



Commercial Real Estate Development Trends

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Current Trends

- Developers are shifting product types
- Commercial real estate demands from the changing demographic
- Hot new build markets
- Industrial/fulfillment centers
- Vertical storage units
- Grocery-related, climate-controlled industrial
- Amazon e-commerce industrial and office



Developers Must Adapt

- Retail and office developers are shifting
- E-Commerce has changed average industrial specs
- Advances in remote technology have decreased office use, along with coworking and shared office spaces
- Airbnb has taken some market share from hotel use
- Retail growth today is led by discount retailers and e-commerce entering brick and mortar

The Amazon logo, featuring the word "amazon" in a white, lowercase, sans-serif font. Below the text is a curved orange arrow that starts under the letter 'a' and points towards the letter 'z'.The WeWork logo, featuring the word "wework" in a white, lowercase, serif font. A registered trademark symbol (®) is located at the end of the word.The Airbnb logo, consisting of a red, stylized, continuous line forming a shape that resembles a heart or a knot. Below this symbol, the word "airbnb" is written in a red, lowercase, sans-serif font.The Shopify logo, featuring a green shopping bag icon with a white letter 'S' on it. To the right of the bag, the word "shopify" is written in a white, lowercase, sans-serif font.

What Do Millennials/Gen Z Demand

- Walkability
- Green buildings
- Multifamily/renting vs. owning
- Entertainment/experience-oriented areas
- Live, Work, Play
- Space efficiency for office and apartments
- Healthy options



Hot Markets

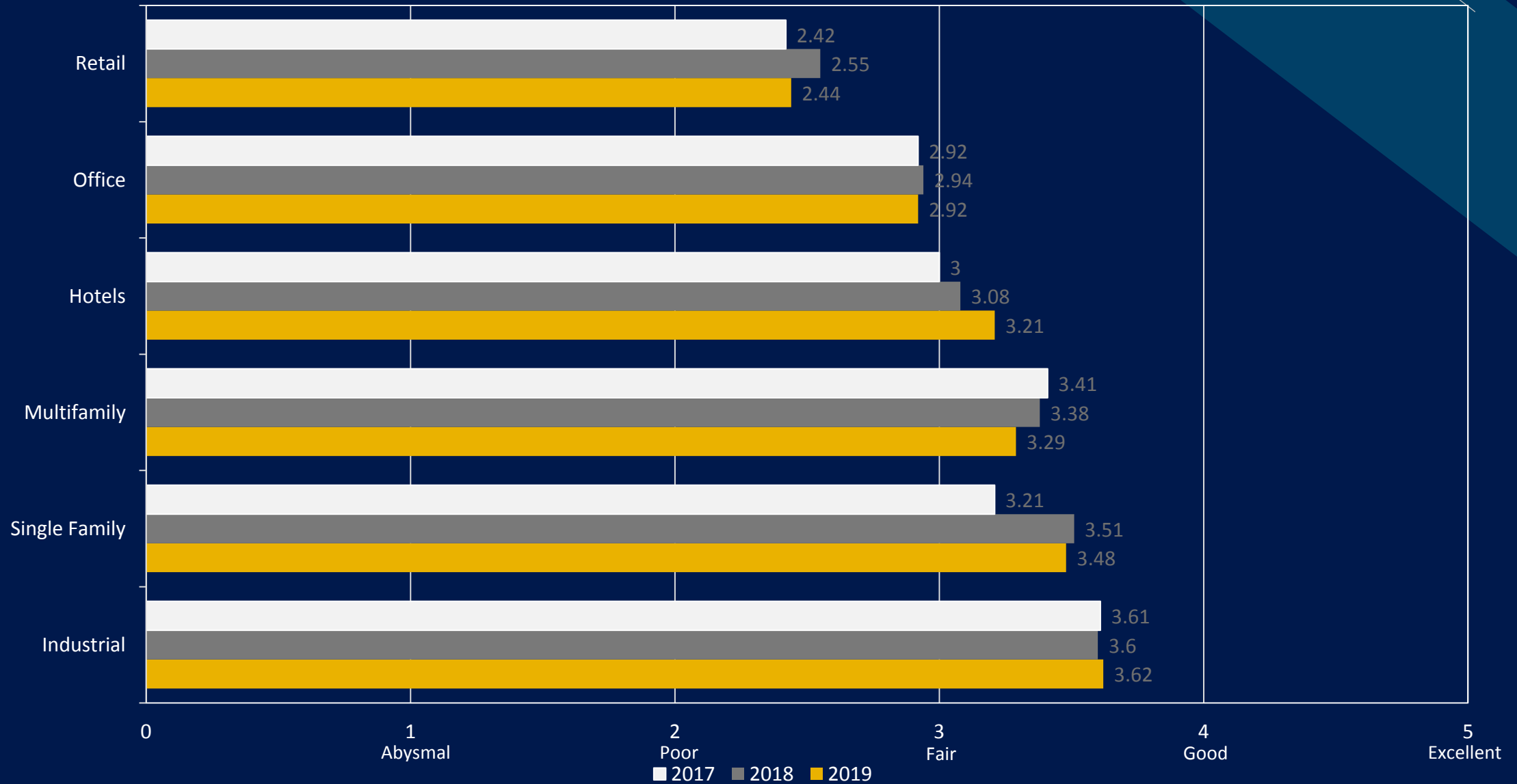


City of Phoenix

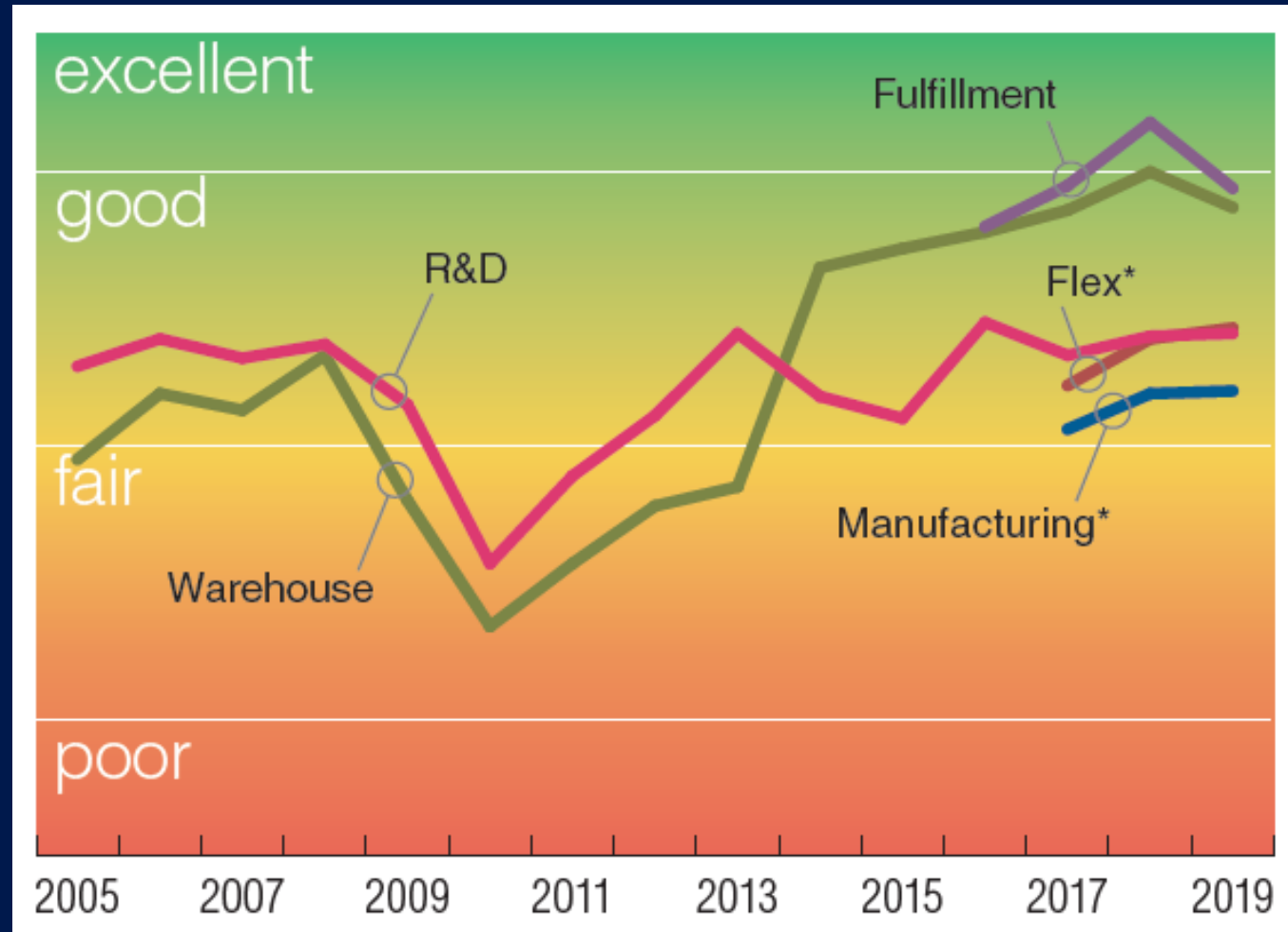


City of Dallas

Prospects for Major Commercial Property Types



Industrial/Distribution Prospect Trends





New Industrial Development – McKinney, TX

- 114 Acres
- 1,000,000 total square feet

Vertical Climate-Controlled Storage



Retail Timeline

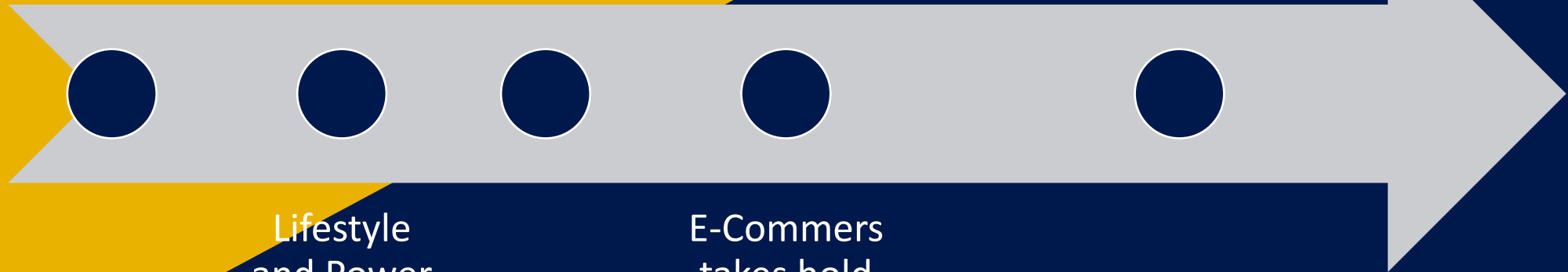
Enclosed
malls ex.
Towne
West

Outlet
Malls

Mixed use
developments, smaller
retail footprints. Ex.
Live, Work, Play

Lifestyle
and Power
Centers

E-Commers
takes hold



Entertainment and Sports Tenants And Venues Are Now Substitute Anchors



TopGolf





Wichita's Entertainment Anchored Centers



Thank You.



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