

2ND QUARTER 2019

The 2nd Quarter shows little change from last Quarter throughout the Tri-Valley Markets.

This Quarter's highlight of office activity was Workday's big move into their new state of the art 450,000±SF office complex in Stoneridge Mall near the Pleasanton BART station. Recently vacated 150,000±SF was back filled by a lease with TenX. Their other vacant space of 155,000±SF on Stoneridge Mall Road contributes to the vacancy rate in the market. Also contributing to the rising vacancy is The Hacienda Lakes Complex in Hacienda Business Park at nearly 30% vacant. Rates have dipped to the low \$3.00/SF range, throughout the Tri-Valley.

The Industrial Market continues to mimic the Office Market. Several large vacancies are also responsible for the higher vacancy rate, while smaller spaces (under 20,000±SF) and industrial/flex units remain in demand and short supply. Thusly, we are seeing all time high lease rates for these smaller and midsize spaces. Larger industrial spaces (greater than 20,000±SF), typically in East Livermore are experiencing longer lease up times, asking lease rates remain in the \$0.75 - \$0.85/SF NNN range.

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!

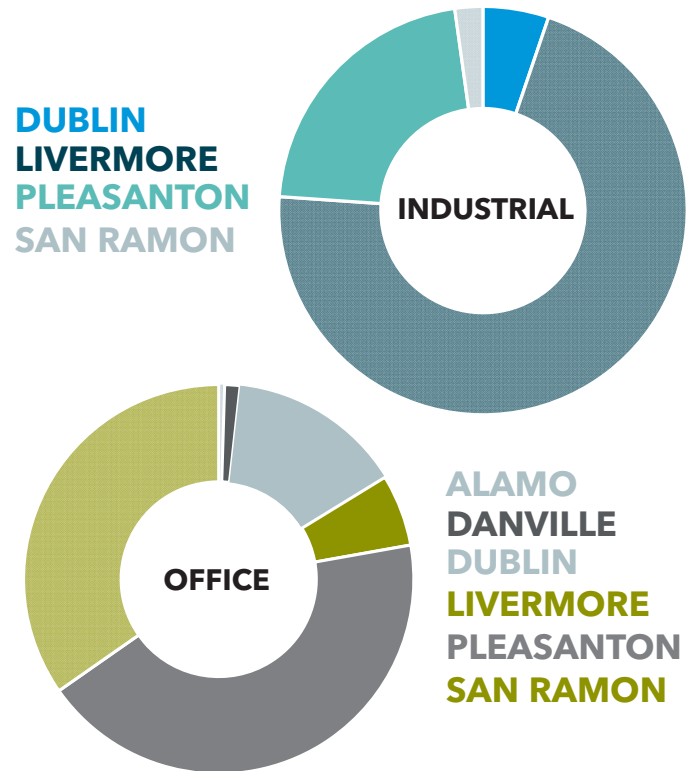
**-Brett Holden, Managing Principal
 Lee & Associates - Pleasanton**

MARKET SNAPSHOT

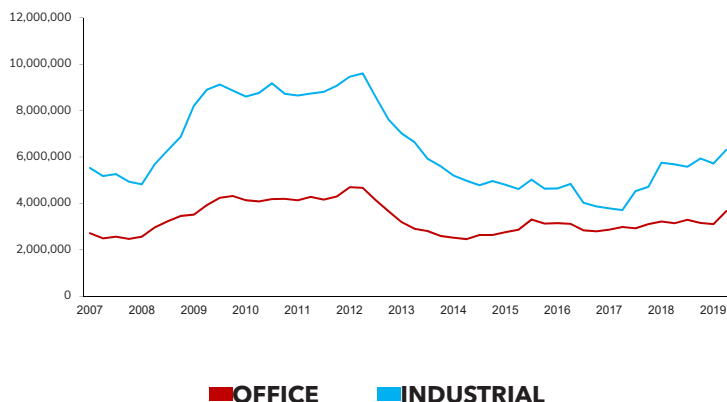
Tri-Valley Industrial Inventory: 29,177,919
 Tri-Valley Industrial Availability: 2,637,748
 Tri-Valley Availability Rate: 9.04%

Tri-Valley Office Inventory: 23,884,278
 Tri-Valley Office Availability: 3,675,196
 Tri-Valley Availability Rate: 15.39%

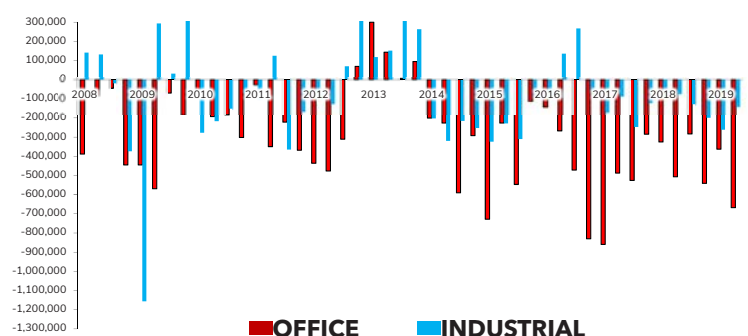
TOTAL AVAILABLE SF BY SUBMARKET



TRI-VALLEY AVAILABLE HISTORY

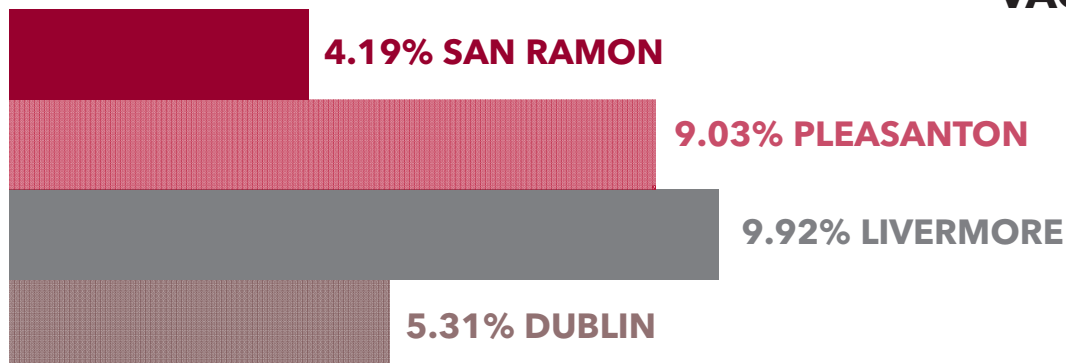


TRI-VALLEY ABSORPTION HISTORY

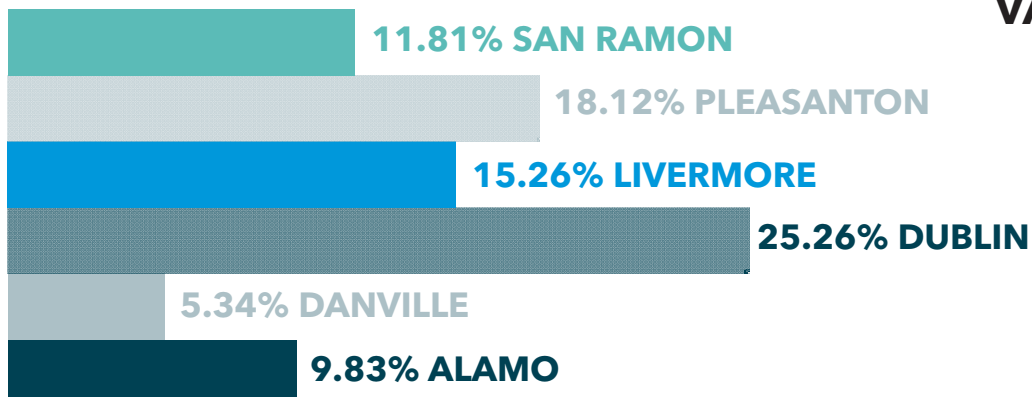


Lee & Associates maintains an up-to-date database of all available properties and sold/leased properties.

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	11,107	7,978	19,085	3.47%	5.97%
FLEX/R&D	7	553,575	65,417	0	65,417	11.82%	11.82%
WAREHOUSE/DIST	4	545,999	0	10,452	10,452	0.00%	1.91%
TOTAL	71	2,590,396	119,047	18,430	137,477	4.60%	5.31%
LIVERMORE							
INDUSTRIAL	438	5,633,808	186,257	1,800	188,057	3.31%	3.34%
MULTI TENANT/INCUBATOR	30	1,091,641	59,108	2,904	62,012	5.41%	5.68%
FLEX/R&D	72	2,097,948	71,092	0	71,092	3.39%	3.39%
WAREHOUSE/DIST	87	10,033,382	1,474,358	74,193	1,548,551	14.69%	15.43%
TOTAL	627	18,856,779	1,790,815	78,897	1,869,712	9.50%	9.92%
PLEASANTON							
INDUSTRIAL	213	2,050,003	21,541	0	21,541	1.05%	1.05%
MULTI TENANT/INCUBATOR	18	495,256	14,074	0	14,074	2.84%	2.84%
FLEX/R&D	97	3,183,351	230,591	39,363	269,954	7.24%	8.48%
WAREHOUSE/DIST	4	605,795	262,883	3,662	266,545	43.39%	44.00%
TOTAL	332	6,334,405	529,089	43,025	572,114	8.35%	9.03%
SAN RAMON							
INDUSTRIAL	21	728,185	34,157	0	34,157	4.69%	4.69%
MULTI TENANT/INCUBATOR	9	232,386	8,100	0	8,100	3.49%	3.49%
FLEX/R&D	6	435,768	16,188	0	16,188	3.71%	3.71%
TOTAL	36	1,396,339	58,445	0	58,445	4.19%	4.19%
MARKET TOTAL	1,066	29,177,919	2,497,396	140,352	2,637,748	8.56%	9.04%

VACANCY RATES

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	127,245	13,311	0	13,311	10.46%	10.46%
	TOTAL	11	176,245	17,320	0	17,320	9.83%	9.83%
DANVILLE								
	A	3	64,000	1,971	0	1,971	3.08%	3.08%
	B	60	788,160	29,453	14,080	43,533	3.74%	5.52%
	TOTAL	63	852,160	31,424	14,080	45,504	3.69%	5.34%
DUBLIN								
	A	12	1,624,722	475,344	118,203	593,547	29.26%	36.53%
	B	31	819,998	23,995	0	23,995	2.93%	2.93%
	TOTAL	43	2,444,720	499,339	118,203	617,542	20.43%	25.26%
LIVERMORE								
	A	21	433,722	6,689	0	6,689	1.54%	1.54%
	B	48	962,041	206,242	0	206,242	21.44%	21.44%
	TOTAL	69	1,395,763	212,931	0	212,931	15.26%	15.26%
PLEASANTON								
	A	72	6,749,781	863,174	415,291	1,278,465	12.79%	18.94%
	B	92	1,753,153	239,272	22,950	262,222	13.65%	14.96%
	TOTAL	164	8,502,934	1,102,446	438,241	1,540,687	12.97%	18.12%
SAN RAMON								
	A	35	8,673,393	852,123	323,223	1,175,346	9.82%	13.55%
	B	86	1,839,063	65,866	0	65,866	3.58%	3.58%
	TOTAL	121	10,512,456	917,989	323,223	1,241,212	8.73%	11.81%
MARKET TOTAL		471	23,884,278	2,781,449	893,747	3,675,196	11.65%	15.39%

VACANCY RATES

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

SECOND QUARTER 2019



TRANSACTIONS

INDUSTRIAL - 90,629± SF LEASED
5675 SUNOL BOULEVARD, PLEASANTON
TAE, LLC



INDUSTRIAL - 25,920± SF LEASED
6800 SIERRA COURT, PLEASANTON
INTEGRATED RESOURCES GROUP, INC.



WAREHOUSE - 25,500± SF LEASED
6780 SIERRA COURT, DUBLIN
EDGE GYMNASICS



INDUSTRIAL - 12,584± SF LEASED
283 AIRWAY BOULEVARD, LIVERMORE
FALCK NORTHERN CA CORP



INDUSTRIAL - 11,750± SF LEASED
6663 OWENS DRIVE, PLEASANTON
PORTRAIT DISPLAYS INC



INDUSTRIAL - 10,800± SF LEASED
7650 HAWTHORNE DRIVE, LIVERMORE
TRANSPORTATION COMMODITIES, INC.



INDUSTRIAL - 10,297± SF SOLD
6602 OWENS DRIVE, PLEASANTON
JOSEPH & NICKI PARISI LIVING TRUST



RETAIL - 9,237± SF SOLD
6351 DUBLIN BOULEVARD, DUBLIN
BRILLIANT MINDS INVESTMENTS LLC



OFFICE - 8,963± SF SOLD
111 LINDBERGH AVENUE, LIVERMORE
DAVID BERRETA



OFFICE - 7,959± SF SOLD
101 PARK PLACE, SAN RAMON
LENA PROPERTIES, LLC



INDUSTRIAL - 6,928± SF SOLD
5914 LAS POSITAS ROAD, LIVERMORE
COURTNEY FAMILY TRUST



INDUSTRIAL - 4,334± SF SOLD
5942 LAS POSITAS ROAD, LIVERMORE
JOHN & SUZANNE DEFREITAS



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

SECOND QUARTER 2019



EXCLUSIVE LEE LISTINGS

FOR LEASE IN DUBLIN

80,500±SF OFFICE SPACE
7950 DUBLIN BOULEVARD



FOR LEASE IN LIVERMORE

36,500±SF RETAIL SPACE
1600 N. VASCO ROAD



FOR SALE IN SAN RAMON

33,912±SF INDUSTRIAL SPACE
3420 FOSTORIA WAY



FOR LEASE IN LIVERMORE

32,112±SF INDUSTRIAL SPACE
7085 LAS POSITAS ROAD



FOR LEASE IN LIVERMORE

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



FOR SUBLEASE IN DUBLIN

19,940±SF RETAIL SPACE
6430-6440 DUBLIN COURT



FOR LEASE IN LIVERMORE

19,257±SF OFFICE SPACE
2575 COLLIER CANYON ROAD



FOR SALE IN SAN LEANDRO

18,078±SF OFFICE SPACE
215-237 ESTUDILLO AVENUE



FOR LEASE/SALE IN FREMONT

16,860±SF INDUSTRIAL SPACE
45897 HOTCHKISS STREET



FOR LEASE IN LIVERMORE

15,600±SF INDUSTRIAL SPACE
174 LAWRENCE DRIVE



FOR LEASE IN HERCULES

14,000±SF RETAIL SPACE
THE EXCHANGE



FOR LEASE IN LIVERMORE

12,000±SF INDUSTRIAL SPACE
88 WRIGHT BROTHERS AVENUE



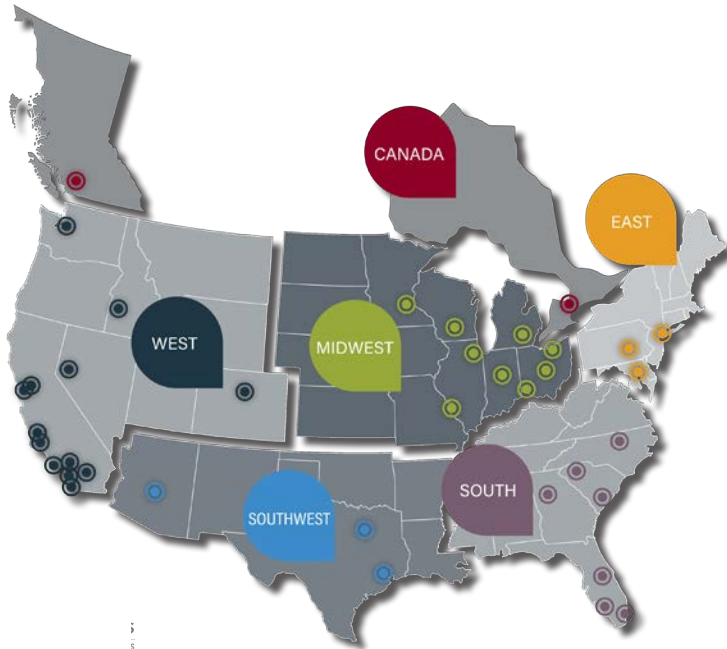
East Bay / Tri-Valley Quarterly Report

INDUSTRIAL & OFFICE MARKET

SECOND QUARTER 2019



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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