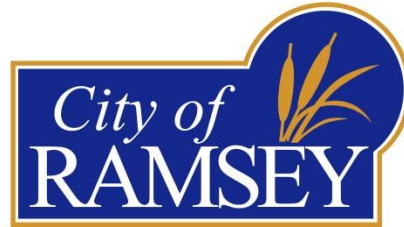


June 2017 Market Snapshot

Presented to:

The City of Ramsey, MN



Presented by:
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Vice President
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CBRE

Markets Overview

CBRE 1st Quarter 2017 Numbers

- **Office**
 - Vacancy Rate 16.7%
 - Net Asking Rate \$14.45 PSF
 - Net Absorption -60,542 SF
 - Under Construction 205.852 SF

- **Industrial**
 - Vacancy Rate 4.7%
 - Lease Rate \$5.85 PSF
 - Net Absorption 458,276 SF
 - Under Construction 1.3 million SF

- **Retail**
 - Vacancy Rate 8.1%
 - Net Asking Rate \$16.75
 - Net Absorption -380,765 SF
 - Under Construction 679,893 SF

Market Feedback

1. Armstrong Interchange Traffic Increasing

2. Residential Market

1. Seeing demand for attached and entry level single family homes
2. Proposed Capstone and Paxmar Proposals are important to offering housing and builder variety
3. DR Horton townhome project
4. AEON moving forward
5. PSD 1st Phase lease up and 2nd phase planned

3. Ramsey Retail Location

1. Located between two large retail nodes of Coon Rapids & Elk River
2. Not directly on Highway 10
3. Additional residential development helps attract retailers
4. Restrictive covenants no longer in force

4. Industrial and Office Market

1. New proposed PSD and Sharp industrial projects are a good sign
2. Medical Office interest

Marketing Overview

- Marketing Overview
 - Monthly Email Blasts on each property
 - Listings on CBRE.com, Loopnet, MNCAR
 - Marketing Brochure Updates
 - Property Signs
 - Tracking New Developments and Market Information
 - Discuss Ramsey with developers, brokers, users
 - Constant conversation with City Staff on inquiries/prospects
- Over 1000 Inquiries
 - Reached out to brokers for top 20 quick service restaurants
 - Reached out to top 20 hard goods retailers brokers
 - Reached out to top 5 gas/c-store operators
 - Discussed Ramsey with top medical office brokers on existing users and potential demand
- Closed deals for single family, apartments, retail
- Under Purchase Agreements/Pending Purchase Agreements -
 - AEON-Multifamily
 - Coastal Living-Detached townhomes-Closed
 - Municipal Site 2nd Takedown
 - Daycare user

Marketing Suggestions and Next Steps

- Press Release at every closing-One going out for Parcel 53
- Create sign plan for large monument signs on Highway 10 that will allow retailers the visibility to the large traffic counts on Highway 10. Most retailers would participate in the cost of the signage and maintenance
- Refine COR Vision for flexible zoning, FAR, density, setbacks, parking
- Continue to actively prospect retail , industrial, residential, and office developers/users showing the attributes of being located in the City of Ramsey
- Take advantage of current market conditions
- Continue discussions with YMCA or other community center type organization