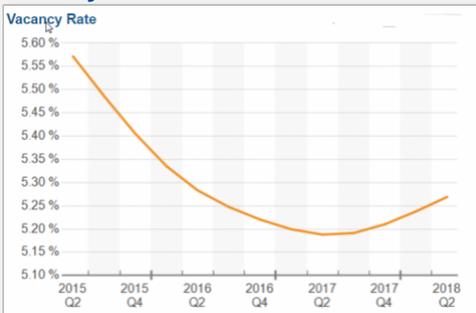
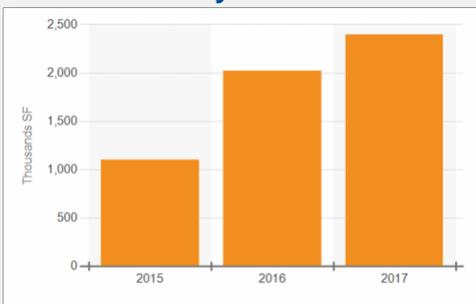


## March 2018 Talking Points

Vacancy rates have stayed between 5% to 5.5% over the last three years



Absorption of space rising steadily over last three years



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

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

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## A New York State of Mind works for Northern Colorado

A **New York** firm purchased the **Lofts on College** in **Boulder's** Hill area in 2015 for **\$12 million**. Just four years later they are pocketing another **\$6 million** profit with their sale to **Walnut Creek CA** buyer **Li Kun Chu**, who purchased the property for **\$18.1 million**, or **\$845 PSF**, at a reported **4.75% cap rate**. As Billy Joel sang in that famous song, "It comes down to reality, and its fine with me...". **Distinctive multi-family properties** continue to attract out of state money to our market, paying record prices.

**Boulder** featured another large sale. This one was a 4 property office/flex portfolio in **Flatirons North** in **Boulder**. The buildings totaled 186,000 SF and sold for **\$217 PSF** to **Seattle, WA** based **Unico**. Seller was **Boston, MA** based **AEW company**.

**Longmont** has always been a strong player in the Industrial/Flex arena, and another **Boston, MA** seller disposed of a **160,000 SF** property for **\$18.8 million**, or about **\$118 PSF**. This time, the Buyer, **ITE**, was **Boulder** based. The public REIT Seller, **STAG**, made a cool \$5 million on the sale after a 4 year holding period.

**Fort Collins' Arbor Plaza**, shadow anchored by a Walmart Express store, sold for a **7.1% capitalization rate** in March, to **The Kroenke Group** who have extensive retail holding in the **Front Range of Colorado**.

**Evans, CO** featured a single tenant office/flex building investment sale for **\$9 million**. The sale was reported **7.93% cap rate**, and calculated to **\$193 PSF**. Energy industry tenant **PDC Group** occupies the entire building. The investor was a single individual from **Cheyenne, WY**, who is likely familiar with the oil and gas industry.

**Loveland's** top deal was a three-property portfolio sale for **\$9 million** to a **Wichita, KS** group. The deal involved a **Value Place hotel** and a **Holiday Inn Express** hotel in the **Crossroads** area. Hospitality has been an active property type in our region's CRE transactions as of late.

On the leasing front, **Keyline, CO** leased **47,500 SF** of industrial space on Boeing Dr., in the **Fort Collins/Loveland** airpark. Sunbelt Rentals leased **27,000 SF** in southern **Weld** in **Brighton** in another industrial deal. **Boulder Organics** leased **1400 SF** in the **Colorado Tech Center** in **Louisville**, adding to the strong natural foods presence in that business park.

For more market trends, vacancy and absorptions reports, and presentations for the Denver, Northern Colorado and National Commercial Real Estate markets, please visit our website at: [www.svnco.com/market-trends/](http://www.svnco.com/market-trends/)

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