



COLORADO COMMERCIAL COMPANIES

# C3 Quarterly

April - June 2010  
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Office Edition

## C3 Mission

To use our resources, experience, network and processes to find ideal real estate solutions for our clients. Our Goal is that every C3 client will use us repeatedly and refer us to others

## C3 Advantage

We help our clients successfully infiltrate the exclusive network of owners, brokers, and developers that controls access to commercial property opportunities

C3 is a privately held, full-service commercial real estate firm

C3 specializes in tenant representation, third-party agency, and commercial real estate investments

## C3 Promise:

- Our work will be exceptional
- We will outperform your expectations
- We will free your time, while we save you money
- We will do what our competition promises...but doesn't deliver

- Natasha Felten, President

## THE DOUBLE DIP OR ONWARD AND UPWARD?

Following the steep economic decline that started in late 2008 and proceeded through mid 2009, the US economy appeared to stabilize at the end of 2009. Moderate expansion has posted into second quarter of 2010, but consumers, businesses and governments appear cautious in their evaluation of what's to come.

Federal Reserve Chairman Ben Bernanke has stated that he believes that, "Growth in real consumer spending seems likely to pick up in coming quarters from its recent modest pace, supported by gains in income and improving credit conditions. Other economists aren't so sure, as they cite that this recession is a credit bust recession, not likely to follow traditional models. Observation shows that consumers are still deleveraging—taking cash that would yield 1-3% in a savings account and paying down credit cards with interest rates of 10-20%.

Other indicators:



**Small Business Index** (a measure of small business owners' perceptions of six measures of their current operating environment and future expectations) fell 17 points showing expected declines in revenue, cash-flow, capital spending and hiring expectations for the next 12 months.



**US Exports** (the measure of goods shipped abroad) have surged 17% during the first four months of 2010. Exports drive manufacturing, employment and revenues.

### ON THE FLIP SIDE:

- Managing Construction
- Featured Property



**Housing** (the measure of existing and new home sales and construction) indicators improved slightly at the close of second quarter. New home sales increased slightly and existing home sales were flat. Current inventories indicate a 7.8 month supply of existing home inventory and 9.1 months of new product.



**Employment** 14.6 million people are unemployed, June numbers indicated that national unemployment eased to 9.5%. long term unemployment imposes exceptional near term hardship and erodes skills, which may affect future employment and earning prospects.



**Government Spending** The US Government is running a \$1.4T deficit. Cuts in state and local programs and employment are weighing down positive growth in economic activity.



**Inflation/Deflation** Inflation may result from deficit (stimulus) spending. Deflation occurs when a significant loss of value for collateral supporting debt occurs—traditionally referenced as the bursting of a bubble.

Cloudy skies ahead indicate a slow recovery with the potential for repeated storms.

Colorado Commercial Companies believes that the recovery is likely to experience a second less dramatic stall. Even though the credit markets are beginning to resurface, as evidenced by recent investment activity from life companies, the release of the commercial real estate bubble is negatively impacting the bond markets, which will ultimately squeeze the bubble that has formed around pension funds. If the valuation of these major sources of collateral adjusts downward significantly, the economy will enter a second slowdown.

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**C3 TENANT SERVICES: CONSTRUCTION MANAGEMENT**

Construction is one of the most critical stages to successfully executing a tenant's real estate solution. It is during this phase of the process that the user has the greatest exposure to risk, including costs and liability related to improper plans, bidding errors, shifts in the macro economy pricing and delivery timing issues.

Although many landlords have construction managers, that individual has no fiduciary responsibility to the Tenant. C3 strongly recommends that every user engage a third party, project manager to protect the tenant's interests throughout the build. C3 proactively works to provide its clients with the unique advantage of having a project manager in place at the beginning of the space evaluation process.

Benefits of this approach include:

- ◆ Conceptual Budgeting
- ◆ Site Selection - Due Diligence
- ◆ Design Management
- ◆ Constructability Reviews
- ◆ Contract Administration
- ◆ Insurance/Lien Waiver Coordination
- ◆ Scheduling, Estimating and Cost Controls
- ◆ Move Coordination and Exit Planning

Having an integrated team on day one allows for detailed management of design and site selection.

Most brokers insert architects once the top 3 sites are identified. The project manager then comes on board when a site is chosen. C3 feels this strategy exposes the user to significant cost and liability. Therefore we have created an innovative structure that protects our clients from the onset of the project.

Creating a multi-disciplinary team at the commencement of the project ensures that the site evaluation/selection process is efficient and surprises are eliminated. We determine your needs up front to ensure that the site chosen meets your requirements without additional cost. You will have our complete support every step of the way, significantly reducing your exposure to risk and ensuring a successful on time delivery.



## Maverick Corporate Center

6200 South Troy Circle · Centennial, CO 80111

### Available For Sale

26,500 SF

\$2,358,500 (\$89.00/SF)

#### Site Features

- Excellent Access to I-25
  - Zoned PUD
  - 2.15 Acres
- 3.40/1,000 Parking Ratio
- Service Vehicle Parking in Rear

#### Building Features

- Excellent Identity and Exposure
  - Monument Signage
  - Upgraded Office Finishes
    - Fully Sprinklered
- 19' Warehouse Clear Height
  - 5 Drive-in Doors



### Available for Lease

Office - 1,277-2,661 SF

Warehouse - 1,414 SF

***GREAT OWNER/USER BUILDING!***