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Let's Make a Deal

SCOTLAND ENJOYS ITS LARGEST COMMERCIAL REAL ESTATE TRANSACTION SINCE 2008

Colliers International and the global advisory firm Advanced Technology Resource Group (ATREG) facilitated the successful sale of Freescale Semiconductor Inc.'s advanced technology manufacturing campus located in Dunfermline, Scotland (United Kingdom). The sale of the Dunfermline property is the only sizeable commercial real estate transaction to have occurred in Scotland since the end of the fourth quarter of 2008. The success of this project was the result of a combined global, regional and local marketing effort, as well as the dedication and determination of all the teams involved.

Built in 1997 by another semiconductor manufacturer, the campus was not fully completed when purchased, and had never been occupied. Colliers International, in conjunction with ATREG, worked hand in hand with Freescale Semiconductor to turn a challenging offering that had been three years on the market into an attractive proposition for local acquirer Shepherd Offshore Services Ltd., which is headquartered in Newcastle upon Tyne, U.K.



Q3 Global Investor Sentiment Survey respondents were asked to visualize their markets' real estate cycles in terms of a clock called the Global Property Clock.

holdings. Overall, these numbers continue the trend from the 2010 first-quarter survey, although in the United States a strong majority (65 percent) of investors have plans to sell property over the coming year (up from 23 percent in the first quarter of 2010).

By and large, respondents were not interested in cross-border investments. Only 30 percent reported that they are considering investing outside their domestic markets. Western Europe was a notable exception, where twice as many investors—62 percent versus 30 percent in the first quarter of 2010—are considering opportunities outside their own countries. The most frequently mentioned markets for cross-border investments were New York, Chicago, San Francisco, Washington, D.C., London, Sydney, Singapore and Hong Kong.

To read the complete Q3 Global Investor Sentiment Survey, visit www.colliers.com/research.