

# East Bay / Tri-Valley Quarterly Report INDUSTRIAL & OFFICE MARKET

SECOND QUARTER 2018

## 2<sup>ND</sup> QUARTER 2018: Market conditions stay unchanged!

We first made note at the end of last quarter of our attention becoming more focused on market signals. While we have not seen anything in particular over the past three months we will remain watchful.

For the most part, the market continues on a healthy progression of spaces leasing, properties trading hands and pricing remaining strong.

Most importantly the general confidence of the consumer remains strong.

For the balance of the summer we do not expect any significant changes. That said, we will continue to keep you apprised of any market signals that might impact the current real estate cycle.

We appreciate your business and invite you to contact us with any questions or comments you may have regarding commercial properties in the East Bay. Let us know how we can help you!

**-Mike Furay, Managing Principal  
Lee & Associates - Pleasanton**

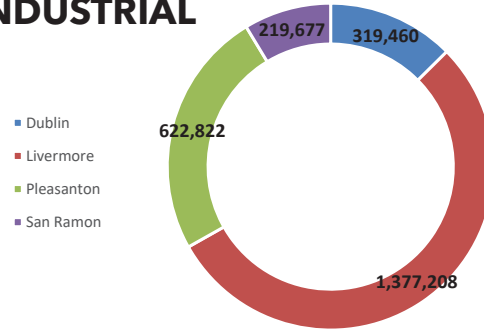
## MARKET SNAPSHOT

Tri-Valley Industrial Inventory: 28,805,949  
Tri-Valley Industrial Availability: 2,539,167  
Tri-Valley Availability Rate: 8.81%

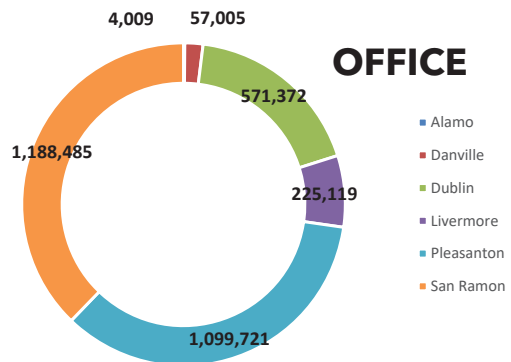
Tri-Valley Office Inventory: 23,896,903  
Tri-Valley Office Availability: 3,145,711  
Tri-Valley Availability Rate: 13.16%

## TOTAL AVAILABLE SF BY SUBMARKET

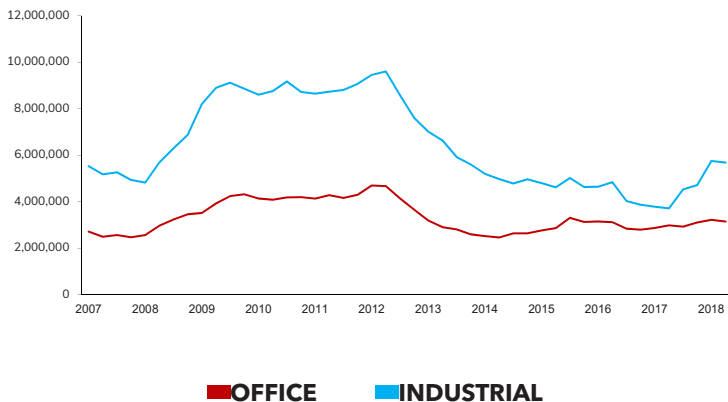
### INDUSTRIAL



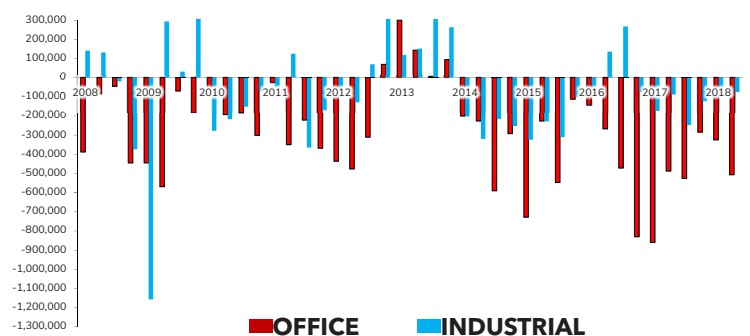
### OFFICE



TRI-VALLEY AVAILABLE HISTORY



TRI-VALLEY ABSORPTION HISTORY



Lee & Associates maintains an up-to-date database of all available properties and sold/leased properties.

# East Bay / Tri-Valley Quarterly Report

## INDUSTRIAL MARKET STATISTICS

SECOND QUARTER 2018



MARKET	INVENTORY		AVAILABILITY			AVAILABILITY RATE	
	Buildings	Total SF	Direct SF	Sublease SF	Available SF	Direct	Total
DUBLIN							
INDUSTRIAL	46	1,171,125	42,523	0	42,523	3.63%	3.63%
MULTI TENANT/INCUBATOR	14	319,647	35,796	16,329	52,125	11.20%	16.31%
FLEX/R&D	7	553,575	224,812	0	224,812	40.61%	40.61%
WAREHOUSE/DIST	4	552,653	0	0	0	0.00%	0.00%
<b>TOTAL</b>	<b>71</b>	<b>2,597,000</b>	<b>303,131</b>	<b>16,329</b>	<b>319,460</b>	<b>11.67%</b>	<b>12.30%</b>
LIVERMORE							
INDUSTRIAL	439	5,664,056	135,236	50,551	185,787	2.39%	3.28%
MULTI TENANT/INCUBATOR	30	1,091,641	60,308	0	60,308	5.52%	5.52%
FLEX/R&D	72	2,097,948	152,992	13,372	121,616	7.29%	5.80%
WAREHOUSE/DIST	85	9,661,690	899,960	109,537	1,009,497	9.31%	10.45%
<b>TOTAL</b>	<b>626</b>	<b>18,515,335</b>	<b>1,248,496</b>	<b>173,460</b>	<b>1,377,208</b>	<b>6.74%</b>	<b>7.44%</b>
PLEASANTON							
INDUSTRIAL	211	2,050,403	90,629	0	90,629	4.42%	4.42%
MULTI TENANT/INCUBATOR	18	495,256	6,347	0	6,347	1.28%	1.28%
FLEX/R&D	99	3,229,287	129,462	2,384	131,846	4.01%	4.08%
WAREHOUSE/DIST	4	523,353	394,000	0	394,000	75.28%	75.28%
<b>TOTAL</b>	<b>332</b>	<b>6,298,299</b>	<b>620,438</b>	<b>2,384</b>	<b>622,822</b>	<b>9.85%</b>	<b>9.89%</b>
SAN RAMON							
INDUSTRIAL	20	709,761	11,721	0	11,721	1.65%	1.65%
MULTI TENANT/INCUBATOR	11	283,698	8,041	0	8,041	2.83%	2.83%
FLEX/R&D	5	401,856	199,915	0	199,915	49.75%	49.75%
<b>TOTAL</b>	<b>36</b>	<b>1,395,315</b>	<b>219,677</b>	<b>0</b>	<b>219,677</b>	<b>15.74%</b>	<b>15.74%</b>
<b>MARKET TOTAL</b>	<b>1,065</b>	<b>28,805,949</b>	<b>2,391,742</b>	<b>192,173</b>	<b>2,539,167</b>	<b>8.30%</b>	<b>8.81%</b>

## RECENT TRANSACTIONS

PROPERTY	SIZE	TENANT/BUYER	SUBMARKET	LEASE/SALE
5476 Brisa Street	60,000±SF	Sheedy Inc.	Livermore	Sale
6567 Brisa Street	30,737±SF	Sefnco Communications	Livermore	Lease
6500 Sierra Court	26,029±SF	Alameda Electric	Dublin	Lease
7066 Las Positas Road	23,430±SF	Johnstone Supply	Livermore	Lease
7650 Marathon Drive	19,200±SF	Superior Contracting	Livermore	Lease
3025 Independence Drive	9,464±SF	Northstar Emergency Services	Livermore	Lease

\*\* Lee & Associates deal

East Bay / Tri-Valley Quarterly Report  
**OFFICE MARKET STATISTICS**

SECOND QUARTER 2018



MARKET		INVENTORY		AVAILABILITY			AVAILABILITY RATE	
		Buildings	Total SF	Direct SF	Sublease SF	Available SF	Direct	Total
ALAMO	A	1	49,000	4,009	0	4,009	8.18%	8.18%
	B	10	127,934	0	0	0	0.00%	0.00%
	<b>TOTAL</b>	<b>11</b>	<b>176,934</b>	<b>4,009</b>	<b>0</b>	<b>4,009</b>	<b>2.27%</b>	<b>2.27%</b>
DANVILLE								
	A	3	64,000	1,992	7,268	9,260	3.11%	14.47%
	B	60	787,610	32,554	15,191	47,745	4.13%	6.06%
	<b>TOTAL</b>	<b>63</b>	<b>851,610</b>	<b>34,546</b>	<b>22,459</b>	<b>57,005</b>	<b>4.06%</b>	<b>6.69%</b>
DUBLIN								
	A	11	1,544,222	513,650	0	513,650	33.26%	33.26%
	B	32	898,514	54,204	3,518	57,722	6.03%	6.42%
	<b>TOTAL</b>	<b>43</b>	<b>2,442,736</b>	<b>567,854</b>	<b>3,518</b>	<b>571,372</b>	<b>23.25%</b>	<b>23.39%</b>
LIVERMORE								
	A	21	433,722	3,702	0	3,702	0.85%	0.85%
	B	49	969,424	221,417	0	221,417	22.84%	22.84%
	<b>TOTAL</b>	<b>70</b>	<b>1,403,146</b>	<b>225,119</b>	<b>0</b>	<b>225,119</b>	<b>16.04%</b>	<b>16.04%</b>
PLEASANTON								
	A	72	6,754,731	750,529	160,175	910,704	11.11%	13.48%
	B	92	1,750,997	170,407	18,610	189,017	9.73%	10.79%
	<b>TOTAL</b>	<b>164</b>	<b>8,505,728</b>	<b>920,936</b>	<b>178,785</b>	<b>1,099,721</b>	<b>10.83%</b>	<b>12.93%</b>
SAN RAMON								
	A	36	8,733,448	1,024,022	121,270	1,145,292	11.73%	13.11%
	B	86	1,783,301	39,958	3,235	43,193	2.24%	2.42%
	<b>TOTAL</b>	<b>122</b>	<b>10,516,749</b>	<b>1,063,980</b>	<b>124,505</b>	<b>1,188,485</b>	<b>10.12%</b>	<b>11.30%</b>
<b>MARKET TOTAL</b>		<b>473</b>	<b>23,896,903</b>	<b>2,816,444</b>	<b>329,267</b>	<b>3,145,711</b>	<b>11.79%</b>	<b>13.16%</b>

**RECENT TRANSACTIONS**

PROPERTY	SIZE	TENANT/BUYER	SUBMARKET	LEASE/SALE
Danville Center	50,657±SF	Trammell Crow Residential	Danville	Sale
3223 Crow Canyon Road	42,328±SF	Eagle Canyon Mgmt., LLC	San Ramon	Sale
12667 Alcosta Boulevard	18,938±SF	Foster Farms	San Ramon	Lease
12657 Alcosta Boulevard	16,500±SF	GCL New Energy	San Ramon	Lease
100 School Street	4,529±SF	Victory Workspace	Danville	Lease
6601 Owens Drive	3,847±SF	Switchmate, LLC	Pleasanton	Lease

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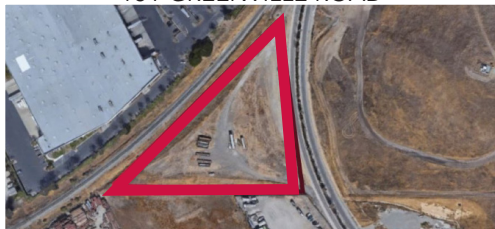
SECOND QUARTER 2018



## EXCLUSIVE LEE LISTINGS

### FOR LEASE/SALE IN LIVERMORE

4.39±ACRES OF LAND  
151 GREENVILLE ROAD



### FOR LEASE IN PLEASANTON

90,629±SF INDUSTRIAL SPACE  
5675 SUNOL BOULEVARD



### FOR LEASE IN LIVERMORE

45,089±SF INDUSTRIAL SPACE  
7041 LAS POSITAS ROAD, SUITE E/F



### FOR LEASE IN PLEASANTON

7,500±SF INDUSTRIAL SPACE  
440 BOULDER COURT



### FOR LEASE IN DUBLIN

1,352±SF - 3,863±SF OFFICE SPACE  
11700 DUBLIN BOULEVARD



### FOR LEASE IN SAN RAMON

611±SF RETAIL SPACE  
1021 MARKET PLACE



## YOUR PLEASANTON TEAM

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## ABOUT LEE & ASSOCIATES

Lee & Associates, founded in 1979, is one of the largest regional commercial real estate providers in the United States. Since 1979, our seasoned, motivated shareholders and professionals have been offering comprehensive quality service nationally and locally in a pro-active manner. We develop customized solutions for all of your real estates needs through our market-to-market knowledge in all property types. Our unique business model and extensive experience has helped us become one of the largest commercial real estate providers in the United States.