

MARKET TRENDS | EAST BAY

RETAIL

1ST QUARTER
2021

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

TOP SALE TRANSACTIONS FOR 1Q 2021

Property	Submarket	Square Feet	Sale Price	Price/SF	Buyer	Seller
2302 Monument Blvd	Concord/Pleasant Hill	101,195	\$36,700,000	\$363	Parkview Management Group	Oxford Gardens
942-972 San Pablo Ave	Berkeley	22,640	\$8,250,000	\$364	Dhian & Gurcham Virk	Charles Leo Meier
6201 Antioch St	Oakland-North	13,040	\$7,838,500	\$601	Goodhue Realty Investments	Ellwood Commercial Real Estate

TOP LEASE TRANSACTIONS FOR 1Q 2021

Property	Submarket	Square Feet	Date	Landlord	Tenant
999 Contra Costa Blvd	Concord/Pleasant Hill	7,792	January 2021	Cardoza Properties	Starbucks
11020 Bollinger Canyon Rd	San Ramon	3,578	January 2021	Shapell Properties	Tandoori Pizza
1831 Solano Ave	Berkeley	3,444	March 2021	Hayward Y & Judy L Wong	MooreBeautyLove

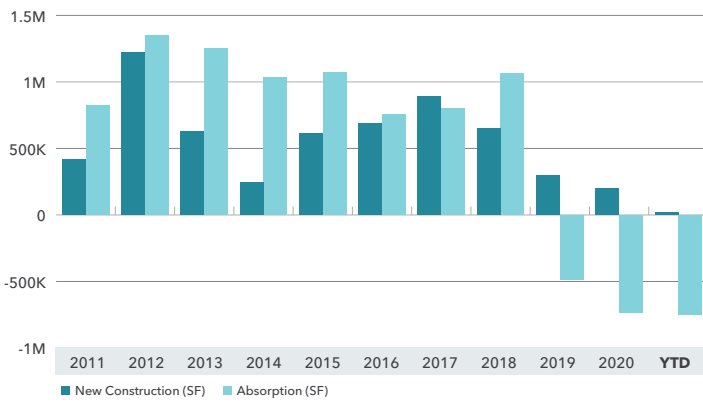
TOP UNDER CONSTRUCTION

Property	Submarket	Square Feet	Delivery Date	Owner
Broadway Plaza	Walnut Creek	75,000	June 2021	Heitman Financial SVC
Shops at Lone Tree Village	Brentwood	38,300	April 2021	Tekin & Associates
Tivoli Plaza	Dublin	31,606	December 2021	Guo Min Li

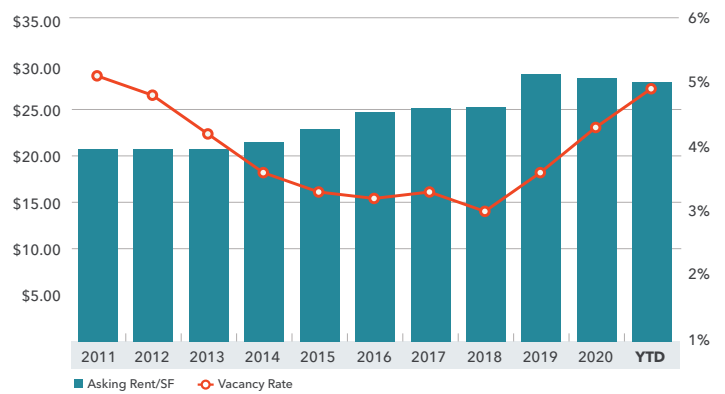
Market Breakdown

	1Q 2021	4Q 2020	1Q 2020	Annual % Change
New Construction	19,196	106,531	86,894	-77.91%
Under Construction	176,604	164,194	235,670	-25.06%
Vacancy Rate	4.9%	4.3%	3.7%	32.43%
Average Asking Rents (NNN)	\$27.96	\$28.44	\$28.44	-1.69%
Average Sales Price/SF	\$305.02	\$246.82	\$322.89	-5.53%
Cap Rates	5.4%	5.1%	6.0%	-10.00%
Net Absorption	(747,231)	19,081	(42,202)	N/A

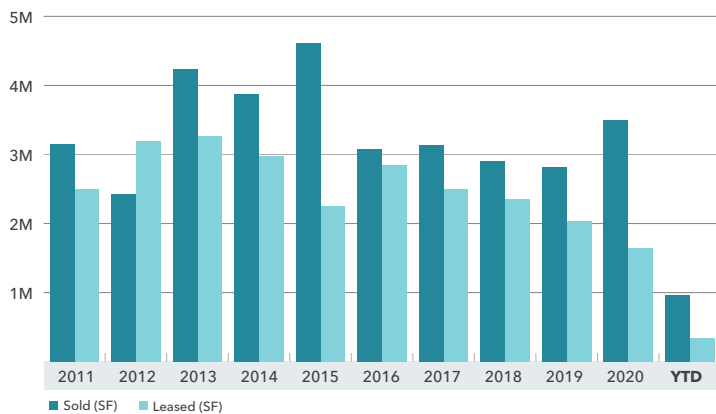
NEW RETAIL CONSTRUCTION & ABSORPTION



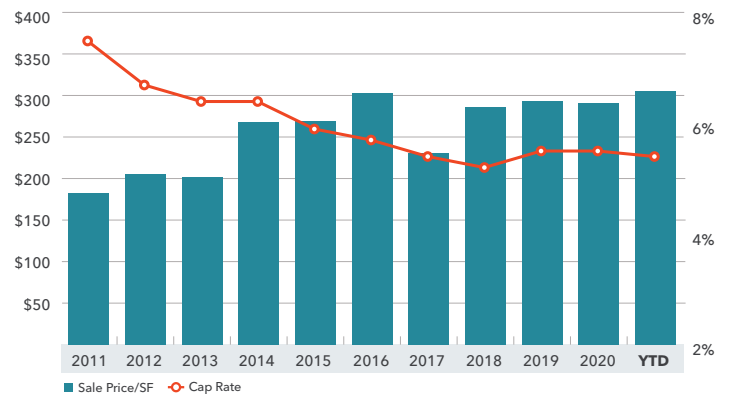
AVERAGE ASKING RENT/SF & VACANCY RATE



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

23M	ANNUAL SALES SF	470+	NO. OF BROKERS
\$8B	ANNUAL TRANSACTION VOLUME	42M	ANNUAL LEASING SF

VALUATION ADVISORY

1,800+	APPRAISALS ANNUALLY	40/19	TOTAL NO. APPRAISERS/MAI'S
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PROPERTY MANAGEMENT

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