



## EMERGING TRENDS – REFLECTIONS AND REFUTATIONS

### USA Market

#### AGREE

- In “Favour” in a Global Context
- No Crash in the Near Future
- Have Learned Painful but Valuable Lessons
- Financial Crisis was a Teachable Moment
- A Modest Further Decline in Going-in-Cap Rates
- Technological Advantage = Return Advantage

## EMERGING TRENDS – REFLECTIONS AND REFUTATIONS

### USA Market

#### AGREE

- Smart Cities = Top Markets
- The Rise of “Shadow Banks”
- Labour Scarcity for Construction - An Issue
- Retail Sells “Experience” ... Then “Goods”
- Boston, New York, then Washington
- High Street Retail, Fortress Malls, Industrial, Office, General Retail

## EMERGING TRENDS – REFLECTIONS AND REFUTATIONS

### USA Market

#### DISAGREE

- Innovation Emerges From Small Scale Developers
- Connectedness = Suburbs
- “Block and Tackle” Not “Block Chain”
- A Low Concern – Political Landscape?
- Institutions – Holding Pattern
- The Keys to the Castle = New



## EMERGING TRENDS – REFLECTIONS AND REFUTATIONS

### Canada Markets

#### AGREE

- A Tough Marketplace to Grow (or 2% GDP)
- Live Where You Work – Work Where You Live
- New Mixed Use Projects Work
- “Retail-Tainment”
- Residential Rental For the Long Term
- Green and Innovation Pay
- Vancouver and Toronto Work



## EMERGING TRENDS – REFLECTIONS AND REFUTATIONS

### Canada Markets

#### DISAGREE

- Low Risk for Investors to Place Their Money
- Oil and Gas Wounds Rebound
- Global Political Uncertainty Drives Decisions
- Montreal, Ottawa, Calgary, Edmonton; Tricky

## EMERGING TRENDS – REFLECTIONS AND REFUTATIONS

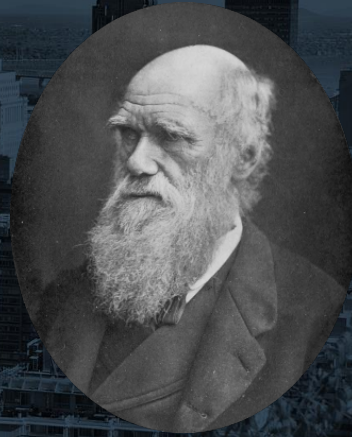
### Canada Market

#### ISSUES

- Infrastructure Prioritization
- Tax and Spend Mindset
- Parking Tax
- Single Family Entitlements

# EMERGING TRENDS – REFLECTIONS AND REFUTATIONS

Adaptability = Survival  
Charles Darwin



OXFORD  
AN OMBERS COMPANY

THANK YOU

OXFORD  
AN OMBERS COMPANY