

MARKET TRENDS | **EAST BAY**

# OFFICE

**4TH QUARTER  
2020**

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

Year-over-year change

**TOP SALE TRANSACTIONS FOR 2020**

Property	Submarket	Square Feet	Sale Price	Price/SF	Buyer	Seller
300 Lakeside Dr & 344 Thomas L Berkley Way	Oakland-Downtown	953,341	\$450,000,000	\$472.02	TMG Partners	The Swig Company & Rockpoint Group LLC
6401 Hollis St & 1480 64th St	Emeryville	227,696	\$129,500,000	\$568.74	Beacon Capital Partners	BentallGreenOak (U.S.) Limited Partnership
426 17th St	Oakland-Downtown	56,676	\$29,900,000	\$527.56	Vertical Ventures	The Swig Company

**TOP LEASE TRANSACTIONS FOR 2020**

Property	Submarket	Square Feet	Date	Landlord	Tenant
300 Lakeside Dr	Oakland-Downtown	696,235	Q4 2020	TMG Partners	PG&E
1100 San Leandro Blvd	San Leandro	73,969	Q3 2020	Lanikai Management Corp	County of Alameda
1901 Harrison St	Oakland-Downtown	32,000	Q3 2020	Starwood Capital Group	Burnham Brown (renewal)

**TOP UNDER CONSTRUCTION**

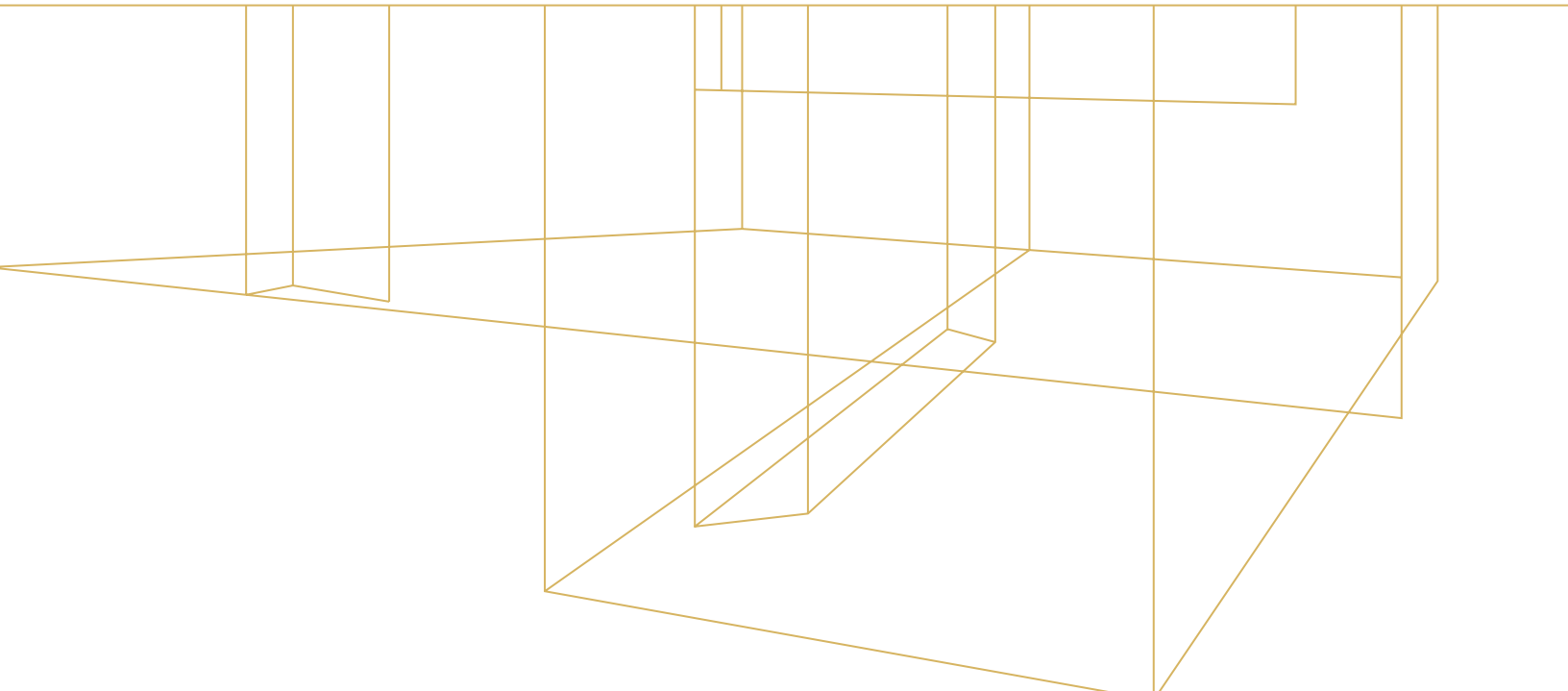
Property	Address	Submarket	Square Feet	Owner	Delivery Date
1951 Harbor Bay Pky	1951 Harbor Bay Pky, Alameda	Alameda	220,710	Stockbridge Capital Group LLC	Q3 2022

## Market Breakdown

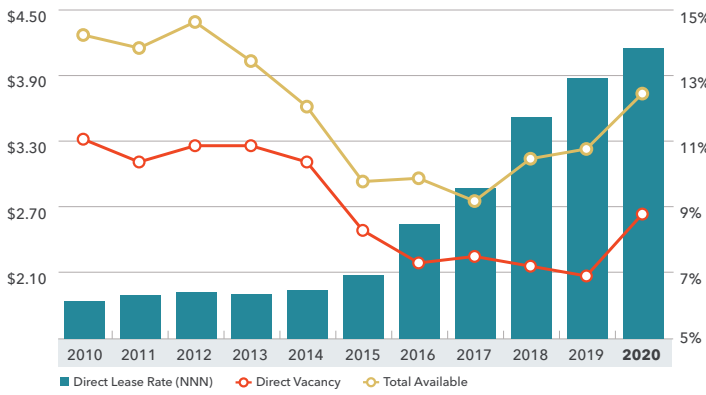
	2020	2019	2018	Annual % Change
New Construction	397,734	671,505	795,547	<b>-40.77%</b>
Under Construction	220,710	397,734	1,047,239	<b>-44.51%</b>
Direct Vacancy Rate	8.8%	6.9%	7.2%	<b>27.54%</b>
Availability Rate	12.5%	10.8%	10.5%	<b>15.74%</b>
Direct Asking Leasing Rents	\$4.16	\$3.88	\$3.53	<b>7.35%</b>
Leased SF	1,987,576	2,229,222	2,847,565	<b>-10.84%</b>
Sold SF	1,961,284	5,010,672	2,871,836	<b>-60.86%</b>
Total Net Absorption	(1,127,055)	607,060	913,907	<b>N/A</b>

## EAST BAY SUBMARKET STATISTICS

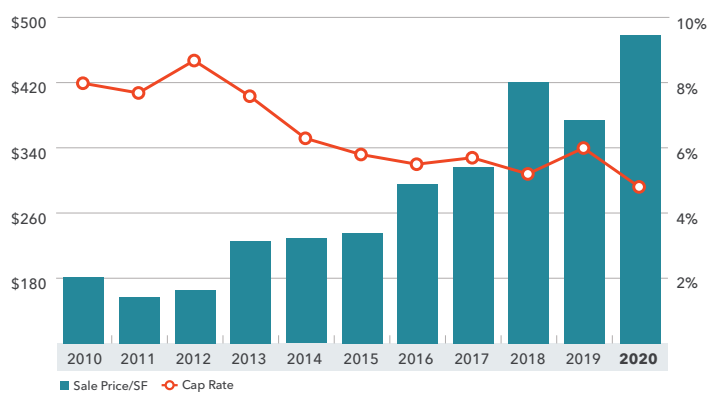
Submarket	Total Inventory	SF Under Construction	Direct Vacancy Rate	Total Vacancy Rate	Total Availability Rate	4Q 2020 Direct Net Absorption	2020 Direct Net Absorption	4Q 2020 Leasing Activity	2020 Leasing Activity	Direct Rental Rate
Oakland-Downtown	20,385,346	-	11.5%	14.3%	15.4%	-65,729	-644,995	759,071	1,102,846	\$5.05
Oakland-Jack London Sq	1,789,051	-	6.7%	7.9%	9.3%	2,011	-19,388	8,784	30,258	\$4.22
<b>Oakland CBD Total</b>	<b>22,174,397</b>	<b>-</b>	<b>11.1%</b>	<b>13.7%</b>	<b>14.9%</b>	<b>-63,718</b>	<b>-664,383</b>	<b>767,855</b>	<b>1,133,104</b>	<b>\$5.02</b>
Alameda	3,941,811	220,710	7.6%	8.1%	21.8%	24,228	97,762	7,671	31,163	\$2.99
Albany	147,151	-	2.9%	3.3%	3.3%	3,782	213	2,520	2,865	-
Berkeley	5,325,577	-	5.9%	6.6%	8.2%	73,339	-146,580	24,946	187,696	\$3.71
Castro Valley	511,380	-	1.8%	2.0%	2.0%	0	-5,624	1,000	1,000	\$3.76
El Cerrito	140,082	-	0.0%	0.0%	0.0%	5,559	7,437	0	375	\$2.13
Emeryville	5,336,483	-	14.1%	17.5%	18.9%	-160,831	-283,504	106,106	295,513	\$4.51
Hayward	2,767,742	-	3.9%	4.0%	6.5%	-2,277	-38,369	1,670	23,465	\$2.03
Oakland	30,148,437	-	9.6%	11.6%	12.7%	-111,252	-747,519	823,630	1,296,898	\$4.60
Richmond	1,913,853	-	4.1%	4.8%	4.2%	15	-22,348	1,620	20,576	\$2.04
San Leandro	2,031,840	-	9.7%	9.8%	11.5%	-11,328	29,336	5,895	126,622	\$3.35
San Pablo	256,863	-	0.7%	0.7%	5.5%	1,200	-100	1,200	1,200	-
Union City	570,767	-	3.5%	3.5%	3.5%	203	-17,759	0	203	\$1.71
<b>East Bay Total</b>	<b>53,137,513</b>	<b>220,710</b>	<b>8.8%</b>	<b>10.4%</b>	<b>12.5%</b>	<b>-177,362</b>	<b>-1,127,055</b>	<b>976,258</b>	<b>1,987,576</b>	<b>\$4.16</b>
Class A	13,359,797	220,710	12.6%	15.2%	18.3%	-64,938	-397,012	734,870	1,054,318	\$4.88
Class B	26,641,211	-	9.0%	10.7%	12.4%	-27,317	-591,717	203,248	785,443	\$3.58
Class C	12,991,514	-	4.7%	5.0%	7.1%	-85,107	-138,326	38,140	147,815	\$3.00



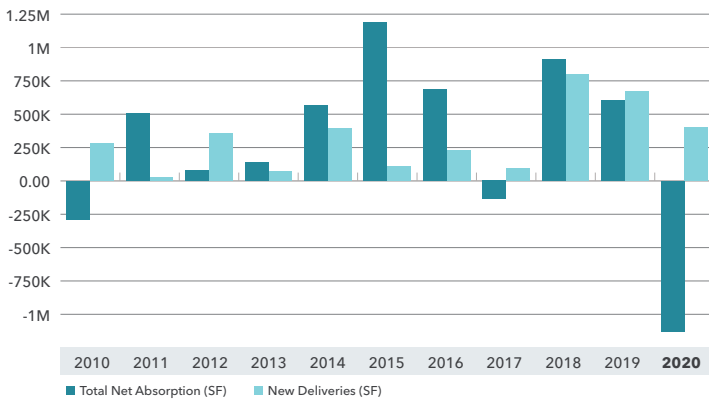
### LEASE RATE, VACANCY & AVAILABILITY



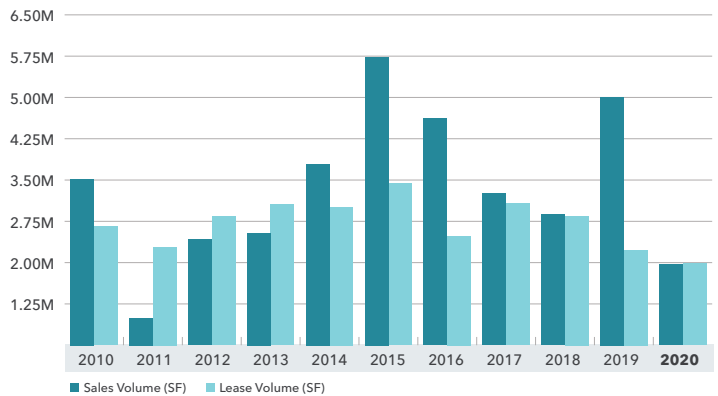
### AVERAGE SALES PRICE/SF & CAP RATES



### 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 21 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      **440+** NO. OF BROKERS  
**\$9.6B** ANNUAL TRANSACTION VOLUME      **42M** ANNUAL LEASING SF

#### VALUATION ADVISORY

**1,680+** APPRAISALS ANNUALLY      **38/24** TOTAL NO. APPRAISERS/MAI'S

#### PROPERTY MANAGEMENT

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

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