

## MARKET TRENDS | SAN FRANCISCO

# RETAIL

4TH QUARTER  
2020

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

Year-over-year change

### TOP SALE TRANSACTIONS FOR 2020

Property	Submarket	Square Feet	Sale Price	Price/SF	Buyer	Seller
935-965 Market St	MidMarket	255,765	\$198,001,200	\$774	Ingka Centres	TMG Partners
4200 Geary Blvd	West of Van Ness	16,882	\$10,500,000	\$662	Tenderloin Neighborhood Development	Cathay Mortuary Inc.
414-432 Sutter St	Union Square	12,668	\$9,000,000	\$710	Magna Hospitality Group	Thomas O McLaughlin Property Trust
1175 Fell St	West of Van Ness	1,360	\$8,300,000	\$6,103	BP Products North America Inc	Gabriel Family Trust
231-233 Grant Ave	Union Square	11,000	\$7,480,000	\$680	Gerald Clark	Kenneth Zemel Trust

### TOP LEASE TRANSACTIONS FOR 2020

Property	Submarket	Square Feet	Date	Landlord	Tenant
888 Post Street	Van Ness/Chinatown	35,834	May 2020	Tidewater Capital	City of San Francisco
285 Winston Dr	Southern City	32,000	January 2020	Pacific Acquisitions LLC	Gameworks
845-865 Market St	Yerba Buena	15,000	January 2020	Unibail-Rodamco-Westfield	The VOID
77 Geary St	Union Square	13,489	January 2020	Divco West	Tourneau
626 Mission Bay Blvd N	Mission Bay	7,778	August 2020	Tenderloin Neighborhood Development	Undisclosed

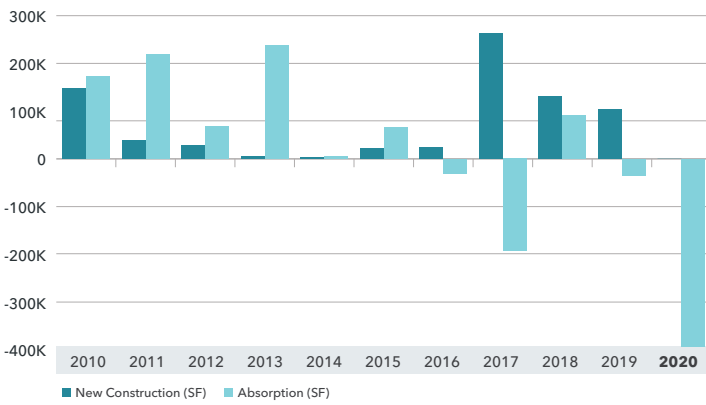
### TOP UNDER CONSTRUCTION

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.	February 2021
969 Treat Ave	Mission/Potrero	5,771	Mission Kids Co-Op	January 2021

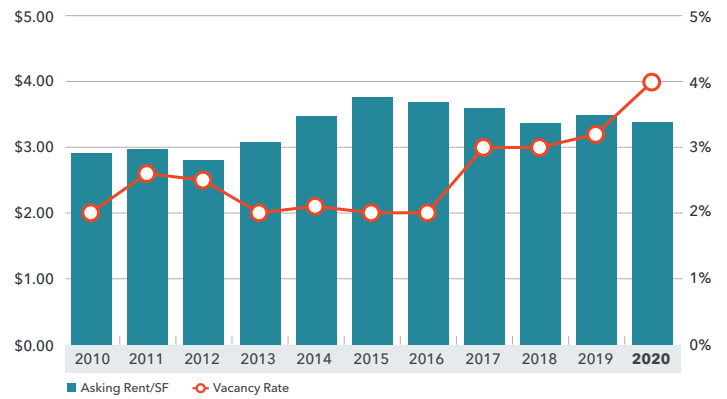
## Market Breakdown

	4Q 2020	3Q 2020	4Q 2019	Annual % Change
New Construction	0	0	98,330	-100.00%
Under Construction	490,844	490,844	490,844	0.00%
Vacancy Rate	4.0%	3.9%	3.2%	25.00%
Average Asking Rents (NNN)	\$3.39	\$3.37	\$3.49	-2.87%
Average Sales Price/SF	\$533	\$734	\$549	-2.91%
Cap Rates	5.5%	3.8%	5.1%	7.84%
Net Absorption	(61,184)	(185,176)	(147,633)	N/A

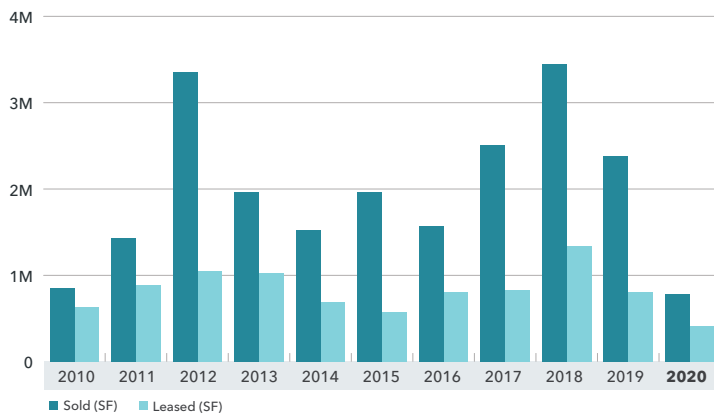
## NEW RETAIL CONSTRUCTION & ABSORPTION



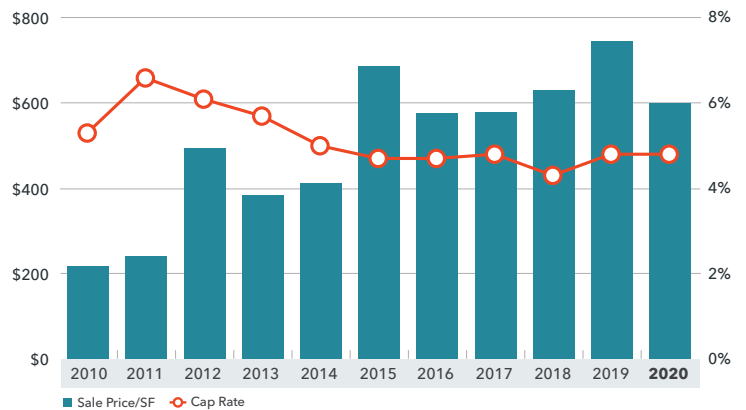
## AVERAGE ASKING RENT/SF & VACANCY RATE



## 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

**39/20**

TOTAL NO. APPRAISERS/MAI'S

### PROPERTY MANAGEMENT

**70M+**

MANAGEMENT PORTFOLIO SF

**\$12B+**

IN ASSETS UNDER MANAGEMENT

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