

**“Your smallest requirement is our biggest concern.”**



**Client Spotlight**



*Elizabeth's Closet*  
Love what you wear.

Imagine your dream closet, complete with chic chandeliers, flat screen televisions, and a myriad of flattering mirrors. With an intimate interior designed to feel like a walk-in closet, the new La Jolla boutique, Elizabeth's Closet, fulfills that dream, while also featuring your dream wardrobe. Elizabeth's Closet is the stomping ground of some of San Diego's most fashionable women and men. Trunk shows and designer events bring together fashion, function and fun. Best of all, Elizabeth's Closet is stocked full with all the clothes we wish adorned the hangers and shelves of our own closets.

After a successful modeling career in Europe and earning a BA in Fashion Merchandising from the Fashion Institute of Technology located in New York City, Elizabeth Patterson received an internship with designer Nicole Miller where she learned all aspects of the fashion industry from design to production to sales. Her fashion career continued at Bloomingdale's in both Manhattan and Beverly Hills. Along with her experience and knowledge in the fashion industry and with the help of fiancé and business partner, Antonio Gates, tight end for the San Diego Chargers, Elizabeth Patterson's dream boutique, Elizabeth's Closet, became a reality.

Offering the latest in trendy and classic pieces for both women and men, owner Elizabeth Patterson is providing people a piece of her closet and lifestyle through her new boutique. Her sense of style is sharp and her boutique always showcases the most luxurious and stylish clothing for men and women, from designers such as Ankh, Black Halo, By Boe, CO2 Cashmere, Catherine Malendrin, Erika Pena, Tart, We the People, Rock Revival, Monary, Ed Hardy, and Goldenbleu.

Dubs and Company, Inc. is proud to represent Elizabeth Patterson in her commercial real estate needs and to count her among our valued clients and friends.

Elizabeth's Closet is located at  
1274 Prospect Street, La Jolla, CA 92037  
858-459-4673  
[www.shopelizabeths.com](http://www.shopelizabeths.com)



**COMMERCIAL REAL ESTATE SERVICES**  
**Sales • Leasing • Management • Construction**

**FOR SALE**

**0.88 Gross Acres**  
**1.04 Gross Acres**  
Commercially zoned land for sale at signalized intersection, fantastic growth area, level pads with all utilities at **Melrose Ave. and Diamond St. San Marcos, CA**  
**Please call for pricing.**

**2.59 Acres**  
112,820 sq. ft. level site with gentle slope, 2" water meter on site, sewer to property, zoned light industrial allows office, prominent La Costa Meadows location, great visibility to Melrose Dr., easy access to Hwy. 5, 78, and 15 at **Lot C, Opal Street San Marcos, CA**  
**\$2,900,000**

**FOR LEASE**

**2,942—8,734 sq. ft.**  
Two suites available, prime corner exposure, 100% improved but may be converted to partial warehouse, on-site property management, 3/1,000 parking ratio, easy access to I-5 and Palomar Airport, sublease through January 31, 2012 at **Carlsbad Gateway Center 5670 El Camino Real Suites B & C Carlsbad, CA**  
**\$1.19 Gross + \$.08 CAMs**

**5,778 sq. ft.**  
Approx. 425 sq. ft. HVAC office and assembly/production office, approx. 5,363 sq. ft. of 22' clear height warehouse, one 20' x 10' dock high door, great parking and truck circulation at **6351 Yarrow Dr., Suite G Carlsbad, CA**  
**\$.79 Mod Gross + \$.06 CAMs**

**600 sq. ft.**  
Prestigious downtown La Jolla location, high street and pedestrian traffic count, custom high-end retail improvements included, sublease through 8/31/09 with longer term available at **1261 Prospect St., #2 La Jolla, CA**  
**\$.71 + \$.75 NNN**

**1,440 sq. ft.**  
Approx. 360 sq. ft. of office with reception area, one private office and restroom, approx. 1,080 sq. ft. of warehouse, one 12'x12' grade level truck door, sublease through 1/31/09, longer term available at **3052 Industry St., Ste. 109, Oceanside, CA**  
**\$.85 Mod Gross + \$.05 CAMs**

**Commercial Real Estate Market News**



**Industrial** - The San Diego industrial market ended the 4th quarter of 2007 with a vacancy rate of 7.4%, with net absorption totaling positive 883,034 sq. ft. Flex projects reported a vacancy rate of 11.5%. Rental rates ended the 4th quarter at \$1.005 per sq. ft.. A total of 48 buildings totaling 793,869 sq. ft. were delivered to the market with 1,140,223 sq. ft. of industrial space still under construction at quarter's end. The largest lease signings in 2007 were 141,405 sq. ft. by Northrop Grumman Corp. at Goldentop Tech Center, 135,755 sq. ft. signed by College Loan Corp. at Parkway Centre IV, both in the I-15 Corridor market; and the 133,301 sq. ft. lease signed by Illumina, Inc. in the North City industrial market. In the first 9 months of 2007, there were 83 industrial sales transactions totaling \$833,212,080 with an average price per sq. ft. at \$140.27. During the same time frame in 2006, there were 119 transactions totaling \$911,787,491 at an average price per sq. ft. of \$125.42.

**Office** - The San Diego office market ended the 4th quarter of 2007 with a vacancy rate of 11.5%, with net absorption totaling negative -334,011 sq. ft. Rental rates ended the 4th quarter at \$2.70 per sq. ft. A total of 35 buildings totaling 768,752 sq. ft. were delivered to the market with 2,999,587 sq. ft. still under construction at quarter's end. The largest lease signings included 222,092 sq. ft. by Amylin Pharmaceuticals, Inc., the 177,135 sq. ft. renewal signed by Kyocera Wireless Corp. in the North Cities market, and 166,367 sq. ft. by QUALCOMM in the same area. During the first nine months of 2007 there were 79 office building sales transactions of 15,000 sq. ft. or larger with a dollar volume of \$2,679,306,594 with an average sales price of \$370.22 per sq. ft. During the same time frame in 2006, there were 58 transactions with a total volume of \$1,895,119,044 with an average sale price of \$300.12 per sq. ft.

**Retail** - The San Diego retail market ended the 4th quarter of 2007 with a vacancy rate of 3.1%. Net absorption was positive 316,366 sq. ft. Rental rates ended at \$2.087 per sq. ft. A total of 13 retail centers with 492,370 sq. ft. were delivered to the market with 503,477 sq. ft. still under construction at quarter's end. The largest lease signings were 35,000 sq. ft. by Crate & Barrel at Westfield UTC, the 30,000 sq. ft. by 24 Hour Fitness at Sycamore Terrace, and 26,540 sq. ft. by Ferguson at 1725 Hacienda Dr. During the first nine months of 2007, there were 37 retail center sales totaling \$418,810,727 with a price per sq. ft. of \$19.63. During the same time frame of 2006, there were 30 sales transactions totaling \$258,453,533 with a price per sq. ft. of \$16.56.

*Information Courtesy of CoStar Group, Inc.*

**Join Our Team!**



Are you interested in a commercial real estate sales and leasing career? We are currently seeking qualified candidates to become members of our team. If you, or someone you know is interested, please give us a call at (760) 591-4100 or email [kdsr@dubsandcompany.com](mailto:kdsr@dubsandcompany.com).

**Dubs and Company, Inc. Team**

**Kenneth P. Dubs, Sr., CCIM**  
(Broker, Industrial/Investment/Land)

**Kenneth P. Dubs, Jr.**  
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(Office/Retail/Investment)

**Steve West**  
(Industrial/Investment/Land)

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(Office Manager)

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(Administrative Assistant)

Dubs and Company, Inc.  
1850 Diamond Street  
Suite 105  
San Marcos, CA 92078  
(760) 591-4100

**Notary Service is Available  
in our Office!**



*The information contained herein is deemed reliable, however no representations, warranties, or guaranties of any kind are made by Dubs and Company, Inc.*

For additional information on our property listings, visit us online: [www.dubsandcompany.com](http://www.dubsandcompany.com)

#### FOR LEASE

##### 927 sq. ft. up to 1,855 sq. ft.

Professional/medical, ground level office for lease in the heart of San Marcos, high visibility, monument and suite signage, ample parking, easy access to Las Posas, RSF Rd., and Hwy. 78 at

**1537 Grand Ave.**

**Suites C & D**

**San Marcos, CA**

**\$1.54 sq. ft. + \$.06 CAMs**

##### 1,575 sq. ft.

Industrial suites for lease, 540-1,355 sq. ft. of HVAC office or assembly, 220-1,035 sq. ft. of 20' ceiling height warehouse, full truck circulation, excellent visibility and parking, 120/208 volt 3 phase, 10'x12' grade level truck door, easy access to I-5, I-15, and Hwy. 78 at

**1790 La Costa Meadows Dr.**

**Suites 100, 101 & 103**

**San Marcos, CA**

**\$1.00-\$1.09 Mod Gross  
+ \$.06 CAMs**

##### 2,806 sq. ft.

Approx. 280 sq. ft. of private office, approx. 2,526 sq. ft. of 18'-20' warehouse, one 12'x14' grade level truck door, near San Elijo Hills Community in La Costa Meadows Business Park, great North County location, easy access to Hwy. 78, I-5 and I-15 at

**1801 Diamond St.**

**Suite 102**

**San Marcos, CA**

**\$.89 Mod Gross w/\$.06 CAMs**

##### 3,461 sq. ft.

Corporate image R&D for lease with office space, dramatic contemporary glass architecture, oak trimmed executive offices, excellent parking and truck circulation, 20' ceiling height warehouse, 120/208 volt 3 phase, 12'x12' grade level door at

**1782 La Costa Meadows Dr.**

**Suite 102**

**San Marcos, CA**

**\$1.19 Mod Gross + \$.06 CAMs**

##### 3,216 sq. ft.

Industrial manufacturing, approx. 500 sq. ft. of HVAC office, approx. 2,716 sq. ft. of 16' clear height warehouse, one 10' x 10' grade level truck door, 480V/3 phase power, great parking and truck circulation, sublease through 3-31-10 with longer term available at

**6361 Yarrow Drive**

**Suite D**

**Carlsbad, CA**

**\$.84 Mod Gross + \$.06 CAMs**

#### Dock High Distribution-Warehouse 480V



**For Lease 5,778 sq. ft.**  
**6351 Yarrow Dr., Suite C, Carlsbad, CA 92009**

- Approx. 600 sq. ft. of HVAC office and assembly production office with newer carpet and paint
- Approx. 5,095 sq. ft. of 22' clear height warehouse with 20' x 10' dock-high door, one unit with truck ramp
- 480 volt, 45KVA-208-3 phase
- Easy access to I-5, Hwy. 78 and Palomar Airport

**\$.89 Mod Gross with \$.06 CAMs**

#### Retail/Professional Offices for Lease

**For Lease 973-1,943 Sq. Ft.**  
**Lake San Marcos Resort Community**

##### 100 Building (Office/Retail)

**Ste. 100 1,943 sq. ft. \$2.75 NNN**

**Ste. 140 1,037 sq. ft. \$2.99 NNN**

##### 200 Building (Retail)

**Ste. 210 973 sq. ft. \$2.99 NNN**

**Ste. 220 1,455 sq. ft. \$2.99 NNN**

**Ste. 240 1,687 sq. ft. \$2.99 NNN**

- New construction, flexible suites
- Est. completion: 1st qtr. of 2008
- Central North County location
- 4.5/1,000 parking ratio
- Owner to provide tenant improvement allowance



#### New Office for Lease



**For Lease 1,879 sq. ft.**  
**4670 North Ave., Oceanside, CA**

- Brand new office suite in a light industrial building
- 2nd floor with private entrance, signage available
- Open floor plan with extensive glass-line
- Upgraded carpet, paint and lighting
- Central location, easy access to Melrose and Hwy. 78

**\$1.20 Plus Utilities**

#### Income Producing Agricultural Land



**For Sale 26.5 Acres**  
**Bresa de Loma Drive, Harmony Grove/Escondido, CA**

- 26.5 gently rolling, rural acres, panoramic views
- Zoned residential, 8 acre minimum for estate home sites
- Currently used as income producing flower farm
- Rapidly growing area of residential re-development
- Near equestrian/multi-use trail system, Escondido Creek, Elfin Forest

**\$795,000**

#### Office Space for Lease



**For Lease 1,139 sq. ft.**  
**1145 San Marino Dr., Suite 316, San Marcos, CA 92078**

- Brand new medical office build-out
- Central location in prestigious Lake San Marcos
- Front and rear access and parking
- Great signage
- High end resort community
- On site café

**\$2.10 NNN**

#### Valley Center Farm



**For Sale 193.72 Acres**  
**12363 Betsworth Road, Valley Center, CA**

- Approx. 25 acres of greenhouse pads with irrigation
- Approx. 75 acres of open planting
- Gentle slopes, oak groves, panoramic views
- Main home with 2 car garage plus older adobe home
- Barn, machine shed, caretaker home, assorted out-buildings
- Three 2" water meters, one 3/4" water meter, six wells
- Potential estate home subdivision with 2-4 acre zoning
- Convenient to shopping, services and Hwy. 15

**6,899,000**