

ZIEGLER GREYSTONE EXECUTIVE SYMPOSIUM

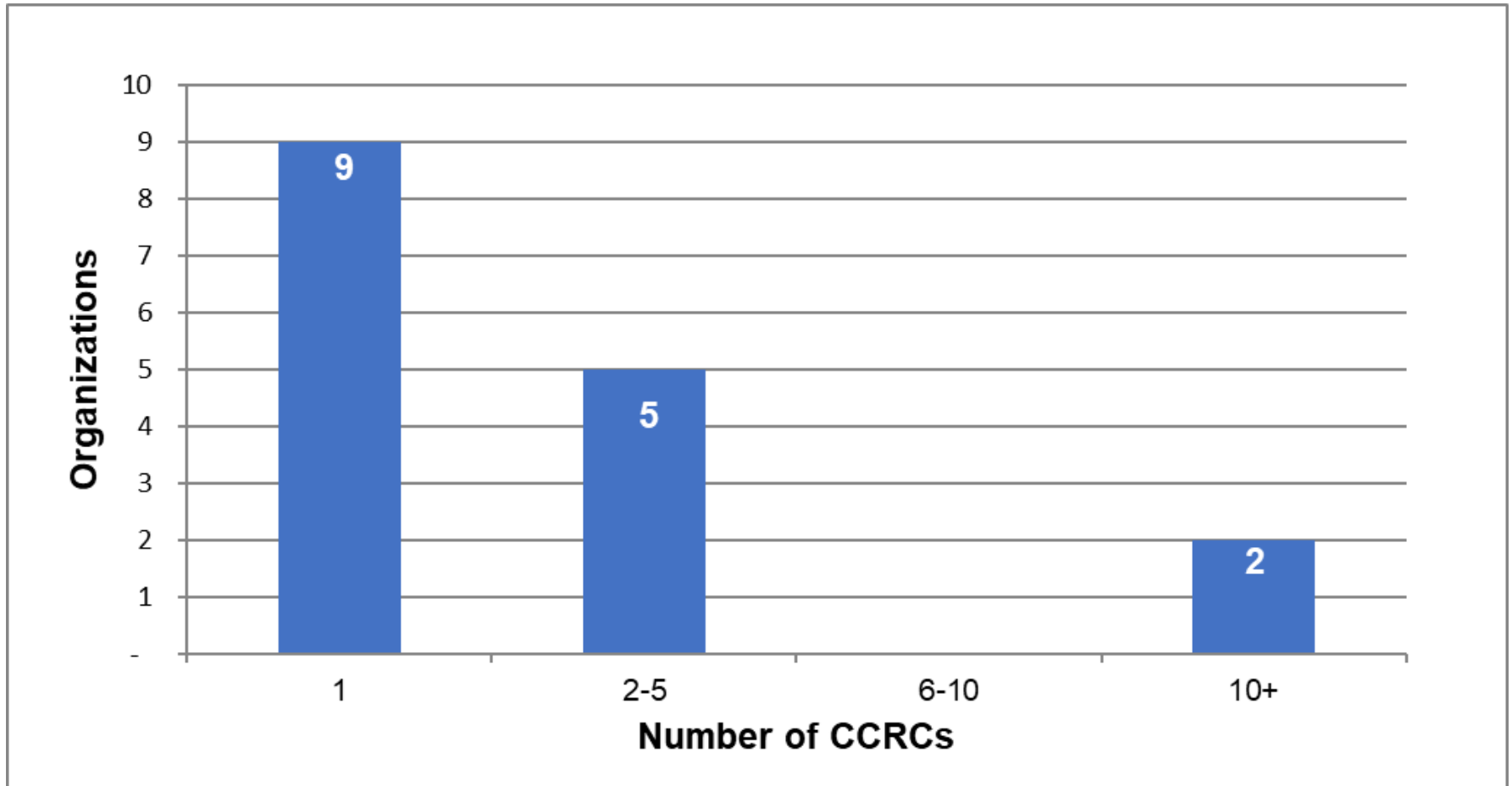
March 7-8, 2019

SURVEY OF INDUSTRY TRENDS

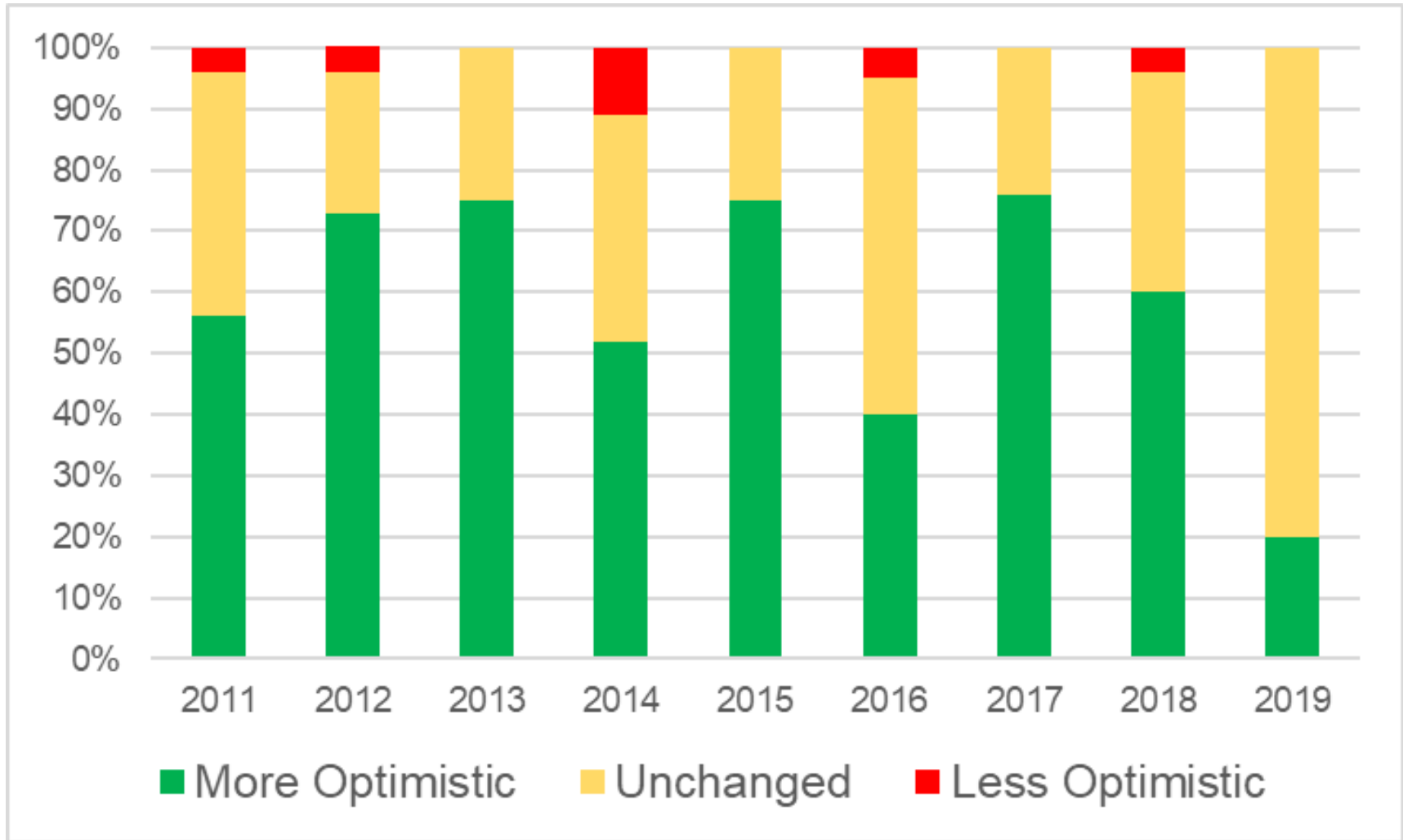
Steffen Schwartz
Manager
Greystone

Jonathan Slusser
Manager
Greystone

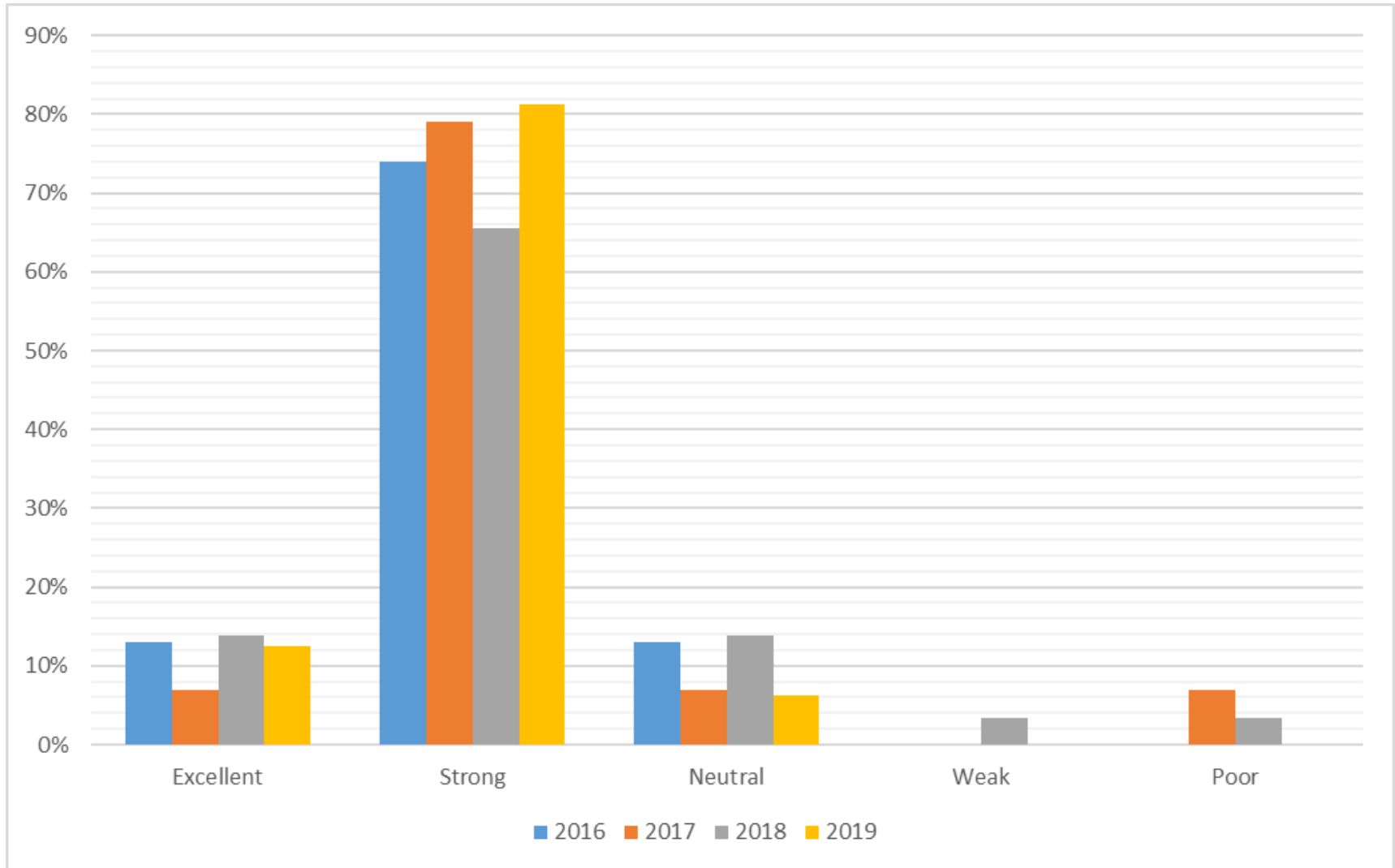
ORGANIZATION PROFILE



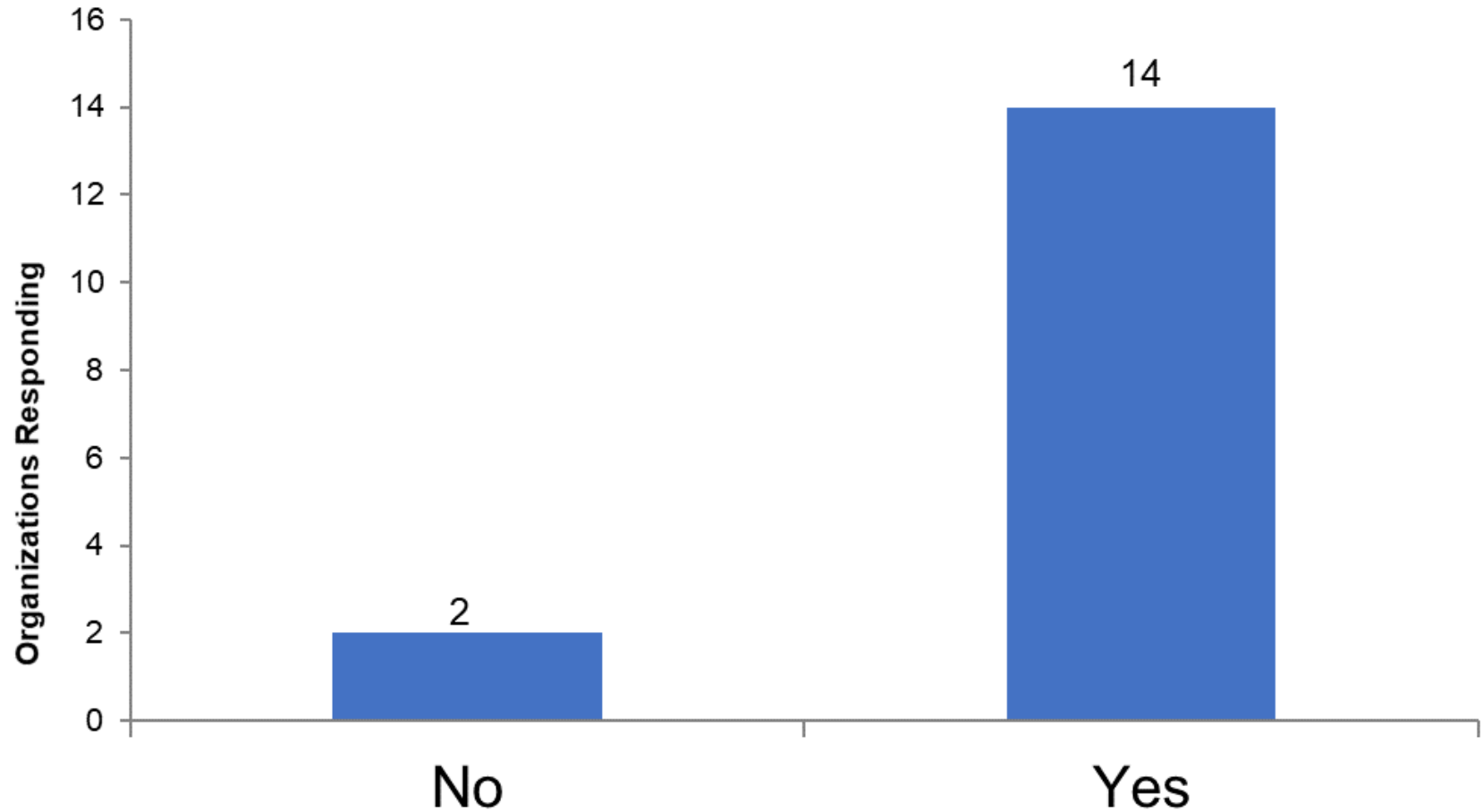
ECONOMIC OUTLOOK



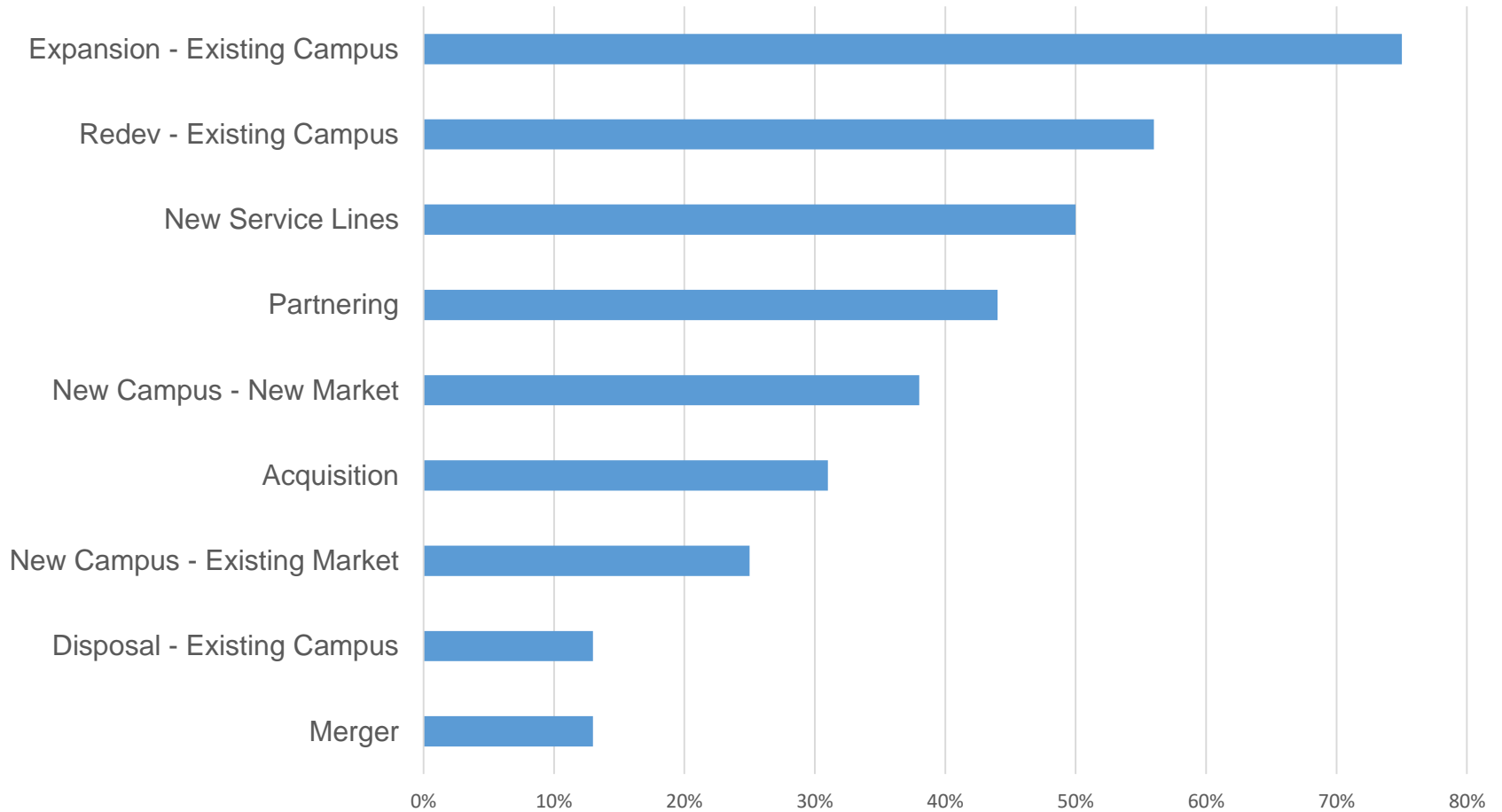
REAL ESTATE MARKET



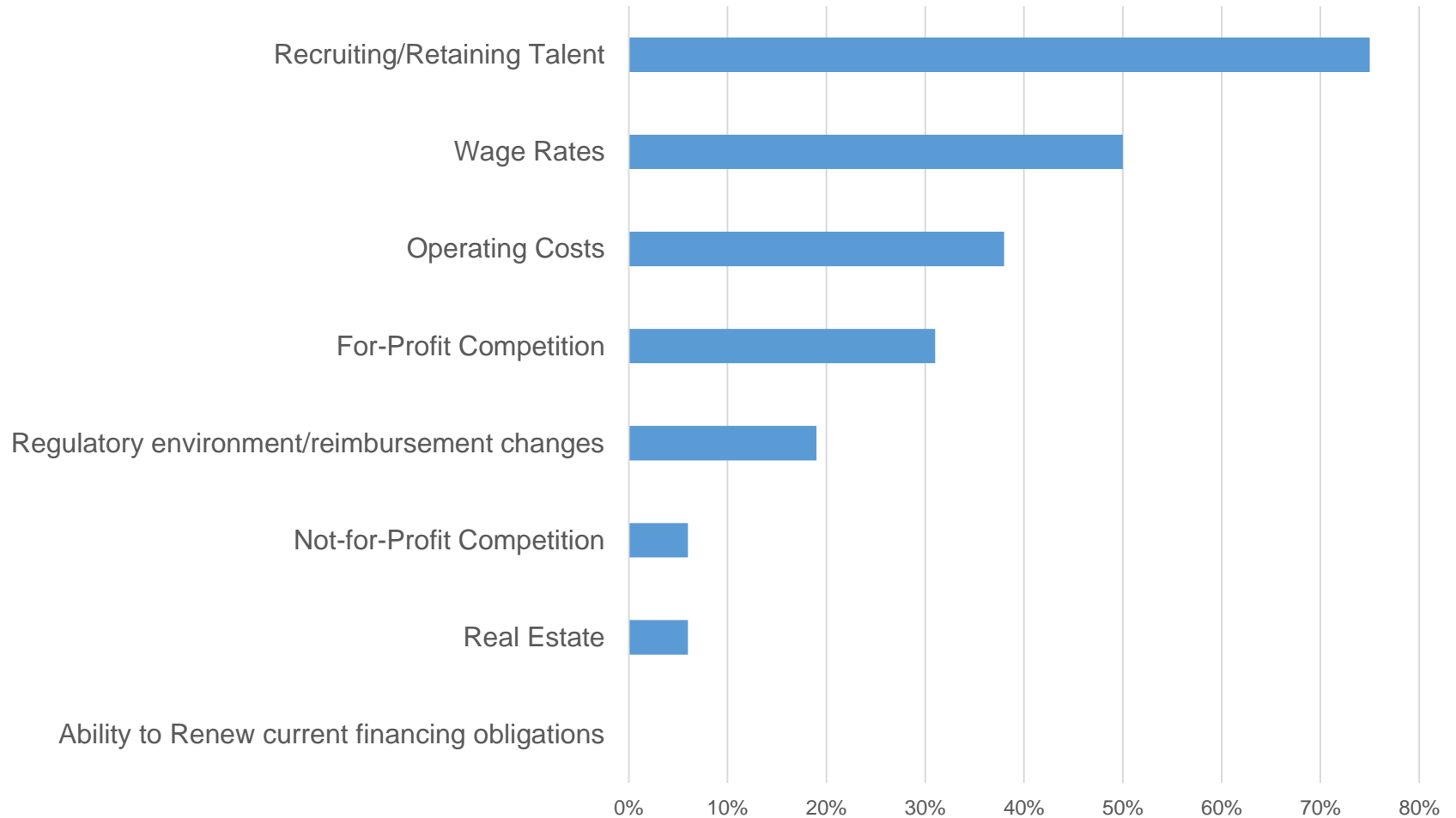
REDEVELOPMENT/EXPANSION PLANS



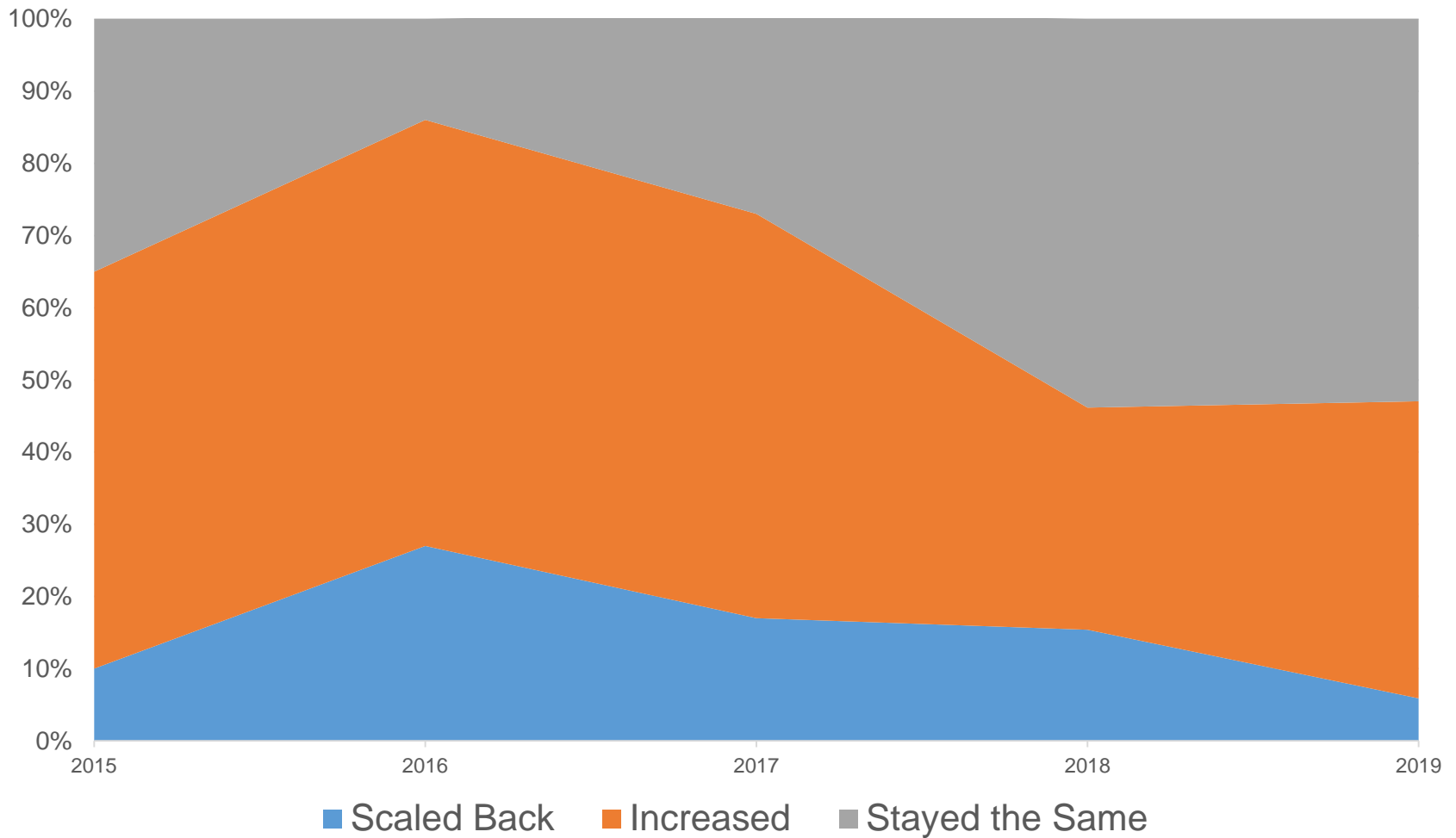
PLANS FOR GROWTH/CHANGE



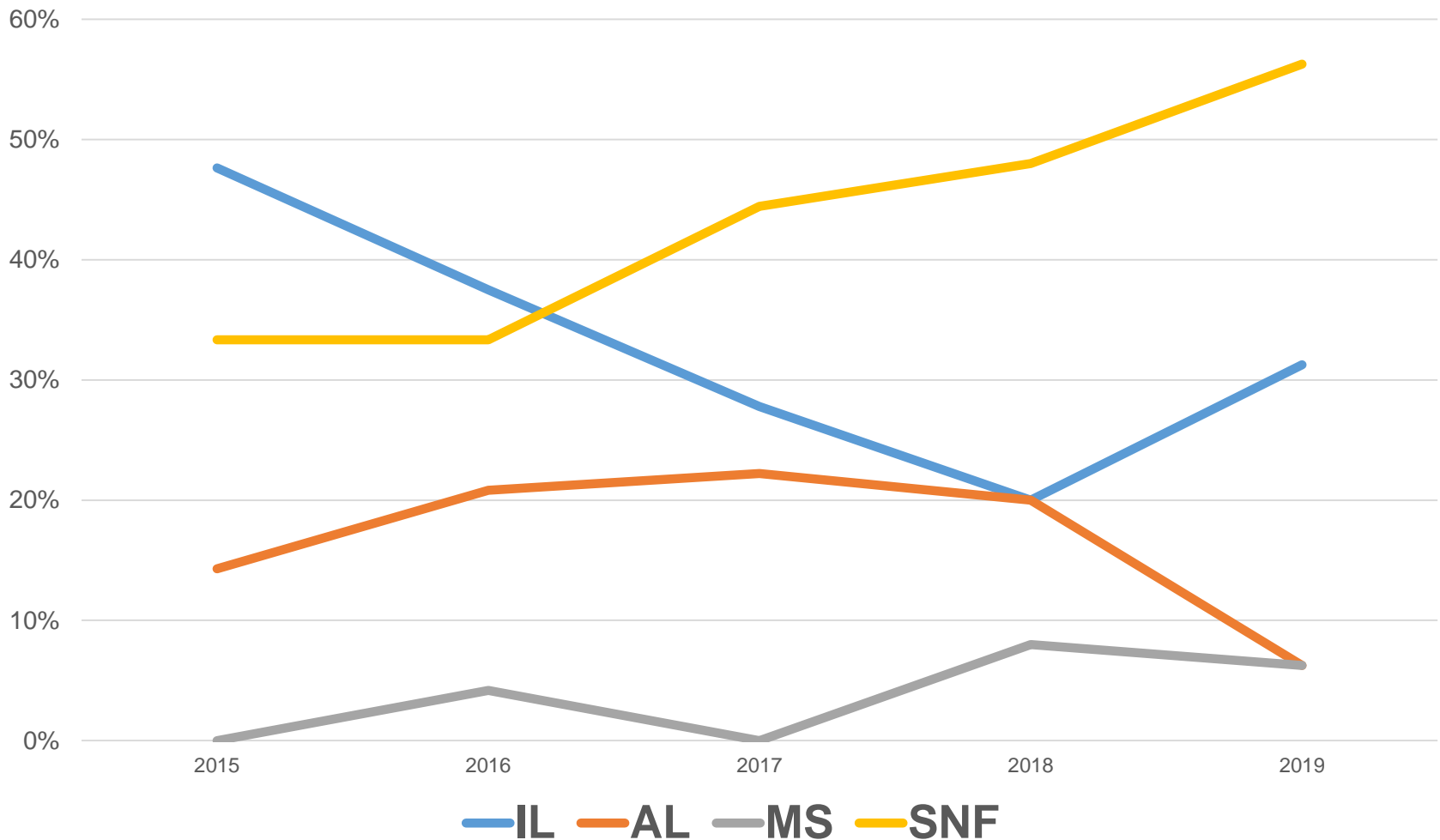
THREATS



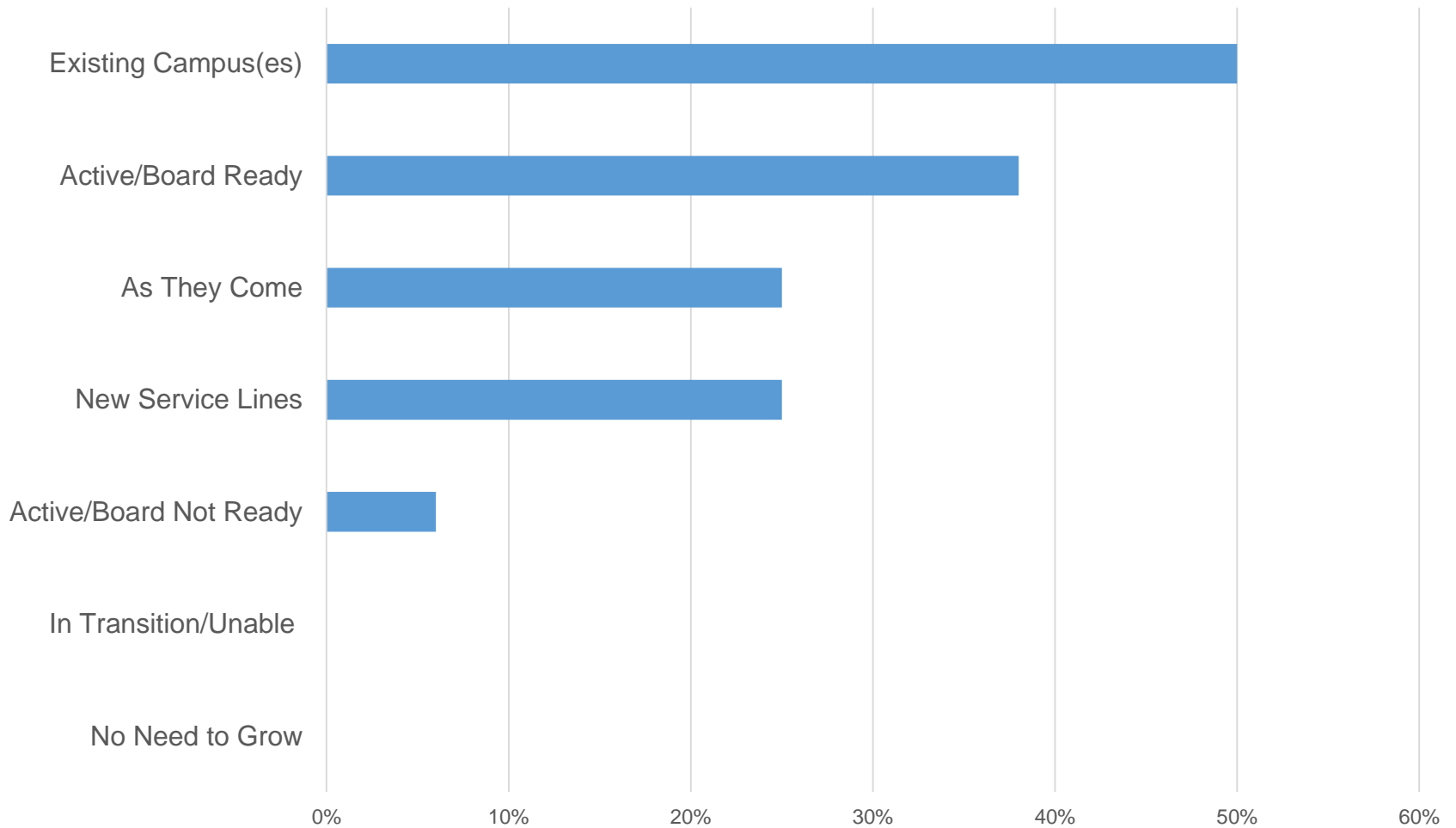
USE OF SALES/MARKETING INCENTIVES



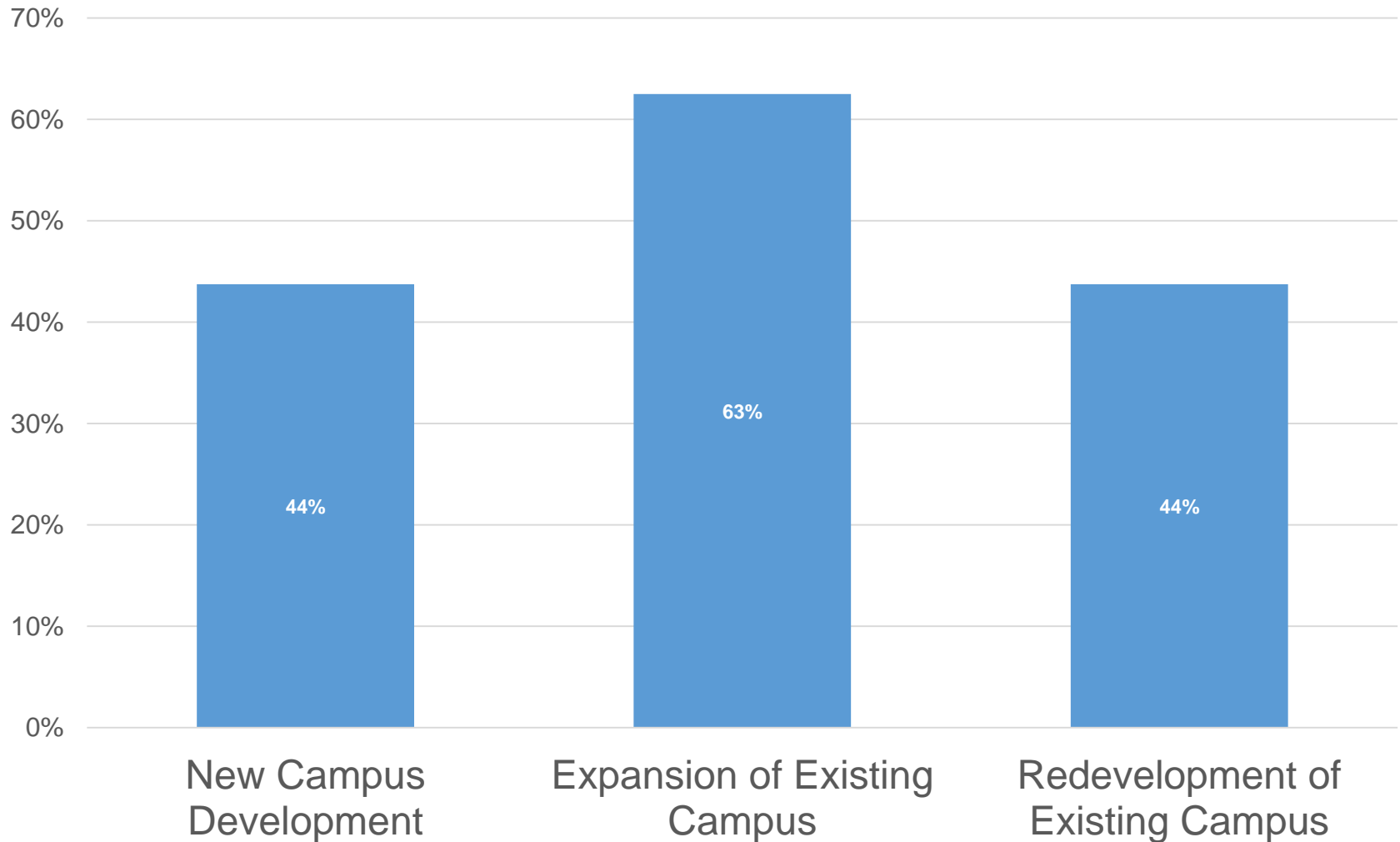
OCCUPANCY CHALLENGES



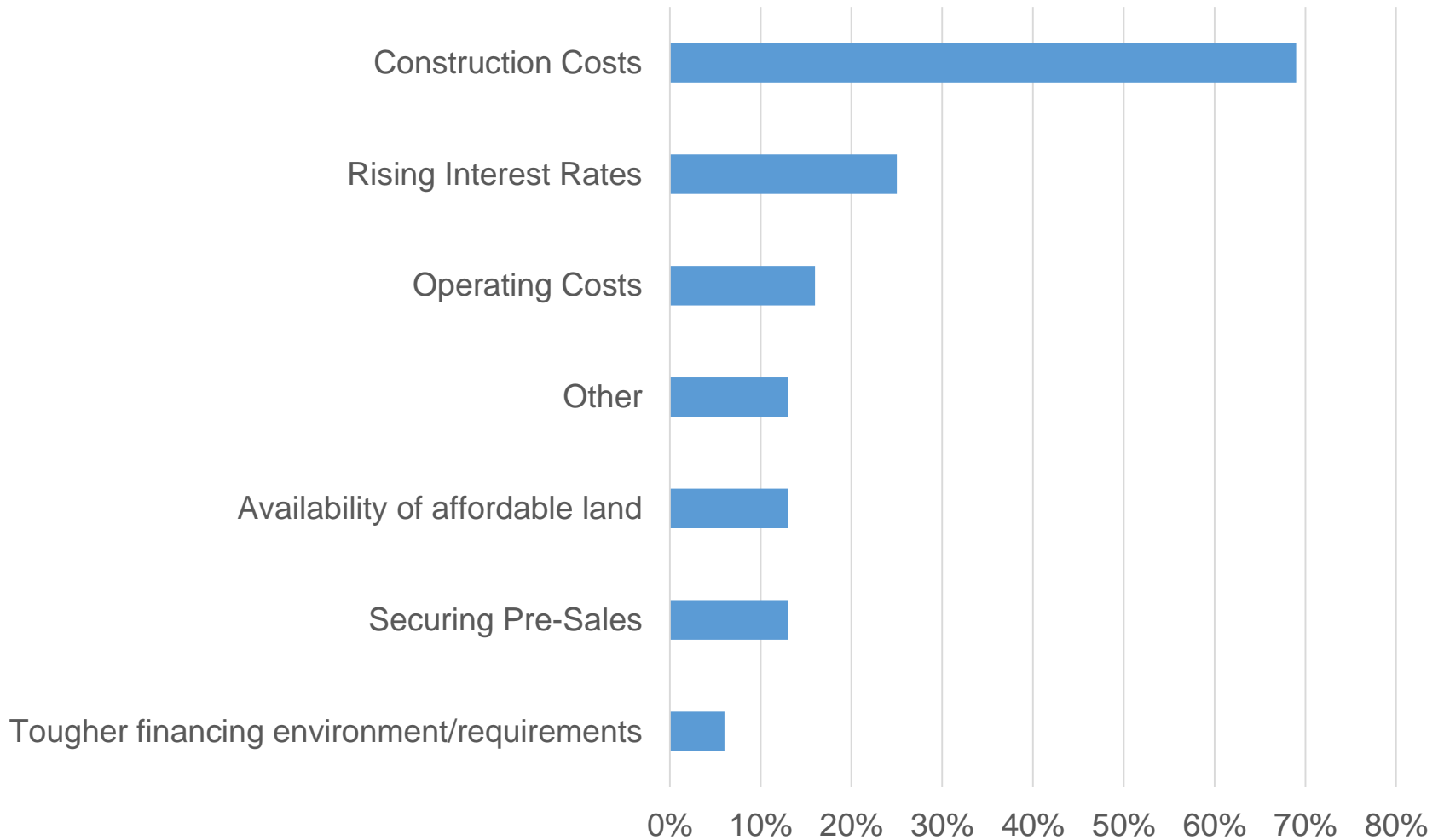
GROWTH PLANNING OUTLOOK



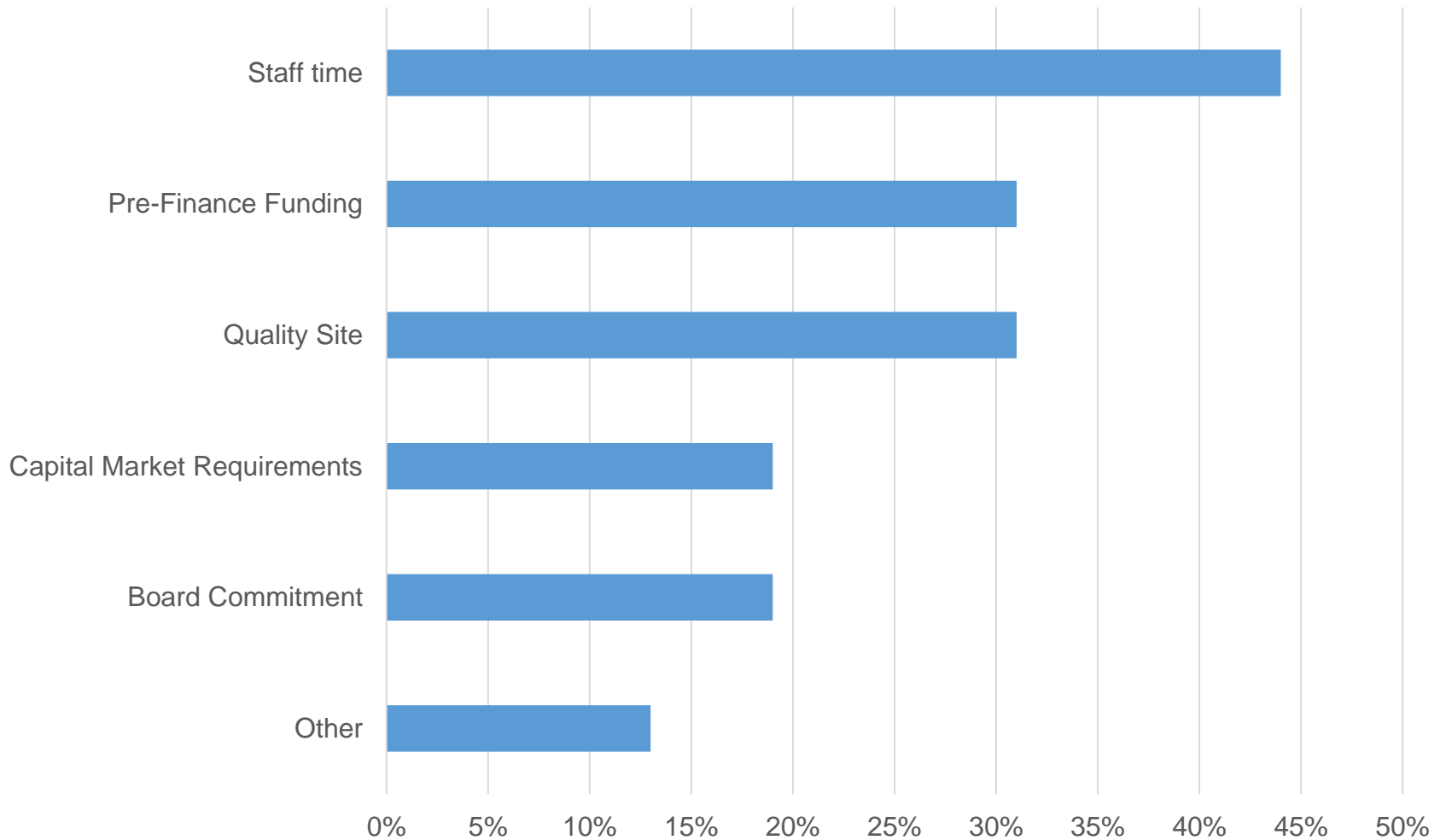
THREE-YEAR PLAN



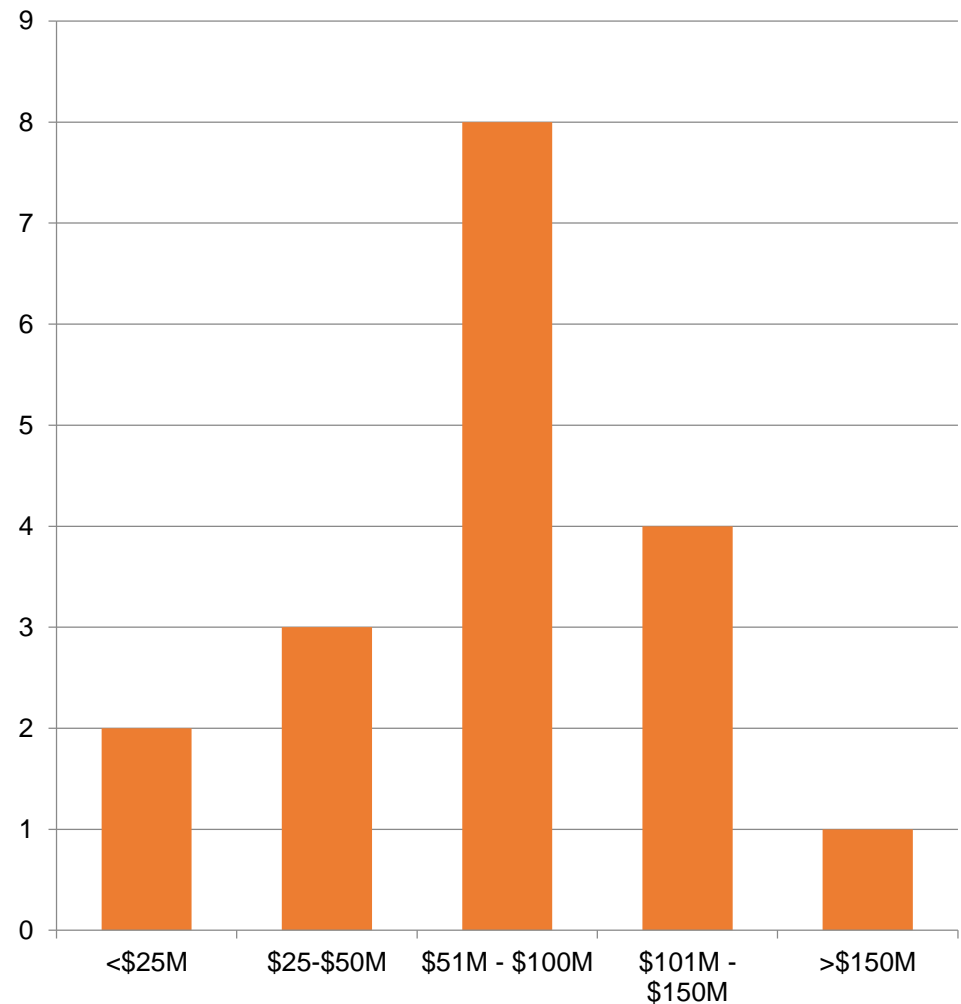
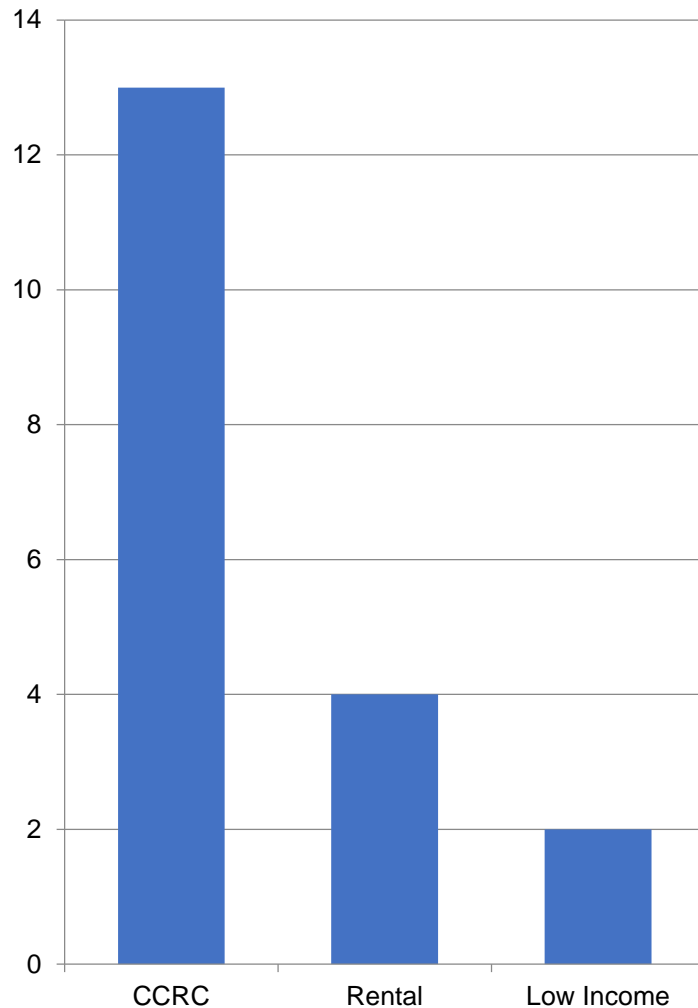
DEVELOPMENT RISK FACTORS



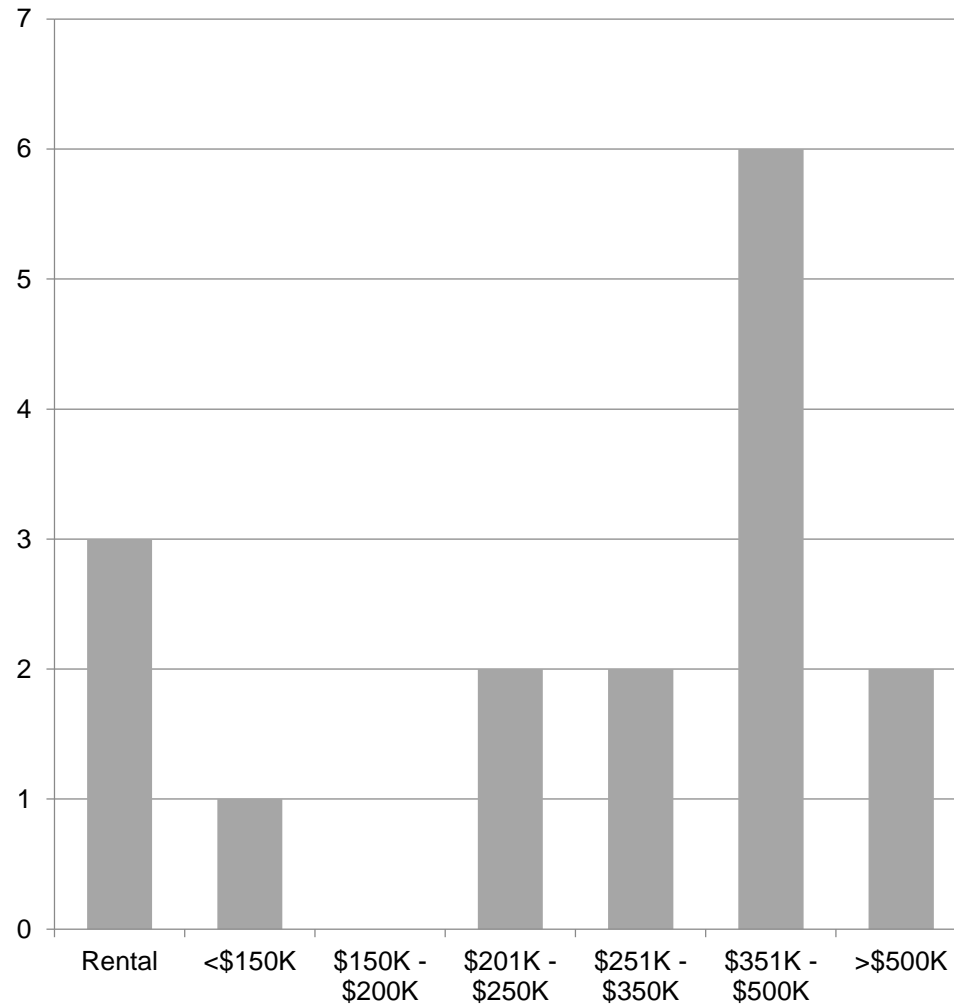
INVESTMENT CONSTRAINTS



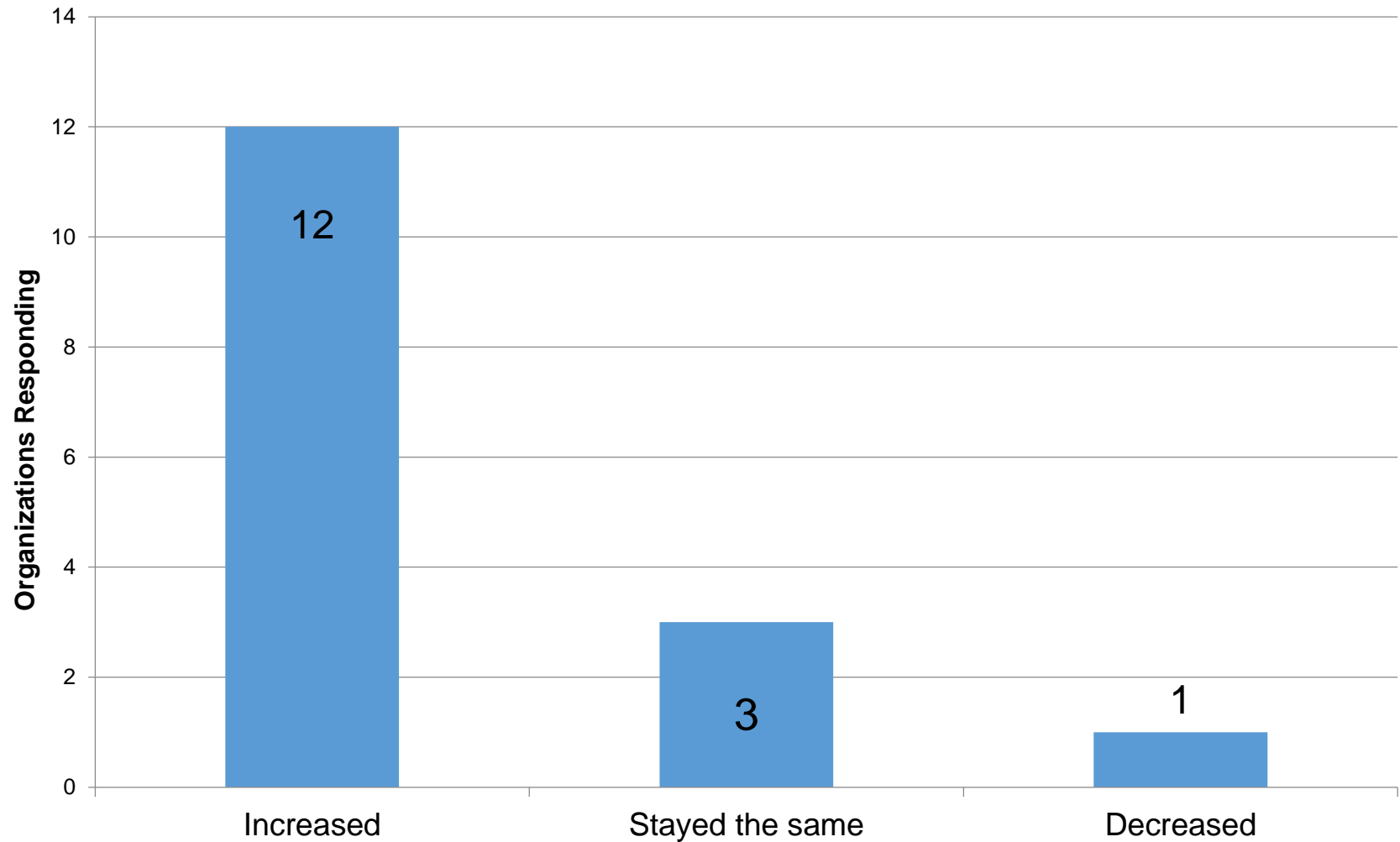
INVESTMENT PROFILE - TYPE/BUDGET



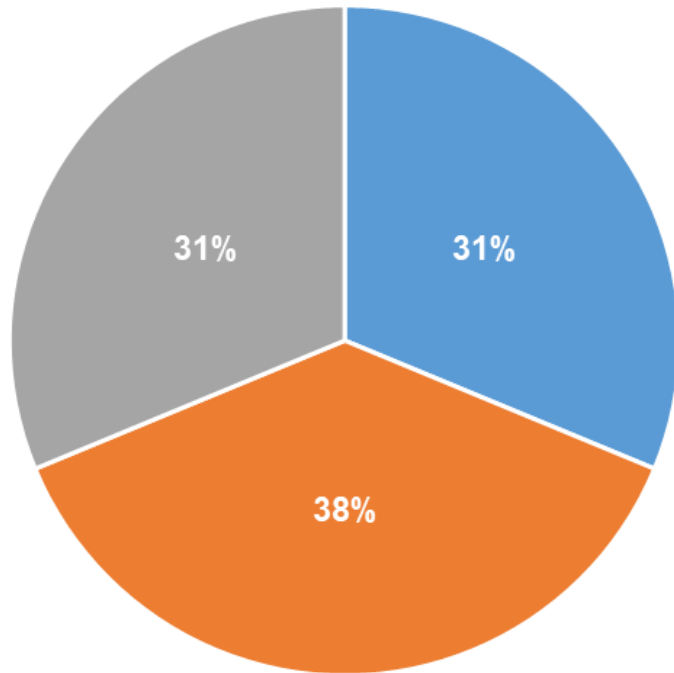
INVESTMENT PROFILE - ENTRANCE FEES



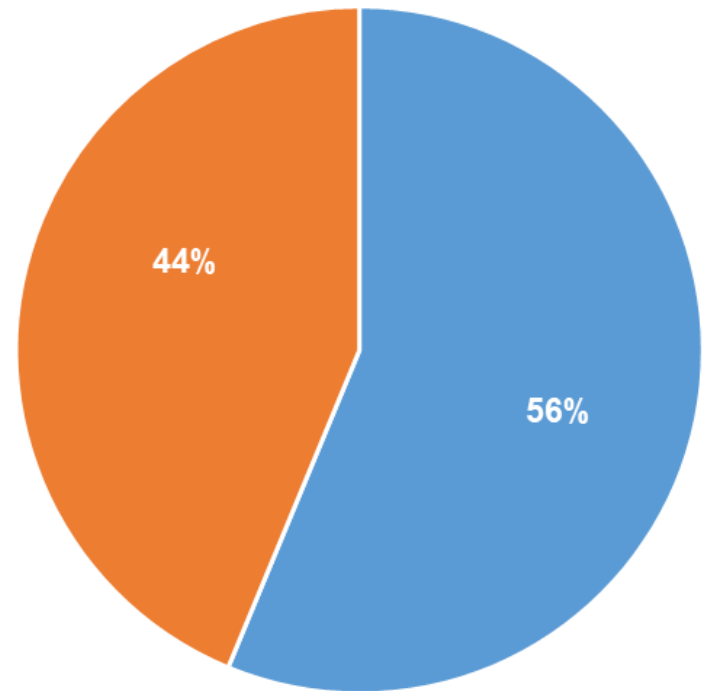
FOR-PROFIT INVESTMENT



SUCCESSION PLAN

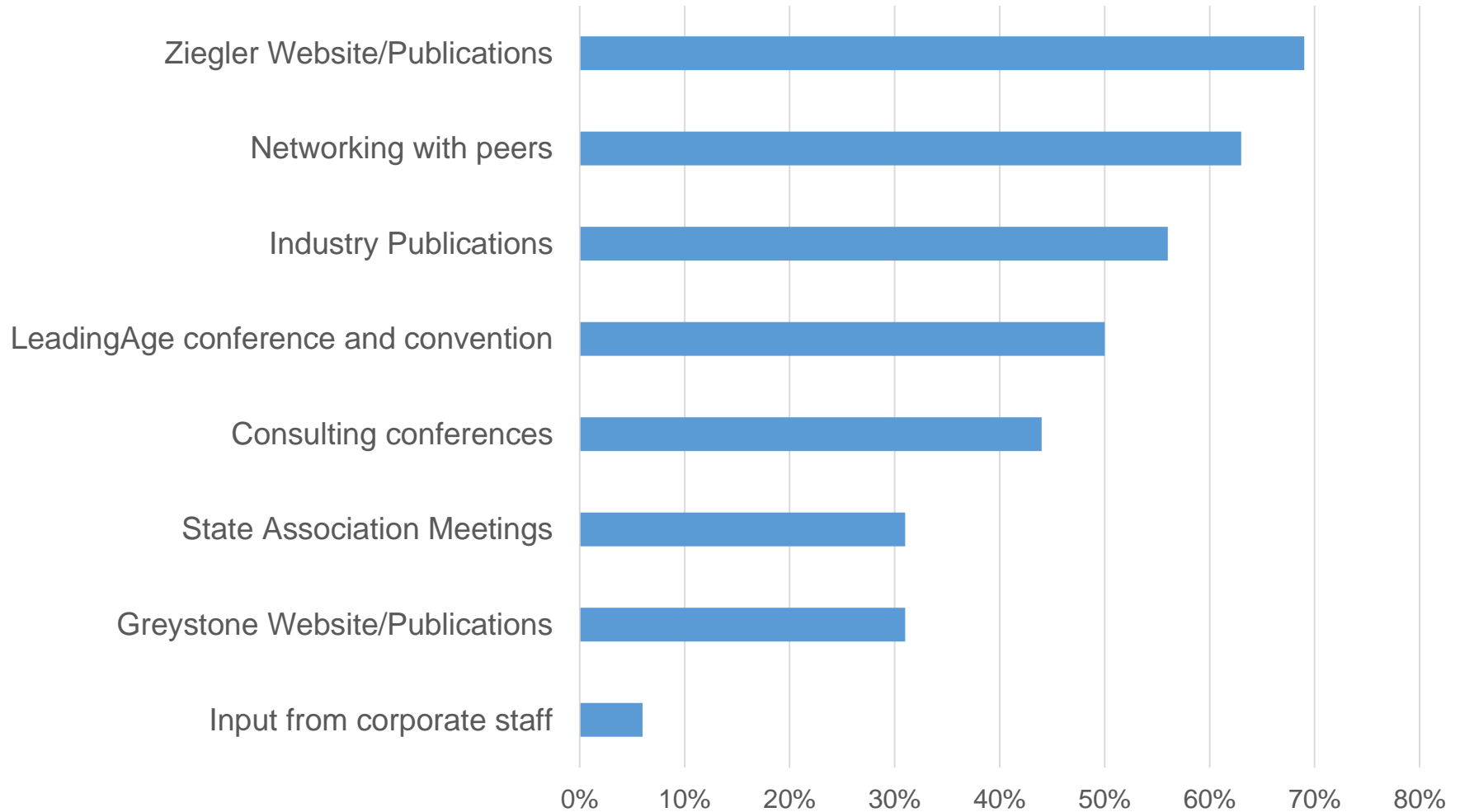


■ 0-5 years ■ 6-10 years ■ 10+ years

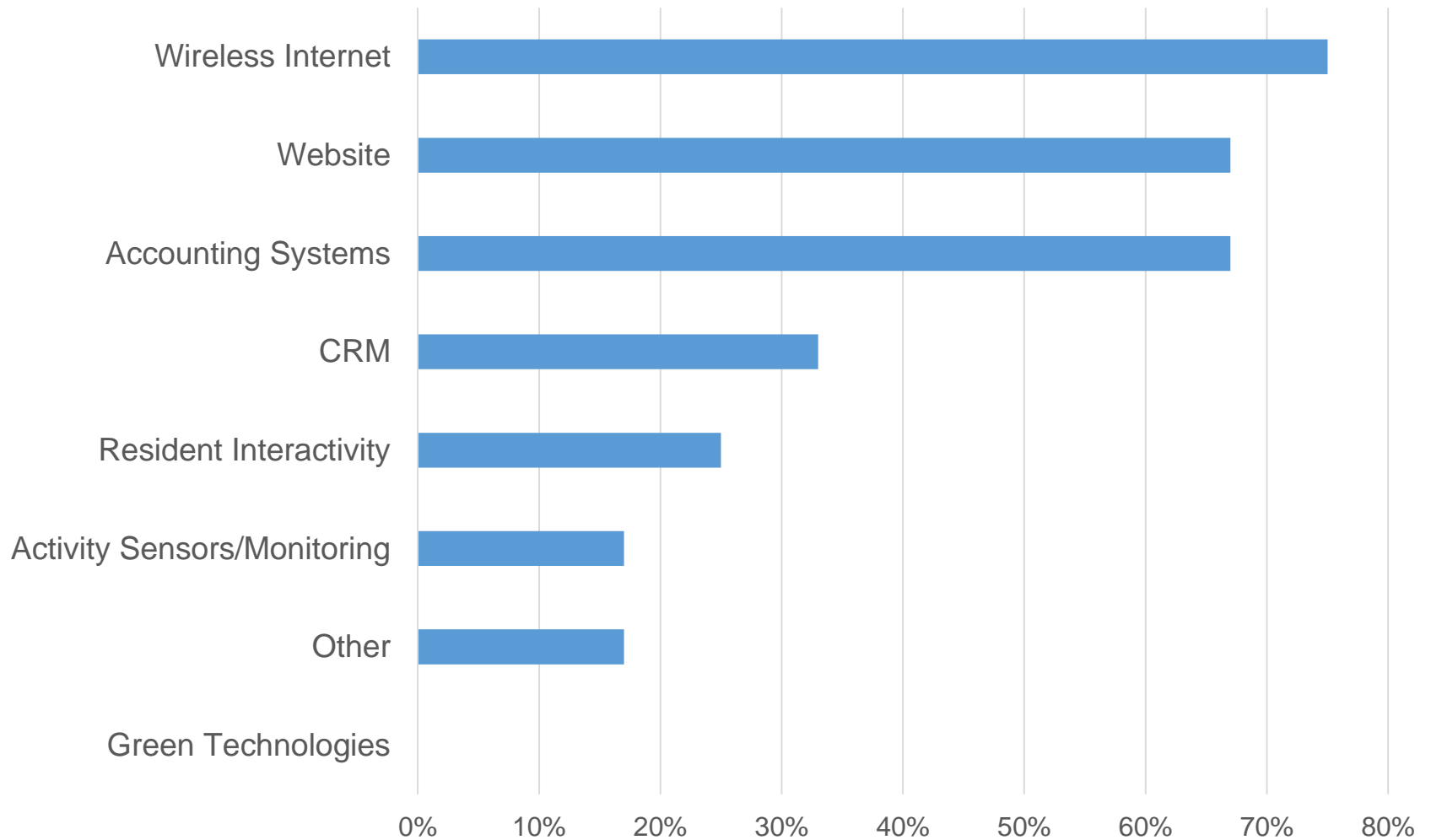


■ Yes ■ No

INDUSTRY NEWS SOURCE



TECHNOLOGY IMPROVEMENTS



WORRIES

Then



Now



