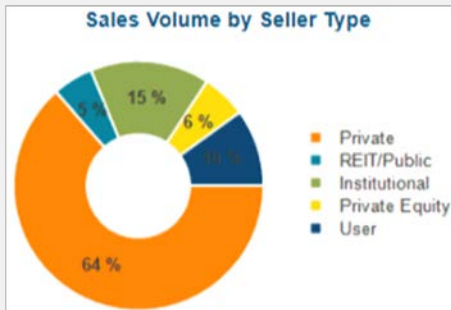
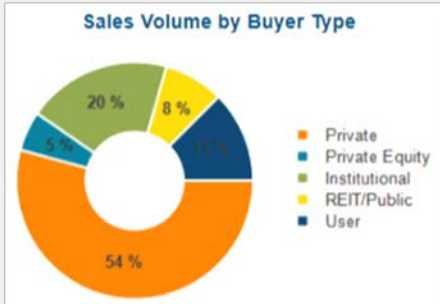


November 2017 Talking Points

Still a private based market, but institutional buyers becoming a larger force.



While over 70% of the Sellers, and 60% of the Buyers in our region are privately based, Institutions and REITs and Equity Funds are increasingly buying into the market faster than they are selling.

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

Contact one of our advisors to see how they can help you with your property

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Making Money in Tri-county CRE

The northern Colorado tri-county region (Larimer, Weld, and Boulder counties), continues to reward property owners with nice gains. November showcased several such transactions. The Arbors at Sweetgrass in **Fort Collins** returned a gain of over **\$15 million** for the Ohio based **Landmark** group as it sold the property for **\$47 million** to a California investment group. The **259 unit apartment complex** sold for **\$181 thousand per unit**. It was acquired by the Seller in 2012 for **\$30 million**.

A quicker holding period and nice gain was shown for the current **VASA Fitness center** in **Greeley**. That was a former **Albertsons grocery**, which was acquired by the Seller for **\$2.4 million** just 18 months ago. It just sold as an investment property to a **Princeton NJ investment fund** for **\$7.3 million**. This deal was at an approximate **7.25% cap rate** yield to the investors.

The **Gallery Flats** developer sold their **66 unit apartment** in downtown **Loveland** for **\$11.1 million** to a local buyer. The reported **6% cap sale on the 66 units**, calculates to **\$169,000 per unit**.

On the industrial end there also was an investment sale in **Longmont**. A multi-tenant boat and RV center on the I-25 frontage road sold to a **Denver** based investor for **\$3.1 million** and a reported **7% cap rate**. The **16500 SF building** sold for **\$188.00 PSF** approximately.

Leasing activity this time was led by two office leases amounting to 116,000 SF, with **Medtronic Industries** as the tenant at both **Coal Creek Business Park** locations in **Louisville**. **Eppress Messenger** took **19,000 SF** of industrial space on Byrd Avenue in the Loveland-Fort Collins Airport business park, **Redstone Aerospace** took down **17,000 SF** of flex space at the Campus at **Longmont**, and **United Rentals** leased **11,400 SF** in **Windsor** off Technology Circle Dr., to round out the top lease deals in the region during November.

Our graphs this month show the increasing trend of institutions and REIT's buying into the market. While they make up almost 30% of the sales volume of purchases, they are only 20% of the sales volume of Sellers. Therefore, they are a net Buyer in our market.