

MARKET TRENDS | **EAST BAY**

# RETAIL

**1ST QUARTER  
2022**

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

Year-over-year change

**TOP SALE TRANSACTIONS FOR 1Q 2022**

Property	Submarket	Square Feet	Sale Price	Price/SF	Buyer	Seller
Foothill Square (5 bldgs)	Oakland-South/Airport	124,804	\$28,650,000	\$230	Axiom Real Estate Investments	Western Avenue Capital
Olivera Crossing Shopping Center (3 bldgs)	Concord	49,167	\$17,650,000	\$359	Dollinger Properties	Sterling Organization
5691 Lone Tree Way	Antioch/Pittsburg	38,300	\$15,800,000	\$413	First Class Properties, LLC	Tekin & Associates

**TOP LEASE TRANSACTIONS FOR 1Q 2022**

Property	Submarket	Square Feet	Date	Landlord	Tenant
1695 Willow Pass Rd	Concord	41,000	February-22	Flossie Lin	Urban Air Adventure Park
10800-1097 International Blvd	Oakland	12,000	January-22	Signature Homes	WSS Shoes
3048-3090 W Jack London Blvd	Livermore	6,000	February-22	Himsl Real Estate	Crate & Barrel

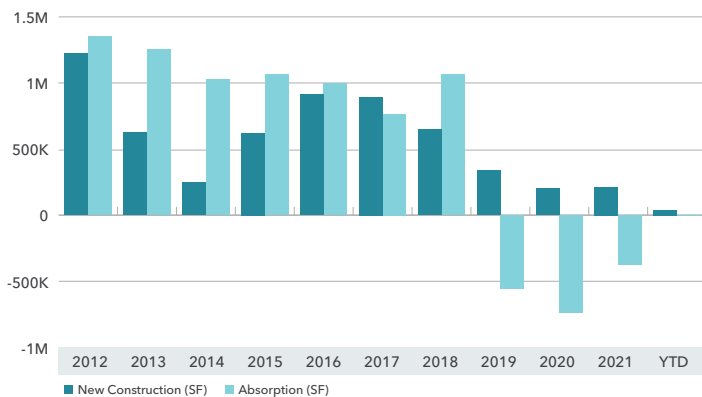
**TOP UNDER CONSTRUCTION**

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
Tivoli Plaza	Dublin	41,604	2Q 2022

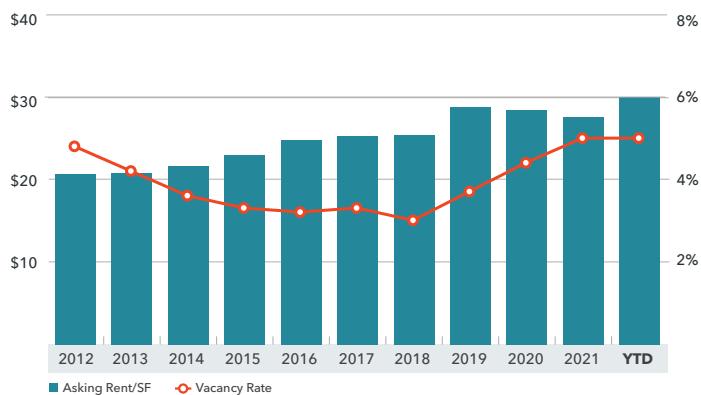
## Market Breakdown

	1Q22	4Q21	1Q21	Annual % Change
New Construction	38,300	1,500	28,296	<b>35.35%</b>
Under Construction	209,957	243,623	285,881	<b>-26.56%</b>
Vacancy Rate	5.0%	5.0%	5.0%	<b>0.00%</b>
Average Asking Rents	\$29.94	\$27.55	\$26.69	<b>12.18%</b>
Average Sales Price/SF	\$374.12	\$388.80	\$362.89	<b>3.09%</b>
Cap Rates	5.1%	4.7%	5.2%	<b>-1.92%</b>
Net Absorption	(3,489)	161,781	(743,758)	<b>N/A</b>

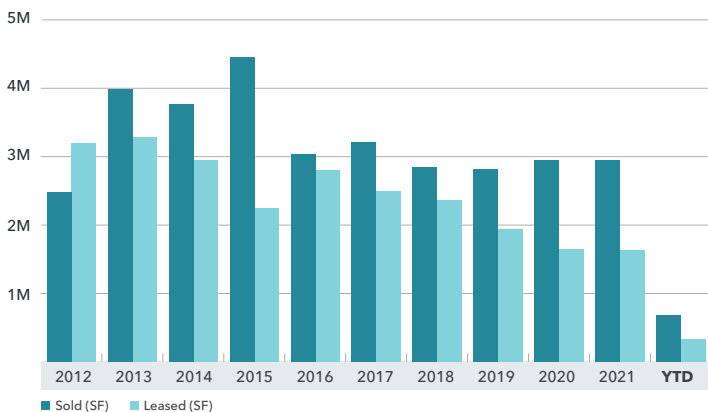
## NEW CONSTRUCTION & ABSORPTION



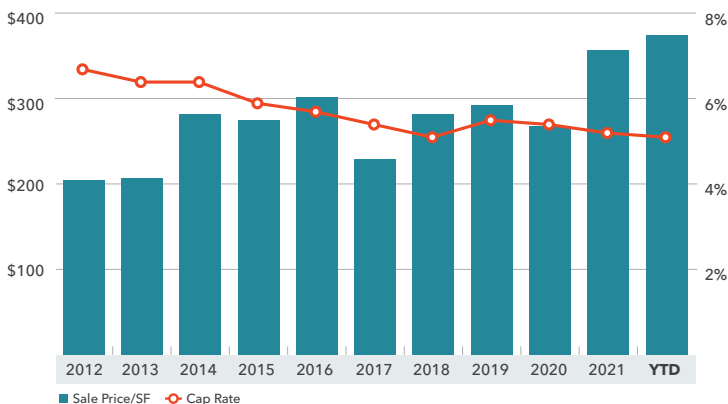
## AVERAGE ASKING RENT/SF & VACANCY RATE



## 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.

### GARY BARAGONA

Director of Research  
415.229.8925  
[gary.baragona@kidder.com](mailto:gary.baragona@kidder.com)

### ERIC LUHRS

Regional President, Brokerage  
Northern California/Nevada  
415.229.8888  
[eric.luhrs@kidder.com](mailto:eric.luhrs@kidder.com)

Designated Broker

Eric Paulsen | LIC N° 01001040

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### COMMERCIAL BROKERAGE

**49.7M** ANNUAL SALES SF

**460+** NO. OF BROKERS

**\$10.9B** ANNUAL TRANSACTION VOLUME

**43.7M** ANNUAL LEASING SF

### VALUATION ADVISORY

**2,600+** APPRAISALS ANNUALLY

**51/24** TOTAL NO. APPRAISERS/MAI'S

### ASSET SERVICES

**62M** MANAGEMENT PORTFOLIO SF

**\$11B** IN ASSETS UNDER MANAGEMENT

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