



# The Corky McMillin Center for Real Estate

*College of Business Administration*

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## The Corky McMillin Center and ULI San Diego/Tijuana Chapter Present:

### *Cross-Border Economics A Catalyst for Growth in San Diego*



Join Jerry Sanders at SDSU on April 30th when he will lead a panel discussion on cross-border economics. Enrique Esparza Jr. of Co-Production International and Tijuana Economic Development Corporation, DEITAC; Christina Luhn of San Diego Economic Development Corporation Cali Baja Bi-National Mega Region; and Stephen Williams of SENTRE Partners, Inc. will speak on the panel as well. The discussion will focus on the potential for economic growth between the U.S.-Mexico border. Mexico is projected to be one of the world's five largest economies by 2050 according to the U.S. Secretary of Commerce. The projected growth is anticipated to propel the North American market. With the catalyst for growth



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***ULI @ Lunch: Emerging  
Stormwater Compliance  
Issues for Land  
Development***

March 27, 2014 11:30 am

just next door, it is vital for San Diego to explore avenues to further economic development between San Diego and Tijuana.

[RSVP for the Cross-Border Economics breakfast panel here!](#)



## The Corky McMillin Center for Real Estate and Cassidy Turley Co-host State of Real Estate Event



February 25, 2014, The Corky McMillin Center for Real Estate and Cassidy Turley co-hosted the State of Real Estate Forecast event at the San Diego Central Library. Event organizers recruited an all-star guest speaker lineup including, *New York Times* best-selling author, Dave Logan; retail pioneer and Founder of PIRCH, Jim Stuart; and Chief Economist of Cassidy Turley, Kevin Thorpe. Although anchored by the trends and economics driving commercial real estate, speaker presentations also paid tribute to behavioral science and flagged it as a critical variable in emerging trends in the market today. Memorable event moments include, Logan's synopsis of the five tribal stages, Stuart's profile of consumers today, and of course Thorpe's breakdown of the numbers for the 2014 commercial real estate forecast. Over 200 hundred guests turned out for the event.

San Diego, CA

[Read More](#)

### ***Nominate Commercial Real Estate's Top Producers Under 40***

Deadline: March 28th

Submit Your Nominations to:  
*San Diego Business Journal*

[Click Here to Nominate](#)

### ***DL Giving Back*** NAIOP Developing Leaders Give Back

DL will package food for distribution to a Food Bank supported charity.

April 10, 2014  
San Diego Food Bank

[Read More](#)

### ***SDAR Expo***

San Diego Convention Center  
April 11, 2014

[Read More](#)

### ***ULI April Breakfast - The Future Look of Master Planned Communities***

April 15, 2014 7:30 am  
San Diego, CA

[Read More](#)

## NAIOP Scholarships Awarded to SDSU Students

Congratulations Brent Garcia and Leo Valerio on their recent NAIOP scholarship awards. Both Brent and Leo are former Real Estate Society board members. Former RES President and current RES Director at Large, Brent Garcia received the BIA Cares Scholarship and was recently promoted to CFO of Brewer Corporation. Leo is preparing for his broker's exam and is looking to position himself with a commercial real estate brokerage company. He served as the Community Outreach Chair for RES 2012-2013. Congratulations Brent and Leo!

## Visit Our Table at Bisnow's State of the Real Estate Market Event

The Corky McMillin Center for Real Estate will exhibit at Bisnow's State of the Market event happening this Wednesday March 26th. Join us at the Hilton San Diego Bayfront Hotel in the Indigo Ballroom, lobby level from 7am to 10am. Event panelists will discuss the state and direction of the real estate market in San Diego.

[RSVP for Bisnow's State of the Market event here!](#)

## SDSU News

### Seth Kaplowitz to Teach at Wuhan University

Seth Kaplowitz, a Lecturer in the real estate program at San Diego State University has been asked to teach a course in International Business Law at Wuhan University, Wuhan, Hubei, China March 29 - April 6, 2014. Congratulations Seth!

### Aztec Codices Spotlights Craig Stevens

Craig is a 1982 College of Business graduate with a degree in finance. He worked in the financial services/commercial real estate arena for twenty years before starting his own company, Mar West Real Estate, Inc. In 2012, Stevens sold the company he had formed only 10 years prior to FirstService Corporation of Toronto. Since

### *NAIOP Developing Leaders Spring Social*

April 17, 2014 5:30pm  
Sea & Smoke  
at Flower Hill Del Mar

[Read More](#)

### *NAIOP University Challenge*

April 25, 2014  
Real Estate Competition:  
SDSU, USD, and UCSD

[Read More](#)

### *Lavin Entrepreneurship Center Business Forum Speaker Series*

Stedman Graham Discusses  
How to Maximize Leadership  
and Life Potential

May 1, 2014  
3:30 pm to 6:00 pm  
Hyatt Regency La Jolla at  
Aventine

[Read More](#)

### *Crittenden National Real Estate Conference*

May 6-8, 2014

*Save \$100 for being in our network!* - Use discount code **SDSU** and register today!

[Register Here](#)

***Be Our Sponsor***

then, Craig co-founded Sea Pointe Partners, Inc. Stevens has served on The Corky McMillin Center for Real Estate's Advisory Board and the College of Business Advisory Board. Currently, he teaches Business Career Development at SDSU for the College of Business. [Read full article](#)

## SDSU Named Top 20 Best Business School in 2014 by Best of Vets

Out of the 140 Colleges that entered the rigorous Best of Vets college survey conducted by *Military Times* San Diego State University placed #18. Only schools that offer graduate-level business degrees were considered.

## Alumni at Work

### Brandon Keith, Voit Real Estate Services

Brandon Keith, SVP at Voit Real Estate Services sells the Pyramid Building on Miramar Road for \$13.6 million. The buyer plans to rename the building "The San Diego Innovation Center" and reposition it to accommodate office and technology tenants. In addition, the new owner would like to see ground floor health and fitness tenants, as well as a possible restaurant. [Read full article.](#)



Known for its famous shape, the Pyramid Building will soon be converted into a hub of creative and

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[gnegrete@mail.sdsu.edu](mailto:gnegrete@mail.sdsu.edu)

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### *Hiring?*

Email Gloria Negrete, Program Manager at [gnegrete@mail.sdsu.edu](mailto:gnegrete@mail.sdsu.edu)

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### *Calling All Real Estate Alumni*

Stay Tuned for future Real Estate Alumni Events!

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### *Real Estate Advisory Board*

**Chair:** [Mark McMillin](#)

[John Agle](#)

[Scott Brusseau](#)

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tech space.

## Tim Wright of HFF and Rick Reeder of Cassidy Turley Speak on NAIOP Capital Markets Panel

Tim Wright and Rick Reeder participated in the NAIOP Capital Markets Panel on March 4th in Del Mar. The panel addressed the state of the market and the nature of future opportunities. The panel also discussed the needs of tenants as it translates into demand for space. Rick Reeder believes that the commercial real estate community needs to think differently going forward and that the market is at the “start of real value increases.” Tim Wright agreed and stated that more investors are looking at the San Diego market and that: “the recovery of San Diego is slow relative to the Northwest and Bay Area, but we’re seeing more acquisition financing here, and it is just beginning.”

## Scott McClave, The Bascom Group LLC

The Bascom Group LLC of Orange County purchases a 114 unit Huntington Beach apartment community - Huntington Villas Apartments. The property was purchased for \$166.7, per unit and was funded through their second private equity fund. Congratulations Scott McClave!

## Mike Neal, H.G. Fenton

India and Date streets will get a new public plaza featuring a vehicle-free pedestrian zone for social gatherings and events along with a mixed-use apartment development. Developer, H.G. Fenton’s preliminary designs for the new development in Little Italy were just approved by a committee of Civic San Diego, the City’s downtown oversight agency. H.G.Fenton President and CEO, Mike Neal, is an SDSU alum and Real Estate Advisory Board member. The Date Street Piazza construction is anticipated to begin midyear and conclude in late 2015.

[Read full article.](#)

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## San Diego News



H.G. FENTON COMPANY

TRUST, SERVICE AND INNOVATION SINCE 1906

Cassidy  
Turley



CORNERSTONE  
COMMUNITIES  
*"Building The American Dream"*

## **San Diego Transitions From Freeway Infrastructure to Traffic Management**

Caltrans will focus more on strategic management of traffic rather than expanding the amount of freeway lanes in the near future. This should provide commuters with more choices and more information which should lead to better real-time traffic data.

However, there are currently several lane additions on the list for 2014 such as the \$100 million construction of a four-lane expressway on State Route 76 which is due to be completed by winter of 2017. Caltrans is also working on the Cabrillo Bridge-Laurel Street overpass and the Centerline Bus Rapid Transit States on Interstate 15. One of the most expensive projects (the continued construction of express lanes next to Route 76 on the 805) is expected to be completed by next winter.

[Read the full article.](#)

## **Cash Still Taking Homes Below \$400,000**

Buyers and/or investors paying cash for homes still makes up almost 27% of the purchases for homes under \$400,000. Cash buyers make it difficult for first time homebuyers to compete due to a seller's preference for cash over a financing contingency.

[Read the full article.](#)

## **Trigild Named Receiver and Manager for 838 Apartment Units in Las Vegas, Georgia, South Carolina and Idaho**

Trigild of San Diego has been named receiver and manager for seven multifamily communities consisting of 838 units. Trigild will focus on deferred maintenance, raising occupancy, as well as customer service and increasing profitability

[Read the full article.](#)

## **Large Project Near Petco Park Springs Back to Life**

After almost a decade, an amended Ballpark Village plan is making a comeback. The plan is for the 3.5 acre parcel between Petco Park and the San Diego Trolley line. The plan, approved on February 26<sup>th</sup>, will include a 37 story, \$250 million tower which will consist

of 688 residential units. However, it has not yet been determined whether the units will be all multifamily rentals or contain a portion of for sale condominiums. In addition, there will be approximately 55,357 square feet of retail.

The property is being developed by JMI in partnership with Lennar Corp.

[Read the full article.](#)

## **Funding for 2nd Phase of the San Ysidro Port of Entry Project Is in Obama's Proposed Budget**

Funding for critical improvements to the San Ysidro Port were included in President Obama's proposed budget. These improvements will create jobs and increase the speed at which commerce flows at the border. The total estimated cost for the project is \$732 million. Phase one should be completed in September of this year and includes the pedestrian bridge, relocation of operations facilities, as well as the construction of temporary utilities. The second and third phases will add 10 northbound lanes to the border crossing bringing the total inspection stations to 62. In addition, the southbound lanes of Interstate 5 will be moved to the west in order to connect to new roadways on the Tijuana side. The San Ysidro border crossing handles approximately 50,000 vehicles and 25,000 pedestrians daily, making it one of the busiest land ports in the world.

[Read the full article.](#)

## **Freddie and Fannie – Multifamily Will Remain Strong in 2014**

Freddie and Fannie believe that multifamily will remain an attractive investment in 2014. Many major markets are showing vacancy rates that are lower than historical norms with the exception of Washington D.C. and Norfolk, VA. However, rents in certain areas are beginning to moderate and some markets may be at or beyond their peak. According to a Fannie Mae spokesperson, continued demand for multifamily in 2014 is based on a few key factors: improving job growth, increasing renter base, new apartment supply and rising home prices.

[Read the full article.](#)

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## Scholarships

### Robert C. Hird II Memorial Scholarship

Deadline: May 9, 2014 at 3:00p.m. Pacific Time

Scholarship Value: The value of each scholarship award will be determined by the scholarship committee.

\*See website for eligibility, restrictions, details, and application.

[Apply Here](#)

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