



# Commercial Real Estate Development Trends

Brad Saville, CCIM



LANDMARK  
COMMERCIAL  
REAL ESTATE

# 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



amazon

The Amazon logo features 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 to the right, ending under the letter 'n'.

wework®

The WeWork logo consists of the word "wework" in a white, lowercase, serif font. A registered trademark symbol (®) is located to the right of the word.

airbnb

The Airbnb logo features a red, stylized icon of a location pin or a drop with a circular hole in the center. Below the icon, the word "airbnb" is written in a red, lowercase, sans-serif font.

shopify

The Shopify logo includes 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

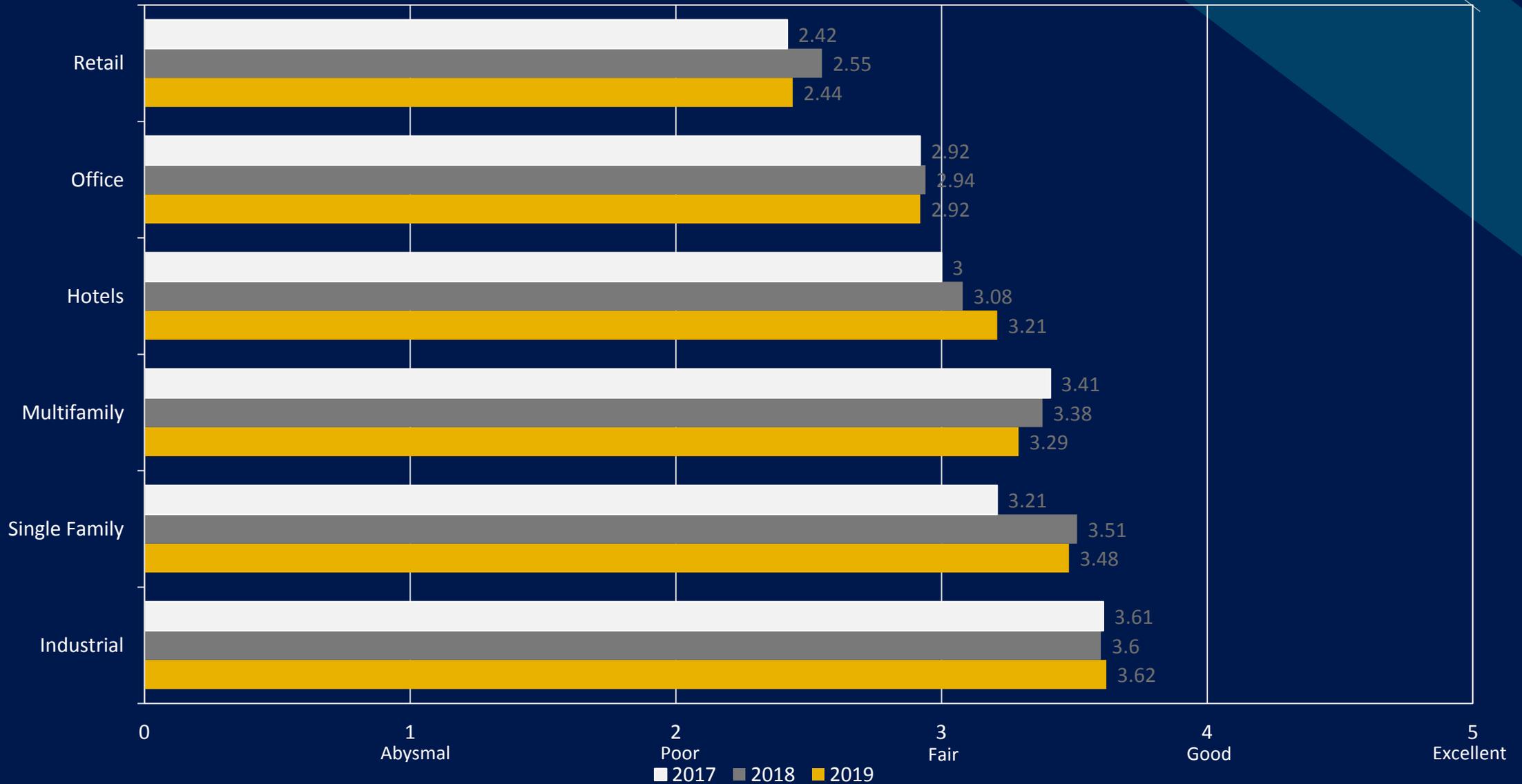


**City of Phoenix**

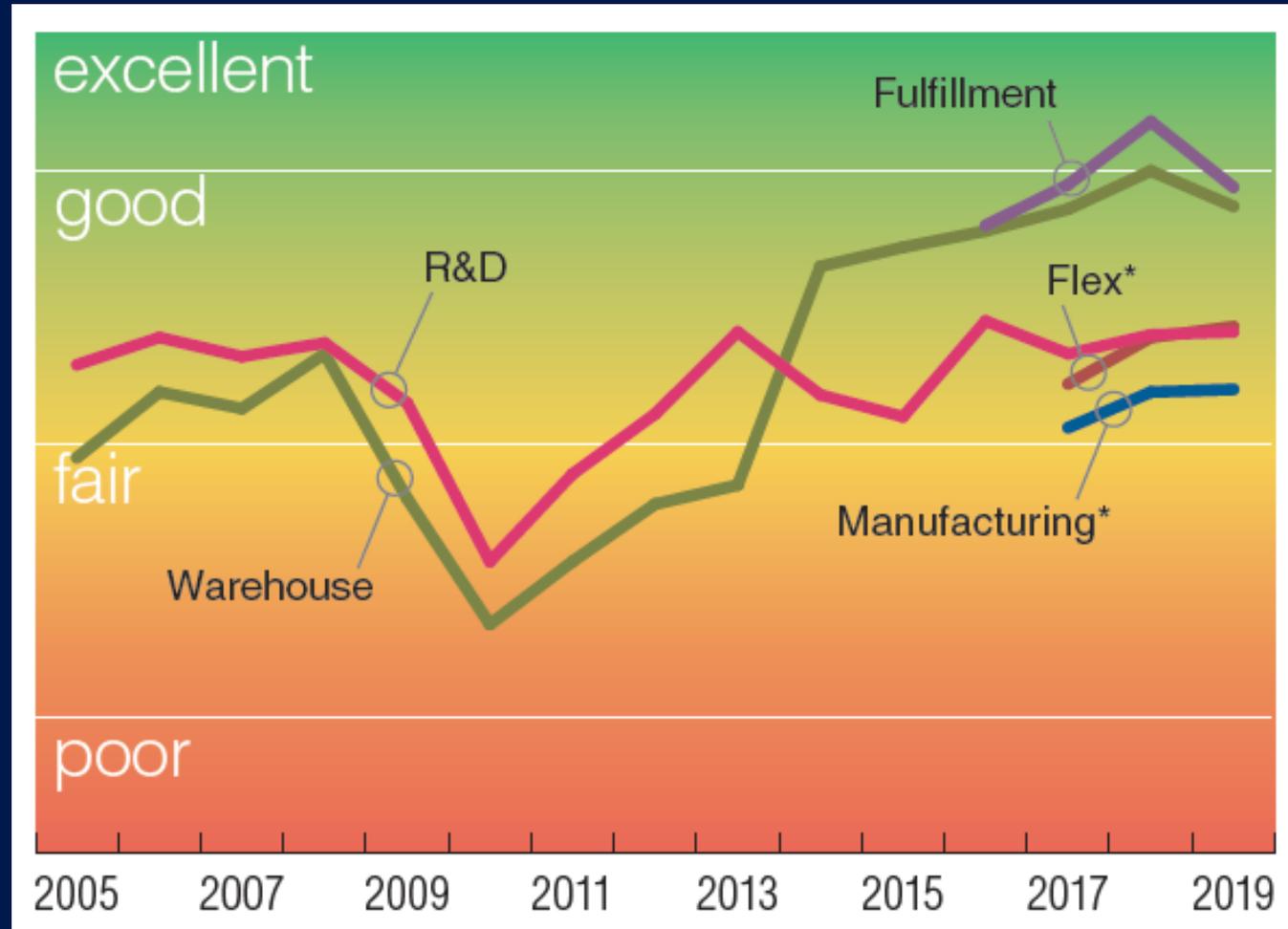


**City of Dallas**

# 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

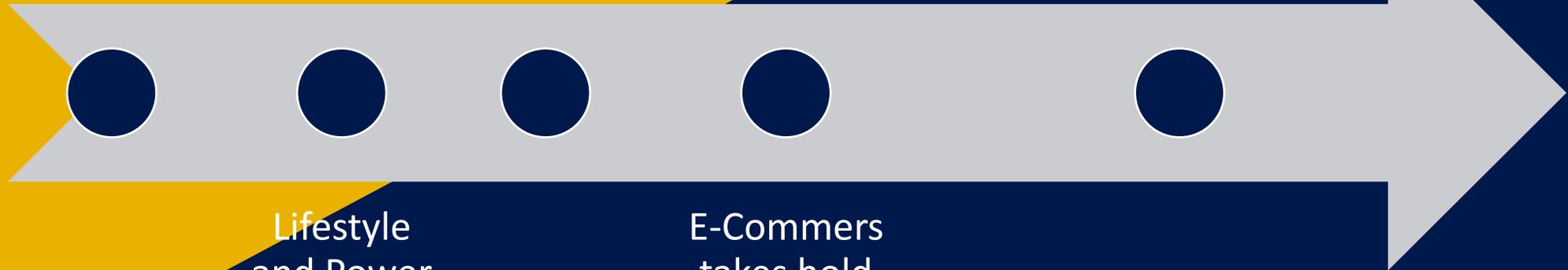
Enclosed  
malls ex.  
Towne  
West

Outlet  
Malls

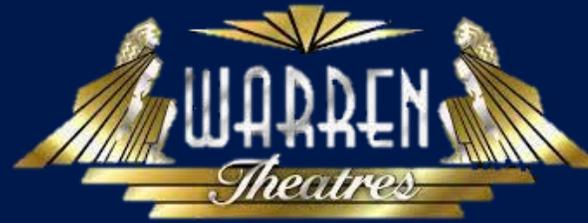
Mixed use  
developments, smaller  
retail footprints. Ex.  
Live, Work, Play

Lifestyle  
and Power  
Centers

E-Commers  
takes hold

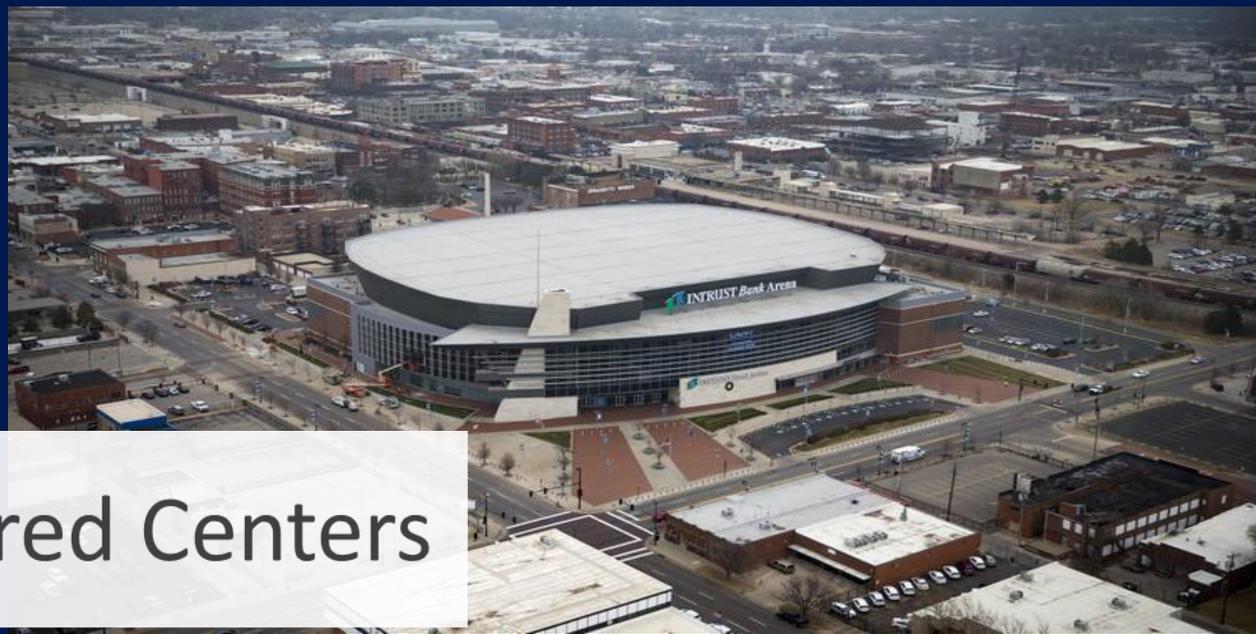


# Entertainment and Sports Tenants And Venues Are Now Substitute Anchors



TopGolf





Wichita's Entertainment Anchored Centers



**Thank You.**



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