



MARKET TRENDS | **EAST BAY**

OFFICE

**1ST QUARTER
2022**

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

Year-over-year change

TOP SALE TRANSACTIONS FOR 1Q22

| Property | Submarket | Square Feet | Sale Price | Price/SF | Buyer | Seller |
|-----------------------|-----------|-------------|---------------|----------|---|---|
| 1951 Harbor Bay Pky | Alameda | 220,710 | \$158,900,000 | \$719.95 | Stockbridge Capital Group, LLC | SRM Ernst |
| 300 Frank H Ogawa Plz | Oakland | 339,289 | \$72,000,000 | \$212.21 | Rubicon Point Partners | California Capital and Investment Group |
| 2120 Berkeley Way | Berkeley | 46,334 | \$30,100,000 | \$649.63 | The Regents of the University of California | Berkeley Way, LLC |

TOP LEASE TRANSACTIONS FOR 1Q22

| Property | Submarket | Square Feet | Date | Landlord | Tenant |
|-----------------------|------------|-------------|---------------|------------------------------|-------------------------|
| 55 Harrison St | Oakland | 19,836 | February 2022 | Acuity Brands Lighting, Inc. | Dolls Kill |
| 1814-1820 Franklin St | Oakland | 10,207 | March 2022 | Harvest Properties | Carvana |
| 2000 Powell St | Emeryville | 7,765 | January 2022 | KBS | NovaBay Pharmaceuticals |

TOP UNDER CONSTRUCTION

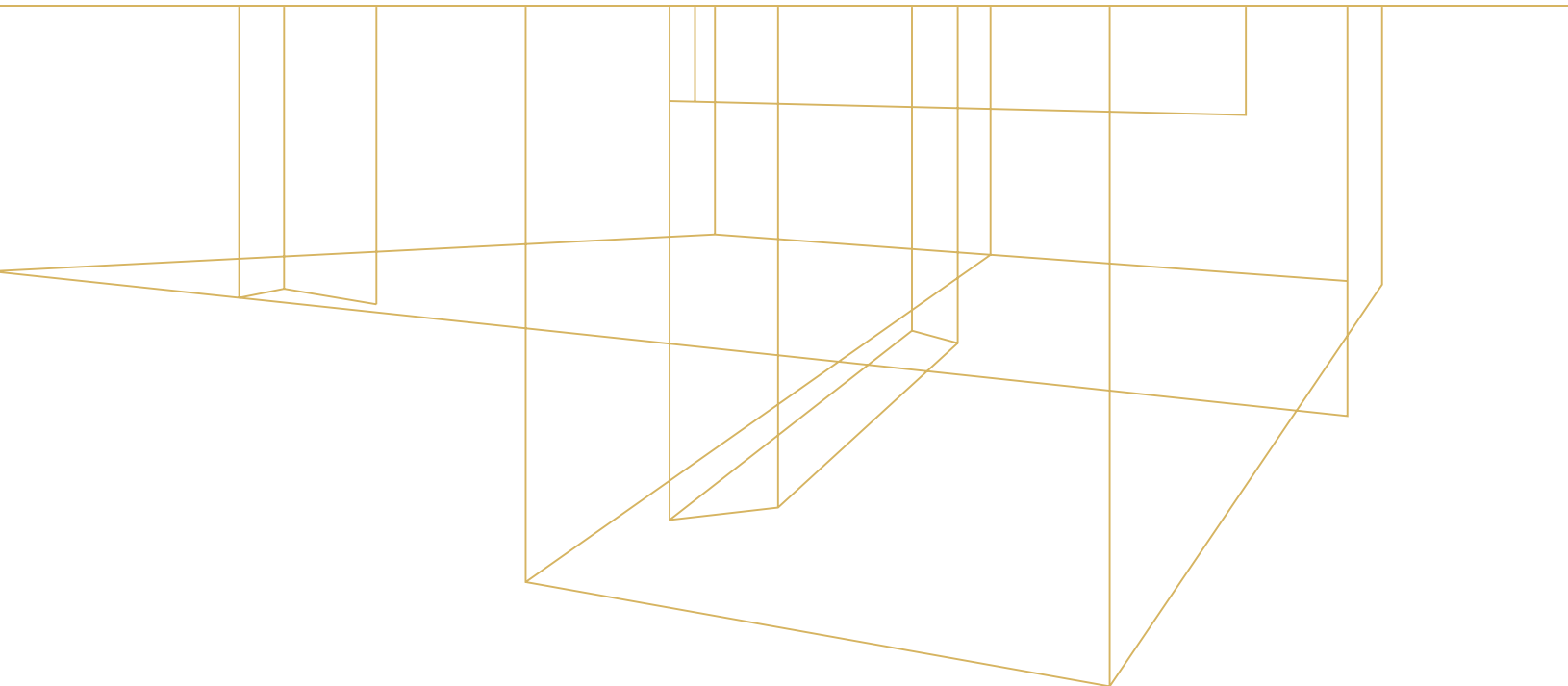
| Property | Address | Submarket | Square Feet | Owner | Delivery Date |
|-------------------|---------------------|------------|-------------|--------------------------------|----------------|
| Exelixis | 1951 Harbor Bay Pky | Alameda | 220,710 | Stockbridge Capital Group, LLC | September 2022 |
| theLAB Emeryville | 4383 Horton St | Emeryville | 75,240 | SteelWave, Inc. | August 2022 |

Market Breakdown

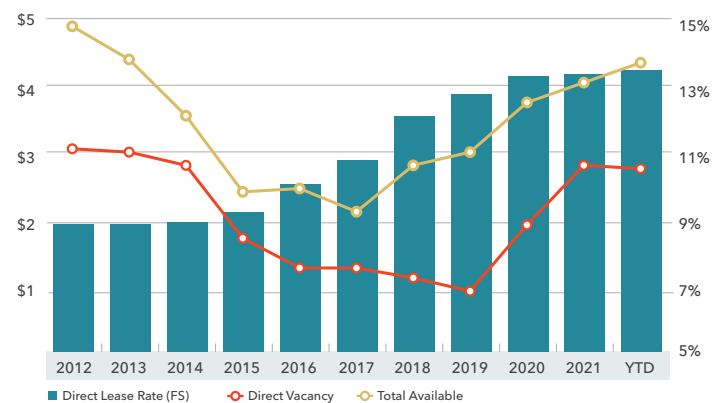
| | 1Q22 | 4Q21 | 1Q21 | % Change From A Year Ago |
|-----------------------------|---------|---------|-----------|--------------------------|
| New Construction | 0 | 0 | 25,000 | -100.00% |
| Under Construction | 295,950 | 295,950 | 361,001 | -18.02% |
| Direct Vacancy Rate | 10.5% | 10.6% | 9.1% | 15.38% |
| Availability Rate | 13.7% | 13.1% | 12.7% | 7.87% |
| Direct Asking Leasing Rents | \$4.23 | \$4.16 | \$4.12 | 2.83% |
| Leased SF | 270,304 | 371,110 | 415,010 | -34.87% |
| Sold SF | 713,449 | 268,779 | 647,430 | 10.20% |
| Total Net Absorption | 94,536 | 79,932 | (211,785) | N/A |

EAST BAY SUBMARKET STATISTICS

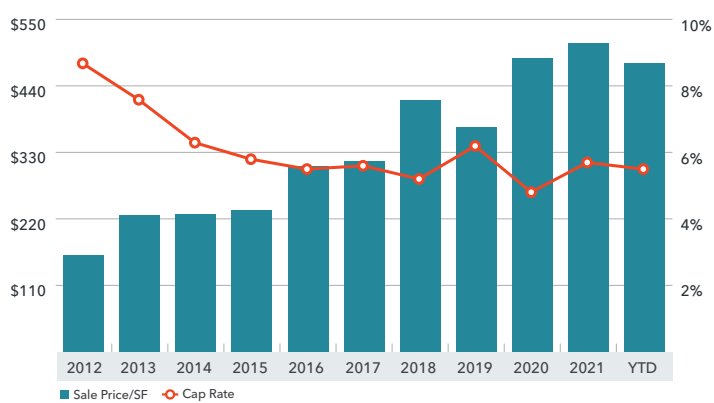
| Submarket | Total Inventory | Direct Vacancy Rate | Total Vacancy Rate | Total Availability Rate | 1Q 2022 Total Net Absorption | YTD Total Net Absorption | 1Q 2022 Leasing Activity | YTD Leasing Activity | Direct Rental Rate |
|--------------------------|-------------------|---------------------|--------------------|-------------------------|------------------------------|--------------------------|--------------------------|----------------------|--------------------|
| Oakland - Downtown | 20,728,928 | 15.3% | 17.2% | 17.9% | 24,945 | 24,945 | 108,417 | 108,417 | \$5.08/fs |
| Oakland - Jack London Sq | 1,397,657 | 10.1% | 11.2% | 13.3% | 5,014 | 5,014 | 18,485 | 18,485 | \$4.19/fs |
| Oakland CBD Total | 22,126,585 | 14.9% | 16.8% | 17.7% | 29,959 | 29,959 | 126,902 | 126,902 | \$5.06/fs |
| Alameda | 4,005,488 | 5.3% | 7.4% | 16.7% | 112,402 | 112,402 | 1,392 | 1,392 | \$3.10/fs |
| Albany | 147,151 | 3.1% | 3.1% | 2.9% | -319 | -319 | 1,439 | 1,439 | \$3.75/fs |
| Berkeley | 5,745,381 | 7.9% | 8.5% | 12.8% | -2,344 | -2,344 | 18,504 | 18,504 | \$3.60/fs |
| Castro Valley | 522,343 | 1.6% | 1.6% | 1.6% | -1,793 | -1,793 | 0 | 0 | \$2.03/fs |
| El Cerrito | 146,473 | 0.0% | 0.0% | 0.8% | 0 | 0 | 0 | 0 | - |
| Emeryville | 4,634,980 | 14.2% | 18.3% | 21.1% | -28,825 | -28,825 | 39,206 | 39,206 | \$4.65/fs |
| Hayward | 2,722,804 | 3.9% | 3.9% | 6.0% | -5,529 | -5,529 | 17,035 | 17,035 | \$1.90/fs |
| Oakland | 30,196,463 | 12.5% | 14.2% | 15.4% | 32,154 | 32,154 | 162,796 | 162,796 | \$4.66/fs |
| Richmond | 1,960,596 | 5.7% | 5.7% | 5.1% | -13,412 | -13,412 | 3,744 | 3,744 | \$2.02/fs |
| San Leandro | 2,032,428 | 8.7% | 8.7% | 8.7% | 3,304 | 3,304 | 16,504 | 16,504 | \$3.28/fs |
| San Lorenzo | 28,523 | 18.6% | 18.6% | 18.6% | 0 | 0 | 0 | 0 | - |
| San Pablo | 270,326 | 1.4% | 1.4% | 7.5% | -696 | -696 | 0 | 0 | \$3.05/fs |
| Union City | 544,524 | 2.7% | 2.7% | 4.1% | -406 | -406 | 9,684 | 9,684 | \$1.70/fs |
| East Bay Total | 52,957,480 | 10.5% | 12.0% | 14.2% | 94,536 | 94,536 | 270,304 | 270,304 | \$4.23/fs |
| Class A | 13,238,962 | 18.3% | 21.2% | 22.3% | -28,463 | -28,463 | 76,090 | 76,090 | \$4.94/fs |
| Class B | 26,817,130 | 9.4% | 10.9% | 13.8% | 130,933 | 130,933 | 144,157 | 144,157 | \$3.49/fs |
| Class C | 12,756,397 | 4.6% | 5.0% | 6.8% | -7,934 | -7,934 | 50,057 | 50,057 | \$3.24/fs |



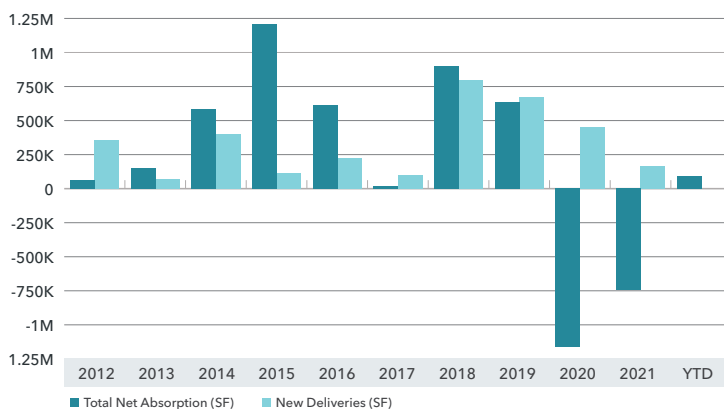
LEASE RATE, VACANCY & AVAILABILITY



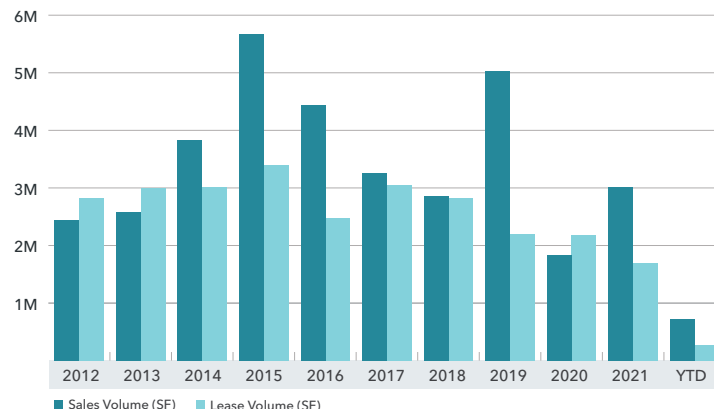
AVERAGE SALES PRICE/SF & CAP RATES



TOTAL NET ABSORPTION & NEW DELIVERIES



SALE VOLUME & LEASE VOLUME



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

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COMMERCIAL BROKERAGE

49.7M ANNUAL SALES SF

460+ NO. OF BROKERS

\$10.9B ANNUAL TRANSACTION VOLUME

43.7M ANNUAL LEASING SF

VALUATION ADVISORY

2,600+ APPRAISALS ANNUALLY

51/24 TOTAL NO. APPRAISERS/MAI'S

ASSET SERVICES

62M MANAGEMENT PORTFOLIO SF

\$11B IN ASSETS UNDER MANAGEMENT

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