



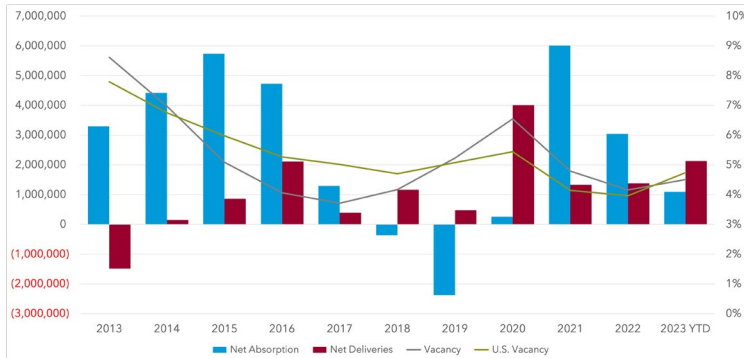
### INDUSTRIAL MARKET OVERVIEW

CHRIS SCHOFIELD, SIOR, *President*

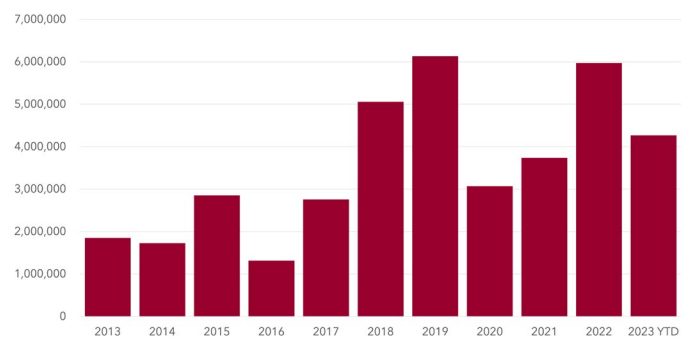
With supply chain and inventory issues shifting from the post pandemic world, industrial rents and demand remain steady, but not as explosive as in quarters past. The East Bay Industrial inventory sits at roughly 275M square feet with an additional 4M square feet under construction. Absorption levels have stabilized along with rents as we have seen three quarters of similar activity, down from the highs of the years before. While the overall vacancy sits just over four percent, the warehouse/distribution market remains much tighter. There continues to be a flight to quality and building sales remain scarce.

MARKET INDICATORS	Q2 2023	Q1 2023	Q4 2022	Q3 2022	Q2 2022
▼ 12 Mo. Net Absorption SF	3,177,563	3,609,575	3,040,283	5,389,986	6,607,265
▲ Vacancy Rate	4.30%	4.10%	4.20%	4.10%	4.50%
▼ Avg NNN Asking Rate PSF	\$1.39	\$1.40	\$1.39	\$1.37	\$1.35
▼ SF Under Construction	4,266,587	5,046,876	5,973,041	6,811,906	6,373,598
▲ Inventory SF	275,059,458	273,958,471	272,930,111	272,069,903	272,069,903

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
880 Harbour Way Richmond, CA	57,800 SF	\$13,927,000 \$240.95 PSF	Berkeley Partners A&F Properties LLC	Class A
4700 San Pablo Avenue Emeryville, CA	35,743 SF	\$6,750,000 \$188.85 PSF	SRM Ernst R&J Investment LCL	Class B
1605-1619 Abram Court San Leandro, CA	35,808 SF	\$10,550,000 \$294.63 PSF	Emery Hills LLC Claar Corporation	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
731 W. Cutting Boulevard Richmond, CA	153,747 SF	Prologis	Home Depot	Home Improvement
30526 San Antonio Street Hayward, CA	148,935 SF	Morgan Stanley	Rapid Display	Display Manufacturer
22290 Hathaway Avenue Hayward, CA	146,225 SF	Prologis	National Auto Parts	Wholesale Auto Parts

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