2025 Course Outline: Industrial Real Estate Panel

Topics: 6 - 10 minutes spent on each topic.

1. Discussion of Current Market Conditions
    a. Is Demand for industrial cooling off? How did Tariffs affect leasing in 2025?
        i. Discuss key trends and where Louisville stacks up nationally
            1. Vacancy
            2. Absorption
            3. Under Construction
    b. Tenant's in the Market
        i. What types of Tenants focus on Louisville and why?
2. Construction Costs and Interest Rates – Effect on Development & Market, etc.
    a. Rent Growth – Are rents increasing enough to justify new build construction and land prices?
    b. Build to suit activity increasing, why?
3. Infrastructure: Need for quality for land sites
    a. Jefferson County pushing Industrial Development outside of Jefferson Co.
        i. Bullitt, Shelby, S. Indiana
            1. Zoning problems in these areas. Process for rezoning.
        ii. What will be the next area for industrial development?
4. Data Center Buzz
    a. What is a Data Center and key topics around developing one.
    b. Discuss the 3 large projects under construction in the region
5. Labor – Ties to Government Incentives
    a. Higher Wages = Greater Incentives
    b. Discuss Moratorium in S. Indiana and how they are requiring higher wages for the sale of land in River Ridge
6. Capital Markets
    a. Recent Sales and robust buyer pools on these assets suggest Louisville is a target city for many investors.
7. Outlook for 2026 – each panelists to discuss their predictions

Learning Objectives:

1. Better understand current Industrial market trends and conditions in Kentucky and Southern Indiana and how it impacts sale/lease of CRE.

2. Understanding where Industrial real estate is going with continue debt market concerns, demand concerns, and predictions for future.

3. Understanding the impact on interest rates and construction cost and the impact on development and rent growth.

90% Live Lecture/10% Q & A