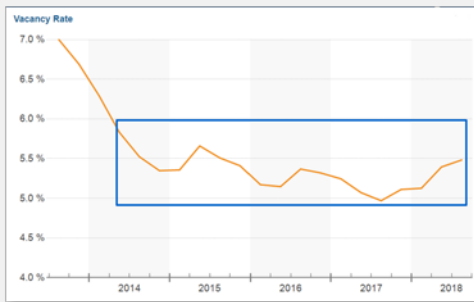


August 2018 Talking Points

Investors Dominate End of Summer Activity in the NoCO Tri-County Region

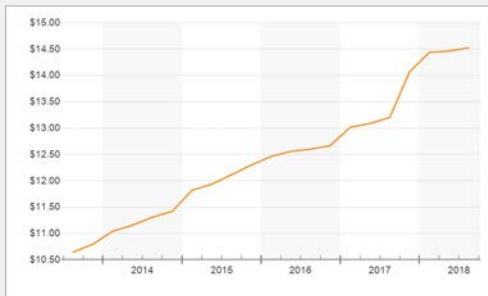
Vacancy Rates

"Vacancy Rates Stabilize Between 5-6% for last 5 years in NoCO"



Average Lease Asking Rates

"Average Lease Asking Rates Rise 35% Over Last 5 Years in NoCO"



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

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

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As summer comes to a close, all property types had a place in area CRE leases in excess of **20,000 SF**. The former **Hobby Lobby** store next to the **Greeley Mall** was backfilled by a **51,000 SF** retail tenant yet to be identified, to rank as the month's largest lease activity. An office property on Walnut and 33rd in **Boulder** found a **32,000 SF** office tenant, and **Boulder** also featured a new **25,000 SF** industrial tenant in the **Twin Lakes Tech Park** in the **Gunbarrel** region. Industrial action also featured in a **22,000 SF** lease in **Brighton/Weld** county, and retailer **Spirit Halloween** leased **20,000 SF** in the Marketplace at Centerra in **Loveland**.

The **Array Biomed R&D/Flex** property at 32nd and Walnut in **Boulder** led the sales activity in our region with a **\$52 million** sale to a firm in **Boston MA**. The property traded at almost **\$350 PSF**, which was higher than other flex buildings in the region demonstrating investor's confidence in the future of the tenant and bio-pharma business in the **Boulder** area. A pro-forma cap rate of **7.6%** was presented in marketing collateral, though no actual final cap rate information is yet known.

Archer Daniels Midland bought the **Rodelle** food flavoring campus on Precision Dr. in **Fort Collins** for approx. **\$13.2 million**. Analysts calculated that the **62,000 SF** campus traded for approx. **\$207 PSF** for the two buildings, while the third land site traded near **\$6.50 PSF** for the E. Harmony location. **ADM** acquired the underlying business and purchased its real estate too.

A 37 year old 26 unit multi-family complex near **Boulder's** downtown area traded for **\$7.6 million**. The property reportedly traded at a **4.38% cap rate**, again showing investors are willing to pay top dollar for well located **Boulder** multi-family properties. **Boulder** also featured the **\$6.5 million** sale of two properties which included a **Concentra** urgent care facility as the main anchor tenant. The **14,000 SF** medical tenant was part of a **39,000 office/retail** tenant mix portfolio which traded at a reported **7.49% cap rate** in the sale to a **Denver** area investment group. Nearby **Boulder**, in **Longmont** at the **Twin Peaks Center**, a **89,000 SF** retail center (in two strip centers) sold for **\$7.2 million** to a **California** investment group. The major tenant at the center is **Hobby Lobby**. Wrapping up the **Boulder** county monthly CRE trading activity, a **32,000 SF** industrial building in the **Gunbarrel** area traded for **\$5.5 million**, or **\$173 PSF**. **Namaste Solar** was one of the building tenants. It traded at twice the price from the last sale less than 3 years ago.

Greeley featured an industrial investment sale too. The reported **7.2% cap trade** of a multi-tenant **42,000 SF** building at **\$5.45 million** or **\$130 PSF** transacted in western **Greeley** on 24th St.. The Seller had only held the property for about one year, and realized a gain of approximately **\$500,000.00**.

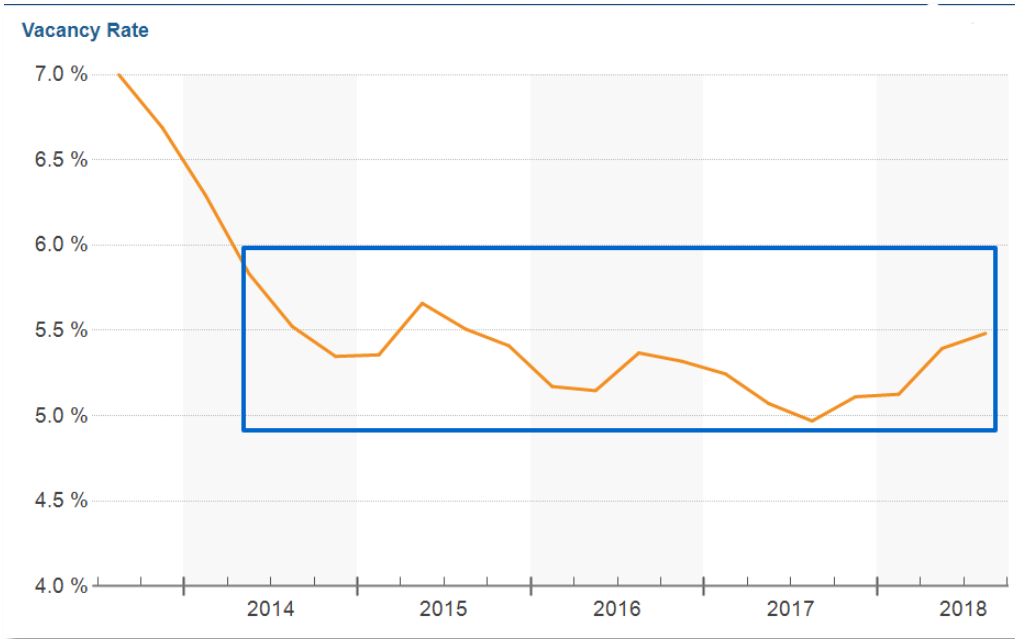
Estes Park got into the regional CRE trade arena, as the **Rodeway Inn Hotel** sold for **\$5 million**, or **\$33,333 per key**. In all, the property has **150 rooms**. A buyer out of the **Denver metro area** bought the 40+ year old property.

Investors were not all on vacation in August. The **Boulder**, **Larimer**, and **Weld** county region has continued to attract buyers from out of the region.

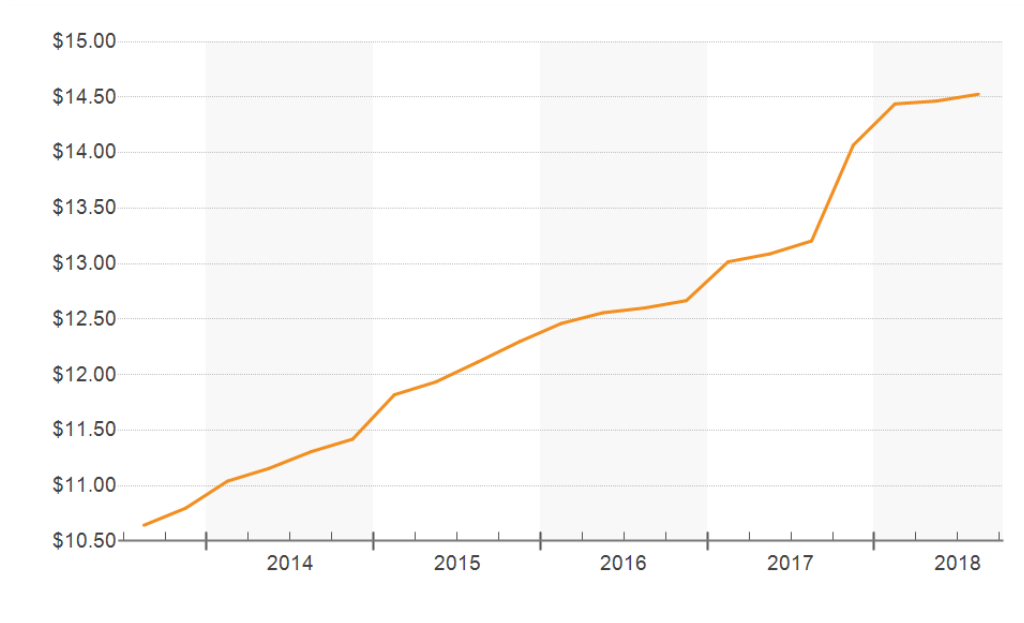
July 2018 Talking Points

Side Panel Charts

Vacancy Rates Stabilize



Avg Lease Asking Rates Rise



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