

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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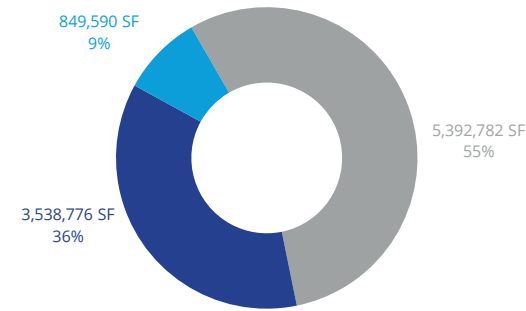
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Market Overview

San Diego County Summary

North County San Diego, Q3 2021

	Q3 2021	Q3 2020	Change
Overall Vacancy (incl. sublease)	4.41%	7.39%	↓
Net Absorption SF	477,983	(114,900)	↑
New Supply SF	59,000	0	↑
Average Asking Rent (NNN)	\$1.08	\$1.02	↑



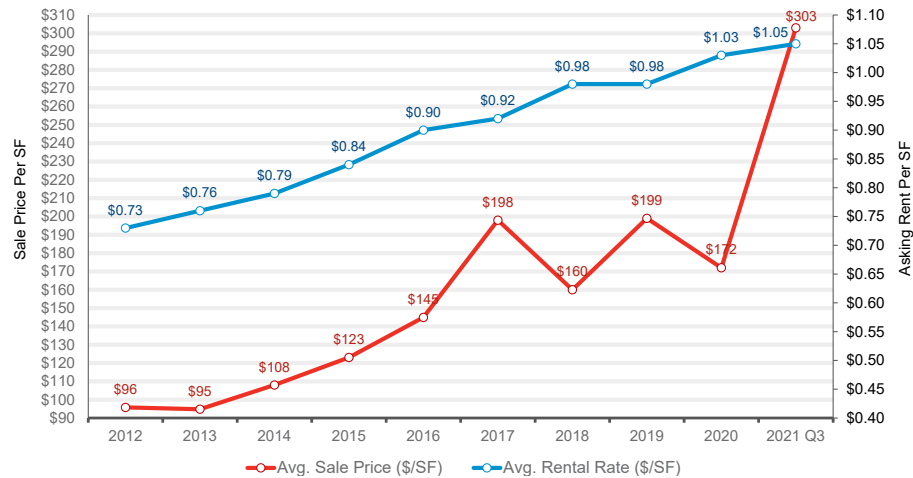
All County Industrial, Q3 2021

- 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	16,031,054	5.70%	0.13%	5.83%	7.36%	244,731	490,625	0	59,000	\$1.27
Escondido	7,411,747	1.88%	0.19%	2.07%	2.25%	12,804	79,900	0	0	\$1.13
Oceanside	9,953,480	2.52%	0.45%	2.97%	3.08%	10,485	103,241	0	0	\$0.94
San Marcos	8,437,924	1.62%	0.70%	2.32%	3.73%	119,205	368,894	0	0	\$0.95
Vista	13,916,641	5.67%	0.64%	6.31%	6.96%	90,758	224,752	0	0	\$1.00
TOTAL	55,750,846	4.00%	0.41%	4.41%	5.26%	477,983	1,267,412	0	59,000	\$1.08

Lease & Sales Rate Trends

North County Industrial & Flex | 20,000 SF +



North County Inventory

Industrial Buildings by Size

2,000 - 10,000 SF	1,227
10,001 - 20,000 SF	730
20,001 - 50,000 SF	554
50,001 - 100,000 SF	160
100,001 + SF	90



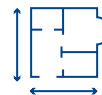
Total Industrial Bldgs

2,833



Vacancy

4.41%



Total Square Footage

55.8M SF



Under Construction

0 SF

North County

Recent Transactions

North County



LEASED

1395 Park Center Dr | Vista

155,069 SF \$0.98/SF NNN



SOLD

5928 Farnsworth Ct | Carlsbad

54,154 SF \$323.15/SF



LEASED

5925 Farnsworth Ct | Carlsbad

15,126 SF \$1.15/SF NNN



SOLD

990 Joshua Way | Vista (part of 5 bldg portfolio)

82,944 SF \$303.09/SF



LEASED

2793 Loker Ave E | Carlsbad

42,268 SF \$0.95/SF NNN



SOLD

2839 Loker Ave E | Carlsbad

21,235 SF \$243.82/SF



LEASED

2215 Auto Park Way | Escondido

13,916 SF \$1.15/SF MG



SOLD

2070 Las Palmas Dr | Carlsbad

32,001 SF \$187.49/SF

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



FOR LEASE

1825 Corporate Centre | Oceanside

54,670 SF \$0.95/SF NNN



FOR SALE

2640 Progress St | Vista

33,804 SF \$8,400,000



FOR LEASE

2611 Business Park Dr | Vista

125,516 SF \$1.20/SF NNN



FOR LEASE

2340 Cousteau Court | Vista

134,299 SF \$1.05/SF NNN



FOR LEASE

1 Viper Way | Vista

202,844 SF \$1.10/SF NNN



FOR SALE

2471 Coral St | Vista

22,822 SF \$6,161,940

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

Industrial Expert

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

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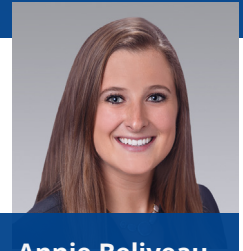


Andy Suski

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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