

Manufacturers Hungry for OC Space Again

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Tenants looking for high-quality **manufacturing space** are sometimes hitting a **brick wall**. (Which is only good if they manufacture bricks.) Saywitz Co SVP **Robert Ritschel** tells us why.

1) **Manufacturing's demise is greatly exaggerated.**



Demand from the manufacturing sector in Orange County and Southern California has **increased** over the **past 12 months**, Robert says. **The exodus** of manufacturing companies during the downturn is **clearly finished**. The companies that felt it was better to do business elsewhere have left. Others that were not financially viable were either acquired, merged, or no longer exist.

2) Companies want to be here.



The **remaining manufacturing companies** choose to be in SoCal and OC for a variety of reasons, though inexpensive real estate **isn't** one of them, Robert says. Perhaps they want a location near one of the **prime distribution hubs** on the **Pacific Rim**, or they're run by execs who **choose to live in Orange County**. Pictured: the 54k SF **640 N Puente St** in Brea, which HVAC systems maker Air Treatment Corp recently bought. Saywitz's **Andrew Herron** repped the buyer, while Voit Commercial's **Seth Davenport** repped the seller.

3) Manufacturing space is tighter now.



Aerospace, plastics, and food-related industries, among others, are all in **expansion mode**. (As a result, so are our waistlines.) Finding the right space in OC can be tough, Robert notes. Beyond **size**, one must consider **appropriate power** and other manufacturing-specific needs. “Our advice to our manufacturing clients is to begin the exploration of their real estate requirements early.”