



2025 Fall/Winter

## REAL ESTATE INVESTMENT SURVEY

### LPA

(Formerly presented by Burbach & Associates, Inc.)

We are pleased to present the results of our 2025 Fall/Winter Real Estate Investment Survey. Provided is a summary of the respondents' perceptions of the real estate markets in the Central/West United States.

#### ANALYSIS METHODS

We asked what annual change in revenue or expense factors participants are forecasting in cash flow projections. As expected, projected increases in expense factors slightly outpaced revenue growth in the majority of responses.

Cash Flow Projections			
Factor	Min	Max	Avg
Income	1.00%	4.00%	2.71%
Expenses	2.00%	6.00%	3.50%

In the Discounted Cash Flow (DCF) analyses, the typical holding period results are as follows:

Holding Period		
Min	Max	Avg
3.0	10.0	7.4

## MARKETING TIME

We again asked the respondents about marketing times for properties. The first question asked how many months typically elapsed between the time a property was listed for sale and the time it was placed under contract, assuming the property was reasonably priced to begin with. Differences can be attributable to pricing, location, and/or property type. The second question pertained to the time between contract and actual closing. The results are as follows:

Months From Listing & Executed Contract			Months From Executed Contract & Closing		
Min	Max	Avg	Min	Max	Avg
1.0	12.0	5.8	1.0	6.0	3.9

## SALES/CLOSING COSTS

We also asked the respondents to estimate on a percentage basis the total closing costs for a seller of real estate including brokerage commissions, legal/title work and other closing costs. The averages are summarized as follows:

Sale Price (\$)	Vacant Land	Improved Properties
Up to \$1.0 million	6.25%	6.25%
\$1.0 million to \$2.499 million	5.80%	5.80%
\$2.5 million to \$4.99 million	5.75%	5.75%
\$5 million to \$9.999 million	4.33%	4.33%
\$10.0 million and over	3.00%	3.00%



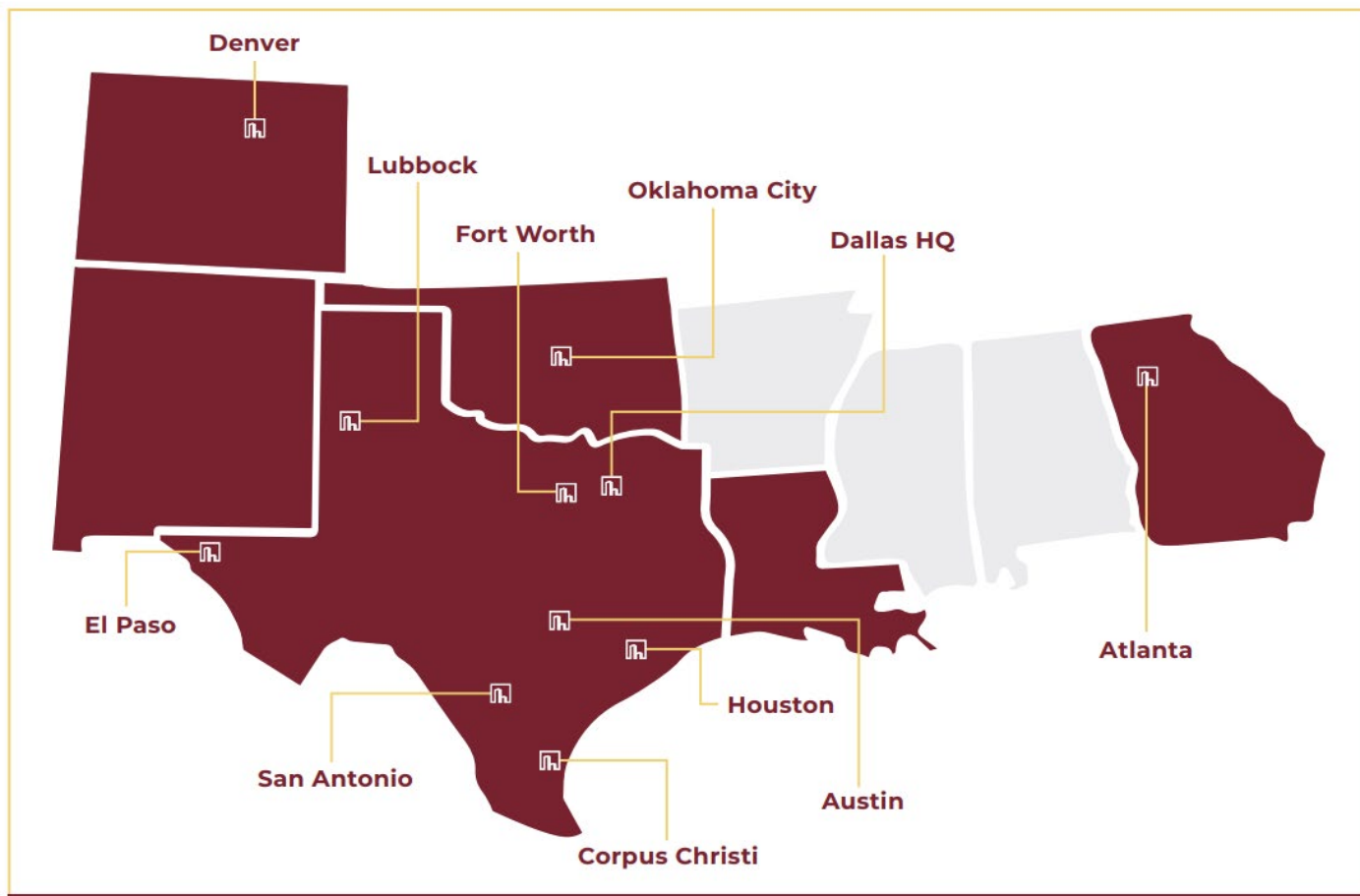
## Real Estate Investment Survey

2025 Fall/Winter Texas

	Stabilized Cap Rates			Terminal Cap Rates			Discount/Yield Rates (IRR)		
	Min	Max	Avg	Min	Max	Avg	Min	Max	Avg
Hotels/Motels	7.50%	10.00%	8.67%				15.00%	15.00%	15.00%
Multi-Family Apartments	4.75%	8.25%	6.85%				15.00%	20.00%	16.25%
Convenience Stores	5.25%	7.75%	6.85%						
Automotive Maintenance Facilities	6.00%	9.00%	7.16%						
Suburban/Low Rise Office	6.25%	9.75%	7.53%	7.75%	9.50%	8.83%	9.00%	13.00%	11.00%
Medical Office Buildings	6.25%	8.75%	7.22%						
Regional Retail	5.50%	9.50%	7.31%	8.00%	10.00%	8.67%	8.00%	20.00%	12.29%
Neighborhood/Community Retail	5.75%	9.50%	7.24%	8.00%	10.00%	8.70%	8.00%	20.00%	12.58%
Free Standing Retail	5.25%	10.00%	7.45%	8.50%	10.00%	8.80%	12.00%	12.00%	12.00%
Industrial/Warehouse	5.25%	10.00%	7.40%	6.25%	8.00%	7.13%			
Free Standing Restaurants - Sit Down/Family	5.00%	8.25%	7.13%				8.50%	13.00%	10.75%
Free Standing Restaurants - Fast Food	4.75%	7.50%	6.10%				15.00%	15.00%	15.00%
Childcare Centers	6.50%	7.50%	7.13%						
Mobile Home/RV Parks	7.00%	10.25%	8.58%						
Mini-Warehouse/Self-Storage	6.00%	8.00%	7.00%						
Senior Housing	8.25%	9.75%	8.79%						
Car Wash	6.50%	10.50%	8.08%						
Residential - Finished Lots							15.00%	21.00%	19.43%

2025 Fall/Winter Colorado

	Stabilized Cap Rates			Terminal Cap Rates			Discount/Yield Rates (IRR)		
	Min	Max	Avg	Min	Max	Avg	Min	Max	Avg
Hotels/Motels	8.50%	12.00%	9.70%	9.50%	13.00%	11.00%	11.00%	15.00%	12.33%
Multi-Family Apartments	5.00%	6.58%	5.90%	6.00%	6.50%	6.25%	7.00%	17.00%	10.67%
Convenience Stores	6.00%	6.50%	6.16%	6.50%	6.50%	6.50%	8.00%	8.00%	8.00%
Automotive Maintenance Facilities	6.50%	7.00%	6.75%						
Suburban/Low Rise Office	6.61%	9.00%	7.72%	8.50%	9.25%	8.75%	9.50%	11.00%	10.17%
Medical Office Buildings	5.50%	7.50%	6.82%	6.00%	7.75%	7.08%	7.00%	9.00%	8.33%
CBD/Class A Office	7.50%	10.00%	9.17%	8.25%	10.00%	9.41%	9.25%	12.50%	11.25%
Regional Retail	5.00%	7.50%	6.52%	6.00%	7.50%	6.81%	7.00%	9.00%	8.06%
Neighborhood/Community Retail	5.00%	7.25%	6.60%	6.00%	7.50%	7.00%	7.00%	9.00%	8.20%
Free Standing Retail	7.50%	8.00%	7.83%	6.50%	6.50%	6.50%	7.50%	8.00%	7.83%
Industrial/Warehouse	5.50%	7.71%	6.39%	6.00%	7.00%	6.70%	7.00%	9.00%	8.00%
Free Standing Restaurants - Sit Down/Family	6.50%	8.00%	7.04%	8.00%	8.00%	8.00%	9.00%	9.00%	9.00%
Free Standing Restaurants - Fast Food	5.38%	6.00%	5.58%	6.00%	6.00%	6.00%	8.00%	8.00%	8.00%
Childcare Centers	6.75%	7.50%	7.13%	7.50%	7.50%	7.50%	9.00%	9.00%	9.00%
Mobile Home/RV Parks	7.00%	9.00%	8.00%	9.50%	9.50%	9.50%	11.00%	11.00%	11.00%
Mini-Warehouse/Self-Storage	6.00%	6.75%	6.21%	6.50%	6.50%	6.50%	7.00%	9.00%	7.83%
Senior Housing	7.00%	12.00%	9.75%	7.50%	12.50%	10.25%	9.60%	13.50%	11.55%
Residential - Finished Lots	8.00%	8.00%	8.00%	10.00%	10.00%	10.00%	9.00%	20.00%	15.00%
Commercial Land							9.00%	20.00%	17.25%



*Every effort has been made to ensure accuracy in tabulating the responses, however, no guarantee is made as to accuracy of the information.*

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*Contact Lowery Property Advisors at [REIS@Lowerypa.com](mailto:REIS@Lowerypa.com) for any questions, suggestions, or interest in participating in future surveys.*

*Data collection was conducted over the course of the fourth quarter of 2024 and the first quarter of 2025.*