



### INDUSTRIAL MARKET OVERVIEW

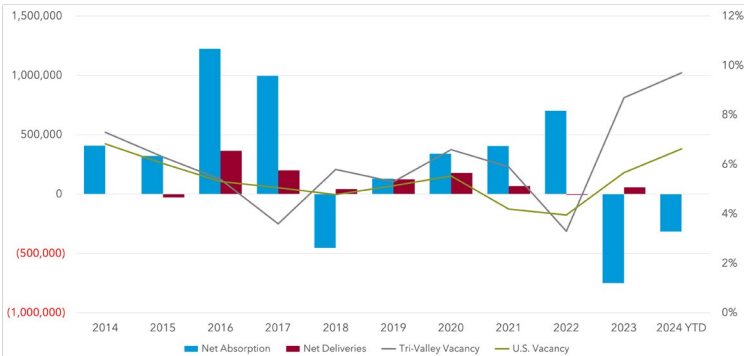
SEAN OFFERS, SIOR, *Principal*

The Tri-Valley industrial market fared well during the third quarter of 2024. Generally, the summer is slower during this time of year for a few different reasons, but it was a pleasant surprise to see a handful of lease deals completed. The 286,000sf lease that Prologis completed in Livermore further demonstrates that there is still tenant demand for newer industrial products. Sales volume was down, but given the interest rates and the approaching election, this was not a huge surprise. We anticipate that Q4 will be slow as many businesses wait to see the election results.

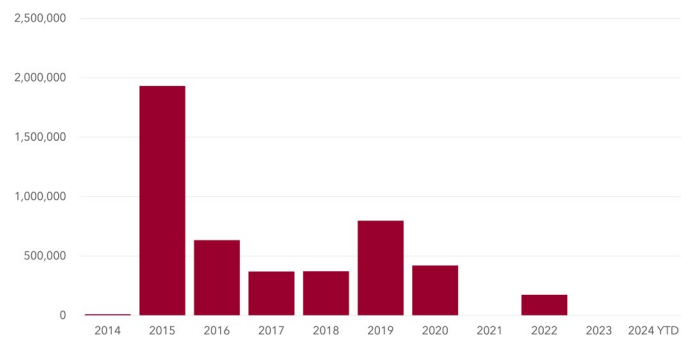
*The Tri-Valley area includes the cities of Livermore, Dublin, and Pleasanton*

| MARKET INDICATORS          | Q3 2024    | Q2 2024     | Q1 2024    | Q4 2023    | Q3 2023    |
|----------------------------|------------|-------------|------------|------------|------------|
| ▲ 12 Mo. Net Absorption SF | (629,890)  | (1,003,497) | (777,583)  | (749,277)  | (354,410)  |
| ▼ Vacancy Rate             | 9.6%       | 12.2%       | 9.6%       | 8.7%       | 8.2%       |
| ▲ Avg NNN Asking Rate PSF  | \$22.62    | \$22.48     | \$22.38    | \$22.16    | \$21.98    |
| ▲ Sale Price PSF           | \$319.00   | \$318.00    | \$319.00   | \$320.00   | \$322.00   |
| ◀▶ Cap Rate                | 6.0%       | 6.0%        | 5.9%       | 5.8%       | 5.7%       |
| ◀▶ Under Construction SF   | -          | -           | -          | -          | -          |
| ◀▶ Inventory SF            | 29,473,579 | 29,473,579  | 29,473,579 | 29,473,579 | 29,473,579 |

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



#### UNDER CONSTRUCTION



| TOP SALE TRANSACTIONS BY SF                   | SIZE      | SALE PRICE                  | BUYER / SELLER   | BUILDING CLASS |
|---|-----------|-----------------------------|--|----------------|
| 6459 Brisa Street<br>Livermore, CA            | 10,097 SF | \$3,100,000<br>\$307.03 PSF | Edwards & Sons Automotive Equip<br>Bushwood Properties LLC | Class B        |
| 3900 Valley Avenue<br>Pleasanton, CA          | 8,083 SF  | \$2,750,000<br>\$340.22 PSF | Dr. David Tian<br>Lam Family Trust                         | Class B        |
| 3163-3179 Independence Drive<br>Livermore, CA | 3,066 SF  | \$1,180,000<br>\$384.87 PSF | Keenstone<br>Jose B. Caldeira                              | Class B        |

| TOP LEASE TRANSACTIONS BY SF                   | SIZE       | LANDLORD               | TENANT            | TENANT INDUSTRY           |
|--|------------|------------------------|-------------------|---------------------------|
| 7337 Las Positas Road<br>Livermore, CA         | 286,100 SF | Prologis               | Imperial Dade     | Packaging<br>Distribution |
| 7066 Las Positas Road, Unit A<br>Livermore, CA | 53,983 SF  | 174 Lawrence Drive LLC | Bake Fresh        | Wholesale Bakery          |
| 6955-6979 Sierra Court<br>Dublin, CA           | 50,789 SF  | Jeff Maine             | All Natural Stone | Stone Distribution        |

