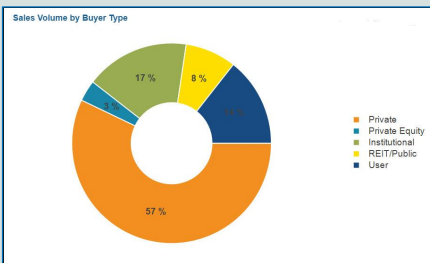
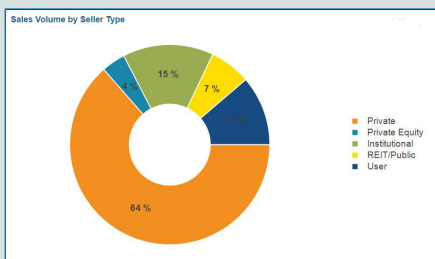


May 2016 Talking Points

REITs and Institutional Buyers still only 25% of total NoCO CRE market, despite doing the larger deals.



Sellers in NoCO are largely privately held companies or individuals.



[\(view larger images click here\)](#)

Small deal May for NoCO

The three counties of Boulder, Larimer and Weld tended towards smaller dollar commercial real estate deals in the month of May. *Out of the 90 lease transactions tracked, 80 of them were smaller than 3,500 SF spaces.* Out of the 130 sales transactions, only 9 sold for above \$1 million. Nevertheless, May featured some interesting deals.

On the leasing front, the office sector was the most prominent. **Broadcom renewed 41,000 SF of space in a flex property in Creekside Business Park in Longmont.** Lockheed Martin also renewed a 20,000 SF space in **Boulder**. Another 20,000 SF space leased in Flatiron Park in **Boulder**, and **Fort Collins** featured a 7,400 SF lease on Mountain Avenue in the downtown sector of that city.

Out of state investors were interested in area retail properties, as always. *The Red Lobster restaurant building in Greeley sold for \$3.6 million to a firm from Oregon.* The "cap" rate return was reported at 6.5%. Another single tenant property sold in **Lafayette**, that being the Christian Brothers Automotive Center. *A Houston investment group bought that for \$2.7 million and at a reported 6.45% cap rate.* Multi-tenant retail featured as well. The **four-tenant strip retail center located in the Front Range Village**, with Lane Bryant and Talbotts located there, **sold for \$1.6 million to a Spokane WA investor.**

On the apartment front, only **a smaller 8-plex deal in Longmont** featured. *That class C property on 17th Ave. sold for \$1.4 million.* Several other larger deals were in the cooking, but were slated for June or later closings.

Owner users are often the buyers of the smaller properties. One example was the **\$1.5 million, \$133 PSF,**

May Talking Points Continued

purchase of the former US Reports building at the airport in Loveland. It sold to a building company from Rawlins WY, for company occupancy.

Portfolio deals across the company always seem to lasso one of our regional properties and *May featured a national 24 building medical building portfolio sale* which included the **Dacono Neighborhood Health Center. It was part of the \$324 million portfolio sale from Catholic Initiatives to Physicians Realty Trust REIT out of Milwaukee WI.**

Charts from Side Panel

