

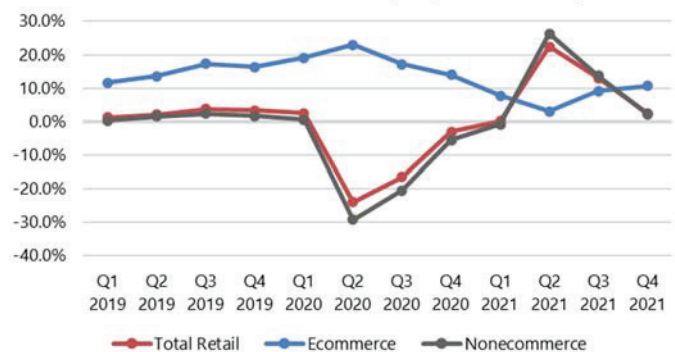
New York Regional Retail Sales Volume and Buying Trends - May 2020

The global COVID-19 pandemic surfaced in the United States in Mid-March. Federal, State, and local governments responded by issuing strict social distancing orders to curb the spread of the virus. The New York regional retail market is facing hardships as the effects of the crisis continue to unfold. Pre-crisis, there was uncertainty surrounding the retail market as well. Given the rise in e-commerce, shopping patterns and preferences have changed, questioning the demand for brick and mortar retail.

Transaction volume was relatively healthy before the crisis; however, it has dropped off since then. This report analyzes trends in investment sales in the retail market from January 2019 through May 2020 in the New York-Newark, NY-NJ-CT-PA combined statistical area.

The pandemic has caused consumer spending habits to change dramatically, with ecommerce sparking growth in the industrial market and a drop off in non-ecommerce hitting the retail industry hard. Spending habits are not expected to normalize until the end of 2021.

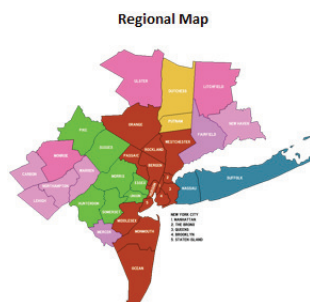
Retail Sales Growth in the US, by Segment (% change)



POPULATION		
YEAR	US	CSA
2000 Total Population	281,421,906	21,500,484
2010 Total Population	308,745,538	22,255,491
2020 Total Population	333,793,107	22,997,937
2025 Total Population	346,021,282	23,263,141
10-20 CAGR	0.8%	0.3%
20-25 CAGR	0.7%	0.2%

HOME OWNERSHIP		
YEAR	US	CSA
2010	57.7%	49.2%
2020	56.4%	47.5%
2025	56.2%	47.0%

MEDIAN HH INCOME		
YEAR	US	CSA
2020	\$62,203	\$79,992
2025	\$67,325	\$86,047
CAGR	1.60%	1.47%



Unemployment Rate - Five Year Trend

