

3RD QUARTER 2018 The typical summer slowdown

Although the Tri-Valley marketplace did experience the typical "summer slowdown", there were a few notable transactions in both the office and industrial sectors.

The office market saw Patelco Credit Union purchase one of the two Park Place towers in Dublin totaling approximately 200,000±SF. Intention is to occupy the majority of the building, leaving in place a sublease of approximately 62,251±SF at 5050 Hopyard Road.

On the industrial side, Dermody Properties purchased the 390,000±SF "UniSource" warehouse property in Hacienda Business Park. Leasing already underway on the majority of the building.

Although overall market rates remain strong and activity is healthy, we are seeing more sublease spaces available in the office market and larger blocks of newly constructed industrial buildings remain unoccupied. We will continue to track how these availabilities affect the market.

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

**-Brett Holden, Managing Principal
 Lee & Associates - Pleasanton**

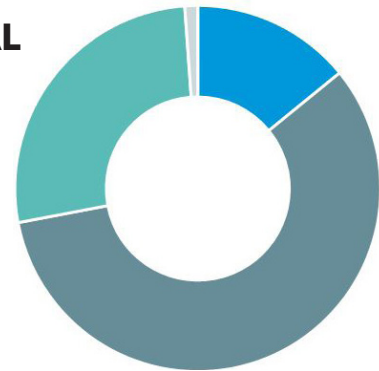
MARKET SNAPSHOT

Tri-Valley Industrial Inventory:	28,802,668
Tri-Valley Industrial Availability:	2,283,830
Tri-Valley Availability Rate:	7.93%
Tri-Valley Office Inventory:	23,891,535
Tri-Valley Office Availability:	3,295,673
Tri-Valley Availability Rate:	13.79%

TOTAL AVAILABLE SF BY SUBMARKET

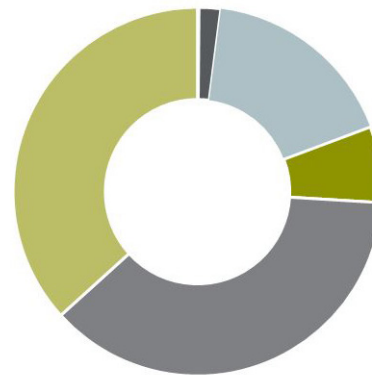
INDUSTRIAL

- Dublin
- Livermore
- Pleasanton
- San Ramon

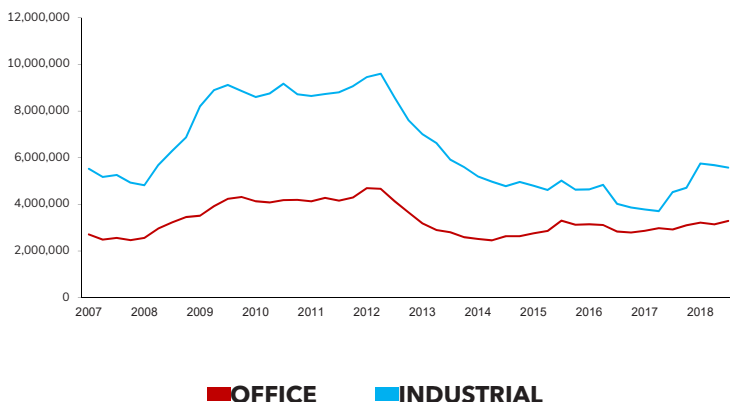


OFFICE

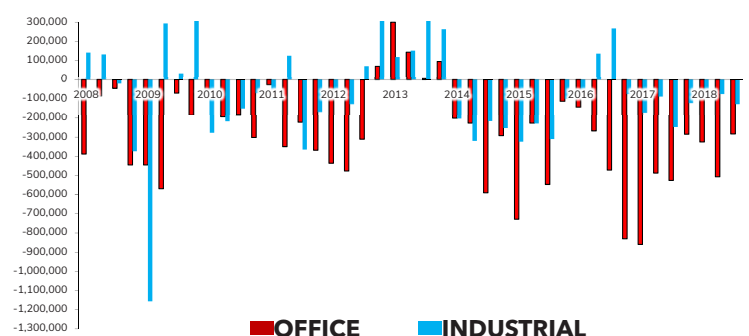
- Alamo
- Danville
- Dublin
- Livermore
- Pleasanton
- San Ramon



TRI-VALLEY AVAILABLE HISTORY



TRI-VALLEY ABSORPTION HISTORY



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

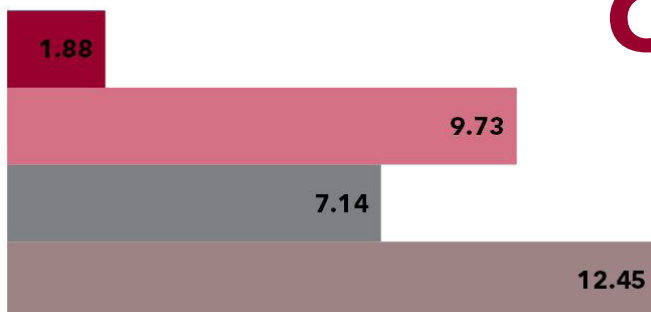
East Bay / Tri-Valley Quarterly Report

INDUSTRIAL MARKET STATISTICS

THIRD 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	11,295	1,618	12,913	3.53%	4.04%
FLEX/R&D	7	553,575	267,037	0	267,037	48.24%	48.24%
WAREHOUSE/DIST	4	545,999	0	0	0	0.00%	0.00%
TOTAL	71	2,590,346	320,855	1,618	322,473	12.39%	12.45%
LIVERMORE							
INDUSTRIAL	439	5,664,056	105,199	31,236	136,435	1.86%	2.41%
MULTI TENANT/INCUBATOR	30	1,091,641	51,804	0	51,804	4.75%	4.75%
FLEX/R&D	72	2,097,948	77,456	13,372	90,828	3.69%	4.33%
WAREHOUSE/DIST	85	9,661,690	911,972	131,137	1,043,109	9.44%	10.80%
TOTAL	626	18,515,335	1,146,431	175,745	1,322,176	6.19%	7.14%
PLEASANTON							
INDUSTRIAL	212	2,054,503	90,629	0	90,629	4.41%	4.41%
MULTI TENANT/INCUBATOR	18	495,256	5,527	0	5,527	1.12%	1.12%
FLEX/R&D	99	3,228,438	101,881	20,977	122,858	3.16%	3.81%
WAREHOUSE/DIST	4	523,475	394,000	0	394,000	75.27%	75.27%
TOTAL	333	6,301,672	592,037	20,977	613,014	9.39%	9.73%
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	6,405	0	6,405	1.59%	1.59%
TOTAL	36	1,395,315	26,167	0	26,167	1.88%	1.88%
MARKET TOTAL	1,066	28,802,668	2,085,490	198,340	2,283,830	7.24%	7.93%



Q3 INDUSTRIAL MARKET % AVAILABILITY RATES %

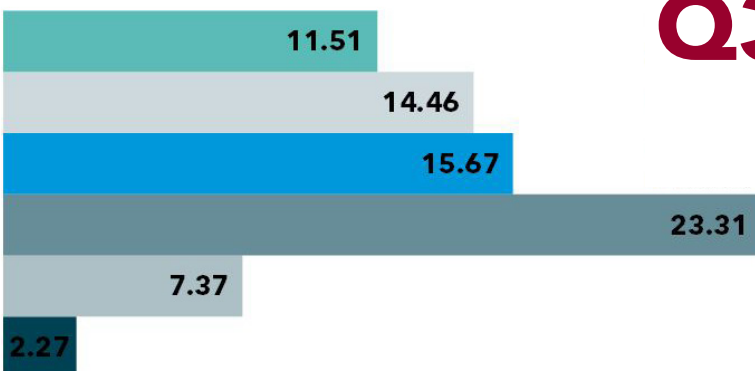
- San Ramon
- Pleasanton
- Livermore
- Dublin

East Bay / Tri-Valley Quarterly Report
OFFICE MARKET STATISTICS

THIRD 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%
	TOTAL	11	176,934	4,009	0	4,009	2.27%	2.27%
DANVILLE	A	3	64,000	1,601	8,364	9,965	2.50%	15.57%
	B	60	787,610	35,164	17,605	52,769	4.46%	6.70%
	TOTAL	63	851,610	36,765	25,969	62,734	4.32%	7.37%
DUBLIN	A	11	1,544,222	499,847	9,559	509,406	32.37%	32.99%
	B	32	898,514	56,400	3,518	59,918	6.28%	6.67%
	TOTAL	43	2,442,736	556,247	13,077	569,324	22.77%	23.31%
LIVERMORE	A	21	433,722	3,702	0	3,702	0.85%	0.85%
	B	49	966,041	215,606	0	215,606	22.32%	22.32%
	TOTAL	70	1,399,763	219,308	0	219,308	15.67%	15.67%
PLEASANTON	A	72	6,754,731	743,344	294,306	1,037,650	11.00%	15.36%
	B	92	1,753,095	172,944	19,783	192,727	9.87%	10.99%
	TOTAL	164	8,507,826	916,288	314,089	1,230,377	10.77%	14.46%
SAN RAMON	A	36	8,733,448	1,034,191	129,047	1,163,238	11.84%	13.32%
	B	85	1,779,218	41,403	5,280	46,683	2.33%	2.62%
	TOTAL	121	10,512,666	1,075,594	134,327	1,209,921	10.23%	11.51%
MARKET TOTAL		472	23,891,535	2,808,211	487,462	3,295,673	11.75%	13.79%



Q3 OFFICE MARKET AVAILABILITY RATES %

- San Ramon
- Pleasanton
- Livermore
- Dublin
- Danville
- Alamo

TRANSACTIONS

INDUSTRIAL - 375,000± SF LEASED
ISABEL AVENUE, LIVERMORE
RK LOGISTICS

BUILD TO SUIT



INDUSTRIAL - 218,703± SF SOLD
6700 GOLDEN GATE DRIVE, DUBLIN
BAYVIEW DEVELOPMENT GROUP



OFFICE - 211,780± SF SOLD
3 SYBASE DRIVE, DUBLIN
PATELCO CREDIT UNION



INDUSTRIAL - 209,008± SF LEASED
15 GREENVILLE ROAD, LIVERMORE
FEDEX

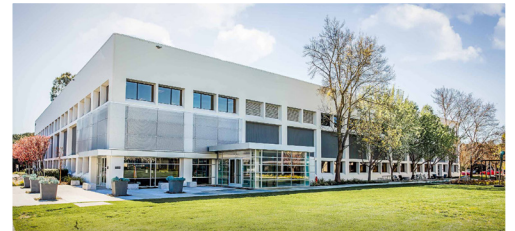
BUILD TO SUIT



LAND - 2.6± ACRES LEASED
5340 BRISA STREET, LIVERMORE
MONDELEZ GLOBAL LLC



INDUSTRIAL - 96,397± SF LEASED
4600 NORRIS CANYON ROAD, SAN RAMON
VALENT U.S.A CORPORATION



OFFICE - 64,561± SF SOLD
39 BETA COURT, SAN RAMON
PARINAS PRIME PROPERTIES, LLC



INDUSTRIAL - 45,089± SF LEASED
7041 LAS POSITAS ROAD, LIVERMORE
ST. VINCENT DEPAUL



LAND - 0.92± SF SOLD
751 ENTERPRISE COURT, LIVERMORE
DAN & KATHLEEN EVANS



INDUSTRIAL - 39,826± SF LEASED
7066 LAS POSITAS ROAD, LIVERMORE
BAKE FRESH



RENEWAL

INDUSTRIAL - 34,375± SF LEASED
5573 BRISA STREET, LIVERMORE
WORLDPAK



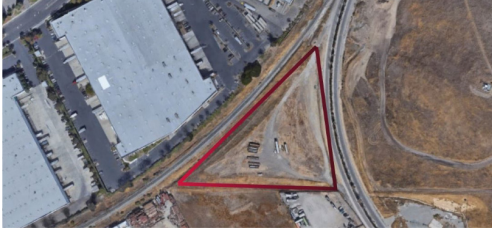
INDUSTRIAL - 28,069± SF LEASED
4464 WILLOW STREET, PLEASANTON
SAFARI KIDS



EXCLUSIVE LEE LISTINGS

FOR LEASE/SALE IN LIVERMORE

4.39±ACRES OF LAND
151 GREENVILLE ROAD



FOR SALE IN LIVERMORE

3.95±ACRES OF LAND
4238 LAS POSITAS ROAD



FOR LEASE IN PLEASANTON

90,629±SF INDUSTRIAL SPACE
5675 SUNOL BOULEVARD



FOR LEASE IN LIVERMORE

0.59±ACRES OF LAND
1113 GREENVILLE ROAD



FOR LEASE IN LIVERMORE

21,672±SF INDUSTRIAL SPACE
1375 RUTAN DRIVE



FOR LEASE IN LIVERMORE

19,257±SF INDUSTRIAL SPACE
2575 COLLIER CANYON ROAD



FOR LEASE IN HERCULES

14,000±SF RETAIL SPACE
JOHN MUIR PARKWAY



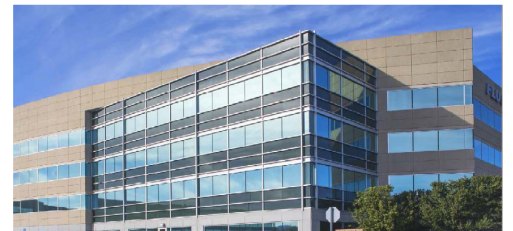
FOR SALE IN PLEASANTON

13,392±SF FLEX SPACE
1057 SERPENTINE LANE



FOR SUBLEASE IN DUBLIN

9,559±SF OFFICE SPACE
4160 DUBLIN BOULEVARD



FOR SALE IN DUBLIN

9,237±SF AUTOMOTIVE SPACE
6351 DUBLIN BOULEVARD



FOR LEASE IN PLEASANTON

7,500±SF INDUSTRIAL SPACE
440 BOULDER COURT



FOR LEASE IN PLEASANTON

6,607±SF OFFICE SPACE
5502 SUNOL BOULEVARD

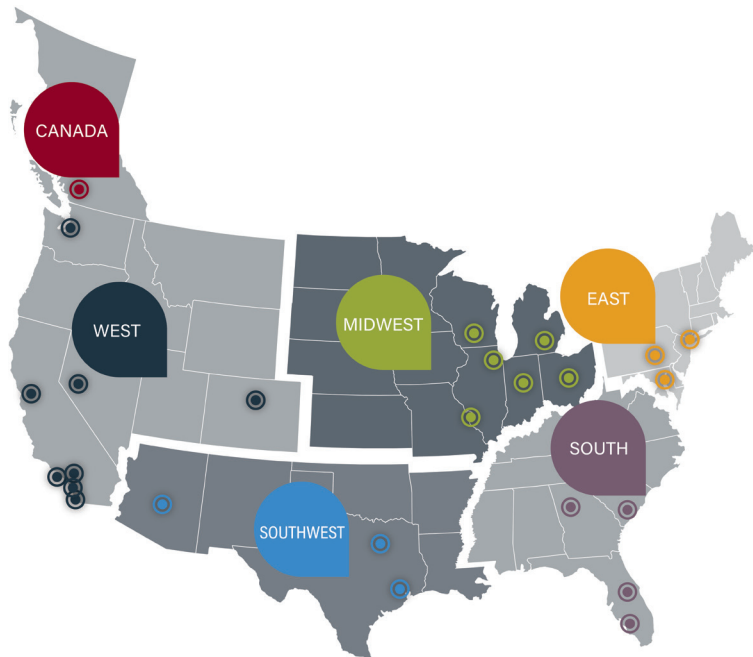


East Bay / Tri-Valley Quarterly Report INDUSTRIAL & OFFICE MARKET

THIRD QUARTER 2018



OUR COMPANY



In **1979, Bill Lee's vision became reality** when he opened the first office of Lee & Associates in Orange County, California. **Every Lee office is owned and operated by the real estate professionals**, all of whom benefit from the sharing of real-time market intelligence that is vital to the delivery of superior commercial real estate services. The unique service platform has attracted some of the most experienced and talented real estate professionals in the industry, all of whom share Bill's original vision of superior service through teamwork.

Lee & Associates offices offer a broad array of real estate services tailored to meet the needs of the company's clients in each of the markets it serves. They include commercial real estate brokerage, property management, valuation, asset management and finance.

Now, **the largest firm of its kind in North America.** The company's reach extends across the US, British Columbia and, most recently, to Europe through a strategic alliance with Gerald Eve.

YOUR PLEASANTON TEAM

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