

**COMMERCIAL REAL ESTATE MARKET OVERVIEW FOR 2011  
AND THE EFFECTS OF THE MARKET ON LEGAL PROCEEDINGS**

INTRODUCTION

Jerry C. Alexander  
Vice Chair and Member, Board of Directors, Dallas Bar Association  
Board Liaison to REAL ESTATE SECTION

- A. Invitation To the DBA Public Forum Committees Mayoral Candidate Discussion – Tuesday, April 20, 2011 – Noon
- B. Jerry C. Alexander – Introduction of Panel
  - 1. Jerry Alexander – Remarks on Legal Indicators and Opportunities; Historical Trends and Future Solutions
  - 2. Robert Edge – Question and Answer Portion
  - 3. Cynthia Jeter – The National Office Building Market and the Effects of the Economy on the Market
  - 4. William Gannon – The Dallas Office Building Market (also touching briefly on retail, industrial and multi-family) and New Projects
  - 5. Wes Snyder – Value Trends for Multi-Family, Industrial, Office and Shopping Center Properties
  - 6. Thomas Salanty – Current Capital Markets and Sellers'/Investors'/Purchasers' Viewpoints of the Market
  - 7. Jerry Alexander – Invite Question from the Audience

REMARKS ON LEGAL INDICATORS AND OPPORTUNITIES;  
HISTORICAL TRENDS AND FUTURE SOLUTIONS  
(Jerry C. Alexander)

- I. Bankruptcy
- II. Bank Failures
- III. Springing Guaranties
- IV. Dallas Real Estate History - Inevitable Growth
- V. Damping effect of technology
  - A. Technology changes business models - Blockbuster
  - B. Computers/Internet - Eliminate the Need for Libraries  
Document storage - files - less staff  
30% less space overall for many "White Collar Businesses"
  - C. Social Networking/Working Through the Internet - less reason to have an office or regular meeting place
- VI. Innovation/New Tenants
  - A. New uses for old buildings
  - B. Vertical warehouses
  - C. China Building
  - D. Dallas Charter Schools Building
  - E. Dallas High School
  - F. Business Financial Center
  - G. Stock Exchange
  - H. Major Television Network

## **Jerry C. Alexander**

Jerry C. Alexander began his practice as a real estate attorney and has been involved in real estate issues in the litigation and bankruptcy arenas throughout his career. He has also handled complex business litigation for over thirty years in the areas of antitrust, business torts, patents, trade secrets, unfair competition, and labor-related business issues. He has also been involved in major litigation pertaining to officer, director, and professional liability. He also practices before federal agencies including the FTC and FAA.

Mr. Alexander headed the Dallas Bar Association drafting project for the Local Rules of Practice in the Civil District and County Courts at Law for Dallas County, Texas, which are presently in use, served as Co-Chair of the Judiciary Committee of the Dallas Bar Association in 1997 and 2008, was Secretary-Treasurer of the Dallas Bar Association in 2008 and was elected to serve on the Board of Directors of the Dallas Bar Association for terms 2009-2010, 2011-2012. In 2011 he was elected Vice-Chair of the Board of Directors.

### **Memberships**

State Bar of Texas (Member of the Law Focused Education Committee – 2007, 2008, 2009)

America Bar Association

Dallas Bar Association (Secretary/Treasurer 2008, Member Board of Directors 2008, 2009, 2010, 2011-2012; Vice Chair of Board of Directors 2011, Judiciary Committee of the Dallas Bar Association: Co-Chair 2008, Co-Chair 1997; Vice-Chair 2007; Chairman, Judicial Polls Study Subcommittee of the Dallas Bar Association – 2007-2008); Chairman, Local Rules Subcommittee 1993-1996, 1998-1999

Texas Super Lawyer 2007, 2009 and 2010

AV Peer Review Rated