

3RD QUARTER 2019

This Quarter's highlight of office activity was the construction of Phase One of Zeiss Innovation Center's three story R&D building of approximately 208,000±SF in Dublin. Phase 2 will consist of an additional 224,000±SF, five story R&D building as well as a five story, 1,229 space parking garage. This new site will bring approximately 1,500 new employees to Dublin. There has been an increase in sublease activity in the Tri-Valley market, including Rodan & Fields 50,000±SF in Bishop Ranch. Lease rates have continued to plateau throughout the Tri-Valley with Class A rents in the low \$3.00/SF FS range and Class B rents in the high \$2.00/SF range.

The Industrial market continues to see a limited amount of availability throughout the smaller (under 25,000±SF) spaces. With that, monthly rates have been holding steady in the range of \$1.40 - \$1.70/SF IG for these smaller units. There are a large number of industrial spaces (greater than 25,000±SF) that remain vacant, causing the total vacancy rate to remain high. Mattress Firm recently contributed to lowering the vacancy rate, leasing 166,140±SF of the recently completed 280,000±SF Crow Holdings building in National Business Park. Lease rates for these larger units are in the \$0.70 - \$0.80/SF NNN range.

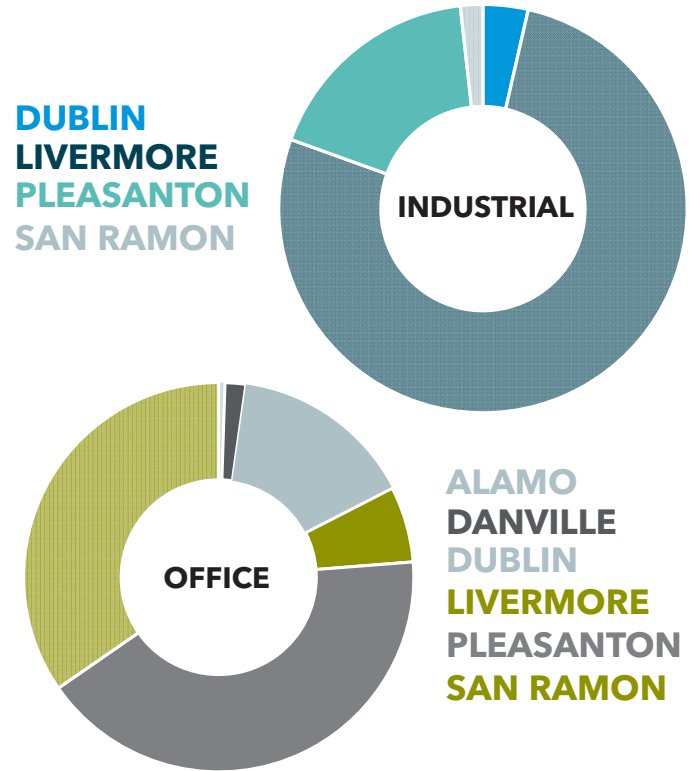
We appreciate your business and invite you to contact us with any questions or comments you have regarding commercial properties in the East Bay. Let us know how we can help you!

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

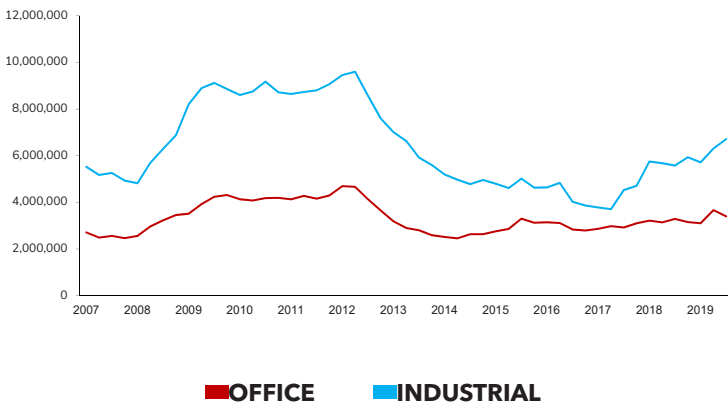
MARKET SNAPSHOT

Tri-Valley Industrial Inventory:	29,176,393
Tri-Valley Industrial Availability:	3,315,203
Tri-Valley Availability Rate:	11.36%
Tri-Valley Office Inventory:	23,809,679
Tri-Valley Office Availability:	3,402,107
Tri-Valley Availability Rate:	14.29%

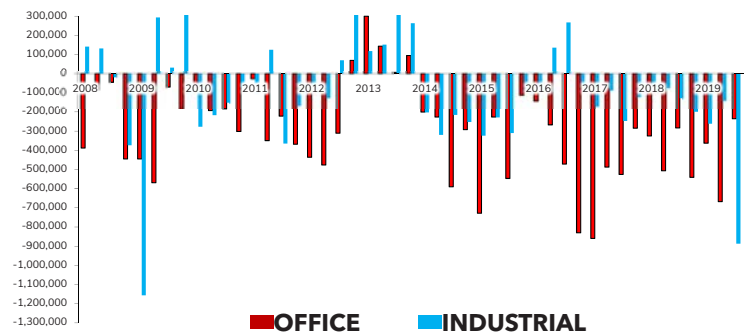
TOTAL AVAILABLE SF BY SUBMARKET



TRI-VALLEY AVAILABLE HISTORY



TRI-VALLEY ABSORPTION HISTORY



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

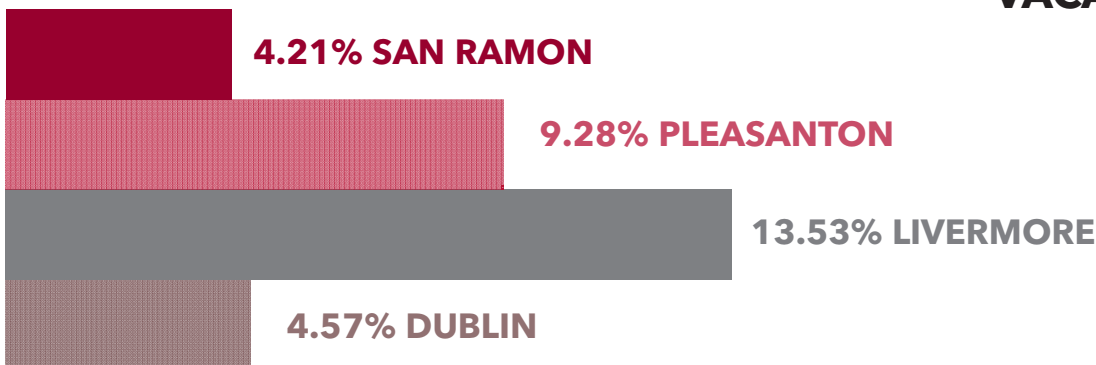
East Bay / Tri-Valley Quarterly Report
INDUSTRIAL MARKET

THIRD QUARTER 2019



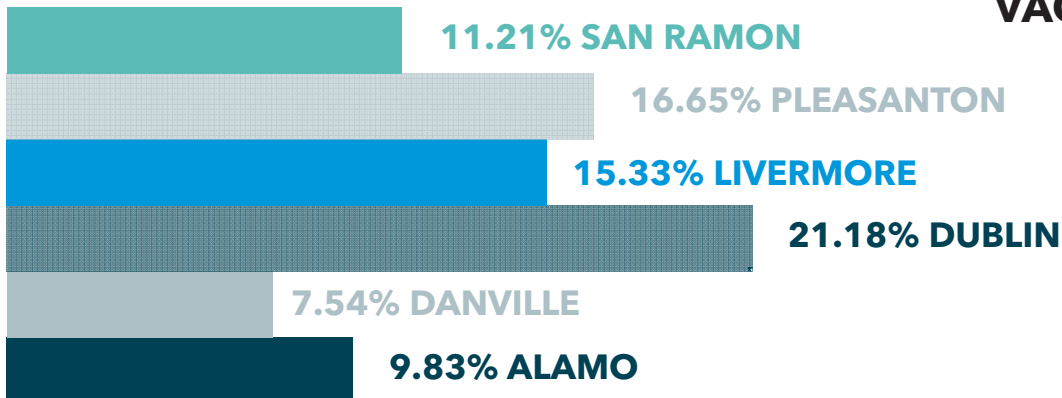
MARKET	INVENTORY		AVAILABILITY			AVAILABILITY RATE	
	Buildings	Total SF	Direct SF	Sublease SF	Available SF	Direct	Total
DUBLIN							
INDUSTRIAL	46	1,171,175	42,523	0	42,523	3.63%	3.63%
MULTI TENANT/INCUBATOR	14	319,647	7,755	15,370	23,125	2.43%	7.23%
FLEX/R&D	7	553,575	42,225	0	42,225	7.63%	7.63%
WAREHOUSE/DIST	4	545,999	0	10,452	10,452	0.00%	1.91%
TOTAL	71	2,590,396	92,503	25,822	118,325	3.57%	4.57%
LIVERMORE							
INDUSTRIAL	438	5,633,563	194,277	1,800	210,719	3.45%	3.74%
MULTI TENANT/INCUBATOR	30	1,091,641	58,863	5,032	63,895	5.39%	5.85%
FLEX/R&D	72	2,097,948	87,067	115,850	202,917	4.15%	9.67%
WAREHOUSE/DIST	87	10,032,002	1,998,635	74,193	2,072,828	19.92%	20.66%
TOTAL	627	18,855,154	2,338,842	196,875	2,550,359	12.40%	13.53%
PLEASANTON							
INDUSTRIAL	212	2,044,635	27,962	0	27,962	1.37%	1.37%
MULTI TENANT/INCUBATOR	18	495,256	1,933	0	1,933	0.39%	0.39%
FLEX/R&D	98	3,188,818	252,699	39,363	292,062	7.92%	9.16%
WAREHOUSE/DIST	4	605,795	262,883	2,825	265,708	43.39%	43.86%
TOTAL	332	6,334,504	545,477	42,188	587,665	8.61%	9.28%
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	16,597	0	16,597	3.81%	3.81%
TOTAL	36	1,396,339	58,854	0	58,854	4.21%	4.21%
MARKET TOTAL	1,066	29,176,393	3,035,676	264,885	3,315,203	10.40%	11.36%

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	6,295	0	6,295	9.84%	9.84%
	B	59	713,561	38,271	14,080	52,351	5.36%	7.34%
	TOTAL	62	777,561	44,566	14,080	58,646	5.73%	7.54%
DUBLIN	A	12	1,624,722	368,029	118,203	486,232	22.65%	29.93%
	B	31	819,998	31,608	0	31,608	3.85%	3.85%
	TOTAL	43	2,444,720	399,637	118,203	517,840	16.35%	21.18%
LIVERMORE	A	21	433,722	11,307	0	11,307	2.61%	2.61%
	B	48	962,041	202,732	0	202,732	21.07%	21.07%
	TOTAL	69	1,395,763	214,039	0	214,039	15.33%	15.33%
PLEASANTON	A	72	6,749,781	791,481	398,049	1,189,530	11.73%	17.62%
	B	92	1,753,153	197,860	28,159	226,019	11.29%	12.89%
	TOTAL	164	8,502,934	989,341	426,208	1,415,549	11.64%	16.65%
SAN RAMON	A	35	8,673,393	754,117	358,668	1,112,785	8.69%	12.83%
	B	86	1,839,063	60,493	5,435	65,928	3.29%	3.58%
	TOTAL	121	10,512,456	814,610	364,103	1,178,713	7.75%	11.21%
MARKET TOTAL		470	23,809,679	2,479,513	922,594	3,402,107	10.41%	14.29%

VACANCY RATES



TRANSACTIONS

WAREHOUSE - 166,140± SF LEASED
7600 HAWTHORNE AVENUE, LIVERMORE
MATTRESS FIRM



INDUSTRIAL - 23,382± SF LEASED
4647 LAS POSITAS ROAD, LIVERMORE
BIG D FLOOR COVERING SUPPLIES



WAREHOUSE - 15,600± SF LEASED
174 LAWRENCE DRIVE, LIVERMORE
LONGUST DISTRIBUTING, INC.



INDUSTRIAL - 10,708± SF LEASED
6938 SIERRA COURT, DUBLIN
LIRA COSMECEUTICAL



INDUSTRIAL - 10,320± SF LEASED
6805 SIERRA COURT, DUBLIN
GALLEHER CORPORATION



INDUSTRIAL - 8,720± SF LEASED
5679 LA RIBERA STREET, LIVERMORE
MARPO KINETICS



INDUSTRIAL - 90,629± SF SOLD
5675 SUNOL BOULEVARD, PLEASANTON
STOCKBRIDGE CAPITAL GROUP, LLC



OFFICE - 88,200± SF SOLD
MONTEVINA 1 & 11, LIVERMORE
REDWOOD PROPERTIES



OFFICE - 22,800± SF SOLD
MONTEVINA 8,12, & 13, LIVERMORE
SMW 104 PROPERTY HOLDINGS



INDUSTRIAL - 19,033± SF SOLD
7139 KOLL CENTER PARKWAY, PLEASANTON
BLUE OAKS CHURCH



OFFICE - 11,333± SF SOLD
321 HARTZ AVENUE, DANVILLE
BLUE RIVE EQUITY LLC



OFFICE - 9,600± SF SOLD
MONTEVINA 2, LIVERMORE
LSTC CALIFORNIA, LLC



EXCLUSIVE LEE LISTINGS

FOR SALE IN SAN RAMON

1.74±ACRE LAND SPACE
2810 OLD CROW CANYON ROAD



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

15,975±SF INDUSTRIAL SPACE
335 & 361 LINDBERGH AVENUE



FOR LEASE IN LIVERMORE

15,800±SF RETAIL SPACE
ARROYO SECO SHOPPING CENTER



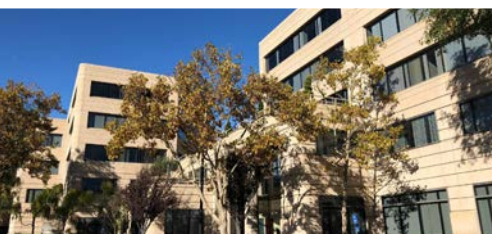
FOR LEASE IN LIVERMORE

12,000±SF INDUSTRIAL SPACE
88 WRIGHT BROTHERS AVENUE



FOR SUBLEASE IN LIVERMORE

9,697±SF INDUSTRIAL SPACE
4301 HACIENDA DRIVE, SUITE 500



FOR SUBLEASE IN DUBLIN

9,559±SF OFFICE SPACE
4160 DUBLIN BOULEVARD, SUITE 410



FOR LEASE IN LIVERMORE

8,750±SF RETAIL SPACE
THE WELL @ SUNSET

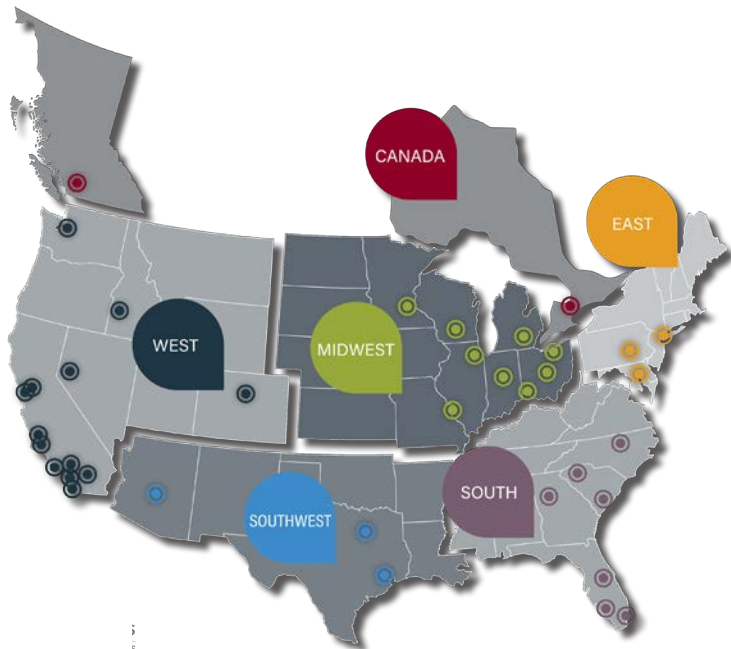


East Bay / Tri-Valley Quarterly Report INDUSTRIAL & OFFICE MARKET

THIRD 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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