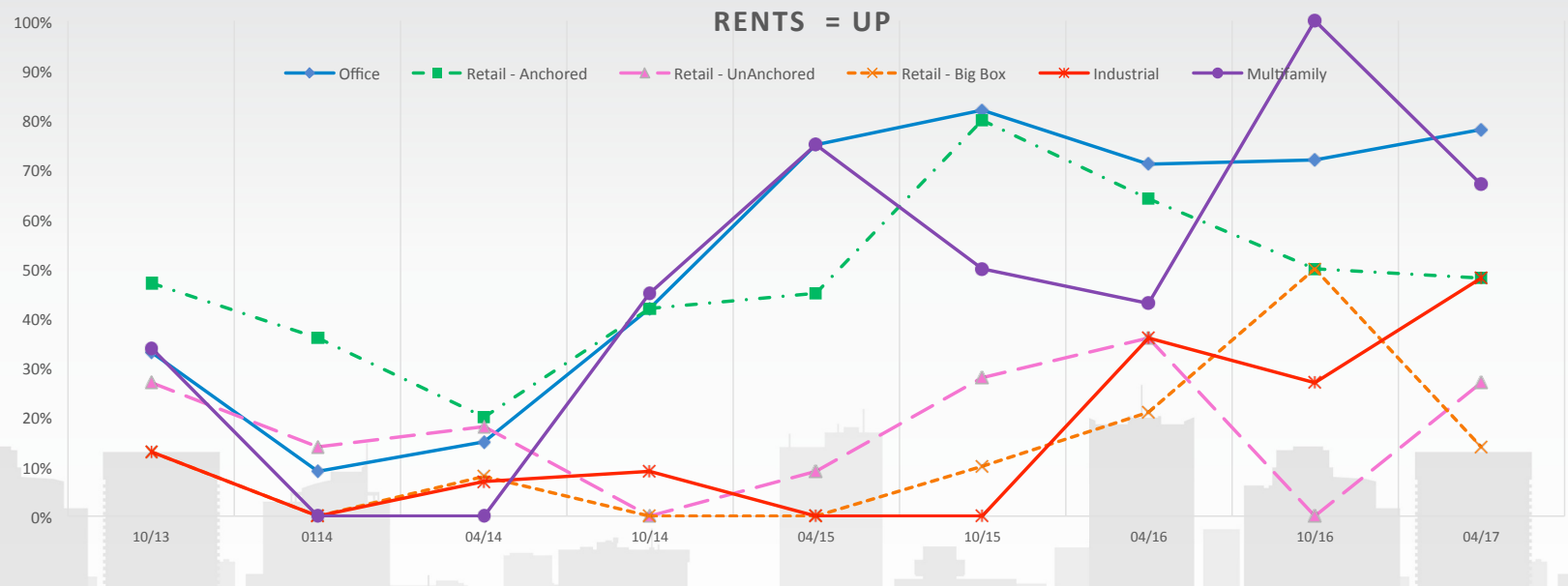


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Where are Rents for all markets heading in the next 6 months?

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How much runway do we have?

- Growth is steady – expanding beyond a few core areas;
- Very good underlying economic fundamentals driving growth;
- Not much spec development (few key projects replacing obsolete space);
- Technology, demographics and experiences.



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Technology

Omni-channel
Click & Collect
Mobile Apps



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Demographics

Millennials

Silver Economy

Urban Density



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Experiences

Food & Beverage

Health/Wellness

Entertainment



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Where are we going?

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“Everything is changing. People are taking the comedians seriously and the politicians as a joke.”

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“Everything is changing. People are taking the comedians seriously and the politicians as a joke.”

Will Rogers



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THANK YOU

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