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# REAL ESTATE BISNOW



The largest commercial real estate publication in the United States.

November 9, 2012

## Condos Cookin!

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**Condos** weren't a sure thing when **frontier-charging developers** started building them again after the downturn (picture **Jim Abdo** riding his horse toward Arlington with hammer held high). But to the risk-takers go the spoils, as **new-construction** condo prices are **on the rise** for the first time since '05.



Delta Associates CEO **Greg Leisch** tells us the less desirable units that never sold finally are moving at **discounted prices**. Now 80% of the inventory out there is less than two years old, he says, and it's flying off the shelves faster than Christmas decorations in October (it happens earlier and earlier every year). He also says developers **learned their lesson** from the last boom and bust and are building mostly **boutique**—20 to 40 units. He and 32 other multifamily masters are speaking at our first national **Bisnow Multifamily Annual Conference**, a two-day affair (Nov. 19 and 20) at the JW Marriott. Nine days left to sign up [here](#)!

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