

Email Newsletter

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*"We shape our buildings;
Thereafter, they shape us."*

- Sir Winston Churchill



ASK the Expert?

Q: Which class of commercial real estate will recover first?

A: Warehouses. E-commerce is driving the need for warehouses and logistics. The lines between warehousing and logistics are blurring. Big suppliers are also investing big in **last-mile-minute** delivery - because their business depends on it. Think Amazon Prime or Walmart GoLocal.

Vocabulary Knowledge

Environmental justice – a policy lens to examine how low-income communities can be affected by real estate decisions.

Conversion to Residential

Customer Relationship Management (CRM) helps buyers and sellers communicate. Promote your project sustainability. Example: The \$100M conversion of US Playing Card factory to Factory 52 life style apartments details the recycling of buildings and removal of 4 miles of asbestos. In short, "it's were the past blends with the present" to create 100 years of authenticity. Think of a village green bell tower surrounded by boutique shopping, dining, yoga and even a microbrewery. Done properly, CRM creates a sense of belonging that maximizes occupancy.



Cincinnati Enquirer, Aug. 17, 2022



Rebuilding the Cincinnati Urban Core – Same Look – Different Use

How will the Cincinnati Central Business District (CBD) look in 20 years? The building footprints will be the same, but the patterns of use will be entirely different. Why? Demand for the office cube farm is gone. Class A office space will be converted to support machine learning. These computing centers will require space upgrades to include underfloor air distribution (UFAD), magnetic shielding, and ISO clean rooms. Think of space retrofitted for computing efficiency rather than remodeled for occupant comfort.



Environmental Legacy Concerns Converted?

In June 2023, the WSJ picked up two environmental sustainability projects. Lake Tahoe has a 1950s legacy problem with metallic Lead used to encase telecom cables installed under water. ATT and Verizon have solved the problem using a "Management in Place" strategy while exploring options for reuse. The abandoned system is seeking to be repurposed or metals recycled. Cost-benefit is assessed on a case- by-case feasibility basis.

Old oil wells are being converted into an unlikely source of lithium (currently called "white gold") that is required to make EV batteries. To capture this opportunity, Exxon Mobile is planning to build one of the world's largest lithium processing facilities in the Smackover region of the USA - with a capacity equal to about 15% of all lithium produced globally last year. Enough to power 50M EVs. This is the equivalent of the 1850's California Gold Rush – only much bigger.



Source: USGS