

## MARKET TRENDS

# SAN FRANCISCO RETAIL

↑	VACANCY	↑	UNEMPLOYMENT
↓	RENTAL RATES	↓	CONSTRUCTION DELIVERIES

Year-Over-Year Change

### TOP SALE TRANSACTIONS 4Q 2023

Property	Submarket	SF	Sale Price	\$/SF	Buyer	Seller
1000 Van Ness Ave	Van Ness/Chinatown	154,056	\$28,000,000	\$182	1000 Van Ness LP	SITE Centers
1601-1621 Haight St	West of Van Ness	6,750	\$6,478,642	\$960	HCP Properties	Baychester Shopping Center
933 Clement St	West of Van Ness	9,000	\$6,200,000	\$689	Self-Help for the Elderly	Gao Willie H & Danny Zheng

### TOP LEASE TRANSACTIONS 4Q 2023

Property	Submarket	SF	Transaction Date	Tenant
2135 Mission St	Mission District	4,800	November 2023	Clecha
Bayview Plaza	Bayview Hunters Point	3,500	October 2023	U.S. Bank
1019-1021 Market St	Mid-Market	2,600	November 2023	Chai Bar

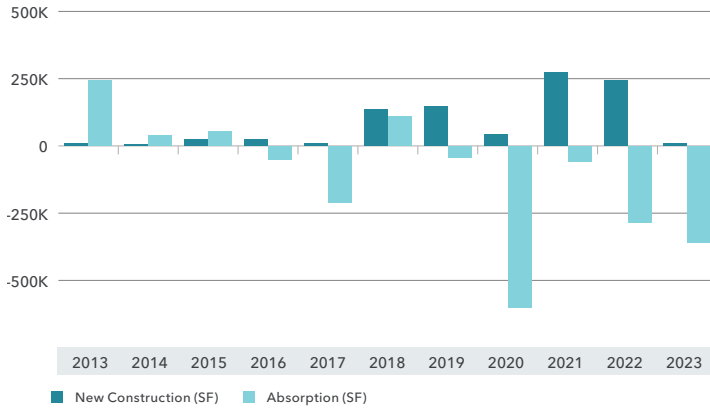
### TOP LEASE TRANSACTIONS 4Q 2023

Property	Submarket	SF	Transaction Date	Tenant
Flower Market	Showplace Square	125,000	3Q 2024	The Floor Store

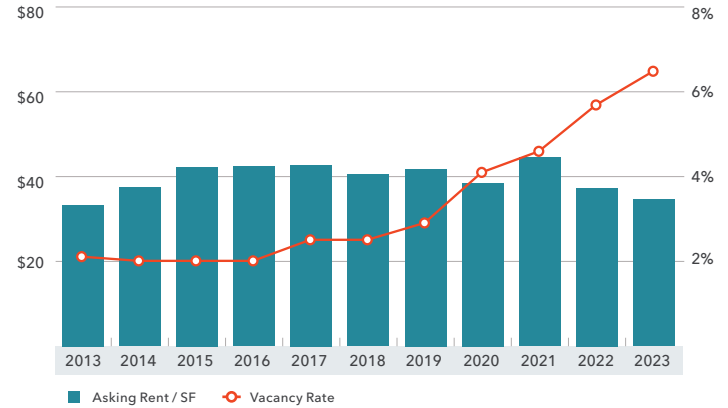
### MARKET BREAKDOWN

	4Q23	3Q23	4Q22	Annual % Change
New Construction	0	0	242,721	N/A
Under Construction	125,000	125,000	800	N/A
Vacancy Rate	6.5%	6.4%	5.7%	14.04%
Average Asking Rents	\$34.56	\$36.48	\$37.51	-7.86%
Average Sales Price / SF	\$344	\$330	\$387	-11.12%
Cap Rates	5.1%	6.3%	5.1%	0.00%
Net Absorption	(63,184)	(265,352)	(80,423)	N/A

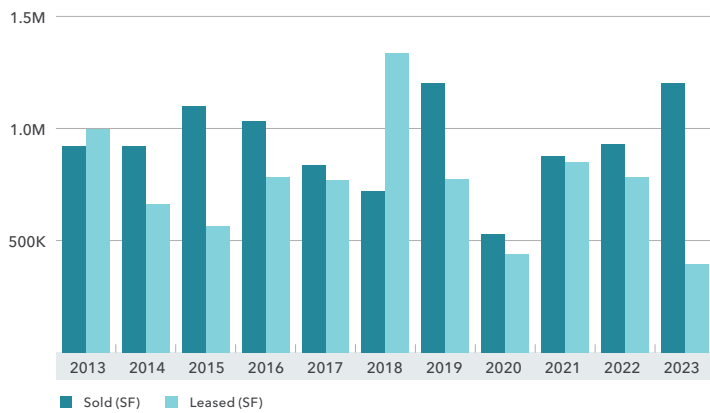
NEW CONSTRUCTION & ABSORPTION



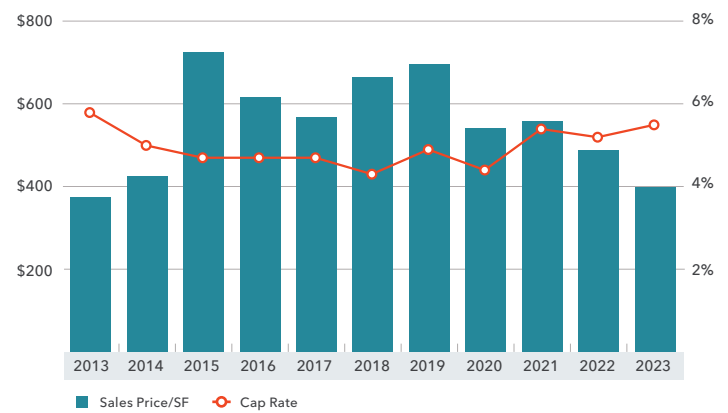
AVERAGE ASKING RENT/SF & VACANCY RATE



SALE VOLUME & LEASE VOLUME



AVERAGE SALES PRICE/SF & CAP RATES



Data Source: CoStar



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The information in this report was composed by the Kidder Mathews Research Group.

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<b>COMMERCIAL BROKERAGE</b>	<i>\$12B</i> TRANSACTION VOLUME ANNUALLY	<i>32.1M</i> ANNUAL SALES SF	<i>41.2M</i> ANNUAL LEASING SF
<b>ASSET SERVICES</b>	<i>53M</i> MANAGEMENT PORTFOLIO SF	<i>771+</i> ASSETS UNDER MANAGEMENT	<i>250+</i> ASSET SERVICES CLIENTS
<b>VALUATION ADVISORY</b>	<i>2,800+</i> ASSIGNMENTS ANNUALLY	<i>42</i> TOTAL APPRAISERS	<i>23</i> WITH MAI DESIGNATIONS

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