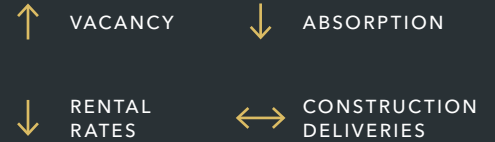


## MARKET TRENDS

# PENINSULA *INDUSTRIAL*



Year-Over-Year Change

### TOP SALE TRANSACTIONS 2Q 2023

Property	Submarket	SF	Sale Price	\$/SF	Buyer	Seller
1845-1855 Rollins Rd	Burlingame	56,000	\$24,930,000	\$445.18	Hanover Company / GID Investment Advisors LLC	Eric Fomil
129 Sylvester Rd	South San Francisco	21,800	\$18,250,000	\$837.16	Trammell Crow Company	Edlen
1430 San Mateo Ave	South San Francisco	22,095	\$14,750,000	\$667.57	Edlen	Valerie Patterson
825 Mahler Rd	Burlingame	6,000	\$11,350,000	\$1,891.67	King Street Properties	Nicole Rochette
312-314 Harbor Way	South San Francisco	31,748	\$9,300,000	\$292.93	JP DiNapoli Companies	Steve S. Strom

### TOP LEASE TRANSACTIONS 2Q 2023

Property	Submarket	SF	Transaction Date	Landlord	Tenant
325 Valley Dr	Brisbane	121,097	June 2023	IAC Properties	Trimark
145 Park Ln	Brisbane	58,000	May 2023	Prologis, Inc.	Bright Event Rentals
868 Cowan Road	Burlingame	55,700	March 2023	Blackstone Inc.	Gate Gourmet
145 S Hill Drive	Brisbane	51,338	April 2023	BiRite Foodservice Distributors	Chef's Warehouse
570-586 Eccles Ave	South San Francisco	51,048	May 2023	Prologis, Inc.	Zipline International

### MARKET BREAKDOWN

	2Q23	1Q23	2Q22	Annual % Change
Direct Vacancy Rate	4.1%	3.6%	3.8%	<b>7.89%</b>
Total Availability Rate	4.8%	4.8%	4.7%	<b>2.13%</b>
Direct Asking Lease Rate	\$1.95	\$2.33	\$2.06	<b>-5.34%</b>
Leased SF	264,794	286,508	312,726	<b>-15.33%</b>
Sold SF	174,643	59,713	276,552	<b>-36.85%</b>
Total Net Absorption	(223,098)	(177,323)	372,343	<b>N/A</b>

## PENINSULA INDUSTRIAL SUBMARKET STATISTICS

Submarket	Total Inventory	Direct Vacancy Rate	Sublet Vacancy Rate	Total Vacancy Rate	Total Available Rate	2Q23 Total Net Absorption	YTD Total Net Absorption	2Q23 Leasing Activity	YTD Leasing Activity	Avg Direct RentalRate
Brisbane/Daly City	4,728,302	3.0%	0.2%	3.2%	2.9%	7,360	-95,994	0	81,195	\$1.65
South San Francisco	12232951	3.6%	1.0%	4.6%	6.5%	-222,857	-205,503	165,624	332,325	\$1.87
San Bruno/Millbrae	731299	34.5%	0.0%	34.5%	4.1%	-21,691	-30,151	0	0	\$1.85
Burlingame	3,524,268	2.7%	0.0%	2.7%	3.7%	78,754	44,962	62,742	66,742	\$2.10
San Mateo	796123	7.3%	0.3%	7.7%	7.6%	-30,352	-29,047	8,780	9,530	\$2.24
Belmont/San Carlos	3,709,323	3.0%	0.4%	3.5%	3.4%	-9,813	-43,432	15,283	31,035	\$3.41
Redwood City	2853001	4.2%	1.1%	5.4%	5.9%	-16,499	-30,756	12,365	30,475	\$2.83
Menlo Park	2418313	1.6%	0.4%	2.0%	2.0%	-8,000	-10,500	0	0	\$3.75
<b>Industrial Total</b>	<b>30,993,580</b>	<b>4.1%</b>	<b>0.6%</b>	<b>4.7%</b>	<b>4.8%</b>	<b>-223,098</b>	<b>-400,421</b>	<b>264,794</b>	<b>551,302</b>	<b>\$1.95</b>

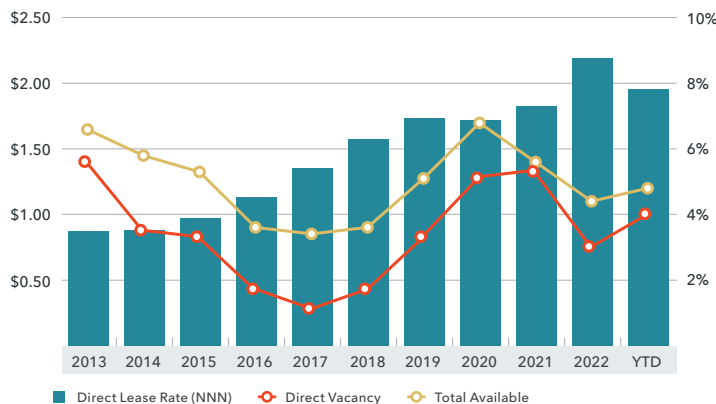
## PENINSULA R&amp;D SUBMARKET STATISTICS

Submarket	Total Inventory	Direct Vacancy Rate	Sublet Vacancy Rate	Total Vacancy Rate	Total Available Rate	2Q23 Total Net Absorption	YTD Total Net Absorption	2Q23 Leasing Activity	YTD Leasing Activity	Avg Direct RentalRate
South San Francisco	7302214	6.7%	3.1%	9.8%	23.3%	-90,796	-444,964	7,543	54,019	\$6.36
San Bruno/Millbrae	126229	0.0%	11.2%	11.2%	419.2%	0	0	0	0	\$4.96
Burlingame	796,351	1.5%	1.5%	3.0%	6.8%	6,724	1,974	1,000	10,755	\$4.71
San Mateo	283298	0.8%	0.0%	0.8%	8.5%	0	-2,200	0	0	\$5.58
Belmont/San Carlos	1,806,647	7.9%	0.9%	8.9%	10.2%	-39,946	-37,652	13,513	35,091	\$5.92
Redwood City	2030532	4.7%	4.3%	9.0%	11.7%	-78,279	-40,518	4,500	11,699	\$5.35
Menlo Park	1981026	4.0%	4.6%	8.5%	10.5%	19,906	-98,070	4,240	32,925	\$6.17
<b>R&amp;D Total</b>	<b>15,631,659</b>	<b>6.9%</b>	<b>3.0%</b>	<b>9.9%</b>	<b>19.2%</b>	<b>-182,391</b>	<b>-621,430</b>	<b>30,796</b>	<b>144,489</b>	<b>\$6.02</b>

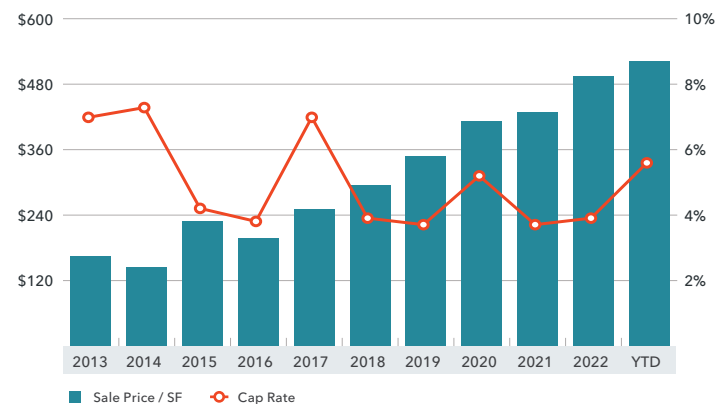
BIGGEST SALE OF THE QUARTER

*1790 Industrial Way*

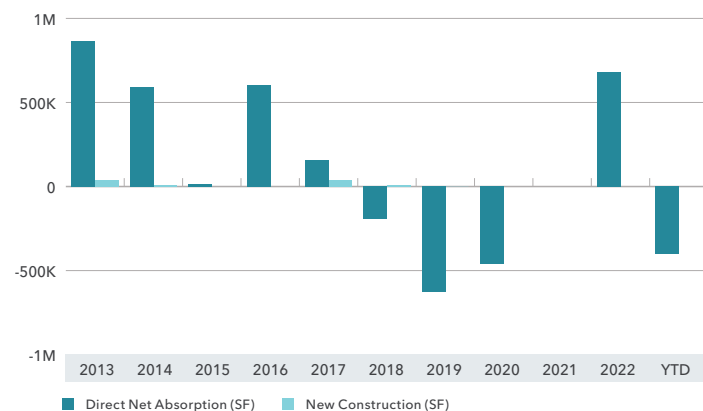
## LEASE RATE, VACANCY & AVAILABILITY



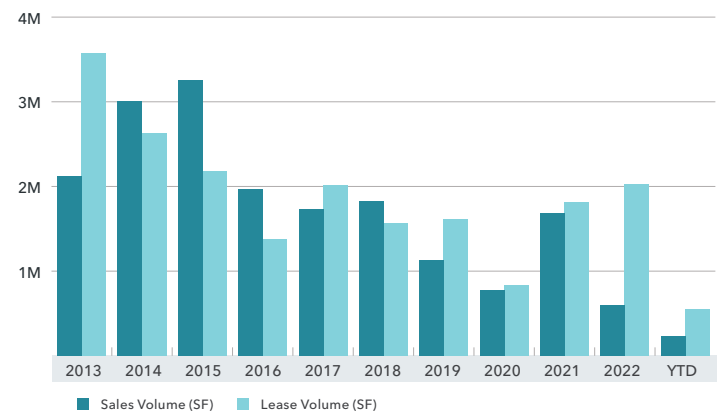
## AVERAGE SALES PRICE/SF & CAP RATES



## NEW CONSTRUCTION & ABSORPTION



## SALE VOLUME & LEASE VOLUME



Data Source: CoStar



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

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### COMMERCIAL BROKERAGE

**\$12B**

TRANSACTION VOLUME ANNUALLY

**32.1M**

ANNUAL SALES SF

**41.2M**

ANNUAL LEASING SF

### ASSET SERVICES

**53M**

MANAGEMENT PORTFOLIO SF

**771+**

ASSETS UNDER MANAGEMENT

**250+**

ASSET SERVICES CLIENTS

### VALUATION ADVISORY

**2,600+**

ASSIGNMENTS ANNUALLY

**46**

TOTAL APPRAISERS

**23**

WITH MAI DESIGNATIONS

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