



California

More Regions and Sectors

California + Bay Area + Retail | July 27, 2021



By: Lisa Brown

Tauro Capital Advisors Doubles in Size in the Past Three Years

Tauro Capital Advisors Inc. is one of the most active financial intermediaries in California. It recently expanded into Northern California with the opening of its first office in Sacramento.

"We have more than doubled in size over the last three years," says Stephen Stein, managing partner at Tauro Capital Advisors. "We are currently headquartered in Los Angeles and have

offices in San Diego and Orange County. This expansion into Sacramento will allow us to continue to serve our clients across California, strengthen our lender and equity relationships, and continue to grow our advisory team throughout the state.”

Tauro assists in the financing of commercial properties across all product types including triple-net-lease properties and ghost kitchens, among other specialties.

“We were one of the first financial intermediaries in the ghost kitchen space,” says Stein. “This growth is really a testament to our unique approach and company culture. We’ve created a proprietary lender database and foster an environment of collaboration that allows our team members to provide creative capital solutions to clients.”

In fact, according to Stein, the firm has invested heavily into its proprietary software products for its advisers. These include Brahma, which instantly connects its advisers with thousands of lenders across the country, and Matador, which houses hundreds of branded and highly customizable marketing templates.

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California + San Diego + Healthcare | March 17, 2022





By: Jason Middleton

SD Remains Primed for Further Life-Sciences Growth: JLL Research

When the [Scripps Research Institute](#) and public research institution [University of California, San Diego](#) are the center of your life-sciences ecosystem, the spokes from that hub are likely to be additive, if not transformative.

New research and analysis from [JLL's "Q4 2021 San Diego Medical Office Report"](#) further prove the above point. Access to the full report is [HERE](#), with a low-hurdle email necessity.

Some high-level takeaways, via a news release from JLL:

- Nearly 280,000 square feet of medical space was absorbed in 2021 on a net basis – a 77% increase from 2020.
- After its slight uptick in 2020 due to a short-lived spike in new deliveries, vacancy continues its steady downward course. It dropped two full percentage points in 2021 and now sits at 5.8% – the lowest point since 2006.
- 2021 marks the tenth straight year of growth in San Diego's average asking rent across all classes. It rose another 5.5% on the year and is now approaching the \$4.00 FSG mark.
- There is currently less than 100,000 square feet of MOB's under construction in San Diego County – on par with the lower levels seen during the Great Recession despite today's relatively strong demand for space.
- All-time-high construction prices are impeding new development, but eventually the lack of supply, rising rents and/or a flattening or dip in the cost of materials should open the door for speculative or semi-speculative construction. Until then, conversion of office and retail space will remain the primary solution to the imbalance in supply and demand.

- Medical office sales across the country totaled \$19.6 billion in 2021 – an all-time high that demonstrates the acceleration in investor appetite for this stable real estate investment class. Portfolio sales hit record levels as well with \$7.7 billion of trades, representing nearly 40% of total medical office sales.

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