



Year in Review 2018: Laurence Ross, Highcap Group

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Name & Title: Laurence Ross/Co-Founder & Principal

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What market trend(s) will impact your industry in 2019?

I believe the market will continue to move sideways in the foreseeable future as the pricing disconnect continues between buyers and sellers and interest rates continue to rise slightly. Land prices are trending downward which helps draw developers back to the board and acts as an overall springboard for the industry. We have also seen an increase in the number of ground lease and joint venture opportunities with landowners as a result of trying to bridge the disconnect. Stricter city rent laws have also caused traditional multifamily investors to shy away from rent stabilized and rent controlled units and focus more on free market opportunities

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