

Virginia Commonwealth
University's

Real Estate and Land
Development Program

21st Annual



vcubusiness
REAL ESTATE

vcubusiness
REAL ESTATE

tmi



Strategically leveraging diversity and innovation for Organizational and Community advancement.



Clickers

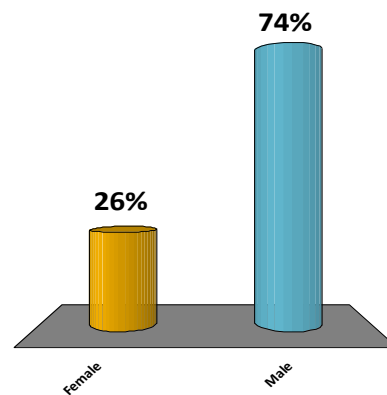
- Simply push the button that corresponds with your answer.
- All answers are anonymous.
- They don't work at home!

**FORESTCITY**

What's your gender?

In region

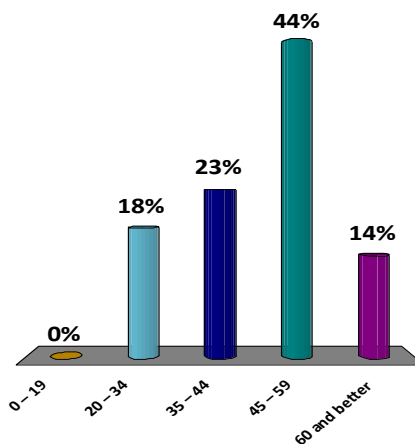
- 51.6 % 1. Female
48.4 % 2. Male

**FORESTCITY**

How old are you?

In Region

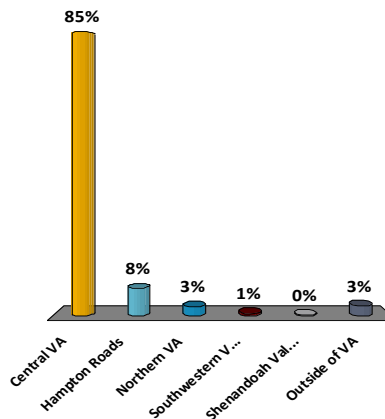
- 33 1. 0 – 19
- 19 2. 20 – 34
- 17 3. 35 – 44
- 18 4. 45 – 59
- 13 5. 60 and better



FORESTCITY

Where do you live?

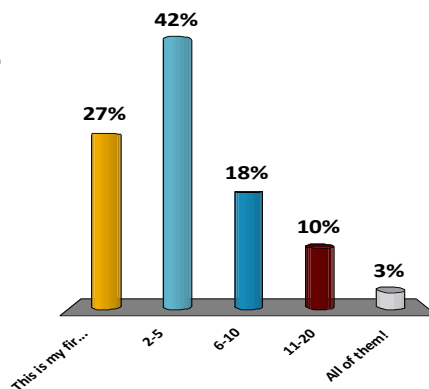
- 1. Central VA
- 2. Hampton Roads
- 3. Northern VA
- 4. Southwestern VA
- 5. Shenandoah Valley
- 6. Outside of VA



FORESTCITY

How many times have you attended the VCU Real Estate Trends conference?

1. This is my first time
2. 2-5
3. 6-10
4. 11-20
5. All of them!



FORESTCITY

Clickers

- Please place your clicker back in the bag on your table
- We'll use them again later in the program



FORESTCITY

Clickers

Session 1

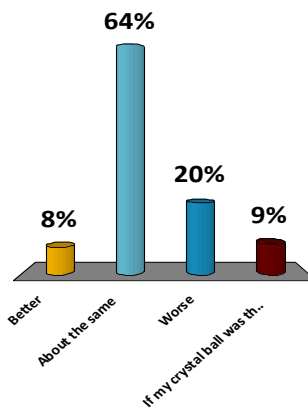
Mark Dotzour & Paul Kreckman



FORESTCITY

What is your overall outlook for the economy in the next 12 months?

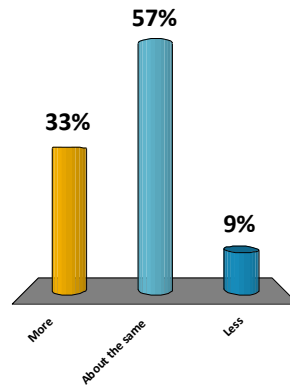
1. Better
2. About the same
3. Worse
4. If my crystal ball was that good I wouldn't be sitting here!



FORESTCITY

What do you think the supply of money for commercial properties will be in the next 12 mos?

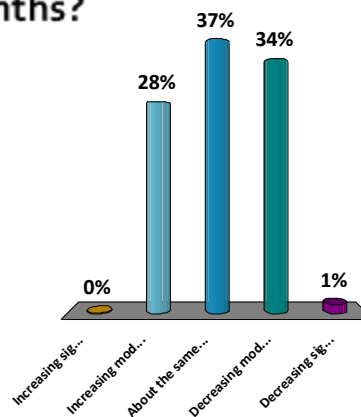
1. More
2. About the same
3. Less



FORESTCITY

Regarding Central VA home prices, where do you see values in the next 12 months?

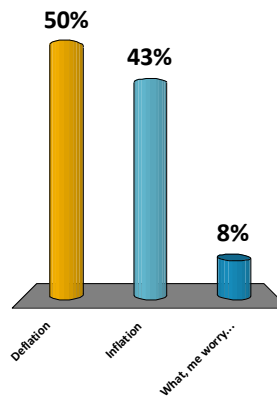
1. Increasing significantly
2. Increasing modestly
3. About the same
4. Decreasing modestly
5. Decreasing significantly



FORESTCITY

What concerns you more?

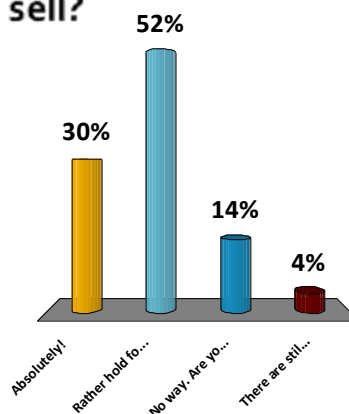
1. Deflation
2. Inflation
3. What, me worry?



FORESTCITY

If you own a trophy property full of credit tenants, is now a good time to sell?

1. Absolutely!
2. Rather hold for the long term.
3. No way. Are you out of your mind?
4. There are still credit tenants?



FORESTCITY

Clickers

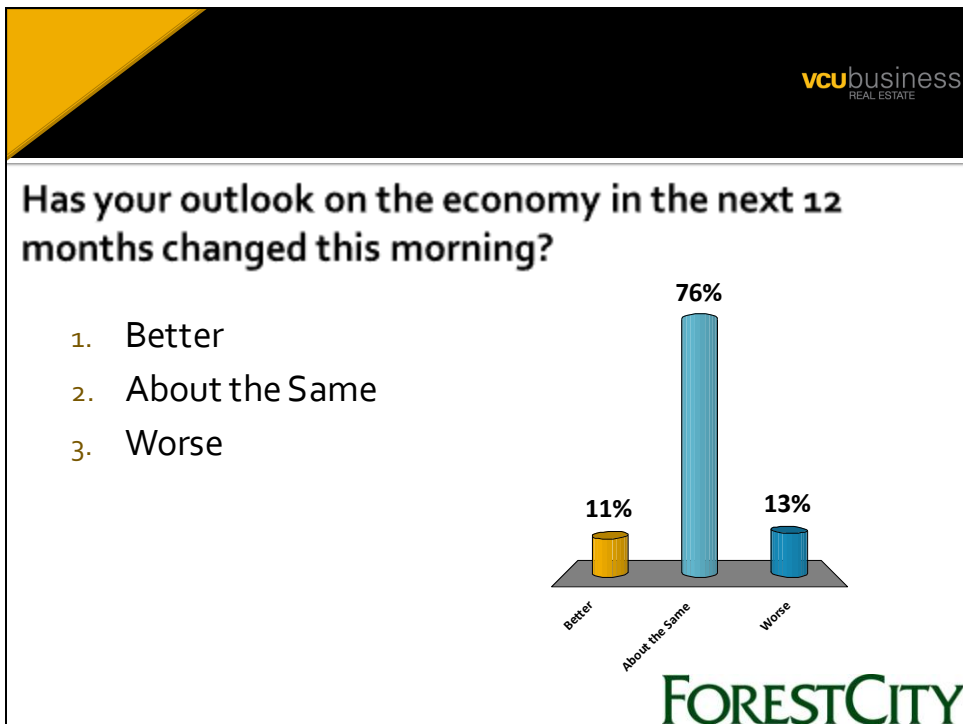
- Please place your clicker back in the bag on your table
- We'll use them again later in the program

**FORESTCITY**

Clickers

Final Questions

**FORESTCITY**



Clickers

- Please place your clicker back in the bag on your table
- Thank you!



FORESTCITY