

MARKET TRENDS | **EAST BAY**

# RETAIL

**2ND QUARTER  
2020**

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

**TOP SALE TRANSACTIONS FOR 2Q 2020**

Property	Submarket	Square Feet	Sale Price	Price/SF	Buyer	Seller
Del Norte Marketplace	Richmond/San Pablo	64,270	\$22,500,000	\$350.09	Jewell Capital	RBL Real Estate
1-2 Lynch Way	Hayward/Castro Valley	38,625	\$7,250,000	\$187.70	Video Only, Inc.	Tomtex Investments Corp.
3101 Garrity Way	Richmond/San Pablo	73,616	\$2,980,000	\$40.48	Undisclosed	Henry Chen
1035 Yerba Buena	Oakland-North	5,000	\$2,300,000	\$460.00	Paul DiCarlo	Bay Line Cutting & Coring, Inc.
306 A St	San Leandro	7,500	\$1,550,000	\$206.67	Sleiman & Janette Khano	Chinh Ho

**TOP LEASE TRANSACTIONS FOR 2Q 2020**

Property	Submarket	Square Feet	Date	Landlord	Tenant
2634 Pleasant St	Oakland-South/Airport	24,847	June 2020	Roman Catholic Welfare Corp. of Oakland	Undisclosed
7110 E 14th St	Oakland-South/Airport	5,000	April 2020	George & Phoebe Lee	Advant Edge Plumbing
San Pablo Towne Cener	Richmond/San Pablo	4,934	June 2020	Albertsons	Undisclosed
3300 E Castro Valley Blvd	Hayward/Castro Valley	3,071	April 2020	Beem Rentals	Fit Body Boot Camp
1333 Powell St	Emeryville	3,000	May 2020	Equity Residential	Undisclosed

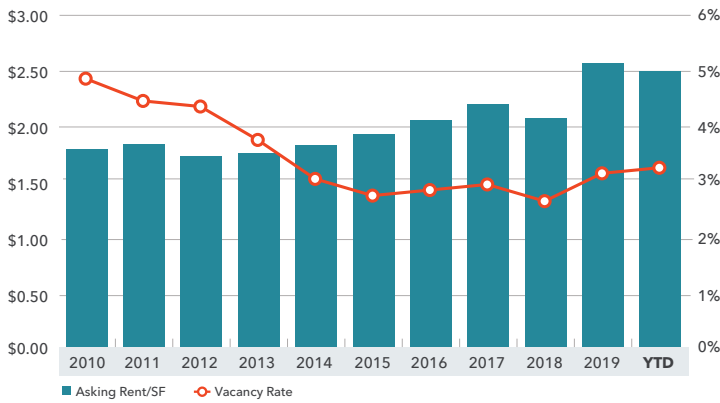
**TOP UNDER CONSTRUCTION**

Property	Submarket	Square Feet	Owner	Delivery Date
Ice House	Oakland-West	10,524	City Ventures	April 2020
2181 Doolittle Dr	San Leandro	3,515	NikNat Investors	July 2020

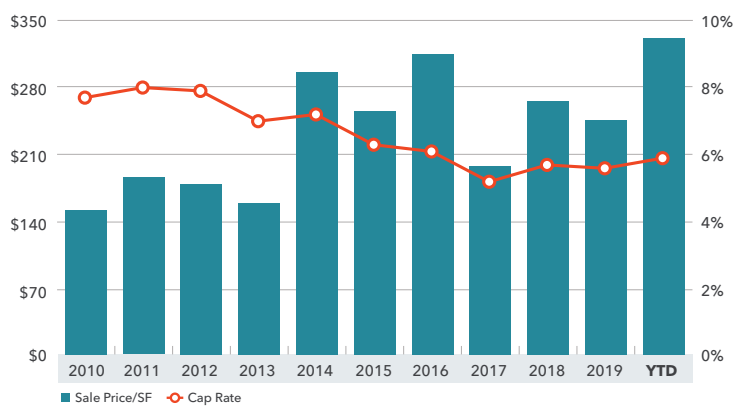
## Market Breakdown

	2Q 2020	1Q 2020	2Q 2019	Annual % Change
New Construction	0	28,139	3,209	-100.00%
Under Construction	14,039	14,039	64,280	-78.16%
Vacancy Rate	3.2%	3.1%	3.0%	6.67%
Average Asking Rents	\$2.46	\$2.52	\$2.02	21.78%
Average Sales Price/SF	\$307.15	\$330.38	\$341.69	-10.11%
Cap Rates	5.1%	5.9%	5.0%	2.00%
Net Absorption	(73,162)	58,318	(132,844)	N/A

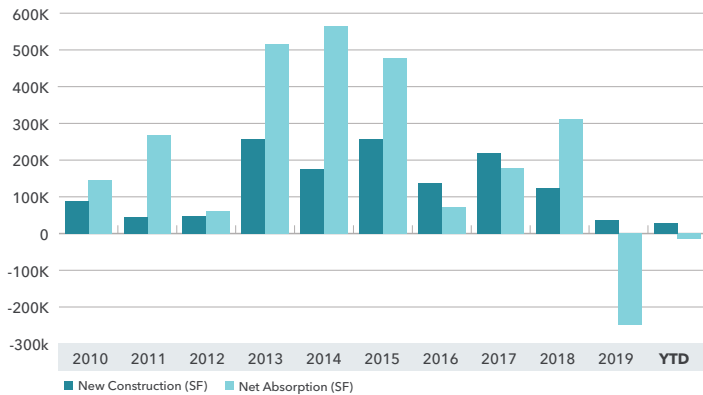
### AVERAGE ASKING RENT/SF & VACANCY RATE



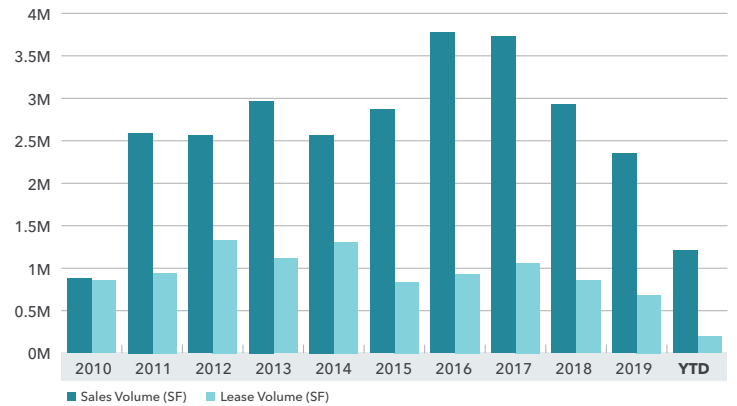
### AVERAGE SALES PRICE/SF & CAP RATES



### NEW CONSTRUCTION & NET ABSORPTION



### 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 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

**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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