



COMMERCIAL REAL ESTATE OVERVIEW
Historical Trends & Current Activity
2000-2010



Gil Jones; Associate Broker

NAI 1st Valley

Local Knowledge -
Global Reach . . .

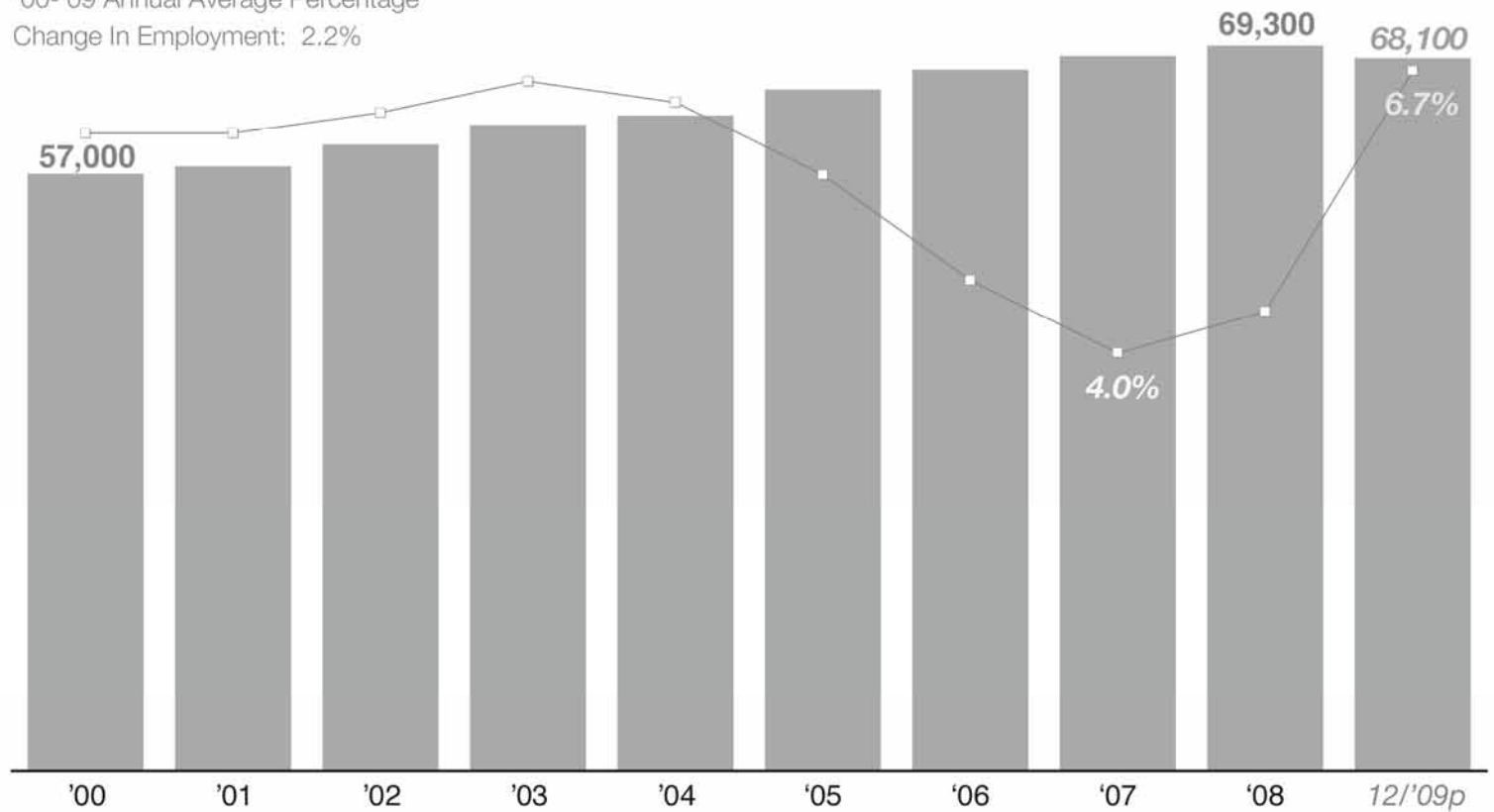
Employment

2000-2009

NON-AG EMPLOYMENT ESTIMATES / UNEMPLOYMENT RATES

Annual Averages '00 - '09p

'00-'09 Annual Average Percentage
Change In Employment: 2.2%

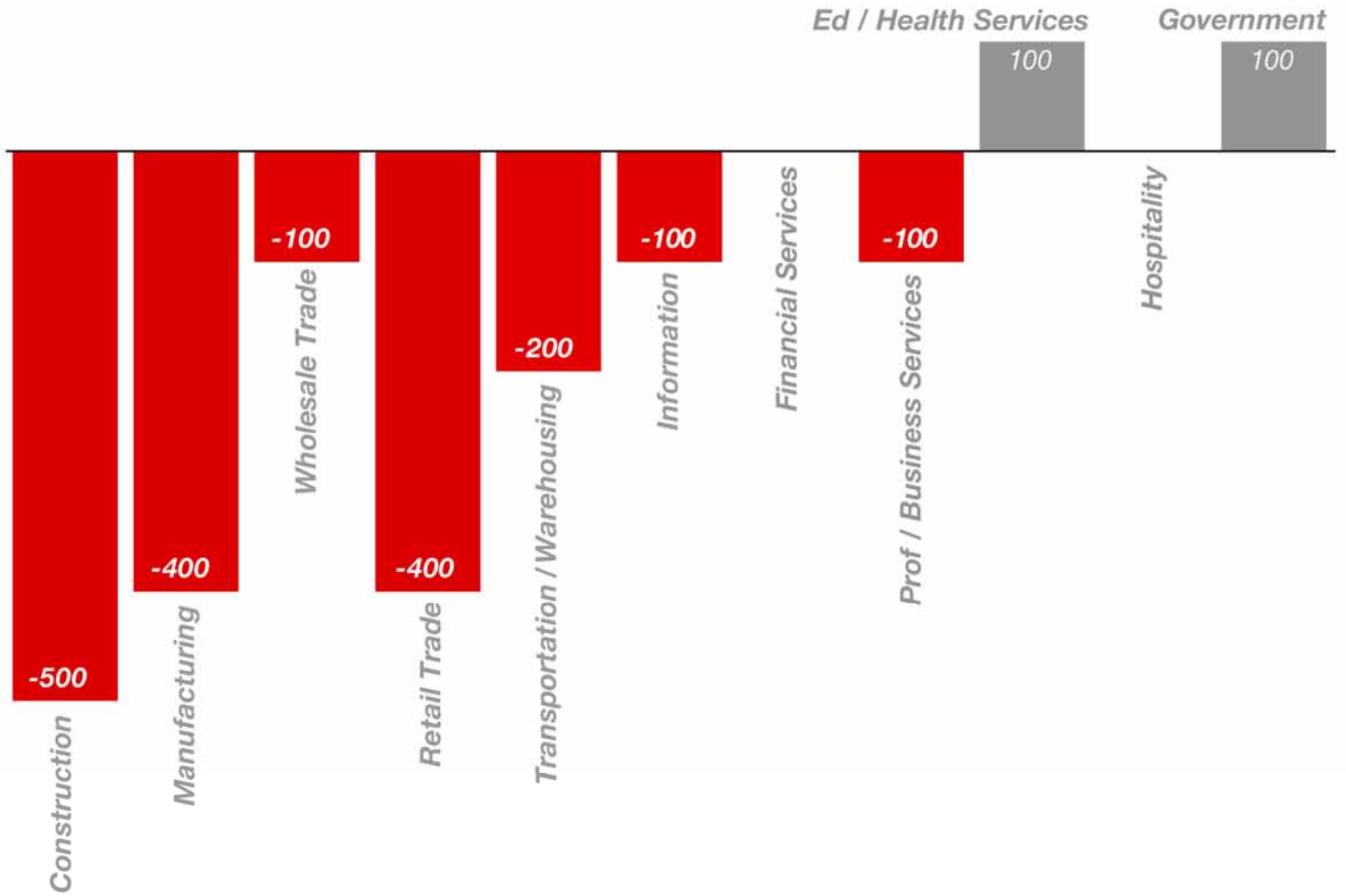


Employment Sectors

'08-'09 Year-Over-Year Change

Year-Over-Year Numerical Change In Employment By Sector

'08 - '09_p

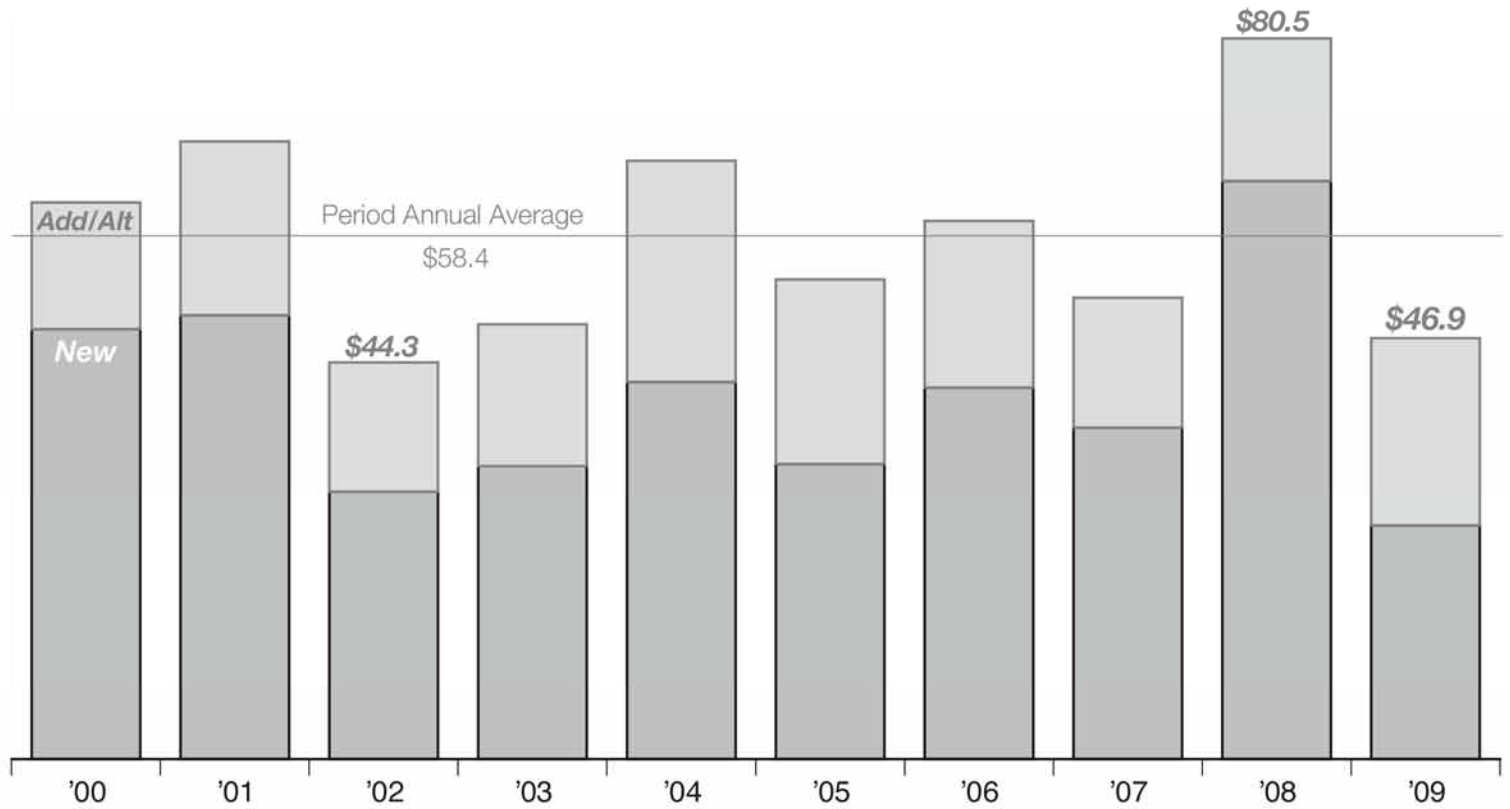


Commercial Construction

2000-2009

PERMITTED COMMERCIAL CONSTRUCTION VALUATIONS (Millions)

'00 - '09



Commercial Construction 2000-2009

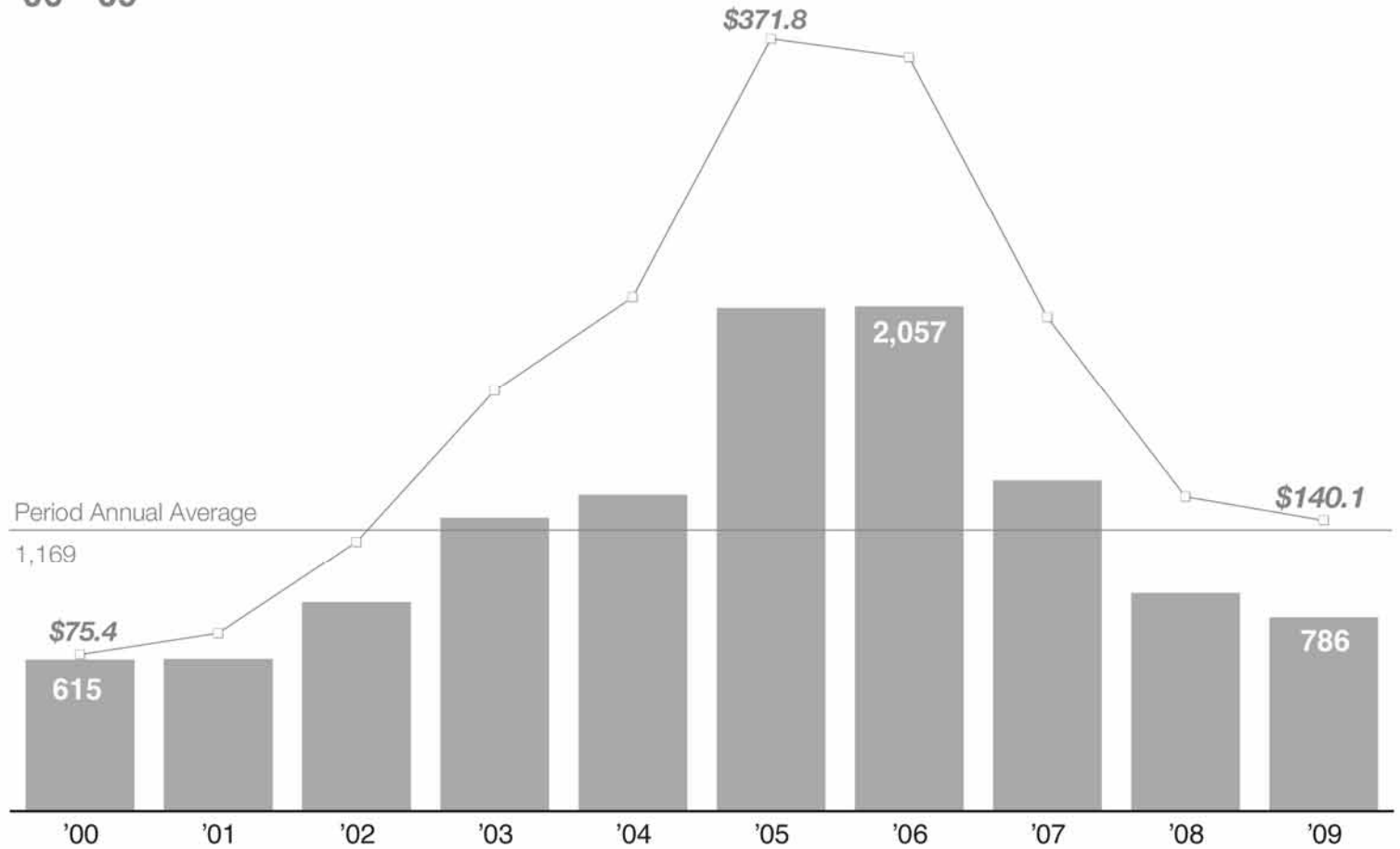
PERMITTED NEW COMMERCIAL CONSTRUCTION SQUARE FOOTAGE BY FACILITY CLASS '00-'09

CLASS	'00	'01	'02	'03	'04	'05	'06	'07	'08	'09	TOTAL SF	Annual Average	% Of Total
Office	17,800	69,383	126,218	21,385	45,906	41,013	100,825	41,317	104,090	38,849	606,786	60,679	11.6%
Retail	141,495	11,822	30,275	77,484	160,821	48,311	120,154	76,628	58,379	90,895	816,264	81,626	15.6%
Office/Retail	82,380	17,575	53,317	85,371	14,618	8,340	0	28,120	32,034	10,828	332,583	33,258	6.4%
BIG BOX Retail	140,000	0	164,993	206,523	20,388	0	48,711	67,926	0	0	648,541	64,854	12.4%
Service	85,365	170,740	51,826	162,508	136,104	214,139	121,263	63,782	165,934	10,083	1,181,744	118,174	22.6%
Industrial	71,575	5,600	42,200	37,833	181,801	52,950	50,747	68,172	124,200	83,771	718,849	71,885	13.8%
Self Storage	22,780	17,920	0	32,700	12,991	131,120	207,354	99,700	105,535	35,150	665,250	66,525	12.7%
Other	20,000	26,120	9,875	3,900	36,606	30,533	11,338	59,900	40,063	14,930	253,265	25,327	4.8%
TOTAL SF	581,395	319,160	478,704	627,704	609,235	526,406	660,392	505,545	630,235	284,506	5,223,282	522,328	100.0%

Residential Development 2000-2009

PERMITTED SINGLE FAMILY HOUSING UNITS / VALUATIONS (Millions)

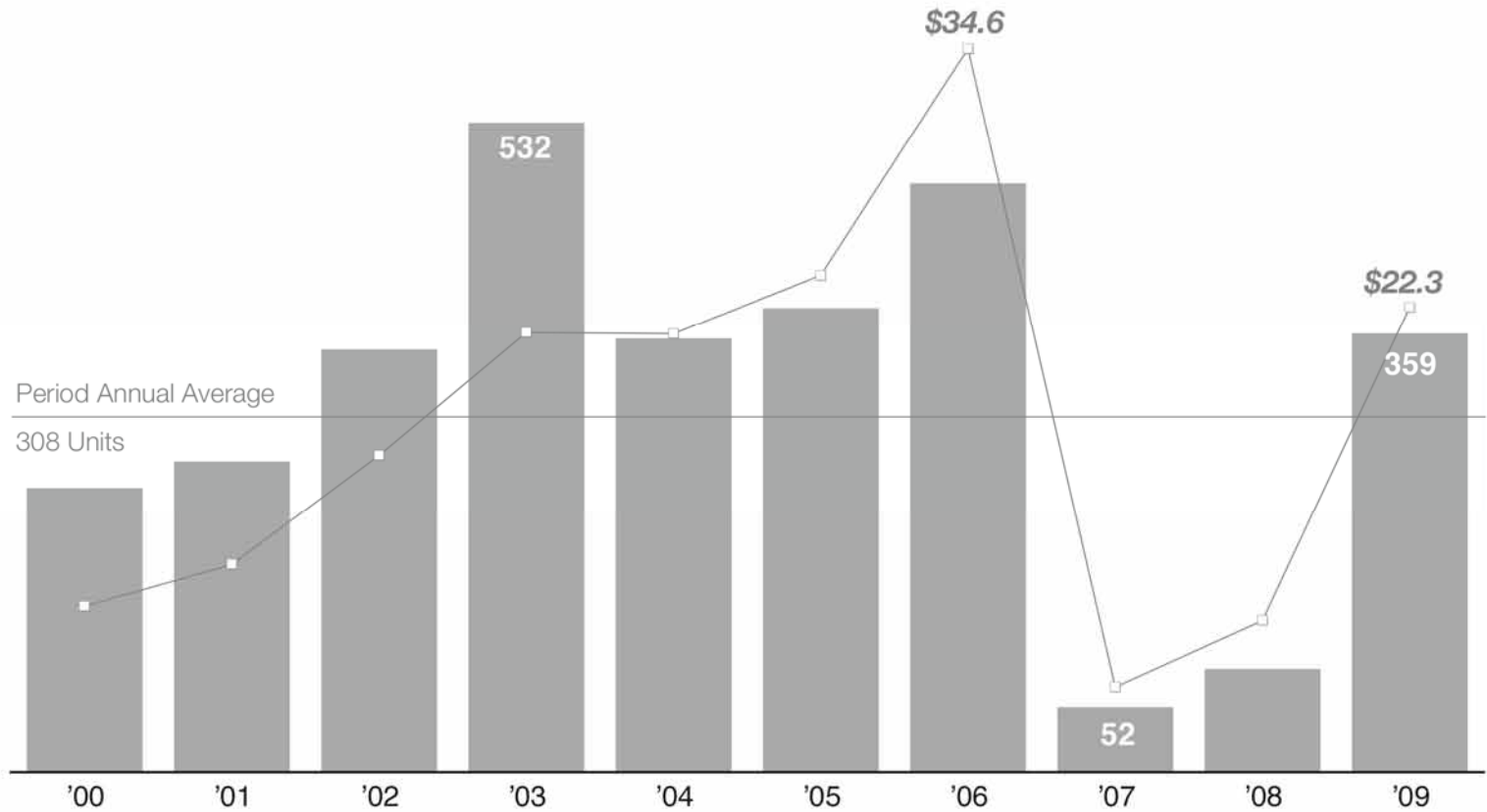
'00 - '09



Residential Development 2000-2009

PERMITTED MULTI-FAMILY HOUSING UNITS / VALUATIONS (Millions)

'00 - '09

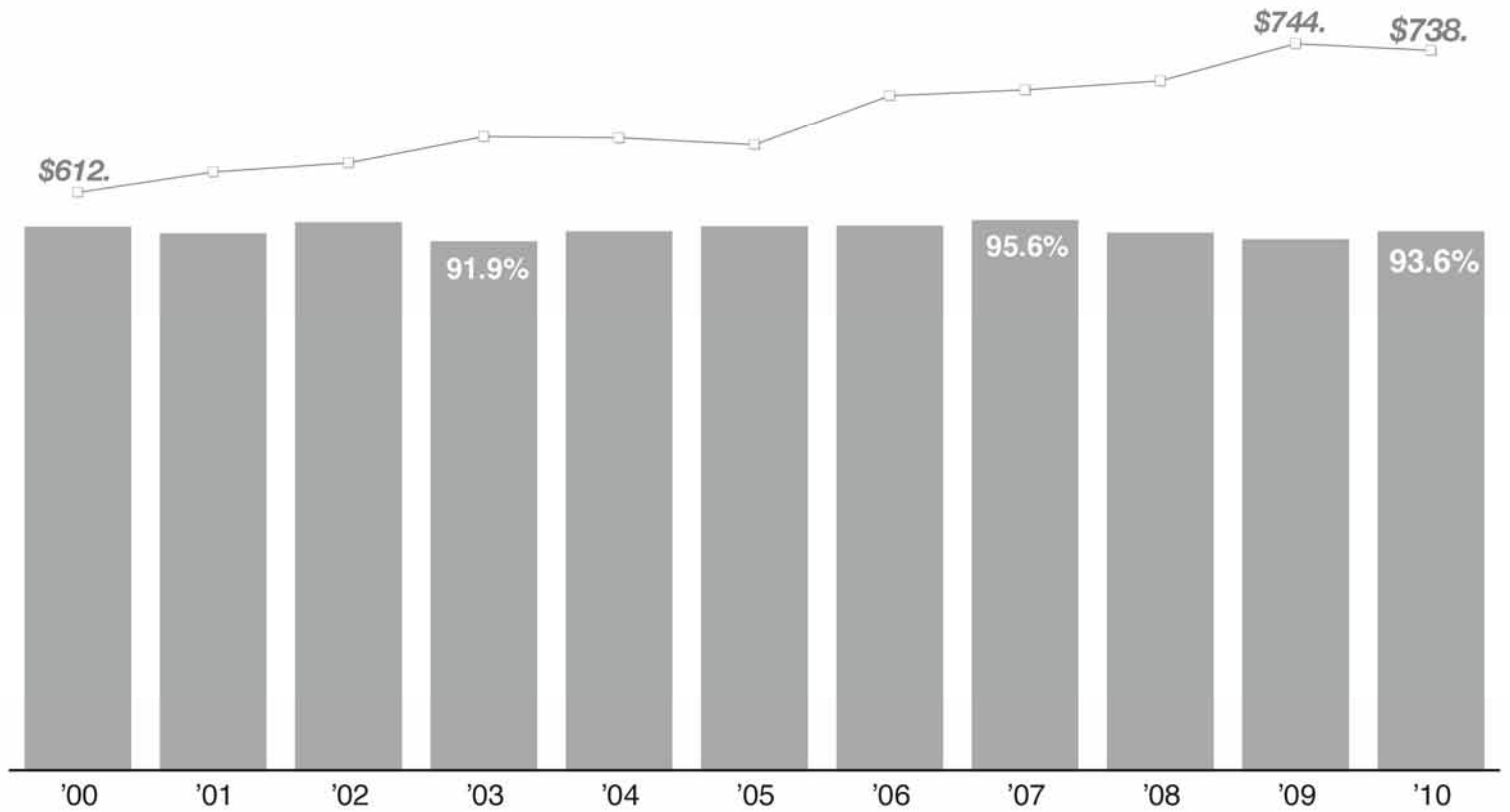


Apartment Market Survey 2000-2010

APARTMENT MARKET AVERAGE OCCUPANCY / AVERAGE MONTHLY RENT

'00 - '10

'00-'10 Period Average Occupancy: 93.9%



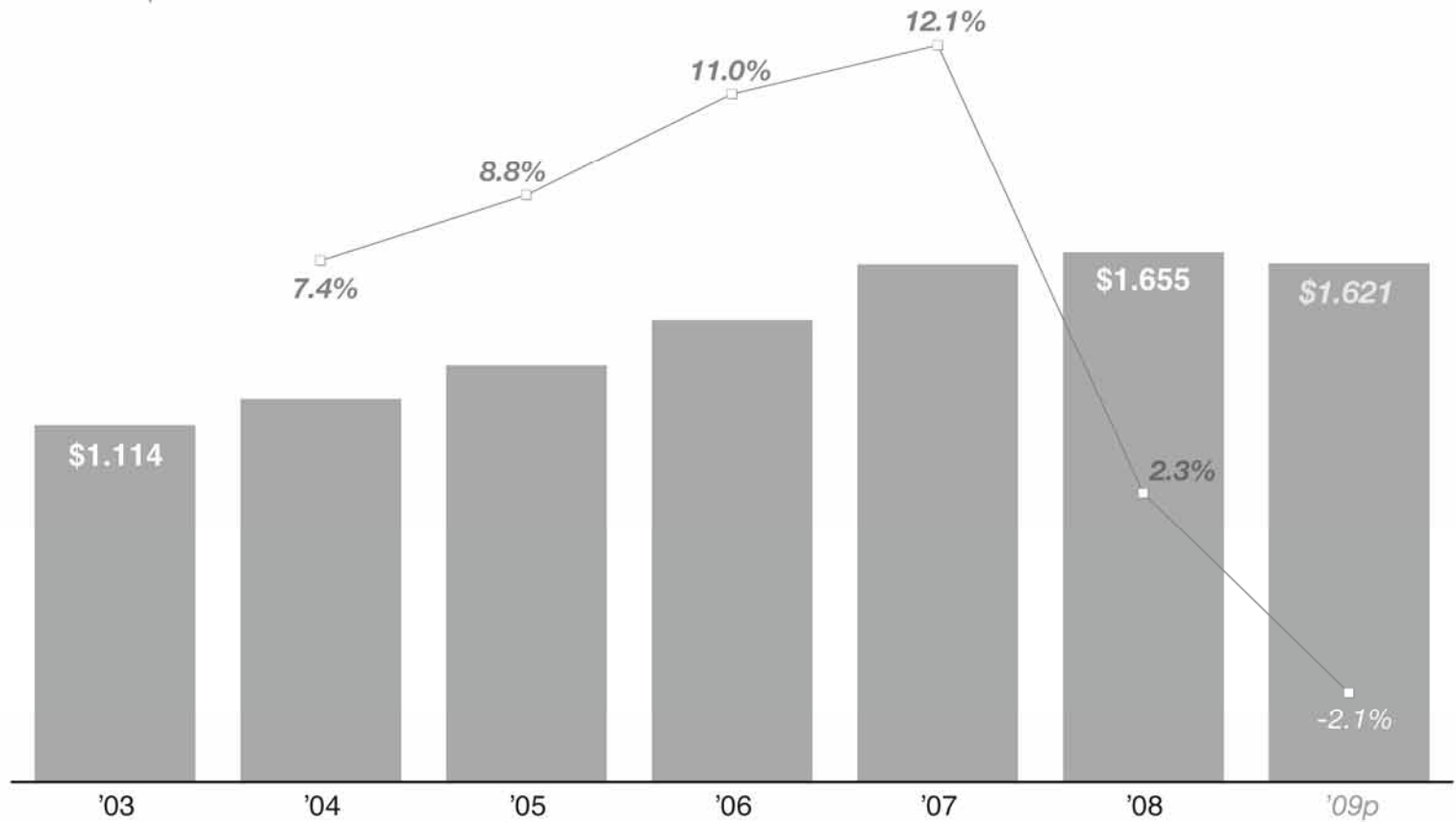
Retail Trade

2003-2009

TOTAL GROSS RECEIPTS: RETAIL TRADE (Billions)

Year-Over-Year Annual Average Percentage Change

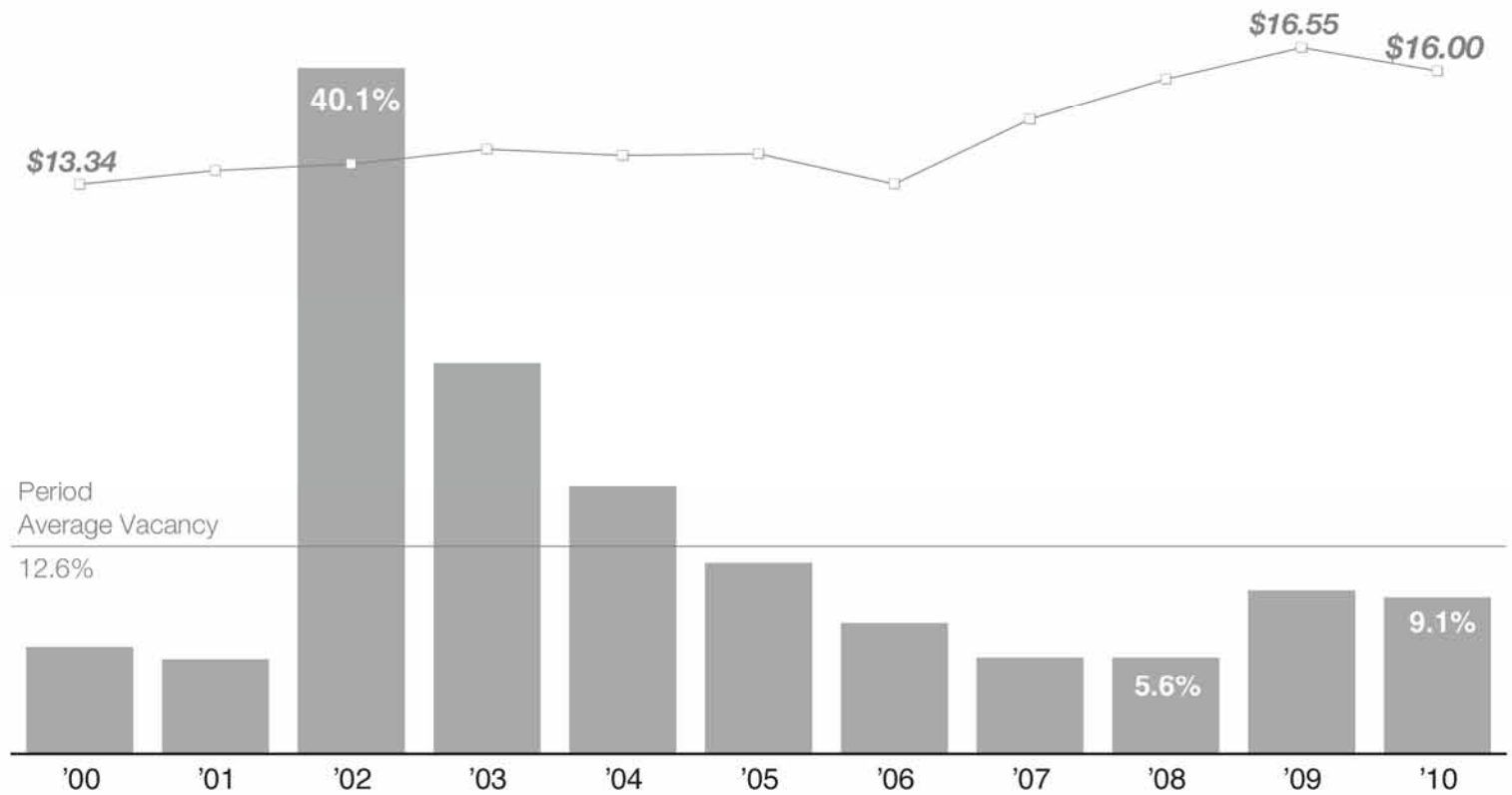
'03 - '09p



Retail Market Survey 2000-2010

RETAIL MARKET AVERAGE VACANCY / LEASE RATES PSF

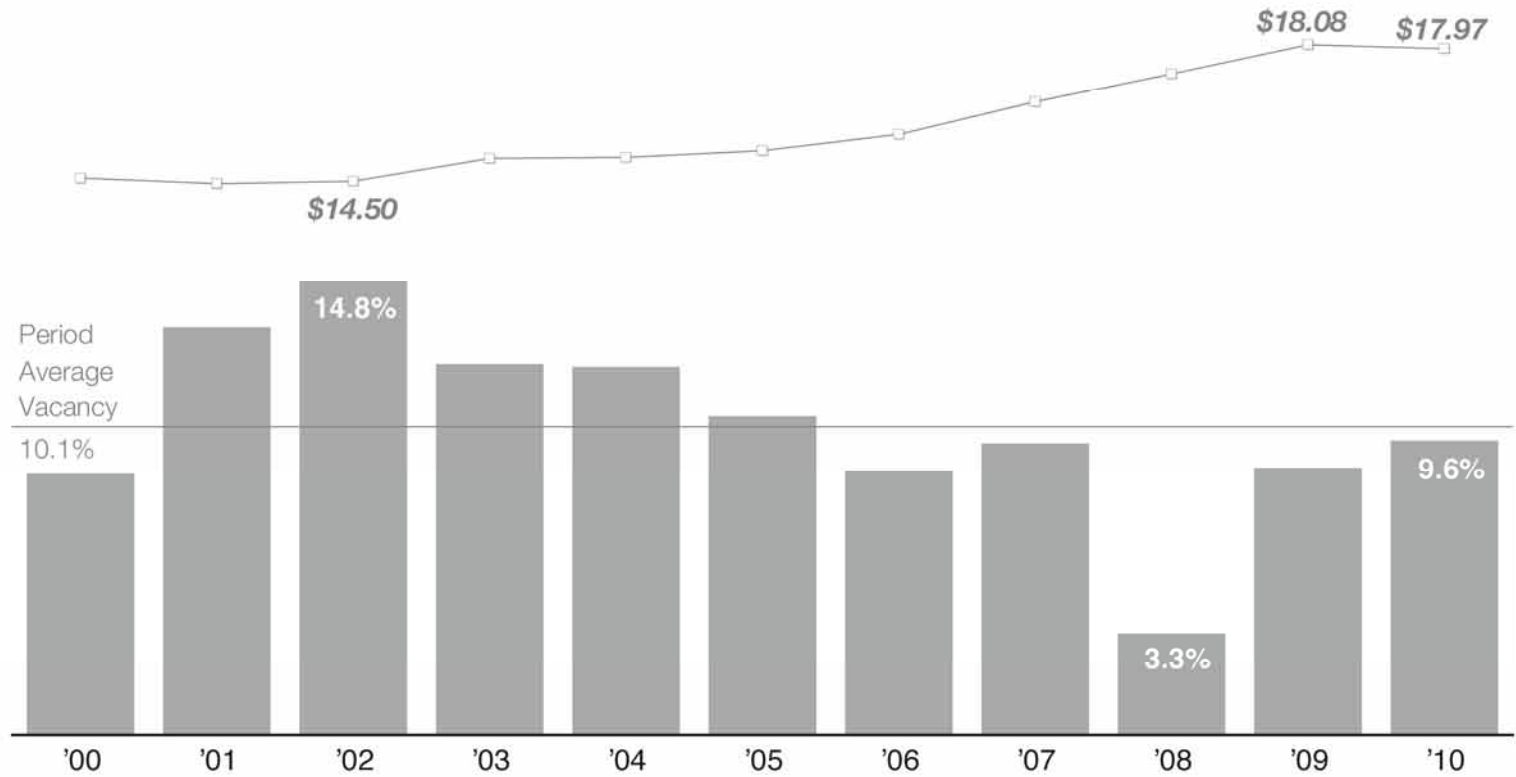
'00 - '10



Office Market Survey 2000-2010

OFFICE MARKET AVERAGE VACANCY / LEASE RATES PSF

'00 - '10




MARKET TRENDS


Advice for the New Year

SECTOR	ACTION	COMMENT
Multifamily	Buy or hold	“Possible shortage of apartments by 2012; buy busted class A condos and class B infill.”
Hotels	Buy	“Higher-end business hotels in major markets have most potential to recover sooner.”
Distressed condos	Buy	“Beachfront condos in South Florida always bounce back.”
Land	Buy	“Buy infill sites in top markets; be prepared to hold five to 10 years.”
Industrial	Buy or hold	“Warehouses can recover quickly.”
Office	Hold	“Prime properties in 24-hour cities will attract B and C tenants.”
Retail	Triage	“Infill grocery-anchored centers and fortress regional malls will survive.”

Source: *Emerging Trends 2010*



Build it -
and they will come . . . *

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- * The Declarative Statement Above Is Contingent Upon The Following Conditions:
- Ability To Obtain Viable, Construction Financing
 - Those '*Coming*' Will Be Gainfully Employed