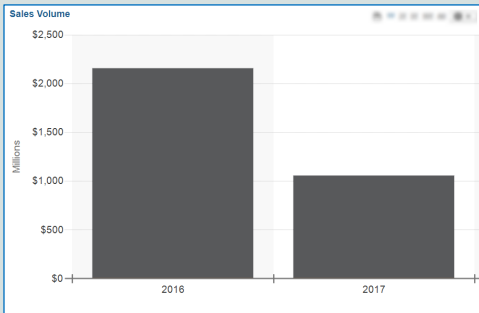
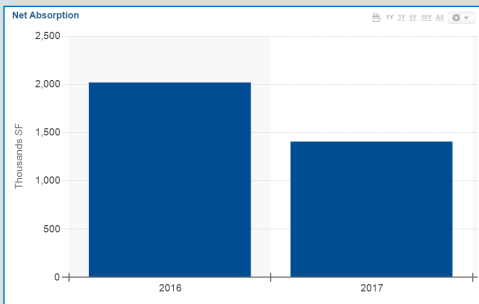


June 2017 Talking Points

2017 Sales at same pace as 2016. **On our way to \$2.5 billion!**



Absorption year to date on its way to a 3 million SF year.



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



Halfway Through Year, and We Are Halfway To Last Year's Pace

All the **construction** we've seen in the tri-county area is **starting to be completed and filled up**. This is best **evidenced by our absorption rate** this year. *Last year, we absorbed 2 million square feet, while we are already at 1.5 million at the half year marker.* So we are on our way to **top last year by 50%**. This is *mostly in the new buildings coming online since existing buildings are largely fully occupied*. Much of this construction has been owner-occupant, versus speculative building.

Meanwhile *sales and leasing activity has largely matched the pace of the year before*. **Leasing activity in June** was led by the flex/industrial category. **Longmont** featured a **19,000 SF** and a **25,000 SF lease** *The Campus at Longmont and 2950 Colorful Ave. respectively*. The **Loveland-Fort Collins** airpark had a **19,000 SF lease** highlight as well.

Sales activity was led by two \$20 million plus deals. The **Brooklyn Row Apartments in Fort Collins** were sold by the original 2007 developer of the property, a local group, to a Santa Barbara trust fund investor **for \$27.8 million**. *This calculates to \$265,000 per door for the 105-unit complex.*

A King Soopers anchored retail center in Longmont, the Fox Creek Village Center, **sold for \$24.8 million**. Seller was a publicly traded REIT, and the Buyer was the Kroenke Group out of Missouri. *108,000 SF in the four buildings, traded for \$230 PSF in this transaction.*

An interesting purchase in Boulder was *by the founder of Upslope Brewing Company*, who **purchased the building occupied by the brewer for \$7 million**. The **\$170 PSF sale**

June Talking Points Continued

was from Goff Capital out of TX, to the Boulder based buyer.

*Smaller regional cities had a few highlights last month. **The North Star Mobile Home Park in LaPorte sold for \$3. million.** The *park features 59 spaces*, and was purchased by a Seattle, WA area buyer. **A flex building in Johnstown sold to a local investor for \$3.5 million.** *That property was occupied by General Electric, and its 25,000 SF traded for \$141 PSF.* Finally, **Loveland featured the \$3.4 million sale of the Wintergreen Village Shops, an 11,200 SF multi-tenant retail center at \$307 PSF.** The Longmont Buyer obtained the property with multiple tenants in place, including Pacific Dental and Domino's Pizza.*

In June, most of the large sales were to investors seeking cash flow yield. The high absorption has been largely from owner-occupants. *We will see what fireworks come in July* for Boulder, Larimer and Weld counties in the commercial real estate world!

June Talking Points Continued

Charts from Side Panel

