



MARKET TRENDS | **EAST BAY**

RETAIL

**2ND QUARTER
2021**

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

Year-over-year change

TOP SALE TRANSACTIONS FOR 2Q 2021

Property	Submarket	Square Feet	Sale Price	Price/SF	Buyer	Seller
4008-4010 Mt Diablo Blvd	Lamorinda	12,679	\$5,700,000	\$450	Jaqueline Williams Courtright	Dorothy A Kergan 1985 Trust
2375 Sand Creek Rd	Antioch/Pittsburg	7,680	\$5,155,000	\$671	Faiz Khan	David Quon
4831 Lone Tree Way	Antioch/Pittsburg	10,000	\$4,850,000	\$485	Sjly Inc	Kaushik Joshi

TOP LEASE TRANSACTIONS FOR 2Q 2021

Property	Submarket	Square Feet	Date	Landlord	Tenant
3230 Auto Plz	Richmond	17,500	May 2021	Buchman Provine Brothers Smith LLP	VinFast
50 Moraga Way	Lamorinda	11,396	June 2021	Central Coast Beverages, Inc.	CVS
Dublin Crossroads Center	Dublin	9,350	June 2021	Berwick Pacific Corporation	S and G Flooring

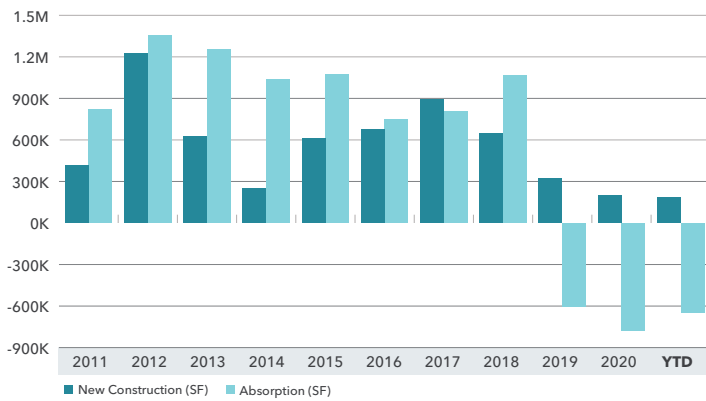
TOP UNDER CONSTRUCTION

Property	Submarket	Square Feet	Delivery Date	Owner
Broadway Plaza	Walnut Creek-BART/DT	75,000	3Q 2021	Heitman Financial SVC
Shops at Lone Tree Village	Antioch/Pittsburg	38,300	3Q 2021	Tekin & Associates
Tivoli Plaza	Dublin	31,606	1Q 2022	Guo Min Li

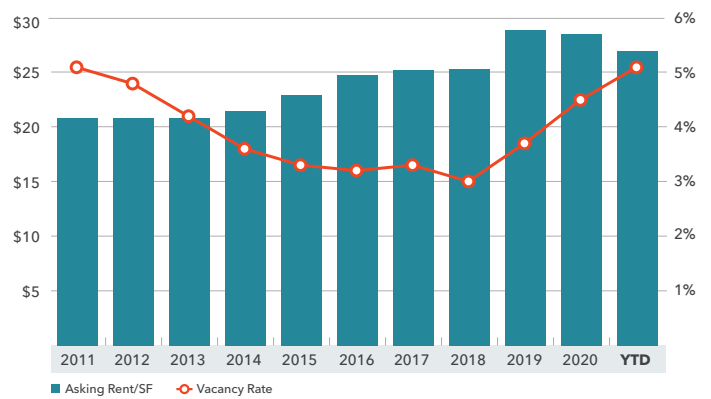
Market Breakdown

	2Q 2021	1Q 2021	2Q 2020	Annual % Change
New Construction	157,120	28,296	0	N/A
Under Construction	176,216	330,276	322,802	-45.41%
Vacancy Rate	5.1%	5.0%	4.1%	24.39%
Average Asking Rents	\$26.88	\$26.76	\$28.20	-4.68%
Average Sales Price/SF	\$344.35	\$364.17	\$290.17	18.67%
Cap Rates	5.6%	5.3%	5.5%	1.82%
Net Absorption	84,415	(728,287)	(343,806)	N/A

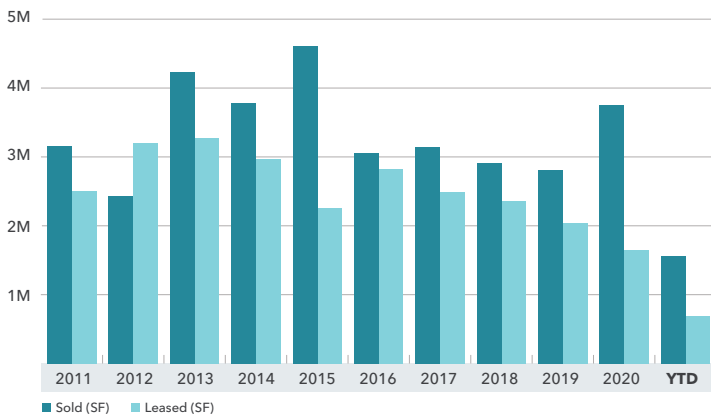
NEW CONSTRUCTION & ABSORPTION



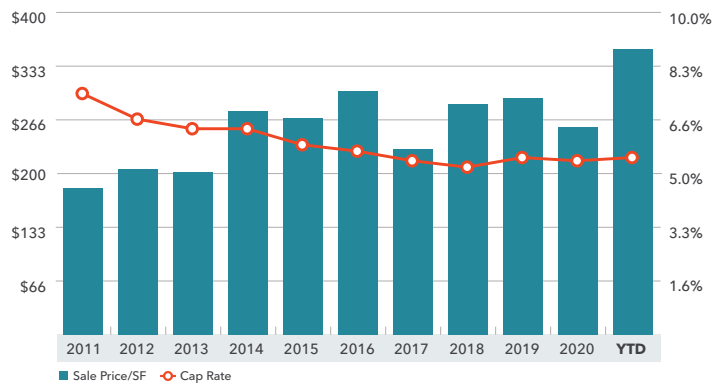
AVERAGE ASKING RENT/SF & VACANCY RATE



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

460+

NO. OF BROKERS

\$8B

ANNUAL TRANSACTION VOLUME

42M

ANNUAL LEASING SF

VALUATION ADVISORY

1,800+

APPRAISALS ANNUALLY

40/19

TOTAL NO. APPRAISERS/MAI'S

ASSET SERVICES

70M

MANAGEMENT PORTFOLIO SF

\$12B

IN ASSETS UNDER MANAGEMENT

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