



MARKET TRENDS | **SAN FRANCISCO**

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
1038-1042 Valencia St	Mission/Potrero	8,630	\$3,300,000	\$382	Jerjes J. and Janet J. Azar	Thomas D. Harvey Jr Separate LivingTrust
150-154 7th St	South of Market	7,500	\$3,125,000	\$417	West Bay Pilipino Multi-Services, Inc.	Jones Pacific Land Company, Inc.

TOP LEASE TRANSACTIONS FOR 2Q 2021

Property	Submarket	Square Feet	Transaction Date	Landlord	Tenant
900 Sansome St	Waterfront/North Beach	29,349	June 2021	B & H Motors Inc	Waymo
163-181 Eddy St	Union Square	16,000	May 2021	Tsao & Associates	Hooman Video
1823 Divisadero St	West of Van Ness	5,000	April 2021	Rosenberg Family Fund, G.P.	Park Gym

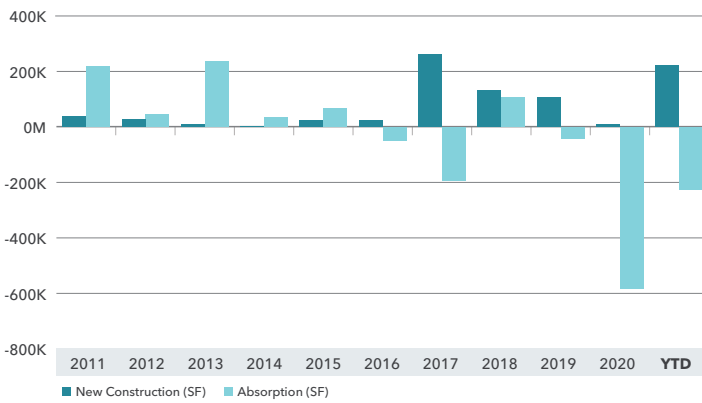
TOP UNDER CONSTRUCTION

Property	Submarket	Square Feet	Delivery Date	Owner
100 Stockton St	Union Square	400,000	3Q 2021	Morgan Stanley Services Group
827-829 Kearny St	Van Ness/Chinatown	8,700	2Q 2022	Buddhas Universal Church
Evergreen Village	Morgan Hill	4,500	3Q 2021	Evergreen Development Co.

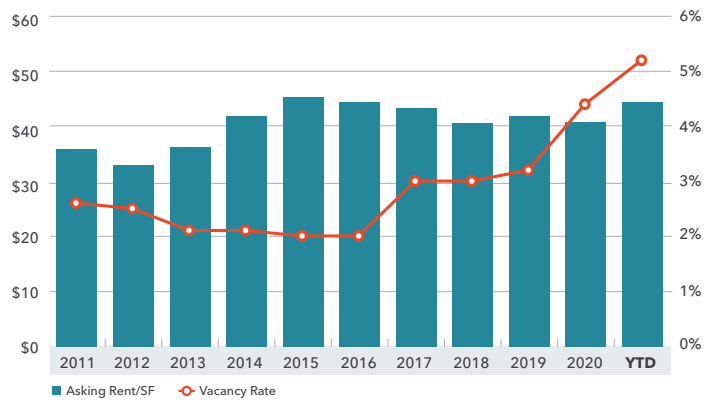
Market Breakdown

	2Q 2021	1Q 2021	2Q 2020	Annual % Change
New Construction	222,070	0	0	N/A
Under Construction	414,471	627,841	627,204	-33.92%
Vacancy Rate	5.2%	5.0%	4.0%	30.00%
Average Asking Rents (NNN)	\$44.28	\$41.28	\$41.76	6.03%
Average Sales Price/SF	\$488.66	\$422.87	\$560.00	-12.74%
Cap Rates	4.6%	6.1%	5.3%	-13.21%
Net Absorption	119,397	(344,114)	(188,989)	N/A

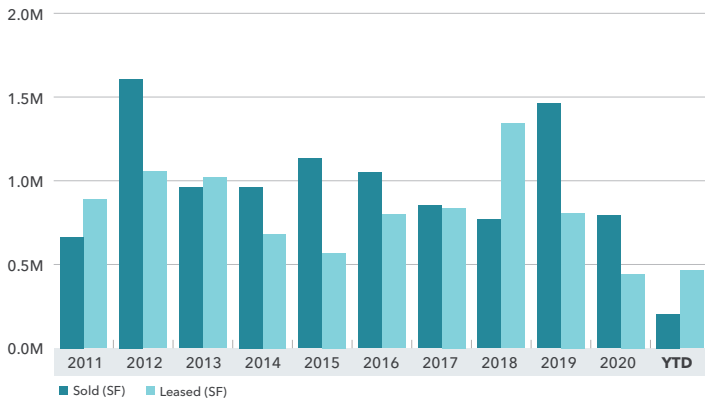
NEW RETAIL CONSTRUCTION & ABSORPTION



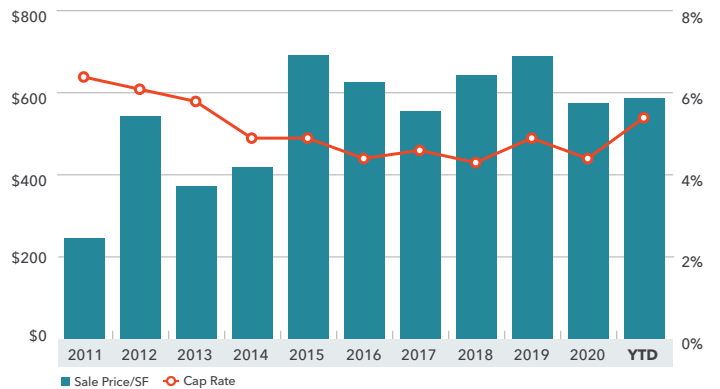
AVERAGE ASKING RENT/SF & VACANCY RATE



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	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
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ASSET SERVICES

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