

An aerial photograph of a city, likely Portland, Oregon, with a dense urban landscape of various buildings and streets. In the background, a large, snow-capped mountain (Mount Hood) rises above a range of lower hills. The entire image is overlaid with a semi-transparent blue filter.

AUGUST BROKER AWARDS MEETING

September 20, 2023

MONTHLY STATISTICS

LEASING

OF TRANSACTIONS

TOTAL \$ VALUE

August 2021

38

\$14,668,007

August 2022

24

\$8,511,198

August 2023

20

\$5,588,254

SALES

OF TRANSACTIONS

TOTAL \$ VALUE

August 2021

3

\$8,112,634

August 2022

3

\$4,470,000

August 2023

1

\$3,600,000

YTD STATISTICS

LEASING

OF TRANSACTIONS

TOTAL \$ VALUE

August 2021

204

\$49,475,818

August 2022

150

\$42,138,118

August 2023

179

\$42,037,490

SALES

OF TRANSACTIONS

TOTAL \$ VALUE

August 2021

33

\$108,232,508

August 2022

29

\$90,018,602

August 2023

21

\$33,722,177

The background image is a blue-tinted aerial photograph of a city, likely Portland, Oregon. In the foreground, a dense urban landscape is visible with numerous buildings of varying heights. In the background, a large, prominent mountain with a snow-capped peak (Mount Hood) rises above a range of lower, forested hills. The overall scene is captured in a monochromatic blue color scheme.

TOP LEASES

3RD TOP LEASE

One & Two Technology Buildings
7431 – 7451 NW Evergreen St
Hillsboro, OR

Lessor: **WPC Tech LLC**

Lessee: **ASML US, Inc.**

Lease Value: **\$847,372.04**

Lease Rate: **\$1.35 + NNN**

Leased Area: **62,952 SF**

Lease Term: **36 Months**

TI's & Concessions: **6 months free**



SCOTT
FINNEY



NICK
CHESSAR



2ND TOP LEASE

Wilsonville Business Center
27929 SW 95th Ave, Suites 700, 701, 800, 901
Wilsonville, OR

Lessor: **The McLellan Company**

Lessee: **Pack Edge Development, Inc.**

Lease Value: **\$921,378**

Lease Rate: **\$0.78 PSF + 4% annual increases**

Leased Area: **18,054 SF**

Lease Term: **60 months**

TI's & Concessions: **2 months free**



SCOTT
FINNEY



NICK
CHESSAR



TOP LEASE

Clackamas Business Center
8925 SE Jannsen Road
Clackamas, OR

Lessor: **The McLellan Company**

Lessee: **Portland Cider Company LLC**

Lease Value: **\$1,163,814**

Lease Rate: **\$0.90 PSF, NNN**

Leased Area: **20,000 SF**

Lease Term: **62 Months**

TI's & Concessions: **First 6 months
at half rent, some HVAC
maintenance/replacement**



NICK
CHESSAR



SCOTT
FINNEY



The image is a full-page background featuring a blue-tinted aerial photograph of a city. In the foreground, a dense urban landscape is visible with numerous buildings of varying heights. In the background, a large, prominent mountain with a snow-capped peak rises above the city. The text "TOP SALE" is overlaid in the center in a large, white, sans-serif font.

TOP SALE

TOP SALE

17090 NE San Rafael Drive
Gresham, OR

Seller: **Evergreen Transportation**

Buyer: **Zenneth IOS**

Sale Price: **\$3,600,000**

Price per SF: **\$166.92**

Size: **6,300 SF**

Cap Rate: **N/A**

Financing: **JP Morgan**



GABE
SCHNITZER



GREG
NESTING



The image is a full-page background featuring a blue-tinted aerial view of a city, likely Portland, Oregon. In the foreground, a dense urban landscape is visible with numerous skyscrapers and buildings. In the background, a large, snow-capped mountain (Mount Hood) rises prominently against a clear sky. The text "TOP DOGS" is overlaid in the center of the image in a large, white, sans-serif font.

TOP DOGS

LEASING BROKER OF THE MONTH



SCOTT FINNEY

SALES BROKER OF THE MONTH



GABE SCHNITZER

PRESIDENT'S AWARD



NICK CHESSAR

TOP 5 PRODUCERS

1



LUIS MARTIN DEL CAMPO

QUALIFIED!

2



GREG NESTING

QUALIFIED!

3



SCOTT FINNEY

4



GABE SCHNITZER

5



TIM BUDELMAN

A blue-tinted photograph of a city skyline, likely Portland, Oregon, with a large mountain (Mount Hood) in the background. The word "ANNOUNCEMENTS" is overlaid in large, white, sans-serif capital letters.

ANNOUNCEMENTS

September 27th

Brokers Meet by Industry Group

October 4th

Dollar Days

October 11th

Broker Awards Meeting for September 2023

Market Reports by Tim Pfeiffer & Scott Finney

October 18th

All Broker Meeting

October 25th

Guest Speaker/Continuing Education

November 1st

Brokers Meet by Industry Group

UPCOMING LOCAL EVENTS



Power Breakfast: Sadie Lincoln, Co-Founder/CEO of barre3

Wednesday, September 20th @ 8:00 – 9:30 AM

Sentinel Hotel, Governors Ballroom – 614 SW 11th Ave



Workforce Readiness Forum

Thursday, September 21st @ 7:30 – 9:00 AM

Embassy Suites Tigard – 9000 SW Washington Square Road



Rock the Tee Golf Scramble

Friday, September 22nd @ 10:00 AM – 7:30 PM

Pumpkin Ridge Golf Course – 12930 Old Pumpkin Ridge Rd, Hillsboro



EPOP Last Tuesday

Tuesday, September 26th @ 5:00 – 7:00 PM

Carioca Bowls – 827 NE Alberta St



Builders Breakfast: Urban vs. Suburban

Thursday, September 28th @ 8:00 AM

Holiday Inn Portland Airport – 8439 NE Columbia Blvd

UPCOMING LOCAL EVENTS

Norris & Stevens

INVESTMENT REAL ESTATE SERVICES

Norris & Stevens Golf Tournament

Thursday, September 28th @ 11:30 AM – 6:00 PM

Heron Lakes Golf Club – 3500 N Victory Blvd, Portland



Oregon/SW Washington
CCIM Chapter

Navigating the Landscape of the Property Insurance Market

Wednesday, October 4th @ 12:00 – 1:15 PM

Celebrate Catering Event Space – 15555 SW Bangy Road, Lake Oswego



Annual Chapter Business Meeting

Thursday, October 5th @ 12:00 – 1:30 PM

Virtual



Product and Services Expo

Thursday, October 5th @ 3:30 – 6:00 PM

US Bankcorp Tower – 111 SW 5th Ave, 3rd Floor

CABO WABO

SUMMER SWEEPSTAKES 2023

Contest to run June 1, 2023 through **Sept. 30, 2023 @ 5:00 pm**

COMMERCIAL MANAGEMENT PROPOSAL < 75,000 SQ. FT	5
COMMERCIAL MANAGEMENT PROPOSAL > 75,000 SQ.FT.	10
COMMERCIAL MANAGEMENT AGREEMENT < 75,000 SQ.FT.	10
COMMERCIAL MANAGEMENT AGREEMENT > 75,000 SQ.FT.	20
COMMERCIAL LISTING PROPOSAL - LEASE	5
COMMERCIAL LISTING PROPOSAL - SALE	10
COMMERCIAL LISTING AGREEMENT - LEASE	10
COMMERCIAL LISTING AGREEMENT - SALE	20
MULTI-FAMILY MANAGEMENT PROPOSAL - 49 OR LESS UNITS	5
MULTI-FAMILY MANAGEMENT PROPOSAL - 50+ UNITS	10
MULTI-FAMILY MANAGEMENT AGREEMENT - 49 OR LESS UNITS	10
MULTI-FAMILY MANAGEMENT AGREEMENT - 50+ UNITS	20
MULTI-FAMILY LISTING PROPOSAL - SALE - 49 OR LESS UNITS	10
MULTI-FAMILY LISTING PROPOSAL - SALE - 50+ UNITS	20
MULTI-FAMILY LISTING AGREEMENT - SALE - 49 OR LESS UNITS	10
MULTI-FAMILY LISTING AGREEMENT - SALE - 50+ UNITS	20
CLOSED ESCROW (OPENED AFTER 6/1/23, CLOSED BEFORE 9/30/23)	25
CLOSED TENANT REP OR BUYER REP AGREEMENT	20

GRAND PRIZE

Agent with the most total points wins an all expense paid trip to Los Cabos, Mexico (\$5K Max).

Ties will be decided by management.

**SCORE SHEETS DUE FROM EVERYONE
MONDAY, OCTOBER 2nd at NOON**

**ALL AGENTS ARE REQUIRED TO SUBMIT AN ENTRY DETAILING
THEIR ACTIVITIES OVER THE FOUR (4) MONTH CONTEST PERIOD**

EXECUTIVE CORNER



The background of the slide is a blue-tinted aerial photograph. In the foreground, a dense urban landscape is visible, featuring numerous skyscrapers and smaller buildings. In the background, a large, prominent mountain with a sharp peak rises above the city, surrounded by smaller hills and valleys. The overall scene is captured in a monochromatic blue color scheme.

INDUSTRIAL MARKET OVERVIEW

BY NICK CHESSAR

VACANCY RATES

Vacancy Rate Total Market:

2022: 3.62%

2023: 3.83% ↑

Vacancy Rate Submarkets:

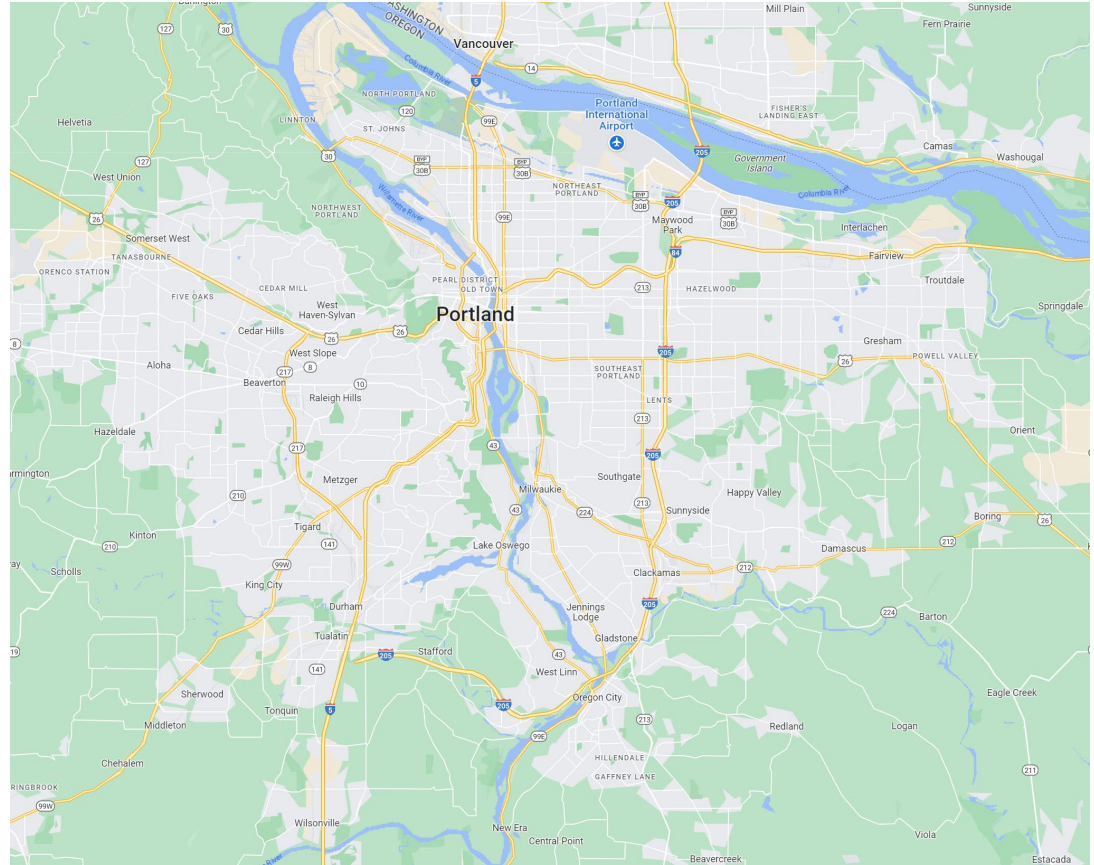
Beaverton: 5.3%

Tigard: 1.2%

Tualatin: 3.1%

Sherwood: 0.9%

Wilsonville: 1.6%



RENTAL RATES

Shell: ± \$.85 ↑

Office: ± \$1.10 ↑



LEASE COMPS

6555 SW 110th Court | Beaverton, OR 97008



LEASE

SF Leased: **30,134 SF**
Sign Date: **Mar 2023**
Space Use: **Industrial**
Lease Type: **Direct**
Floor: **1st Floor**

RENTS

Asking Rent: **\$0.85**

CONCESSIONS AND BUILDOUT

Buildout Status: **Full Build-Out**
Space Condition: **Excellent**

LEASE TERM

Start Date: **Apr 2023**

PROPERTY EXPENSES

Taxes: **\$1.60/SF (2021)**

TIME ON MARKET

Date On Market: **Nov 2022**
Date Off Market: **Mar 2023**
Months on Market: **4 Months**

TIME VACANT

Date Vacated: **Nov 2022**
Date Occupied: **Apr 2023**
Months Vacant: **5 Months**

PROPERTY

Property Type: **Industrial**
Status: **Built 1975**
Tenancy: **Multi**
Class: **C**
Construction: **Reinforced Concrete**
Parking: **12 Surface Spaces a...**

Rentable Area: **30,134 SF**
Stories: **1**
Floor Size: **30,134 SF**
Ceiling Height: **23'**
Vacancy at Lease: **100%**
Land Acres: **1.96**

Shell: **\$0.85** | Office: **\$1.00** | Tenant: **EZ SUS**

LEASE COMPS

10500 SW Manhasset Drive | Tualatin, OR

NEW INDUSTRIAL CONSTRUCTION IN TUALATIN

10500 SW Manhasset Drive, Tualatin, OR 97062



LEASE

SF Leased:	44,647 SF
Sign Date:	Dec 2022
Space Use:	Industrial
Lease Type:	Direct
Floor:	1st Floor

CONCESSIONS AND BUILDOUT

Buildout Status:	Shell Space
Space Condition:	Excellent

PROPERTY EXPENSES

Taxes:	\$1.53/SF (2021)
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LEASE TERM

Start Date:	Nov 2023
Expiration Date:	Nov 2033
Lease Term:	10 Years

TIME ON MARKET

Date On Market:	Jun 2021
Date Off Market:	Mar 2023
Months on Market:	18 Months

TIME VACANT

Date Vacated:	Dec 2024
Date Occupied:	Nov 2023

PROPERTY

Property Type:	Industrial	Rentable Area:	44,647 SF
Status:	-	Stories:	1
Tenancy:	-	Floor Size:	44,647 SF
Class:	B	Ceiling Height:	26'
Parking:	53 free Surface Spa...	Land Acres:	5.01

Shell: **\$0.85** | Office: **\$1.20** | Tenant: **Straightaway Cocktails**

LEASE COMPS

9462-9494 SW Tualatin Sherwood Rd - Phase I - Bldg B | Tualatin, OR



TENANT

Tenant Name:	Franz The Gluten Free Baking Company
Industry:	Retailer

LEASE

SF Leased:	35,175 SF
Sign Date:	Nov 2022
Space Use:	Industrial
Lease Type:	Direct
Floor:	1st Floor
Suite:	1

PROPERTY EXPENSES

Taxes:	\$1.98/SF (2021)
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LEASE TERM

Start Date:	Dec 2022
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TIME VACANT

Date Occupied:	Nov 2022
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PROPERTY

Property Type:	Industrial	Rentable Area:	46,239 SF
Status:	Built 1990	Stories:	1
Tenancy:	Multi	Floor Size:	46,239 SF
Class:	C	Ceiling Height:	22'
Construction:	Reinforced Concrete	Vacancy at Lease:	0.0%
Parking:	45 free Surface Spa...	Land Acres:	2.16

Tenant: **Franz Bakery**

SALE COMPS



20917 SW 105th Ave Tualatin, OR

Date Sold:	7/18/2023
Days on Market:	321
Sale Price:	\$5,200,000
Building Size:	25,443 SF
Price PSF:	\$204.38
Land Size:	1.89 Acres
Year Built:	1968



19225 SW 125th Ct Tualatin, OR

Date Sold:	8/7/2023
Days on Market:	483
Sale Price:	\$5,990,000
Building Size:	27,470 SF
Price PSF:	\$218.06
Land Size:	3 Acres
Year Built:	1992

SALE COMPS



10515 SW Allen Blvd Beaverton, OR

Date Sold:	10/19/2022
Days on Market:	N/A
Sale Price:	\$18,718,051
Building Size:	69,429 SF
Price PSF:	\$269.60
Land Size:	11.13 Acres
Year Built:	1974



6900 SW Sandburg St Tigard, OR

Date Sold:	1/18/2023
Sale Price:	\$3,200,000
Building Size:	15,000 SF
Price PSF:	\$213.33
Land Size:	1 Acres
Year Built:	1974

NEW CONSTRUCTION



GRAHAM'S FERRY INDUSTRIAL CENTER

25190 SW GRAHAM'S FERRY ROAD, SHERWOOD, OREGON

148,279 Leasable Sq Ft. | For Lease



BUILDING HIGHLIGHTS

- Building Size: 148,279 SF
- Office Size: ± 4,076 SF
- Clean: 36'
- Sprinkler: ESFR
- Power: 600 Amps of 480 volt 3 phase with the capacity for up to 2,000 Amps
- Slabs: 7"
- Loading: 24 Docks and 2 Grades
- Trailer Stalls: 15
- Auto Stalls: 78
- Access: 1.4 miles to I-5

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CBRE

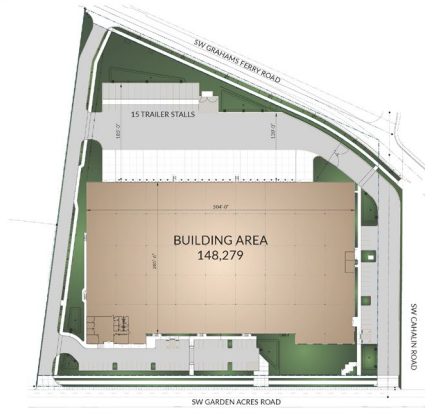


GRAHAM'S FERRY INDUSTRIAL CENTER

25190 SW GRAHAM'S FERRY ROAD, SHERWOOD, OREGON

148,279 Leasable Sq Ft. | For Lease

SITE PLAN



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CBRE

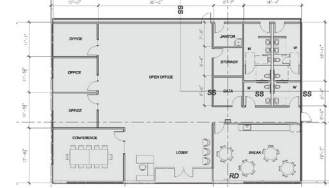


GRAHAM'S FERRY INDUSTRIAL CENTER

25190 SW GRAHAM'S FERRY ROAD, SHERWOOD, OREGON

148,279 Leasable Sq Ft. | For Lease

OFFICE PLAN



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CBRE

Shell: **\$0.90** | Office: **\$1.35**

NEW CONSTRUCTION

Lease:

\$0.90/\$1.30/SF

Sale:

\$215/SF

*Price changes if cold
Shell or office buildout*



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Meadowlark Industrial Center

For Sale or Lease > Cornelius, OR 97113

- 155,500 SF stand-alone facility
- Brand new development
- Divisible for purposes of leasing or for a purchasing owner-user to lease out excess space
- Easy to fence/secure
- Modern features and functionality; see inside for details
- Located in Enterprise Zone and Opportunity Zone
- Q1 2024 delivery (LIVE VIDEO)

Accelerating success.

Meadowlark Industrial Center

Property Details

- 32' clear height
- ESFR sprinklers
- 105 parking stalls; 0.675 : 1,000 parking ratio
- 30 dock doors
- 2 oversized grade doors (14' x 16')
- 130' truck court
- 2000 amp of 480V, three-phase power
- Q1 2024 delivery



Building Renderings



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NEW CONSTRUCTION



4 SITE DIAM

COLLIERS INTERNATIONAL
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Meadowlark Industrial Center

Urban Growth Boundary



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NEW CONSTRUCTION – 9 MONTHS

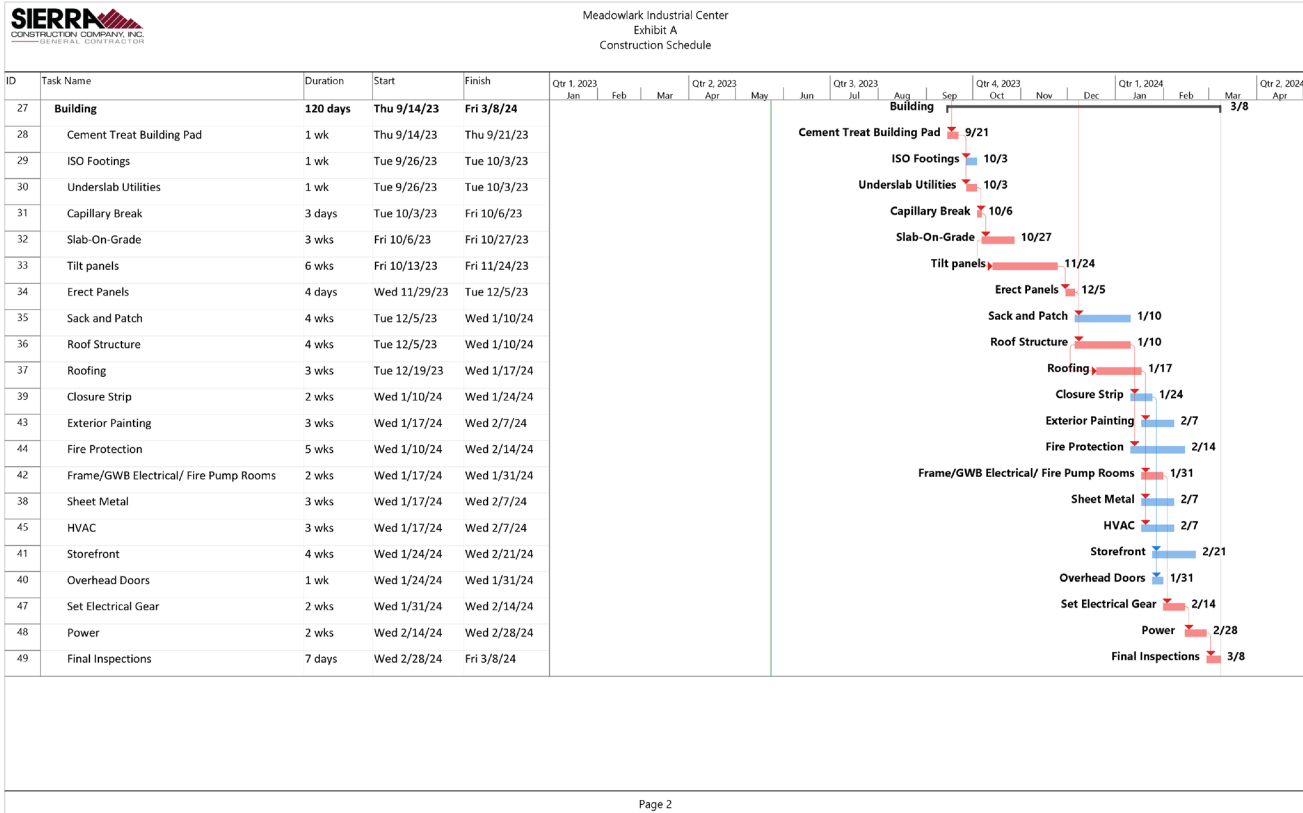


Meadowlark Industrial Center
Exhibit A
Construction Schedule

ID	Task Name	Duration	Start	Finish	Qtr 1, 2023	Qtr 2, 2023	Qtr 3, 2023	Qtr 4, 2023	Qtr 1, 2024	Qtr 2, 2024
1	Construction	186.5 days	Mon 6/12/23	Fri 3/8/24						
2	Mass Grading/ Site Improvements	164.5 days	Mon 6/12/23	Wed 2/7/24						
3	Mobilization	2 days	Mon 6/12/23	Tue 6/13/23						
4	Erosion Control	3 days	Tue 6/13/23	Thu 6/15/23						
5	Clear & Grub/ Stockpile Strippings	1 wk	Fri 6/16/23	Thu 6/22/23						
6	Cut/ Fill Site	10 days	Fri 6/23/23	Fri 7/7/23						
7	Export Native Cut	1 wk	Fri 6/30/23	Fri 7/7/23						
8	Place Preload	1 wk	Mon 7/10/23	Fri 7/14/23						
9	Preload Settlement Period	6.5 wks	Mon 7/17/23	Wed 8/30/23						
10	Remove Preload/ Grade Building Pad	2 wks	Wed 8/30/23	Thu 9/14/23						
11	Cement Treat Site	5 days	Tue 9/19/23	Tue 9/26/23						
12	Cement Treat Building Pad	3 days	Thu 9/14/23	Tue 9/19/23						
13	Site Utilities	9 wks	Fri 9/29/23	Fri 12/1/23						
14	Concrete Aprons	6 days	Tue 12/5/23	Wed 12/13/23						
15	CIP Curbs/Sidewalks	2 wks	Tue 12/5/23	Tue 12/19/23						
16	Pavement Subgrade	1 wk	Tue 12/19/23	Wed 1/3/24						
17	Asphalt Pavement	3 days	Wed 1/3/24	Mon 1/8/24						
18	Landscaping	6 wks	Tue 12/19/23	Wed 2/7/24						
19	Offsite Improvements	38 days	Fri 10/13/23	Wed 12/6/23						
20	Demo Offsite Improvement Area	2 days	Fri 10/13/23	Tue 10/17/23						
21	Utility Connections	5 days	Tue 10/17/23	Tue 10/24/23						
22	CIP Curb/ Gutter	2 days	Tue 10/24/23	Thu 10/26/23						
23	Asphalt Pavement	1 day	Tue 10/31/23	Wed 11/1/23						
24	Sidewalk/Apron Grading	5 days	Wed 11/1/23	Wed 11/8/23						
25	Pour Sidewalk/ Aprons	5 days	Wed 11/8/23	Wed 11/15/23						
26	Landscaping	2 wks	Wed 11/22/23	Wed 12/6/23						

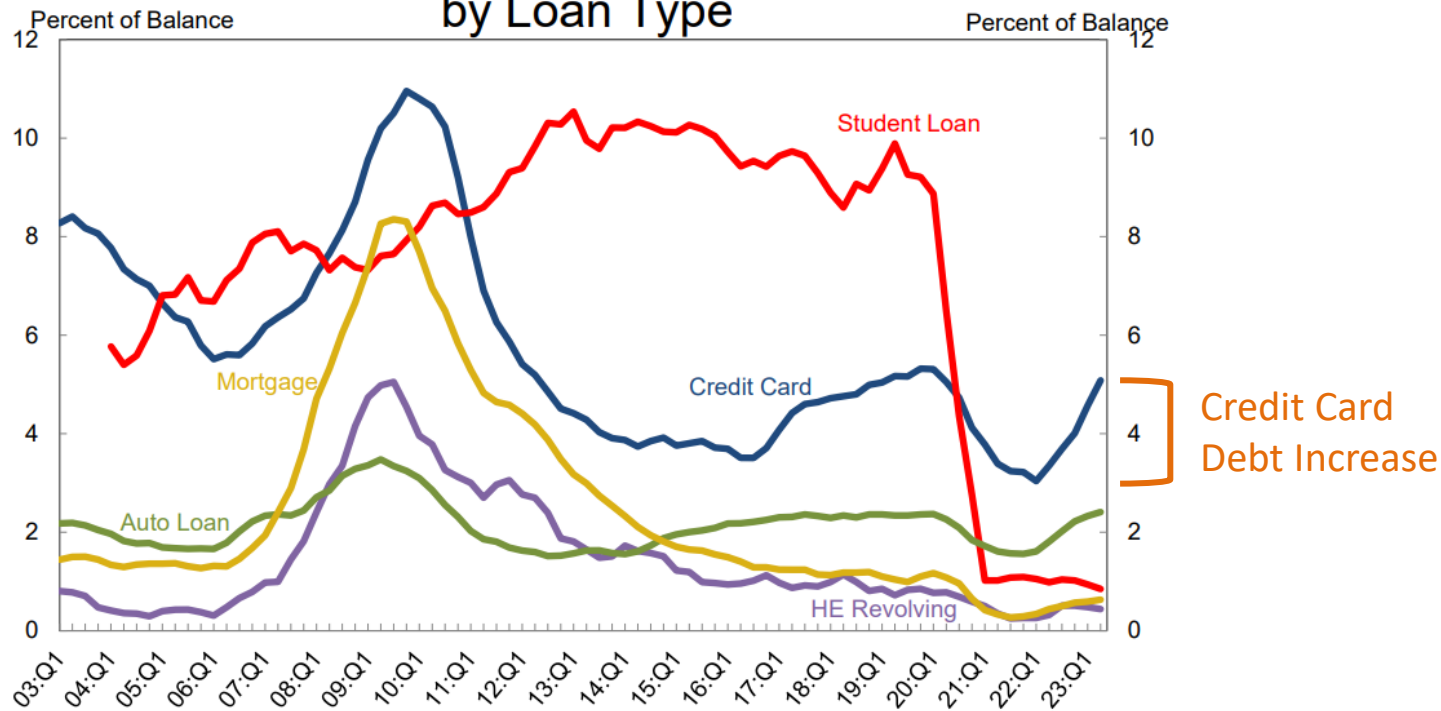
- Quick construction of actual building
- Other items: Preload, landscaping, site-ready requirements take longer

NEW CONSTRUCTION



DEBT ANALYSIS

Transition into Serious Delinquency (90+) by Loan Type



Source: New York Fed Consumer Credit Panel/Equifax

Note: 4 Quarter Moving Sum
Student loan data are not reported prior to 2004 due to uneven reporting

VERTICAL CONSTRUCTION

South Korea project “Wonchang Logistics”

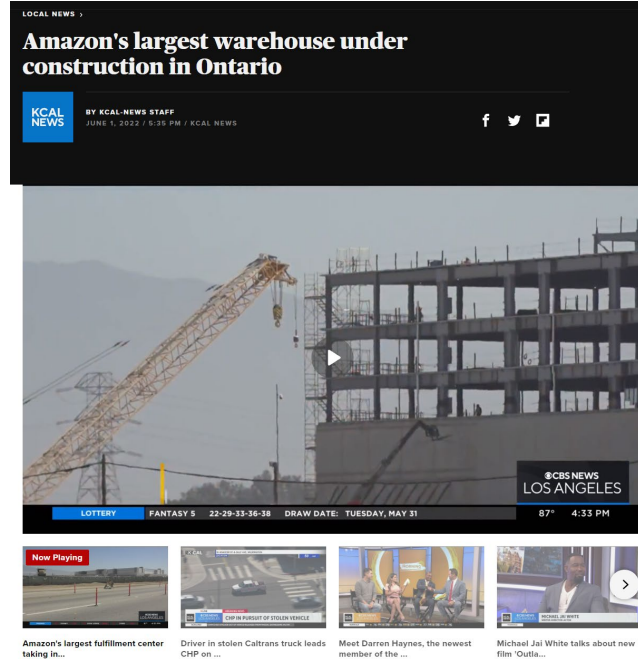
- Purchased by Brookfield Properties out of New York
- 4.6 Million SF six-story warehouse



Wonchang Logistics Center (Devin Barnwell)

VERTICAL CONSTRUCTION

Los Angeles project
Owner: Prologis



Amazon said it's newest and largest fulfillment center, which is taking shape in Ontario, will bring in thousands of jobs to the region, but not everyone thinks the area needs another giant warehouse.

The new five story center is directly across from its existing warehouse and once completed will total 4 million square feet, making it the company's biggest warehouse in the world.

Amazon said by the time the warehouse is complete in 2024, it will offer 1,500 new jobs, with the company adding that it's created more than 40,000 jobs in the region.

Not everyone is happy about another warehouse in the area, though.