

Retail



RETAIL MARKET REPORT



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Retail Overview

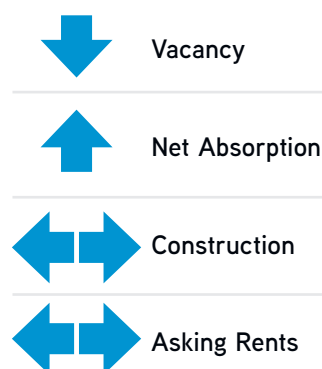
Nationally, consumer confidence remains at historically elevated levels, and it is no mystery why: unemployment is down, jobs are plentiful, wages and income are rising, and reduced income taxes are augmenting consumers' purchasing power. This combination of factors translates to strong retail sales overall and expectations for strong gains in holiday sales this year. But perhaps the bigger – and somewhat surprising – news for retailers nationally: the pickup in both in-store and online sales. With the economic outlook looking to soften in 2019, retailers will want to capitalize on current consumer strength and continue innovating to bring shoppers back through the doors.

Nationwide one challenge that both landlords and retailers have been facing is the continued rise in construction costs. A shortage of skilled labor combined with rising material costs has driven construction costs up since shortly after the end of the recession. The Turner Building Cost Index, which tracks nonresidential construction costs in the U.S., reflects a 5.63 percent yearly increase in costs from the second quarter 2017.

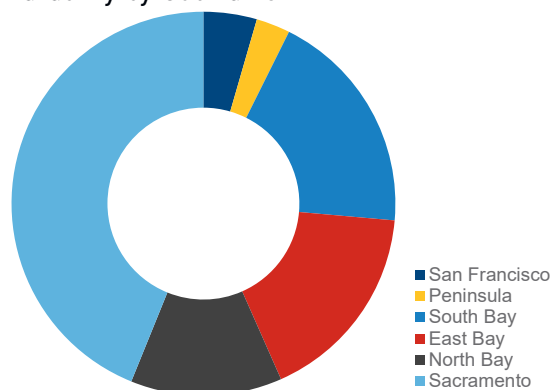
While the Northern California region experienced total availability increasing by 19 basis points to 7.69 percent during the third quarter, vacancy fell and translated into nearly 322,000 square feet of positive net absorption. The South Bay accounted for over 66 percent of this positive net absorption posting more than 213,000 square feet of positive net absorption. The Sacramento region carried the most available retail space, with nearly 5.6 million square feet. Meanwhile, overall asking rents slightly softened during the third quarter to \$22.89 per square foot. Northern California has shown very limited new construction underway, currently reporting 982,443 square feet of product under construction, with 79 percent in the South Bay and East Bay regions.

"Although we have seen slight growth in retail spend, 2019 may see another small increase and may flatten out towards the end of the year based on macroeconomics. However, an area of continued growth will be in the food, fitness/wellness, and entertainment space."

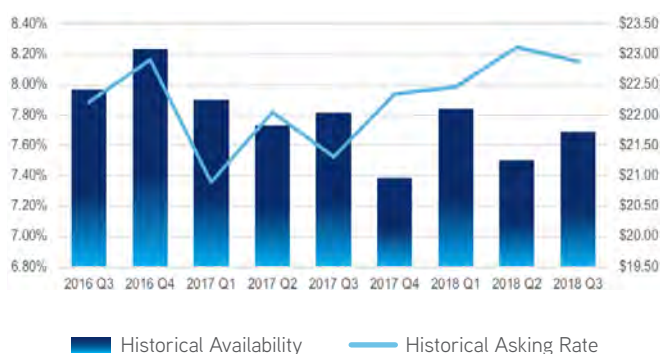
-Anjee Solanki, National Director Retail Services, USA



Availability by Submarket



Historical Availability vs. Asking Rate





Q2-Q3 2018 Indicators



Vacancy



Net Absorption



Construction



Asking Rate

Leasing Activity Remains Steady

FUNDAMENTALS SOUND. The overall vacancy rate inched up during the third quarter of the year and translated into negative net absorption of nearly 31,000 square feet. Overall availability grew by 30 basis points to 9.65 percent. Additionally, San Francisco and especially Union Square has seen an increase in requests for holiday space. Johnny Was has already claimed a spot at 222 Grant Avenue, and temporary tenant Sennheiser has extended their lease at 278 Post Street.

CLICK AND COLLECT. The share of consumers who regularly use in-store pickup for their online orders has nearly doubled over the past five years. This trend started about ten years ago with various retailers, but the share of consumers who say they regularly use click and collect for their online orders has nearly doubled over the past five years. A contributing factor could be that many retailers offer discounts to encourage in-store pickup instead of delivery.

POP UPS. Short term pop-up stores remain popular not only in Union Square, but across the San Francisco market. Online brands continue to leverage pop-up stores as this allows them to test out a brick-and-mortar presence without risking a long-term lease. A recent example is Parachute Home opening a pop-up in Hayes Valley at 445 Hayes Street.

STOCKTON STREET. The excavation and construction for the Central Subway has seriously undermined retail activity throughout Union Square over the past several years. Adjacent retailers attribute lower sales to the dust and noise. Customers would rather shop online or in the neighborhoods than navigate a construction zone. The good news is that the construction on the first block of Stockton Street is almost complete and the street will be back to normal by February 2019.

MORE TO COME. Cosmetics, boutique fitness, accessories, and specialized wellness tenants continue to be very active in the market. Watch for more strong interest from food tenants in the Financial District. While the market was in a state of flux for the majority of 2017 and first half of 2018, we have seen an uptick in touring activity since the end of summer. Several online retailers, including Rent the Runway, Morphe, and The RealReal, are seeking traditional brick-and-mortar stores, while companies with historically smaller stores are now seeking flagships, such as Tory Burch and Kiehl's. Tenants remain cautious but have used the last few years to re-evaluate their business models and re-focus their store strategies.

Recent Transactions

ZARA

Tenant: Zara
Address: 250 Post Street
Size: 26,323 SF
Lease: Renewal

ANNE FONTAINE

Tenant: Anne Fontaine
Address: 118 Grant Avenue
Size: 1,190 SF
Lease: Direct

ZADIG & VOLTAIRE

Tenant: Zadig & Voltaire
Address: 49 Geary Street
Size: 2,026 SF
Lease: Direct

PARACHUTE

Tenant: Parachute Home
Address: 445 Hayes Street
Size: 1,000 SF
Lease: Direct

theory

Tenant: Theory
Address: 55 Geary Street
Size: 4,529 SF
Lease: Direct

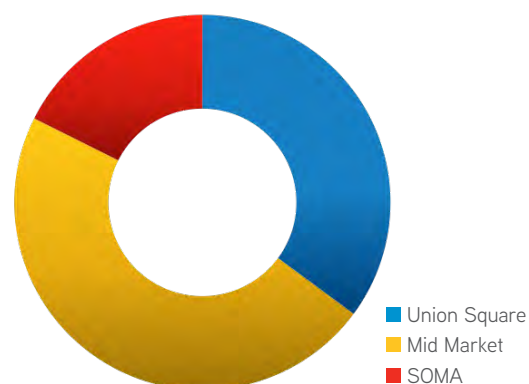
amazon

Tenant: Amazon
Address: 300 California Street
Size: 2,300 SF
Lease: Direct

Historical Availability vs. Asking Rate



Availability by Submarket



Historical Market Statistics - San Francisco

| Shopping Center Type | Total Inventory | Available SF Direct | Available SF Sublease | Available SF Total | Total Availability (%) | Gross Absorption | Net Absorption | Total Under Const. | Asking Rates (\$NNN/Year) |
|----------------------------|------------------|---------------------|-----------------------|--------------------|------------------------|------------------|-----------------|--------------------|---------------------------|
| San Francisco | | | | | | | | | |
| Strip Mall | 8,600 | 1,164 | 0 | 1,164 | 13.53% | 0 | 0 | 0 | \$0.00 |
| Neighborhood & Community | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | \$0.00 |
| Power & Regional | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | \$0.00 |
| Other | 5,922,591 | 541,649 | 29,321 | 570,970 | 9.64% | 22,210 | (30,616) | 0 | \$43.26 |
| San Francisco Total | 5,931,191 | 542,813 | 29,321 | 572,134 | 9.65% | 22,210 | (30,616) | 0 | \$43.26 |

| Historical Availability | | | | | | | | | |
|----------------------------|---------------|---------------|---------------|--------------|--------------|---------------|---------------|--------------|--------------|
| San Francisco | 2016 3Q | 2016 4Q | 2017 1Q | 2017 2Q | 2017 3Q | 2017 4Q | 2018 1Q | 2018 2Q | 2018 3Q |
| Union Square | 14.24% | 14.11% | 6.12% | 6.33% | 6.66% | 14.48% | 14.10% | 6.70% | 6.37% |
| Mid Market | 81.33% | 79.11% | 77.41% | 45.58% | 42.05% | 41.45% | 41.45% | 41.97% | 44.46% |
| SOMA | 4.76% | 4.34% | 4.90% | 4.91% | 4.92% | 4.62% | 3.76% | 4.07% | 4.64% |
| San Francisco Total | 14.84% | 14.47% | 10.14% | 9.84% | 9.66% | 13.64% | 13.12% | 9.35% | 9.65% |

| Historical Asking Rate | | | | | | | | | |
|----------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| San Francisco | 2016 3Q | 2016 4Q | 2017 1Q | 2017 2Q | 2017 3Q | 2017 4Q | 2018 1Q | 2018 2Q | 2018 3Q |
| Union Square | \$58.35 | \$59.64 | \$59.21 | \$56.31 | \$56.26 | \$46.39 | \$45.40 | \$48.52 | \$48.52 |
| Mid Market | \$39.90 | \$29.22 | \$27.87 | \$27.87 | \$29.88 | \$28.98 | \$32.83 | \$37.05 | \$39.81 |
| SOMA | \$44.96 | \$42.09 | \$40.08 | \$38.15 | \$38.48 | \$39.86 | \$39.56 | \$40.14 | \$42.03 |
| San Francisco Total | \$50.34 | \$47.50 | \$40.62 | \$40.99 | \$41.43 | \$40.15 | \$40.55 | \$40.80 | \$43.26 |



Q2-Q3 2018 Indicators



Vacancy



Net Absorption



Construction



Asking Rate

Limited Space Drives Prices Sky High

ECONOMIC SUCCESS. The San Francisco Peninsula remains sound with the lowest unemployment rate in the state at 2.1 percent. This sustained success is fueled in large part by the booming biotech and life science industry as biomedical and chemical engineers are predicted to have the fastest job growth in the region by the year 2024, according to the California Employment Development Department.

STABLE INVENTORY. The retail market on the Peninsula remains tight as availability rates drop to 3.98 percent from this year's high of 5.14 percent at the end of the second quarter. This drop is consistent with the low overall rates that have persisted in the market as availability rates have remained close to 3 percent over the past three years.

CLIMBING RENTS. Indicating soaring demand, the average rates on the Peninsula are \$40.16 per year, a 29 percent increase from the end of 2016. These high rents are in line with the rest of the commercial real estate market as rents along the San Francisco Peninsula continue to increase past their all-time highs.

QUIET MARKET. The transactions have remained low for the past three years, with only 49 leases at this point in 2018 compared to a total of 64 deals by the end of 2017.

NO CONSTRUCTION. Construction in the retail market remains slow as there have been no completed buildings this year and there are no current retail construction projects. This is characteristic of the region as construction has dropped from 253,683 square feet completed in 2009 to the completion of 11,661 square feet during the year 2017.

MORE TO COME. Available space for retail product will increase in demand as space becomes limited and the thriving job market encourages consumer spending. The retail market in 2019 will see similarly low availability rates while the average asking rates will continue to increase.

Recent Transactions



Hunter Properties, Inc.
1540 El Camino Real, Menlo Park, CA
23,537 SF
\$16,250,000



Sports Basement
200-242 Walnut Street, Redwood City, CA
88,000 SF



Landmark Generations LP
1375 Burlingame Avenue, Burlingame, CA
20,983 SF
Undisclosed

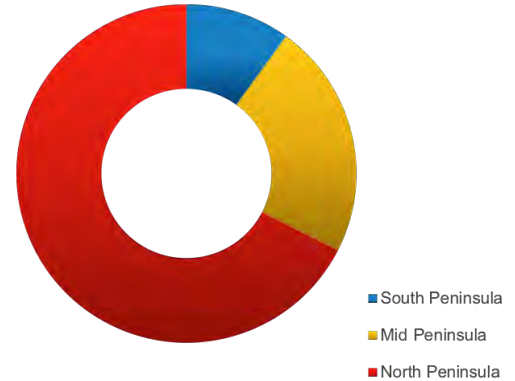


Cinepolis
60 31st Avenue, San Mateo, CA
43,946 SF

Historical Availability vs. Asking Rate



Availability by Submarket



Historical Market Statistics - Peninsula

| Shopping Center Type | Total Inventory | Available SF Direct | Available SF Sublease | Available SF Total | Total Availability (%) | Gross Absorption | Net Absorption | Total Under Const. | Asking Rates (\$/NNN/Year) |
|--------------------------|-----------------|---------------------|-----------------------|--------------------|------------------------|------------------|----------------|--------------------|----------------------------|
| Peninsula | | | | | | | | | |
| Strip Mall | 928,476 | 18,355 | 0 | 18,355 | 1.98% | 500 | (6,100) | 0 | \$35.88 |
| Neighborhood & Community | 5,382,381 | 162,271 | 5,570 | 167,841 | 3.12% | 39,222 | 1,469 | 0 | \$37.75 |
| Power & Regional | 2,810,633 | 177,531 | 0 | 177,531 | 6.32% | 34,271 | (14,441) | 0 | \$54.00 |
| Other | 0 | 0 | 0 | 0 | 0.00% | 0 | 0 | 0 | \$0.00 |
| Peninsula Total | 9,121,490 | 358,157 | 5,570 | 363,727 | 3.99% | 73,993 | (19,072) | 0 | \$37.55 |

| Historical Availability | | | | | | | | | | |
|-------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|--|
| Peninsula | 2016 3Q | 2016 4Q | 2017 1Q | 2017 2Q | 2017 3Q | 2017 4Q | 2018 1Q | 2018 2Q | 2018 3Q | |
| North Peninsula | 2.50% | 2.95% | 5.55% | 3.35% | 3.13% | 4.79% | 7.05% | 7.65% | 6.74% | |
| Mid Peninsula | 2.80% | 2.50% | 2.50% | 1.38% | 3.56% | 3.46% | 3.80% | 3.08% | 3.11% | |
| South Peninsula | 6.30% | 6.43% | 1.82% | 2.05% | 1.15% | 1.10% | 1.72% | 4.70% | 1.28% | |
| Peninsula Total | 3.80% | 3.90% | 3.51% | 2.38% | 2.64% | 3.26% | 4.45% | 5.41% | 3.99% | |

| Historical Asking Rate | | | | | | | | | | |
|------------------------|-----------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| | Peninsula | 2016 3Q | 2016 4Q | 2017 1Q | 2017 2Q | 2017 3Q | 2017 4Q | 2018 1Q | 2018 2Q | 2018 3Q |
| | North Peninsula | \$34.16 | \$33.78 | \$31.45 | \$31.37 | \$32.89 | \$31.43 | \$34.51 | \$34.50 | \$35.31 |
| | Mid Peninsula | \$32.99 | \$29.30 | \$40.03 | \$40.20 | \$40.60 | \$37.02 | \$45.35 | \$51.32 | \$49.47 |
| | South Peninsula | \$27.76 | \$31.32 | \$30.16 | \$31.35 | \$29.11 | \$30.18 | \$36.66 | \$33.66 | \$33.99 |
| | Peninsula Total | \$33.40 | \$31.13 | \$32.55 | \$33.23 | \$33.82 | \$32.84 | \$38.66 | \$37.81 | \$37.55 |

"Given the surging population growth in the region and densification, walkability and convenience will be major drivers for future retail developments."

- Lena Tutko
Research Manager, Silicon Valley

Q2-Q3 2018 Indicators



Vacancy



Net Absorption



Construction



Asking Rates

Volume Remains Stable

ECONOMICALLY SOUND. According to the State of California Employment Development Department, the unemployment rate in Santa Clara County stands at a vibrant 2.6 percent, 70 basis points below the national average of 3.7 percent. Due to the South Bay's abundant tech population, it boasts one of the nation's highest median household salary levels, measuring \$122,600, translating to high disposable income for retail spending.

AVAILABILITY. The South Bay's retail availability rate measured 5.95 percent in the third quarter of 2018, unchanged from the previous quarter. Not surprisingly, San Jose being the largest submarket in the South Bay, has the most available space measuring 890,000 square feet.

ESCALATING RENTS. Average rents in the South Bay are \$33.36, reflecting a 10 percent increase from the previous quarter. The most in-demand submarkets are Mountain View and Palo Alto. The submarkets boast annual asking rents averaging \$45.48 NNN, the third highest in the Bay Area, behind San Francisco's Union Square and Mid Market.

CONSTRUCTION. There are currently two significant retail projects under construction in the South Bay; the 415,000 square foot Valley Fair Mall expansion in San Jose and the 275,000 square foot lifestyle center at 225 S Taaffe Street in Sunnyvale. Given the surging population and densification in the region, walkability and convenience will be major drivers for future retail developments.

MORE TO COME. The shift toward enjoying experiences more than purchasing items will continue to move retail stores toward selling experiences rather than selling goods. Retailers will need to be creative in reinventing the shopping experience to remain competitive in the post-Amazon world of convenience and scale. While online shopping continues to grow, brick-and-mortar locations will be an important retail component to any omni-channel strategy. In the short-term, there may be a rise in vacancy due to recent Chapter 11 filings from large retailers such as Orchard Supply Hardware, Toys-R-Us, and David's Bridal, all of whom have a strong South Bay presence.

Recent Transactions



Argonaut Investments
Almarida Place, Campbell, CA
149,517 SF
\$20,200,000



Office Depot
1761 E Bayshore Road, East Palo Alto, CA
30,978 SF
Renewal



Imperial Hornet Developers
4800 El Camino Real, Los Altos, CA
54,125 SF
\$55,000,000

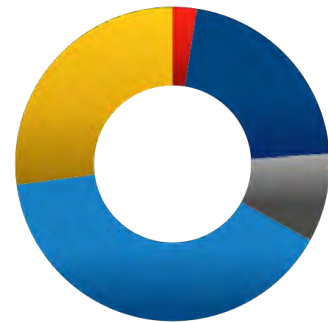


The Market
2170 W Bayshore Road, Palo Alto, CA
17,233 SF
Sublease

Historical Availability vs. Asking Rate



Availability by Submarket



■ Palo Alto/Mt. View/Los Altos
■ Sunnyvale/Santa Clara
■ West Valley
■ San Jose
■ Fremont/Milpitas/Newark

Historical Market Statistics - South Bay

| Shopping Center Type | Total Inventory | Available SF Direct | Available SF Sublease | Available SF Total | Total Availability (%) | Gross Absorption | Net Absorption | Total Under Const. | Asking Rates (\$NNN/Year) |
|--------------------------|-------------------|---------------------|-----------------------|--------------------|------------------------|------------------|----------------|--------------------|---------------------------|
| South Bay | | | | | | | | | |
| Strip Mall | 6,135,139 | 211,652 | 23,152 | 234,804 | 3.83% | 65,294 | 7,725 | 28,329 | \$32.28 |
| Neighborhood & Community | 27,896,484 | 1,460,879 | 96,715 | 1,557,594 | 5.58% | 378,919 | 175,230 | 52,926 | \$34.32 |
| Power & Regional | 5,689,199 | 328,406 | 2,908 | 331,314 | 5.82% | 27,590 | 1,683 | 63,831 | \$42.12 |
| Other | 970,250 | 298,043 | 0 | 298,043 | 30.72% | 30,490 | 28,560 | 276,500 | \$51.84 |
| South Bay Total | 40,691,072 | 2,298,980 | 122,775 | 2,421,755 | 5.95% | 502,293 | 213,198 | 421,586 | \$33.40 |

| Historical Availability | | | | | | | | | |
|--------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| South Bay | 2016 3Q | 2016 4Q | 2017 1Q | 2017 2Q | 2017 3Q | 2017 4Q | 2018 1Q | 2018 2Q | 2018 3Q |
| Palo Alto/Mt. View/Los Altos | 4.02% | 3.41% | 3.61% | 4.17% | 4.48% | 3.88% | 4.13% | 3.31% | 2.17% |
| Sunnyvale/Santa Clara | 3.89% | 4.36% | 3.59% | 4.17% | 4.36% | 2.29% | 6.87% | 9.11% | 9.31% |
| West Valley | 4.64% | 4.74% | 4.57% | 5.91% | 5.46% | 4.30% | 4.63% | 5.53% | 5.21% |
| San Jose | 6.28% | 5.74% | 5.22% | 5.15% | 4.94% | 4.66% | 4.51% | 5.19% | 5.08% |
| Fremont/Milpitas/Newark | 7.44% | 7.26% | 7.94% | 8.05% | 8.09% | 7.77% | 6.72% | 6.53% | 7.19% |
| South Bay Total | 5.90% | 5.64% | 5.44% | 5.69% | 5.60% | 4.95% | 5.32% | 5.95% | 5.95% |

| Historical Asking Rate | | | | | | | | | |
|-------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| South Bay | 2016 3Q | 2016 4Q | 2017 1Q | 2017 2Q | 2017 3Q | 2017 4Q | 2018 1Q | 2018 2Q | 2018 3Q |
| Palo Alto/Mt. View/Los Altos | \$39.36 | \$46.20 | \$49.44 | \$51.48 | \$44.76 | \$46.92 | \$47.88 | \$47.88 | \$45.48 |
| Sunnyvale/Santa Clara | \$29.40 | \$28.44 | \$26.28 | \$26.04 | \$27.36 | \$30.60 | \$33.00 | \$32.88 | \$33.00 |
| West Valley | \$36.00 | \$39.36 | \$39.96 | \$40.44 | \$41.64 | \$45.72 | \$44.52 | \$44.76 | \$43.92 |
| San Jose | \$27.36 | \$27.12 | \$26.16 | \$26.52 | \$26.88 | \$29.40 | \$31.08 | \$31.92 | \$33.00 |
| Fremont/Milpitas/Newark | \$25.56 | \$24.24 | \$24.00 | \$24.60 | \$24.60 | \$24.12 | \$24.48 | \$28.20 | \$29.64 |
| South Bay Total | \$28.27 | \$28.25 | \$27.68 | \$28.56 | \$28.62 | \$29.98 | \$31.61 | \$33.02 | \$33.40 |

“East Bay retail remains strong and Oakland has attracted the eye of both regional and national retail players.”

*- Nadine Whisnant
Senior Vice President*

Q2-Q3 2018 Indicators



Vacancy



Net Absorption



Construction



Asking Rates

Leasing Volume Remains Strong

ECONOMICALLY SOUND. The retail market fundamentals for the East Bay continue to show signs of strengthening. Residential developments that are slated to be delivered in the coming months foster the critical mass of local consumers needed to support a flourishing retail environment. This is most prevalent around the metropolitan cores where food, fitness, entertainment, and finance are attracting a new audience eager to participate in the urban experience.

VARYING RENTS. The variance between retail asking rents is influenced by a broad breadth of factors, compounded by a diverse juxtaposition of urban centers to suburban retail centers. On average, rents have continued to climb slightly due to new inventory becoming available with steady development. The largest notable change was in Q2 to Q3 of 2018 in Oakland; where asking rents rose from \$19.32 to \$21.24.

CONSTRUCTION & INVENTORY. Urban retail inventory in the East Bay has been increasingly tied to mixed-use projects that require a residential component to support a growing housing demand; which helps to draw traffic toward newer developments, highlighting the revitalization of community investment. Suburban retail centers such as the newly opened Bishop Ranch shopping mall have been encompassing the experiential aspect of the retail outing.

UPCOMING TRENDS. Highly successful “public market” type developments, encompassing micro-retail locations, are gathering community support due to the feasibility for new market participants to offer goods and services to an enthusiastic audience.

RETAIL HORIZONS. Many of the retail markets within urban cores seem to be withstanding the so-called “Amazon effect” that has knowingly loomed over retail for some time now. Local focus has shifted away from the challenges of e-commerce toward the positivity of community brands that utilize omni-channels and who maximize community outreach. The launch of Bishop Ranch shopping mall has created a favorable buzz around the suburban retail centers, due to how they mimic urban traits for future success.

Recent Transactions



99 Ranch
2200 Hilltop Mall Road, Richmond, CA
35,000 SF
New Lease



Target
2630 Broadway, Oakland, CA
33,100 SF
New Lease



Whole Foods
5110 Telegraph Avenue, Oakland, CA
28,800 SF
New Lease



Grocery Outlet
31045-31049 Mission Boulevard, Hayward, CA
23,688 SF
New Lease



Ashley Furniture HomeStore
7885 Dublin Boulevard, Dublin, CA
45,500 SF
New Lease

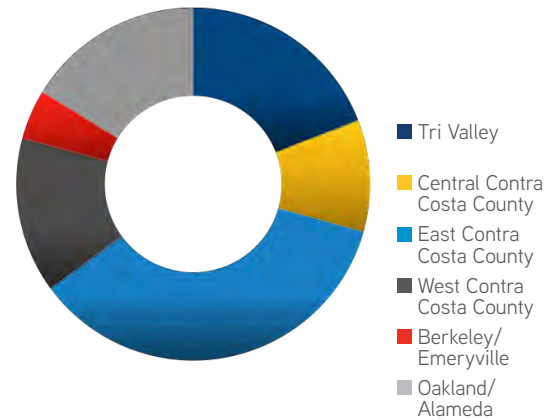


Touchstone Climbing
1861-1877 Solano Avenue, Berkeley, CA
21,578 SF
New Lease

Historical Availability vs. Asking Rate



Availability by Submarket



Historical Market Statistics - East Bay

| Shopping Center Type | Total Inventory | Available Sq.Ft Direct | Available Sq.Ft Sublease | Available Sq.Ft Total | Total Availability (%) | Gross Absorption | Net Absorption | Total Under Const. | Asking Rates (\$NNN/Year) |
|--------------------------|-------------------|------------------------|--------------------------|-----------------------|------------------------|------------------|----------------|--------------------|---------------------------|
| East Bay | | | | | | | | | |
| Strip Mall | 1,851,431 | 77,297 | 1,200 | 78,497 | 4.24% | 40,902 | 25,929 | 0 | \$24.12 |
| Neighborhood & Community | 20,672,955 | 1,341,352 | 100,599 | 1,441,951 | 6.98% | 344,273 | 207,394 | 0 | \$19.20 |
| Power & Regional | 5,972,274 | 505,558 | 10,408 | 515,966 | 8.64% | 53,391 | (83,628) | 0 | \$28.08 |
| Other | 2,906,486 | 98,810 | 25,993 | 124,803 | 4.29% | 6,596 | 6,596 | 350,000 | \$22.44 |
| East Bay Total | 31,403,146 | 2,023,017 | 138,200 | 2,161,217 | 6.88% | 445,162 | 156,291 | 350,000 | \$22.87 |

| Historical Availability | | | | | | | | | | |
|--------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--|
| East Bay | 2016 3Q | 2016 4Q | 2017 1Q | 2017 2Q | 2017 3Q | 2017 4Q | 2018 1Q | 2018 2Q | 2018 3Q | |
| Oakland/Alameda | 12.38% | 12.58% | 11.77% | 11.51% | 11.55% | 10.85% | 10.77% | 10.48% | 11.20% | |
| Berkeley/Emeryville | 3.09% | 4.24% | 2.68% | 2.27% | 4.34% | 4.11% | 2.89% | 5.86% | 7.00% | |
| Tri Valley | 4.81% | 8.66% | 9.18% | 9.02% | 9.53% | 8.91% | 8.90% | 5.58% | 4.56% | |
| West Contra Costa County | 7.04% | 6.55% | 4.68% | 4.94% | 5.12% | 5.27% | 9.20% | 7.67% | 12.37% | |
| Central Contra Costa County | 6.30% | 6.12% | 5.25% | 5.54% | 6.24% | 5.71% | 5.68% | 5.13% | 4.07% | |
| East Contra Costa County | 9.06% | 9.23% | 9.78% | 8.99% | 8.51% | 8.70% | 9.10% | 8.91% | 7.78% | |
| East Bay Total | 7.27% | 8.90% | 8.29% | 8.02% | 7.91% | 7.25% | 8.34% | 6.52% | 6.88% | |

| Historical Asking Rate | | | | | | | | | | |
|-------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|--|
| East Bay | 2016 3Q | 2016 4Q | 2017 1Q | 2017 2Q | 2017 3Q | 2017 4Q | 2018 1Q | 2018 2Q | 2018 3Q | |
| Oakland/Alameda | \$25.56 | \$24.24 | \$24.72 | \$24.84 | \$24.96 | \$30.12 | \$30.36 | \$19.32 | \$21.24 | |
| Berkeley/Emeryville | \$33.00 | \$31.80 | \$33.84 | \$33.84 | \$33.84 | \$36.00 | \$36.00 | \$36.00 | \$30.00 | |
| Tri Valley | \$22.68 | \$23.28 | \$22.92 | \$23.76 | \$23.04 | \$23.64 | \$21.72 | \$23.04 | \$21.62 | |
| West Contra Costa County | \$24.84 | \$24.84 | \$25.56 | \$25.68 | \$26.16 | \$27.72 | \$27.72 | \$28.68 | \$21.98 | |
| Central Contra Costa County | \$32.16 | \$31.68 | \$29.52 | \$30.36 | \$28.80 | \$25.08 | \$29.04 | \$27.96 | \$28.96 | |
| East Contra Costa County | \$17.40 | \$17.40 | \$17.16 | \$17.40 | \$16.92 | \$17.16 | \$17.16 | \$17.28 | \$15.97 | |
| East Bay Total | \$22.89 | \$22.77 | \$22.07 | \$22.71 | \$22.51 | \$22.97 | \$22.88 | \$21.82 | \$22.87 | |

*Please note these asking rents do not incorporate new retail development projects.



Vacancy and Rental Rates Trending Upward

VACANCY INCREASING. The North Bay's retail market remained generally healthy in the third quarter of 2018 despite vacancy increasing slightly from 5.49 percent to 6.37 percent this quarter. This is well below the past decade's peak level of 9.4 percent experienced in 2010.

RENTAL RATES TRENDING UPWARD. Average asking rental rates are trending upward as the Q3 2018 rate was \$20.88 per square foot, up from \$20.52 a year ago and \$18.60 two years ago.

CLOUDS ON HORIZON. However, there are clouds on the horizon as the economy's transition to the ever increasing e-commerce is leading to closures of some larger big box retailers' stores, most notably Sears, Toys R Us and Orchard Supply Hardware recently. While the economy is currently healthy, the Dow Jones Industrial has declined by more than 10 percent in the past two months, which can portend a future decline in the health of the overall economy.

LONG TERM OUTLOOK. Despite the shifting economy, the long-term outlook for the North Bay remains strong given its two relative strengths of an affluent population and the tourism draw of the world famous wine country.

Q2-Q3 2018 Indicators



Market Vacancy



Net Absorption



Construction



Asking Rates

Recent Transactions



UBS Realty Investors LLC
980 East Washington Place, Petaluma, CA
203,403 SF
\$54,900,000



Sprouts
1031-1071 Helen Power Drive, Vacaville, CA
25,000 SF



Chelsea Pacific Investments
75 Bellam Road, San Rafael, CA
147,793 SF
\$29,875,000



Caliber Collision
2353 Auto Mall Parkway, Fairfield, CA
16,900 SF



Merlone Grier Partners
400 Las Galinas Avenue, San Rafael, CA
71,268 SF
\$24,575,000

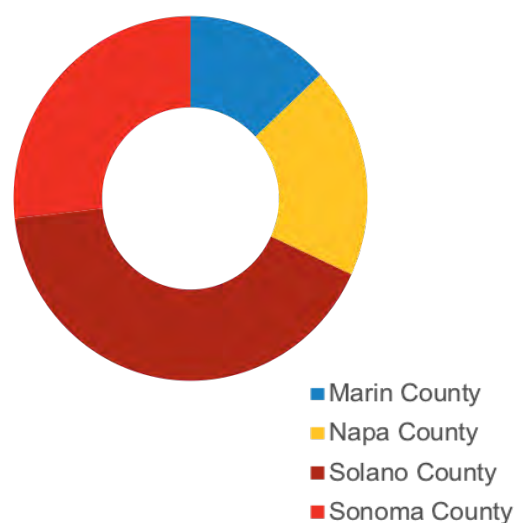


Flores
Corte Madera Town Center
7,100 SF

Historical Availability vs. Asking Rate



Availability by Submarket



Historical Market Statistics - North Bay

| Shopping Center Type | Total Inventory | Available SF Direct | Available SF Sublease | Available SF Total | Total Availability (%) | Gross Absorption | Net Absorption | Total Under Const. | Asking Rates (\$/NNN/Year) |
|--------------------------|-----------------|---------------------|-----------------------|--------------------|------------------------|------------------|----------------|--------------------|----------------------------|
| North Bay | | | | | | | | | |
| Strip Mall | 2,140,159 | 75,785 | 6,089 | 81,874 | 3.83% | 16,671 | 988 | 0 | \$18.12 |
| Neighborhood & Community | 15,257,594 | 1,015,177 | 12,118 | 1,027,295 | 6.73% | 77,241 | (51,964) | 0 | \$19.80 |
| Power & Regional | 6,234,809 | 202,243 | 194,905 | 397,148 | 6.37% | 5,341 | (39,434) | 0 | \$27.72 |
| Other | 1,864,091 | 95,501 | 21,428 | 116,929 | 6.27% | 4,500 | (8,153) | 0 | \$23.04 |
| North Bay Total | 25,496,653 | 1,388,706 | 234,540 | 1,623,246 | 6.37% | 103,753 | (98,563) | 0 | \$20.88 |

| Historical Availability | | | | | | | | | | |
|-------------------------|-----------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| | North Bay | 2016 3Q | 2016 4Q | 2017 1Q | 2017 2Q | 2017 3Q | 2017 4Q | 2018 1Q | 2018 2Q | 2018 3Q |
| | Marin County | 4.71% | 4.97% | 5.55% | 3.61% | 3.77% | 3.79% | 3.43% | 2.79% | 3.00% |
| | Napa County | 2.38% | 2.09% | 2.72% | 2.07% | 3.15% | 3.28% | 2.46% | 2.46% | 4.28% |
| | Solano County | 8.07% | 9.10% | 8.14% | 7.91% | 7.65% | 7.40% | 8.80% | 9.36% | 9.48% |
| | Sonoma County | 5.36% | 5.16% | 5.41% | 5.77% | 5.54% | 4.58% | 4.60% | 4.50% | 6.12% |
| | North Bay Total | 5.82% | 6.10% | 6.06% | 5.66% | 5.62% | 5.20% | 5.50% | 5.49% | 6.37% |

| Historical Asking Rate | | | | | | | | | | |
|------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|--|
| North Bay | 2016 3Q | 2016 4Q | 2017 1Q | 2017 2Q | 2017 3Q | 2017 4Q | 2018 1Q | 2018 2Q | 2018 3Q | |
| Marin County | \$23.76 | \$25.56 | \$27.96 | \$27.36 | \$27.72 | \$26.88 | \$33.48 | \$31.44 | \$31.32 | |
| Napa County | \$33.84 | \$34.44 | \$33.72 | \$37.68 | \$38.04 | \$29.88 | \$28.44 | \$33.96 | \$33.96 | |
| Solano County | \$15.48 | \$15.12 | \$17.28 | \$15.36 | \$15.00 | \$15.72 | \$15.72 | \$16.20 | \$15.96 | |
| Sonoma County | \$18.00 | \$17.76 | \$17.40 | \$21.24 | \$21.24 | \$21.72 | \$22.44 | \$23.04 | \$22.32 | |
| North Bay Total | \$18.60 | \$18.12 | \$19.68 | \$20.52 | \$20.52 | \$20.40 | \$20.40 | \$20.64 | \$20.88 | |

"Bars and restaurants have been replacing retail tenants in shopping centers for a variety of reasons. Currently it is still difficult to purchase food on the internet, restaurants are experiential and because of this, still attract on-site customers, people are social and restaurants provide a gathering place."

- Mark Engemann
Senior Vice President

Q2-Q3 2018 Indicators



Market Vacancy



Net Absorption



Construction



Asking Rates

Demand Driven by Experiential Retail

SOUND FUNDAMENTALS. Sacramento's total retail vacancy and availability rates dropped to their lowest points since the start of 2008. An expanding population of relocating Bay Area households and Millennials has helped Sacramento's retail market experience sustained growth. Third quarter net absorption recorded more than double the previous quarter as year-to-date absorption surpassed 253,000 square feet and rents continue to rise.

BARGAIN GROCERY'S EXPANSION. Grocery Outlet opened two new Sacramento locations in the third quarter, one in North Sacramento and another in Orangevale. It also has two more stores scheduled to open by the end of the year, bringing its new store total to 66,978 square feet this year and expanding its Sacramento regional footprint to approximately 320,000 square feet across 20 stores.

FITNESS AND HEALTH CLUBS IN GROWTH MODE. Planet Fitness leased 18,400 square feet and Orangetheory Fitness is opening a new location in the fourth quarter. More than 108,000 square feet of new fitness center and health club leases have been signed or locations opened in 2018. VillaSport Athletic Club & Spa is building a 130,000 square foot location in Roseville. LA Fitness is planning a 37,000 square foot gym in Elk Grove and another in South Sacramento; and 24 Hour Fitness is working on opening two more locations in the coming years.

BARS AND RESTAURANTS GALORE. There are now 68 bars and 139 restaurants in Downtown Sacramento alone. An estimated 49 new retail businesses have opened or are in the works since the Sacramento Kings' Golden 1 Center completed in 2016. In the city of Sacramento, approximately 57 new bars and restaurants totaling more than 207,000 square feet of space have opened or are scheduled to open in 2018. Regional restaurant employment is expanding, increasing 2.6 percent year-over-year, adding 800 jobs in the last twelve months.

SOLID SALES ACTIVITY. Third quarter sales volume totaled \$131.1 million from 65 transactions at an average price of \$149.52 per square foot. Year-to-date sales volume of \$461.4 million puts Sacramento on track to notch the fifth year in a row above \$500 million as out-of-town buyers remain attracted to the Sacramento retail market.

FUTURE OUTLOOK ENCOURAGING. With an expanding population and much of the new construction lined up with signed tenants, expect upward pressure on rental rates and declining availability to continue over the next few quarters. One trouble spot remains the 58,700 square feet of available space at the under construction Downtown Commons. Sacramento has finally put itself on the map and its retail market is now enjoying a positive run of elevated demand from tenants in a number of growing industries, which should continue into 2019.

Recent Transactions



Acadia Realty Trust
9600 -9696 Bruceville Road, Elk Grove, CA
241,926 SF
\$59,300,000



Grocery Outlet
1600 W El Camino Avenue, Sacramento, CA
15,019 SF

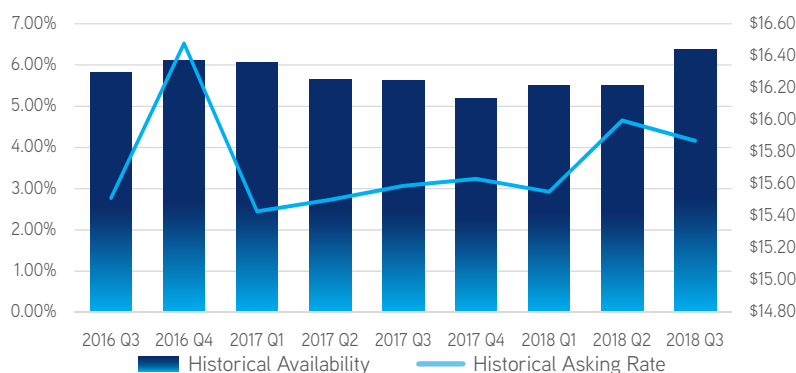


KC Holding Corporation
1588 E. Main Street, Woodland, CA
116,288 SF
\$18,000,000

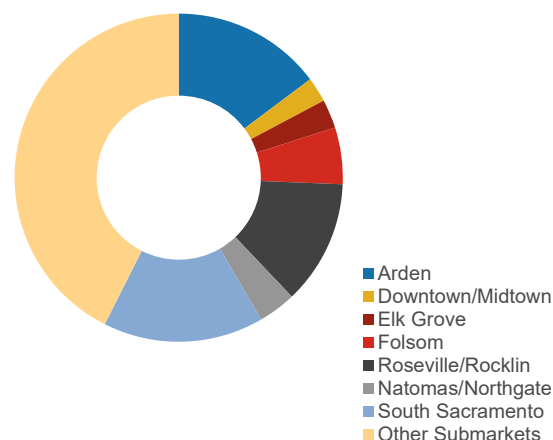


Planet Fitness
4854 San Juan Avenue, Fair Oaks, CA
18,400 SF

Historical Availability vs. Asking Rate



Availability by Submarket



Historical Market Statistics - Sacramento

| Shopping Center Type | Total Inventory | Available SF Direct | Available SF Sublease | Available SF Total | Total Availability (%) | Gross Absorption | Net Absorption | Total Under Const. | Asking Rates (\$NNN/Year) |
|--------------------------|-------------------|---------------------|-----------------------|--------------------|------------------------|------------------|----------------|--------------------|---------------------------|
| Sacramento | | | | | | | | | |
| Strip Mall | 6,026,174 | 738,213 | 11,695 | 749,908 | 12.44% | 144,569 | 41,250 | 10,072 | \$15.08 |
| Neighborhood & Community | 32,950,546 | 3,170,005 | 279,950 | 3,432,313 | 10.42% | 264,386 | 41,538 | 113,145 | \$16.21 |
| Power & Regional | 11,172,876 | 1,032,722 | 43,604 | 1,052,713 | 9.42% | 12,871 | 10,908 | 0 | \$16.37 |
| Other | 2,713,710 | 345,577 | 0 | 345,577 | 12.73% | 8,727 | 6,977 | 87,640 | \$18.12 |
| Sacramento Total | 52,863,306 | 5,286,517 | 335,249 | 5,580,511 | 10.56% | 430,553 | 100,673 | 210,857 | \$15.87 |

| Historical Availability | | | | | | | | | |
|------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Sacramento Area | 2016 Q3 | 2016 Q4 | 2017 Q1 | 2017 Q2 | 2017 Q3 | 2017 Q4 | 2018 Q1 | 2018 Q2 | 2018 3Q |
| Arden | 16.30% | 18.00% | 16.60% | 16.80% | 16.70% | 14.10% | 16.50% | 16.40% | 15.40% |
| Downtown/Midtown | 3.50% | 3.10% | 2.70% | 2.60% | 3.80% | 3.10% | 2.90% | 3.50% | 2.90% |
| Elk Grove | 5.80% | 4.20% | 4.40% | 4.30% | 4.10% | 3.90% | 3.70% | 3.40% | 3.40% |
| Folsom | 7.30% | 6.90% | 6.60% | 6.80% | 6.80% | 7.30% | 7.20% | 7.40% | 7.10% |
| Roseville/Rocklin | 8.80% | 8.80% | 7.70% | 7.90% | 7.20% | 6.30% | 6.40% | 6.70% | 6.60% |
| Natomas/Northgate | 8.10% | 8.90% | 8.60% | 8.10% | 7.30% | 7.30% | 8.10% | 8.70% | 8.40% |
| South Sacramento | 11.90% | 11.60% | 11.50% | 10.60% | 10.90% | 10.50% | 9.80% | 9.70% | 9.60% |
| Other Submarkets | 10.20% | 10.40% | 9.30% | 9.10% | 8.70% | 8.50% | 8.80% | 8.50% | 8.60% |
| Sacramento Area Total | 11.02% | 11.26% | 11.01% | 10.87% | 11.03% | 10.40% | 10.59% | 10.39% | 10.56% |

| Historical Asking Rate | | | | | | | | | |
|------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Sacramento Area | 2016 Q3 | 2016 Q4 | 2017 Q1 | 2017 Q2 | 2017 Q3 | 2017 Q4 | 2018 Q1 | 2018 Q2 | 2018 3Q |
| Arden | \$15.51 | \$15.78 | \$16.10 | \$15.49 | \$15.18 | \$15.29 | \$15.52 | \$15.26 | \$14.69 |
| Downtown/Midtown | \$20.61 | \$20.64 | \$20.65 | \$20.60 | \$23.62 | \$21.71 | \$17.27 | \$17.96 | \$17.96 |
| Elk Grove | \$19.24 | \$19.34 | \$19.02 | \$22.07 | \$22.01 | \$21.74 | \$22.12 | \$22.25 | \$22.36 |
| Folsom | \$21.00 | \$21.46 | \$21.15 | \$21.15 | \$21.46 | \$21.29 | \$20.23 | \$20.70 | \$19.21 |
| Roseville/Rocklin | \$16.66 | \$16.42 | \$16.12 | \$15.82 | \$16.50 | \$16.14 | \$16.18 | \$18.03 | \$17.51 |
| Natomas/Northgate | \$17.71 | \$17.30 | \$17.32 | \$17.29 | \$17.10 | \$16.73 | \$15.46 | \$15.38 | \$15.46 |
| South Sacramento | \$14.50 | \$14.85 | \$14.44 | \$15.74 | \$16.47 | \$16.21 | \$15.87 | \$15.78 | \$16.06 |
| Other Submarkets | \$13.69 | \$15.69 | \$13.51 | \$13.76 | \$13.58 | \$13.89 | \$14.09 | \$14.37 | \$14.78 |
| Sacramento Area Total | \$15.51 | \$16.48 | \$15.43 | \$15.50 | \$15.59 | \$15.63 | \$15.55 | \$16.00 | \$15.87 |

RETAIL MARKET REPORT

Market Summary

| | Submarket | Total Inventory | Available SF Direct | Available SF Sublease | Available SF Total | Total Availability (%) | Gross Absorption | Net Absorption | Total Under Const. | Asking Rates (\$NNN/Year) |
|---|------------------------------|-----------------|---------------------|-----------------------|--------------------|------------------------|------------------|----------------|--------------------|---------------------------|
| 1 | San Francisco | | | | | | | | | |
| | Union Square | 3,154,216 | 187,678 | 13,389 | 201,067 | 6.37% | 10,977 | (10,977) | 0 | \$48.52 |
| | Mid Market | 608,018 | 264,325 | 6,000 | 207,325 | 44.46% | 6,138 | 6,138 | 0 | \$39.81 |
| | SOMA | 2,168,957 | 90,810 | 9,932 | 100,742 | 4.64% | 5,095 | 5,095 | 0 | \$42.03 |
| | San Francisco Total | 5,931,191 | 542,813 | 29,321 | 235,427 | 4.08% | 22,210 | (30,616) | 0 | \$43.26 |
| 2 | Peninsula | | | | | | | | | |
| | South Peninsula | 2,838,927 | 36,214 | 0 | 36,214 | 1.28% | 42,551 | (16,404) | 0 | \$33.99 |
| | Mid Peninsula | 2,636,142 | 79,316 | 2,584 | 81,900 | 3.11% | 2,100 | (15,712) | 0 | \$49.47 |
| | North Peninsula | 3,646,421 | 242,627 | 2,986 | 245,613 | 6.74% | 29,342 | 13,044 | 0 | \$35.31 |
| | Peninsula Total | 9,121,490 | 358,157 | 5,570 | 363,727 | 3.99% | 73,993 | (19,072) | 0 | \$37.55 |
| 3 | South Bay | | | | | | | | | |
| | Palo Alto/Mt. View/Los Altos | 2,741,629 | 59,626 | 0 | 59,626 | 2.17% | 175,379 | 155,849 | 49,751 | \$45.48 |
| | Sunnyvale/Santa Clara | 5,586,798 | 517,270 | 2,608 | 519,878 | 9.31% | 72,154 | (4,661) | 275,000 | \$33.00 |
| | West Valley | 4,254,792 | 197,796 | 23,887 | 221,683 | 5.21% | 72,959 | 22,908 | 1,500 | \$43.92 |
| | San Jose | 18,989,412 | 890,062 | 74,482 | 964,544 | 5.08% | 150,606 | 54,183 | 88,655 | \$33.00 |
| | Fremont/Milpitas/Newark | 9,118,441 | 634,226 | 21,798 | 656,024 | 7.19% | 31,195 | (15,081) | 6,680 | \$29.64 |
| | South Bay Total | 40,691,072 | 2,298,980 | 122,775 | 2,421,755 | 5.95% | 502,293 | 213,198 | 421,586 | \$33.40 |
| 3 | East Bay | | | | | | | | | |
| | Oakland/Alameda | 3,130,031 | 350,694 | 0 | 350,694 | 11.20% | 13,224 | (14,399) | 0 | \$21.24 |
| | Berkeley/Emeryville | 1,412,884 | 62,835 | 36,104 | 98,939 | 7.00% | 11,962 | (2,872) | 0 | \$36.00 |
| | Tri Valley | 9,044,827 | 389,693 | 23,172 | 412,865 | 4.56% | 204,684 | 116,371 | 350,000 | \$24.24 |
| | West Contra Costa County | 2,492,391 | 299,207 | 9,128 | 308,335 | 12.37% | 35,281 | (16,784) | 0 | \$28.68 |
| | Central Contra Costa County | 5,436,449 | 215,606 | 5,796 | 221,402 | 4.07% | 70,313 | 39,961 | 0 | \$28.32 |
| | East Contra Costa County | 9,886,564 | 704,982 | 64,000 | 768,982 | 7.78% | 109,698 | 34,014 | 0 | \$17.28 |
| | East Bay Total | 31,403,146 | 2,023,017 | 138,200 | 2,161,217 | 6.88% | 445,162 | 156,291 | 350,000 | \$22.87 |
| 3 | North Bay | | | | | | | | | |
| | Marin County | 5,247,744 | 150,551 | 7,101 | 157,652 | 2.90% | 3,100 | (21,626) | 0 | \$29.88 |
| | Napa County | 2,597,293 | 111,215 | 0 | 111,215 | 4.30% | 25,988 | 877 | 0 | \$33.24 |
| | Solano County | 8,157,192 | 639,557 | 133,583 | 773,140 | 9.50% | 40,578 | (31,547) | 0 | \$15.84 |
| | Sonoma County | 9,494,424 | 487,383 | 93,856 | 581,239 | 6.10% | 34,087 | (46,267) | 0 | \$23.28 |
| | North Bay Total | 25,496,653 | 1,388,706 | 234,540 | 1,623,246 | 6.37% | 103,753 | (98,563) | 0 | \$21.06 |

NORTHERN CALIFORNIA

| Submarket | Total Inventory | Available SF Direct | Available SF Sublease | Available SF Total | Total Availability (%) | Gross Absorption | Net Absorption | Total Under Const. | Asking Rates (\$NNN/Year) |
|----------------------------------|--------------------|---------------------|-----------------------|--------------------|------------------------|------------------|----------------|--------------------|---------------------------|
| Sacramento | | | | | | | | | |
| Arden | 5,184,844 | 774,160 | 49,652 | 823,812 | 15.89% | 90,866 | 53,211 | 0 | \$14.69 |
| Downtown/Midtown | 1,249,704 | 136,750 | 0 | 136,750 | 10.94% | 6,552 | 6,552 | 87,640 | \$17.96 |
| Elk Grove | 3,761,498 | 158,594 | 0 | 158,594 | 4.22% | 15,337 | (1,048) | 0 | \$22.36 |
| Folsom | 4,164,476 | 311,974 | 0 | 311,974 | 7.49% | 52,550 | 11,398 | 10,072 | \$19.21 |
| Roseville/Rocklin | 8,657,480 | 681,651 | 25,982 | 684,020 | 7.90% | 61,520 | 11,281 | 0 | \$17.51 |
| Natomas/Northgate | 2,542,037 | 187,830 | 19,991 | 207,821 | 8.18% | 6,600 | 6,250 | 0 | \$15.46 |
| South Sacramento | 7,235,078 | 859,303 | 23,399 | 882,702 | 12.20% | 37,849 | 6,386 | 102,145 | \$16.06 |
| Other Submarkets | 20,068,189 | 2,176,255 | 216,225 | 2,374,838 | 11.83% | 159,279 | 6,643 | 11,000 | \$14.78 |
| Sacramento Total | 52,863,306 | 5,286,517 | 335,249 | 5,580,511 | 10.56% | 430,553 | 100,673 | 210,857 | \$15.87 |
| | | | | | | | | | |
| Northern California Total | 165,506,858 | 11,898,190 | 865,655 | 12,722,590 | 7.69% | 1,577,964 | 321,911 | 982,443 | \$22.89 |

| Shopping Center Type | Total Inventory | Available SF Direct | Available SF Sublease | Available SF Total | Total Availability (%) | Gross Absorption | Net Absorption | Total Under Const. | Asking Rates (\$NNN/Year) |
|----------------------------------|--------------------|---------------------|-----------------------|--------------------|------------------------|------------------|----------------|--------------------|---------------------------|
| Northern California | | | | | | | | | |
| Strip Mall | 17,089,979 | 1,122,466 | 42,136 | 1,164,602 | 6.81% | 267,936 | 69,792 | 38,401 | \$13.72 |
| Neighborhood & Community | 102,159,960 | 7,149,684 | 494,952 | 7,626,994 | 7.47% | 1,104,041 | 373,667 | 166,071 | \$15.01 |
| Power & Regional | 31,879,791 | 2,246,460 | 251,825 | 2,474,672 | 7.76% | 133,464 | (124,912) | 63,831 | \$21.61 |
| Other | 14,377,128 | 1,379,580 | 76,742 | 1,456,322 | 10.13% | 72,523 | 3,364 | 714,140 | \$25.92 |
| Northern California Total | 165,506,858 | 11,898,190 | 865,655 | 12,722,590 | 7.69% | 1,577,964 | 321,911 | 982,433 | \$22.89 |

Submarket Clarification

| | |
|---|---|
| 1 | South Peninsula: Redwood City, Menlo Park, San Carlos & Belmont Mid Peninsula: Burlingame, Foster City, Millbrae, Redwood Shores & San Mateo North Peninsula: Brisbane, South San Francisco, Daly City & San Bruno |
| 2 | West Valley: Campbell, Cupertino, Los Gatos & Saratoga |
| 3 | Central Contra Costa County: Danville/Alamo, Lafayette, Moraga, Orinda, Pleasant Hill & Walnut Creek BART/DT East Contra Costa County: Antioch, Brentwood, Concord & Pittsburg West Contra Costa County: Hercules, Martinez, Pacheco, Pinole & San Pablo Tri Valley: San Ramon, Dublin, Pleasanton & Livermore |
| 4 | Other Submarkets: Auburn/Loomis, Carmichael, Davis, El Dorado, Highway 50 Corridor, Lincoln, Natomas, Orangeville/Citrus Heights, Rio Linda/North Highlands, West Sacramento, Woodland |

Statistical Notes

*Northern California retail statistics do not include mixed-use projects.

*Total Availability = Includes existing and under construction inventory square feet.

Sources: Colliers International Research, CoStar, GlobalData & Turner Building Cost Index

REGIONAL OFFICES

San Francisco

101 Second Street, Suite 1100
San Francisco, CA 94105
+1 415 788 3100

San Francisco Peninsula

203 Redwood Shores Parkway, Suite 125
Redwood City, CA 94065
+1 650 486 2200

San Jose/Silicon Valley

450 West Santa Clara Street
San Jose, CA 95113
+1 408 282 3800

Gilroy/South County

8070 Santa Teresa Boulevard, Suite 220
Gilroy, CA 95020
+1 408 842 7000

Oakland/East Bay

1999 Harrison Street, Suite 1750
Oakland, CA 94612
+1 510 986 6770

Walnut Creek/East Bay

1850 Mt. Diablo Boulevard, Suite 200
Walnut Creek, CA 94596
+1 925 279 0120

Pleasanton/East Bay

3825 Hopyard Road, Suite 195
Pleasanton, CA 94588
+1 925 463 2300

Fairfield/North Bay

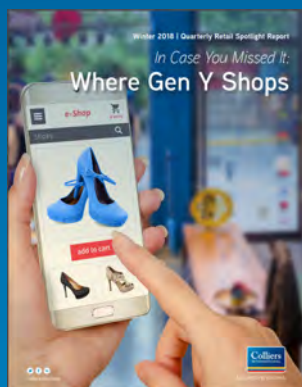
360 Campus Lane, Suite 101
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Quarterly Retail Spotlight Report](#)

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