

MARKET TRENDS | **EAST BAY**

RETAIL

**4TH QUARTER
2020**

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

Year-over-year change

TOP SALE TRANSACTIONS FOR 2020

Property	Submarket	Square Feet	Sale Price	Price/SF	Buyer	Seller
Del Norte Marketplace	Richmond/San Pablo	64,270	\$22,500,000	\$350	Jewell Capital	RBL Real Estate
2401 Whipple Road	Hayward/Castro Valley	41,000	\$16,000,000	\$390	Undisclosed	HSR Hayward, L.P.
7201 Oakport St	Oakland-South/Airport	21,225	\$13,100,000	\$617	Swickard Auto Group	Qvale Auto Group
2176 Kittredge St	Berkeley	2,075	\$12,000,000	\$5,783	East Beach Capital	Michael R & Katherine S Shimek
1820 Solano Ave	Berkeley	35,185	\$9,600,000	\$273	Brian Daneshgar	Hundred Acre Wood Property LLC

TOP LEASE TRANSACTIONS FOR 2020

Property	Submarket	Square Feet	Date	Landlord	Tenant
3846-3848 Castro Valley Blvd	Hayward/Castro Valley	45,508	November 2020	Kin Properties	Undisclosed
14869 E 14th St	San Leandro	20,020	July 2020	Michael & Samar Musleh	88 Manor Supermarket
Greenhouse Marketplace	San Leandro	18,520	July 2020	Weingarten Realty Investors	CVS Pharmacy
15556-15598 Hesperian Boulevard	San Leandro	18,000	January 2020	Dollinger Properties	Grocery Outlet
294 Hegenberger Rd	Oakland	10,000	September 2020	HDI	Undisclosed

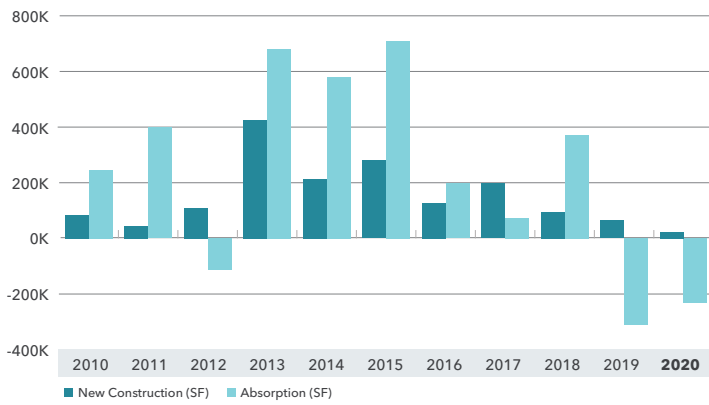
TOP UNDER CONSTRUCTION

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

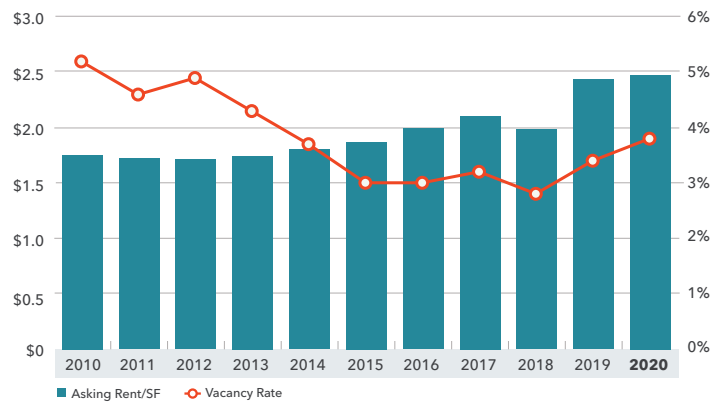
Market Breakdown

	4Q 2020	3Q 2020	4Q 2019	Annual % Change
New Construction	0	0	6,000	-100.00%
Under Construction	0	0	24,271	-100.00%
Vacancy Rate	3.8%	3.8%	3.4%	11.76%
Average Asking Rents (NNN)	\$2.47	\$2.48	\$2.43	1.65%
Average Sales Price/SF	\$297	\$135	\$188	57.49%
Cap Rates	5.1%	5.0%	4.5%	13.33%
Net Absorption	(29,067)	(146,864)	143,632	N/A

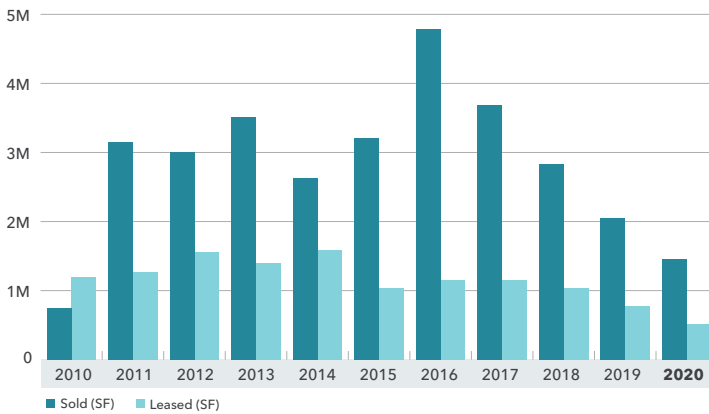
NEW RETAIL CONSTRUCTION & ABSORPTION



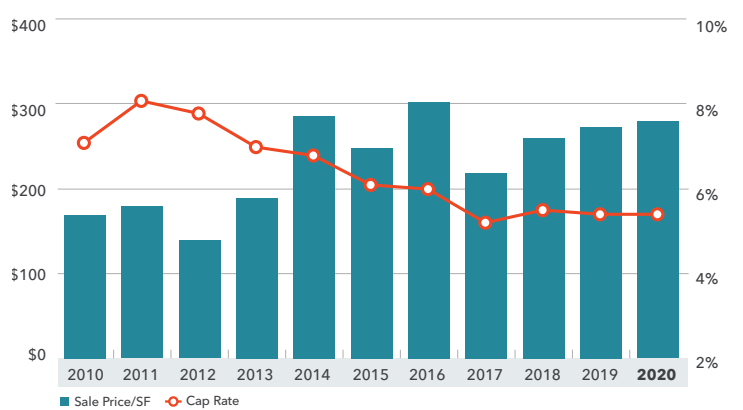
AVERAGE ASKING RENT/SF & VACANCY RATE



SALE VOLUME & LEASE VOLUME



AVERAGE SALES PRICE/SF & CAP RATES



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

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COMMERCIAL BROKERAGE

27M ANNUAL SALES SF **450+** NO. OF BROKERS
\$9.6B ANNUAL TRANSACTION VOLUME **42M** ANNUAL LEASING SF

VALUATION ADVISORY

1,680+ APPRAISALS ANNUALLY **37/23** TOTAL NO. APPRAISERS/MAI'S

PROPERTY MANAGEMENT

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

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