

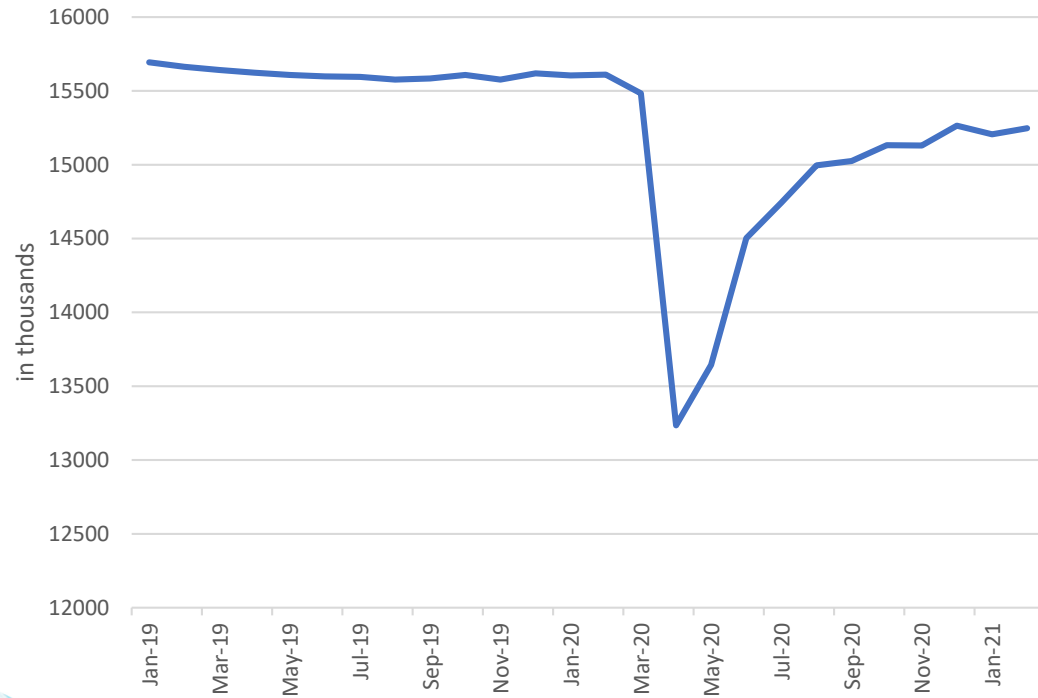
# A Healthier Retail and Better Industrial

**Brandon Hardin**  
**Research Economist**  
NATIONAL ASSOCIATION OF REALTORS®

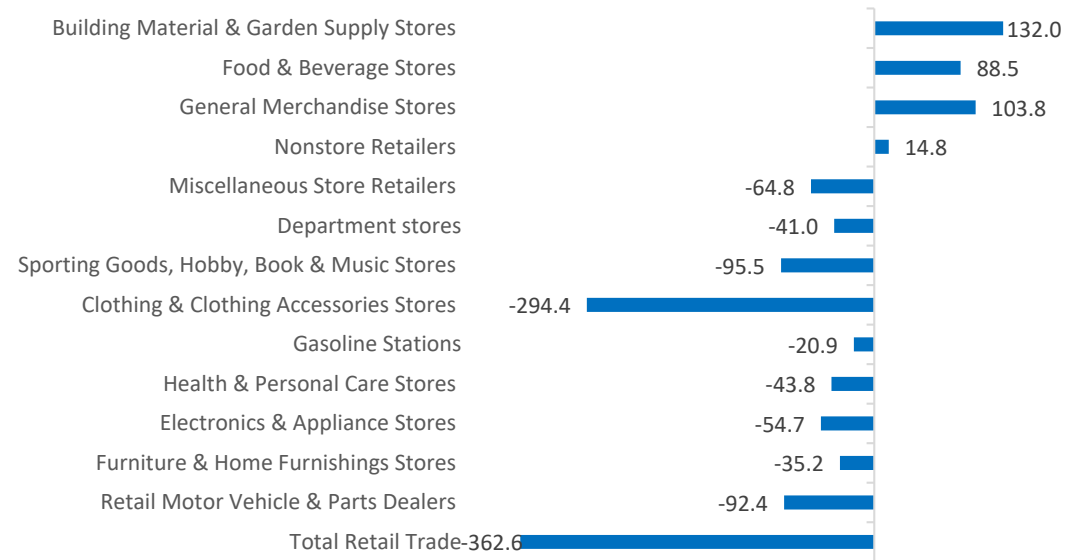


# Retail Job Recovery

Needs an additional 362,600 jobs to reach February 2020 prior peak



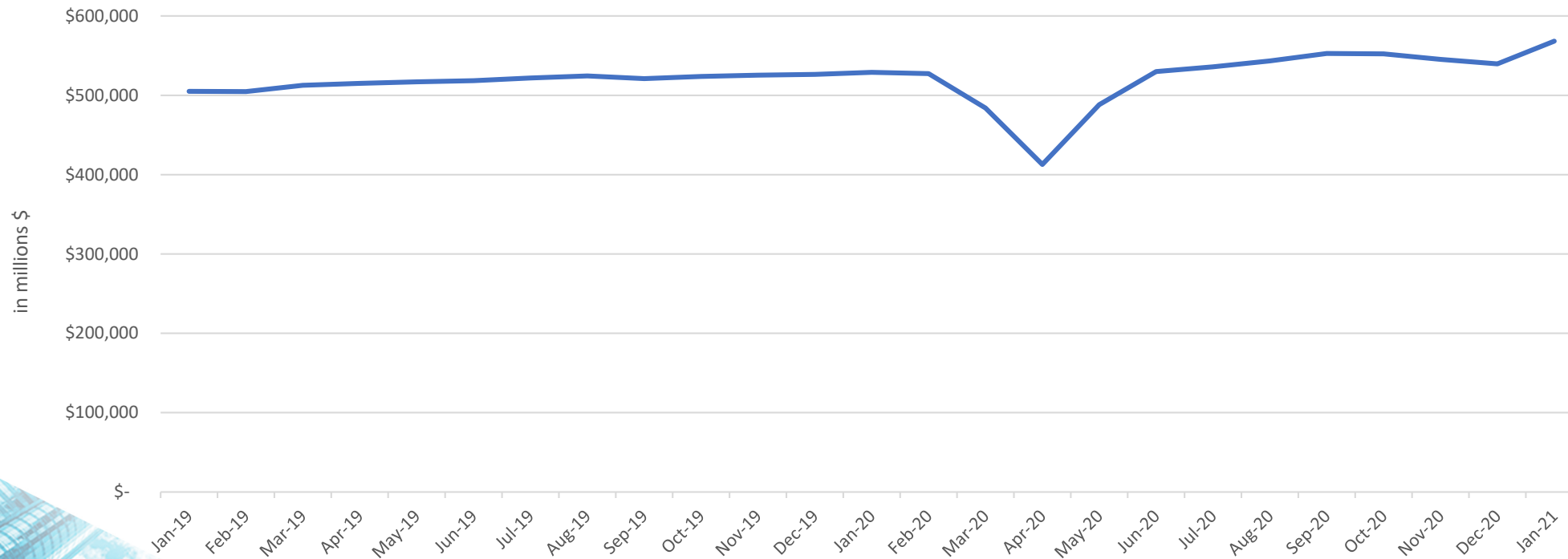
Change in Net Employment in Feb 2021 vs Feb 2020 ('000)



Source: U.S. Census Bureau

# Retail & Food Service Sales Recovery

Exceeds April 2020 sales by \$155.4 billion and prior peak by \$39.3 billion

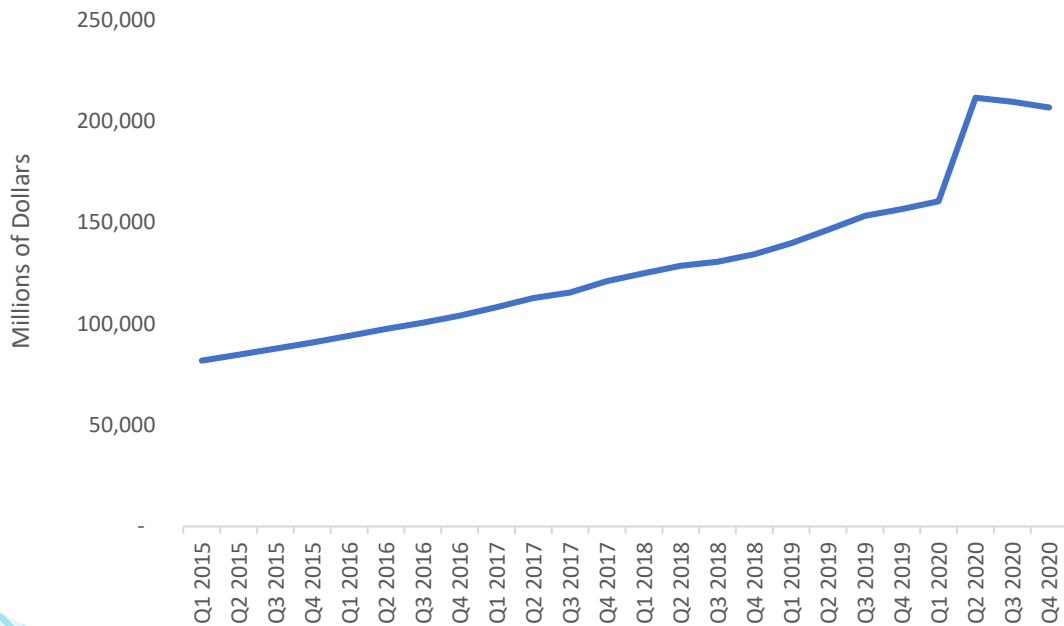


Source: U.S. Census Bureau

# E-Commerce Growth

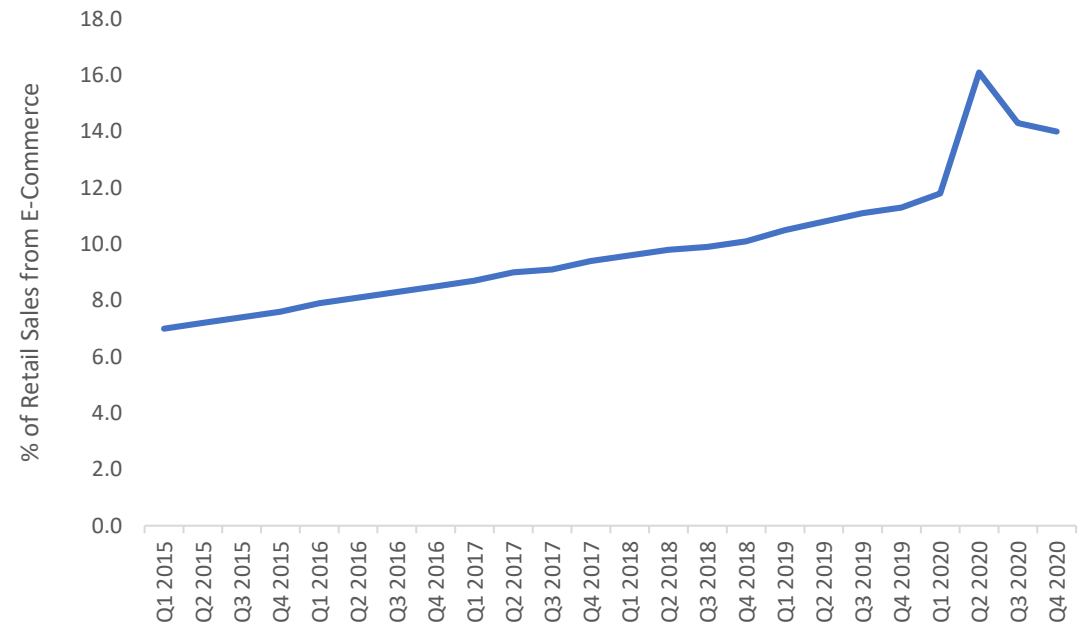
E-Commerce sales total \$791.7 billion, an increase of 32.4% from 2019

E-Commerce Retail Sales, Quarterly, SA



Source: U.S. Census Bureau

E-Commerce Retail Sales as a % of Total Sales, Quarterly, SA

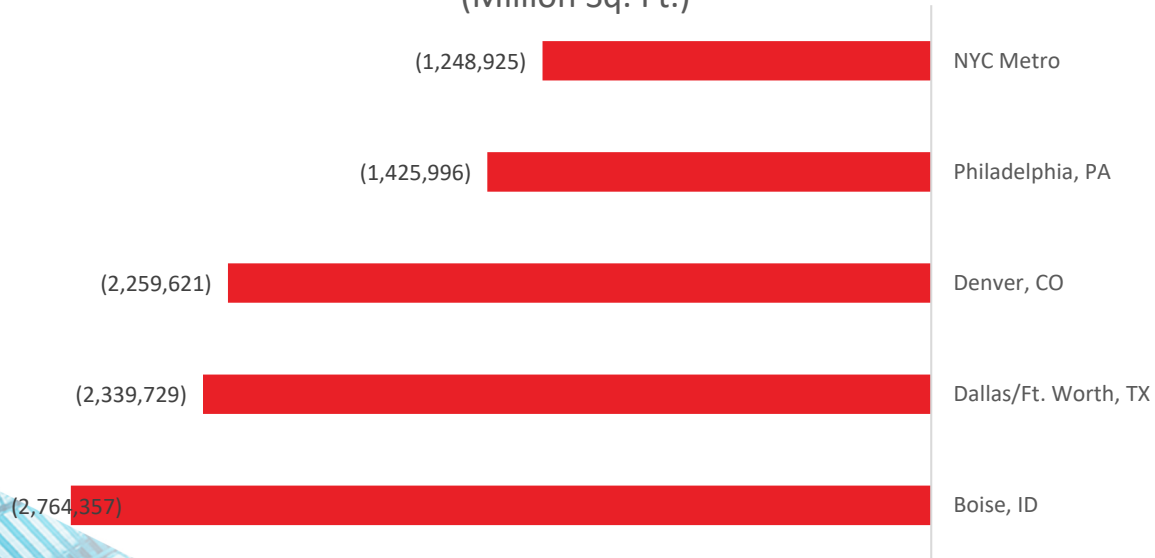


Source: U.S. Census

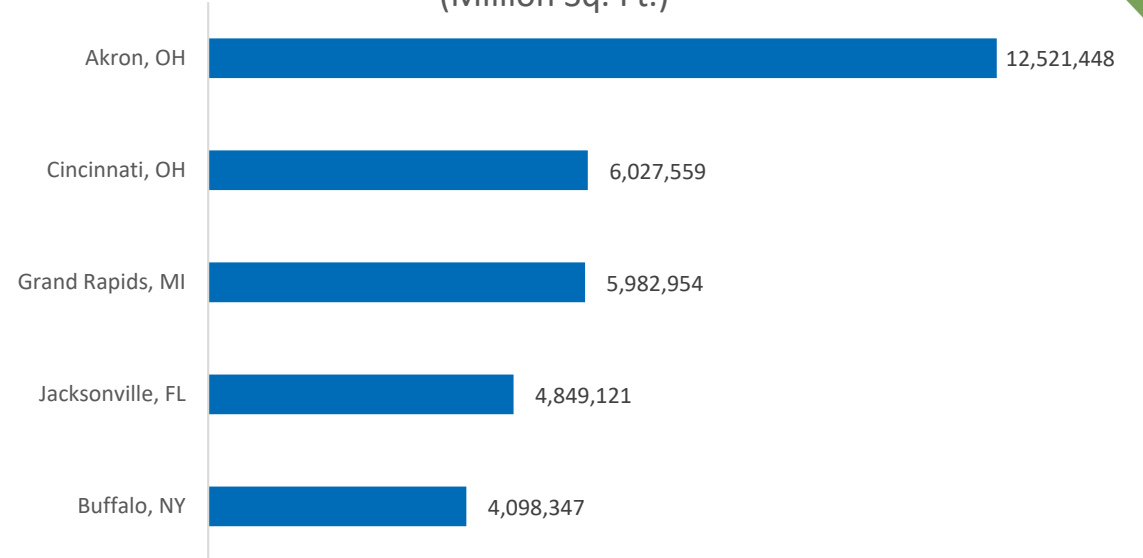
# Retail Shopping Center Space by Market

Ohio Cities led positive net absorption of shopping center space

Negative Net Absorption of Shopping Center Space in 2020  
(Million Sq. Ft.)



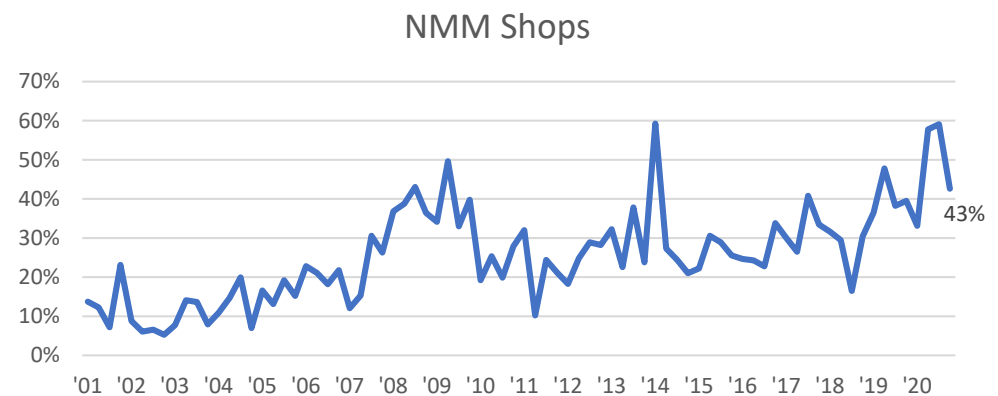
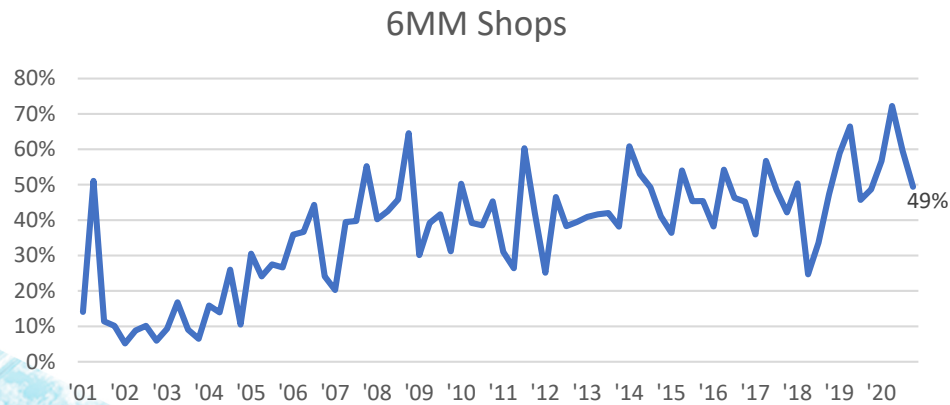
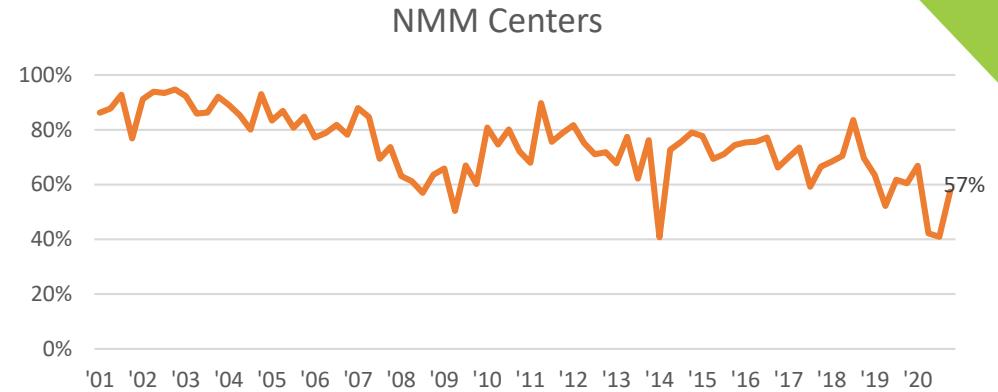
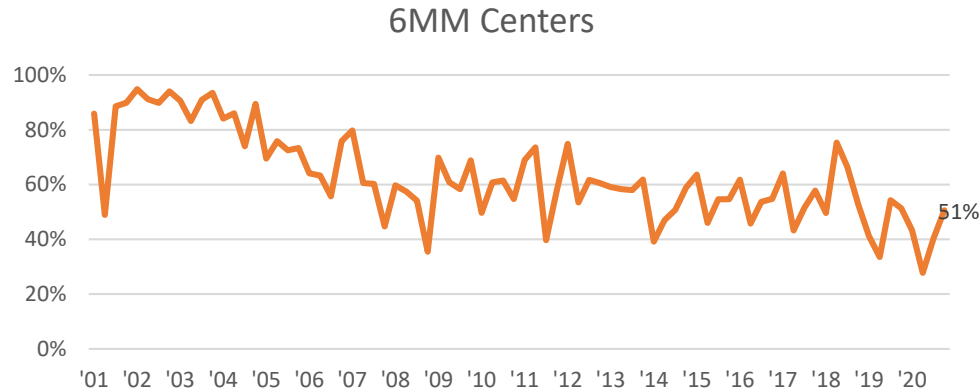
Positive Net Absorption of Shopping Center Space in 2020  
(Million Sq. Ft.)



Source: Cushman Wakefield

# Share of Retail Property Transactions

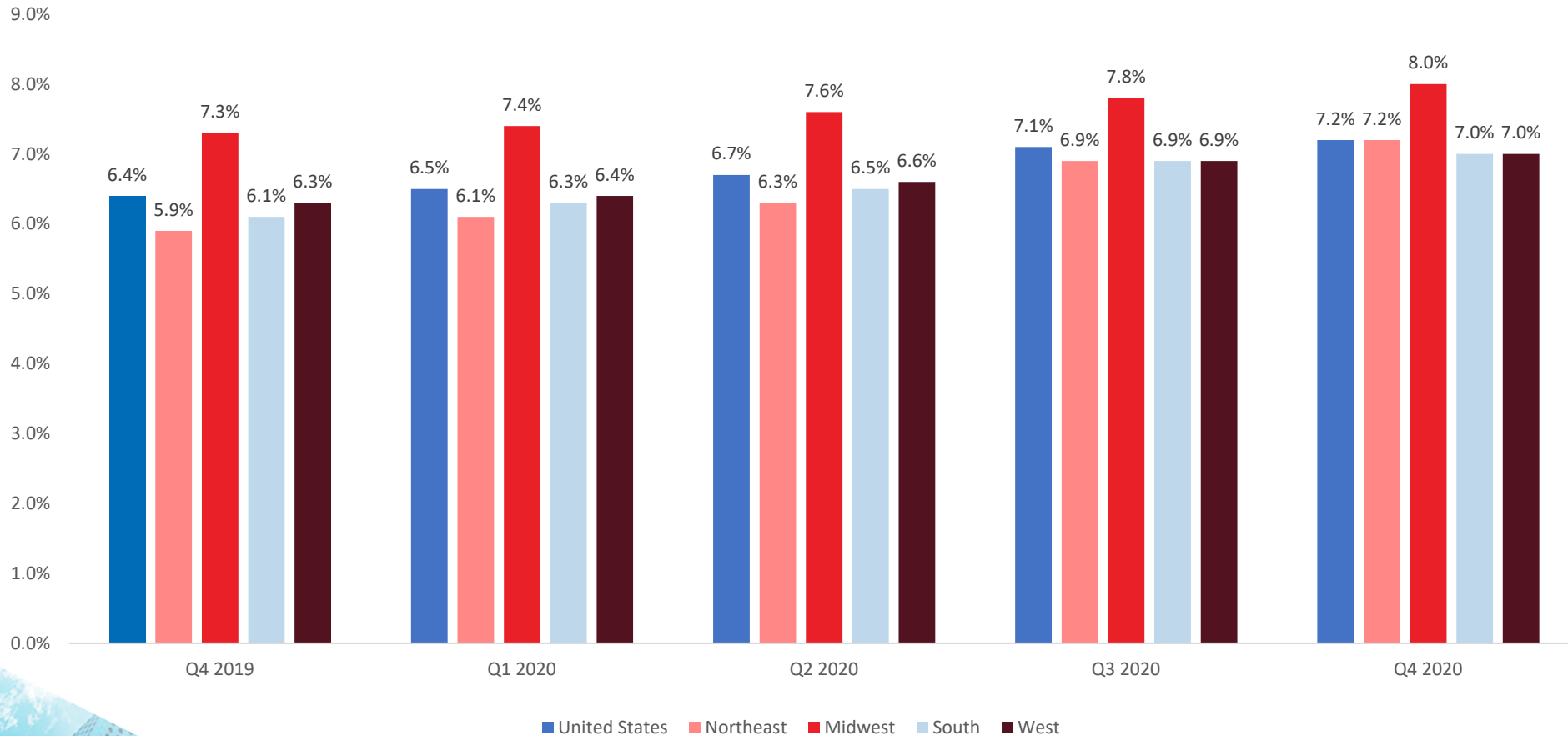
Centers fall while shops rise in both 6MM and NMM



Source: Real Capital Analytics

# Shopping Center Vacancy Rates

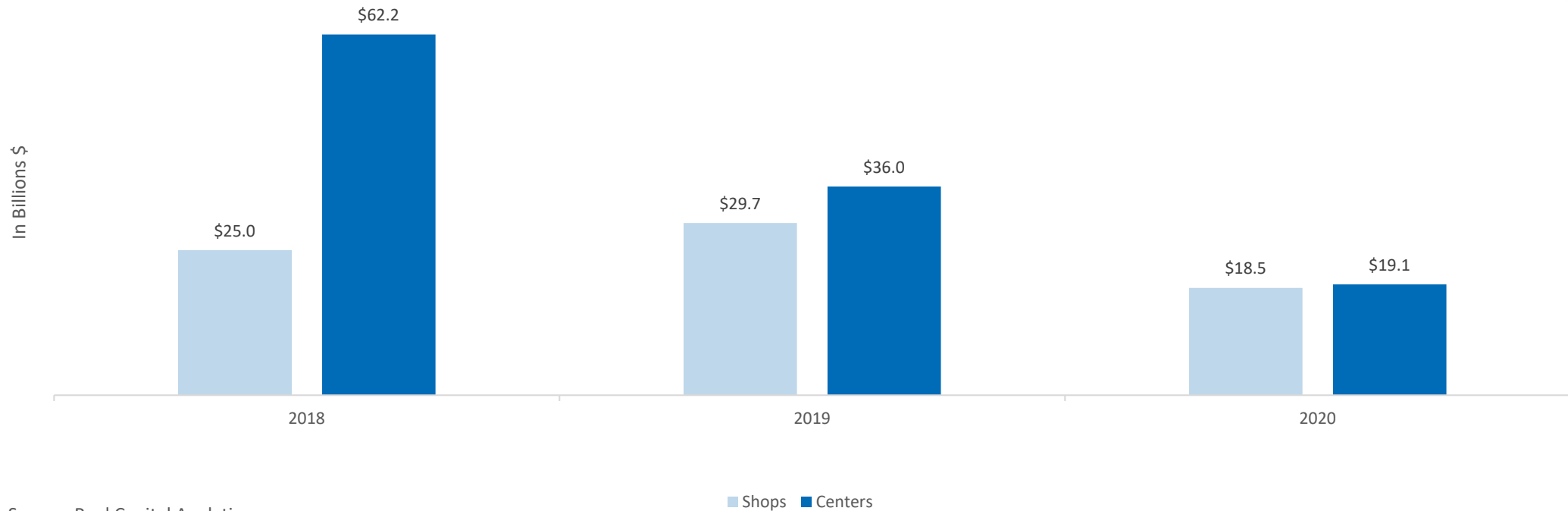
Stimulus lessened the rise in vacancy



Source: Cushman and Wakefield

# Retail Acquisitions

Retail sales transactions of \$2.5M or more continue downward trend



Source: Real Capital Analytics



# Retail Outlook

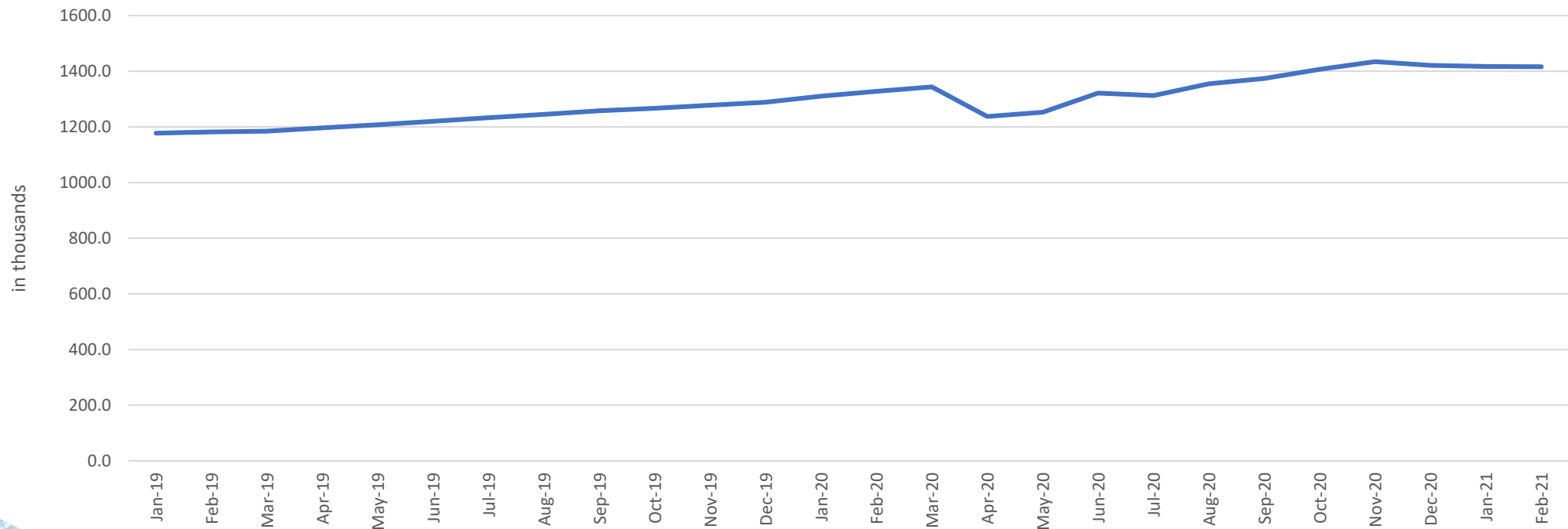
Healthier retail than 2020

- Vaccinations
- Retailers: Stronger financial fundamentals
- More consumers shift to e-commerce
- Downtown retail/food improvement in second half of 2021
- Opportunities in repurposing existing assets



# Industrial Job Recovery

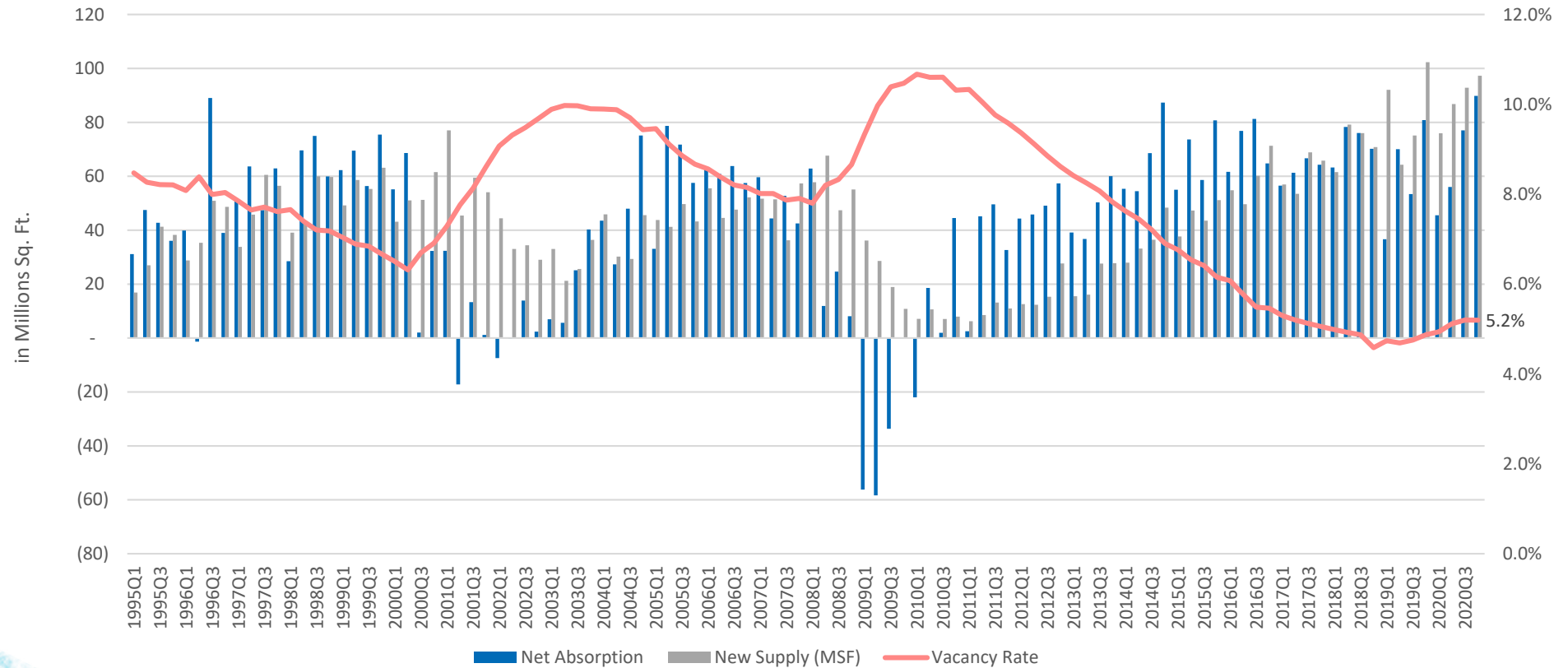
Warehousing and storage jobs exceeds February 2020 by 72,400 jobs



Source: U.S. Census Bureau

# Industrial Space

## Supply outpaces demand

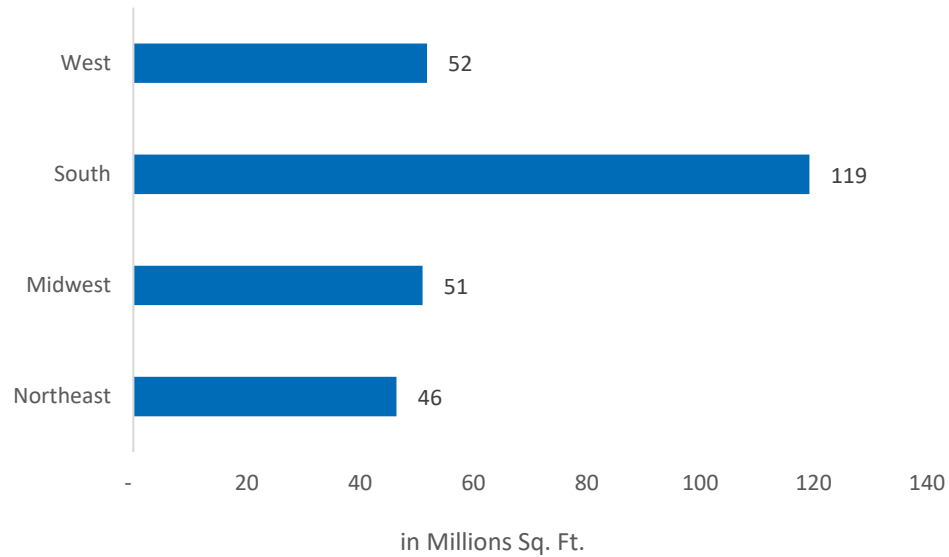


Source: Cushman Wakefield

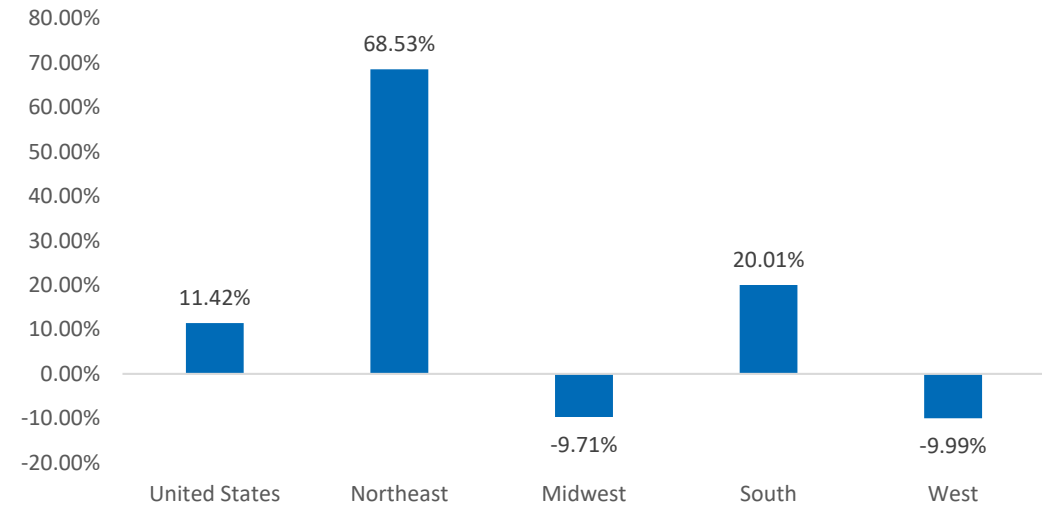
# Industrial Space by Region

The Northeast record a 68.5% y/y increase

Net Absorption of Industrial Space by Region in 2020



Y/Y % Change in Industrial Net Absorption by Region

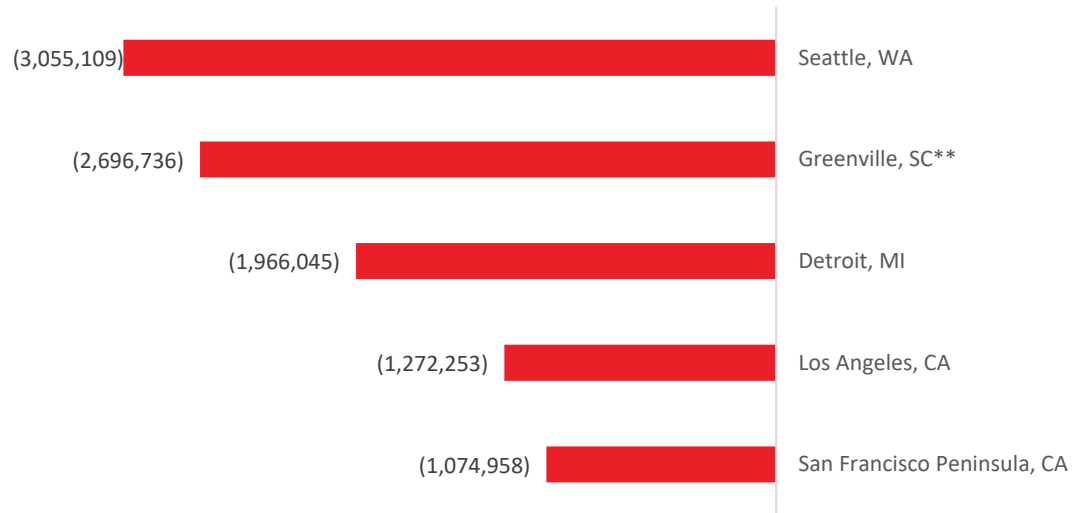


Source: Cushman Wakefield

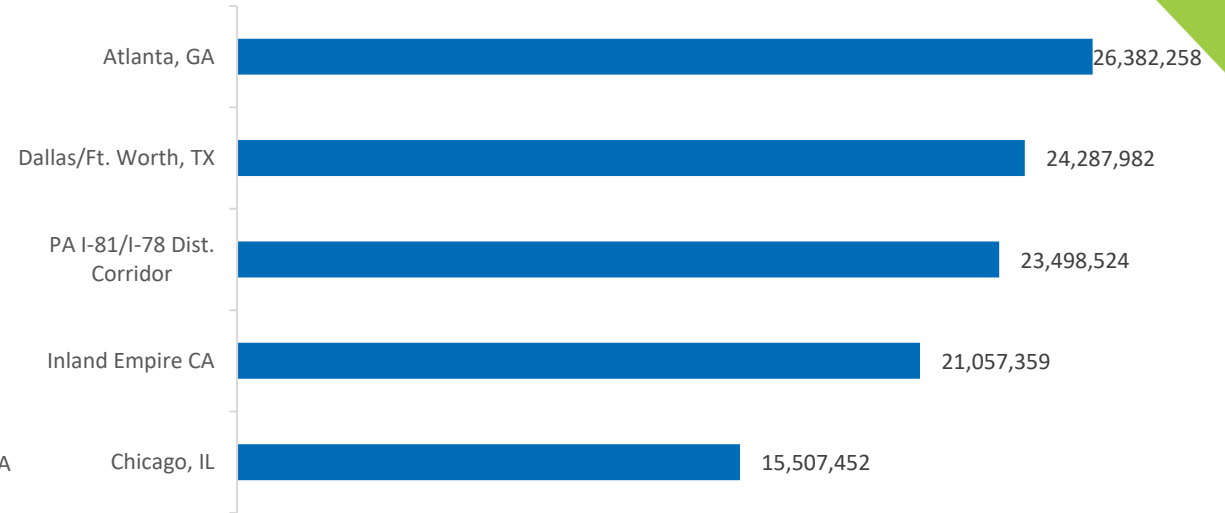
# Industrial Space by Market

Occupancy gains for 80% of markets covered

Negative Net Absorption of Industrial Space in 2020



Positive Net Absorption of Industrial Space in 2020

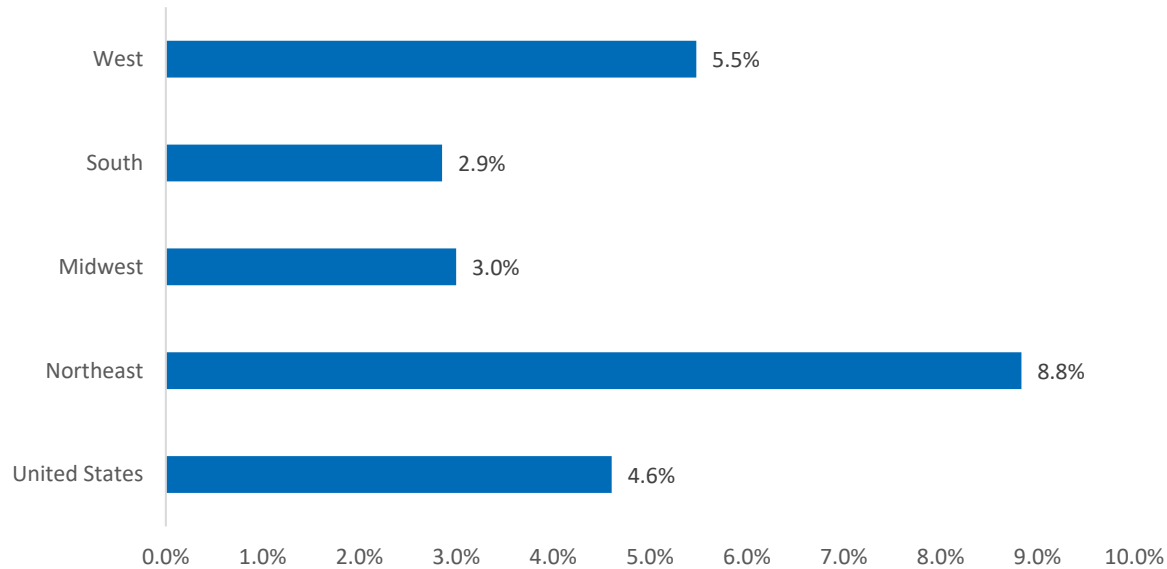


Source: Cushman Wakefield

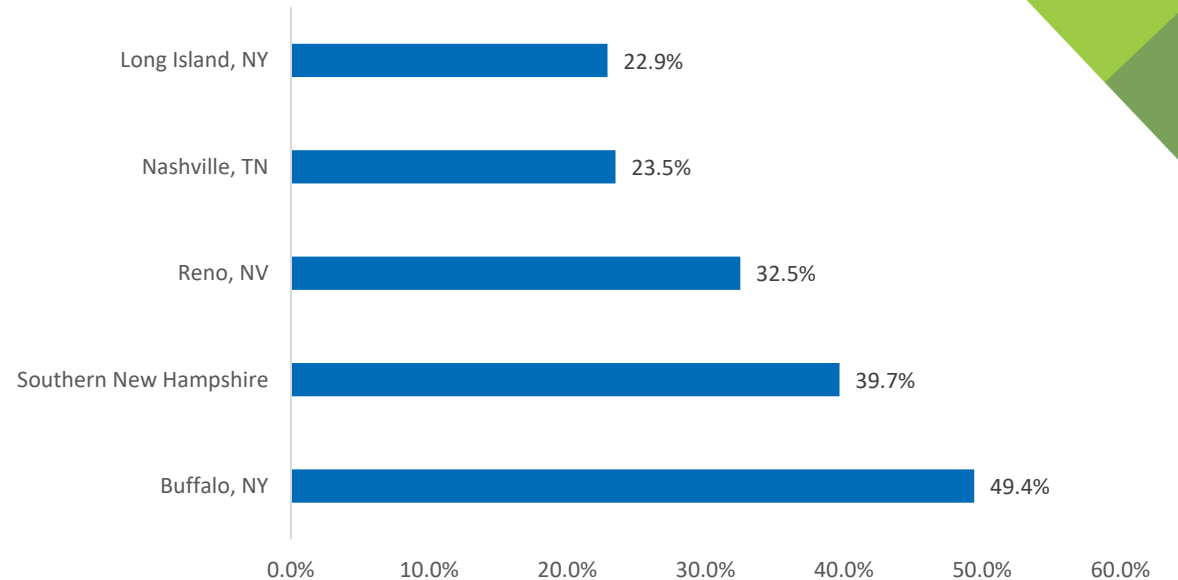
# Industrial Asking Rents

Positive rent growth continues for industrial

Y/Y % Change in Industrial Asking Rents as of Q4 2020



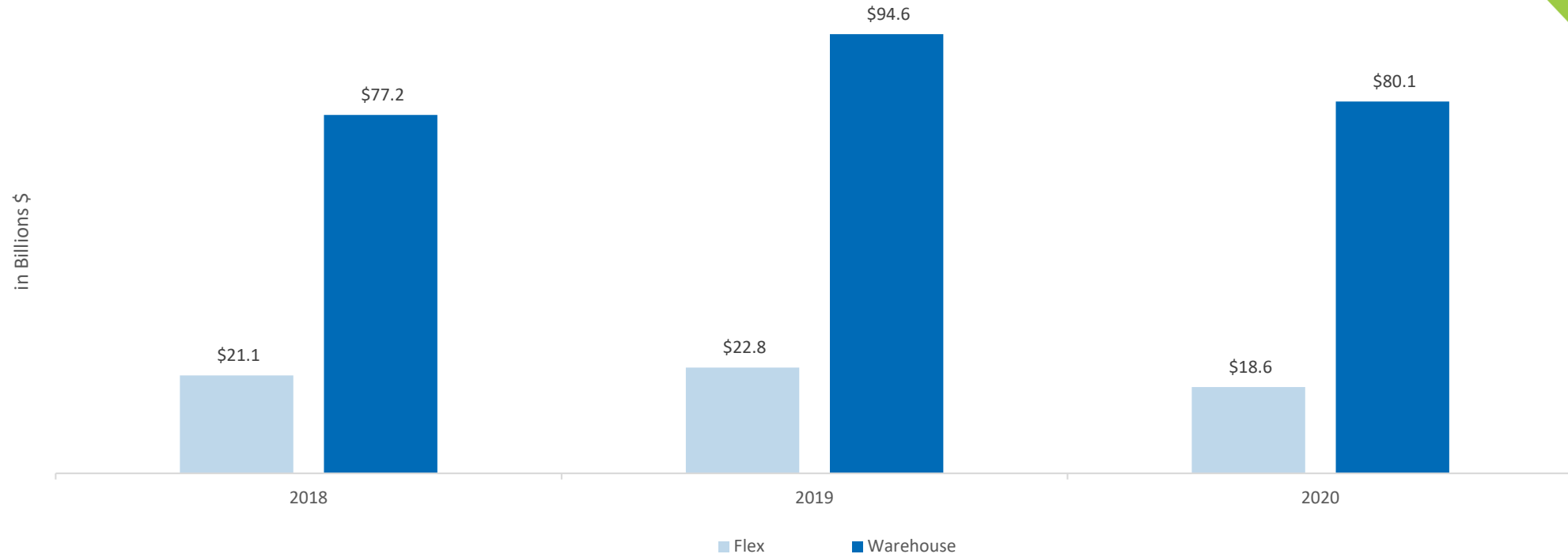
Top 5 Markets Y/Y % Change in Industrial Rents as of Q4 2020



Source: Cushman and Wakefield

# Industrial Acquisitions

Industrial sales transactions of \$2.5M or more still strong



Source: Real Capital Analytics

# Industrial Outlook

## Better industrial

- Strong demand to continue
- More supply
- Rent growth
- Higher vacancy





**THANK YOU**  
**FOR ATTENDING**



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