



PIPER RANCH

1210 & 1320 AIR WING ROAD | SAN DIEGO, CA

CORE PLUS | CLASS A | 333,576 SF
INDUSTRIAL INVESTMENT OPPORTUNITY



CBRE

CAPITAL MARKETS | INSTITUTIONAL PROPERTIES

THE OPPORTUNITY

CBRE Capital Markets, as exclusive advisor, is pleased to offer the unique opportunity to acquire Three Piper Ranch (The "Property") consisting of a two-building industrial park totaling 333,576 square feet. Built-in 2007 on 19.3 acres, the Class A distribution warehouse buildings are located in the highly desirable master-planned Piper Ranch Business Park in San Diego, CA.

Three Piper Ranch is a rare core plus industrial opportunity in San Diego County and will be delivered 100% leased through July 2020. Upon CamelBak vacating approximately 37% of the Property in July 2020, the Property will provide investors with an incredible opportunity to backfill the space in an extremely tight and rising market. The Property is located in the Otay Mesa submarket – just north of the USA/Mexico commercial border with excellent access to SR-125, SR-905, I-805, and I-5.


Three Piper Ranch is offered for sale without an asking price and no debt to assume.



INSTITUTIONALLY OWNED & MANAGED

FINANCIAL HIGHLIGHTS

Currently leased at
100%
and rolling to
63%
as of August 2020

**SUBSTANTIAL
UPSIDE**
NOI projected to increase drastically with
in-place rents **30%** below market 

STAGGERED
ROLLOVER
THROUGH
2027

98%
average occupancy since 2015

4.5 YEARS
W.A.L.T

Estimated Replacement Cost:
\$57.5M (\$172/SF)

PROPERTY SUMMARY

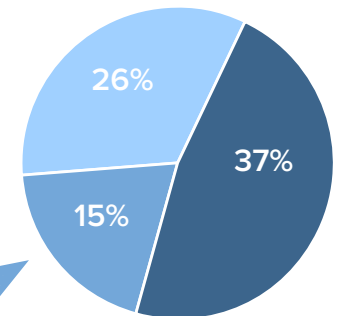
	BUILDING 1 - 1210 AIR WING ROAD	BUILDING 2 - 1320 AIR WING ROAD	TOTAL/AVERAGE
Total Building Size	178,436 SF	155,140 SF	333,576 SF
% Leased:	100% (currently) 30% (as of Aug 2020)	100%	100% (currently) 63% (as of Aug 2020)
Land Area	10.02 Acres	9.31 Acres	19.33 Acres
Office SF (% Improved)	9,259 SF (5.2%)	9,419 SF (6.1%)	18,678 SF (5.6%)
Dbl Wide Doors (10' x 18') - DH	2	2	4
Single Docks (8'6" x 10') - DH	29	27	56
Ramp Doors (12' x 12') - GL	2	2	4
Dock Levelers (25,000 lb.)	20	20	40
Parking	222 Stalls (1.25:1,000 SF)	184 Stalls (1.19:1,000 SF)	406 Stalls (1.22:1,000 SF)
Trailer Stalls	9 (expandable to 38)	24 (expandable to 34)	33 (expandable to 72)



INSTITUTIONAL QUALITY ATTRIBUTES

- > Class A industrial buildings with units ranging from 50,000 to 125,000 SF
- > Excellent circulation and truck loading with 180' all concrete truck courts
- > 2007 construction w/ ESFR sprinklers
- > Above market loading and parking
- > Fenced and secured yards
- > Superior access and location
- > Great freeway exposure to SR-125
- > Site divisibility / buildings are situated on two parcels with potential to sell individually in the future
- > Ideal location for "Maquiladora" companies
- > **32' Clear Height | Only 15% of Product in South County has clear heights of ≥30'**

South County San Diego Industrial Base Clear Heights Breakdown



- 30'+
- 24-29'
- 23' and under

TENANT SUMMARY

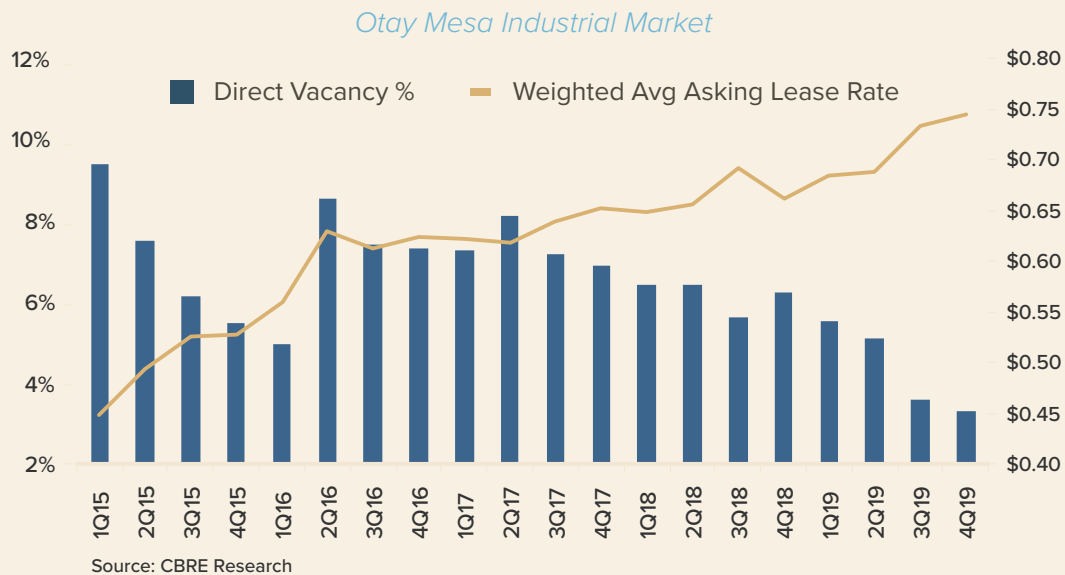
	Tenant	Suite	Size (RSF)	% of Property
1210 Air Wing Rd	CamelBak Products	A	124,032	37%
	Whalen	B	54,404	16%
1320 Air Wing Rd	Chipman Corp	A	99,417	30%
	Advanced Electromagnetics	B	52,900	16%

*analysis assumes CamelBak vacates at lease expiration



OUTSTANDING MARKET FUNDAMENTALS AND MOMENTUM

Otay Mesa is one of the most dynamic and sought-after industrial submarkets in San Diego County, and currently maintains a 3.3% vacancy rate. With over 771 thousand square feet of positive net absorption and 2.3 million square feet of overall leasing activity, Otay Mesa led the County in 2019.





OTAY MESA MARKET HIGHLIGHTS

Asking rents have experienced an astonishing

66% 

increase over the last 5 years

Historically
LOW



Vacancy Rate

Demand for large blocks of space has outpaced supply; resulting in increased

YOY RENT GROWTH

There are only 3 projects with existing blocks of vacancy over 50K in South County

2.1 MSF OF NET ABSORPTION
over the last 5 years

There is minimal vacancy within the immediate competitive set of distribution product in South County

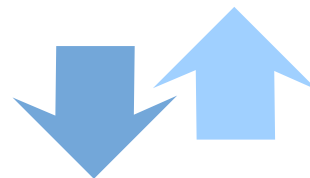
Less than 2-mile from the Otay Mesa Point of Entry



will sell below replacement cost



THE PROPERTY IS LOCATED WITHIN A FOREIGN-TRADE ZONE





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