



**2017 Real Estate Forecast**  
Colorado Springs



## A Letter from the President of Quantum Commercial Group



Dale R. Stamp, President

Colorado Springs' commercial real estate market continues on a positive and steady pace. Our economic fundamentals and quality of life remain very attractive to individuals and employers alike. We all believe that 2017 is staged for continued expansion for growth in both new and existing companies and employees for our city.

With continued accolades about our city's low crime, low unemployment rate, great school systems, healthy economy, unparalleled outdoor beauty and activities, and now gearing up to be the nation's "hub" for the aerospace and cybersecurity industries, we see very little that can hold our city back from having a very prosperous and exciting 2017 in our commercial real estate market.

Colorado Springs' overall economy seems to be on a total upswing. Retail sales, housing construction, wages, employment, population, and job creation are all exhibiting positive growth patterns.

All commercial real estate sectors (Office, Industrial, Retail and Land) continue to see decreases in vacancies while lease rates and overall property sales and values continue to trend in a positive direction.

Please note in this year's 2017 Forecast book that we have added a forecast for Colorado Springs residential real estate. Quantum Commercial Group has added a residential real estate division that we are very excited about. This new addition will allow our company to assist in any residential real estate needs that our commercial clients may have.

As one of the leading full-service commercial real estate companies in Colorado Springs, Quantum Commercial Group, Inc. and now Quantum Residential Group, LLC provide a complete range of transaction services including leasing, acquisition and disposition analysis, brokerage, property management, consulting and investment services for our local and national clients. For 27 years, we have built a reputation of being able to effectively implement our local expertise in order to deliver solutions, and seamless service to our clients. Please allow us to help guide you through a complex market to make prudent sales, leasing and management decisions, and maximize your real estate investments.

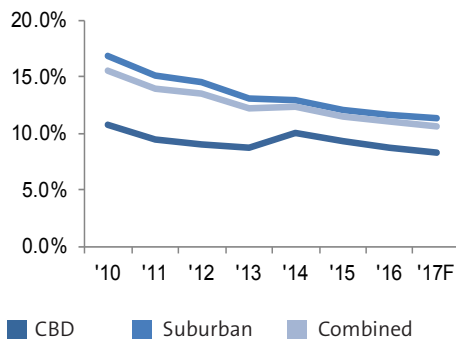
Our company sincerely hopes you find this report a valuable and strategic resource. If you would also like to be added to our quarterly newsletter distribution, or if you know of someone else who would like to be added, please don't hesitate to call or email us.



# Office

## Vacancy Rates

Year-End



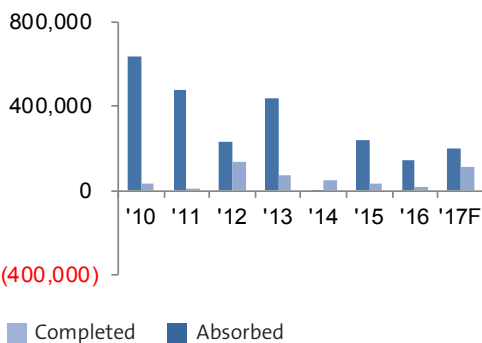
## The Colorado Springs Office market continued to strengthen in 2016. Job growth will help continue this trend in 2017.

Although the 2016 key indicators of absorption and vacancy in the office market lagged behind those seen in 2015, they still moved in the right direction and we expect the momentum to continue into 2017. Colorado Springs has seen a surge in job growth in recent years. In 2015, Colorado Springs reported the second highest job growth in the state on a percentage basis and is forecasted to be on an upward economic trend.

The medical sector is another significant and expanding component of the office market. The amount of square footage being constructed and acquired for the new corporate structure of medicine is certainly noteworthy. Regional, national and global corporations like Centura, Davita, and UC Health are making a significant impact in the local medical office market. The evolving dynamic of how medical practices are managed has changed the model of medical office property acquisitions. Significant land and building purchases from the above listed medical corporations among others, have changed the market fundamentals in this sector. This rapidly changing landscape is having a positive effect on office market indicators like absorption, vacancy rates, and lease rates in targeted areas.

## Completions vs. Absorption

Year-End

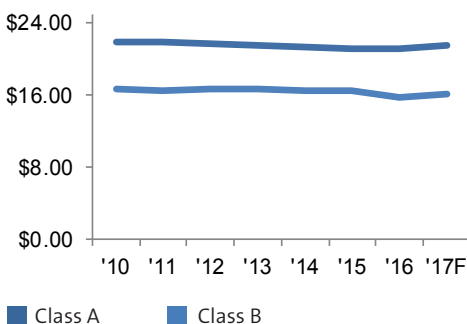


The city remains an inexpensive alternative to the more expensive municipalities of Denver, Fort Collins, and Boulder. As primary markets are priced higher in commercial investment and leasing as well as cost of living, secondary markets have presented a value option for potential entrants into our market. The city is investing in some key infrastructure projects including transportation and storm water and has focused on improving the conditions at the Colorado Springs Airport to attract additional carriers. These are tools the city needs to help attract businesses to the area. Colorado Springs is also focusing on areas where the city is seen to have an existing competitive advantage such as cyber security and space operations. Two relatively new enterprises focused on these areas are the National Cybersecurity Center (NCC) and the Catalyst Campus. These organizations seek to establish the city as a hub for these fields and capitalize on the talent brought to the area by the robust defense contracting presence created by the city's numerous military installations.

We expect the growing strength of the job market to continue to drive the fundamentals of absorption, vacancy, and lease rates in a positive direction. The strength in job creation may be yet to be fully felt in the office market. Much of the growth has been internal growth by existing companies. In many cases, these companies have existing surplus space and they have been filling that with new positions. They are also utilizing and occupying less space per employee, thus becoming more efficient. It has taken time to work through this, but soon new job creation will result in more absorption of additional office space rather than just internal growth. The trend is becoming evident in leasing activity and is expected to continue into 2017.

## Asking Rental Rates

Year-End (\$/SF/Yr. Full Service)



Source: CoStar

## Key Transactions 2016

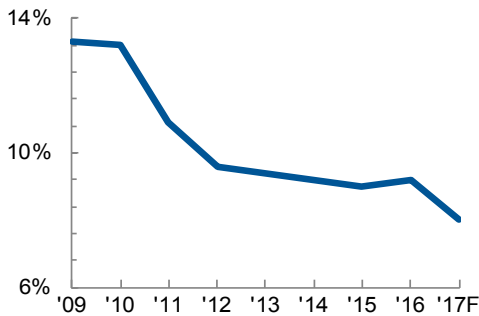
Lessee/Buyer	Lessor/Seller	Property	Submarket	Size (SF)
L Tek Experts (Colorado), Inc.	2013 Prime Center LLLP	536 Chapel Hills Drive	North	16,253
L *Penguin Random House, LLC	CV Patriot Springs, LLC	10807 New Allegiance Drive	North	13,347
L Booz Allen Hamilton	CV Patriot Springs, LLC	745 Space Center Drive	Southeast	51,770

\* Transaction Represented by QCG S=Sale L=Lease

# Industrial

## Vacancy Rates

Year-End



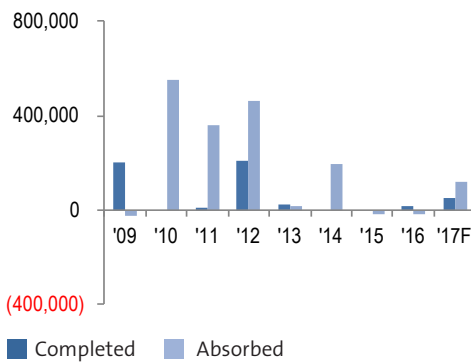
## The Colorado Springs Industrial market may shine even brighter in 2017.

The Colorado Springs Industrial Market has progressively improved over the past few years and we expect this trend to continue through 2017. Although some of the 2016 numbers do not clearly reflect that the market is further recovering, there are several factors that indicate the Industrial Market is improving.

2016, the Colorado Springs Industrial vacancy rate is high due to the availability of large Industrial floor plates, whereas the vacancy rate for small available space, 20,000 square feet or less, comes in at 3.5%. This has caused a larger demand for smaller Industrial space which will inevitably increase the asking rental rates and should lead to new construction in 2017.

## Absorption

Year-End

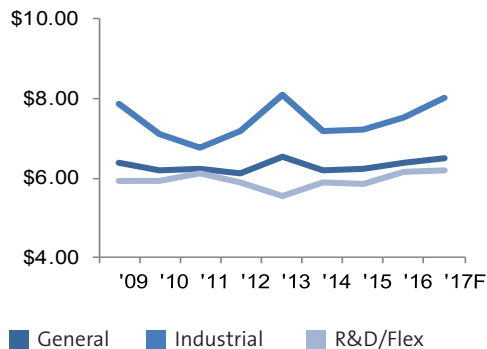


Much like we had anticipated for 2016, we expect to see a fair amount of new construction throughout the city in 2017 of both large scale (80,000 SF and larger) and smaller Industrial spaces (20,000 square feet and less). The options for available quality Industrial spaces throughout Colorado Springs are beginning to shrink and certain users will begin pursuing new construction or Build-to-Suit opportunities.

One strong indication that the Industrial Market is improving is the average sales price per square foot. We have experienced jumps from \$41.79 per square foot in 2014 to \$60.65 per square foot in 2015, and now to \$72.12 per square foot in 2016. Through 2017, we expect the sales price per square foot to continue this increase, suggesting that 2017 may be the ideal year for property owners to sell.

## Asking Rental Rates

Year-End (\$/SF/Yr. Full Service)



With Denver continuing its rapid expansion, the rental rates are high and the vacancy rates remain competitively low and we expect Denver-based companies to begin considering Colorado Springs as a viable option for relocation in 2017. As a comparison, the Denver Industrial Market has a vacancy rate of 4.5% and an average asking rental rate of \$8.25 per square foot NNN, whereas Colorado Springs is at a 9.3% vacancy rate and an average asking rate of \$6.40 per square foot NNN. Although this difference could entice Denver Industrial groups and boost the Colorado Springs Industrial Market, we don't expect to reach Denver rates, but rather see a slight increase in rental rates and a small decrease in vacancy rates through 2017.

Furthermore, there has been a continual expansion of the Colorado Springs Airport over the past few years in all aeronautical sectors, including more flights by commercial airlines. This has increased the activity in the Southeast Colorado Springs Industrial Market specifically catering to the aeronautical industry. We expect this area to continue to grow throughout 2017 as more companies utilize tax incentives being offered, and as the need for feeder companies to the Airport continues to increase.

In summary, we expect all of the Colorado Springs Industrial Market to continue its steady positive growth path and anticipate some new developments in 2017.

Source: CoStar

At an overall vacancy rate of 9.3% for

## Key Transactions 2016

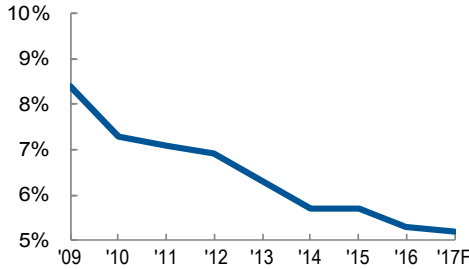
Lessee/Buyer	Lessor/Seller	Property	Submarket	Size (SF)
S MREIC Colorado Springs Co, LLC	Suncap Colorado Springs, LLC	125 Troy Hill Rd	Southeast	225,362
S Inspiration Holding, LLC	Comcor Foundation	3505-3625 N Stone Ave	North	131,875
L OfficeScapes	William J Mackey	2506 Zeppelin Rd	Southeast	44,800

\* Transaction Represented by QCG S=Sale L=Lease

# Retail

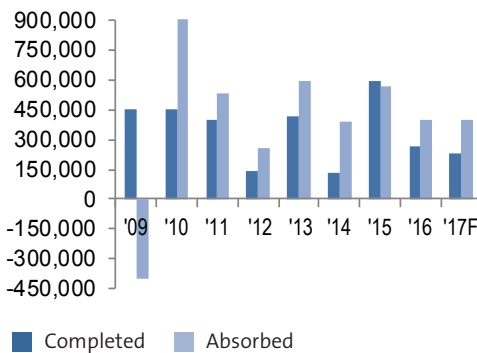
## Vacancy Rates

Year-End



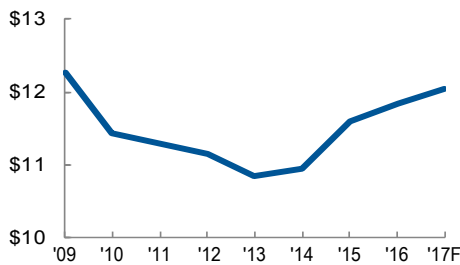
## Completions vs. Absorption

Year-End



## Asking Rental Rates

Year-End (\$/SF/Yr. Full Service)



Source: CoStar

## Key Transactions 2016

Lessee/Buyer	Lessor/Seller	Property	Submarket	Size (SF)
S VEREIT, Inc.	At Home Group	335 N Academy Blvd	East	160,308
S Realty Trust Group	Cadence Capital Investments LLC	13415 Voyager Pkwy	North	28,000
S Heritage Associates	Lawrence Abdo	4747-4738 Flintridge Dr	North	25,556

\* Transaction Represented by QCG S=Sale L=Lease

## The InterQuest area on Colorado Springs' Northeast side will be leading the way in retail growth in 2017.

For most of 2016, the retail market has remained relatively stable, with across the board average base rental rates creeping up. The explosion of growth in retail in the Northeast quadrant including the InterQuest area, shows that new residential development on the city's north side is spurring retail growth. There were 307,225 SF of new retail under construction in Q4 of 2016 with 169,225 SF or 55% of this in the Northeast Quadrant. The East Submarket contains the remaining retail under construction. The East submarket is the other market with new home construction.

Additionally, employment is on the rise in Colorado Springs. Overall forecast job growth in 2016 is 2% for the nation, 2.7% for El Paso County and 3% for Colorado as a whole. El Paso County's population growth rate of 1.9% since the early 2000's, is roughly double the rate of the US as a whole.

Future population is projected to eclipse this rate and the county is one of four in Colorado projected to have an increase of at least 300,000 people between 2010 and 2040 by the State Demography office.

2016 has seen overall market retail vacancy rates dip from 5.7% at the end of 2015 to approximately 5.3% at the end of 2016. The forecast vacancy rate for 2017 should start off around 5.2% and creep downward as population growth, new jobs and home sales put pressure on the existing inventory. As is true nationally, malls continue to have the highest vacancy rates, hovering

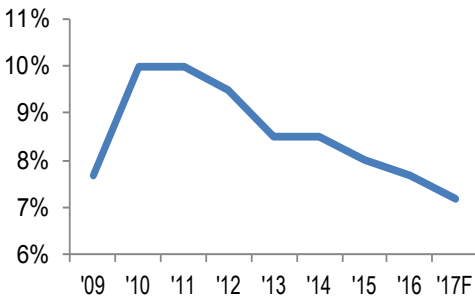
around 10.5% at the end on 2016. The next highest market segment is shopping centers as a category, whose vacancy rate was just under 9%.

Overall Market average asking base rental rates had increased from \$11.59 per square foot annually at the end of 2015 to \$11.84 per square foot at this writing. New construction plus incremental increases are projected to bump this average overall rate to at least \$12.05 in 2017.

According to the Colorado Real Estate Journal, Colorado Springs is seen as the Investor's market of choice. It is a safe haven from potentially overbuilt markets. Employment and housing increases will boost the desirability of retail as an investment here, bringing in new concepts in retail, as they already are doing. 2017 is going to be a good year for retail. Anticipated are the same trends of gradually decreasing overall market vacancy rates, gradually increasing overall market base rents, and increased demand for retail investment real estate.

# Investment

**Average Capitalization Rates**  
Closed Sales

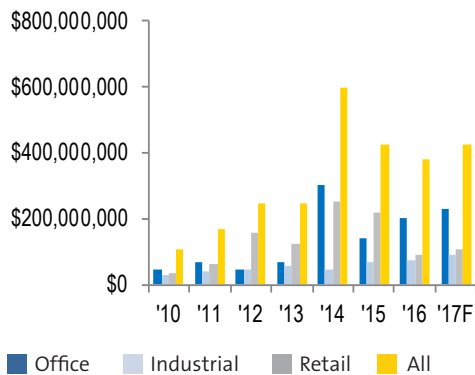


**Investors see Colorado Springs as a great market for real estate acquisitions with opportunities for acquiring properties significantly below replacement cost with the potential for increased value as properties are stabilized.**

Colorado Springs attracted strong regional and national investors to our market in 2016 in search of both stabilized and value add investments. As real estate prices in Denver and other primary markets continue to set records in both price per square foot and low capitalization rates, investors seeking higher returns are taking a closer look at secondary markets such as Colorado Springs. This trickle-down investment activity was strong in 2016 and will continue in 2017 as buyers perceive Colorado Springs as an “improving” market with absorption and increasing rents slowly trending upward in all sectors.

commercial properties were acquired by regional and national investors in 2016 including the 31-million-dollar sale of the 125-acre Verizon Campus, the 22.1-million-dollar sale of Colorado Crossing and the sale of a vacant 153-acre parcel of land in Interquest. Both the Verizon Campus and One Gateway Plaza offered in-place cash flow and upside potential as the assets are stabilized. Colorado Crossing, located at I-25 and Interquest, was viewed as a great opportunity for development of a mixed-use campus in a prime, high visibility location.

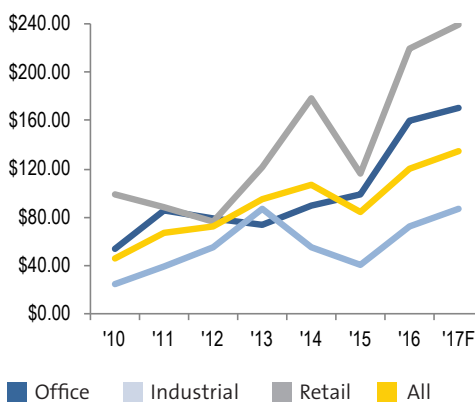
**Property Sales Volume**



Asset sale prices are reaching and exceeding pre-recession peaks in many market segments. Sales of multi-family assets in Colorado Springs continue to break records for both pricing and volume. With housing prices escalating, vacancy rates in multi-family properties remain at sub 5% levels, a trend that is expected to continue in 2017. Steady economic growth, strong rental demand and escalating rents are the drivers fueling competition among investors for multi-family assets. Despite an uptick in construction of apartment projects, vacancies are predicted to hold relatively steady in 2017.

The 2017 capital markets will remain healthy and will provide investors with continued opportunity for growth and investment in real estate. Although interest rates are forecast to begin rising by early 2017, increases will be gradual and should not have a negative effect on real estate acquisitions in 2017.

**Price Per Square Foot**



The opportunity to acquire well located Class A and B properties at significant discounts is luring investors to the Colorado Springs market. Several large

Investment activity will remain strong throughout 2017 as Colorado Springs remains a great alternative to many of the primary markets such as Denver.

Capitalization rates currently average approximately 7.5% for all product types with the exception of multi-family assets that are trading at sub 6.0% cap rates. Cap rate compression will continue for stabilized, well located Class A and B assets in 2017 as long as interest rates remain relatively stable.

Source: CoStar

**Key Transactions 2016**

Buyer	Seller	Address	Price	Size (SF)
Fortress Investment Gp, LLC	Verizon Communications, Inc.	2424 Garden of the Gods Rd	\$31,000,000	776,090
Monmouth Real Estate Investment Corp	SunCap Property Group	125 Troy Hill Road	\$28,845,500	225,362
M&C Properties, LLC	Greystar Real Estate Partners	1735 Presidential Heights	\$49,600,000	276 Units

\* Transaction Represented by QCG



## The Colorado Springs/El Paso County land market is back and 2017 should be a record year.

### Building Permit Activity

Year	Single Family	All Others	Annual % Change (Single-Family)	Annual % Change (All Types)
'06	3,446	973	-35.2%	-34.6%
'07	2,135	956	-38.0%	-30.1%
'08	1,223	762	-42.7%	-35.8%
'09	1,105	232	-9.65%	-32.6%
'10	1,404	311	27.1%	28.3%
'11	1,399	821	-.03%	29.4%
'12	2,218	767	59%	34.5%
'13	2,693	745	21.5%	15.2%
'14	2,439	1,090	-9.4%	2.6%
'15	2,739	2,046	12.3%	1.6%
10-Year Avg.	2,080	740		
Through Sept '15	2,135	745		
Through Sept '16	2,595	993	22.5%	24.6%

Source: El Paso County Regional Building Department and Summit Economics, LLC

The land market in 2016 was the best land sales market since 2006. Regional and national investors and developers began purchasing land in the area again, in all market segments, at an accelerated rate. The Colorado Springs/El Paso County land market is well positioned and expected to further improve in 2017 and for at least the next couple of years.

Residential land and lots will remain the strongest land market segment in 2017 and is expected to continue to grow at a steady and sustainable rate. The increase in the building permits has somewhat been hampered by the shortage of finished lots in desirable areas of the market and a very constrained construction labor market, which is not expected to be resolved anytime in the near future. The purchase of raw or entitled, undeveloped land for residential development is expected to further increase in 2017. In-fill residential development (townhome and duplexes) started again in 2016 and is expected to be one of the largest growth areas in 2017.

The apartment market continued its expansion and growth in 2016 with over 750 new apartment unit permits pulled through the 3rd quarter of 2016. Monthly rents rose over 9% in the last 12 months and increases in rent show no signs of slowing down in the coming year. Colorado Springs continues to attract retirees and empty-nesters to its favorable active lifestyle. The senior lifestyle services market (i.e. assisted

living, memory care, etc.) steady growth is expected to continue through 2017.

Office and industrial land saw more activity in 2016, primarily from end-users, which is a trend that is expected to continue because of the favorable financing that is available. Retail land sales continued to be strong in 2016 with numerous new retail centers announced throughout the City and new retailers coming into the market. With Colorado Springs growth projections for the next couple of years, retail land should continue to expand, primarily in the market areas north of Woodmen Road.

The outlook for 2017 is more positive than in 2016, which was a solid year. Building permits should exceed 3,300 single family. The new Mayor has made very positive changes throughout the City, which have been rewarded with numerous "best place to live" accolades and created an exciting outlook for Colorado Springs' residents, both personally and professionally. Denver area residents continue moving to Colorado Springs and commuting to Denver is expected to further increase in the coming years because of Colorado Springs' cost of living and lifestyle. The area will continue to be considered the best value on the Front Range and continue to attract more investment from non-Colorado Springs/El Paso County companies, investors and developers.

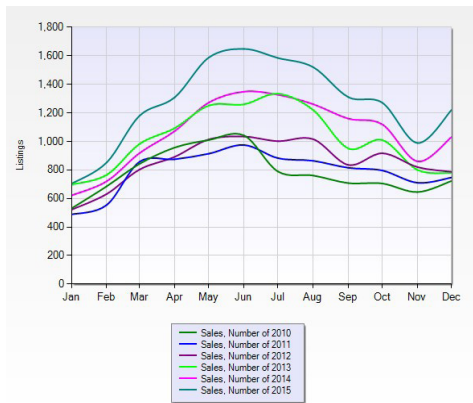
### Key Transactions 2016

Buyer	Seller	Property	Amount
Arroya Investments, LLC, (local development group)	Family-held Entities	514 acres for residential land (500+ lots) in northeast El Paso County.	\$5,139,400
Etkin Equities (regional developer)	COPT Interquest, LLC (REIT)	70 acres of commercially zoned property at I-25 and Interquest Parkway.	\$4,588,000
Westside Investments, LLC (regional developer)	New Crossings Inc. Successor	153 acres of multi-use zoned property at Interquest Parkway and Voyager Parkway.	\$22,106,250

\* Transaction Represented by QCG

# Residential

## Annual Sales



## Increased demand for the Colorado Springs lifestyle continues to put high demand on a market in short supply.

The residential real estate sales in 2016 made for a banner year, exceeding 15,000 homes. This is the highest annual sales seen in the Pikes Peak Region in the last 10 years. Much of this can be attributed to a strong job market and historically low interest rates, boosting confidence amongst buyers and builders. As we move forward into 2017, there is a likelihood of mortgage rates increasing. While this may slow the rate at which annual sales are increasing year-to-year, the total annual sales in 2017 is still projected to approach 17,000 homes. Adding to this confidence in the market is the significant reduction in foreclosures in our stabilizing market. Annual foreclosures in 2015 decreased by 19.5% to 1,470. 2016 foreclosures remained low and 2017 is projected to see 1,460 foreclosures.

2016 saw the average days on market dropping by 50% to 39 days. 2017 will continue to have high demand from buyers relocating to the Pikes Peak Region. Residential rental rates have steadily climbed, converting renters to buyers. Despite an increase in building permits for new construction (see Land Forecast), existing home inventory will remain in high demand throughout 2017 and likely not stay on the market for more than 45 days on average.

## Days on Market



The demand for inventory has also been reflected in steady increases in sales prices. The median sales price of a single-family home through 2016 was \$251,351, an increase of 5.3% over the 2015 median sales price. This pace is expected to remain consistent through 2017, bringing the median sales price over \$265,000 based on an increase of over 5%.

## Median Sales Price



An increase in population growth, higher employment levels, and a significant decline in available housing continues to sustain recovery in housing sales and prices. Population in the Colorado Springs metro area has increased at a rate of 2.3% annually. Approximately 52% of the increase was due to natural increase, while 48% was due to net migration, as measured by the US Bureau of the Census. This growth is expected to continue at a rate of nearly 2% annually.

Despite the strong demand across 2016, some price points have been in more demand than others. Homes between \$200K-\$250K sold after an average of only 21 days. Even homes between \$300K-\$450K sold after an average of 50 days. The demand starts to noticeably cool on home prices that push past \$600K, taking upwards of 80 days to sell. The coldest price point remains beyond the \$1M mark with 43 homes selling in 2016 after an average of 180 days on the market.

With less housing to meet demand, the absorption rate of the existing inventory has accelerated through 2016. Across 2015 the average days on market for a home was 79 days.

Side Graphics (Source: Pikes Peak Association of REATORS\*)

## Key Transactions 2016

Address	Area	Size (SF)	Sold Price	Days on Market
19 Elm Avenue	Broadmoor	15,005	\$4,000,000	270
81 S Marland Road	Broadmoor	19,332	\$3,450,000	430
5045 Broadlake View	Broadmoor	12,000	\$1,850,000	440

\* Transaction Represented by QRG



# Colorado

## National Ranking 2016

- Colorado Springs **ranked 2nd** Most Desirable Place to Live by U.S. News & World Report.
- Colorado Springs **ranked 4th** Best Mid-sized City for New Grads by Online Degree.com.
- Colorado Springs **ranked 4th** Best Large City to Live in by WalletHub.
- Colorado Springs **ranked 5th** Best Place to Live by U.S. News & World Report.
- Colorado Springs **ranked 7th** Best City for Real Estate Markets and **28th Overall** by WalletHub.
- Colorado Springs **ranked as one of the 6 Best Big Cities** - Best Places to Live in the US and the **Best in The Mountains** according to Money Magazine.
- Colorado **ranked 2nd** Most Educated State by 24/7 Wall Street.
- Colorado **ranked 2nd** Best State Technology and Science Index 2016 by the Milken Institute.
- Colorado **ranked 4th** Happiest State according to Gallup-Healthways Well-Being Index.
- Colorado Springs **ranked 3rd** Best State for Business by 24/7 Wall Street.
- Colorado ranked 4th Fastest Growing Economy by 24/7 Wall Street.
- Colorado received an Overall Friendliness **rating of A** from Thumbtack.com.

## Overview & Demographics

Colorado Springs is the 79th largest Metro Area in the U.S. and the 18th fastest growing area! The Colorado Springs Metropolitan Statistical Area (MSA) encompasses El Paso and Teller Counties – an area comprised of 2,159 square miles. The MSA enjoys a population density of only 277 people per square mile. It is this plains/mountain mixture that provides the climate which has made the locale a highly desirable and healthful place to live.

Colorado Springs lies between Denver and Pueblo on U.S. Interstate 25. Its main east-west national highway is U.S. Highway 24. A technically oriented community, the city's economic activity is based on the high-tech industry (second largest in the State in terms of payroll, sales and number of employees) military, tourism, and agriculture. This economy, having become more broadly based and stable, provides the area with more diversity of income each year.

### Demographic / Economic Profile

Colorado Springs MSA has become a thriving metropolis of over 650,000 people. Within a 1 hour drive we also have access to the Denver\* metro market with over 2,690,000 people and the Pueblo market with over 163,000 people. Statistically, the city is now among large metropolitan areas; however, it retains its wide open and friendly appeal.

The Census Bureau defines the Colorado Springs Metropolitan Statistical Area (MSA) as all of El Paso and Teller Counties.

\*Denver metro includes Adams, Arapahoe, Denver, Douglas and Jefferson counties.

Population	City of Colorado Springs	El Paso & Teller County
2010	420,716	650,673
2015	451,585	700,483
2020 Projection	483,196	758,232
2025 Projection	517,020	819,138

Source: Colorado State Demographers Office, November 2016 (based on 2010 census)

Income	City of Colorado Springs	El Paso & Teller County
Median Household Income	\$54,228	\$60,023
Median Family Income	\$68,580	\$73,830
Per Capita Income	\$29,355	\$30,537

Source: American Factfinder, 2014 Community Survey 1-Year Estimates

### Industries

Colorado Springs is home to a diverse array of business, a result of more than 30 years of careful economic development and planning. The area offers cost advantages, easy access to both coasts, and a climate which is perfect for disaster recovery locations and a workforce trained to the needs of many industries.

# Company

**QCG is constantly changing to help our clients meet today's real estate challenges. Our emphasis is on specialization and we are equipped to help clients take advantage of unique market opportunities.**

## Real Estate Services

- Agency Leasing
- Asset Management
- Capital Markets
- Consulting
- Disposition Services
- Facility Management
- Lease Administration
- Portfolio Rationalization
- Project/Construction Management
- Property Management
- Site Selection
- Strategic Planning
- Tenant Representation
- Valuation Services

## Overview

Quantum Commercial Group was founded in 1989. Since our founding, the company has grown from a single Broker into one of the region's largest and most respected full service commercial real estate service firms. Its professionals draw from a unique platform of real estate services and specialties to deliver integrated solutions to real estate owners, tenants and investors. The solutions Quantum delivers to its clients are supported by proprietary market research and extensive local expertise. Quantum understands the dynamics of the real estate marketplace.

From Fortune 500 multinational companies, institutional investors and government agencies to small and mid-sized businesses and individual investors, clients look to Quantum Commercial Group for real estate solutions that meet their business and investment objectives. We can assist with selecting a location to do business, improving a property or portfolio's operating efficiency to increasing occupancy or otherwise maximizing the return on an investment. We bring together professionals who have experience with particular property types and specific industries to ensure clients' needs are clearly understood and the most effective solutions are implemented.

## Services Structured Around the Needs of Our Clients

Quantum Commercial Group has the people, platform and best-in-class service whether a client needs help with a single property or multiple global facilities. Our comprehensive real estate solutions include transaction services, management services, and corporate services. Many of the real estate advisors in our office hold prestigious designations including Certified Commercial Investment Member (CCIM®), Society of Industrial and Office Realtors (SIOR®) and Commercial Property Manager (CPM®).

Quantum's teams of specialists cover all aspects of commercial real estate and work closely with clients to assess the ways in which real estate issues relate to – and contribute to – an organization's strategic business objectives.

We deliver integrated property and asset management services focused on cost-efficient operations, tenant retention and increasing property values to a number of corporate and institutional clients. Quantum manages a diverse portfolio that includes headquarters facilities, as well as industrial, manufacturing and warehouse facilities, retail properties and office/medical buildings for real estate occupants and investors. Additionally, Quantum can provide consulting services that help clients better understand their real estate portfolio, the current operating environment, and future opportunities that exist through smart, strategic planning.

## Marketing

Quantum Commercial Group offers comprehensive marketing solutions and creative services to our clients. We provide professional in-house design services that include brochures, email campaigns, websites, full offering memorandums and more. This enables us to generate professional and customized marketing materials to suit individual client and property needs, responding to requests quickly and with excellent quality control.

Marketing starts with a complete analysis of the property to determine pricing, best use, targeting user profiles, demographics and market conditions. With this information, we are able to develop strategic marketing plans to target prospective clients.

## Recent Platform Enhancements

Quantum continues to enhance its platform to meet the changing needs of its clients. It significantly strengthened its financial services asset management practice by supporting financial service firms in resolving issues, recovering value, and managing risk in dealing with distressed real estate debt and properties. Quantum continues to offer a true single-source solution when it comes to full-service property management.

These are just some of the ways we continue to evolve our business so that we can help our clients achieve their business objectives – no matter what the market conditions.

*The direct or indirect purchase of real property involves significant risks. Investors should consult their own tax advisors and legal counsel. Always remember that each property is unique and past performance is no guarantee of future results.*

# Brokers



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