

**Real Estate Market Review**

# East Bay Retail

**Top Sale Transactions for 1Q 2018**

Property	Submarket	SF	Sale Price	Price/SF	Cap Rate	Buyer	Seller
4212-4220 Piedmont Avenue	Oakland-North	8,798	\$4,250,000	\$483.06	4.95%	A Star Holdings, LLC	Day Trust
652 W. Macarthur Freeway	Oakland-North	2,892	\$3,175,000	\$1,097.86	-	Longfellow Corner LP	Rockridge Properties LLC
1000-1008 Jefferson Street	Oakland-Downtown	13,671	\$2,750,000	\$201.16	5.27%	Crown Fortune Properties	Helen Carles & Jeanette Zugnoni Trust
Old Alvarado Plaza	Union City	13,113	\$2,450,000	\$186.84	6.62%	Rajneesh Salwan Property Trust	Mehtap Turan Trust
City Center Plaza	Oakland-Downtown	2,749	\$2,210,000	\$803.93	6.05%	Sam Wong	Amoya Inc.

**Top Lease Transactions for 1Q 2018**

Property	Submarket	SF	Transaction Date	Landlord	Tenant
272-274 14th Street	Oakland-Downtown	14,250	January 2018	John Bryant	N/A
3411-3451 E 12th Street	Coliseum North	13,390	January 2018	The Unity Council	HD Supply
1800 Park Boulevard	Oakland-South	8,136	March 2018	Glen L Rotner	Dollar Tree
Hesperian Way	W Hayward/Castro Valley	8,000	February 2018	Retail West	N/A
20-700 San Pablo Towne Center	Richmond/San Pablo	5,279	March 2018	Lucky NoCal Investor, LLC	DaVita Dialysis

**Top Under Construction**

Property	Address	Submarket	SF	Owner	Delivery Date
4045 Broadway	4045 Broadway	Oakland-North	12,345	Lockehouse Retail Group	August 2018
2734 San Pablo Avenue	2734 San Pablo Avenue	Berkeley	9,992	Gordon Commercial RE Services	April 2018
Shops B	El Charro Road	W. Hayward/Castro Valley	5,137	Eden Shores Associates LI, LLC	July 2018

**Market Forecast Trends**

↓ VACANCY	↓ UNEMPLOYMENT
↑ RENTAL RATE	↑ NEW CONSTRUCTION

**Market Snapshot**

	1Q 2018	4Q 2017	1Q 2017	Annual % Change
New Construction	36,842	49,349	25,857	42.48%
Under Construction	40,754	72,459	159,255	-74.41%
Vacancy Rate	3.0%	3.0%	2.7%	11.11%
Average Asking Rents (NNN)	\$27.00	\$25.92	\$25.08	7.66%
Average Sales Price/SF	\$237.16	\$285.18	\$218.32	8.63%
Cap Rates	6.02%	5.72%	5.10%	18.04%
Net Absorption	43,083	36,400	35,371	N/A

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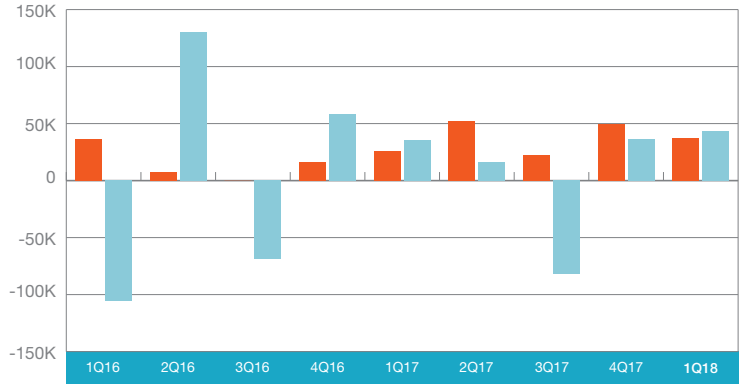
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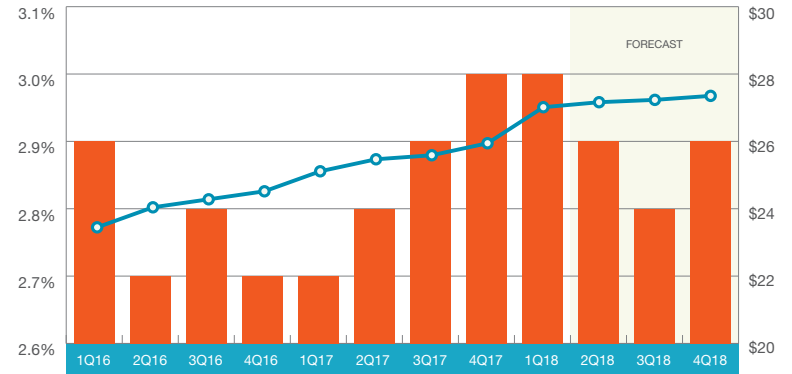
**NEW CONSTRUCTION AND ABSORPTION**

■ New Construction  
■ Net Absorption



**AVERAGE ASKING RENT/SF AND VACANCY RATE\***

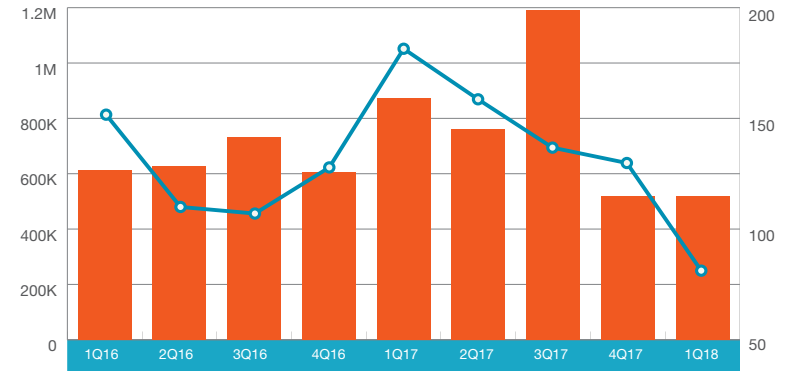
■ Vacancy Rate  
● Asking Rent/SF



\*Based on monthly rate

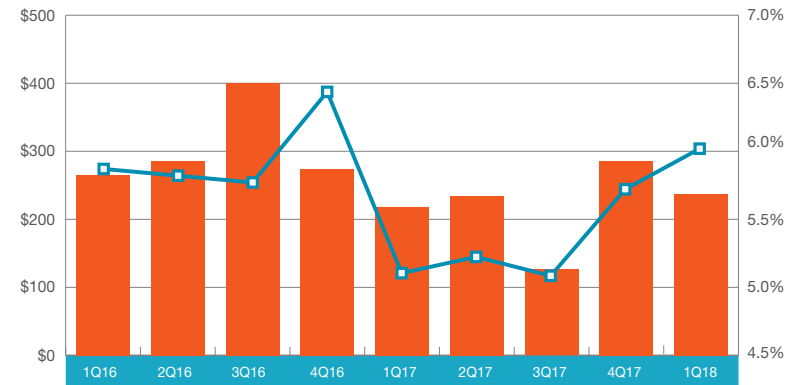
**SQUARE FEET SOLD AND NUMBER OF SALE TRANSACTIONS**

■ SF Sold  
● Number of Transactions



**AVERAGE SALES PRICE/SF AND CAP RATES**

■ Average Sales Price/SF  
● Cap Rate



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