STATE OF THE REAL ESTATE MARKET FALL 2017

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MAI, MCBA, CRE®, FIBA
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CLE

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Ladies and gentlemen, you are the jury for the state of the real estate market in Fall 2017.

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Let’s see the plaintiff’s exhibits for this case.

What is going on with the consumer?

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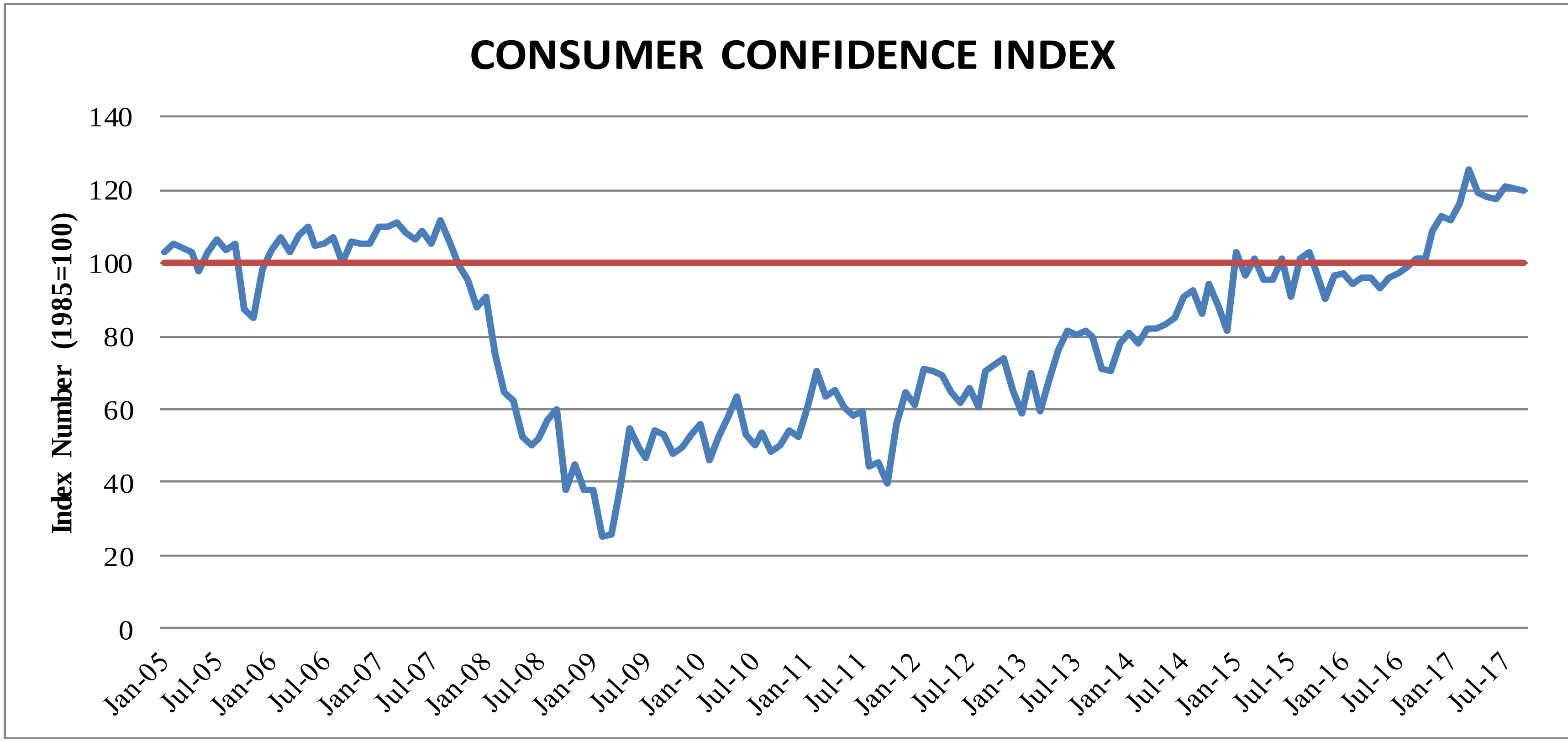
Exhibit #1:



Source: The Conference Board

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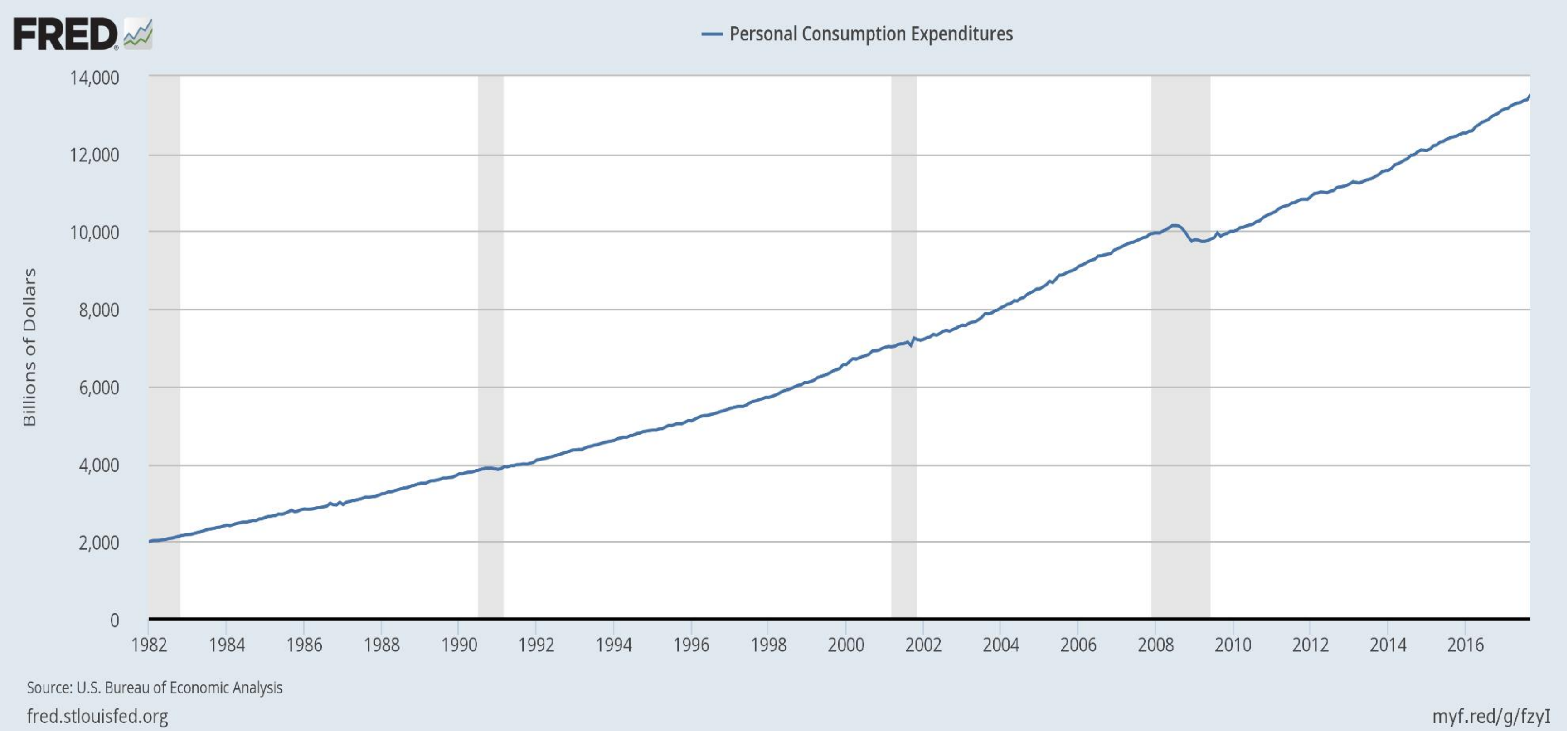
Exhibit #2: Personal Consumption Expenditures



Shaded areas indicate US recessions.

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Exhibit #3: General Merchandise Retail Stores
Percent Change from a Year Earlier

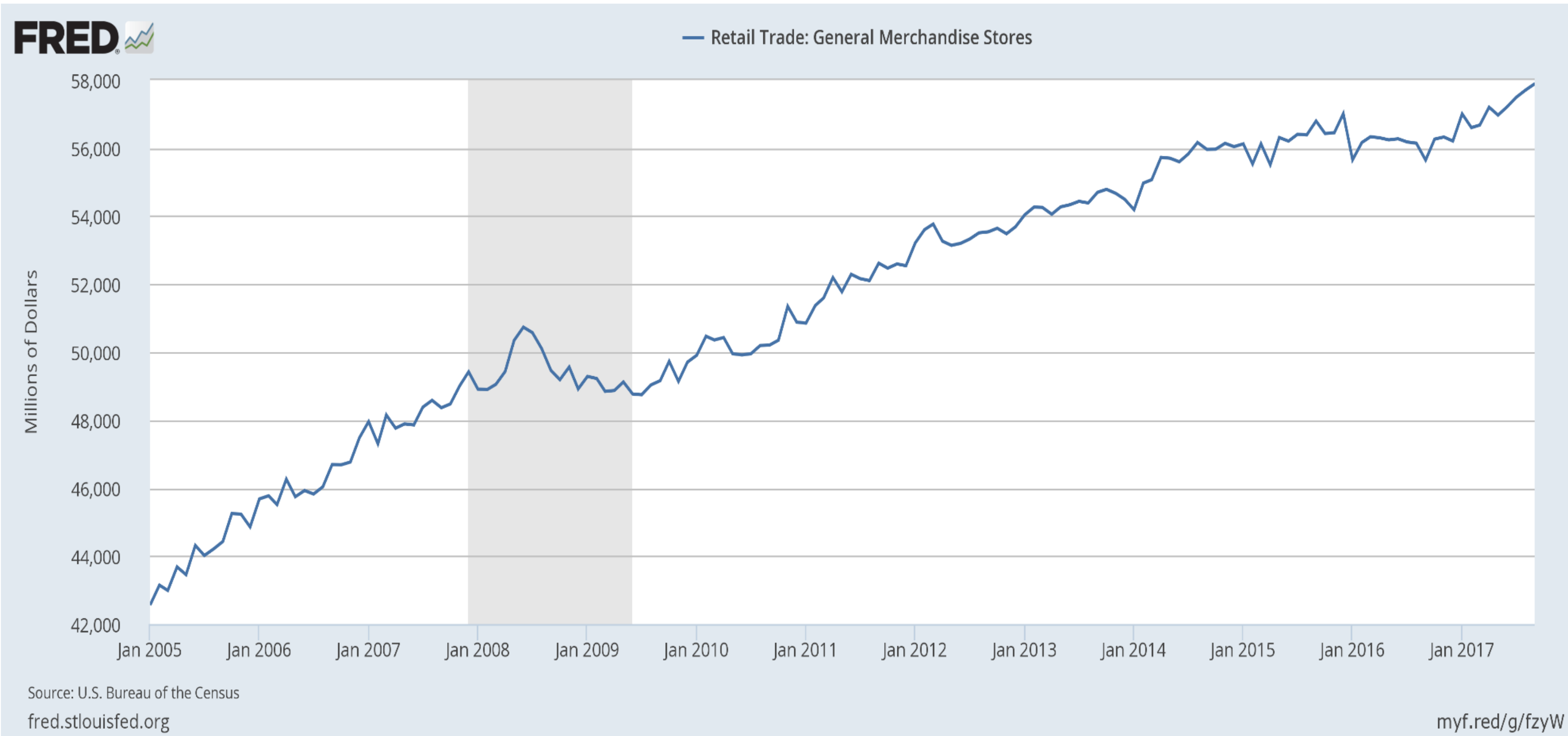

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Exhibit #4: Internet Sales Exploding

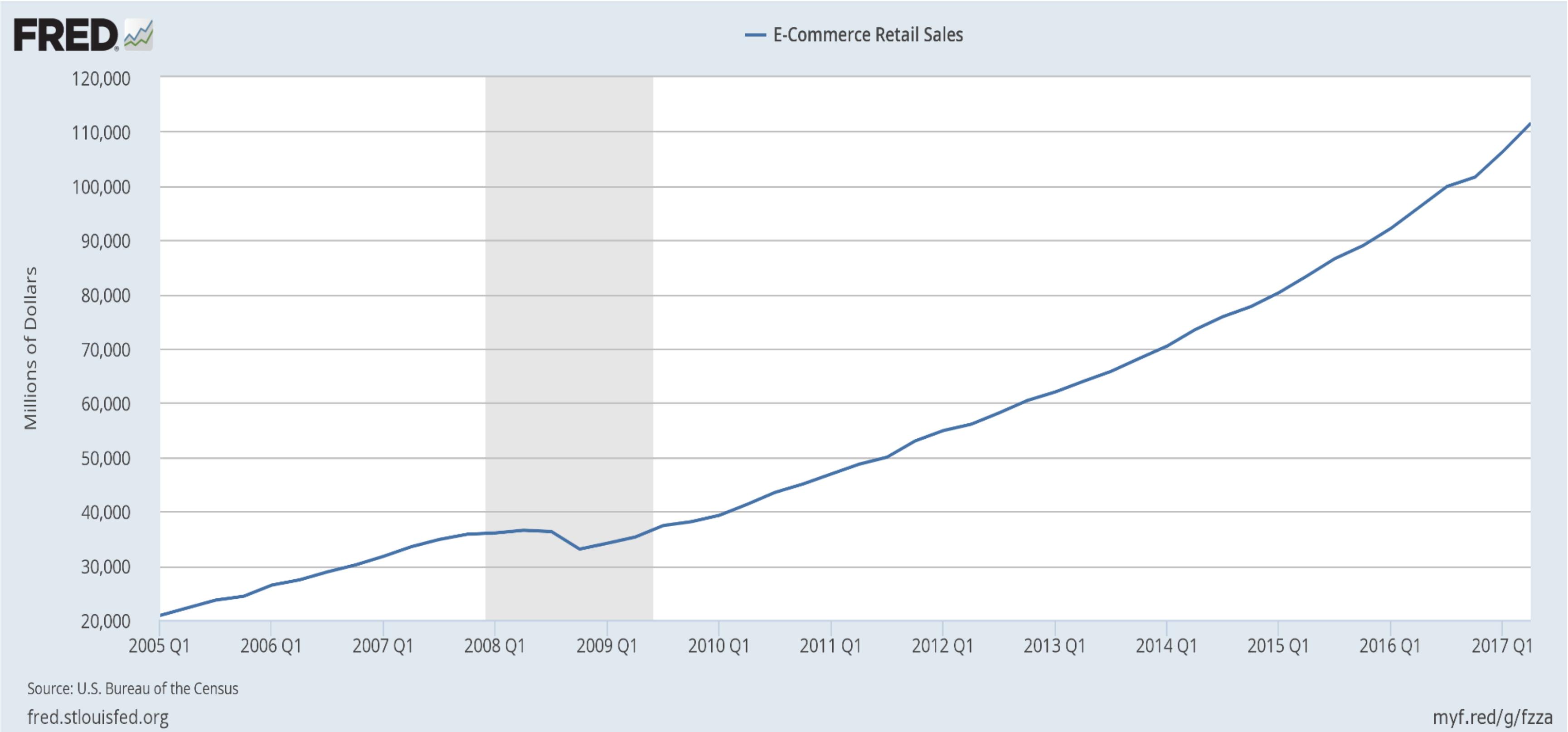

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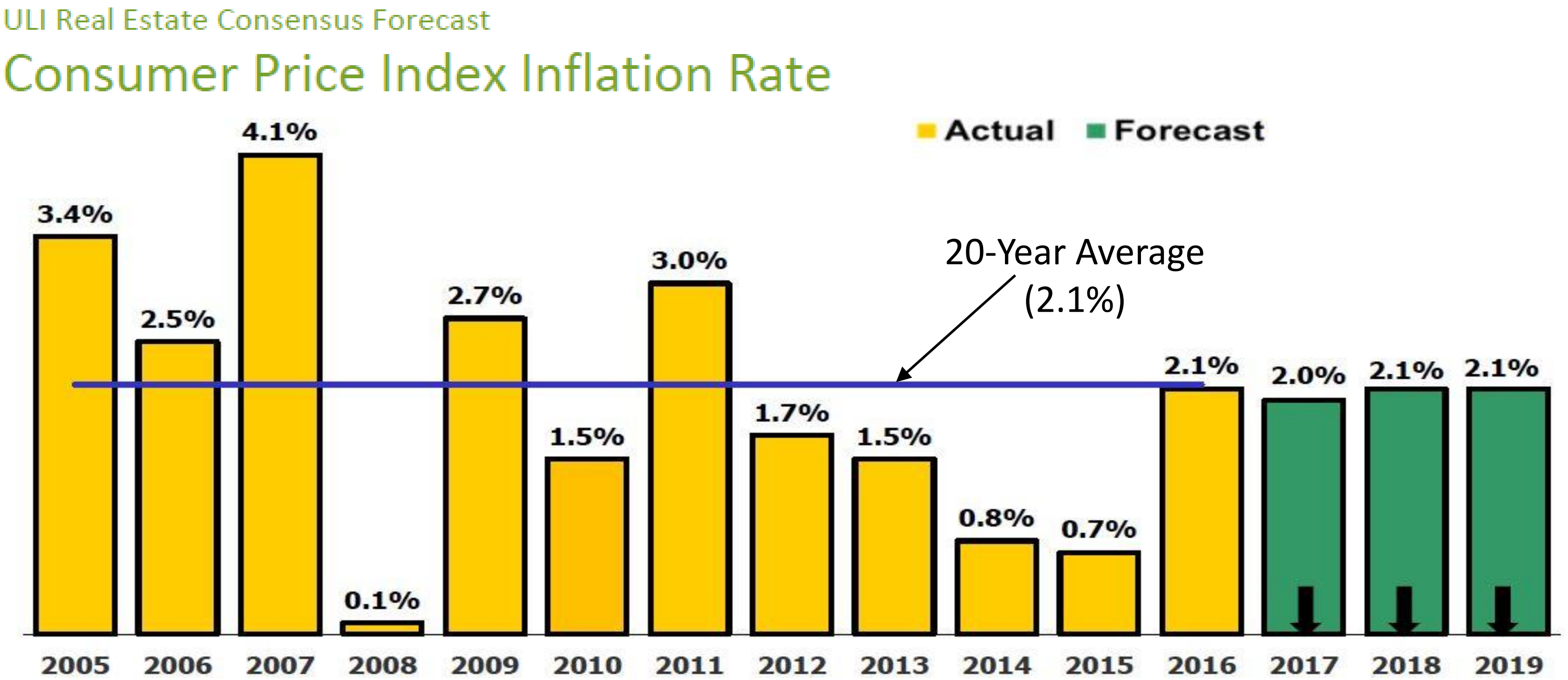
Exhibit #5: ULI Real Estate Consensus Forecast: Consumer Price Index Inflation Rate



Sources: 1997-2016, (12-month change, as of December), Bureau of Labor Statistics; 2017-2019 (YE), ULI Consensus Forecast.
Note: The previous ULI Consensus Forecast (released in April, 2017) projected 2.5%, 2.5%, and 2.5%, respectively, for 2017, 2018, and 2019. The direction of change from these results to the current survey is indicated in the forecast bars above.

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Exhibit #6: Americans Are Buying Cars Again

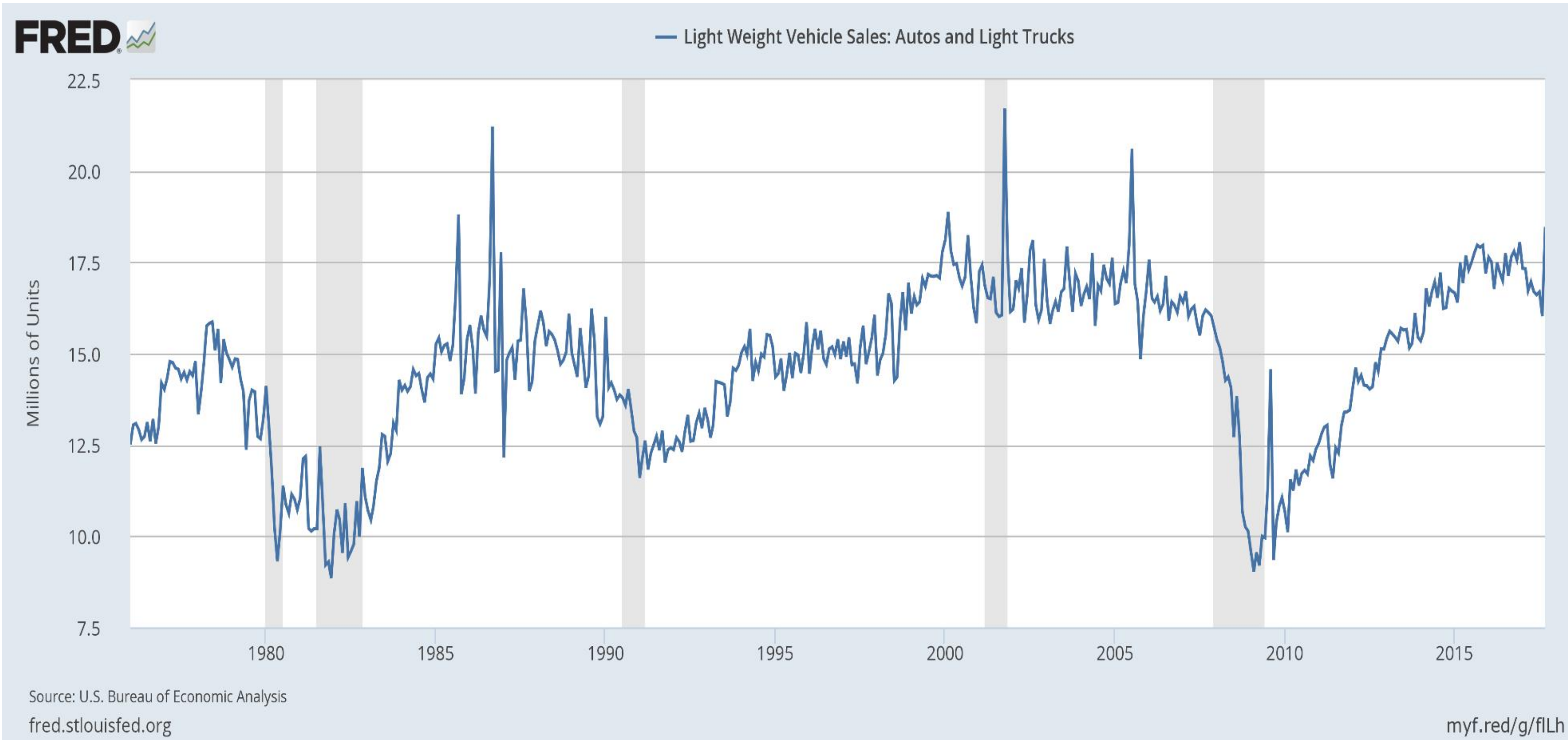

Exhibit #7: Consumers Pay Down Debt for First Time in 50 Years, But We're Back Borrowing and Spending

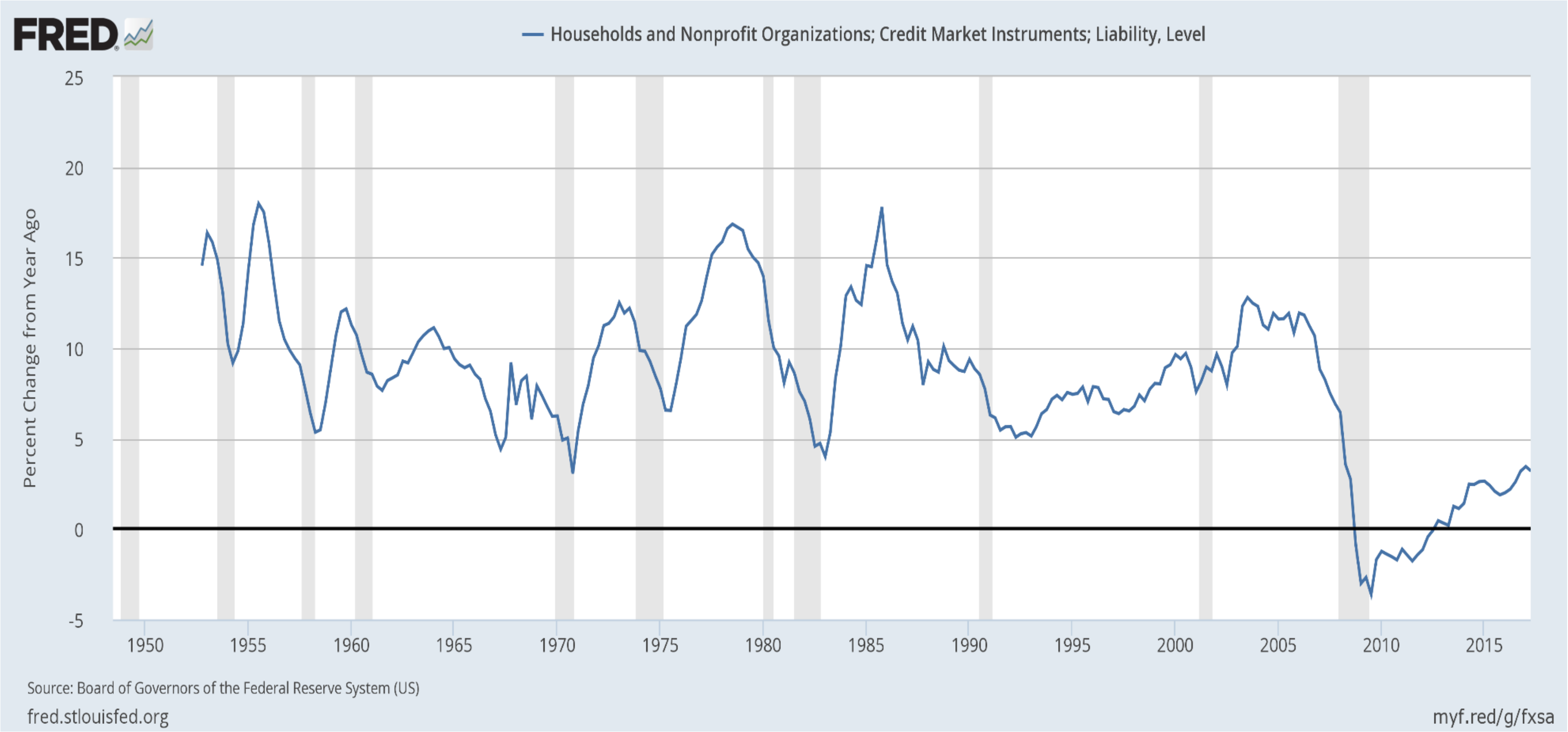

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Exhibit #8: Household Debt Service Payments

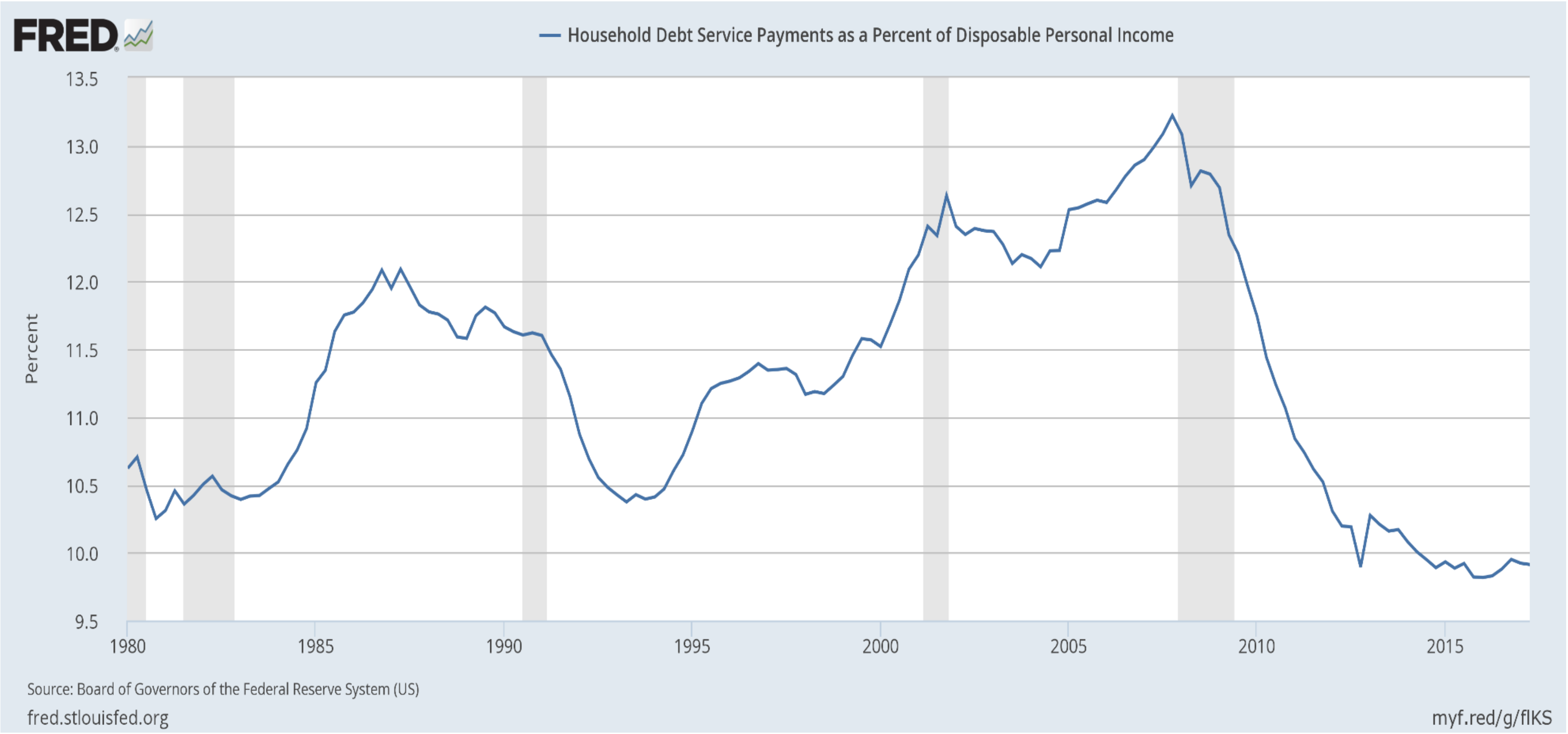

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Exhibit #9: Households lost $8 trillion in real estate equity, but we're back

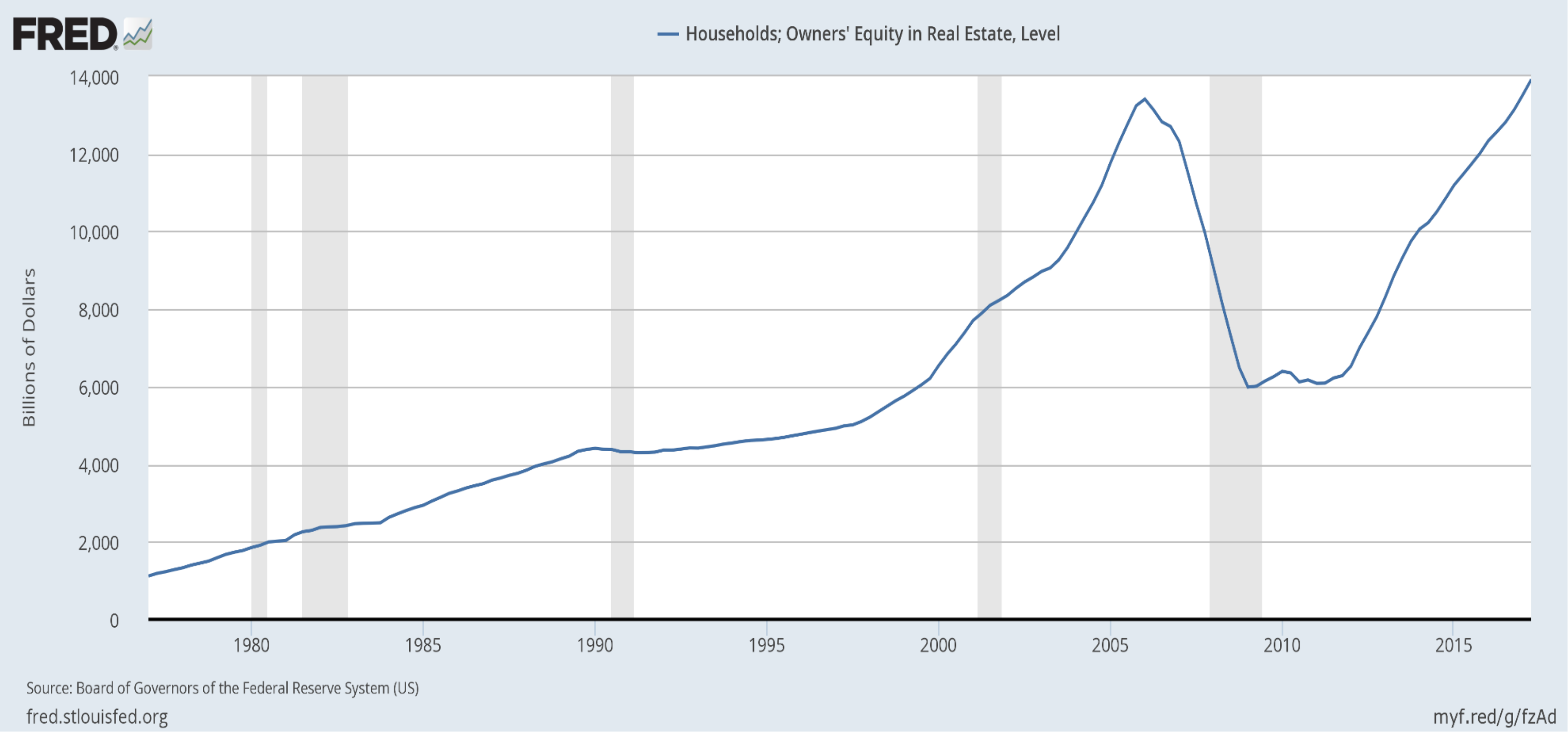

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Exhibit #10: Household Net Worth Recovering After Stock Market Rally

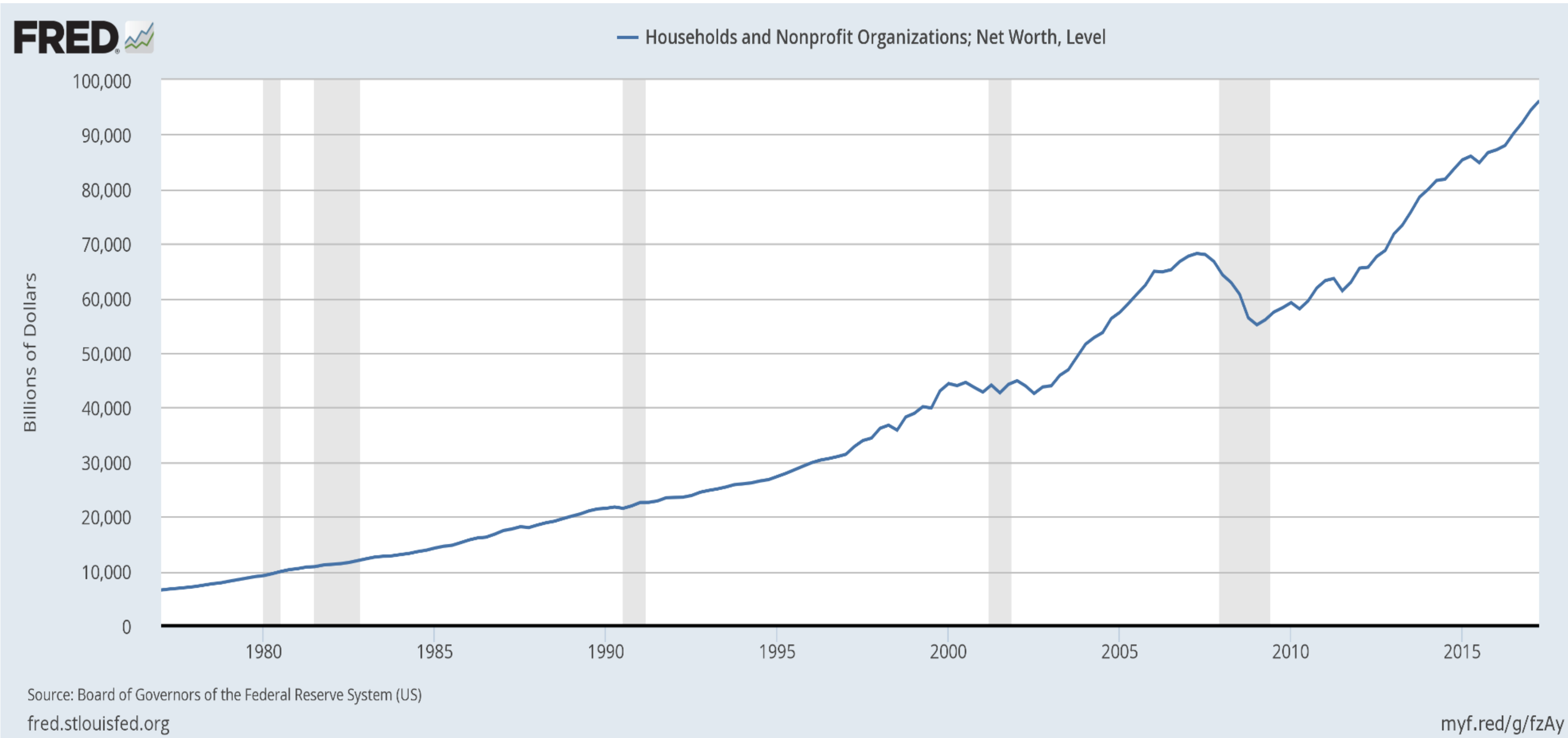

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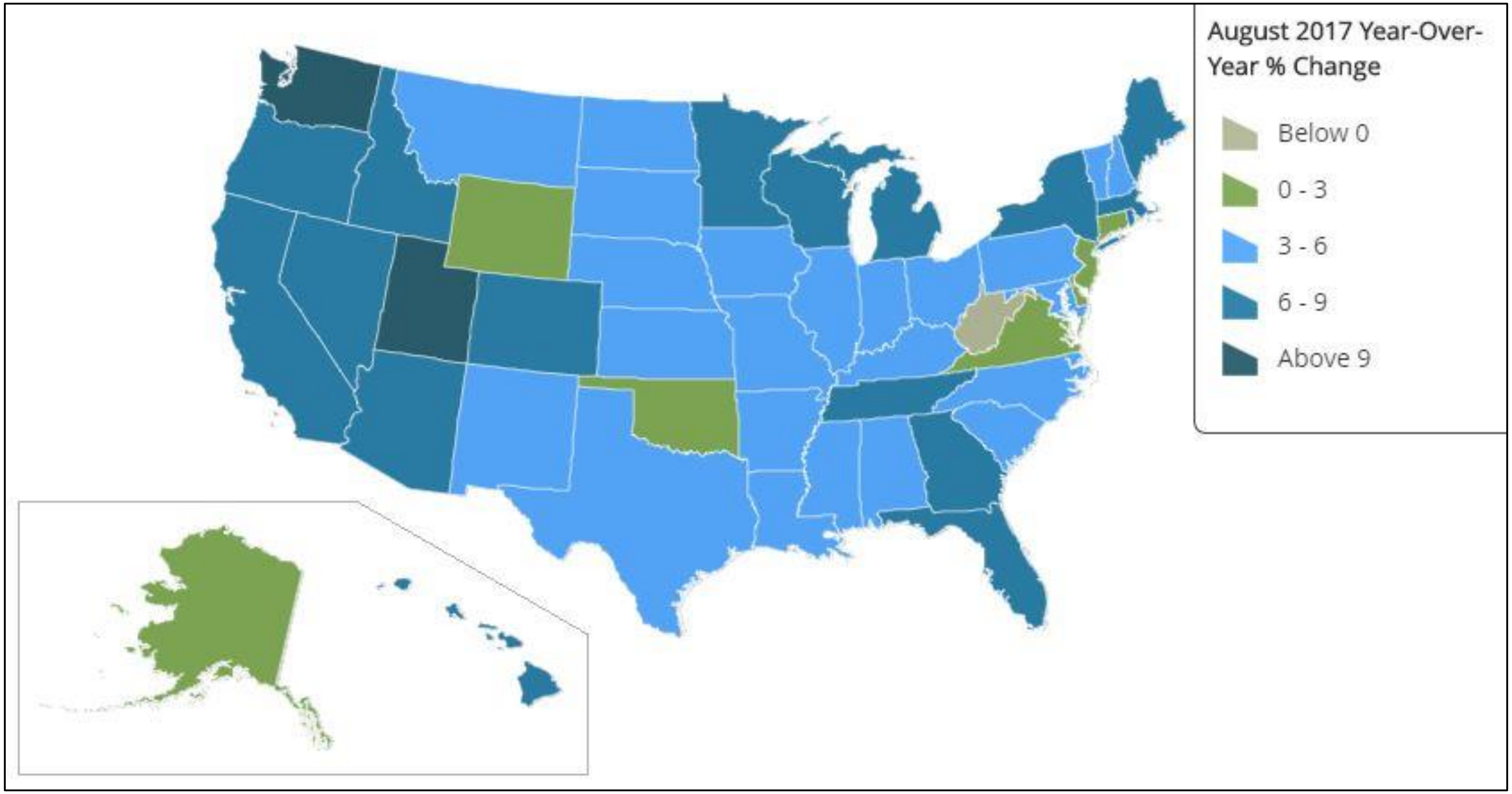
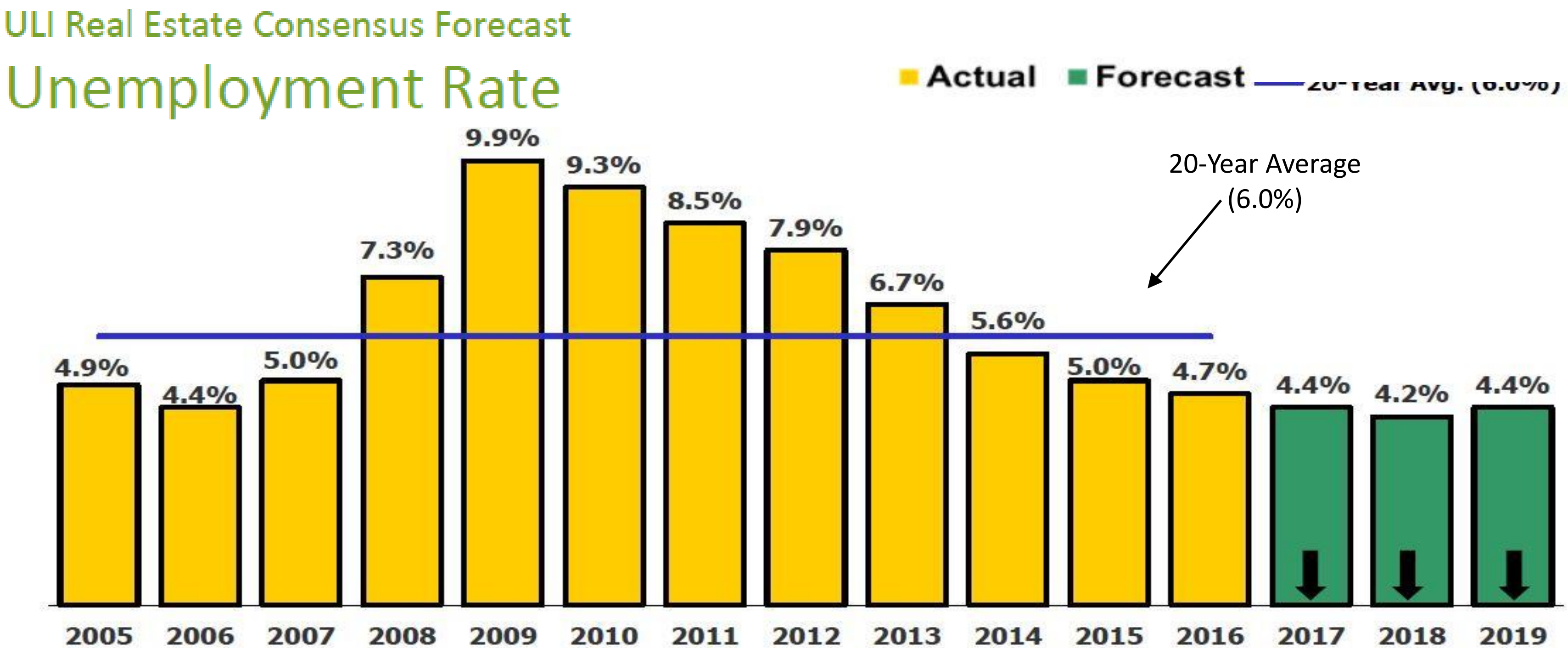
Exhibit #11: The prospects for recovery in housing markets are strong.



Source: CoreLogic

Exhibit #12: ULI Real Estate Consensus Forecast: Unemployment Rate



Sources: 1997-2016, (seasonally adjusted, as of December), Bureau of Labor Statistics; 2017-2019 (YE), ULI Consensus Forecast.
Note: The previous ULI Consensus Forecast (released in April, 2017) projected 4.6%, 4.5%, and 4.6%, respectively, for 2017, 2018, and 2019. The direction of change from these results to the current survey is indicated in the forecast bars above.

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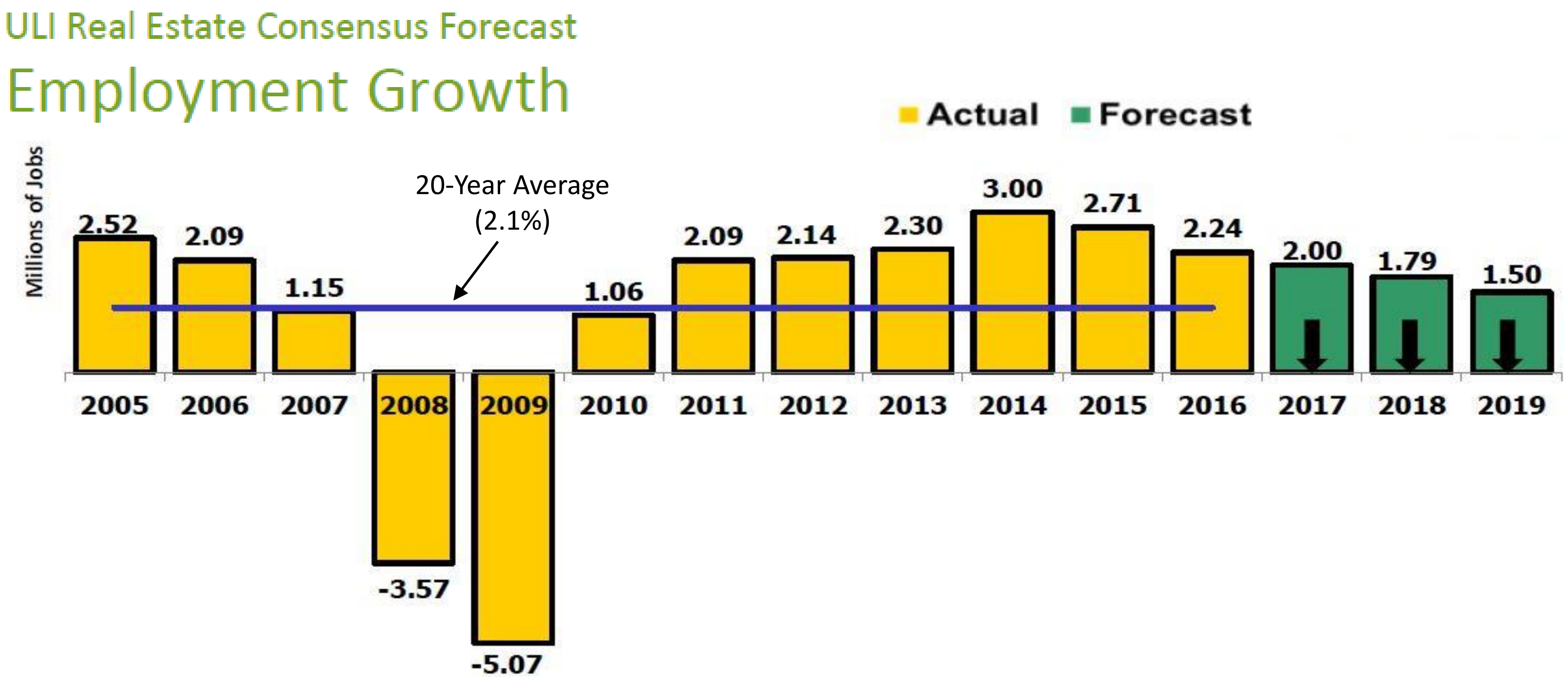
Exhibit #13: ULI Real Estate Consensus Forecast: Employment Growth



Sources: 1997-2016, Bureau of Labor Statistics; 2017-2019, ULI Consensus Forecast.
Note: The previous ULI Consensus Forecast (released in April, 2017) projected 2.20, 1.90, and 1.55, respectively, for 2017, 2018, and 2019. The direction of change from these results to the current survey is indicated in the forecast bars above.

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What is going on with business?

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Exhibit #14: Manufacturers' New Orders

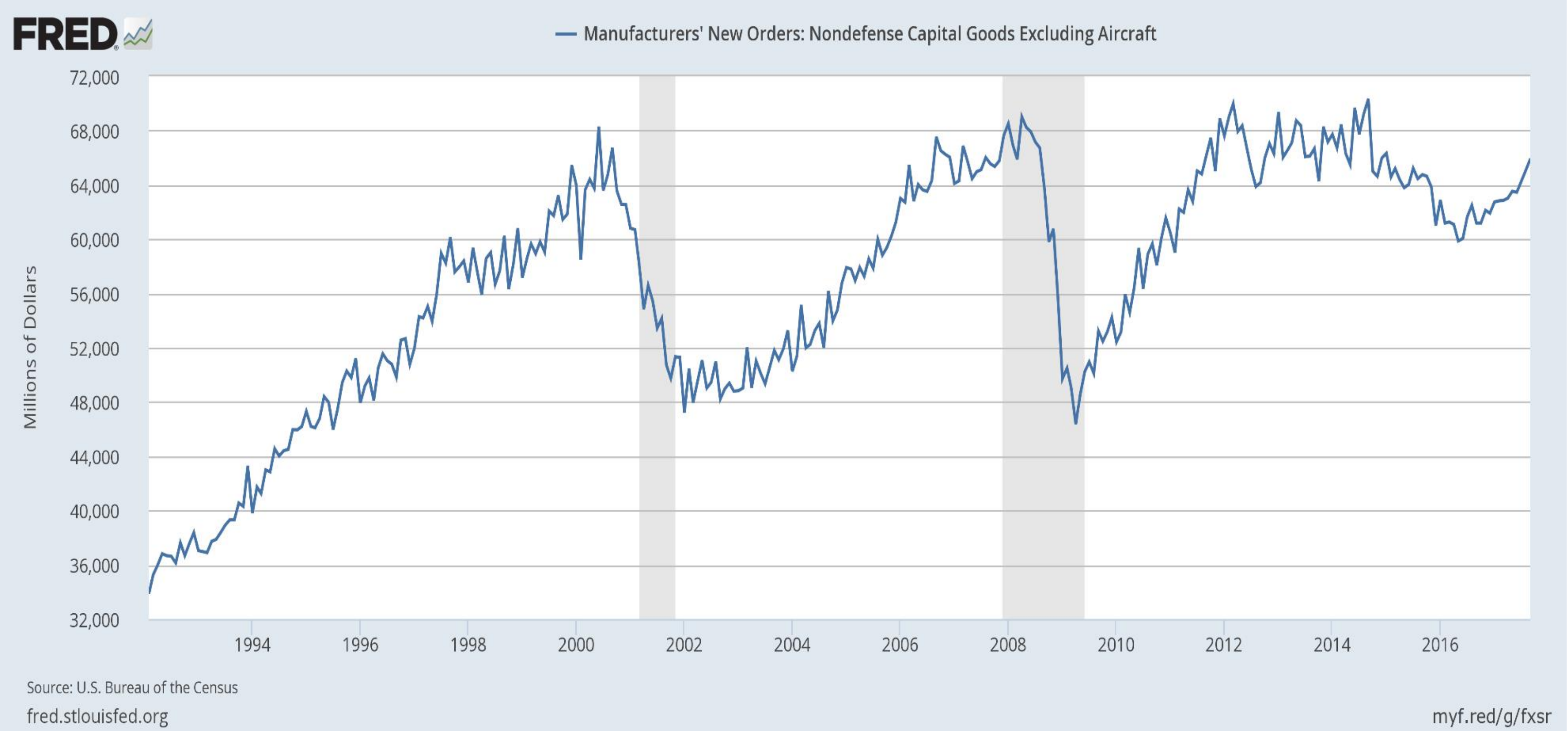

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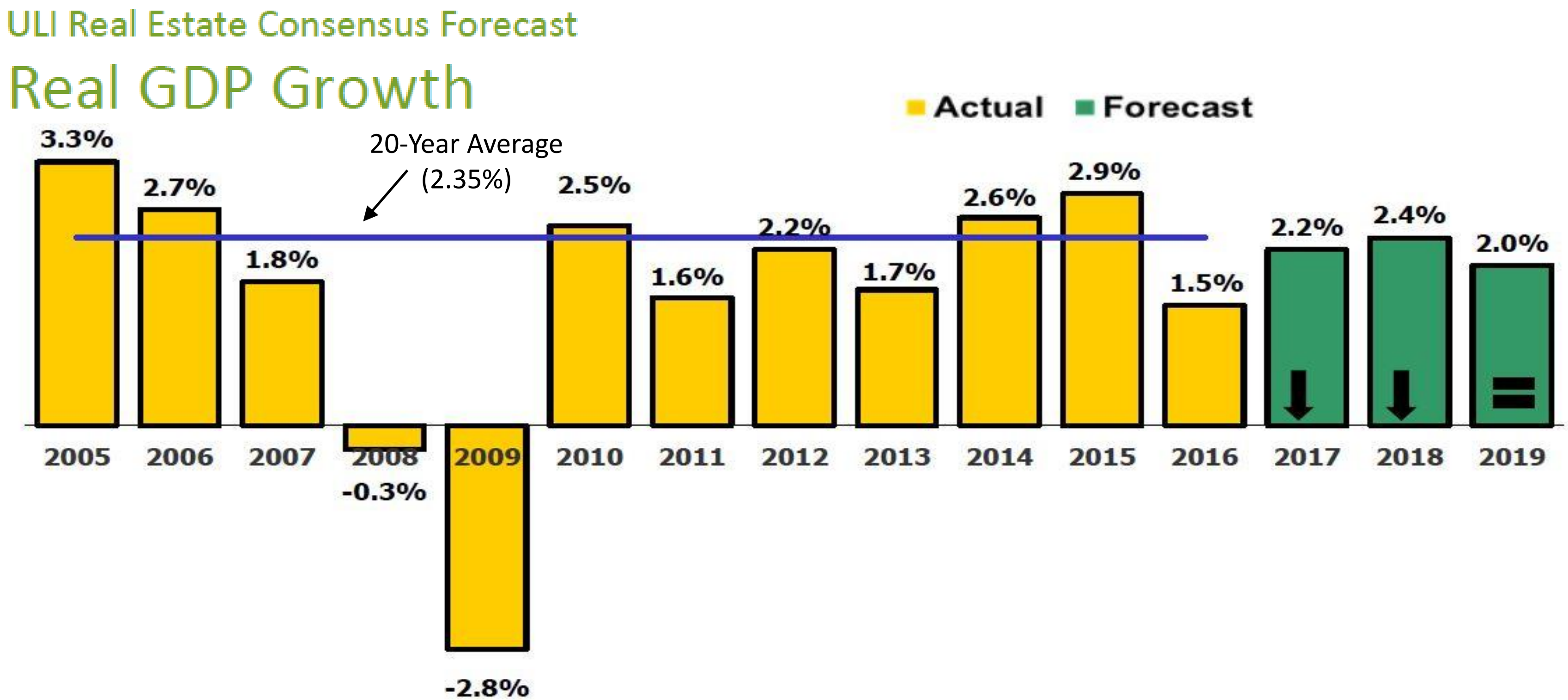
Exhibit #15: ULI Real Estate Consensus Forecast: Real GDP Growth



Sources: 1997-2016, Bureau of Economic Analysis; 2017-2019, ULI Consensus Forecast.
Note: The previous ULI Consensus Forecast (released in April, 2017) projected 2.3%, 2.6%, and 2.0%, respectively, for 2017, 2018, and 2019. The direction of change from these results to the current survey is indicated in the forecast bars above.

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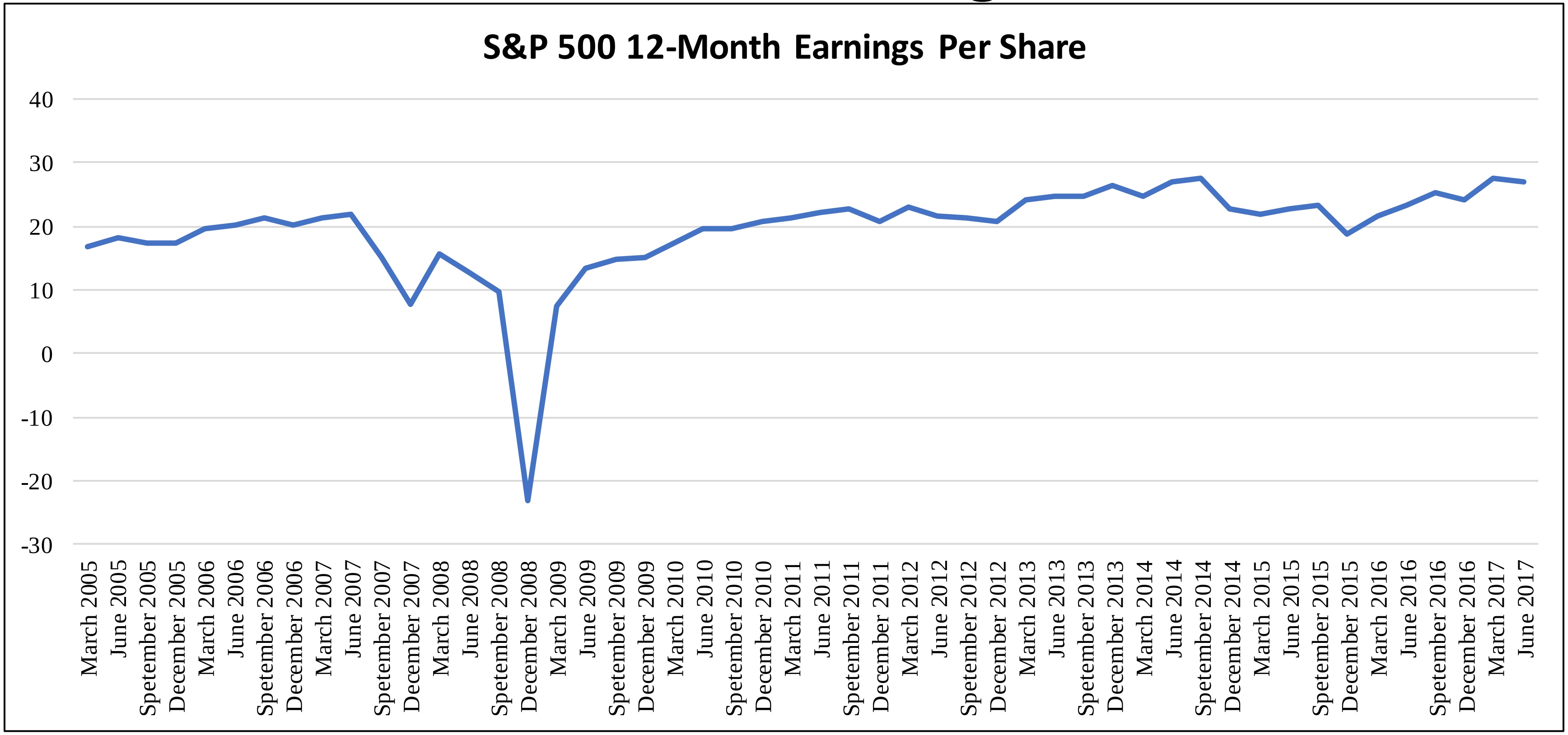
Exhibit #16: S&P 500 12-Month Earnings



Source: Standard & Poor's

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Exhibit #17: Corporate Profits

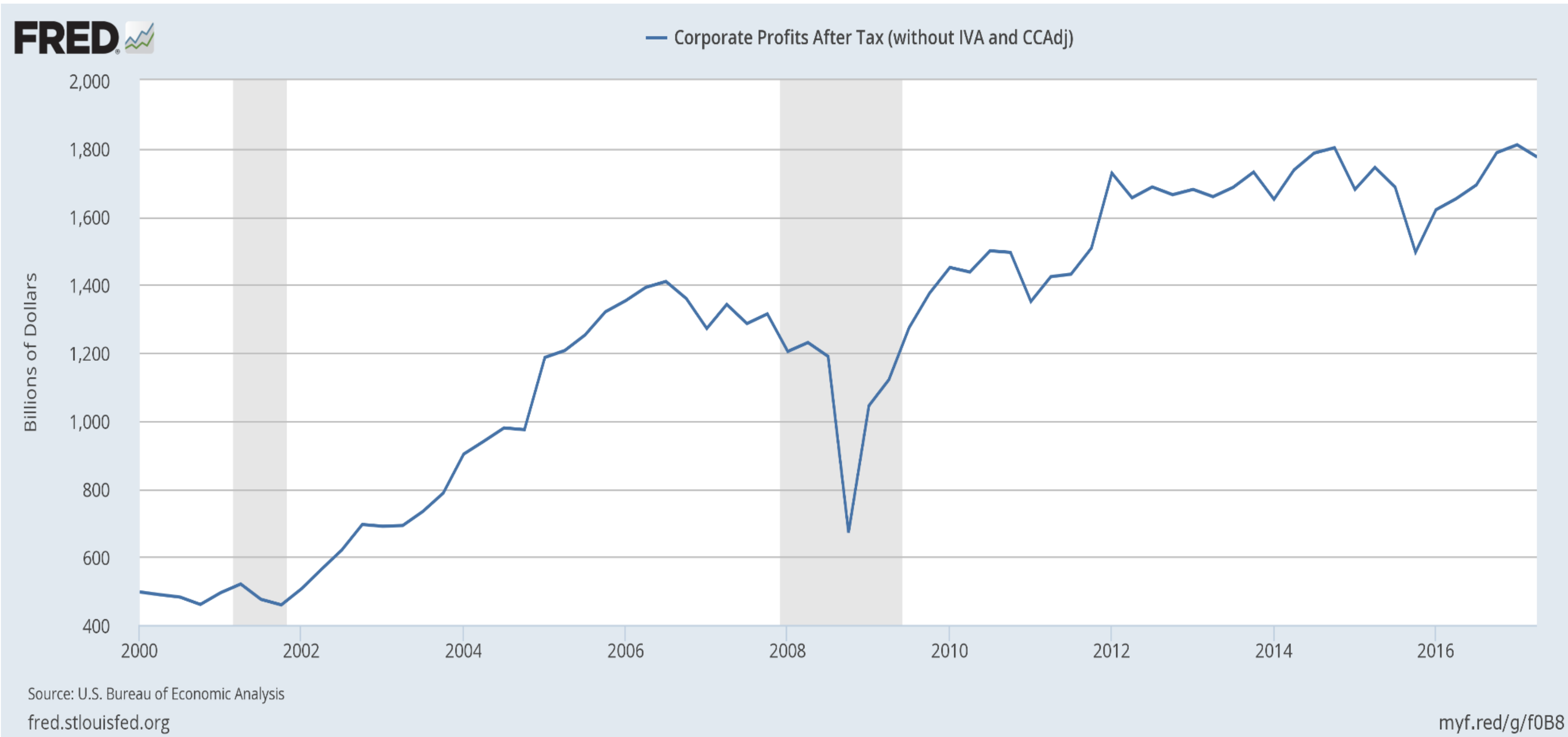

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Exhibit #18: Small Business Optimism

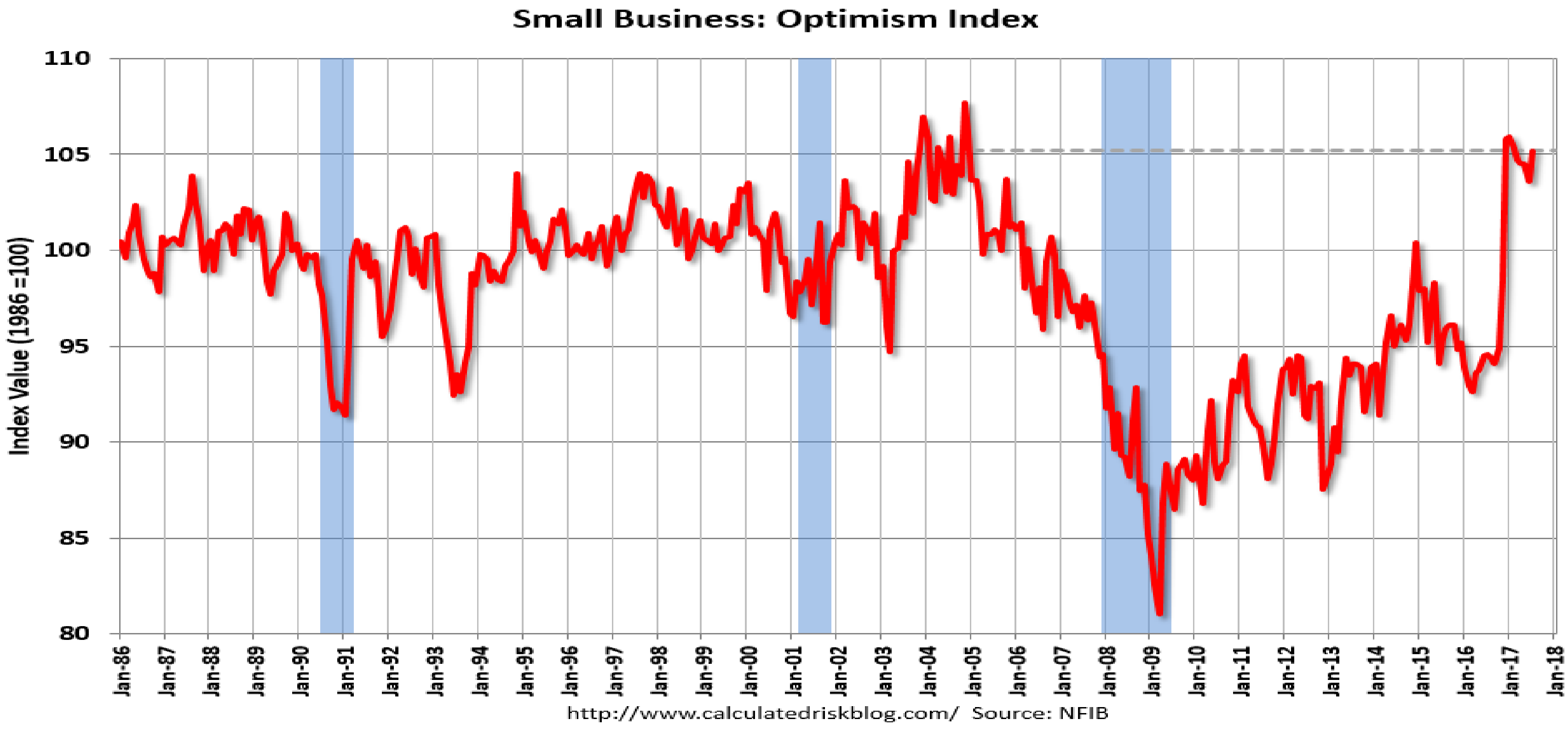

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Exhibit #19: Nonperforming Total Loans

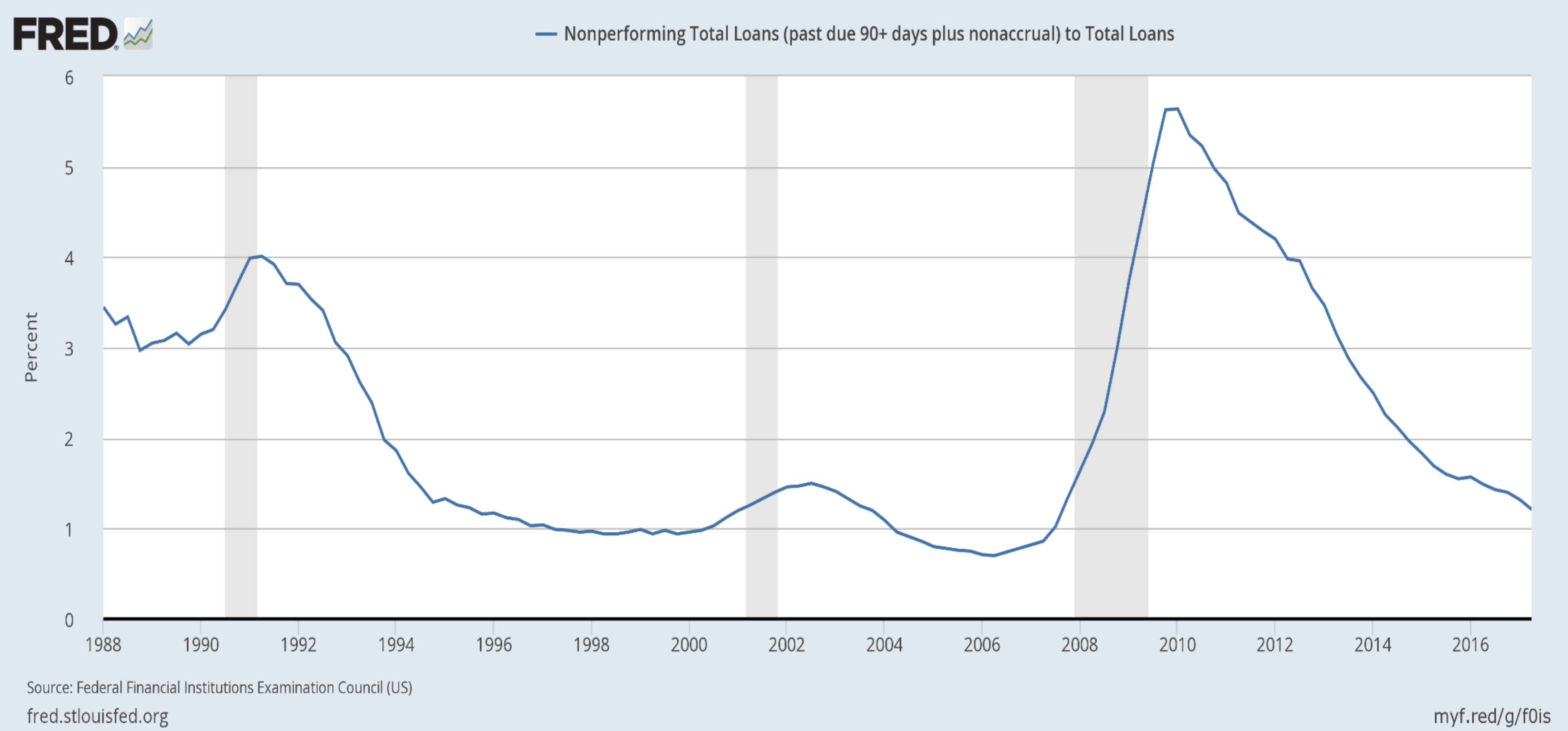

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Exhibit #20: Delinquency Rates on CRE Loans and Business Loans

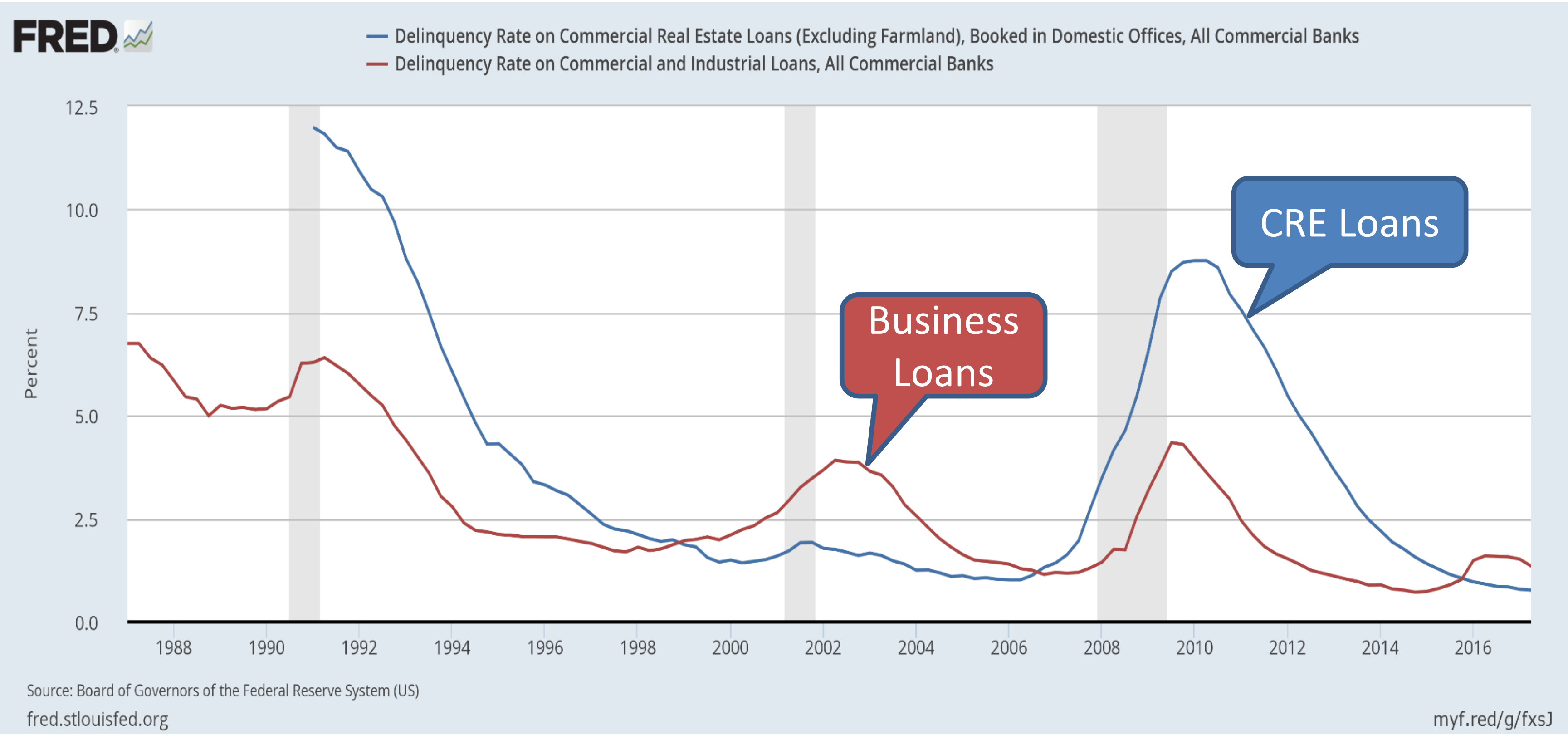

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Exhibit #21: CRE Loan Charge-off Rate at Smaller Banks

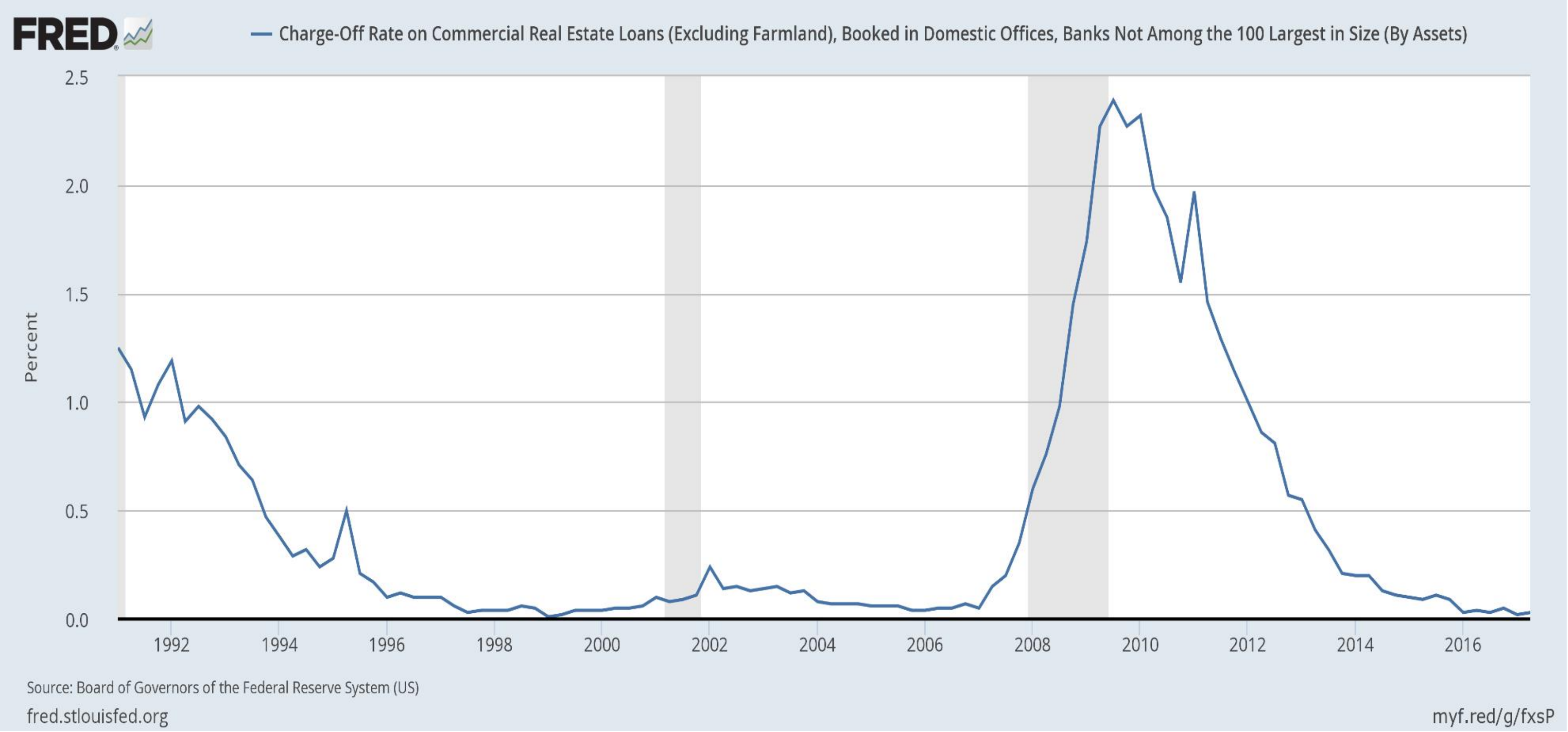

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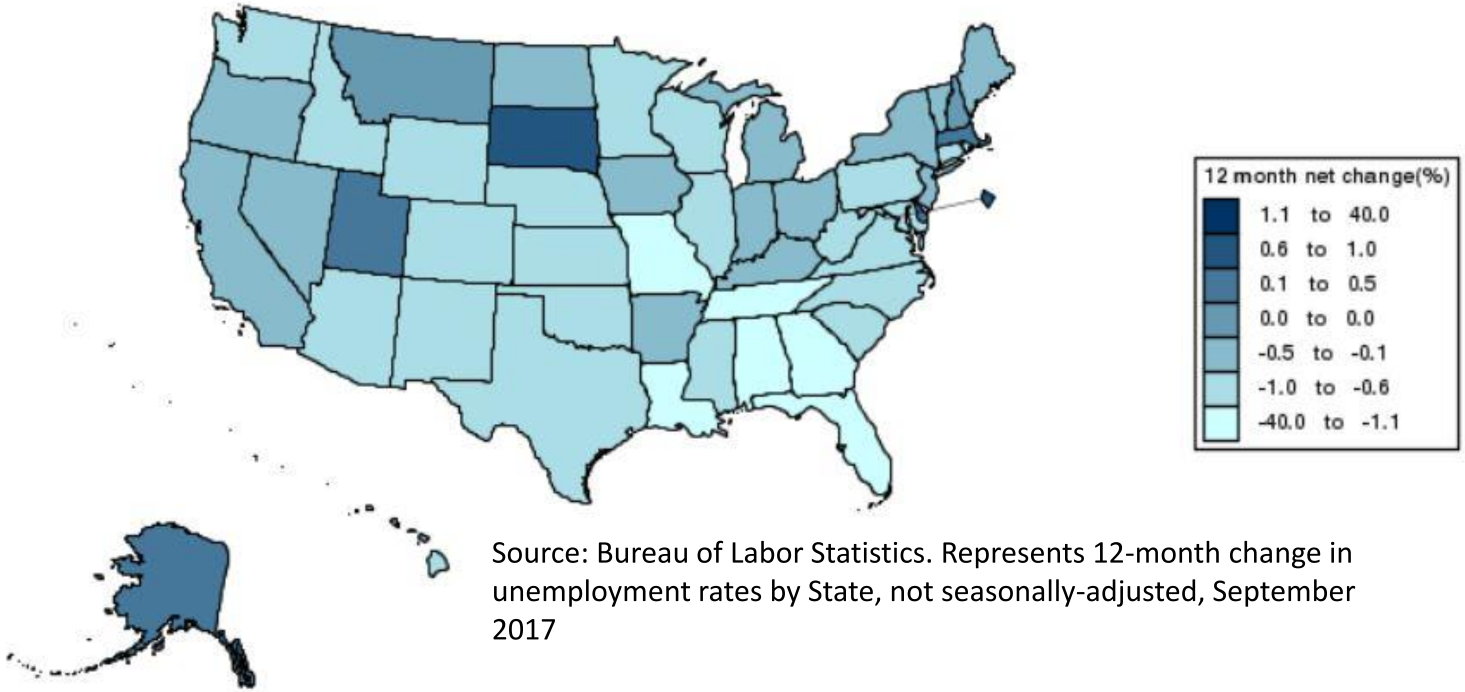
Exhibit #22: Rates of unemployment are abating. Minnesota's unemployment rate was 2.9% as of September, 2017, while the national unemployment rate was 4.1%.



Source: Bureau of Labor Statistics. Represents 12-month change in unemployment rates by State, not seasonally-adjusted, September 2017

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Exhibit #23: Wage Rates Increase Slowly

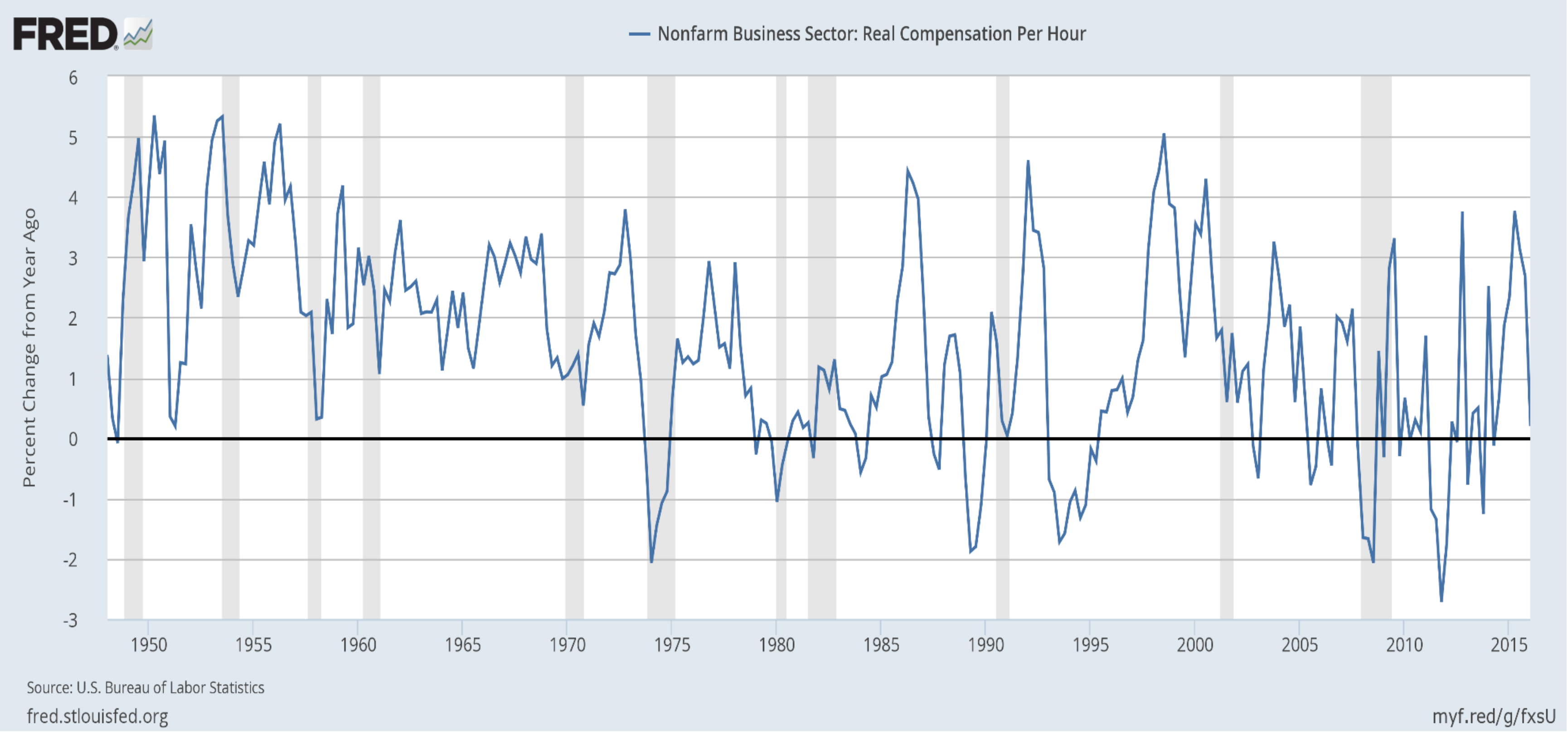

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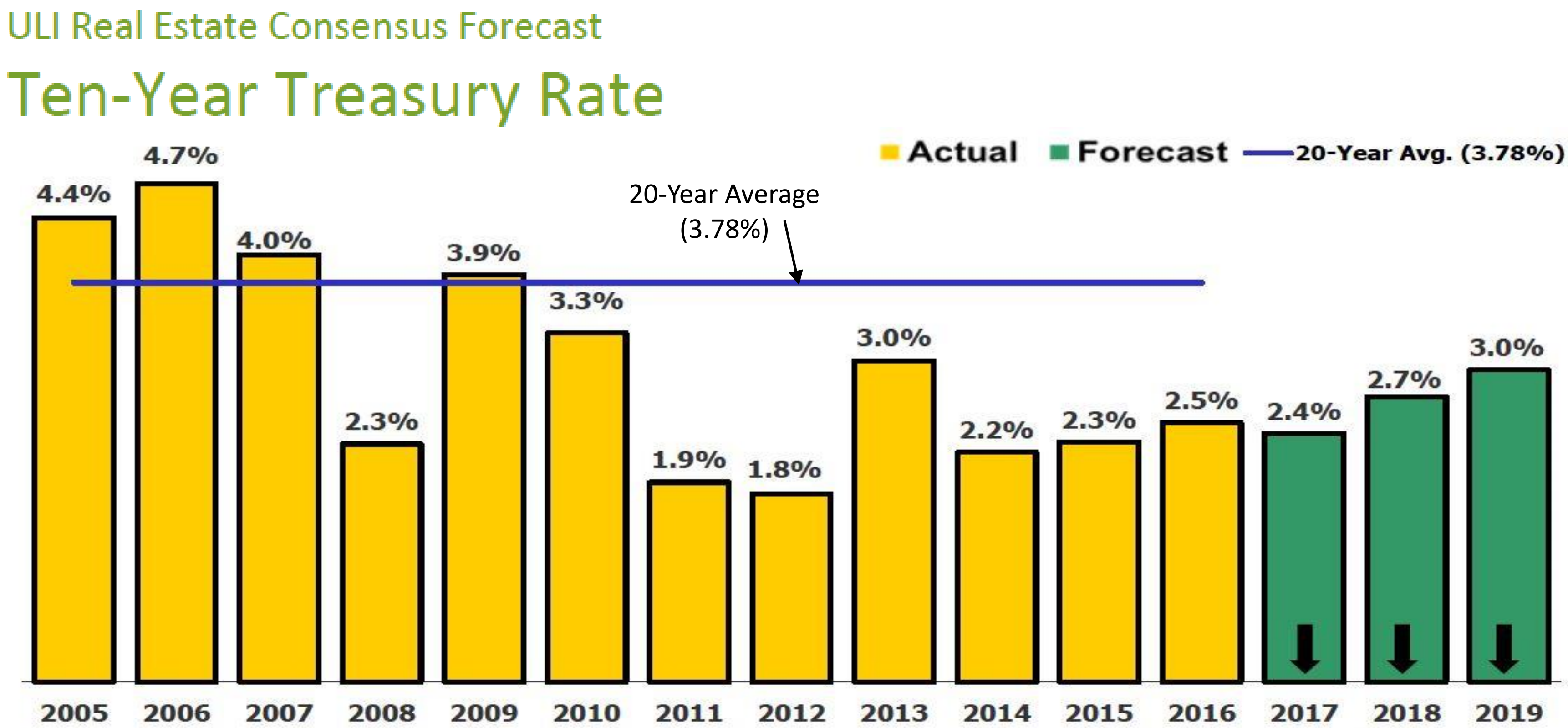
Exhibit #24: Ten-Year Treasury Rate



Sources: 1997-2016 (YE), U.S. Federal Reserve; 2017-2019 (YE), ULI Consensus Forecast.
Note: The previous ULI Consensus Forecast (released in April, 2017) projected 2.8%, 3.2%, and 3.2% respectively, for 2017, 2018, and 2019. The direction of change from these results to the current survey is indicated in the forecast bars above.

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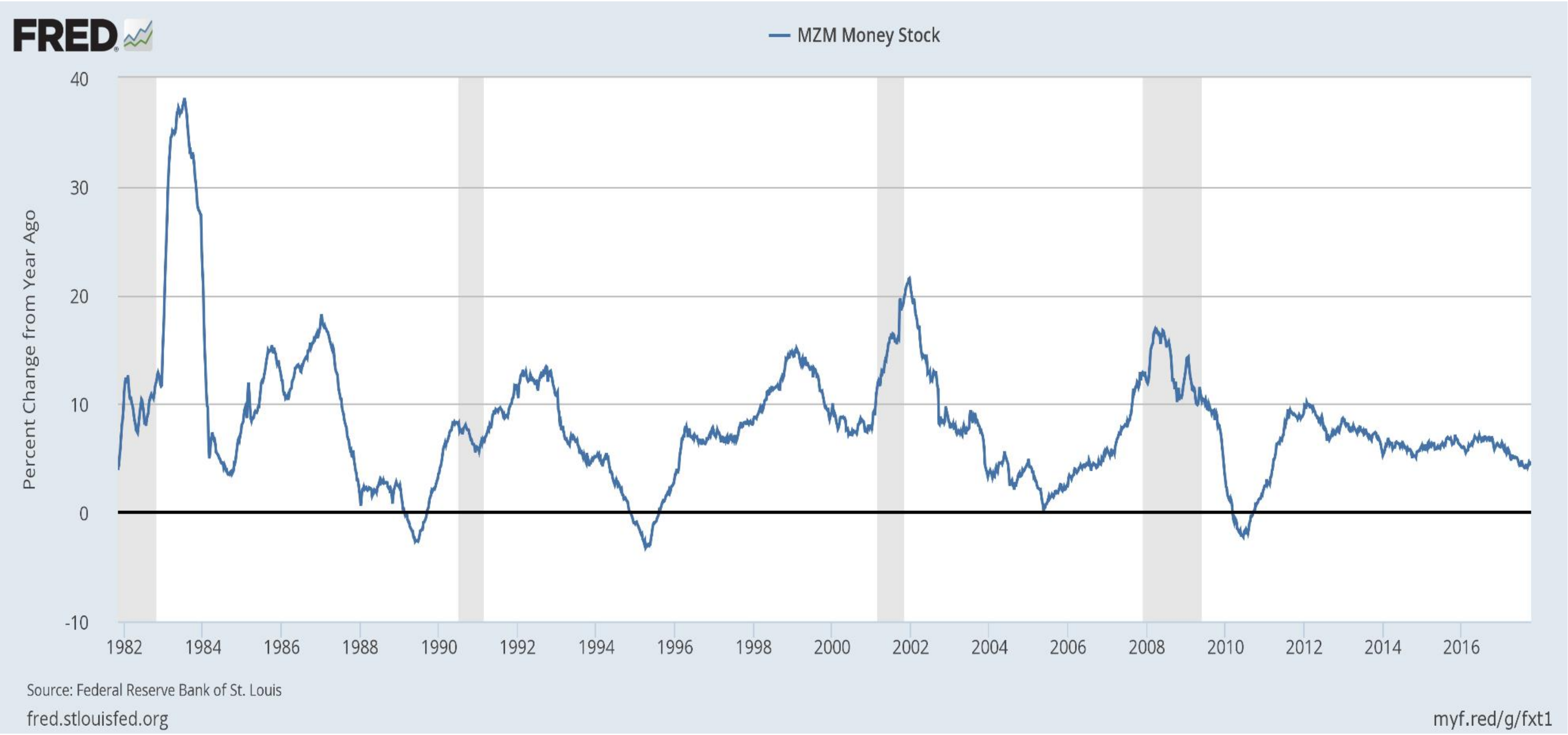
Exhibit #25: Actual Money Supply Barely Increasing



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Summary Bullet Points

- The economists/analysts expect continued healthy economic expansion over the next three years as well as slightly lower unemployment rates, though they expect employment growth to slow as the economy approaches full employment.

- GDP growth was 1.5% in 2016, down from the 2.9% growth in 2015. Growth rates are forecast to increase to 2.2% in 2017 and 2.4% in 2018 before moderating to 2.0% in 2019.

- The unemployment rate is expected to continue its seven-year decline, reaching 4.4% by the end of 2017 and 4.2% in 2018, before ticking back up to 4.4% by the end of 2019. Wage rates are growing ever so slowly and not expected to spike.

- Employment growth is expected to continue in 2017 at 2.00 million jobs, slightly lower than the 2.24 million jobs added in 2016. Employment growth is expected to moderate to 1.79 million jobs in 2018 and 1.50 million jobs in 2019.

Summary Bullet Points, Continued

- Compared to forecasts of six months ago, the forecasts for GDP and employment growth are largely less optimistic for the next three years, while the unemployment rate forecast is more optimistic.
- The CPI Inflation rate remained under the 20-year average for 4 years before rebounding to the 20-year average of 2.1% in 2016. CPI is projected to remain at about the long-term average during the next three years.
- Ten-year treasury rates reached 2.5% by the end of 2016, but are projected to slip to 2.4% by year-end 2017. They are then projected to rise to 2.7% in 2018 and rise again to 3.0% in 2019. Those rates remain below the 20-year average of 3.78%.
- Compared to 6 months ago, forecasts for CPI, 10-year treasury rates and general rates of return are lower for the next three years.

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Deep Dive into the State of Real Estate Submarkets

- Industrial
- Office
- Apartments
- Retail
- Hotel
- Single Family

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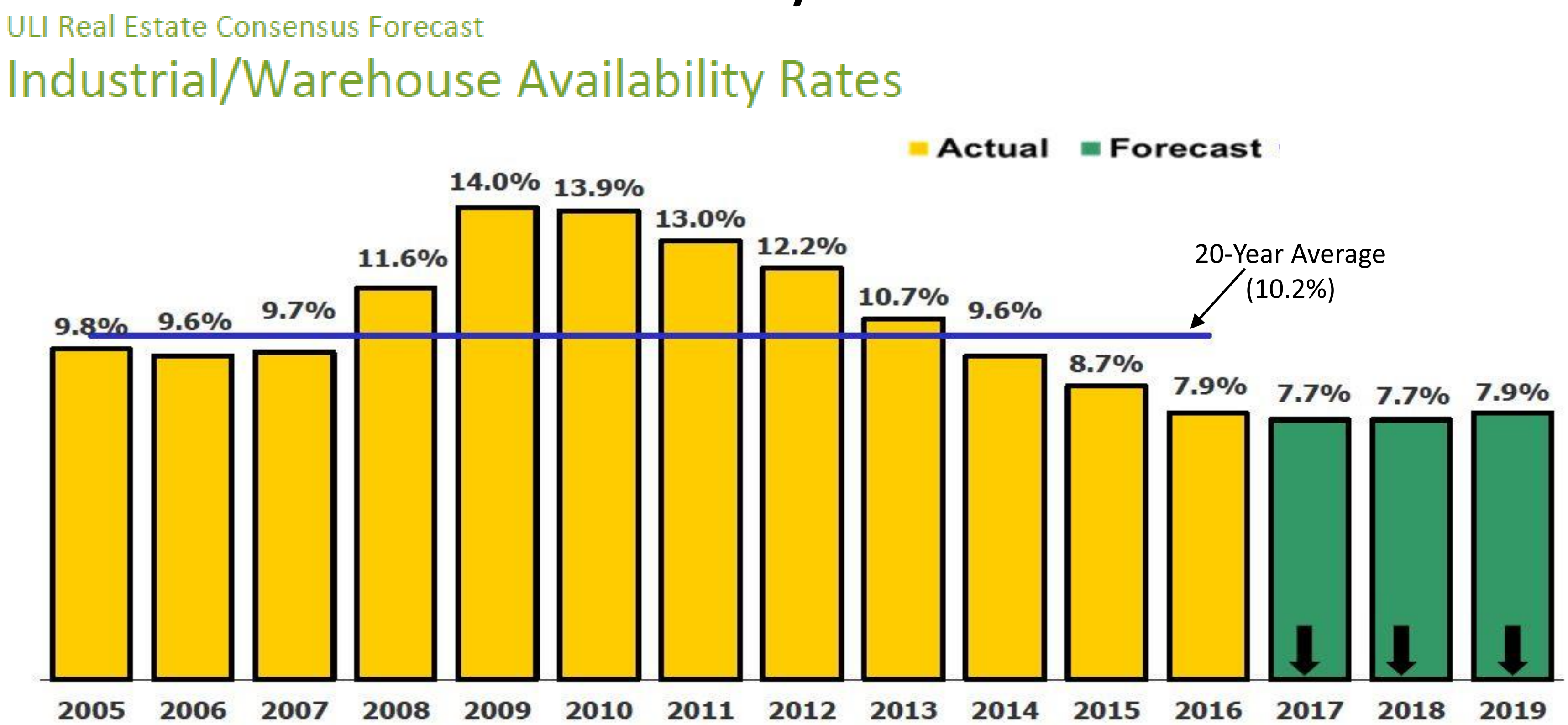
Exhibit #26: Industrial/Warehouse Vacancy Rates



Sources: 1997-2016 (Q4), CBRE; 2017-2019, ULI Consensus Forecast.
Note: The previous ULI Consensus Forecast (released in April, 2017) projected 8.0%, 8.0%, and 8.4%, respectively, for 2017, 2018, and 2019. The direction of change from these results to the current survey is indicated in the forecast bars above.

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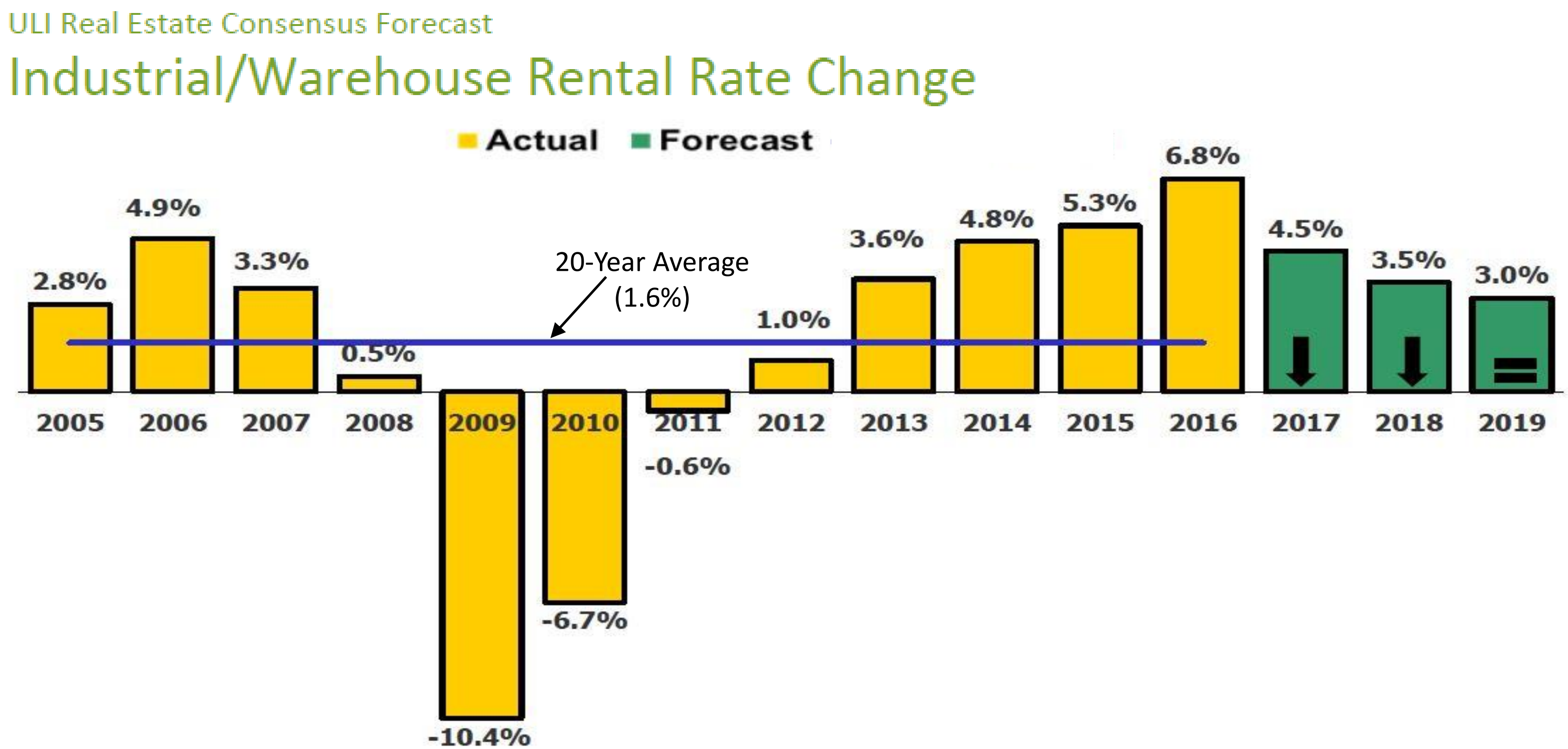
Exhibit #27: Industrial/Warehouse Rental Rate Change



Sources: 1997-2016, CBRE; 2017-2019, ULI Consensus Forecast.
Note: The previous ULI Consensus Forecast (released in April, 2017) projected 4.6%, 3.8%, and 3.0%, respectively, for 2017, 2018, and 2019. The direction of change from these results to the current survey is indicated in the forecast bars above.

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Exhibit #28: Minneapolis/St. Paul Industrial Snapshot

Source: Cushman & Wakefield

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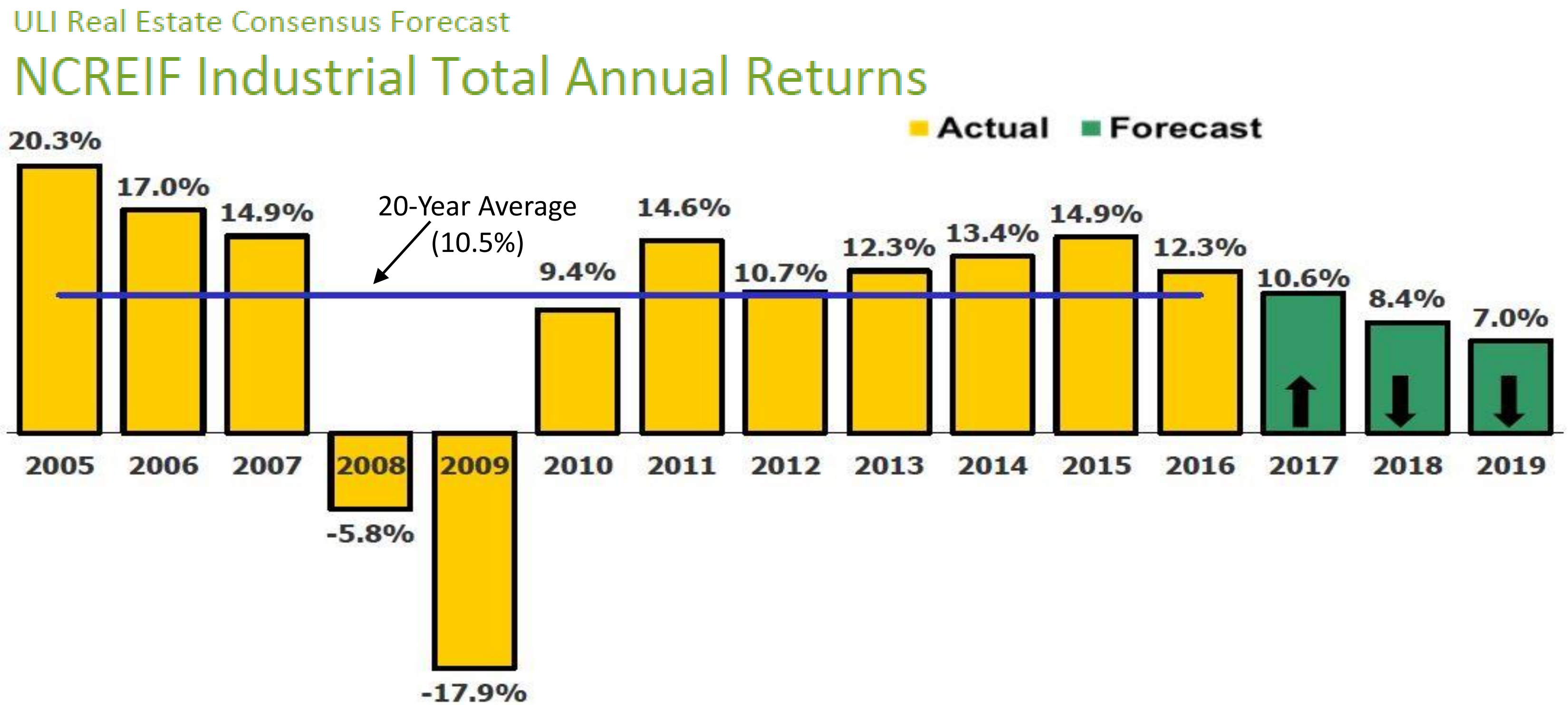
Exhibit #29: Class A Industrial Total Annual Returns



Sources: 1997-2016, National Council of Real Estate Investment Fiduciaries (NCREIF); 2017-2019, ULI. Consensus Forecast.
Note: The previous ULI Consensus Forecast (released in April, 2017) projected 9.8%, 8.9%, and 7.9% respectively, for 2017, 2018, and 2019. The direction of change from these results to the current survey is indicated in the forecast bars above.

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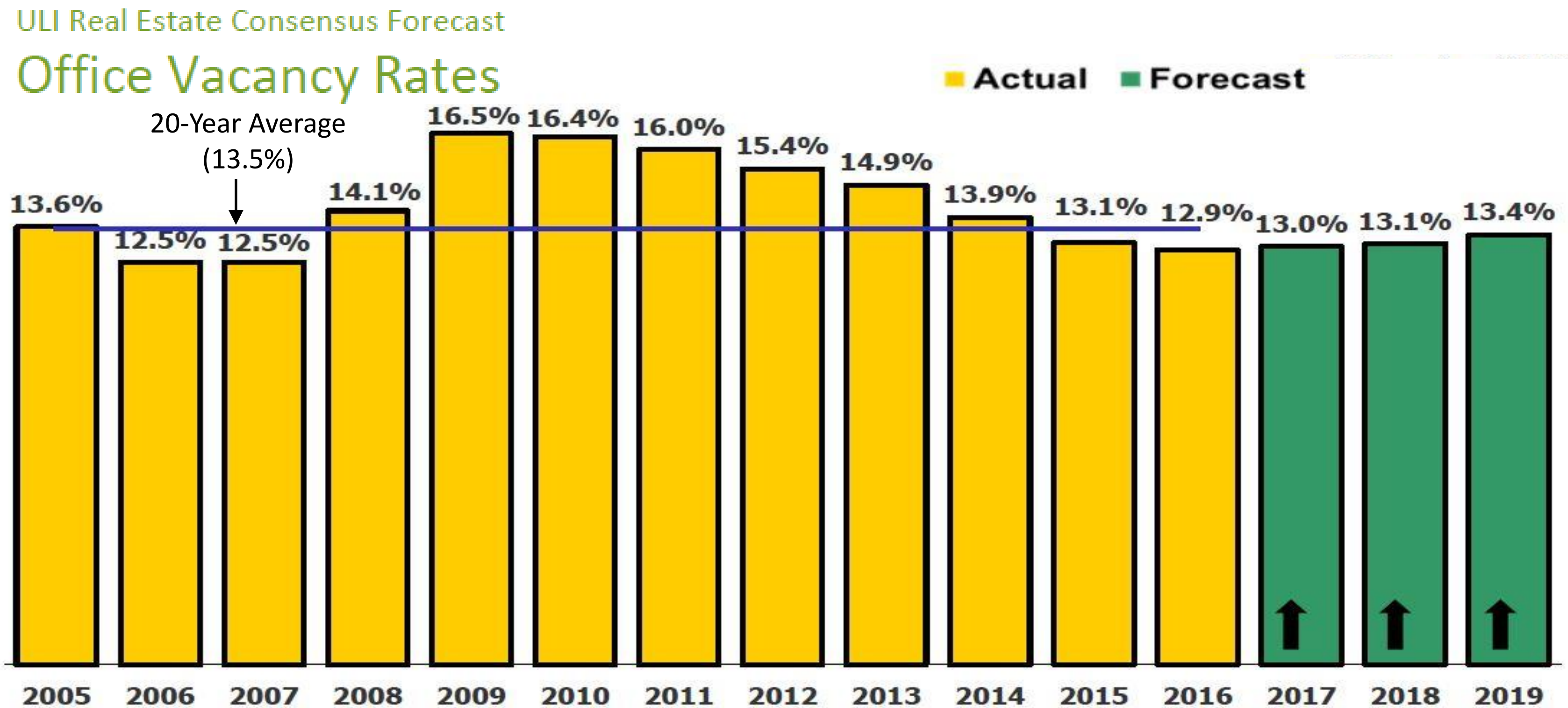
Exhibit #30:
Office Vacancy Rates



Sources: 1997-2016 (Q4), CBRE; 2017-2019, ULI Consensus Forecast.
Note: The previous ULI Consensus Forecast (released in April, 2017) projected 12.6%, 12.5%, and 12.6%, respectively, for 2017, 2018, and 2019. The direction of change from these results to the current survey is indicated in the forecast bars above.

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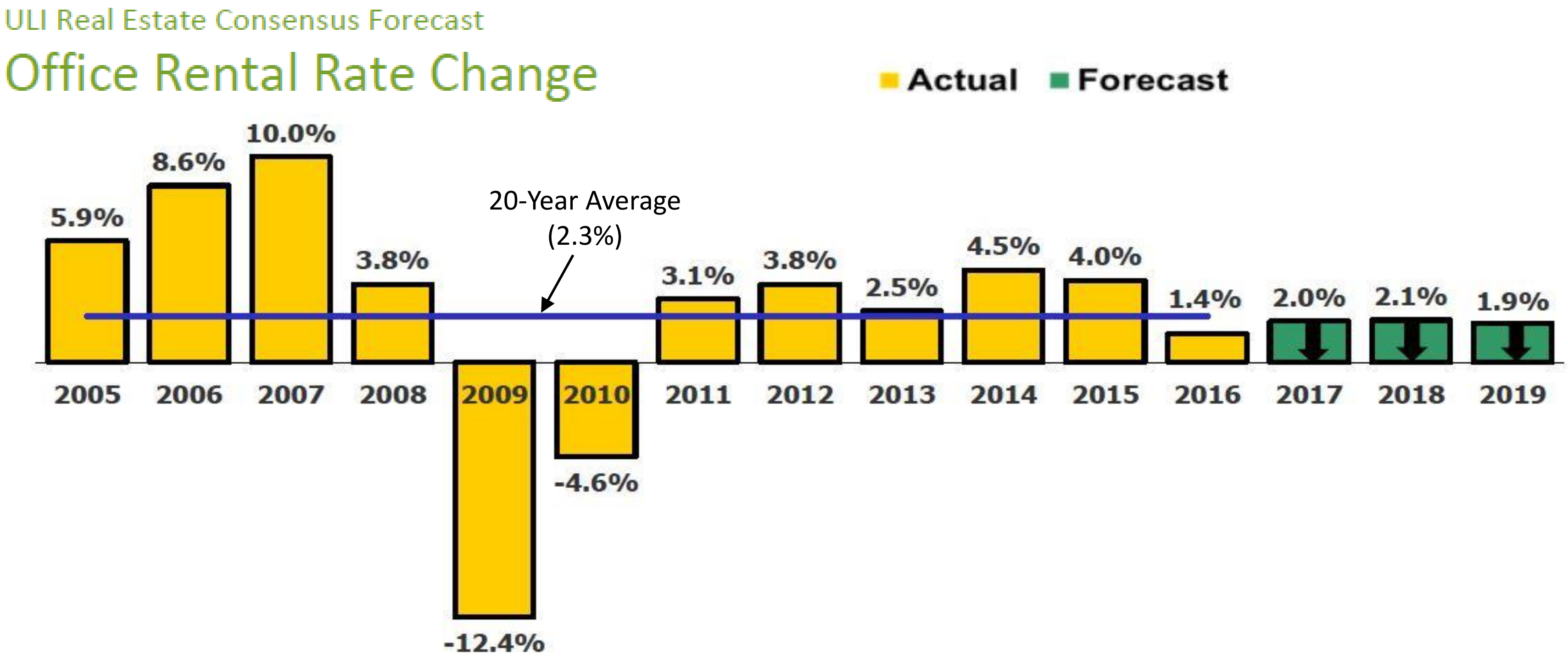
Exhibit #31:
Office Rental Rate Change



Sources: 1997-2016, CBRE; 2017-2019, ULI Consensus Forecast.
Note: The previous ULI Consensus Forecast (released in April, 2017) projected 2.5%, 2.3% and 2.0%, respectively, for 2017, 2018, and 2019. The direction of change from these results to the current survey is indicated in the forecast bars above.

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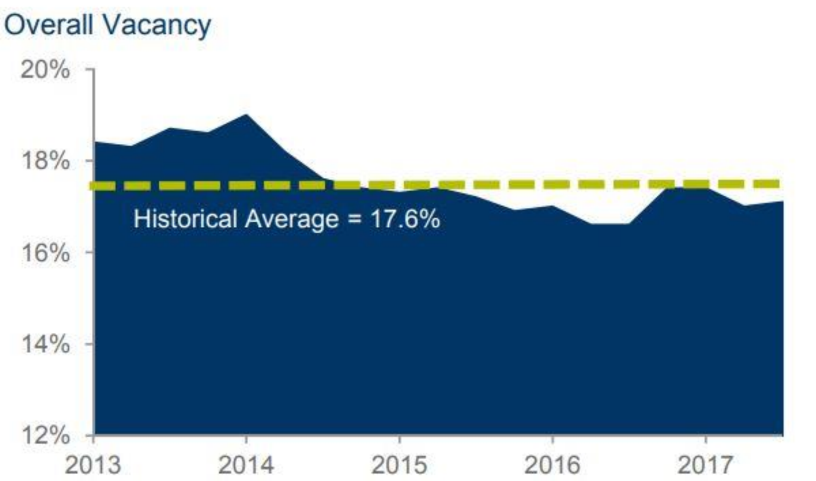
Exhibit #32: Minneapolis/St. Paul Office Snapshot



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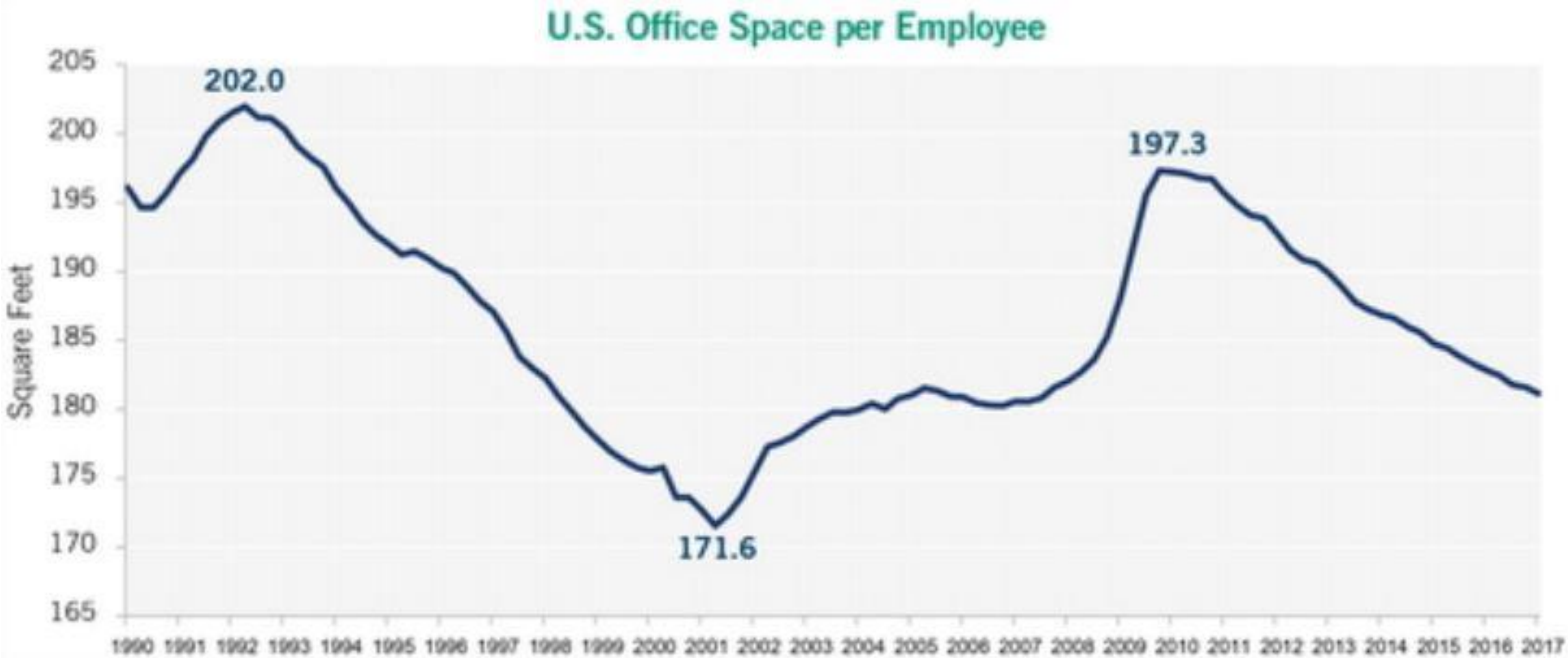
Source: Cushman & Wakefield

Exhibit #33:
U.S. Office Space per Employee



Source: Adrian Ponsen, CoStar Portfolio Strategy

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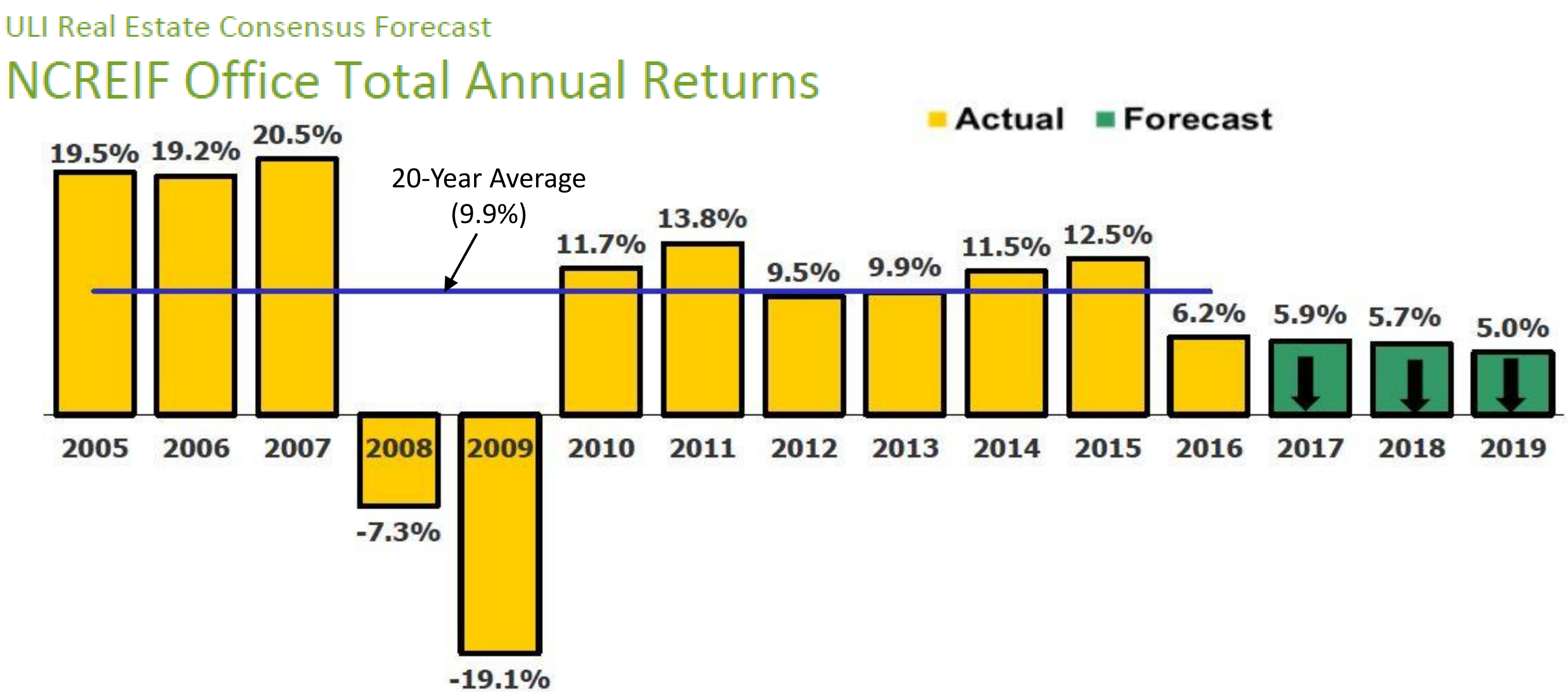
Exhibit #34:
Class A Office Total Annual Returns



Sources: 1997-2016, National Council of Real Estate Investment Fiduciaries (NCREIF); 2017-2019, ULI Consensus Forecast.
Note: The previous ULI Consensus Forecast (released in April, 2017) projected 6.0%, 6.1%, and 5.6% respectively, for 2017, 2018, and 2019. The direction of change from these results to the current survey is indicated in the forecast bars above.

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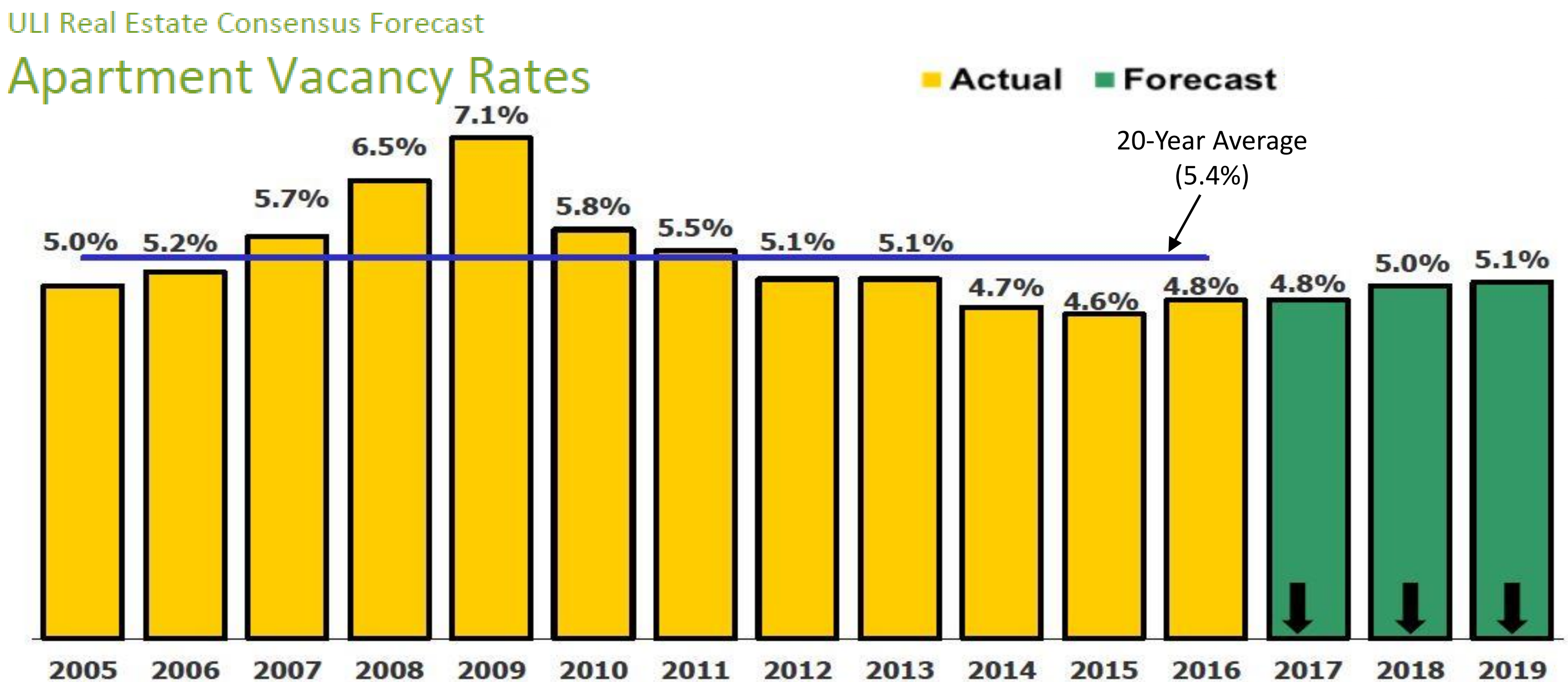
Exhibit #35:
Apartment Vacancy Rates



Sources: 1997-2016 (Q4), CBRE; 2017-2019 (Q4), ULI Consensus Forecast.
Note: The previous ULI Consensus Forecast (released in April, 2017) projected 5.2%, 5.3%, and 5.4%, respectively, for 2017, 2018, and 2019. The direction of change from these results to the current survey is indicated in the forecast bars above.

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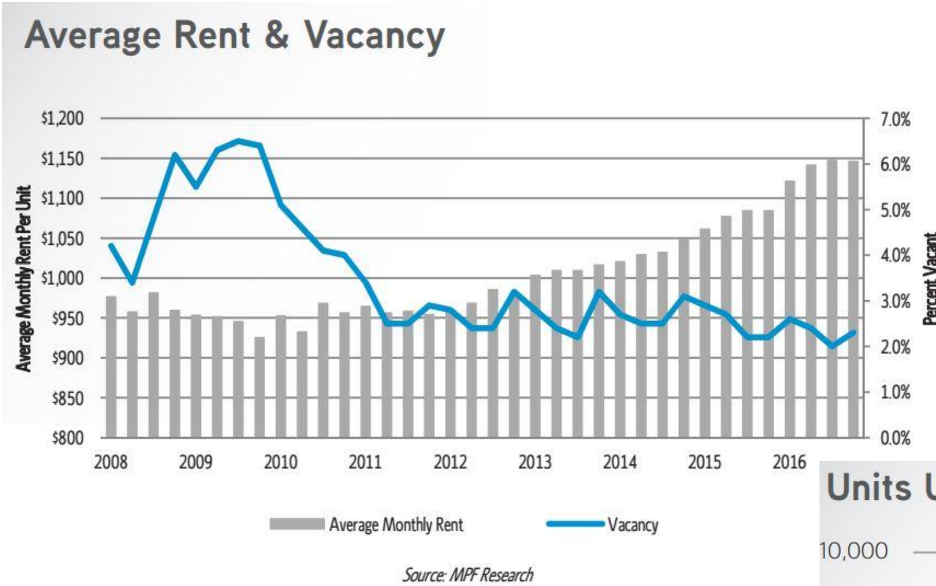
Exhibit #36:
Minneapolis-St. Paul Apartment Market



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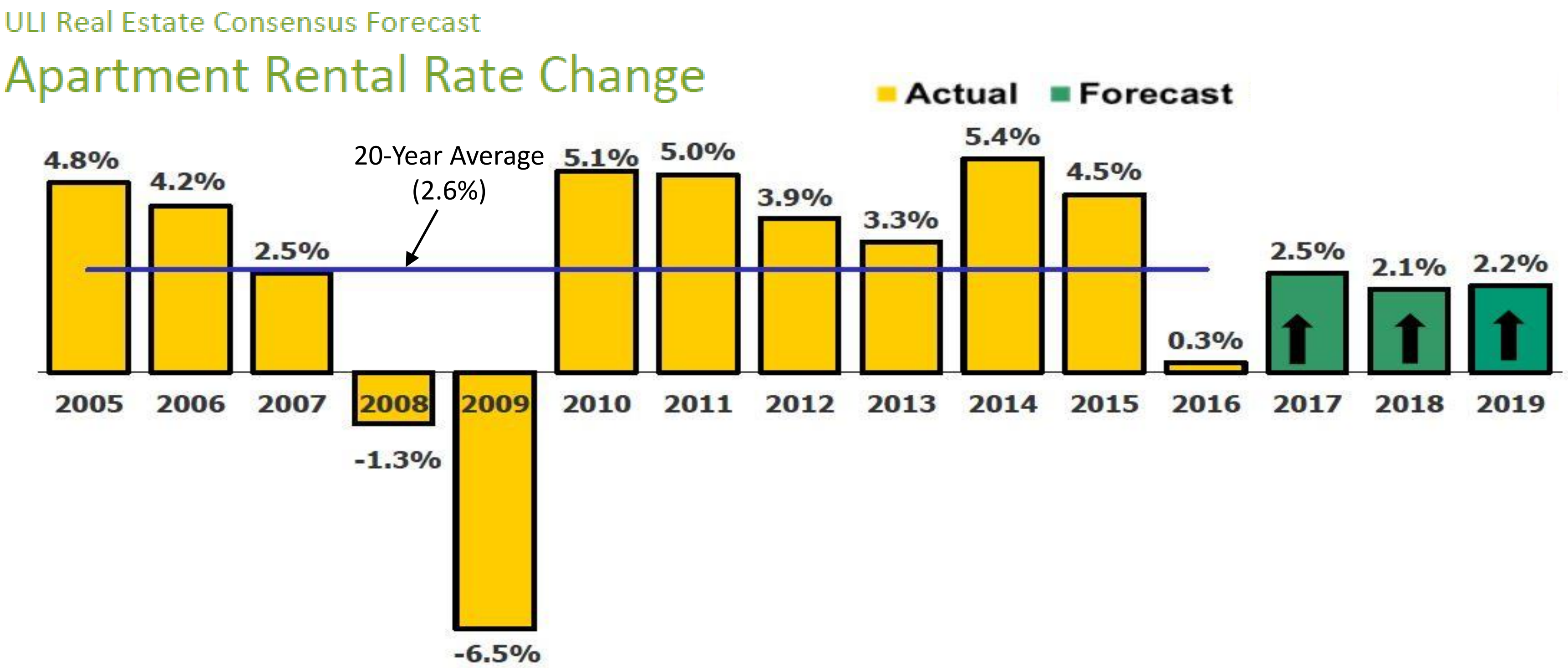
Source: Colliers International

Exhibit #37:
Apartment Rental Rate Change



Sources: 1997-2016, CBRE; 2017-2019, ULI Consensus Forecast.
Note: The previous ULI Consensus Forecast (released in April, 2017) projected 2.0%, 2.0% and 2.0% respectively, for 2017, 2018, and 2019. The direction of change from these results to the current survey is indicated in the forecast bars above.

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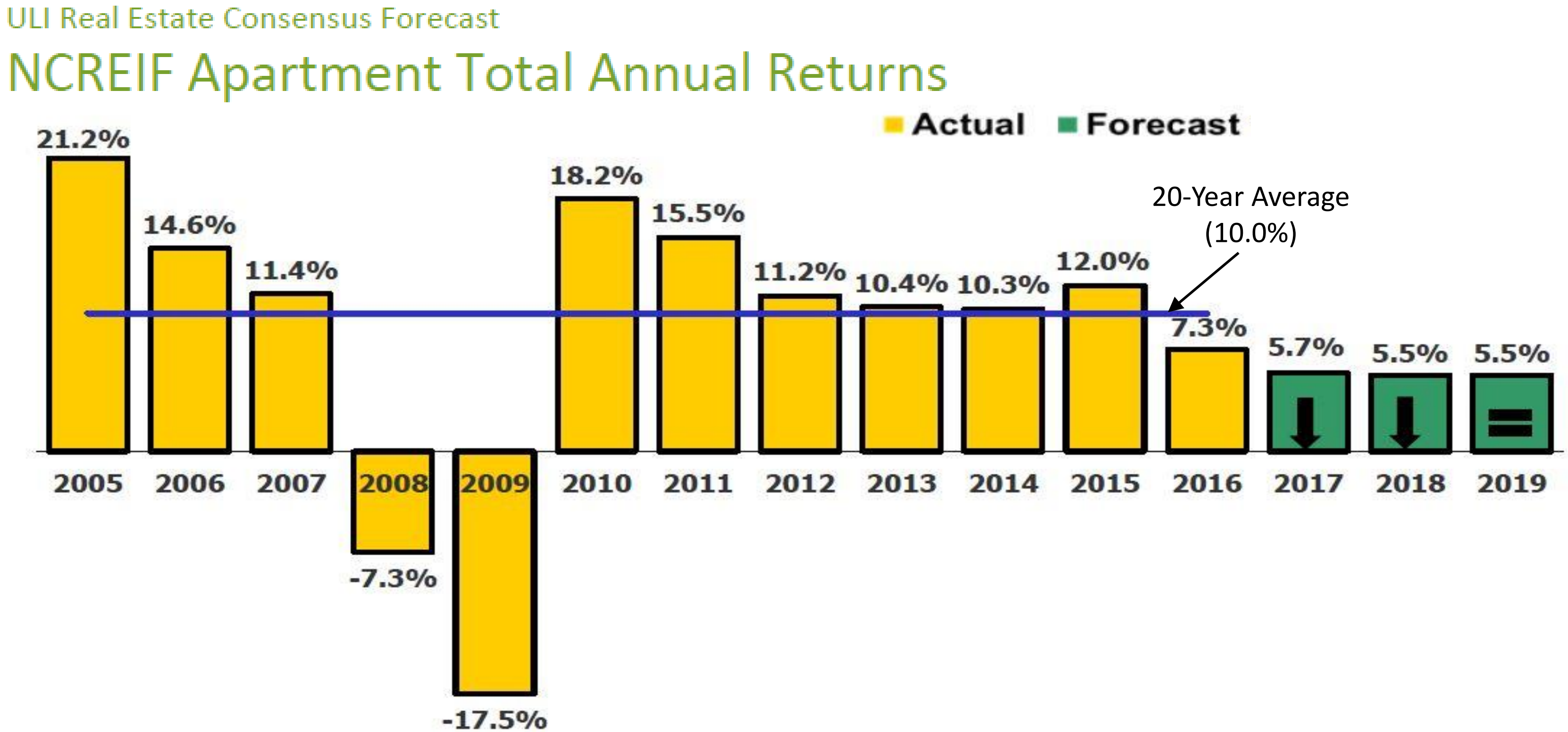
Exhibit #38:
Class A Apartment Total Annual Returns



Sources: 1997-2016, National Council of Real Estate Investment Fiduciaries (NCREIF); 2017-2019, ULI Consensus Forecast.
Note: The previous ULI Consensus Forecast (released in April, 2017) projected 6.0%, 6.0%, and 5.5%, respectively, for 2017, 2018, and 2019. The direction of change from these results to the current survey is indicated in the forecast bars above.

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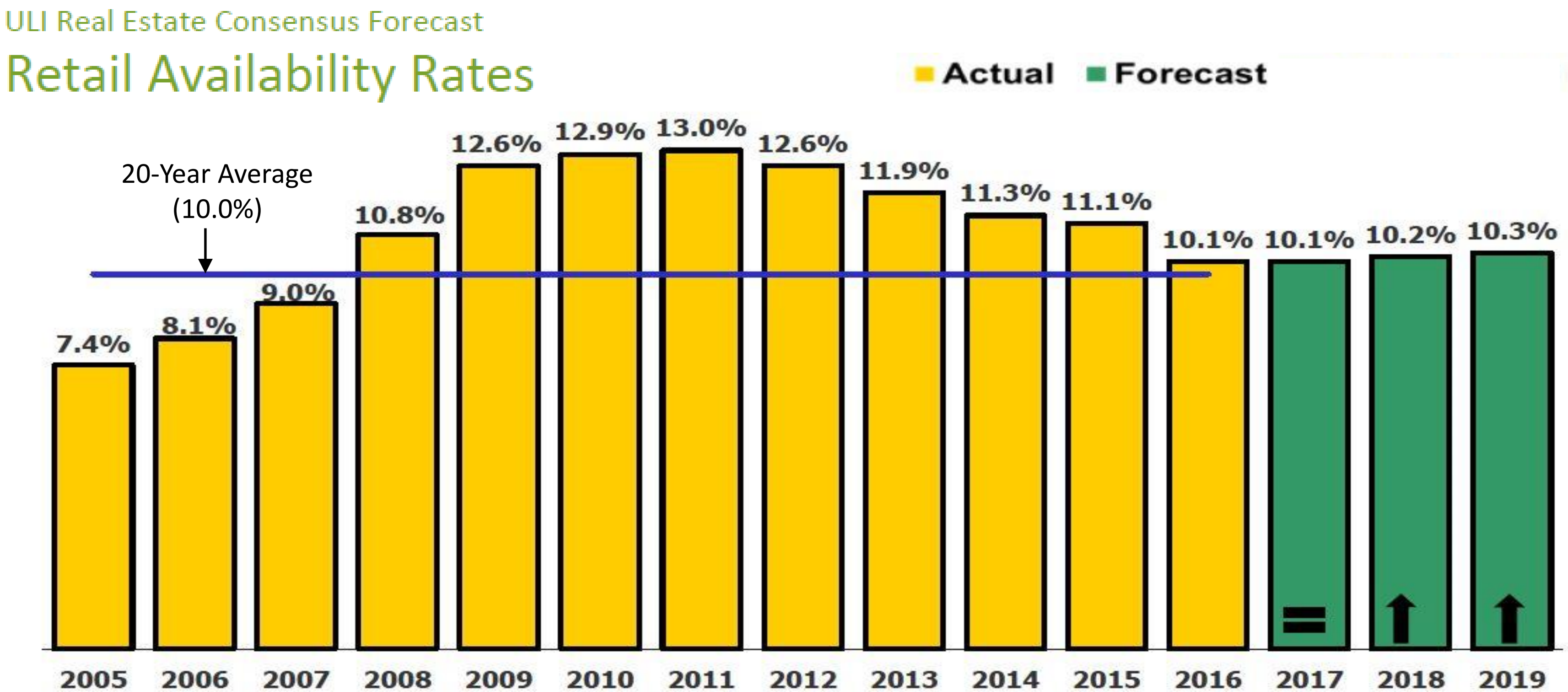
Exhibit #39:
Retail Vacancy Rates



Sources: 1997-2016 (Q4), CBRE; 2017-2019, ULI Consensus Forecast.
Note: The previous ULI Consensus Forecast (released in April, 2017) projected 10.1%, 10.0%, and 10.1% respectively, for 2017, 2018, and 2019. The direction of change from these results to the current survey is indicated in the forecast bars above.

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Exhibit #40: Minneapolis/St. Paul Retail Submarkets

SUBMARKET	TOTAL BLDGS	INVENTORY (SF)	DIRECT VACANCY RATE	DIRECT CURRENT NET ABSORPTION (SF)	DIRECT YTD NET ABSORPTION (SF)	UNDER CNSTR (SF)	DIRECT AVERAGE ASKING RENT (NNN)
Community	137	32,107,628	7.60%	-126,180	-126,180	247,000	$19.11
Minneapolis CBD	18	1,319,301	16.90%	13,557	13,557	32,000	$24.65
Neighborhood	316	20,406,989	8.60%	201,926	201,926	501,915	$16.32
Outlet Mall	4	1,197,440	9.10%	-12,000	-12,000	0	$33.74
Regional	8	10,981,097	6.60%	-83,411	-83,411	0	$62.99
Specialty	22	2,322,728	14.60%	-17,486	-17,486	171,929	$32.61
St. Paul CBD	8	290,157	1.70%	0	0	33,000	$18.05
MINNEAPOLIS/ST. PAUL	513	68,625,340	8.20%	-23,594	-23,594	985,844	$27.85

Source: Cushman/Wakefield

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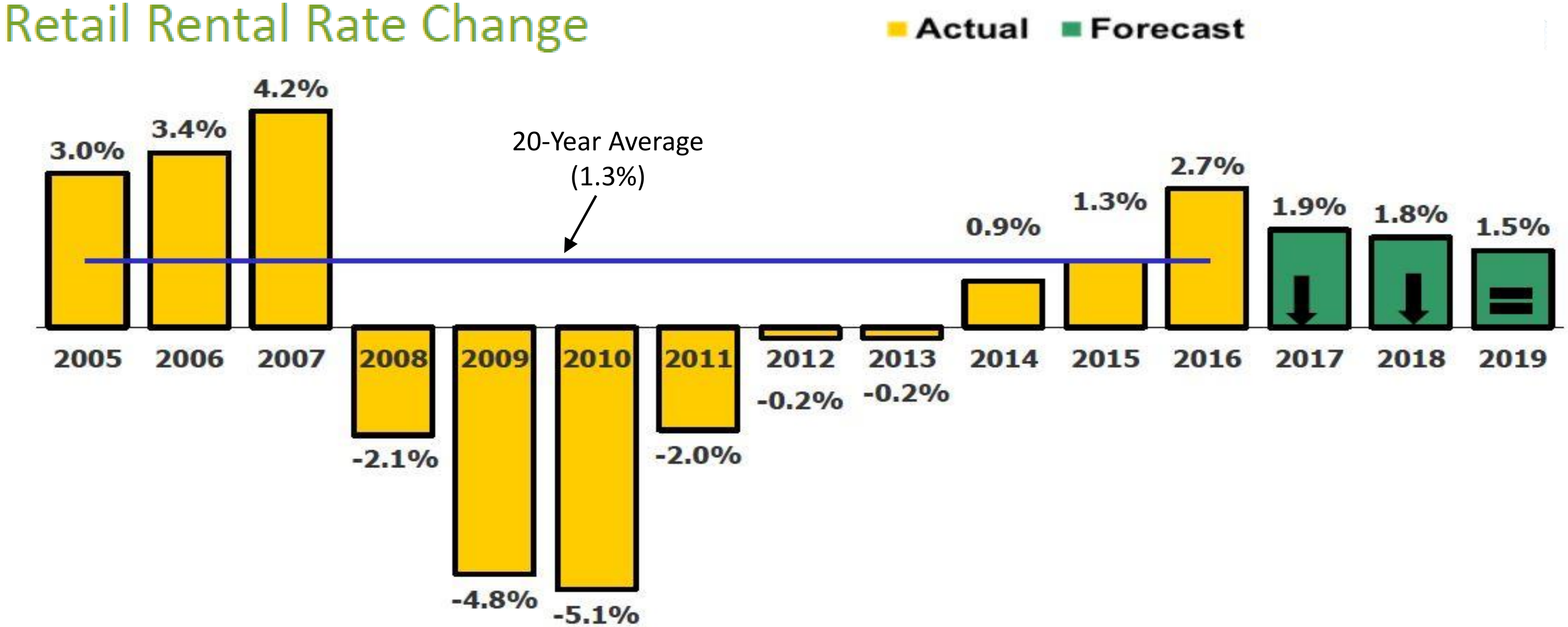
Exhibit #41:
Retail Rental Rate Change

ULI Real Estate Consensus Forecast

Retail Rental Rate Change



Sources: 1997-2016, CBRE; 2017-2019, ULI Consensus Forecast.
Note: The previous ULI Consensus Forecast (released in April, 2017) projected 2.5%, 2.0%, and 1.5%, respectively, for 2017, 2018, and 2019. The direction of change from these results to the current survey is indicated in the forecast bars above.

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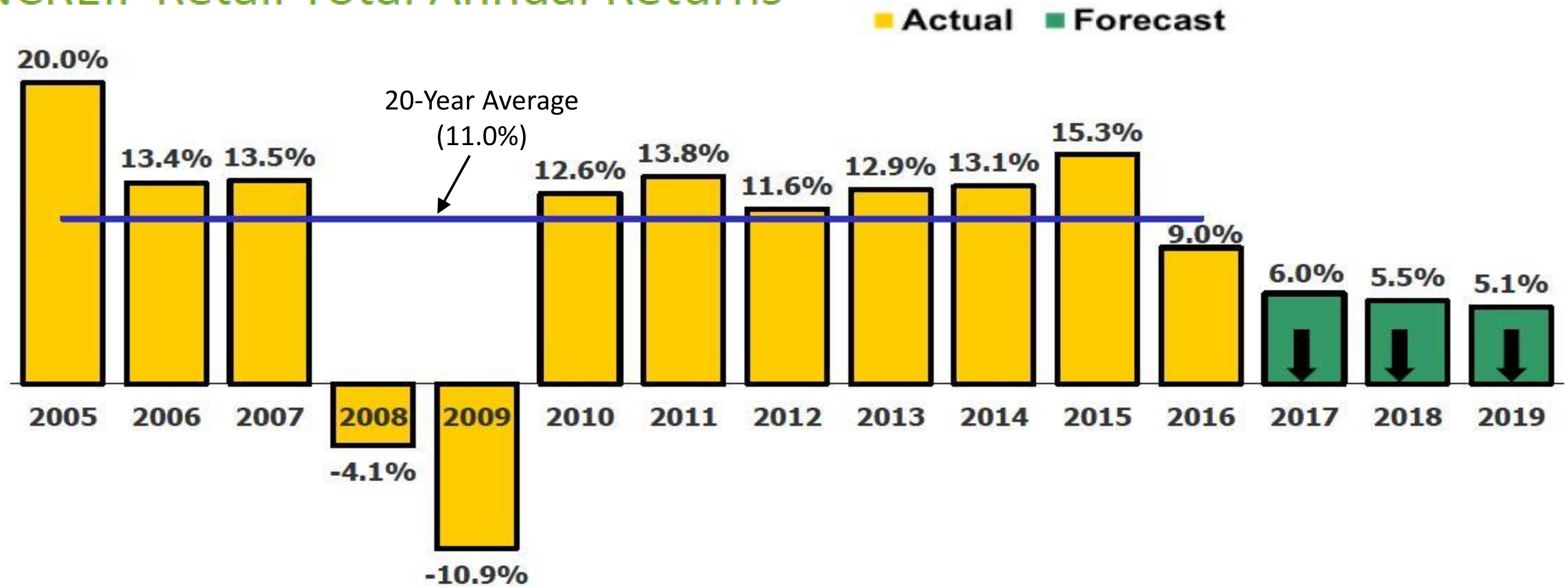
Exhibit #42:
Class A Retail Total Annual Returns

ULI Real Estate Consensus Forecast

NCREIF Retail Total Annual Returns



Sources: 1997-2016, National Council of Real Estate Investment Fiduciaries (NCREIF); 2017-2019, ULI Consensus Forecast.
Note: The previous ULI Consensus Forecast (released in April, 2017) projected 7.0%, 6.2%, and 6.0%, respectively, for 2017, 2018, and 2019. The direction of change from these results to the current survey is indicated in the forecast bars above.

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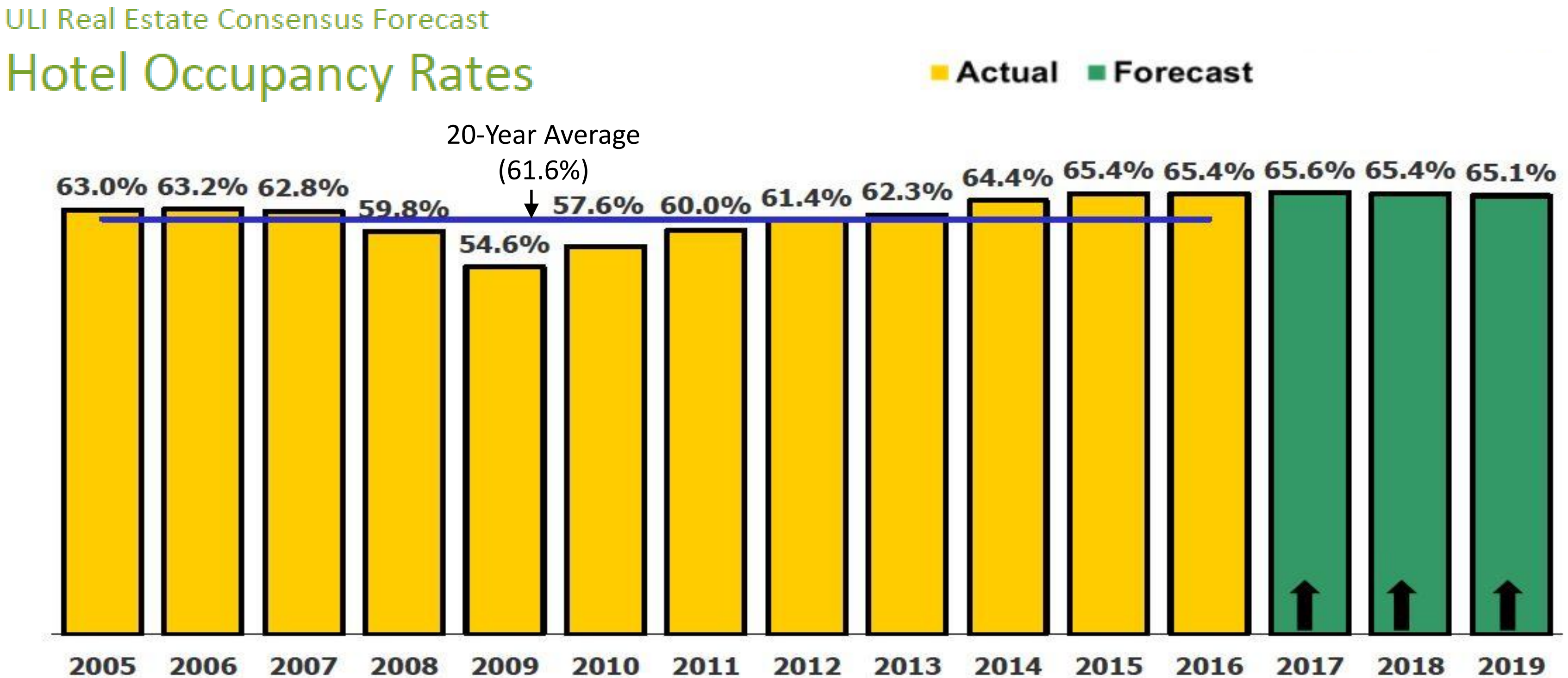
Exhibit #43:
Hotel Occupancy Rates



Sources: 1997-2016, (December, 12-month rolling average), STR; 2017-2019, ULI Consensus Forecast.
Note: The previous ULI Consensus Forecast (released in April, 2017) projected 65.5%, 65.1%, and 65.0%, respectively, for 2017, 2018, and 2019. The direction of change from these results to the current survey is indicated in the forecast bars above.

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Exhibit #44:
Twin Cities Hotel Market Data

September 2017 Lodging Performance for Minnesota, Minnesota Regions, and the United States													
	Year to Date - September 2017 versus September 2016									Participation			
	September 2017			Percent Change from YTD September 2016						Properties		Rooms	
Region	Occupancy	ADR	RevPAR	Occupancy	ADR	RevPAR	Room Revnue	Room Availabity	Room Sold	Census	Sample	Census	Sample
Total United States	67.4%	127.14	85.70	0.6%	2.0%	2.6%	4.5%	1.8%	2.5%	549,987	33,086	5,174,331	3,824,963
Minnesota	63.4%	111.73	70.85	-1.4%	-0.2%	-1.6%	0.7%	2.3%	0.9%	956	538	78,466	58,189
Minneapolis	70.1%	151.26	106.06	-5.2%	-4.4%	-9.4%	3.2%	13.8%	7.9%	38	37	8,756	8,732
Bloomington	75.1%	115.12	86.40	1.0%	-2.2%	-1.2%	-4.2%	-3.1%	-2.1%	51	47	9,661	9,511
St. Paul	65.8%	109.95	72.36	-1.9%	-1.3%	-3.2%	6.5%	10.1%	8.0%	85	61	7,958	6,800
Minneapolis North Area	66.4%	105.12	69.83	-0.8%	0.4%	-0.4%	1.2%	1.6%	0.8%	89	72	8,214	7,537
Minneapolis South Area	65.3%	92.91	60.66	-3.7%	-0.3%	-4.0%	-2.5%	1.5%	-2.3%	76	58	7,028	5,542
Duluth MSA	62.7%	127.06	79.68	-2.7%	1.8%	-1.0%	1.6%	2.6%	-0.2%	118	41	6,863	3,827
St. Cloud/I-94 Corridor	57.7%	94.53	54.59	-5.6%	2.1%	-3.6%	-2.6%	1.0%	-4.7%	52	34	3,217	2,492
Minneasota North Area	53.4%	104.99	56.09	-6.0%	1.6%	-4.5%	-3.8%	0.8%	-5.2%	238	65	12,559	3,976
Rochester MSA	63.5%	110.65	70.23	4.1%	1.9%	6.1%	4.7%	-1.3%	2.7%	52	41	5,439	4,722
Mankato	57.8%	95.75	55.34	4.0%	3.9%	8.1%	7.8%	-0.3%	3.7%	14	11	1,079	914
Minnesota South Area	53.9%	86.94	46.86	4.0%	1.0%	5.0%	5.8%	0.8%	4.8%	168	82	8,974	4,717

Source: STR Report courtesy of ExploreMinnesota.com

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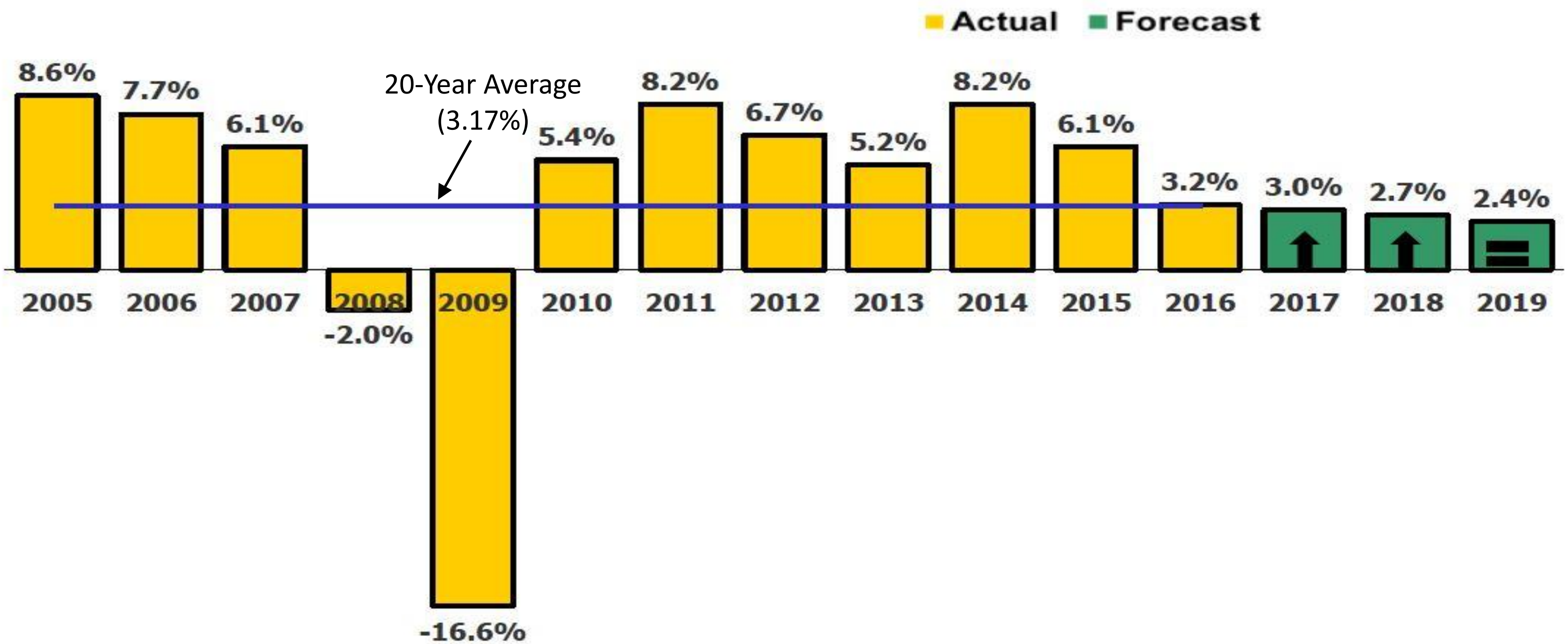
Exhibit #45:
Hotel Revenue per Available Room (RevPAR) Change

ULI Real Estate Consensus Forecast

Hotel Revenue per Available Room (RevPAR) Change



Sources: 1997-2016, (December, 12-month rolling average), STR; 2017-2019, ULI Consensus Forecast.
Note: The previous ULI Consensus Forecast (released in April, 2017) projected 2.5%, 2.0%, and 2.4%, respectively, for 2017, 2018, and 2019. The direction of change from these results to the current survey is indicated in the forecast bars above.

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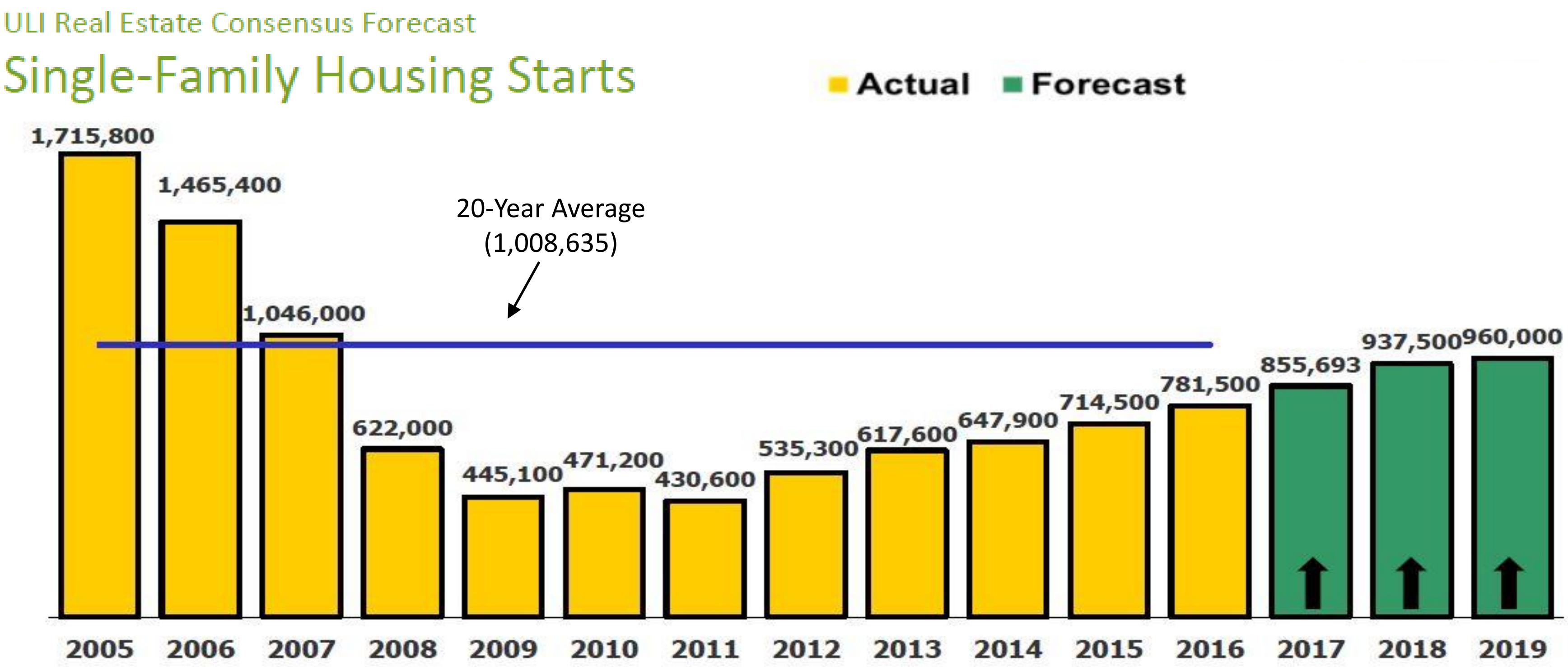
Exhibit #46:
Single-Family Housing Starts



Sources: 1997-2016, (Structures w/ 1 Unit), U.S. Census; 2017-2019, ULI Consensus Forecast.
Note: The previous ULI Consensus Forecast (released in April, 2017) projected 845,000, 892,500 and 920,000, respectively, for 2017, 2018, and 2019. The direction of change from these results to the current survey is indicated in the forecast bars above.

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Exhibit #47: Existing Home Sales (SAAR)

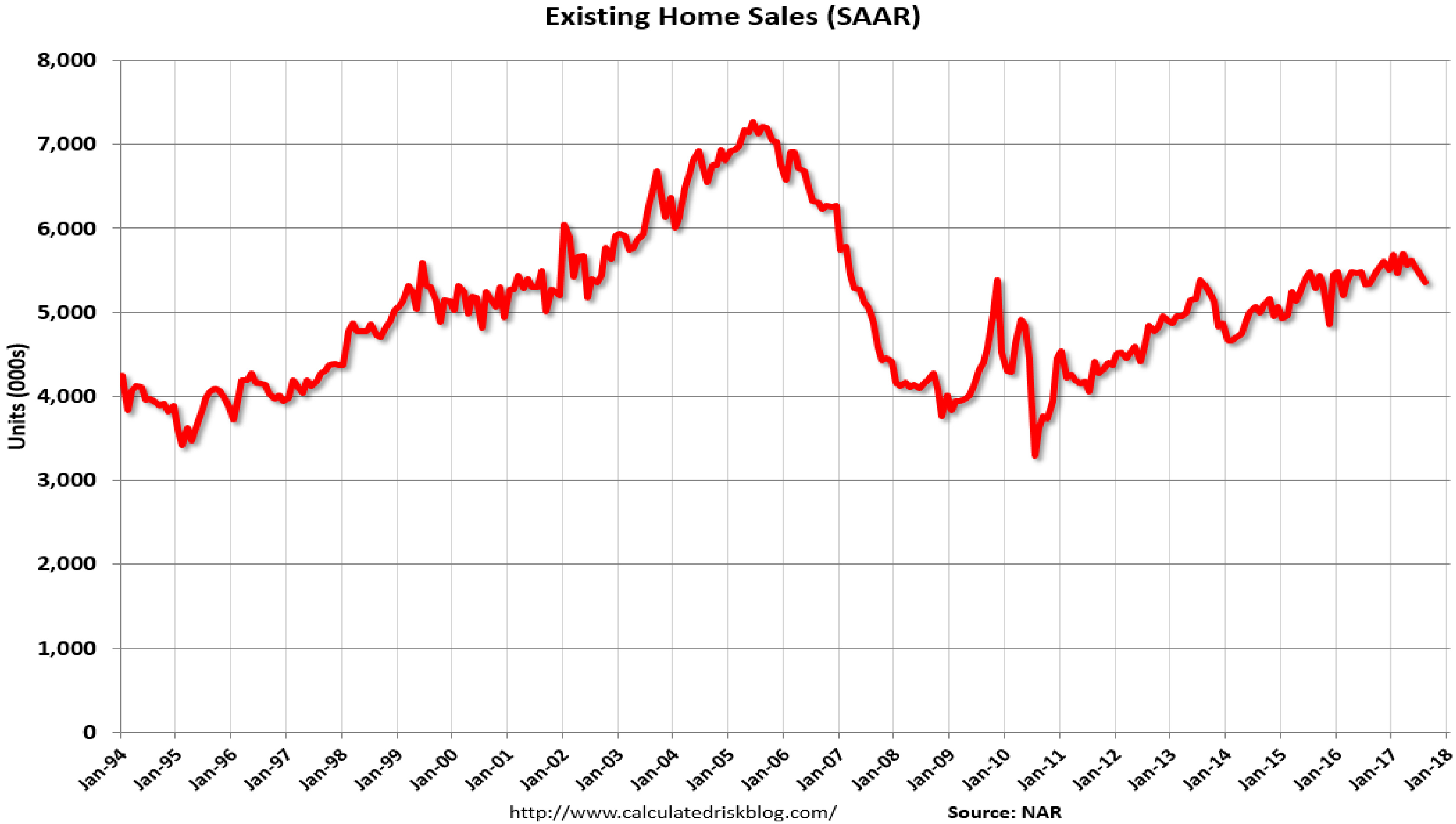

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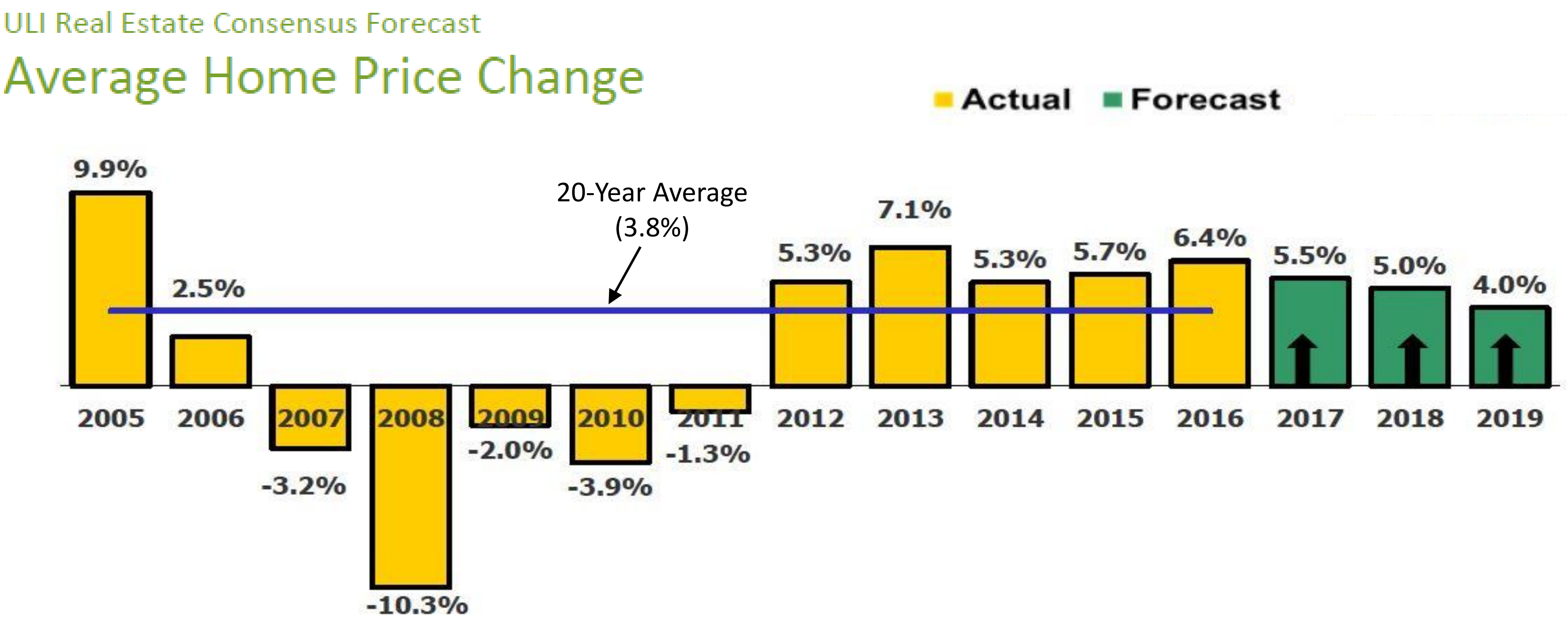
Exhibit #48:
Average Home Price Change



Sources: 1997-2016, (Seasonally Adjusted, December Y/Y), Federal Housing Finance Agency; 2017-2019, ULI Consensus Forecast.
Note: The previous ULI Consensus Forecast (released in April, 2017) projected 5.0%, 4.0%, and 3.0% respectively, for 2017, 2018, and 2019. The direction of change from these results to the current survey is indicated in the forecast bars above.

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The Builder's Association's Top Cities for Building Activity (September 2017 YTD) in the Metro Area:

<u>Permits</u>

- Lakeville
- Plymouth
- Blaine
- Lake Elmo
- Woodbury

<u>Permitted Units</u>

- Minneapolis
- Apple Valley
- Lakeville
- Edina
- Plymouth

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Exhibit #49:
Year-Over-Year Changes in Single Family Home Market

S&P/Case-Shiller Home Price Index Change, August 2016 - August 2017

Metro Area	August 2017 Index	One-year % Change	Metro Area	August 2017 Index	One-year % Change
Seattle	231.57	13.2%	Los Angeles	267.19	6.1%
Las Vegas	165.29	8.6%	*Composite - 20*	*202.87*	*5.9%*
San Diego	245.55	7.8%	Phoenix	172.20	5.8%
Denver	201.65	7.2%	**Minneapolis**	**163.68**	**5.6%**
Portland	223.27	7.2%	Atlanta	139.92	5.4%
Detroit	117.77	7.2%	Miami	226.74	4.9%
Dallas	179.03	7.1%	Cleveland	117.74	4.4%
Boston	205.19	6.9%	New York	193.76	4.4%
Tampa	197.64	6.8%	Chicago	141.61	3.7%
Charlotte	151.50	6.8%	Washington	223.21	3.4%
San Francisco	243.52	6.1%			

Source: Standard and Poor's, taken from Minneapolis Star Tribune

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Exhibit #50:
Opportunities and Forecast in 2018-2020

- Prices are expected to continue to grow, although at relatively subdued and slowed rates in the next three years, at 5.0% in 2017, 4.1% in 2018, and 3.0% in 2019. These are all below the long-term average growth rate.

- Future returns are expected to average 6.2% over the next three years. Returns in all three forecast years are below the long-term average growth rate. Returns for next three years are forecast to further moderate to 6.6%2017, 6.0% in 2018, and 5.8% in 2019.

- Commercial real estate transaction volumes will decrease measurably over the next three years (see chart on following slide)

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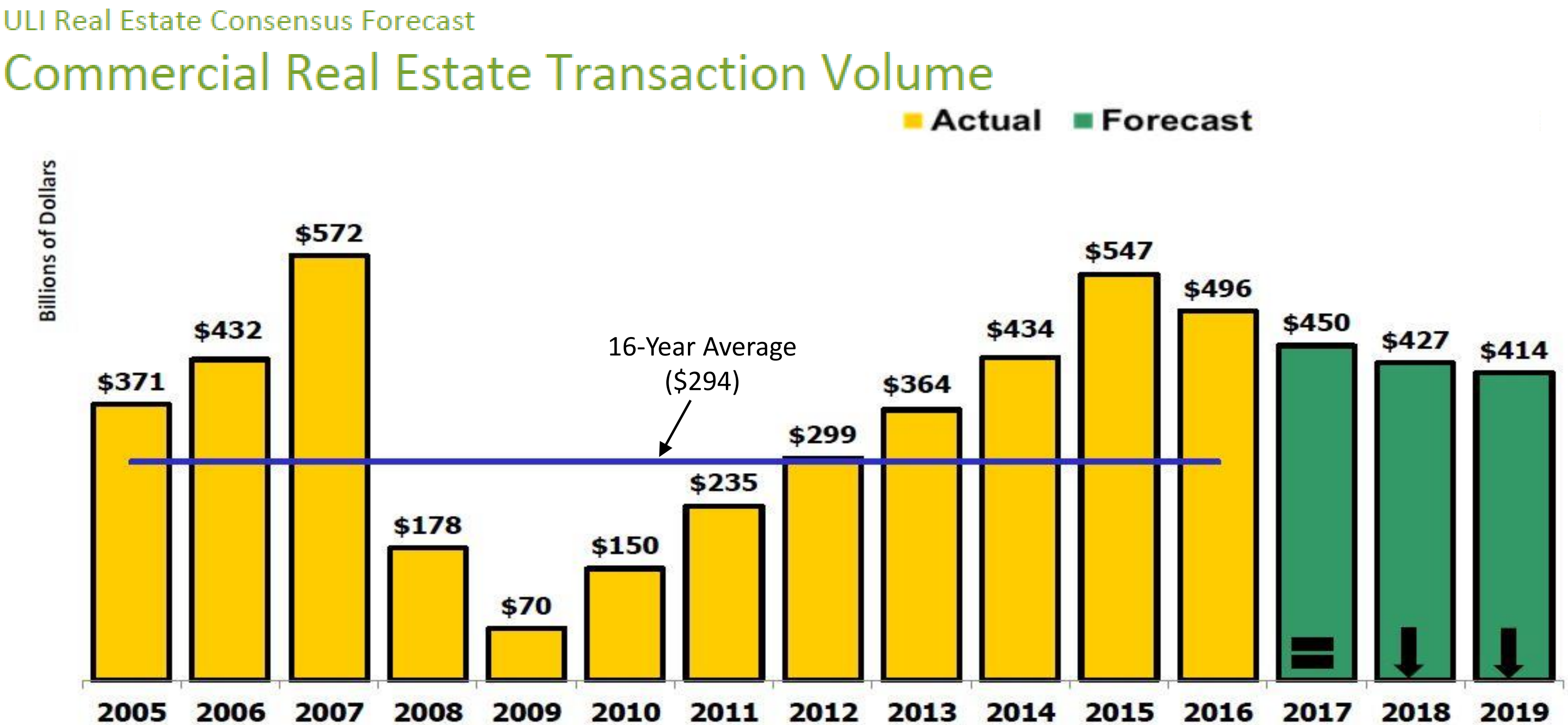
Exhibit #51: Commercial Real Estate Transaction Volume



Sources: 2001-2016, Real Capital Analytics; 2017-2019, ULI Consensus Forecast.

Note: The previous ULI Consensus Forecast (released in April, 2017) projected $450, $450, and $430 respectively, for 2017, 2018, and 2019. The direction of change from these results to the current survey is indicated in the forecast bars above.

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Industrial/Warehouse Summary

- Warehouse Rental Rate forecasts are for healthy but moderating rental rate growth with increases of 4.5% in 2017, 3.5% in 2018, and 3.0% in 2019, still remaining above the 20-year average growth rate.

- The forecasts for industrial/warehouse vacancy rates in 2017, 2018, and 2019 are all more optimistic than the forecast from six months ago. Forecasts for rental growth rates are less optimistic in 2017 and 2018, and unchanged for 2019.

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Office Summary

- Office rental rates increased 1.4% in 2016, a significant drop-off from the 4.0% increase in 2015. Rental rate growth is expected to recover to 2.0% in 2017, and then hold steady at 2.1% in 2018 and 1.9% in 2019. All three years are forecast to be below the long-term average of 2.3% growth.

Apartment Summary

- Even with continued strong construction activity, the apartment secotr has performed very well the past several years. Vacancy rates decreased from 7.1% in 2009 to 4.6% in 2015, before a slight uptick to 4.8% in 2016, still remaining below the 20-year average. Vacancy rate are expected to remain at 4.8% in 2017, before moving upward to 5.0% in 2018 and 5.1% in 2019.

- Apartment rental rate growth slowed significantly in 2016, growing just 0.3% after six straight years of growth over 3%. Rental rate growth is expected to jump back up to 2.5% in 2017, before moderating to 2.1% in 2018 and 2.2% in 2019.

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Retail Summary

- Retail vacancy rates have been on a steady decline from a peak of 13.0% in 2011 to 10.1% in 2016. The forecast anticipates a plateau in 2017 at 10.1%, before ticking up to 10.2% in 2018 and 10.3% in 2019. All of these rates remain above the 20-year average.

- Retail rental rate growth was positive for the first time in seven years in 2014 and continued to be positive in 2015 and 2016, when it reached 2.7%. The forecast expects growth to steadily moderate from this post-recession peak to 1.9% in 2017, 1.8% in 2018, and 1.5% in 2019.

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Hotel Summary

- Hotel occupancy rates have been steadily improving since reaching a recession low of 54.6% in 2009. Occupancy rates surpassed the twenty-year average in 2013 at 62.3% and came in at 65.4% in 2016. Rates are forecast to remain strong over the forecast years, increasing slightly to a post-recession high 65.6% in 2017, before returning to 65.4% in 2018 and decreasing to 65.1% in 2019.

- Following six years of above-average hotel revenue per available room (RevPAR), RevPAR growth began to moderate in 2016 and is expected to continue moderating during the forecast period, dipping below the long-term average in 2017 to 3.0%, and decreasing further to 2.7% in 2018 and 2.4% in 2019.

Housing Summary

- The single-family housing sector experienced positive growth in starts for the fifth straight year in 2016. Growth is expected to continue, increasing to 855,693 in 2017, 937,500 in 2018, and 960,000 in 2019. That 2019 level brings starts to within 5% of the 20-year average.

- Growth in existing home prices increased on average by 6.4% in 2016. Price growth is expected to moderate to 5.5% in 2017, 5.0% in 2018, and 4.0% in 2019.

- High student debt will remain a drag on single-family ownership for many "Millennials".

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Summary

- Real estate, in general, is fully recovered from its weak position during the recession.

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Summary

- Evidence of growing inflation is not on the near horizon. Wage rates are growing, ever so slowly. Actual money supply is barely increasing. CPI increases remain low in spite of higher food and housing costs (apartment rents in particular). Interest rates are slowly increasing while fuel costs have substantially declined.

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Summary

- Interest rates will gradually increase, returning to historic norms.

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"You steered the proper course, Cap'n, when you had us bury this instead of investing it in the market!"

NOT!

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Future Real Estate Opportunities for 2018, 2019, and 2020

- Financial opportunities to lock down long-term, fixed rate debt…now! CMBS lending is back, competition is as strong as ever

- Overall, interest rates will be below long-term norms but are rising – last opportunities to lock down favorable long-term debt

- Downtown Minneapolis Class B office lease and sublease bargains will be strong because Wells Fargo has moved to new offices

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Future Real Estate Opportunities for 2018, 2019, and 2020, continued

- Safe bet: anything that starts with an “R” – renovation, rehabilitation, re-position re-lease, refinance (R5)
- Residential condominium development opportunities exist in the center of Minneapolis and St. Paul
- Major infill development opportunities involving mixed uses will be strong
- Believe it or not, but the apartment market probably has another 2-3 years of positive growth

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Future Real Estate Opportunities for 2018, 2019, and 2020, continued

- Retail “lifestyle” malls with “consumer experience” have a sound prognosis, but the bottom 25% of retail malls are DOA

- Traditional suburban office growth is likely five years out, so stay away!

- Technology properties are a good investment; i.e. data storage, etc…The United States will lead the world in technology for many years

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Future Real Estate Opportunities for 2018, 2019, and 2020, continued

- Senior living growth opportunities have several years to go – generally recommend this investment!

- The only market fears to watch out for are a possibility of market capitol drying up, or the threat of armed conflict for the United States.

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Remember, you are the jury and have a decision to make!

What is your conclusion, and what are you going to do about it?

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