



## **Decade Answers: Tim King**

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Tim King is a principal at CPEX RE, Brooklyn, N.Y.

What are your predictions for commercial real estate in the new decade?

"Things have changed," was how Bob Dylan greeted the new decade back in 2000. If he's still singing in ten years, we can ask him to perform for us, because it's clear that change is both a constant and is accelerating. It doesn't seem that long ago when a rolodex was the latest in "contact management" Computerization and technology have given the real estate industry lots of new toys and tools to play with. The biggest changes in the coming decade will be brought about by further progress in technology. It's likely that software will evolve to make data concerning properties, owners and potential tenants and investors easier to access from smart phones and the replacement for desktop computers that we will all be using 10 years from now. The challenge for all of us in the real estate industry will be how to sift through the mountains of data that will be available to make meaningful decisions and prudent investments.

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