



# Survey of Emerging Market Conditions

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The Survey of Emerging Market Conditions is provided to all invited survey respondents who completed the survey during the October 2013 fielding. For more information about the survey or the Bergstrom Center for Real Estate Studies, visit our website at [www.realestate.ufl.edu](http://www.realestate.ufl.edu)

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## Executive Summary & Conclusions

Optimism for the Florida real estate market remains relatively strong this quarter despite the government shutdown that occurred during the fielding of this quarter's survey. UF's Commercial Real Estate Sentiment Index, an outlook on our respondents' own businesses, declined slightly for the second consecutive quarter, but remains at a level equal to the first quarter of 2007.

These strong expectations are driven by an improving state economy. One of the main drivers of growth in Florida continues to be tourism. After a record setting year in 2012, Florida tourism has continued its record growth. The third quarter was no different as Visit Florida projected a record 22.9 million visitors to the state this quarter which is a 1.7% increase of the prior year and a new third quarter record. This has led to continued tourism related job growth, which has led Florida in job growth for 41 straight months.

Florida's overall employment picture continues to show improvement. Florida's unemployment rate has dropped over the third quarter to 6.8% which continues to outperform the U.S. All of Florida's major cities have seen improvement in employment with Orlando showing the best performance, reaching 6.6% in September which reflects the tremendous impact of the tourism industry and its success. However, part of the statewide improvement in unemployment continues to be the reduction of the number of Floridians in the labor force with over 17,000 less this quarter. However, the state continues to add jobs, adding over 52,000 in the quarter. The biggest changes over the quarter occurred in: professional and business services; trade, transportation and utilities; construction; and leisure and hospitality. All are important segments to the real estate markets.

The continued improvement in the job market along with tremendous growth in the tourism industry have been positive for the real estate markets which continue to see improving fundamentals. However, uncertainty continues to play a part in tempering that improvement. The uncertainty created by government policy and inaction continues to prevent companies from moving forward aggressively with expansion.

In addition to the obvious issues with the federal government's economic policies and spending habits, respondents expressed concern about the effects of the new flood insurance law implementation on the housing and commercial sectors in flood prone areas and about

the effect of the affordable care act and its implementation at the end of this year.

The economic policies of the federal government are having a tremendous impact on the capital markets through its impact on interest rates. Despite the Federal Reserve's intention to keep interest rates low, markets have been driving up the yield on the 10 year treasury. Fortunately, after an increase of 66 basis points in the second quarter the yield increased only 4 basis points in the third quarter due to the government shutdown and the impending debt ceiling debate. However, respondents continue to be concerned about the timing and speed of interest rate increases and their effect on the real estate market.

Consumers are also concerned about the uncertainty in the economy and in Washington and that continues to drive the UF BEBR consumer sentiment index lower. The index finished the third quarter at 76 down from its recent high of 81 at the end of June. The decline is being driven in part by younger Floridians who have higher unemployment rate than older Floridians. Additionally, we are seeing a decline in income as salaries are not keeping up with inflation.

Despite the uncertainties, Florida's economy and therefore the real estate markets continue to improve and that trend should continue. The addition of two Amazon distribution centers and Hertz's decision to move its corporate headquarters to Florida show that the environment in Florida is conducive to investment which will help continue the positive improvement in the state.

### Highlights

- The UF Commercial Real Estate Sentiment Index decreased slightly this quarter but remains at a positive level.
- The outlook for occupancy and rents remained positive across most property types with expectations that they will increase.
- Cap rates remained stable or declined across most property types. However, with increasing interest rates, expectations are for a rise in cap rates over the next year.
- Yields have remained relatively stable across most property types. As with cap rates, rising interest rates are pushing expectations for higher yields across property types.
- The outlook for investment remained positive across all property types.
- Respondents' outlook for capital availability remained stable this quarter with most expecting it to increase in the future.

### **The Survey**

Our quarterly survey, conducted by the Bergstrom Center for Real Estate Studies, Warrington College of Business Administration, University of Florida is in its twenty-first fielding. The total number of participants, at 178, is the most extensive survey of Florida professional real estate analysts and investors conducted on an ongoing basis. It includes respondents representing thirteen urban regions of the state and up to fifteen property types.

### **General Investment Outlook**

Our general index of real estate investment outlook, weighted 40 percent for single family and condo development, 40 percent for apartments and commercial rental property and 20 percent for developable land, improved this quarter close to a survey high. Most respondents continue believe it is a good time to invest in Florida real estate.

### **Single Family & Condominium Development**

The outlook for new single family development remained stable this quarter near survey highs. Florida continues to have positive population growth and employment growth which is driving demand for new homes. Additionally, a limited supply of both new construction and resale homes is benefiting new development. However, higher interest rates, declining incomes and higher land prices will dampen optimism slightly in this sector.

### **Apartments**

The outlook for multi-family properties continues to be positive. Respondents believe that rents and occupancy will increase in future quarters, but at a slower rate. New development coming online in the next few quarters will impact growth of both rents and occupancy. Cap rates increased this quarter for apartments.

### **Industrial**

The outlook for industrial properties declined again this quarter from its peak in the first quarter but remains positive. Rents and occupancy are expected to increase in coming quarters. Cap rates and yields declined for Flex Space and increased slightly for Warehouse. Respondents expect rates to remain relatively stable in future quarters for all industrial sectors.

### **Office**

The outlook for the office market improved for both Class A and Class B space with respondents favoring Class B space for investment. Both classes continue to have positive expectations for increasing occupancy and rents. Class B expectations are near survey highs.

Continued improvement in office employment is driving higher expectations. However, the declining trend in office square footage per employee will dampen future expectations for growth.

### **Retail**

The outlook for retail properties continues to be positive for all sectors. Growth in rents and occupancy are driving the optimism, however increasing interest rates, declining consumer incomes and sentiment will have an impact on this segment. The positive fundamentals continue to drive cap rates and yields lower across all but one segment of this sector. Respondents believe that cap rates should remain stable while yields increase over the coming quarters.

### **Land Investment**

The outlook for investment in land remains positive across all property types this quarter. Improving fundamentals and cap rate compression are starting to drive development particularly in the multi-family sector. Land with residential entitlements reached another survey high.

### **Capital Availability**

Respondents continue to believe that capital availability will increase in future quarters although the outlook declined slightly this quarter. An improving economy and increased lending activity by banks is driving respondents' opinions. However, that capital will be more expensive as interest rates rise driving both debt and equity yields higher.

### **UF Commercial Real Estate Sentiment Index**

The Sentiment index declined slightly again this quarter but remains positive for the future. Brokers and appraiser's outlook declined the most but was offset by an improved outlook from other service providers and owners/investors. Respondents continue to be cautious of the policies and decision making in Washington D.C. along with the potential increase in interest rates in the short term. However, the improving economy, particularly in Florida, is balancing that uncertainty.

## Section 1: Investment Outlook

The investment outlook for Florida remained positive this quarter, increasing slightly from last quarter's decline. Respondents believe that fundamentals will

continue improving in future quarters across all sectors. The government shutdown stalled the dramatic increase in interest rates over the previous quarter which

was welcome relief for the respondents. Additionally, the economy in Florida has continued to improve with population growth, an improved job market and somewhat stable consumer confidence.

Respondents remain concerned about the uncertainty in Washington D.C. and the effect on interest rates. Consensus among the respondents is that interest rates will increase but worry about the rate of increase and the timing.

This investment index is weighted 40 percent on single family and residential condominium development, 40 percent on rental property of all types, and 20 percent on undeveloped land. Thus, it is at least fifty percent driven by the residential development outlook.

## Section 2: Residential Development

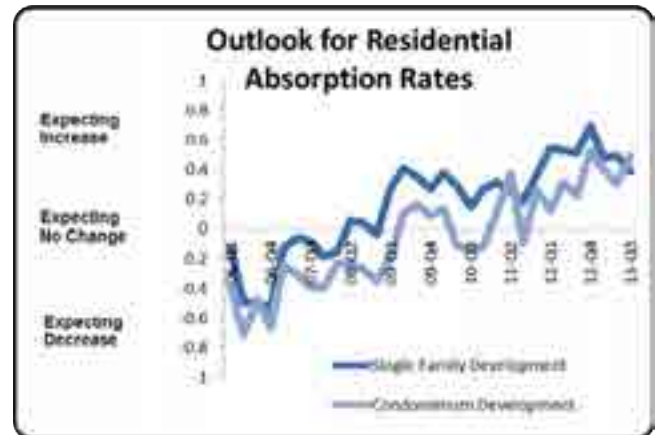
### Expected Absorption Rates

The outlook for residential absorption declined this quarter but remains positive. Respondents continue to believe that absorption rates will increase. However, the increase in interest rates over the past two quarters along with a decrease in real wages has tempered expectations. The improved Florida economy will help the housing market as we continue to see net population growth and job growth in the state.

Meanwhile, builders continue to purchase lots ready for development to feed their production machine and drive revenues. Banks are starting to lend more in this market

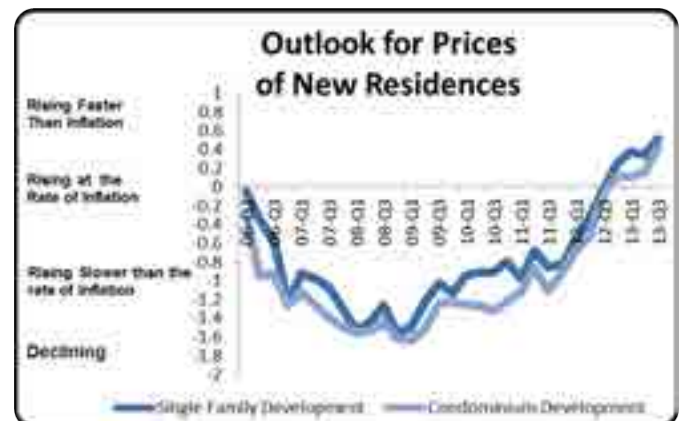
which will help additional potential borrowers take advantage of the current interest rates before they go up again.

The condo market is primarily driven by what is happening in South Florida, however there are several new projects that have been announced in other markets, including Jacksonville. End user financing is still limited for condos leaving the all cash buyers driving the market.



### Expected Price Changes

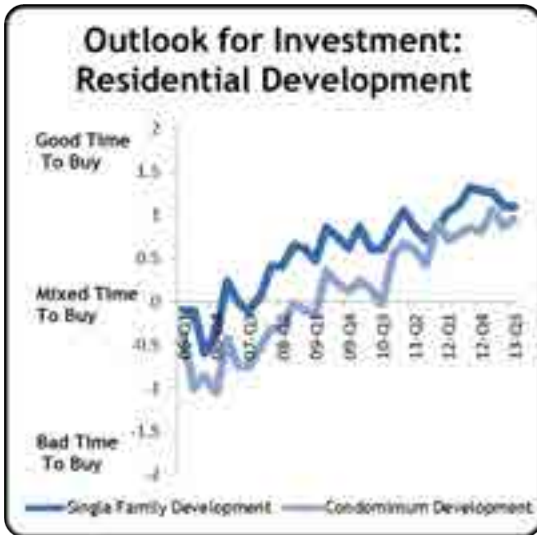
Expectations for price changes increased this quarter for both single family and condo developments. This reflects the continued shortage of product for sale as well as rising construction costs for the builders.



However, there are increasing headwinds as real employee wages are declining and expectations that interest rates will again start increasing. Continuation of these trends will have a significant impact on builders' ability to increase pricing. In the meantime, builders are able to increase pricing to offset the increased cost of materials and Florida's increasing population will continue to demand new housing to meet its need.

### Investment Outlook

The outlook for investment in residential development remained positive this quarter. An improved economy continues to drive additional investment in the



residential market. All-time highs in the stock market will drive additional investment in the second/vacation home market in Florida with the “season” starting in November. Additionally, continued job growth and population growth will drive the need for additional housing in key

markets which will spur investment. Investors will continue to keep a close eye on the interest rates as they make investment decisions in this sector.

factors will continue to benefit the apartment market along with a continued increase in Florida’s population. If developers remain disciplined and don’t overbuild, the apartment sector will remain a good investment.

### Expected Rental Rates

Expectations for rental rates declined slightly this quarter for market rent apartments as respondents continue to expect rental rates to increase with inflation. Demand continues to outweigh supply which has driven both occupancy and rents higher. This trend will continue as demographic preferences lean toward rental living in urban areas.



However as the large number of new units under construction are delivered to the market there will be increased pressure on rents to maintain occupancy at older well located properties. This should continue over the near future.

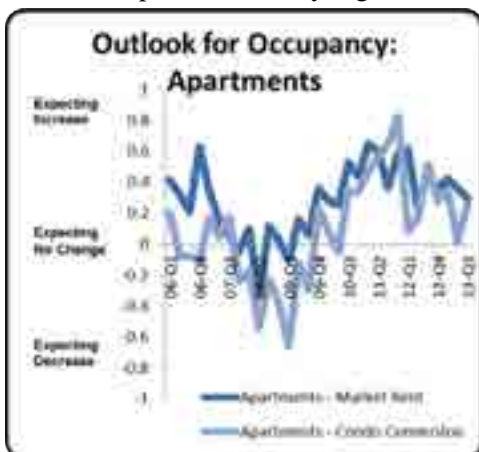
## Section 3: Apartments

### Expected Occupancy

The outlook for occupancy in market rate apartments declined again this quarter continuing a slow trend from previous survey highs. While a majority of respondents continue to believe that occupancy will

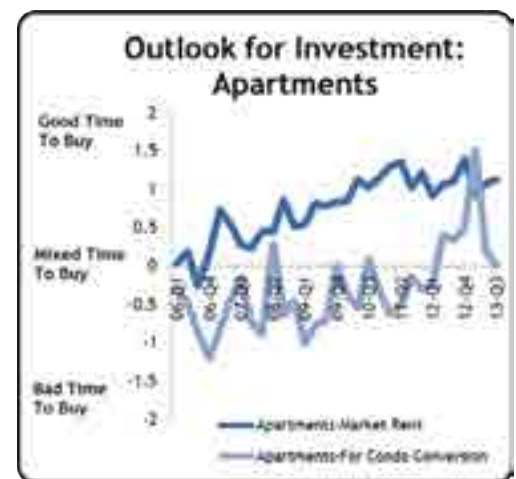
increase in coming quarters, more are starting to lean towards no increases. This view comes from the large number of new units expected to come online in the coming quarters that will dampened the rapid increase in occupancy across most property classes.

Demographics continue to be favorable and occupancy is expected to remain strong. Additionally, as interest rates move higher, more potential buyers will be forced to stay in apartments as they wait for higher wages and continue to save for the required down payments. These



### Investment Outlook

With strong occupancy and rent expectations, the investment outlook remains positive for apartments. Despite rising interest rates that may impact cap rates, the investors still like this market. In part, they are buffered by rising cap rates because occupancy and rent has grown faster than inflation over the past couple years.



This sector continues to benefit from a tremendous amount of capital availability, however, rising interest rates will make core deals harder to underwrite. Another

potential risk, although more long term, is the ultimate resolution of Fannie Mae and Freddie Mac. These provide a lot of the liquidity in the apartment market and winding them down will have a negative impact on the market.

### Cap Rates

Cap rates increased this quarter for market rent



apartments reflecting the rises in interest rates over the previous quarters and the increased risk as new units are delivered to the market. However, this increase comes off of survey lows for cap rates in the sector and remains the lowest cap rate of all property sectors. With rising interest rates, new units coming to market, and rental growth slowing, respondents expect cap rates to increase in the future.



### Required Yields

Required yields decreased slightly this quarter as competition for apartment deals continues to put downward pressure on yields even as interest rates go higher.



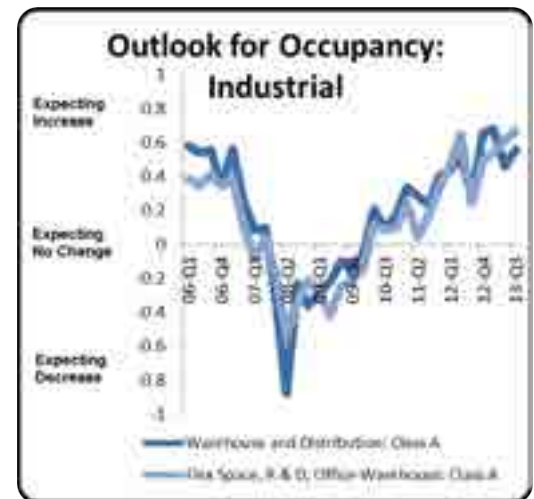
Demographics, population growth and preferences will continue to drive investment in this sector and that competition for deals will insure that yields remain low in the coming quarters.



## Section 4: Industrial

### Expected Occupancy

The outlook for occupancy in the industrial sector improved this quarter with respondents believing that occupancy will increase in coming quarters. The expectation for flex space reached a new survey high. This reflects the improvement in the economy, but particularly with increased construction. Contractors and subcontractors are getting more work and therefore in need of space which typically starts in flex industrial space. Strong trade with South America continues which is driving the need for additional warehouse and distribution space in Miami. Another positive factor in this sector is the announcement of Amazon's two distribution facilities in the Tampa/Lakeland markets.



### Expected Rental Rates

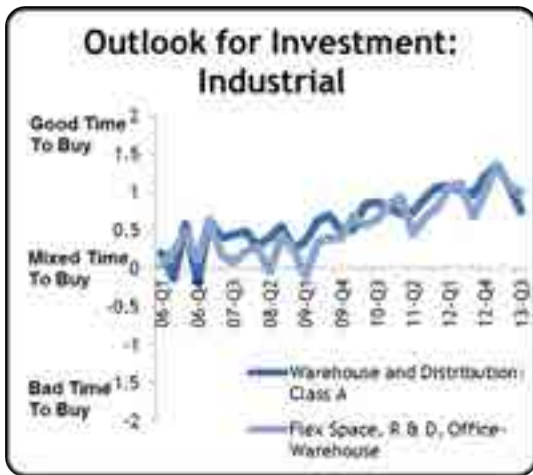
With occupancy continuing to improve, respondents have positive expectations for rental rates in future quarters. They continue to believe that rates will increase at the rate of inflation. As long as the housing market continues to grow this trend should



continue. Additionally, continued focus by Florida on trade with South America, focus on technology clusters and the attraction of new business to Florida will drive more demand to the market.

### Investment Outlook

The outlook for investment continued to decline this quarter in both sectors. However, respondents continue to believe it is a good time to buy. Improving

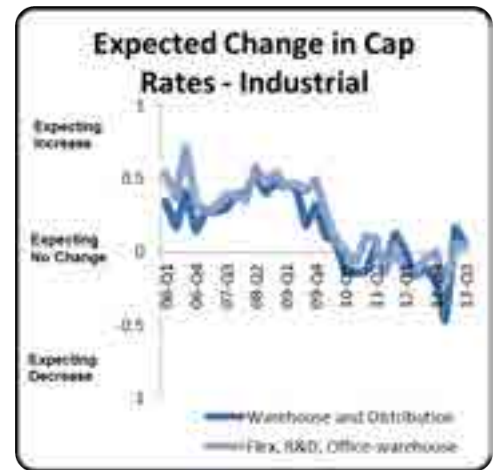
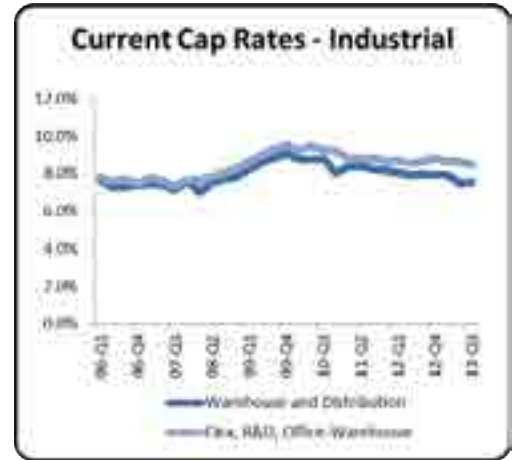


fundamentals continue to influence respondents' view of investment in this sector. Rising interest rates pose a threat to those fundamentals and investors will maintain a close watch. Continued

positive trade with South America and the expected positive impact of the Panama Canal expansion along with a limited amount of new supply coming to market will have positive effects on this sector. Look for research from Florida universities to drive additional investment as companies incubate new inventions and ideas to market.

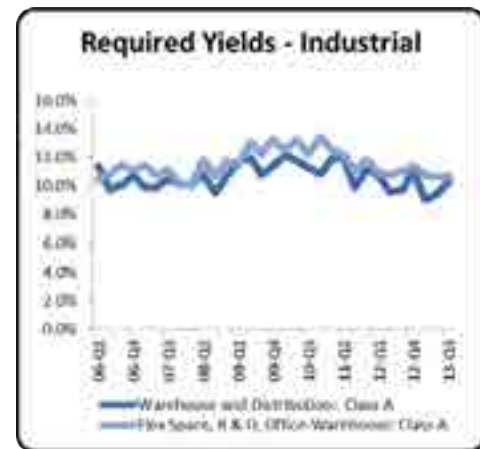
### Cap Rates

Cap rates for flex space declined this quarter to 8.7%, while cap rates for warehouse space increased slightly to 7.5%. This sector continues to benefit from improving fundamentals and an inflow of capital looking for higher yields. Additionally, debt financing is starting to open up in this sector which is making investment more attractive. However, rising interest rates may influence the positive fundamentals and financing options for investors.



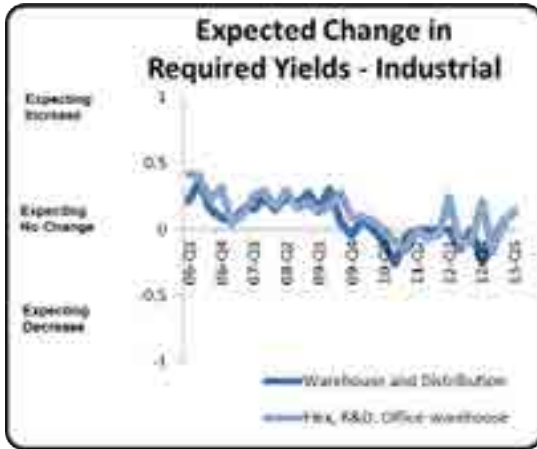
### Yields

Required yields for warehouse space increased 90 basis points this quarter. Yields for flex space remained stable at 10.6%. The yields reflect the lower risk in this sector with improving fundamentals along with the positive signs in housing and trade. However, the rising interest rates may threaten the fundamentals and impact





the required yields in this sector. In fact, respondents' believe that yields may rise over the next year with increasing interest rates.



may drive new development that can plan for these trends. Given these competing trends, we should expect that occupancy will continue to improve in the short term but level off as development starts.

### Expected Rental Rates

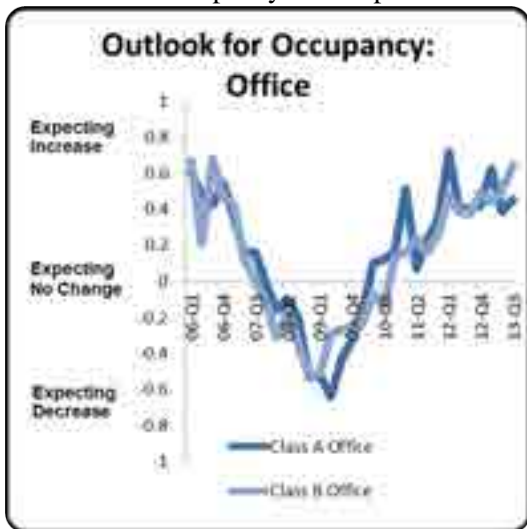
Expectations for rental rates remained stable this quarter with respondents believing that rents will grow at the rate of inflation over the next year. Improvement in occupancy is allowing owners to reduce concessions, raising the effective rental rates.



## Section 5: Office

### Expected Occupancy

The outlook for occupancy in Class A and Class B improved this quarter. Respondents' continue to believe that occupancy will improve across both subsectors



over the next year. The continued recovery of jobs in Florida, particularly office space jobs is influencing respondents' outlook. This segment is also benefitting from little new development which is allowing current buildings

time to improve occupancies with a slowly improving economy. Despite the improvement in office jobs, companies continue to be very cautious about the amount of space they need per worker. As these companies bring in new staff, they do so in existing office space. This trend will temper new development and continue to have a positive impact on occupancy. However, the continued reduction in office space per worker puts tremendous demands on current space that was not designed for the number of people using the space. Demands on plumbing, heating and air systems and parking will provide challenges to landlords and

effectively rental rates. Additionally, little new supply is being added to the market giving more pricing power as vacant space is absorbed. Companies continue to look for ways to be more efficient with space even as they expand which will temper the growth in both occupancy and rental rates.

### Investment Outlook

The outlook for investment improved this quarter in both office sectors. Class B space continues to be the favored sector of our respondents due to faster occupancy growth and rental growth. The continued optimism in the office



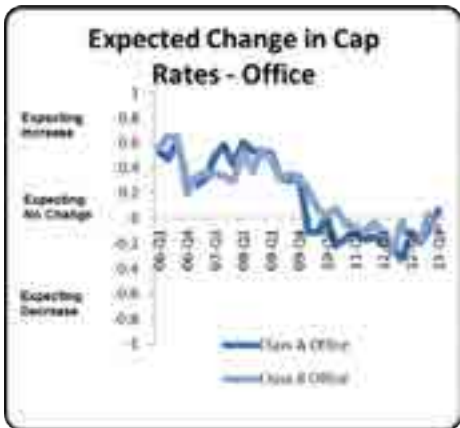
market reflects the continued improvement in office using job growth. Debt capital has started to return to this sector, however, rising interest rates make these deals harder to justify. As long as the employment market in Florida continues to improve this sector should fare well, with little new supply in the works.

## Cap Rates

Cap rates declined this quarter in both subsectors with

Class A cap rates at 7.5% and Class B rates at 8.4%. This reflects the improved financing availability as well as improving fundamentals. Additionally, limited development in this sector will keep fundamental improving for the next several quarters. These factors are reducing risk in

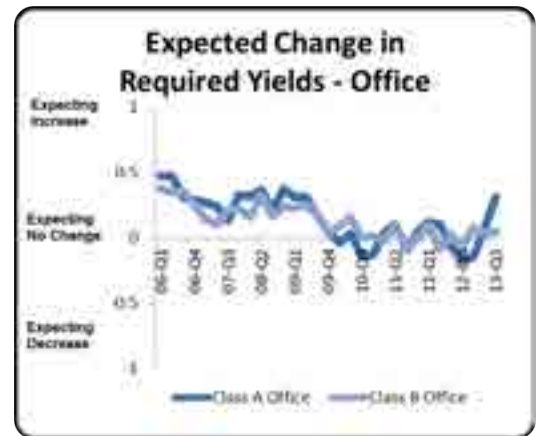
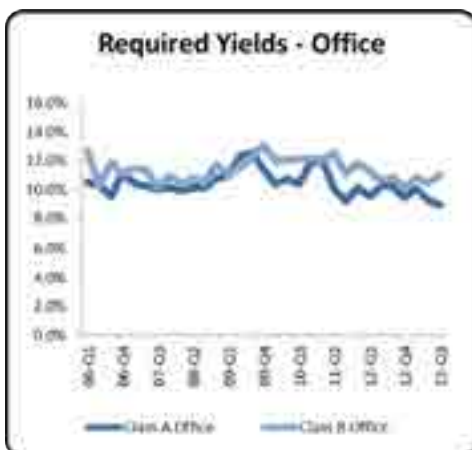
this sector. Continued improvement in the Florida economy and job growth lead respondent' to believe that cap rates will be stable in future quarters



## Yields

Required yields were mixed this quarter with Class A yields declining to 9% while Class B yields increased to 11%. The Class A yield reached a survey low which reflects investors continued preference for high quality class A assets in core locations. However, with interest rates rising and the expectation for further increases, required yields will certainly increase. As long as Florida continues to add office jobs and the

national economy continues to improve, the amount of the increase in yields could be limited. However, given the current level of Class A yields, respondents believe any increases will impact Class A first.



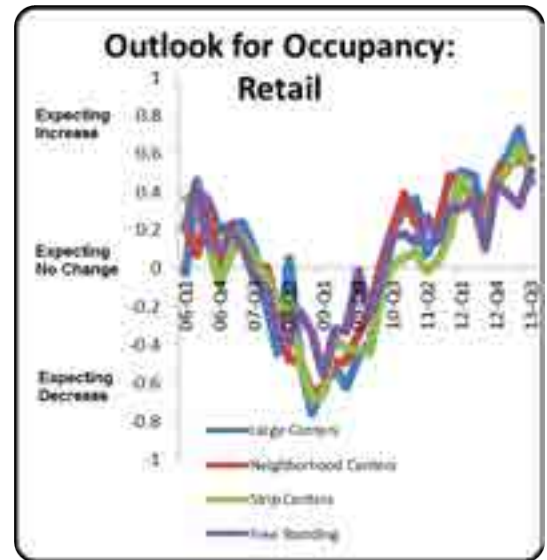
## Section 6: Retail

### Expected Occupancy

The outlook for occupancy remains strong for retail occupancy despite a drop-off in Strip Centers and Large Centers.

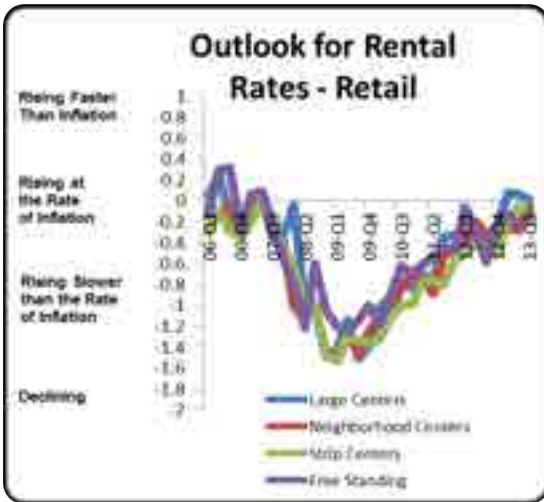
The outlook for Neighborhood Centers and Free Standing retail reached survey highs this quarter.

This optimism is being driven by the improving economy, consumer confidence, and growth within Florida. Retailers continue to look for quality locations throughout Florida and have increased their store openings for the coming year. Despite a drop this quarter, the University of Florida Bureau of Business and Economic Research's consumer sentiment index was 76 in September, which remains near index highs since before the recession. Additionally, the state continues to set records with the number of visitors coming to Florida which is also helping to boost retail sales. These factors should continue to drive occupancy in retail going forward.



### Expected Rental Rates

The outlook for rental rates remained positive this quarter with most respondents believing that rental rates



will rise with inflation. Given the strong outlook for occupancy, we would expect that rental rates will grow in the absence of new supply and reduction in available space. Continued growth in job

production and an improving economy should maintain consumers' confidence which will encourage continued spending. Retailer expansion and competition for the best locations will continue to have a positive effect on rental rates.

### Investment Outlook

The outlook for investment in retail remains positive across all subsectors. Improving fundamentals continue to drive investment outlook. Florida's economy and job



growth are having a positive impact on consumers which will benefit retailers. As long as Washington does nothing to negatively impact consumers, this trend will continue. Retailers are continuing to

look for ways to increase efficiency while decreasing store size. Additionally, online retailing continues to exert pressure on retailers particularly in the electronics and book sectors. Grocery anchored centers continue to be the favored investment option for investors, particularly best in class grocers in primary locations. Interest rates will also factor into the outlook as higher rates will drive higher cap rates and yields.

### Cap Rates

Cap rates continue to decline in the retail sector with rates for large centers, neighborhood centers, strip centers and free standing retail at 7.0%, 7.0%, 8.6% and 7.0% respectively. However, the rising interest rates and the expectation that they will continue to



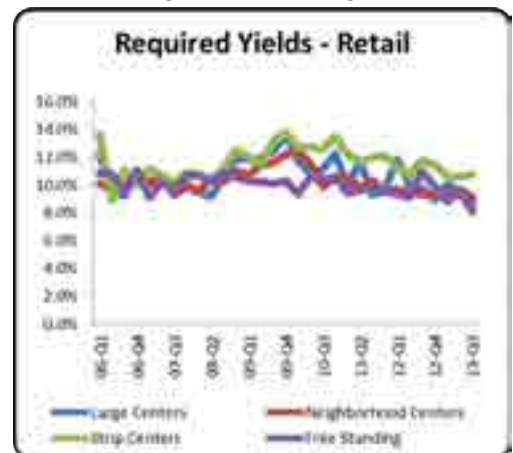
increase impacted respondents' view on the future direction of cap rates. The outlook increased in three subsectors while declining in Neighborhood Centers.



Respondents believe that rates will either remain stable or increase in coming quarters.

### Yields

Yields decreased this quarter for all subsectors except Strip Centers. Yields for Large Centers, Neighborhood Centers and Free Standing retail reached 8.6%, 9.1%, and 8.1% respectively. While Strip Center yields increased to 10.8%.



Yields reflected improved fundamentals this quarter along with increased competition for investment capital. Increasing interest

rates will impact this sector and influenced respondents' views. They believe that yields will increase in coming quarters.



fundamentals are improving to the point that new development is warranted. The retail sector is still the favored of the two sectors and new retail entitled land will be purchased for investment and development. However, with an improving office market and office job growth, investors will start buying land for future office development.

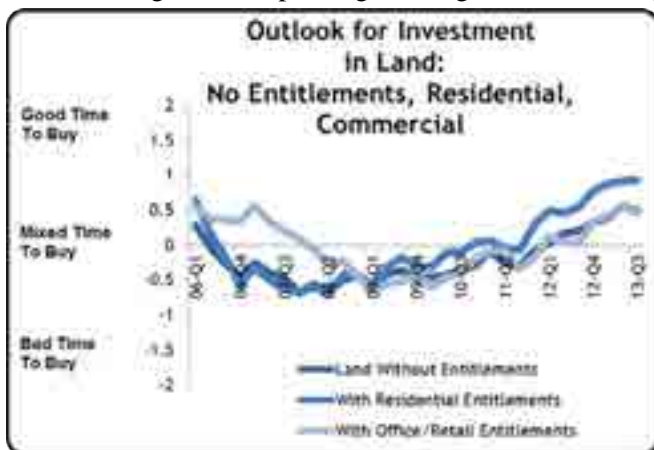
### Land with Hospitality Entitlements

The investment outlook for land with hospitality entitlements improved again this quarter closing reaching a survey high. Tourism in Florida continues to set records through the third quarter and is driving resurgence in the hotel sector. This trend is having the most impact in Orlando and Miami which will see the bulk of the new hotel development. This trend should continue with a higher percentage of visitors from foreign markets.

## Section 7: Outlook for Investment in Undeveloped Land

### Land Without Entitlements or with Residential Entitlements

The outlook for investment in land continues to be positive in both sectors. Respondents' opinion of investment in unentitled land improved to a survey high. The improving housing sector is driving land



pricing higher as they continue to buy entitled property to help maintain the current growth levels. This is

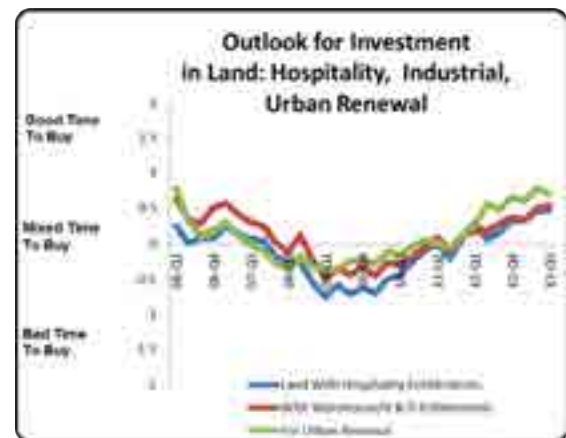
in turn driving investment in non-entitled land as investors look to entitle the land and capture the home builders' attention. Investors will continue to keep an eye on interest rates as another sudden increase will impact the housing market.

### Land with Office or Retail Entitlements

The outlook for investment in land with office or retail entitlements declined slightly this quarter but remains positive. Respondents believe that office and retail

### Land with Entitlements for Warehouse or R&D

The investment outlook for land with warehouse or R&D entitlements improved this again this quarter. Investment in warehouse projects is picking up in port areas, particularly Miami, where exports to South America are up and require additional warehouse space. Ports throughout



Florida continue to focus on expansion in preparation for the expansion of the Panama Canal. Additionally, a greater focus by the state on attracting high tech and bio-tech companies along with a renewed focus by state research universities is driving the need to R&D space. This will be a big area of growth for the state going forward.

### Land for Urban Renewal

The outlook for investment in urban renewal decreased slightly this quarter but remains positive. As more people move toward urban areas investment in land for urban renewal will increase. We are starting to see more

projects, particularly in Miami, but projects in small cities like Gainesville, with Innovation Square, are leading the state in urban renewal. This is a trend that will continue over the next several years.

## Section 8: Business and Capital Availability Outlook

### Capital Availability

The outlook for capital availability was declined this quarter for both acquisition and development capital. However, respondents continue to believe that capital



will increase. An increase in interest rates will not impact the capital flowing to real estate unless the risk adjusted returns decline in relation to other asset classes.

Additionally, in an inflationary economy, more investors will look for hard assets to invest in which will keep real estate in a favorable position.

Debt capital is continuing to increase for all asset classes as more banks get back into the lending business. Improving asset prices is improving bank balance sheets and allowing them to loan more. This should continue, albeit with higher rates as interest rates continue to rise.

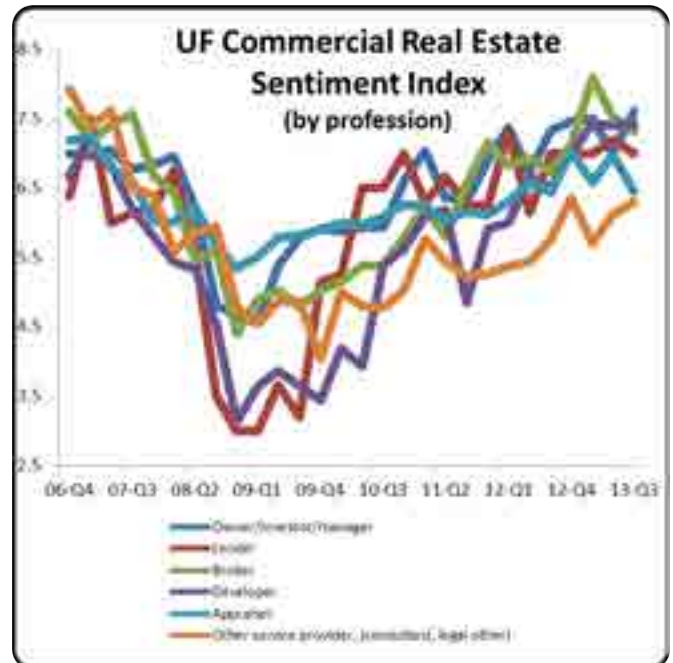
### UF Commercial Real Estate Sentiment Index

The UF Commercial Real Estate Sentiment Index declined again quarter but remains positive and at levels equal to the outlook in the first quarter of 2007. Florida's improved economy along with improved job growth and record tourism are having a positive impact on our respondents' outlook despite the issues in Washington, including the government shutdown that occurred during the fielding of the survey. Improving property fundamentals are also having a positive impact on respondents' views.

The decline in the index was driven by a decline in outlook of brokers and appraisers. They believe that there will be fewer transactions over the next year as fewer properties will be available. However, that was offset by increased optimism

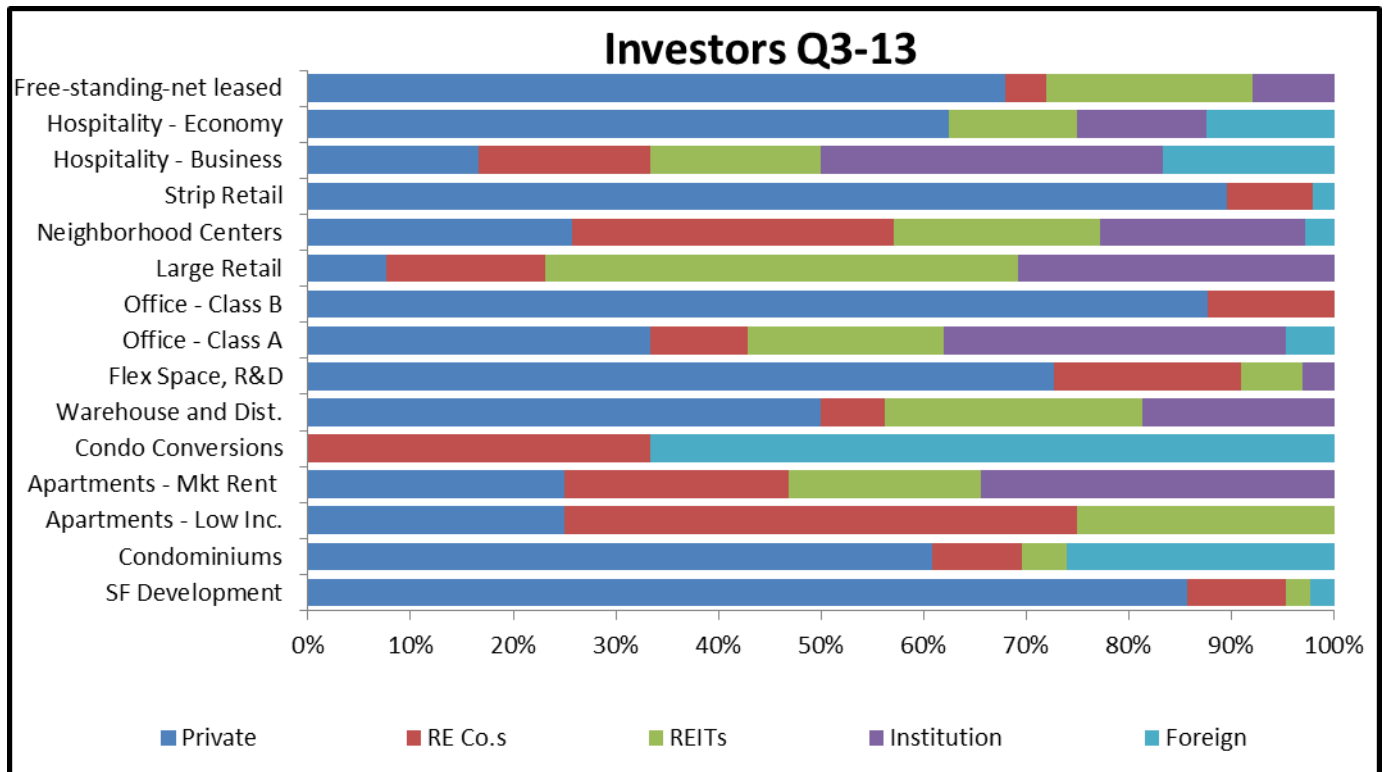


buy owner/investors and other service providers. The most significant increase was other service providers which typically indicates that development projects are making their way through the system.



## Section 9: Dominant Investors

Respondents were asked to indicate which of five investor groups they perceived to be the most active for each type of property they analyze. Not surprisingly, REITs and Institutions remain very active buyers. Private investment declined this quarter with an increase in foreign investment over past quarters.

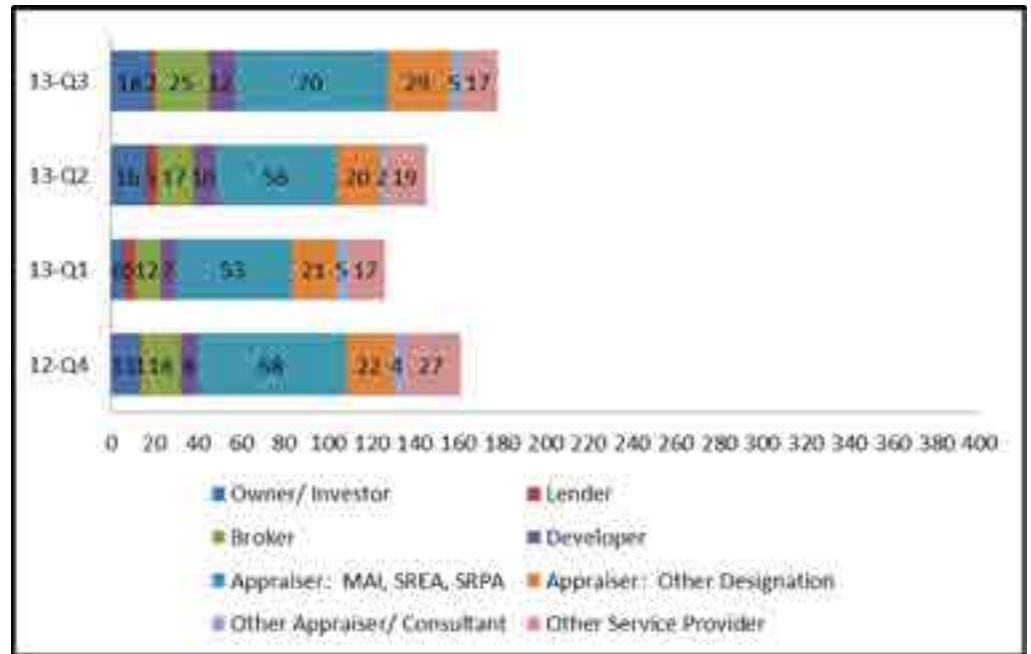


## Section 10: Characteristics of Survey Respondents

### Profession of Respondents

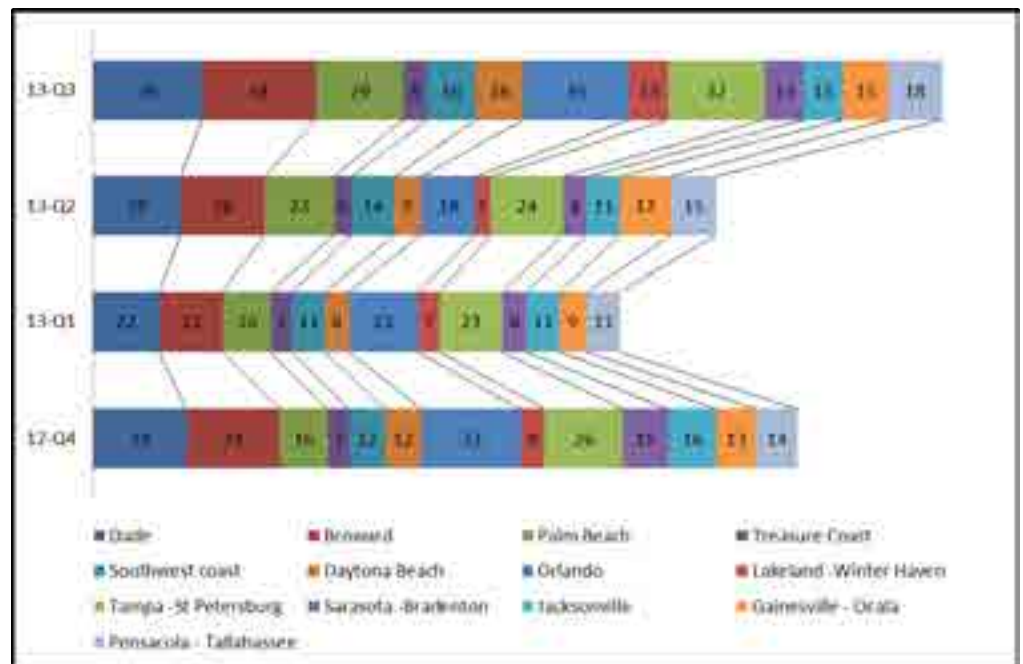
Survey responses increased this quarter to 178 respondents.

Approximately 58 percent of the respondents reported being an appraiser; over 67% with designations of MAI, SREA or SRPA. The next largest groups were owners/investors and brokers.



### Markets of Familiarity

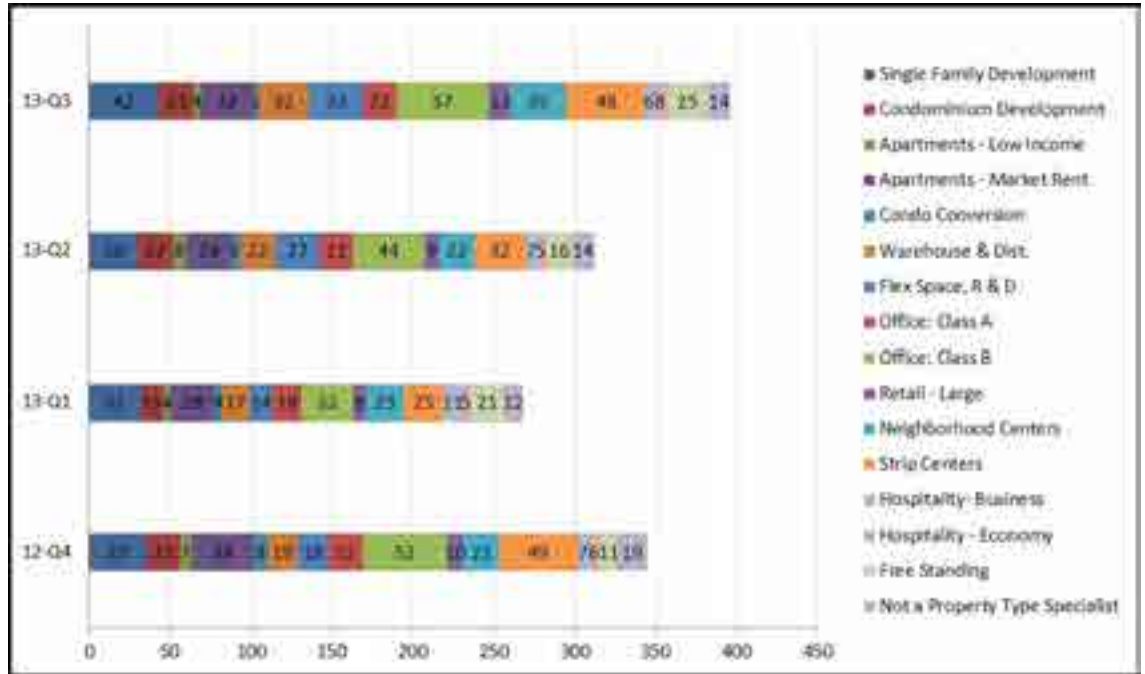
Each respondent was asked to select up to four regional markets with which they are familiar. In the latest survey, these choices accumulated to 282 observations. The highest number of responses was for the Broward market, which had 38 observations. The lowest respondent support came from the Treasure Coast with 8.



**Property types of Familiarity**

Each respondent was asked to select up to three property types with which they were familiar. Altogether, 396 selections were made in the latest survey round.

Single family development was selected by 42 respondents while condominium development was selected by 23. The largest response for commercial property was in Office: Class B with 57 responses. The lowest response was for Condo Conversion with 3. Seven property types were selected by at least 30 respondents.





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## Section 11: Details of Cap Rates, Yields and Expected Changes

Table 1 summarizes estimates of cap rates and yields for twelve property types over the last four quarters of the survey. In addition, this table shows the distribution of expectations for changes in each reported cap rate and yield. In particular, the table reports the percent of respondents expecting each cap rate and yield to either rise or fall in the future. Excluded from this table is the percentage of respondents whom are expecting no change. This third percentage can be computed as 100 less the two percentages reported. Since prior sections discuss the content of Table 1, further comment is not given here. The table is simply provided as a reference to facilitate application of the survey results.

Table 1: Detailed Cap Rates, Yields and Expectations for Change

<b>Florida</b>	Apartments - Market Rental	Condo Conversion	Warehouse and Dist.	Flex Space, R	Office: Class A	Office: Class B	Retail - Large	Neighbor- hood	Strip Centers	Free Standing
<b>Cap Rates</b>										
<b>Q3-13</b>										
Cap Rate	6.3%	10.0%	7.5%	8.5%	7.5%	8.4%	7.0%	7.0%	8.6%	7.0%
Percent Expecting Rise	38.7%	100.0%	12.0%	10.3%	17.6%	7.8%	36.4%	20.0%	14.3%	32.0%
Percent Expecting Fall	3.2%	0.0%	8.0%	6.9%	11.8%	17.6%	18.2%	16.7%	19.0%	12.0%
<b>Q2-13</b>										
Cap Rate	5.9%	7.9%	7.5%	8.7%	7.5%	8.6%	7.0%	7.4%	8.6%	7.5%
Percent Expecting Rise	29.2%	0.0%	31.6%	13.6%	20.0%	16.2%	37.5%	50.0%	12.0%	25.0%
Percent Expecting Fall	8.3%	75.0%	15.8%	9.1%	26.7%	13.5%	12.5%	5.6%	24.0%	16.7%
<b>Q1-13</b>										
Cap Rate	6.1%	5.0%	7.9%	8.7%	7.8%	8.7%	7.4%	7.4%	8.8%	7.7%
Percent Expecting Rise	16.0%	0.0%	0.0%	7.1%	11.8%	2.9%	16.7%	0.0%	0.0%	0.0%
Percent Expecting Fall	8.0%	0.0%	46.7%	28.6%	29.4%	17.6%	33.3%	33.3%	24.0%	23.5%
<b>Q4-12</b>										
Cap Rate	6.4%	6.3%	8.0%	8.8%	7.8%	8.7%	7.2%	7.4%	8.8%	7.6%
Percent Expecting Rise	17.2%	28.6%	6.3%	0.0%	11.8%	4.0%	0.0%	5.0%	8.9%	0.0%
Percent Expecting Fall	17.2%	28.6%	25.0%	0.0%	23.5%	20.0%	42.9%	25.0%	22.2%	27.3%
<b>Yields</b>										
<b>Q3-13</b>										
Yield	9.0%	10.0%	10.3%	10.7%	9.0%	11.0%	8.6%	9.1%	10.8%	8.1%
Percent Expecting Rise	17.9%	50.0%	18.2%	14.3%	31.3%	11.6%	40.0%	28.6%	28.6%	34.8%
Percent Expecting Fall	14.3%	50.0%	4.5%	0.0%	0.0%	7.0%	10.0%	10.7%	8.6%	4.3%
<b>Q2-13</b>										
Yield	9.5%	12.4%	9.4%	10.6%	9.2%	10.5%	9.5%	9.7%	10.6%	9.5%
Percent Expecting Rise	15.0%	20.0%	18.8%	14.3%	21.4%	13.8%	28.6%	33.3%	0.0%	0.0%
Percent Expecting Fall	15.0%	20.0%	12.5%	9.5%	14.3%	10.3%	14.3%	13.3%	13.6%	16.7%
<b>Q1-13</b>										
Yield	9.1%	14.6%	9.0%	10.7%	10.1%	10.9%	10.1%	9.4%	10.6%	8.9%
Percent Expecting Rise	13.6%	25.0%	20.0%	8.3%	7.1%	12.5%	0.0%	11.1%	10.5%	7.1%
Percent Expecting Fall	18.2%	50.0%	30.0%	25.0%	21.4%	4.2%	16.7%	5.6%	10.5%	0.0%
<b>Q4-12</b>										
Yield	8.2%	9.2%	11.0%	11.4%	9.4%	10.1%	8.9%	9.3%	11.4%	9.8%
Percent Expecting Rise	18.5%	14.3%	0.0%	21.4%	5.9%	14.0%	0.0%	11.1%	12.2%	0.0%
Percent Expecting Fall	14.8%	0.0%	25.0%	0.0%	23.5%	20.9%	42.9%	16.7%	17.1%	12.5%

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## Section 12: Local Markets

Starting with the 3<sup>rd</sup> quarter of 2011, we have changed the presentation of the local market data to a more graphical format. This makes it easier, at a glance, to get a sense of what is happening in each market. As part of the transition you will notice that each report is broken up into property types. Additionally, you will see a table with indicating the direction of our respondents' expectations for the various indicators. Please use the following legend to interpret the results.

For future expectations you will see the following symbols. Please refer to their definition for interpretation:



An upward pointing arrow indicates an increasing trend.



An upward but diagonal pointing arrow indicates a slightly positive or increasing trend.



A side pointing arrow indicates a neutral trend.



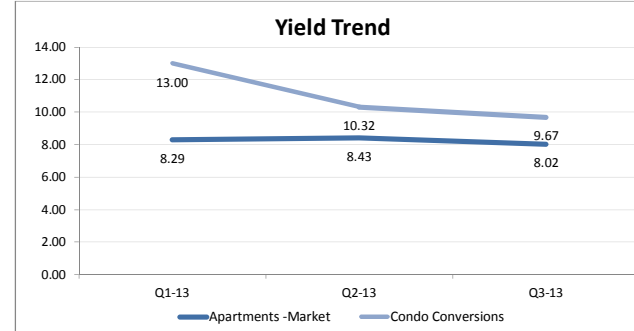
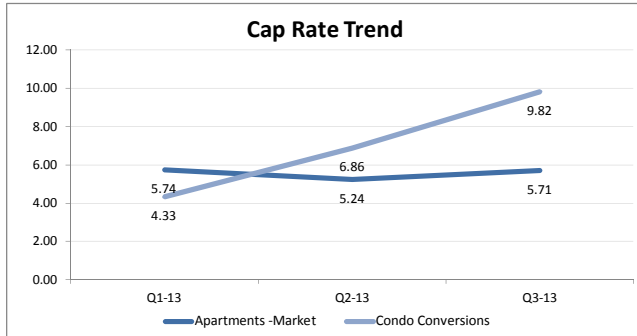
A downward but diagonal pointing arrow indicates a slightly negative or slightly declining trend.



A downward pointing arrow indicates a decreasing or negative trend.

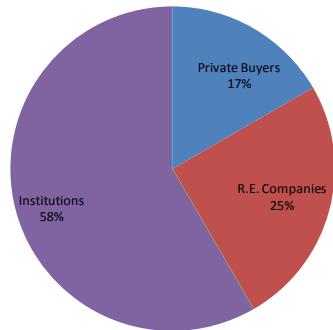
# Regional Market Report for Dade

Multi-Family Properties

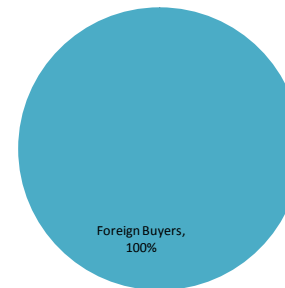


Future Expectations		
	<i>Apartments</i>	<i>Condo Conversion</i>
Cap Rates	↑	↑
Yields	→	↑
Investment Outlook	↑	
Occupancy	→	↑
Rents	↑	↓

Investor Profile - Apartments

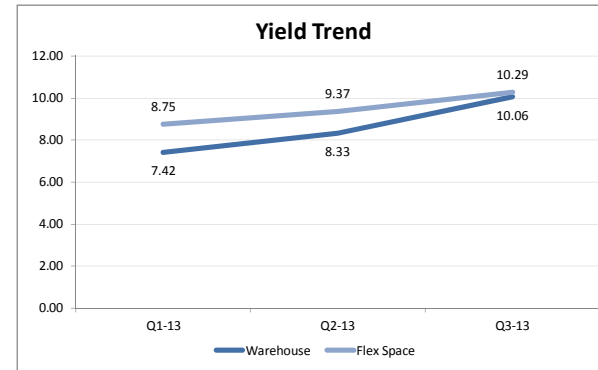
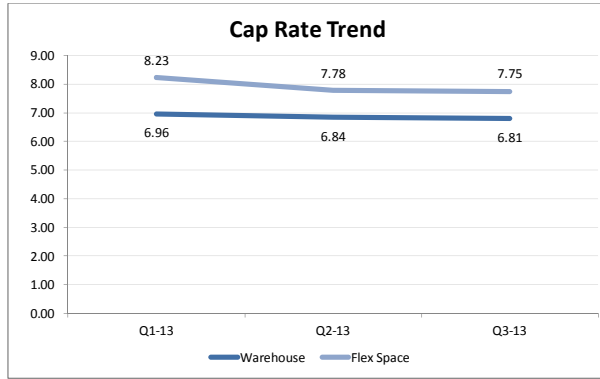


Investor Profile - Condo Conversion



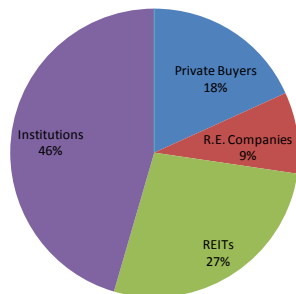
# Regional Market Report for Dade

Industrial Properties

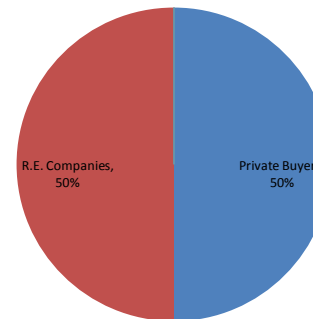


Future Expectations		
	Warehouse	Flex Space
Cap Rates	↔	↔
Yields	↔	↔
Investment Outlook	↑	↑
Occupancy	↔	↑
Rents	↔	↔

Investor Profile - Warehouse

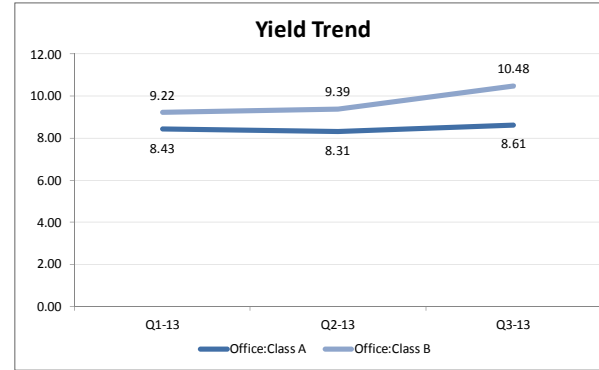
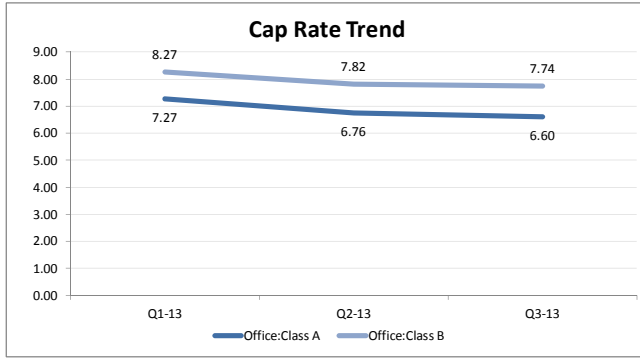


Investor Profile - Flex Space



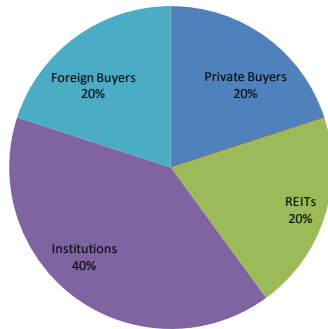
# Regional Market Report for Dade

Office Properties

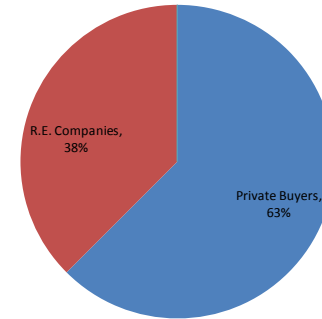


Future Expectations		
	Office: Class A	Office: Class B
Cap Rates	↗	→
Yields	→	→
Investment Outlook	↑	↑
Occupancy	↑	↑
Rents	→	→

Investor Profile - Office: Class A



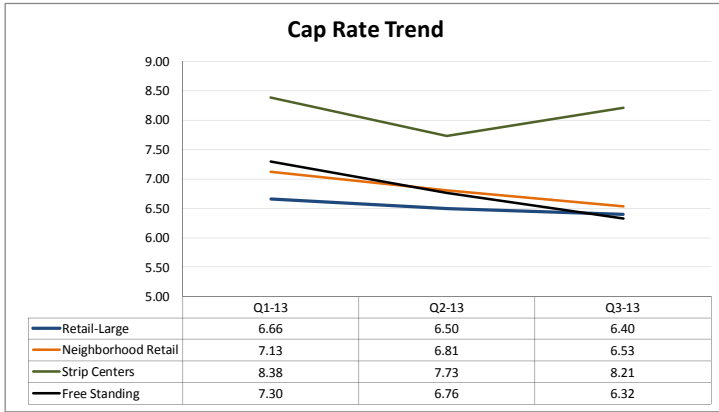
Investor Profile - Office: Class B



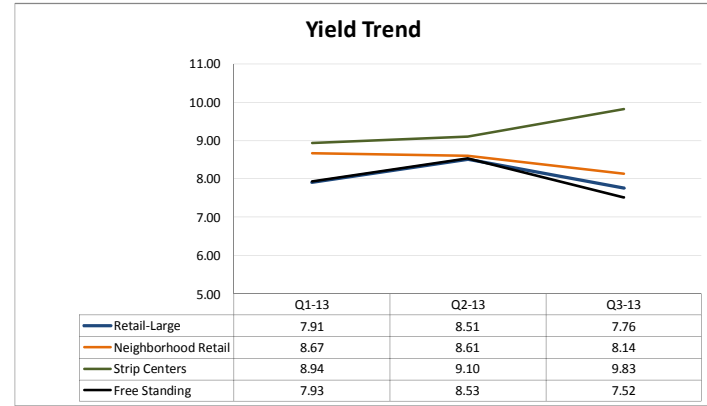
# Regional Market Report for Dade

Retail Properties

**Cap Rate Trend**

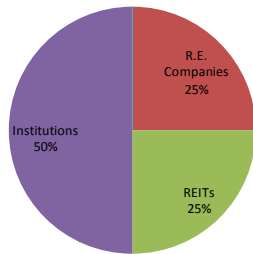


**Yield Trend**

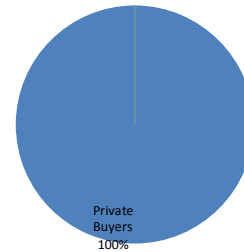


Future Expectations				
	<i>Retail-Large</i>	<i>Neighborhood Centers</i>	<i>Strip Centers</i>	<i>Free Standing</i>
<b>Cap Rates</b>	↑	→	→	↗
<b>Yields</b>	↑	→	→	↗
<b>Investment Outlook</b>	↑	↑	↑	↑
<b>Occupancy</b>	↑	↗	↗	
<b>Rents</b>	↑	↑	→	

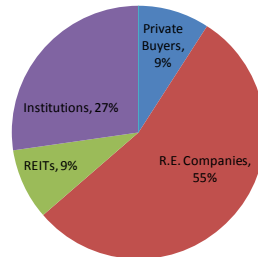
**Investor Profile - Retail-Large**



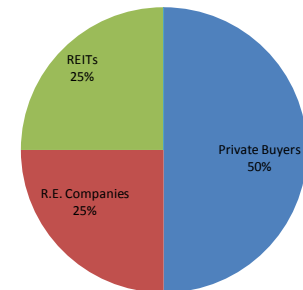
**Investor Profile - Strip Centers**



**Investor Profile - Neighborhood Center**

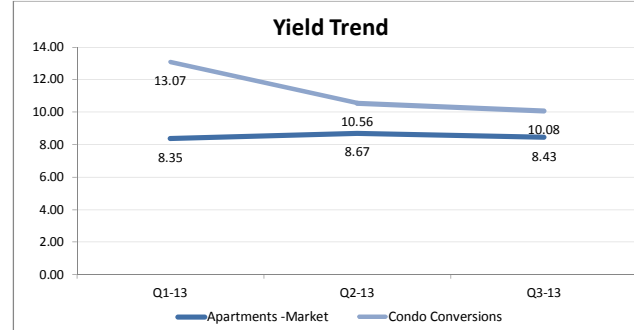
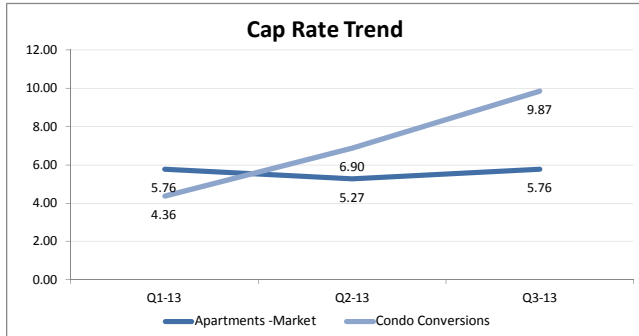


**Investor Profile - Free Standing**



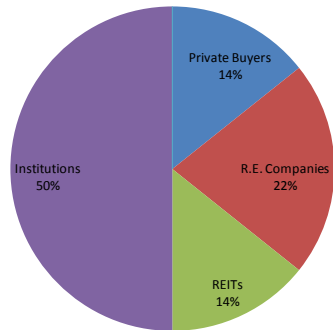
# Regional Market Report for Broward

Multi-Family Properties

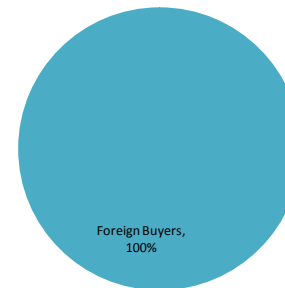


Future Expectations		
	Apartments	Condo Conversion
Cap Rates	↗	↕
Yields	→	↕
Investment Outlook	↕	
Occupancy	→	↘
Rents	↗	↘

Investor Profile - Apartments



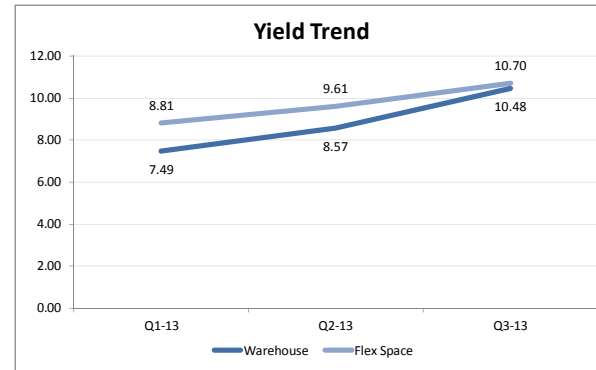
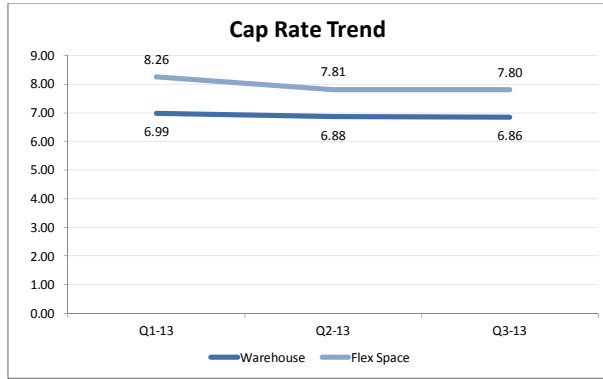
Investor Profile - Condo Conversion





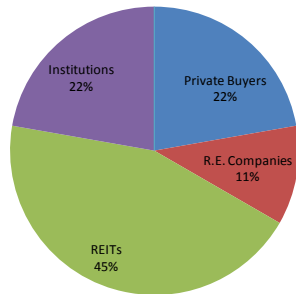
# Regional Market Report for Broward

Industrial Properties

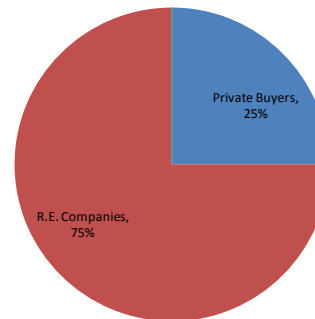


Future Expectations		
	Warehouse	Flex Space
Cap Rates	↔	↔
Yields	↔	↔
Investment Outlook	↑	↑
Occupancy	↑	↑
Rents	↑	↑

Investor Profile - Warehouse

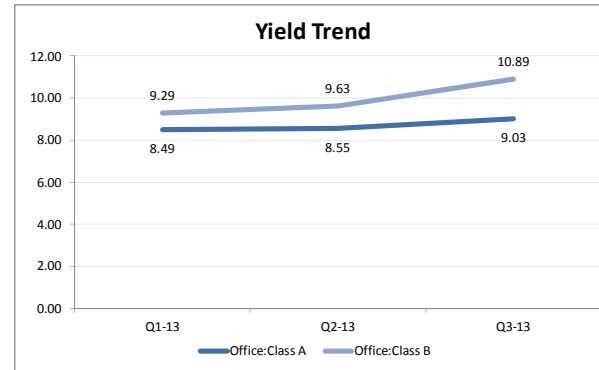
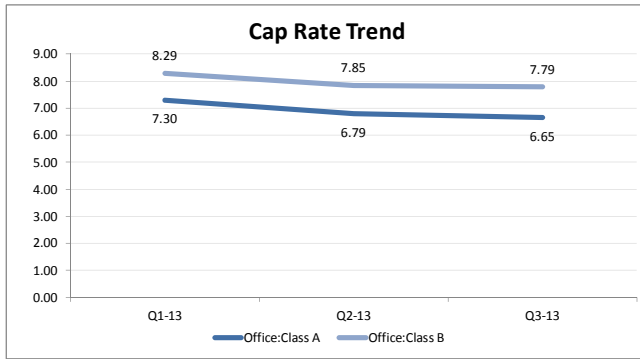


Investor Profile - Flex Space



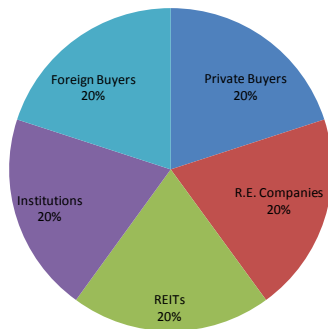
# Regional Market Report for Broward

Office Properties

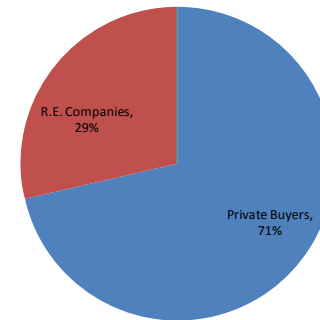


Future Expectations		
	Office: Class A	Office: Class B
Cap Rates	→	→
Yields	→	→
Investment Outlook	↑	↑
Occupancy	↗	↑
Rents	→	↘

Investor Profile - Office: Class A



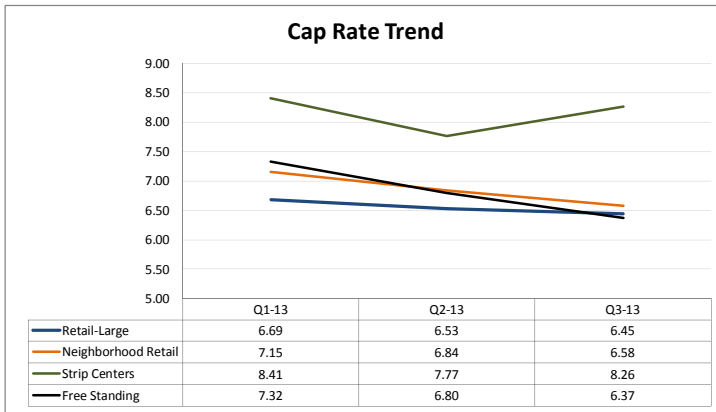
Investor Profile - Office: Class B



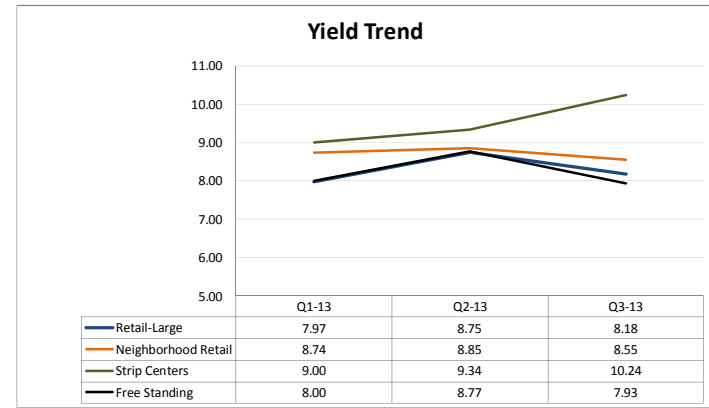
# Regional Market Report for Broward

Retail Properties

**Cap Rate Trend**

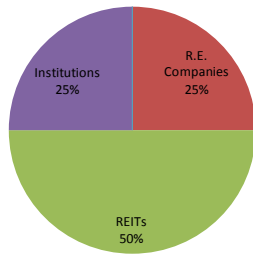


**Yield Trend**

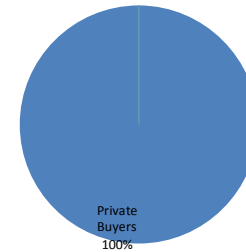


Future Expectations				
	<i>Retail-Large</i>	<i>Neighborhood Centers</i>	<i>Strip Centers</i>	<i>Free Standing</i>
<b>Cap Rates</b>	↑	→	→	→
<b>Yields</b>	↑	→	→	↗
<b>Investment Outlook</b>	↗	↑	↗	↑
<b>Occupancy</b>	↑	↑	→	
<b>Rents</b>	↗	→	→	

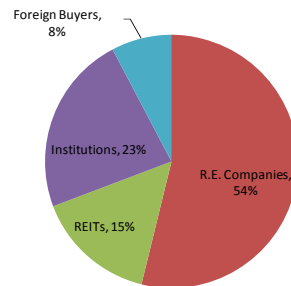
**Investor Profile - Retail-Large**



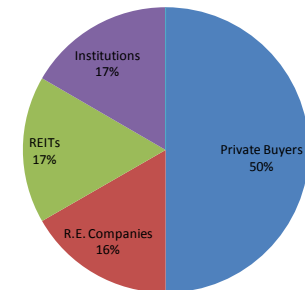
**Investor Profile - Strip Centers**



**Investor Profile - Neighborhood Center**

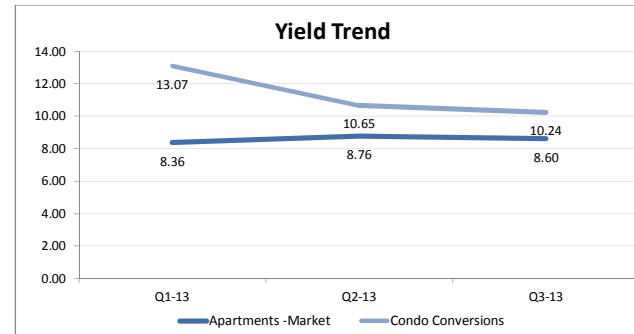
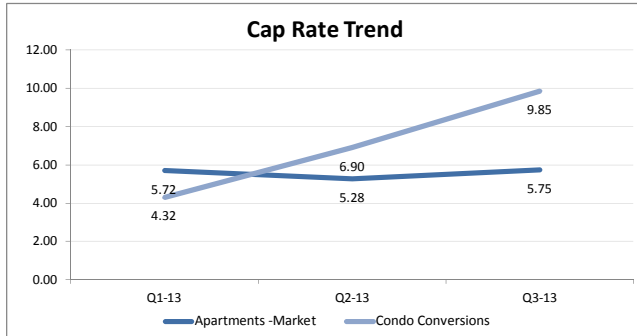


**Investor Profile - Free Standing**



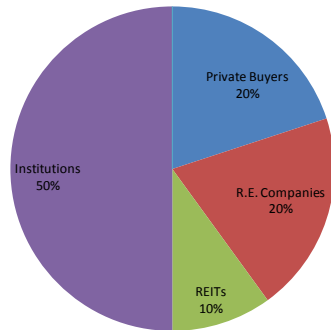
# Regional Market Report for Palm Beach

Multi-Family Properties

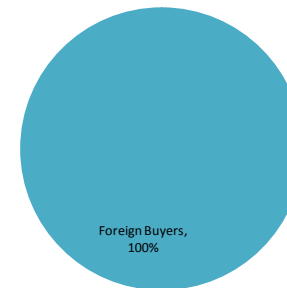


Future Expectations		
	<i>Apartments</i>	<i>Condo Conversion</i>
Cap Rates	↗	↕
Yields	→	↕
Investment Outlook	↕	
Occupancy	→	↘
Rents	↗	↘

Investor Profile - Apartments

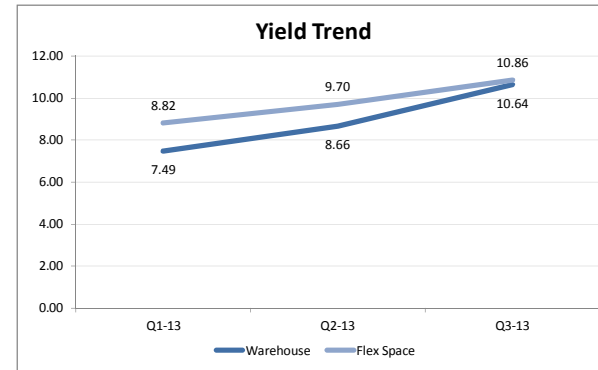
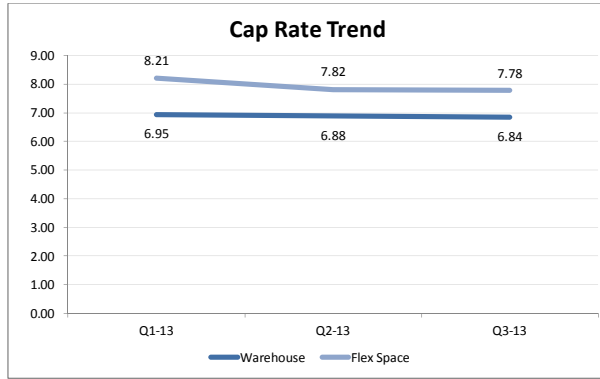


Investor Profile - Condo Conversion



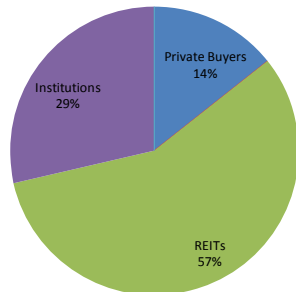
# Regional Market Report for Palm Beach

Industrial Properties

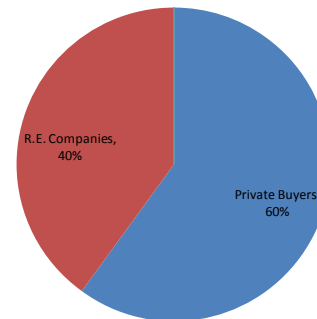


Future Expectations		
	Warehouse	Flex Space
Cap Rates	↔	↔
Yields	↔	↔
Investment Outlook	↑	↑
Occupancy	↑	↑
Rents	↔	↔

Investor Profile - Warehouse

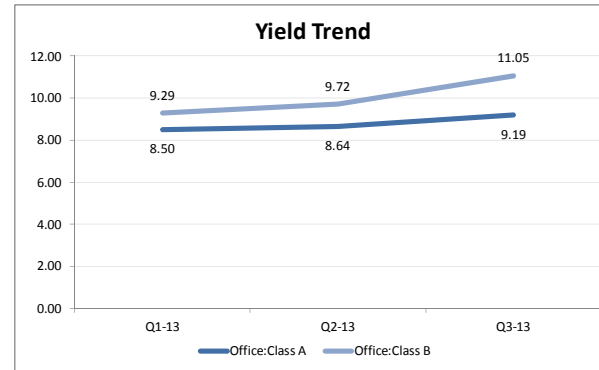
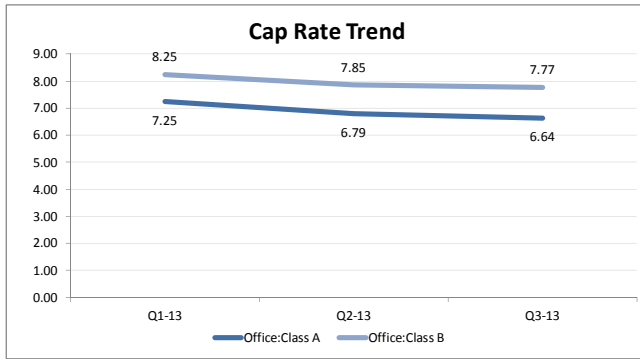


Investor Profile - Flex Space



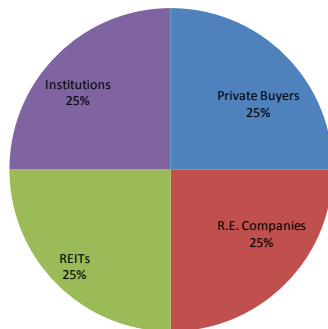
# Regional Market Report for Palm Beach

Office Properties

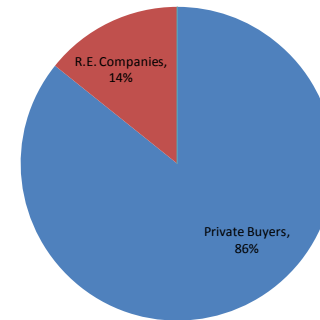


Future Expectations		
	Office: Class A	Office: Class B
Cap Rates	↗	→
Yields	→	→
Investment Outlook	↑	↑
Occupancy	↗	↑
Rents	↓	→

Investor Profile - Office: Class A



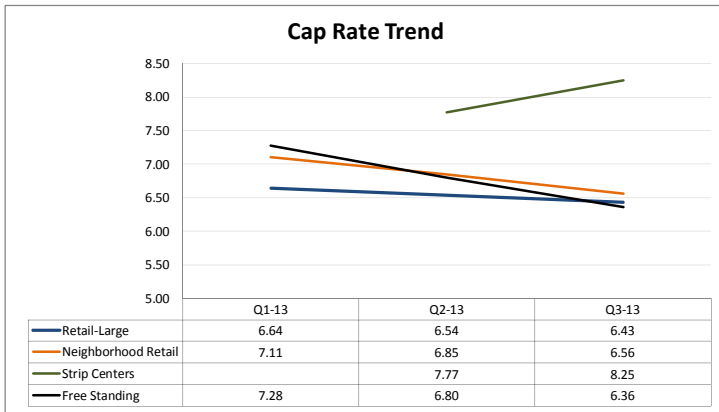
Investor Profile - Office: Class B



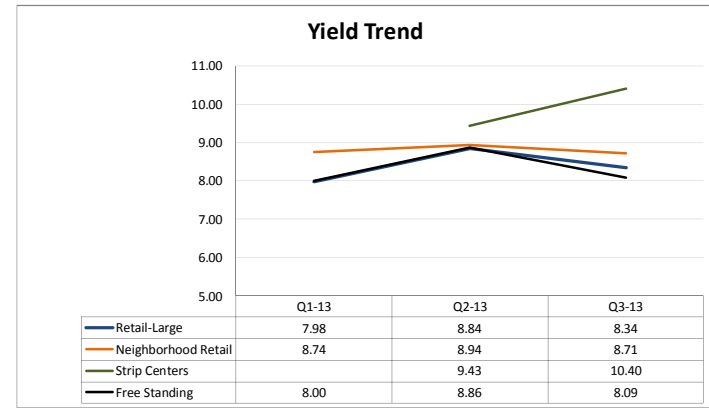
# Regional Market Report for Palm Beach

Retail Properties

**Cap Rate Trend**

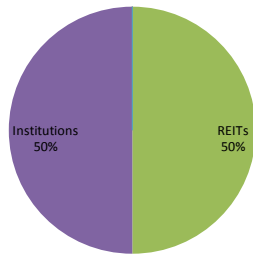


**Yield Trend**

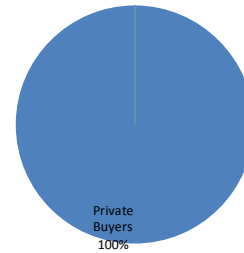


Future Expectations				
	<i>Retail-Large</i>	<i>Neighborhood Centers</i>	<i>Strip Centers</i>	<i>Free Standing</i>
<b>Cap Rates</b>	↑	↔	↓	↑
<b>Yields</b>	↑	↔	↓	↔
<b>Investment Outlook</b>		↑	↑	
<b>Occupancy</b>	↑	↑	↔	
<b>Rents</b>	↑	↔	↔	

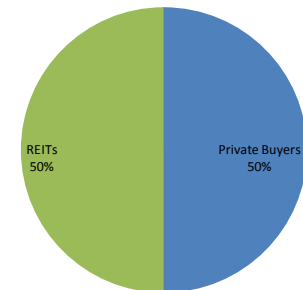
**Investor Profile - Retail-Large**



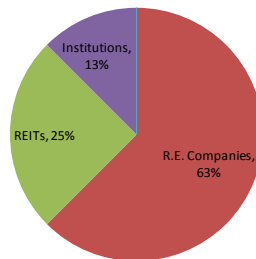
**Investor Profile - Strip Centers**



**Investor Profile - Free Standing**

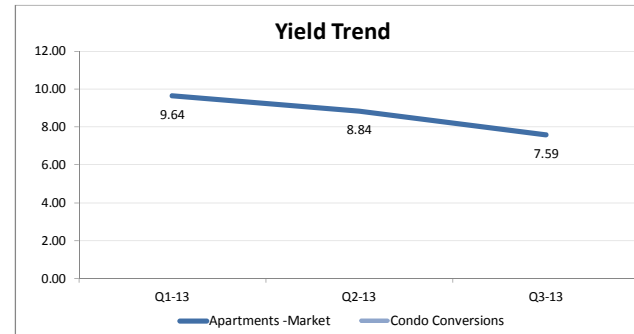
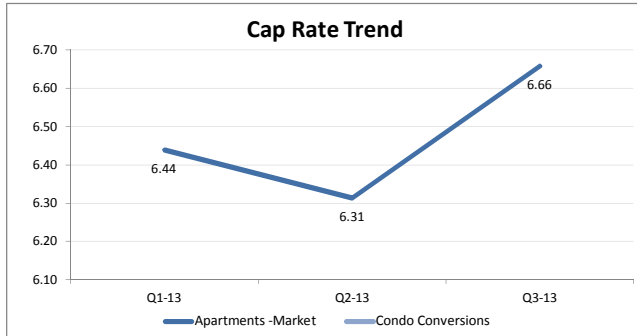


**Investor Profile - Neighborhood Center**



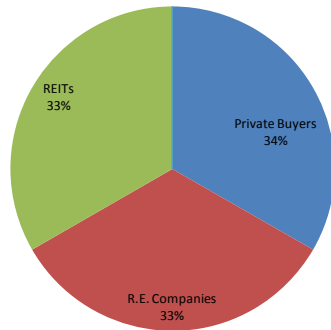
# Regional Market Report for Treasure Coast

Multi-Family Properties



Future Expectations		
	<i>Apartments</i>	<i>Condo Conversion</i>
Cap Rates	➔	➔
Yields	➔	➔
Investment Outlook		
Occupancy	⬆	
Rents	⬆	

Investor Profile - Apartments



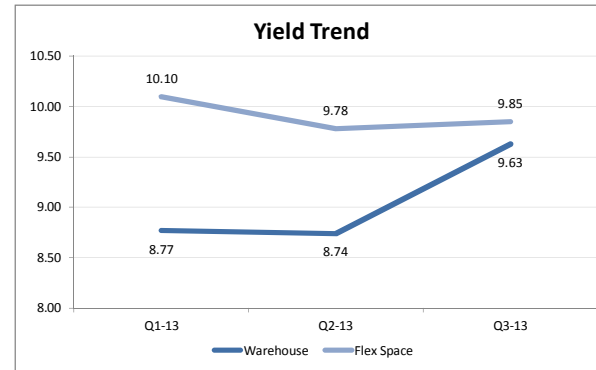
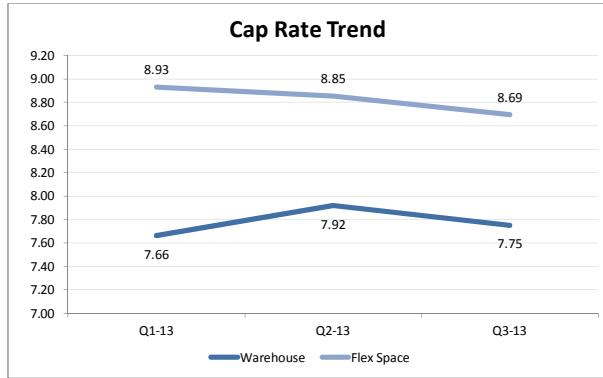
Investor Profile - Condo Conversion





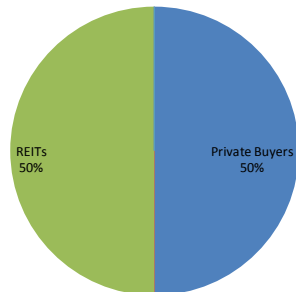
# Regional Market Report for Treasure Coast

Industrial Properties

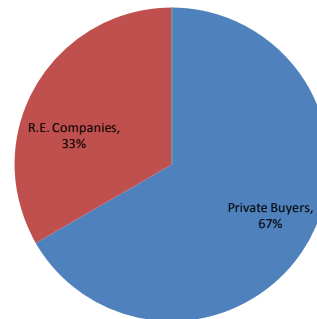


Future Expectations		
	Warehouse	Flex Space
Cap Rates	↑	→
Yields	↑	→
Investment Outlook		
Occupancy	→	↑
Rents	↓	→

Investor Profile - Warehouse

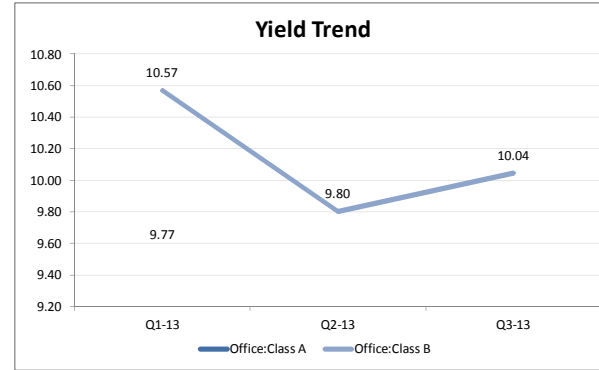
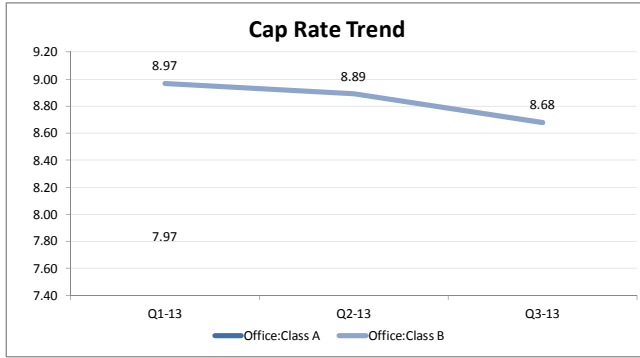


Investor Profile - Flex Space



# Regional Market Report for Treasure Coast

Office Properties

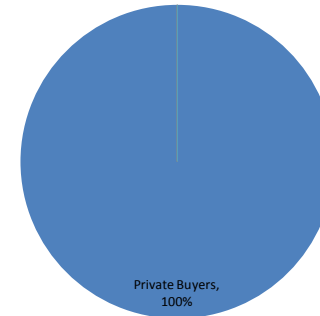


Future Expectations		
	Office: Class A	Office: Class B
Cap Rates	↔	↔
Yields	↔	↔
Investment Outlook		
Occupancy		↑
Rents		↔

Investor Profile - Office: Class A



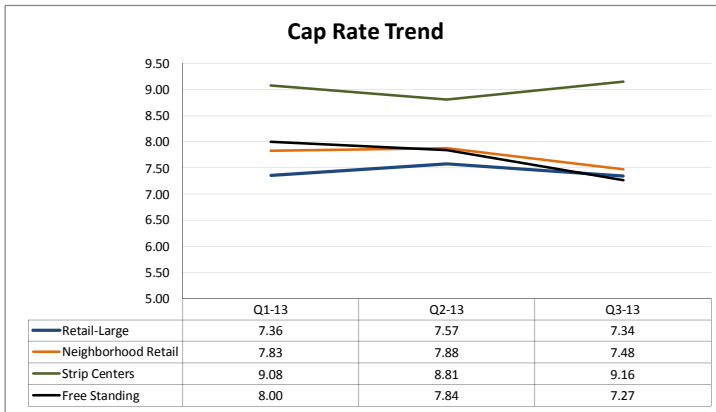
Investor Profile - Office: Class B



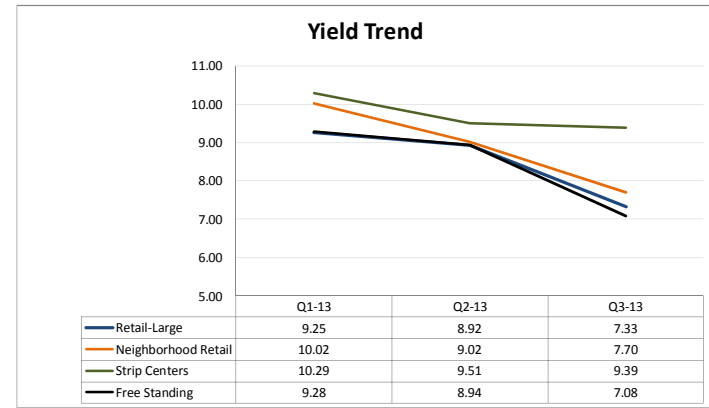
# Regional Market Report for Treasure Coast

Retail Properties

**Cap Rate Trend**

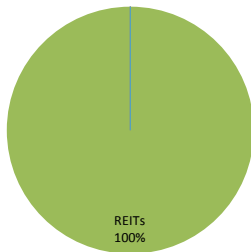


**Yield Trend**

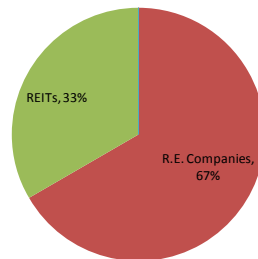


Future Expectations				
	<i>Retail-Large</i>	<i>Neighborhood Centers</i>	<i>Strip Centers</i>	<i>Free Standing</i>
Cap Rates	↑	↗	→	→
Yields	↑	↗	→	→
Investment Outlook				↑
Occupancy	↑	↑	→	
Rents	→	↘	↓	

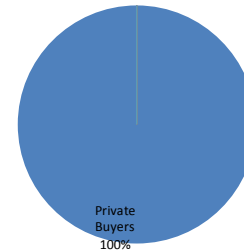
**Investor Profile - Retail-Large**



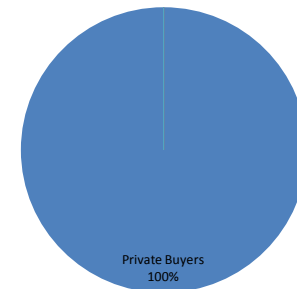
**Investor Profile - Neighborhood Center**



**Investor Profile - Strip Centers**

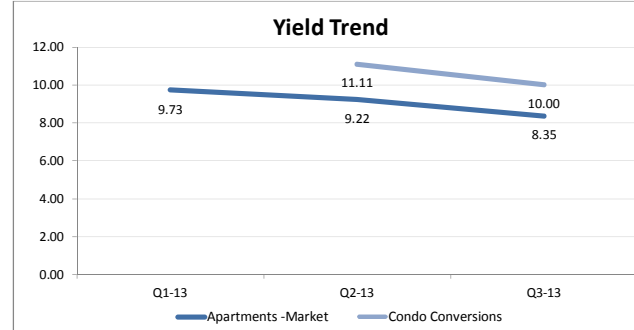
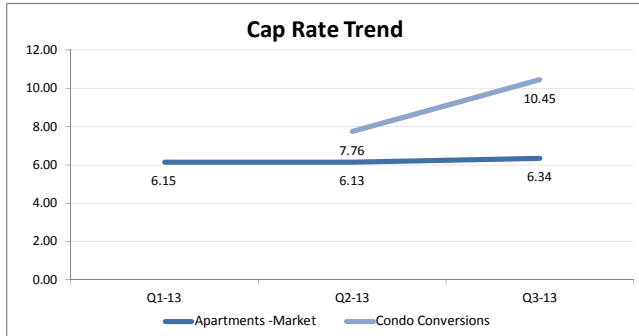


**Investor Profile - Free Standing**



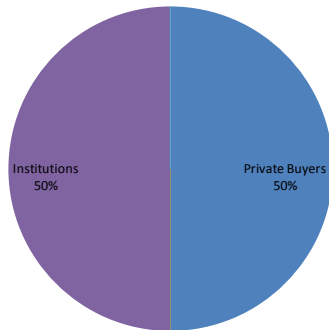
# Regional Market Report for Southwest Coast

Multi-Family Properties

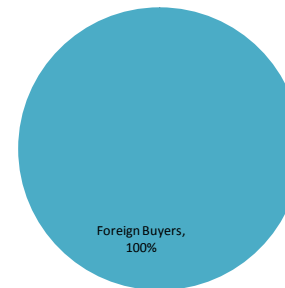


Future Expectations		
	<i>Apartments</i>	<i>Condo Conversion</i>
Cap Rates	↑	↑
Yields	↑	↑
Investment Outlook		
Occupancy	↑	↑
Rents	→	→

Investor Profile - Apartments

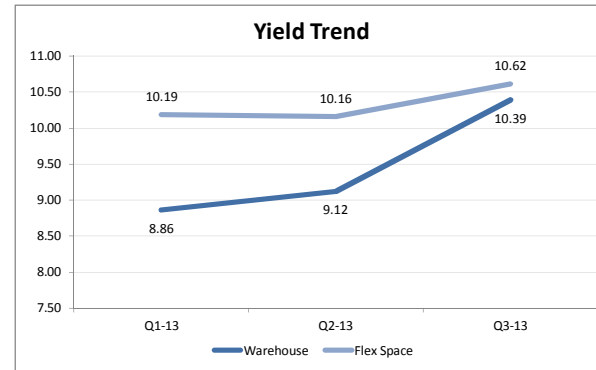
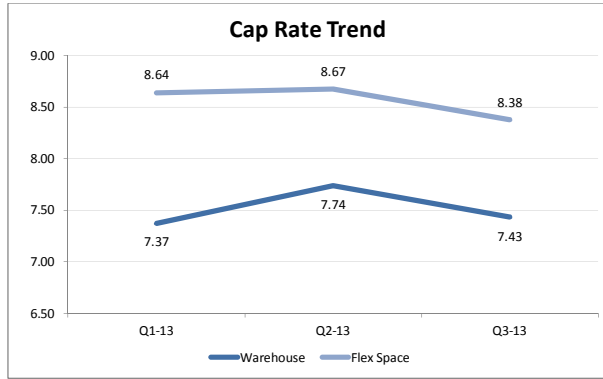


Investor Profile - Condo Conversion



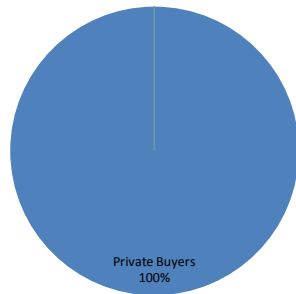
# Regional Market Report for Southwest Coast

Industrial Properties

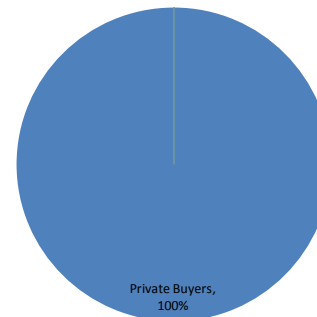


Future Expectations		
	Warehouse	Flex Space
Cap Rates	➔	➔
Yields	➔	➔
Investment Outlook	⬆	⬆
Occupancy	➔	⬆
Rents	➔	➔

Investor Profile - Warehouse

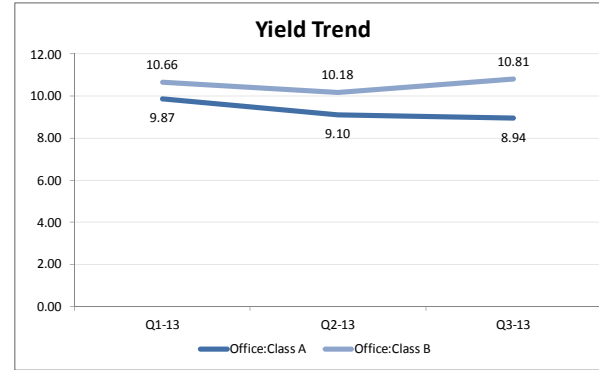
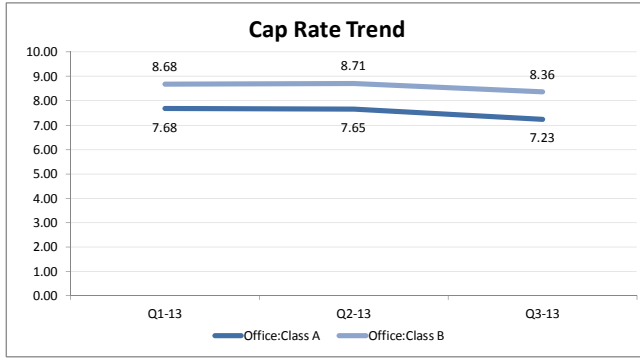


Investor Profile - Flex Space



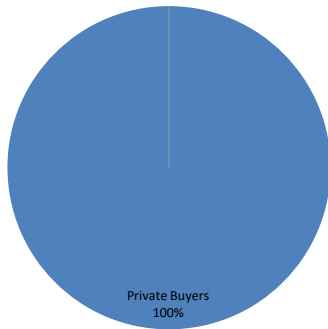
# Regional Market Report for Southwest Coast

Office Properties

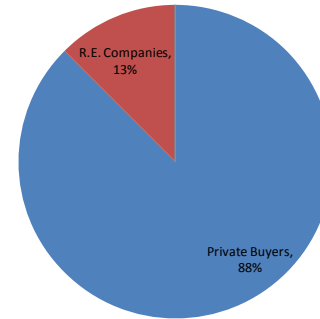


Future Expectations		
	Office: Class A	Office: Class B
Cap Rates	↔	↘
Yields	↔	↔
Investment Outlook		↕
Occupancy	↔	↕
Rents	↘	↘

Investor Profile - Office: Class A



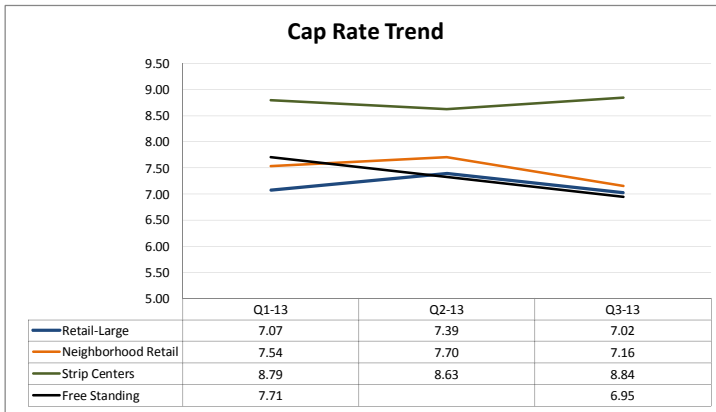
Investor Profile - Office: Class B



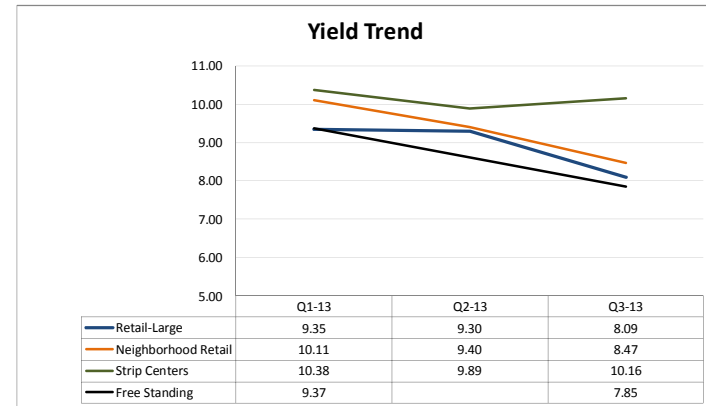
# Regional Market Report for Southwest Coast

Retail Properties

Cap Rate Trend

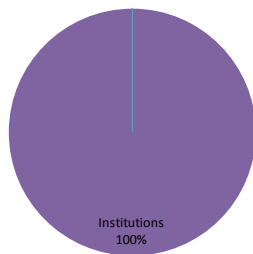


Yield Trend

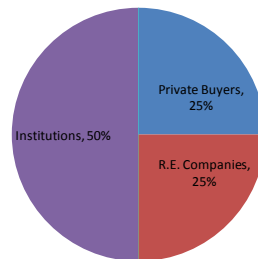


Future Expectations				
	Retail-Large	Neighborhood Centers	Strip Centers	Free Standing
Cap Rates	↔	↔	↔	↔
Yields	↔	↔	↔	↔
Investment Outlook		↑	↑	
Occupancy	↑	↑	↑	
Rents	↑	↔	↔	

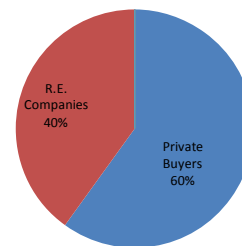
Investor Profile - Retail-Large



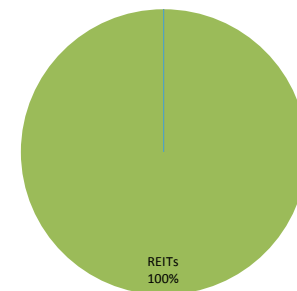
Investor Profile - Neighborhood Center



Investor Profile - Strip Centers

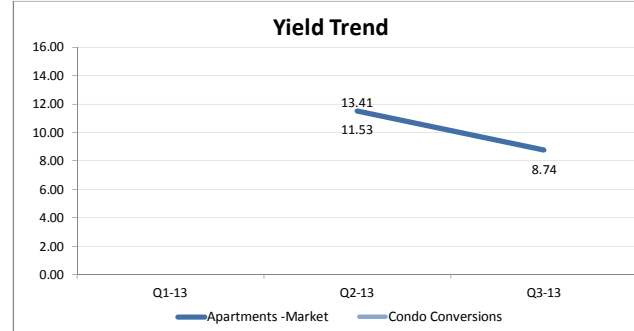
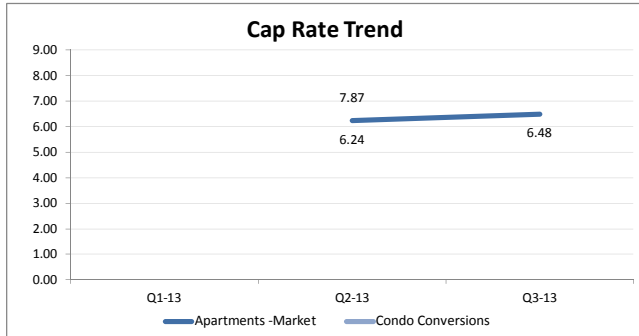


Investor Profile - Free Standing



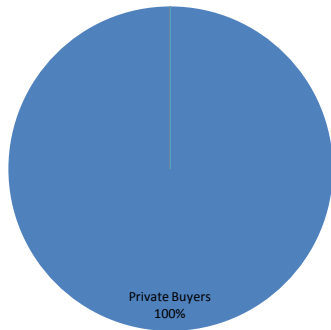
# Regional Market Report for Daytona Beach

Multi-Family Properties



Future Expectations		
	<i>Apartments</i>	<i>Condo Conversion</i>
Cap Rates	↔	↔
Yields	↔	↔
Investment Outlook		
Occupancy	↔	
Rents	↓	

Investor Profile - Apartments



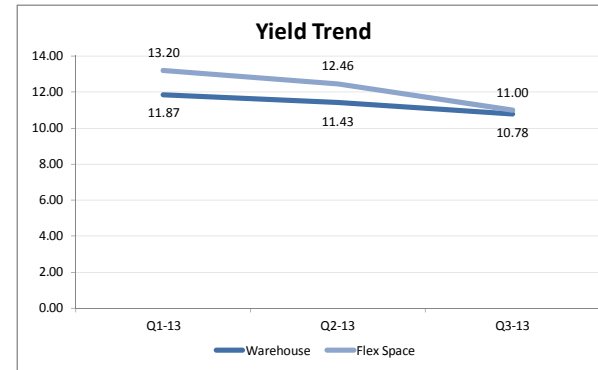
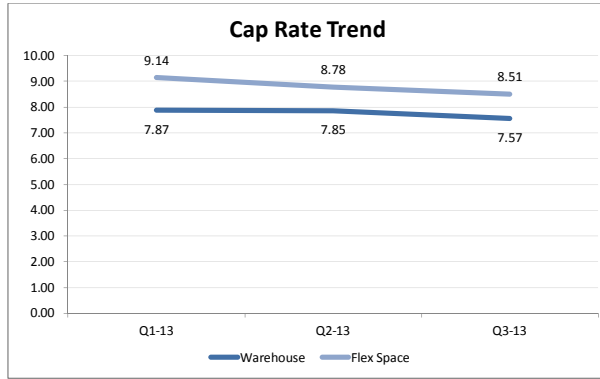
Investor Profile - Condo Conversion





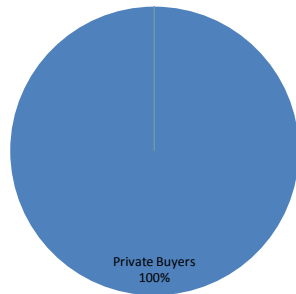
# Regional Market Report for Daytona Beach

Industrial Properties

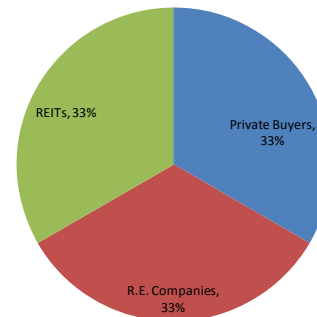


Future Expectations		
	Warehouse	Flex Space
Cap Rates	↔	↔
Yields	↑	↔
Investment Outlook		
Occupancy	↑	↑
Rents	↔	↓

Investor Profile - Warehouse

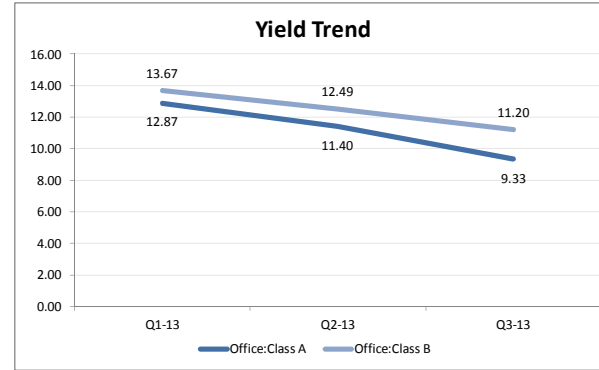
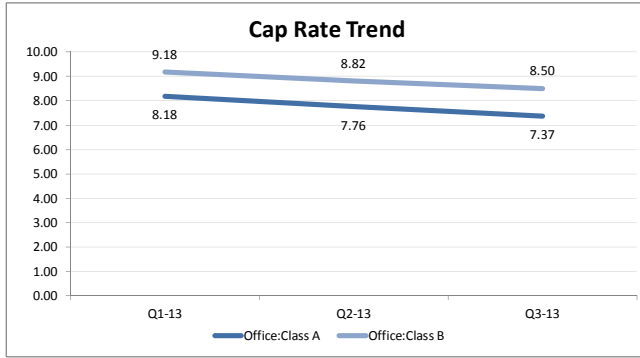


Investor Profile - Flex Space



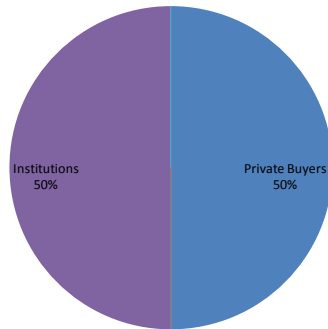
# Regional Market Report for Daytona Beach

Office Properties

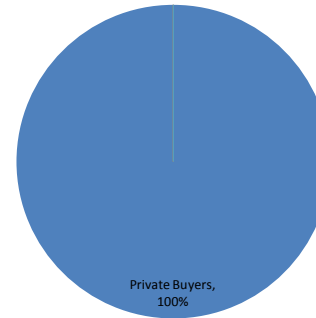


Future Expectations		
	Office: Class A	Office: Class B
Cap Rates	↑	↓
Yields	↑	→
Investment Outlook		↑
Occupancy	↑	↑
Rents	↓	↓

Investor Profile - Office: Class A



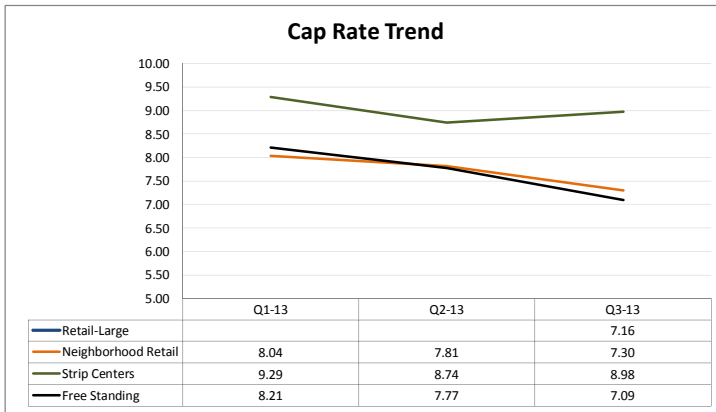
Investor Profile - Office: Class B



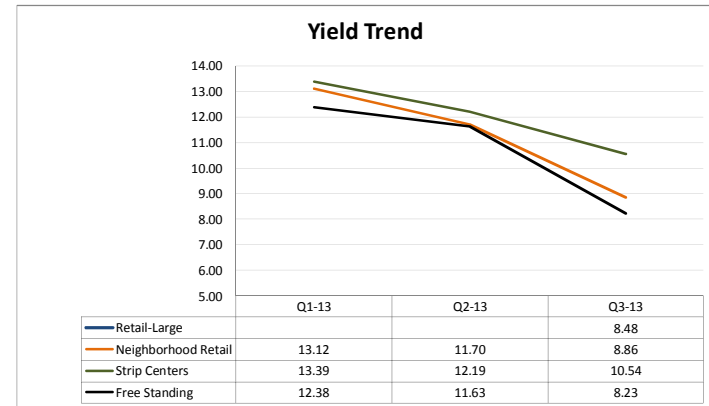
# Regional Market Report for Daytona Beach

Retail Properties

**Cap Rate Trend**

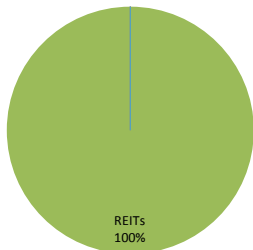


**Yield Trend**

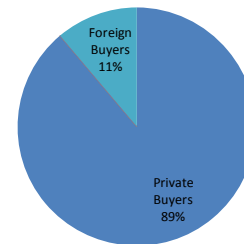


Future Expectations				
	<i>Retail-Large</i>	<i>Neighborhood Centers</i>	<i>Strip Centers</i>	<i>Free Standing</i>
Cap Rates	↕	↘	↕	↗
Yields	↕	↕	↕	↗
Investment Outlook			↗	↕
Occupancy	↕	↕	↕	
Rents	↘	↗	↘	

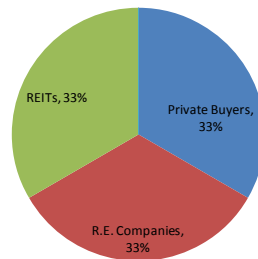
**Investor Profile - Retail-Large**



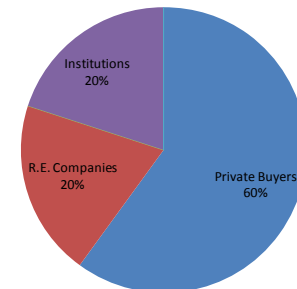
**Investor Profile - Strip Centers**



**Investor Profile - Neighborhood Center**

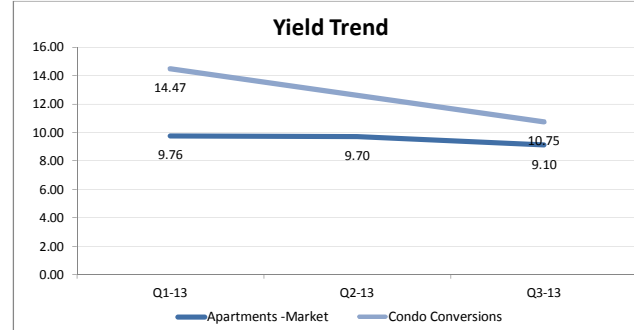
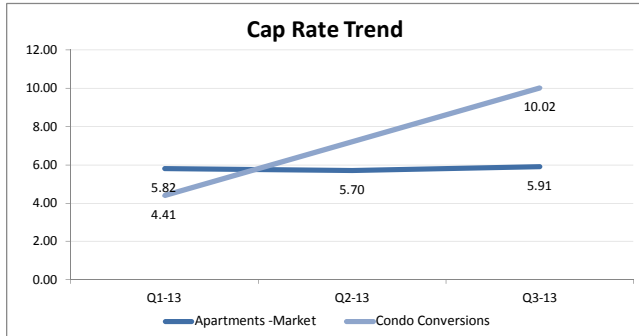


**Investor Profile - Free Standing**



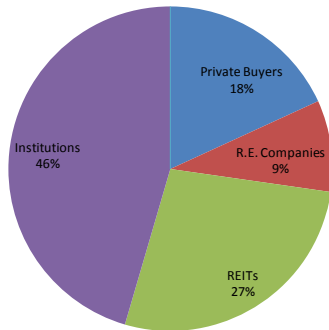
# Regional Market Report for Orlando

Multi-Family Properties

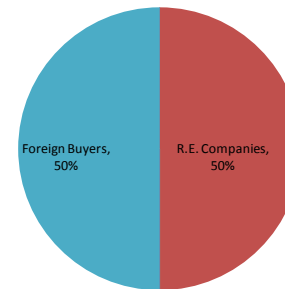


Future Expectations		
	<i>Apartments</i>	<i>Condo Conversion</i>
Cap Rates	↑	↑
Yields	→	↓
Investment Outlook	↗	
Occupancy	→	↑
Rents	↗	→

Investor Profile - Apartments

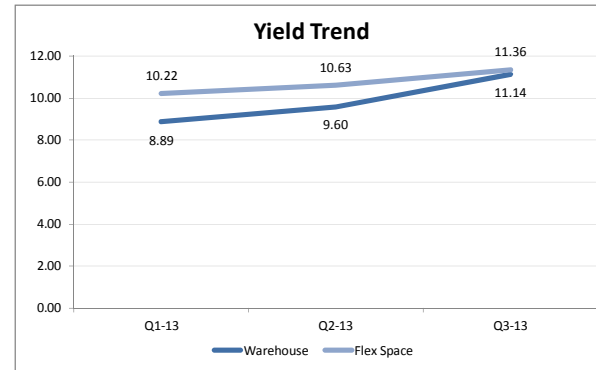
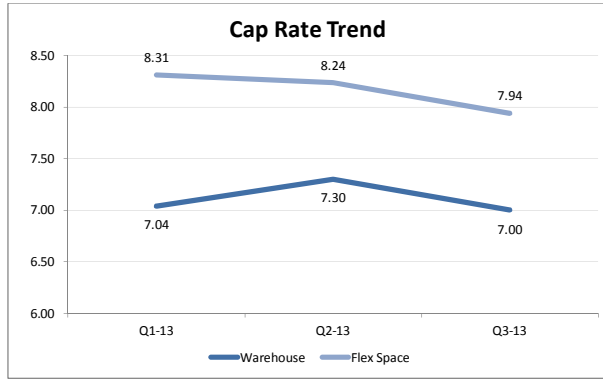


Investor Profile - Condo Conversion



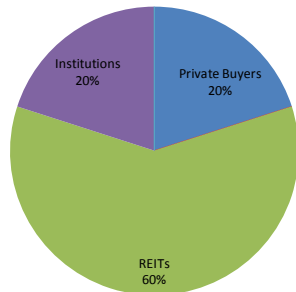
# Regional Market Report for Orlando

Industrial Properties

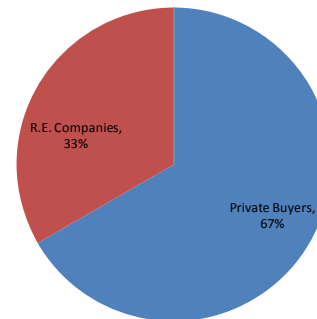


Future Expectations		
	Warehouse	Flex Space
Cap Rates	↔	↔
Yields	↔	↔
Investment Outlook	↑	↔
Occupancy	↑	↑
Rents	↔	↔

Investor Profile - Warehouse

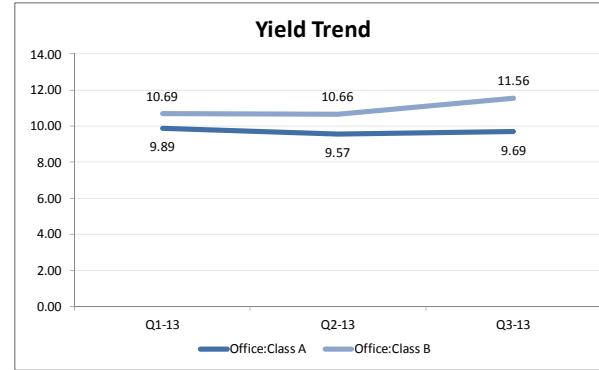
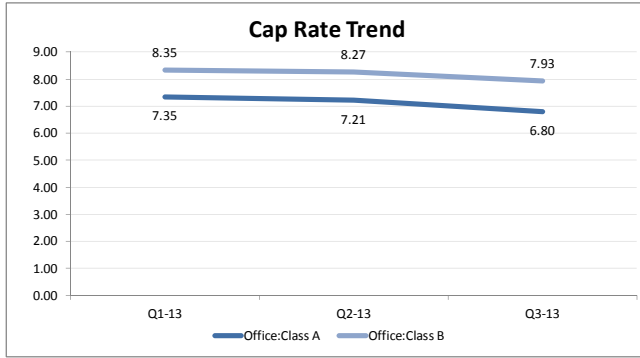


Investor Profile - Flex Space



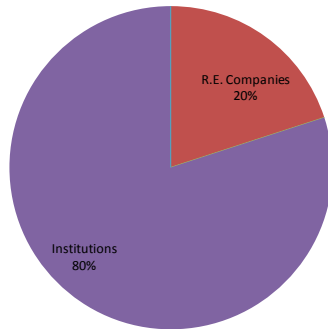
# Regional Market Report for Orlando

Office Properties

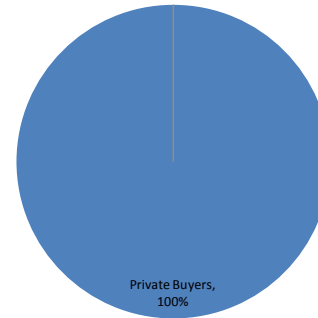


Future Expectations		
	Office: Class A	Office: Class B
Cap Rates	→	↗
Yields	↗	→
Investment Outlook	↑	↑
Occupancy	↑	↑
Rents	→	↗

Investor Profile - Office: Class A



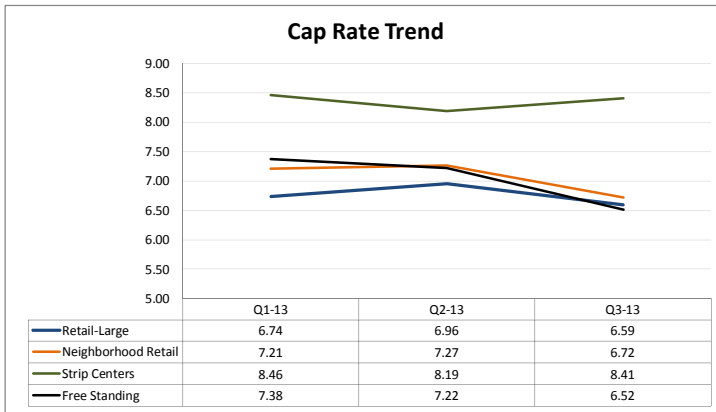
Investor Profile - Office: Class B



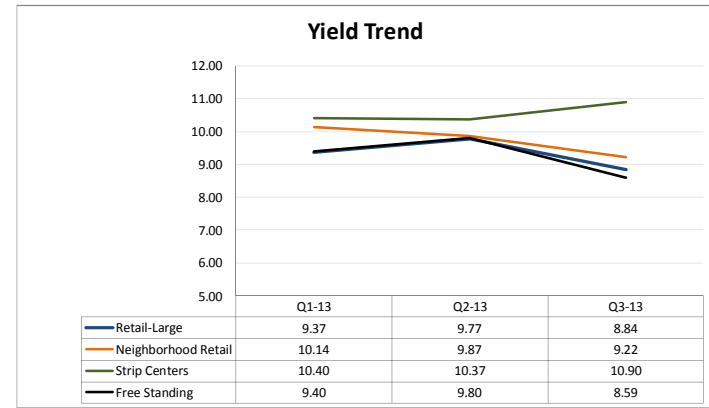
# Regional Market Report for Orlando

Retail Properties

**Cap Rate Trend**

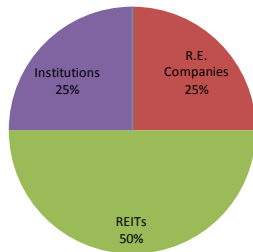


**Yield Trend**

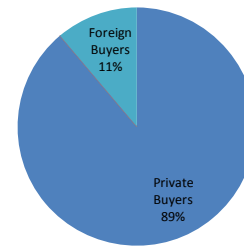


Future Expectations				
	<i>Retail-Large</i>	<i>Neighborhood Centers</i>	<i>Strip Centers</i>	<i>Free Standing</i>
<b>Cap Rates</b>	↗	↔	↔	↕
<b>Yields</b>	↕	↗	↔	↕
<b>Investment Outlook</b>	↗	↕	↕	↔
<b>Occupancy</b>	↕	↗	↕	
<b>Rents</b>	↔	↔	↔	

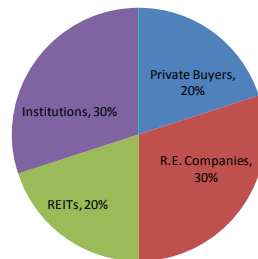
**Investor Profile - Retail-Large**



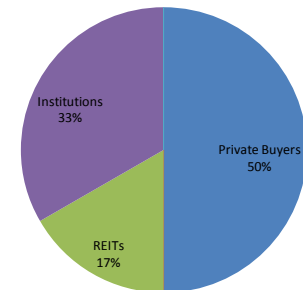
**Investor Profile - Strip Centers**



**Investor Profile - Neighborhood Center**

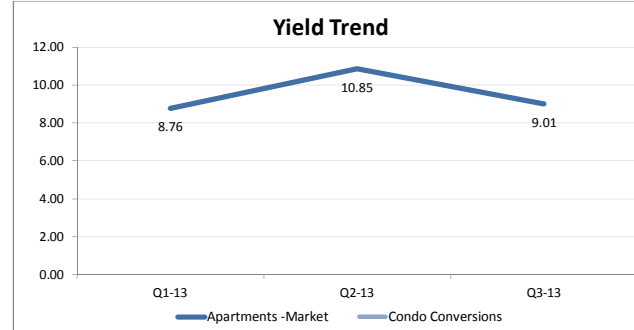
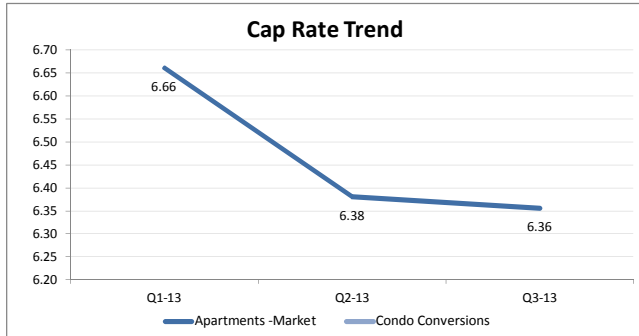


**Investor Profile - Free Standing**



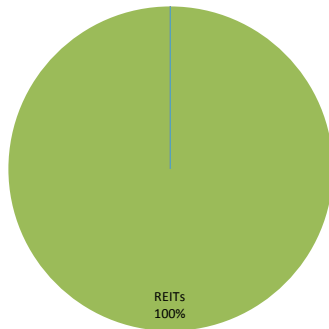
# Regional Market Report for Lakeland

Multi-Family Properties



Future Expectations		
	<i>Apartments</i>	<i>Condo Conversion</i>
Cap Rates	↓	→
Yields	↓	→
Investment Outlook		
Occupancy	↑	
Rents	↑	

Investor Profile - Apartments



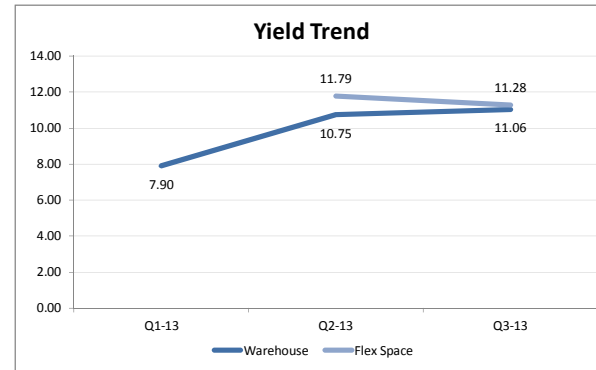
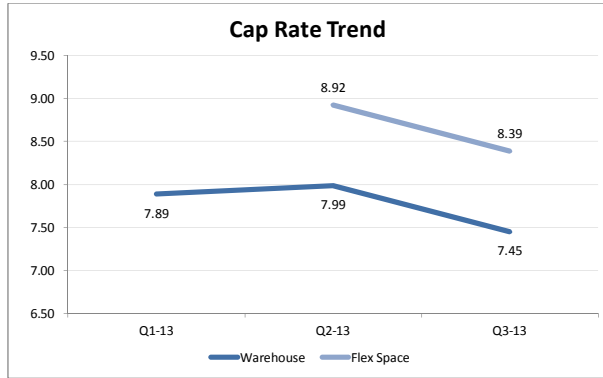
Investor Profile - Condo Conversion





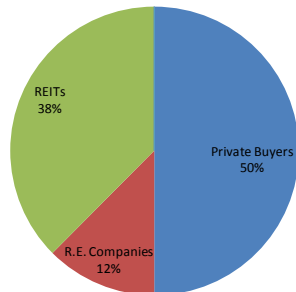
# Regional Market Report for Lakeland

Industrial Properties

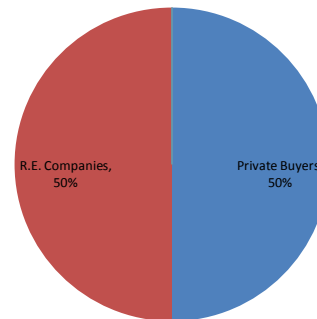


Future Expectations		
	Warehouse	Flex Space
Cap Rates	↔	↔
Yields	↔	↔
Investment Outlook	↑	↑
Occupancy	↑	↑
Rents	↔	↑

Investor Profile - Warehouse

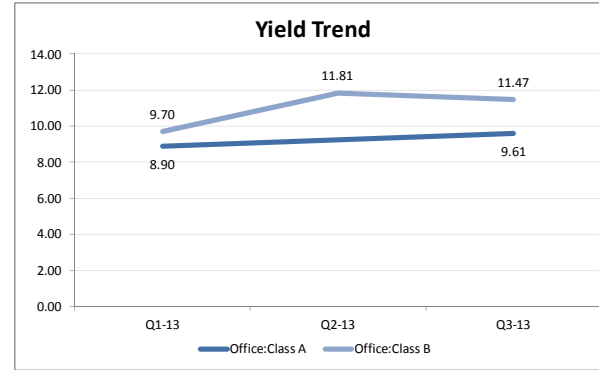
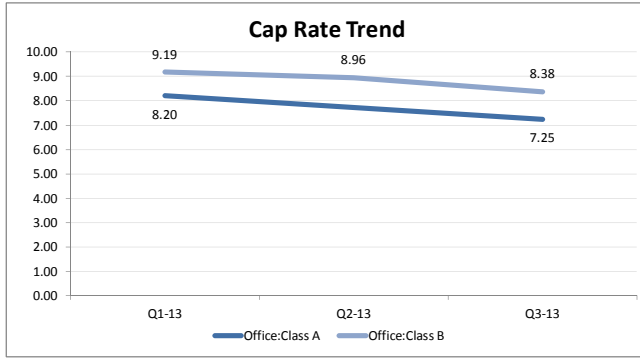


Investor Profile - Flex Space



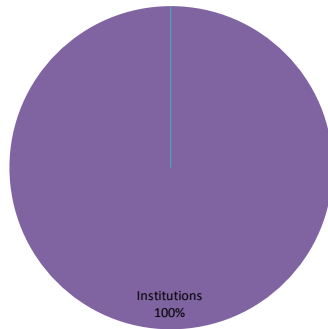
# Regional Market Report for Lakeland

Office Properties

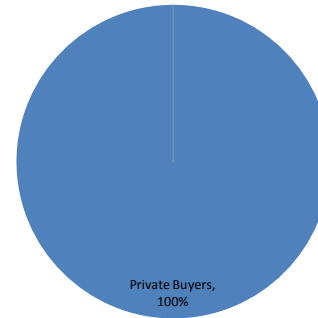


Future Expectations		
	Office: Class A	Office: Class B
Cap Rates	↓	→
Yields	→	→
Investment Outlook		
Occupancy	↑	↗
Rents	→	↘

Investor Profile - Office: Class A



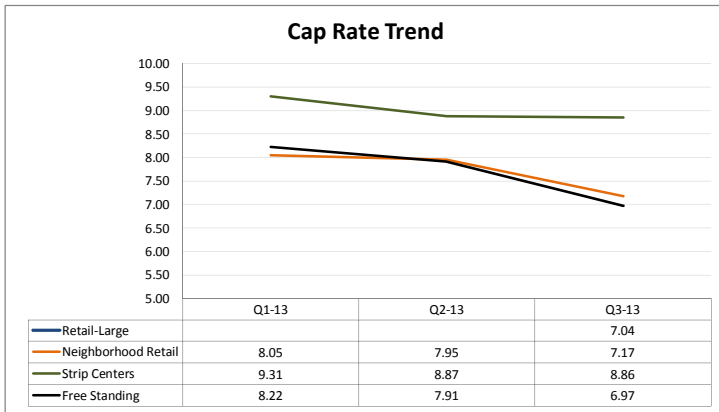
Investor Profile - Office: Class B



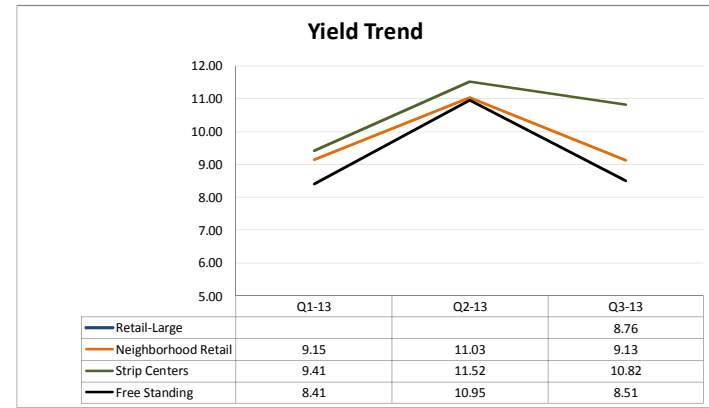
# Regional Market Report for Lakeland

Retail Properties

**Cap Rate Trend**

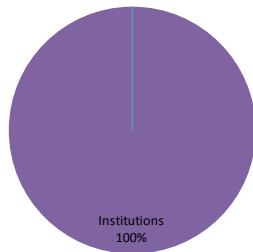


**Yield Trend**

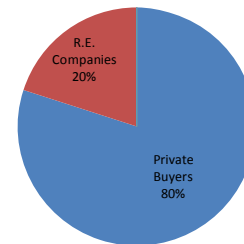


Future Expectations				
	<i>Retail-Large</i>	<i>Neighborhood Centers</i>	<i>Strip Centers</i>	<i>Free Standing</i>
Cap Rates	↑	↑	↑	↑
Yields	↑	↑	↑	↑
Investment Outlook			↑	↔
Occupancy	↑	↑	↑	
Rents	↑	↓	↓	

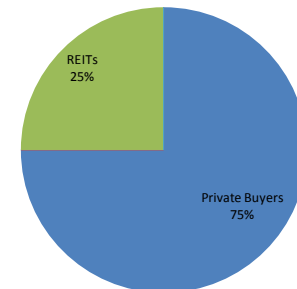
**Investor Profile - Retail-Large**



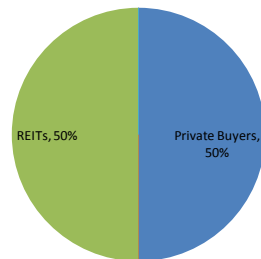
**Investor Profile - Strip Centers**



**Investor Profile - Free Standing**

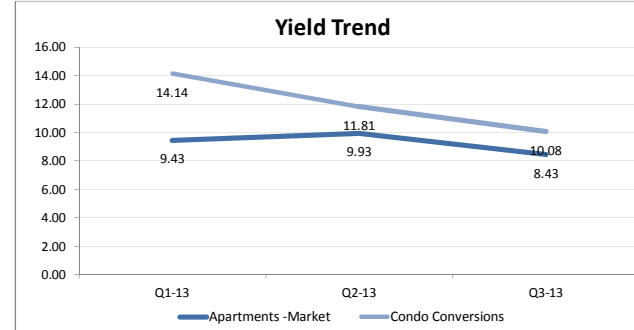
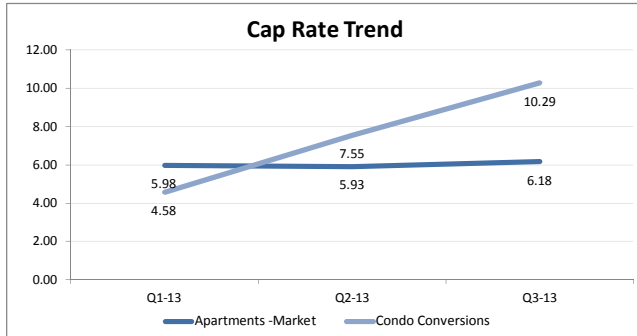


**Investor Profile - Neighborhood Center**



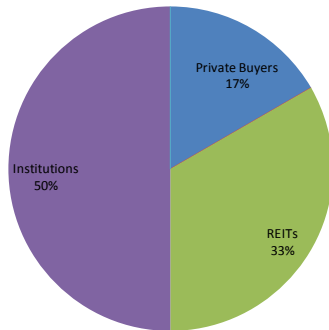
# Regional Market Report for Tampa

Multi-Family Properties

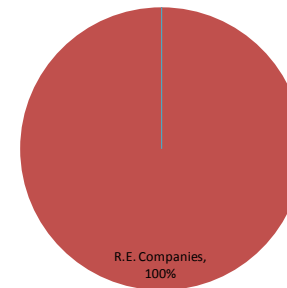


Future Expectations		
	<i>Apartments</i>	<i>Condo Conversion</i>
<b>Cap Rates</b>	↔	↔
<b>Yields</b>	↔	↔
<b>Investment Outlook</b>	↑	
<b>Occupancy</b>	↗	↑
<b>Rents</b>	↑	↑

Investor Profile - Apartments

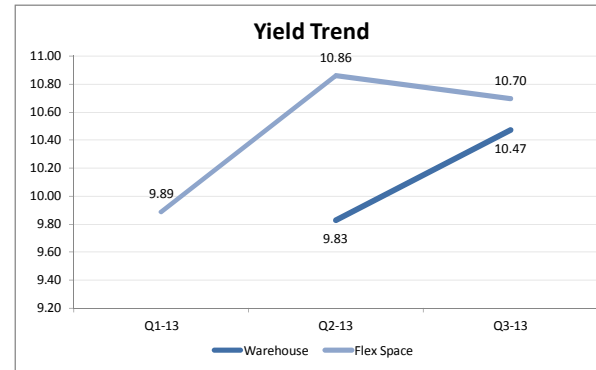
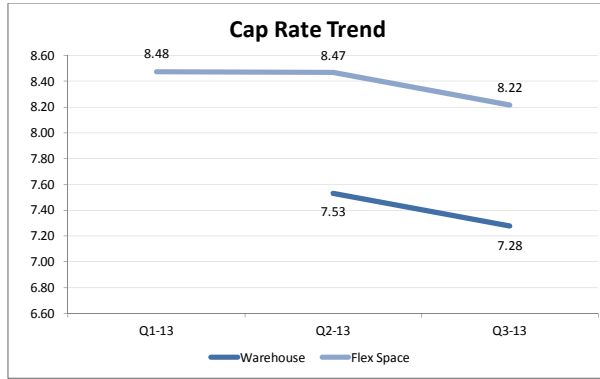


Investor Profile - Condo Conversion



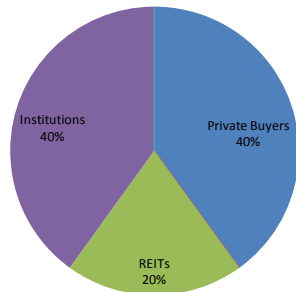
# Regional Market Report for Tampa

Industrial Properties

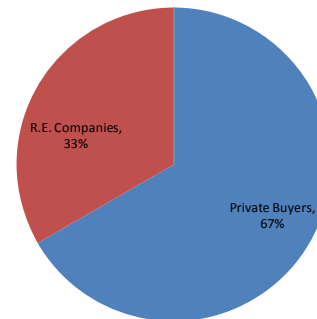


Future Expectations		
	Warehouse	Flex Space
Cap Rates	↔	↔
Yields	↔	↔
Investment Outlook	↔	
Occupancy	↑	↑
Rents	↑	↑

Investor Profile - Warehouse

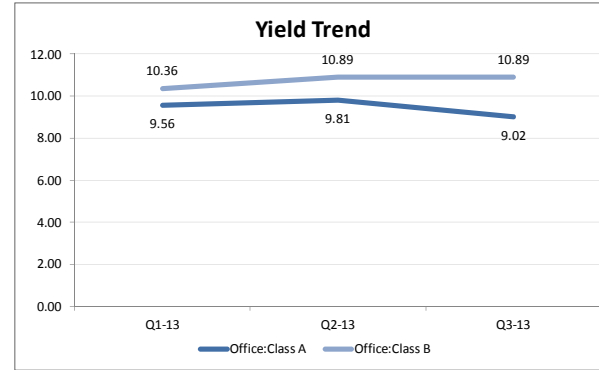
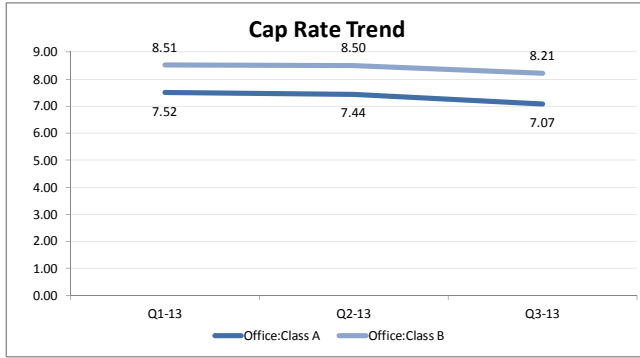


Investor Profile - Flex Space



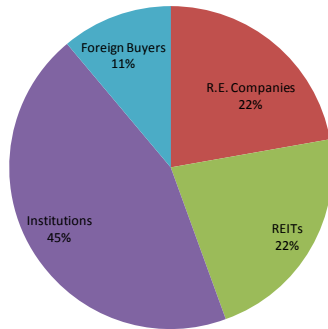
# Regional Market Report for Tampa

Office Properties

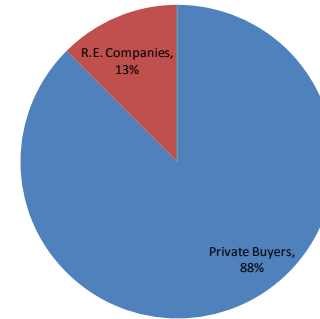


Future Expectations		
	Office: Class A	Office: Class B
Cap Rates	→	→
Yields	→	→
Investment Outlook	↑	↑
Occupancy	↑	↑
Rents	→	→

Investor Profile - Office: Class A



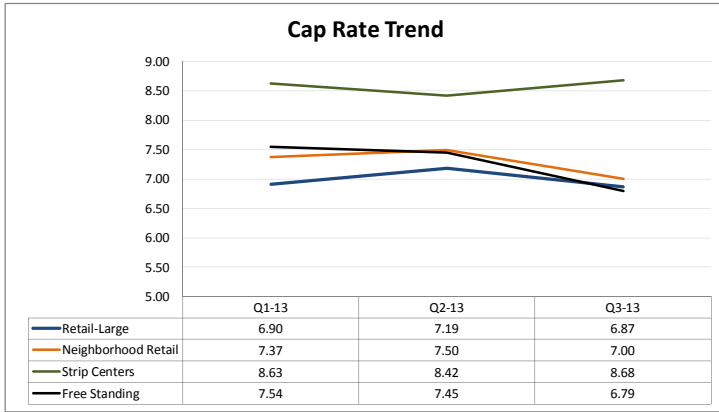
Investor Profile - Office: Class B



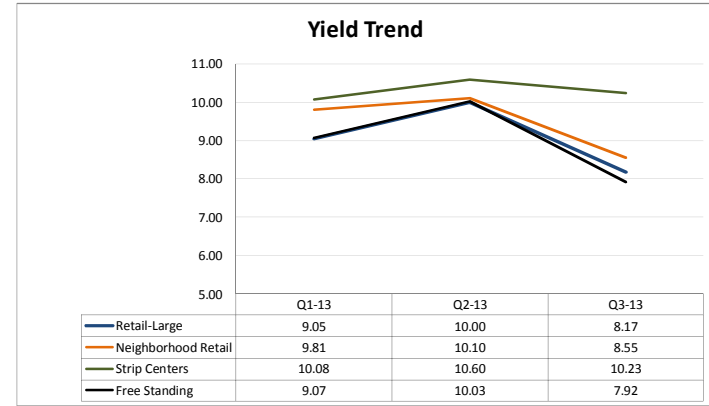
# Regional Market Report for Tampa

Retail Properties

**Cap Rate Trend**

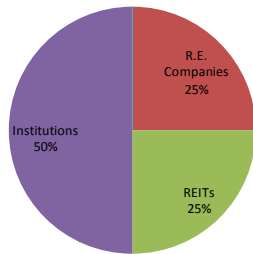


**Yield Trend**

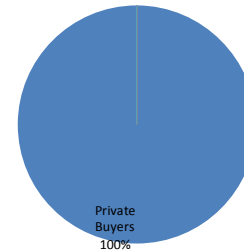


Future Expectations				
	<i>Retail-Large</i>	<i>Neighborhood Centers</i>	<i>Strip Centers</i>	<i>Free Standing</i>
<b>Cap Rates</b>	↗	↕	↗	↕
<b>Yields</b>	↕	↕	↗	↕
<b>Investment Outlook</b>	↕	↕	↕	
<b>Occupancy</b>	↗	↕	↕	
<b>Rents</b>	↗	↕	↗	

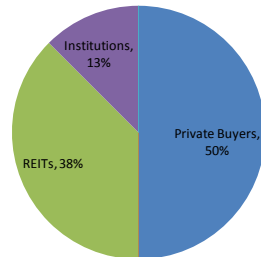
**Investor Profile - Retail-Large**



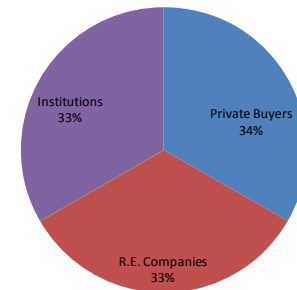
**Investor Profile - Strip Centers**



**Investor Profile - Neighborhood Center**

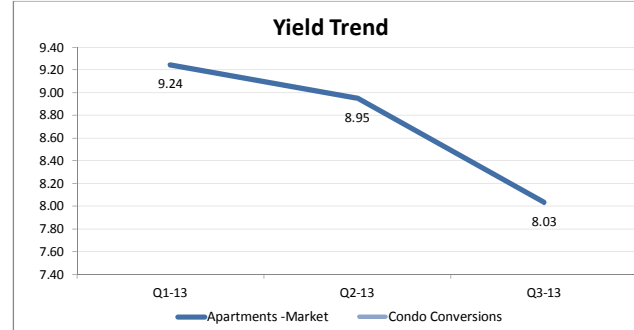
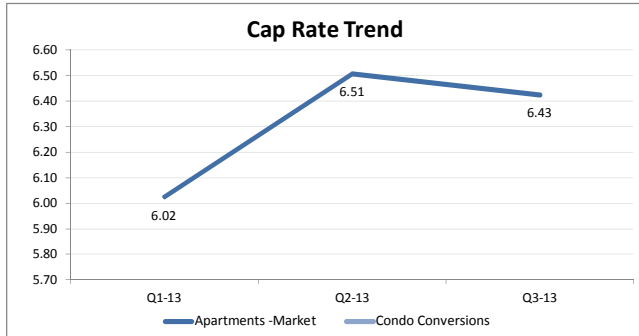


**Investor Profile - Free Standing**



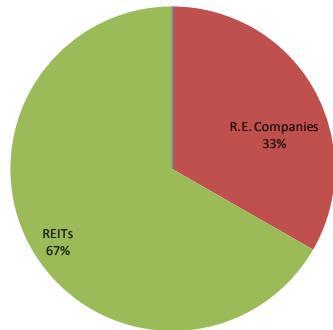
# Regional Market Report for Sarasota

Multi-Family Properties



Future Expectations		
	<i>Apartments</i>	<i>Condo Conversion</i>
Cap Rates	↔	↔
Yields	↘	↔
Investment Outlook		
Occupancy	↑	
Rents	↑	

Investor Profile - Apartments



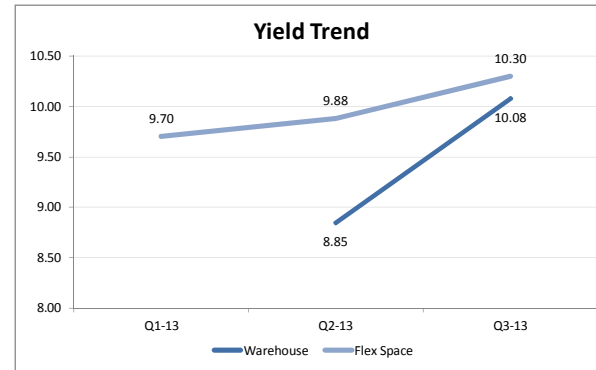
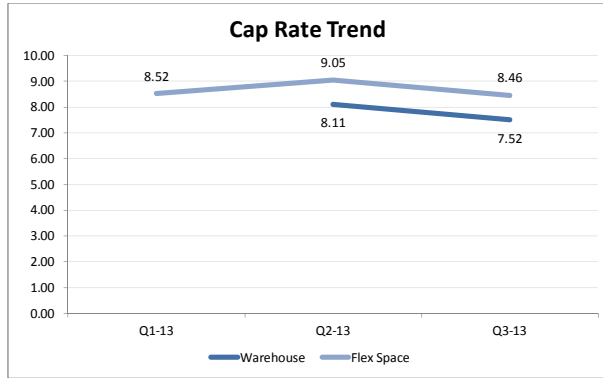
Investor Profile - Condo Conversion





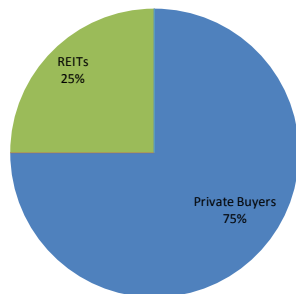
# Regional Market Report for Sarasota

Industrial Properties

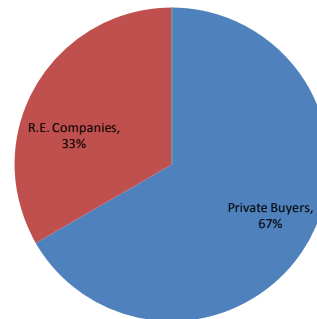


Future Expectations		
	Warehouse	Flex Space
Cap Rates	↔	↔
Yields	↔	↔
Investment Outlook	↑	
Occupancy	↑	↑
Rents	↔	↔

Investor Profile - Warehouse

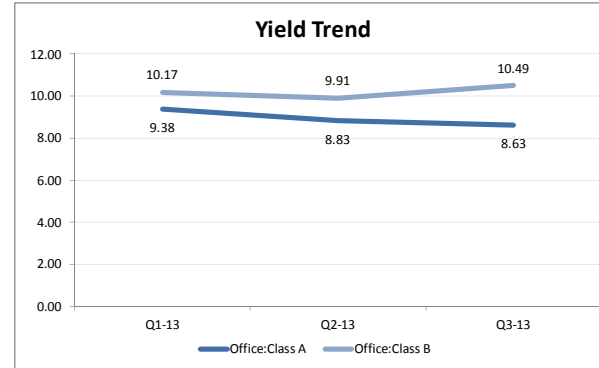
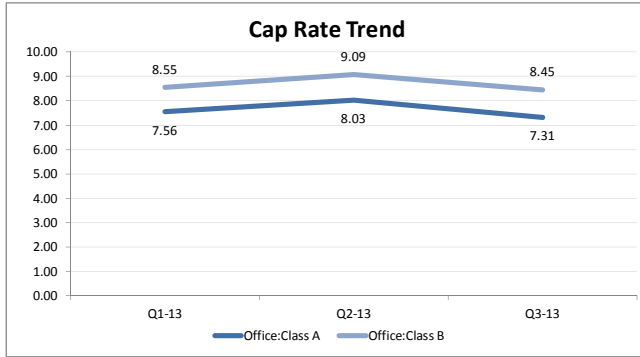


Investor Profile - Flex Space



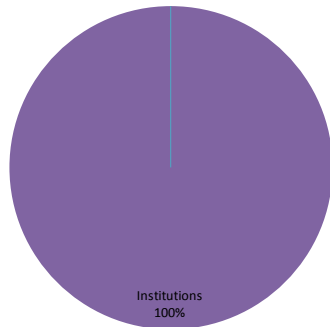
# Regional Market Report for Sarasota

Office Properties

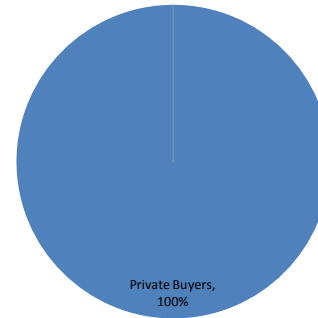


Future Expectations		
	Office: Class A	Office: Class B
Cap Rates	→	→
Yields	→	→
Investment Outlook		↑
Occupancy	→	↑
Rents	→	→

Investor Profile - Office: Class A



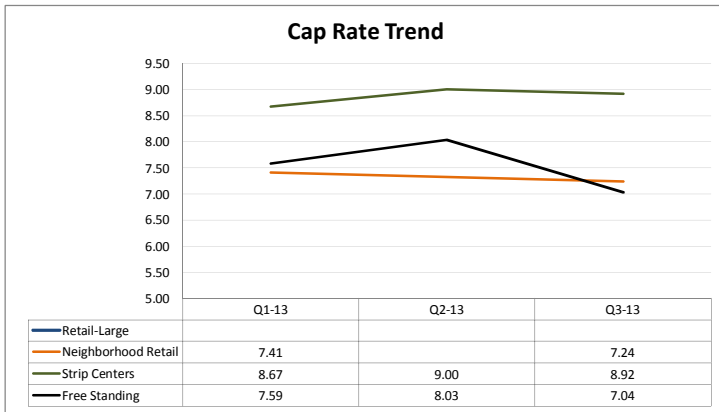
Investor Profile - Office: Class B



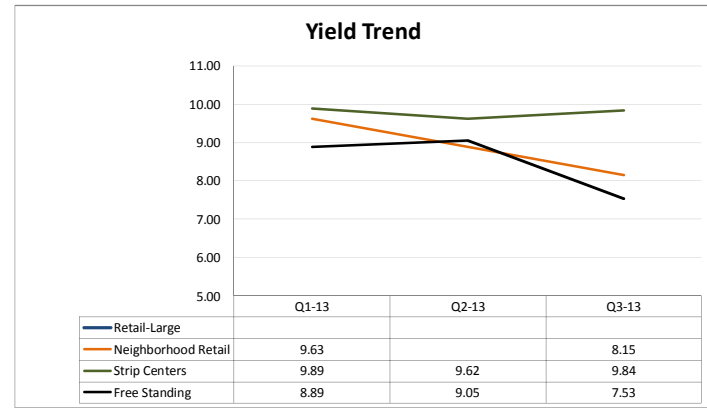
# Regional Market Report for Sarasota

Retail Properties

Cap Rate Trend



Yield Trend

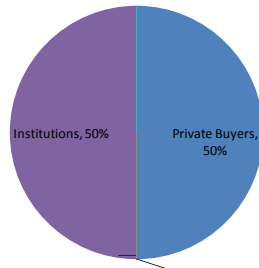


Future Expectations				
	Retail-Large	Neighborhood Centers	Strip Centers	Free Standing
Cap Rates	+	-	+	+
Yields	+	-	+	+
Investment Outlook			+	
Occupancy		+	+	
Rents		-	+	

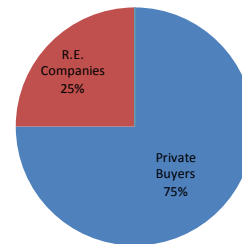
Investor Profile - Retail-Large



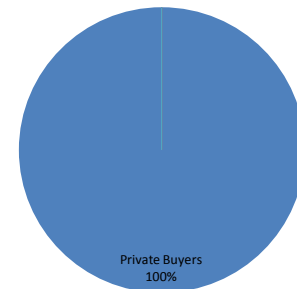
Investor Profile - Neighborhood Center



Investor Profile - Strip Centers

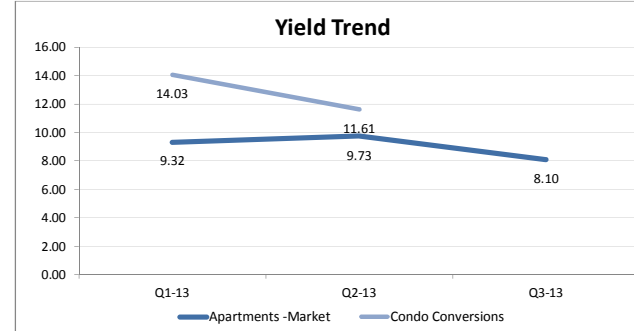
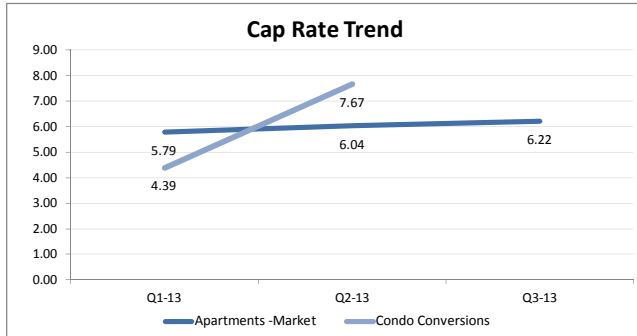


Investor Profile - Free Standing



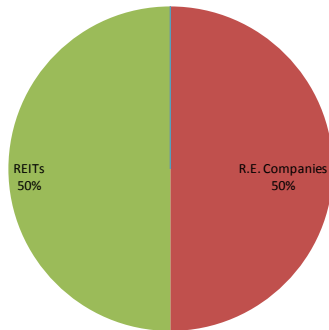
# Regional Market Report for Jacksonville

Multi-Family Properties



Future Expectations		
	<i>Apartments</i>	<i>Condo Conversion</i>
Cap Rates	↑	→
Yields	→	→
Investment Outlook		
Occupancy	↓	
Rents	↑	

Investor Profile - Apartments

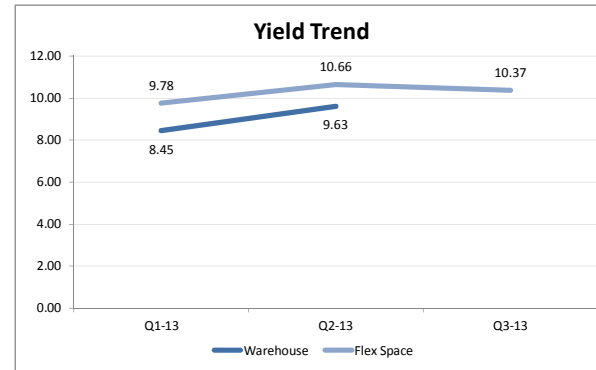
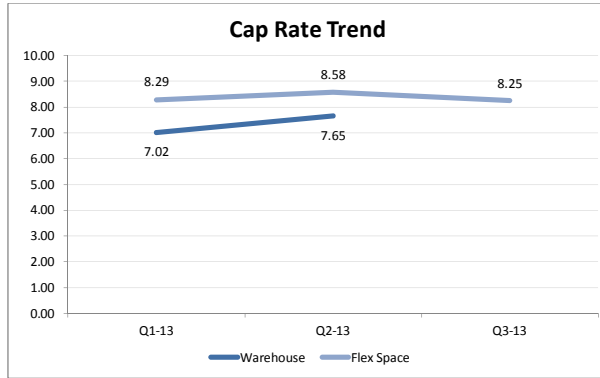


Investor Profile - Condo Conversion



# Regional Market Report for Jacksonville

Industrial Properties

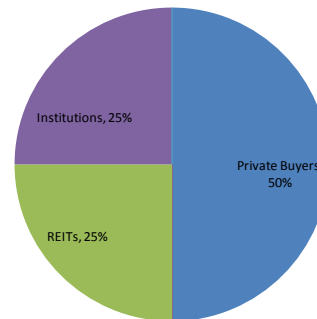


Future Expectations		
	Warehouse	Flex Space
Cap Rates	↔	↔
Yields	↔	↔
Investment Outlook		↑
Occupancy		↑
Rents		↔

Investor Profile - Warehouse

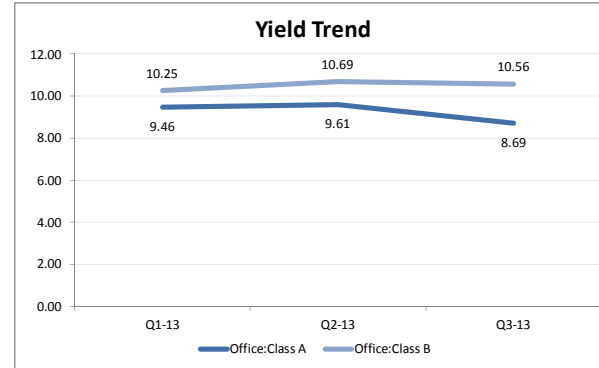
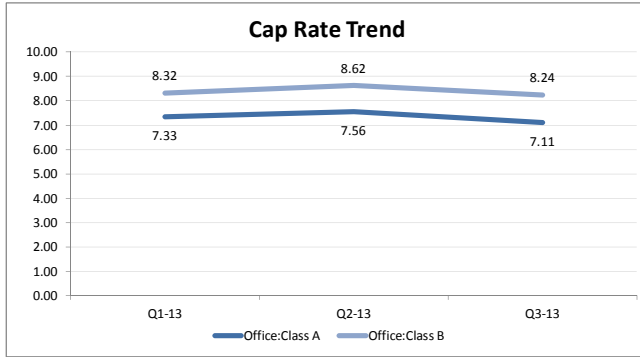


Investor Profile - Flex Space



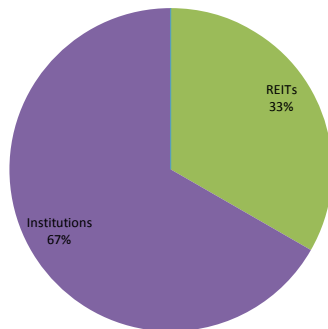
# Regional Market Report for Jacksonville

Office Properties

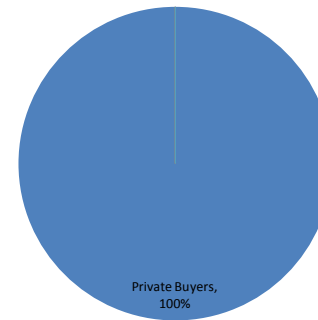


Future Expectations		
	Office: Class A	Office: Class B
Cap Rates	↔	→
Yields	↔	→
Investment Outlook	↗	↗
Occupancy	↑	↑
Rents	↑	→

Investor Profile - Office: Class A



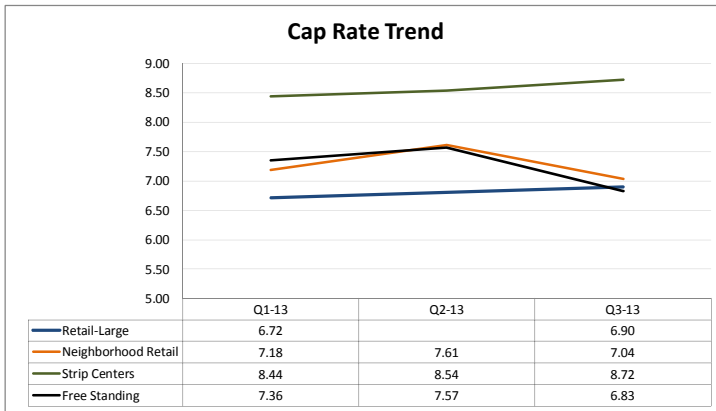
Investor Profile - Office: Class B



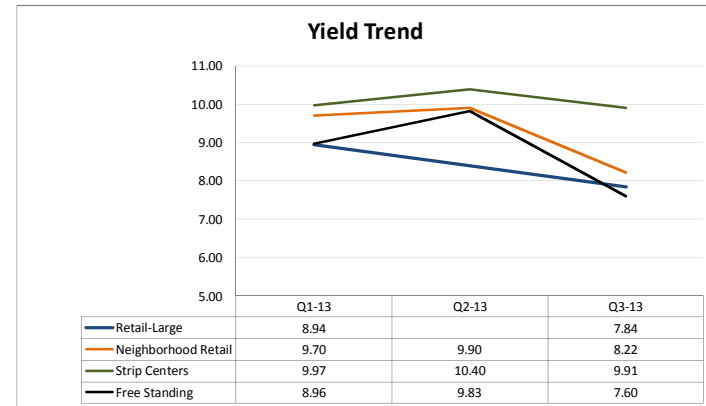
# Regional Market Report for Jacksonville

Retail Properties

**Cap Rate Trend**

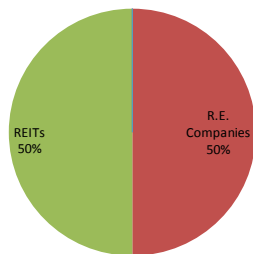


**Yield Trend**

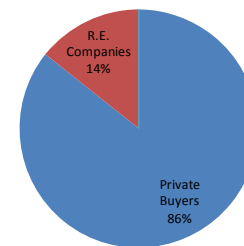


Future Expectations				
	<i>Retail-Large</i>	<i>Neighborhood Centers</i>	<i>Strip Centers</i>	<i>Free Standing</i>
Cap Rates	↓	↓	↑	↔
Yields	↓	↑	↑	↔
Investment Outlook		↑	↑	
Occupancy	↑	↑	↑	
Rents	↑	↑	↑	

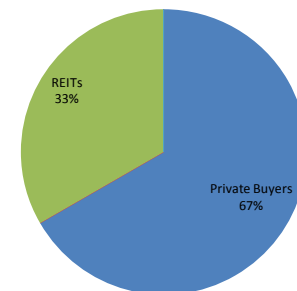
**Investor Profile - Retail-Large**



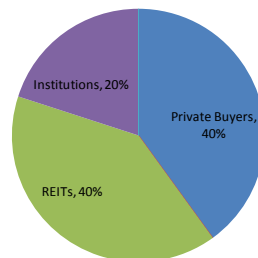
**Investor Profile - Strip Centers**



**Investor Profile - Free Standing**

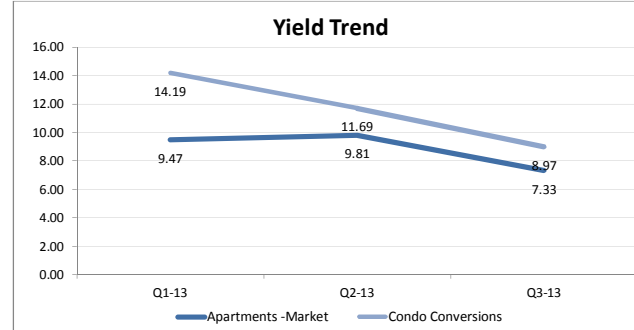
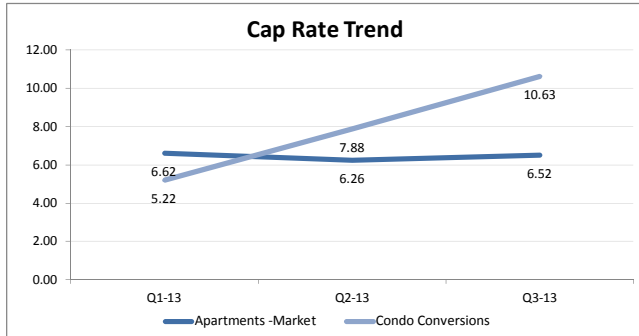


**Investor Profile - Neighborhood Center**



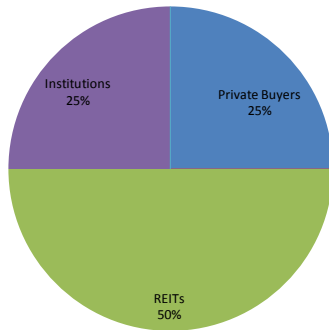
# Regional Market Report for Gainesville/Ocala

Multi-Family Properties

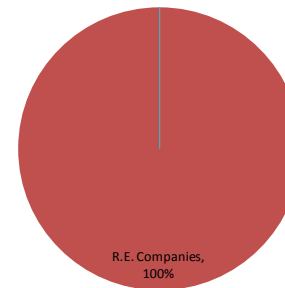


Future Expectations		
	<i>Apartments</i>	<i>Condo Conversion</i>
Cap Rates	↔	↔
Yields	↓	↔
Investment Outlook	↑	
Occupancy	↑	↑
Rents	↔	↔

Investor Profile - Apartments



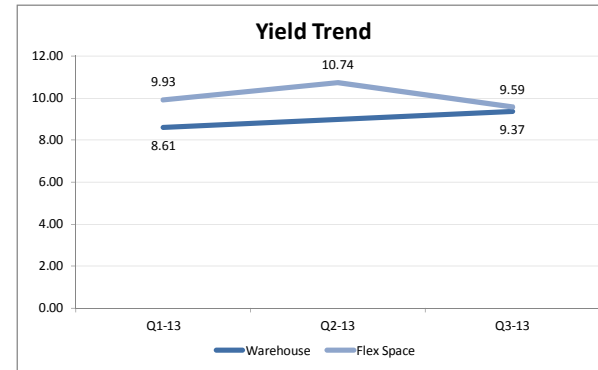
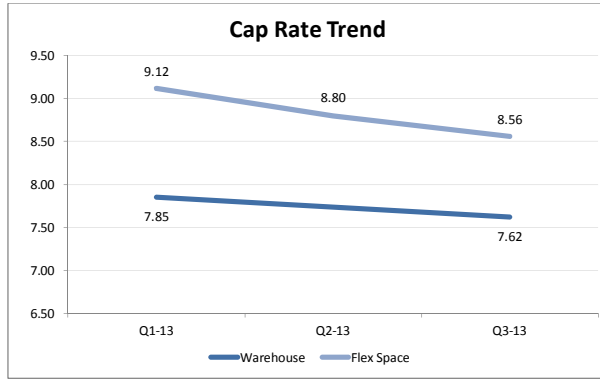
Investor Profile - Condo Conversion





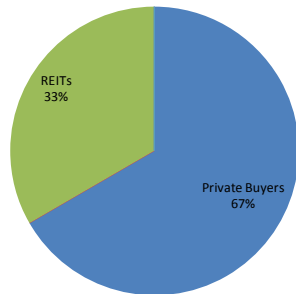
# Regional Market Report for Gainesville/Ocala

Industrial Properties

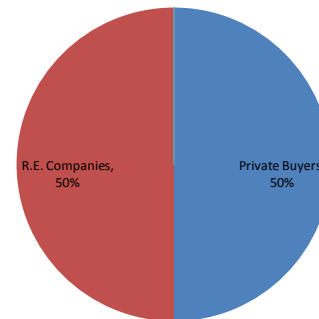


Future Expectations		
	Warehouse	Flex Space
Cap Rates	↔	↔
Yields	↔	↔
Investment Outlook		
Occupancy	↑	↑
Rents	↓	↓

Investor Profile - Warehouse

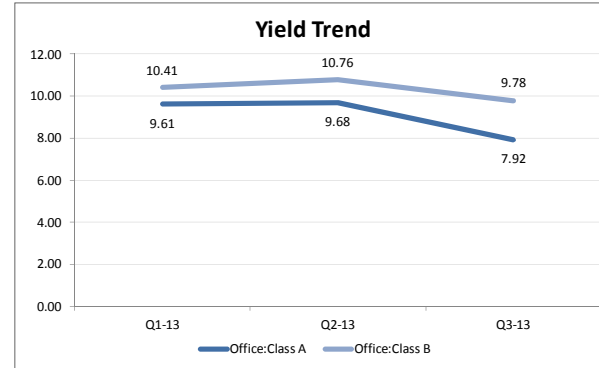
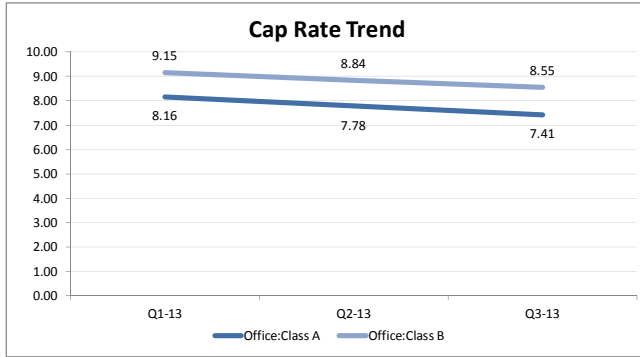


Investor Profile - Flex Space



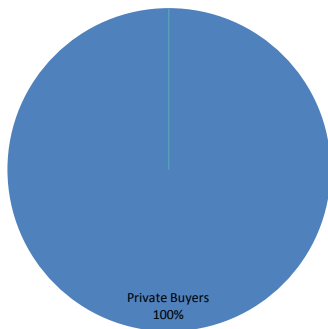
# Regional Market Report for Gainesville/Ocala

Office Properties

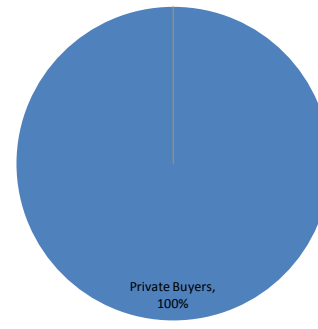


Future Expectations		
	Office: Class A	Office: Class B
Cap Rates	↔	↗
Yields	↑	↗
Investment Outlook		↑
Occupancy	↑	↑
Rents	↑	↔

Investor Profile - Office: Class A



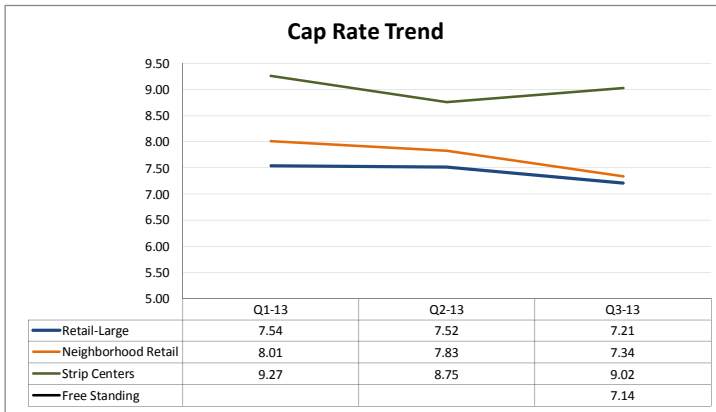
Investor Profile - Office: Class B



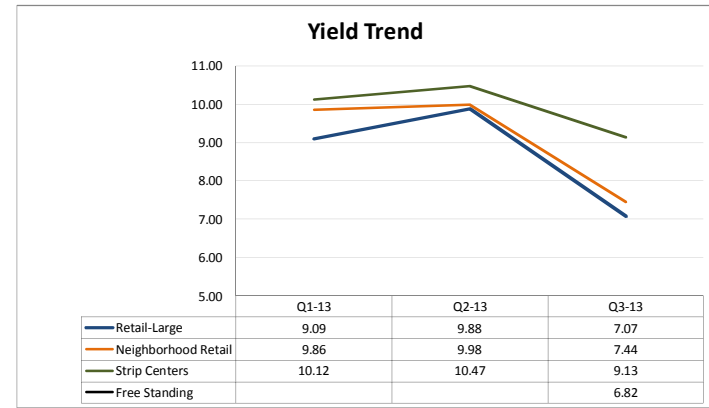
# Regional Market Report for Gainesville/Ocala

Retail Properties

**Cap Rate Trend**

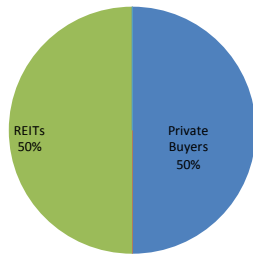


**Yield Trend**

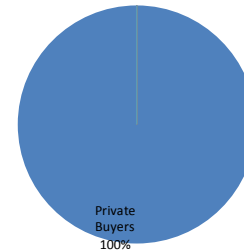


Future Expectations				
	<i>Retail-Large</i>	<i>Neighborhood Centers</i>	<i>Strip Centers</i>	<i>Free Standing</i>
<b>Cap Rates</b>	↓	↓	↔	↔
<b>Yields</b>	↓	↓	↔	↔
<b>Investment Outlook</b>			↑	
<b>Occupancy</b>	↓	↔	↑	
<b>Rents</b>	↓	↓	↔	

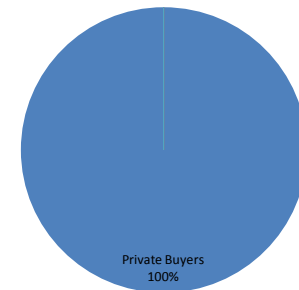
**Investor Profile - Retail-Large**



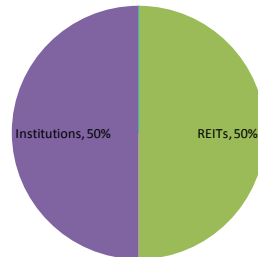
**Investor Profile - Strip Centers**



**Investor Profile - Free Standing**

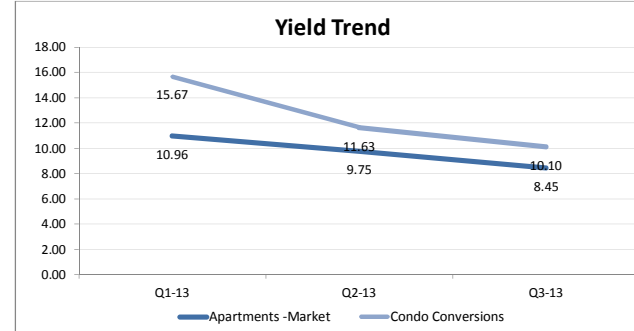
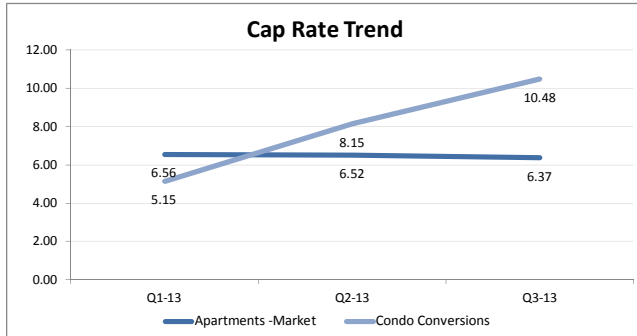


**Investor Profile - Neighborhood Center**



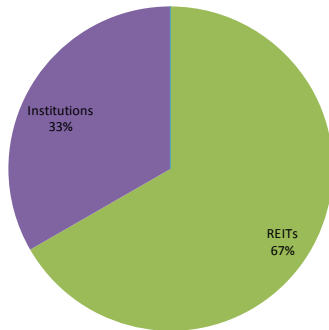
# Regional Market Report for Tallahassee/Panhandle

Multi-Family Properties

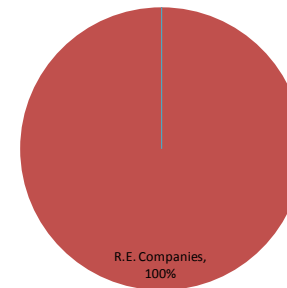


Future Expectations		
	<i>Apartments</i>	<i>Condo Conversion</i>
Cap Rates	↑	→
Yields	↑	→
Investment Outlook		
Occupancy	↓	↓
Rents	↓	↓

Investor Profile - Apartments

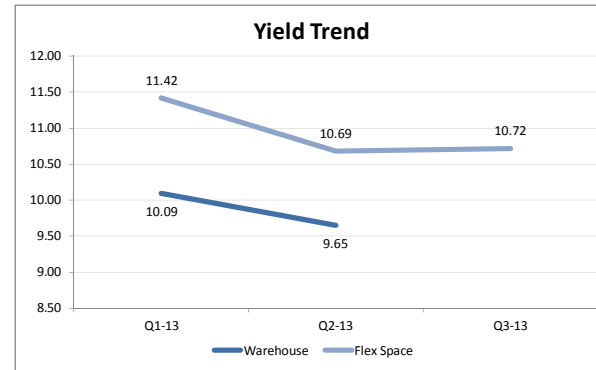
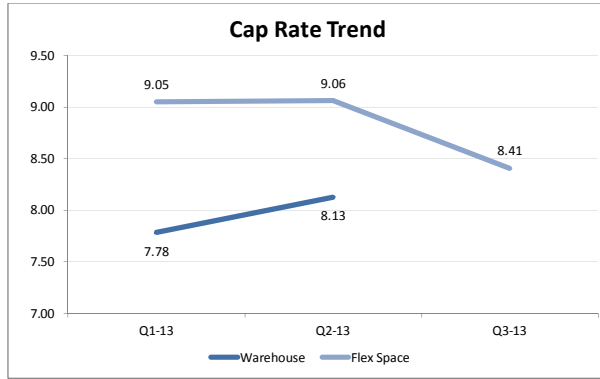


Investor Profile - Condo Conversion



# Regional Market Report for Tallahassee/Panhandle

Industrial Properties

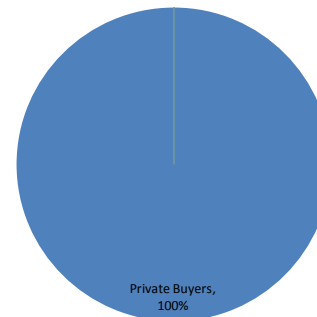


Future Expectations		
	Warehouse	Flex Space
Cap Rates	↔	↔
Yields	↔	↔
Investment Outlook		↔
Occupancy		↔
Rents		↓

Investor Profile - Warehouse

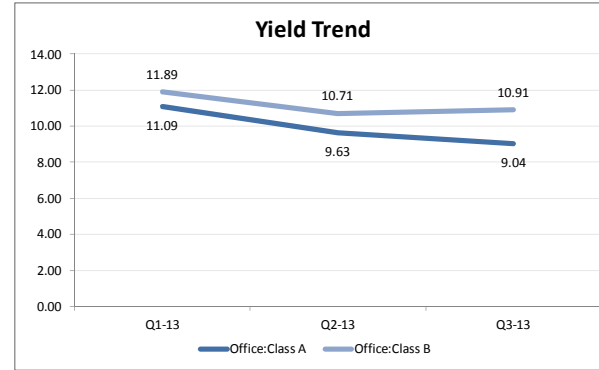
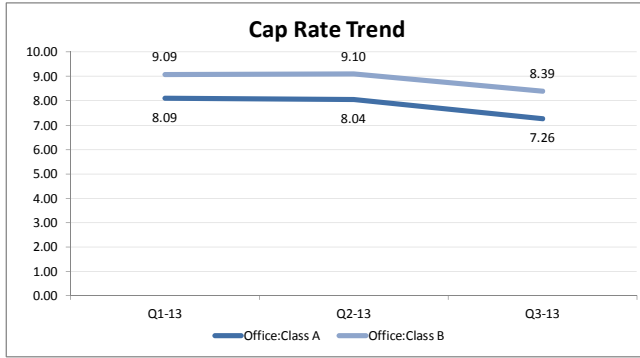


Investor Profile - Flex Space



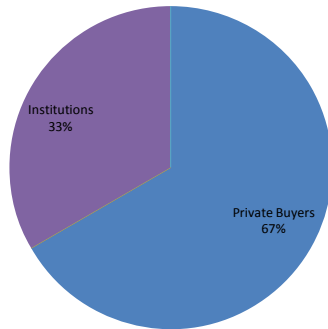
# Regional Market Report for Tallahassee/Panhandle

Office Properties

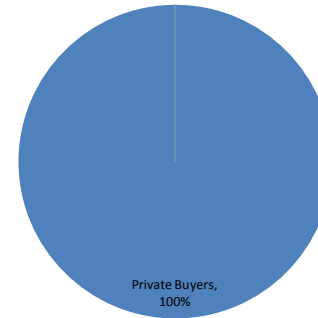


Future Expectations		
	Office: Class A	Office: Class B
Cap Rates	→	→
Yields	→	→
Investment Outlook		↑
Occupancy	→	↗
Rents	→	↘

Investor Profile - Office: Class A

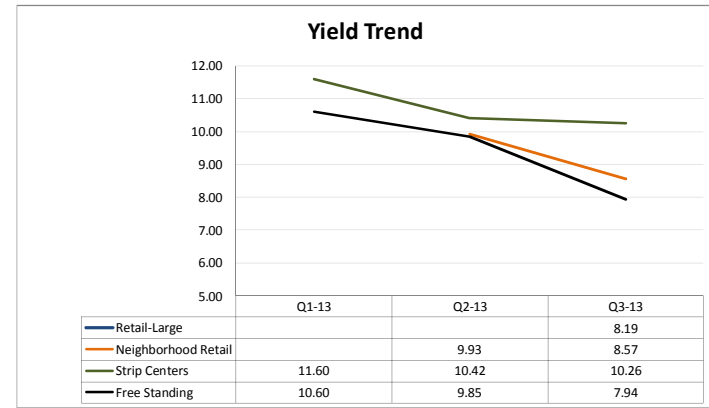
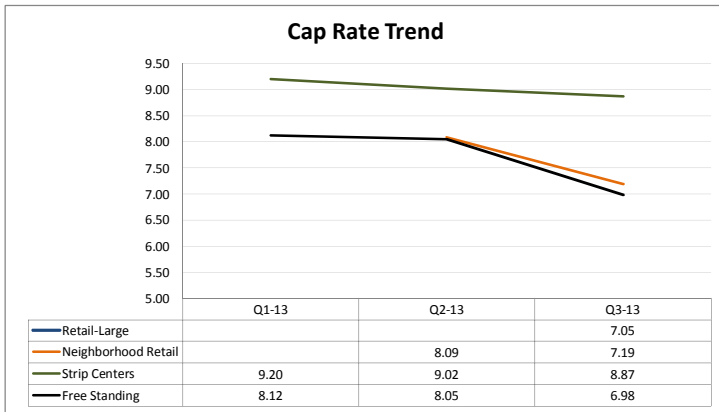


Investor Profile - Office: Class B



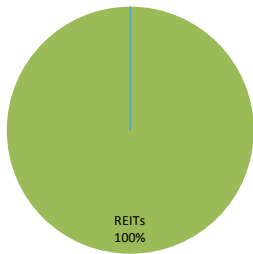
# Regional Market Report for Tallahassee/Panhandle

Retail Properties

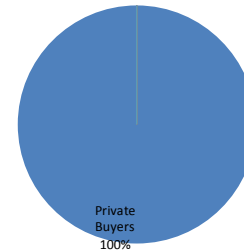


Future Expectations				
	Retail-Large	Neighborhood Centers	Strip Centers	Free Standing
Cap Rates	↕	↘	↘	↕
Yields	↕	↘	↕	↕
Investment Outlook			↕	
Occupancy	↕	↕	↕	
Rents	↘	↘	↕	

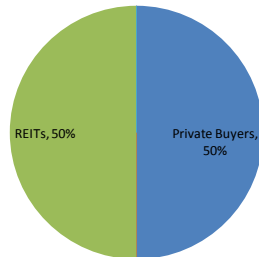
Investor Profile - Retail-Large



Investor Profile - Strip Centers



Investor Profile - Neighborhood Center



Investor Profile - Free Standing

