

## 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

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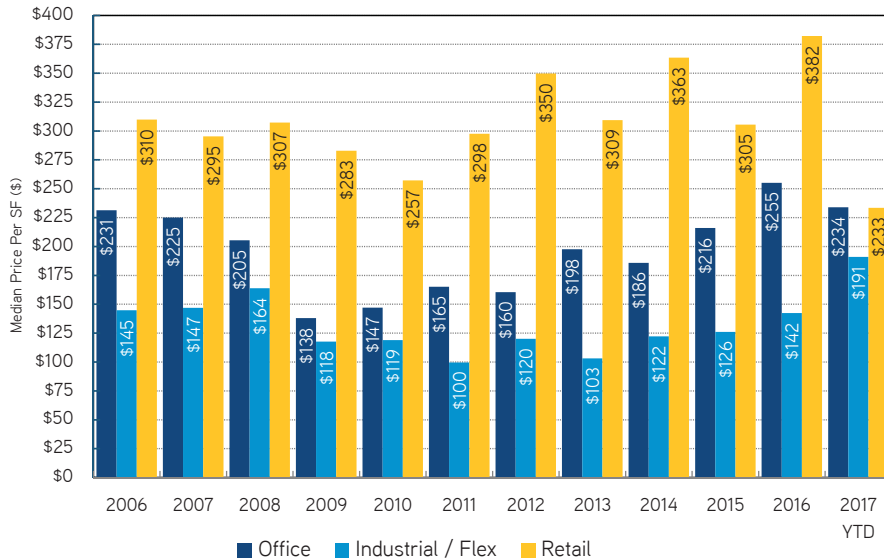
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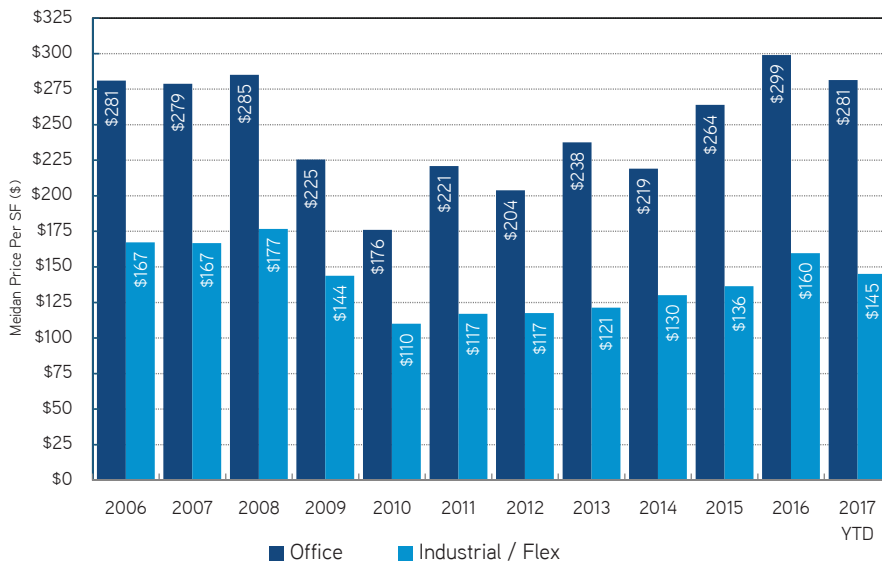
## Investment Building Sale Trends

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

Total Job Growth - Last 12 Months

**20,300** new jobs **increase 1.4%**