



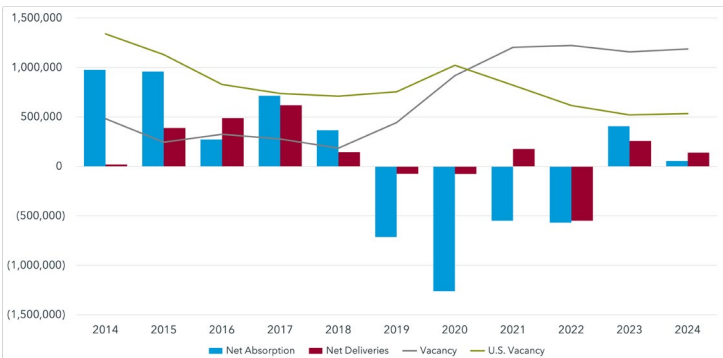
RETAIL MARKET OVERVIEW

JESSICA MAUSER, *President*

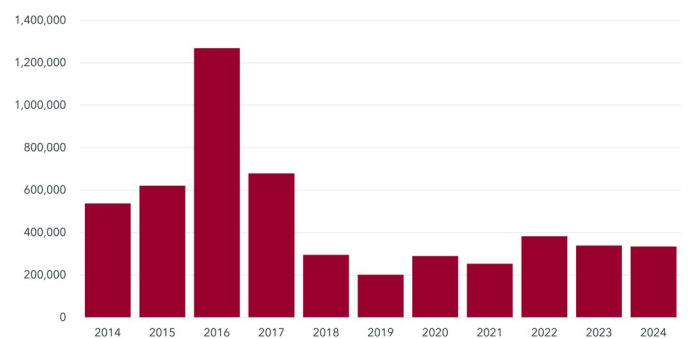
The East Bay retail commercial real estate market faced mixed conditions over the past year. While vacancy rates showed minor fluctuations, there was a noticeable rise in available space mid-year, reflecting softening demand. Asking rents demonstrated resilience as vacancy again fell in Q4, indicating landlords' and tenant confidence. Sales prices and cap rates remained stable, ticking into the 6's suggesting sustained investor interest. However, sale transaction volume fell considerably, with a 67% change year over year. Overall, the market navigated a period of adjustment, balancing evolving tenant needs with broader economic uncertainties.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	55,523	(313,536)	(508,497)	(154,894)	407,258
▼ Vacancy Rate	5.4%	5.7%	5.9%	5.6%	5.3%
▼ Avg NNN Asking Rate PSF	\$31.87	\$32.65	\$32.78	\$32.87	\$32.62
▼ Sale Price PSF	\$337	\$339	\$337	\$339	\$339
◀▶ Cap Rate	5.7%	5.7%	5.7%	5.7%	5.6%
◀▶ Under Construction SF	334,186	334,186	172,504	331,909	339,052
◀▶ Inventory SF	125,338,438	125,338,438	125,338,438	125,195,337	125,200,452

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
2455 Sand Creek Road Brentwood, CA	359,000 SF	\$79,450,000 \$221.00 PSF	CenterCal Properties JV Heitman Fairbourne Properties	Multi-Tenant
2550 San Ramon Valley Boulevard San Ramon, CA	23,177 SF	\$9,000,000 \$388.00 PSF	TownCentre Capital 86th Street & Ditch Road LP	Multi-Tenant
3658 Capitol Avenue Fremont, CA	21,100 SF	\$12,600,000 \$597.00 PSF	Atkar Family Trust SARES-REGIS Group JVTMG Ptnrs	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2810-2858 Ygnacio Valley Road Walnut Creek, CA	28,515 SF	TRC Retail	Undisclosed	Undisclosed
39124-39210 Fremont Hub Fremont, CA	25,000 SF	Kimco Realty Corporation	AutoZone	Automotive Parts and Accessories Retailer
6513 Regional Street Dublin, CA	11,739 SF	Phillip L. Chin & Marina	Sana Market and Bakery	Services

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