

MARKET TRENDS | **EAST BAY**

# INDUSTRIAL

**3RD QUARTER  
2020**

▲ **VACANCY** | ▲ **ABSORPTION** | ▲ **RENTAL RATE** | ▼ **CONSTRUCTION DELIVERIES**

Year-over-year change

**TOP SALE TRANSACTIONS FOR 3Q 2020**

Property	Submarket	Square Feet	Sale Price	Price/SF	Buyer	Seller
25500 Clawiter Rd, Hayward	Hayward/Castro Valley	230,186	\$49,800,000	\$216.35	Dermody Properties, Inc.	Dean Foods Company
24493 Clawiter Rd & 24493 Clawiter Rd, Hayward	Hayward/Castro Valley	147,489	\$25,550,000	\$173.23	Duke Realty Corporation	Robert J Simmons
575 Marina Blvd, San Leandro	San Leandro	41,000	\$17,420,000	\$424.88	Ark Row Industrial Partners	Bellomo Construction Co. Inc

**TOP LEASE TRANSACTIONS FOR 3Q 2020**

Property	Submarket	Square Feet	Date	Landlord	Tenant
30525-30535 Huntwood Ave, Hayward	Hayward/Castro Valley	139,400	September 2020	EastGroup Properties, Inc.	Undisclosed
5901 San Leandro St, Oakland	Oakland	130,513	September 2020	CenterPoint Properties	Undisclosed
6755 Brisa St, Livermore	Livermore	128,622	August 2020	Harvest Properties	Undisclosed

**TOP UNDER CONSTRUCTION**

Address	Submarket	Square Feet	Owner	Delivery Date
2701 W Winton Ave, Hayward	Hayward/Castro Valley	506,925	Black Creek Group	4Q 2020
2756 Alvarado St, San Leandro	San Leandro	154,619	Prologis, Inc.	1Q 2021
1310 Harbor Bay Pky, Alameda	Alameda	126,700	SRM Ernst	2Q 2021

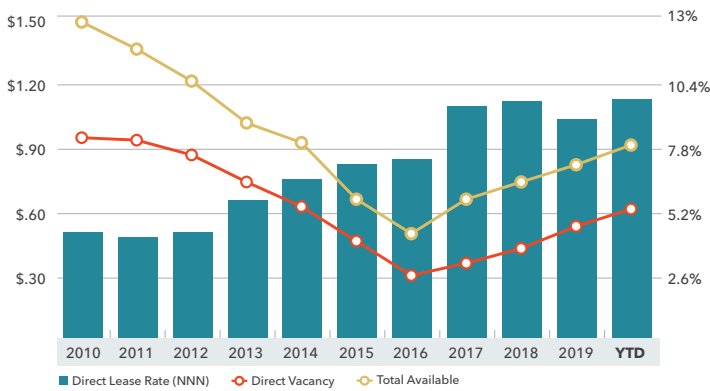
## Market Breakdown

	3Q 2020	2Q 2020	3Q 2019	Annual % Change
New Construction	0	466,437	449,678	-100.00%
Under Construction	1,013,260	1,013,260	1,775,173	-42.92%
Direct Vacancy Rate	5.23%	5.40%	4.30%	21.67%
Availability Rate	5.89%	7.60%	7.10%	-16.99%
Direct Asking Rents	\$1.08	\$1.06	\$1.02	5.46%
Leased SF	1,469,679	1,643,445	1,779,250	-17.40%
Sold SF	1,454,351	674,119	1,804,213	-19.39%
Net Absorption	277,477	(533,260)	203,975	N/A

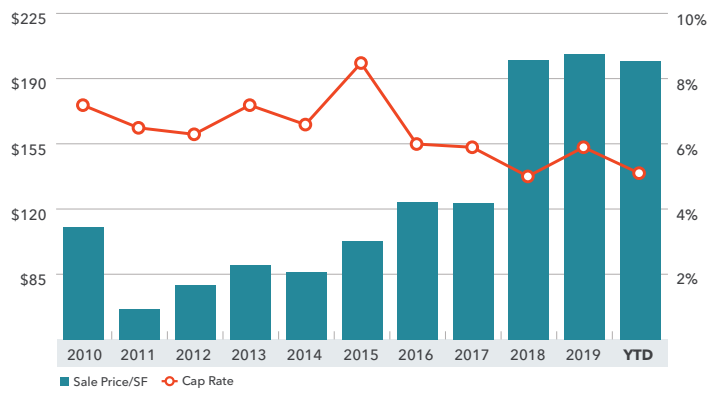
## EAST BAY SUBMARKET STATISTICS

Submarket	Total Inventory	SF Under Construction	Direct Vacancy Rate	Sublet Vacancy Rate	Total Vacancy Rate	Total Availability Rate	3Q 2020 Direct Net Absorption	YTD Direct Net Absorption	3Q 2020 Leasing Activity	YTD Leasing Activity	Direct Rental Rate
Richmond/El Cerrito	17,160,034	117,016	5.6%	0.6%	6.3%	7.4%	579,914	434,522	138,997	1,065,012	\$0.88
Berkeley/Albany	7,663,905	16,000	2.7%	0.4%	3.0%	5.6%	(66,754)	(48,953)	33,395	80,608	\$1.95
Emeryville	4,292,514	0	4.2%	0.1%	4.3%	7.3%	(43,179)	(66,041)	23,192	53,912	\$1.83
Oakland	35,256,202	0	5.9%	0.6%	6.5%	8.6%	(131,112)	32,673	408,198	1,025,312	\$1.49
Alameda	6,657,204	218,700	5.7%	0.2%	5.9%	9.3%	344,172	378,515	0	546,510	\$1.70
San Leandro/San Lorenzo	24,373,120	154,619	4.3%	1.1%	5.4%	9.6%	60,098	209,168	268,770	1,059,990	\$0.91
Hayward	42,458,170	506,925	5.3%	0.8%	6.1%	7.2%	(175,287)	(694,233)	447,420	2,195,057	\$0.92
Union City	14,186,787	0	5.9%	0.4%	6.3%	6.8%	(290,375)	(389,941)	149,707	361,534	\$0.88
<b>East Bay Totals</b>	<b>152,047,936</b>	<b>1,013,260</b>	<b>5.23%</b>	<b>0.66%</b>	<b>5.89%</b>	<b>7.91%</b>	<b>277,477</b>	<b>(144,290)</b>	<b>1,469,679</b>	<b>6,387,935</b>	<b>\$1.08</b>
General Industrial	29,002,057	117,016	5.4%	0.3%	5.7%	9.2%	(308,928)	(38,509)	89,200	750,442	\$0.83
Warehouse/Distribution	102,780,648	661,544	4.9%	0.8%	5.6%	6.9%	800,161	356,477	1,189,353	5,179,108	\$1.05
Flex	19,806,888	234,700	6.7%	0.7%	7.4%	11.0%	(208,992)	(451,828)	184,805	430,886	\$1.49
5,000-24,999 SF	31,758,914	16,000	3.3%	0.3%	3.6%	5.0%	(288,325)	(357,675)	183,256	524,579	\$1.61
25,000-49,999 SF	27,828,866	-	4.4%	0.3%	4.6%	6.7%	(65,629)	(89,207)	247,423	902,067	\$1.21
50,000-99,999 SF	32,697,397	92,000	4.5%	0.8%	5.3%	7.3%	(122,231)	(126,112)	331,236	1,212,559	\$1.12
100,000-199,999 SF	59,762,759	398,335	7.0%	1.0%	8.0%	10.4%	753,662	428,704	707,764	3,748,730	\$0.99
200,000+ SF	29,582,478	506,925	8.1%	0.7%	8.9%	11.4%	898,053	598,440	87,683	2,076,762	\$1.02

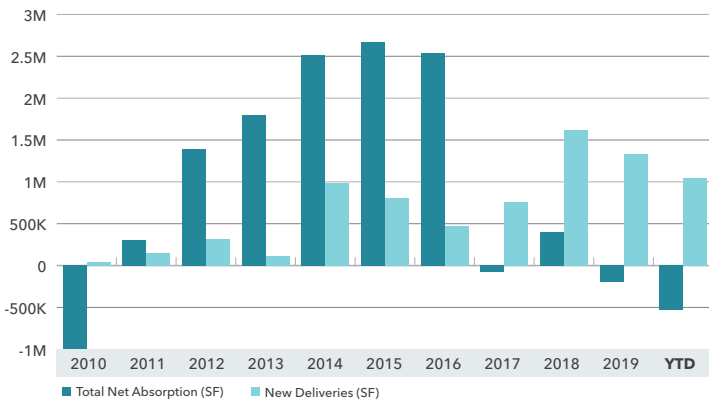
### LEASE RATE, VACANCY & AVAILABILITY



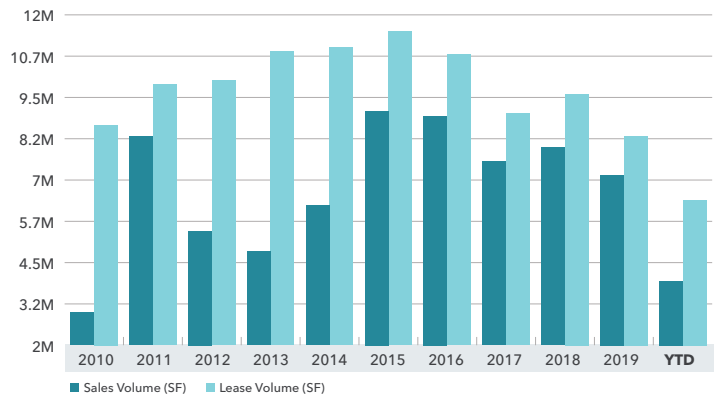
### AVERAGE SALES PRICE/SF & CAP RATES



### TOTAL NET ABSORPTION & NEW DELIVERIES



### SALE VOLUME & LEASE VOLUME



Kidder Mathews is the largest, independent commercial real estate firm on the West Coast, with 900 real estate professionals and staff in 22 offices in Washington, Oregon, California, Nevada, and Arizona. We offer a complete range of brokerage, appraisal, property management, consulting, project and construction management, and debt equity finance services for all property types.

The information in this report was composed by the Kidder Mathews Research Group.

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#### COMMERCIAL BROKERAGE

**27M** ANNUAL SALES SF      **450+** NO. OF BROKERS  
**\$9.6B** ANNUAL TRANSACTION VOLUME      **42M** ANNUAL LEASING SF

#### VALUATION ADVISORY

**1,680+** APPRAISALS ANNUALLY      **37/23** TOTAL NO. APPRAISERS/MAI'S

#### PROPERTY MANAGEMENT

**70M+** MANAGEMENT PORTFOLIO SF      **\$12B+** IN ASSETS UNDER MANAGEMENT

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