
Capital Markets and Commercial Real Estate

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January 25, 2024

Appraisal Institute - Southern California Chapter

Goals of Presentation

- Update – World Economic Forum
- Market Drivers & Data
- Capital Markets / Rates
- Conclusions & Forecast

Note: PPT Deck will be posted to www.GreerAdvisors.com and to SCCAI site.

Most information is updated via Newsletter, sign up on web site.

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- World Economic Forum
 - 27+ Countries
 - Davos Switzerland
 - January 15-19, 2024

World Economic Forum

<https://www.weforum.org/events/world-economic-forum-annual-meeting-2024/>

Top Concerns / Risks

- AI
- Supply Chain
- Mis/Dis-Information

Last year noted “Weaponizing of News, FBI, DOJ, IRS, etc”ending with “I trust nothing today!” Not much changed. Greer Advisors, LLC

World Economic Forum

Five Days – Jan 15-19

Dozens of Presentations – Mostly 1 hour per
Leaders of Most EU Countries Present
Outside Perspective - Incredible Posturing!

Stories...

Key Take Aways Summarized next...

World Economic Forum – Key Take Aways

Artificial Intelligence – Appeared to be the “Buzz” of the crowd. This is only as good as those “driving the ship.”

Mis/Dis-Information – Now Impacting Everything from Politics to Goods/Products/Services, etc

Supply Chain – It’s no longer just delivery. It’s “Just in Time” and where made and where sent?

■ Drivers & Data

Driver - Supply / Demand vs. Financing

Supply / Demand - Impacts Rent & Vacancy less on Value

- Most Demand ties to Jobs – Drives Vacancy (1), Rents (2)
 - Office – FIRE Employment, Portion of Service Employment
 - Retail – Household (HH) Formations, Income Growth
 - Industrial – Manufacturing & Distribution (Logistics)
 - Multifamily – HH Formations, non-Top 25% of HH Income
 - Hotel – Corporate Travel – Office & Industrial Employment

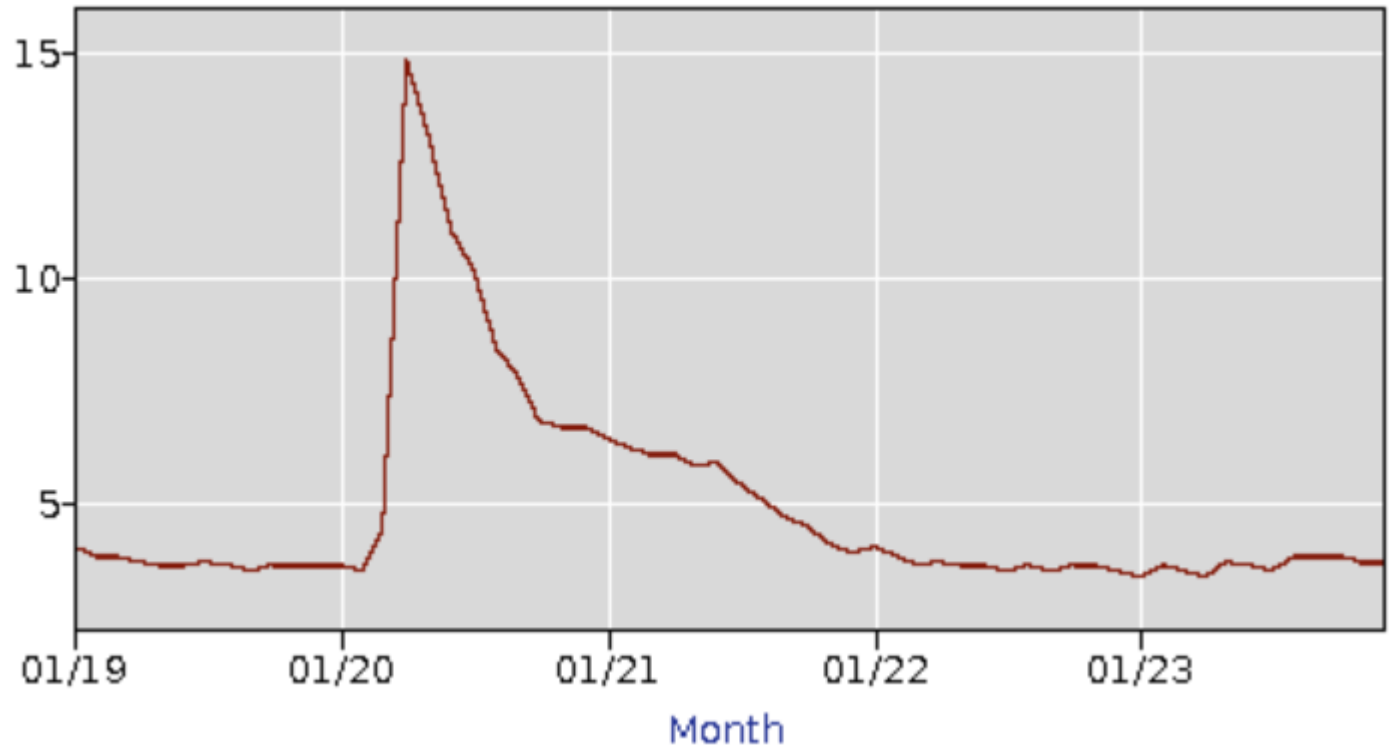
Financing **DRIVES VALUE!** Low Interest = High Value

- Availability
- Rate and Term
- Leverage
- Recourse
- International Investment **

** This is mostly due to the drop in interest rates for CRE loans since the advent of CMBS.

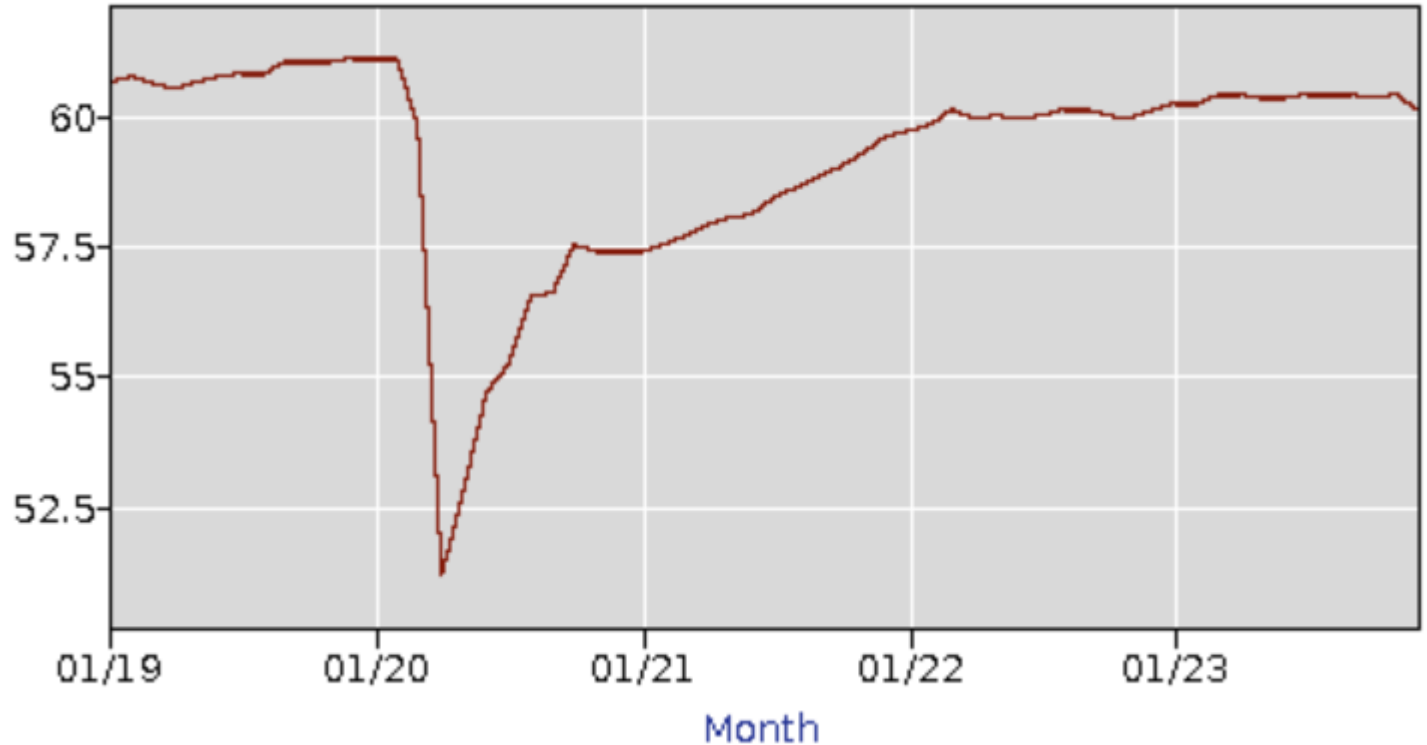
Currency wars / restrictions, trade wars, FRB Rate Hikes, Global Turmoil, e.g. U.S. v China, Global perception of America

Unemployment Rate



Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2019	4.0	3.8	3.8	3.7	3.6	3.6	3.7	3.6	3.5	3.6	3.6	3.6
2020	3.6	3.5	4.4	14.8	13.2	11.0	10.2	8.4	7.8	6.8	6.7	6.7
2021	6.4	6.2	6.1	6.1	5.8	5.9	5.4	5.1	4.7	4.5	4.1	3.9
2022	4.0	3.8	3.6	3.7	3.6	3.6	3.5	3.6	3.5	3.6	3.6	3.5
2023	3.4	3.6	3.5	3.4	3.7	3.6	3.5	3.8	3.8	3.8	3.7	3.7

Employment Participation Ratio (16+)



Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2019	60.6	60.7	60.6	60.5	60.6	60.7	60.8	60.8	61.0	61.0	61.0	61.1
2020	61.1	61.1	59.8	51.2	52.7	54.7	55.2	56.5	56.6	57.5	57.4	57.4
2021	57.4	57.5	57.7	57.9	58.0	58.1	58.4	58.6	58.8	59.0	59.3	59.6
2022	59.7	59.8	60.1	59.9	60.0	59.9	60.0	60.1	60.1	60.0	59.9	60.1
2023	60.2	60.2	60.4	60.4	60.3	60.3	60.4	60.4	60.4	60.3	60.4	60.1

Consumer Confidence

US Consumer Confidence Increased Again in December

Latest Press Release

Updated: Wednesday, December 20, 2023


Consumers End 2023 with a Surge in Confidence and Restored Optimism For 2024

The Conference Board **Consumer Confidence Index**[®] increased in December to 110.7 (1985=100), up from a downwardly revised 101.0 in November. The **Present Situation Index**—based on consumers' assessment of current business and labor market conditions—rose to 148.5 (1985=100) from 136.5 last month. The **Expectations Index**—based on consumers' short-term outlook for income, business, and labor market conditions—leapt to 85.6 (1985=100) in December, up from its downwardly revised reading of 77.4 in November. This sharp increase brings expectations back to the levels of optimism last seen in July of this year.

Source: The Conference Board

<https://layoffstracker.com/> Global

Global

 United States

January
This Month

36709
Employees

45
Companies

December
Last Month

16496
Employees

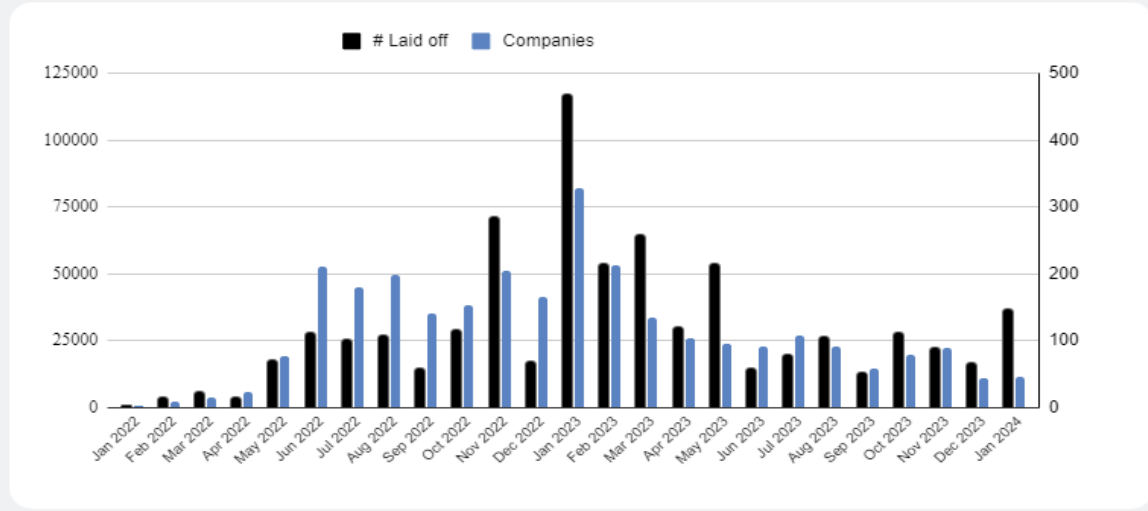
43
Companies

2023 - 2024
Jan 2023 ~ Current

496509
Employees

1482
Companies

Month over Month
Jan 2022 - Present



Layoffs by size
Jan 2022 - Present

Company	#Laid off
Amazon	37250
Meta	27211
Citi	22000
Accenture	20872
Microsoft	15696
Nokia	14000
Google	13733
Vodafone	11000
58.com	10000
Twitter	9502
Salesforce	9290
Bytedance	9054
Byjus	8730

<https://layoffstracker.com/> Global

<input type="checkbox"/>	Company	Location	Industry	# Laid Off	%	Date	Source	Country	Date Added
1	New Work	Berlin	Recruitment	400		1/12/2024	https://www.new-work.se/e...	Germany	1/12/2024
2	Pixar	Los Angeles	Media	700	20	1/12/2024	https://techcrunch.com/20...	United States	1/12/2024
3	Citi	New York	Finance	20000	10	1/12/2024	https://layoffstracker.com/...	United States	1/12/2024
4	NEAR	SF Bay Area	Data	35	40	1/11/2024	https://crypto.news/near-f...	United States	1/11/2024
5	Sisense	New York	Data	60	13	1/11/2024	https://www.calcalistech.co...	United States	1/11/2024
6	Playtika	Tel Aviv	Gaming	350	10	1/11/2024	https://www.calcalistech.co...	Israel	1/11/2024
7	Eduwill	Seoul	Education			1/11/2024	https://pulsenews.co.kr/vie...	South Korea	1/11/2024
8	Intellia	Boston	Healthcare			1/11/2024	https://www.bizjournals.co...	United States	1/11/2024
9	Discord	SF Bay Area	Social	170	17	1/11/2024	https://www.theverge.com/...	United States	1/11/2024
10	888	Tel Aviv	Gaming			1/11/2024	https://www.calcalistech.co...	Israel	1/11/2024
11	Class 101	Seoul	Education			1/11/2024	https://pulsenews.co.kr/vie...	South Korea	1/11/2024
12	Mathpresso	Seoul	Education			1/11/2024	https://pulsenews.co.kr/vie...	South Korea	1/11/2024
13	Google	SF Bay Area	Product	1000		1/11/2024	https://www.theverge.com/...	United States	1/11/2024
14	Armory	SF Bay Area	SaaS			1/11/2024	https://techcrunch.com/20...	United States	1/11/2024
15	InMobi	Bengaluru	Marketing	125	5	1/11/2024	https://economictimes.indi...	India	1/11/2024
16	Cloud Software Gr...	SF Bay Area	SaaS	1000	12	1/10/2024	https://www.cm.com/news...	United States	1/10/2024
17	SoFi	SF Bay Area	Finance	294	7	1/10/2024	https://finance.yahoo.com/...	United States	1/10/2024
18	Amazon	Seattle	Ecommerce			1/10/2024	https://www.hollywoodrep...	United States	1/10/2024
19	goPuff	Philadelphia	Food	350	10	1/10/2024	Linkedin	United States	1/10/2024
20	Coginiti	Atlanta	Security	25	50	1/10/2024	Linkedin	United States	1/10/2024

<https://layoffstracker.com/> United States

US - May
This Month

30312
Employees

125
Companies

US - April
Last Month

17544
Employees

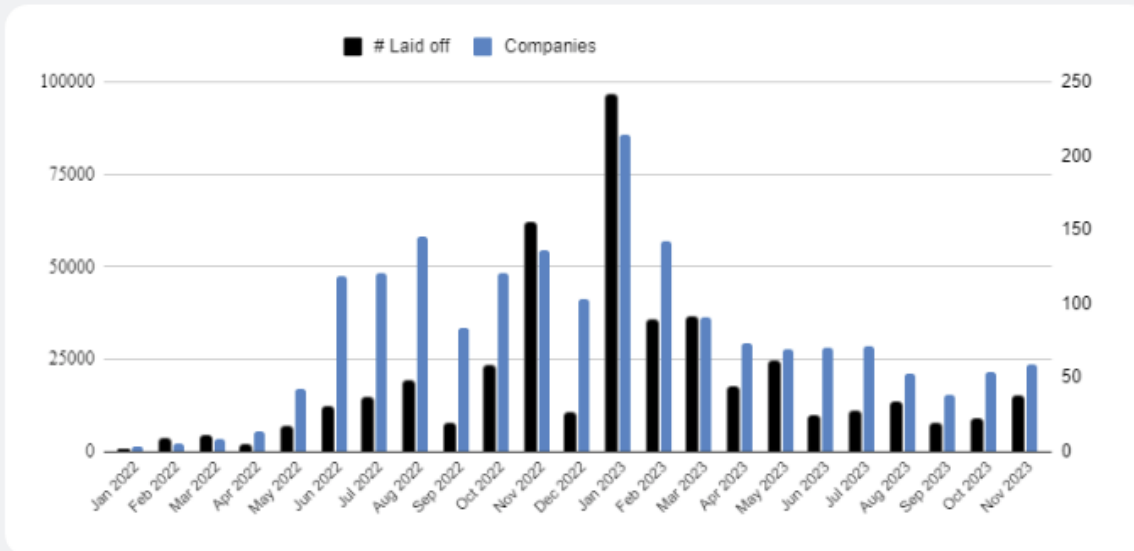
73
Companies

US - 2022 - 2023
Jan 2022 ~ Current

71443
Employees

502
Companies

US - Month over Month
Jan 2021 - Present



US - Layoffs by size
Jan 2021 - Present

Amazon	37250
Meta	27151
Microsoft	15696
Google	12733
Twitter	9502
Salesforce	9290
3M	8550
Dell Technologies	6650
Goldman Sachs	6225
HP	6100
Philips	6000
CVS Health	5000
Cisco	4515
Better.com	4150

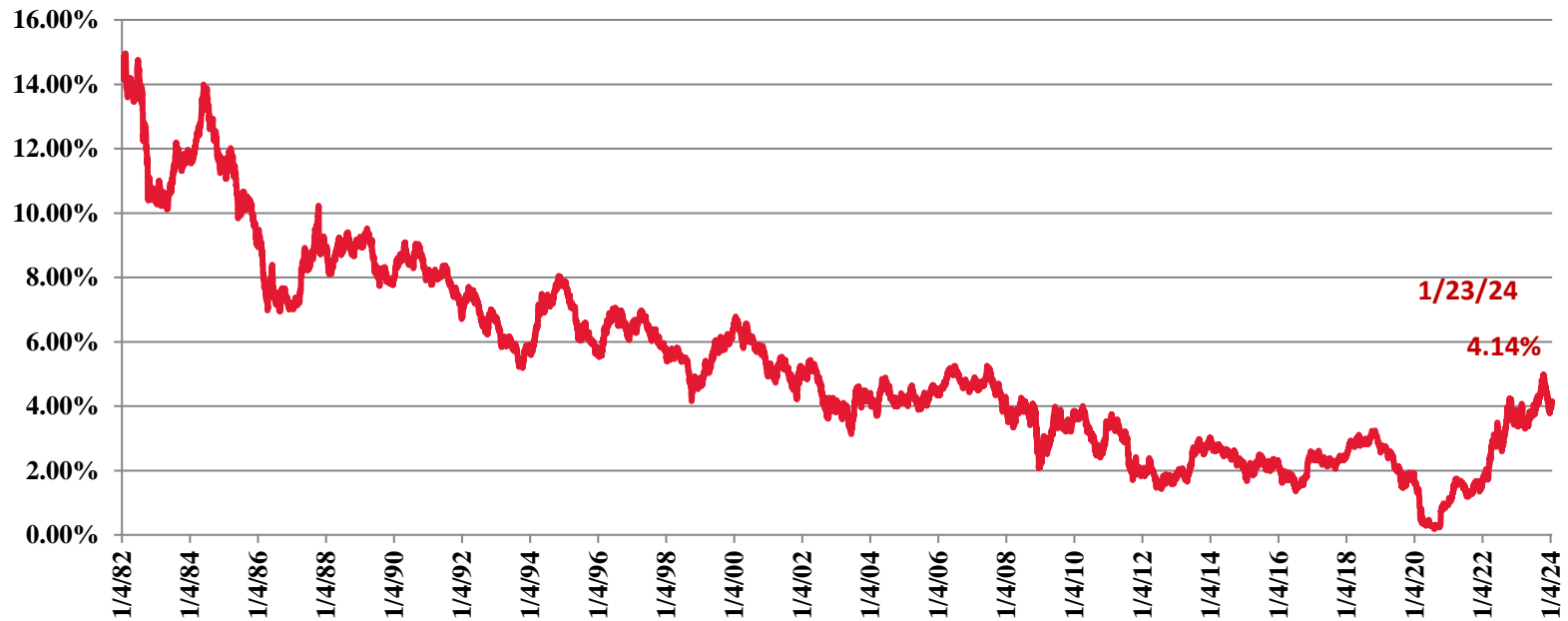
<https://layoffstracker.com/> United States

<input type="checkbox"/>	Company	Location	Industry	# Laid Off	%	Date	Source	Country	Date Added
1	Pixar	Los Angeles	Media	700	20	1/12/2024	https://techcrunch.com/20...	United States	1/12/2024
2	Citi	New York	Finance	20000	10	1/12/2024	https://layoffstracker.com/...	United States	1/12/2024
3	NEAR	SF Bay Area	Data	35	40	1/11/2024	https://crypto.news/near-f...	United States	1/11/2024
4	Sisense	New York	Data	60	13	1/11/2024	https://www.calcalistech.co...	United States	1/11/2024
5	Intellia	Boston	Healthcare			1/11/2024	https://www.bizjournals.co...	United States	1/11/2024
6	Discord	SF Bay Area	Social	170	17	1/11/2024	https://www.theverge.com/...	United States	1/11/2024
7	Google	SF Bay Area	Product	1000		1/11/2024	https://www.theverge.com/...	United States	1/11/2024
8	Armory	SF Bay Area	Saas			1/11/2024	https://techcrunch.com/20...	United States	1/11/2024
9	Cloud Software Gr...	SF Bay Area	Saas	1000	12	1/10/2024	https://www.crn.com/news...	United States	1/10/2024
10	SoFi	SF Bay Area	Finance	294	7	1/10/2024	https://finance.yahoo.com/...	United States	1/10/2024
11	Amazon	Seattle	Ecommerce			1/10/2024	https://www.hollywoodrep...	United States	1/10/2024
12	goPuff	Philadelphia	Food	350	10	1/10/2024	Linkedin	United States	1/10/2024
13	Coginiti	Atlanta	Security	25	50	1/10/2024	Linkedin	United States	1/10/2024
14	Meta	SF Bay Area	Social	60		1/10/2024	https://www.businessinside...	United States	1/10/2024
15	Coursera	SF Bay Area	Education	30	3	1/10/2024	Linkedin	United States	1/10/2024
16	Branch	Columbus	Insurance	85		1/9/2024	https://coverager.com/insu...	United States	1/9/2024
17	Humane	SF Bay Area	Product	10	4	1/9/2024	https://www.theverge.com/...	United States	1/9/2024
18	Rent the Runway	New York	Ecommerce	88	10	1/9/2024	https://investorplace.com/...	United States	1/9/2024
19	Hungryroot	New York	Food	25		1/9/2024	Linkedin	United States	1/9/2024
20	Treasure Financial	SF Bay Area	Finance	14	65	1/9/2024	https://techcrunch.com/20...	United States	1/9/2024

- **Capital Markets / Rates**

Interest Rates – Long Term View 1982+

10 Year Treasury Yields - Long View



Source: Dept. of Treasury as of 1/23/24, Greer Advisors, LLC

Interest Rates – Short Term View – 2010+

10 Year Treasury Yields - Short View



Source: Dept. of Treasury as of 1/23/24, Greer Advisors, LLC

Inflation Predictor * Inverted Yields = Problem

Treasury Yield Spread 10Y-3M
The Inflation Predictor - Short View



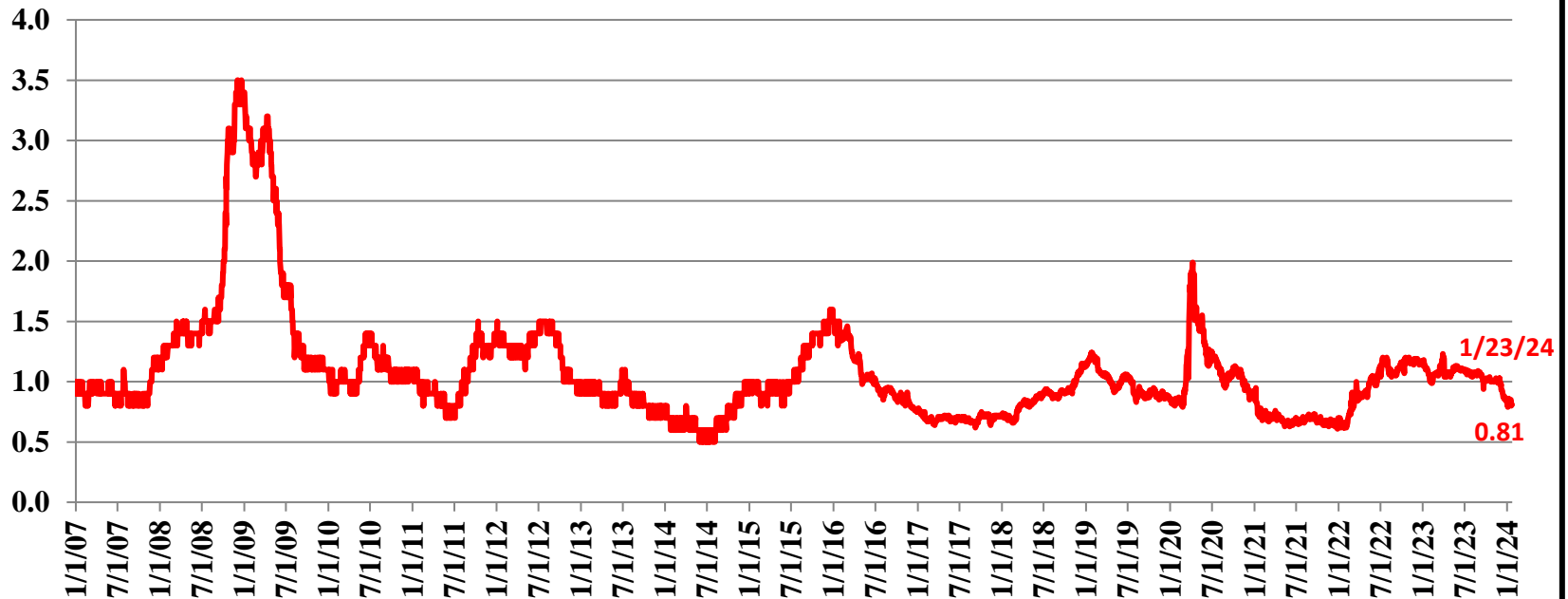
Source: Dept. of Treasury as of 1/23/24, Greer Advisors, LLC

Note: When Interest Rates > GDP growth, this can go to negative aka deflation, as it did in the early 80's with 12-15% 10 Yrs

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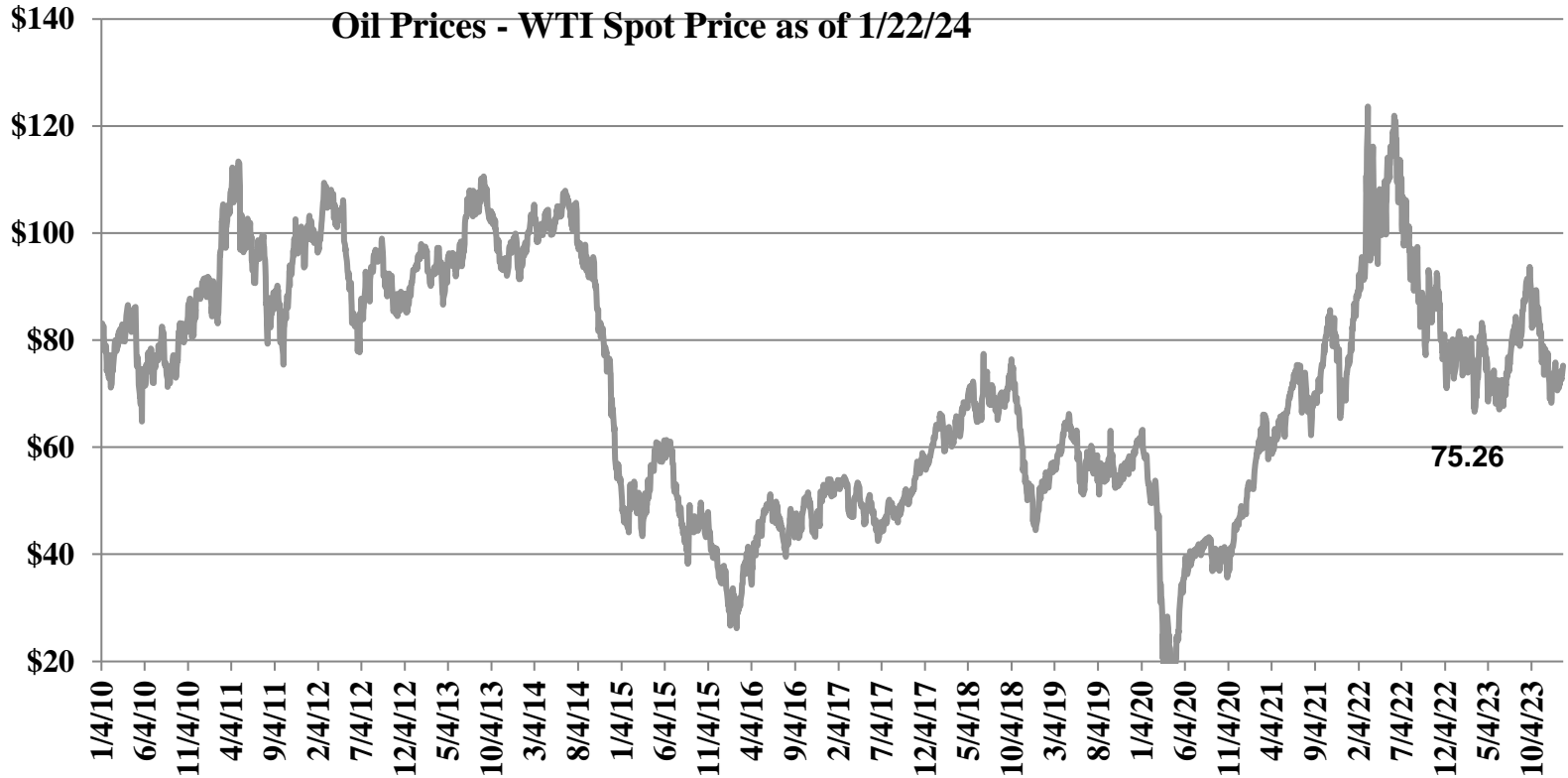
Corporate Bond Yield Spreads

**Baa - AAA Corp Bond Rate Spreads
aka B Corp Bond Risk Premiums**



Source: St. Louis Federal Reserve, Greer Advisors, LLC

Oil Prices Remain Low, EIA



Source: U.S. Energy Information Administration, Greer Advisors

21 U.S. uses West Texas Intermediate Crude Oil, which is a much higher grade of crude than that used by many other countries.

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EXCISE TAX REVENUE
 A Flat Tax on specific goods and not a percentage on general goods like a Sales Tax. Nearly half of all Federal Excise Tax revenue comes from Gasoline
Real-Time Running Total *Source: CBO*

State Debt Clocks | World Debt Clocks | Time Machine

OPEN CLOSE
Secret Window

US NATIONAL DEBT

\$34,064,839,452,604

DEBT PER CITIZEN: \$101,369 | DEBT PER TAXPAYER: \$264,090

US FEDERAL SPENDING (OFFICIAL): \$6,381,799,997,869 | US FEDERAL BUDGET DEFICIT (OFFICIAL): \$1,753,570,903,787

US FEDERAL SPENDING (ACTUAL): \$6,522,085,670,197 | US FEDERAL BUDGET DEFICIT (ACTUAL): \$1,893,856,581,156

US FEDERAL DEBT TO GDP RATIO: 1960: 53.32% | 1980: 34.50% | 2000: 59.44% | NOW: 122.31%

US FEDERAL TAX REVENUE: \$4,628,229,094,082	REVENUE PER CITIZEN: \$13,779	INCOME TAX REVENUE: \$2,238,352,717,426	PAYROLL TAX REVENUE: \$1,584,849,090,170	EXCISE TAX: \$78,252,727,242	CHARITABLE DONATIONS: \$557,930,062,213
TOTAL STATE REVENUE: \$2,321,504,291,210	TOTAL LOCAL REVENUE: \$1,245,833,454,902	CORPORATE TAX REVENUE: \$476,287,274,545	TARIFF TAX REVENUE: \$73,519,636,385	ESTATE & GIFT TAX: \$33,034,952,373	PER ADULT: \$2,146
STATE DEBT: \$1,286,348,363,401	DEBT PER CITIZEN: \$3,830	LOCAL DEBT: \$2,415,701,454,336	DEBT PER CITIZEN: \$7,192	MUNICIPAL EMPLOYEES: 19,510,512	AVERAGE SALARY: \$74,189
US GROSS DOMESTIC PRODUCT: \$27,851,104,079,583	TOTAL WORKER COMPENSATION: \$14,403,719,987,920	TOTAL FEDERAL/STATE/LOCAL SPENDING: \$10,221,433,745,934	TOTAL DEBT TO GDP RATIO: 135.60%	REVENUE TO GDP RATIO: 29.43%	SPENDING TO GDP RATIO: 36.70%

USA TREASURY DOLLARS

Wealth Based Debt-Free Non-Interest-Bearing Money issued by the US Treasury

- In 1862 President Lincoln issued \$450 Million Dollars directly from the US Treasury. These Debt Free/Interest Free Notes were known as Green Backs.
- On June 4th, 1963 President Kennedy signed Executive order 11110 issuing \$4.3 Billion Dollars directly from the US Treasury, bypassing the Federal Reserve Bank. These Debt Free/Interest Free Notes were known as Silver Certificates.

Money/Banking History Source: US Treasury

Money Creation

USA TREASURY DOLLARS 2025: \$1,545,736,275,909

USA TREASURY DOLLARS 2000: \$3,551,758,287

US M2 MONEY SUPPLY NOW: \$20,503,005,906,959

US M2 MONEY SUPPLY 2000: \$4,679,917,446,149

CURRENCY AND CREDIT DERIVATIVES NOW: \$619,322,385,803,815

CURRENCY AND CREDIT DERIVATIVES 2000: \$88,608,139,109,389

Trade Balance

US DEBT HELD BY FOREIGN COUNTRIES: \$7,631,828,192,562

US TRADE DEFICIT: \$1,036,905,839,707

US TRADE DEFICIT - CHINA: \$256,591,321,078

US IMPORTED OIL: \$250,122,324,991

US POPULATION: 335,994,355	US WORKFORCE NOW: 162,467,127	OFFICIAL UNEMPLOYED: 6,409,805	HEALTHCARE COST NOW: \$14,570	OIL TO SOLAR RATIO NOW: \$1 = 266.88 WATTS	DOLLAR SUPPLY NOW: -\$712,258,093,003
US INCOME TAXPAYERS: 128,814,614	US WORKFORCE 2000: 160,846,077	ACTUAL UNEMPLOYED: 11,136,870	HEALTHCARE COST 2000: \$5,344	OIL TO SOLAR RATIO 2000: \$1 = 4.67 WATTS	DOLLAR SUPPLY ADDED 1913: \$656,538,472
PRIVATE SECTOR JOBS: 129,480,599	NOT IN LABOR FORCE NOW: 99,426,798	FULL-TIME WORKERS: 135,232,925	COLLEGE TUITION NOW: \$26,490	SILVER TO SILVER RATIO NOW: \$0 PER OUNCE	DOLLAR TO SILVER RATIO 5 YR: \$1,561 PER OUNCE
US SELF-EMPLOYED: 9,002,332	NOT IN LABOR FORCE 2000: 82,221,150	PART-TIME WORKERS: 27,080,630	COLLEGE TUITION 2000: \$10,593	DOLLAR TO SILVER RATIO 1913: \$2.67 PER OUNCE	DOLLAR TO SILVER RATIO 10 YR: \$1,124 PER OUNCE
US UNION WORKERS: 15,604,278	MEDIAN INCOME NOW: \$39,344	MEDIAN NEW HOME NOW: \$422,096	AVERAGE NEW CAR NOW: \$49,740	DOLLAR TO GOLD RATIO NOW: \$0 PER OUNCE	DOLLAR TO GOLD RATIO 5 YR: \$12,627 PER OUNCE
GOVERNMENT EMPLOYEES: 23,755,595	MEDIAN INCOME 2000: \$31,620	MEDIAN NEW HOME 2000: \$161,558	AVERAGE NEW CAR 2000: \$22,098	DOLLAR TO GOLD RATIO 1913: \$28.73 PER OUNCE	DOLLAR TO GOLD RATIO 10 YR: \$9,349 PER OUNCE
MANUFACTURING JOBS NOW: 12,987,630	US BANKRUPTCIES: 396,030	LIVING IN POVERTY: 43,442,367	US HOMELESS: 611,018	PAPER TO SILVER RATIO NOW: 390.70 TO 1	G7 GDP TO GOLD RATIO: \$72,281 PER OZ.
MANUFACTURING JOBS 2000: 17,271,443	US FORECLOSURES: 109,768	WITHOUT INSURANCE: 27,186,047	US DRUG DEATHS: 120,848	PAPER TO GOLD RATIO NOW: 119.21 TO 1	BRICS GDP TO GOLD RATIO: \$136,417 PER OZ.
US RETIREES: 58,390,533	MEDICARE ENROLLEES: 64,342,240	US MILLIONAIRES: 23,314,002	TOP 1% WEALTH: \$18,218,570	DOLLAR TO CRYPTO RATIO NOW: \$12.66 TO \$1	M2 \$ TO USA \$ RATIO NOW: \$1,774 TO \$1
US DISABLED: 8,532,395	MEDICAID RECIPIENTS: 86,916,266	FOOD STAMP RECIPIENTS: 41,332,045	BOTTOM 50% WEALTH: \$36,437	DOLLAR TO CRYPTO RATIO 2013: \$9,462 TO \$1	M2 \$ TO USA \$ RATIO 2000: \$522 TO \$1

SMALL BUSINESS ASSETS: \$16,248,484,415,166

CORPORATE ASSETS: \$20,632,330,402,952

HOUSEHOLD ASSETS: \$151,947,293,523,199

US TOTAL NATIONAL ASSETS: \$188,828,108,348,577

ASSETS PER CITIZEN: \$562,257

SOCIAL SECURITY LIABILITY: \$26,548,898,178,502

MEDICARE LIABILITY: \$40,702,701,812,892

US UNFUNDED LIABILITIES: \$212,250,039,473,663

LIABILITY PER CITIZEN: \$631,525

MORTGAGE/LOAN CALCULATOR

Au GOLD SUPPLY/DEMAND

HOME SALES

SOURCES

AUTO SALES

ABOUT

ENERGY OUTPUT

GOLD/PRECIOUS METALS

REIT Performance – Top 25 – by 5 Yr. Return

Ticker	Name	One Month Price Return	One Year Price Return	Two Year Price Return	Five Year Price Return
CTAS	Cintas Corporation	0.014162355	0.392734718	0.603712658	2.465444296
NUE	Nucor Corp.	-0.032556442	0.12945305	0.855605497	2.387537083
WST	West Pharmaceutical Services, Inc.	-0.009297608	0.362549968	-0.079773145	2.377631345
TRI	Thomson-Reuters Corp	0.049203243	0.338418826	0.512251534	2.344390705
GWV	W.W. Grainger Inc.	0.057727849	0.550001735	0.81960697	2.310111445
PH	Parker-Hannifin Corp.	0.023811083	0.52385197	0.550222619	2.241913358
BMI	Badger Meter Inc.	-0.001423488	0.361646787	0.684255328	2.057807683
CSL	Carlisle Companies Inc.	-0.026084727	0.280649393	0.354905178	2.003544918
LECO	Lincoln Electric Holdings, Inc.	0.026377553	0.441322485	0.750849163	1.992705046
BRO	Brown & Brown, Inc.	0.1196084	0.353876245	0.238608288	1.898832899
ERIE	Erie Indemnity Co.	0.02485734	0.391558964	0.991775621	1.692710977
CSVI	Computer Services, Inc.	0.012751092	0.060568368	0.003994854	1.674144555
MGRC	McGrath Rentcorp	-0.033478532	0.229842294	0.536280319	1.629084698
LOW	Lowe's Cos., Inc.	-0.033415163	0.060645249	-0.038338662	1.55782751
CAH	Cardinal Health, Inc.	0.036854247	0.428772532	1.172273282	1.550502586
SPGI	S&P Global Inc	0.026791464	0.225963103	0.088393685	1.475779514
SHW	Sherwin-Williams Co.	-0.018665467	0.237142463	0.043292578	1.457174804
ABBV	Abbvie Inc	0.091392206	0.180005425	0.368862185	1.456847491
CAT	Caterpillar Inc.	-0.000660852	0.143988564	0.40720112	1.453548399
RLI	RLI Corp.	0.100045201	0.108094202	0.388964193	1.363858
TGT	Target Corp	0.004850214	-0.110744165	-0.322280137	1.25935786
ITW	Illinois Tool Works, Inc.	-0.003818105	0.156906208	0.143768716	1.235253802
FELE	Franklin Electric Co., Inc.	0.001343808	0.134171014	0.103384647	1.217186803
GGG	Graco Inc.	-0.012663961	0.280508468	0.192254134	1.159150358
NDSN	Nordson Corp.	-0.026897766	0.070138618	0.117065946	1.132222439

Source: SureDividend, Greer Advisors LLC
Data pulled 1/25/2024

Note: Return based on Price Return

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REIT – Historical Offerings of Securities

Period	Total		Initial		Secondary Equity					Secondary Debt	
	Number	Capital Raised (\$M)	Public Offerings		Common Shares		Preferred Shares		ATM Issuance ¹	Unsecured	
			Number	Capital Raised (\$M)	Number	Capital Raised (\$M)	Number	Capital Raised (\$M)	Number	Capital Raised (\$M)	Number
Annual Totals (including current year to date)											
2015	162	62,777	7	1,423	75	23,433	8	2,236	3,534	72	32,201
2016	196	76,833	4	1,690	75	26,158	36	4,655	7,707	82	37,261
2017	263	100,146	9	2,950	75	27,875	52	10,970	8,379	127	50,767
2018	129	55,633	5	3,264	53	16,654	10	1,580	8,913	61	25,222
2019	246	112,948	2	220	84	31,995	27	4,454	13,134	133	63,146
2020	205	106,103	4	899	46	17,793	15	3,190	11,123	140	73,099
2021	260	133,592	4	837	83	32,708	34	5,626	21,800	139	72,620
2022	100	51,779	0	0	66	20,604	7	895	17,420	27	12,861
2023	80	55,076	0	0	28	11,570	5	1,085	12,973	47	29,448

Source: Nareit ©, S&P Global Market Intelligence, Greer Advisors LLC
Data pulled 1/25/2024

Greer Advisors, LLC

REIT Performance - Comparative by Dollars

Date	US Treasury	Standard & Poors		Dow Jones	Russell 2000 Total Return Indexes			Nasdaq	FTSE Nareit All REITs	
	10-Year Note ¹	S&P 500	Utilities	Industrials	2000	Growth	Value	Composite	Total	Price
<u>End of Year Values</u>										
2019	1.91	6,553.57	896.67	64,505.48	8,437.98	7,742.66	12,356.85	10,539.04	8,776.18	231.68
2020	0.87	7,759.35	901.01	70,778.10	10,122.27	10,424.12	12,929.50	15,272.97	8,261.85	209.94
2021	1.44	9,986.70	1,060.21	85,602.90	11,622.28	10,719.62	16,584.72	18,660.07	11,556.48	284.61
2022	3.87	8,178.02	1,076.82	79,728.48	9,247.10	7,894.20	14,182.70	12,588.95	8,655.30	205.29
2023	3.89	10,327.83	1,000.56	92,630.57	10,812.53	9,367.13	16,259.97	18,208.50	9,649.18	218.64
<u>End of Month Values</u>										
Sep-23	4.57	9,246.74	921.63	81,907.37	9,482.24	8,308.09	14,107.61	16,001.59	8,207.82	188.24
Oct-23	4.91	9,052.31	933.50	80,875.39	8,835.56	7,667.36	13,266.08	15,560.68	7,918.46	181.24
Nov-23	4.35	9,879.02	981.76	88,279.19	9,635.26	8,365.38	14,460.23	17,246.38	8,861.97	202.45
Dec-23	3.89	10,327.83	1,000.56	92,630.57	10,812.53	9,367.13	16,259.97	18,208.50	9,649.18	218.64
<u>End of Week Values</u>										
29-Dec-23	3.89	10,327.83	1,000.56	92,630.57	10,812.53	9,367.13	16,259.97	18,208.50	9,649.18	218.64
5-Jan-24	4.05	10,172.75	1,018.96	92,114.52	10,408.92	8,970.75	15,729.72	17,619.99	9,494.91	215.10
12-Jan-24	3.95	10,363.35	999.88	92,437.25	10,409.13	9,028.87	15,634.24	18,164.66	9,564.99	216.62
19-Jan-24	4.14	10,486.44	962.86	93,139.63	10,375.02	9,024.49	15,541.29	18,575.22	9,370.79	212.21
<u>Current Week's Daily Index Values</u>										
22-Jan-24	4.10	10,509.44	957.90	93,479.12	10,583.17	9,202.41	15,858.29	18,635.06	9,408.49	213.06
23-Jan-24	4.14	10,540.38	960.11	93,242.09	10,545.23	9,192.33	15,763.57	18,714.72	9,353.57	211.82

Source: FTSE™, Factset, Nareit®, Greer Advisors LLC
Data pulled 1/25/2024

REIT Performance - Comparative Yields

Date	US Treasury	Standard & Poors		Dow Jones	Russell 2000 Total Return Indexes			Nasdaq	FTSE Nareit All REITs	
	10-Year Note ¹	S&P 500	Utilities	Industrials	2000	Growth	Value	Composite	Total	Price
					<u>Annual Percentage Change</u>					
2020	-1.04	18.40	0.48	9.72	19.96	34.63	4.63	44.92	-5.86	-9.38
2021	0.57	28.71	17.67	20.95	14.82	2.83	28.27	22.18	39.88	35.57
2022	2.43	-18.11	1.57	-6.86	-20.44	-26.36	-14.48	-32.54	-25.10	-27.87
2023	0.02	26.29	-7.08	16.18	16.93	18.66	14.65	44.64	11.48	6.50
2024	0.25	2.06	-4.04	0.66	-2.47	-1.87	-3.05	2.78	-3.06	-3.12
					<u>Monthly Percentage Change (Including Current Month to Date)</u>					
Oct-23	0.33	-2.10	1.29	-1.26	-6.82	-7.71	-5.97	-2.76	-3.53	-3.72
Nov-23	-0.56	9.13	5.17	9.15	9.05	9.10	9.00	10.83	11.92	11.70
Dec-23	-0.46	4.54	1.92	4.93	12.22	11.97	12.45	5.58	8.88	8.00
Jan-24	0.25	2.06	-4.04	0.66	-2.47	-1.87	-3.05	2.78	-3.06	-3.12
					<u>Weekly Percentage Change (Including Current Week to Date)</u>					
5-Jan-24	0.16	-1.50	1.84	-0.56	-3.73	-4.23	-3.26	-3.23	-1.60	-1.62
12-Jan-24	-0.09	1.87	-1.87	0.35	0.00	0.65	-0.61	3.09	0.74	0.70
19-Jan-24	0.19	1.19	-3.70	0.76	-0.33	-0.05	-0.59	2.26	-2.03	-2.03
23-Jan-24	0.00	0.51	-0.29	0.11	1.64	1.86	1.43	0.75	-0.18	-0.19
					<u>Latest Daily Percentage Change</u>					
23-Jan-24	0.03	0.29	0.23	-0.25	-0.36	-0.11	-0.60	0.43	-0.58	-0.58

Source: FTSE™, Factset, Nareit®, Greer Advisors LLC
Data pulled 1/25/2024

REIT Performance by Property Type

Property Sector/Subsector	Number of REITs	Period to Date Performance (%)						Compound Annual Total Returns (%)			
		Dividend Yield	Price Return		Total Returns			1-Year	3-Year	5-Year	10-year
			23-Jan-24	23-Jan-24	MTD	QTD	YTD				
FTSE Nareit All Equity REITs	138	4.04	-0.62	-0.62	-3.15	-3.15	-3.15	1.32	4.36	5.65	7.26
FTSE Nareit Equity REITs	131	4.12	-0.60	-0.60	-2.53	-2.53	-2.53	3.53	5.98	5.56	6.98
Industrial	11	2.90	-0.70	-0.70	-3.48	-3.48	-3.48	3.49	9.75	15.16	15.39
Office	19	5.12	-0.90	-0.90	-2.28	-2.28	-2.28	-6.74	-8.15	-5.55	0.07
Retail	28	4.99	0.26	0.26	-1.95	-1.95	-1.95	3.46	11.08	2.32	3.37
Shopping Centers	16	4.34	0.13	0.13	-2.85	-2.85	-2.85	5.06	13.56	5.48	3.84
Regional Malls	3	5.26	0.47	0.47	0.31	0.31	0.31	22.02	19.36	1.13	2.56
Free Standing	9	5.40	0.23	0.23	-2.72	-2.72	-2.72	-8.44	3.64	2.98	5.83
Residential	19	3.72	-1.14	-1.14	-2.20	-2.20	-2.20	0.89	3.90	4.73	9.23
Apartments	14	4.13	-0.99	-0.99	-1.98	-1.98	-1.98	-0.01	3.90	3.01	7.86
Manufactured Homes	3	2.88	-1.29	-1.29	-4.12	-4.12	-4.12	-5.88	0.62	7.11	15.21
Single Family Homes	2	3.02	-1.57	-1.57	-1.23	-1.23	-1.23	11.53	6.70	12.33	-
Diversified	12	6.71	-0.08	-0.08	-1.56	-1.56	-1.56	-15.39	0.31	-2.21	1.18
Lodging/Resorts	12	3.84	-1.95	-1.95	-0.06	-0.06	-0.06	11.96	6.85	0.61	2.34
Health Care	15	4.83	-1.10	-1.10	-3.79	-3.79	-3.79	-1.91	-0.26	0.17	3.85
Self Storage	4	4.32	-0.75	-0.75	-5.59	-5.59	-5.59	7.41	14.20	13.45	12.83
Timberland	3	2.65	-0.68	-0.68	-4.61	-4.61	-4.61	5.38	4.35	10.32	5.38
Telecommunications	4	3.82	-0.73	-0.73	-6.57	-6.57	-6.57	-11.08	-3.87	5.17	9.94
Data Centers	2	2.63	-0.66	-0.66	0.64	0.64	0.64	20.57	5.50	15.39	-
Gaming	2	5.62	0.43	0.43	-3.93	-3.93	-3.93	-	-	-	-
Specialty	7	4.61	0.68	0.68	-2.84	-2.84	-2.84	13.77	18.03	12.13	-
FTSE Nareit Mortgage REITs	33	11.81	0.25	0.25	-1.29	-1.29	-1.29	1.47	-1.81	-2.25	3.30
Home Financing	16	12.39	0.58	0.58	0.28	0.28	0.28	1.09	-2.70	-4.54	2.43
Commercial Financing	17	10.99	-0.19	-0.19	-3.36	-3.36	-3.36	1.90	-0.47	2.43	4.63

Source: FTSE™, Factset, Nareit®, Greer Advisors LLC
Data pulled 1/25/2024

REIT forecast – Continued Growth

REITs are perceived as Investment Grade.
Direct Real Estate is NOT.

Comments:...

■ Conclusions & Forecast

Conclusions and Forecast - Office

- Overall Office Demand (Square Footage) is still changing. Some companies want employees back in the office. Others do not. Configuration and industry are “key.”
- Design teams (e.g. entertainment, engineering, some types of manufacturing) will need face to face interaction. Number crunchers (accountants, appraisers, certain engineers) will be sent to work from home.

Conclusions and Forecast - Industrial

- Logistics space has experienced good demand as home delivery, online shopping, etc. became the new Norm. This “new level of demand” seems set for now.
- Manufacturing space continues to require reconfiguration based on human involvement and new distancing requirements. As noted before, supply chain is no longer just about delivery.
- Warehousing continues to see nominal change, with the exception that more companies are moving to the Amazon model (i.e., home delivery). Amazon continues to reduce warehouse requirements, streamlines inventory, and product offerings.

Conclusions and Forecast – Overall CRE

- As noted last year, with the rates hikes over the past year+, changes in value will vary from 100+ percent loss in value to increased values. Government guaranteed Net-leased properties with significant term remaining on the lease might increase in value due to tenor and terms.
- Hotels, restaurants, ground-leases, theme parks, movie theaters, etc. have faced the largest declines. Decline due to demand appears over...Financing issues remain uncertain.
- Averages no longer matter. Losses/gains are now specific to property-type, specific characteristics of a property, including specific location.

Comment:...ground leased office

Conclusions and Forecast - Retail

- As noted last year, retail has changed. On-line shopping, home delivery, etc. have taken away much of the in-store purchases. On-line stores with easy return policies are doing well. Others are not. Goods that warrant in-person eyes, ears, smell, etc., will not do well on-line. “Returned” products can hurt retailers if not clearly labelled “returned” or “used.”

- Comment...Amazon

Conclusions and Forecast - Restaurants

- Following the COVID related closures, remaining restaurants seem to be improving; however, home delivery, Uber Eats, chain-branded delivery, outdoor dining, etc. have changed the landscape. In-store dining remains well below that of years ago.
- As noted last year, ground-leased restaurants will almost certainly die.

Conclusions and Forecast - Hotels

- Some of the Group Meeting / Conference hotel stays (aka Room Nights of Demand) have gained (previously lost) demand. Employers/employees seem to need/want face to face interaction.
- The destination resorts (including gambling, skiing, etc.) that survived should continue to survive, assuming they do not have calls on loan terms (maturity).
- As always, Room Night Demand Segmentation analysis is **IMPORTANT**, as is ADR segmentation. Leisure is less rate sensitive compared to Group Meeting or Conventions.

Questions / Answers

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