



State of  
**Commercial  
Real Estate  
& Construction**  
in Seattle, WA

**ADDENDUM**

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Downtown  
Seattle  
Association

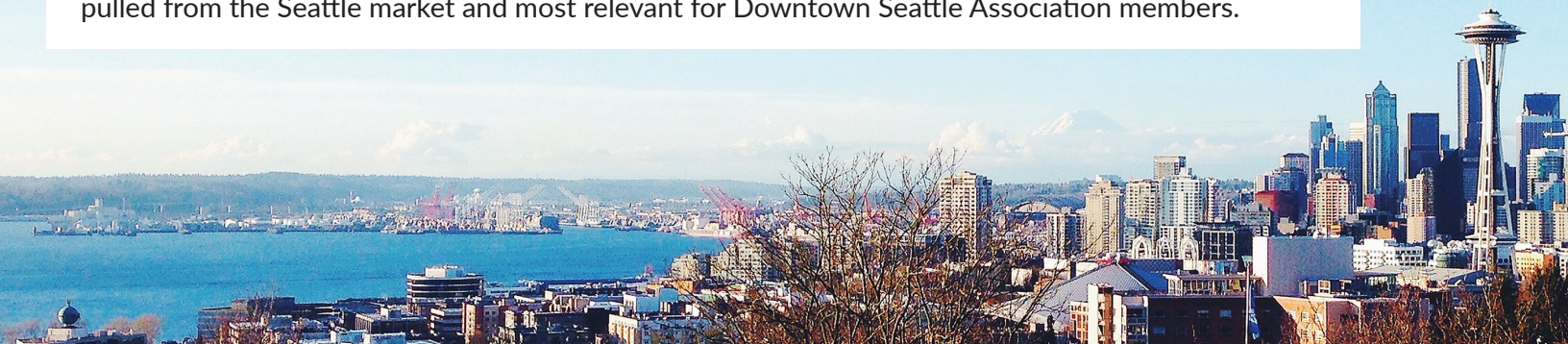
# State of Commercial Real Estate & Construction in Seattle

Record development has transformed Seattle's skyline over the past decade. In 2019 alone, we saw the completion of 4.5 million square feet of office space downtown. With grumblings of a market correction and continued development, we are exploring key questions for the commercial real estate (CRE) and construction industry. What's spurring confidence? What's keeping these industry leaders up at night? What are our area's future growth opportunities?

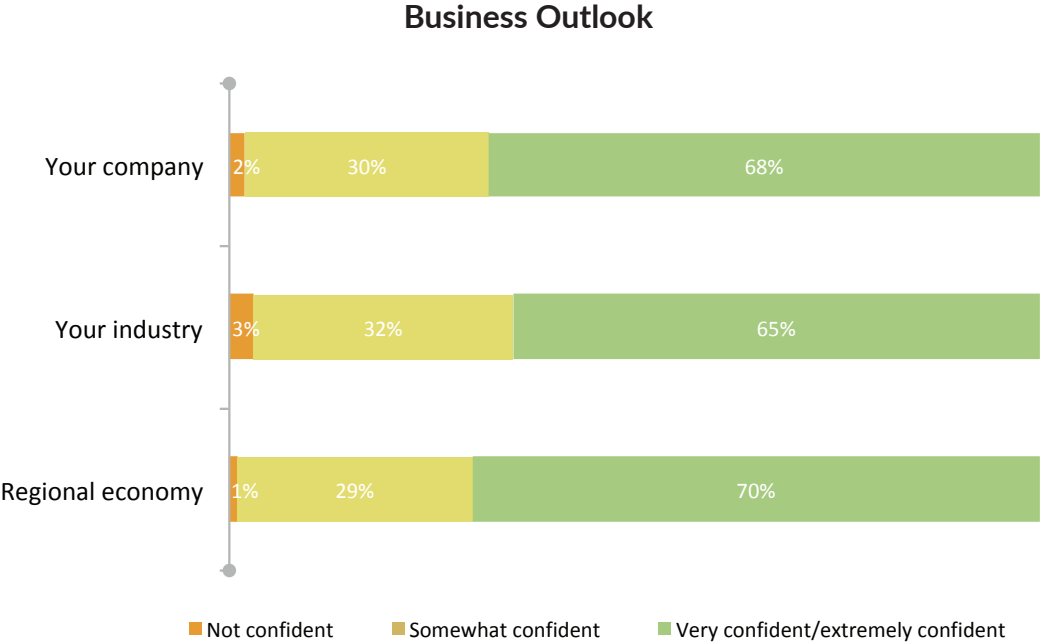
## Overview of Survey

From June to July 2019, *The American Business Journals* surveyed leaders across the CRE and construction industry in Washington and Oregon to explore attitudes and behaviors and to uncover industry trends and insights. Over 700 participants responded to the survey, with over 400 in the Seattle market.

This addendum to the survey, commissioned by Schwabe, Williamson & Wyatt, highlights the data pulled from the Seattle market and most relevant for Downtown Seattle Association members.

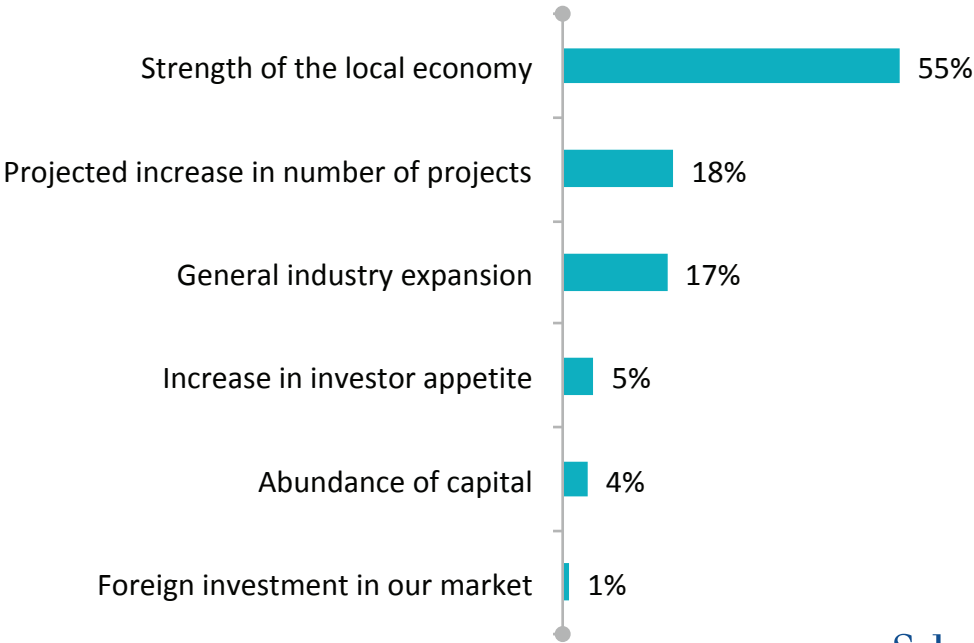


Two-thirds are currently very/extremely confident in the outlook for their company



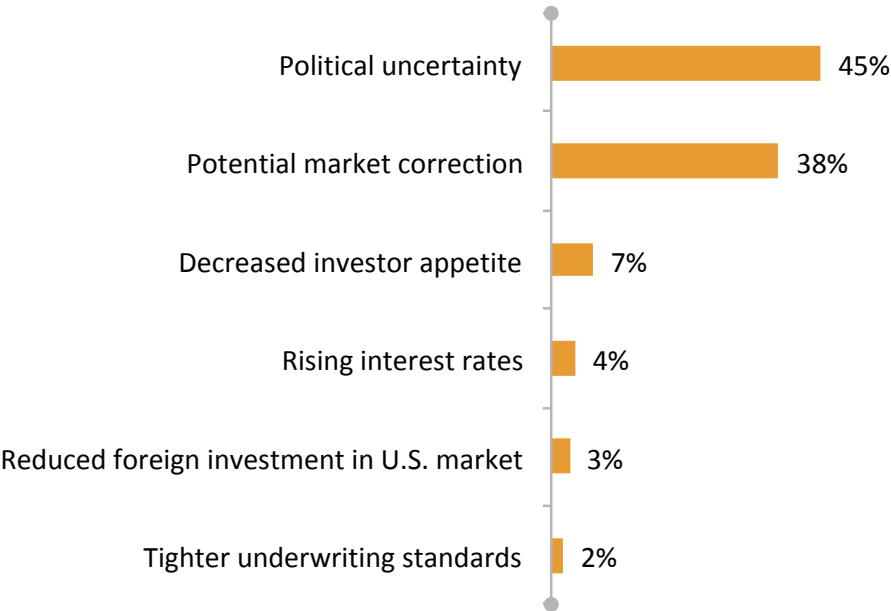
Over half cite the strength of their local economy as the reason they are confident about their company's growth

Primary Reason for Confidence in Company Growth



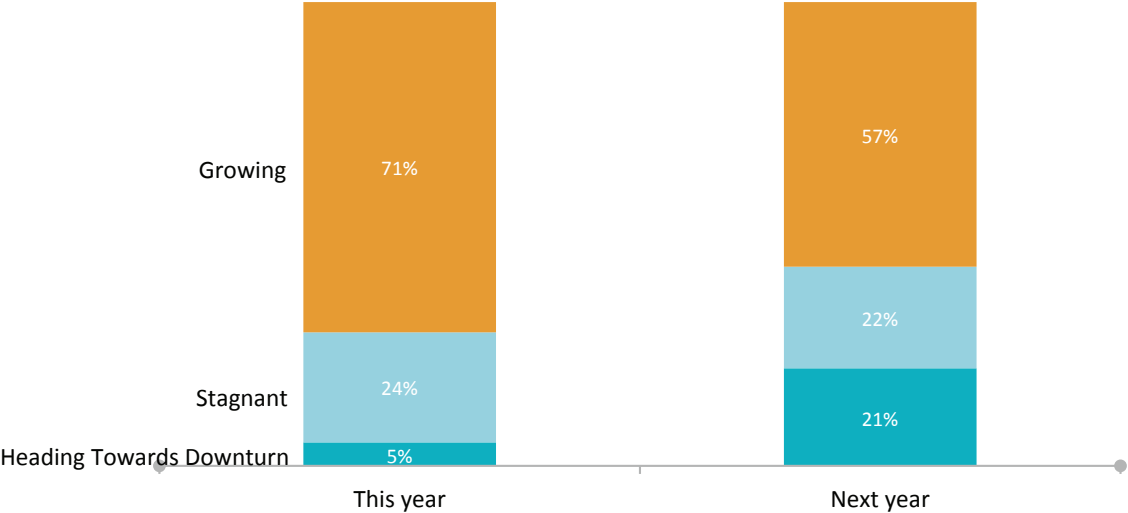
Political uncertainty and potential market corrections were the main reasons why some don't have confidence in their company's growth

Primary Reason for Lack of Confidence in Company Growth

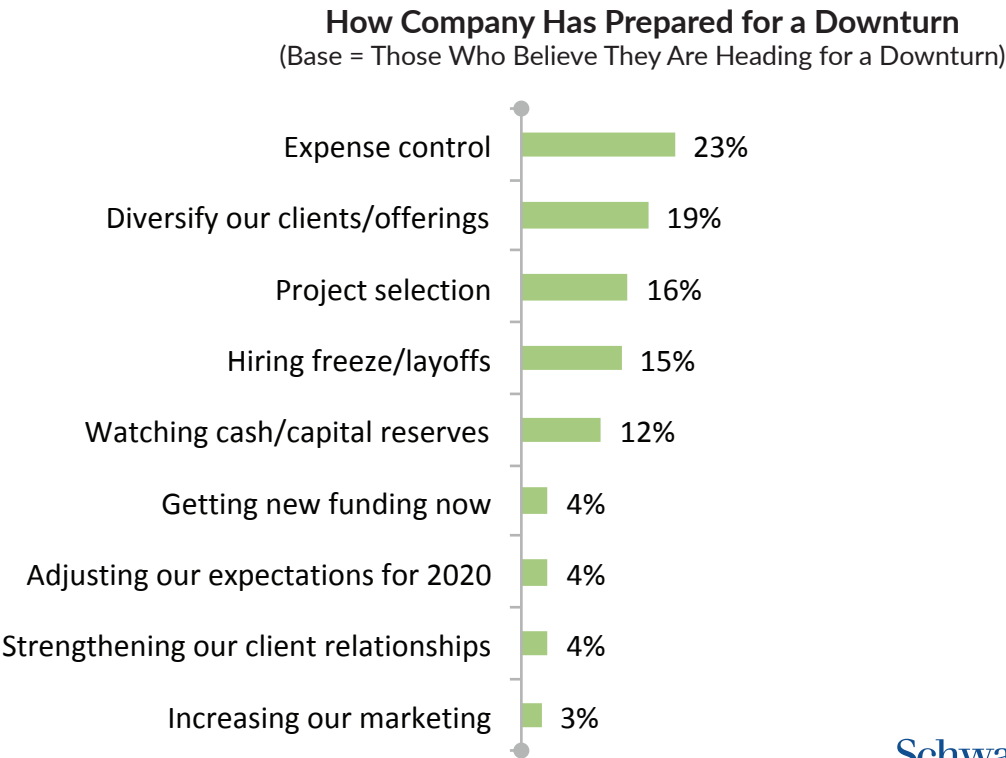


# Nearly one-quarter believe their industry is heading towards a downturn next year

Industry Status Now and Impression for Next Year

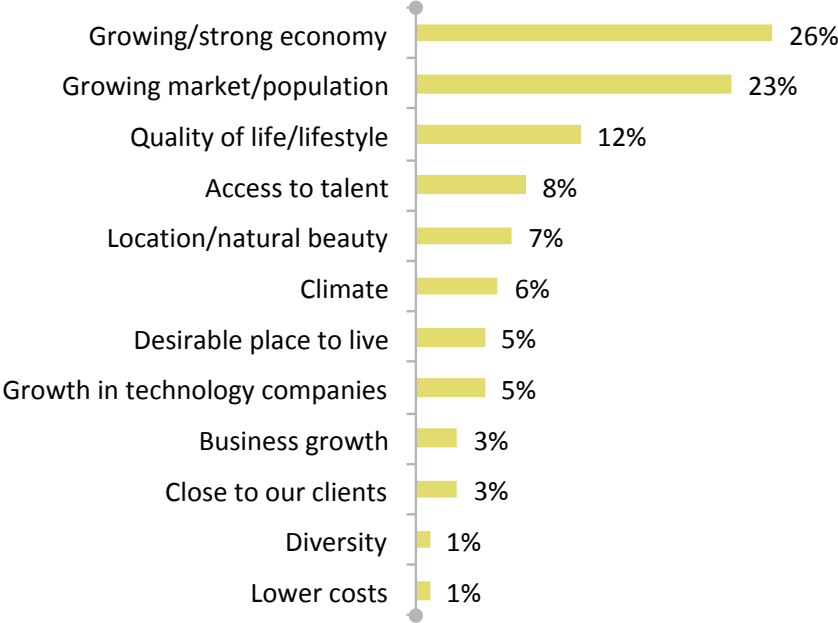


# Watching their expenses and diversifying their clients/offerings are two ways companies are preparing for a downturn



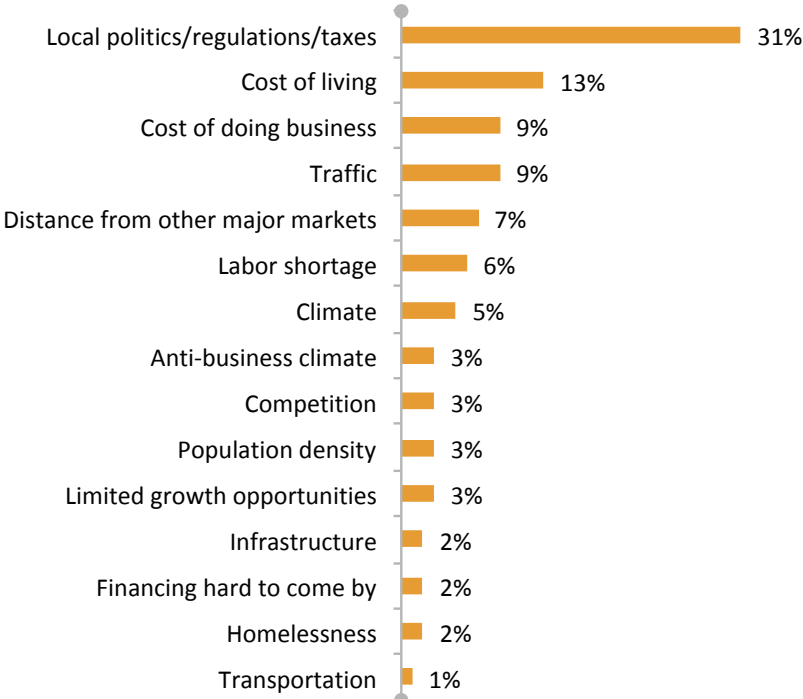
The biggest advantages to being located in the Pacific Northwest are the strong economy and growing population

**Biggest Advantage to Being in Pacific Northwest**

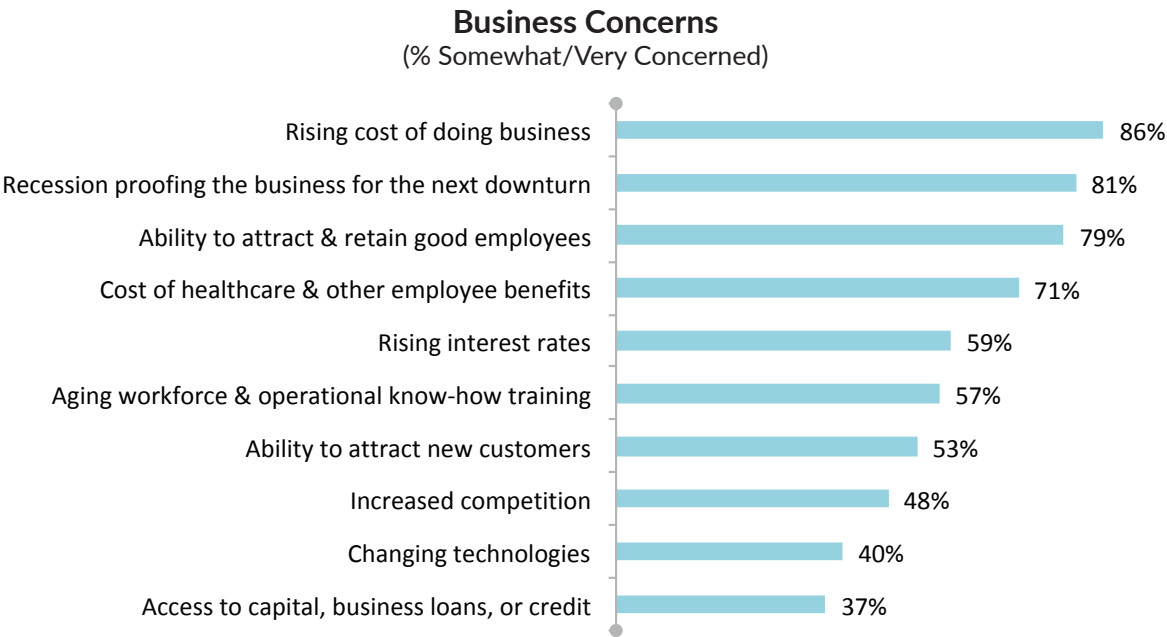


# The biggest disadvantages to being located in the Pacific Northwest are local politics, regulations, and the cost of living

**Biggest Disadvantage to Being in Pacific Northwest**

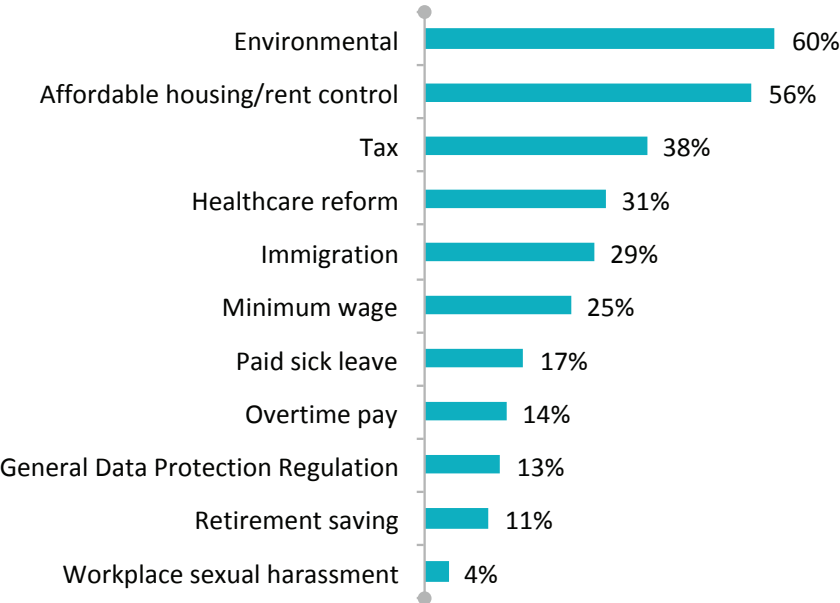


# The rising cost of doing business, recession proofing, and finding good employees are the top business concerns



The top regulatory/legislative issues facing the Construction & CRE industry are the environment, affordable housing, and taxes

**Top Regulatory/Legislative Issues Facing Industry**



Over half (57%) believe the biggest challenges facing their business are finding qualified employees and economic uncertainty

**Biggest Challenge Facing Your Business**

