

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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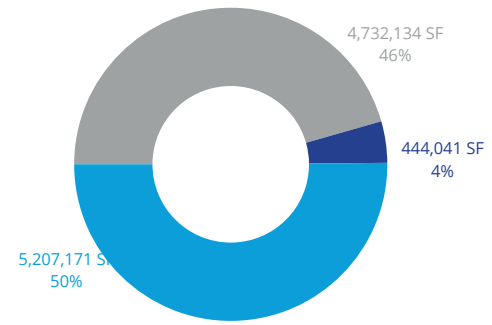
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Market Overview

San Diego County Summary

North County San Diego, Q2 2022

	Q2 2022	Q2 2021	Change
Overall Vacancy (incl. sublease)	2.14%	4.97%	↓
Net Absorption SF	45,435	495,956	↓
New Supply SF	0	70,000	↓
Average Asking Rent (NNN)	\$1.28	\$1.07	↑



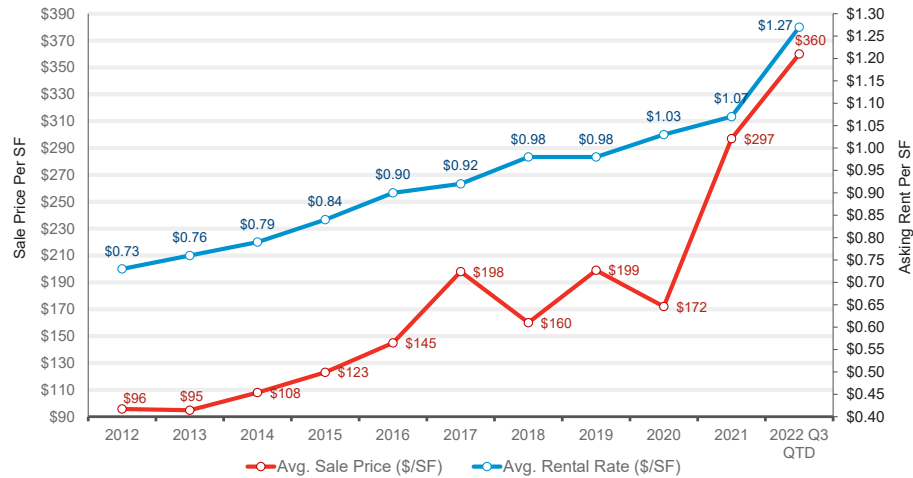
All County Industrial, Q2 2022

- 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)
North County										
Carlsbad	16,076,150	1.98%	0.14%	2.11%	1.79%	(52,593)	157,826	0	0	\$1.41
Escondido	7,414,458	2.24%	0.00%	2.24%	1.72%	(38,273)	(31,792)	0	0	\$1.22
Oceanside	9,953,579	0.95%	0.00%	0.95%	0.72%	(22,756)	48,996	0	0	\$1.14
San Marcos	8,437,924	0.64%	0.02%	0.66%	1.11%	37,652	86,108	0	0	\$1.31
Vista	13,919,245	3.85%	0.04%	3.89%	4.76%	121,405	247,614	0	0	\$1.22
TOTAL	55,801,356	2.09%	0.05%	2.14%	2.23%	45,435	508,752	0	0	\$1.28

Lease & Sales Rate Trends

North County Industrial & Flex | 20,000 SF +



North County Inventory

Industrial Buildings by Size

2,000 - 10,000 SF	1,051
10,001 - 20,000 SF	575
20,001 - 50,000 SF	434
50,001 - 100,000 SF	121
100,001 + SF	76



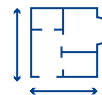
Total Industrial Bldgs

2,326



Vacancy

2.14%



Total Square Footage

55.8M SF



Under Construction

0 SF

North County

Recent Transactions

North County



LEASED

1433, 1435, 1437 Simpson Way | Escondido

16,978 SF \$1.25/SF MG



SOLD

2061 Aldergrove Ave | Escondido

25,295 SF \$300.00/SF



LEASED

4602 North Ave | Oceanside

43,028 SF \$1.29/SF NNN



SOLD

1695 Faraday Ave | Carlsbad

63,062 SF \$301.29/SF



LEASED

1 Viper Way | Vista

100,577 SF \$1.10/SF NNN



SOLD

1215 Park Center Dr | Vista

100,000 SF \$340.54 (Part of 8 Property Sale)



LEASED

2061 Aldergrove Ave | Escondido

25,295 SF \$1.52/SF NNN



LEASED

1340 Rocky Point Dr | Oceanside

22,667 SF \$1.45/SF NNN

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



FOR SUBLEASE

2061 Aldergrove Ave | Escondido

12,823 SF \$1.59/SF NNN



FOR SALE

2349 La Mirada Dr | Vista

14,907 SF \$4,950,000



FOR SUBLEASE

649 Benet Rd | Oceanside

39,140 SF Contact Broker



FOR LEASE

2025 Thibodo Rd | Vista

15,950 SF \$1.25/SF NNN



FOR LEASE OR SALE

2070 Las Palmas Dr | Carlsbad

32,000 SF Contact Broker



FOR SALE

1400 Decision St | Vista

23,054 SF \$8,645,250

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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Hank Jenkins

Industrial Expert

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- 5 years of experience
- Active member of NAIOP & ULI
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Annie Beliveau

Client Services Specialist

- North County Industrial Specialist
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