



Orange County Industrial Market

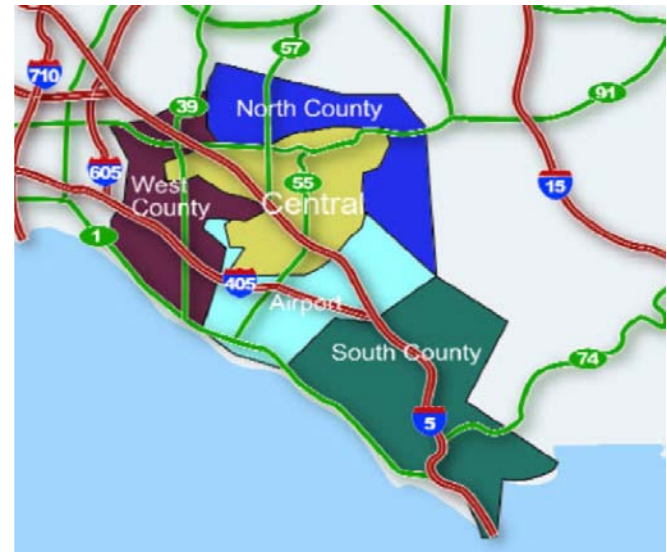
Clyde F. Stauff, SIOR
Executive Vice President
Colliers International

Accelerating success.

MARKET TRENDS – 2010 RECAP



- Vacancy Rate at 5.8%
- Completed Construction of 375,000 Square Feet
- Avg. Asking Lease Rate: 58¢ PSF NNN
- Avg. Asking Sale Price: \$112 PSF
- Net Absorption of Approx. 672,300 Square Feet



Northgate Gonzalez Market
1201 N. Magnolia Ave, Anaheim
375,000 SF Completed in 2010

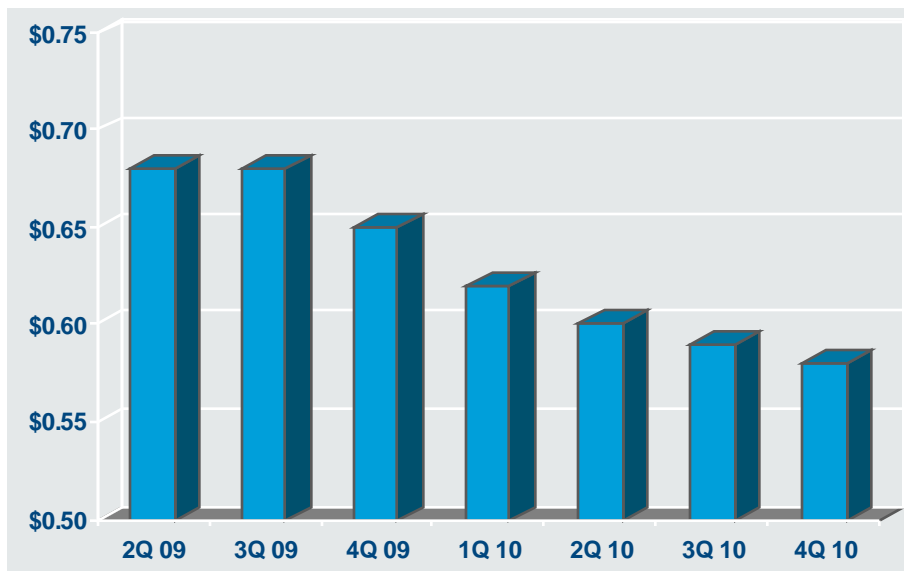
2010 LEASE RATES AND SALE PRICES



WEIGHTED AVERAGE ASKING LEASE RATES

*NNN Basis For Mfg. & Dist. Product

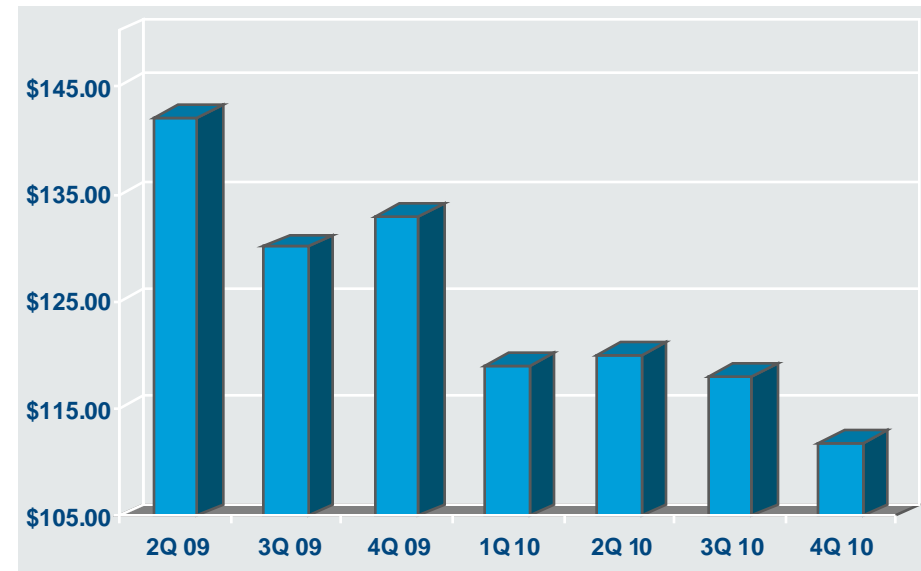
\$0.58 PSF



WEIGHTED AVERAGE ASKING SALE PRICES

*PSF For Mfg. & Dist. Product

\$112 PSF



• Average Lease Rates Decreased 10.77% in 2010.

↓ **10.77%**

• Average Sale Prices Decreased 15.79% in 2010.

↓ **15.79%**

MAJOR TRANSACTIONS - SALE



200 BOYSENBERRY LANE, PLACENTIA

Square Feet: 200,000

Land Area: 11.59 Acres

Sale Price: \$10,308,575

Price Per SF: \$51.54

Trans. Date: 11/11/2010

Buyer: Western Realco

Seller: Knott's Family Company



Comments:

1. Former food processing facility with 36,000 SF of mezzanine processing area.
2. Western Realco will remove approximately 1,725 SF of mezzanine.
3. Property is being remarketed at a sale price of \$92.00 PSF and 48¢ PSF NNN on a lease.

MAJOR TRANSACTIONS - SALE



9 HOLLAND STREET, IRVINE

Square Feet: 185,020

Land Area: 8.04 Acres

Sale Price: \$8,999,372

Price Per SF: \$48.64

Trans. Date: 01/06/2010

Buyer: The Brookhollow Group

Seller: Calsonickansei North America

Comments:

1. On market for one year prior to closing.
2. Brookhollow has remodeled and reconfigured building.
3. Current list price is \$98.98 PSF on a sale and 49¢ PSF NNN on a lease.



MAJOR TRANSACTIONS - SALE



5665 CORPORATE AVE, CYPRESS

Square Feet: 155,495

Land Area: 5.87 Acres

Sale Price: \$10,550,336

Price Per SF: \$67.85

Trans. Date: 12/31/2010

Buyer: LBA Realty

Seller: JVC Americas Corp.

Comments: Former JVC distribution facility with 30,000 SF of office.

1. Property is being remarketed.
2. Projected lease rate of 55¢ PSF NNN.
3. Projected sale price of \$98.00 PSF.



MAJOR TRANSACTIONS - LEASE



3454 E. MIRALOMA AVE, ANAHEIM

Square Feet: 300,000

Land Area: 13.35 Acres

Lease Rate: 39¢ PSF NNN

Lease Term: 66 Months

Trans. Date: 12/16/2010

Lessor: East Miraloma DC LLC

Lessee: Panasonic Corporation

Comments:

1. Former PacSun distribution facility.
2. Panasonic moved from Santa Fe Springs.
3. On market as leased investment. Sale price estimated to be approximately \$100.00 PSF at 6% CAP rate.



MAJOR TRANSACTIONS - LEASE



4633 E. LA PALMA AVE, ANAHEIM

Square Feet: 281,548
Land Area: 11.10 Acres
Lease Rate: 62¢ PSF NNN
Lease Term: 180 Months
Trans. Date: 10/01/2010



Lessor: La Palma Ind. Ctr. Assoc. LLC
Lessee: Straub Distributing Co., LTD

Comments:

1. Former Galleria facility purchased by Sares Regis for \$79.00 PSF in September, 2010.
2. Lease to Straub included T.I.'s for \$15.00 PSF including cooling equipment.
3. For sale as a leased investment at 6% CAP Rate.