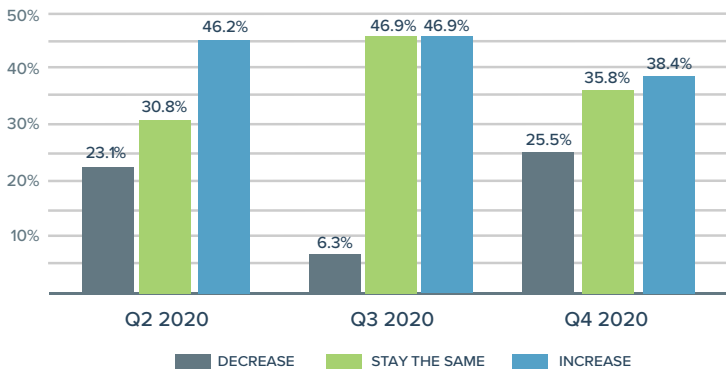
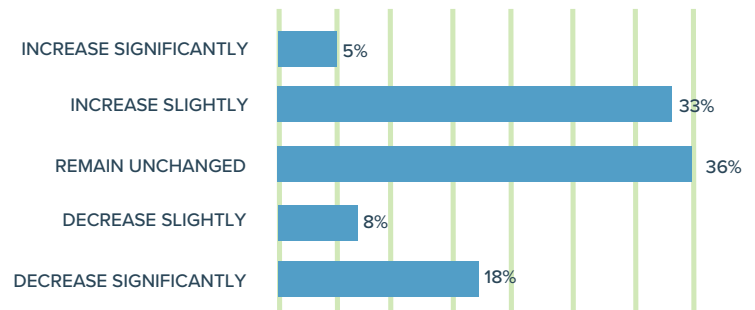


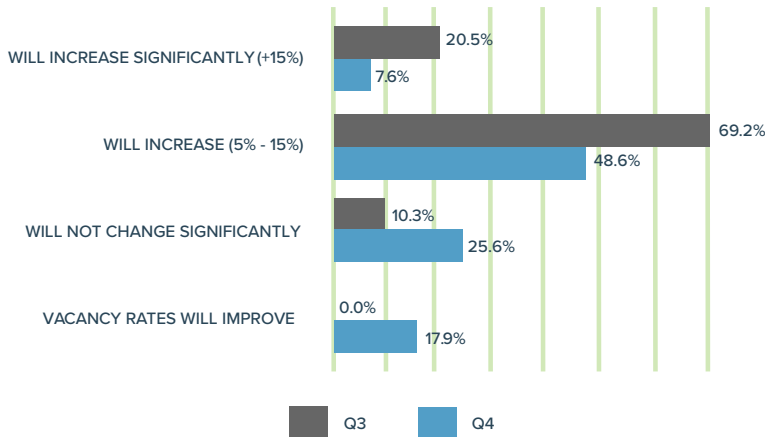
## HOW DO YOU THINK CAP RATES WILL ADJUST IN THE NEXT 6 MONTHS:



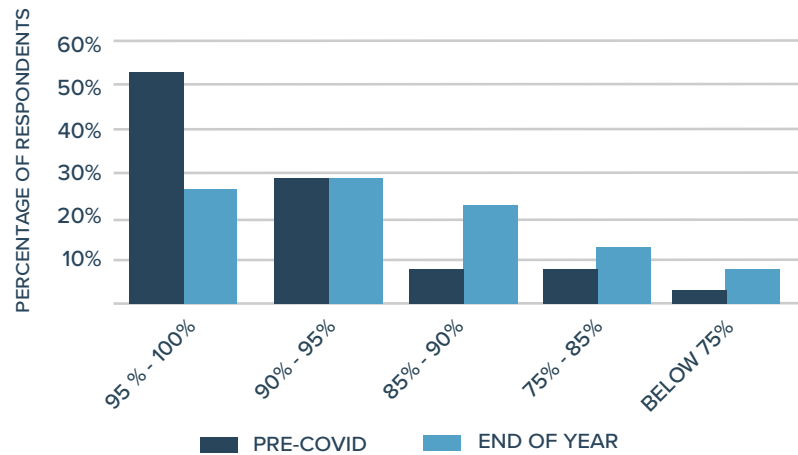
## HOW DO YOU THINK CAP RATES WILL ADJUST IN THE NEXT SIX MONTHS?



## ACROSS THE TEXAS RETAIL MARKET, HOW DO YOU SEE VACANCY RATES MOVING IN THE NEXT SIX MONTHS?



## WHAT WAS THE AVERAGE OCCUPANCY OF YOUR CENTER(S) PRE-COVID AND NOW?

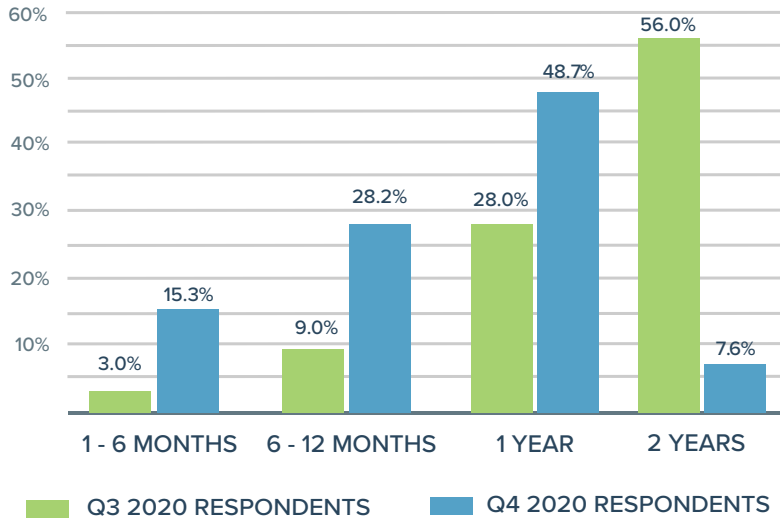


**Alexandria Tatem**  
Head of Research  
atatem@foresitecre.com

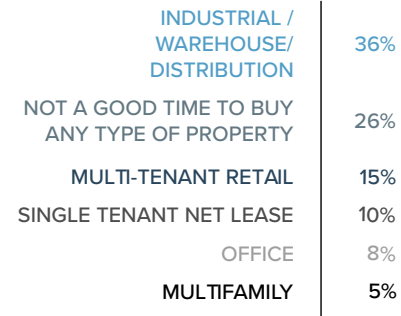
**Garrett Wood**  
VP of Investment Sales  
gwood@foresitecre.com

**Chad Knibbe, CCIM**  
President  
cknibbe@foresitecre.com

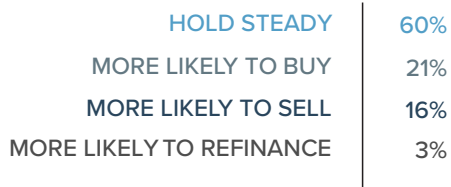
## HOW LONG BEFORE INVESTMENT ACTIVITY / TRANSACTION VOLUME WILL RECOVER TO PRE-PANDEMIC LEVELS FOR MULTI-TENANT RETAIL?



## WHERE IS THE BEST OPPORTUNITY FOR BUYERS IN THE FIRST HALF OF 2021?



## HOW WILL THE ELECTION CHANGE YOUR INVESTMENT STRATEGY FOR NEXT YEAR TO BUY/SELL/REFINANCE/HOLD?



## HOW HAS YOUR UNDERWRITING CHANGED FOR 2021? *(IN ORDER FROM MOST TO LEAST IMPORTANT)*

1. FACTORING IN A LONGER DOWNTIME ON AVAILABLE SPACE
2. FACTORING IN LESS RENT GROWTH OR LOWER MARKET RATES FOR NEW LEASES
3. CALCULATING A HIGHER VACANCY FACTOR DUE TO MORE PERCEIVED RISK
4. FACTORING IN HIGHER TENANT IMPROVEMENT ALLOWANCE TO ATTRACT NEW TENANTS

**Alexandria Tatem**  
Head of Research  
atatem@foresitecre.com

**Garrett Wood**  
VP of Investment Sales  
gwood@foresitecre.com

**Chad Knibbe, CCIM**  
President  
cknibbe@foresitecre.com

# INVESTOR SENTIMENT SURVEY RESULTS Q4 2020

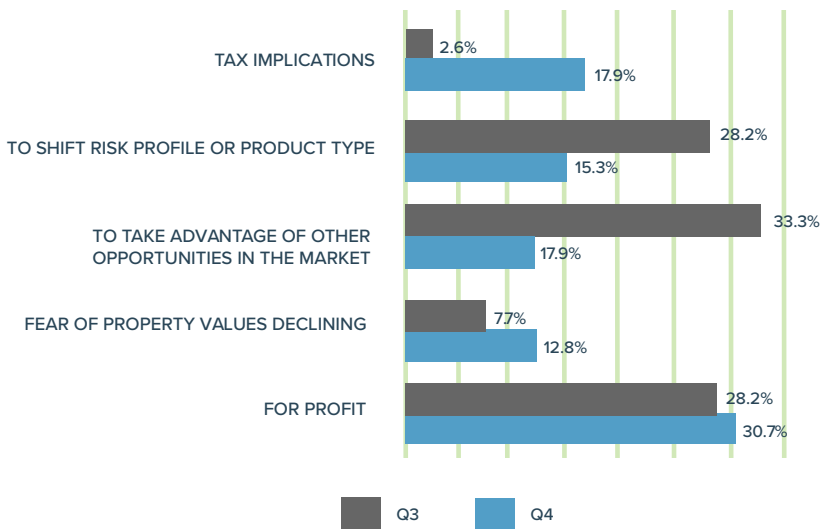
## WHAT IS MOST LIKELY TO AFFECT RETAIL PROPERTY VALUES IN 2021?

CONTINUING COVID RAMIFICATIONS	28%
OCCUPANCY CHANGES	26%
CHANGING TAX IMPLICATIONS	18%
MARKET RENTAL RATES	15%
LENDER UNDERWRITING / AVAILABILITY OF CAPITAL	13%

## IF THE 1031 EXCHANGE GETS ELIMINATED FOR INVESTORS EARNING OVER \$400,000 ANNUALLY, WOULD YOU HAVE THE TENDENCY TO:

HOLD ON TO MY PROPERTIES LONGER	31%
SELL AND REALIZE THE GAIN BEFORE THE LONG TERM CAPITAL GAINS RATE IS CHANGED	27%
NO CHANGE TO MY INVESTMENT STRATEGY	24%
QUICKLY UTILIZE THE 1031 EXCHANGE RULE TO MOVE EQUITY INTO A LONG-TERM HOLD INVESTMENT BEFORE THE CHANGES TAKE EFFECT	17%

## IF YOU ARE PLANNING TO SELL AN ASSET IN THE NEXT 12 MONTHS, YOUR REASON FOR DOING SO WOULD BE:



## HOW WOULD YOU RANK THE MOST IMPORTANT FACTORS IN INVESTOR BUYING DECISIONS FOR 2021? *(IN ORDER FROM MOST TO LEAST IMPORTANT)*

1. BUILDING LOCATION
2. TENANTS' CURRENT RENT COMPARED TO MARKET RENT
3. TENANT CREDIT QUALITY & STRENGTH OF GUARANTOR
4. COST OF CAPITAL
5. LENGTH OF REMAINING LEASE TERM
6. BUILDING OCCUPANCY
7. TENANT SALES PERFORMANCE DURING PANDEMIC
8. TENANTS' ABILITY TO ADAPT TO ONLINE SALES CHANNELS
9. BUILDING CHARACTERISTICS (AGE, SIZE, LAYOUT, ETC.)

## FORESITE COMMERCIAL REAL ESTATE

INVESTMENT SALES | PROJECT LEASING | PROPERTY MANAGEMENT

Foresite is committed to keeping clients informed and we continue to offer our services during these market changes. Please contact a specialized agent for guidance and visit our website for more resources.

1380 PANTHEON WAY SUITE 290 SAN ANTONIO, TX 78232 | 210.816.2734 | [foresitecre.com](https://foresitecre.com)