



# Office Market Report

## East Bay - CA

PREPARED BY



**OFFICE MARKET REPORT**

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12 Mo Deliveries in SF

**97.3K**

12 Mo Net Absorption in SF

**(1.5M)**

Vacancy Rate

**13.8%**

12 Mo Rent Growth

**0%**

The East Bay office market has been hit hard over the past several years. The vacancy rate has risen dramatically over the past three years as leasing activity cooled and numerous tenant moveouts resulted in occupancy losses. The market still faces considerable headwinds, as seen in the 0.9% increase in vacancy over the past year, reaching 13.8%, equalling the previous peak set in 11Q1.

Companies are assessing employee productivity in new working arrangements and analyzing the long-term costs of current office footprints. The current outlook remains murky at best as occupiers seek cost-saving options in their real estate portfolios.

Rental rates are down from a peak in 19Q4. While asking rents have primarily held flat since the second half of 2020, concessions and other incentives have been more generous for tenants than those offered before the pandemic. 4 & 5 Star properties are the only segment currently reporting negative rent growth, down

-3.1% over the past year. The market overall is flat over that same time.

New office development in the East Bay has moderated over the past decade, especially compared to San Francisco and San Jose. The most significant recent deliveries have been concentrated in Downtown Oakland, with two new office towers helping redefine the city's skyline. Both of the office buildings secured anchor tenants before breaking ground. The current development pipeline is also modest, and starts have only exceeded 100,000 SF four times since the start of 2018.

Recent sales activity has slowed significantly in recent months totaling \$603 million from 150 transactions, a far sight from the average over the past five years of \$1.8 billion. Office assets are declining in value from elevating vacancy rates and rising interest rates. Value erosion is prevalent in the office sector and is unlikely to slow in the near future.

### KEY INDICATORS

Current Quarter	RBA	Vacancy Rate	Market Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
4 & 5 Star	33,542,931	21.9%	\$45.71	25.6%	(29,372)	0	53,730
3 Star	44,709,384	12.0%	\$38.36	14.7%	(66,720)	0	0
1 & 2 Star	37,425,511	8.6%	\$34.60	10.3%	10,510	0	0
<b>Market</b>	<b>115,677,826</b>	<b>13.8%</b>	<b>\$39.28</b>	<b>16.5%</b>	<b>(85,582)</b>	<b>0</b>	<b>53,730</b>

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	0.9%	9.8%	19.1%	13.8%	2011 Q1	2.8%	2000 Q2
Net Absorption SF	(1.5M)	428,967	(2,173,824)	5,451,312	2000 Q2	(3,603,673)	2021 Q1
Deliveries SF	97.3K	999,398	25,883	4,123,864	2001 Q4	8,171	2015 Q2
Rent Growth	0%	3.2%	-3.2%	27.7%	2001 Q1	-13.1%	2002 Q4
Sales Volume	\$522M	\$1.1B	N/A	\$2.6B	2019 Q2	\$153.9M	1997 Q4

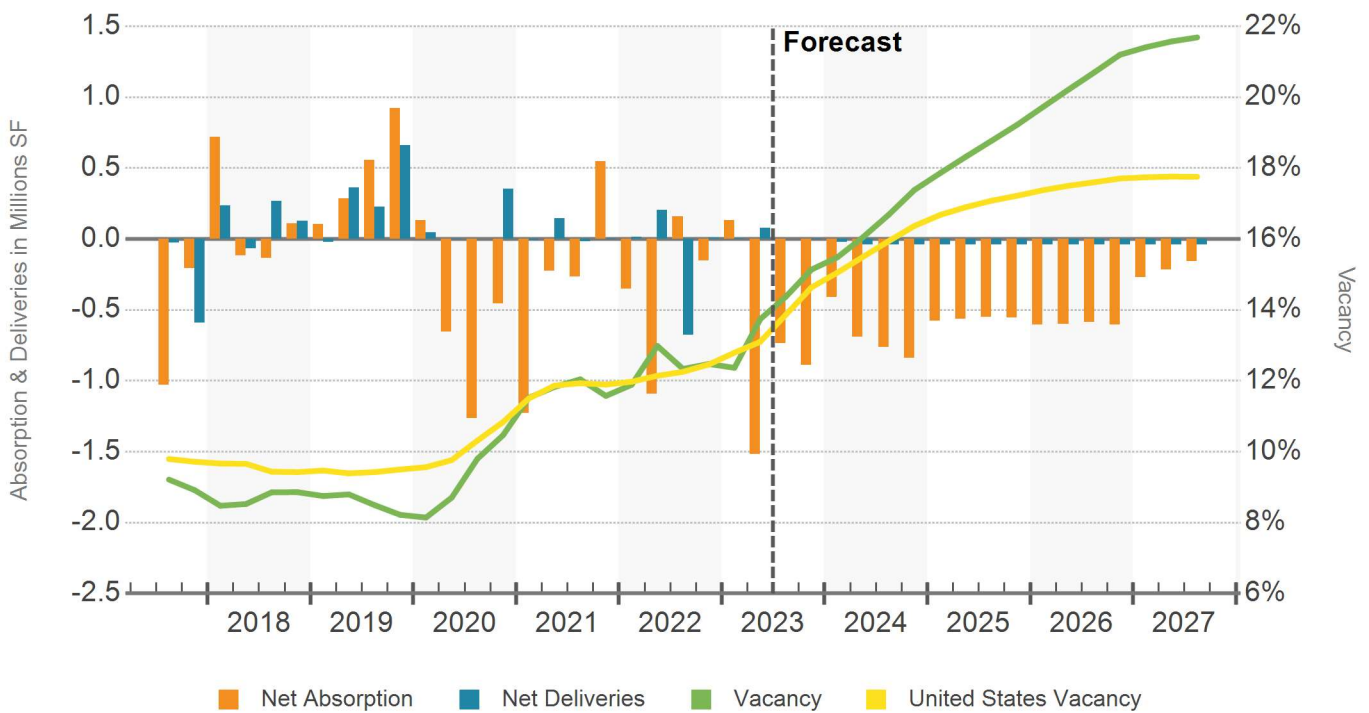
Market vacancy in the East Bay, currently 13.8%, the highest point since 11Q1, Leasing activity declined drastically at the onset of the pandemic but has slowly increased since. Still, recent activity has slowed once again, resulting in another 0.9% increase in vacancy over the past year.

Leases have been noticeably smaller in the first half of 2023. Over the past year, 11 leases of more than 25,000 SF have been signed in the market. All but two were signed in 2022. The largest lease of 2023 was a 50,000 SF deal by the professional services firm VACO in San Ramon. For comparison, the largest deals of 2022 included Amyris Biotechnologies, Inc.'s renewal at 5885 Hollis St in Emeryville for 118,000 SF. That was not the only lease signed of more than 100,000 SF. Two new leases also took place. Snowflake signed for 112,000 SF at 4140 Dublin Blvd in Dublin, and Vagaro took 106,000 SF at 4430 Rosewood Dr in Pleasanton.

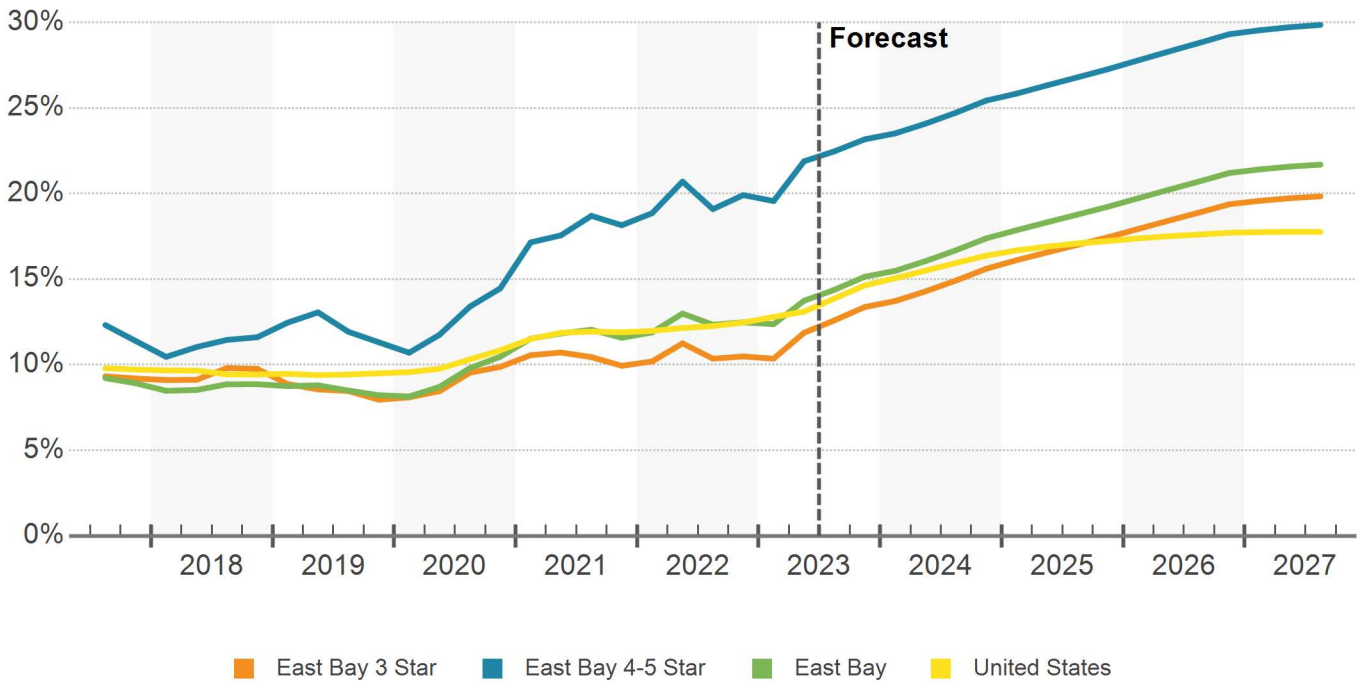
The proportion of tech tenants in the market could hamper fundamentals in the coming periods. Twitter and Meta have space in the market and announced significant layoffs with more announcements coming regularly. However, the impact of these layoffs on the office market remains to be seen, as many firms were already operating with either a fully remote or hybrid workforce, reducing their footprint requirements.

Biotech and life sciences continue to be drivers of current demand. In addition to the aforementioned renewal by Amyris Biotechnologies, recent years have seen Eat Just Inc, a San Francisco-based plant-based alternative foods company, targeting Alameda for its new headquarters after leasing 120,000 SF at the Research Park at Marina Village in Alameda in 21Q1. The leases were signed at 300 Wind River Way and 1145 Atlantic Ave. in the 1.4 million-SF waterfront campus, home to over 25 life sciences, research tenants, and traditional office users.

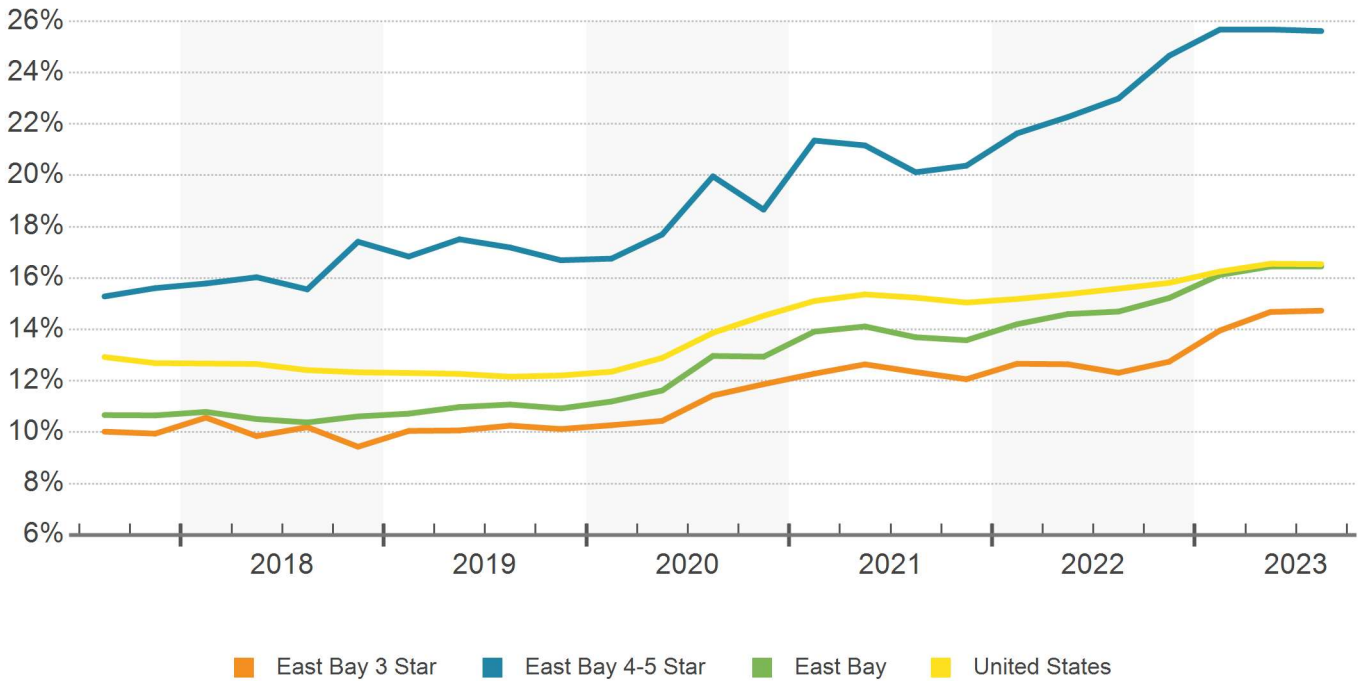
## NET ABSORPTION, NET DELIVERIES & VACANCY



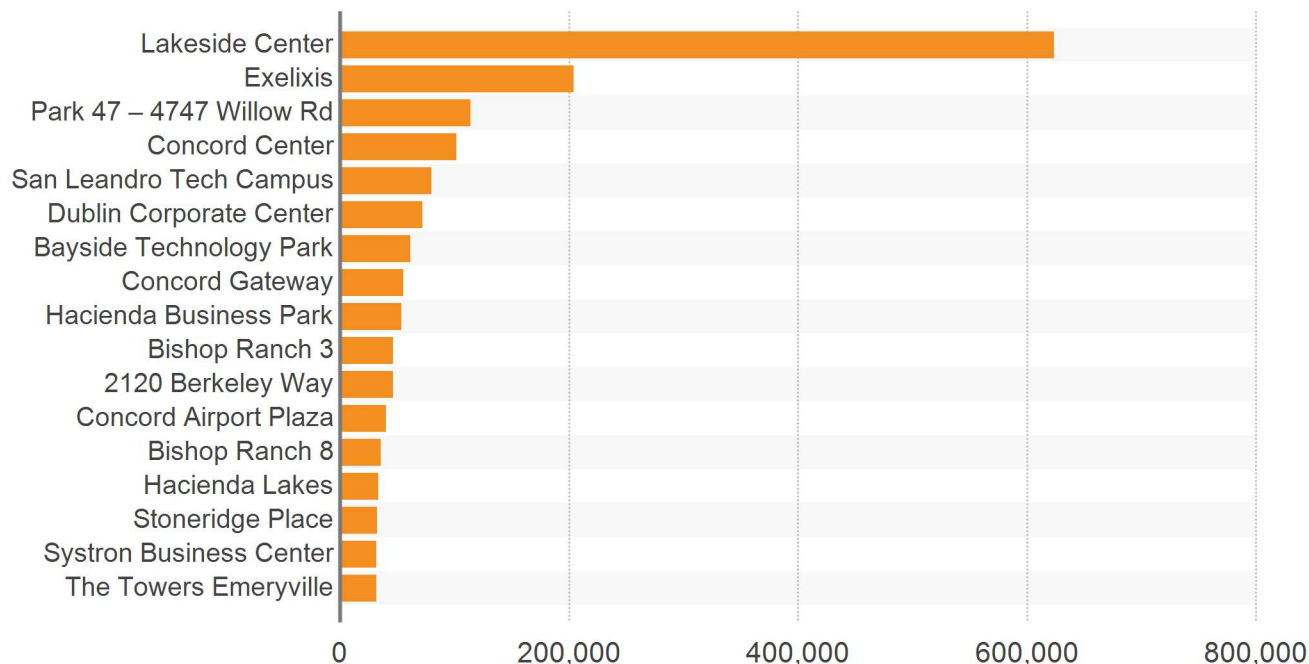
## VACANCY RATE



## AVAILABILITY RATE



### 12 MONTH NET ABSORPTION SF IN SELECTED BUILDINGS



Building Name/Address	Submarket	Bldg SF	Vacant SF	Net Absorption SF				
				1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	12 Month
Lakeside Center	Oakland-Downtown	983,737	0	623,542	0	0	0	623,542
Exelixis	Alameda	220,710	0	0	0	0	0	203,907
Park 47 – 4747 Willow Rd	Pleasanton	123,750	0	0	0	0	0	114,001
Concord Center	Concord/Pleasant Hill	364,165	132,956	(21,984)	10,375	0	0	102,057
San Leandro Tech Campus	San Leandro	132,000	22,000	0	0	80,700	0	80,053
Dublin Corporate Center	Dublin	153,004	38,704	38,721	0	0	0	72,115
Bayside Technology Park	Fremont	61,454	0	61,454	0	0	0	61,454
Concord Gateway	Concord/Pleasant Hill	316,241	96,264	(10,354)	(3,749)	0	0	55,352
Hacienda Business Park	Pleasanton	53,461	0	0	0	0	0	53,461
Bishop Ranch 3	Bishop Ranch	256,210	187,240	0	46,434	0	0	46,434
2120 Berkeley Way	Berkeley	46,334	0	0	0	0	0	46,334
Concord Airport Plaza	Concord/Pleasant Hill	177,822	37,679	11,177	13,794	0	0	40,174
Bishop Ranch 8	Bishop Ranch	225,940	185,447	(6,726)	(11,340)	0	0	35,914
Hacienda Lakes	Pleasanton	40,000	0	0	0	0	0	33,404
Stoneridge Place	Pleasanton	174,000	49,134	0	7,027	0	0	32,329
Systron Business Center	Concord/Pleasant Hill	92,000	0	0	0	0	0	31,999
The Towers Emeryville	Emeryville	226,800	141,045	(14,563)	6,691	0	0	31,730
<b>Subtotal Primary Competitors</b>		<b>3,647,628</b>	<b>890,469</b>	<b>681,267</b>	<b>69,232</b>	<b>80,700</b>	<b>0</b>	<b>1,664,260</b>
Remaining East Bay Market		112,030,198	15,081,310	(551,304)	(1,588,817)	(166,282)	0	(3,144,926)
<b>Total East Bay Market</b>		<b>115,677,826</b>	<b>15,971,779</b>	<b>129,963</b>	<b>(1,519,585)</b>	<b>(85,582)</b>	<b>0</b>	<b>(1,480,666)</b>

### TOP OFFICE LEASES PAST 12 MONTHS

Building Name/Address	Submarket	Leased SF	Qtr	Tenant Name	Tenant Rep Company	Leasing Rep Company
Bishop Ranch	Bishop Ranch	400,000	Q3 22	Chevron	-	Sunset Development C...
Washington Hospital Phase 1	Fremont	300,000	Q4 22	Washington Hospital Heal...	-	-
25001 Industrial Blvd *	Hayward/Castro Valley	180,771	Q3 22	Life Chiropractic College...	-	-
30865 San Clemente St	Hayward/Castro Valley	115,073	Q4 22	Goldilocks	-	-
San Leandro Tech Campus	San Leandro	80,700	Q3 22	Ariat International	JLL	Colliers
EmeryStation West Transit Center	Emeryville	76,000	Q4 22	Metagenomi	-	-
Bishop Ranch 3	Bishop Ranch	50,000	Q2 23	Vaco	Savills	Sunset Development C...
Harbor Bay Business Park	Alameda	43,645	Q4 22	Vivani Medical, Inc	-	Newmark
Bishop Ranch 15	Bishop Ranch	42,090	Q4 22	Pac-12	Avison Young	Sunset Development C...
The Towers Emeryville *	Emeryville	40,146	Q4 22	BeiGene	-	-
Foundry 31	Berkeley	39,384	Q4 22	-	-	Newmark
The Towers Emeryville	Emeryville	37,714	Q3 22	Regus	-	Cushman & Wakefield
Hites Plaza	Dublin	33,037	Q4 22	Tailored Brands	Northmarq	Recreate Commercial...
Old Oakland	Oakland-Downtown	30,106	Q4 22	College Track	Cushman & Wakefield	CBRE
California Plaza	Walnut Creek-BART/DT	28,000	Q1 23	-	Cushman & Wakefield	Newmark
Vineyard Business Park	Livermore	26,924	Q3 22	-	-	Kidder Mathews
Harbor Bay Business Park	Alameda	25,864	Q4 22	Discovery Life Sciences	Cushman & Wakefield	CBRE
Diablo Technology Center *	Pleasanton	25,560	Q4 22	-	-	-
Center Twenty One *	Oakland-Downtown	24,467	Q4 22	Turnitin	JLL	-
2411 Stanwell Dr	Concord/Pleasant Hill	24,440	Q3 22	Pet Food Express Corpor...	-	KW Commercial;KW C...
Oakland Tower *	Oakland-Downtown	24,317	Q4 22	Fennemore Wendel	Cushman & Wakefield	Cushman & Wakefield
Oakland Tower *	Oakland-Downtown	24,271	Q3 22	Geosyntec Consultants	-	Cushman & Wakefield
Center Twenty One	Oakland-Downtown	24,236	Q3 22	Everlaw	Cresa	CBRE
Dublin Corporate Center	Dublin	18,740	Q3 22	-	-	Hughes Marino
The Rotunda	Oakland-Downtown	17,903	Q1 23	-	-	CBRE
2175 Monarch St	Alameda	16,890	Q4 22	-	-	Cushman & Wakefield
Ygnacio Center	Walnut Creek-BART/DT	16,785	Q2 23	-	-	Bellwether Asset Mana...
2100 Powell	Emeryville	16,765	Q1 23	Eko Health	JLL	Avison Young
Hacienda Business Park	Pleasanton	15,317	Q3 22	Kimley-Horn	-	Kidder Mathews
Hollis Street Project	Emeryville	15,120	Q3 22	Silverman & Light	-	Newmark
Hookston Square *	Concord/Pleasant Hill	14,090	Q2 23	Pacific Workplaces	-	Newmark
Center Twenty One	Oakland-Downtown	13,386	Q3 22	-	-	CBRE
Harbor Bay Business Park	Alameda	13,272	Q4 22	Apertor	Newmark	CBRE
1201 Park Ave	Emeryville	12,800	Q4 22	Pixar	-	-
Eastmont Town Center	Oakland-South/Airport	12,577	Q2 23	-	Funding One Mortga...	Cushman & Wakefield
Contra Costa Centre	Walnut Creek-BART/DT	12,000	Q1 23	-	-	Cushman & Wakefield
6929 Chabot Rd	Oakland-North	12,000	Q4 22	Pear Tree	-	Silverstone Commercial
Fremont Distribution Park *	Fremont	11,424	Q3 22	Western Direct Express	JLL	-
43801 Osgood Rd	Fremont	10,000	Q3 22	NTS	JLL	JLL
43801 Osgood Rd	Fremont	10,000	Q3 22	NTS	JLL	JLL

Renewal

Rents in the East Bay are flat year over year, but this comes after a year of negative rent growth in the market from 20Q4 to 22Q1. Since then, rents have been more or less flat as market dynamics shift under the realization that lower asking rates will not bring more tenants into office properties. At the same time, concessions and lease terms have become increasingly generous for tenants, exceeding one month of free rent per year of term and turn-key TI packages in some cases.

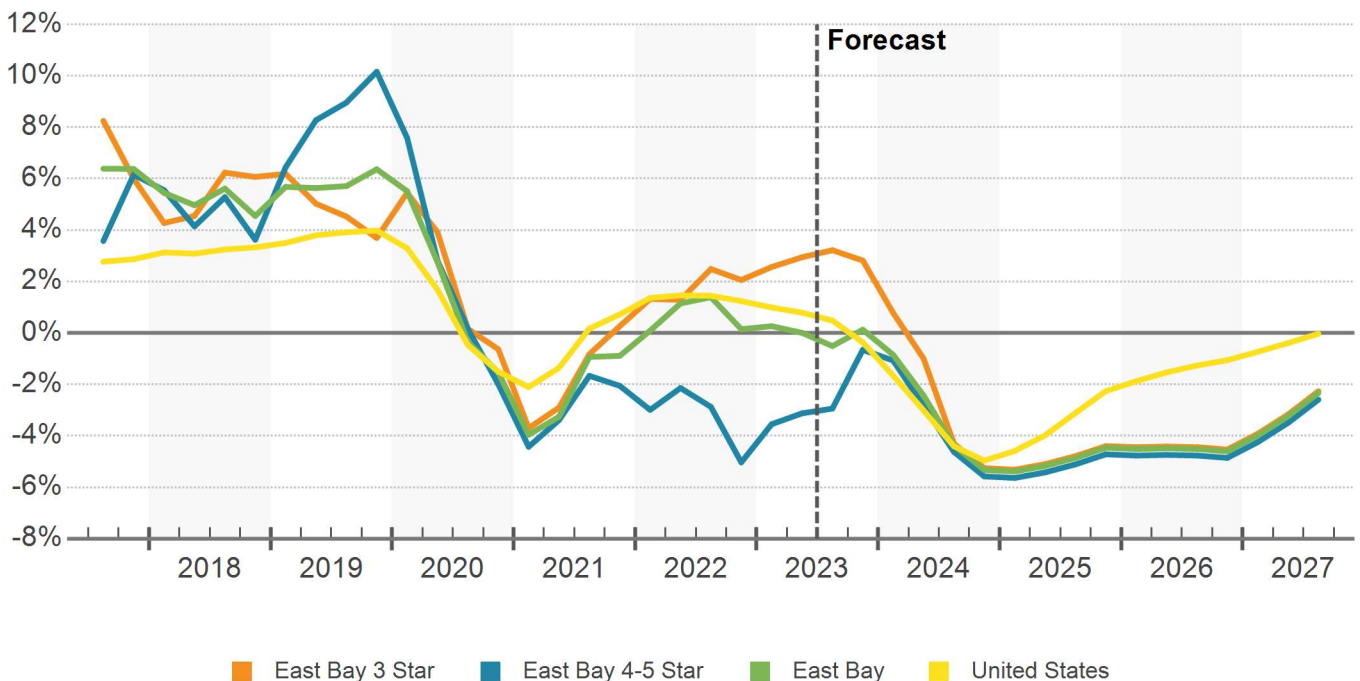
Rates are likely being weighed down by competition with now abundant sublet space. On average, sublet asking rents are roughly 20% below direct asking rents across the East Bay. But the difference is even starker in 4 & 5 Star properties, where sublet asking rents are approximately 20% below direct asking rents. There is still considerable sublet availability in the market which rests at 2.9%, nearly 20% of all available space on the market.

Before the pandemic, the East Bay was ranked among

the country's strongest metros in rent growth. Vacancy rates were historically low, with robust demand from tenants. The East Bay saw average annual rent growth of 5.0% over the past decade, well above the national average of 2.8%, a far cry from the current state of the market.

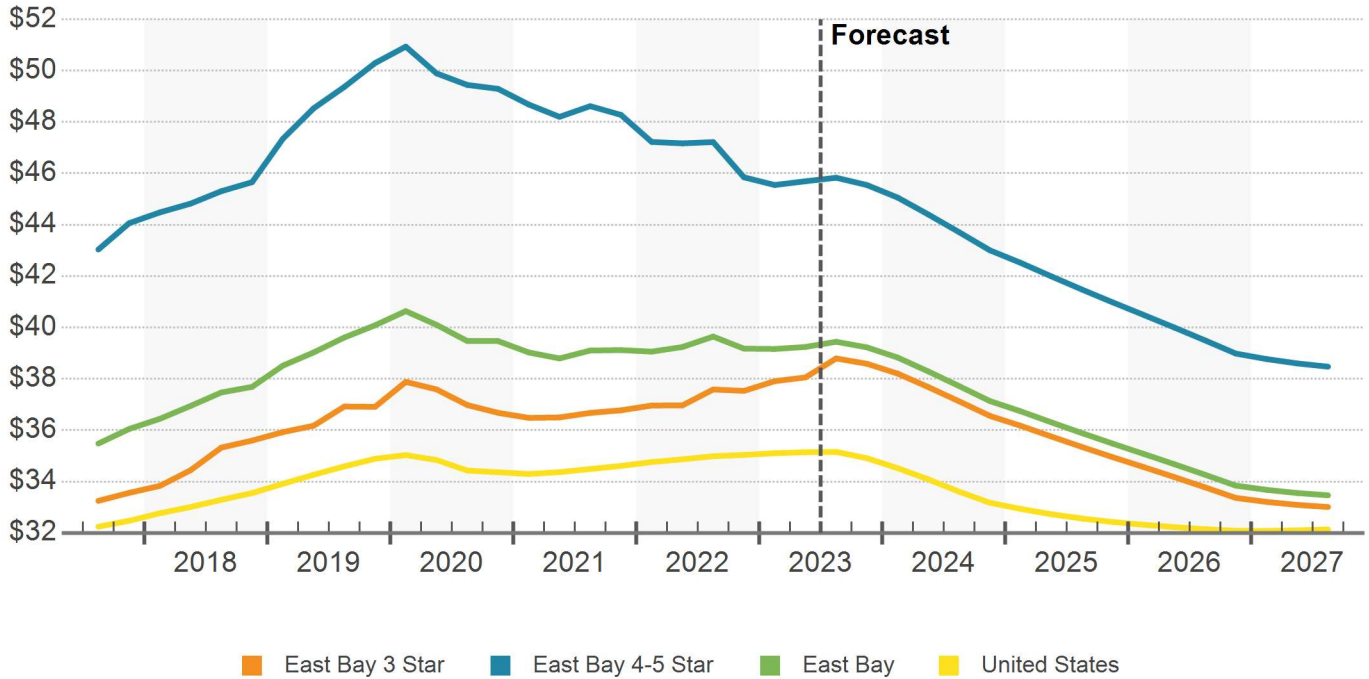
Rent levels are still significantly lower than in San Francisco and San Jose, allowing the East Bay to provide significant cost savings to Bay Area tenants. Market-wide, rents in the East Bay currently average \$39.00/SF, compared to just over \$5.00/SF/month in San Jose and San Francisco. Downtown Oakland is the most expensive East Bay submarket, with rents averaging \$4.35/SF/month and some prime Class A buildings boasting asking rents up to \$5.80/SF/month. More suburban submarkets, including Pleasanton, Bishop Ranch, and Walnut Creek-BART/DT, have lower average asking rents in the \$2.65/SF/month-\$3.20/SF/month range.

## MARKET RENT GROWTH (YOY)





### MARKET RENT PER SQUARE FEET



### 4 & 5 STAR EXPENSES PER SF (ANNUAL)

Market / Cluster	Utilities	Cleaning	Insurance	Taxes	Other	Total
<b>East Bay</b>	\$1.09	\$1.80	\$0.96	\$4.65	\$4.84	<b>\$13.34</b>
680 Corridor North	\$0.65	\$1.53	\$1.02	\$5.97	\$5.21	<b>\$14.38</b>
680 Corridor South	\$0.55	\$1.51	\$0.86	\$4.05	\$3.70	<b>\$10.67</b>
80 Corridor	\$2.19	\$1.72	\$1.27	\$4.39	\$6.27	<b>\$15.84</b>
880 Corridor	\$2.83	\$1.16	\$1.05	\$4.05	\$1.68	<b>\$10.77</b>
Highway 4	\$2.14	\$1.69	\$1.24	\$3.33	\$6.15	<b>\$14.55</b>
Oakland	\$0.95	\$2.82	\$0.84	\$4.74	\$6.57	<b>\$15.92</b>

Expenses are estimated using NCREIF, Trepp, IREM, and CoStar data using the narrowest possible geographical definition from Zip Code to region.

### 3 STAR EXPENSES PER SF (ANNUAL)

Market / Cluster	Utilities	Cleaning	Insurance	Taxes	Other	Total
<b>East Bay</b>	\$0.68	\$1.32	\$0.35	\$4.01	\$3.74	<b>\$10.10</b>
680 Corridor North	\$0.60	\$1.34	\$0.38	\$3.91	\$4.02	<b>\$10.25</b>
680 Corridor South	\$0.57	\$1.29	\$0.37	\$4.35	\$3.84	<b>\$10.42</b>
80 Corridor	\$0.77	\$1.35	\$0.17	\$4.43	\$3.94	<b>\$10.66</b>
880 Corridor	\$0.74	\$1.09	\$0.37	\$3.93	\$2.11	<b>\$8.24</b>
Highway 4	\$0.72	\$1.26	\$0.16	\$3.34	\$3.29	<b>\$8.77</b>
Oakland	\$0.77	\$1.56	\$0.50	\$3.84	\$4.76	<b>\$11.43</b>

Expenses are estimated using NCREIF, Trepp, IREM, and CoStar data using the narrowest possible geographical definition from Zip Code to region.

## 1 & 2 STAR EXPENSES PER SF (ANNUAL)

Market / Cluster	Utilities	Cleaning	Insurance	Taxes	Other	Total
<b>East Bay</b>	\$0.65	\$1.20	\$0.30	\$4.18	\$1.98	<b>\$8.31</b>
680 Corridor North	\$0.59	\$1.22	\$0.35	\$4.12	\$3.40	<b>\$9.68</b>
680 Corridor South	\$0.50	\$1.03	\$0.35	\$4.49	\$3.58	<b>\$9.95</b>
80 Corridor	\$0.73	\$1.28	\$0.16	\$4.81	\$0	<b>\$6.98</b>
880 Corridor	\$0.61	\$1.04	\$0.35	\$4.12	\$1.99	<b>\$8.11</b>
Highway 4	\$0.72	\$1.26	\$0.16	\$2.82	\$0.10	<b>\$5.06</b>
Oakland	\$0.73	\$1.37	\$0.37	\$4.23	\$2.49	<b>\$9.19</b>

Expenses are estimated using NCREIF, Trepp, IREM, and CoStar data using the narrowest possible geographical definition from Zip Code to region.

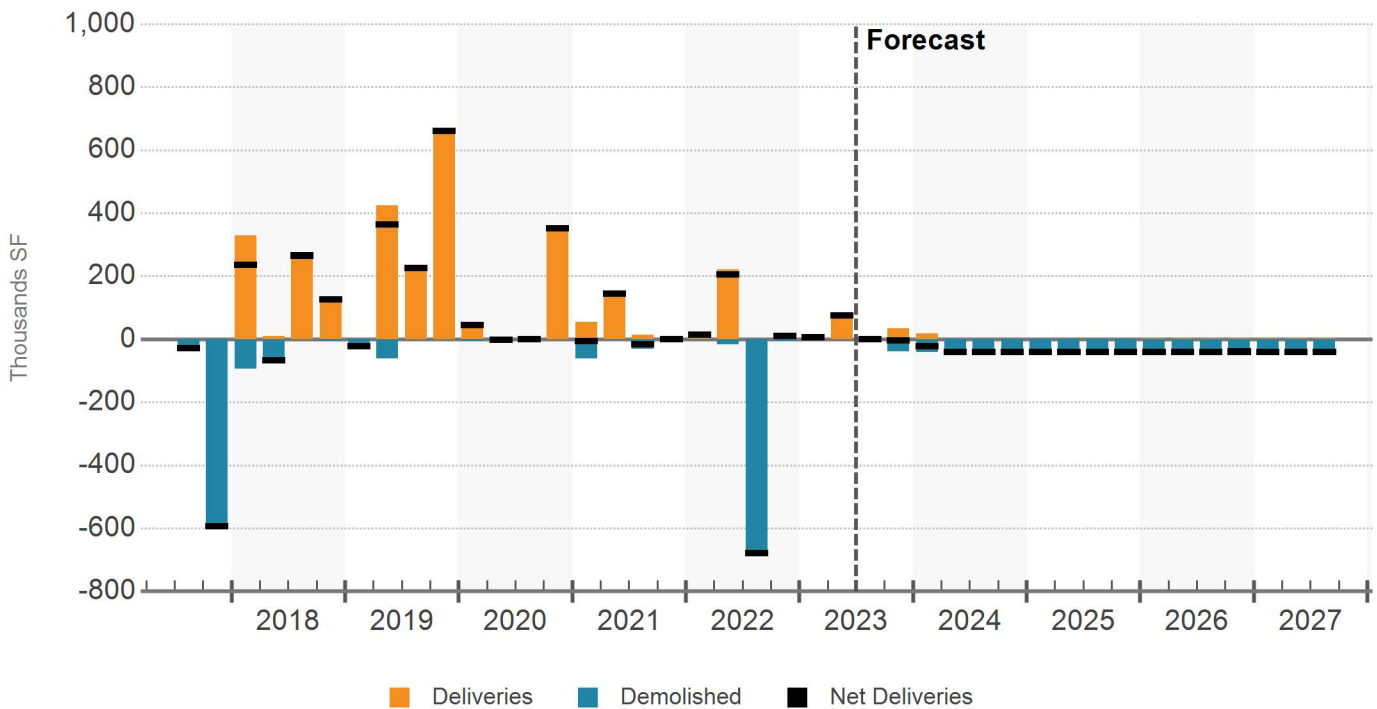
Despite relatively healthy fundamentals over the past decade, developers have been measured in adding new office inventory to the East Bay market. In recent years, local builders focused on projects in San Francisco and San Jose, where demand and rent growth have been more robust. As a result, East Bay has only added around 4.5 million SF of new office space since 2010. Even adding in the few projects currently under construction, the East Bay has increased its total inventory by just over 4% over the past decade.

The Key building at 1100 Broadway, a glass tower totaling 320,000 SF, broke ground in 2018 and was delivered in 20Q4. Ellis Partners and Intercontinental Real Estate purchased the development site in March 2017. University of California's Office of the President preleased 130,000 SF, and Credit Karma has preleased 160,000 SF.

The most notable recent completion was 1951 Harbor Bay Parkway, a 220,000 SF building in Alameda. The property was fully preleased to biotech firm Exelixis prior to completion. The new space represents an expansion for the company as it has long been headquartered in the city.

There is relatively little active construction in the market. Only 54,000 SF of constructions is underway, and more than half of that figure comes from a single building underway in Fremont. Located at 39150 Fremont Blvd, the 35,000 SF property broke ground in late 2021 with an estimated completion of late 2023 and will be entirely occupied by Fremont Bank upon completion. Development levels will stay low for the foreseeable future as availability remains too high to justify adding inventory to the market.

## DELIVERIES & DEMOLITIONS



## SUBMARKET CONSTRUCTION

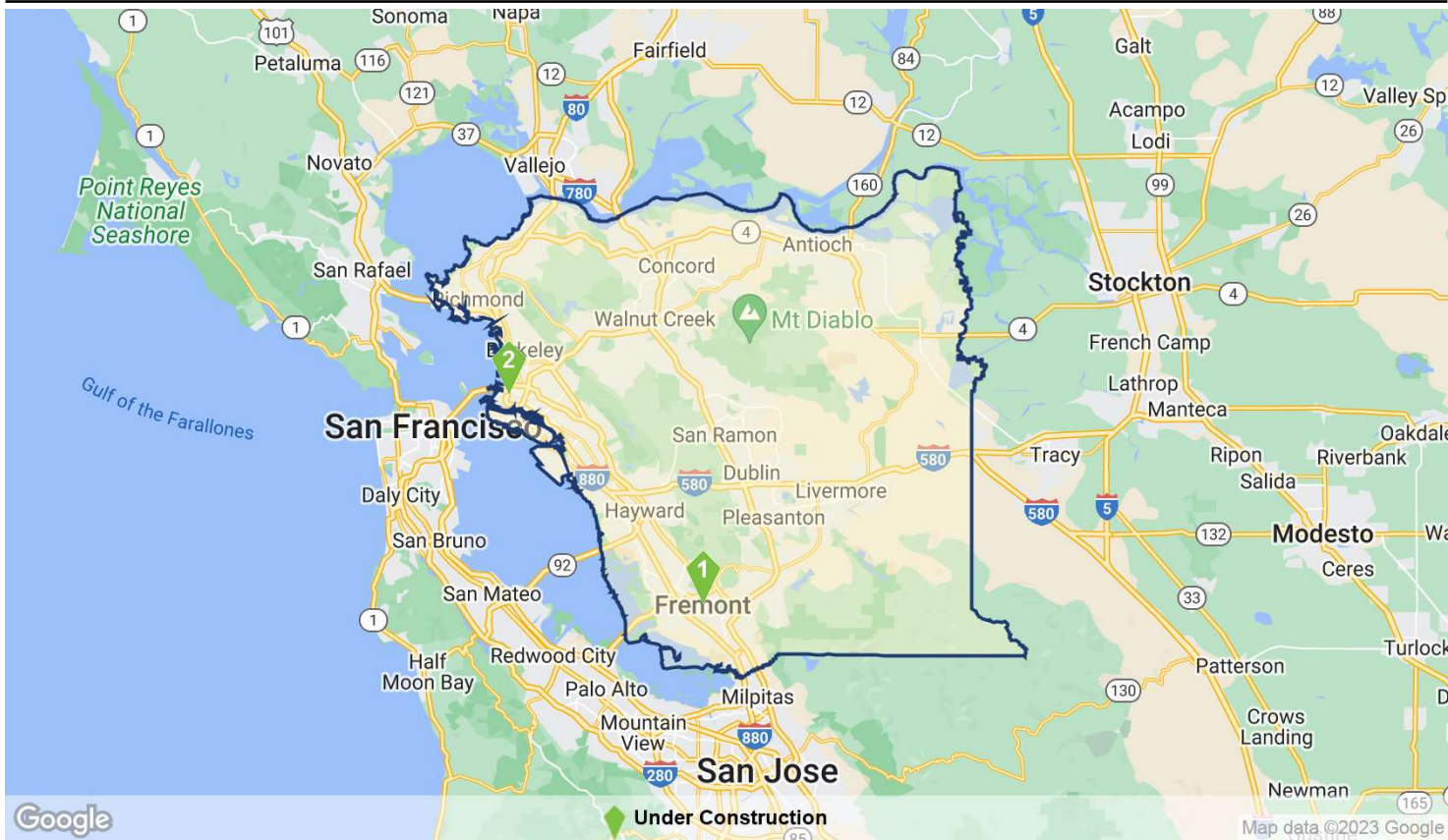
No.	Submarket	Under Construction Inventory					Average Building Size		
		Bldgs	SF (000)	Pre-Leased SF (000)	Pre-Leased %	Rank	All Existing	Under Constr	Rank
1	Fremont	1	35	35	100%	1	20,410	34,905	1
2	Oakland-West	1	19	19	100%	1	14,327	18,825	2
3	Alameda	0	-	-	-	-	20,640	-	-
4	Antioch/Pittsburg	0	-	-	-	-	8,568	-	-
5	Berkeley	0	-	-	-	-	13,422	-	-
6	Bishop Ranch	0	-	-	-	-	284,823	-	-
7	Concord/Pleasant Hill	0	-	-	-	-	20,119	-	-
8	Danville/Alamo	0	-	-	-	-	9,681	-	-
9	Dublin	0	-	-	-	-	47,272	-	-
10	Emeryville	0	-	-	-	-	65,761	-	-
	All Other	0	-	-	-	-	21,868	-	-
<b>Totals</b>		<b>2</b>	<b>54</b>	<b>54</b>	<b>100%</b>		<b>21,703</b>	<b>26,865</b>	

# Under Construction Properties

East Bay Office

Properties	Square Feet	Percent of Inventory	Released
<b>2</b>	<b>53,730</b>	<b>0%</b>	<b>100%</b>

## UNDER CONSTRUCTION PROPERTIES



## UNDER CONSTRUCTION

Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1 <b>Fremont Bank</b> 39150 Fremont Blvd	★★★★☆	34,905	6	Oct 2021	Oct 2023	- MIG Real Estate, LLC
2 <b>1680 14th St</b>	★★★★☆	18,825	1	Mar 2023	Dec 2023	-

Office transaction volume during the past 12 months in the East Bay, at \$603 million, far below the market's 10-year annual average of \$1.7 billion, demonstrating investors are less willing to take positions in the market and the threat of foreclosures have begun to drive market activity.

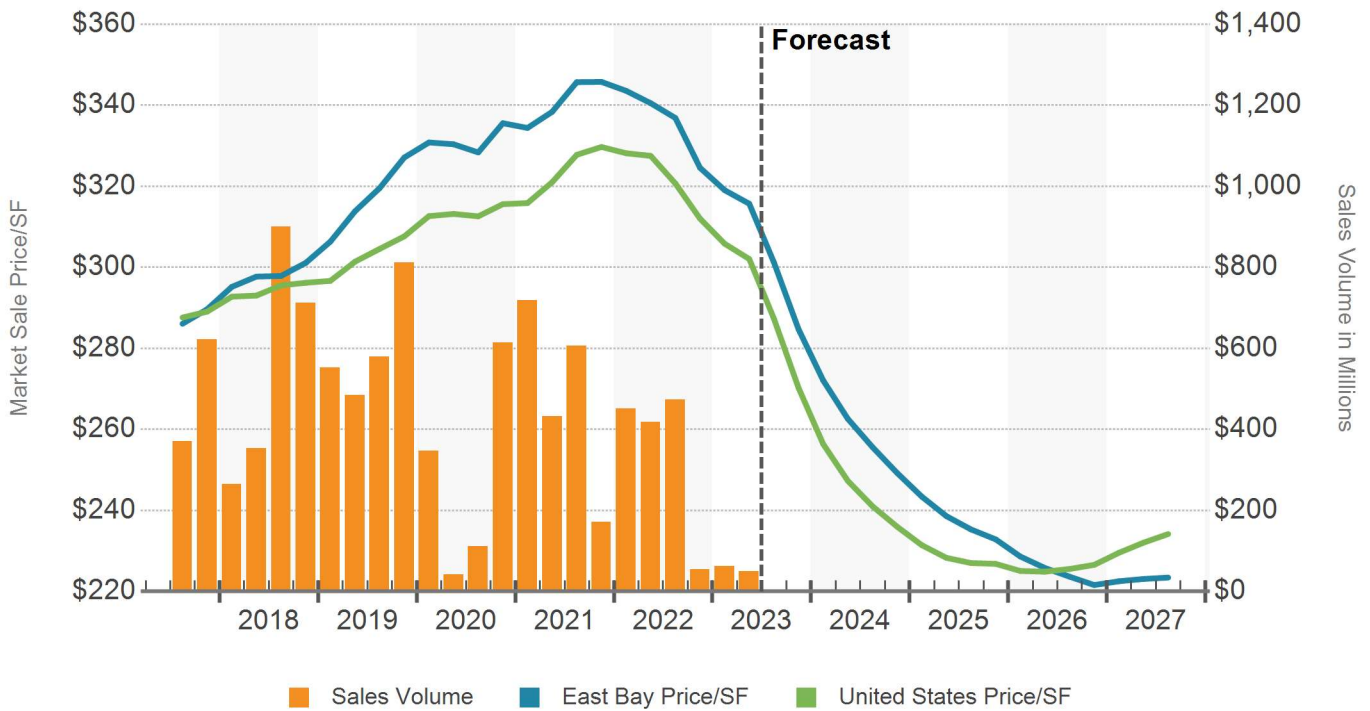
The largest transaction of 2023 was the \$33.2 million (\$278/SF) acquisition of Plaza 360 in Downtown Oakland. The property was sold in lieu of foreclosure. Despite renovations in 2008, the property was only 40% leased at the time of sale and was unable to service its debt.

The most noteworthy market sale of the took place in the first quarter when the 29,000 SF building located at 25 Orinda Way was sold to Volwood Corporation out of

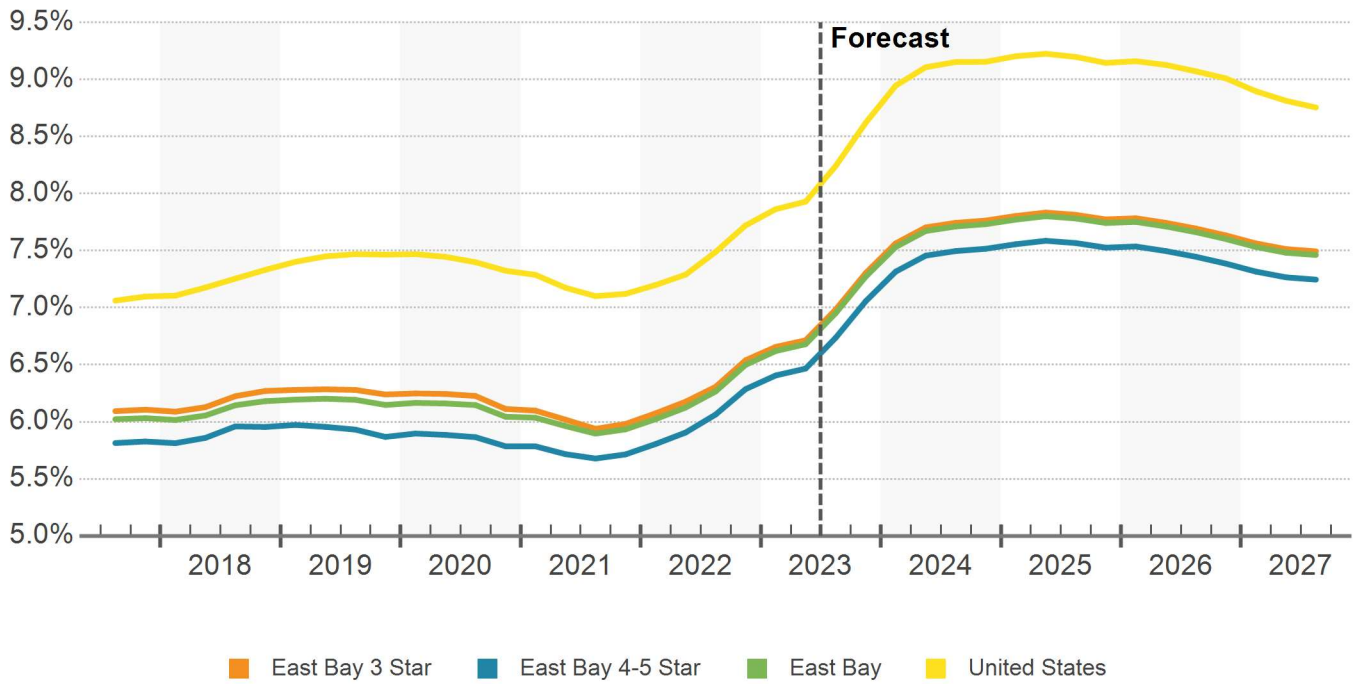
Burbank, CA, for \$12.8 million (\$442/SF) at a cap rate of 5.4%. The cap rate is especially noteworthy here as interest rates on loans, especially for office properties, have skyrocketed over the past year, making low cap rate deals rare.

The East Bay saw robust asset price growth from 2013–19, but since early 2020, pricing has faltered. Values are discounted compared to both the San Francisco and San Jose office markets. However, rising interest rates will hamper sales, reducing buyers' willingness to pay for an already high-risk asset class, resulting in some trades below \$80/SF, an unheard-of price just a few years ago. More pricing erosion is likely in the coming periods as interest rates are much higher than a year ago, and lenders are hesitant to make offers on all but the best office product.

**SALES VOLUME & MARKET SALE PRICE PER SF**



## MARKET CAP RATE



# Sales Past 12 Months

East Bay Office

Sale Comparables

Avg. Cap Rate

Avg. Price/SF

Avg. Vacancy At Sale

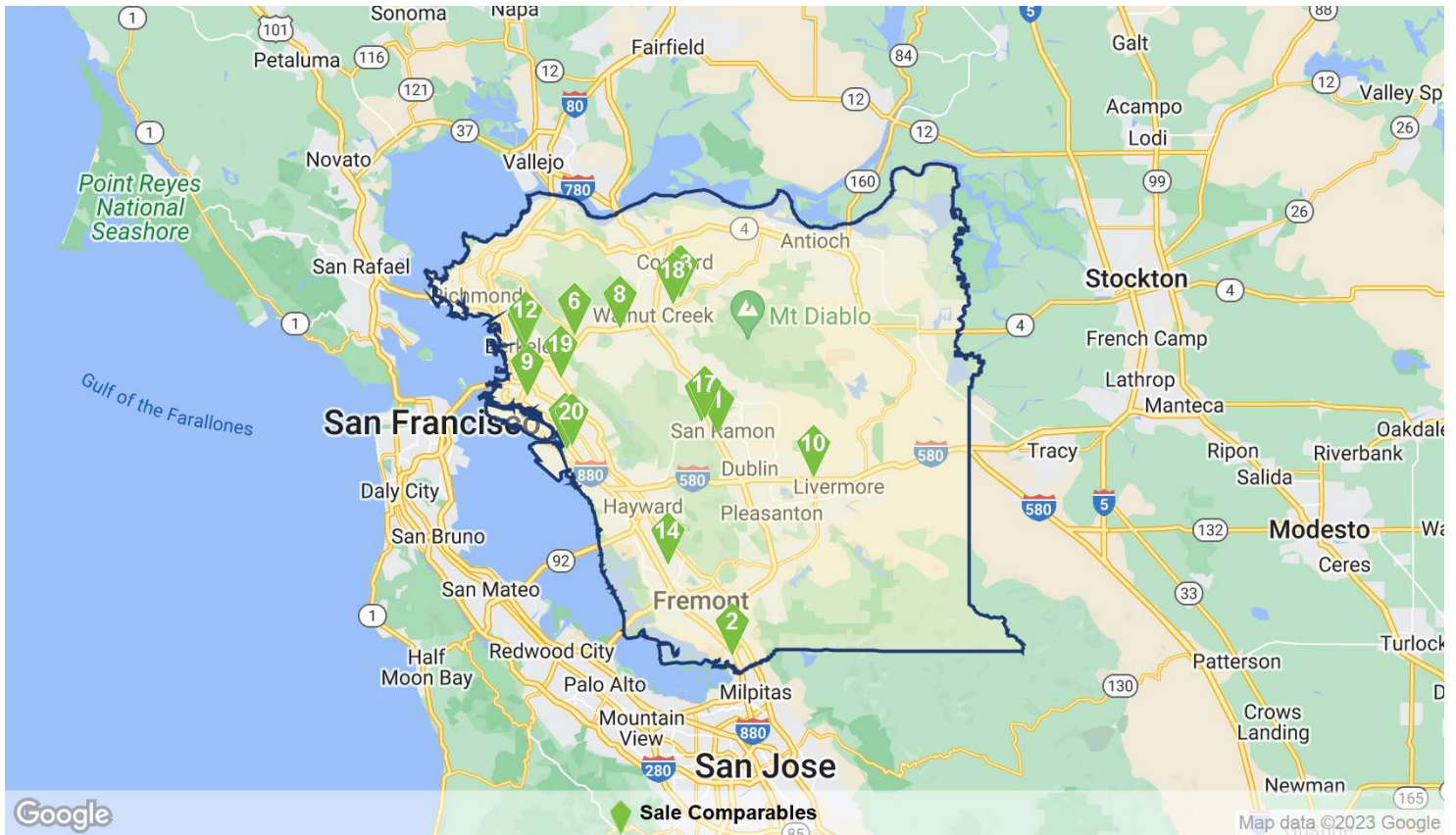
157

5.8%

\$184

8.6%

## SALE COMPARABLE LOCATIONS



## SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$140,000	\$4,517,685	\$1,571,698	\$174,500,000
Price/SF	\$3.06	\$184	\$383	\$1,580
Cap Rate	3.5%	5.8%	5.3%	12.0%
Time Since Sale in Months	0.1	7.1	7.0	12.0
Property Attributes	Low	Average	Median	High
Building SF	788	25,687	4,541	1,289,763
Stories	1	2	1	5
Typical Floor SF	727	10,211	3,338	322,441
Vacancy Rate At Sale	0%	8.6%	0%	100%
Year Built	1887	1961	1969	2001
Star Rating	★ ★ ★ ★ ★	★ ★ ★ ★ ★ 2.1	★ ★ ★ ★ ★	★ ★ ★ ★ ★



# Sales Past 12 Months

East Bay Office

## RECENT SIGNIFICANT SALES

Property Name - Address	Property				Sale			
	Rating	Yr Built	Bldg SF	Vacancy	Sale Date	Price	Price/SF	Cap Rate
<b>1</b> <b>Chevron Park</b> 6001 Bollinger Canyon Rd	★★★★★	1986	1,289,763	0%	9/28/2022	\$174,500,000	\$135	-
<b>2</b> <b>47100 Bayside Pky</b>	★★★★★	1990	61,454	100%	8/18/2022	\$24,500,000	\$399	-
<b>3</b> <b>Bldg A-B</b> 7700 Edgewater Dr	★★★★★	1976	103,500	0%	7/18/2022	\$18,128,252	\$175	-
<b>4</b> <b>7700 Edgewater Dr</b>	★★★★★	1976	102,500	0%	7/18/2022	\$17,572,748	\$171	-
<b>5</b> <b>Berkeley's Masonic Tem...</b> 2105-2107 Bancroft Way	★★★★★	1906	34,118	0%	5/30/2023	\$13,200,000	\$387	-
<b>6</b> <b>Orinda Office Building</b> 25 Orinda Way	★★★★★	1974	28,931	7.0%	3/17/2023	\$12,800,000	\$442	6.0%
<b>7</b> <b>Walnut Creek Executive...</b> 2795 Mitchell Dr	★★★★★	1975	172,995	0%	7/13/2022	\$12,366,973	\$71	-
<b>8</b> <b>3483 Golden Gate</b> 3483 Golden Gate Way	★★★★★	1960	27,040	0%	10/25/2022	\$12,000,000	\$444	-
<b>9</b> <b>201 19th St</b>	★★★★★	1957	10,302	0%	12/7/2022	\$11,333,000	\$1,100	-
<b>10</b> <b>2501-2599 Collier Canyo...</b>	★★★★★	2000	36,540	0%	8/25/2022	\$10,950,000	\$300	-
<b>11</b> <b>2016 Dwight Way</b>	★★★★★	-	6,329	0%	12/15/2022	\$10,000,000	\$1,580	-
<b>12</b> <b>2039 Kala Bagai Way</b>	★★★★★	1907	20,670	0%	4/14/2023	\$8,000,000	\$387	4.0%
<b>13</b> <b>Walnut Creek Executive...</b> 2125 Oak Grove Rd	★★★★★	1987	75,782	10.8%	7/13/2022	\$6,458,432	\$85	-
<b>14</b> <b>Banner Plaza</b> 2600 Central Ave	★★★★★	1980	22,791	0%	3/31/2023	\$6,098,000	\$268	-
<b>15</b> <b>2671 Crow Canyon Rd</b>	★★★★★	1981	10,204	24.8%	9/19/2022	\$5,000,000	\$490	-
<b>16</b> <b>8201 Edgewater Dr</b>	★★★★★	1969	27,665	0%	1/31/2023	\$4,650,000	\$168	-
<b>17</b> <b>Creekside Oaks</b> 2600 Old Crow Canyon Rd	★★★★★	2001	9,528	0%	4/13/2023	\$4,400,000	\$462	-
<b>18</b> <b>Ygnacio Adobe</b> 2161 Ygnacio Valley Rd	★★★★★	1981	12,818	0%	3/9/2023	\$4,225,000	\$330	-
<b>19</b> <b>1958-1964 Mountain Blvd</b>	★★★★★	1961	8,304	0%	11/10/2022	\$4,000,000	\$482	5.0%
<b>20</b> <b>8480 Enterprise Way</b>	★★★★★	1974	12,800	0%	7/19/2022	\$4,000,000	\$313	-

The East Bay economy continues its quest to fully recover from the fallout caused by the coronavirus pandemic, which abruptly ended what had been the longest economic expansion in U.S. history. The East Bay and the broader Bay Area were more cautious and methodical regarding opening up the economy following shutdown measures. The majority of office employees continue to work remotely, but retail businesses have been able to reopen, fueling a more robust recovery in recent months.

According to the Bureau of Labor Statistics, employment in the East Bay metro fell by nearly 180,000 between March and April of 2020, or over 15%. To date, employment remains a few thousand jobs short of pre-pandemic levels.

Unemployment stood just above 3% in late 2022, down around 100 basis points from one year prior. The East Bay rate compares to 4.1% for California and 3.5% for the nation overall. As expected, leisure and hospitality continue to be the hardest hit sector, down approximately 10,000 jobs since before the pandemic, but having seen 14,000 people added to payrolls in 2022.

While employment gains pre-pandemic in San Jose and San Francisco were more robust, the East Bay has significantly outpaced national average employment growth. Median income gains have been substantial as well, climbing above \$100,000 and significantly outpacing the national average during the recent expansion. The East Bay benefited from the Bay Area's widespread, tech-led economic expansion from the Great Recession. Established tech players such as Workday, Lam Research, and Veeva Systems continued or expanded their East Bay presence. In addition, newcomers like fintech firms Square and Credit Karma, and startups like Pleasanton-based 10x Genomics, among others, grew around the metro. Oxford Economics estimates that job growth in the East Bay will continue outperforming the national benchmark by a healthy margin over the next five years.

Outside of the tech sector, the East Bay is home to the Port of Oakland, one of the busiest ports in the U.S. and a central economic force in the metro. The East Bay is

also the largest Bay Area industrial market, and major distribution tenants like Amazon and UPS have been expanding in the metro recently. The continued rise of e-commerce and the need for warehouse space and last-mile distribution facilities should benefit the East Bay economy and employment market.

Major U.S. research facilities Lawrence Livermore and Lawrence Berkeley National Laboratories and Sandia National Laboratories are located in the East Bay. In addition, the East Bay is home to major operations for a diverse set of large corporations. Significant employment in the healthcare industry in the East Bay includes healthcare systems Kaiser Permanente, Sutter Health, and John Muir Health, along with device and supplier companies like The Cooper Companies and Bio-Rad Laboratories. And auto manufacturer Tesla, oil giant Chevron Corp, and The Clorox Company are all headquartered in the East Bay, helping to drive the region's economy.

Looking from a broader perspective, continued real estate development and public transportation infrastructure projects already in the works will strengthen economic activity in the East Bay moving forward. Most notable is the considerable amount of apartment construction taking place throughout the market, mostly in transit-oriented projects. While these projects may face issues in the near term, the long-term outlook is for continued connectivity in the Bay Area's most affordable major metro for housing and office space.

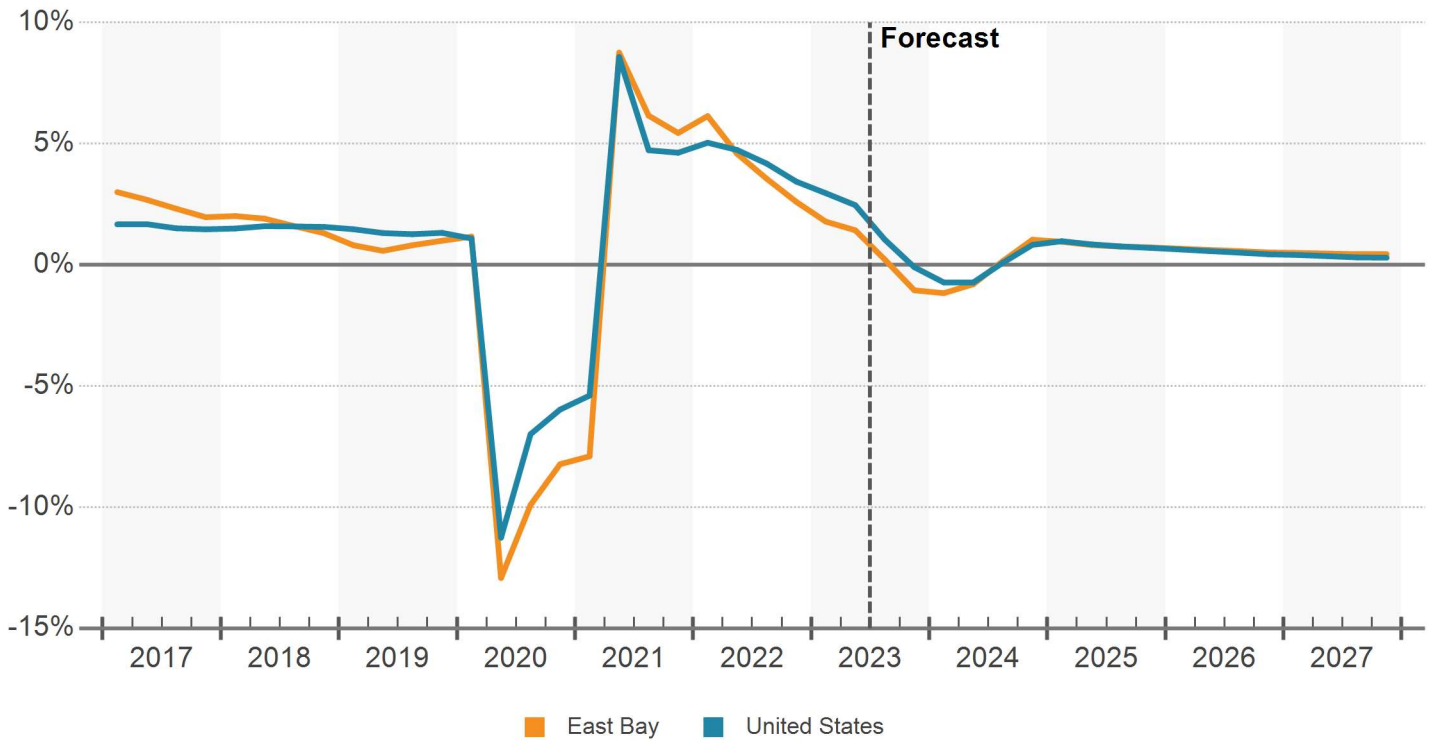
BART's ongoing extension from the East Bay to San Jose is significantly expanding the number of commuting options for East Bay residents. Job centers in San Francisco, Downtown Oakland, and Pleasanton are becoming even more accessible from the southern portion of the East Bay. And once BART reaches San Jose, East Bay, residents can look for work in all the Bay Area's three major cities of San Francisco, Oakland, and San Jose. Simultaneously, the construction of new BART stations through the southern end of the East Bay is opening up pockets for transit-oriented residential and commercial development, unlocking the greater economic potential for the region as a whole.

## EAST BAY EMPLOYMENT BY INDUSTRY IN THOUSANDS

Industry	CURRENT JOBS		CURRENT GROWTH		10 YR HISTORICAL		5 YR FORECAST	
	Jobs	LQ	Market	US	Market	US	Market	US
Manufacturing	113	1.1	0.93%	1.50%	3.48%	0.80%	0.58%	-0.09%
Trade, Transportation and Utilities	201	0.9	-0.61%	0.89%	0.92%	1.20%	-0.30%	-0.02%
Retail Trade	106	0.9	-1.17%	0.66%	-0.09%	0.40%	-0.31%	-0.02%
Financial Activities	52	0.7	0.07%	1.01%	-0.03%	1.48%	-0.43%	-0.03%
Government	161	0.9	0.38%	1.77%	0.01%	0.30%	0.18%	0.44%
Natural Resources, Mining and Construction	77	1.2	0.71%	2.88%	2.92%	2.51%	0.65%	0.09%
Education and Health Services	210	1.1	3.97%	3.63%	2.32%	1.76%	0.46%	0.55%
Professional and Business Services	198	1.1	1.68%	2.10%	1.39%	2.15%	-0.17%	0.22%
Information	24	1.0	-5.32%	-1.32%	0.41%	1.13%	0.33%	0.18%
Leisure and Hospitality	113	0.9	3.67%	5.87%	1.54%	1.59%	2.10%	0.85%
Other Services	40	0.9	1.60%	3.01%	0.72%	0.68%	-0.09%	0.16%
<b>Total Employment</b>	<b>1,190</b>	<b>1.0</b>	<b>1.33%</b>	<b>2.35%</b>	<b>1.44%</b>	<b>1.35%</b>	<b>0.32%</b>	<b>0.28%</b>

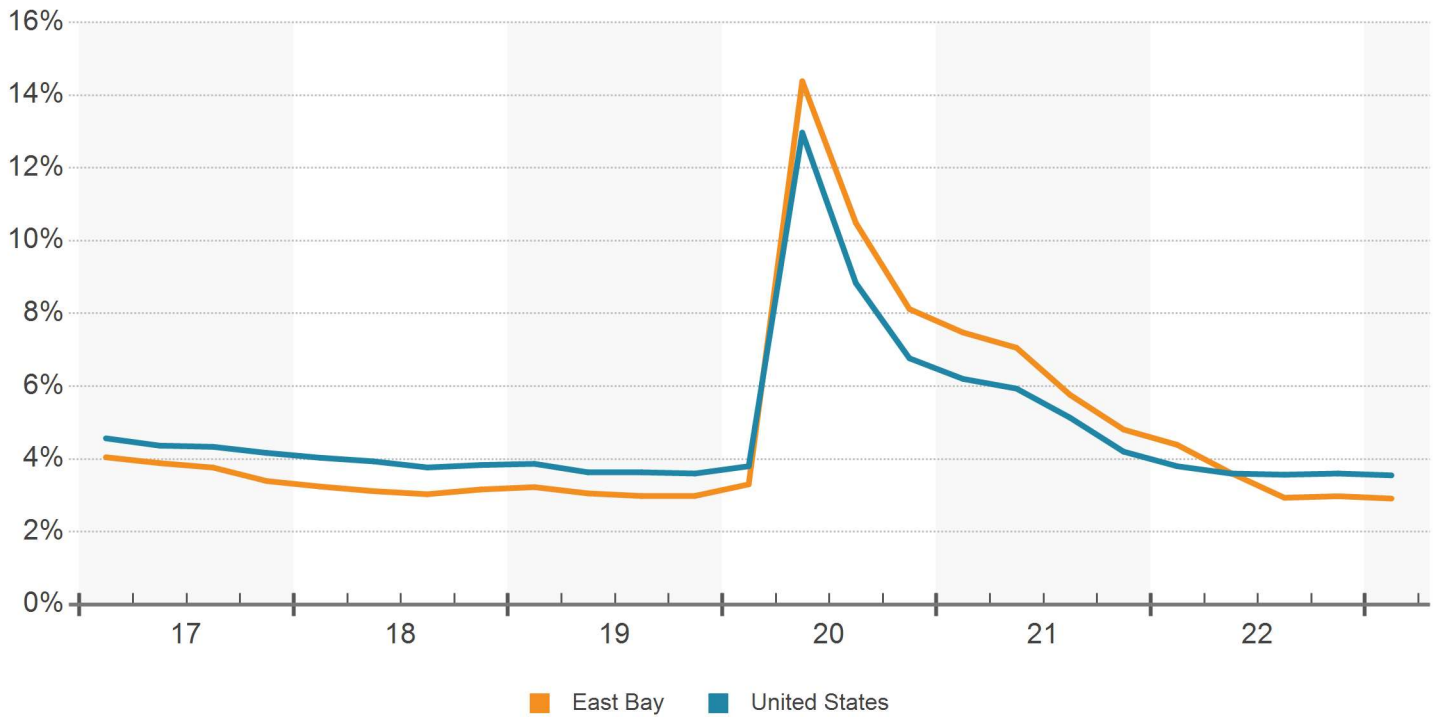
Source: Oxford Economics  
LQ = Location Quotient

## JOB GROWTH (YOY)

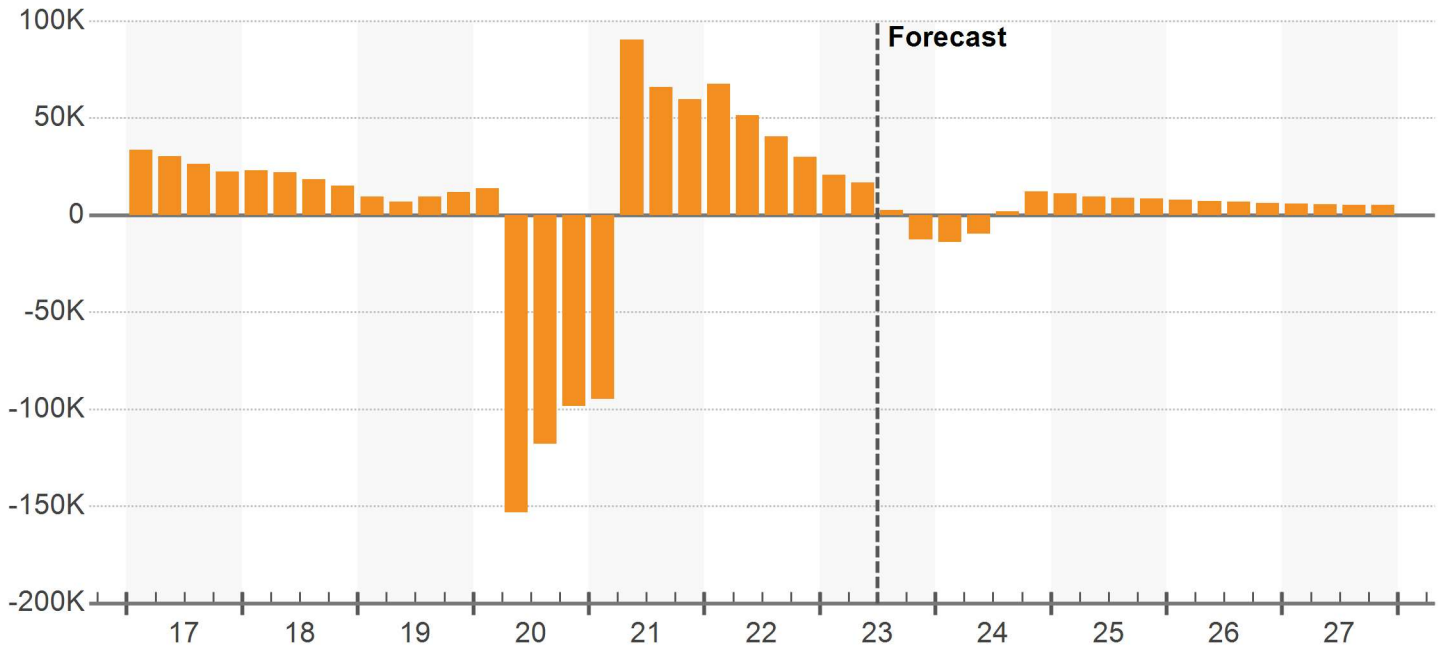


Source: Oxford Economics

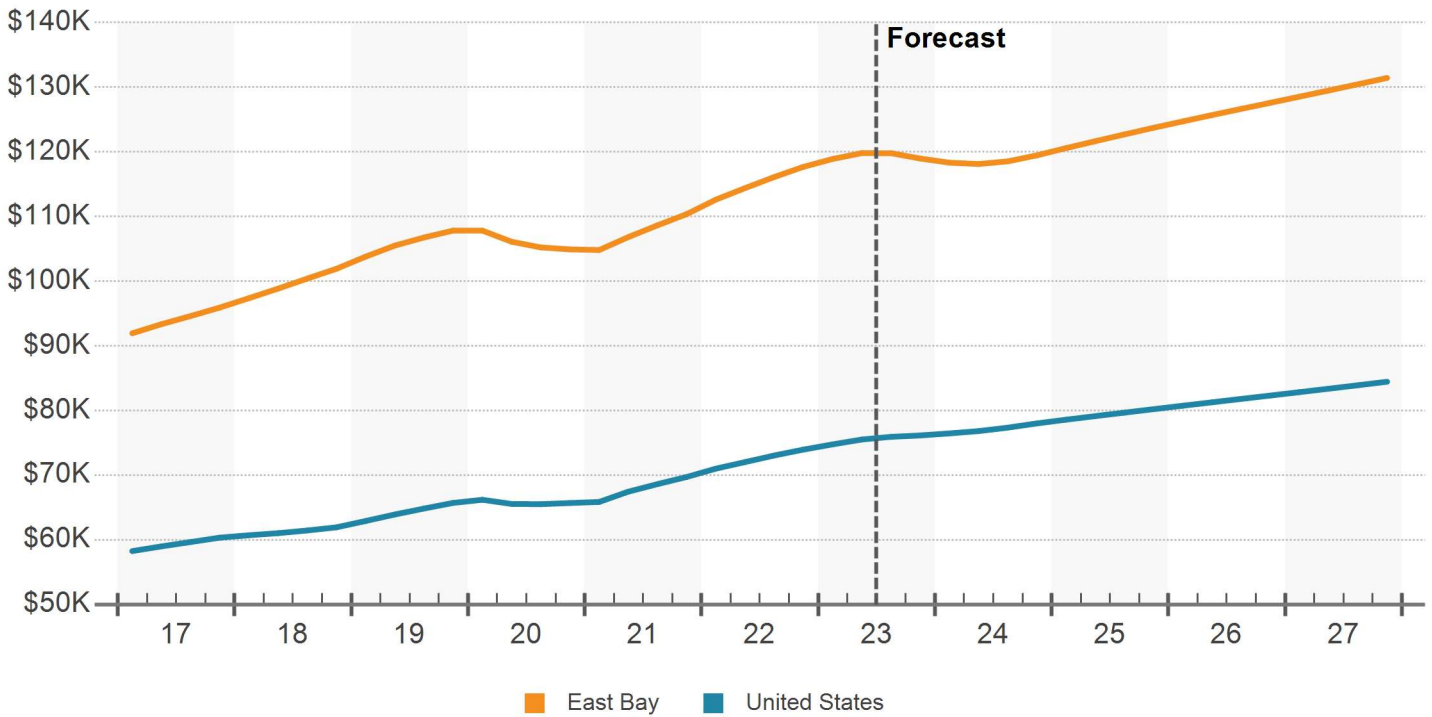
## UNEMPLOYMENT RATE (%)



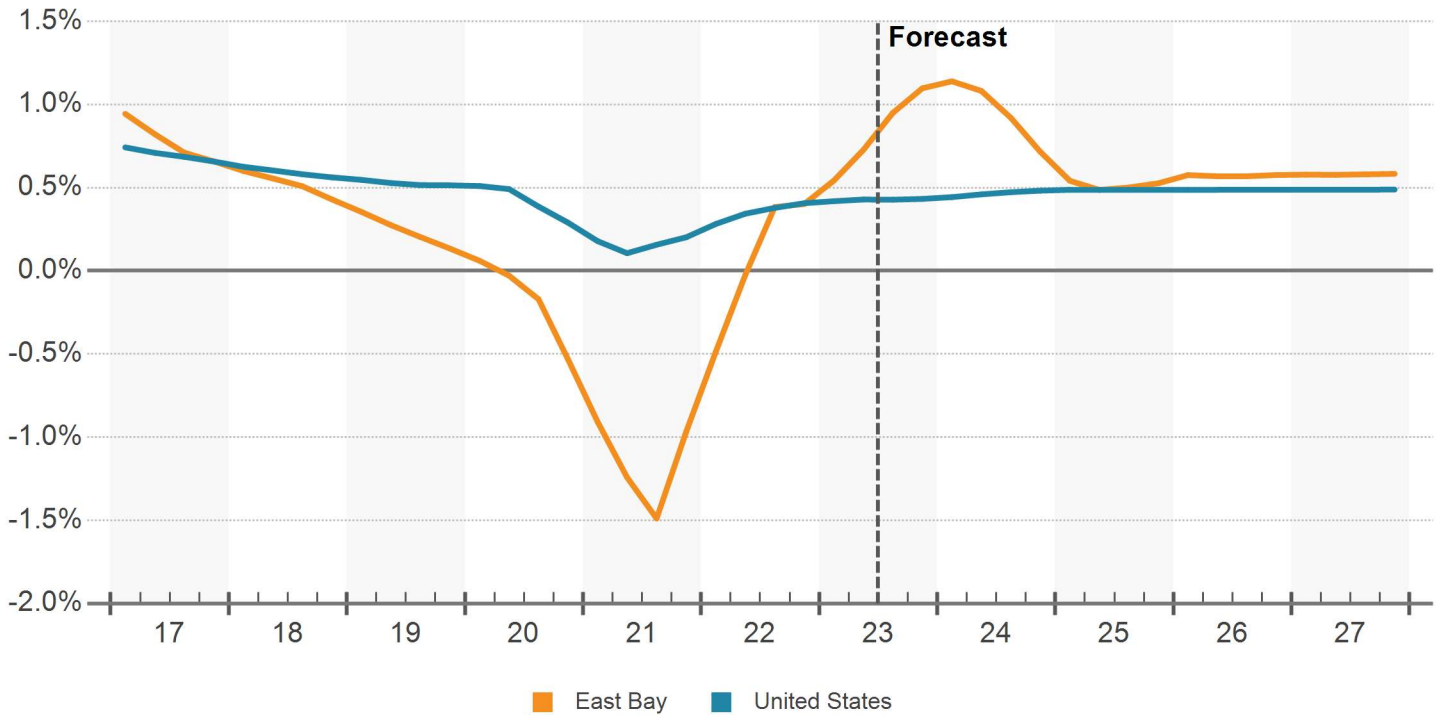
## NET EMPLOYMENT CHANGE (YOY)



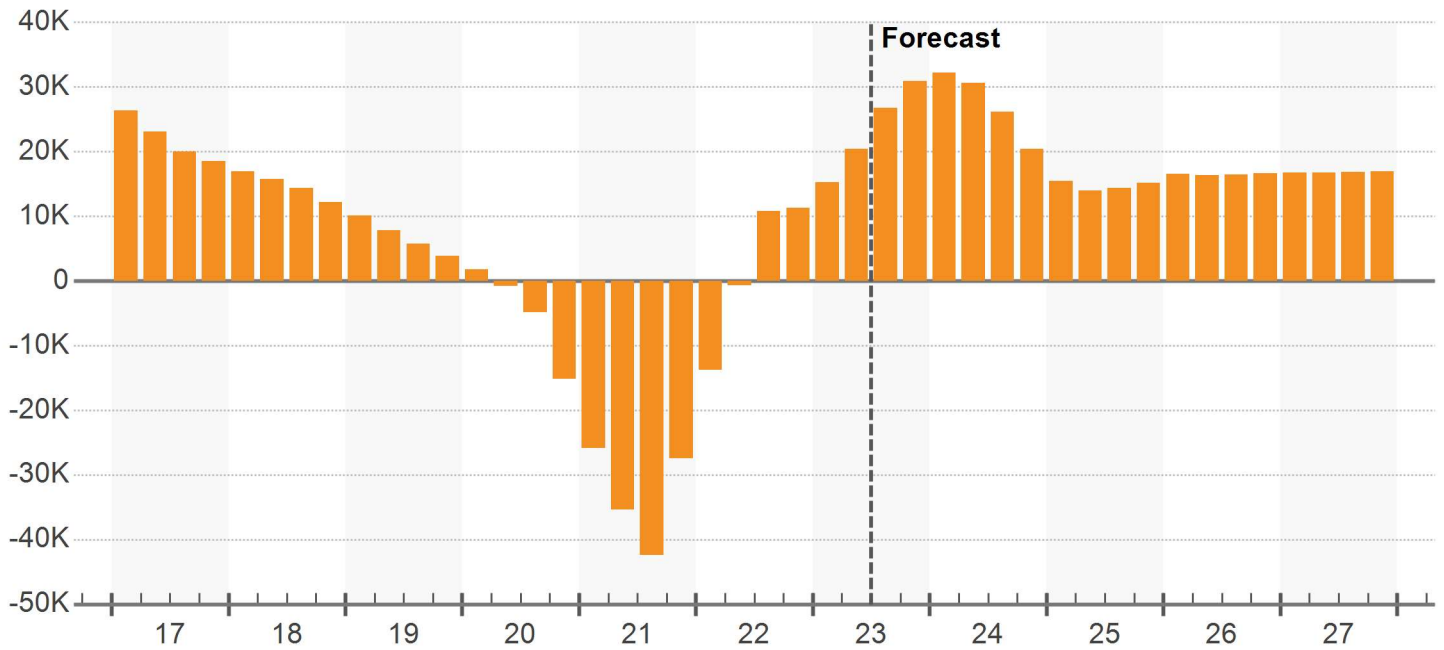
## MEDIAN HOUSEHOLD INCOME



## POPULATION GROWTH (YOY %)



## NET POPULATION CHANGE (YOY)



## DEMOGRAPHIC TRENDS

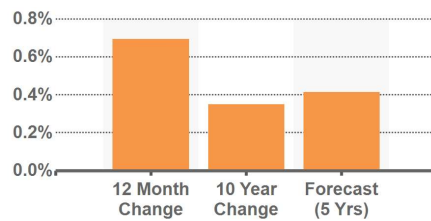
Demographic Category	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
	Metro	US	Metro	US	Metro	US	Metro	US
Population	2,833,212	334,393,531	0.7%	0.4%	0.6%	0.6%	0.7%	0.5%
Households	1,019,336	129,815,289	1.1%	0.8%	0.7%	0.9%	0.8%	0.6%
Median Household Income	\$119,775	\$75,539	4.6%	4.8%	5.0%	3.8%	2.2%	2.5%
Labor Force	1,380,638	165,414,516	0.7%	0.8%	0.3%	0.6%	0.4%	0.4%
Unemployment	2.9%	3.5%	-0.6%	0%	-0.5%	-0.4%	-	-

Source: Oxford Economics

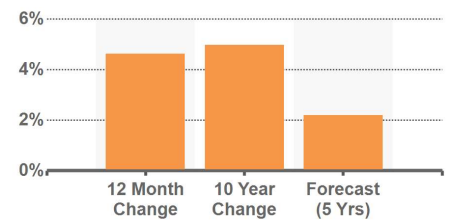
### POPULATION GROWTH



### LABOR FORCE GROWTH



### INCOME GROWTH



Source: Oxford Economics



## SUBMARKET INVENTORY

No.	Submarket	Inventory				12 Month Deliveries				Under Construction			
		Bldgs	SF (000)	% Market	Rank	Bldgs	SF (000)	Percent	Rank	Bldgs	SF (000)	Percent	Rank
1	Alameda	218	4,500	3.9%	10	0	0	0%	-	0	-	-	-
2	Antioch/Pittsburg	303	2,596	2.2%	16	1	5	0.2%	3	0	-	-	-
3	Berkeley	483	6,483	5.6%	6	0	0	0%	-	0	-	-	-
4	Bishop Ranch	24	6,836	5.9%	5	0	0	0%	-	0	-	-	-
5	Concord/Pleasant Hill	386	7,766	6.7%	4	0	0	0%	-	0	-	-	-
6	Danville/Alamo	154	1,491	1.3%	22	0	0	0%	-	0	-	-	-
7	Dublin	59	2,789	2.4%	14	0	0	0%	-	0	-	-	-
8	Emeryville	70	4,603	4.0%	9	1	75	1.6%	1	0	-	-	-
9	Fremont	250	5,102	4.4%	7	0	0	0%	-	1	35	0.7%	1
10	Hayward/Castro Valley	330	3,882	3.4%	11	0	0	0%	-	0	-	-	-
11	Lamorinda	209	1,810	1.6%	20	1	17	0.9%	2	0	-	-	-
12	Livermore	172	2,071	1.8%	19	0	0	0%	-	0	-	-	-
13	Martinez/Pacheco/Hercules	204	1,803	1.6%	21	0	0	0%	-	0	-	-	-
14	Newark	49	1,127	1.0%	24	0	0	0%	-	0	-	-	-
15	Oakland-Downtown	290	21,256	18.4%	1	0	0	0%	-	0	-	-	-
16	Oakland-North	350	3,261	2.8%	12	0	0	0%	-	0	-	-	-
17	Oakland-Port/Jack London	58	1,386	1.2%	23	0	0	0%	-	0	-	-	-
18	Oakland-South/Airport	305	5,032	4.4%	8	0	0	0%	-	0	-	-	-
19	Oakland-West	62	888	0.8%	25	0	0	0%	-	1	19	2.1%	2
20	Pleasanton	247	11,722	10.1%	2	0	0	0%	-	0	-	-	-
21	Richmond/San Pablo	301	2,973	2.6%	13	0	0	0%	-	0	-	-	-
22	San Leandro	289	2,635	2.3%	15	0	0	0%	-	0	-	-	-
23	San Ramon	113	2,375	2.1%	18	0	0	0%	-	0	-	-	-
24	Union City	29	255	0.2%	26	0	0	0%	-	0	-	-	-
25	Walnut Creek-BART/DT	297	8,507	7.4%	3	0	0	0%	-	0	-	-	-
26	Walnut Creek-Shadelands	78	2,530	2.2%	17	0	0	0%	-	0	-	-	-



## SUBMARKET RENT

No.	Submarket	Market Rent		12 Month Market Rent		QTD Annualized Market Rent	
		Per SF	Rank	Growth	Rank	Growth	Rank
1	Alameda	\$35.14	14	1.7%	4	9.0%	5
2	Antioch/Pittsburg	\$31.95	24	1.5%	6	5.4%	10
3	Berkeley	\$40.40	6	0.7%	13	-0.2%	16
4	Bishop Ranch	\$37.93	10	-0.7%	21	11.3%	4
5	Concord/Pleasant Hill	\$32.38	22	-0.2%	19	-0.1%	15
6	Danville/Alamo	\$39.06	9	2.1%	2	6.6%	7
7	Dublin	\$34.26	15	-1.1%	24	0.4%	14
8	Emeryville	\$45.49	3	-0.9%	23	6.1%	9
9	Fremont	\$35.54	12	1.3%	9	-2.9%	18
10	Hayward/Castro Valley	\$32.21	23	1.0%	11	-14.1%	25
11	Lamorinda	\$40.49	5	1.2%	10	-11.5%	22
12	Livermore	\$33.63	18	2.4%	1	5.2%	11
13	Martinez/Pacheco/Hercules	\$29.62	26	0.4%	15	-12.5%	23
14	Newark	\$40.27	7	1.4%	8	14.8%	1
15	Oakland-Downtown	\$51.82	1	-1.1%	25	12.1%	3
16	Oakland-North	\$40.01	8	-0.8%	22	-7.3%	19
17	Oakland-Port/Jack London	\$45.93	2	-0.4%	20	6.4%	8
18	Oakland-South/Airport	\$31.82	25	0.2%	17	2.1%	13
19	Oakland-West	\$35.40	13	-1.4%	26	-13.5%	24
20	Pleasanton	\$35.67	11	0.6%	14	12.6%	2
21	Richmond/San Pablo	\$33.49	19	0.4%	16	-9.2%	20
22	San Leandro	\$34.22	17	0.7%	12	-10.6%	21
23	San Ramon	\$34.24	16	1.5%	7	3.3%	12
24	Union City	\$33.33	20	1.6%	5	-16.0%	26
25	Walnut Creek-BART/DT	\$41.33	4	-0.1%	18	7.4%	6
26	Walnut Creek-Shadelands	\$32.55	21	1.9%	3	-2.0%	17

## SUBMARKET VACANCY & NET ABSORPTION

No.	Submarket	Vacancy			12 Month Absorption			
		SF	Percent	Rank	SF	% of Inv	Rank	Construc. Ratio
1	Alameda	321,254	7.1%	8	115,138	2.6%	1	-
2	Antioch/Pittsburg	196,104	7.6%	10	(2,212)	-0.1%	7	-
3	Berkeley	454,364	7.0%	7	48,775	0.8%	3	-
4	Bishop Ranch	1,678,382	24.6%	25	(430,915)	-6.3%	26	-
5	Concord/Pleasant Hill	1,555,315	20.0%	22	(322,097)	-4.1%	25	-
6	Danville/Alamo	149,871	10.1%	14	(16,845)	-1.1%	11	-
7	Dublin	422,579	15.2%	17	(32,740)	-1.2%	16	-
8	Emeryville	1,083,741	23.5%	24	(172,579)	-3.7%	23	-
9	Fremont	368,049	7.2%	9	(46,871)	-0.9%	19	-
10	Hayward/Castro Valley	197,248	5.1%	4	(83,494)	-2.2%	20	-
11	Lamorinda	140,315	7.8%	12	(6,864)	-0.4%	9	-
12	Livermore	317,918	15.4%	18	25,952	1.3%	4	-
13	Martinez/Pacheco/Hercules	66,693	3.7%	1	(18,502)	-1.0%	13	-
14	Newark	300,944	26.7%	26	(236,683)	-21.0%	24	-
15	Oakland-Downtown	3,394,189	16.0%	19	(20,956)	-0.1%	14	-
16	Oakland-North	283,202	8.7%	13	(18,313)	-0.6%	12	-
17	Oakland-Port/Jack London	169,812	12.3%	15	(10,557)	-0.8%	10	-
18	Oakland-South/Airport	389,088	7.7%	11	(44,891)	-0.9%	18	-
19	Oakland-West	56,162	6.3%	5	(31,280)	-3.5%	15	-
20	Pleasanton	1,612,614	13.8%	16	(106,815)	-0.9%	21	-
21	Richmond/San Pablo	146,630	4.9%	3	18,471	0.6%	5	-
22	San Leandro	102,282	3.9%	2	67,917	2.6%	2	-
23	San Ramon	390,226	16.4%	20	(34,470)	-1.5%	17	-
24	Union City	16,221	6.4%	6	(4,961)	-1.9%	8	-
25	Walnut Creek-BART/DT	1,739,141	20.4%	23	(118,990)	-1.4%	22	-
26	Walnut Creek-Shadelands	419,435	16.6%	21	4,115	0.2%	6	-

## OVERALL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	115,038,071	(160,198)	-0.1%	(752,282)	-0.7%	-
2026	115,198,269	(160,833)	-0.1%	(2,397,483)	-2.1%	-
2025	115,359,102	(165,967)	-0.1%	(2,252,142)	-2.0%	-
2024	115,525,069	(147,947)	-0.1%	(2,708,731)	-2.3%	-
2023	115,673,016	75,475	0.1%	(3,014,460)	-2.6%	-
YTD	115,677,826	80,285	0.1%	(1,475,204)	-1.3%	-
2022	115,597,541	(451,637)	-0.4%	(1,440,939)	-1.2%	-
2021	116,049,178	121,510	0.1%	(1,176,245)	-1.0%	-
2020	115,927,668	398,170	0.3%	(2,246,822)	-1.9%	-
2019	115,529,498	1,227,018	1.1%	1,861,192	1.6%	0.7
2018	114,302,480	558,847	0.5%	574,650	0.5%	1.0
2017	113,743,633	(975,685)	-0.9%	(1,627,776)	-1.4%	-
2016	114,719,318	(497)	0%	1,018,521	0.9%	-
2015	114,719,815	138,242	0.1%	1,883,860	1.6%	0.1
2014	114,581,573	185,295	0.2%	506,811	0.4%	0.4
2013	114,396,278	128,226	0.1%	1,278,389	1.1%	0.1
2012	114,268,052	(84,600)	-0.1%	1,001,871	0.9%	-
2011	114,352,652	(297,984)	-0.3%	538,108	0.5%	-

## 4 & 5 STAR SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	33,606,359	4,825	0%	(206,648)	-0.6%	-
2026	33,601,534	4,408	0%	(684,949)	-2.0%	-
2025	33,597,126	465	0%	(614,323)	-1.8%	-
2024	33,596,661	18,825	0.1%	(746,097)	-2.2%	-
2023	33,577,836	115,190	0.3%	(1,001,795)	-3.0%	-
YTD	33,542,931	80,285	0.2%	(627,730)	-1.9%	-
2022	33,462,646	7,306	0%	(582,870)	-1.7%	-
2021	33,455,340	163,996	0.5%	(1,093,644)	-3.3%	-
2020	33,291,344	351,400	1.1%	(736,684)	-2.2%	-
2019	32,939,944	1,017,000	3.2%	995,749	3.0%	1.0
2018	31,922,944	722,000	2.3%	570,360	1.8%	1.3
2017	31,200,944	(465,711)	-1.5%	(1,289,954)	-4.1%	-
2016	31,666,655	132,725	0.4%	411,327	1.3%	0.3
2015	31,533,930	310,890	1.0%	965,793	3.1%	0.3
2014	31,223,040	0	0%	(202,652)	-0.6%	-
2013	31,223,040	68,640	0.2%	266,688	0.9%	0.3
2012	31,154,400	178,000	0.6%	514,225	1.7%	0.3
2011	30,976,400	(81,560)	-0.3%	673,784	2.2%	-

# Supply & Demand Trends

East Bay Office

## 3 STAR SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	44,669,243	(8,847)	0%	(237,518)	-0.5%	-
2026	44,678,090	(8,958)	0%	(869,265)	-1.9%	-
2025	44,687,048	(9,861)	0%	(829,222)	-1.9%	-
2024	44,696,909	(9,981)	0%	(1,007,346)	-2.3%	-
2023	44,706,890	(2,494)	0%	(1,293,019)	-2.9%	-
YTD	44,709,384	0	0%	(684,701)	-1.5%	-
2022	44,709,384	(433,794)	-1.0%	(635,616)	-1.4%	-
2021	45,143,178	3,493	0%	(25,049)	-0.1%	-
2020	45,139,685	49,843	0.1%	(819,793)	-1.8%	-
2019	45,089,842	272,038	0.6%	1,063,559	2.4%	0.3
2018	44,817,804	(118,495)	-0.3%	(362,066)	-0.8%	-
2017	44,936,299	(391,637)	-0.9%	(224,813)	-0.5%	-
2016	45,327,936	(72,510)	-0.2%	336,072	0.7%	-
2015	45,400,446	(99,980)	-0.2%	478,264	1.1%	-
2014	45,500,426	407,658	0.9%	550,444	1.2%	0.7
2013	45,092,768	72,006	0.2%	392,813	0.9%	0.2
2012	45,020,762	(17,992)	0%	598,640	1.3%	-
2011	45,038,754	(84,817)	-0.2%	46,880	0.1%	-

## 1 & 2 STAR SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	36,762,469	(156,176)	-0.4%	(308,116)	-0.8%	-
2026	36,918,645	(156,283)	-0.4%	(843,269)	-2.3%	-
2025	37,074,928	(156,571)	-0.4%	(808,597)	-2.2%	-
2024	37,231,499	(156,791)	-0.4%	(955,288)	-2.6%	-
2023	37,388,290	(37,221)	-0.1%	(719,646)	-1.9%	-
YTD	37,425,511	0	0%	(162,773)	-0.4%	-
2022	37,425,511	(25,149)	-0.1%	(222,453)	-0.6%	-
2021	37,450,660	(45,979)	-0.1%	(57,552)	-0.2%	-
2020	37,496,639	(3,073)	0%	(690,345)	-1.8%	-
2019	37,499,712	(62,020)	-0.2%	(198,116)	-0.5%	-
2018	37,561,732	(44,658)	-0.1%	366,356	1.0%	-
2017	37,606,390	(118,337)	-0.3%	(113,009)	-0.3%	-
2016	37,724,727	(60,712)	-0.2%	271,122	0.7%	-
2015	37,785,439	(72,668)	-0.2%	439,803	1.2%	-
2014	37,858,107	(222,363)	-0.6%	159,019	0.4%	-
2013	38,080,470	(12,420)	0%	618,888	1.6%	-
2012	38,092,890	(244,608)	-0.6%	(110,994)	-0.3%	-
2011	38,337,498	(131,607)	-0.3%	(182,556)	-0.5%	-

### OVERALL RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$33.42	128	-1.3%	-16.6%	25,019,349	21.7%	0.6%
2026	\$33.84	130	-4.6%	-15.6%	24,419,535	21.2%	2.0%
2025	\$35.48	136	-4.5%	-11.5%	22,175,243	19.2%	1.8%
2024	\$37.13	142	-5.3%	-7.4%	20,081,203	17.4%	2.2%
2023	\$39.22	150	0.1%	-2.1%	17,511,844	15.1%	2.7%
YTD	\$39.28	150	0%	-2.0%	15,971,779	13.8%	1.3%
2022	\$39.18	150	0.1%	-2.3%	14,420,757	12.5%	0.9%
2021	\$39.12	150	-0.9%	-2.4%	13,431,455	11.6%	1.1%
2020	\$39.47	151	-1.5%	-1.5%	12,134,817	10.5%	2.2%
2019	\$40.08	153	6.4%	0%	9,495,825	8.2%	-0.6%
2018	\$37.69	144	4.5%	-6.0%	10,125,677	8.9%	-0.1%
2017	\$36.05	138	6.4%	-10.1%	10,141,480	8.9%	0.6%
2016	\$33.89	130	12.4%	-15.5%	9,494,850	8.3%	-0.9%
2015	\$30.15	115	10.7%	-24.8%	10,515,265	9.2%	-1.5%
2014	\$27.23	104	7.7%	-32.1%	12,260,148	10.7%	-0.3%
2013	\$25.29	97	6.0%	-36.9%	12,581,664	11.0%	-1.0%
2012	\$23.85	91	2.6%	-40.5%	13,731,827	12.0%	-0.9%
2011	\$23.24	89	0.8%	-42.0%	14,819,057	13.0%	-0.7%

### 4 & 5 STAR RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$38.39	133	-1.5%	-23.7%	10,058,499	29.9%	0.6%
2026	\$38.98	135	-4.9%	-22.5%	9,847,168	29.3%	2.0%
2025	\$40.98	142	-4.7%	-18.5%	9,157,960	27.3%	1.8%
2024	\$43.01	149	-5.6%	-14.5%	8,543,202	25.4%	2.3%
2023	\$45.55	158	-0.7%	-9.4%	7,778,280	23.2%	3.3%
YTD	\$45.71	158	-3.1%	-9.1%	7,358,712	21.9%	2.0%
2022	\$45.85	159	-5.0%	-8.8%	6,661,282	19.9%	1.8%
2021	\$48.28	167	-2.1%	-4.0%	6,071,106	18.1%	3.7%
2020	\$49.29	171	-2.0%	-2.0%	4,813,466	14.5%	3.1%
2019	\$50.29	174	10.2%	0%	3,725,382	11.3%	-0.3%
2018	\$45.66	158	3.6%	-9.2%	3,704,133	11.6%	0.2%
2017	\$44.06	152	6.2%	-12.4%	3,552,493	11.4%	2.8%
2016	\$41.51	144	13.1%	-17.5%	2,733,710	8.6%	-0.9%
2015	\$36.70	127	9.5%	-27.0%	3,012,312	9.6%	-2.2%
2014	\$33.50	116	10.8%	-33.4%	3,666,480	11.7%	0.6%
2013	\$30.24	105	4.9%	-39.9%	3,463,828	11.1%	-0.7%
2012	\$28.83	100	3.1%	-42.7%	3,661,876	11.8%	-1.2%
2011	\$27.95	97	4.2%	-44.4%	3,998,101	12.9%	-2.5%

### 3 STAR RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$32.97	134	-1.2%	-12.2%	8,883,145	19.9%	0.5%
2026	\$33.36	135	-4.5%	-11.1%	8,654,491	19.4%	1.9%
2025	\$34.95	142	-4.4%	-6.9%	7,794,200	17.4%	1.8%
2024	\$36.56	148	-5.3%	-2.6%	6,974,833	15.6%	2.2%
2023	\$38.59	156	2.8%	2.8%	5,977,455	13.4%	2.9%
YTD	\$38.36	156	3.6%	2.2%	5,378,850	12.0%	1.5%
2022	\$37.53	152	2.1%	0%	4,686,881	10.5%	0.5%
2021	\$36.77	149	0.3%	-2.0%	4,485,059	9.9%	0.1%
2020	\$36.68	149	-0.6%	-2.3%	4,456,517	9.9%	1.9%
2019	\$36.91	150	3.7%	-1.7%	3,586,881	8.0%	-1.8%
2018	\$35.60	144	6.1%	-5.2%	4,373,978	9.8%	0.6%
2017	\$33.56	136	6.0%	-10.6%	4,130,407	9.2%	-0.3%
2016	\$31.66	128	12.8%	-15.6%	4,297,232	9.5%	-0.9%
2015	\$28.07	114	11.2%	-25.2%	4,707,211	10.4%	-1.2%
2014	\$25.24	102	6.6%	-32.7%	5,285,455	11.6%	-0.4%
2013	\$23.69	96	6.1%	-36.9%	5,428,241	12.0%	-0.7%
2012	\$22.33	91	4.6%	-40.5%	5,749,048	12.8%	-1.4%
2011	\$21.35	87	-0.1%	-43.1%	6,366,439	14.1%	-0.3%

### 1 & 2 STAR RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$29.49	116	-1.0%	-16.1%	6,077,705	16.5%	0.5%
2026	\$29.80	117	-4.4%	-15.2%	5,917,876	16.0%	1.9%
2025	\$31.17	123	-4.3%	-11.3%	5,223,083	14.1%	1.8%
2024	\$32.55	128	-5.1%	-7.4%	4,563,168	12.3%	2.2%
2023	\$34.31	135	-2.4%	-2.4%	3,756,109	10.0%	1.8%
YTD	\$34.60	136	-0.8%	-1.6%	3,234,217	8.6%	0.4%
2022	\$35.15	139	4.3%	0%	3,072,594	8.2%	0.5%
2021	\$33.70	133	-0.9%	-4.1%	2,875,290	7.7%	0%
2020	\$33.99	134	-2.1%	-3.3%	2,864,834	7.6%	1.8%
2019	\$34.71	137	5.1%	-1.2%	2,183,562	5.8%	0.4%
2018	\$33.03	130	3.8%	-6.0%	2,047,566	5.5%	-1.1%
2017	\$31.83	125	7.1%	-9.5%	2,458,580	6.5%	0%
2016	\$29.70	117	11.0%	-15.5%	2,463,908	6.5%	-0.9%
2015	\$26.75	105	11.5%	-23.9%	2,795,742	7.4%	-1.3%
2014	\$23.99	95	5.4%	-31.8%	3,308,213	8.7%	-1.0%
2013	\$22.76	90	7.3%	-35.3%	3,689,595	9.7%	-1.7%
2012	\$21.21	84	-0.3%	-39.7%	4,320,903	11.3%	-0.3%
2011	\$21.27	84	-2.0%	-39.5%	4,454,517	11.6%	0.2%

## OVERALL SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$223.65	129	7.5%
2026	-	-	-	-	-	-	\$221.61	128	7.6%
2025	-	-	-	-	-	-	\$232.88	134	7.7%
2024	-	-	-	-	-	-	\$249.27	144	7.7%
2023	-	-	-	-	-	-	\$284.73	164	7.3%
YTD	61	\$111.3M	0.3%	\$2,024,495	\$363.12	5.4%	\$313.84	181	6.7%
2022	215	\$1.4B	5.1%	\$6,953,764	\$244.39	5.3%	\$324.59	187	6.5%
2021	216	\$1.9B	4.4%	\$10,199,917	\$404.97	5.6%	\$345.78	199	5.9%
2020	122	\$1.1B	2.5%	\$9,695,184	\$384.12	5.4%	\$335.58	193	6.0%
2019	307	\$2.4B	6.4%	\$12,014,512	\$348.81	6.3%	\$327.12	189	6.1%
2018	317	\$2.2B	7.2%	\$9,957,887	\$288.11	5.5%	\$301.12	174	6.2%
2017	353	\$1.8B	6.6%	\$8,983,692	\$263.78	6.3%	\$289.67	167	6.0%
2016	337	\$2.5B	8.4%	\$10,545,653	\$277.38	5.7%	\$281.90	162	5.8%
2015	292	\$1.5B	6.8%	\$6,587,743	\$229.39	5.8%	\$254.26	147	6.0%
2014	252	\$1.4B	6.6%	\$6,904,617	\$192.96	6.4%	\$226.74	131	6.2%
2013	274	\$1.2B	5.3%	\$6,829,072	\$249.69	7.2%	\$206.79	119	6.5%
2012	317	\$1.1B	6.2%	\$5,662,482	\$171.63	7.5%	\$190.85	110	6.8%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

## 4 & 5 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$251.27	122	7.2%
2026	-	-	-	-	-	-	\$249.53	121	7.4%
2025	-	-	-	-	-	-	\$262.81	127	7.5%
2024	-	-	-	-	-	-	\$282.09	137	7.5%
2023	-	-	-	-	-	-	\$323.66	157	7.1%
YTD	-	-	-	-	-	-	\$358.32	173	6.5%
2022	4	\$257.3M	1.6%	\$64,329,951	\$480	-	\$370.97	180	6.3%
2021	5	\$458.3M	2.8%	\$114,568,375	\$547.75	6.0%	\$399.37	193	5.7%
2020	2	\$431.4M	3.5%	\$215,714,603	\$370.73	-	\$392.48	190	5.8%
2019	12	\$1.1B	8.6%	\$93,582,748	\$398.66	6.5%	\$384.27	186	5.9%
2018	18	\$1.2B	11.8%	\$68,070,148	\$325.18	3.8%	\$348.13	168	6.0%
2017	18	\$801.8M	9.8%	\$47,163,717	\$262.12	6.4%	\$332.54	161	5.8%
2016	16	\$1.2B	11.3%	\$74,922,702	\$336.38	5.3%	\$322.44	156	5.6%
2015	11	\$581.5M	9.0%	\$58,147,995	\$276.29	6.6%	\$295.37	143	5.7%
2014	16	\$815.4M	11.1%	\$50,962,522	\$236.06	5.8%	\$264.96	128	6.0%
2013	11	\$855M	9.5%	\$85,502,450	\$299.02	6.1%	\$243.22	118	6.2%
2012	11	\$344.6M	6.4%	\$34,463,161	\$192.33	-	\$224.97	109	6.5%

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### 3 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$222.34	133	7.5%
2026	-	-	-	-	-	-	\$220.17	131	7.6%
2025	-	-	-	-	-	-	\$231.21	138	7.8%
2024	-	-	-	-	-	-	\$247.29	147	7.8%
2023	-	-	-	-	-	-	\$282.03	168	7.3%
YTD	15	\$47.2M	0.3%	\$3,629,573	\$394.17	4.9%	\$308.32	184	6.8%
2022	56	\$684.8M	7.9%	\$13,975,969	\$195.42	6.6%	\$317.55	189	6.5%
2021	74	\$1.1B	6.6%	\$18,515,414	\$397.58	5.4%	\$336.58	201	6.0%
2020	39	\$430.9M	2.0%	\$12,672,449	\$473.41	4.8%	\$323.68	193	6.1%
2019	113	\$1B	7.1%	\$11,533,604	\$348.86	6.2%	\$313.15	187	6.2%
2018	69	\$547.9M	5.2%	\$10,146,855	\$254.73	5.9%	\$289.15	172	6.3%
2017	78	\$720.3M	6.1%	\$11,618,343	\$272.33	6.8%	\$279.76	167	6.1%
2016	77	\$733M	7.7%	\$10,471,185	\$225	5.4%	\$273.92	163	5.9%
2015	55	\$608.8M	6.2%	\$11,707,504	\$221.51	5.8%	\$246.57	147	6.1%
2014	62	\$338.2M	5.2%	\$6,148,408	\$154.78	6.8%	\$220.70	132	6.3%
2013	71	\$186M	4.1%	\$4,893,548	\$215	8.3%	\$201.57	120	6.5%
2012	108	\$497.4M	6.8%	\$5,993,117	\$170.45	6.2%	\$186.99	111	6.8%

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(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

### 1 & 2 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$200.42	133	7.6%
2026	-	-	-	-	-	-	\$198.27	132	7.8%
2025	-	-	-	-	-	-	\$208	138	7.9%
2024	-	-	-	-	-	-	\$222.19	148	7.9%
2023	-	-	-	-	-	-	\$253.02	168	7.4%
YTD	46	\$64.2M	0.7%	\$1,527,685	\$343.24	6.1%	\$280.52	186	6.9%
2022	155	\$455.6M	4.8%	\$3,078,137	\$271.37	5.1%	\$291.38	193	6.6%
2021	137	\$340.1M	3.2%	\$2,742,504	\$314.04	5.7%	\$308.70	205	6.1%
2020	81	\$252.7M	2.2%	\$3,198,148	\$304.85	5.5%	\$298.74	198	6.2%
2019	182	\$254.4M	3.8%	\$2,569,499	\$224.65	6.4%	\$292.52	194	6.3%
2018	230	\$457.4M	5.8%	\$3,009,038	\$250.88	5.3%	\$273.21	181	6.3%
2017	257	\$301.6M	4.4%	\$2,432,008	\$249.28	5.9%	\$263.04	175	6.1%
2016	244	\$567.6M	6.7%	\$3,758,765	\$259.27	6.0%	\$255.04	169	6.0%
2015	226	\$324.9M	5.6%	\$1,933,992	\$185.41	5.8%	\$226.55	150	6.1%
2014	174	\$234.3M	4.6%	\$1,802,040	\$150.80	6.3%	\$199.65	133	6.4%
2013	192	\$154.1M	3.4%	\$1,213,451	\$145.13	7.0%	\$180.33	120	6.7%
2012	198	\$222.5M	5.4%	\$2,341,960	\$149.07	8.1%	\$164.84	109	7.1%

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(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.