



The Tri-Valley area includes the cities of Livermore, Dublin, and Pleasanton

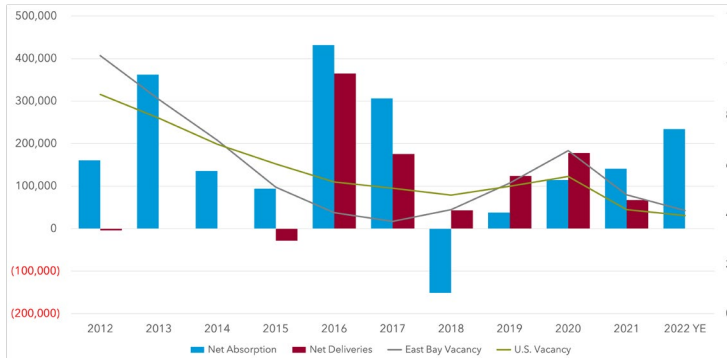
INDUSTRIAL MARKET OVERVIEW

SEAN OFFERS, SIOR, *Principal*

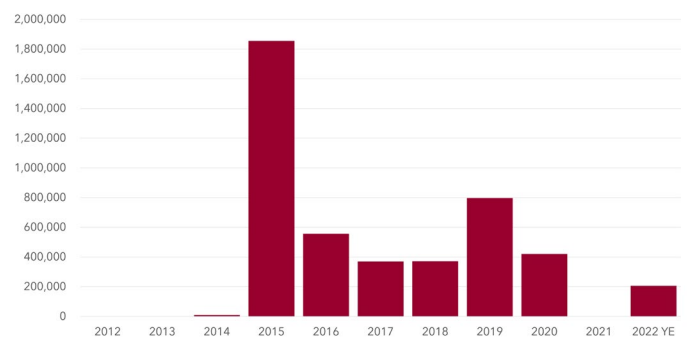
With approximately ±30 million square feet of Industrial space the Tri-Valley market continues to remain strong. A rise in interest rates combined with cautious investor and tenant demand lead to a slower pace, but the end of Q4 was business as usual. It remains a Landlord market with limited tenant options for functional space and rents at all-time highs. There has been a slight shift in landlord sentiment, and many landlords are more open to concessions such as tenant Improvement dollars and/or free rent. We believe these current conditions will continue through 2023 due in part to a lack of supply and continued strong demand.

MARKET INDICATORS	Q4 2022	Q3 2022	Q2 2022	Q1 2022	Q4 2021
▲ 12 Mo. Net Absorption SF	234,128	201,023	232,853	297,541	141,184
▼ Vacancy Rate	3.3%	3.6%	5.4%	5.2%	5.8%
▲ Avg NNN Asking Rate PSF	\$22.39	\$22.07	\$21.60	\$21.15	\$20.66
▲ SF Under Construction	206,900	195,500	185,500	163,500	-
◀▶ Inventory SF	28,133,848	28,133,848	28,133,848	28,133,848	28,133,848

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
355 South Vasco Road (Land) Livermore, CA	10 Acres	\$18,280,000 \$42.00 Per Acre	Three Pillar Communities Rosindo and Cora Salinas	Land

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
7501-7587 Las Positas Road Livermore, CA	266,825 SF	Prologis	Performance Food Group	Restaurant Services
6150 Las Positas Road Livermore, CA	148,440 SF	Prologis	The Cary Company	Packaging and Containers
6013 Las Positas Road Livermore, CA	55,586 SF	Scannell Properties	Units Moving and Portable Storage	Portable Storage Containers

