

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.*

Mike Erwin, SIOR
Dir +1 760 930 7971
Cell +1 760 807 0909
mike.erwin@colliers.com

Tucker Hohenstein, SIOR
Dir +1 760 930 7966
Cell + 1 858 336 4104
tucker.hohenstein@colliers.com

Hank Jenkins
Dir +1 760 930 7904
Cell +1 602 882 0138
hank.jenkins@colliers.com

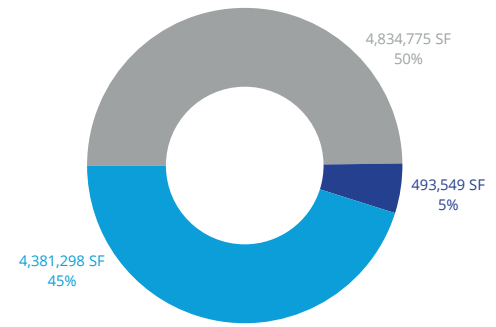
Andy Suski
Dir +1 760 930 7909
Cell +1 415 827 9239
andy.suski@colliers.com

Market Overview

San Diego County Summary

North County San Diego, Q4 2021

	Q4 2021	Q4 2020	Change
Overall Vacancy (incl. sublease)	3.07%	6.40%	↓
Net Absorption SF	710,181	547,546	↑
New Supply SF	0	9,000	↓
Average Asking Rent (NNN)	\$1.11	\$1.04	↑



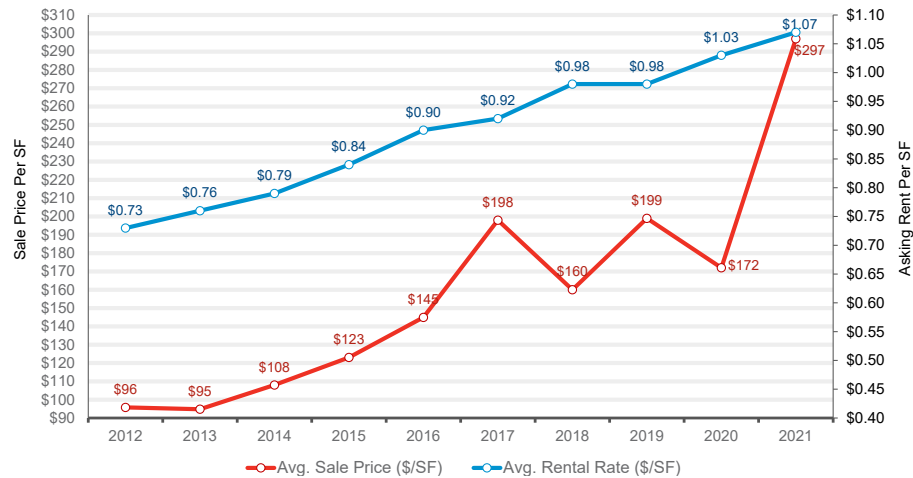
All County Industrial, Q4 2021

- 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	16,030,330	2.82%	0.15%	2.97%	6.09%	500,910	949,740	0	59,000	\$1.31
Escondido	7,412,297	1.66%	0.15%	1.81%	1.92%	8,134	99,626	0	0	\$1.15
Oceanside	9,953,480	1.41%	0.03%	1.44%	2.59%	114,102	255,458	0	0	\$0.97
San Marcos	8,437,924	1.39%	0.29%	1.68%	2.32%	53,641	422,535	0	0	\$0.96
Vista	13,916,641	5.07%	0.81%	5.88%	6.12%	33,394	284,193	0	0	\$1.02
TOTAL	55,750,672	2.76%	0.31%	3.07%	4.35%	710,181	2,011,552	0	59,000	\$1.11

Lease & Sales Rate Trends

North County Industrial & Flex | 20,000 SF +



North County Inventory

Industrial Buildings by Size

2,000 - 10,000 SF	1,055
10,001 - 20,000 SF	577
20,001 - 50,000 SF	432
50,001 - 100,000 SF	121
100,001 + SF	76



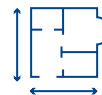
Total Industrial Bldgs

2,330



Vacancy

3.07%



Total Square Footage

55.8M SF



Under Construction

0 SF

North County

Recent Transactions

North County



LEASED

5818 El Camino Real | Carlsbad

77,147 SF \$1.18/SF NNN



SOLD

2525 Birch St | Vista

32,512 SF \$221.46/SF



LEASED

5927 Landau Ct | Carlsbad

24,279 SF \$1.49/SF NNN



SOLD

2620 Commerce Way | Vista

197,104 SF \$298.07/SF



LEASED

2820 Loker Ave E | Carlsbad

63,900 SF \$1.34/SF NNN



SOLD

1801 Diamond St | San Marcos

10,194 SF \$257.01/SF



LEASED

160 Industrial St | San Marcos

17,000 SF \$1.59/SF MG



SOLD

1390 Vantage Ct | Vista

17,751 SF \$456.31/SF

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



FOR LEASE

2261 Cosmos Ct | Carlsbad

27,272 SF \$1.35/SF NNN



FOR SALE

2717 Loker Ave W | Carlsbad

13,912 SF \$4,000,000



FOR LEASE

2811 La Mirada Dr | Vista

41,472 SF \$0.89/SF NNN



FOR LEASE

2081 Faraday Ave | Carlsbad

152,000 Withheld



FOR LEASE OR SALE

753 W Washington Ave | Escondido

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



FOR SALE

2600 Temple Heights Dr | Oceanside

13,248 SF \$3,150,000

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

Dir +1 760 930 7971
Cell +1 760 807 0909
mike.erwin@colliers.com
License No.01242826



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

Dir +1 760 930 7966
Cell +1 858 336 4104
tucker.hohenstein@colliers.com
License No. 00999360



Hank Jenkins

Industrial Expert

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

Dir +1 760 930 7904
Cell +1 602 882 0138
hank.jenkins@colliers.com
License No. 01981328



Andy Suski

Industrial Expert

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

Dir +1 760 930 7914
Cell + 1 415 827 9239
andy.suski@colliers.com
License No. 02104030



Annie Beliveau

Client Services Specialist

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

Dir +1 858 677 5329
Cell + 925 817 9887
annie.beliveau@colliers.com
License No. 02081782

