

LIN ROUNDTABLE MEETING April 2018

Here is a summary of the LIN Roundtable questions for the three market segments discussed: Industrial, Office, and Retail.



QUESTION	OFFICE	RETAIL	INDUSTRIAL
1. WHAT OBSTACLES ARE YOU CURRENTLY EXPERIENCING THAT ARE KEEPING YOU FROM GETTING LEASES SIGNED? a) ARE THESE NEW OBSTACLES OR SIMILAR TO WHAT YOU HAVE EXPERIENCED OVER THE PAST QUARTER?	1. Expectations between Landlord and Tenant a.) Yes	1. Financial issues; gap between tenants and landlords 2. Inventory 3. Lack of franchisees in NM a. Similar	1. Lack of quality inventory a. Similar
2. AT WHAT POINT DO YOU BELIEVE CONSTRUCTION WILL RESUME IN YOUR MARKET SEGMENT? a) NOW? b) 6-12 MONTHS? c) YEARS?		If tenant involved, now. If speculative, years.	6-12 Months
3. WHAT ARE THE DRIVING FORCES FOR NEW CONSTRUCTION IN YOUR MARKET SEGMENT?	<ul style="list-style-type: none"> Available product for investors 	1. Tenants 2. Public incentives	Lack of quality supply > Market improvement
4. IS THERE MOTIVATION IN YOUR MARKET SEGMENT FOR THE REDEVELOPMENT OF EXISTING INVENTORY? IF YES, TO WHAT EXTENT?	<ul style="list-style-type: none"> Downtown Sector Value to renovate 	<ul style="list-style-type: none"> Yes for restaurants Big boxes being demised Service & entertainment oriented, rather than standard retail 	<ul style="list-style-type: none"> To a minor extent

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<p>5. WHAT DO YOU THINK WILL HAPPEN IN YOUR MARKET SEGMENT DURING THE 2nd QUARTER OF this year? a) BY YEAR END? b) NEXT YEAR?</p>		<p>a. By year end: Continued market activity as/is; IDO goes through, so may increase. b. Next year: Decreased Land inventory, increased demand for land</p>	<p>Not much</p>
<p>6. WHAT POLICY ISSUES WOULD YOU LIKE TO SEE CHANGED TO HELP BOOST YOUR BUSINESS THAT CARNM CAN ADVOCATE TO LOCAL, STATE, & FEDERAL GOVERNMENT AGENCIES?</p>	<ul style="list-style-type: none"> • IDO • Sick Leave • Incentive to Demo Buildings 	<ul style="list-style-type: none"> • Relationship building w/ Los Ranchos • Urgency to fund incentives and court new market entries. 	<ul style="list-style-type: none"> • Right to work • Paseo del Volcan; Broadway
<p>7. HOW DOES THE CURRENT ECONOMY IMPACT YOUR BUSINESS? (BIZ IS ROCKIN'; BIZ IS IN THE DUMPS)</p>	<ul style="list-style-type: none"> • Moving along steady • Renewal business 	<ul style="list-style-type: none"> • Lack of jobs hurting the market. • Low demographics hurting credit-worthy entries and expansion. 	<ul style="list-style-type: none"> • Accelerating > Not quite up
<p>8. COMMENTS</p>			