

## OFFICE TRENDS FOR 1Q18

Vacancy Rate	↔	10.6%
Net Absorption	↑	724,747 SF
Rental Rates	↑	\$26.43/SF
SF Delivered to Market		880,142 SF
SF Under Construction		4,238,124 SF
Sales Volume (\$)		\$903,168,002
Average Sales Price (\$/SF)		\$223.28/SF

Source: The CoStar Office Report - First Quarter 2018

## RETAIL TRENDS FOR 1Q18

Vacancy Rate	↔	4.5%
Net Absorption	↑	134,393 SF
Rental Rates	↑	\$18.12/SF
SF Delivered to Market		241,746 SF
SF Under Construction		1,935,193 SF
Sales Volume (\$)		\$183,592,750
Average Sales Price (\$/SF)		\$142.54/SF

Source: The CoStar Retail Report - First Quarter 2018

## INDUSTRIAL TRENDS FOR 1Q18

Vacancy Rate	↔	4.8%
Net Absorption	↑	761,706 SF
Rental Rates	↓	\$8.99/SF
SF Delivered to Market		559,887 SF
SF Under Construction		7,515,700 SF
Sales Volume (\$)		\$229,100,481
Average Sales Price (\$/SF)		\$87.91/SF

Source: The CoStar Industrial Report - First Quarter 2018

## THREE LODO OFFICE BUILDINGS SELL FOR \$21M



“Three office buildings at the corner of 15th and Market streets in LoDo have new ownership.

Denver-based Urban Villages, acting as Seed Building LoDo LLC, paid \$21 million for the Rocky Mountain Seed Co. building at 1520 Market St., as well as the adjacent structures at 1500 Market St. and 1321 15th St., according to property records.

Darrin Revious, Ana Sandomire and Kiley Crews of NAI Shames Makovsky represented the buyer.

The seller was Seed Acquisition LLC, which is affiliated with developer Jerry Glick of Denver-based Columbia Group.

The sale involves a mix of the old and the new.

The 44,398-square-foot Rocky Mountain Seed Co. building was constructed in 1920 as a grain and produce warehouse, while the 18,000-square-foot 1500 Market St. structure was completed last year.

The 9,964-square-foot 15th Street building dates to 1964, according to city records.

Inventory and sales tracking startup GoSpotCheck leases all of 1500 Market Street. Tenants in the other buildings include an insurance company and flooring manufacturer, according to Urban Villages.

Urban Villages said in a statement that no immediate changes are planned for the buildings. The company’s portfolio includes the Sugar Cube building downtown and the Vita Flats apartments at 101 N. Grant St.”

(Source: Article from [www.BusinessDen.com](http://www.BusinessDen.com) by Thomas Gounley)

## PROPERTY MANAGEMENT



### Mark Katz

Title Director of Property Management  
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Many of you have read about the City of Denver Green Roof Initiative that was approved in the November 2017 election and may be wondering how that may affect your properties. The initiative requires that existing, as well as newly constructed buildings of more than 25,000 SF, re-do their roofs and must have a portion of the new roof dedicated to vegetation, roof top gardens or solar panels. The idea behind this is that green roofs will help with improving air quality, reduce energy costs, reduce the urban heat index, help with storm water management, help reduce noise pollution, extend the roofs' longevity and increase city beautification.

San Francisco and Toronto currently have green roof requirements while other cities offer incentives for green roofs. The initiative passed for Denver is one of the most stringent in North America. In concept, no one would argue that the idea behind the Green Roof Initiative is not well intended.

Once the initiative passed, questions arose from the real estate industry (builders, roofing companies, managers, developers, ect.) because, as written, the initiative presents many challenges with potential unintended consequences

and does not address some of the unique challenges in this city. Among the concerns are: structural integrity of the existing building, maintenance of these areas and safety concerns for those who perform that work, conflicts with existing property insurance coverages, coordination with Denver Water for additional water demand, coordination with Xcel Energy for additional solar loads, on-going maintenance in light of our Colorado climate, possible impact to historic buildings, special use buildings and city projects as well as potential conflicts with existing fire and building codes. Additionally, there would be significant cost increases to building owners to implement this initiative, both initially and in on-going maintenance costs.

Fortunately, the City of Denver recognized these concerns and formed a task force which included members of the real estate industry, city council members and the initiative's author and other backers with the goal of clarifying the initiative and possibly amending its requirements. The task force is meeting and taking public comments and will be presenting its findings to City Council soon.

Any proposed amendments to the initiative will require a 2/3 majority vote from City Council.

The hope of all parties involved is that the initiative will do more good than harm and help the city toward achieving its targeted sustainability goals. Until the findings of the task force are complete, we are in a wait-and-see mode as to how this initiative will impact your properties.

## BROKERAGE



### Evan Kline

Title Managing Broker  
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Our brokerage group is on the path for another record-setting year. During first quarter of 2018, we were successful in closing over 60 transactions worth a combined value of nearly \$100 million. We have been busy in all property types including office, retail and industrial transactions, as well as investment sale transactions to both users and investors.

Our largest transactions for the quarter include:

- Sale of **1500-1520 Market Street** for **\$21,000,000**. Darrin Revious, Ana Sandomire and Kiley Crews represented the Buyer, Urban Villages, Inc. The Seller was Seed Acquisitions, LLC.

- Sale of **4780 Vasquez Boulevard** for **\$6,800,000**. Paul Kahn represented the Seller, Wabash National Corporation. Paul Kahn also represented the Buyer, IOV Associates, LLC.
- Sale of **1602 & 1652 Raleigh Street, Block 2** at Sloans Lake for **\$6,468,748**. Dorit Fischer and Hayden Hirschfeld represented the Seller, EFG-South Sloan's Lake I, LLC. The Buyer was HM Residences at Sloan's Lake LLC.

Pricing in Denver remains strong and it is fair to label virtually every geographic area and market segment as a "seller's market."

### Join Us in Welcoming...



#### Jim Long, Broker

Area of Focus	OFFICE TENANT REP
Direct	303-565-3019
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# Top Brokerage Producers for First Quarter 2018

Congratulations Paul, Dorit, Hayden, Darrin and Ana!



Paul Kahn



Dorit Fischer



Hayden Hirschfeld



Darrin Revious



Ana Sandomire

## Featured Listings

### Central Lowry Location | Rampart Campus



#### 125 Rampart Way Denver, CO 80230

PROPERTY TYPE	Office
AVAILABLE SF	1,500 - 5,230 SF
LEASE RATE	\$22.00/SF NNN
BROKERS	Bill Maher 303-565-3038 Jim Long 303 565-3019

### I-2 Zoned Building with Fenced Yard



#### 5678 Eudora Street. Commerce City, CO 80022

PROPERTY TYPE	Industrial
AVAILABLE SF	22,000 SF
SALE PRICE	\$3,750,000
BROKER	Paul Kahn 303-565-3015

### Medical Office Suites | Great South Location



#### 8120 S. Holly Street Centennial, CO 80122

PROPERTY TYPE	Office
AVAILABLE SF	1,295 - 2,020 SF
LEASE RATE	\$21.00-\$24.00/SF FSG
BROKERS	Peter Knisely 720-881-7534 Jake Malman 303-565-3042

### Highly Visible Corner | Development Site



#### 6575 Sheridan Boulevard Arvada, CO 80003

PROPERTY TYPE	Land
LAND SF	68,956 SF
SALE PRICE	\$555,000
BROKERS	Sandy Feld 303-565-3024 Jake Malman 303-565-3042

### Ground Floor Retail Space in the Highlands



#### 1735 Central Street Denver, CO 80211

PROPERTY TYPE	Ground Floor Retail
AVAILABLE SF	4,300 SF
LEASE RATE	Negotiable
BROKER	Cory Dulberg 303-565-3039

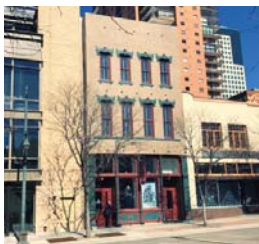
### South Broadway Retail Space | Newly Renovated



#### 3853 S. Broadway Englewood, CO 80113

PROPERTY TYPE	Retail / Office
BUILDING SF	3,970 SF
SALE PRICE	\$875,000
BROKERS	Todd Snyder 303-565-3033 Cory Dulberg 303-565-3039

### Office/Retail Space | Historic LoDo



#### 1331 15th Street Denver, CO 80202

PROPERTY TYPE	Office / Retail
BUILDING SF	2,500 SF
LEASE PRICE	\$30.00/SF NNN
BROKERS	Darrin Revious 303-565-3016 Ana Sandomire 303-565-3029 Kiley Crews 720-881-7542

### Existing School Facility



#### 6100 E. Belleview Avenue Englewood, CO 80111

PROPERTY TYPE	School Facility
BUILDING SF	22,336 SF
SALE PRICE	Contact Broker
BROKERS	Dorit Fischer 303-565-3025 Hayden Hirschfeld 303-565-3048

# SIGNIFICANT COMPLETED BROKERAGE TRANSACTIONS

## LEASES

Type	Tenant	SF	Address	City	Broker(s)
<b>INDUSTRIAL</b>					
Renewal	Hammond's Candies	69,200	5735 & 5755 N. Washington Street	Denver	Evan Makovsky, Byron Johnson
New	Keenan Supply Company / Hajoca Corp	17,717	5303 E. 47th Avenue, Ste A	Denver	Paul Kahn
New	Ursa Major Technologies	10,000	4040 Salazar Way, Unit A & B	Frederick	Trent Rice, Connor Donahue
New	Alpha Insulation & Water Proofing, Inc.	7,083	635 E. 52nd Avenue, Ste 300	Denver	Byron Johnson
New	BBMK Contracting, LLC dba Blue Team Restoration	5,000	16608-16698 E. 2nd Avenue, Ste 16668	Aurora	Byron Johnson
<b>OFFICE</b>					
New	3400 West Hampden, LLC	12,150	3400 W. Hampden Avenue	Englewood	Darrin Revious, Ana Sandomire, Kiley Crews
New	Colorado Occupational Medical Partners, Inc.	11,722	1390 S. Potomac Street, Ste 136	Aurora	Peter Knisely
New	Ciancio Ciancio Brown, P.C.	11,307	1660 Lincoln Street, Ste 2000	Denver	Trent Rice, Connor Donahue
New	Madsen Kneppers & Associates, Inc.	7,492	56 Inverness East, Ste 200	Englewood	Peter Knisely, Jake Malman
New	Mostardi Platt	7,200	702 W. 48th Avenue, Unit A	Denver	Peter Knisely
New	LeverPoint Management, LLC	4,733	633 17th Street, Ste 2300	Denver	Trent Rice, Connor Donahue
New	Shopathome.com	4,689	7100 E. Belleview Avenue, Ste 108	Greenwood Village	Trent Rice, Connor Donahue
Sublease	Tectonic	4,536	7000 E. Belleview Avenue, Ste 220	Greenwood Village	Bill Maher
Extension	Hunnicuttt & Appelman, P.C.	3,546	1660 Lincoln Street, Ste 2045	Denver	Trent Rice, Connor Donahue
New	Walker Early Creatives LLC dba Lucky Leo	3,253	1401 Zuni Street, Ste 101	Denver	Dorit Fischer, Hayden Hirschfeld
Expansion	Bright Stores, Inc.	3,144	1402-1498 Larimer Street, Ste 1430-200	Denver	Darrin Revious, Ana Sandomire, Kiley Crews
New	IMA Evaluations, INC.	2,547	1550 S. Potomac Street, Ste 340	Aurora	Bill Maher
New	Vascular Institute of the Rockies	2,337	1390 S. Potomac Street, Ste 110	Aurora	Sandy Feld, Jake Malman, Peter Knisely
New	VanDuzen Inc.	2,108	1401 Zuni Street, Ste 103	Denver	Dorit Fischer, Hayden Hirschfeld
<b>RETAIL</b>					
New	Axiom-Colorado, LLC	14,500	3263-3269 S. Sante Fe Drive	Englewood	Sandy Feld, Jake Malman
Renewal	Abundant Life Community Church	7,942	6400-6530 Wadsworth Blvd, Ste 6520-130,140	Arvada	Sandy Feld, Jake Malman
Renewal	SlimGenics	7,020	6400-6530 Wadsworth Blvd, Ste 6520-160,170,190	Arvada	Sandy Feld, Jake Malman
New	Pennywise Thrift Shop, LLC	5,700	6400-6530 Wadsworth Blvd, Ste 6520-220	Arvada	Sandy Feld, Jake Malman
New	2201 Oneida, LLC	5,000	2201 Oneida Street	Denver	Todd Snyder
Renewal	Ken's Auto Service, Inc.. a Colorado Corporation	4,900	15293 E. Mississippi Avenue	Aurora	Bill Maher
New	RyHi, LLC	4,077	1500 Wynkoop Street	Denver	Dorit Fischer, Hayden Hirschfeld
New	Sprint Spectrum L.P.	2,697	1601 Wewatta Street	Denver	Dax Gitcho
New	Starbucks Corporation	2,327	5202 Federal Blvd., Ste A	Denver	Dorit Fischer, Hayden Hirschfeld
New	Sprint Spectrum L.P.	2,310	9697 Prominent Point	Colorado Springs	Dax Gitcho
New	AREEM Real Estate Holdings, LLC	2,050	5005 S. Kipling Parkway, Ste A2	Littleton	Dax Gitcho

## SALES/PURCHASES

Buyer	Seller	Sale Price	SF	Address	City	Broker(s)
<b>INDUSTRIAL</b>						
IOV Associates, LLC	Wabash National Corporation	\$6,800,000	50,542	4780 Vasquez Boulevard	Denver	Paul Kahn
S.A. Sanchez Investments, LLC	4940 Jackson, LLC	\$3,850,000	28,692	6701 E. Stapleton Drive N	Denver	Paul Kahn, Darrin Revious, Ana Sandomire
River North Investment Co., LLC	Rickey Labriola	\$1,000,000	2,388	4500 Broadway	Denver	Dorit Fischer, Hayden Hirschfeld
<b>OFFICE</b>						
Urban Villages	Seed Acquisitions, LLC	\$21,000,000	16,000	1500-1520 Market Street	Denver	Darrin Revious, Ana Sandomire, Kiley Crews
Columbia Group Limited, LLC	Inner City Health	\$5,300,000	19,046	3840 & 3850 York Street	Denver	Dorit Fischer, Hayden Hirschfeld
Argus Fox Street Partners, LLC	4001 Fox Street, LLC	\$2,686,500	9,000	4001-4015 Fox Street	Denver	Pete Wycoff, Dorit Fischer, Hayden Hirschfeld
1526 Blake Street, LLC	American Costume Lofts, LLC	\$2,400,000	6,250	1526 Blake Street	Denver	Darrin Revious, Ana Sandomire, Kiley Crews
<b>RETAIL</b>						
GM Center, LLC	Sago Family Partnership, Ltd., LLLP	\$840,000	7,528	9140-9170 Washington Street	Thornton	Todd Silverman, Paul Cattin
<b>LAND</b>						
Hines Interests Limited Partnership	EFG-South Sloans Lake I, LLC	\$6,468,748	91,476	1602 & 1652 Raleigh Street	Denver	Dorit Fischer, Hayden Hirschfeld
JRL Monroe, LLC	Brophy & Associates, Ltd	\$3,900,000	469,577	5400 Monroe Street	Commerce City	Paul Kahn
Meritage Homes of Colorado, Inc.	Tollgate Properties, LLC	\$3,150,000	1,611,720	Alameda Pkwy & Airport Blvd.	Aurora	Trent Rice, Paul Kahn
Clyfford Still Museum Foundation	AFS Bannock, LLC	\$3,000,000	11,250	1247-1253 Bannock Street	Denver	Evan Makovsky
River North Investment Co., LLC	Housing Authority City & County of Denver	\$2,235,750	31,798	2205 Washington Street	Denver	Dorit Fischer, Hayden Hirschfeld
Tremont Place Townhomes, LLC	Housing Authority City & County of Denver	\$1,579,500	17,550	365 22nd Street	Denver	Dorit Fischer, Hayden Hirschfeld