



Commercial Real Estate
What's Next?

November 23rd, 2009

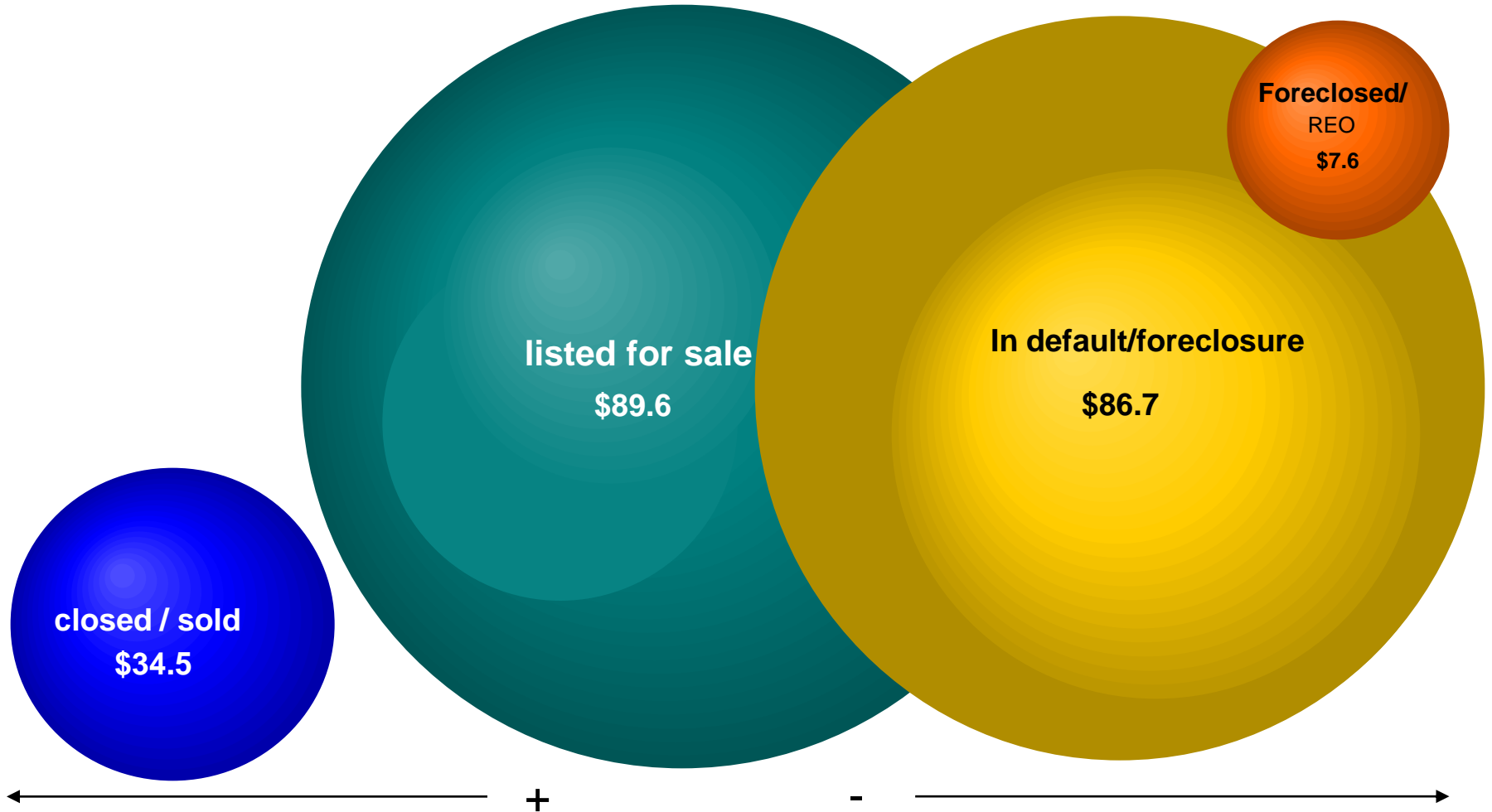
Robert M. White, Jr., CRE, FRICS

Real Capital Analytics, Inc.



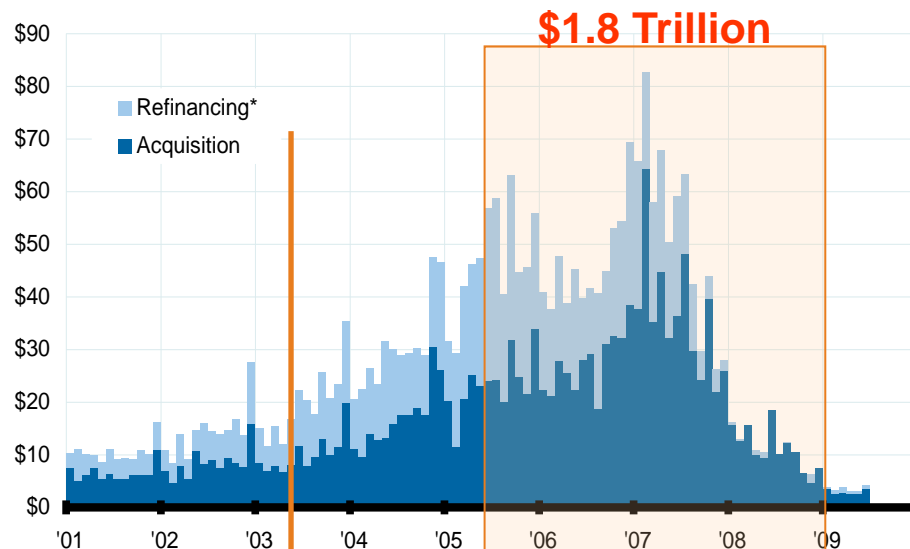
What's Next? Over The Near-Term , More of The Same

US Property Markets First 9 Months of 2009

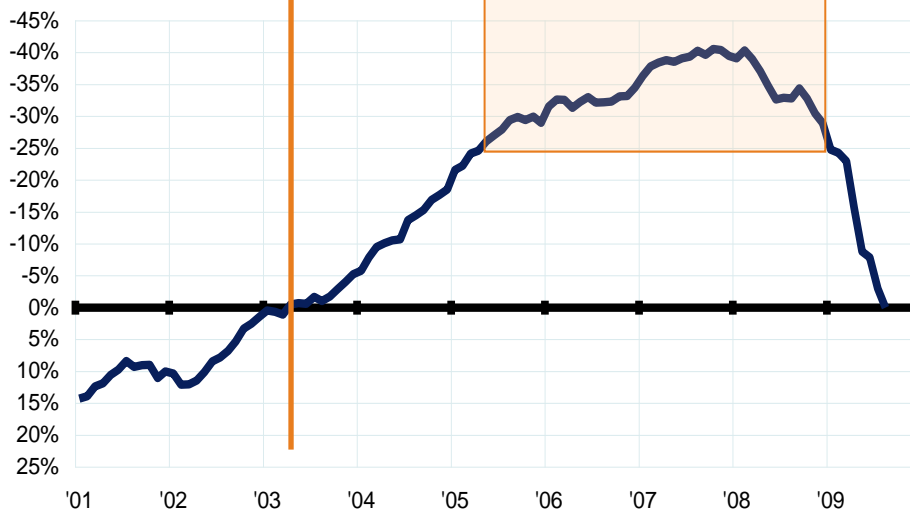


What's Next? A Big Debt Problem

Monthly Property Acquisitions & Refinancings



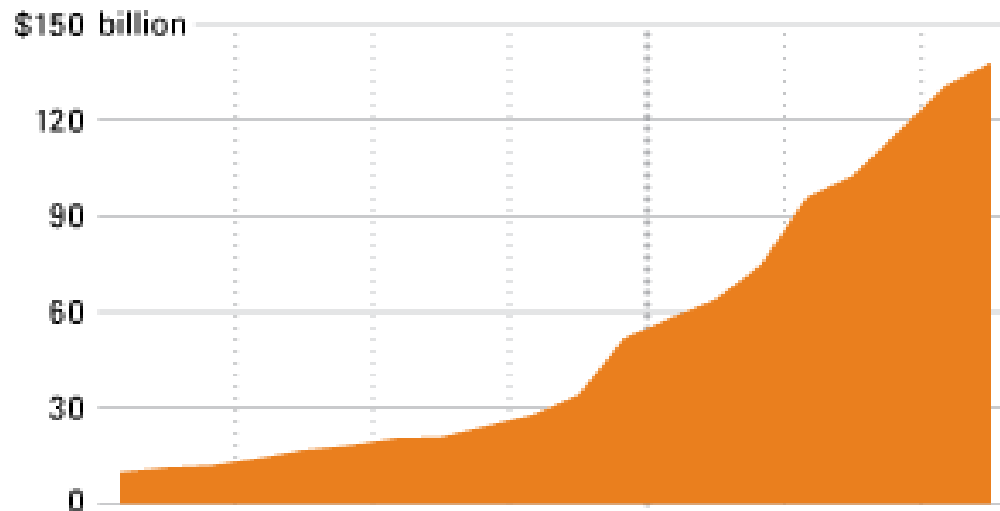
Change in Property Prices Moody's/REAL CPPI % Change to Aug 2009



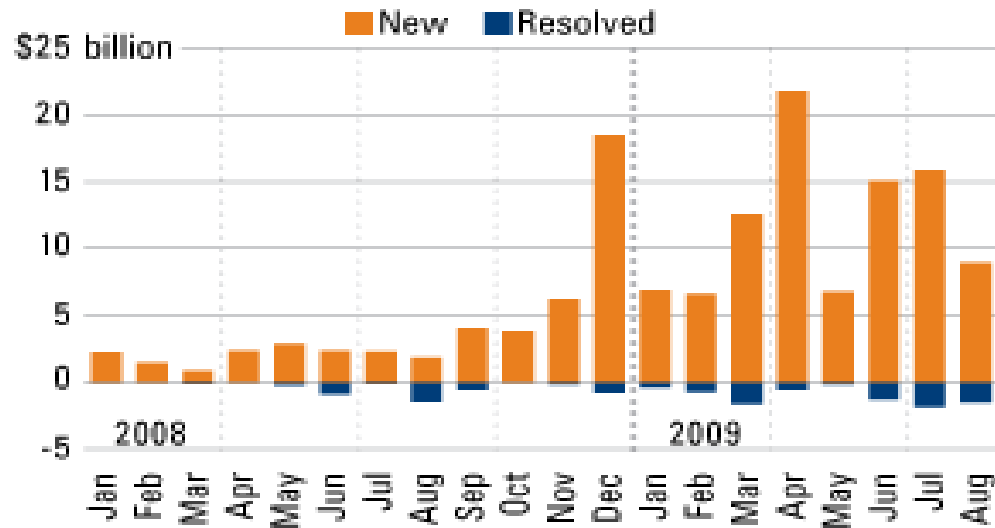


What's Next? Distress Grows, Resolutions Elusive

TOTAL OUTSTANDING DISTRESS

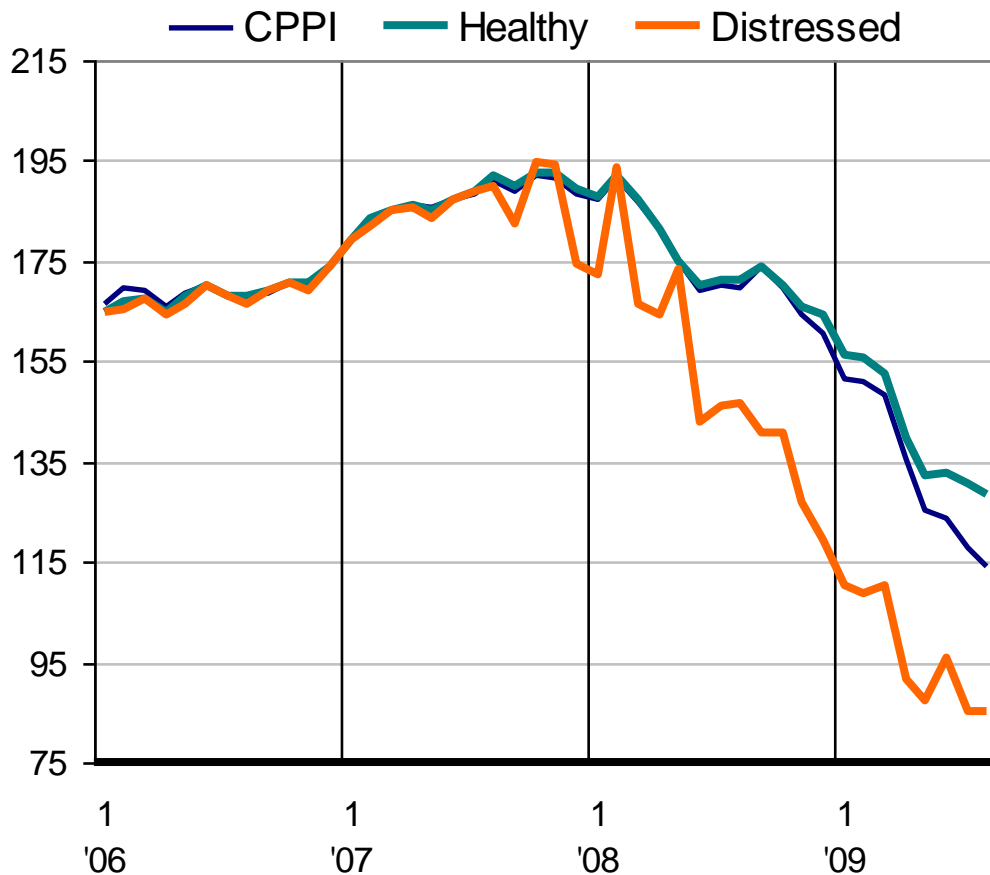


MONTHLY CHANGES TO DISTRESS



What's Next? Two-Tiered Pricing

Commercial Property Prices



Since Oct 2007:
CPPI -41%
Healthy -33%
Distressed -56%

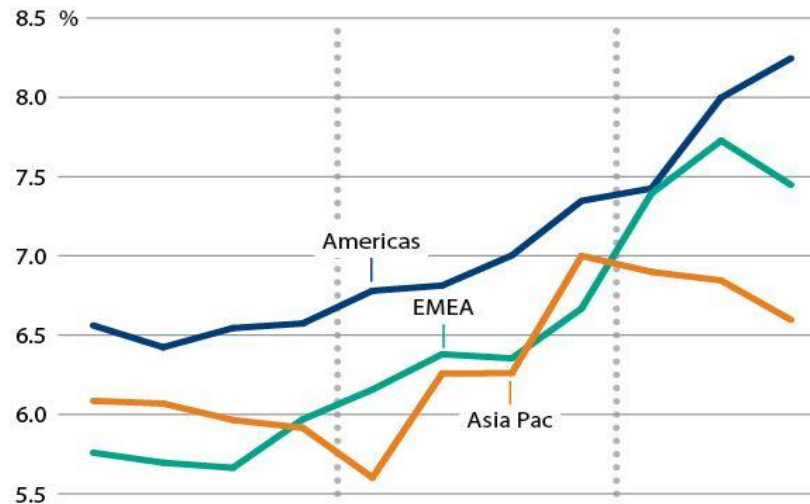
Moodys/REAL CPPI, Geltner & Associates



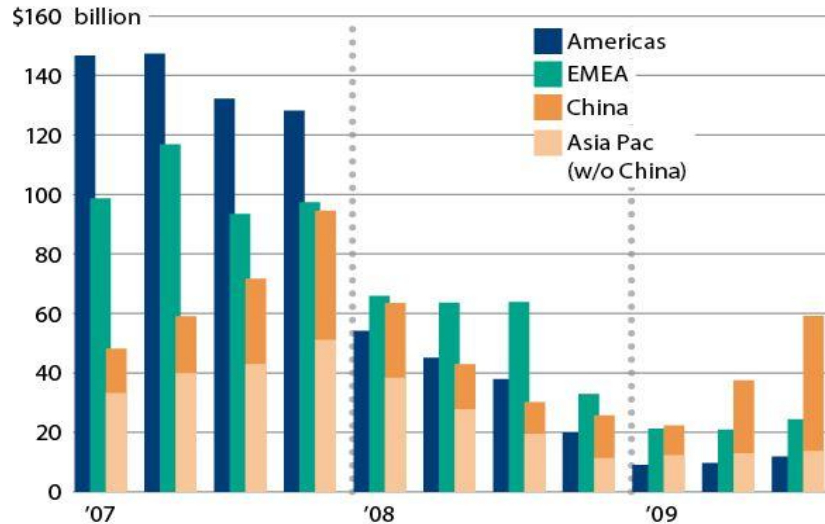


What's Next? US No Longer Center of CRE Universe

QUARTERLY GLOBAL CAP RATES



QUARTERLY GLOBAL VOLUME

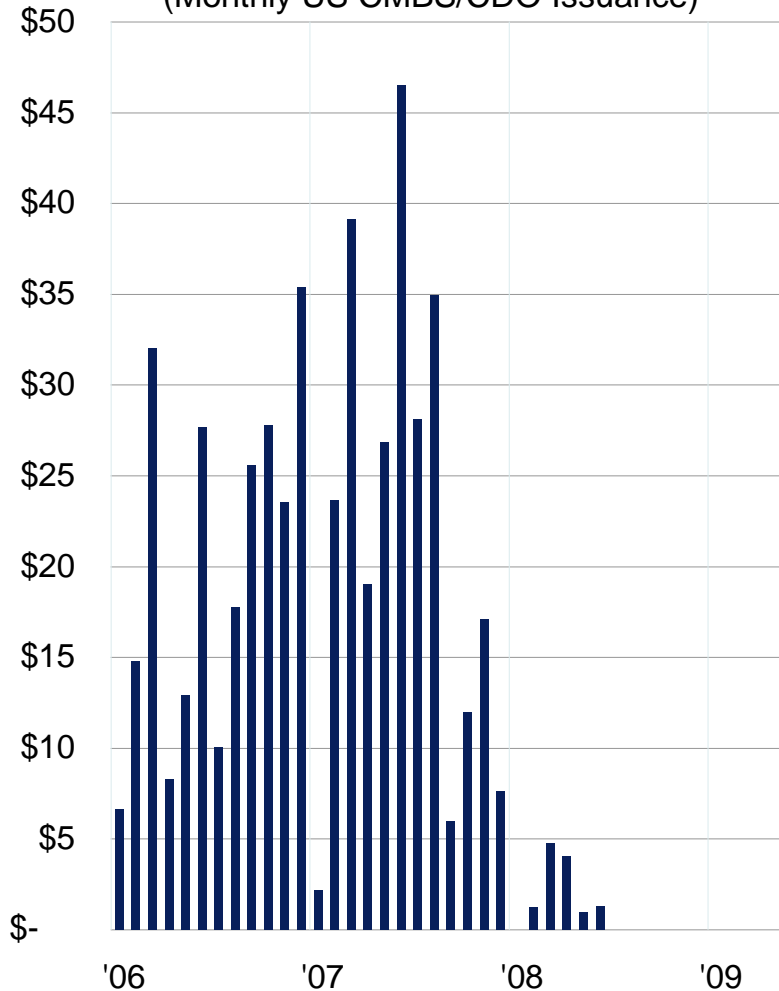




What's Next? Watch the Public Markets

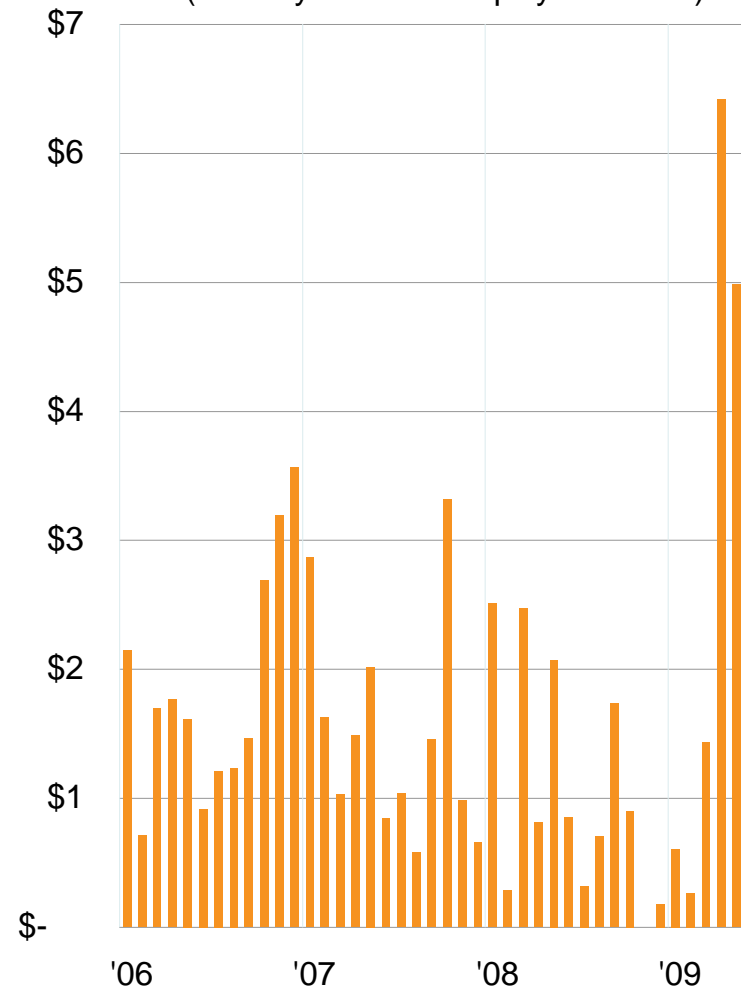
Public Debt

(Monthly US CMBS/CDO Issuance)



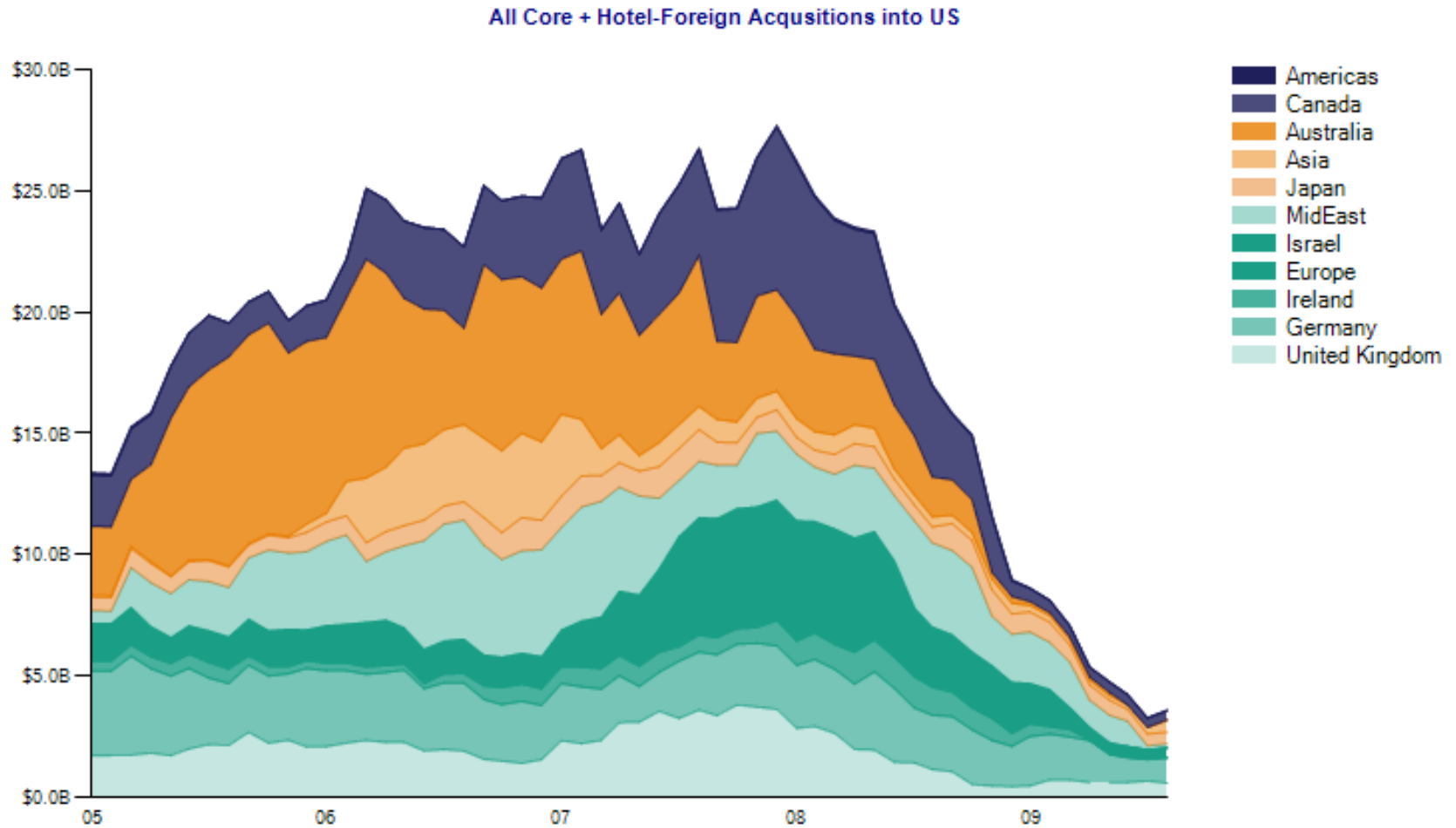
Public Equity

(Monthly US REIT Equity Issuance)





What's Next? Foreign Buyers to The Rescue?

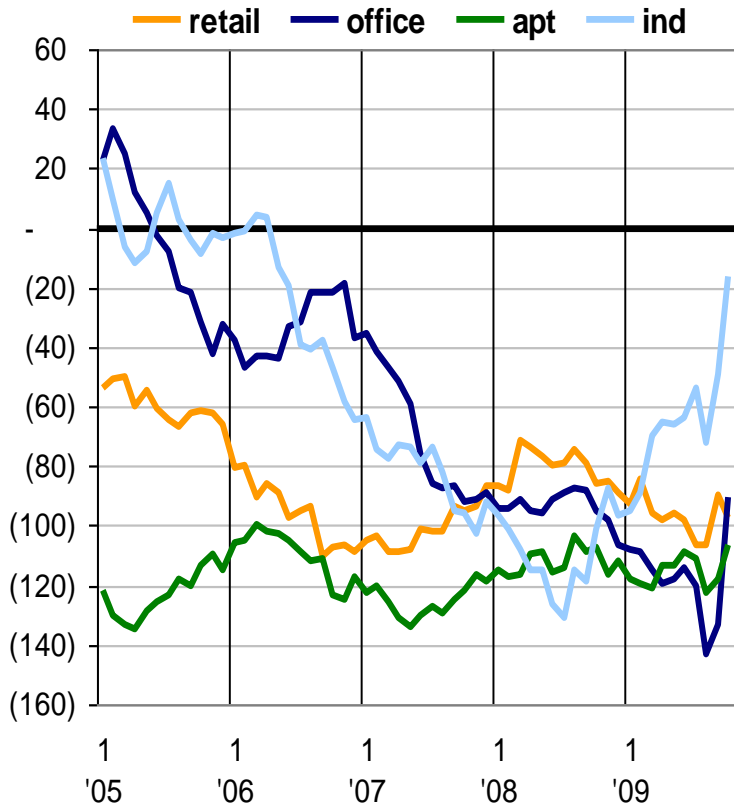




What's Next? Investors Still Love San Francisco

San Francisco Metro Cap Rate Spread to US

(basis points, trailing 12 mos avg)



San Francisco Metro % of US Sales Volume

(trailing 12 mos avg)

