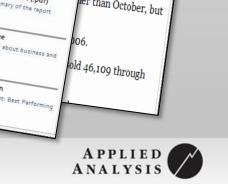
## JEREMY AGUERO COMING FULL CIRCLE

## **2017** LAS VEGAS

PERSPECTIVE



#### LAS VEGAS PERSPECTIVE COMING FULL CIRCLE 2017



look no farther t people were shou surged past 110 But the recovery - is shaping up

LAS VEGAS -

bottom fell out i

Home prices dro

are moving back

anyone seeking

"It is dropping precipitously," Sc chart." what that means is that the econ said. The index is a forecast of La can hope for some recovery in th

Research. All 10 categories of the Southern N Economic Indicators declined in F digits from last year's levels. The c have even fallen below their cour index, he said.

By Buck Wargo Friday, March 13, 2009 | 2 a.m. The Las Vegas economy's tailspin isn It doesn't sound good when there is a stopped in place, Las Vegas economy and cliff diving, economic driver economist Keith Schwer described t released March 10 by the Center for These days, jobs

Housing doldrums: Homes for sale are sho southwest Las Vegas Valley. Only 148 hon





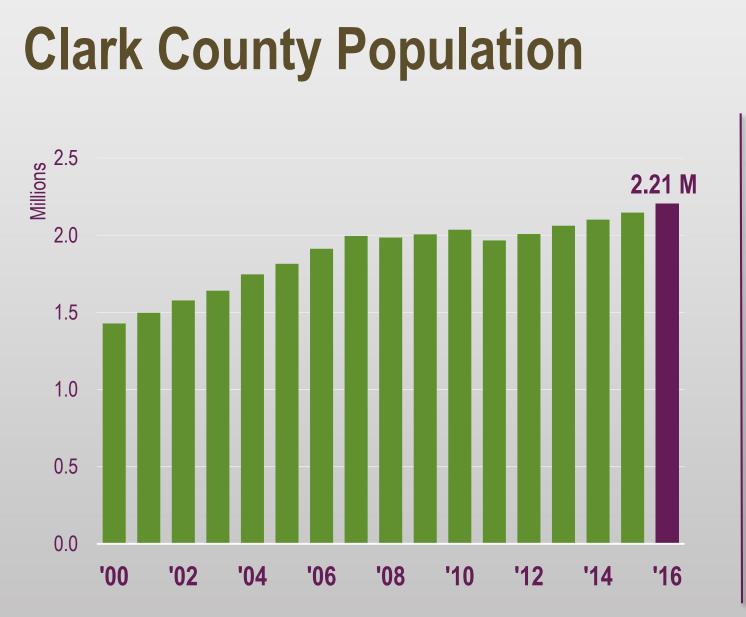


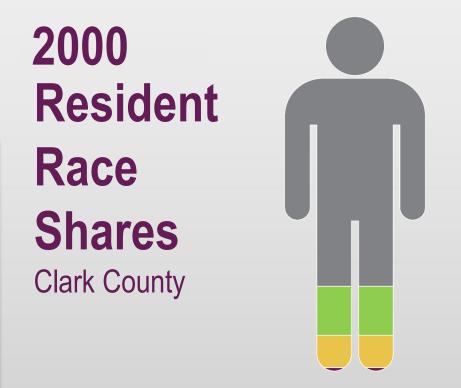


# SOUTHERN NEVADA POPULATION

Strong population expansion returns to a community geared for growth



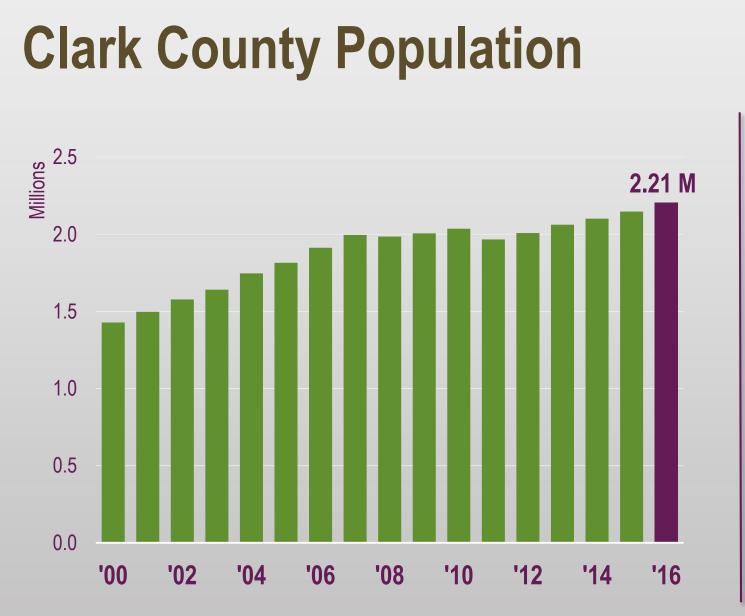




White	72.0%
Hispanic/Latino	13.1%
Black/African American	8.6%
American Indian/Alaska Native	0.9%

Source: United States Census Bureau and Clark County Comprehensive Planning



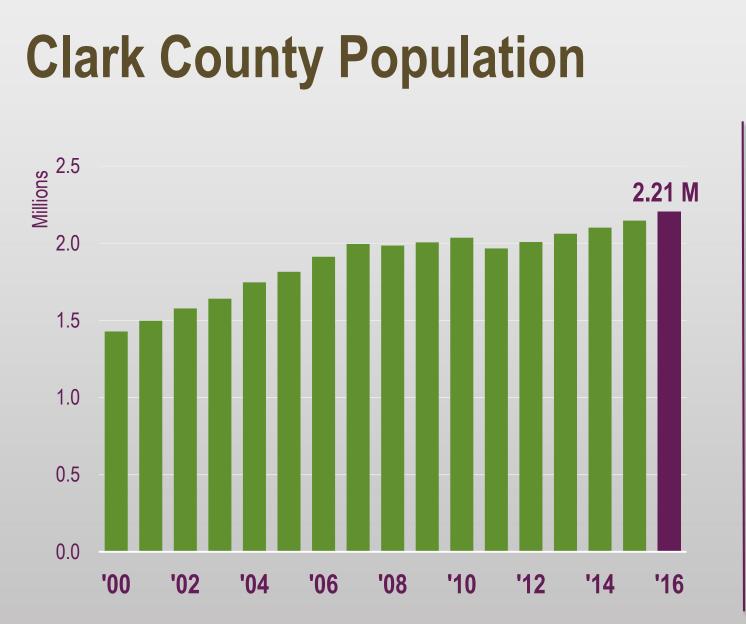


2006 Resident Race **Shares Clark County** 

White	55.2%
Hispanic/Latino	24.9%
Black/African American	8.0%
Asian	6.5%
American Indian/Alaska Native	0.7%
Other	4.7%

Source: United States Census Bureau and Clark County Comprehensive Planning



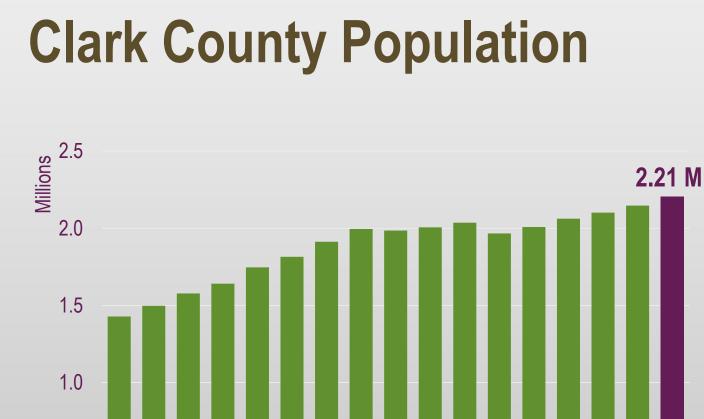


Source: United States Census Bureau and Clark County Comprehensive Planning

2012 Resident	
Race	
Shares	
Clark County	

White	46.8%
Hispanic/Latino	30.0%
Black/African American	10.0%
Asian	8.7%
American Indian/Alaska Native	0.4%
Native Hawaiian/Pacific Islander	0.7%
Other/More Than One Race	3.4%





2016 Resident Race **Shares Clark County** 

White	43.4%
Hispanic/Latino	31.1%
Black/African American	10.7%
Asian	9.8%
American Indian/Alaska Native	0.4%
Native Hawaiian/Pacific Islander	0.7%
Other/More Than One Race	3.8%

Source: United States Census Bureau and Clark County Comprehensive Planning

'04

0.5

0.0

'00

'02

2017 LAS VEGAS PERSPECTIVE COMING FULL CIRCLE

'06

'08

'10

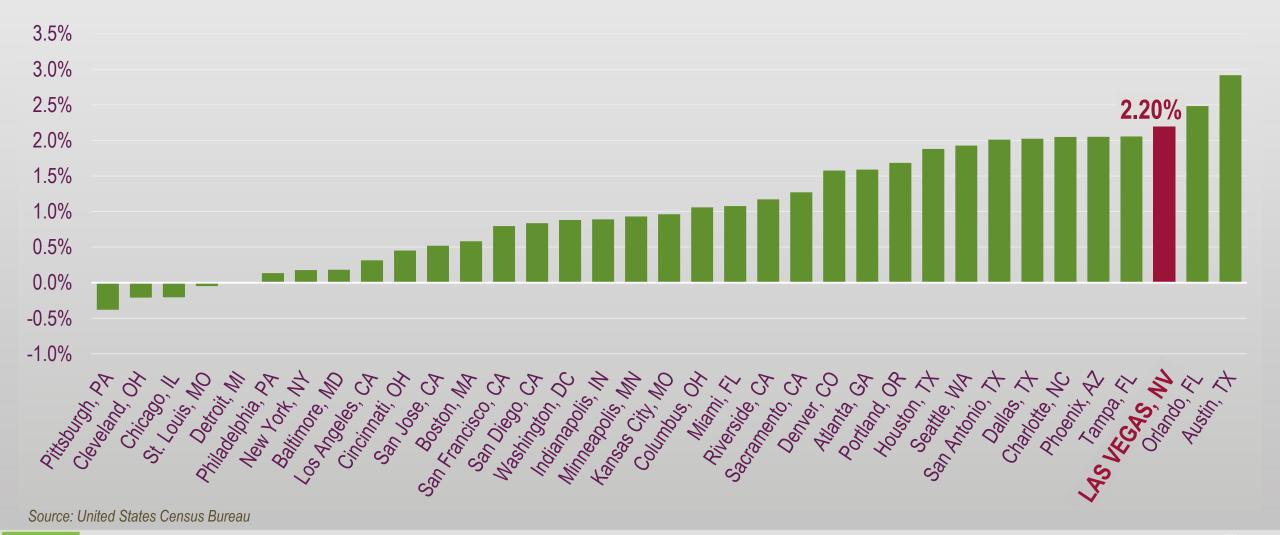
'14

'12

'16

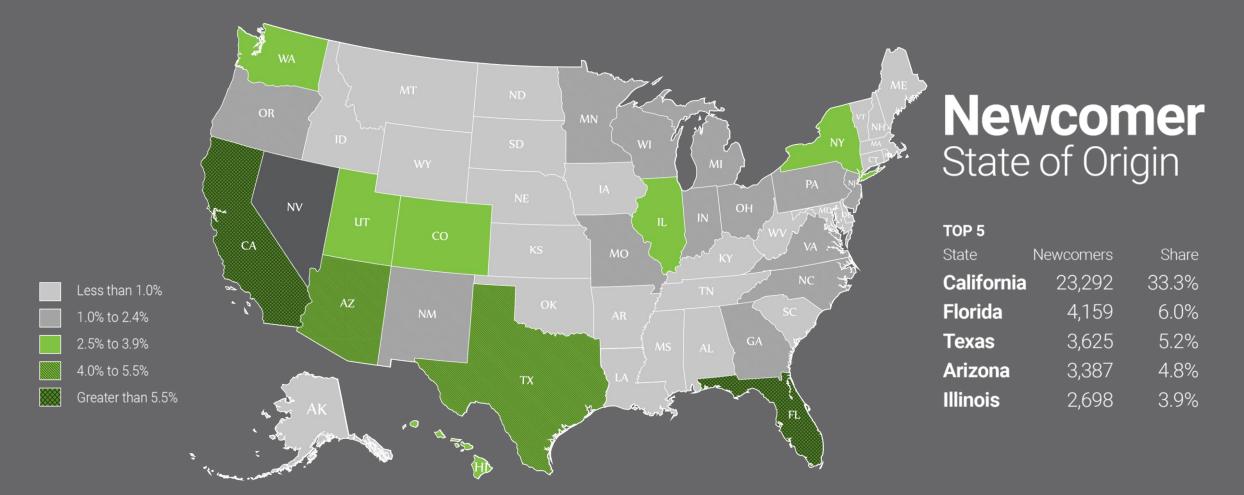


## Year-Over-Year Population Growth Largest 35 MSAs in the United States



ANALYSIS

## Clark County Newcomers State of Origin

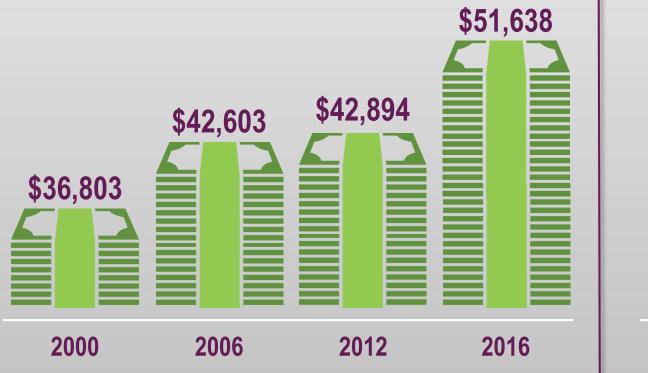


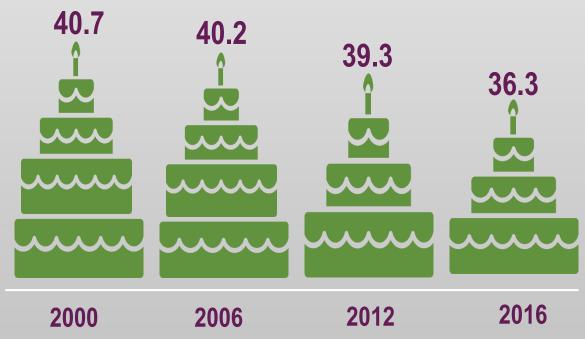


## **Clark County Newcomers Through the Years**

### Median Household Income

Median Age of Adults





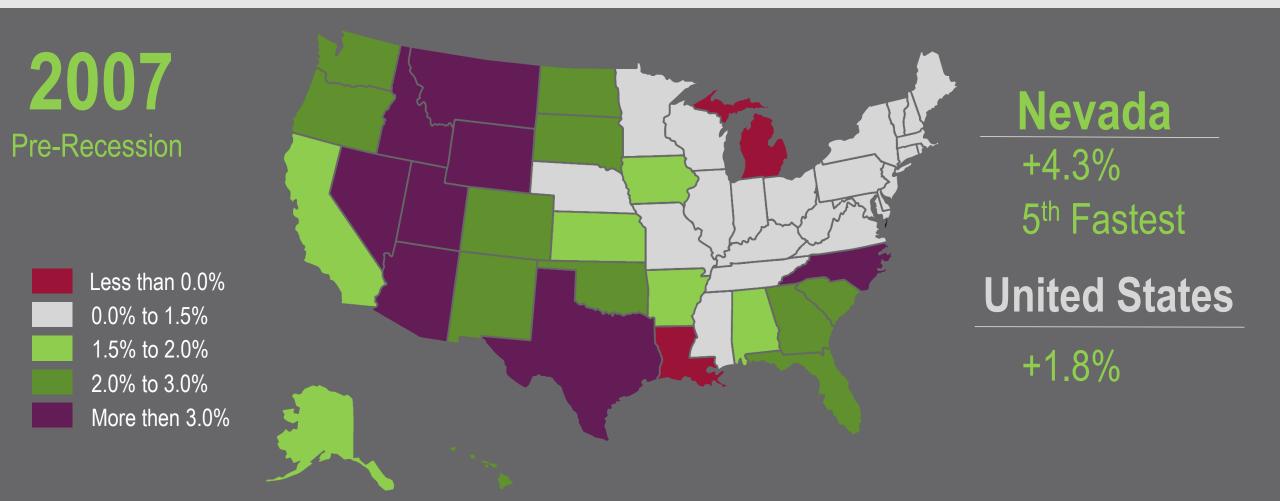


# SOUTHERN NEVADA EMPLOYMENT

# Employment is at peak levels and features more diversity than existed pre-recession

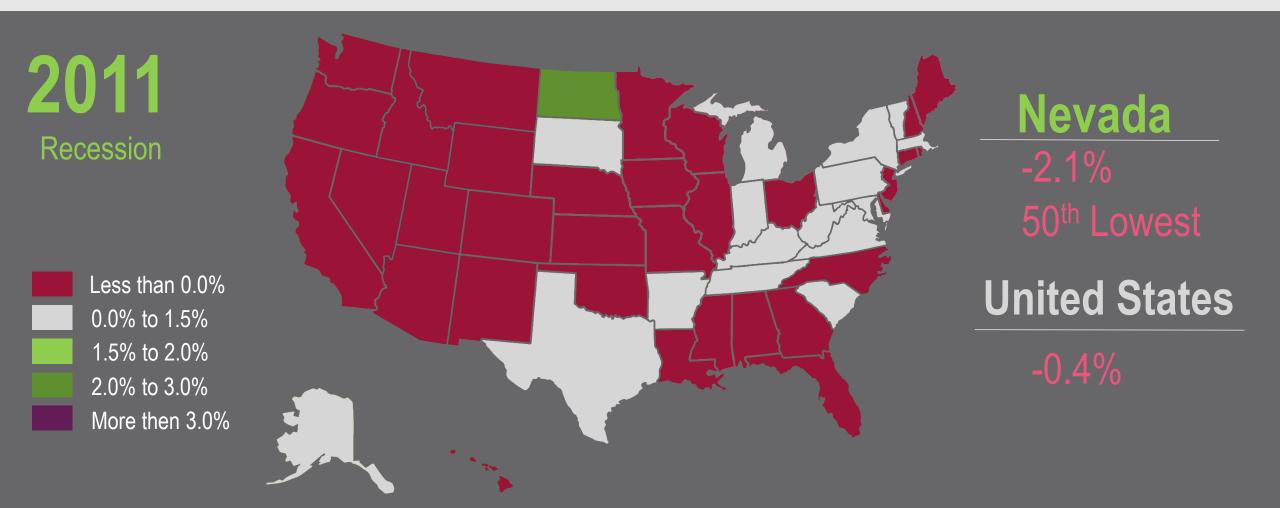


## **State-to-State Employment Growth Comparison** Trailing 12-Month Average; Year-over-Year



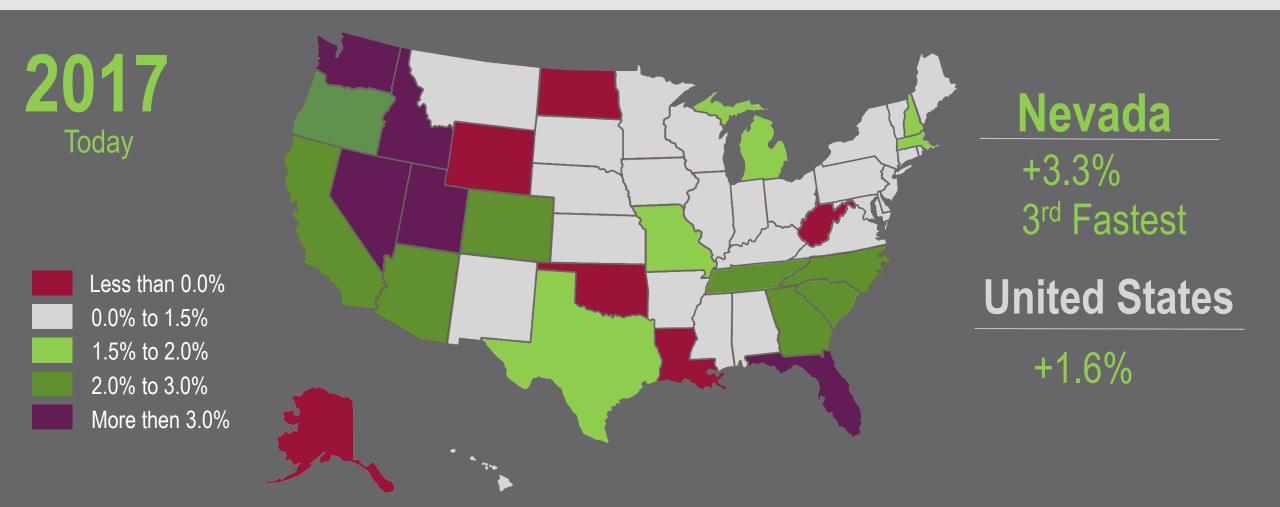


## **State-to-State Employment Growth Comparison** Trailing 12-Month Average; Year-over-Year



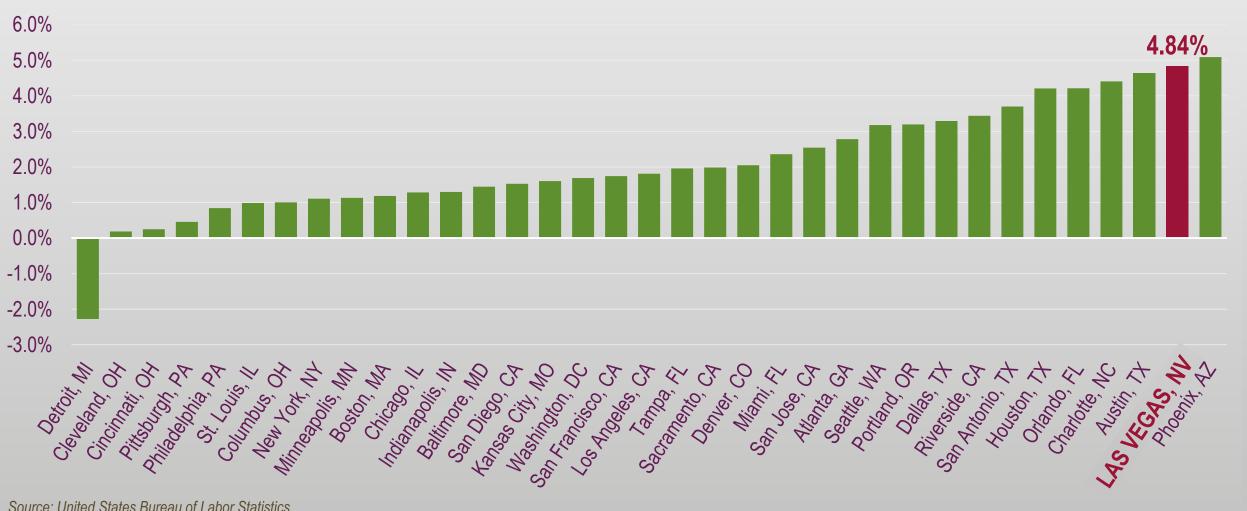


## **State-to-State Employment Growth Comparison** Trailing 12-Month Average; Year-over-Year





## Largest 35 MSAs Employment Growth Trailing 12-Month Average; Year-over-Year



Source: United States Bureau of Labor Statistics

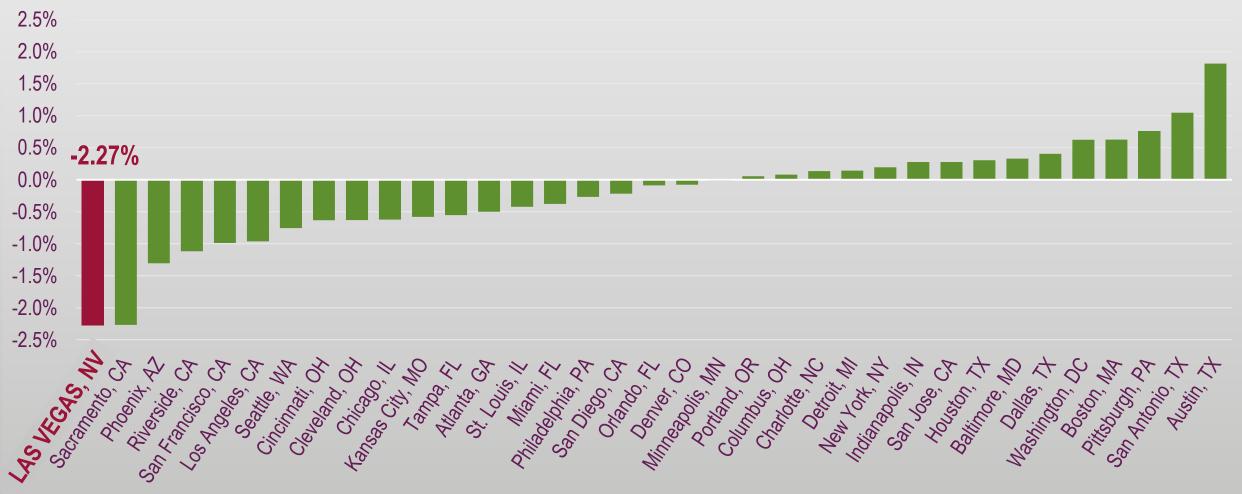
LAS VEGAS PERSPECTIVE COMING FULL CIRCLE 2017



2007

**Pre-Recession** 

## Largest 35 MSAs Employment Growth Trailing 12-Month Average; Year-over-Year



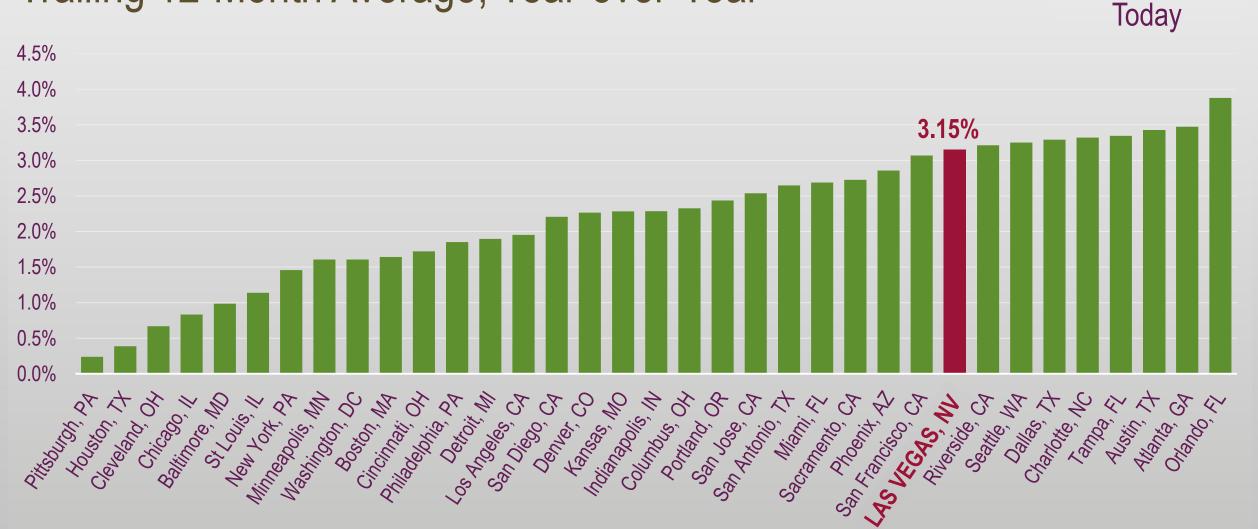
2011

Recession

ANALYSIS

Source: United States Bureau of Labor Statistics

## Largest 35 MSAs Employment Growth Trailing 12-Month Average; Year-over-Year



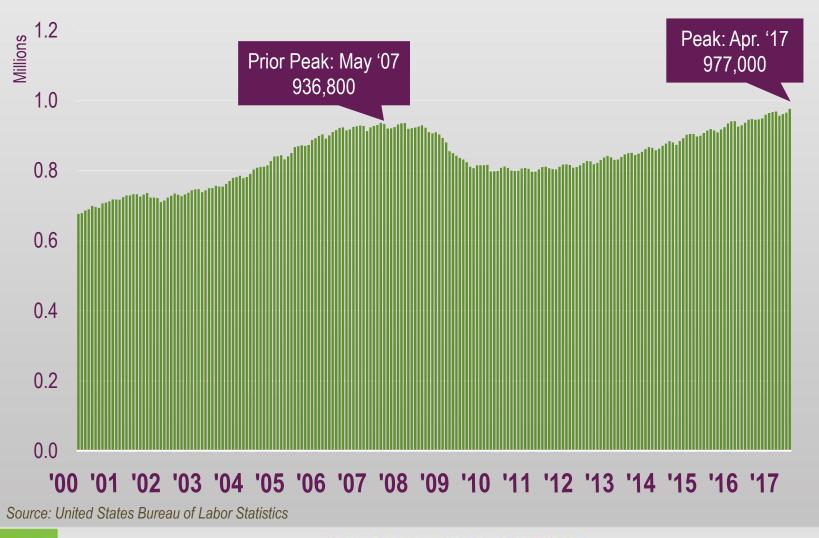
Source: United States Bureau of Labor Statistics

2017 LAS VEGAS PERSPECTIVE COMING FULL CIRCLE



2017

# Las Vegas MSA Employment



### **Top Sectors for Job Creation** Past 12 Months



+8,500 Construction



**+0,100** Professional & Business Services



+5,800 Leisure & Hospitality

+ Ec Se

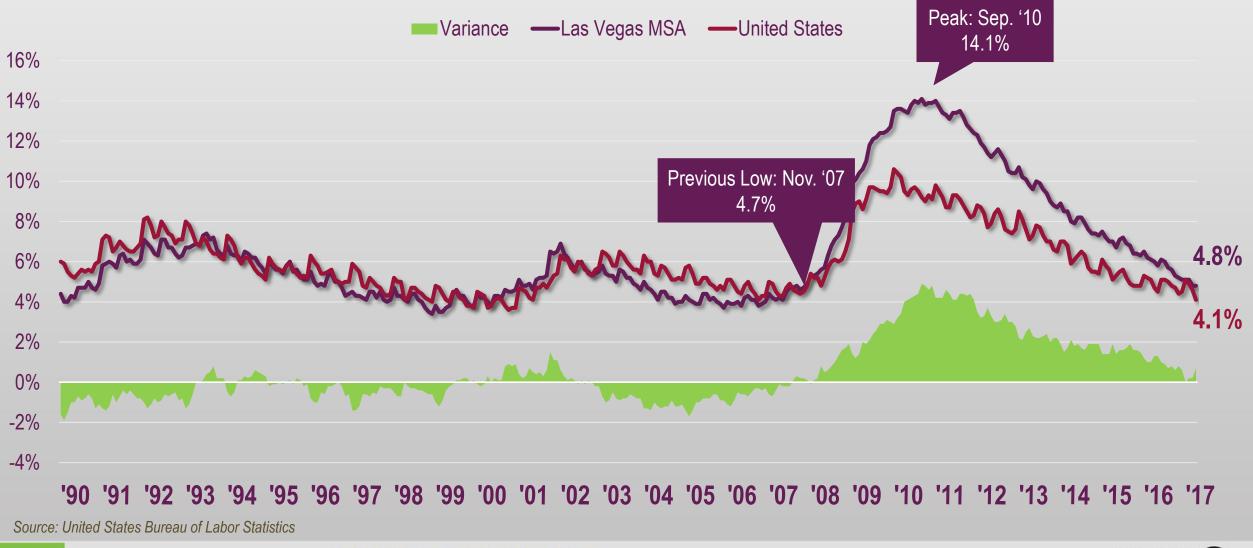


**+5,100** Education & Health Services

+2,200 Financial Activities

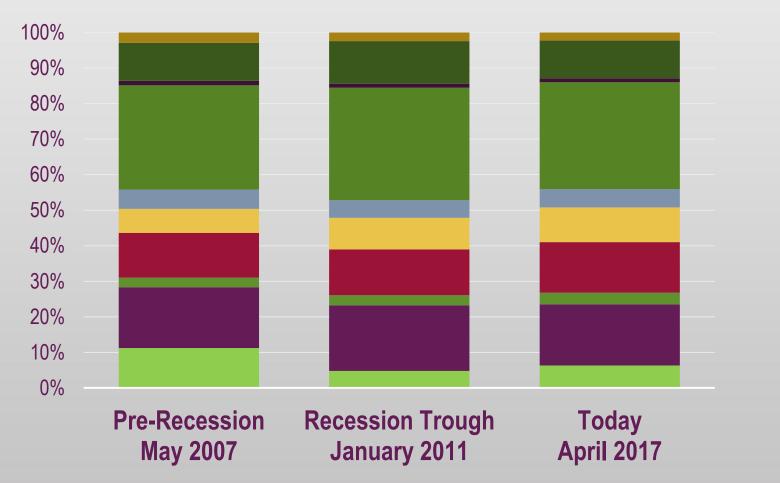


# **Unemployment Rates**

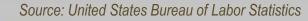




# Las Vegas MSA Sector Employment Shares

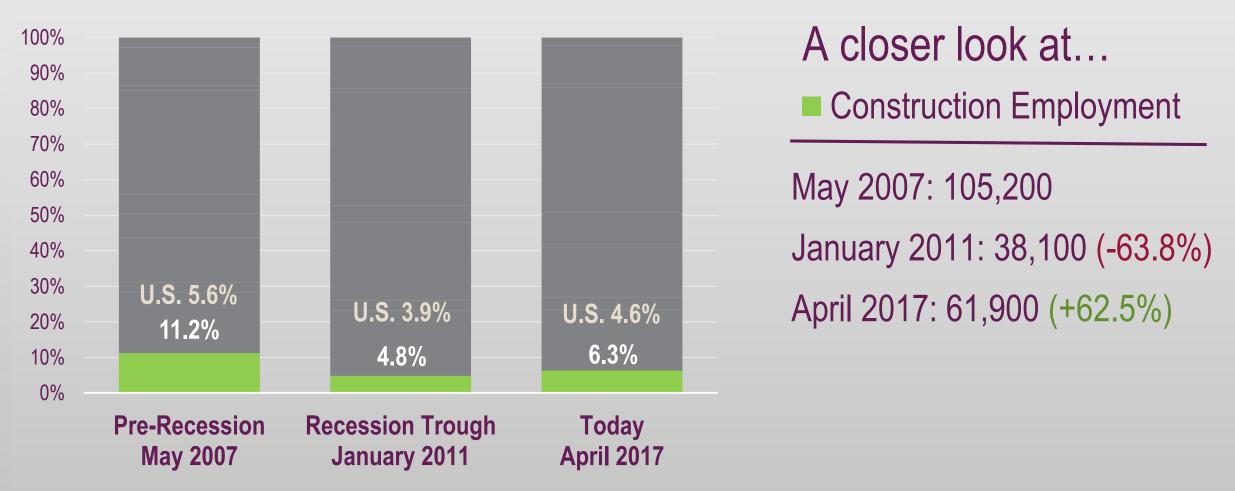


- Manufacturing
- Mining and Logging
- Government
- Information
- Leisure and Hospitality
- Financial Activities
- Education and Health Services
- Professional and Business Services
- Other Services
- Trade, Transportation, and Utilities
- Construction





## Las Vegas MSA Sector Employment Shares



Source: United States Bureau of Labor Statistics





# **Office Space Demand Increasing**

Supply vs. Demand

Trailing 12-Month Totals in SF



Office Market Highlights Q1 2017 vs Q1 2016

**19.8%** Total Vacancy Rate

-1.6% Year-Over-Year

**\$1.92 per SF** Average Asking Rate

+2.5% Year-Over-Year

### **397K Employees**

Office-Using Employment

+4.0% Year-Over-Year

### 110 SF/Employee

Occupied Space per Office-Using Employee

-1.4% Year-Over-Year



## Occupied Space per Office-using Employee Las Vegas Area



ANALYSIS

## **Build-to-Suit Office Buildings in the Las Vegas Area**



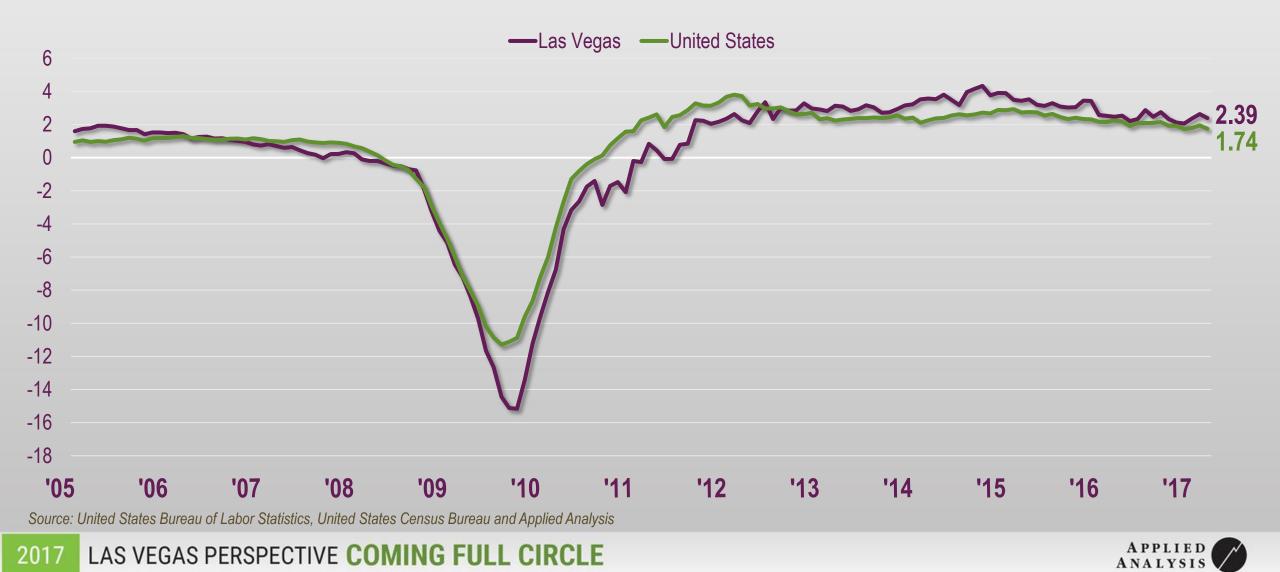


# SOUTHERN NEVADA'S HOUSING MARKET

# Focused on sustainability and the balance between supply and demand



# Las Vegas Employment Growth to Permit Ratio (E/P)



# Las Vegas Housing Affordability



### **Housing Opportunity Index**

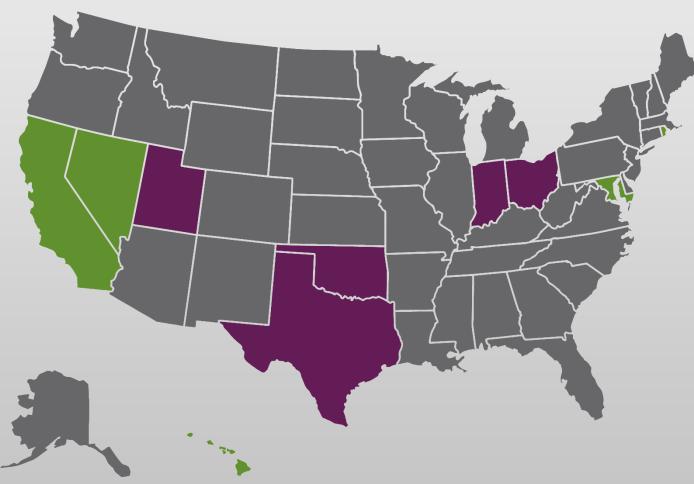
Selected Western MSAs

MSA	Q1 '17 Index
Phoenix, AZ	67.9
LAS VEGAS, NV	65.4
Salt Lake City, UT	61.9
Sacramento, CA	45.8
Portland, OR	44.2
Riverside, CA	37.7
San Diego, CA	21.3
San Jose, CA	21.3
Los Angeles, CA	11.9
San Francisco, CA	11.8

Source: Federal Housing Finance Agency (Quarterly All Transactions Index), National Association of Home Builders and Applied Analysis



## Housing Price Appreciation Q3 '04 vs. Q3 '03



Source: Federal Housing Finance Agency (Quarterly All Transactions Index); Applied Analysis

2017 LAS VEGAS PERSPECTIVE COMING FULL CIRCLE

## Top 5

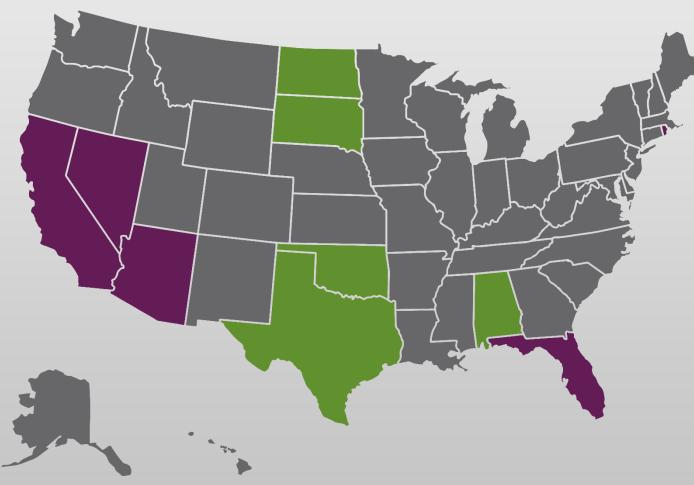
Rank	State	Growth
1	NEVADA	37.2%
2	California	28.5%
3	Hawaii	28.2%
4	Rhode Island	22.0%
5	Maryland	21.8%

### **Bottom 5**

Rank	State	Growth
46	Oklahoma	3.8%
47	Ohio	3.8%
48	Utah	3.3%
49	Indiana	2.9%
50	Texas	2.9%



## Housing Price Appreciation Q4 '08 vs. Q4 '07



Source: Federal Housing Finance Agency (Quarterly All Transactions Index); Applied Analysis

2017 LAS VEGAS PERSPECTIVE COMING FULL CIRCLE

## Top 5

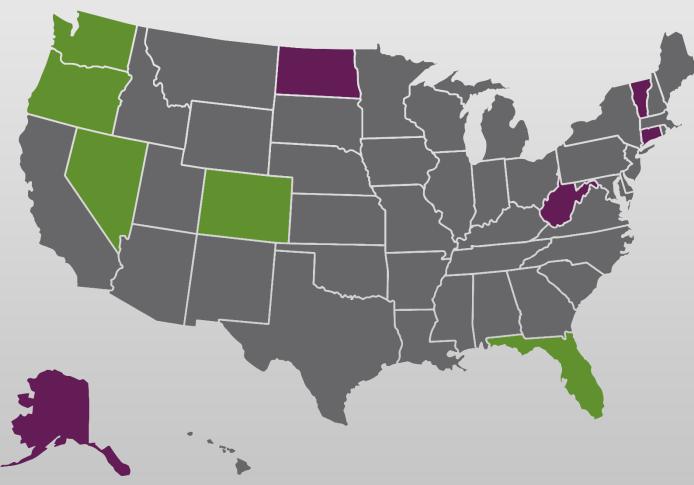
Rank	State	Growth
1	North Dakota	3.0%
2	South Dakota	1.8%
3	Texas	0.8%
4	Oklahoma	0.3%
5	Alabama	0.1%

### **Bottom 5**

Rank	State	Growth
46	Rhode Island	-10.3%
47	Arizona	-18.7%
48	Florida	-21.2%
49	California	-22.5%
50	NEVADA	-25.7%



## Housing Price Appreciation Q4 '16 vs. Q4 '15



Source: Federal Housing Finance Agency (Quarterly All Transactions Index); Applied Analysis

2017 LAS VEGAS PERSPECTIVE COMING FULL CIRCLE

## Top 5

Rank	State	Growth
1	Oregon	10.8%
2	Washington	10.4%
3	Colorado	9.8%
4	Florida	9.2%
5	NEVADA	8.0%

### **Bottom 5**

Rank	State	Growth
46	West Virginia	1.8%
47	Connecticut	1.7%
48	Vermont	1.7%
49	North Dakota	1.5%
50	Alaska	0.4%



## **New Home Market** Las Vegas Area





#### Source: SalesTraq





## **Existing Home Market** Las Vegas Area



#### Prices Assuming 3% Annual Growth

**Actual Prices** 

### **Median Closing Price**

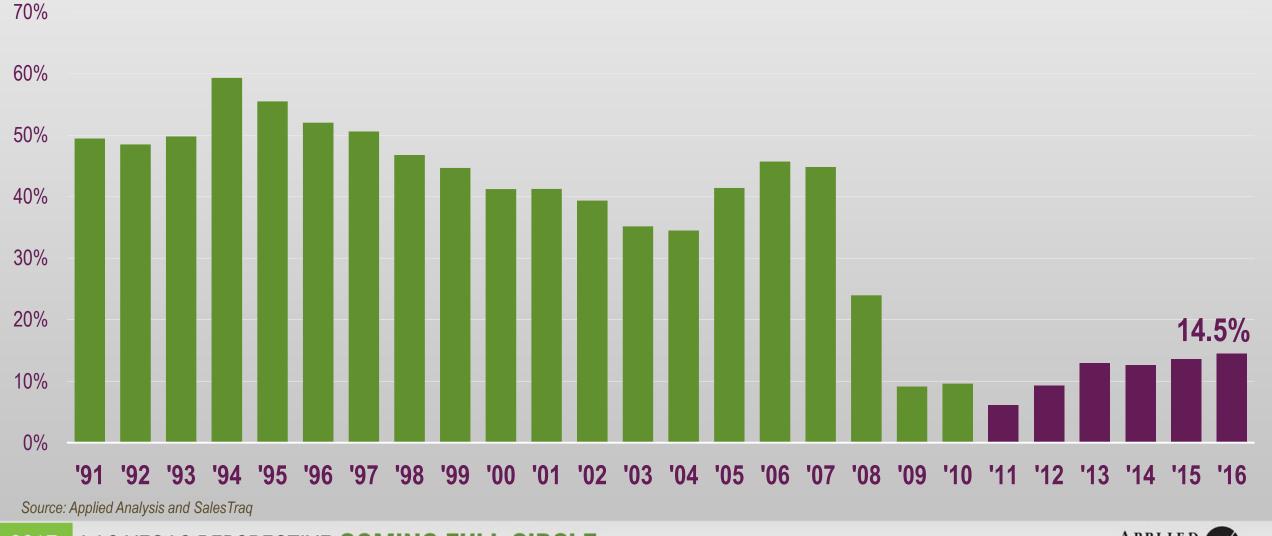


Source: SalesTraq and Applied Analysis

2017 LAS VEGAS PERSPECTIVE COMING FULL CIRCLE

APPLIED ANALYSIS

## **New Home Market Share** As a Percentage of Total Home Sales





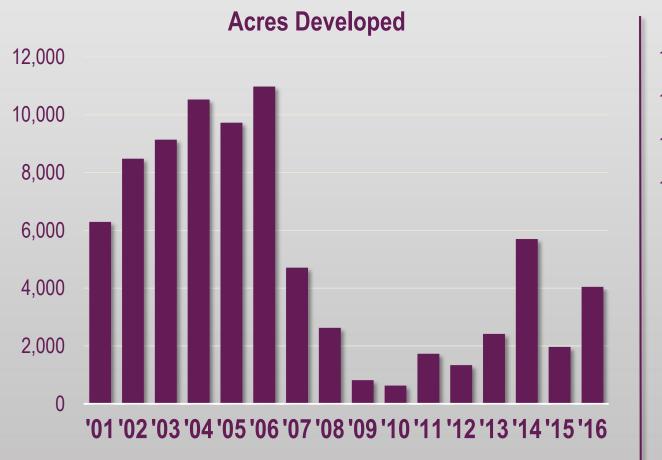
## **Pricing Trends: Land vs. Homes**

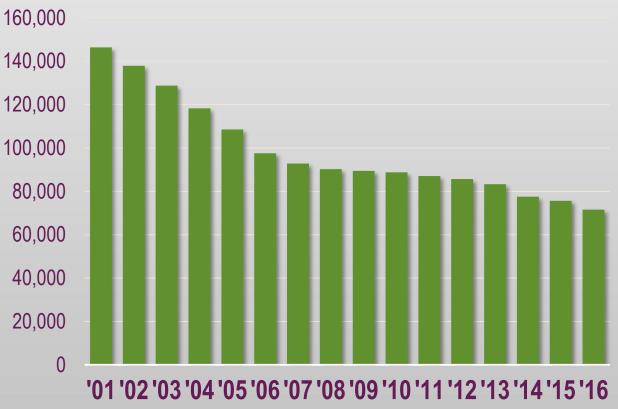




# Land Development and Availability

Available: **71,500 Acres** Annual Developed: **5,000 Acres** Effective Inventory: **14 Years** 



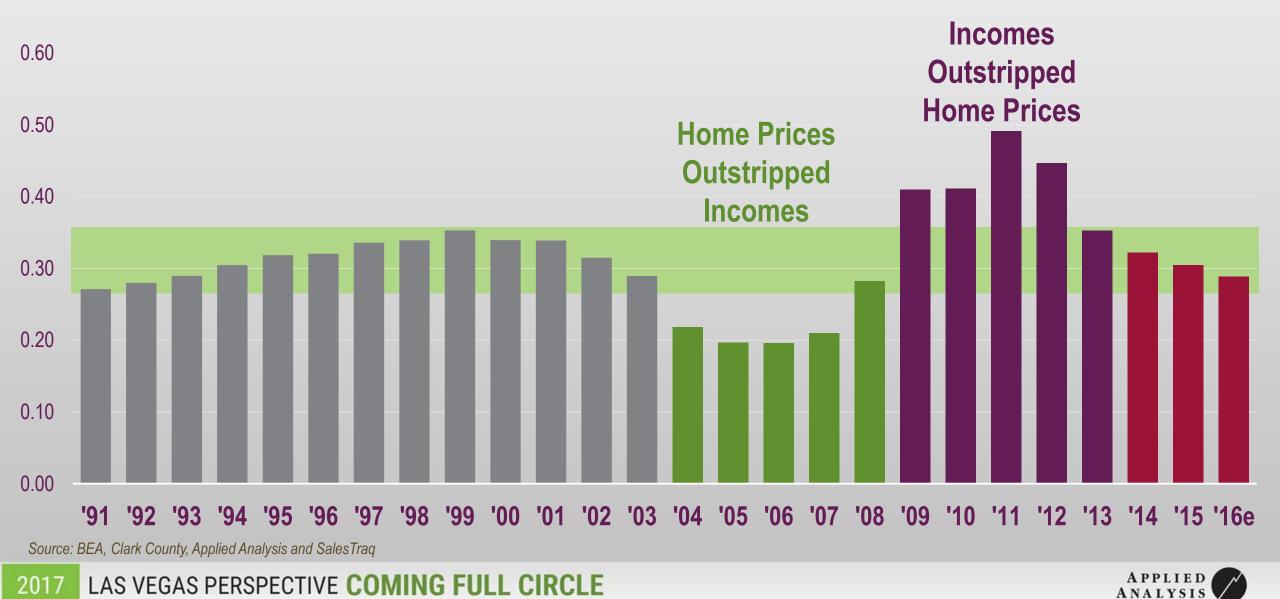


#### Acres Remaining

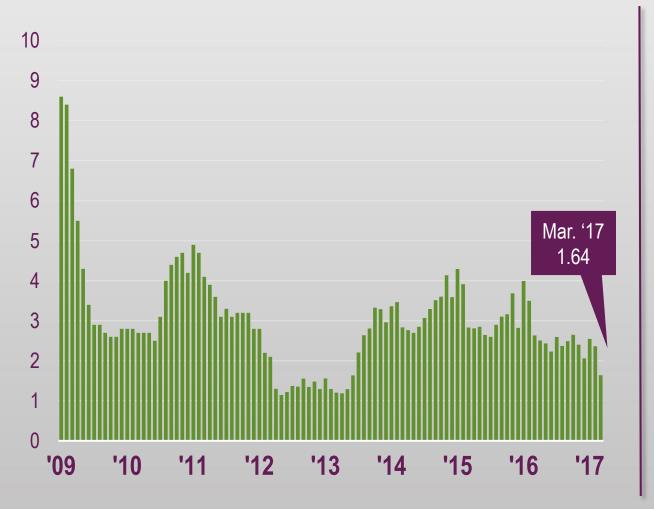
Source: Applied Analysis; CC MSHCP



## **Household Incomes vs. Home Prices**



#### **Effective Months of Availability** Multiple Listing Service



#### **By Price Segment**



Source: MLS and SalesTraq



Positive 27.5%

Under Water 72.5%

Source: CoreLogic

2017 LAS VEGAS PERSPECTIVE COMING FULL CIRCLE

2009



2010

31.7%

Positive

Under Water 68.3%

Source: CoreLogic



2011

Under Water 64.8% Positive

35.2%

Source: CoreLogic

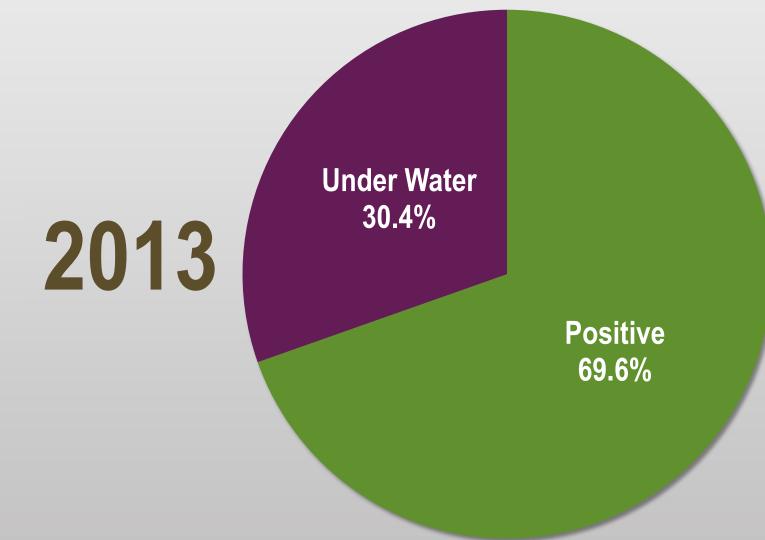


2012

Under Water 52.4% Positive 47.6%

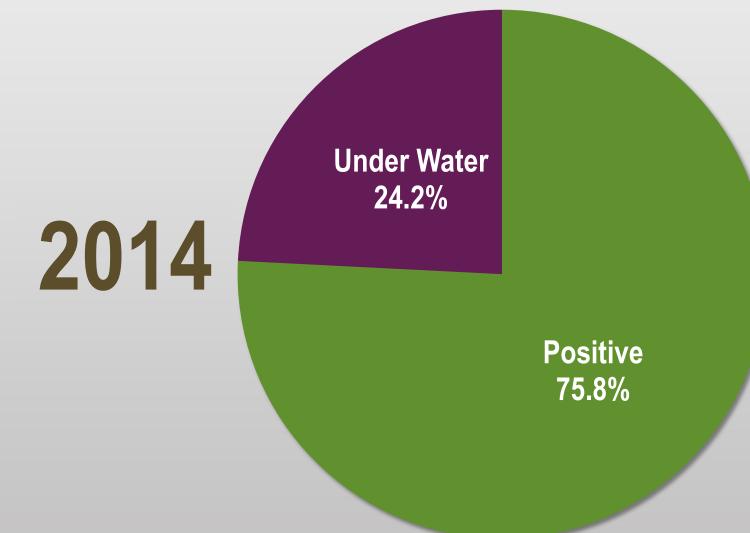
Source: CoreLogic





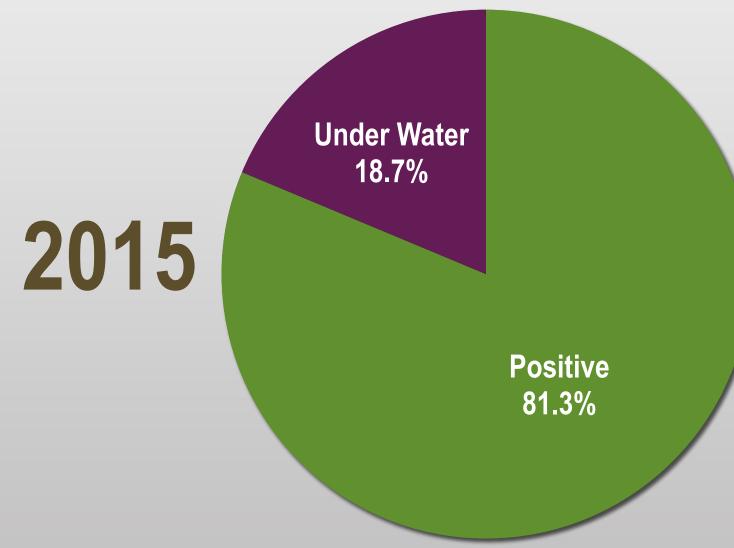
Source: CoreLogic





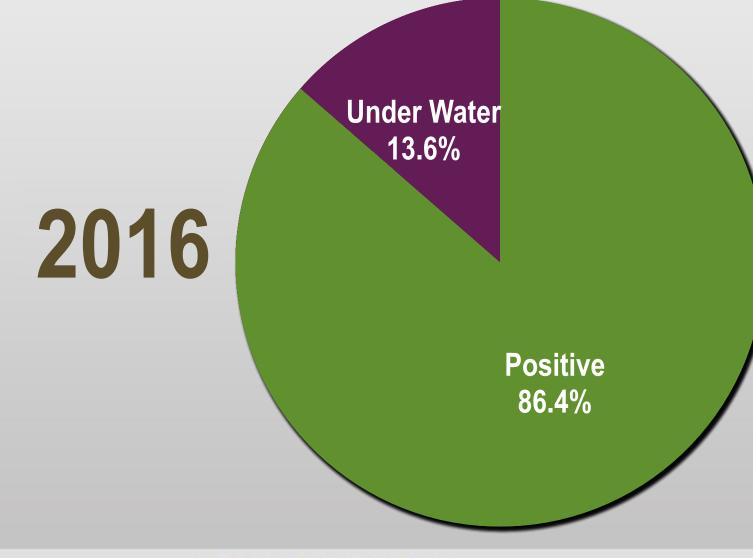
Source: CoreLogic





Source: CoreLogic

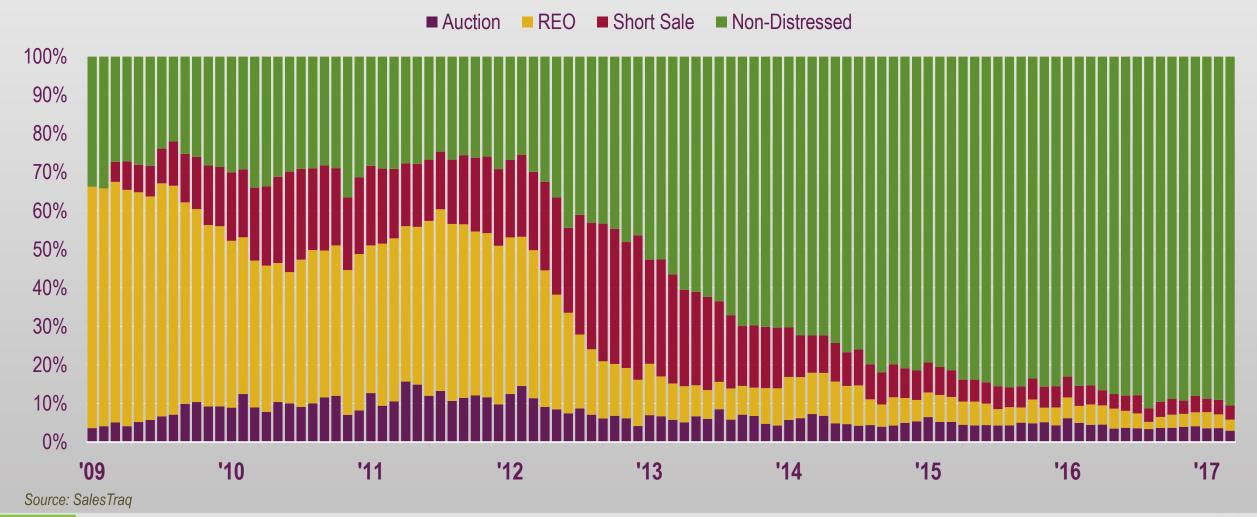




Source: CoreLogic



## **Mix of Properties Sold**



<sup>2017</sup> LAS VEGAS PERSPECTIVE **COMING FULL CIRCLE** 



## CLARK COUNTY CONSUMER SPENDING TRENDS

Seeking a new equilibrium in light of technological innovation and consumer preferences



#### Clark County Taxable Retail Sales Trailing 12-Month Total



Growth in Top Retail Categories Past 12 Months



**+4.1%** Food Services & Drinking Places



**+5.8%** Motor Vehicle & Parts Dealers



+1.1% General Merchandise Stores



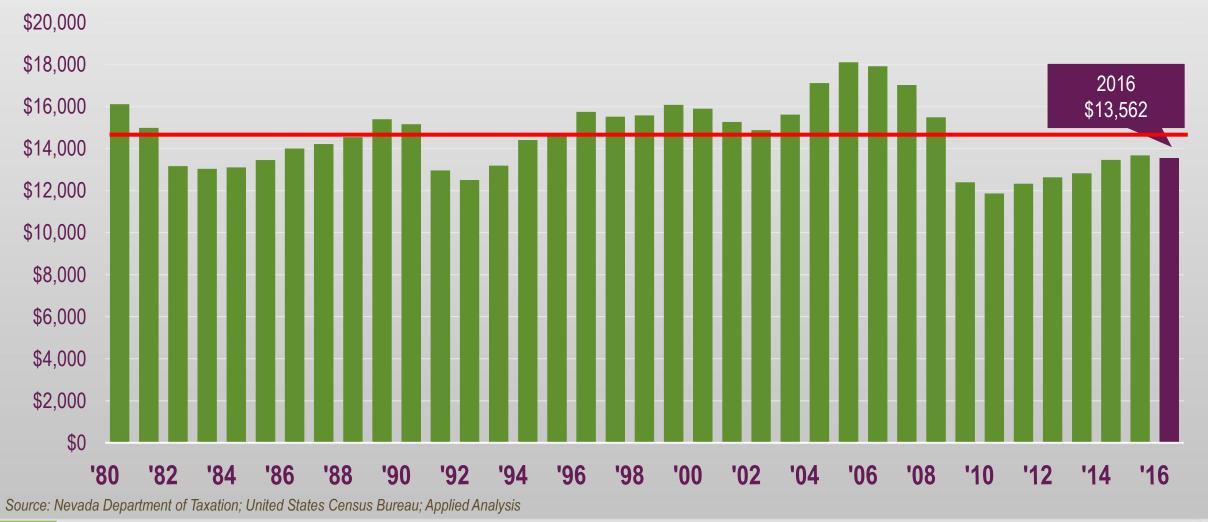
-3.2% Clothing & Clothing Accessories



**+3.7%** Merchant Wholesalers, Durable Goods



#### Clark County Taxable Retail Sales Inflation-Adjusted Per Capita (2000=100)





#### Comparative Taxable Retail Sale Growth Clark County; Year-over-Year





Retail sales are moving away from brick-and-mortar stores and focusing on the convenience of online shopping, creating increased demand for distribution space.







#### **Retail and Industrial Market Vacancy Rates**



#### Industrial Market

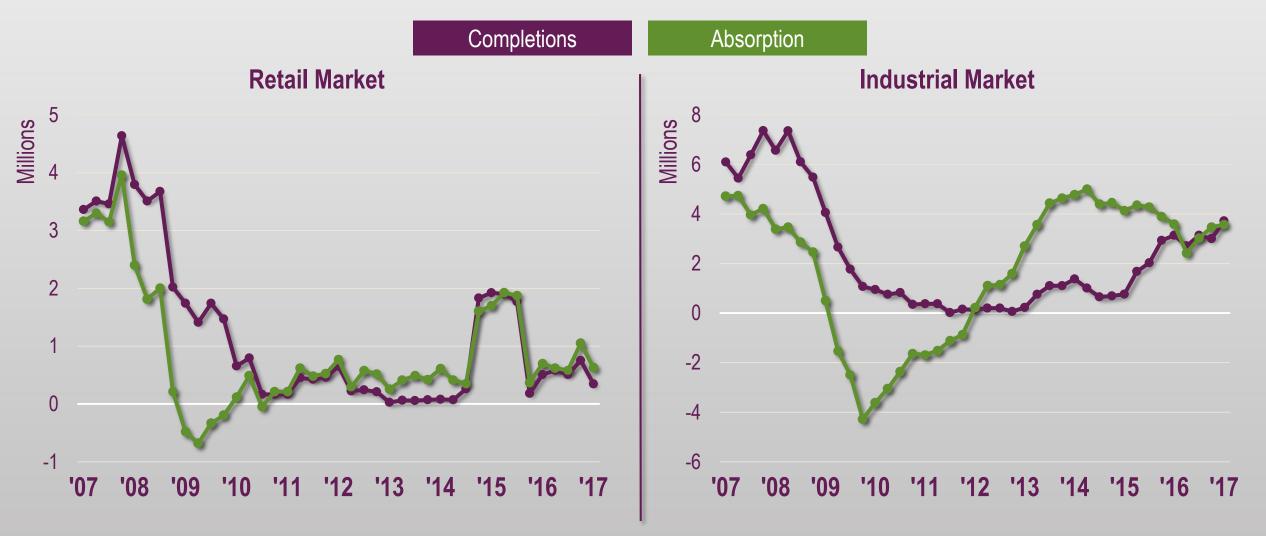


Source: Applied Analysis



APPLIED ANALYSIS

## **Retail and Industrial Market Supply vs. Demand**



APPLIED ANALYSIS



#### **Under Construction and Planned Space**







#### Future Development as a Share of Total Inventory Are we building too much?



APPLIED

ANALYSIS

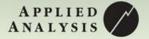






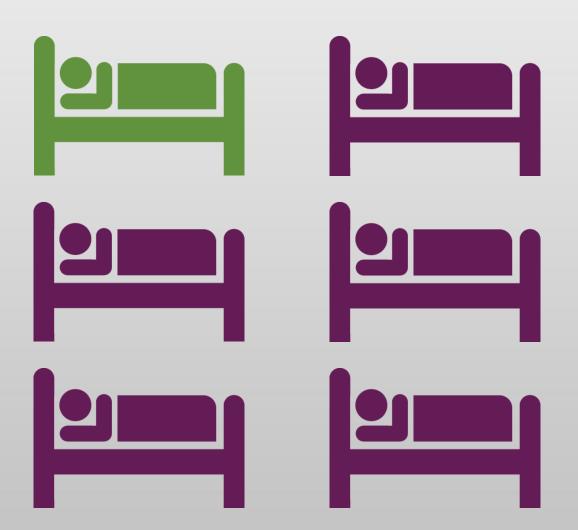
## CHANGING THE TOURISM DYNAMIC IN LAS VEGAS

Growth in visitor volume and increasing popularity of non-gaming attractions spurring current wave of development activity



#### Las Vegas Population with Visitors

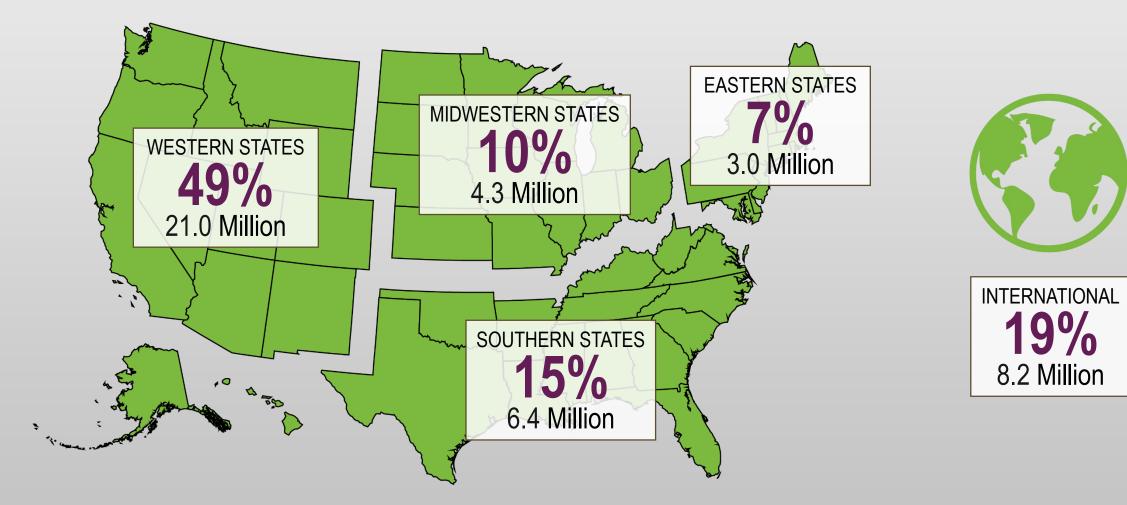








#### Where do Visitors to Las Vegas Come From?



Source: Las Vegas Convention and Visitors Authority



## **Annual Airport Passengers**

# AIRPORT **Oth** BUSIEST U.S. AIRPORT

Rank	Airport	Passengers
1	Atlanta (ATL)	101.5 M
2	Chicago-O'Hare (ORD)	76.9 M
3	Los Angeles (LAX)	74.7 M
4	Dallas/Fort Worth (DFW)	64.1 M
5	New York (JFK)	56.8 M
6	Denver (DEN)	54.0 M
7	San Francisco (SFO)	50.1 M
8	LAS VEGAS (LAS)	45.4 M
9	Charlotte (CLT)	44.9 M
10	Miami (MIA)	44.4 M

Source: Airports Council International



## **Origin & Destination Passengers**

# AIRPORT **200** BUSIEST U.S. AIRPORT

# When excluding passengers with connecting flights

Rank	Airport	O&D Passengers
1	Los Angeles (LAX)	40.0 M
2	LAS VEGAS (LAS)	32.2 M
3	Chicago-O'Hare (ORD)	32.0 M
4	Denver (DEN)	30.4 M
5	Atlanta (ATL)	30.2 M
6	Orlando (MCO)	30.1 M
7	San Francisco (SFO)	28.3 M
8	Boston (BOS)	25.2 M
9	Seattle (SEA)	24.9 M
10	New York-LaGuardia (LGA)	24.0 M

Source: McCarran International Airport 2015

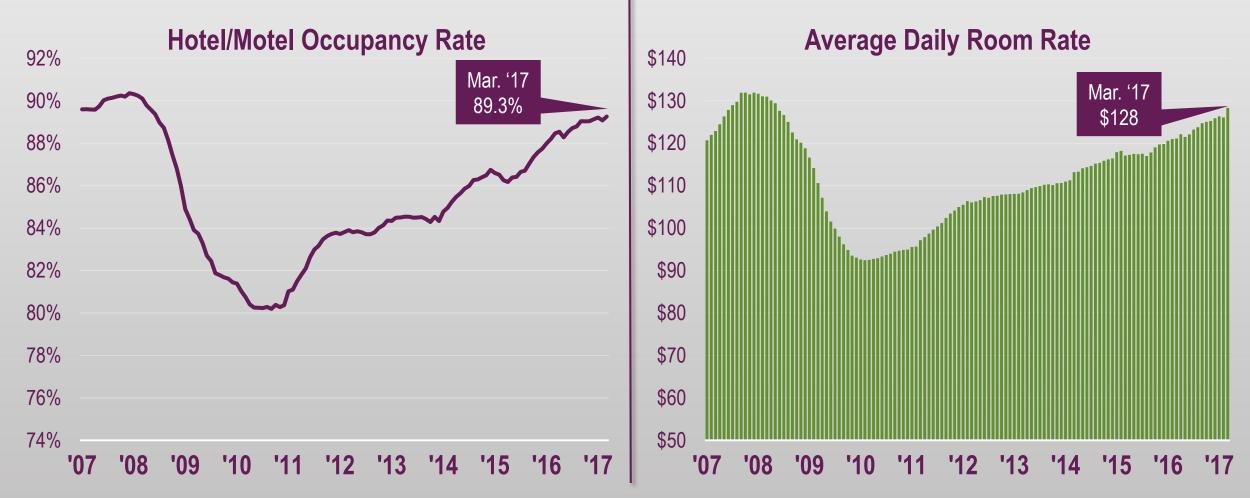


### **New Global Direct Flight Destinations**





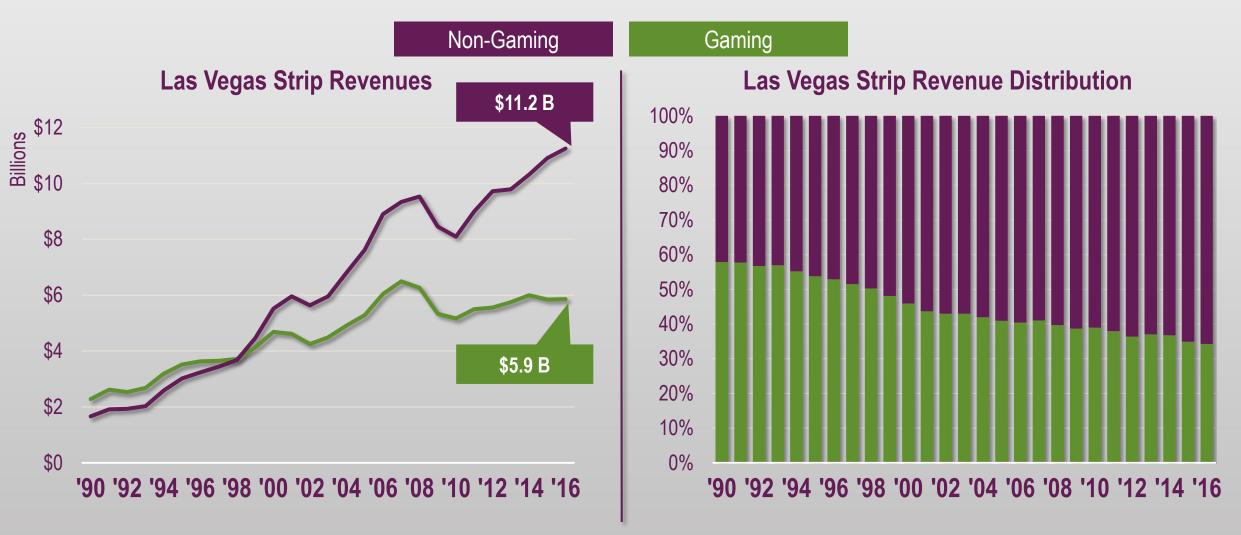
#### Hotel/Motel Occupancy and Room Rates Increases are Driving New Investments



Source: Las Vegas Convention & Visitors Authority (note: figures are represented as trailing 12-month averages)

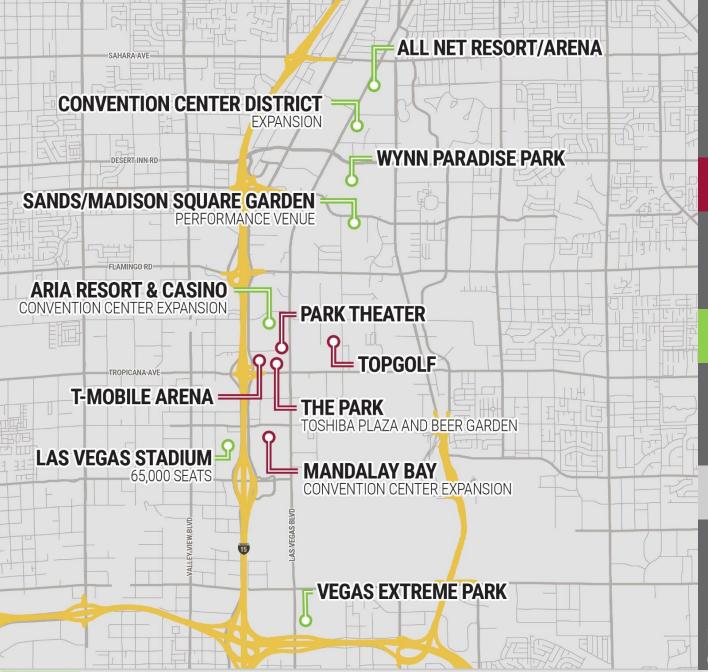


## **Growth of Non-Gaming Revenue Share**



Source: Nevada Gaming Control Board





LAS VEGAS PERSPECTIVE **COMING** 

2017

Major Non-Gaming Related Investments Resort Corridor

**Recent Completions** 

\$650 Million

Planned or Under Construction

\$7.1 Billion

**TOTAL INVESTMENTS** 

**\$7.8 Billion** 

Note: The cost was not publically disclosed for Aria Resort and Casino's convention center expansion. Recent completions are those that completed in 2016.

APPLIED ANALYSIS

#### **Investment Activity in the Resort Corridor** Are we building too much?





#### Las Vegas Professional Sports A Mutually Beneficial Relationship

Visitors in Las Vegas to Attend Sporting Events Spend Money on a Variety of Non-Event Activities





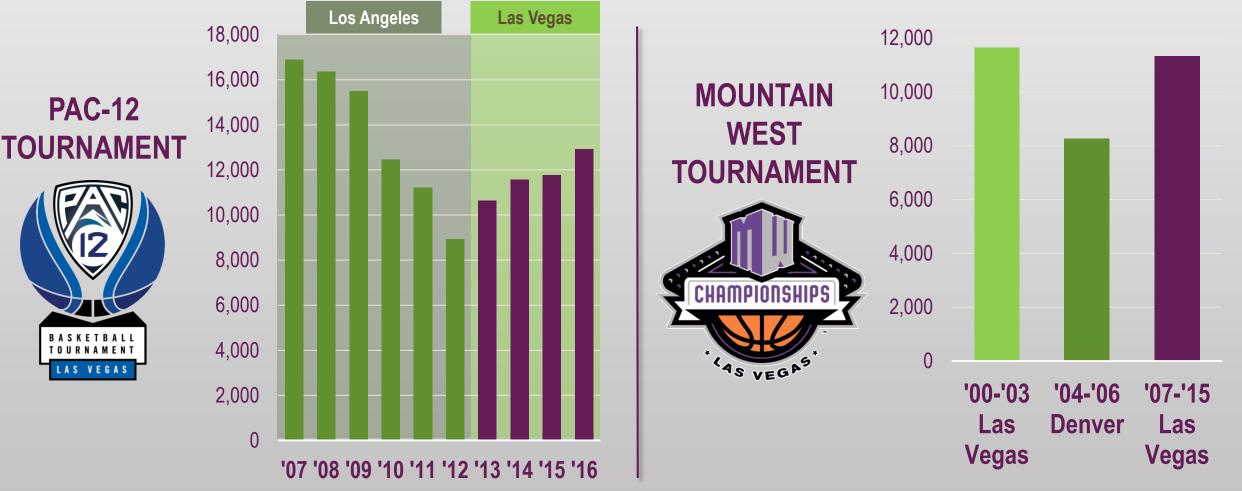








#### "Las Vegas Effect" on Event Attendance Average Session Attendance



Source: PAC-12, Mountain West



#### Super Bowl LI Impact Houston, TX



## **138,000** Total Super Bowl Visitors

\$350 M

Total Economic Impact





#### Super Bowl LI Impact Las Vegas, NV



# 300,000

Visitors Came to Las Vegas During Super Bowl Weekend



#### Las Vegas Conventions and Trade Shows



Las Vegas Convention Center Exhibit Space: 1.9 million sq. ft. U.S. Rank: 3rd

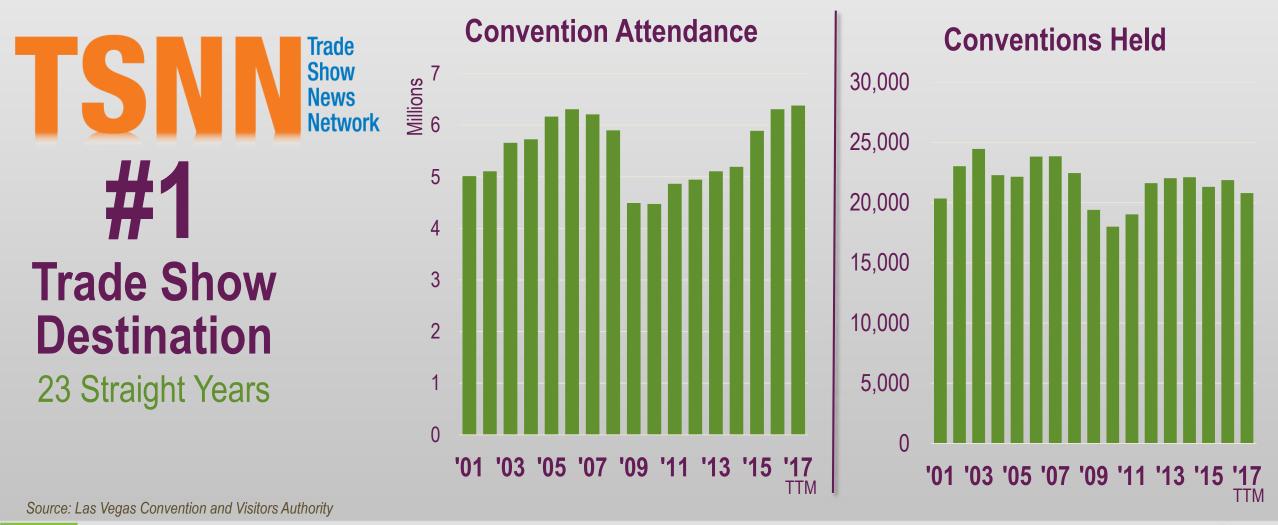
#### Mandalay Bay Convention Center Exhibit Space: 1.0 million sq. ft. U.S. Rank: 8th

Sands Expo & Convention Center Exhibit Space: 1.0 million sq. ft. U.S. Rank: 9th

Source: Las Vegas Convention and Visitors Authority

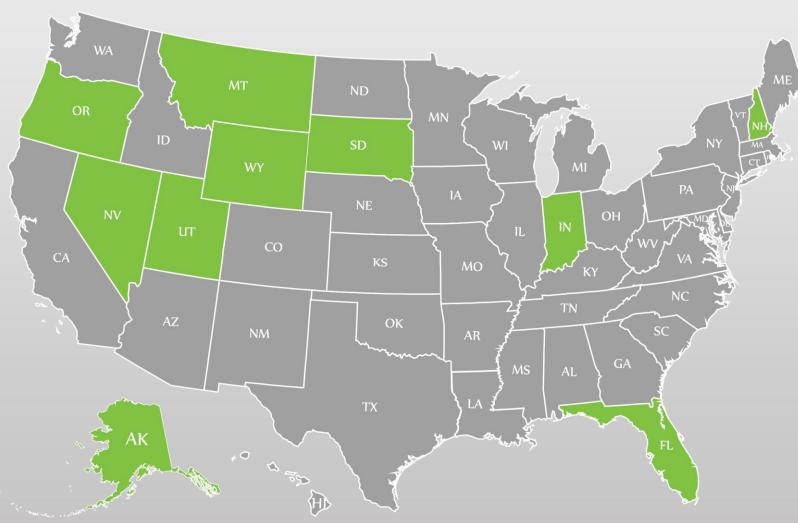


## Las Vegas Conventions and Trade Show Attendance





# **Business Tax Climate**



Rank	Тор 10
1	Wyoming
2	South Dakota
3	Alaska
4	Florida
5	NEVADA
6	Montana
7	New Hampshire
8	Indiana
9	Utah
10	Oregon

Source: Tax Foundation





# **Reduced Tax Burden for Residents**

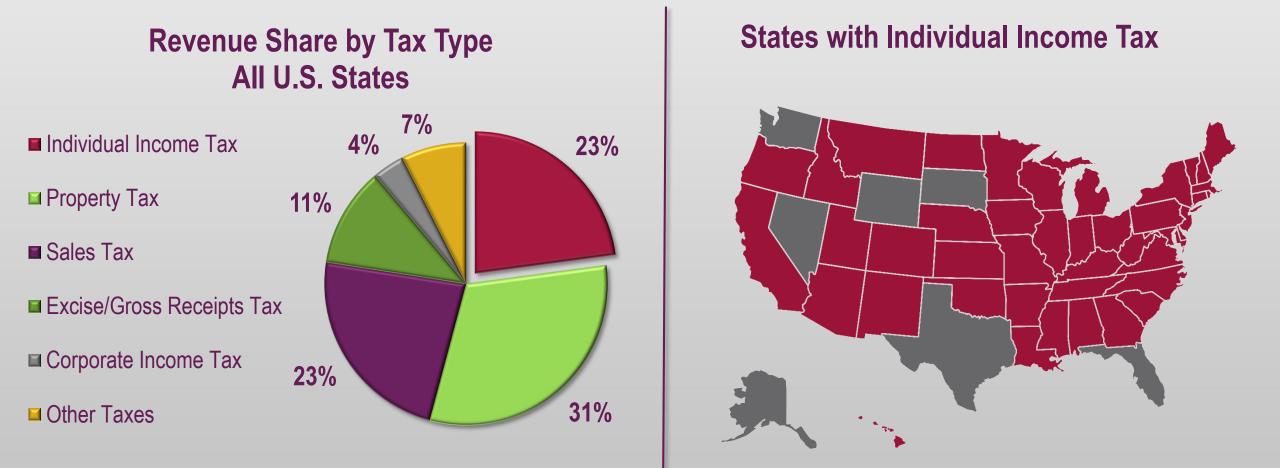
The more than \$2.0 billion in tax revenue generated by the tourism industry means a lower tax burden for southern Nevada residents and households.

\$2,737 \$1,255 \$959 **Per Capita Per Household** Per Adult

**Resident Tax Savings** 



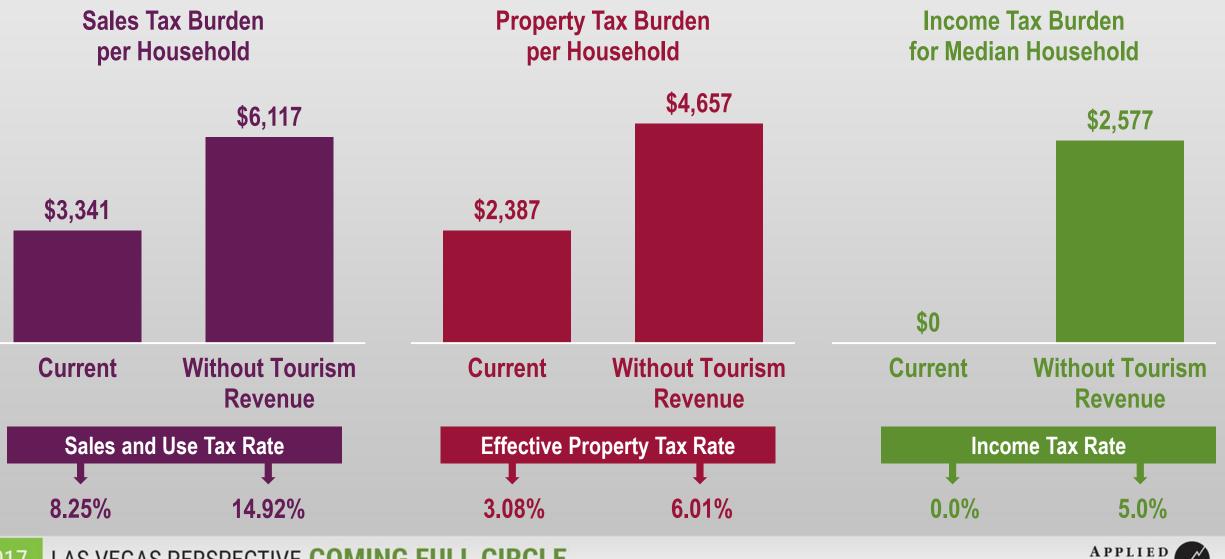
# **Personal Income Tax in the United States**



Source: United States Census Bureau, State & Local Government Finance, 2014 (latest available), Tax Foundation, Applied Analysis



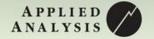
# What does this mean for residents?



ANALYSIS

# SOUTHERN NEVADA'S INNOVATIVE BUSINESS CLIMATE

Southern Nevada has taken steps to become increasingly competitive

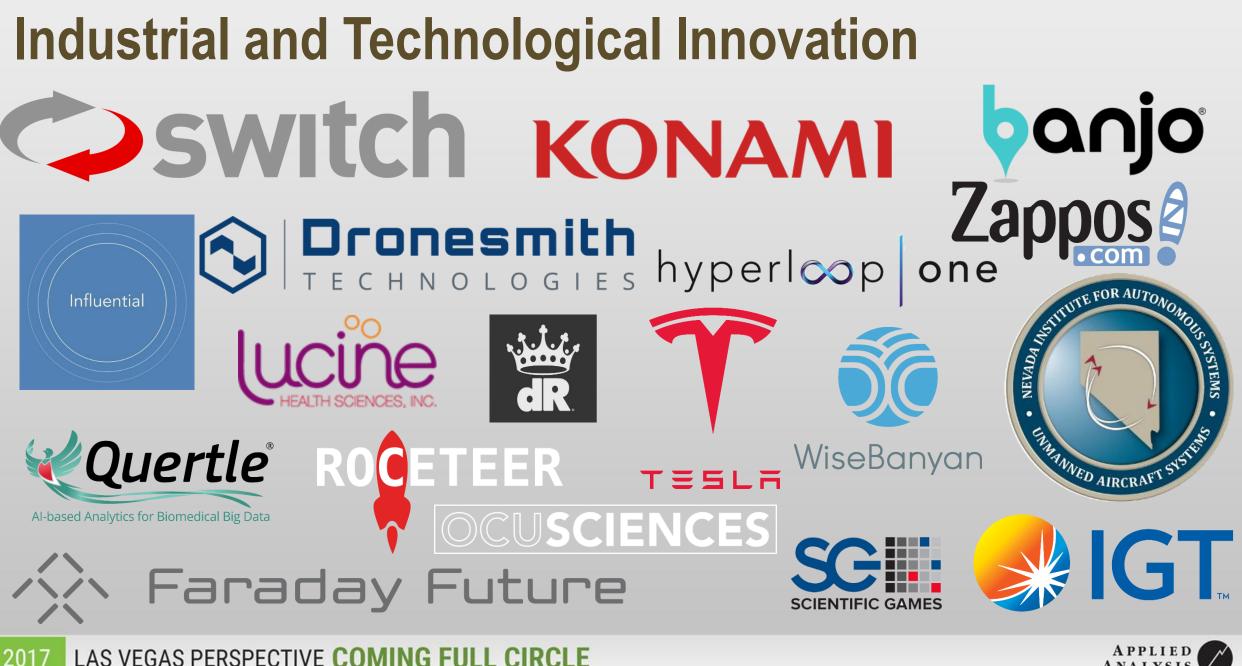


# **Fortune 500 Presence**

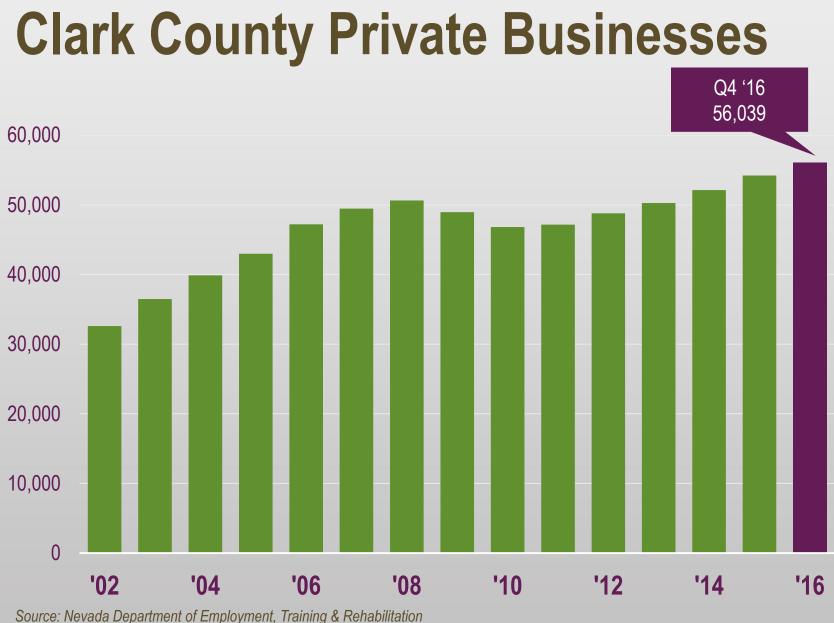
NON-GAMING FORTUNE 500 COMPANIES With Operations in Southern Nevada FORTUNE 500 COMPANIES
With Operations in Northern Nevada







ANALYSIS



#### **Private Business Growth** By Size Class; Q4 2016 vs. Q4 2015

SIZE 01855, Q4 2010 VS. Q

+1,401



Less than 10 Employees

+103 10 to 19 Employees

+207 20 to 49 Employees 8.1%

11.7%

+**37** 50 to 99 Employees

2.6%

1.6%

0.6%

**+50** 100 to 249 Employees

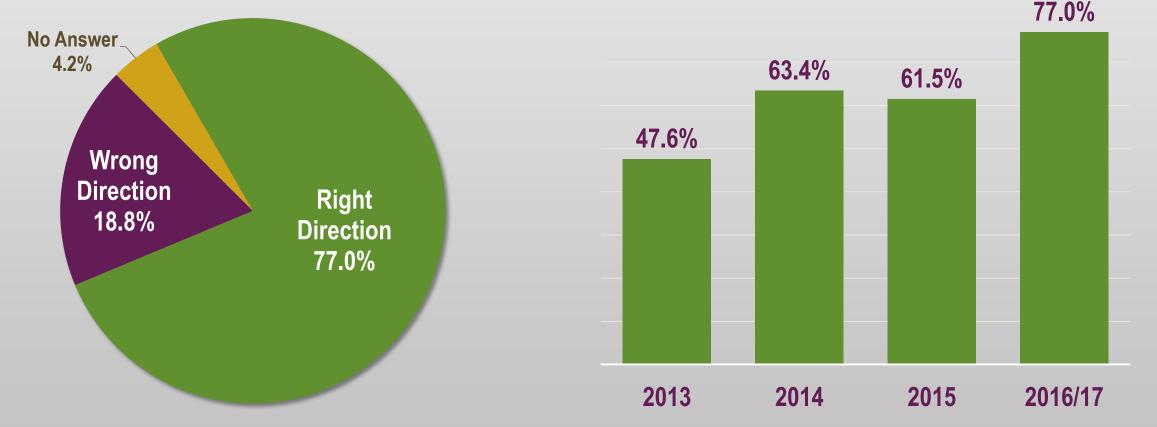
+19 250 or More Employees

Share of All Private Businesses

APPLIED ANALYSIS

# **Small Businesses are Optimistic about the Economy**

Would you say Nevada's economy is heading in the right direction or the wrong direction?

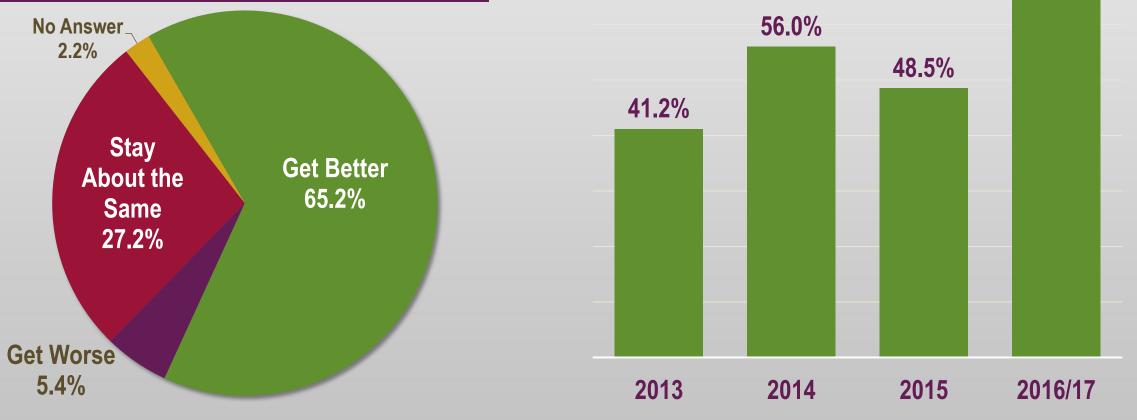


Source: Nevada State Bank Small Business Survey; Applied Analysis



# Small Businesses Expect the Business Environment to Improve in the Next 12 Months

Do you expect Nevada's business environment to get better, get worse or stay the same over the next 12 months?



Source: Nevada State Bank Small Business Survey; Applied Analysis

2017 LAS VEGAS PERSPECTIVE COMING FULL CIRCLE



65.2%

Those who cannot remember the past are condemned to repeat it.

-- George Santayana

Arizona Developers Welcome Spillover From Las Vegas

#### **Construction Sticker Shock**

Optimism, Pricey Materials Help to Fuel a 10.5% Leap In the Cost of a New Building

By Alex Fran Updated March Condo-Mania in the 'Wild, Wild West'

#### OBSERVER

Updated 11/13/2

Las V

#### The 'Manhattanization' of Las Vegas

By Observer Staff • 02/18/06 3:24pm

Manhattan in Las Vegas.

Las Vegas has had a bad night these last few years. From one gamble to the next, the city keeps plunking down vast sums of money on new construction, and then can't drive themselves home.

# Enlarge AP

have Sin City hemmed in. At the current building pace in the USA's fastest-growing major metro area, available acreage will be gone in less than a decade, developers and real estate analysts say.

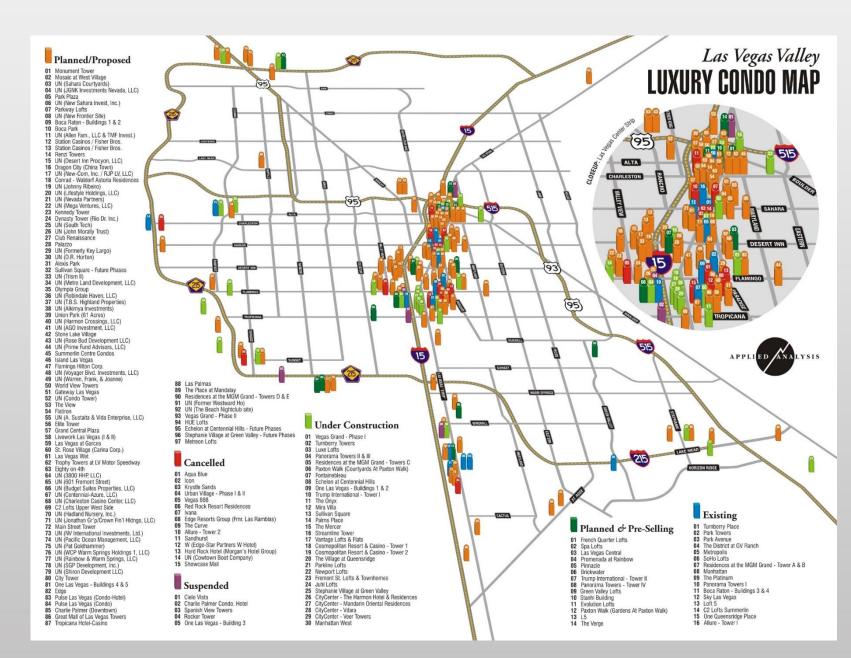
and Orlando.



oise

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-- George Santayana





# JEREMY AGUERO COMING FULL CIRCLE

### 2017 LAS VEGAS PERSPECTIVE



# Downtown Summerlin: Stalled During Economic Downturn

Recession



# Full CircleDowntown Summerlin:90%+ Occupancy & 1M Visitors/Month



### ManhattanWest: Stalled During Economic Downturn

Sales Center & Model



















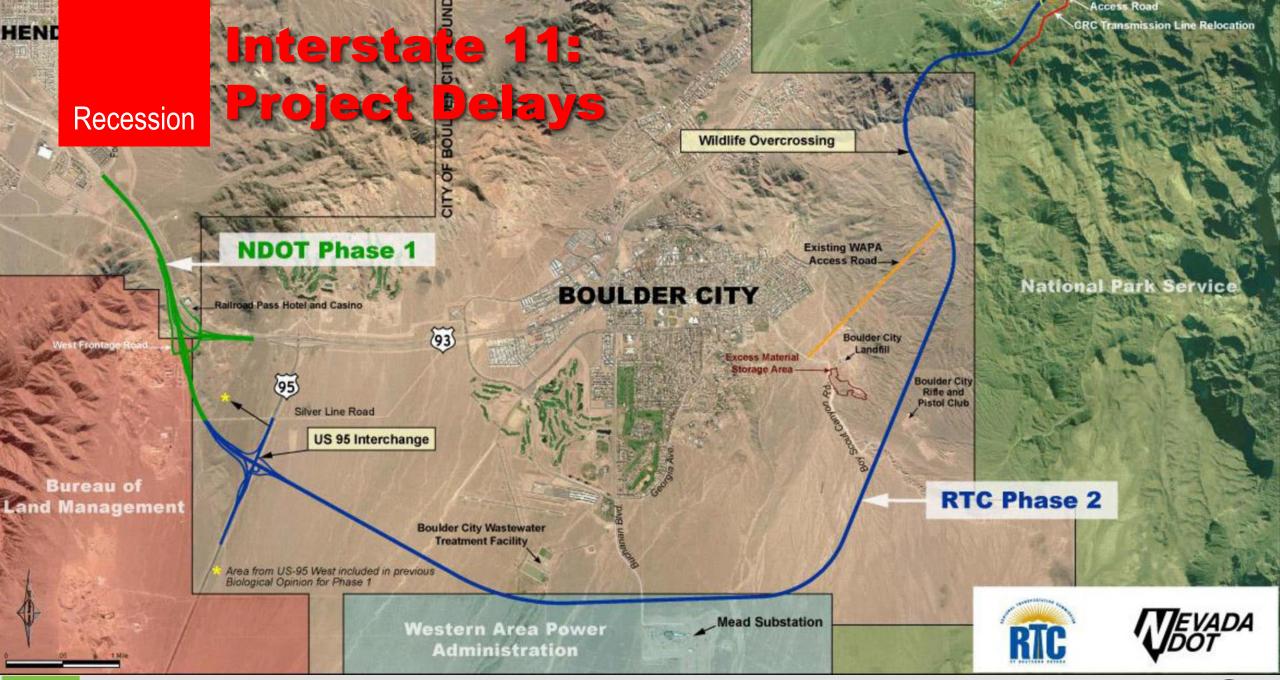
## Recession Echelon: Stalled During Economic Downturn











APPLIED ANALYSIS







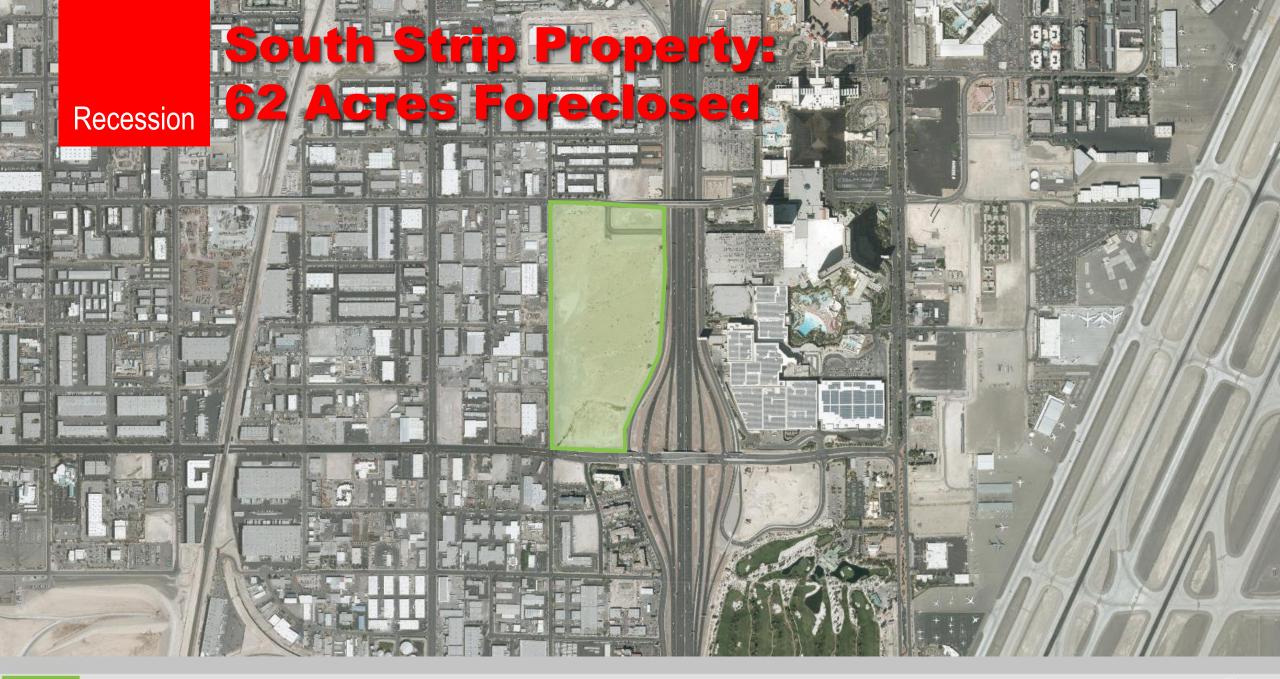


# Full Circle CityCenter: Junch Full Circle Succeeds and Adds T-Mobile Arena

THANK YOU LAS VEGAS

2017 LAS VEGAS PERSPECTIVE COMING FULL CIRCLE











# JEREMY AGUERO COMING FULL CIRCLE

### 2017 LAS VEGAS PERSPECTIVE

