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**IMMEDIATE RELEASE**

## ***WX HOSTS SOLD-OUT BREAKFAST WITH SPEAKER ROBERT WHITE JR. ON REAL ESTATE MARKET OUTLOOK AT THE HARVARD CLUB***

**NEW YORK, January 23, 2020**— **WX New York Women Executives in Real Estate (WX)** hosted Robert M. White, Jr., CRE, Founder and President of **Real Capital Analytics (RCA)**, at their January breakfast meeting at The Harvard Club of New York. This annual event has become a favorite for WX members and their guest, 120 of whom packed into a sold-out room to hear about the state of the real estate markets.

White's presentation examined the key points of influence in the real estate market over the past year, analyzed market trends, and identified factors that will shape the market in the coming year. Mr. White produced statistical analyses of retail trends, including tenancy rates for grocery stores and purchase prices for regional malls. He noted gains and losses in several niche industry markets, such as the drastic uptick in boutique hotel development and the significant decrease in volume of student housing. RCA data provided cross-comparisons of the state of the markets in many major cities nationally and internationally.

### **A Year in Review**

White noted that the top U.S. markets for deal activity in 2019 included Seattle, Dallas, Atlanta, Phoenix, Austin, the East Bay region and Charlotte. Surprisingly, Manhattan saw a 28 percent decrease in activity since the previous year, while New York City Boroughs decreased by a drastic 38 percent. Seattle marked the most significant increase in transaction volume, totaling nearly \$25 billion for a 54 percent increase over the previous year. Overall asset prices have continued to rise, with apartment properties seeing the steepest and most steady increase.

### **Positive Outlook for 2020**

In his forecast, White highlighted that the United States Treasury yield percentage would slowly begin to increase in 2020 after a significant downfall from the end of 2018 through 2019. White made note of the prominence of Blackstone in 2019 industrial deals, considering their enormous growth throughout the period, and predicted their dominance of the industry market in coming years.

### **About the Speaker:**

Robert M. White, Jr., is the founder and president of Real Capital Analytics (RCA), a global research company focused on the capital markets for commercial real estate. Headquartered in New York City with offices in London, Singapore and Silicon Valley, RCA counts the industry's leading investors, brokerage firms, developers and financial institutions as clients. The firm has widely been credited as fostering market transparency and pioneering research to better quantify property prices, liquidity and capital

flows. Mr. White has authored numerous articles for industry publications and directs the editorial content of the firm's own *Capital Trends* publications. He oversees the firm's R&D initiatives and was a principal architect on the team responsible for the industry's first transaction-based property price index which has evolved into a suite of over 350 indices globally.

Mr. White has served on the board of directors for the Pension Real Estate Association and is currently on the advisory board for the Real Estate Research Institute. He is a Counselor of Real Estate, a Fellow of the Royal Institution of Chartered Surveyors and a Fellow of the Homer Hoyt Institute. In recognition of his outstanding professionalism and commitment to service in the real estate industry, Mr. White was presented with the James D. Landauer/John R. White Award by the Counselors of Real Estate in 2014. In 2013, Mr. White received the ICSC Award for Outstanding Service to the Research Community and in 2018, accepted the Innovator Award from University of Wisconsin's Graaskamp Center for Real Estate.

Before founding RCA, Mr. White spent 14 years in the real estate investment banking and brokerage industry at Eastdil Realty and Granite Partners. He is a graduate of the McIntire School of Commerce at the University of Virginia.

#### **About WX New York Women Executives in Real Estate**

*WX New York Women Executives in Real Estate is an association of executive-level women actively engaged in the commercial real estate industry in New York. The mission of WX is to promote the advancement of women in commercial real estate; to enhance public perception about the role of women in the industry, and to promote the highest standards of professionalism, ethics and integrity in the field. Through educational seminars, breakfasts with industry leaders, mentoring programs, scholarships, and special events, WX provides members with a forum for visibility and exchange, spotlights the accomplishments of individual women in the industry and paves the way for the next generation of women in the field. For more information, please visit [www.wxnyre.com](http://www.wxnyre.com).*