



Technology & Transportation are changing how investors look at buildings...

TECHNOLOGY CHANGING THE WORLD

Tech firms influencing physical real estate market



Retail & E-Commerce

AMAZON

- Reduces demand for retail space
- More distribution centers in urban regions
- Same day shipping & automated processing



Transportation & Delivery

UBER

- Fast and convenient access to more places
- Rapidly expanding workforce
- Delivery brings food and goods directly to you



Hospitality & Travel

AIRBNB

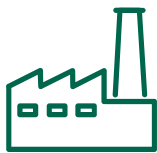
- More on-demand inventory than hotels which have limited supply/locations
- Reduces demand for building new hotels

DENVER INVESTMENT TRENDS

- Denver experiencing more sales than most other markets
- Increasing prices driven by strong capital flows
- Barbell of investor demand
 - New, 95% leased ⇒ strong bid support
 - 80s vintage, 95% leased ⇔ w bidders
 - 80s vintage, +/- 75% leased ⇒ strong bid support
- Foreign Capital flooding the Denver market
- High Nets Targeting Denver

INVESTOR SENTIMENT PREFERRED PROPERTY SECTOR

2017 2016



Industrial
38% 23%



Multifamily
28% 28%



Office
18% 24%



Retail
8% 17%



Other
5% 5%

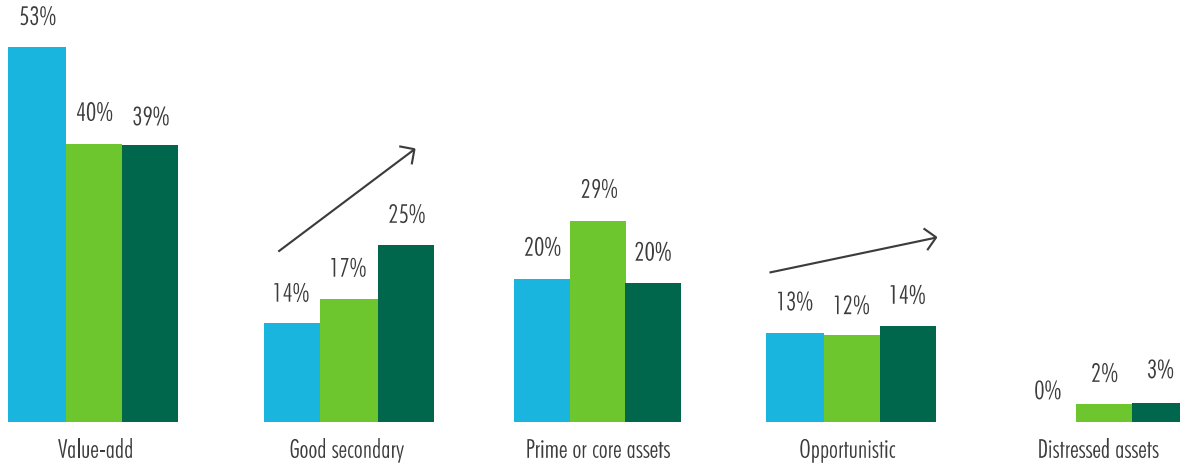


Hotels/Resorts
4% 3%

Source: CBRE Research, CBRE Americas Investor Intentions Survey, 2017.

INVESTOR SENTIMENT PREFERRED ASSET TYPE

2015 2016 2017



Source: CBRE Research, CBRE Americas Investor Intentions Survey, 2015, 2016 and 2017.

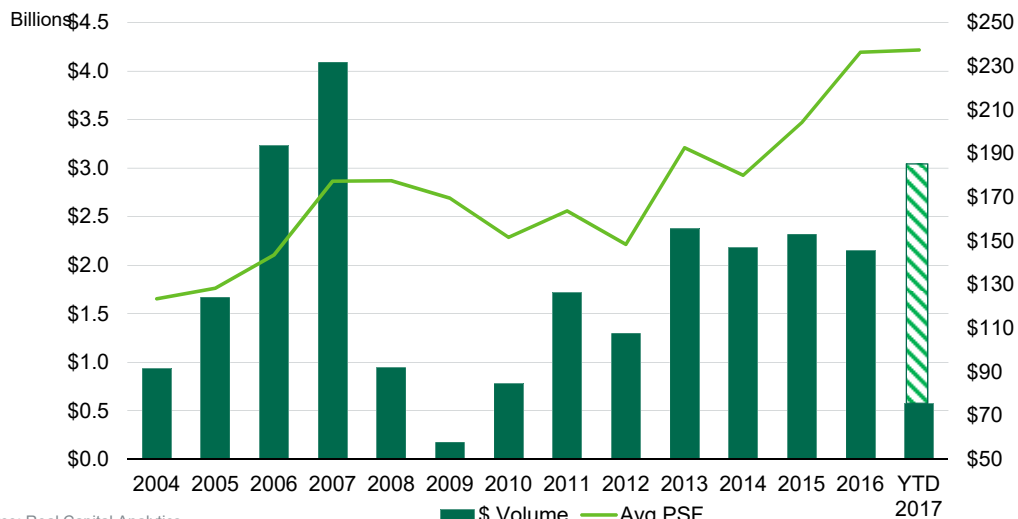
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METRO DENVER OFFICE SALE TRENDS OFFICE PRODUCT, \$5 MILLION+

VOLUME (\$) VS. AVERAGE PSF (\$)



Source: Real Capital Analytics

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FORECAST

- CBD Office Sells For Over \$700 SF
- Suburban Trophy Sells For Over \$450 SF
- Foreign Capital Dominates Playing Field
- Developers Cashing In

