

# ErwinHohenstein Industrial Team

San Diego County Industrial Experts

*Every broker is aware of what building opportunities are available on the Market.  
Our Team specializes in finding the opportunities that are not on the Market.*

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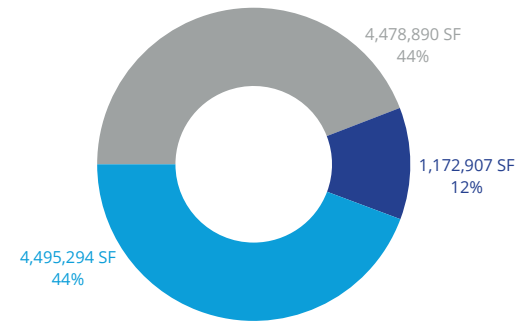
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# Market Overview

## San Diego County Summary

North County San Diego, Q1 2022

	Q1 2022	Q1 2021	Change
Overall Vacancy (incl. sublease)	2.35%	6.03%	↓
Net Absorption SF	396,892	340,750	↑
New Supply SF	0	0	↔
Average Asking Rent (NNN)	\$1.16	\$1.00	↑



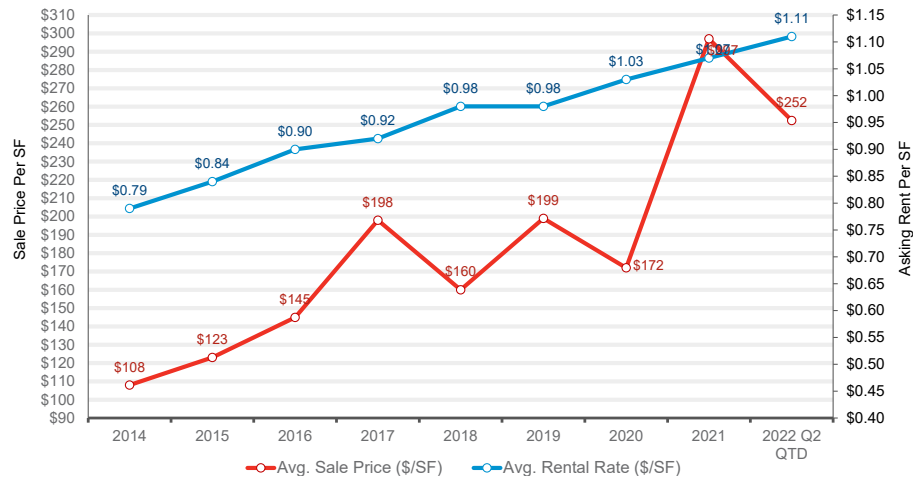
All County Industrial, Q1 2022

- Under Construction
- Deliveries - Current Quarter
- Deliveries - Prior 3 Quarters

Submarket/Class	Total Inventory SF	Direct Vacancy Rate	Sublease Vacancy Rate	Vacancy Rate	Vacancy Rate Previous	Net Absorption Current	Net Absorption YTD	Under Construction	Deliveries YTD	Avg Direct Asking Rate (NNN)
<b>North County</b>										
Carlsbad	16,070,775	2.05%	0.04%	2.09%	2.88%	161,919	161,919	0	0	\$1.33
Escondido	7,412,380	1.67%	0.05%	1.72%	1.81%	6,481	6,481	0	0	\$1.17
Oceanside	9,953,480	0.69%	0.03%	0.72%	1.44%	71,752	71,752	0	0	\$1.07
San Marcos	8,437,924	1.09%	0.02%	1.11%	1.68%	48,456	48,456	0	0	\$1.13
Vista	13,917,588	4.67%	0.22%	4.89%	5.67%	108,284	108,284	0	0	\$1.05
<b>TOTAL</b>	<b>55,792,147</b>	<b>2.26%</b>	<b>0.08%</b>	<b>2.35%</b>	<b>2.99%</b>	<b>396,892</b>	<b>396,892</b>	<b>0</b>	<b>0</b>	<b>\$1.16</b>

## Lease & Sales Rate Trends

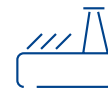
North County Industrial & Flex | 20,000 SF +



## North County Inventory

### Industrial Buildings by Size

2,000 - 10,000 SF	1,053
10,001 - 20,000 SF	575
20,001 - 50,000 SF	434
50,001 - 100,000 SF	120
100,001 + SF	77



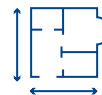
**Total Industrial Bldgs**

2,328



**Vacancy**

2.35%



**Total Square Footage**

55.8M SF



**Under Construction**

0 SF

# North County

## Recent Transactions

### North County

LEASED



355 State Pl | Escondido

25,842 SF \$1.20/SF NNN

SOLD



692-694 Rancheros Dr | San Marcos

21,867 SF \$254.95/SF

FOR LEASE



900 S Andreasen Dr | Escondido

20,178 SF \$1.15/SF NNN

LEASED



Lionshead Ave - Lots 1-4 | Carlsbad

228,000 SF \$1.22/SF NNN

SOLD



3280 Corporate View | Vista

59,828 SF \$180.00/SF

LEASED



804 Rancheros Dr Suite A | San Marcos

24,500 SF \$1.22/SF NNN

SOLD



2465 Ash St | Vista

47,560 SF \$247.06/SF

LEASED



1817 Aston Ave Suite 101-102 | Carlsbad

10,977 SF \$1.55/SF NNN

SOLD



2290 Cosmos Ct | Carlsbad

37,328 SF \$255.30/SF

## Available Buildings (contact us for off-market sale opportunities)

FOR LEASE



2330 Cousteau Ct | Vista

26,826 SF \$1.16/SF NNN

FOR SALE



2675 Vista Pacific Dr | Oceanside

29,279 SF \$8,730,000

FOR LEASE



2061 Aldergrove Ave | Escondido

25,295 SF \$1.52/SF NNN

FOR LEASE



900 S Andreasen Dr | Escondido

20,178 SF \$1.15/SF NNN

FOR LEASE OR SALE



753 W Washington Ave | Escondido

25,514 SF \$1.30/SF NNN | \$6,863,266

FOR SALE



2776 Loker Ave W | Carlsbad

19,287 SF \$5,940,396

# What sets us apart is not what we do, but how we do it.



## Position

Marketing Strategy  
Analyze Comparables  
Evaluation & Underwriting



## Introduce

Develop Target Users  
Create Marketing Collateral  
Communicate Consistent  
Message



## Target

Execute Campaign  
Conduct Tours  
Activity Reporting



## Execute

Negotiate Terms  
Manage Transactions  
Finalize Contracts

## Partial Client List

BAE Systems | Best Buy | Callaway | Carvin | Coca Cola | Contractors Equipment | Danaher | Genuine Parts Company  
Hawthorne Cat | HD Supply | Helix Electric | Henkels & McCoy | Hertz | Juneshine | Pure Project | U-Haul | Verizon



**Mike Erwin**

### Sr Executive VP

- Member, Society of Industrial & Office Realtors™ (SIOR)
- 22 years of experience
- Consistent Top 2 Producer
- CoStar Power Broker
- MBA in Real Estate Finance

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**Tucker Hohenstein**

### Sr Executive VP

- Member, Society of Industrial & Office Realtors™ (SIOR)
- 30 years of experience
- Consistent Top 2 Producer
- CoStar Power Broker
- MBA in Real Estate Finance

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**Hank Jenkins**

### Industrial Expert

- North County Industrial Specialist
- 5 years of experience
- Active member of NAIOP & ULI
- BA Econ & Real Estate

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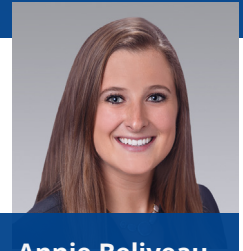


**Andy Suski**

### Industrial Expert

- North County Industrial Specialist
- Proficient in Spanish
- Active member of NAIOP
- B.A. in Environmental Science

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**Annie Beliveau**

### Client Services Specialist

- North County Industrial Specialist
- 5 years marketing experience
- Excellent client relations
- B.A. in Public Relations & Marketing

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