

MARKET TRENDS | **EAST BAY**

RETAIL

**4TH QUARTER
2021**

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

Year-over-year change

TOP SALE TRANSACTIONS FOR 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, LLC
2200-2240 Shattuck Ave	Berkeley	67,750	\$20,000,000	\$295	CA Ventures, LLC	HSR Management
2020 N Main St Rd	Walnut Creek-BART/DT	29,731	\$18,500,000	\$622	Dirito Bros Walnut Creek Volkswagen	Volkswagen Group of America
1959-1975 Shattuck Ave	Berkeley	22,246	\$14,000,000	\$629	Grosvenor USA Ltd	Bay Properties
500 Bollinger Canyon Way	San Ramon	28,700	\$11,100,000	\$387	Hamant & Indra Sharda	Milestone Holdings

TOP LEASE TRANSACTIONS FOR 2021

Property	Submarket	Square Feet	Date	Landlord	Tenant
5691 Lone Tree Way	Antioch/Pittsburg	38,000	May 2021	Tekin & Associates	24-Hour Fitness
26231 Mission Blvd	Hayward	23,000	April 2021	Merlone Geier Management	Sprouts Farmers market
10715-10739 Macarthur Blvd	Oakland-South/Airport	22,000	February 2021	National Stores, Inc.	Planet Fitness
2320 Auto Plz	Richmond/San Pablo	18,000	May 2021	Ragen Ortland	VinFast
1600 Park St	Alameda	17,000	December 2021	Hawthorne-Broadway, LLC	Subpar Entertainment

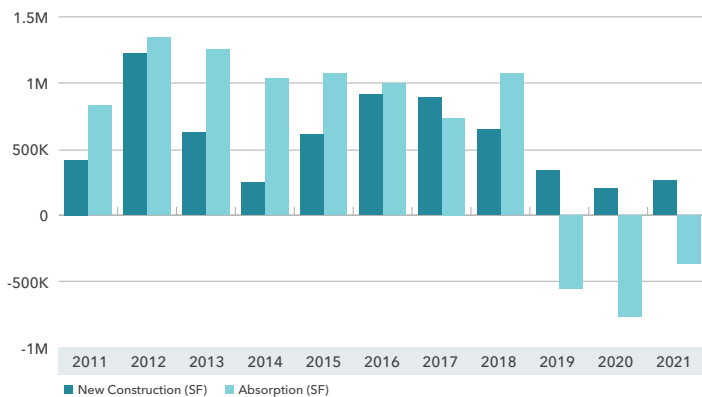
TOP UNDER CONSTRUCTION

Property	Submarket	Square Feet	Delivery Date
1315 Broadway Plz	Walnut Creek-BART/DT	75,000	3Q 2022
25000 Mission Blvd	Hayward/Castro Valley	57,500	2Q 2023
5691 Lone Tree Way	Antioch/Pittsburg	38,300	1Q 2022
Tivoli Plaza	Dublin	31,606	1Q 2022
3410 Empire Ave	Antioch/Pittsburg	15,000	1Q 2022

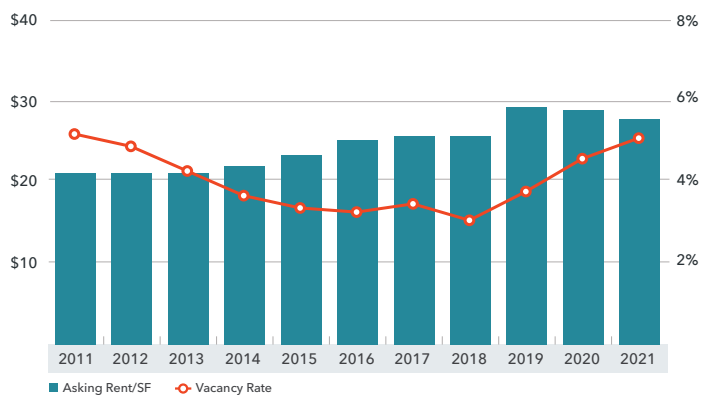
Market Breakdown

	4Q 2021	3Q 2021	4Q 2020	Annual % Change
New Construction	3,060	35,479	106,531	-97.13%
Under Construction	233,856	236,916	297,931	-21.51%
Vacancy Rate	5.0%	5.0%	4.5%	11.11%
Average Asking Rents	\$27.24	\$27.13	\$28.34	-3.88%
Average Sales Price/SF	\$314.58	\$299.32	\$213.62	47.26%
Cap Rates	4.5%	5.7%	5.1%	-11.76%
Net Absorption	85,374	152,861	22,501	279.42%

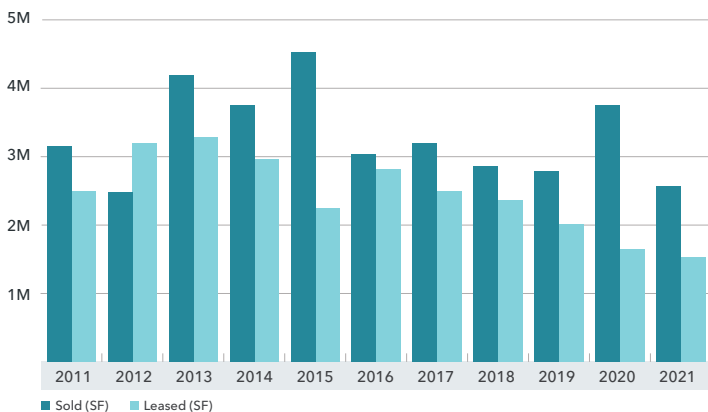
NEW CONSTRUCTION & ABSORPTION



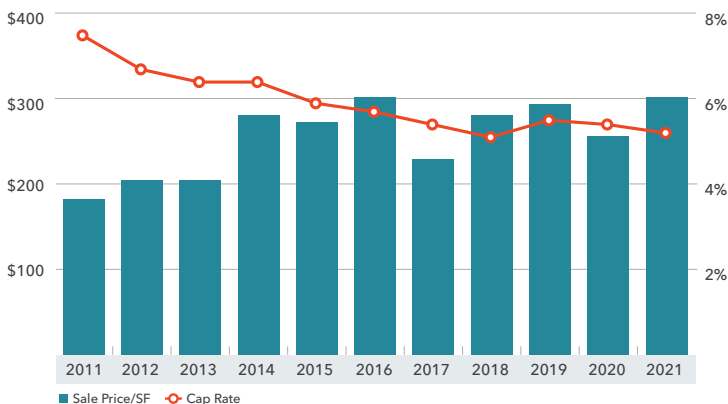
AVERAGE ASKING RENT/SF & VACANCY RATE



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

45/23

TOTAL NO. APPRAISERS/MAI'S

ASSET SERVICES

64M

MANAGEMENT PORTFOLIO SF

\$11B

IN ASSETS UNDER MANAGEMENT

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