

# Oakland Industrial Snapshot

▲ 5.9%  
Vacancy
▲ (1.20M)  
Net Absorption Sq. Ft.
▲ 722.1K  
Deliveries YTD Sq. Ft.
▼ 1.05M  
Under Construction /Renovation Sq. Ft.
▲ \$1.36  
NNN Average Asking Sq. Ft.

Figure 1: Market Statistics

Submarket	Net Rentable Area	Total Vacancy %	Total Vacant SF	Total Availability %	Total Direct Available	Total Sublease Available	Average Asking Rate (\$/SF)	Current Gross Absorption	Current Net Absorption	YTD Net Absorption
Richmond	13,670,422	6.6%	901,086	8.6%	726,697	454,497	1.40	12,542	40,793	15,505
Manufacturing	4,881,501	2.9%	142,352	3.2%	150,101	4,859	1.40	2,364	(108,765)	(114,473)
Warehouse/Distribution	8,788,921	8.6%	758,734	11.7%	576,596	449,638	1.40	10,178	149,558	129,978
Berkeley	5,042,459	2.5%	125,439	3.0%	141,406	8,253	1.58	10,325	12,737	(10,744)
Manufacturing	3,283,436	3.1%	101,739	3.1%	93,486	8,253	1.50	0	2,412	(14,769)
Warehouse/Distribution	1,759,023	1.3%	23,700	2.7%	47,920	0	1.75	10,325	10,325	4,025
Emeryville	2,284,224	6.6%	151,344	7.2%	165,275	0	1.63	0	0	5,850
Manufacturing	639,819	12.1%	77,383	12.1%	77,383	0	1.50	0	0	5,850
Warehouse/Distribution	1,644,405	4.5%	73,961	5.3%	87,892	0	1.75	0	0	0
Oakland	33,929,870	6.6%	2,230,835	7.7%	1,843,404	781,039	1.27	204,479	(613,104)	(775,382)
Manufacturing	8,734,728	2.7%	235,871	3.3%	181,081	104,127	1.00	12,260	(61,259)	(87,267)
Warehouse/Distribution	25,195,142	7.9%	1,994,964	9.3%	1,662,323	676,912	1.30	192,219	(551,845)	(688,115)
Alameda	3,821,503	5.6%	215,376	5.6%	215,376	0	1.30	0	0	(96,760)
Manufacturing	477,115	10.0%	47,499	10.0%	47,499	0	1.30	0	0	38,617
Warehouse/Distribution	3,344,388	5.0%	167,877	5.0%	167,877	0	1.30	0	0	(135,377)
San Leandro	19,794,326	6.1%	1,205,160	7.0%	1,072,941	322,495	1.40	276,932	(93,200)	(526,150)
Manufacturing	4,894,593	7.3%	355,523	8.8%	393,249	38,885	1.40	125,750	(40,568)	(54,219)
Warehouse/Distribution	14,899,733	5.7%	849,637	6.5%	679,692	283,610	1.40	151,182	(52,632)	(471,931)
San Lorenzo	1,184,671	0.9%	10,608	11.2%	132,294	0	1.10	0	0	0
Manufacturing	760,545	0.0%	0	0.0%	0	0	1.10	0	0	0
Warehouse/Distribution	424,126	2.5%	10,608	31.2%	132,294	0	1.10	0	0	0
Hayward	35,391,599	5.7%	2,016,967	6.7%	1,656,122	719,520	1.40	492,975	(357,456)	(665,005)
Manufacturing	7,526,954	3.2%	242,338	5.5%	263,392	151,269	1.40	92,403	(10,792)	(97,032)
Warehouse/Distribution	27,864,645	6.4%	1,774,629	7.0%	1,392,730	568,251	1.40	400,572	(346,664)	(567,973)
Union City	12,573,979	5.8%	723,017	8.9%	621,631	499,270	1.40	182,032	(190,749)	(311,411)
Manufacturing	2,474,680	1.1%	28,136	11.1%	220,004	55,657	1.40	34,613	34,613	34,613
Warehouse/Distribution	10,099,299	6.9%	694,881	8.4%	401,627	443,613	1.40	147,419	(225,362)	(346,024)
Oakland Industrial Market	127,693,053	5.9%	7,579,832	7.3%	6,575,146	2,785,074	1.36	1,179,285	(1,200,979)	(2,364,097)
Manufacturing	33,673,371	3.7%	1,230,841	5.3%	1,426,195	363,050	1.34	267,390	(184,359)	(288,680)
Warehouse/Distribution	94,019,682	6.8%	6,348,991	8.1%	5,148,951	2,422,024	1.37	911,895	(1,016,620)	(2,075,417)

Figure 2: Significant Lease Transactions of the Quarter

Lessee	Address	City	Total SF	Product Type	Lease Type
Confidential	3363 3377 Arden Rd	Hayward	129,920	Distribution/Logistics	New Lease
Tuopu	650 680 85th Ave	Oakland	128,168	Distribution/Logistics	New Lease
Confidential	14500 Washington Ave	San Leandro	121,696	Light Manufacturing	Renewal
Penske Logistics	33400 Dowe Ave	Union City	100,000	Distribution/Logistics	Renewal/Contraction
Acco Engineering	2933 2939 Alvarado St	San Leandro	54,055	Distribution/Logistics	New Lease
Quartz	28321 Industrial Blvd	Hayward	41,905	Distribution/Logistics	Renewal
Confidential	2350 2354 Davis Ave	Hayward	32,316	Distribution/Logistics	Renewal
Hikari Sales USA	2230 2242 Davis Ct	Hayward	27,375	Distribution/Logistics	Renewal
NABIS	5703 5733 San Leandro St	Oakland	26,000	Distribution/Logistics	Renewal

Figure 3: Significant Sale Transactions of the Quarter

Buyer	Address	City	Total SF	Price	Product Type	Sale Type
Confidential	3129 3147 Corporate Pl	Hayward	333,302	Confidential	Distribution/Logistics	Investor Sale
Confidential	3528 Arden Rd	Hayward	188,000	Confidential	Distribution/Logistics	Investor Sale
DRA Advisors	7307 Edgewater Dr	Oakland	125,509	\$35,148,671	Distribution/Logistics	Investor Sale
Marathon Packaging Corp.	1602 1608 Whipple Rd	Union City	121,250	\$30,000,000	Distribution/Logistics	User Sale
Terreno Realty	3528 Arden Rd	Hayward	101,805	\$25,141,450	Distribution/Logistics	Investor Sale
Alameda Point Redevelopers	2630 8th St	Berkeley	54,208	\$7,000,000	Light Manufacturing	Investor Sale
Terreno Realty	20269 20281 Mack St	Hayward	52,000	\$11,281,133	Light Manufacturing	Investor Sale
DRA Advisors	7303 Edgewater Dr	Oakland	37,524	\$5,982,839	Distribution/Logistics	Investor Sale

Figure 4: Average Asking Rates

Avg. Asking (\$)

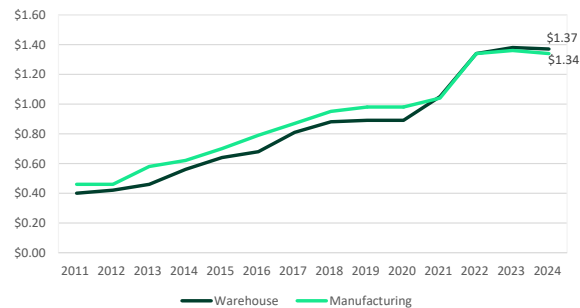


Figure 5: Net Absorption & Vacancy

Net Abs. Sq. Ft. (million)

Vacancy (%)

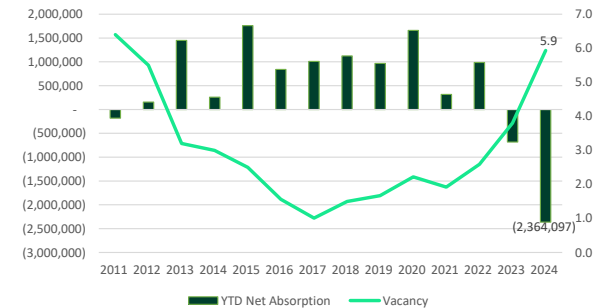
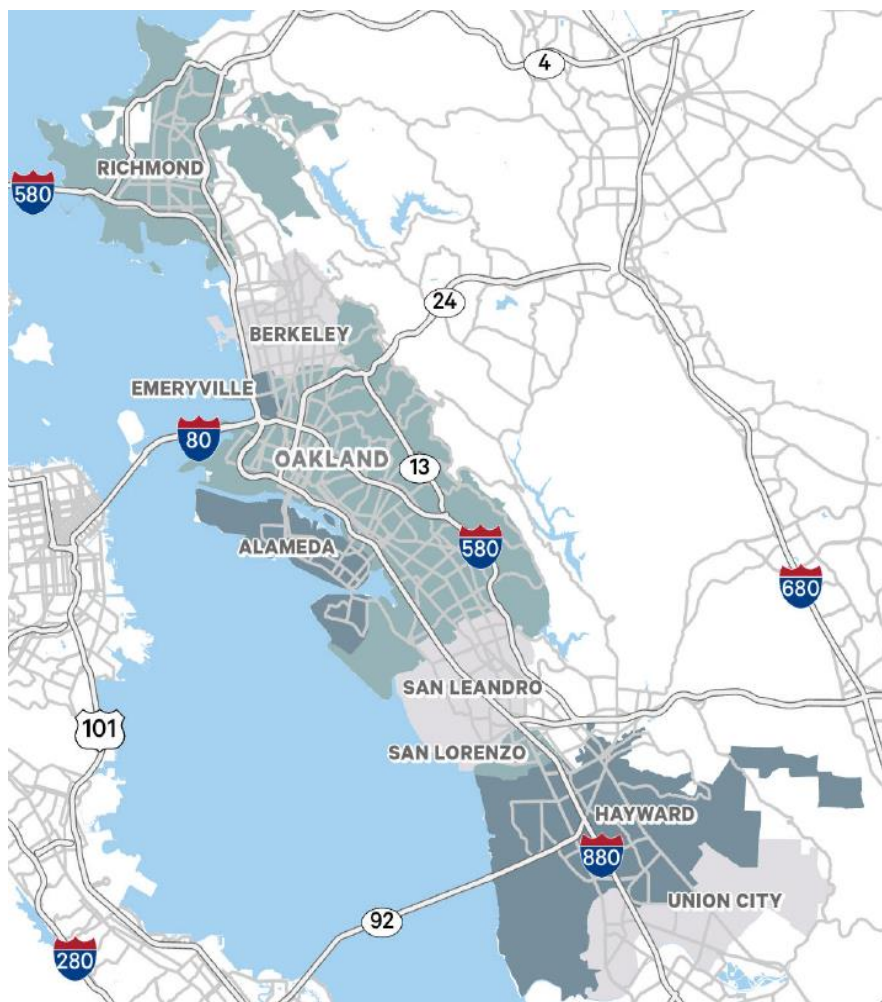


Figure 6: Regional Map



#### DEFINITIONS

Average Asking Rate Direct Monthly Lease Rates., Triple Net (NNN). Availability  
All existing space being marketed for lease. Total Vacancy Rate Direct Vacancy  
+ Sublease Vacancy.

#### SURVEY CRITERIA

CBRE's market report analyzes existing single- and multi-tenant industrial buildings that total 10,000+ sq. ft. within defined submarkets, including 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.

#### Dominic Guan

Research Analyst  
T: +1 510 874 1902  
E: Dominic.Guan@cbre.com

#### Paul Magoria

Research Manager  
T: +1 510 874 1912  
E: Paul.Magoria@cbre.com

#### Konrad Knutsen

Director, Northern CA & Greater LA  
T: +1 916 446 8292  
E: Konrad.Knutsen@cbre.com

#### Trevor Thorpe

Managing Director  
T: +1 510 874 1967  
E: Trevor.Thorpe@cbre.com

#### Oakland Office

1111 Broadway  
Suite 1850  
Oakland, CA 94607