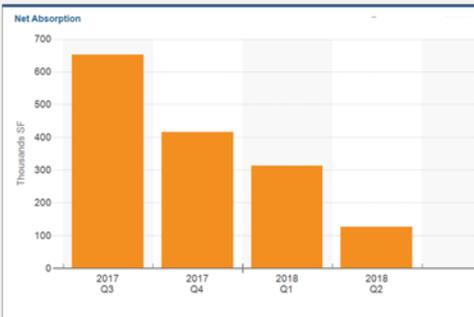


June 2018 Talking Points

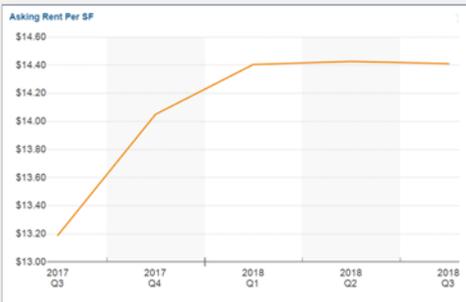
Absorption

"Absorption continues trending down since 2017 surge"



Asking Rate

"As absorption slows, landlords cannot raise rates"



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

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

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Out of State Investors Take on the Two Largest June Transactions in NoCO CRE in June

While there were no monster deals in the tri-county region of **Boulder**, **Larimer**, and **Weld** counties, the start of summer still had some traction. We know the area values fitness and health, and Genesis Clubs out of Wichita KS bought into the market with its **\$7.9 mil.** purchase of the long established **Fort Collins Club** in central **Fort Collins**. The transaction calculated to a **\$143 PSF** purchase.

Our region isn't known for manufacturing, but a **65,000 SF** industrial facility in **Firestone** was purchased by a Boston MA firm for **\$7 mil.**, or **\$107 PSF**. **Sparton**, a printed circuit board manufacturer is the tenant that attracted the investor's interest in the building.

A central **Fort Collins** apartment complex on **Davidson St.** with 48 units, sold for **\$6.25 mil.**, or **\$130,000** per unit, to a local buyer. The 38 year old complex reportedly sold at a **6.05% cap rate** yield to the investment group who purchased it out of **Greeley**.

An investment fund out of San Francisco added to its Colorado holdings with a purchase of two office properties on **Center Green** in **Boulder** to **\$5.75 mil.**, or **\$191 PSF**. The two properties were fully leased at time of sale.

Boulder Scientific Co. bought the building it occupied in **Longmont** for **\$4.4 mil.** The industrial building sold for **\$146 PSF** from the landlord to the tenant. Located on **Specialty Pl.** road, the building is actually in **Weld County**, with a **Longmont** address.

At **\$4.3 mil.**, **The Star Ready Mix** cement plant building in **Evans** sold to a local private investor. The sale calculated to an amount over **\$700 PSF** for the specialty building at this **35 acre site**. Land value contributed to the value obtained in the sale.

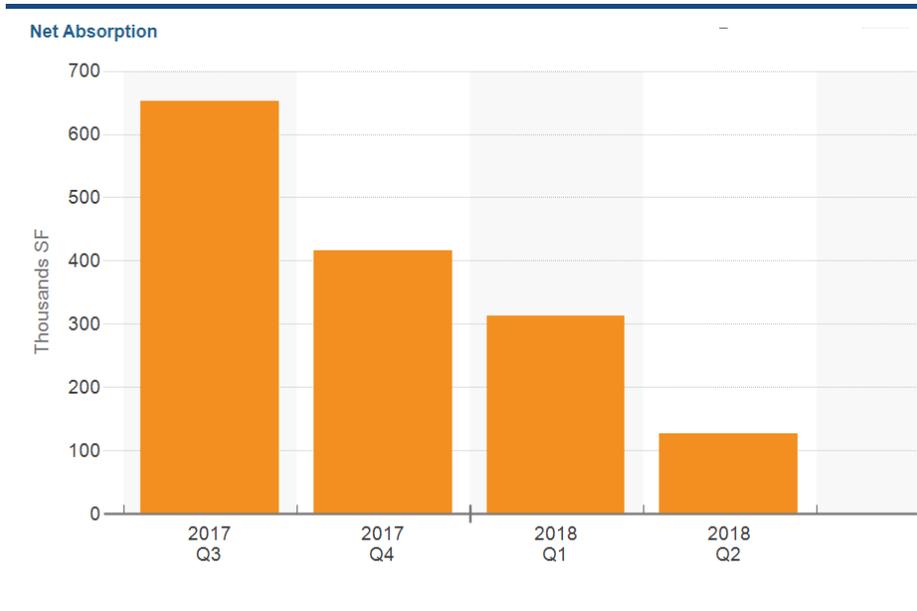
A **\$3.8 mil** three-building multi-tenant retail portfolio on **Sherman St.** in **Longmont** sold to an investor for a **6.3% cap rate**, showing the high demand for income producing properties in the region suitable for investors. A local **Longmont** investor purchased the portfolio from a **Longmont** based seller.

Two **17,000 SF** leases led the light tenant activity in June. Note our charts accompanying this report which highlight this slowing of lease absorption and the concurrent impact on landlord asking rates. One of the larger leases was on **Century St.** in the flex building **Centennial Business Park** in **Louisville**, while the other was an office sublet in the **Flatiron Business Park** on 55th St. in **Boulder**.

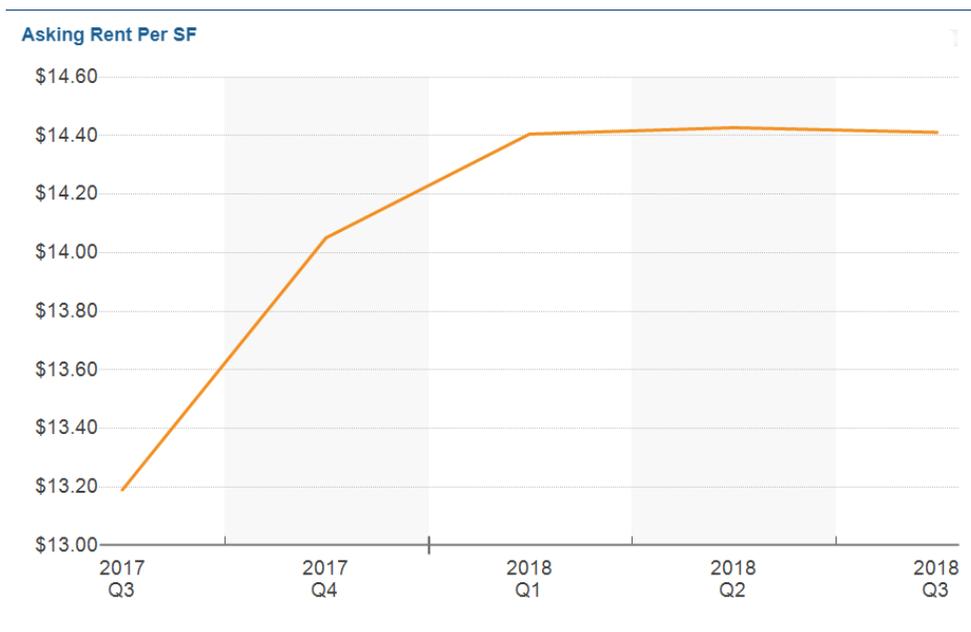
June 2018 Talking Points

Side Panel Charts

Absorption



Asking Rate



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