

FIGURES | NAPA-SOLANO COUNTY INDUSTRIAL | Q4 2024

Vacancy and net absorption stabilize after Q3 occupancy loss

▼ 6.6%

Vacancy Rate

▲ 21K

SF Net Absorption

▼ 0

SF Under Construction

▼ \$0.92

NNN / Lease Rate
Existing Properties

▼ 0

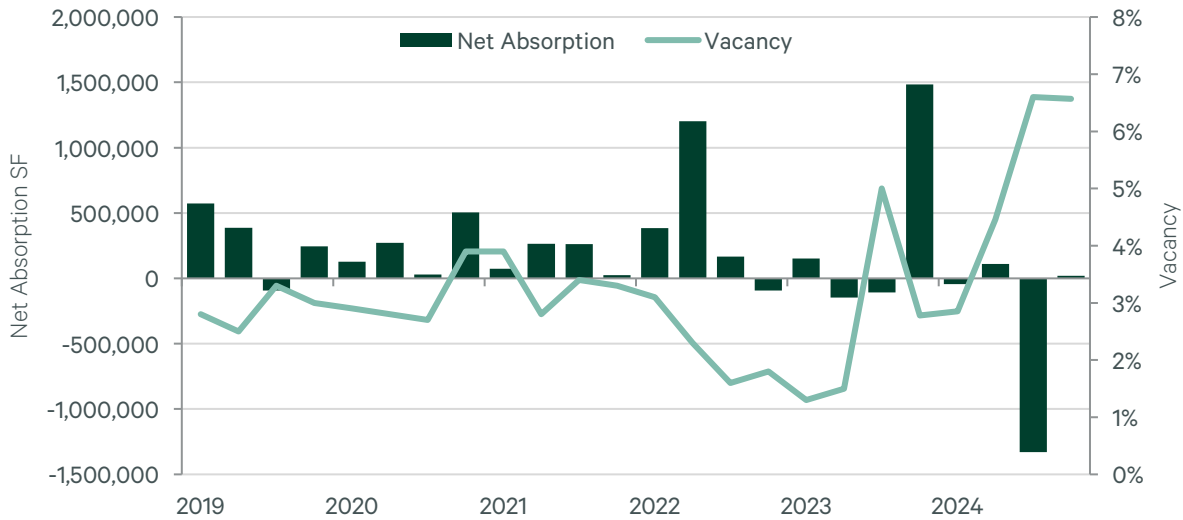
SF Delivered

Note: Arrows indicate change from previous quarter.

INDUSTRIAL MARKET HIGHLIGHTS

- The Napa-Solano Industrial Market, comprised of Napa and Solano counties, is home to 585,200 residents and hosts a labor force of 280,700. Through December of 2024, the total resident employment was 266,500 representing an increase of 800 jobs from Q3. The unemployment rate increased slightly, quarter-over-quarter (QoQ), to 5.07% at the end of the fourth quarter.
- The vacancy rate nominally decreased by 3 basis points (bps) QoQ to 6.6%. This was due to a lack of new vacancies combined with new direct lease transactions. Most notably, Biagi leased 128,000 sq. ft. at 700 Hanna Dr in American Canyon, followed by leases of 63,108 sq. ft. at 5500 E 2nd St in Benicia, and lastly 23,514 sq. ft. at 6400-6440 Goodyear Rd in Benicia. CBRE represented Eastbourne Investments in acquiring 5253 Business Center Dr in Fairfield, where they plan to convert the 103,128 sq. ft. flex property into industrial space.
- Net absorption for the market was positive 20,785 sq. ft. This follows the 1,329,988 sq. ft. of negative absorption during Q3.

FIGURE 1: Vacancy & Net Absorption Trend



Source: CBRE Research, Q4 2024

FIGURE 2: Submarket Statistics

Submarket	Net Rentable Area	Total Vacancy (%)	Total Availability (%)	Ave. Asking Rate (\$)	Q4 Net Absorption	YTD Net Absorption
American Canyon	8,675,872	8.1%	15.6%	0.92	10,300	(588,518)
Manufacturing	475,767	3.9%	3.9%	0.88	0	(18,585)
R&D/Flex	15,040	0%	0%	1.10	6,000	0
Warehouse/Distribution	8,185,065	8.4%	16.3%	1.00	4,300	(569,933)
Benicia	8,564,332	2.2%	4.7%	1.08	54,856	23,053
Manufacturing	1,189,094	2.8%	2.8%	0.95	6,103	(22,027)
R&D/Flex	481,763	2.4%	3.2%	1.17	63,108	63,367
Warehouse/Distribution	6,893,475	2.1%	5.1%	1.06	(14,355)	(18,287)
Fairfield	17,582,455	9.7%	12.1%	0.86	(2,080)	(578,872)
Manufacturing	2,297,129	3.7%	3.7%	0.95	0	(85,844)
R&D/Flex	1,309,065	10.5%	11.0%	1.33	0	(16,723)
Warehouse/Distribution	13,976,261	10.6%	13.6%	0.82	(2,080)	(476,305)
Napa	9,310,873	3.3%	4.6%	1.17	6,072	(97,529)
Manufacturing	917,450	5.9%	5.9%	1.33	6,960	(30,000)
R&D/Flex	1,846,302	3.0%	3.1%	1.61	0	(15,589)
Warehouse/Distribution	6,547,121	3.0%	4.9%	1.03	(888)	(51,940)
Vacaville	13,151,436	8.2%	10.3%	0.91	(1,234)	39,271
Manufacturing	1,264,986	0%	0%	0.90	0	0
R&D/Flex	1,529,905	18.9%	19.7%	1.14	3,576	(2,890)
Warehouse/Distribution	10,356,545	7.6%	10.2%	0.91	(4,810)	42,161
Vallejo	4,841,219	2.1%	2.1%	1.31	(47,129)	(39,341)
Manufacturing	1,927,151	3.2%	3.2%	1.22	(18,649)	(18,649)
R&D/Flex	584,575	0%	0%	0.95	0	0
Warehouse/Distribution	2,329,493	1.7%	1.7%	1.47	(28,480)	(20,692)
Napa-Solano Ind. Market	62,126,187	6.6%	9.3%	0.92	20,785	(1,241,936)
 Manufacturing	8,071,577	3.1%	3.1%	1.24	(5,586)	(175,105)
 R&D/Flex	5,766,650	8.6%	9.0%	1.37	72,684	28,165
 Warehouse/Distribution	48,287,960	6.9%	10.3%	0.87	(46,313)	(1,094,996)

Source: CBRE Research, Q4 2024

FIGURE 3: Notable Lease Transactions Q4 2024

Tenant	Address	SF Leased	Type
Biagi	700 Hanna Dr, American Canyon	128,000	Renewal/ Expansion
Sigray, Inc.	5500 E 2 nd St, Benicia	63,108*	New Lease
LGG International	6400 6440 Goodyear Rd, Benicia	23,514*	Renewal
Distributor Operations, Inc.	535 Getty Ct, Benicia	20,160*	Renewal

Source: CBRE Research, Q4 2024

*CBRE Involved

FIGURE 4: Notable Sale Transactions Q4 2024

Buyer	Address	SF Sold	Sale Price \$/SF
EQT Exeter	400 Boone Dr, American Canyon	702,000	\$104.9M \$150
EQT Exeter	1 Middleton Way, American Canyon	644,000	\$96.3M \$150
Lonza Manufacturing**	1000 New Horizons Way, Vacaville	450,000	Undisclosed
Broadstone Net Lease	2500 N Watney Way, Fairfield	110,000	\$8.1M \$74
Eastbourne Investments	5253 Business Center Dr, Fairfield	103,128*	\$11.5M \$112

Source: CBRE Research, Q4 2024

*CBRE Involved **User Sale

FIGURE 5: Lease Rates

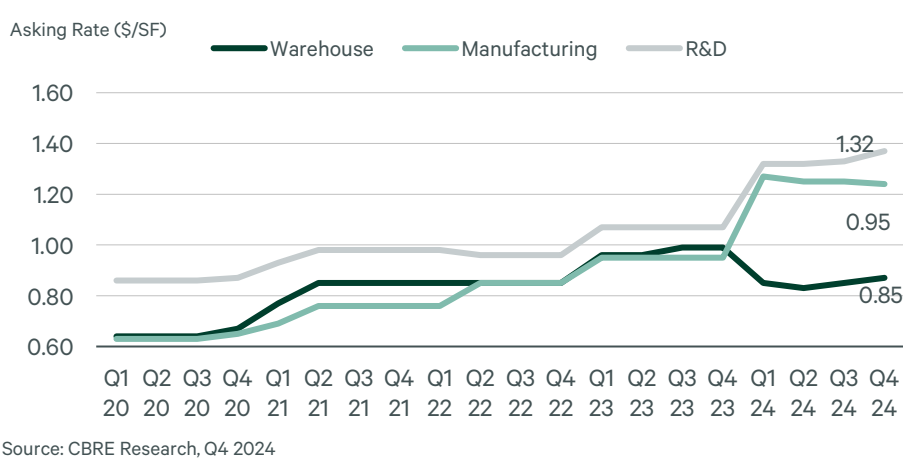
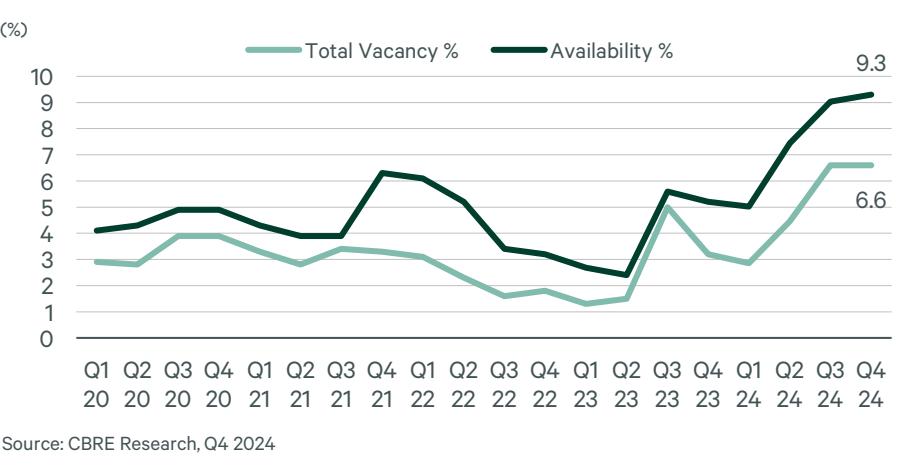
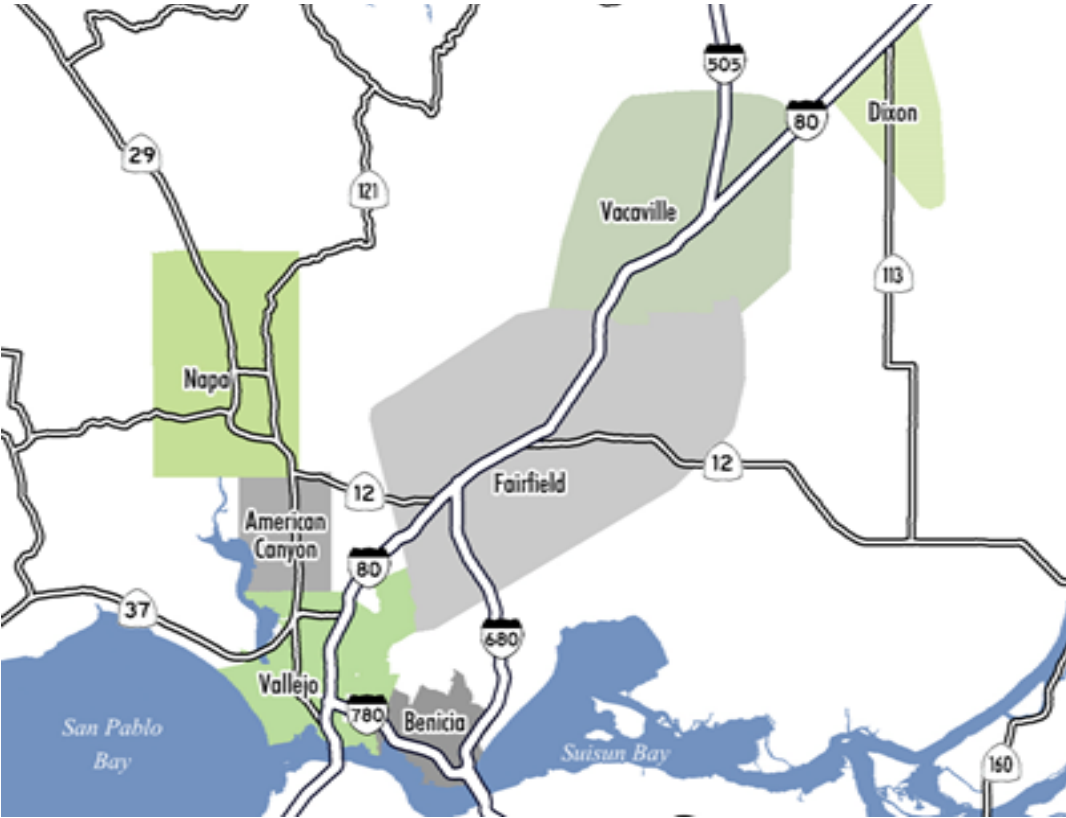


FIGURE 6: Vacancy & Availability



Submarket Map



Source: CBRE Research, Location Intelligence

Definitions

Average Asking Rate Direct Annual Lease Rates, NNN. Availability All existing space being marketed for lease. Total Vacancy Rate Direct Vacancy + Sublease Vacancy.

CBRE’s market report analyzes existing single- and multi-tenant office buildings that total 10,000+ sq. ft. in downtown San Francisco, excluding owner-occupied buildings. CBRE assembles all information through telephone canvassing, third-party vendors, and listings received from owners, tenants and members of the commercial real estate brokerage community.

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