

Real Estate Market Review

San Francisco Retail

Top Sale Transactions for 2Q18

Property	Submarket	Square Feet	Sale Price	Price/SF	Buyer	Seller
570-572 Market Street	Financial District	16,195	\$14,500,000	\$895.34	Kwok Properties SF LLC	Wai J. W. & Lap K. A.Ng
532 Sutter Street	Union Square	16,596	\$9,000,000	\$542.30	Greenhood Investment	An Sutter Street LLC
2610-2612 Mission Street	Southern City	12,972	\$5,600,000	\$431.70	CG Jung Institute of San Francisco	Bassem R. Sirhed
124-140 Columbus Avenue	Jackson Square	5,060	\$5,250,000	\$1,037.55	Eco Terreno, Inc.	Christopher M. Burnett
2884-2898 Mission Street	Southern City	15,270	\$4,600,000	\$301.24	Azar Management Inc.	Raymont & Donna Wong

Top Lease Transactions for 2Q18

Property	Submarket	Square Feet	Date	Landlord
1059-1061 Market Street	MidMarket	23,370	May 2018	J.C. Investment Consulting
345 Spear Street	Rincon / South Beach	11,314	May 2018	Morgan Stanley
One Embarcadero Center	Financial District	9,490	April 2018	Boston Properties
1633 Fillmore Street	West of Van Ness	8,800	April 2018	Gary & Judith Pasquinelli
939-945 Clement Street	West of Van Ness	7,900	May 2018	Kv Clement LLC

Top Under Construction

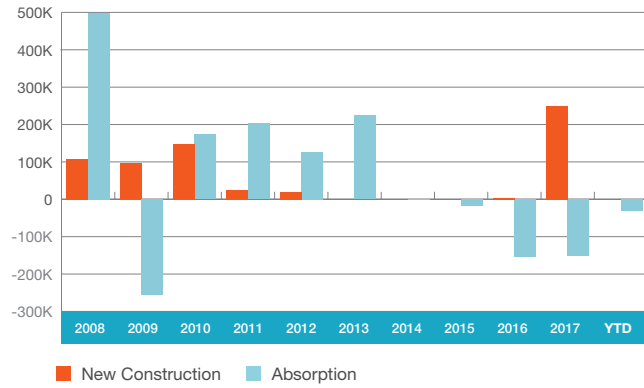
Property	Address	Submarket	Square Feet	Owner	Delivery Date
Salesforce Transit Center	425 Mission Street	South Financial District	98,330	Transbay Joint Powers Authority	March 2019

Market Forecast Trends

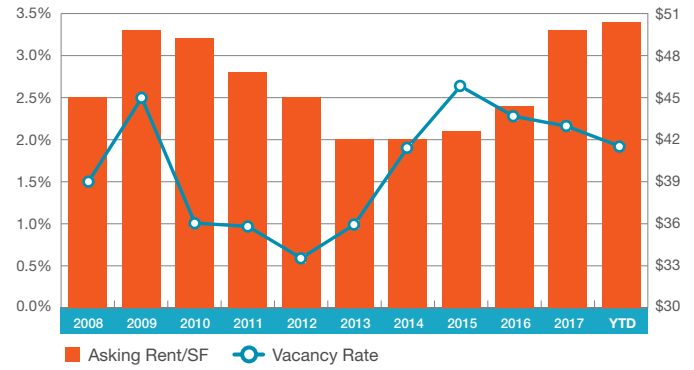
Market Snapshot

	2Q 2018	1Q 2018	2Q 2017	Annual % Change
New Construction	0	86,859	250,000	-100%
Under Construction	121,312	123,684	0	N/A
Vacancy Rate	3.40%	3.30%	3.30%	3.03%
Average Asking Rents (NNN)	\$41.52	\$42.72	\$42.72	-2.81%
Average Sales Price	\$523.95	\$512.56	\$426.41	22.87%
Cap Rate	4.13%	4.60%	4.62%	-10.61%
Net Absorption	-6,437	-62,382	-60,000	-89.27

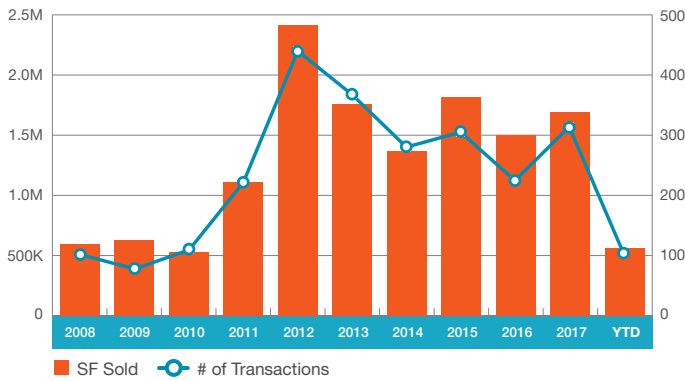
NEW RETAIL CONSTRUCTION & ABSORPTION



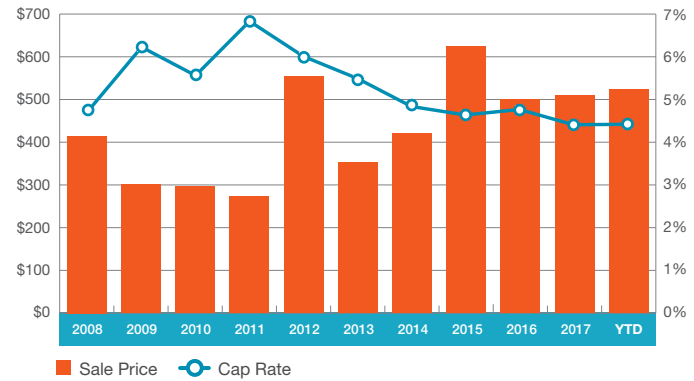
AVERAGE ASKING RENT/SF & VACANCY RATE



NUMBER OF SALE TRANSACTIONS & SF SOLD



AVERAGE SALES PRICE/SF & CAP RATES

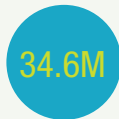


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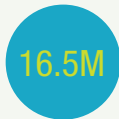
COMMERCIAL BROKERAGE



ANNUAL TRANSACTION VOLUME



ANNUAL LEASING SF



ANNUAL SALES SF



BROKERS

PROPERTY MANAGEMENT



MANAGEMENT PORTFOLIO

VALUATION ADVISORY



ASSIGNMENTS ANNUALLY



TOTAL # APPRAISERS/MAI'S

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