

Real Estate Market Review

San Francisco Retail

Top Sale Transactions for 2018

Property	Submarket	SF	Sale Price	Price/SF	Buyer	Seller
5214 Diamond Heights Blvd	Southern City	76,000	\$48,000,000	\$631.58	Donahue Schriber Commercial Real Estate	Diamond Heights Shopping Ctr.
1601 Mission Street	South of Market	12,423	\$28,500,000	\$2,294.13	Zhuguang Properties (US), LLC	S&P Investments, LLC
2000-2020 Union Street	West of Van Ness	6,339	\$8,800,000	\$1,388.23	Jupiter Future, LLC	Gary P & Helen G Jimenez
2081-2097 Mission Street	Southern City	14,150	\$7,750,000	\$547.70	Mission Economic Development Agency	Kevin R. Strain
2299 Market Street	Castro	4,759	\$6,900,000	\$1,449.88	Goodhue Realty Investments	Angus F. & Sheila McCarthy

Top Lease Transactions for 2018

Property	Submarket	SF	Date	Landlord
811 Eddy Street	Van Ness Corridor	45,000	February 2018	Hemas, LLC
145 Jefferson Street	Waterfront/North Beach	13,408	January 2018	Fong Real Estate Company
1522 Polk Street	Van Ness Corridor	7,216	February 2018	Anthony Realty, LLC
145 Jefferson Street	Waterfront/North Beach	6,986	January 2018	Fong Real Estate Company
415 Mission Street	South Financial District	6,789	March 2018	Boston Properties, Inc

Top Under Construction

Property	Address	Submarket	SF	Owner	Delivery Date
Salesforce Transit Center	425 Mission Street	South Financial District	98,330	Transbay Joint Powers Authority	April 2018
One Mission Bay	1000 3rd Street	Mission Bay/China Basin	16,594		April 2018

Market Forecast Trends

Market Snapshot

	1Q18	4Q17	1Q17	Annual % Change
New Construction	86,859	0	0	N/A
Under Construction	123,684	198,311	443,244	-72.10%
Vacancy Rate	3.30%	3.20%	2.60%	26.90%
Average Asking Rents	\$42.72	\$43.89	\$44.29	-3.54%
Average Sales Price	\$512.56	\$516.82	\$634.46	-19.20%
Cap Rate	4.60%	3.56%	3.82%	20.40%
Net Absorption	-62,382	97,447	-114,223	45.40%

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

Commerce
323.727.1144

El Segundo
310.807.0880

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

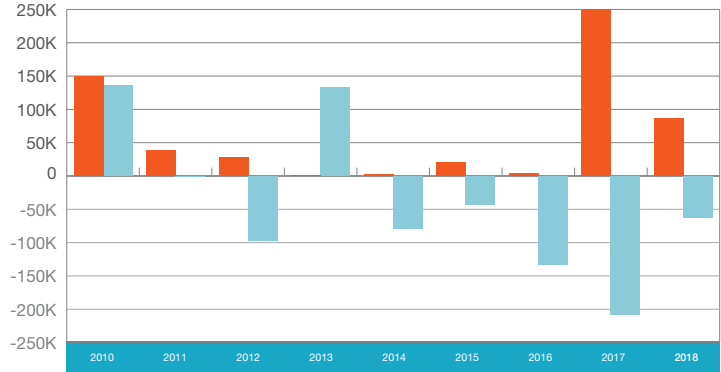
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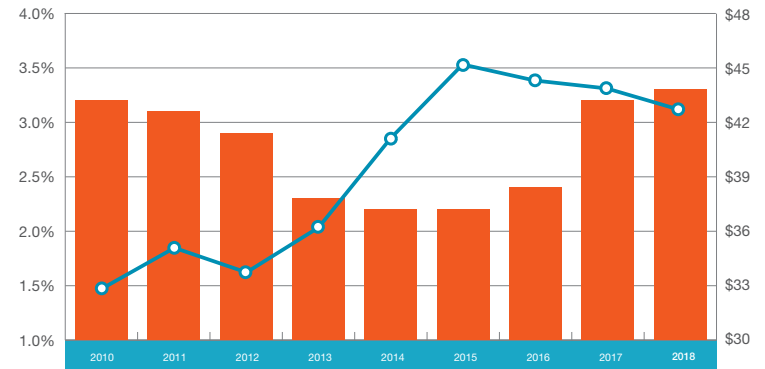
NEW RETAIL CONSTRUCTION & NET ABSORPTION

■ New Construction
■ Absorption



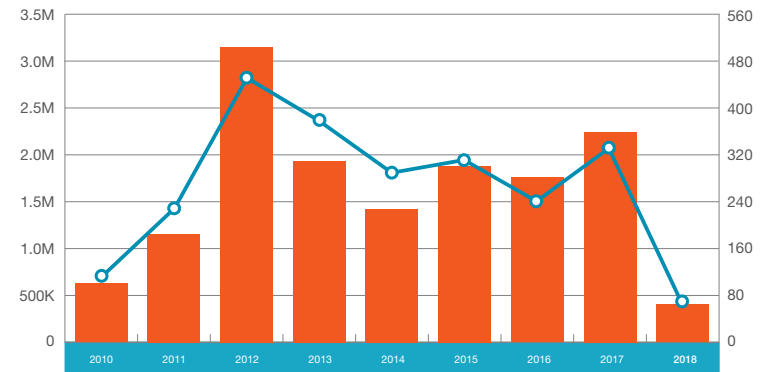
AVERAGE ASKING RENT/SF & VACANCY RATE*

■ Vacancy Rate
○ Asking Rent/SF



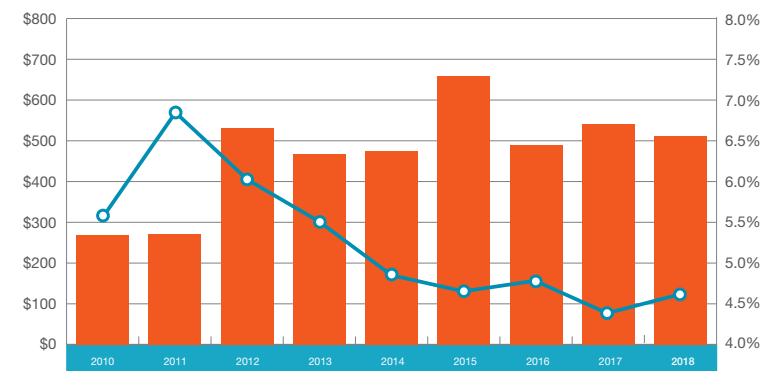
SQUARE FEET SOLD & NUMBER OF SALE TRANSACTIONS

■ SF Sold
○ # of Transactions



AVERAGE SALES PRICE/SF & CAP RATES

■ Average Sales Price/SF
○ Cap Rate



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