

Oil Optimism and Real Estate

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Abstract

With tempered optimism, the energy markets are starting to show signs of stabilization, particularly in markets like Williston, ND and Midland, TX. With oil prices hovering around the \$50 per barrel mark since December 2016, energy servicing companies are beginning to re-engage their growth and hiring strategies – hundreds of new jobs openings are cropping up around the country.

What does this positive shift in activity mean for real estate? Energy companies, landlords, developers and investors have once again started to prepare their real estate portfolios to support moderate increases in drilling and fracking. And if oil prices can make a steady climb in 2017 and 2018, as predicted, outstanding opportunities for investment may present themselves, both from a private and end user perspective.

This session will focus on key observations related to the impact of oil prices on real estate supply, demand, and pricing, and will provide practical examples of how those entrenched in the energy real estate landscape can capitalize upon future growth. Particular areas of focus will include:

- *A glimpse into the future of the energy real estate market: How has real estate evolved in the energy markets over the last 24 months?*
- *Why should you care about real estate? Why developers, investors, and energy related companies all have a stake in the real estate game.*
- *Securing capital: The perspective of lenders and investors in unstable times*
- *Managing your real estate portfolio: Taking advantage of opportunities and avoiding pitfalls*

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Michael B. Elliott has over 25 years of experience in the real estate industry serving domestic and international clients. As Managing Principal of Energy Real Estate Solutions (ERES), Mike provides brokerage, development, investment, joint venture and other advisory services to organizations seeking specialized support in and around the world's most active energy sites.

Prior to the launch of ERES, Mike was a Senior Vice President at CBRE where he founded and led their National Energy Facilities Group.

Mike served as an Adjunct Professor in the University of Denver's Real Estate and Construction Management Executive Graduate program. He previously served as Co-Chair of the Advisory Board of University of Denver's Burns School of Real Estate and Construction Management.

Mike is a licensed real estate broker in Colorado, Montana, Nebraska, North Dakota, and South Dakota.