US Real Estate Market

Agenda

- ✓ Top 10 US States for Business
- ✓ US Office Real Estate Market
- ✓ US Industrial Real Estate Market

America's Top 10 States for Business 2018 (overall ranking)

1. Texas
2. Washington
3. Utah
4. Virginia
5. Colorado
6. Minnesota
7. Georgia
8. Massachusetts
9. North Carolina
10. Florida

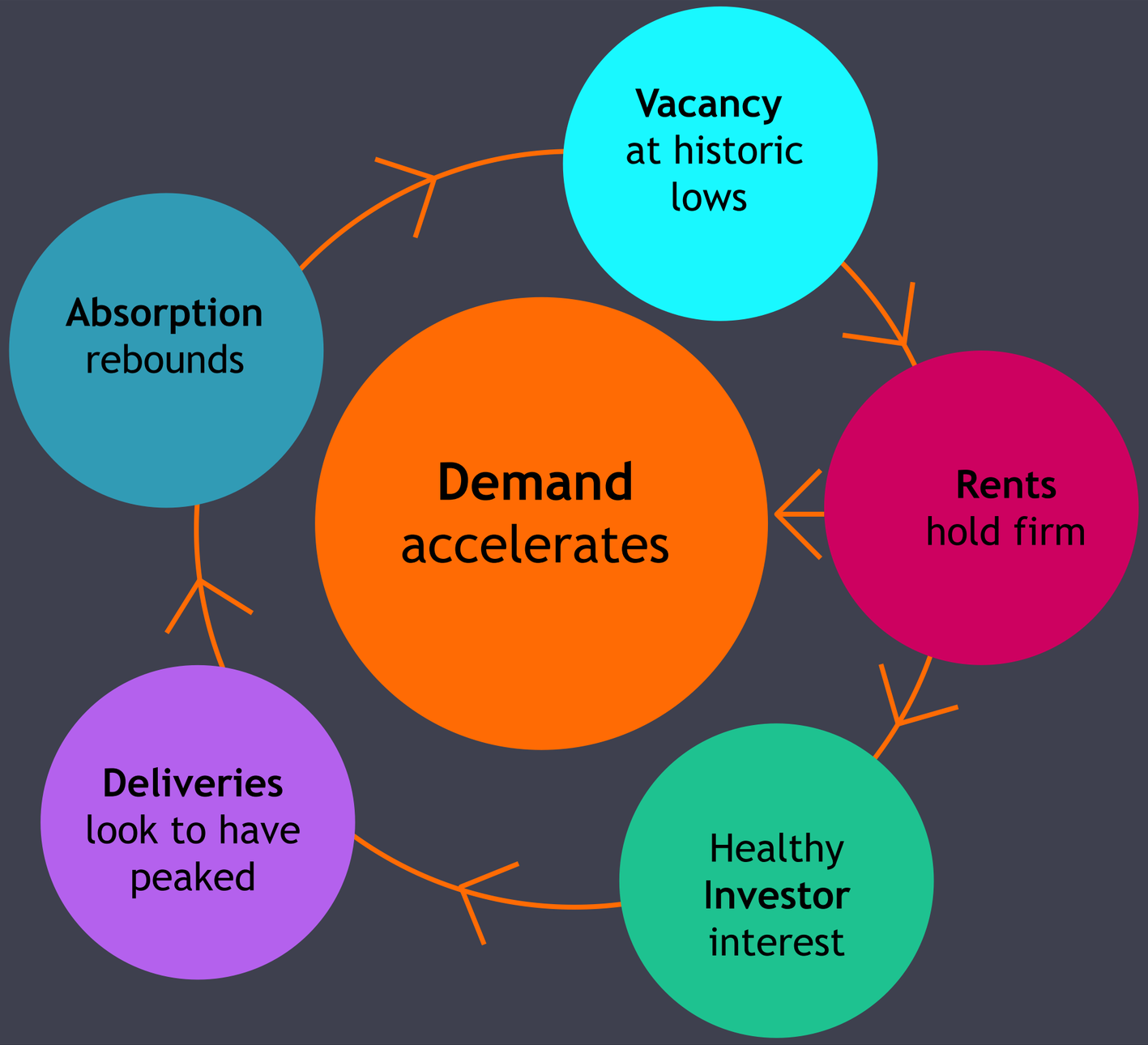
CRITERIA:

- ✓ Workforce
- ✓ Infrastructure
- ✓ Cost of doing business
- ✓ Economy
- ✓ Quality of life
- ✓ Technology & innovation
- ✓ Education
- ✓ Business friendliness
- ✓ Access to capital
- ✓ Cost of living

* CNBC ranking

Office Real Estate Market

US Office Market Highlights



US Office Market Indicators

Market indicators (relative to prior quarter)	Q4 2018	Q4 2019*
Vacancy	11.6% ↓	↔
Absorption (mln sqm)	2,21 ↑	↑
Construction (mln sqm)	11,687 ↔	↓
Rents	↔	↔
Downtown Class A (euro / sqm / month)	39	
Suburban Class A (euro / sqm / month)	25	

* Projected ** Rental rates for current quarter are for CBD: rent forecast is for metrowide rents.

US Office Market Outlook 2019

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- Economy
- Absorption vs. Construction
- Tech still dominates
- Talent is King
- Coworking
- Investment sales

Industrial Real Estate Market

US Industrial Market Highlights

Demand
main driver e-commerce

Vacancy
one of the lowest rates on record

Rents
average asking class A rents reached a record

Investment sales
robust in 2018, 25% up compared to 2017

New zones Opportunity – “final-mile”

US Industrial Market Indicators

Market indicators (relative to prior quarter)	Q4 2018	Q4 2019*
Vacancy	5% ↓	↔
Absorption (mln sqm)	60,66 ↑	↓
Construction (mln sqm)	25,845 ↑	↑
Asking Rents	↑	↑
Warehouse/Distribution center (euro / sqm / month)	4.6	
Manufacturing space (euro / sqm / month)	4.4	

* Projected ** Warehouse rents

US Industrial Market Outlook 2019

thank you!

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