

**Real Estate Market Review**

# SF Peninsula Retail

**Top Sale Transactions for 3Q18**

| Property            | Submarket                 | Square Feet | Sale Price   | Price/SF   | Buyer                              | Seller                               |
|---------------------|---------------------------|-------------|--------------|------------|------------------------------------|--------------------------------------|
| 201 S. B Street     | San Mateo-Downtown North  | 16,500      | \$10,500,000 | \$636.36   | Prometheus Real Estate Group, Inc. | Constantino Family, LLC              |
| 1401 Willow Road    | Menlo Park-East/EPA       | 2,692       | \$5,514,171  | \$2,048.35 | LLBG Properties, LLC               | The Berle & Carol Crisp Family Trust |
| 7255 Mission Street | Brisbane/Daly City        | 2,400       | \$4,300,000  | \$1,791.67 | Olympian JV                        | ACV GGB Propco, LLC                  |
| 1130-1136 Broadway  | Burlingame-West of 101    | 7,663       | \$2,900,000  | \$378.44   | Tomas Family Partners, LLC         | Behling 1987 Family Trust            |
| 122 South Boulevard | San Mateo-Corridor/Hwy 92 | 4,379       | \$2,615,000  | \$597.17   | Tamturk Family Trust               | Anthony & Nancy Palladino Trust      |

**Top Lease Transactions for 3Q18**

| Property              | Submarket                | Square Feet | Date           | Landlord                       |
|-----------------------|--------------------------|-------------|----------------|--------------------------------|
| 200-242 Walnut Street | Redwood City-N of 84 Fwy | 88,000      | July 2018      | Friedman Properties, L.P.      |
| 60 31st Avenue        | San Mateo-Downtown South | 43,946      | July 2018      | HSC Holdings                   |
| 415-515 Westlake Mall | Brisbane/Daly City       | 22,900      | September 2018 | Kimco Realty Corporation       |
| 1748 Broadway Street  | Redwood City-N of 84 Fwy | 16,800      | July 2018      | 1748 Broadway, LLC             |
| 979 Broadway          | San Bruno/Millbrae       | 13,545      | July 2018      | Great Mountain Properties, LLC |

**Top Under Construction**

| Property                  | Address           | Submarket                | Square Feet | Owner               | Delivery Date |
|---------------------------|-------------------|--------------------------|-------------|---------------------|---------------|
| Hillsdale Shopping Center | 60 31st Avenue    | San Mateo-Downtown South | 52,138      | HSC Holdings        | January 2019  |
| 3632 Haven Avenue         | 3632 Haven Avenue | Redwood City-Port        | 30,000      | Carrera PRB Company | December 2018 |

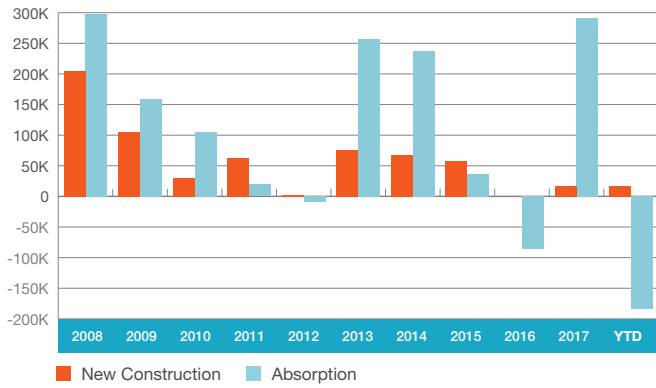
**Market Forecast Trends**


YEAR-TO-YEAR BASIS

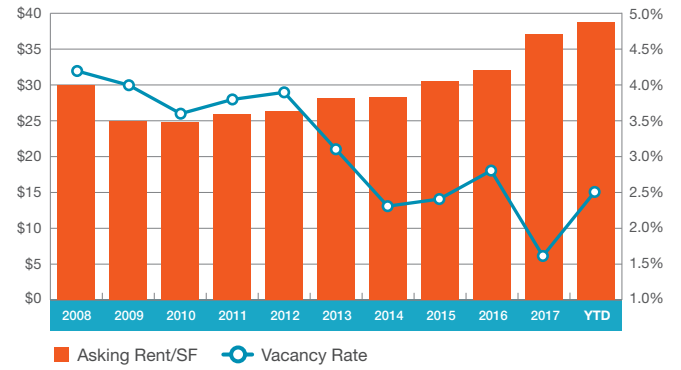
**Market Snapshot**

|                            | 3Q 2018  | 2Q 2018   | 3Q 2017  | Annual % Change |
|----------------------------|----------|-----------|----------|-----------------|
| New Construction           | 5,286    | 12,204    | 0        | N/A             |
| Under Construction         | 4,848    | 10,134    | 22,338   | -78.30%         |
| Vacancy Rate               | 2.5%     | 2.5%      | 1.4%     | 78.57%          |
| Average Asking Rents (NNN) | \$38.76  | \$37.44   | \$35.28  | 9.86%           |
| Average Sales Price        | \$771.12 | \$522.81  | \$367.68 | 109.73%         |
| Cap Rates                  | 4.84%    | 3.93%     | 1.04%    | 365.38%         |
| Net Absorption             | 2,291    | (130,925) | 91,446   | N/A             |

## NEW RETAIL CONSTRUCTION & ABSORPTION



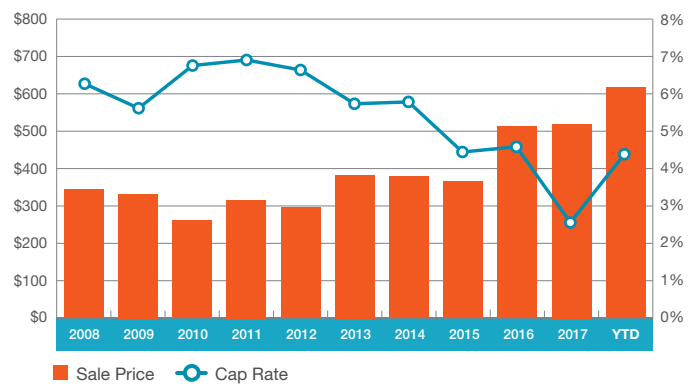
## AVERAGE ASKING RENT/SF & VACANCY RATE



## SALE & LEASE VOLUME



## AVERAGE SALES PRICE/SF & CAP RATES

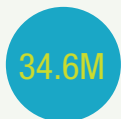


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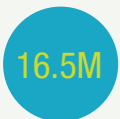
### COMMERCIAL BROKERAGE



ANNUAL TRANSACTION VOLUME



ANNUAL LEASING SF



ANNUAL SALES SF



# BROKERS

### PROPERTY MANAGEMENT

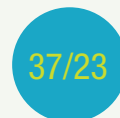


MANAGEMENT PORTFOLIO

### VALUATION ADVISORY



ASSIGNMENTS ANNUALLY



TOTAL # APPRAISERS/MAI'S

### Contact

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