

# 1st Quarter 2013 Market Report

A Quarterly Newsletter & Report on  
Commercial Real Estate in Southern Utah



**Riverside Townhomes**

6,656 SF

**SOLD Q1**



**Goldenwest Office Space**

2,659 SF

**LEASED Q1**



**Mobile Home Park**

7,359 SF

**SOLD Q1**



**Fort Pierce Commercial**

7,918 SF

**SOLD Q1**



**Claim Jumper Restaurant**

7,680 SF

**SOLD Q1**



**Telegraph Acreage**

8.16 Acres

**SOLD Q1**

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# Area Market Activity



## Syberjet

Cedar City-based Metalcraft purchased the assets of the SJ30 light jet program from bankrupt Emivest Aerospace for \$3.5 million, calling the endeavor Syberjet. A 100 percent tax increment refund for 15 years was offered to Syberjet if the company follows an aggressive employment and capital improvement schedule that will result in 1,200 new jobs and \$350 million to \$400 million in capital improvements over the life of the agreement.



## Viracon, Hollister, & American Eagle Closing

The architectural glass manufacturer Viracon, Inc. announced recently that it will be temporarily closing its St.. George plant in mid-April, for an estimated two years, contingent on its market recovery. The closing of the plant will cost over 200 jobs locally and may impact city funding for affordable housing projects, among other things. Clothing retailers Hollister and American Eagle recently closed their Red Cliff Mall locations.



## GAF

GAF, North America's largest roofing manufacturer, announced plans to open a manufacturing facility in Cedar City. They expect to spend \$40 million in purchasing and constructing the plant, which add at least 50 jobs to the Cedar City Market.



## Buffalo Wild Wings

A call for bids went out on the construction of a new Buffalo Wild Wings restaurant in St.. George. The 30 year old sports bar chain started in Columbus, Ohio in 1982, and has expanded to nearly all 50 states.



## Electric Theater

The \$950,000 purchase of the Electric Theater, by the City of St.. George, will provide a major step towards boosting the arts scene in Southern Utah. Built in 1911 and renovated several times since, the theater has hosted movies, plays, and concerts, but has mostly been closed in recent months.



## Children's Museum

St.. George city officials unveiled the site for a new children's museum, part of an ongoing effort to vitalize the downtown area. The museum will move into the Arts Center on the corner of 100 S and Main St.. Museum exhibits were purchased at a discount from Las Vegas' Lied Discovery Children's Museum.



## Rim Rock

Ground was broken on the new Rim Rock medical office complex in the 200 S block of 1470 E. The three-story, 26,547 SF complex will have underground parking. Southwest Internal Medicine Group has already purchased the first floor of the building.



## Chik-fil-A

People from around the country showed up to the St.. George Chick-fil-A's "First 100" event to celebrate its Grand Opening. More than 100 people camped out in the Chick-fil-A parking lot in hopes of receiving free meal coupons.



## Gold Cross Ambulance

The Utah Department of Health issued an order granting an exclusive license to Gold Cross Ambulance Services. Longtime local provider Dixie Ambulance Services has said it will appeal the decision.



## Victoria's Secret

Red Cliffs Mall is adding another premier retailer to its merchandise mix. Victoria's Secret will soon unveil its new store at Red Cliffs Mall. The 7,200 SF store will be located near Center Court and is set to open this summer.

On Friday, March 22, our Northern Utah affiliate, NAI West, made the decision to re-brand to Newmark Grubb Knight Frank. They made the decision in an effort to expand their corporate services platform and increase their office market presence. Mountain West Retail and Investment, a related entity, will not be rebranding to Newmark.

NAI Utah Southern Region is not rebranding and will remain part of the NAI Global network. Our local office is owned and operated independently, but is an affiliate of NAI Global, a network of commercial real estate brokerages with over 350 offices in 55 countries. Even with this international presence, NAI Global remains friendly and supportive of small market brokerages like ours in Southern Utah.

NAI Global is part of one of the largest commercial real estate organizations in the world, C-III Capital Partners. C-III is the largest servicer of commercial real estate loans in the United States with a portfolio of over \$160 billion. Its lending arm is one of the most experienced providers of real estate finance and asset management services for multifamily housing. Combined with the NAI Global brokerage network, the organization is positioned to be a significant part of the global commercial real estate market that is growing out of the Great Recession.

Why does it matter to you? If you are a local property owner, we present your property to a larger pool of buyers and tenants, which helps achieve better disposition and leasing results. If you are a growing organization, we can help in more markets than just Southern Utah. Our St. George office has closed transactions in Northern Utah, Nevada, Arizona, Colorado, Idaho, Montana, New Mexico, Louisiana, Minnesota, and Nebraska. We are currently selling or leasing over 30 surplus properties for O'Reilly Auto Parts across the country.

If you need assistance locally, we are here to help. If you need assistance nationally or internationally, we can help. If you like working with your local NAI agent, let us help you in the other markets where you do business. We are part of NAI Global because it is the best platform to support our clients, wherever they do business.



Mark Walter  
Managing Broker



Neil Walter  
Managing Director



## NAI Global Ranked #1

Click **HERE** to see how we stack up to the competition.





## Warner Truck Centers

Warner Truck Centers will begin operating the first phase of their 32 acre facility at the Gateway Commercial Center. The Freightliner dealership will occupy 3 buildings, utilizing over 35,000 square feet of the total 70,000 square foot location. The remaining property and buildings will be used to house other heavy truck users and industry vendors. Quality Tire, a Michelin tire distributor currently operating in Salt Lake, Montana and St.. George, is planning on moving into the Warner Truck Center in April. Talks are underway with several other vendors to provide other services such as body & paint repair, a café with hot food, a truck wash and trailer repair and refrigeration services.



## A Gentle Touch Home Care

A Gentle Touch Home Care is expanding to a new convenient location at 1664 S Dixie Drive in the Dixie Commons Center. The company has thrived for 20 years in the business of care giving, such as providing clients with professional care companions, homemakers, and Certified Nurse Assistants. Andrew Rider, Manager of the St. George office said: "We here at A Gentle Touch are extremely excited about the future opportunities to provide in-home personal care to the people of Southern Utah. The opportunity to move into a new space at Dixie Commons will afford us greater opportunity to continue doing what we do best: Helping Others.



## Pioneer Chuck Wagon

Pioneer Chuck Wagon, opening soon at 2235 Santa Clara Drive, will offer breakfast (served all day), lunch, and a dinner menu. The breakfast menu includes such items as omelets, fried steaks, pancakes, and pioneer chow lines, which are a twist on skillet. Lunch will consist of burgers, hot dogs, salads, hot sandwiches, senior specials and more. Dinner choices will include steaks, pork chops, appetizers, low calorie plate options, and much more. "There are a lot of ethnic and fast food restaurants in the area", said owner Terry Hart. We want to do something different by offering healthy, filling American food at an affordable price. We look forward to making this a great restaurant experience for all to enjoy."



## Roy's Pizza and Pasta

Roy's Pizza and Pasta, located at 700 South 1013 East, is now open. Roy's menu includes pizza, pasta, salad, bread sticks and soda. The gourmet pizzas are made with hand tossed dough, a variety of sauces, fresh toppings and are baked to perfection in a stone lined oven. The breadsticks, made with pizza dough and topped with garlic butter and cheese, are a customer favorite. Five different types of pasta noodles can be paired with a variety of sauces. Anti pasta and Caesar salads, along with baguettes, sodas or cinnamon sticks round out the wonderful menu. Roy and Kathrine Crouch opened their first pizza restaurant more than 25 years ago in Ephraim, Utah.



## Elite Auto

Elite Auto, who specializes in providing vehicles to people who have had credit issues, recently moved from Hurricane to their new location on 1726 W Sunset Boulevard. They assist people all over the Western United States, and have a delivery service which will deliver vehicles to clients outside of St.. George.



## Back to Earth Adventures

Back to Earth Adventures, LLC has moved into Suite 1 of the Coyote Sunset Warehouse located at 1192 West Sunset Blvd in St. George. This location will primarily be used for storage of entertainment vehicles and business equipment. The company provides guided ATV adventure trail rides all around Southern Utah. The company has been in business for a number of years and has received great reviews from customers. The guides are knowledgeable, friendly, and courteous. The rides differ in length, difficulty, terrain, and scenery.



## Murray Theater and Gem Theater

The Historic Murray Theater is a landmark south of Salt Lake City on State Street that opened just in time, in 1938, to show Gone with the Wind and The Wizard of Oz. More recently, the Theater was left in disrepair. This past fall, it was remodeled by Mike Smith, the new owner of the Theater. He re-launched the Murray as a venue for theatrical productions and the new home of Utah Repertory Theater.



If you enjoy going to the movies, the GEM Theater in Panguitch, Utah is a must see. The 1930's art deco style single screen theater and old fashioned ice cream parlor was acquired by John Crandall in January, 2013. The theater, which was originally built in 1909, accommodates live productions and musical arts in addition to first run movies. The Childs Family fully renovated the 141 seat movie theater in 2011 to feature a VIP Balcony with premium seating. In addition, they converted the theater lobby into a 1950's vintage ice cream parlor featuring hand-dipped, homemade ice cream.

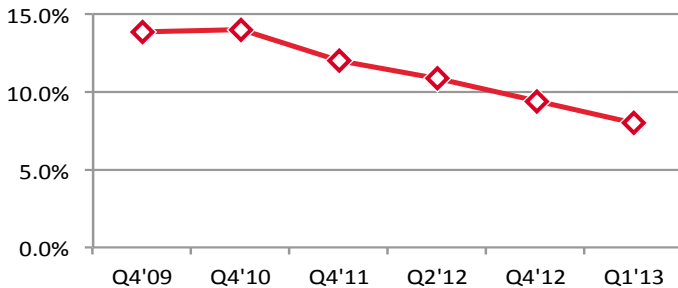
# Industrial

## 2013 1st Quarter | Washington County

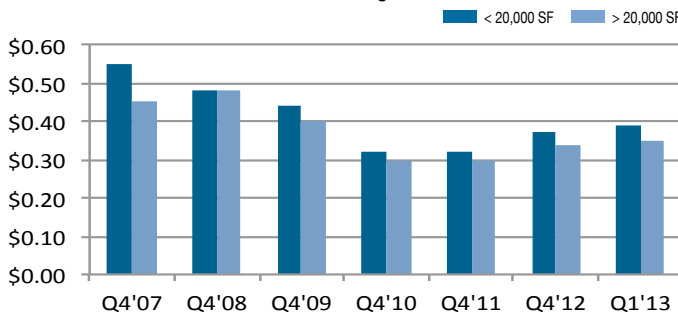
## 1st Quarter 2013 Market Report

Asking Lease Rates (NNN)	< 20K SF	> 20K SF
Low	\$0.30	\$0.25
High	\$0.55	\$0.45
Average	\$0.39	\$0.35
Total Vacancy		
8.0%		
2011 Ending Inventory	8,306,000	
Built Year To Date	830,000	
2012 Ending Inventory	9,136,000	
Land Value per SF	\$2-3	
CAP Rates	7.5-9%	
Under Construction	10,000	

Industrial Vacancy Rates By Quarter

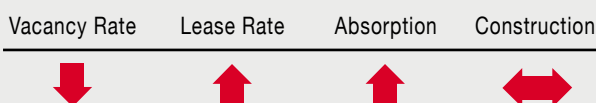


Asking Industrial Lease Rates By Quarter



Industrial Vacancy 2009 - 2012	Q4'09	Chart	Q1'13
All	13.9%		8.0%
Ft Pierce	17.4%		9.1%
MilCreek	17.1%		10.9%
RioVirgin	41.4%		5.8%
STG	12.1%		8.3%
Gateway	5.5%		5.2%
Riverside	n/a		7.4%
Sunset	n/a		6.0%

### Market Trend



### Review

Demand for industrial space continues to increase as construction, manufacturing, and distribution is returning to Washington County. Industrial vacancy declined to 8% this quarter, down from 9.4% three months earlier and 12% at year end 2011. Lease rates have slowly inched up as space under 5,000 SF and over 50,000 SF becomes increasingly difficult to find.

With inventory tightening, asking lease rates have risen from their low of \$.32 per square foot per month to \$.37. This quarter, Family Dollar finished construction of its 800,000+ sf facility in the Fort Pierce Industrial Park. Rich Electric and Performance Diesel completed buildings in the St. George Industrial Park. Wilson Electronics is under construction on an addition to its facility.

### Outlook

As inventory becomes tight and lease rates improve, landlords will review tenants on short-term leases and begin renegotiating rents. Construction is expected to increase for owner occupants as existing facilities are increasingly difficult to find. If demand for industrial space keeps pace with population growth, lease rates will rise to the point of warranting new spec construction in the near future.

Transactions Q1

Industrial - Lease	SF	Agent(s)
Fairgrounds Industrial Park, Lot 38	3100	Jason & Meeja
Office/Wrks in Gateway Ind. Park	3000	Brandon, Roger
R&R Industrial Center	7500	Jason & Meeja, Brandon
Sunland	1600	Jason & Meeja
Gateway Industrial Park	6888	Jason & Meeja, Brandon
Sandhill Drive	5384	Jason & Meeja
Fairgrounds Suite 107	1787	Jason & Meeja
Industrial - Sale	SF	Agent(s)
Warehouse Building	8316	The Walter Group, Jon V
Office Warehouse	2000	The Walter Group
Ft. Pierce Commercial	7918	Brandon, Jon V
Land - Sale	SF	Agent(s)
Lots at Red Mountain Estates	Lot	Wes
Lots at Red Mountain Estates	Lot	Wes
7.3 Residential Acres	7.3	The Walter Group
8.16 Acres off of State Street	8.16	The Walter Group, Curren
Recreational Lot	0.5	Curren
Lots at Red Mountain Estates	Lot	Wes
Recreational Lot	0.37	Curren
4.02 Acres in Ivins	4.02	The Walter Group

### Industrial Units • SOLD / LEASED Q1



8,316 SF Warehouse Sold



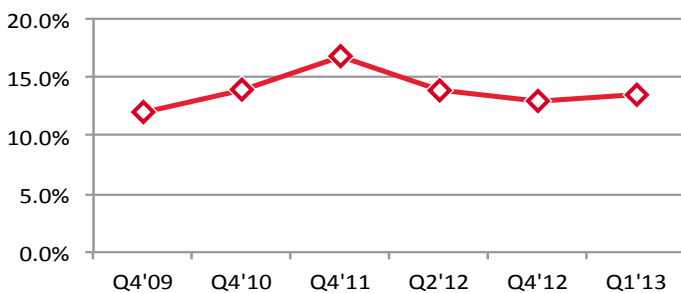
7,500 SF R&R Industrial Leased

# Office

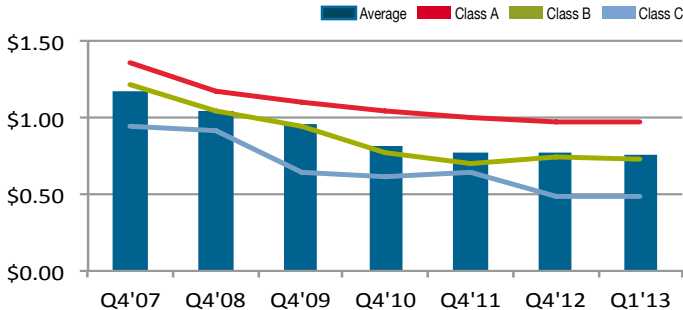
2013 1st Quarter | Washington County

Asking Lease Rates (NNN)	Class A	Class B	Class C
Low	\$0.70	\$0.50	\$0.40
High	\$1.15	\$1.00	\$0.62
Average	\$0.97	\$0.73	\$0.48
Vacancy	8.9%	14.9%	15.0%
Total Vacancy			
13.5%			
2011 Ending Inventory			
3,310,000			
Built Year To Date			
4,000			
2012 Ending Inventory			
3,314,000			
Land Value per SF			
\$6-10			
CAP Rates			
7-9%			
Under Construction			
24,000			

Office Vacancy Rates By Quarter



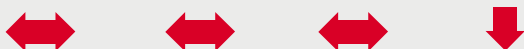
Asking Office Lease Rates By Quarter



Office Vacancy 2009 - 2012	Q4'09	Chart	Q1'13
Office	12.0%		13.5%
A	9.6%		8.9%
B	16.5%		14.9%
C	11.6%		15.0%
CBD	12.5%		16.7%
Downtown	9.5%		9.6%
Suburban	22.9%		22.6%
Medical	0.2%		3.9%

## Market Trend

Vacancy Rate    Lease Rate    Absorption    Construction



## Review

While the office market vacancy is noticeably better than year end 2011, the overall office vacancy ticked up .5% from last quarter. Class A and B vacancies declined slightly while Class C space realized a substantial increase in vacancy. The strongest office segment continues to be medical space where there has historically been little vacancy. Class A office buildings in the downtown area are experiencing higher demand, though lease rates across the board remain soft.

Office development continues for owner users. The Little Fenway building on Tabernacle was completed this quarter and the IHC In-stacare, Rimrock Medical Building, and the Red Hills Animal Hospital are under construction. No spec office construction is expected in the immediate future.

## Outlook

Slight improvements in the office market are expected to continue throughout the year. Tenants are showing a preference for inexpensive space in central locations. Buildings with good signage, functional floor plans, and attractive finishes should expect to see the most activity.

Transactions Q1

Office - Lease	SF	Agent(s)
Goldenwest Credit Union-Class A	2659	The Walter Group, Roger
700 South Building	8173	The Walter Group
East Tabernacle Commercial Center	1700	Jason & Meeja, Curren
Chase Plaza	2932	Wes
Red Cliffs Professional Park	4639	Jason & Meeja
Sunland Professional Park, Phase 1	1525	Jason & Meeja
Nicely Finished Office	1500	Wes
Professional Office - Fantastic Views	1250	Wes
Dixie Commons - Office Space	1600	The Walter Group
Sunland Commercial Center	1600	Jason & Meeja
Boulevard Office Park	2228	The Walter Group, Brandon
Hinton Burdick Office Space	2652	Roger, Brandon
Ventana Suite Q2	1155	Jason & Meeja
328 E St George Blvd	2722	Jason & Meeja
Sun Valley Office	1497	Jason & Meeja
Office - Sale	SF	Agent(s)
High Visibility Office	1580	Wes
Investment	SF	Agent(s)
RV Park & Restr. Near Lake Powell	4800	Chappell Team
Historic Gem Theatre	5700	The Walter Group
Pleasant View Mobile Home Park		The Walter Group, Chappell Team
Transportation Business		The Walter Group
Riverside Townhomes	6656	The Walter Group
Home	3572	Chappell Team

## Office Space • LEASED Q1



3,690 SF Office Space



2,652 SF Hinton Burdick Space

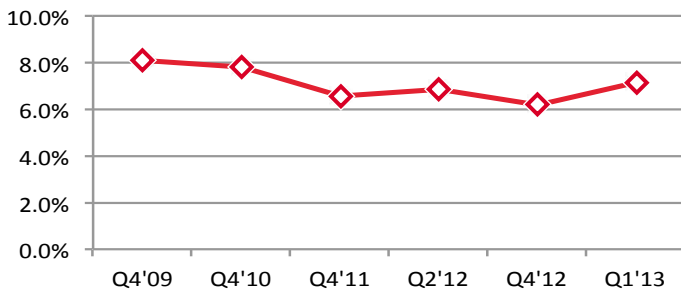
# Retail

2013 1st Quarter | Washington County

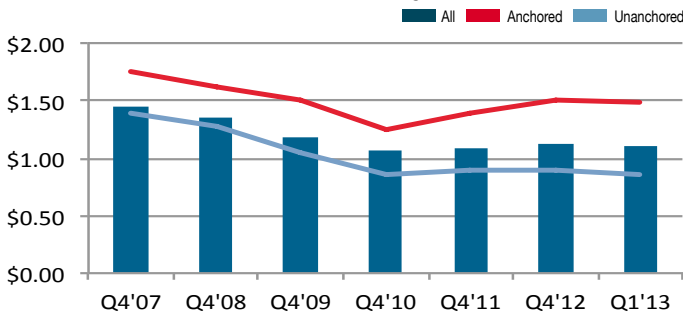
## 1st Quarter 2013 Market Report

Asking Lease Rates (NNN)	Anchor	No Anchor
Low	\$1.00	\$0.50
High	\$2.00	\$1.10
Average	\$1.45	\$0.85
Vacancy	5.5%	12.3%
Total Vacancy		7.2%
2011 Ending Inventory		6,218,000
Built Year To date		10,000
2012 Ending Inventory		6,228,000
Land Value per SF		\$8-16
CAP Rates		7-8%
Under Construction		33,000

Retail Vacancy Rates By Quarter



Asking Retail Lease Rates By Quarter



Retail Vacancy 2009 - 2012	Q4'09	Chart	Q1'13
Retail	7.8%		7.2%
Anchored	3.9%		5.5%
Unanchored	14.6%		12.3%
Free Standing	11.8%		5.0%

### Market Trend



### Review

The retail vacancy rate moved up from 6.2 to 7.2% this quarter. In addition to the common fluctuations experienced each quarter, a significant component of the change in vacancy was due to retailers postponing closures until after the holiday season. For example, Hollister and American Eagle vacated the mall, and Big Lots and Office Max closed locations in Washington. Lease rates remain flat while new demand for retail space is increasing.

New development in the retail market continues. Smiths and Lin's grocery stores are undergoing remodels, Tai Pan relocated to the Promenade off exit 8, and Victoria's Secret is getting ready to open at the Red Cliffs Mall. Chick-fil-A and Mattress Firm completed construction of their buildings at Red Rock Commons and Freddy's Frozen Custard & Steamburgs is almost completed at Festival Plaza in Washington. St. George City purchased the Electric Theatre on Tabernacle, and the La Verkin Inn and Suites is under construction. The Boyer hotel and entertainment project, behind the convention center, is also on track as of this writing.

### Outlook

Population growth continues and new home construction has improved substantially. These demographics combined with national economic conditions are drivers for retail growth in our market. Seeing the market growth, national retailers are increasingly seeking space and presently in negotiations for inline, mid box, and big box locations in Washington County. Expansion is expected to continue throughout 2013.

Transactions Q1

Retail - Lease	SF	Agent(s)
Phoenix Plaza	1600	Roger
Highland Place	2340	Ryan
Pier 49 Pizza Building	1350	Jason & Meeja
Retail Buildings	1000	The Walter Group, Wes
Riverside Center	4139	Curren
Retail Building	1273	Brandon
St. George Boulevard Frontage	1200	Wes
Sunset Blvd Auto Building	1586	Jason & Meeja, Brandon
Boulevard Retail	2753	Ryan
Restaurant/Retail Space	1527	Chappell Team
Grand Circle Plaza	1848	The Walter Group
Fargo's Drive-Thru Restaurant	1736	The Walter Group
Phoenix Plaza	1920	Chappell Team
Rio Plaza	1270	Jason & Meeja
Retail - Sale	SF	Agent(s)
Restaurant on South Bluff	7680	The Walter Group, Curren

### Retail Buildings • SOLD / LEASED Q1



5,700 SF Theater & Ice Cream Parlor

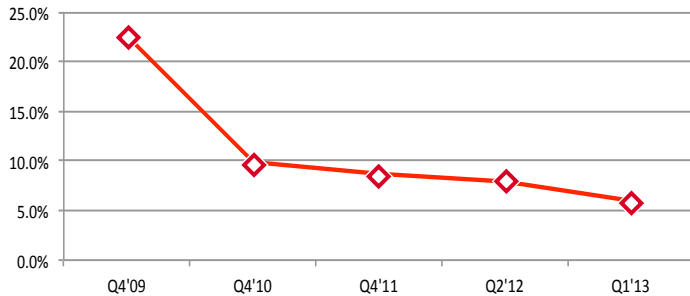


2,753 SF Boulevard Retail Leased

# Multi-Family

2013 1st Quarter | Washington County

Apartment Vacancy Rates By Quarter



Vacancy	Q4'09	Chart	Q1'13
1 Bed 1 Bath	7.4%		1.8%
2 Bed 1 Bath	23.1%		2.2%
2 Bad 2 Bath	30.0%		9.2%
3 Bed 2 Bath	20.8%		5.3%
Average	22.5%		6.0%

Rent	Q4'09	Chart	Q1'13
1 Bed 1 Bath	\$549		\$575
2 Bed 1 Bath	\$635		\$643
2 Bad 2 Bath	\$664		\$713
3 Bed 2 Bath	\$827		\$870
Average	\$648		\$683

## Review

Vacancy rates inched up from 5.8% to 6% during the last quarter. Vacancies moved up on 2x2 and 3x2 configurations while 1x1 and 2x1 configurations saw vacancy rates fall. Asking lease rates are up across the board with the average increasing to \$683 or \$.71/SF, and 3x2 configurations rising to \$870 or \$.67/SF. The multi-family market remains strong in Washington County and we expect the low vacancy and increasing rent trends to continue.

## Outlook

Interest in new development continues to increase. Heritage Court is under construction and more parcels are becoming available for multi-family development. There are also four duplexes under construction totaling eight units. Developers are starting to look at building new products. Rents remain a little lower than desired for new construction, but the economics continue to improve along with the rest of the housing market.

Rent/SF	Q4'09	Chart	Q1'13
1 Bed 1 Bath	\$0.86		\$0.89
2 Bed 1 Bath	\$0.65		\$0.65
2 Bad 2 Bath	\$0.65		\$0.70
3 Bed 2 Bath	\$0.64		\$0.67
Average	\$0.68		\$0.71

## NAI Property Management



**Brandon Vandermyde**  
PM Director

435 627 5735

## Myth's of Owning Commercial Real Estate

Many people start their own business or buy investment real estate because they want more time and the financial freedom to do things they enjoy. If you talk to small business owner or landlords, you will find parallel's to why they are either successful and love their decision...or get a brutally honest answer of why they wouldn't recommend business ownership or investment real estate to anyone.

The book E-Myth Revisited, written by Michael E Gerber (a fantastic read by the way), discusses why it is important to hire competent personnel that allow a business to run itself even when the business owner is gone. The book gives real life examples of new business owners that try to wear the hat of marketer, salesman, technician, accountant, manager, trainer, janitor etc, and end up working 90 hours a week just to keep the doors open.

Similarly, the property owners with regrets are the ones that find themselves acting as listing agent, property manager, tenant complaint department, mediator of fighting tenants, accountant, vendor contract negotiator, scheduler of back flow testing, riser inspection, elevator inspections, lease drafter, collection agency, and a listening ear to a tenant who becomes your best friend when they want you to forgive their late rents.

In order to set up a property investment which truly allows your money to work for you, instead of you working for your money, it is imperative to hire competent management that will keep your asset full and professionally handle all the items that come with ownership which are often overlooked or underestimated by "do it yourself" property owners.

Contact us to find out how we can maximize your investment to yield more without taking a call from a tenant again.



## Iron County

Iron County is heating up. We have commented multiple times, over the past few years, that Iron County has not participated in the recovery at the rate Washington County has. That is starting to change with industrial leading the way. The national real estate recovery will increasingly benefit the Iron County market, including all sectors of commercial real estate.

Asking Lease Rates (NNN)	Industrial	Office	Retail
Low	\$0.19	\$0.45	\$0.63
High	\$0.50	\$1.25	\$1.33
Average	\$0.38	\$0.77	\$0.94
Vacancy	3.1%	14.7%	7.6%

Lease Rates 2007 - 2013	Q4'07	Chart	Q1'13
Industrial <20K	\$0.60		\$0.40
Industrial >20K	\$0.29		\$0.30
Office	\$1.04		\$0.77
Retail	\$1.34		\$0.94

## Cedar City • LEASED / SOLD Q1



9,800 SF Industrial Building



Cedar Mountain Acreage

## Industrial

In the first quarter of 2013, GAF acquired the 535,000 SF former Lozier facility, with an expected \$40 million investment. In 2012, Genpak expanded into the 212,000 SF former Leggett & Platt facility with a plan to invest \$22 million in a new plant and equipment and 125 employees to be hired over 5 years. The entire industrial market in Cedar City is about 2,500,000 SF and these two facilities comprise nearly 750,000 SF of that total. In addition, this quarter Metalcraft announced the acquisition of Syberjet and the economic development office announced an incentive package to bring 1,200 jobs over 15 years. No surprise, vacancy rates are falling, although leasing activity on spaces under 20,000 SF still takes time. Also, Cedar Builder's supply closed its doors this past quarter.

## Office

Office remains the softest market in Cedar City. Vacancy rates continue to hover around 15% and NNN lease rates are fluctuating around \$.75. As the industrial market generates more employment activity, the impact will start to trickle into the office market. The recovering real estate market will also help with demand from real estate, insurance, and mortgage firms.

## Retail

There is a Family Dollar building under construction in Cedar City and Smith Diesel is under construction on Main Street. Sears relocated from their Main Street location to Providence Center. Vacancy rates remain in the 7% range, and lease rates are still a little soft, with the average rate remaining under \$1.00/SF NNN. Retail over the past three years has slowly seen vacancy rates fall and much of the empty space in Providence Center is now occupied. As more space is absorbed, lease rates should eventually start to increase.

## 2012 Transaction Data

### TOTAL Transactions 2012

	Transactions	SF/Acres
<b>Industrial</b>	<b>65</b>	<b>486,358 SF</b>
Lease	53	209,599 SF
Sale	12	276,759 SF
<b>Investment</b>	<b>20</b>	<b>129,129 SF</b>
Lease	1	3,036 SF
Sale	19	126,093 SF
<b>Land</b>	<b>27</b>	<b>617 AC</b>
Sale	27	617 AC
<b>Office</b>	<b>82</b>	<b>196,368 SF</b>
Lease	76	138,869 SF
Sale	6	57,499 SF
<b>Retail</b>	<b>53</b>	<b>166,707 SF</b>
Lease	41	95,817 SF
Sale	12	70,890 SF
<b>Grand Total</b>	<b>247</b>	<b>978,562 SF</b>



In 2012 **NAI** Transacted  
Nearly **1 Million SF** of  
Commercial Space!

# What can **NAI** do for you?



## Broader Exposure Online

Every property gets premium listing exposure through web searches, email campaigns, property pushes, KSL.Com, Craigs List, flipping books, and marketing brochures. Upon completing a listing package, we send an email to potential buyers and tenants who have requested information for similar properties and we send an email to the other commercial brokers notifying them of the new opportunity.



## Local Cooperation

NAI is the only commercial brokerage in Southern Utah participating in the Multiple Listing Service. We believe there are many agents who represent buyers and tenants that want to see commercial inventory in the MLS. We make it available to them through their FLEX MLS system and willingly cooperate with other brokerages.



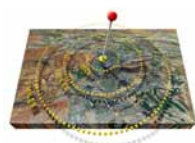
## More Closings

With over 250 transactions closed in 2012, we close over 4 deals per week. Every transaction includes presentation of properties, showings, negotiations, due diligence, and closing. With this many tenants and buyers in our office, we are providing maximum visibility for our clients.



## Marketing by Mail

Our direct mail inventory review and market report will deliver hard copies to over 4,000 current and past clients, developers, investors, business owners, architects, financial advisors, CPA's, attorneys, appraisers, city employees and service providers to the commercial real estate markets. Want a custom direct mail strategy? Talk with your agent about the cost and options.



## On-Site Support Services

We are the only real estate brokerage in Southern Utah with on-site GIS, Marketing, and Property Management services. Whether your need is custom graphics, custom maps, demographics, or full service commercial property management, accounting and leasing, we can help.



## **NAI** Keeps You Connected

For more information about market activity, visit our **News Blog**. In April there are details about Warner Truck Centers' new 35,000 SF Southern Utah facility, a new used car dealership on Sunset Boulevard, a new facility for Gentle Touch Home Care in the Dixie Commons Center, and a Pioneer Chuckwagon style restaurant in Santa Clara. Visit us at **[blog.naiutahsouth.com](http://blog.naiutahsouth.com)** to read about these announcements and more.

In addition, for real-time information on new commercial listings and closings subscribe to our Twitter feed. With over 1,600 tweets and 700 followers, it is the most comprehensive microblog on commercial real estate in our market.