

## NATIONAL NEWS

**U.S. Property Markets Post Strongest Sales Volume Since 2007.** Lodging, Office sectors see largest gains as yield-seeking investors target all types of CRE across broad array of markets. For buyers and sellers of commercial property, 2013 was a very good year. By the time all CRE sales are tallied, total commercial real estate sales are expected to be more than 18% higher in 2013 from the previous year as U.S. property fundamentals and the economy continued to improve and investors in all property types fanned out into smaller markets in search of higher returns. According to CoStar COMPS data based on property transactions of all sizes that closed by Dec. 31 and were recorded as of Jan. 15, sales of office, industrial, retail, multi-family, hospitality and land totaled \$366 billion in 2013 – 17% higher than the \$312.4 billion in property that changed hands in 2012. CoStar continues to track down and tabulate additional 2013 property transaction activity, which is expected to boost total sales for 2013 to nearly \$370 billion when all deals are counted.

**U.S.'s Vacancy Decreases to 11.5%.** The U.S. Office market ended the fourth quarter 2013 with a vacancy rate of 11.5%. The vacancy rate was down over the previous quarter with net absorption totaling positive 25,621,357 square feet in the fourth quarter. Vacant sublease space declined in the quarter, ending the quarter at 43,128,864 square feet. Rental rates ended the fourth quarter at \$22.0, an increase over the previous quarter. A total of 177 building delivered to the market in the quarter totaling 11,714,729 square feet, with 86,895,177 still under construction at the end of the quarter. - Year End 2013, National Office Market, CoStar

## TAMPA NEWS

**Luxury Golf Complex Planned For Brandon.** Dallas-based Top Golf has a deal to build a massive golf entertainment complex next to the planned Bass Pro Shops location in Brandon. The site would include a three-story complex of hitting bays, plus two full sized bars and restaurants in an entertainment complex. Construction should start in the first quarter of 2014, according to an announcement the company plans to make Tuesday morning. If all goes well with construction, the doors should open in the Autumn of 2014 at 10690 Palm River Road, near the corner of Adamo Blvd. and Falkenberg Road. Based on past openings, the company forecasts about 400,000 visitors in the first year of operation in Tampa, and the company overall is hiring between 400-450 people for the Brandon site, including about 100 full-time workers. - 12/3/2013, Richard Mullins, Tampa Tribune

**Penske: Tampa Bay Ranks High For People Moving In.** The Tampa Bay area was the No. 2 metro area for people moving to a new destination, according to the Penske Truck Rental company. Only Atlanta scored higher in Penske's annual analysis of it's one-way consumer truck rental reservations. Others in the Top 10: Dallas/Fort Worth (3), Orlando (3), Phoenix (5), Houston (6), Seattle (7), Chicago (8), Denver (9), Las Vegas (10). "We have seen a continued migration of Penske truck Rental customers from the Northeast and Midwest of the US into these areas," said Don Mikes, Senior Vice President of Rental. Atlanta has been No. 1 for four years in a row. - 1/23/14, Tampa Bay Times

**A Look At Some Of The Biggest Commercial Real Estate Deals of 2013.** Land, buildings and half a billion in transactions. Here's a quick review of some of the largest real estate deals of 2013, most of them reported by the Tampa Bay Business Journal. By far the most watched deal of the year involved Amazon's decision to build a 1.1 million square foot distribution center in Ruskin. South Shore Corporate Park, LLC an affiliate of Minneapolis, Miss - based Ryan Cos. U.S. Inc., sold nearly 80 acres to RELP Tampa, LLC, an affiliate of USAA Real Estate Co., for more than \$14.6 million. Another affiliate of USAA RealCo bought a 117-acre track in Polk County for \$4.6 million similar to Amazon center. USAA also paid \$6.5 million for 36.73 acres in Brandon, where the company plans to build its own 420,000-square-foot office. - 12/23/13, Mark Holan, Tampa Bay Business Journal

**Tampa Bay Lands On Forbes List Of Good Places To Invest.** A growing population, and improving job market and a still under-valued housing market make Tampa Bay one of the nations 20 best places to invest in single-family real estate. "When homes are far under the equilibrium price, investors are getting a good buy and can expect to make a good return," Forbes staffer Erin Carlyle wrote. Tampa Bay homes are 13% below the equilibrium home price. - 12/27/2013, Mark Holan, Tampa Bay Business Journal.

## STATISTICS

### Market Tracker

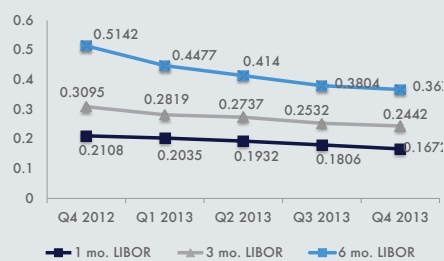
\*Arrows = Current Qtr Trend

▲ S&P 500  
+29.6% YTD

▲ DOW Jones  
+26.5% YTD

▲ Nasdaq  
+38.3% YTD

### Interest Rates



### Treasuries



	KEY RATES	US Q3	Tampa Bay Q3	US Q4	Tampa Bay Q4
▼	Unemployment Rate	7.2%	6.7%	6.7%	5.9%
<b>Vacancy Rates</b>					
▼	Class A Office	12.9%	13.9%	12.8%	13.7%
▼	Class B Office	12.3%	14.7%	12.1%	14.4%
▼	Industrial	8.3%	9.7%	8.0%	9.7%
▼	Retail	6.7%	7.3%	6.6%	7.0%
<b>Rental Rates</b>					
▲	Class A Office	\$27.66	\$23.29	\$27.89	\$23.57
▲	Class B Office	\$19.62	\$17.65	\$19.93	\$17.85
▲	Industrial	\$5.31	\$5.04	\$5.36	\$5.04
▲	Retail	\$14.54	\$13.69	\$14.59	\$13.68
<b>Net Absorption</b>					
▲	Office	23,482,656	380,097	25,621,357	636,968
▲	Industrial	49,694,943	(139,136)	78,394,511	83,316
▲	Retail	18,414,120	66,559	21,284,564	698,181

# In The KNOW

2013 Q4 Market News

## REGIONAL NEWS

**Florida Poised To Overtake New York In Population.** The newest estimates set to be released by the U.S. Census bureau on Dec. 30 will show that Florida is virtually tied with New York in terms of state population. Projections show that the Sunshine State could overtake the Empire State this year. In 2012, Census figures found New York was the third most populous state with 19.6 million people and Florida was fourth with 19.3 million people, the Miami Herald said. However Florida's population is growing at 2.7 percent annually which is 1 percent higher than the national average. New York is growing at a rate of about 1 percent annually. Both states are still well behind California which had 38 million residents in 2012 and the second most populous state, Texas, with 26 million, the Herald said. - 12/30/13, Tampa Bay Business Journal

**Florida's National Energy Efficiency Score Slips As Rank Rises.** Florida's energy efficiency score slipped in the latest national evaluation of state programs, with below average utility and appliance standards as a leading cause of the drop. Though its overall score fell from 17.5 to 15.5 out of 50 points, the Sunshine State's national rank rose to a tie for 27th from 29th. The annual report by The American Council for an Energy Efficient Economy ranked Massachusetts as No. 1 with 42 points followed by California with 41. - 11/6/2013, Ivan Penn, Tampa Bay Times

**Report: Tampa-St. Pete-Clearwater Metro Jumps In 2013 Best Performing Cities Rankings.** The Tampa-St. Petersburg-Clearwater metro area jumped 45 spots from 2012 to 2013 in the Milken Institute's 2013 report on Best Performing Cities in the United States. The Tampa-St. Pete-Clearwater metropolitan statistical area went from No. 138 on the list in 2012 to No. 93 on the list in 2013, according to the Milken's data. The Bradenton-Sarasota-Venice MSA was up 25 spots, from 187 in 2012 to 162 in 2013. According to the report, technology and energy were driving the top performing metro areas. Austin, Texas was named the top performing city in 2013. - 1/14/2014, Jo-Lynn Brown, Tampa Bay Business Journal

## KEY TRANSACTIONS

RENTAL PROPERTY	SF	TENANT	TRANSACTION TYPE	SUBMARKET
Lakeview Center	49,704	USAA	Lease	East Tampa
Cardinal Point at Gateway	40,533	Atlantic Real Estate Services	Lease	Gateway
M&I Bank Plaza	38,800	Banker Lopez Gassler PA	Lease	Tampa CBD
SALE PROPERTY TYPE	SF/ACRES	CAP RATE	PRICE	SUBMARKET
Sweetbay Shopping Center	56,097	7.60%	\$11,550,000	Westshore
Carrollwood Regency Plaza	35,907	8.00%	\$6,900,000	Carrollwood
Gandy Shopping Center	12,846	7.75%	\$3,225,000	S. Tampa - Gandy
The Park at Polos Place Apartments	229,504	6.62%	\$24,700,000	Riverview
Cross Creek Storage	69,984	5.65%	\$4,800,000	New Tampa

## Jack A. Cohen | Cohen Commercial Real Estate Group

### I WANT TO REPRESENT YOU IN THE FOLLOWING TRANSACTIONS:

- TENANT REPRESENTATION
- LANDLORD REPRESENTATION
- SITE SELECTION
- INVESTMENT PURCHASES AND SALES
- LEGAL AND MEDICAL LEASING
- GROUND UP DEVELOPMENT
- LAND PURCHASES AND SALES
- OFFICE, RETAIL AND INDUSTRIAL

Join Jack on LinkedIn 

In The Know is produced for Cohen Commercial Real Estate Group, LLC. In the Know is, for the most part, derived from secondary sources. Cohen Commercial Real Estate Group, LLC is not responsible for the accuracy of any item taken from these sources.

**COHEN**  
commercial  
REAL ESTATE GROUP

16618 Sedona de Avila | Tampa, FL 33613

FROM THE DESK OF  
Jack A. Cohen  
813.495.0025  
Jack.Cohen@cohencregroup.com

FOURTH QUARTER 2013  
Tampa Bay Area Market News