



52 YEARS IN COMMERCIAL REAL ESTATE

The Jerry Petzoldt Journey

1970'S

Began Career as Commercial Real Estate Appraiser in Florida after earning degree in Architecture.

Bought new condo for \$21,000, booming real estate market with 7% interest rates, 10% annual value appreciation before over building crash, oil embargo causing gas rationing, and real estate bust. House construction cost \$10.00 PSF and new house average cost \$26,000.

Relocated to Tri-Cities to start commercial real estate business. The region was in transition.

Interest rates soared to a record 19% resulting in many builders and developers in financial trouble. Bank foreclosures high. Banks on every corner and growing. Commercial real estate was stagnant and banks not making any commercial loans.

1980'S

TCI Group - Jerry Petzoldt Agency was founded, the first exclusive Commercial Real Estate service firm in the region.

Real estate development for both residential and commercial projects took off with new subdivisions, shopping centers, medical office and hospital expansions. Bank financing was positive and past recession was in rear view mirror. Technology, internet, web sites and regional economics was working in harmony.

1990'S

TCI Group - Jerry Petzoldt Agency expanded with the addition of 10-12 new agents to become largest CRE firm in the region.

The real estate market was in a solid growth trend with stable building cost and demand for both commercial space and homes. Financing was easy to obtain overheating the housing market causing the 2008 real estate bust with major declining property values - the first I had witnessed in my career. A very difficult time for both borrowers and banks.

2000'S

TCI Group - Jerry Petzoldt Agency success continues with major projects including Model Mill in Johnson City.

The troubled real estate market continued for 5 more years with very few new homes and commercial projects being built. Bank financing was scarce. Commercial real estate business was helping banks sell their foreclosures. The end of this decade began to change rapidly with new political leadership until the dreaded COVID pandemic hit.

2010'S

By 2023, TCI Group associates have serviced over 1,600 transaction for just over \$750,000,000 in transactions.

The commercial and residential markets maintained growth in most sectors. A housing shortage prevailed and created unprecedented demand. New apartment complexes and subdivisions could not keep up with demand. Office space has struggled, Industrial buildings are in high demand, construction costs have soared 40%, changing the real estate economics.

2020'S