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Economic Impacts of Commercial Real Estate

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Appendix A: Soft Cost Impacts by State

Appendix A-1: Impacts of Soft Costs on State Economies (**Office**), 2019

State	Direct Spending (In Billions of Dollars)	Total Output (In Billions of Dollars)	Personal Earnings (In Billions of Dollars)	Jobs Supported
Alabama	\$0.160	\$0.315	\$0.120	2,263
Alaska	0.012	0.020	0.008	127
Arizona	0.388	0.831	0.319	6,042
Arkansas	0.095	0.173	0.066	1,294
California	1.430	3.166	1.204	19,590
Colorado	0.165	0.369	0.141	2,444
Connecticut	0.066	0.127	0.047	749
Delaware	0.026	0.045	0.013	228
District of Columbia	0.312	0.428	0.056	797
Florida	0.690	1.486	0.573	11,809
Georgia	0.888	2.047	0.764	15,086
Hawaii	0.041	0.079	0.031	541
Idaho	0.105	0.192	0.075	1,530
Illinois	0.437	1.023	0.370	6,197
Indiana	0.138	0.281	0.104	2,023
Iowa	0.545	0.962	0.365	6,868
Kansas	0.069	0.136	0.046	833
Kentucky	0.056	0.109	0.039	773
Louisiana	0.075	0.147	0.057	1,049
Maine	0.022	0.040	0.016	316
Maryland	0.541	1.082	0.383	6,277
Massachusetts	1.202	2.440	0.897	14,246
Michigan	0.194	0.407	0.157	2,762
Minnesota	0.221	0.471	0.176	3,076
Mississippi	0.012	0.022	0.008	169
Missouri	0.089	0.180	0.060	1,129
Montana	0.025	0.043	0.017	342
Nebraska	0.279	0.519	0.198	3,686
Nevada	0.054	0.100	0.039	707
New Hampshire	0.014	0.026	0.009	161
New Jersey	0.228	0.497	0.173	2,825
New Mexico	0.060	0.106	0.042	838
New York	1.711	3.249	1.100	17,309
North Carolina	0.261	0.568	0.213	4,199
North Dakota	0.022	0.037	0.014	222
Ohio	0.570	1.230	0.452	8,750
Oklahoma	0.099	0.196	0.076	1,537
Oregon	0.276	0.551	0.206	3,842
Pennsylvania	0.348	0.752	0.271	4,813
Rhode Island	0.010	0.017	0.006	111
South Carolina	0.210	0.441	0.163	3,223
South Dakota	0.031	0.052	0.020	388
Tennessee	0.484	1.084	0.394	7,066
Texas	1.903	4.687	1.729	30,466
Utah	0.063	0.139	0.053	1,085
Vermont	0.010	0.018	0.007	132
Virginia	2.078	4.220	1.477	25,303
Washington	0.458	0.921	0.351	5,727
West Virginia	0.003	0.006	0.002	41
Wisconsin	0.096	0.186	0.071	1,386
Wyoming	0.004	0.007	0.003	50
State Totals	\$17.277	\$36.229	\$13.181	232,426
Interstate Spillovers		13.124	4.569	94,656
U.S. Total	\$17.277	\$49.354	\$17.751	327,082

Source: CRA, Dodge Data & Analytics, BEA and NAIOP

Note: Appendices include data for the District of Columbia, resulting in 51 states.

Appendix A-2: Impacts of Soft Costs on State Economies (**Industrial**), 2019

State	Direct Spending (In Billions of Dollars)	Total Output (In Billions of Dollars)	Personal Earnings (In Billions of Dollars)	Jobs Supported
Alabama	\$0.763	\$1.501	\$0.575	10,799
Alaska	0.009	0.015	0.006	97
Arizona	0.046	0.100	0.038	724
Arkansas	0.233	0.424	0.163	3,179
California	0.024	0.052	0.020	324
Colorado	0.016	0.035	0.013	232
Connecticut	0.004	0.007	0.003	40
Delaware	0.022	0.037	0.011	187
District of Columbia	–	–	–	–
Florida	0.050	0.107	0.041	849
Georgia	0.219	0.506	0.189	3,727
Hawaii	0.001	0.001	0.000	7
Idaho	0.005	0.009	0.004	72
Illinois	0.048	0.113	0.041	686
Indiana	0.113	0.230	0.085	1,658
Iowa	0.055	0.097	0.037	691
Kansas	0.010	0.020	0.007	122
Kentucky	0.061	0.119	0.043	847
Louisiana	0.495	0.970	0.375	6,939
Maine	0.001	0.001	0.000	9
Maryland	0.029	0.058	0.021	339
Massachusetts	0.047	0.095	0.035	557
Michigan	0.390	0.820	0.315	5,556
Minnesota	0.084	0.179	0.067	1,172
Mississippi	0.012	0.022	0.008	169
Missouri	0.033	0.067	0.022	416
Montana	0.000	0.000	0.000	1
Nebraska	0.021	0.038	0.015	271
Nevada	0.026	0.049	0.019	347
New Hampshire	0.004	0.008	0.003	49
New Jersey	0.033	0.071	0.025	406
New Mexico	0.001	0.002	0.001	17
New York	0.181	0.344	0.116	1,830
North Carolina	0.108	0.235	0.088	1,734
North Dakota	0.209	0.357	0.131	2,125
Ohio	0.225	0.486	0.179	3,457
Oklahoma	0.004	0.007	0.003	58
Oregon	0.009	0.018	0.007	127
Pennsylvania	0.019	0.042	0.015	266
Rhode Island	0.003	0.006	0.002	40
South Carolina	0.023	0.049	0.018	355
South Dakota	0.001	0.002	0.001	15
Tennessee	0.052	0.117	0.043	764
Texas	0.143	0.351	0.130	2,284
Utah	0.006	0.013	0.005	99
Vermont	0.003	0.005	0.002	34
Virginia	0.031	0.063	0.022	375
Washington	0.023	0.047	0.018	290
West Virginia	0.121	0.205	0.075	1,459
Wisconsin	0.390	0.761	0.291	5,658
Wyoming	0.001	0.002	0.001	17
State Totals	\$4.406	\$8.863	\$3.324	61,478
Interstate Spillovers		3.722	1.202	21,931
U.S. Total	\$4.406	\$12.586	\$4.527	83,408

Source: CRA, Dodge Data & Analytics, BEA and NAIOP

Note: Appendices include data for the District of Columbia, resulting in 51 states.

Appendix A-3: Impacts of Soft Costs on State Economies (Warehouse), 2019

State	Direct Spending (In Billions of Dollars)	Total Output (In Billions of Dollars)	Personal Earnings (In Billions of Dollars)	Jobs Supported
Alabama	\$0.024	\$0.048	\$0.018	346
Alaska	0.000	0.000	0.000	2
Arizona	0.138	0.295	0.113	2,147
Arkansas	0.007	0.013	0.005	101
California	0.665	1.472	0.560	9,111
Colorado	0.124	0.278	0.106	1,837
Connecticut	0.022	0.042	0.015	248
Delaware	0.020	0.035	0.010	177
District of Columbia	0.010	0.013	0.002	25
Florida	0.609	1.312	0.506	10,424
Georgia	0.448	1.033	0.386	7,616
Hawaii	0.008	0.015	0.006	100
Idaho	0.010	0.017	0.007	138
Illinois	0.252	0.591	0.214	3,580
Indiana	0.185	0.377	0.140	2,721
Iowa	0.026	0.045	0.017	324
Kansas	0.021	0.041	0.014	254
Kentucky	0.409	0.798	0.285	5,657
Louisiana	0.026	0.050	0.019	360
Maine	0.004	0.007	0.003	51
Maryland	0.131	0.263	0.093	1,524
Massachusetts	0.105	0.213	0.078	1,246
Michigan	0.035	0.074	0.028	501
Minnesota	0.088	0.187	0.070	1,226
Mississippi	0.037	0.067	0.025	507
Missouri	0.089	0.180	0.060	1,130
Montana	0.006	0.010	0.004	77
Nebraska	0.011	0.020	0.008	143
Nevada	0.142	0.264	0.102	1,870
New Hampshire	0.002	0.004	0.001	23
New Jersey	0.392	0.855	0.298	4,856
New Mexico	0.019	0.034	0.014	272
New York	0.470	0.893	0.302	4,755
North Carolina	0.207	0.450	0.169	3,322
North Dakota	0.025	0.044	0.016	259
Ohio	0.303	0.654	0.240	4,655
Oklahoma	0.016	0.032	0.012	250
Oregon	0.080	0.159	0.060	1,109
Pennsylvania	0.288	0.622	0.224	3,978
Rhode Island	0.020	0.035	0.012	227
South Carolina	0.067	0.141	0.052	1,034
South Dakota	0.009	0.014	0.006	107
Tennessee	0.076	0.171	0.062	1,116
Texas	0.678	1.670	0.616	10,855
Utah	0.042	0.093	0.035	725
Vermont	0.004	0.007	0.003	55
Virginia	0.073	0.148	0.052	886
Washington	0.176	0.353	0.135	2,197
West Virginia	0.001	0.002	0.001	13
Wisconsin	0.164	0.320	0.122	2,382
Wyoming	0.023	0.036	0.014	271
State Totals	\$6.789	\$14.500	\$5.340	96,789
Interstate Spillovers		4.893	1.635	31,739
U.S. Total	\$6.789	\$19.394	\$6.975	128,528

Source: CRA, Dodge Data & Analytics, BEA and NAIOP

Note: Appendices include data for the District of Columbia, resulting in 51 states.

Appendix A-4: Impacts of Soft Costs on State Economies (Retail and Entertainment), 2019

State	Direct Spending (In Billions of Dollars)	Total Output (In Billions of Dollars)	Personal Earnings (In Billions of Dollars)	Jobs Supported
Alabama	\$0.110	\$0.217	\$0.083	1,564
Alaska	0.012	0.021	0.008	133
Arizona	0.078	0.168	0.064	1,220
Arkansas	0.027	0.049	0.019	363
California	0.423	0.936	0.356	5,790
Colorado	0.106	0.237	0.091	1,571
Connecticut	0.029	0.056	0.021	329
Delaware	0.014	0.024	0.007	121
District of Columbia	0.068	0.093	0.012	174
Florida	0.570	1.227	0.473	9,746
Georgia	0.237	0.546	0.204	4,025
Hawaii	0.102	0.194	0.076	1,334
Idaho	0.023	0.041	0.016	331
Illinois	0.188	0.441	0.160	2,673
Indiana	0.090	0.183	0.068	1,321
Iowa	0.064	0.113	0.043	807
Kansas	0.081	0.160	0.054	978
Kentucky	0.071	0.139	0.050	986
Louisiana	0.078	0.152	0.059	1,090
Maine	0.010	0.019	0.008	150
Maryland	0.101	0.202	0.072	1,174
Massachusetts	0.151	0.306	0.113	1,788
Michigan	0.150	0.316	0.121	2,143
Minnesota	0.074	0.158	0.059	1,035
Mississippi	0.026	0.047	0.018	356
Missouri	0.081	0.164	0.054	1,026
Montana	0.007	0.012	0.005	95
Nebraska	0.029	0.053	0.020	377
Nevada	0.025	0.047	0.018	333
New Hampshire	0.009	0.017	0.006	103
New Jersey	0.119	0.260	0.091	1,479
New Mexico	0.032	0.057	0.022	448
New York	0.401	0.761	0.258	4,053
North Carolina	0.154	0.336	0.126	2,482
North Dakota	0.023	0.039	0.014	234
Ohio	0.205	0.443	0.163	3,149
Oklahoma	0.039	0.078	0.030	612
Oregon	0.033	0.065	0.024	456
Pennsylvania	0.149	0.323	0.116	2,064
Rhode Island	0.019	0.034	0.011	219
South Carolina	0.069	0.144	0.053	1,055
South Dakota	0.021	0.035	0.014	259
Tennessee	0.142	0.317	0.115	2,070
Texas	0.716	1.763	0.651	11,462
Utah	0.036	0.079	0.030	618
Vermont	0.008	0.013	0.005	99
Virginia	0.180	0.365	0.128	2,191
Washington	0.084	0.168	0.064	1,044
West Virginia	0.032	0.054	0.020	385
Wisconsin	0.076	0.149	0.057	1,107
Wyoming	0.007	0.011	0.004	83
State Totals	\$5.580	\$11.835	\$4.353	78,707
Interstate Spillovers		4.106	1.380	26,936
U.S. Total	\$5.580	\$15.941	\$5.733	105,643

Source: CRA, Dodge Data & Analytics, BEA and NAIOP

Note: Appendices include data for the District of Columbia, resulting in 51 states.

Appendix A-5: Impacts of Soft Costs on State Economies (in Four Categories), 2019

State	Direct Spending (In Billions of Dollars)	Total Output (In Billions of Dollars)	Personal Earnings (In Billions of Dollars)	Jobs Supported
Alabama	\$1.057	\$2.082	\$0.797	14,971
Alaska	0.033	0.057	0.022	359
Arizona	0.651	1.394	0.535	10,133
Arkansas	0.362	0.659	0.253	4,937
California	2.542	5.626	2.139	34,815
Colorado	0.412	0.920	0.352	6,084
Connecticut	0.121	0.231	0.085	1,365
Delaware	0.082	0.141	0.042	713
District of Columbia	0.389	0.534	0.071	996
Florida	1.919	4.132	1.592	32,828
Georgia	1.792	4.131	1.543	30,454
Hawaii	0.151	0.288	0.112	1,983
Idaho	0.143	0.259	0.102	2,071
Illinois	0.926	2.168	0.785	13,137
Indiana	0.525	1.071	0.396	7,723
Iowa	0.689	1.217	0.462	8,690
Kansas	0.182	0.357	0.121	2,186
Kentucky	0.598	1.165	0.416	8,263
Louisiana	0.673	1.319	0.510	9,438
Maine	0.037	0.067	0.026	527
Maryland	0.803	1.606	0.569	9,315
Massachusetts	1.505	3.055	1.123	17,838
Michigan	0.769	1.617	0.621	10,963
Minnesota	0.467	0.996	0.373	6,509
Mississippi	0.088	0.158	0.060	1,202
Missouri	0.292	0.591	0.196	3,702
Montana	0.037	0.065	0.026	514
Nebraska	0.339	0.631	0.240	4,478
Nevada	0.247	0.460	0.177	3,257
New Hampshire	0.028	0.054	0.020	336
New Jersey	0.772	1.684	0.586	9,566
New Mexico	0.112	0.200	0.079	1,574
New York	2.763	5.246	1.777	27,947
North Carolina	0.731	1.589	0.596	11,737
North Dakota	0.279	0.477	0.174	2,840
Ohio	1.303	2.813	1.034	20,011
Oklahoma	0.158	0.313	0.122	2,457
Oregon	0.398	0.794	0.297	5,533
Pennsylvania	0.805	1.738	0.625	11,121
Rhode Island	0.052	0.093	0.031	596
South Carolina	0.369	0.775	0.286	5,667
South Dakota	0.062	0.103	0.040	770
Tennessee	0.755	1.690	0.614	11,016
Texas	3.439	8.471	3.126	55,067
Utah	0.148	0.323	0.123	2,527
Vermont	0.025	0.043	0.017	321
Virginia	2.361	4.796	1.678	28,754
Washington	0.741	1.488	0.567	9,258
West Virginia	0.157	0.266	0.098	1,899
Wisconsin	0.726	1.416	0.541	10,531
Wyoming	0.036	0.057	0.022	421
State Totals	\$34.052	\$71.428	\$26.199	469,399
Interstate Spillovers		25.846	8.787	175,262
U.S. Total	\$34.052	\$97.274	\$34.985	644,661

Source: CRA, Dodge Data & Analytics, BEA and NAIOP

Note: Appendices include data for the District of Columbia, resulting in 51 states.

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