



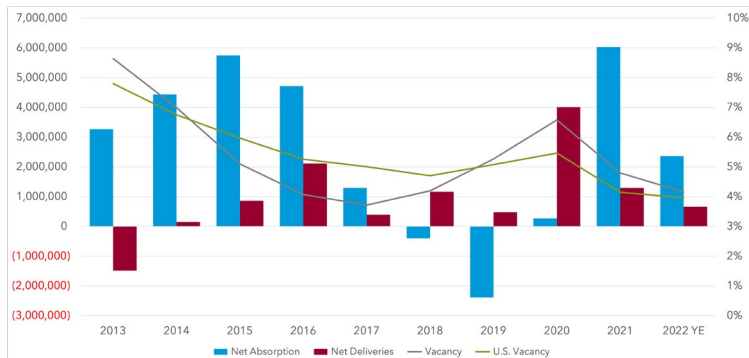
### INDUSTRIAL MARKET OVERVIEW

CHRIS SCHOFIELD, SIOR, *Principal*

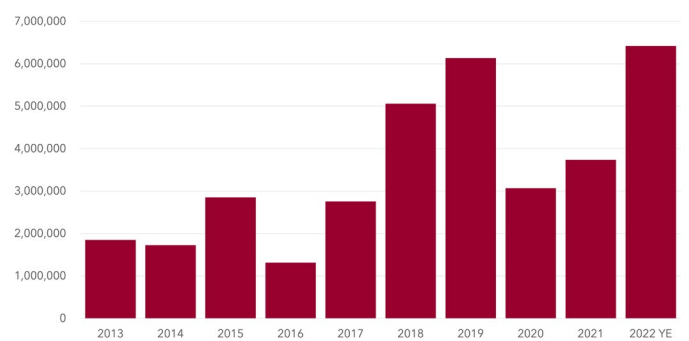
The overall industrial vacancy rate in the East Bay Area held steady at 4.2% in the fourth quarter of 2022. The combined average asking rental rates for industrial properties increased slightly to \$1.41 per square foot per month (NNN). Leasing velocity has started to slow as the 12 month net absorption for Q4 was just under 2.4 million square feet, down from 5.2 million square feet at the end of Q3. On the sale side, there is still very limited product for sale and the increase in interest rates have impacted valuations.

MARKET INDICATORS	Q4 2022	Q3 2022	Q2 2022	Q1 2022	Q4 2021
▼ 12 Mo. Net Absorption SF	2,361,899	5,199,217	6,399,152	5,658,925	6,023,076
◀▶ Vacancy Rate	4.2%	4.2%	4.5%	4.8%	4.8%
▲ Avg NNN Asking Rate PSF	\$16.92	\$16.68	\$16.32	\$15.96	\$15.60
▼ SF Under Construction	6,420,590	6,776,692	6,359,409	4,748,188	3,738,280
▲ Inventory SF	271,396,170	271,034,285	271,049,041	271,067,159	270,735,327

#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1300 7th Street/1333 8th Street Oakland, CA	29,040 SF	\$7,300,000 \$251.38 PSF	SHVF 1300 7th St LLC Kumiva Group LLC	Class B
953-957 63rd Street Oakland, CA	28,908 SF	\$5,900,000 \$204.10 PSF	Edward Hemmat Lowell Street Properties	Class B
591 Montague Street San Leandro, CA	13,353 SF	\$4,300,000 \$322.03 PSF	JJPropco LLC ZA Investments LLC	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
6753 Mowry Avenue Newark, CA	268,538 SF	Link Logistics	RK Logistics	3PL
2701 W. Winton Avenue Hayward, CA	237,400 SF	Amazon (sublease)	RK Logistics	3PL
8350 Pardee Drive Oakland, CA	232,881 SF	Goodman	RTS Holdings, LLC	3PL

