

4TH QUARTER 2018

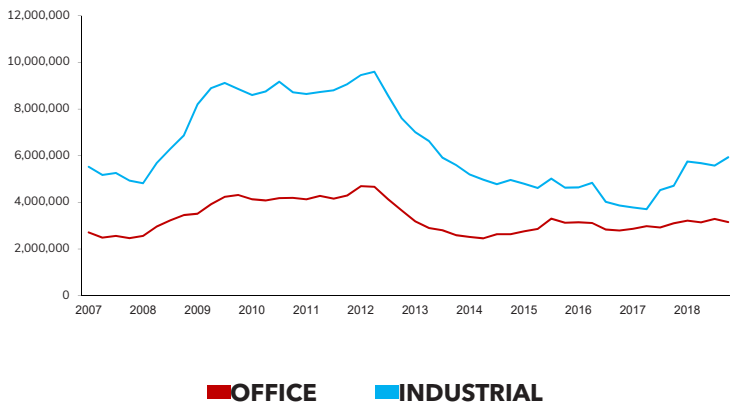
The overall office vacancy rates throughout the Tri-Valley have experienced little change from the 3rd Quarter. Class A/B rates continue to be very compelling, priced in the \$2.50 - \$3.25/SF range, when compared to their counterparts in Walnut Creek & Oakland, which are priced in the \$3.00 - \$5.00/SF range. We are seeing more alternatives for office users to consider under 10,000±SF along with several options available for tenants requiring greater than 50,000±SF. A notable transaction at the end of 2018 was the purchase of Ellis Partners' Gibraltar Center in Pleasanton by Bio-Rad Laboratories, Inc.

2018 has come to a close and Tri-Valley industrial vacancy rates have climbed due to the completion of several new warehouse projects in Livermore. Most of the new space is not divisible below 70,000±SF, which is a first in this marketplace. Demand by users interested in purchasing buildings under 20,000±SF remains extremely strong, but inventory is virtually non-existent. Sale prices and lease rates remain at all time highs to start 2019!

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**

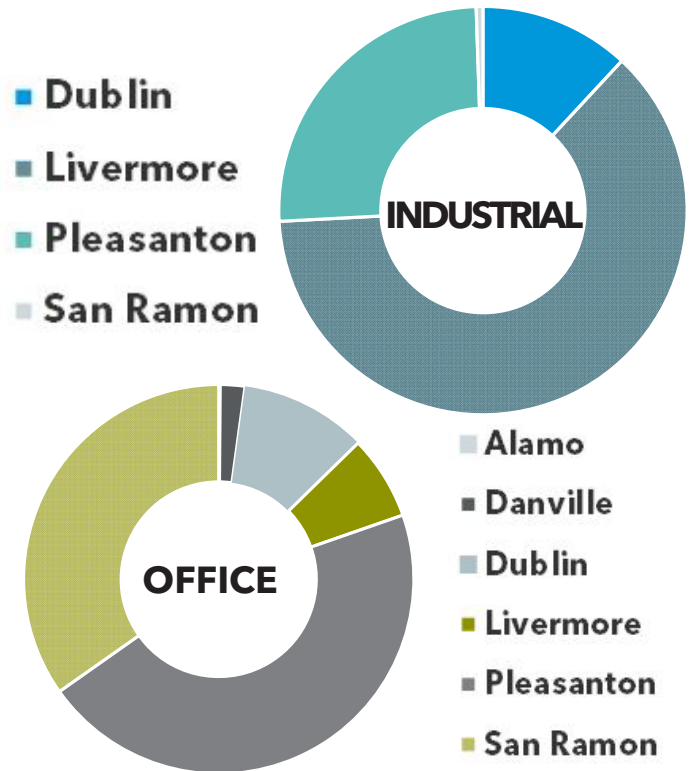
TRI-VALLEY AVAILABLE HISTORY



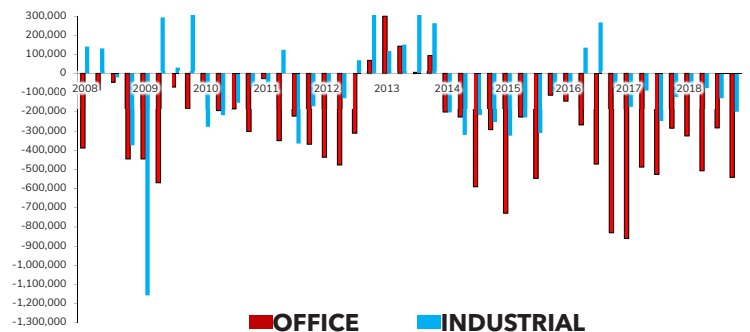
MARKET SNAPSHOT

Tri-Valley Industrial Inventory:	29,230,331
Tri-Valley Industrial Availability:	2,778,703
Tri-Valley Availability Rate:	9.51%
Tri-Valley Office Inventory:	23,886,925
Tri-Valley Office Availability:	3,158,695
Tri-Valley Availability Rate:	13.22%

TOTAL AVAILABLE SF BY SUBMARKET



TRI-VALLEY ABSORPTION HISTORY



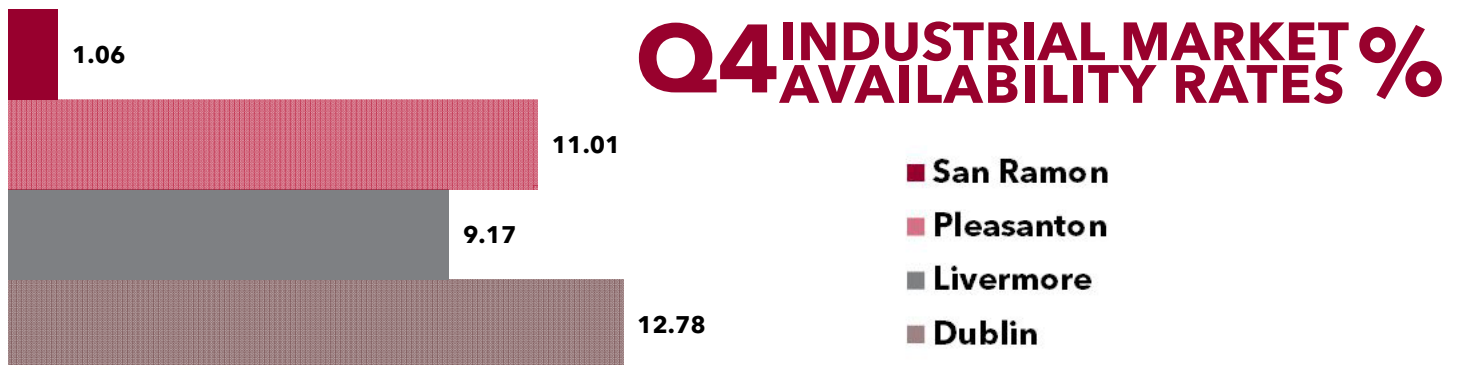
Lee & Associates maintains an up-to-date database of all available properties and sold/leased properties.

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

FOURTH QUARTER 2018



MARKET	INVENTORY		AVAILABILITY			AVAILABILITY RATE	
	Buildings	Total SF	Direct SF	Sublease SF	Available SF	Direct	Total
DUBLIN							
INDUSTRIAL	46	1,171,175	42,523	0	42,523	3.63%	3.63%
MULTI TENANT/INCUBATOR	14	319,647	13,392	7,978	21,370	4.19%	6.69%
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	2,590,396	322,952	7,978	330,930	12.47%	12.78%
LIVERMORE							
INDUSTRIAL	438	5,636,166	125,635	31,236	156,871	2.23%	2.78%
MULTI TENANT/INCUBATOR	30	1,091,641	81,202	1,000	82,202	7.44%	7.53%
FLEX/R&D	72	2,097,948	71,328	0	71,328	3.40%	3.40%
WAREHOUSE/DIST	87	10,031,895	1,345,157	74,193	1,419,350	13.41%	14.15%
TOTAL	627	18,857,650	1,623,322	106,429	1,729,751	8.61%	9.17%
PLEASANTON							
INDUSTRIAL	212	2,046,135	96,095	0	96,095	4.70%	4.70%
MULTI TENANT/INCUBATOR	18	495,256	12,714	0	12,714	2.57%	2.57%
FLEX/R&D	100	3,238,614	97,160	20,977	118,137	3.00%	3.65%
WAREHOUSE/DIST	4	605,795	476,320	0	476,320	78.63%	78.63%
TOTAL	334	6,385,800	682,289	20,977	703,266	10.68%	11.01%
SAN RAMON							
INDUSTRIAL	20	710,931	5,857	0	5,857	0.82%	0.82%
MULTI TENANT/INCUBATOR	11	283,698	2,494	0	2,494	0.88%	0.88%
FLEX/R&D	5	401,856	6,405	0	6,405	1.59%	1.59%
TOTAL	36	1,396,485	14,756	0	14,756	1.06%	1.06%
MARKET TOTAL	1,068	29,230,331	2,643,319	135,384	2,778,703	9.04%	9.51%

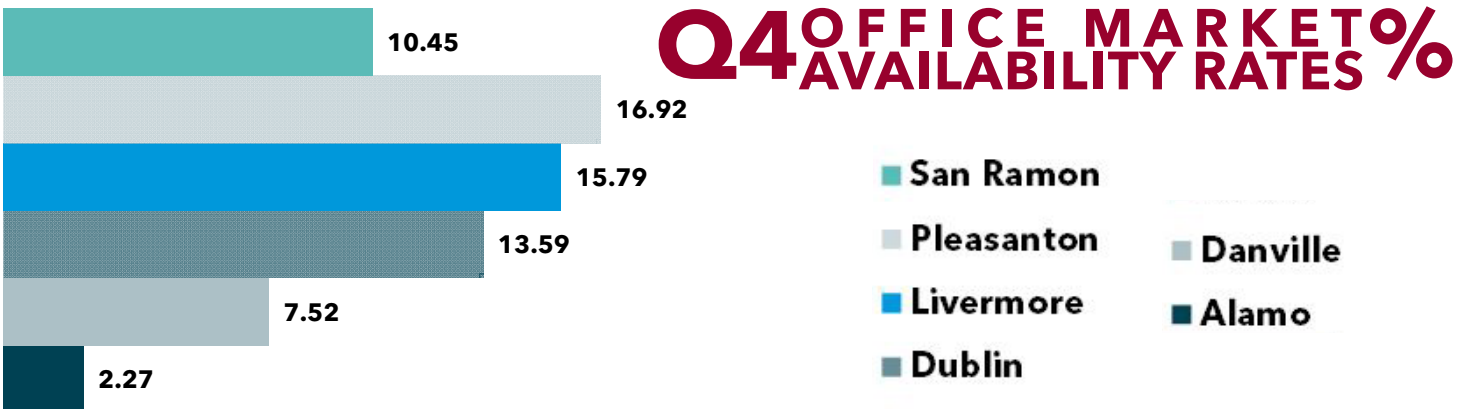


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MARKET		INVENTORY		AVAILABILITY			AVAILABILITY RATE	
		Buildings	Total SF	Direct SF	Sublease SF	Available SF	Direct	Total
ALAMO	A	1	49,000	4,009	0	4,009	8.18%	8.18%
	B	10	127,934	0	0	0	0.00%	0.00%
	TOTAL	11	176,934	4,009	0	4,009	2.27%	2.27%
DANVILLE	A	3	64,000	1,601	8,364	9,965	2.50%	15.57%
	B	60	788,160	36,543	17,605	54,148	4.64%	6.87%
	TOTAL	63	852,160	38,144	25,969	64,113	4.48%	7.52%
DUBLIN	A	11	1,544,222	287,071	9,559	296,630	18.59%	19.21%
	B	32	898,514	31,769	3,518	35,287	3.54%	3.93%
	TOTAL	43	2,442,736	318,840	13,077	331,917	13.05%	13.59%
LIVERMORE	A	21	433,722	3,702	0	3,702	0.85%	0.85%
	B	49	966,041	217,269	0	217,269	22.49%	22.49%
	TOTAL	70	1,399,763	220,971	0	220,971	15.79%	15.79%
PLEASANTON	A	72	6,749,781	800,093	436,156	1,236,249	11.85%	18.32%
	B	92	1,753,095	173,955	28,496	202,451	9.92%	11.55%
	TOTAL	164	8,502,876	974,048	464,652	1,438,700	11.46%	16.92%
SAN RAMON	A	35	8,673,393	897,678	135,585	1,033,263	10.35%	11.91%
	B	86	1,839,063	64,715	1,007	65,722	3.52%	3.57%
	TOTAL	121	10,512,456	962,393	136,592	1,098,985	9.15%	10.45%
MARKET TOTAL		472	23,886,925	2,518,405	640,290	3,158,695	10.54%	13.22%



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

FOURTH QUARTER 2018



TRANSACTIONS

INDUSTRIAL - 394,000± SF SOLD
4225 HACIENDA DRIVE, PLEASANTON
DERMODY PROPERTIES



INDUSTRIAL - 148,440± SF LEASED
6150 LAS POSITAS ROAD, LIVERMORE
HAWTHORNE HYDROPONICS - SCOTTS



OFFICE - 100,986± SF SOLD
GIBRALTAR CENTER, PLEASANTON
BIO-RAD LABORATORIES, INC.



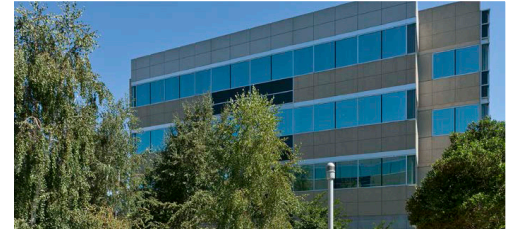
INDUSTRIAL - 69,650± SF SOLD
230-250 S.VASCO ROAD, LIVERMORE
AI INDUSTRIES



INDUSTRIAL - 21,600± SF LEASED
174 LAWRENCE DRIVE, LIVERMORE
GEYSER NATURAL BEVERAGE CO.



OFFICE - 19,200± SF LEASED
4120 DUBLIN BOULEVARD, DUBLIN
STANFORD HEALTH CARE



INDUSTRIAL - 14,160± SF SOLD
1113 GREENVILLE ROAD, LIVERMORE
DGSB PROPERTIES, LLC



INDUSTRIAL - 13,608± SF LEASED
2110 RHEEM DRIVE, PLEASANTON
AMM FENCING, INC.



INDUSTRIAL - 10,272± SF LEASED
6780 SIERRA COURT, DUBLIN
DI OVERNIGHT, LLC



INDUSTRIAL - 10,201± SF LEASED
3 WYOMING STREET, PLEASANTON
KARPARK LLC



INDUSTRIAL - 10,077± SF LEASED
5 WYOMING STREET, PLEASANTON
CHILTON AUTO BODY PLEASANTON, INC.



INDUSTRIAL - 8,800± SF LEASED
7701 MARATHON DRIVE, LIVERMORE
REUBEN BORG FENCE



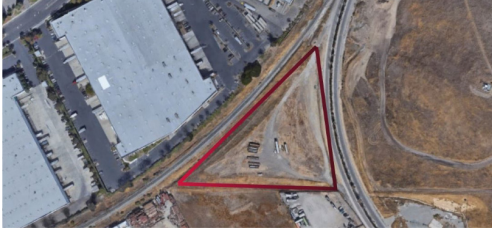
East Bay / Tri-Valley Quarterly Report
INDUSTRIAL & OFFICE MARKET

FOURTH QUARTER 2018

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
27,599±SF INDUSTRIAL SPACE
250 S. VASCO ROAD



FOR LEASE IN LIVERMORE
19,257±SF OFFICE SPACE
2575 COLLIER CANYON ROAD



FOR LEASE IN HERCULES
14,000±SF RETAIL SPACE
JOHN MUIR PARKWAY



FOR SUBLEASE IN PLEASANTON
9,697±SF OFFICE SPACE
4301 HACIENDA DRIVE



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 SALE IN LIVERMORE
8,963±SF OFFICE SPACE
111 LINDBERGH AVENUE



FOR LEASE IN PLEASANTON
6,607±SF OFFICE SPACE
5502 SUNOL BOULEVARD



FOR LEASE IN PLEASANTON
6,000±SF RETAIL SPACE
629-633 MAIN STREET

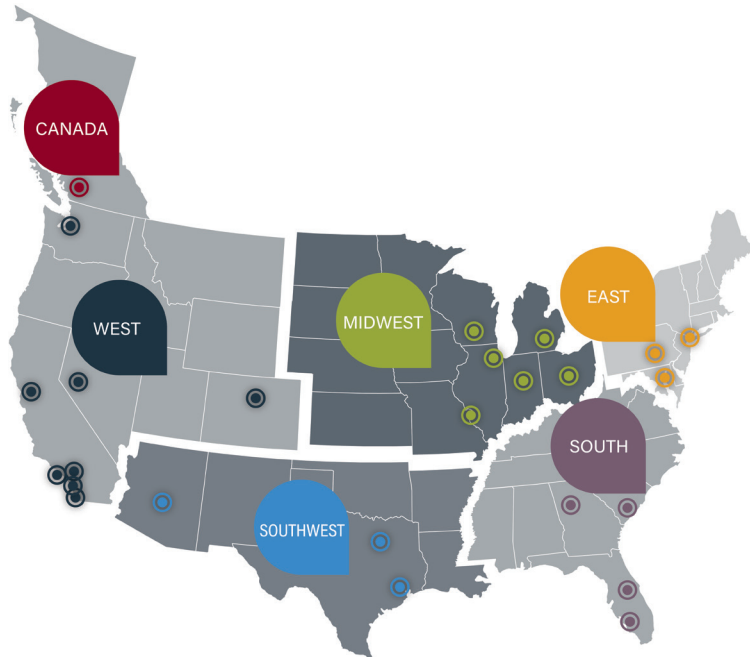


East Bay / Tri-Valley Quarterly Report INDUSTRIAL & OFFICE MARKET

FOURTH 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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