

Office Overview

INVESTMENT

- > Title 24 renovation costs looming over some B and C product
- > Some suburban submarkets trading as low as \$150 PSF
- > Buyers focused on acquisition pricing due to concerns over their exit strategy

OWNER-USER

- > Market specific demand
- > Coastal markets have exceeded \$1,000 PSF in certain transactions
- > Limited supply

Industrial/R&D Overview

INVESTMENT

- > Limited supply - VERY HOT MARKET!
- > Little new construction in Central markets
- > Sellers often not motivated to sell due to challenges finding suitable 1031 Exchange opportunities

OWNER-USER

- > Hard to find buildings in 10,000 - 30,000 SF range
- > Prices exceeding \$200 PSF in certain markets
- > The few buildings that are available tend to have some functional obsolescence

Retail Overview

INVESTMENT

- > Limited anchored opportunities
- > Net leased properties in high demand
- > Internet sales changing Tenant brick and mortar size requirements

MARKET TRENDS

	OFFICE	INDUSTRIAL	RETAIL
VACANCY	11.4% ↓	4.9% ↓	3.8% ↓
CAP RATE	6.7% ↓	5.5% ↓	5.5% ↓

3.8%

Unemployment
SD County - Q1 2017



Under Construction
Q1 2017

376,454 SF

905,184 SF

693,619 SF



Accelerating success.

554 offices in
68 countries on
6 continents

\$2.6 billion in annual revenue
2.0 billion square feet managed
15,000 professionals and staff

FOLLOW US ONLINE



colliers.com/sandiego

PAUL LAFRENZ
Senior Vice President
Lic. No. 00817354
DIRECT +1 858 677 5344
paul.lafrenz@colliers.com

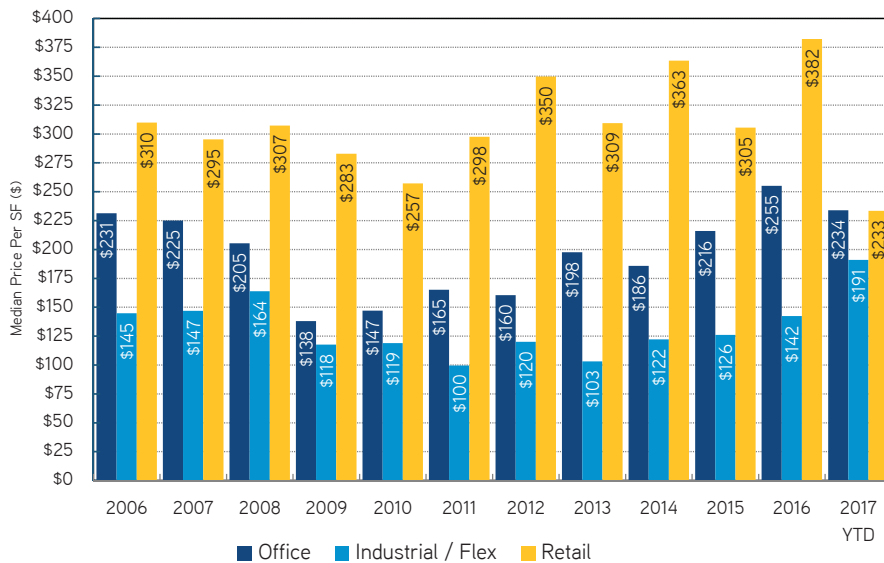
MARC POSTHUMUS
Vice President
Lic. No. 001440118
DIRECT +1 760 930 7950
marc.posthumus@colliers.com

AMY MCNAMARA
Vice President
Lic. No. 01083491
DIRECT +1 760 930 7920
amy.mcnamara@colliers.com

5901 Priestly Drive, Suite 100
Carlsbad, CA 92008
MAIN +1 760 438 8950

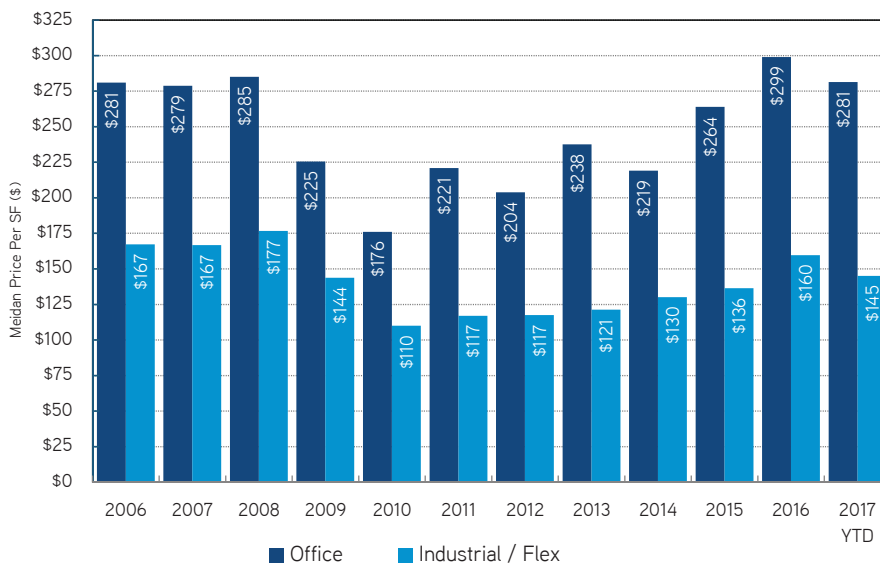
Investment Building Sale Trends

Median Sale Price Per SF



Owner/User Building Sale Trends

Median Sale Price Per SF



JOB GROWTH

Source: Bureau of Labor Statistics, 12-month change (5/2016-5/2017), San Diego County

