

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

SECOND QUARTER 2020

2ND QUARTER 2020

As we have all seen and read, the COVID-19 pandemic is dramatically affecting commercial real estate markets throughout the country and the Tri-Valley is no different.

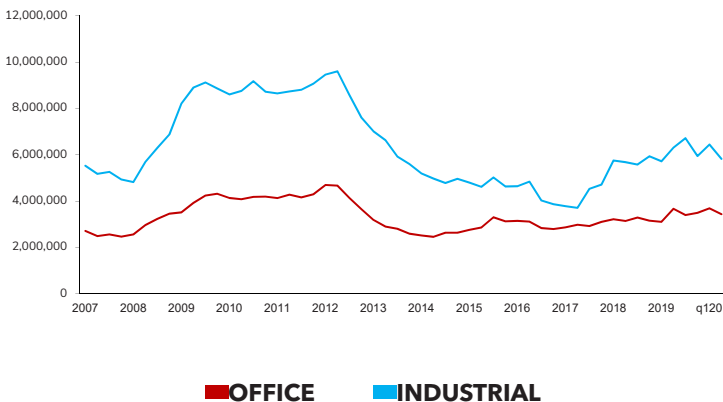
Each sector is affected differently and although the industrial market less so, it is still feeling the effects. More and more space is being put on the market and demand is generally in short supply.

Although we have yet to see a large pricing "correction" in both sale and lease pricing, vacancies have climbed in each market. Most companies have generally been in a hold pattern and are expecting to take advantage of more aggressive pricing in the coming months.

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**

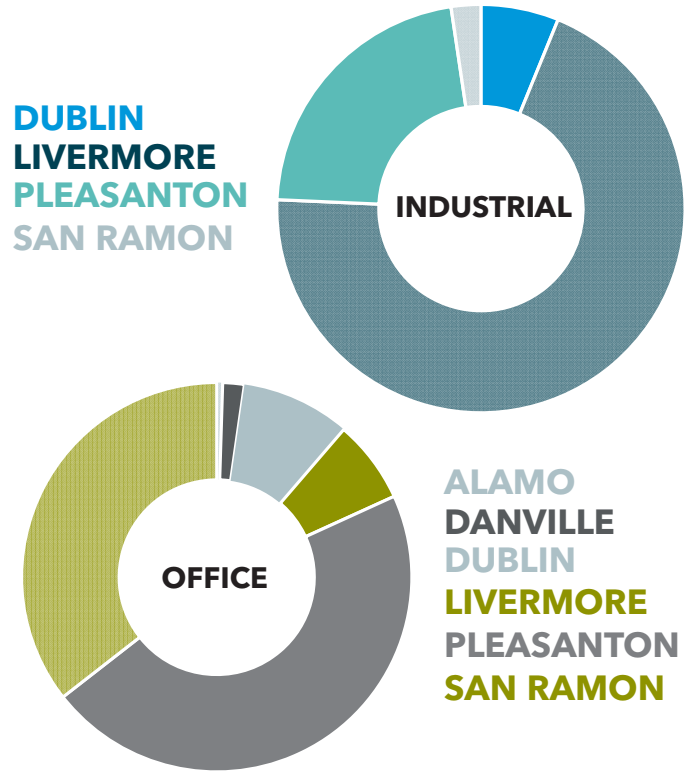
TRI-VALLEY AVAILABLE HISTORY



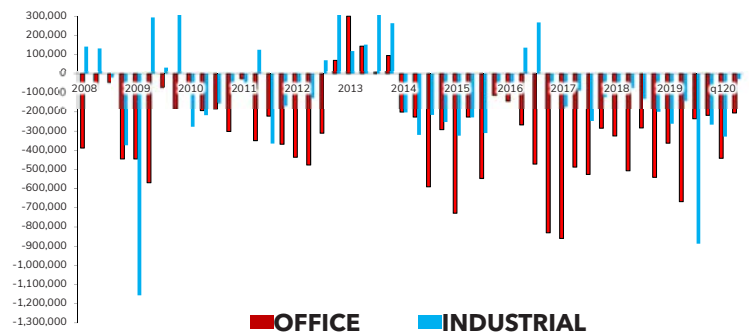
MARKET SNAPSHOT

Tri-Valley Industrial Inventory:	29,422,391
Tri-Valley Industrial Availability:	2,383,652
Tri-Valley Availability Rate:	8.10%
Tri-Valley Office Inventory:	23,849,421
Tri-Valley Office Availability:	3,441,350
Tri-Valley Availability Rate:	14.43%

TOTAL AVAILABLE SF BY SUBMARKET



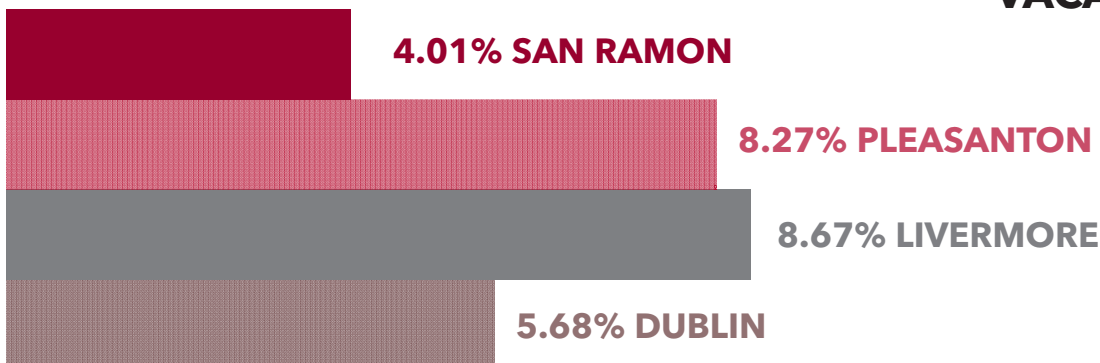
TRI-VALLEY ABSORPTION HISTORY



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

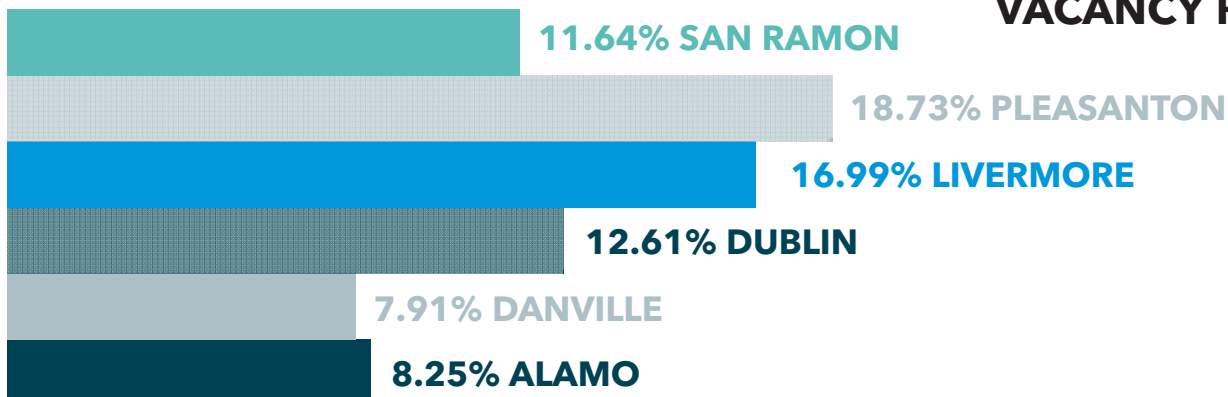
MARKET	INVENTORY		AVAILABILITY			AVAILABILITY RATE	
	Buildings	Total SF	Direct SF	Sublease SF	Available SF	Direct	Total
DUBLIN							
INDUSTRIAL	46	1,171,175	42,523	0	42,523	3.63%	3.63%
MULTI TENANT/INCUBATOR	14	319,647	24,826	14,305	39,131	7.77%	12.24%
FLEX/R&D	7	553,575	65,417	0	65,417	11.82%	11.82%
WAREHOUSE/DIST	4	545,999	0	0	0	0.00%	0.00%
TOTAL	71	2,590,396	132,766	14,305	147,071	5.13%	5.68%
LIVERMORE							
INDUSTRIAL	439	5,635,840	225,435	6,628	232,063	4.00%	4.12%
MULTI TENANT/INCUBATOR	30	1,097,841	73,712	7,976	81,688	6.71%	7.44%
FLEX/R&D	72	2,097,957	25,488	77,441	102,929	1.21%	4.91%
WAREHOUSE/DIST	87	10,272,457	958,654	281,931	1,240,585	9.33%	12.08%
TOTAL	628	19,104,095	1,283,289	373,976	1,657,265	6.72%	8.67%
PLEASANTON							
INDUSTRIAL	211	2,039,577	42,237	0	42,237	2.07%	2.07%
MULTI TENANT/INCUBATOR	18	495,256	2,779	6,131	8,910	0.56%	1.80%
FLEX/R&D	99	3,190,933	180,355	23,446	203,801	5.65%	6.39%
WAREHOUSE/DIST	4	605,795	268,398	0	268,398	44.31%	44.31%
TOTAL	332	6,331,561	493,769	29,577	523,346	7.80%	8.27%
SAN RAMON							
INDUSTRIAL	21	728,185	28,300	0	28,300	3.89%	3.89%
MULTI TENANT/INCUBATOR	9	232,386	13,976	0	13,976	6.01%	6.01%
FLEX/R&D	6	435,768	13,694	0	13,694	3.14%	3.14%
TOTAL	36	1,396,339	55,970	0	55,970	4.01%	4.01%
MARKET TOTAL	1,067	29,422,391	1,965,794	417,858	2,383,652	6.68%	8.10%

VACANCY RATES



MARKET		INVENTORY		AVAILABILITY			AVAILABILITY RATE	
		Buildings	Total SF	Direct SF	Sublease SF	Available SF	Direct	Total
ALAMO	A	1	49,000	2,788	0	2,788	5.69%	5.69%
	B	11	153,838	13,950	0	13,950	9.07%	9.07%
	TOTAL	12	202,838	16,738	0	16,738	8.25%	8.25%
DANVILLE	A	3	63,161	6,295	0	6,295	9.97%	9.97%
	B	59	713,561	41,564	13,580	55,144	5.82%	7.73%
	TOTAL	62	776,722	47,859	13,580	61,439	6.16%	7.91%
DUBLIN	A	12	1,640,661	173,056	108,644	281,700	10.55%	17.17%
	B	31	819,998	27,185	1,400	28,585	3.32%	3.49%
	TOTAL	43	2,460,659	200,241	110,044	310,285	8.14%	12.61%
LIVERMORE	A	21	433,722	18,473	4,374	22,847	4.26%	5.27%
	B	48	962,041	214,261	0	214,261	22.27%	22.27%
	TOTAL	69	1,395,763	232,734	4,374	237,108	16.67%	16.99%
PLEASANTON	A	72	6,749,052	948,500	387,631	1,336,131	14.05%	19.80%
	B	92	1,751,931	228,477	27,662	256,139	13.04%	14.62%
	TOTAL	164	8,500,983	1,176,977	415,293	1,592,270	13.85%	18.73%
SAN RAMON	A	35	8,673,393	699,341	442,538	1,141,879	8.06%	13.17%
	B	86	1,839,063	75,832	5,799	81,631	4.12%	4.44%
	TOTAL	121	10,512,456	775,173	448,337	1,223,510	7.37%	11.64%
MARKET TOTAL		471	23,849,421	2,449,722	991,628	3,441,350	10.27%	14.43%

VACANCY RATES



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

SECOND QUARTER 2020

TRANSACTIONS

LAND - 4.94± ACRES SOLD
PACIFIC COMMONS CENTER (BLDG. 8)
FORMFACTOR, INC.



INDUSTRIAL - 90,508± SF SOLD
7551 LONGARD ROAD, LIVERMORE
FORMFACTOR, INC.



OFFICE - 79,270± SF SOLD
3090 INDEPENDENCE DRIVE, LIVERMORE
RMC



LAND- 2.00± ACRES LEASED
151 GREENVILLE ROAD, LIVERMORE
KHS & S CONTRACTORS, INC.



LAND - 1.2± ACRES LEASED
1175 GREENVILLE ROAD LIVERMORE
COCHRAN LANDSCAPE MATERIALS



INDUSTRIAL - 46,080± SF LEASED
6757 LAS POSITAS ROAD, LIVERMORE
WESTEC PLASTICS CORP.



LAND - 1.51± ACRES LEASED
151 GREENVILLE ROAD, LIVERMORE
JET MULCH INC.



RETAIL - 12,300± SF LEASED
7460-68 DUBLIN BOULEVARD, DUBLIN
RECOMMENDED APPLIANCES LLC



OFFICE - 8,422± SF LEASED
12647 ALCOSTA BOULEVARD
BIOVENTRIX



INDUSTRIAL - 6,831± SF LEASED
335 LINDBERGH AVENUE, LIVERMORE
MED-PLUS PHARMACY, INC.



RETAIL - 6,000± SF LEASED
7533 DUBLIN BOULEVARD, DUBLIN
BANK OF THE WEST

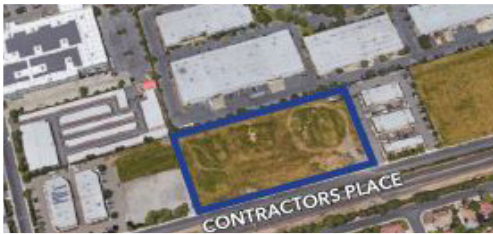


OFFICE - 5,228± SF LEASED
675 HARTZ AVENUE, DANVILLE
CATALYST DEVELOPMENT



EXCLUSIVE LEE LISTINGS

FOR SALE IN LIVERMORE
 4.28±ACRE LAND SPACE
 CONTRACTORS PLACE



FOR LEASE IN LIVERMORE
 3.00±ACRE YARD SPACE
 NATIONAL DRIVE



FOR SUBLEASE IN LIVERMORE
 124,194±SF INDUSTRIAL SPACE
 7150 PATTERSON PASS ROAD



FOR SALE IN OAKLEY
 2.61± ACRE LAND SPACE
 2140 LAUREL ROAD



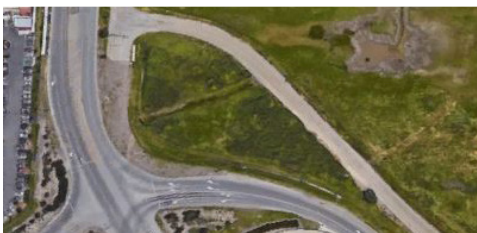
FOR LEASE IN DUBLIN
 81,575±SF OFFICE SPACE
 7950 DUBLIN BOULEVARD



FOR SALE IN SAN RAMON
 1.74± ACRE LAND SPACE
 2810 OLD CROW CANYON ROAD



FOR LEASE/SALE IN DUBLIN
 1.25± ACRE LAND SPACE
 FALLON ROAD @ CROAK ROAD



FOR LEASE IN LIVERMORE
 51,207±SF RETAIL SPACE
 VASCO PLAZA SHOPPING CENTER



FOR LEASE IN HAYWARD
 0.48± ACRE LAND SPACE
 2429 WHIPPLE ROAD



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



FOR LEASE IN PLEASANTON
 11,032±SF OFFICE SPACE
 5720 STONERIDGE MALL ROAD



FOR LEASE IN LIVERMORE
 10,575±SF INDUSTRIAL SPACE
 83 WRIGHT BROTHERS AVENUE

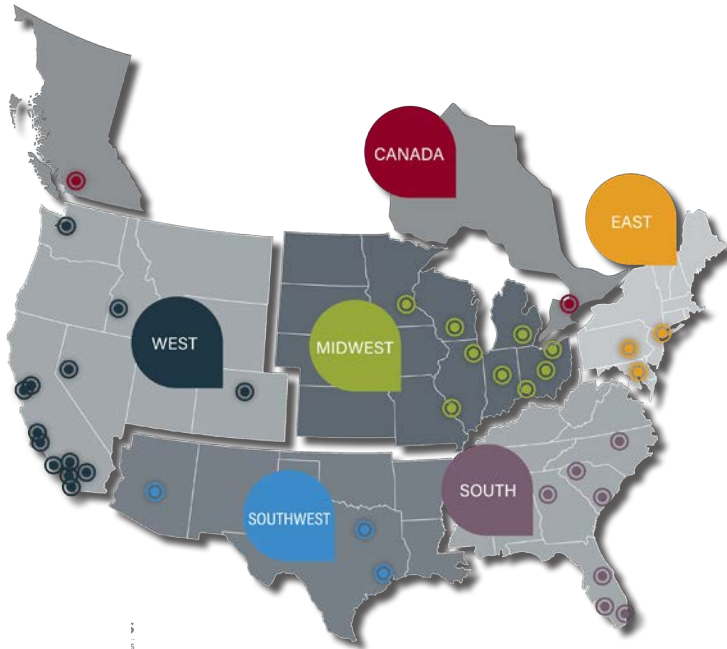


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OUR COMPANY



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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