

# A Terrific Year Awaits

By **John Maltz, SIOR**  
and **Gary R. Blum, ICSC**

**O**ur sources are good, very good. Our 40+ brokers covering the New York Metro area make over 1,000 calls a day, conversing with company executives, property owners, politicians, lawyers, accountants, and investment advisors. Our New York City contacts provide our brokers, many having advanced degrees and speaking more than one language, with the inside scoop on the trends that are shaping the region and the world. The consensus? That 2006 will be a terrific year! Now we'll give you the reasons why.

**ON A MACRO BASIS:**

In 2006, 90% of the world's people will continue to be at peace and pursuing positive social and economic agendas. Doubtful? Just review the past 5 year history for the continents of South America, Europe, India, and the billions of people in China and Indonesia.

**IN 2006, TECHNOLOGY/MEDICAL ADVANCES:** The world's capital is flowing into product and scientific research, which will continue to create the basis for wealth and health for decades to come. You can count on medical and technological breakthroughs occurring in 2006, which will lift all of the world's people.

**IN 2006, A STABLE WORLD ECONOMY** controlled by "intelligent design", as the elite of the world's major economies engineer currency and debt levels to maintain measured growth, a fundamental ingredient for world peace.

**IN 2006, UNINTERRUPTED SUPPLY OF ESSENTIAL NATURAL RESOURCES:** Technology and the laws of supply and demand continue to erase bottlenecks and provide economies with the necessary feed stocks for industry.

**IN 2006, WORLD-WIDE TERRORISM WILL NOT DISAPPEAR,** and may even increase. However, adaptations are being made on the National and World level by responsible governments and financial institutions, which will create a significant silver lining. Now, with a



common enemy, governments of all persuasions will align their interests more closely in 2006 thereby reducing the risk of war. Financial institutions will act more conservatively in hedging their portfolios against the shock of another 9/11, thereby providing the stability which is the bedrock of continued prosperity.

**IN 2006, EDUCATION WILL TAKE CENTER STAGE** as the most vital component of our National well being. As more jobs are outsourced, as the blue-collar worker is displaced from good-paying factory jobs, as our children find they must compete in a world market where brain power has no borders; National policy will focus on raising the National IQ.

**IN 2006, THE AMERICAS WILL GROW EVER CLOSER.** The trend of our financial markets to become more interdependent will increase, with the ever-strengthening economies of Brazil, Argentina, and Chile, adding to our mutual prosperity. A growing awareness of our interdependence will be viewed as a strength, providing a competitive advantage in world markets.

**IN 2006, CHARITABLE GIVING** nationwide will increase substantially. Americans by nature are generous, and the confluence of increased media coverage of the hapless plight of desperate victims of circumstance coupled with the deep pockets of the ever swelling ranks of baby boomers, will be the catalyst for the increase. Greiner-Maltz, like many firms throughout the country, has set up annual charitable giving programs, such as our "Click for Charity", wherein we tie donations to hits on our Website for char-

ities such as: The New York Times Neediest Cases Fund, City Harvest, and the Queens Child Guidance Center.

**ON A MICRO BASIS:**

**IN 2006, NEW YORK CITY REAL ESTATE WILL CONTINUE TO THRIVE.** Despite the double body blows of Katrina and \$3.00 per gallon gasoline, the United States economy grew in 2005! The current inverted yield curve is telling us that the world is awash in capital and 4.5% long-term rates will prove to be an excellent return in the years to come. Therefore, neither the National Economy nor the availability of inexpensive long-term capital will stand in the way of our real estate market's growth. Residential, commercial, and industrial market sectors will all remain strong with continuing asset appreciation for all of the same reasons. These being:

- The 20 to 30 year old household formation couples who have energized New York City by their unprecedented immigration, will continue the basis for neighborhood gentrification and our world envied social milieu.
- An aging, wealthy baby boom generation with excess capital to invest in theaters, condos, restaurants, and charitable causes.
- A desperate flight of capital out of the stock market and into hard assets. We are now witnessing the curious phenomena that an investment in a 2 family handyman fixer-upper has more legitimacy than an investment in IBM's stock.

Our customers, our clients, the professionals we deal with every day, and our over 50 years of being in business, all point to one conclusion, that 2006 is going to be a terrific year.

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