

## **CCIM 2025 Fall Forum - Vancouver, BC**

*How to Maximize the Value of STDB*

### **Industrial Case Study Scenario**

Your team is tasked with leasing a vacant 438,000 SF cross-docked warehouse / distribution center located at Blundell Rd & No 8 Rd, Richmond, BC, V6W, CAN. The building is situated within the Port of Vancouver's Richmond Logistics Hub on a 26.4- acre site with a secured yard area that can accommodate parking for 256 trailers.

<https://www.loopnet.com/Listing/18111-Blundell-Rd-Richmond-BC/36082142/>

### **Industrial Case Study Tasks:**

1. What is the current position of the Canadian economy and what impact has the political tensions and reciprocal tariffs between Canada and the United States had upon the economic outlook over the foreseeable future?  
<https://claude.ai/public/artifacts/6c205c65-bd15-4529-a35e-aecca77c5dd9>  
<https://fred.stlouisfed.org/series/NGDPRSAXDCCAQ>
2. What is the economic composition of the Vancouver metropolitan area and how has this contributed to demand for industrial real estate?  
<https://metroverse.hks.harvard.edu/city/187/economic-composition>
3. Using the available market data reports, analyze the current market statistics for the overall Vancouver industrial market and the Richmond submarket
  - a. What is the current industrial market cycle position for Vancouver?
  - b. What is the total sf of inventory in the submarket?
  - c. What is the current vacancy rate in the submarket?
  - d. How much new supply is currently under construction in the submarket?
  - e. How much space has the submarket absorbed thus far during 2025?
  - f. What is the weighted average net asking rent / sf in the submarket?
4. Using the Warehouse & Distribution Center Model  
<https://claude.ai/public/artifacts/bae58edc-24a1-4f35-a890-496743a2e086>, calculate the forecasted 12-month and 24-month vacancy rate for the Richmond submarket.
5. Create a 30-minute trucking drive time map from the site and open an Infographic Economic Development Summary Report to analyze the trade area.
  - a. What is the total population?
  - b. What is the median age?
  - c. How many total households?

- d. What is the total number of local workers in the trade area who are employed in the transportation and warehouse industry sector?
- e. How does the percentages of local workers in the transportation and warehouse sector compare with British Columbia and Canada?
6. Create a color-coded map showing where the largest numbers of workers in the transportation and warehouse sector live in proximity to the subject property.
7. Create a list of trucking and freight forwarding companies in the trade area and map their location showing their proximity to the subject property.

### **Retail Case Study Scenario**

You represent an investor who currently owns 4 Dave's Hot Chicken franchise locations in the greater Portland, Oregon area. The existing stores are located at:

| Store # | Address                  | City      | State | Zip   |
|---------|--------------------------|-----------|-------|-------|
| Store 1 | 2920 NE Sandy Blvd       | Portland  | OR    | 97232 |
| Store 2 | 2545 SW Cedar Hills Blvd | Beaverton | OR    | 97005 |
| Store 3 | 345 NW Burnside Rd       | Gresham   | OR    | 97030 |
| Store 4 | 7715 SW Nyberg St        | Tualatin  | OR    | 97062 |

Your client is considering the addition of a 5<sup>th</sup> new store and has requested your assistance to determine the optimal location out of 3 potential new locations being considered for the new restaurant. The drive-time criteria for customers coming to the store is 10-minutes and the new location shouldn't overlap with the existing locations. The GLA of the new restaurant will be 4,600 SF and the required amount of annual sales for the new store is \$670/SF.

### **Retail Case Study Tasks:**

1. Using STDB, upload the user points of the existing stores with 10-minute drive times polygons toward the facility.
2. Conduct a Smart Map Search using the combined custom variables of:
  - a. 5-year compound population growth rate
  - b. Current food and non-alcoholic beverages at fast food restaurants
  - c. Purchased KFC in the last 6-months
3. Drop pin at the potential new store locations under consideration at the following locations:

Site 1: Intersection of SW Scholls Ferry Rd and SW Barrows Rd in Beaverton, OR

Site 2: Intersection of NE Cornell Rd & NE 25th Ave, Hillsboro, OR

Site 3: Intersection of SE Sunnybrook Blvd & SE 93<sup>rd</sup> Ave, Clackamas, OR

4. Run a sensitivity analysis to compare each of the potential new sites with the 4 existing stores using the following weighted criteria:
  - a. 5-year compound population growth rate (20% weight)
  - b. Current food and non-alcoholic beverages at fast food restaurants (50% weight)
  - c. Purchased KFC in the last 6-months (30% weight)
5. Based upon the site with the highest weighting, run the Disposable Income Profile and Retail Goods and Services Expenditures reports to determine the current and 5-year forecast for:
  - a. Current number of households
  - b. Forecast household growth rate
  - c. Median disposable household income
  - d. Forecast household income growth rate
6. Using the Retail Drive Time Model <https://claude.ai/public/artifacts/bb1a0ee2-4355-463c-a99c-3c8ce4357c2c>, to run an analysis for the selected trade area to include the following additional criteria and to conduct a 5-year forecast to estimate the annual sales and the viability of the new store being added to this market:
  - a. 4-existing competitor stores are located in the trade-area with a total GLA of 10,200 SF and there are currently no new competitor stores in the pipeline.
  - b. .4% of annual household income is spent on fast food chicken restaurants
  - c. 9.0% of annual E-commerce growth in fast food sales
  - d. 45% of displaced sales are from outside of the trade area