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INDUSTRY OUTLOOK

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SECTOR SUCCESS: HOW COMMERCIAL REAL ESTATE IS PERFORMING IN CENTRAL FLORIDA

“Daryl [Carter of Maury L. Carter & Associates Inc.] has a written policy in his office that when they have a closing, they have to bring doughnuts in. And oh my gosh, there’s doughnuts over there every day.”

— **JOHN CROSSMAN**, president of Crossman & Co., on sharing office space with fellow outlook participant, Daryl Carter



DARYL CARTER,
president, Maury L.
Carter & Associates
Inc.

A few years ago, I couldn’t give away a piece of land. Now, I can’t find any that I can recommend to investors because pricing has moved on us.

► BY THE NUMBERS

Commercial real estate data and statistics:

\$75 million

Total commercial real estate investment sales volume for Marcus & Millichap Real Estate Investment Services for the first five months of the year

1.6 million

Total square feet of new industrial development under construction in Central Florida

1.3 million

Total square footage Highwoods Properties Inc. (NYSE: HIW) owns in downtown Orlando

50%

How much some investment sales prices have risen above asking prices due to competitive bids in the market

28%

Year-over-year growth in transactions experienced by KW Commercial in Orlando

SOURCES: PARTICIPANTS IN THE 2014
COMMERCIAL REAL ESTATE INDUSTRY OUTLOOK