

Capital, a better way...

TAKE AWAYS FROM THE NYSSA INVESTMENT FORUM

- Interest rate forecasters have been expecting 10-year rates to increase in the next 18 months for nearly 20 years. During that time yields have dropped from @7.25% to @2%.
- Ryan Burke of Green Street Advisors projects same store year-over-year NOI growth to be 2.5% in 2018 & just above 1% in 2019 for the 4 largest REITS.
- Green Street's Burke believes that moderation in important drivers of mobility, like job growth and household formation, are the main culprits in slowing storage fundamentals.
- Search engines are the #3 means of first learning about a storage facility, behind drive-by visibility and word of mouth.
- Data firms are tracking over 1,525 development projects in the country...not all will be built.
- Dallas, Miami, Nashville, Denver & Seattle have the largest number of projects being tracked.
- December 2016 was the peak month for permit issuance, it has been dropping since then.



Talonvest leads the Capital Markets Panel with Heitman, Leon Capital and Storage Post.



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