

# INDUSTRIAL REAL ESTATE SERVICES

METZGER, ETNER, THOMSON & MCALLISTER

Cushman & Wakefield of Florida, Inc.

SOUTH FLORIDA MARKET



# ABOUT OUR TEAM

## TEAM OVERVIEW

Our Team specializes in industrial real estate from Broward County north through St. Lucie County. Our unparalleled expertise within these markets provides our clients with the necessary market intelligence in order to optimize their real estate decision making process. Our service offerings include site selection, asset disposition, tenant/buyer representation, build-to-suit project coordination and institutional project leasing.

In the last year, our team has represented over 13.8 million square feet of industrial transactions valued at over \$79.7 million dollars.

Collectively, our team has worked together for over 30 years in the industrial real estate industry. We command a wealth of knowledge in real estate values as well as transaction management and we apply this knowledge to devise strategies that result in a competitive advantage for your particular needs. This proprietary intelligence is imperative to producing optimal results on your behalf.

Our integrated team works better, faster, and more efficiently to deliver end-to-end real estate solutions for your business.



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C&W Tenure: 30 years



**RICK ETNER, SIOR**  
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C&W Tenure: 25 years



**CHRISTOPHER THOMSON**  
Director  
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C&W Tenure: 14 years



**MATTHEW MCALLISTER**  
Associate Director  
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C&W Tenure: 1 Year

## PROVEN RESULTS / CLIENT TESTIMONIALS

### WHAT CLIENTS SAY MATTERS MOST...

“When I need to know what the status of the industrial real estate market in South Florida is, I turn to Christopher and his Team: they are the authority in this market as far as I am concerned. They are courteous, professional, knowledgeable and thorough. Follow through is definitely a strength of theirs and I enjoy working with them.” ~Business Development Board of Palm Beach County

“Christopher and his team at Cushman and Wakefield have been a pleasure to work with. He knows his market and is well connected with the brokerage, tenant and owner community.” KTR Capital Partners

“...the recent expansion of our Broward operations at the Seneca Industrial Park was complex in nature, and involved the extension of our base lease as well. Rick Etner and his team handled our requirement in a professional and expeditious manner, was knowledgeable of not only the market economics but also the strategies required to navigate the complexities of our expansion, those issues critical to RCCL, through the lease negotiations. The final outcome was exactly where we needed to be.” Royal Caribbean Cruise, LTD



TA Associates Realty



GEMAIRE

DCT INDUSTRIAL



The Rockefeller Group



PROLOGIS™

## MARKET OVERVIEW

### BROWARD COUNTY

The unemployment rate in Broward County reached a five-year low of 5.7%, well below the national unemployment rate of 7.6%. Total nonfarm employment in Broward increased by over 14,400 jobs year over year, with trade, transportation, and utilities being the largest contributor, followed by leisure and hospitality. According to Economy.com, nonfarm jobs are expected to grow by 1.79% this year, with another 1.88% gain in 2014, however, it may be 2015 or 2016 before nonfarm employment exceeds the peak of 789,730 reached in 2007. Healthy employment gains will translate directly into increasing demand for the industrial market, driving rents and occupancy gains over the next two to three years.

As the year progresses, we expect the projected employment gains in the region will translate into deals in the Broward County market. With tenant activity picking up for most size ranges, absorption should remain positive as overall vacancy trends downward. Companies are still looking to secure favorable economic packages while possible. Renewal activity should remain steady as tenants look to stay in the area and explore expansion options. The general lack of significant new availabilities entering the fold positions this market well for continued, yet tempered, success.

### PALM BEACH COUNTY

The unemployment rate in Palm Beach reached a five-year low of 7.0%, still below the national unemployment rate of 7.6%. Total non-farm employment in Palm Beach increased by over 6,800 jobs year over year, with trade, transportation, and utilities being the largest contributor, followed by education and health services, as well as professional and business services. According to Economy.com, nonfarm jobs are expected to grow by 1.87% this year, with another 2.21% gain in 2014. However, it may be 2015 or 2016 before nonfarm employment exceeds the peak of 563,270 reached in 2007. Healthy employment gains will translate directly into increasing demand for the industrial market, driving rents and occupancy gains over the next two to three years.

The path to market strength is paved with continued job growth, staunch contraction and improved confidence. However, Palm Beach County's educated workforce, and advantageous geography will help to sustain growth and drive investment in the long term.

## PARTIAL LIST OF CURRENT PROPERTIES



#### POMPANO DISTRIBUTION CTR.

3901 NE 12th Avenue  
Pompano Beach, Florida  
±101,113 sf for Lease



#### TURNPIKE BUSINESS PARK

6900 Belvedere Road  
West Palm Beach, Florida  
up to ±600,000 sf for Lease



#### BRIDGE POINT - PORT 95

2650 SW 36th Street  
Dania Beach, Florida  
±230,000 sf for Lease



#### I-95 DISTRIBUTION CENTER

7540 Byron Drive  
Riviera Beach, Florida  
±105,000 sf for Lease



#### PROLOGIS - SAWGRASS I

4020 - 4050 NW 126th Avenue  
Coral Springs, Florida  
31,208 - 46,902 sf for Lease



#### DELRAY DISTRIBUTION CENTER

420 South Congress Avenue  
Delray Beach, Florida  
±106,022 sf for Lease



#### PROLOGIS - POMPANO PARK

2900 - 3200 NW 27th Avenue  
Pompano Beach, Florida  
2900 Bldg - ±40,846 sf for Lease  
3000 Bldg - ±54,185 sf for Lease  
3200 Bldg - ±13,339 sf for Lease

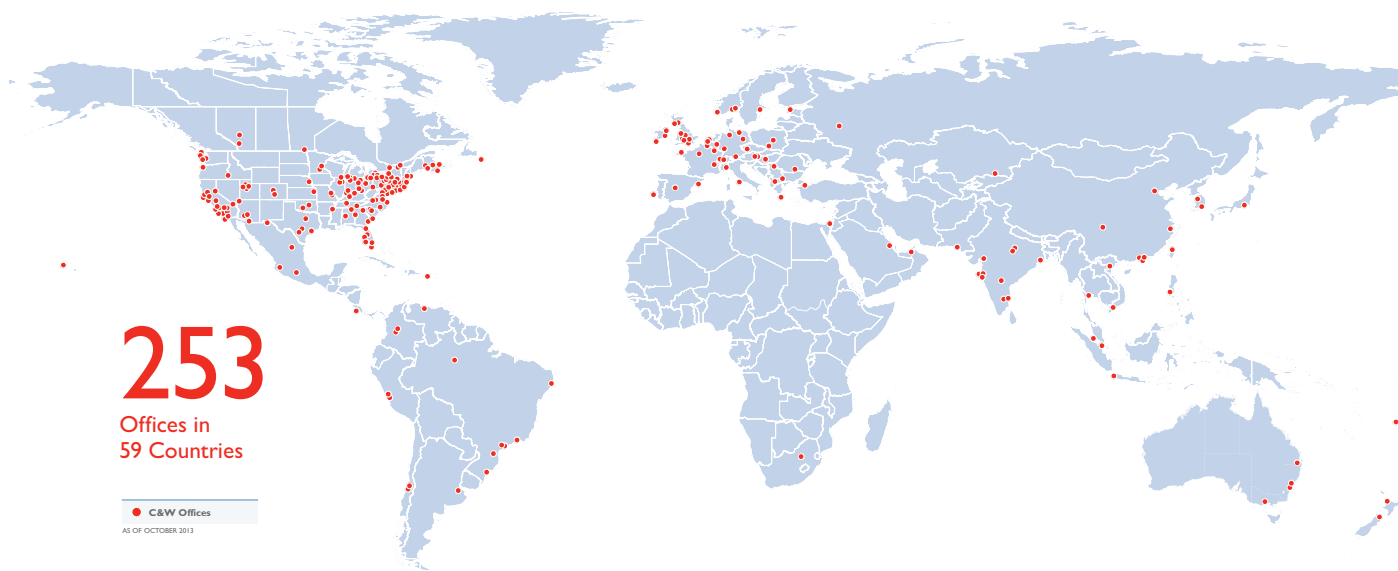


#### SOUTHERN MILLS BUS. PARK

3715 SW 30th Avenue  
Hollywood, Florida  
26,600 sf for Lease

For a full list of our properties, please visit: <http://www.cushmanwakefield.com/flyers/2013 Available Listings.pdf>

# ABOUT CUSHMAN & WAKEFIELD



**253**

Offices in  
59 Countries

● C&W Offices  
AS OF OCTOBER 2013

## AMERICAS UNITED STATES

**Alabama**  
Birmingham

**Arizona**  
Phoenix  
Tempe  
Tucson

**California**  
Bakersfield  
Carlsbad  
Diamond Bar  
Fresno  
Inland Empire  
L.A. - Downtown  
L.A. - South (Torrance)  
L.A. - South (Long Beach)  
L.A. - West  
Marin/Sonoma  
Oakland  
Orange County  
Sacramento  
San Diego - Downtown  
San Diego - La Jolla UTC  
San Francisco  
Silicon Valley  
Walnut Creek

**Colorado**  
Colorado Springs  
Denver

**Connecticut**  
Hartford  
Stamford

**Delaware**  
Wilmington

**District of Columbia**  
Washington, D.C.

**Florida**  
Ft. Lauderdale  
Ft. Myers  
Jacksonville  
Miami  
Orlando  
Palm Beach Gardens  
Tampa

**Georgia**  
Atlanta  
Savannah

**Hawaii**  
Honolulu

**Idaho**  
Boise

**Illinois**  
Chicago  
Chicago - Suburban

**Indiana**  
Bloomington  
Indianapolis

**Kentucky**  
Louisville

**Maine**  
Portland

**Maryland**  
Baltimore  
Bethesda

**Massachusetts**  
Boston

**Michigan**  
Detroit  
Grand Rapids  
Holland  
Kalamazoo  
Lansing  
Muskegon

**Minnesota**  
Minneapolis - Suburban

**Missouri**  
Kansas City  
St. Louis  
St. Peters

**Nebraska**  
Omaha

**Nevada**  
Las Vegas  
Reno

**New Hampshire**  
Manchester

**New Jersey**  
East Rutherford  
Edison  
Morristown

**New York**  
Binghamton  
Buffalo  
Corning

**Hudson Valley**  
Islandia  
Ithaca  
Melville  
New York City - Downtown  
**New York City - WHQ**  
Rochester  
Syracuse  
Utica  
Watertown  
Westchester County

**North Carolina**  
Charlotte (2)  
Raleigh

**Ohio**  
Cincinnati  
Cleveland  
Columbus (2)  
Toledo

**Oklahoma**  
Oklahoma City  
Tulsa

**Oregon**  
Portland

**Pennsylvania**  
Harrisburg  
Philadelphia  
Pittsburgh

**Puerto Rico**  
San Juan

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Providence

**South Carolina**  
Charleston  
Greenville  
Knoxville  
Memphis  
Nashville

**Texas**  
Austin  
Dallas  
Houston  
San Antonio

**Utah**  
Ogden  
Park City  
Provo  
Salt Lake City  
St. George

**Virginia**  
Fredericksburg  
Lynchburg  
Newport News  
Norfolk/Virginia Beach  
Richmond  
Roanoke  
Tysons Corner  
Williamsburg

**Washington**  
Bellevue  
Seattle

**Wisconsin**  
Milwaukee

**Tennessee**  
Chattanooga  
Knoxville

**Canada**

**Alberta**  
Calgary  
Edmonton

**British Columbia**  
Vancouver  
Victoria

**Manitoba**  
Winnipeg

**New Brunswick**  
Fredericton  
Moncton

**Saint John**  
Newfoundland  
St. John's

**Nova Scotia**  
Halifax

**Ontario**  
Kitchener-Waterloo  
London  
Newmarket  
Ottawa  
Toronto - Central  
Toronto - North/East  
Toronto - West

**Prince Edward Island**  
Charlottetown

**Quebec**  
Montreal - Central  
Montreal - Suburban

**Latin America**

**Argentina**  
Buenos Aires

**Brazil**  
Curitiba  
Manaus  
Porto Alegre  
Recife  
Rio de Janeiro  
São Paulo - Barueri

**Chile**  
Santiago (2)  
Colombia  
Bogota (2)

**Costa Rica**  
San Jose

**Mexico**  
Ciudad Juarez  
Guadalajara  
Mexico City  
Monterrey

**Peru**  
Lima (2)

**Venezuela**  
Caracas

**EMEA  
EUROPE**

**Austria**  
Vienna

**Belgium**  
Brussels  
Sofia

**Bulgaria**  
Sofia

**Channel Islands**  
Jersey

**Czech Republic**  
Prague

**Denmark**  
Copenhagen

**England**  
Birmingham  
London - City  
London - West End  
Manchester  
Milton Keynes  
Thames Valley

**Finland**  
Helsinki

**France**  
Paris

**Germany**  
Berlin  
Dusseldorf

**Frankfurt**  
Hamburg  
Munich

**Greece**  
Athens

**Hungary**  
Budapest

**Ireland**  
Cork  
Dublin

**Italy**  
Milan  
Rome

**Kazakhstan**  
Almaty

**Luxembourg**  
Luxembourg

**Macedonia**  
Skopje

**The Netherlands**  
Amsterdam  
Rotterdam

**Northern Ireland**  
Belfast

**Norway**  
Drammen  
Oslo  
Stavanger

**Poland**  
Krakow  
Warsaw

**Portugal**  
Lisbon

**Romania**  
Bucharest  
Timisoara

**Russia**  
Moscow

**Scotland**  
Edinburgh  
Glasgow

**Spain**  
Barcelona  
Madrid

**Sweden**  
Stockholm

**Switzerland**  
Basel  
Geneva  
Zurich

**Turkey**  
Istanbul

**MIDDLE EAST/  
AFRICA**

**Bahrain**  
Manama

**Israel**  
Tel Aviv

**South Africa**  
Johannesburg

**United Arab Emirates**  
Dubai  
Timisoara

**ASIA PACIFIC**

**Australia**  
Brisbane  
Melbourne  
Sydney - City  
Sydney - Parramatta

**China**  
Beijing  
Chengdu  
Guangzhou  
Hong Kong  
Shanghai  
Shenzhen

**Fiji**  
Suva

**India**  
Ahmedabad  
Bangalore  
Chennai  
Gurgaon  
Hyderabad  
Kolkata

**Mumbai - City**

**Mumbai - Suburbs**  
New Delhi  
Pune

**Indonesia**  
Jakarta  
Tokyo

**Japan**  
Tokyo

**Malaysia**  
Kuala Lumpur

**New Zealand**  
Auckland  
Wellington

**Pakistan**  
Karachi

**Philippines**  
Manila

**Singapore**  
Singapore

**South Korea**  
Busan  
Seoul

**Taiwan**  
Taipei

**Thailand**  
Bangkok

**Vietnam**  
Hanoi  
Ho Chi Minh City

Cushman & Wakefield is the world's largest privately-held commercial real estate services firm. The company advises and represents clients on all aspects of property occupancy and investment, and has established a preeminent position in the world's major markets, as evidenced by its frequent involvement in many of the most significant property leases, sales and assignments. Founded in 1917, it has 253 offices in 60 countries and nearly 15,000 employees. It offers a complete range of services for all property types, including leasing, sales and acquisitions, equity, debt and structured finance, corporate finance and investment banking, corporate services, property management, facilities management, project management, consulting and appraisal. The firm has more than \$3.7 billion in assets under management globally. A recognized leader in local and global real estate research, the firm publishes its market information and studies online at [www.cushmanwakefield.com/](http://www.cushmanwakefield.com/) knowledge.

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