

MARKET TRENDS | **SAN FRANCISCO**

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
384 Post St	Union Square	111,775	\$156,000,000	\$1,396	Lincoln Property Company	Global Securitization Services
500 8th St	Showplace Square	91,181	\$40,232,000	\$441	Rialto Capital Management	The Barsotti Family
414-432 Sutter St	Union Square	12,668	\$11,750,000	\$928	Harsch Investment Properties	Magna Hospitality Group
2550 Irving St	West of Van Ness	23,796	\$9,000,000	\$378	Tenderloin Neighborhood Development	SF Police Credit Union
529-531 Commercial St	Financial District	11,000	\$8,609,500	\$783	Corporate Diligence Specialists	Steven M. Minkoff

TOP LEASE TRANSACTIONS FOR 2021

Property	Submarket	Square Feet	Transaction Date	Transaction Date	Tenant
1355-1395 Van Ness Ave	Van Ness/Chinatown	200,000	February 2021	Marie K. Brooks	Honda
1528-1540 Pine St	Van Ness/Chinatown	42,000	March 2021	Cars Dawydiak Inc.	VinFast
900 Sansome St	Waterfront/North beach	30,000	June 2021	B&H Motors	Waymo
100 Stockton St	Union Square	17,000	September 2021	Blatteis Realty Comoany	Chotto Matte Restaurant
163-181 Eddy St	Union Square	16,000	May 2021	Tsao & Associates	SR Visions

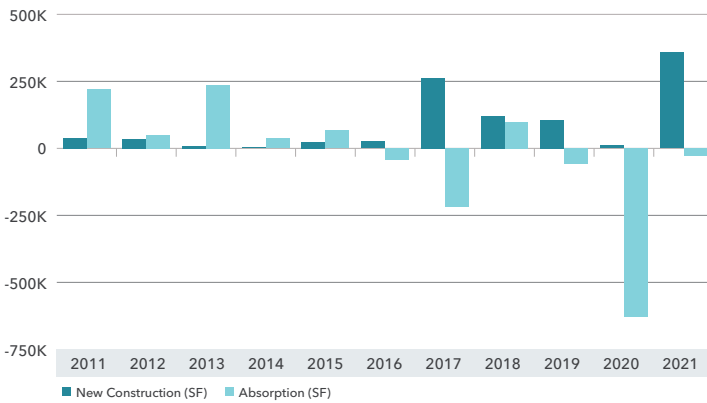
TOP UNDER CONSTRUCTION

Property	Submarket	Square Feet	Delivery Date
100 Stockton St	Union Square	400,000	1Q 2022

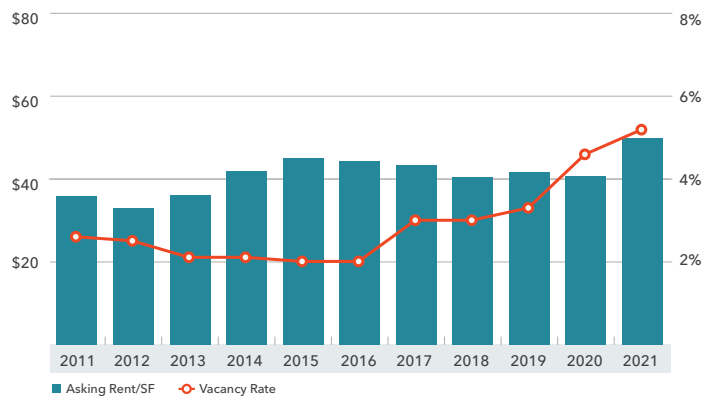
Market Breakdown

	4Q 2021	3Q 2021	4Q 2020	Annual % Change
New Construction	114,950	11,292	0	N/A
Under Construction	400,000	514,950	746,765	-46.44%
Vacancy Rate	5.2%	5.2%	4.6%	13.04%
Average Asking Rents (NNN)	\$49.74	\$49.74	\$40.71	22.18%
Average Sales Price/SF	\$585.57	\$505.42	\$545.81	7.28%
Cap Rates	4.9%	4.8%	4.1%	19.51%
Net Absorption	91,583	(57,344)	(41,178)	N/A

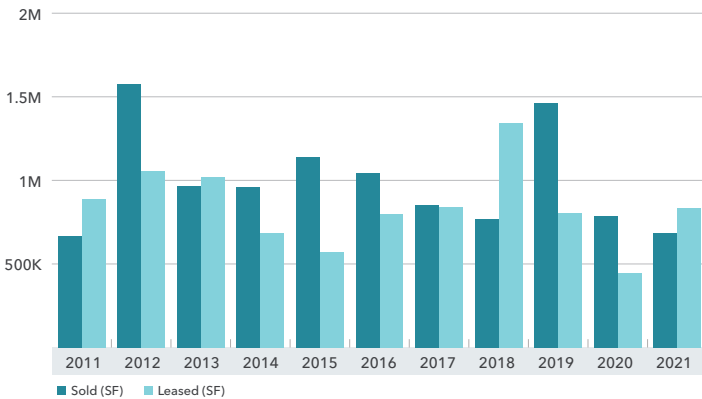
NEW RETAIL CONSTRUCTION & ABSORPTION



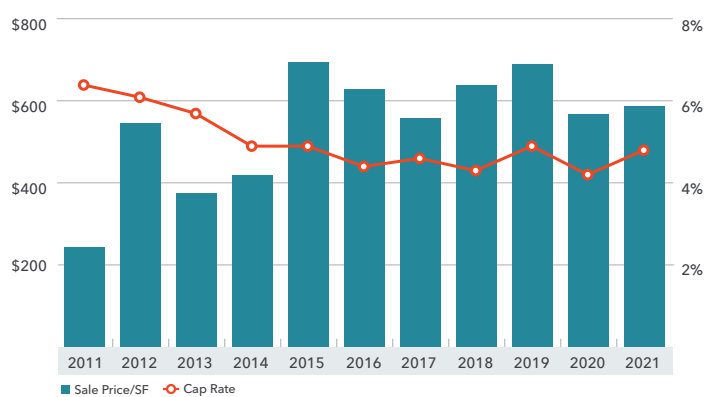
AVERAGE ASKING RENT/SF & VACANCY RATE



SALE VOLUME & LEASE VOLUME



AVERAGE SALES PRICE/SF & CAP RATES



Kidder Mathews is the largest, independent commercial real estate firm on the West Coast, with 900 real estate professionals and staff in 21 offices in Washington, Oregon, California, Nevada, and Arizona. We offer a complete range of brokerage, appraisal, asset services, consulting, project and construction management, and debt equity finance services for all property types.

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

ERIC LUHRS
Regional President, Brokerage
Northern California & Nevada
415.229.8888
eric.luhrs@kidder.com

Designated Broker
Mark Read | LIC N° 00572743

KIDDER.COM

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**

This information supplied herein is from sources we deem reliable. It is provided without any representation, warranty or guarantee, expressed or implied as to its accuracy. Prospective Buyer or Tenant should conduct an independent investigation and verification of all matters deemed to be material, including, but not limited to, statements of income and expenses. CONSULT YOUR ATTORNEY, ACCOUNTANT, OR OTHER PROFESSIONAL ADVISOR.