

**Real Estate Market Review**

# SF Peninsula Retail

**Top Sale Transactions for 2Q18**

| Property                   | Submarket                      | Square Feet | Sale Price   | Price/SF   | Buyer               | Seller                        |
|----------------------------|--------------------------------|-------------|--------------|------------|---------------------|-------------------------------|
| 386 Convention Way         | Redwood City - N of 84 Freeway | 13,240      | \$18,088,000 | \$1,366.27 | Bearcat Properties  | Chang & Chen Associates       |
| 120 El Camino Real         | San Bruno / Millbrae           | 3,000       | \$2,495,000  | \$831.67   | Calvano Development | Del-Camp Investments, Inc     |
| 507-515 Woodside Road      | Redwood City - S of 84 Freeway | 2,820       | \$2,110,000  | \$748.23   | Tran Thao           | Maureen Lee                   |
| 2825-2827 S El Camino Real | San Mateo - Downtown South     | 14,000      | \$2,050,000  | \$146.43   | Nathaniel Schmelzer | The Buller Family Partnership |
| 63-65 E 4th Avenue         | San Mateo - Downtown North     | 1,800       | \$1,880,000  | \$1,044.44 | Andy Li             | Robert Charles Knotek         |

**Top Lease Transactions for 2Q18**

| Property                  | Submarket                  | Square Feet | Date       | Landlord                    |
|---------------------------|----------------------------|-------------|------------|-----------------------------|
| 277 S B Street            | San Mateo - Downtown North | 12,400      | May 2018   | RE/Max                      |
| 301-303 Gellert Boulevard | Brisbane / Daly City       | 8,900       | April 2018 | Verbena Road Holdings, Ltd. |
| 6250 Mission Street       | Brisbane / Daly City       | 8,500       | April 2018 | Kennedy Chan                |
| 487 Seaport Court         | Redwood City - Port        | 6,026       | May 2018   | The Fivey Company           |
| 1047 El Camino Real       | Menlo Park - Atherton      | 3,960       | May 2018   | 2016 Fischtein Family Trust |

**Top Under Construction**

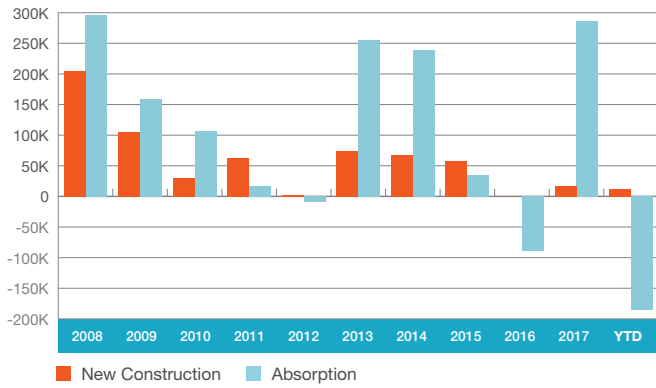
| Property          | Address           | Submarket           | Square Feet | Owner               | Delivery Date |
|-------------------|-------------------|---------------------|-------------|---------------------|---------------|
| 3632 Haven Avenue | 3632 Haven Avenue | Redwood City - Port | 30,000      | Carrera PRB Company | August 2018   |

**Market Forecast Trends**

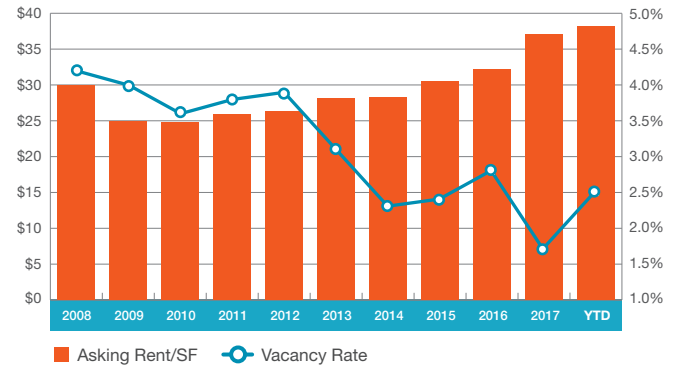
**Market Snapshot**

|                            | 2Q 2018  | 1Q 2018  | 2Q 2017  | Annual % Change |
|----------------------------|----------|----------|----------|-----------------|
| New Construction           | 12,204   | 0        | 11,661   | 4.66%           |
| Under Construction         | 0        | 12,000   | 12,204   | -100%           |
| Vacancy Rate               | 2.50%    | 2.10%    | 1.80%    | 38.89%          |
| Average Asking Rents (NNN) | \$38.16  | \$38.40  | \$35.64  | 7.07%           |
| Average Sales Price        | \$743.89 | \$740.34 | \$465.66 | 59.75%          |
| Net Absorption             | -129,453 | -55,959  | 242,118  | N/A             |

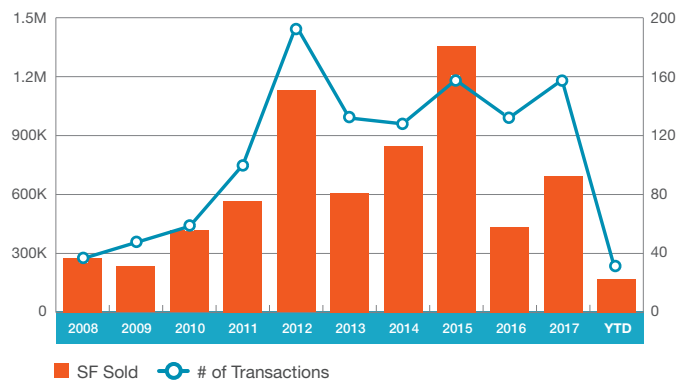
## NEW RETAIL CONSTRUCTION & ABSORPTION



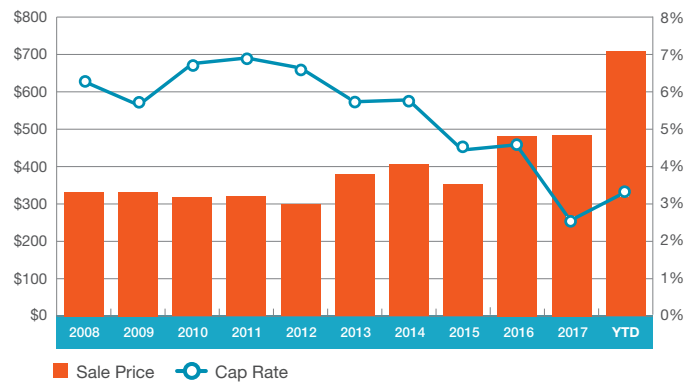
## AVERAGE ASKING RENT/SF & VACANCY RATE



## NUMBER OF SALE TRANSACTIONS & SF SOLD



## AVERAGE SALES PRICE/SF & CAP RATES

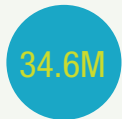


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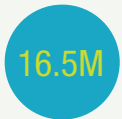
### COMMERCIAL BROKERAGE



ANNUAL TRANSACTION VOLUME



ANNUAL LEASING SF



ANNUAL SALES SF



# BROKERS

### PROPERTY MANAGEMENT



MANAGEMENT PORTFOLIO

### VALUATION ADVISORY



ASSIGNMENTS ANNUALLY



TOTAL # APPRAISERS/MAI'S

### Contact

**Jerry Holdner**  
 Director of Research  
 949.557.5050  
 jholdner@kiddermathews.com

**Brian Hatcher**  
 Executive VP, Brokerage  
 650.769.3600  
 bhatcher@kiddermathews.com

Designated Broker  
 Mark Read | LIC #00572743

[kiddermathews.com](http://kiddermathews.com)



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