



MARKET TRENDS | SAN FRANCISCO

RETAIL

3RD QUARTER
2020

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

Year-over-year change

TOP SALE TRANSACTIONS FOR 3Q 2020

Property	Submarket	Square Feet	Sale Price	Price/SF	Buyer	Seller
1175 Fell St	West of Van Ness	1,360	\$8,300,000	\$6,102.94	BP Products North America, Inc.	Gabriel Family Trust
589 Bryant St	South of Market	2,850	\$2,640,000	\$926.32	727 Kennedy St LLC	John R & Teresa R. Beltramo Trust
4811 Geary Blvd	West of Van Ness	2,500	\$2,250,000	\$900.00	2401 Irving LLC	48 Ventures LLC
4120-4124 Mission St	Southern City	3,538	\$1,600,000	\$452.23	Fred R Mackota	Albert & Carmen Terranova
662-666 Jackson St	Van Ness/Chinatown	4,033	\$1,235,952	\$306.46	Undisclosed	Tam Family Trust

TOP LEASE TRANSACTIONS FOR 3Q 2020

Property	Submarket	Square Feet	Date	Landlord	Tenant
626 Mission Bay Blvd N	Mission Bay	7,778	August 2020	Tenderloin Neighborhood Development	Undisclosed
466-478 Green St	Waterfront/North Beach	5,978	July 2020	Leslie Yee	Undisclosed
559-567 Sutter St	Union Square	5,916	September 2020	Steelet Corporation	Undisclosed
3953 Geary Blvd	West of Van Ness	4,500	August 2020	Curry Parkway LP	Undisclosed
1600-1610 Polk St	Van Ness/Chinatown	4,000	September 2020	Neil S Cotter	Undisclosed

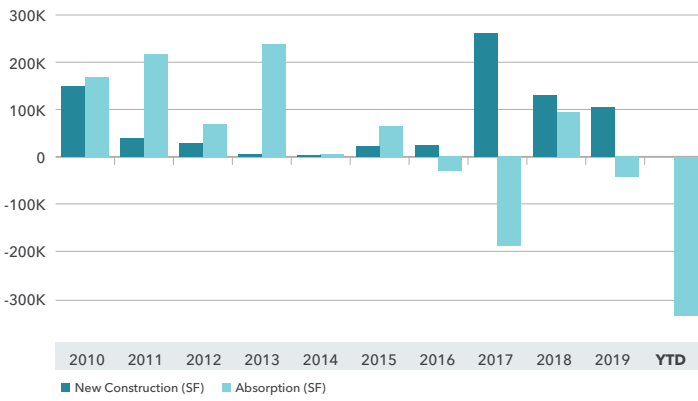
TOP UNDER CONSTRUCTION

Property	Submarket	Square Feet	Owner	Delivery Date
100 Stockton	Union Square	263,640	Blatteis Realty Co., Inc.	January 2021
3251 20th Ave	Southern City	221,433	Brookfield Property REIT, Inc.	October 2020
969 Treat Ave	Mission/Potrero	5,771	Mission Kids Co-Op	January 2021

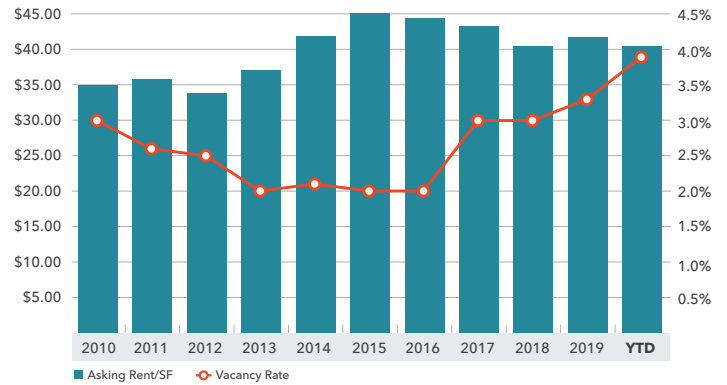
Market Breakdown

	3Q 2020	2Q 2020	3Q 2019	Annual % Change
New Construction	0	0	2,559	-100.00%
Under Construction	490,844	490,844	589,174	-16.69%
Vacancy Rate	3.9%	3.6%	2.8%	39.29%
Average Asking Rents (NNN)	\$40.44	\$41.76	\$43.31	-6.63%
Average Sales Price/SF	\$559.31	\$542.24	\$777.01	-28.02%
Cap Rates	3.9%	5.3%	4.7%	-17.02%
Net Absorption	(184,437)	(207,267)	114,420	N/A

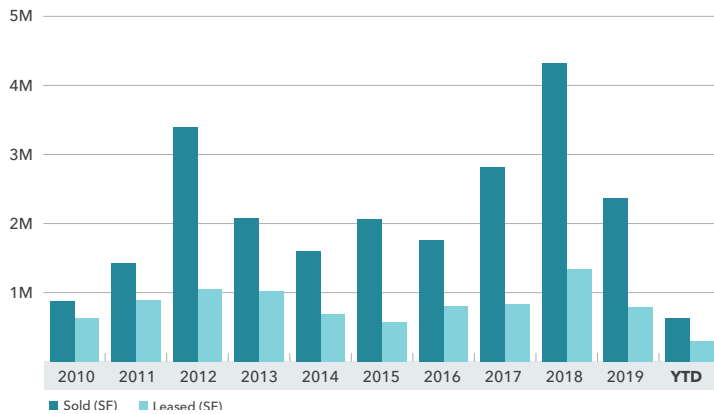
NEW RETAIL CONSTRUCTION & ABSORPTION



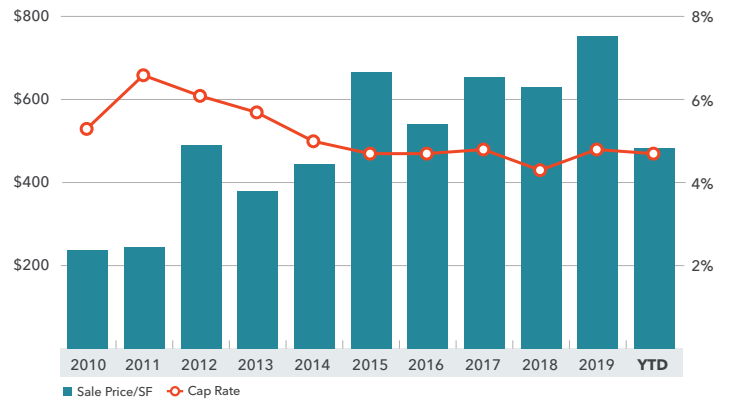
AVERAGE ASKING RENT/SF & VACANCY RATE



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
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PROPERTY MANAGEMENT

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