

# 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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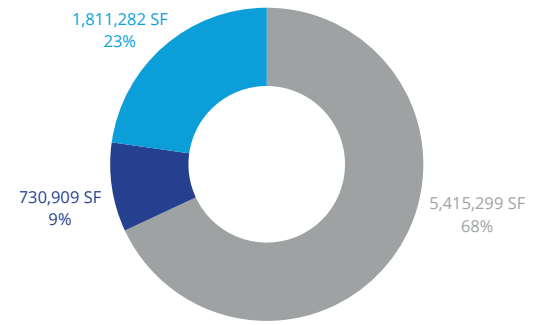
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# Market Overview

## San Diego County Summary

North County San Diego, Q4 2022

	Q4 2022	Q4 2021	Change
Overall Vacancy (incl. sublease)	2.58%	2.99%	↓
Net Absorption SF	(145,678)	724,000	↓
New Supply SF	0	0	↔
Average Asking Rent (NNN)	\$1.37	\$1.11	↑



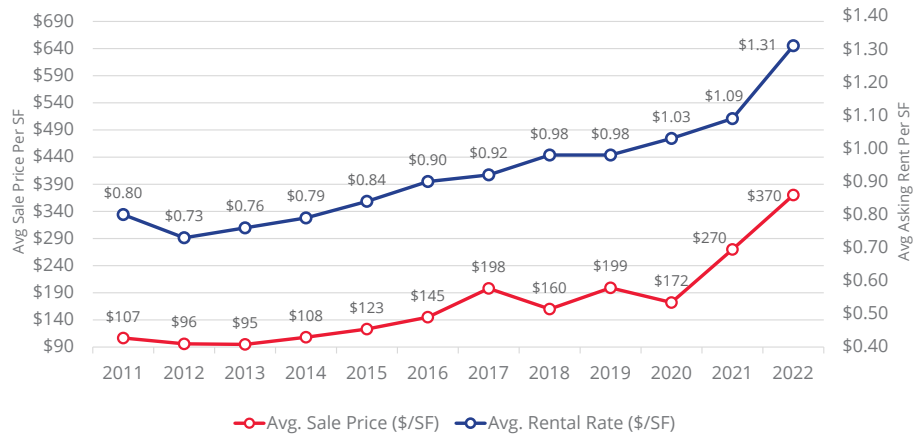
All County Industrial, Q4 2022

- 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	16,063,840	2.80%	1.75%	4.55%	3.89%	(105,864)	(233,158)	0	0	\$1.58
Escondido	7,414,587	1.66%	0.08%	1.74%	2.57%	61,324	5,029	0	0	\$1.26
Oceanside	9,974,314	1.21%	0.21%	1.42%	0.70%	(71,328)	2,248	0	0	\$1.30
San Marcos	8,420,284	1.36%	0.13%	1.49%	0.69%	(67,612)	16,481	0	0	\$1.30
Vista	13,895,435	2.07%	0.19%	2.26%	2.53%	37,802	425,924	0	0	\$1.28
<b>TOTAL</b>	<b>55,768,460</b>	<b>1.97%</b>	<b>0.62%</b>	<b>2.58%</b>	<b>2.32%</b>	<b>(145,678)</b>	<b>216,524</b>	<b>0</b>	<b>0</b>	<b>\$1.37</b>

## Lease & Sales Rate Trends

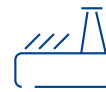
North County Industrial & Flex | 20,000 SF +



## North County Inventory

### Industrial Buildings by Size

2,000 - 10,000 SF	1,054
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

6349 Paseo Del Lago | Carlsbad

19,462 SF \$1.90/SF NNN



SOLD

970 Park Center Dr

76,954 SF \$299/SF



LEASED

2858 Loker Ave E | Carlsbad

85,556 SF \$1.60/SF NNN



SOLD

2425 Auto Park Way | Escondido

88,690 SF \$225/SF



LEASED

649 Benet Rd | Oceanside

39,140 SF \$1.15/SF NNN



SOLD

2160 Meyers Ave | Escondido

13,400 SF \$253



LEASED

2070 Las Palmas Dr | Carlsbad

32,000 SF \$1.80/SF NNN



SOLD

1400 Decision St | Vista

23,054 SF \$355/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 \$1.45/SF NNN



FOR SALE

2260 Oak Ridge Way | Vista

59,379SF \$16,950,000



FOR LEASE

6100 Avenida Encinas | Carlsbad

21,400 SF \$1.85/SF MG



FOR LEASE OR SALE

753 W Washington | Escondido

25,660SF \$1.20/SF NNN | \$242/SF



FOR SALE

1185 Joshua Way | Vista

12,160 SF \$3,769,600

# 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

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- Consistent Top 2 Producer
- CoStar Power Broker
- MBA in Real Estate Finance

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**Hank Jenkins**

### Associate Vice President

- North County Industrial Specialist
- 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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