

**Real Estate Market Review**

# SF Peninsula Retail

**Top Sale Transactions for 1Q 2018**

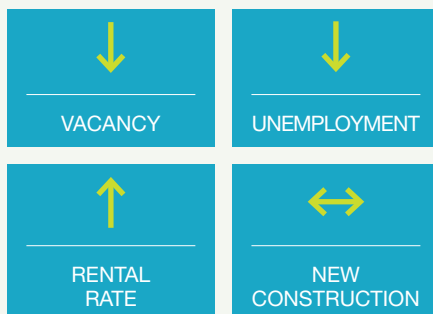
Property	Submarket	Square Feet	Sale Price	Price/SF	Buyer	Seller
133 Encinal Avenue	Menlo Park-Atherton	4,721	\$17,000,000	\$3,600.93	Pulte Home Company, LLC	Roger Reynolds, LLC
1540 El Camino Real	Menlo Park-Atherton	23,537	\$16,250,000	\$690.40	LDH MP, LLC	Glenwood Ventures, Inc
603 El Camino Real	Redwood City-N of 84	16,229	\$7,195,049	\$443.35	KB Home South Bay, Inc	601 El Camino Real, LLC
6888 Mission Street	Brisbane/Daly City	16,091	\$4,500,000	\$279.66	Jose & Marivic Vila	Wayne & Sandra Fuller
2180 S. El Camino Real	San Mateo-Corridor/Highway 92	5,530	\$3,800,000	\$687.16	Ta El Camino, LLC	Bridgestone Retail Operations

**Top Lease Transactions for 1Q 2018**

Property	Submarket	Square Feet	Date	Landlord
35 E 4th Avenue	San Mateo-Downtown North	5,958	January 2018	Patricia George
510-512 Cypress Avenue	South San Francisco West of 101 Freeway	5,447	January 2018	515 Airport Boulevard, LLC
1888 Ralston Avenue	Belmont	5,400	February 2018	Nardini Family Trust
801-805 El Camino Real	Menlo Park-Atherton	5,395	February 2018	Brock Properties
790 Foster City Boulevard	Redwood Shores	4,737	January 2018	MidPen Housing Corp.

**Top Under Construction**

Property	Address	Submarket	Square Feet	Owner	Delivery Date
644 Laurel Street	644 Laurel Street	San Carlos	12,000	JMS Venture 654, LLC	June 2018

**Market Forecast Trends**

**Market Snapshot**

	1Q 2018	4Q 2017	1Q 2017	Annual % Change
New Construction	0	0	5,514	N/A
Under Construction	12,000	0	11,661	2.91%
Vacancy Rate	2.1%	1.9%	2.9%	-27.60%
Average Asking Rents	\$38.40	\$36.69	\$34.19	12.30%
Average Sales Price/SF	\$740.31	\$554.58	\$547.47	35.22%
Net Absorption	-55,959	-40,734	-18,833	N/A

**Offices**

**Seattle**  
206.296.9600

**Bellevue**  
425.454.7040

**South Seattle**  
206.248.7300

**Tacoma**  
253.722.1400

**Olympia**  
360.705.2800

**Portland**  
503.221.9900

**San Francisco**  
415.229.8888

**Redwood Shores**  
650.769.3600

**Silicon Valley**  
408.970.9400

**Sacramento**  
916.970.9700

**Roseville**  
916.751.3600

**Los Angeles**  
213.880.5250

**El Segundo**  
310.807.0880

**Commerce**  
323.727.1144

**Long Beach**  
562.472.0071

**Orange County**  
949.557.5000

**Inland Empire**  
909.764.6500

**San Diego**  
858.509.1200

**Carlsbad**  
760.430.1000

**Reno**  
775.301.1300

**Phoenix**  
602.513.5200

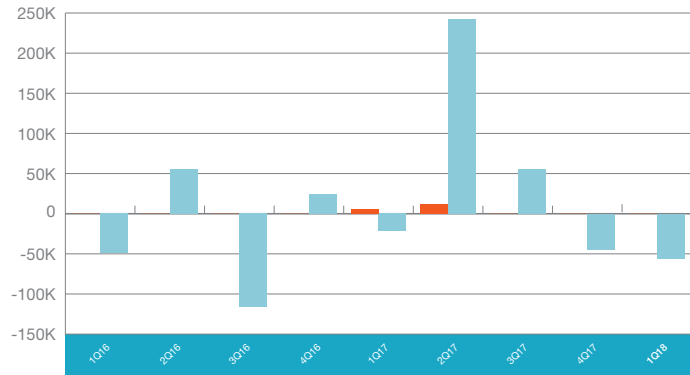
**Contact**

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Designated Broker  
Mark Read | LIC #00572743

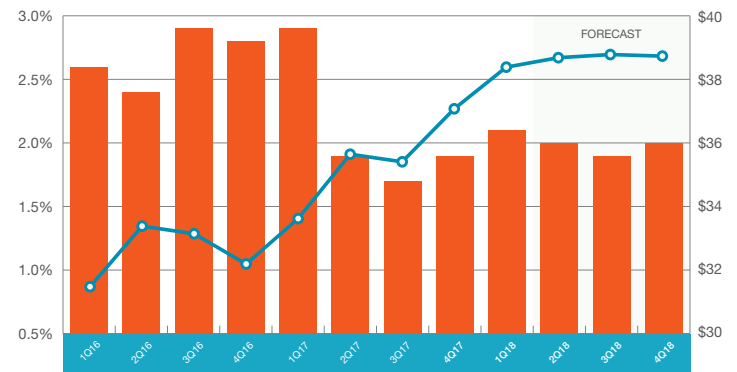
**NEW RETAIL CONSTRUCTION & NET ABSORPTION**

■ New Construction  
■ Absorption



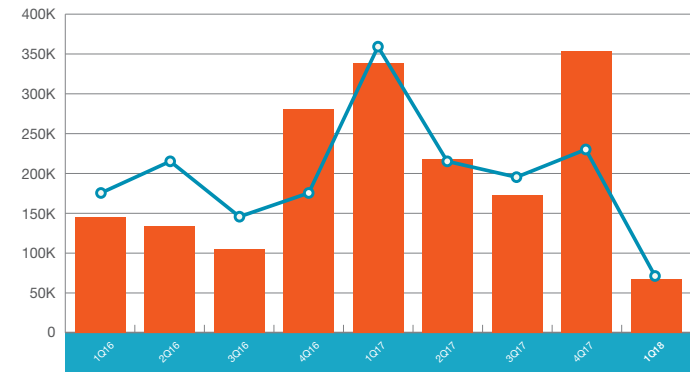
**AVERAGE ASKING RENT/SF & VACANCY RATE\***

■ Vacancy Rate  
○ Asking Rent/SF



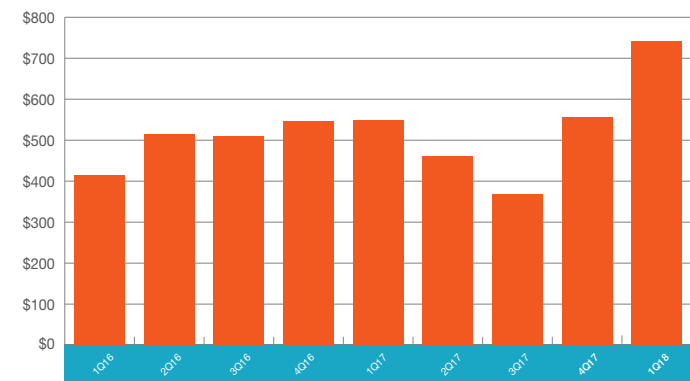
**SQUARE FEET SOLD & NUMBER OF SALE TRANSACTIONS**

■ SF Sold  
○ # of Transactions



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

■ Average Sales Price/SF  
○ Cap Rate



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