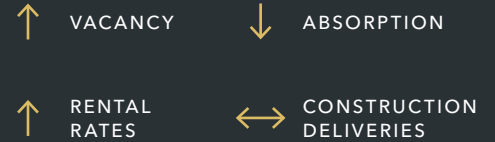


## MARKET TRENDS

# PENINSULA INDUSTRIAL



Year-Over-Year Change

### TOP SALE TRANSACTIONS 3Q 2023

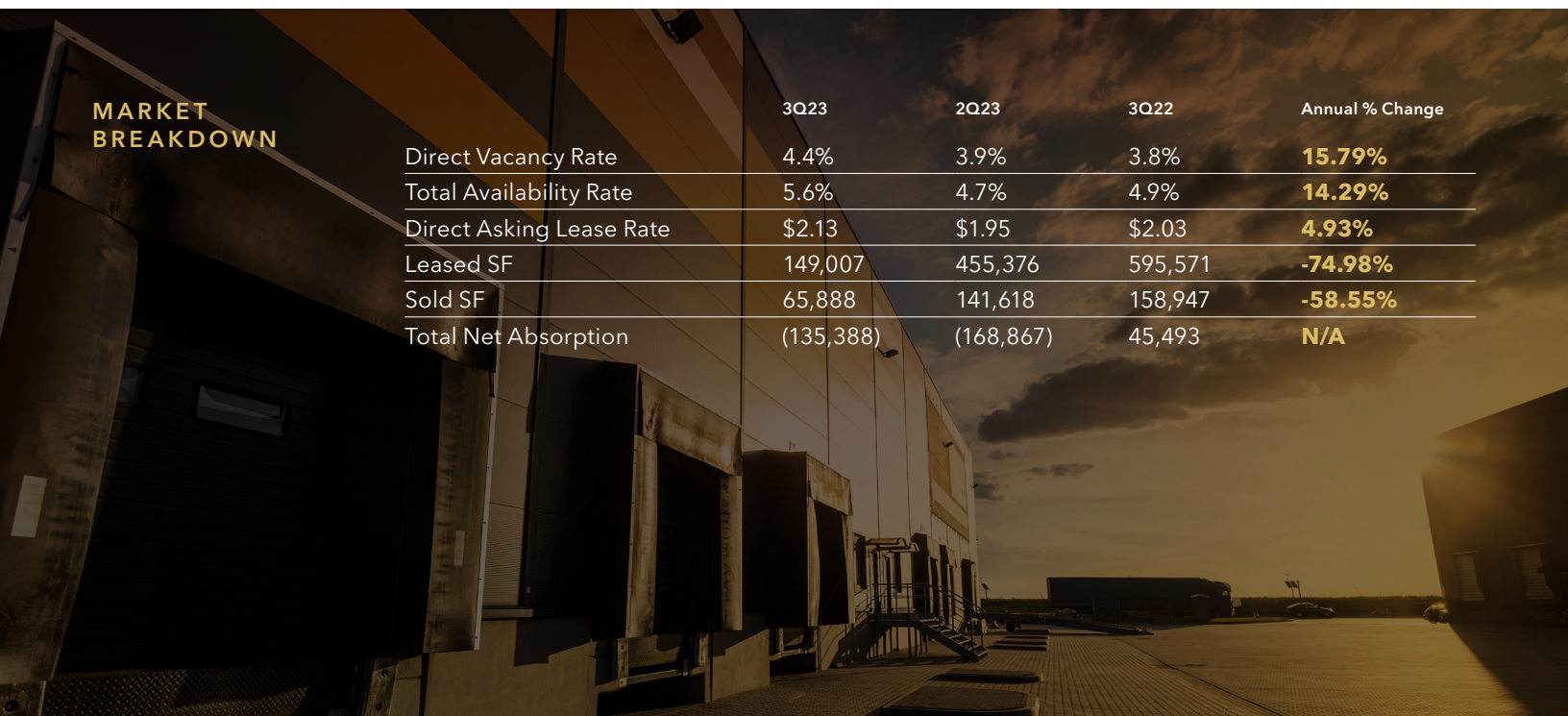
Property	Submarket	SF	Sale Price	\$/SF	Buyer	Seller
131 S Maple Ave	South San Francisco	32,748	\$10,730,000	\$327.65	Karl Hansen	Salvarezza Family Trust
939 Broadway	Redwood City	10,160	\$9,500,000	\$935.04	Jackie Burkhardt	Gregg R. Andrus
929 Bransten Rd	San Carlos	15,000	\$6,525,000	\$435.00	Karen Amato	Vivion
1206 S Amphlett	San Mateo	7,911	\$3,750,000	\$474.02	N/A	Michelle L. Abrams
1100 Industrial Rd	San Carlos	8,140	\$2,825,000	\$347.05	Gary L. Pollack Trust	Brian Madariaga

### TOP LEASE TRANSACTIONS 3Q 2023

Property	Submarket	SF	Transaction Date	Landlord	Tenant
825-835 Industrial Rd	San Carlos	560,000	September 2023	Alexandria Real Estate Equities	Vaxcyte Inc
651 Gateway Blvd	South San Francisco	325,215	July 2023	Alexandria Real Estate Equities	Acelyrin
269 E Grand Ave	South San Francisco	110,000	August 2023	Alexandria Real Estate Equities	Culture Biosciences
1100 Industrial Rd	San Carlos	109,311	July 2023	MDC Capital	N/A
320-350 Industrial Rd	San Carlos	40,000	July 2023	Joe Giampaoli	Philip White

### MARKET BREAKDOWN

	3Q23	2Q23	3Q22	Annual % Change
Direct Vacancy Rate	4.4%	3.9%	3.8%	<b>15.79%</b>
Total Availability Rate	5.6%	4.7%	4.9%	<b>14.29%</b>
Direct Asking Lease Rate	\$2.13	\$1.95	\$2.03	<b>4.93%</b>
Leased SF	149,007	455,376	595,571	<b>-74.98%</b>
Sold SF	65,888	141,618	158,947	<b>-58.55%</b>
Total Net Absorption	(135,388)	(168,867)	45,493	<b>N/A</b>



**PENINSULA INDUSTRIAL SUBMARKET STATISTICS**

Submarket	Total Inventory	Direct Vacancy Rate	Sublet Vacancy Rate	Total Vacancy Rate	Total Available Rate	3Q23 Total Net Absorption	YTD Total Net Absorption	3Q23 Leasing Activity	YTD Leasing Activity	Avg Direct RentalRate
Brisbane/Daly City	4,854,081	5.6%	0.2%	5.8%	5.5%	-131,790	-227,784	9,000	229,695	\$1.65
South San Francisco	11,922,601	3.4%	0.9%	4.3%	7.5%	8,400	-158,772	69,948	407,273	\$1.87
San Bruno/Millbrae	659,691	38.3%	0.0%	38.3%	3.3%	0	-30,151	0	8,460	\$1.87
Burlingame	3,537,771	3.1%	0.3%	3.4%	5.4%	-28,180	20,002	3,870	91,434	\$2.15
San Mateo	712,113	8.6%	0.0%	8.6%	9.1%	-2,595	-28,962	4,530	14,060	\$2.24
Belmont/San Carlos	3,707,150	2.6%	0.0%	2.6%	3.4%	12,708	-30,724	18,877	53,712	\$3.41
Redwood City	2,472,172	3.7%	1.0%	4.7%	5.4%	37,189	6,443	42,782	73,257	\$2.77
Menlo Park	2,243,374	3.1%	0.4%	3.6%	3.6%	-31,120	-41,620	0	12,500	\$2.60
<b>Industrial Total</b>	<b>31,203,754</b>	<b>4.4%</b>	<b>0.5%</b>	<b>4.9%</b>	<b>5.6%</b>	<b>-135,388</b>	<b>-491,568</b>	<b>149,007</b>	<b>890,391</b>	<b>\$2.13</b>

**PENINSULA R&D SUBMARKET STATISTICS**

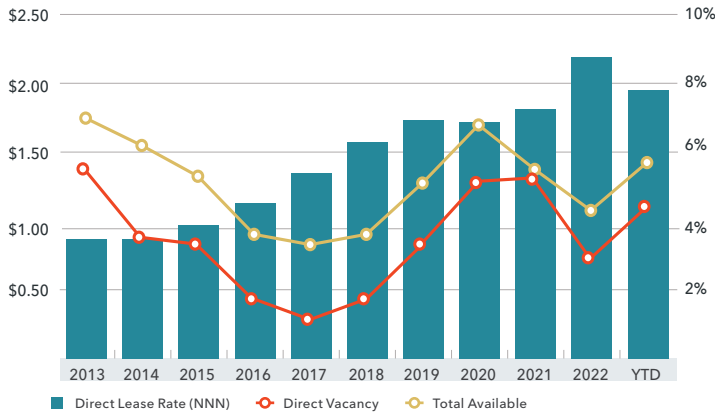
Submarket	Total Inventory	Direct Vacancy Rate	Sublet Vacancy Rate	Total Vacancy Rate	Total Available Rate	3Q23 Total Net Absorption	YTD Total Net Absorption	3Q23 Leasing Activity	YTD Leasing Activity	Avg Direct RentalRate
South San Francisco	6,175,267	5.4%	3.1%	8.5%	24.0%	121,080	-523,073	1,150	109,639	\$6.49
San Bruno/Millbrae	116,229	0.0%	12.2%	12.2%	461.4%	0	0	0	0	\$4.06
Burlingame	796,351	1.5%	1.5%	3.0%	7.9%	0	1,974	0	10,755	\$3.56
San Mateo	222,807	17.3%	0.0%	17.3%	17.3%	-36,326	-38,526	0	0	\$5.83
Belmont/San Carlos	1,806,647	16.7%	1.2%	17.9%	18.0%	-161,226	-200,438	17,752	56,583	\$5.42
Redwood City	1,913,978	12.2%	4.7%	16.9%	20.0%	14,769	-190,481	17,671	31,830	\$4.90
Menlo Park	1,982,700	4.9%	6.1%	11.0%	12.0%	-47,414	-146,910	0	32,925	\$5.41
<b>R&amp;D Total</b>	<b>14,319,341</b>	<b>8.9%</b>	<b>3.3%</b>	<b>12.2%</b>	<b>21.7%</b>	<b>-109,117</b>	<b>-1,097,454</b>	<b>36,573</b>	<b>241,732</b>	<b>\$5.69</b>

**BIGGEST SALE OF THE QUARTER**

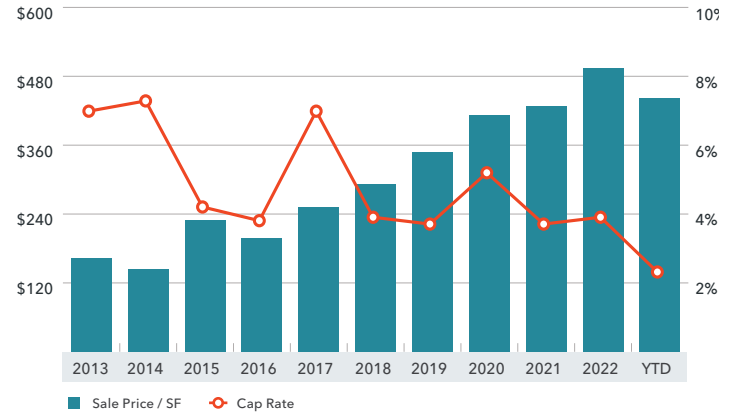
*131 S Maple Ave, South San Francisco*



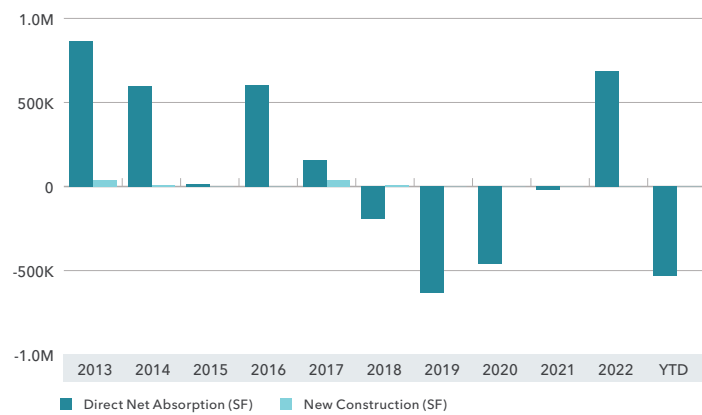
LEASE RATE, VACANCY & AVAILABILITY



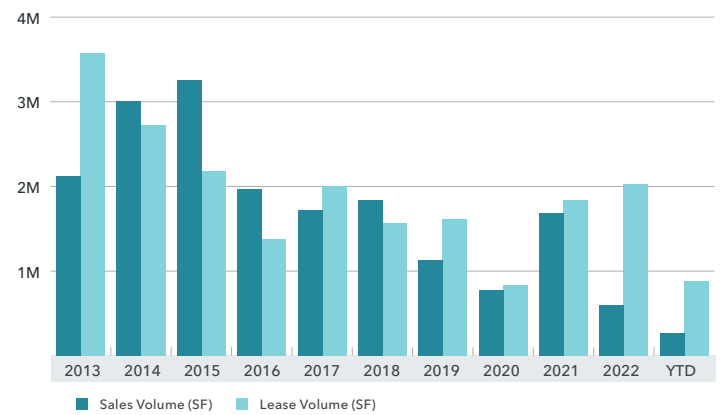
AVERAGE SALES PRICE/SF & CAP RATES



NEW CONSTRUCTION & ABSORPTION



SALE VOLUME & LEASE VOLUME



Data Source: CoStar



Kidder Mathews is the largest, independent commercial real estate firm on the West Coast, with 900 real estate professionals and staff in 20 offices in Washington, Oregon, California, Nevada, and Arizona. We offer a complete range of brokerage, appraisal, asset services, 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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<b>COMMERCIAL BROKERAGE</b>	<i>\$12B</i> TRANSACTION VOLUME ANNUALLY	<i>32.1M</i> ANNUAL SALES SF	<i>41.2M</i> ANNUAL LEASING SF
<b>ASSET SERVICES</b>	<i>53M</i> MANAGEMENT PORTFOLIO SF	<i>771+</i> ASSETS UNDER MANAGEMENT	<i>250+</i> ASSET SERVICES CLIENTS
<b>VALUATION ADVISORY</b>	<i>2,800+</i> ASSIGNMENTS ANNUALLY	<i>41</i> TOTAL APPRAISERS	<i>23</i> WITH MAI DESIGNATIONS

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