



News Brief

NOVEMBER 2018

Residential Sector

The ABCs of Connecting with Generation Z

Generation Z consumers have arrived, and they are forcing companies to rethink the terms of marketing relationships.

By: Jodi Harris, Content Marketing Institute, October 23, 2018

Read more: <https://contentmarketinginstitute.com/2018/10/connecting-generation-z/>

Running the Footrace Against Fraud

Like a pair of competitive distance runners racing each other around a track, financial innovation and fraud are never far apart.

By: Monica C. Meinart, ABA Banking Journal, October 19, 2018

Read more: <https://bankingjournal.aba.com/2018/10/running-the-footrace-against-fraud/>

How Well Does Your State Cater to Middle-Class Buyers?

Rising home prices have been hitting the middle class particularly hard, but some states have an easier path for these shoppers to break into homeownership.

By: REALTOR® Magazine, Daily News, October 19, 2018

Read more: <https://magazine.realtor/daily-news/2018/10/19/how-well-does-your-state-cater-to-middle-class-buyers>

Warning Signs That Your Client Is Getting Cold Feet

Some buyers and sellers may get the jitters during their last minute actions—or inactions—that could cause a deal to fall through.

By: REALTOR® Magazine, Daily News, October 16, 2018

Read more: <https://magazine.realtor/daily-news/2018/10/16/warning-signs-that-your-client-is-getting-cold-feet>

First American Mortgage Solutions Launches New eClosing Solution

First American Mortgage Solutions, part of the First American family of companies, has announced the launch of its eClosing solution, designed to securely deliver digital settlement for digital mortgage.

By: National Mortgage Professionals Magazine, October 15, 2018

Read more: <https://nationalmortgageprofessional.com/news/68846/first-american-mortgage-solutions-launches-eclosing-solution>

Commercial Sector

The Sears Bankruptcy Is Likely to Inflict Pain on Mall Owners for Years

As Sears Holdings Corp. goes through bankruptcy, retail landlords wondering how they could be impacted might want to look at a 2015 deal.

By: Patrick Clark and Lily Katz, Bloomberg, October 15, 2018

Read more: <https://www.bloomberg.com/news/articles/2018-10-15/sears-bankruptcy-likely-to-inflict-pain-on-mall-owners-for-years>

Amazon HQ2 Watch: Northern Virginia Checks the Most Boxes

Amazon won't say a word about where it plans to put its much-hyped second headquarters, but the growing consensus is that the place that checks the most boxes is Northern Virginia.

By: Karen Weiss, The New York Times, October 18, 2018

Read more: <https://www.nytimes.com/2018/10/18/business/amazon-hq2-virginia-finalists.html>

Real Estate Turns to Tech in Time of Transition

At a time of uncertainty and flux, commercial real estate practitioners are increasingly turning to tech solutions, according to the Urban Land Institute's annual "Emerging Trends in Real Estate 2019," released during the organization's fall meeting in Boston last week.

By: Alison Stetman, Commercial Observer, October 15, 2018

Read more: <https://commercialobserver.com/2018/10/real-estate-turns-to-tech-in-time-of-transition-uli-study-finds/>

What People Want: 11 Ways Consumers and Workers Are Shifting the Public Space Paradigm

Public spaces are also seeing a huge shift in the way people interact with the spaces and what they expect from their time spent there.

By: Forbes Real Estate Council, October 22, 2018

Read more: <https://www.forbes.com/sites/forbesrealestatecouncil/2018/10/22/what-people-want-11-ways-consumers-and-workers-are-shifting-the-public-space-paradigm/#11579a871db7>

7 Ways to Protect Your Commercial Real Estate Portfolio from Cyberattacks

Smart appliances, integrated HVAC systems and other Internet-enabled devices can help commercial properties compete for renters and tenants—but they can also attract the attention of cybercriminals.

By: Al Brooks, Head of Commercial Real Estate, Commercial Banking – J.P. Morgan Chase

Read more: <https://commercial.jpmorganchase.com/pages/commercial-banking/executive-connect/protect-cre-portfolio-cyberattacks?source=co/2018/home/jpm/turl/cp1>

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