

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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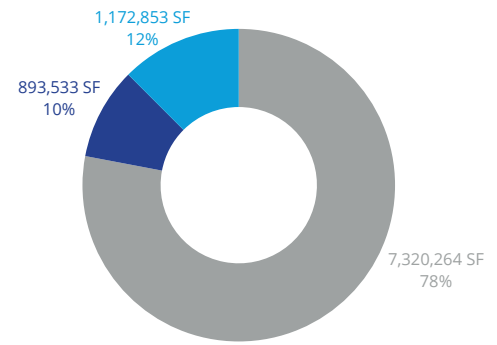
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Market Overview

San Diego County Summary

North County San Diego, Q2 2023

	Q2 2023	Q2 2022	Change
Overall Vacancy (incl. sublease)	3.66%	2.03%	↑
Net Absorption SF	(297,356)	62,500	↓
New Supply SF	0	0	↔
Average Asking Rent (NNN)	\$1.45	\$1.28	↑



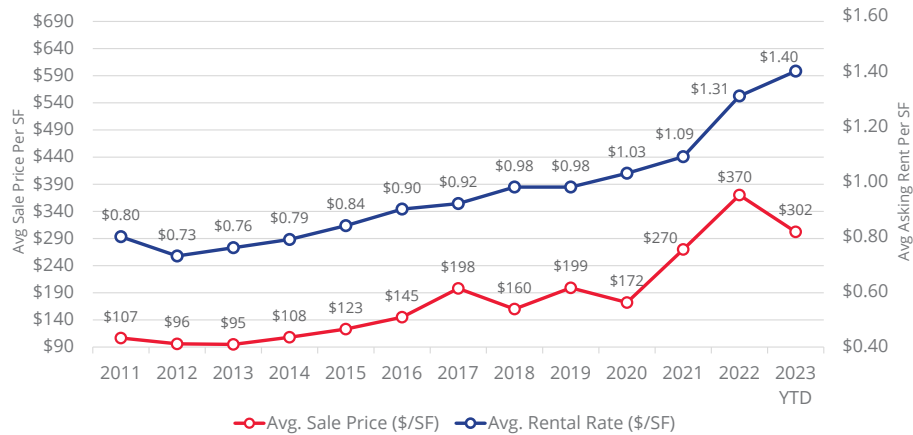
All County Industrial, Q2 2023

- 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)
North County										
Carlsbad	16,084,293	3.37%	1.89%	5.26%	5.67%	65,862	(114,960)	249,015	0	\$1.76
Escondido	7,414,733	2.11%	0.20%	2.31%	1.87%	(32,899)	(42,545)	0	0	\$1.39
Oceanside	9,976,622	2.73%	0.32%	3.05%	2.47%	(57,913)	(168,497)	70,908	0	\$1.32
San Marcos	8,421,162	2.22%	0.01%	2.24%	1.66%	(48,545)	(72,992)	0	0	\$1.33
Vista	13,896,207	3.24%	0.59%	3.84%	2.23%	(223,861)	(219,421)	0	0	\$1.40
TOTAL	55,793,017	2.88%	0.78%	3.66%	3.13%	(297,356)	(618,415)	319,923	0	\$1.45

Lease & Sales Rate Trends

North County Industrial & Flex | 20,000 SF +



North County Inventory

Industrial Buildings by Size

2,000 - 10,000 SF	1,054
10,001 - 20,000 SF	574
20,001 - 50,000 SF	435
50,001 - 100,000 SF	120
100,001 + SF	77



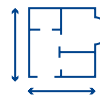
Total Industrial Bldgs

2,329



Vacancy

2.58%



Total Square Footage

55.8M SF



Under Construction

0 SF

North County

Recent Transactions

North County



LEASED

1900 Aston Ave, Ste 100 | Carlsbad

22,825 SF \$1.86/SF NNN



SOLD

1185 Joshua Way | Vista

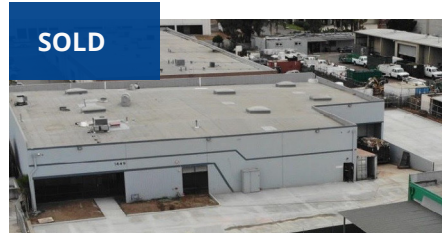
12,160 SF \$268/SF



LEASED

1960 Watson Way | Vista

15,950 SF \$1.20/SF NNN



SOLD

1449 Simpson Way | Escondido

14,000 SF \$313/SF



LEASED

2870 Whiptail Loop, Ste 102 | Carlsbad

18,710 SF \$1.55/SF NNN



SOLD

1145 Industrial Ave | Escondido

17,760 SF \$225/SF



LEASED

1645 S Rancho Santa Fe Rd | San Marcos

7,440 SF \$1.60/SF MG



SOLD

2349 La Mirada | Vista

14,907 SF \$275/SF

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



FOR LEASE

2351 Meyers Ave | Escondido

67,300 SF Contact Broker



FOR LEASE

2630 Business Park Dr | Vista

26,260 SF \$1.35/SF NNN



FOR SALE OR LEASE

237 Via Vera Cruz | Carlsbad

80,257 SF \$275/SF | \$1.35/SF NNN



FOR SALE

2776 Loker Ave W | Carlsbad

19,287 SF \$6,750,450



FOR LEASE

1291 Rocky Point Dr | Oceanside

38,505 SF \$1.50/SF NNN



FOR LEASE

2445 Cades Way | Vista

24,014 SF \$1.25/SF NNN

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

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Hank Jenkins

Associate Vice President

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- 6 years of experience
- Active member of NAIOP & ULI
- B.A. Econ & Real Estate

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Annie Beliveau

Client Services Specialist

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

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