



Quarter 3 2024

# NEWSLETTER

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## COMMERCIAL REAL ESTATE TRENDS

The commercial real estate outlook for the second half of 2024 is largely positive—multifamily continues to perform, as do industrial and retail. But challenges could lie ahead. The higher interest rate environment appears to be here to stay, and office vacancies continue to climb.

<https://www.jpmorgan.com/insights/real-estate/commercial-real-estate/midyear-commercial-real-estate-outlook>



## 2024 CRE Insights

- The evolution of return to office.
- The outperformance of high-quality offices.
- The future of interest rates on CRE activity.
- The shifting mix of new construction projects.
- Ongoing property conversions.
- Additional affordable housing legislation.

### ENERGY PROJECTS

• KWGS' ENERGY EXPERTS ARE WELL VERSED IN THE REQUIREMENTS FOR THESE PROJECTS AND THE CURRENT MARKET RATES COLLECTED FOR ENERGY PROJECTS.

• OUR TEAM OF EXPERTS CONDUCT THOROUGH MARKET ANALYSIS BEFORE PROVIDING SOLUTIONS.

CONTACT OUR TEAM OF EXPERTS TODAY!

GOVERNMENT SERVICES AT KW COMMERCIAL

LOCATIONS NATIONWIDE | [WWW.KWGOVERNMENT.COM](http://WWW.KWGOVERNMENT.COM)

Each office is independently owned and operated.



READ MORE AT:

<https://www.bipc.com/2024-preview-top-6-trends-to-watch-in-commercial-real-estate>

Interesting  
read!

Transactional

March 2024

# Commercial Real Estate: Trends and Predictions (2024)

Practical Law Real Estate asked leading real estate practitioners to share their thoughts on recent developments impacting the US commercial real estate market.

<https://www.reuters.com/practical-law-the-journal/transactional/commercial-real-estate-trends-predictions-2024-2024-03-01/>

## Tips to Add Value to Your Commercial Property

Commercial real estate is a lucrative investment business yet highly competitive. It's essential to innovate, devise strategies and make improvements to add value to commercial assets to significantly reduce operating costs and increase the net operating income.



Here are some handy tips to help you maximize your returns:

### Make cosmetic improvements to the property

- ▶ Cosmetic improvements enhance the appearance of the property with new paint, décor or landscaping and carpeting/flooring
- ▶ A substantial overhaul is more complex and may involve changing the façade or renovating the lobby of the building

### Use energy management strategies

- ▶ Invest in HVAC and energy monitoring systems for high returns
- ▶ At the design stage, optimize building orientation and material for the façade, include large glass windows
- ▶ Once operational, energy-efficient light bulbs and solar energy usage increase sustainability and lower costs

### Beef up security

- ▶ Security can add tremendous value to the commercial property
- ▶ Install CCTV cameras or a visitor management system

### Add amenities

- ▶ Amenities add personality to your property and make it more appealing
- ▶ Some facilities that will be greatly appreciated by tenants include wireless internet, gymnasium or a daycare center





# **WELCOME TO THE TEAM**

## **Delario Bolton**



**Keller Williams Government  
Services would like to  
welcome Delario Bolton to  
the team. Delario is one of  
our KWGS Fort Worth TX  
Agents.**



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# AGENT SPOTLIGHT

We are thrilled to share that our Nonprofits Director, Nat Andreini, had the incredible opportunity to advocate for Regional Arts & Culture Council in re-negotiating their lease.



**“My client, Regional Arts and Culture Council (RACC) recently lost a major funder - City of Portland - which provided about 83% of RACC's funding. Left in a financially vulnerable situation and already feeling the negative impacts of covid and working from home, it was a major burden to be stuck in an oversized seven-year lease with more square footage than was being utilized. It was critical timing for me to initially connect with RACC's board of directors and get to work negotiating their lease and space needs.”**



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**“Without ambition, one starts nothing. Without work, one finishes nothing. The prize will not be sent to you. You have to win it.”  
– Ralph Waldo Emerson**



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