



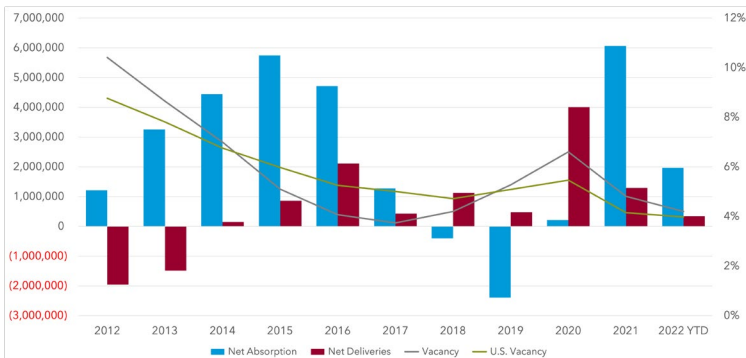
INDUSTRIAL MARKET OVERVIEW

CHRIS SCHOFIELD, SIOR, *Principal*

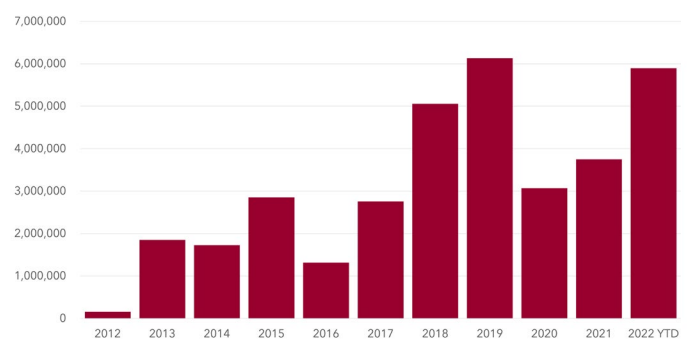
Comprised of roughly 270 million SF, the East Bay Industrial market remains strong. At the end of the third quarter, overall vacancy rates decreased once again as rents increased. Net absorption is off the pace of 2021, but that is due largely in part to a lack of inventory. The fundamentals remain the same with new construction pre-leasing, Class A buildings fielding multiple offers, and renewal rates at all time highs. The institutional sale market is projected to soften a bit with interest rates rising, but through the third quarter, multiple offers and all-time highs, remained the norm.

MARKET INDICATORS	Q3 2022	Q2 2022	Q1 2022	Q4 2021	Q3 2021
▼ 12 Mo. Net Absorption SF	5,282,845	6,420,463	5,687,656	6,063,628	2,477,860
▼ Vacancy Rate	4.2%	4.5%	4.8%	4.8%	6.2%
▲ Avg NNN Asking Rate PSF	\$1.37	\$1.35	\$1.32	\$1.29	\$1.28
▲ SF Under Construction	5,896,351	5,479,068	4,795,847	3,748,883	2,626,976
◀▶ Inventory SF	270,964,030	270,964,030	270,950,918	270,619,086	271,214,326

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1551 Atlantic Street Union City, CA	416,434 SF	\$65,000,000 \$156.09 PSF	Fortinet RC 1551 Atlantic LLC	Land
25001 Industrial Boulevard Hayward, CA	189,128 SF	\$53,000,000 \$280.23 PSF	Centerpoint Life Chrio	Class A
8380 Pardee Drive Oakland, CA	155,000 SF	Undisclosed	Markstein Sales Co & Matagrano Inc Westcore	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
850 92nd Avenue Oakland, CA (Land)	10.76 Acres	DR Stephens	Fastlane	Transportation
25450-25500 Clawiter Road Hayward, CA	353,652 SF	Dermody Properties	Rivian	Electric Vehicles
2900 Atlas Road Richmond, CA	200,000 SF	Link Logistics	Restoration Hardware	Home Furnishings

