



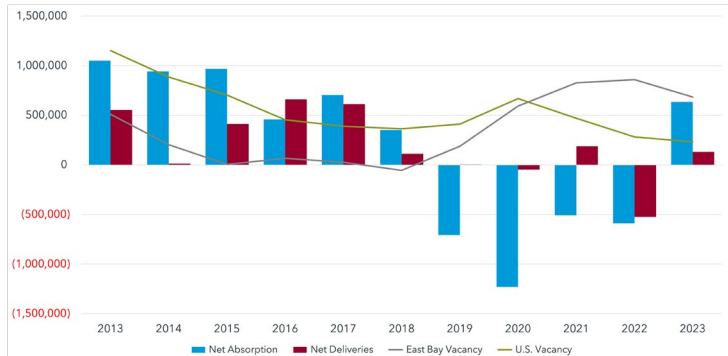
RETAIL MARKET OVERVIEW

JESSICA MAUSER, *President*

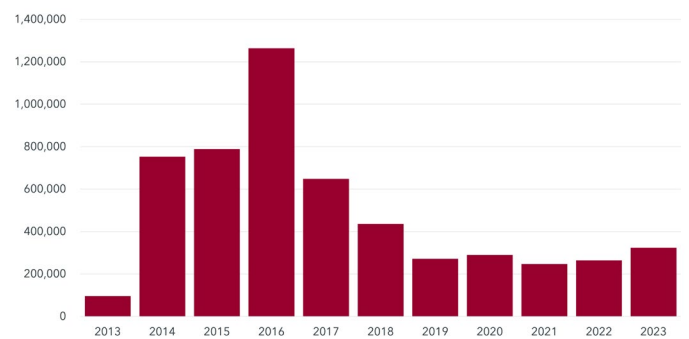
In Q4 2023, the San Francisco East Bay retail market exhibited stability, with a consistent vacancy rate of 5.10% over the past 24 months, slightly decreasing. Limited new construction occurred in 2023, contributing to positive absorption. Rental rates remained steady, but landlords offered incentives like free rent and tenant improvement allowances to attract tenants. The capital markets experienced a slowdown throughout Q4, yet there was a notable surge in closings at December's end. This uptick in activity suggests a potential indicator of growing investor confidence heading into 2024, reflecting optimism for the region's retail real estate market.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	634,829	180,591	(996)	(350,695)	(589,567)
▼ Vacancy Rate	5.1%	5.5%	5.3%	5.5%	5.5%
▼ Avg NNN Asking Rate PSF	\$31.65	\$32.26	\$32.57	\$32.88	\$32.98
▲ SF Under Construction	323,605	319,527	244,635	273,159	264,005
▲ Inventory SF	124,943,100	124,939,178	124,848,570	124,820,930	124,811,485

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
39429-39497 Fremont Boulevard* Fremont, CA	67,784 SF	\$19,609,106 \$289.29 PSF	Blue Owl The Save Mart Companies	Multi-Tenant
5341 Owens Court Pleasanton, CA	34,353 SF	\$10,900,000 \$320.00 PSF	DJP Enterprises LLC Eagle Canyon Management	Single-Tenant
2416 San Ramon Valley Boulevard San Ramon, CA	16,921 SF	\$5,800,000 \$342.77 PSF	FJM Management Ramon West LLC	Single-Tenant

* Part of 2 property portfolio

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
5130 Mowry Avenue Fremont, CA	18,410 SF	Biagini Properties, Inc	Planet Fitness	Health Care and Social Assistance
5130 Mowry Avenue Fremont, CA	17,824 SF	Biagini Properties, Inc	India Metro Hypermarket	Retailer - Grocery Store
46844-46848 Mission Boulevard Fremont, CA	15,120 SF	Sterling Organization	Harbor Freight Tools	Hardware Retailer

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