

**Real Estate Market Review**

# San Francisco Retail

**Top Sale Transactions for 3Q18**

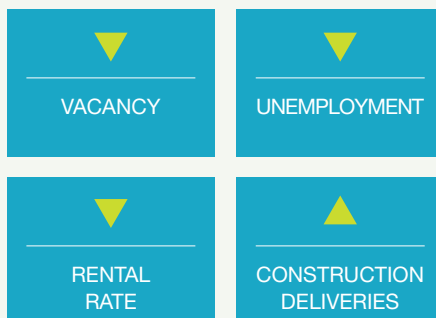
Property	Submarket	Square Feet	Sale Price	Price/SF	Buyer	Seller
1082 Folsom Street	South of Market	2,500	\$5,500,000	\$2,200.00	1080 Folsom Residences LLC	Folsom St Hotel LLC
1698 Masonic Avenue	West of Van Ness	1,201	\$4,500,000	\$3,746.88	Gbg Investment LLC	Chevron Usa Inc
2437 Fillmore Street	West of Van Ness	5,971	\$3,000,000	\$502.43	Pacific Hts Realty Grp LLC	Rino Rentals LLC
3987 17th Street	Southern City	4,330	\$2,850,000	\$658.20	Romwald Connolly	John H & Philip C Parr
729 Bush Street	Union Square	3,272	\$2,687,500	\$821.36	729 Bush LLC	Shan V Sayles Revocable Trust

**Top Lease Transactions for 3Q18**

Property	Submarket	Square Feet	Date	Landlord
3981-3995 Alemany Boulevard	Southern City	42,168	August 2018	The Broe Group
425 Mission Street	South Financial District	32,385	September 2018	Transbay Joint Powers Authority
200-202 Potrero Avenue	Portreo West of 101 Freeway	12,500	July 2018	Equity One, Inc.
1101-1127 Polk Street	Downtown San Francisco MF	10,043	July 2018	Sand Hill Property Company
1088-1090 Sansome Street	Waterfront/North Beach	10,000	August 2018	Angus F. & Sheila McCarthy

**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

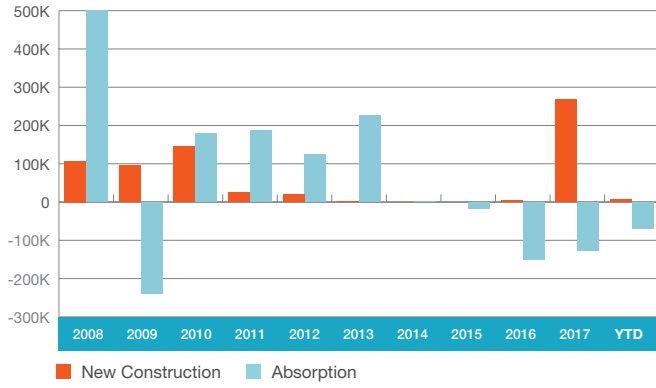
**Market Forecast Trends**


YEAR-TO-YEAR BASIS

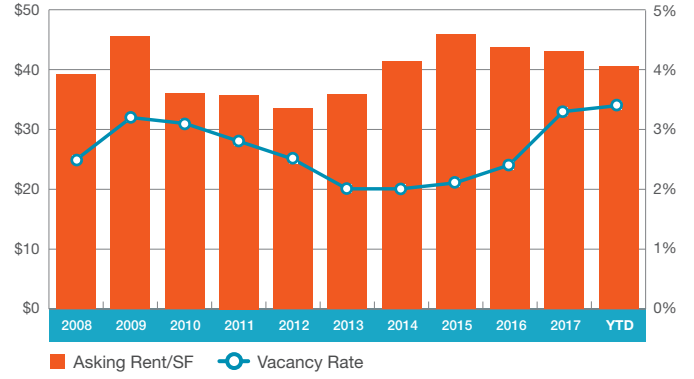
**Market Snapshot**

	3Q 2018	2Q 2018	3Q 2017	Annual % Change
New Construction	6,388	0	0	N/A
Under Construction	98,330	104,718	104,718	-6.10%
Vacancy Rate	3.4%	3.3%	3.5%	-2.86%
Average Asking Rents (NNN)	\$40.44	\$41.40	\$43.20	-6.39%
Average Sales Price (SF)	\$658.85	\$610.46	\$493.67	33.46%
Cap Rate	3.58%	4.15%	4.39%	-18.45%
Net Absorption	(42,984)	3,935	(113,349)	N/A

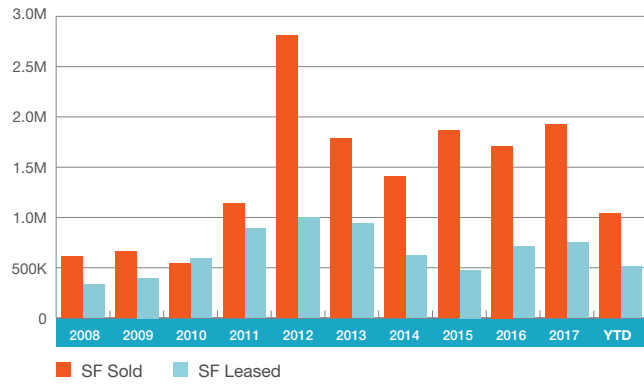
### NEW RETAIL CONSTRUCTION & ABSORPTION



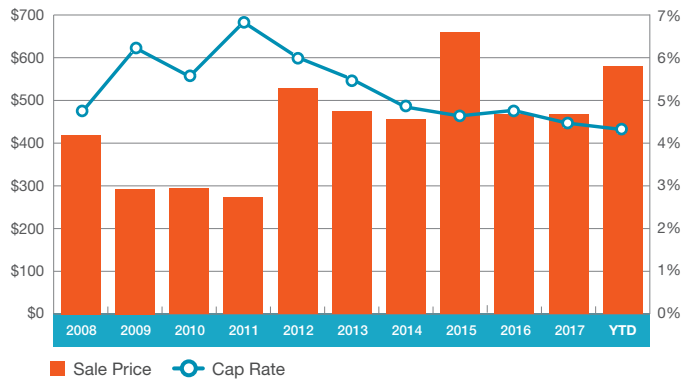
### AVERAGE ASKING RENT/SF & VACANCY RATE



### SALE & LEASE VOLUME



### AVERAGE SALES PRICE/SF & CAP RATES

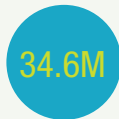


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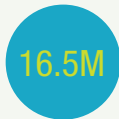
#### COMMERCIAL BROKERAGE



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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