

RETAIL

4TH QUARTER
2019

▲ VACANCY | ▼ UNEMPLOYMENT | ▲ RENTAL RATE | ▼ CONSTRUCTION DELIVERIES

TOP SALE TRANSACTIONS FOR 2019

Property	Submarket	Square Feet	Sale Price	Price/SF	Cap Rate	Buyer	Seller
1751 Eastshore Boulevard	El Cerrito	49,585	\$13,500,000	\$272.26	-	AMG & Associates, LLC	Carlos Hidalgo
24536 Hesperian Boulevard	W Hayward/Castro Valley	42,960	\$11,629,851	\$270.71	-	Tron D Do	Brookfield Properties Retail Group
24500 Hesperian Boulevard	W Hayward/Castro Valley	44,983	\$11,597,664	\$257.82	-	Tron D Do	Brookfield Properties Retail Group
20359 Lake Chabot Road	N Hayward/Castro Valley	9,913	\$7,029,000	\$709.07	5.02%	Headly Properties LLC	Meridian Property Company
1456 136th Avenue	San Leandro East of 880	13,650	\$7,000,000	\$512.82	6.14%	Bruce K & Kimberly R McMahon	B L Cheng California LLC

TOP LEASE TRANSACTIONS FOR 2019

Property	Address	Square Feet	Date	Landlord	Tenant
31250 Courthouse Drive	Union City	38,392	Mar-19	Pappas Investments	Undisclosed Tenant
55 Harrison Street	Okland-Port/Jack London	38,000	Apr-19	55 Harrison/255 Second Oaklan	Jack London Square Market Hall
1025-1099 Ashby Avenue	Berkeley	37,000	May-19	Hawthorne Stone Real Estate	Undisclosed Tenant
2401 Merced Street	San Leandro West of 880	25,840	Jan-19	FLOBIN Rents	Undisclosed Tenant
11555 San Pablo Avenue	El Cerrito	21,865	Sep-19	Lynn Corp Park , A RBL Property	dd's Discounts

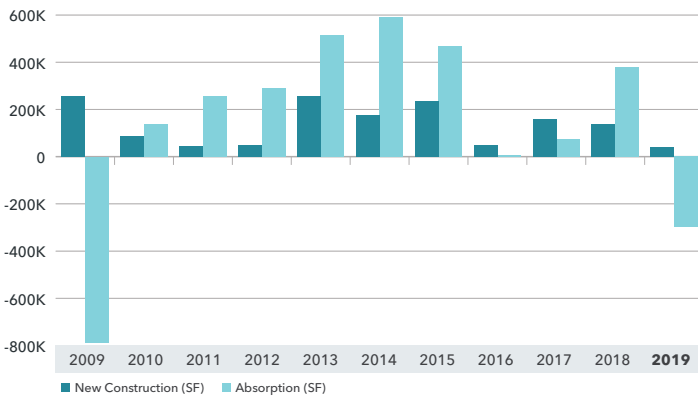
TOP UNDER CONSTRUCTION

Property	Address	Submarket	Square Feet	Owner	Delivery Date
Burnley Commons	817 W A St	San Leandro West of 880	16,500	National Builders Control, Inc.	Dec-19
NWC of Mission Blvd & Harder Rd	25971 Mission Blvd	E Hayward/Castro Valley	4,800	Dale Firenzi-Breeden	Dec-19
Ice House	980 W Grand Ave	Oakland-West	4,349	City Ventures	Jan-20
2996 Telegraph Ave	2996 Telegraph Ave	Berkeley	3,850	2996 Telegraph Ave Berkeley LI	Dec-19
2181 Doolittle Dr	2181 Doolittle Dr	San Leandro West of 880	3,539	NikNat Investors	Apr-20

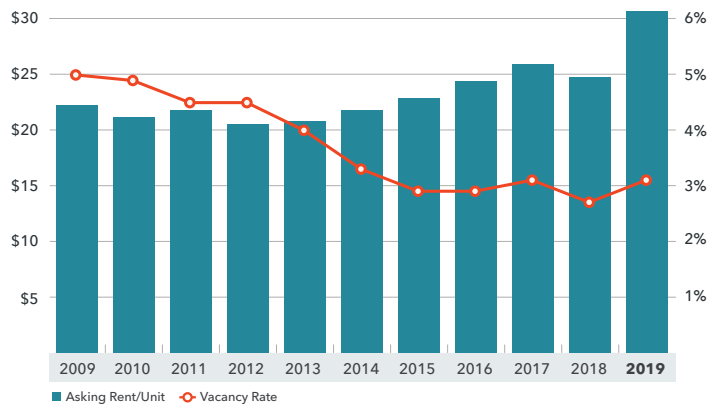
Market Breakdown

	2019	2018	2017	Annual % Change
New Construction	41,789	137,171	158,717	-69.54%
Under Construction	41,713	65,797	108,031	-36.60%
Vacancy Rate	3.1%	2.7%	3.1%	14.81%
Average Asking Rents (NNN)	\$30.60	\$24.72	\$25.92	23.79%
Average Sales Price/SF	\$244.97	\$261.12	\$197.99	-6.18%
Cap Rates	5.60%	5.60%	5.40%	0.00%
Net Absorption	(229,109)	377,176	76,118	N/A

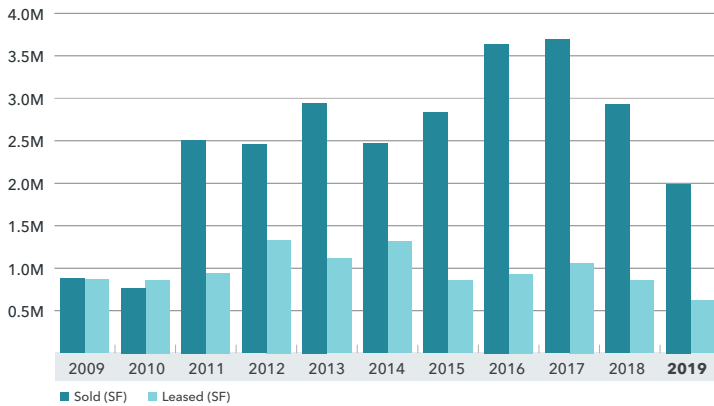
NEW RETAIL CONSTRUCTION & ABSORPTION



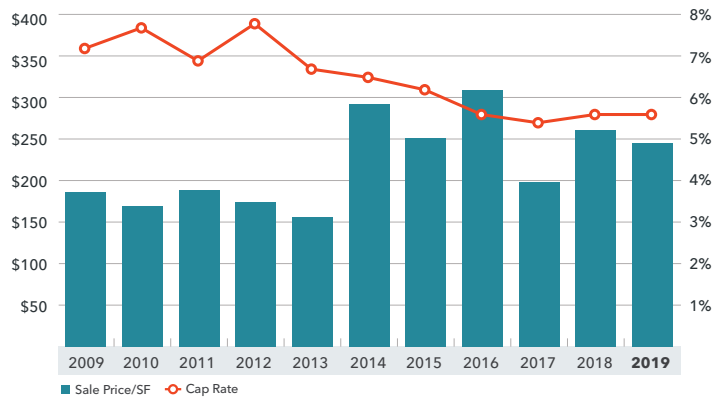
AVERAGE ASKING RENT/SF & VACANCY RATE



SALE VOLUME & LEASE VOLUME



AVERAGE SALES PRICE/SF & CAP RATES



Kidder Mathews is the largest, independent commercial real estate firm on the West Coast, with 800 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

20M

ANNUAL SALES SF

420+

NO. OF BROKERS

\$9B

ANNUAL TRANSACTION VOLUME

40M

ANNUAL LEASING SF

VALUATION ADVISORY

1,600+

APPRAISALS ANNUALLY

36/23

TOTAL NO. APPRAISERS/MAI'S

PROPERTY MANAGEMENT

70M+

MANAGEMENT PORTFOLIO SF

\$9.4B

IN ASSETS UNDER MANAGEMENT

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