



# SIOR NATIONAL PRESIDENT

LYNN E. REICH, SIOR, CCIM, FRICS  
COLLIERS BENNETT & KAHNWEILER  
CHICAGO, IL

# SIOR

- **RETOOL NOW...**
- **REINVEST NOW...**

**FOR THE INEVITABLE RECOVERY.**

# SIOR MEMBERSHIP IS:

- **2,800 SIOR DESIGNEES**
  - **580 MARKETS**
  - **26 COUNTRIES**
- **55% LARGE FIRM OR NETWORKS**
  - **45% INDEPENDENT**

# POWERFUL NUMBERS

**\$125 BILLION IN TRANSACTION VALUE**

**3.3 BILLION SQUARE FEET OF SPACE**

**83,500 TRANSACTIONS**

**MEMBER-TO-MEMBER TRANSACTIONS**

**SIOR COOPERATIVE TRANSACTIONS**

**\$1.6 billion**

# SIOR ASSOCIATE MEMBERS



# WHY SIOR IS INTERNATIONAL

*“THE COMMERCIAL REAL ESTATE INDUSTRY HAS EXPANDED GLOBALLY, AND CLIENT EXPECTATIONS HAVE GROWN EXPONENTIALLY.*

*SIOR IS POSITIONED TO MEET CLIENTS’ NEEDS WORLDWIDE THROUGH ITS LEADING NETWORK OF TRANSACTION PROFESSIONALS.”*

**LYNN E. REICH, SIOR, CCIM, FRICS**

**2010 SIOR PRESIDENT**

**COMMENTS MADE IN JANUARY 2010 DURING THE  
SIOR LONDON LUNCHEON SERIES**

# REPRESENTING INTERNATIONAL CORPORATIONS & INVESTORS

## Corporations



## Investors



# SIOR COMMERCIAL REAL ESTATE INDEX

Q4 2005 - Q4 2009



\* 100 = A BALANCED MARKET

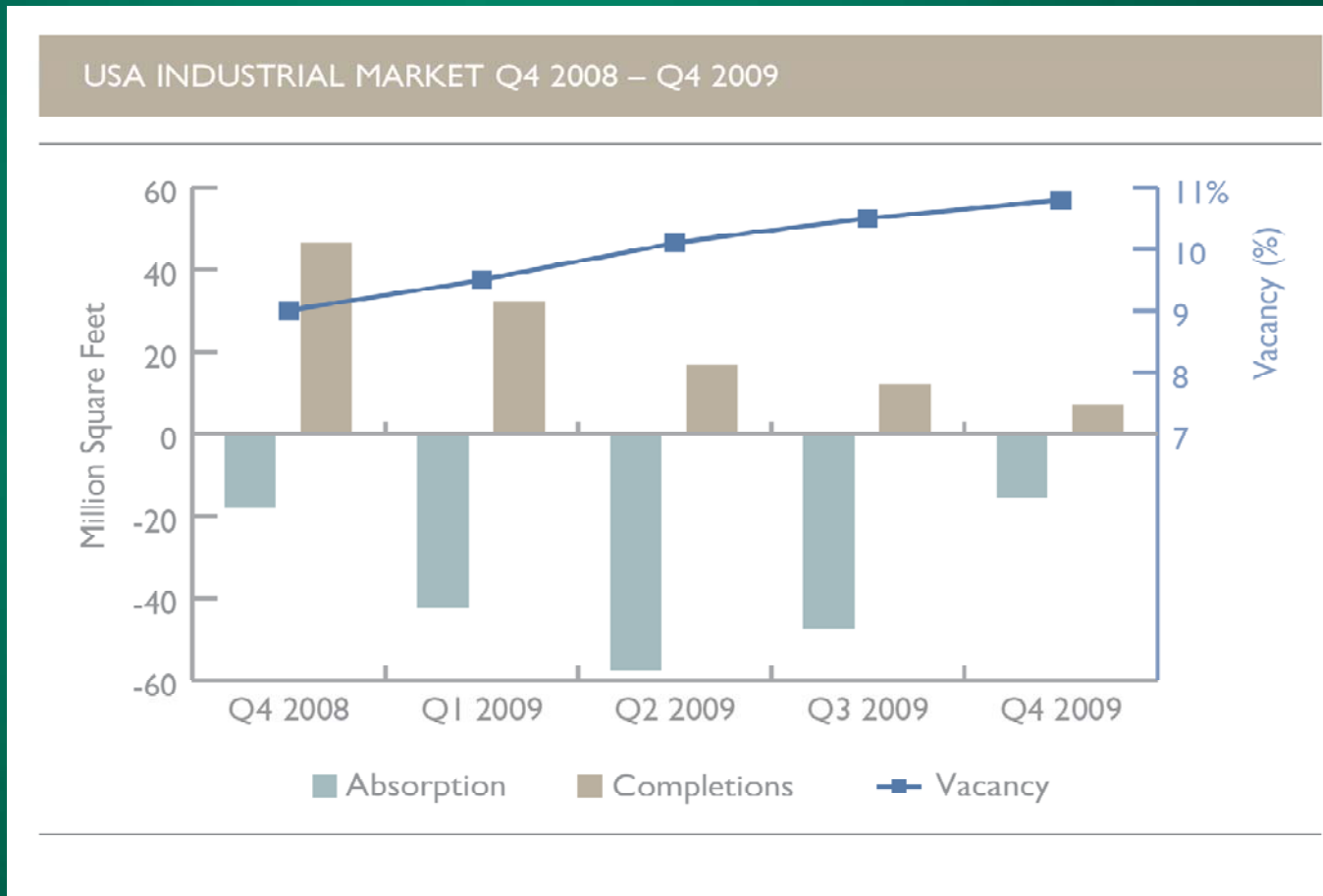
# SIOR COMMERCIAL REAL ESTATE INDEX

## NAR ECONOMIC OVERVIEW

- A FRAGILE RECOVERY
- JOB MARKET STILL STRUGGLING
- CONSUMER DEMAND IS WEAK

# INDUSTRIAL

## USA INDUSTRIAL MARKET Q4 2008 – Q4 2009



Courtesy of Colliers International

# INDUSTRIAL

## USA INDUSTRIAL MARKET SUMMARY STATISTICS – Q4 2009

- **VACANCY RATE:** **10.92%**  
**CHANGE FROM Q3 2009** **0.18%**
- **ABSORPTION:** **-17.6 MILLION SF**
- **NEW CONSTRUCTION:** **7 MILLION SF**
- **UNDER CONSTRUCTION:** **15.4 MILLION SF**

# INDUSTRIAL

## MARKET INDICATORS

|                | Q4<br>2009 | Q1<br>2010* |
|----------------|------------|-------------|
| VACANCY        | ↑          | ↑           |
| NET ABSORPTION | ↑          | ↔           |
| CONSTRUCTION   | ↓          | ↓           |
| RENTAL RATE    | ↓          | ↓           |

\* PROJECTED, RELATIVE TO PRIOR PERIOD

Courtesy of Colliers International

# OFFICE

## USA OFFICE MARKET Q4 2008 – Q4 2009



# OFFICE

## USA OFFICE MARKET SUMMARY STATISTICS – Q4 2009

- **VACANCY RATE:** **15.80%**  
**CHANGE FROM Q3 2009** **0.17%**
- **ABSORPTION:** **0.8 MILLION SF**
- **NEW CONSTRUCTION:** **9.9 MILLION SF**
- **UNDER CONSTRUCTION:** **46 MILLION SF**

# OFFICE

## MARKET INDICATORS

|                | Q4<br>2009 | Q1<br>2010* |
|----------------|------------|-------------|
| VACANCY        | ↑          | ↑           |
| NET ABSORPTION | ↑          | ↔           |
| CONSTRUCTION   | ↓          | ↓           |
| RENTAL RATE    | ↓          | ↓           |

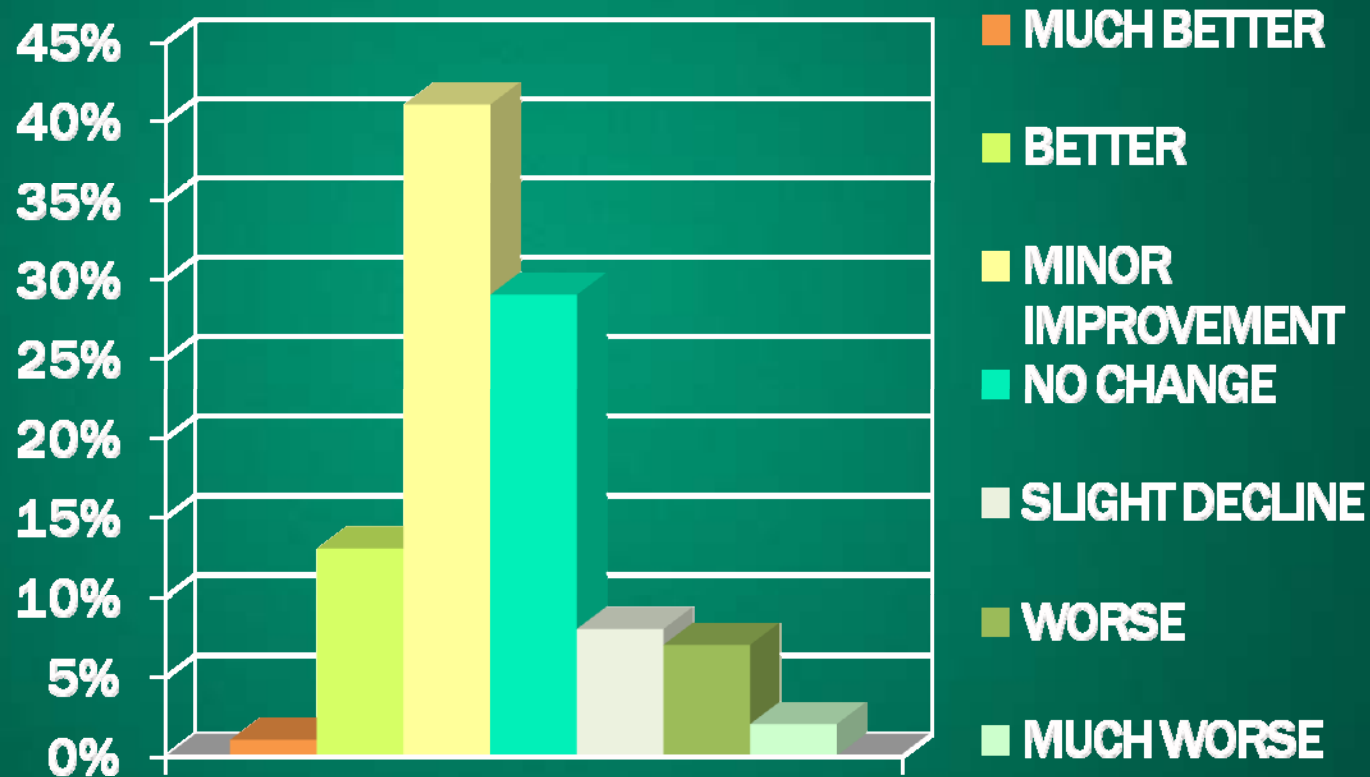
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Courtesy of Colliers International

# THE POSITIVES

- THE WORST OF THE RECESSION IS BEHIND US
- CAUTIOUS OPTIMISM IS RISING
- INDUSTRIAL PRODUCTION      EOY '09 
- IMPORTS AND EXPORTS 
- ISM INDEX POSTED 6<sup>TH</sup> LEVEL ABOVE 50

# SIOR Q1 2010 FORECAST \*



\* FROM SIOR Q4 2008 COMMERCIAL REAL ESTATE INDEX SURVEY

Courtesy of SIOR

**SIOR MEMBERS ARE...**

**RETOOLING NOW...**

**REINVESTING NOW...**

**FOR THE INEVITABLE RECOVERY.**