-880 Corridor

arter 2018

INDUSTRIAL MARKET REPORT



In the 1st Quarter of 2014 the industrial market along the 880 corridor saw continued strength in both sales and leasing of all product types. The continued investment by both owner users buyers as well as institutional investors in industrial product along the 880 corridor is more prevalent than ever.

Now more than any time in the past twenty five (25) years we are seeing more speculative warehouse development being built and planned along the 880 corridor. New projects in the Richmond Point Pinole submarket in Point Pinole Business Park include plans for 700,000± square feet of warehouse space with LDK Capital and KTR's plans for a 500,000± square foot spec warehouse next door.

Further South along the 880 Corridor in Fremont, Panattoni has plans for a 175,000± square foot warehouse on Milmont Drive (a former manufacturing site marketed by Victor DeBoer and Andrew Stoddard of Lee & Associates Oakland Office). Panattoni was represented by Jesse Lucas of Lee & Associates Oakland office on this redevelopment site which closed in February 2014. Panattoni immediately went to work on demolishing the site and prepping for a Class A modern 175,000± square foot warehouse facility.

These are great examples of the confidence that investors of all levels have in industrial product and the industrial market along the 880 corridor.

We anticipate these trends will continue into the foreseeable future as the economy continues its slow growth mode.

We appreciate your business and invite you to contact us with any questions or comments you may have regarding commercial properties along the 880 Corridor. Let us know how we can help you!

- Craig Hagglund, Managing Principal, Lee & Associates - Oakland

MARKET SNAPSHOT

59,947,407
3,853,490
6.43%
83,866,315
4,647,938
5.54%
53,900,000
6,060,955
11.24%

KEY TERMS & DEFINITIONS

Availability: Square footage that is marketed for lease which is available within 90 days. This also includes sublease space.

Industrial buildings are defined as buildings with a ceiling clearance of less than 22 feet with drive in truck doors; some may have dock doors. These buildings can be used by a wide variety of users. Parking is usually limited. This is the most prevalent type of industrial building.

Multi-tenant/incubator is defined as an industrial building that divides into units of less than 5,000± SF with drive in truck doors and a ceiling clearance of less than 18 feet. These buildings are ideal for expanding small businesses.

Warehouse and distribution buildings have a ceiling clearance of 22 feet or greater, dock high doors, limited parking and an adequate apron for truck deliveries.

Office/Flex/R&D buildings are characterized by having a parking ratio of at least 3/1000 SF of building. They usually have a lower clearance height and can be one or two stories. The parking enables these buildings to be flexible in the type of user they can accommodate. Any user from pure office to research & development can take advantage of the flexibility of this type of building.



MARKET		INVENTORY		AVAILABILITY			AVAILABILITY RATE	
		Buildings	Total SF	Direct SF	Sublease SF	Available SF	Direct	Total
BERKELEY								
	INDUSTRIAL	278	5,506,556	134,764	6,300	141,064	2.45%	2.56%
	MULTI TENANT/INCUBATOR	6	71,189	0	0	0	0.00%	0.00%
	FLEX/R&D	53	2,261,891	360,915	0	360,915	15.96%	15.96%
	WAREHOUSE/DIST	4	72,849	0	0	0	0.00%	0.00%
	TOTAL	341	7,912,485	495,679	6,300	501,979	6.26%	6.34%
EMERYVILLE								
	INDUSTRIAL	132	3,525,799	113,815	19,346	133,161	3.23%	3.78%
	MULTI TENANT/INCUBATOR	4	99,936	16,448	0	16,448	16.46%	16.46%
	FLEX/R&D	19	1,154,006	15,657	0	15,657	1.36%	1.36%
	WAREHOUSE/DIST	8	346,573	0	0	0	0.00%	0.00%
	TOTAL	163	5,126,314	145,920	19,346	165,266	2.85%	3.22%
OAKLAND								
	INDUSTRIAL	1,213	21,475,996	1,231,417	63,805	1,295,222	5.73%	6.03%
	MULTI TENANT/INCUBATOR	41	290,046	12,601	0	12,601	4.34%	4.34%
	FLEX/R&D	117	2,088,993	35,636	0	35,636	1.71%	1.71%
	WAREHOUSE/DIST	90	6,789,481	251,267	0	251,267	3.70%	3.70%
	TOTAL	1,461	30,644,516	1,530,921	63,805	1,594,726	5.00%	5.20%
RICHMOND								
	INDUSTRIAL	284	8,385,270	784,366	110,592	894,958	9.35%	10.67%
	MULTI TENANT/INCUBATOR	28	1,842,821	141,125	0	141,125	7.66%	7.66%
	FLEX/R&D	30	1,070,931	79,998	4,166	84,164	7.47%	7.86%
	WAREHOUSE/DIST	40	4,965,070	438,440	32,832	471,272	8.83%	9.49%
	TOTAL	382	16,264,092	1,443,929	147,590	1,591,519	8.88%	9.79%
MARKET TOTAL		2,347	59,947,407	3,616,449	237,041	3,853,490	6.03%	6.43%

MARKET		INVENTORY		AVAILABILITY			AVAILABILITY RATE	
		Buildings	Total SF	Direct SF	Sublease SF	Available SF	Direct	Total
HAYWARD								
	INDUSTRIAL	860	15,813,729	447,080	0	447,080	2.83%	2.83%
	MULTI TENANT/INCUBATOR	166	2,501,985	80,424	0	80,424	3.21%	3.21%
	FLEX/R&D	98	4,441,312	443,586	0	443,586	9.99%	9.99%
	WAREHOUSE/DIST	230	22,659,702	978,684	685,700	1,664,384	4.32%	7.35%
	TOTAL	1,354	45,416,728	1,949,774	685,700	2,635,474	4.29%	5.80%
SAN LEANDRO								
	INDUSTRIAL	410	12,924,794	461,855	53,923	515,778	3.57%	3.99%
	MULTI TENANT/INCUBATOR	30	672,995	30,511	0	30,511	4.53%	4.53%
	FLEX/R&D	44	2,105,958	57,152	4,988	62,140	2.71%	2.95%
	WAREHOUSE/DIST	93	7,609,257	483,486	100,987	584,473	6.35%	7.68%
	TOTAL	577	23,313,004	1,033,004	159,898	1,192,902	4.43%	5.12%
JNION CITY								
	INDUSTRIAL	113	3,231,259	228,801	0	228,801	7.08%	7.08%
	MULTI TENANT/INCUBATOR	15	402,063	78,440	0	78,440	19.51%	19.51%
	FLEX/R&D	19	696,702	133,027	4,316	137,343	19.09%	19.71%
	WAREHOUSE/DIST	105	10,806,559	374,978	0	374,978	3.47%	3.47%
	TOTAL	252	15,136,583	815,246	4,316	819,562	5.39%	5.41%
MARKET TOTAL		2,183	83,866,315	3,798,024	849,914	4,647,938	4.53%	5.54%

FREMONT/NEWARK MARKET STATISTICS - 1 st Quarter 2014									
MARKET	INVENTORY	AVAILABILITY			AVAILABILITY RATE				
	Total SF	Direct SF	Sublease SF	Available SF	Direct	Total			
FREMONT/NEWARK									
INDUSTRIAL/WAREHOUSE	30500000	2,922,532	114,426	3,036,958	9.58%	9.96%			
FLEX/R&D	23400000	2,749,430	274,567	3,023,997	11.75%	12.92%			
MARKET TOTAL	53,900,000	5,671,962	388,993	6,060,955	10.52%	11.24%			



HAYWARD INDUSTRIAL AVAILABILITY

AVAILABILITY



ABSORPTION

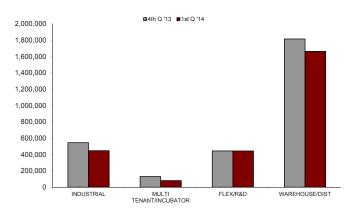




The Hayward market consists of roughly 45 million square feet of warehouse, industrial, multi-tenant, and R&D space. The Hayward Industrial market was very active this past quarter especially on the owner user sale market. Sale prices continue to increase and show more strength. The strength in the sale market is prompting some owners to consider selling, and shopping their buildings on the market at much higher prices than 12 months ago, By way of example, three (3) separate 50,000± square foot warehouses have come out on the market in the past couples months all at prices over \$100 per square foot. Two (2) notable sales were the 105,000± square foot multi-tenant warehouse on Corporate Avenue sold to KZ Kitchen Cabinet and Stone, and the 131,000± square foot multitenant flex/industrial Britannia Business Center Spieker Properties by Jesse Lucas of Lee & Associates Oakland office. We anticipate the trend to continue with higher lease rates, higher sale values, and lower inventories across the board.

-Craig Hagglund

4th QUARTER '13 VS. 1st QUARTER '14 AVAILABILITIES



SAN LEANDRO INDUSTRIAL AVAILABILITY

AVAILABILITY



ABSORPTION

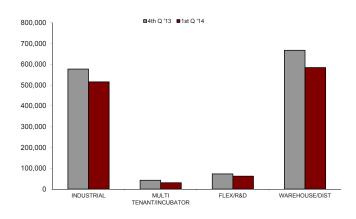




The San Leandro market encompasses roughly 23 million square feet of warehouse, industrial, multi-tenant, and R&D space. Market surveys show the overall vacancy just over 5% - continuing to decline from the previous quarter with all four sectors seeing positive absorption. One Source Distribution signed the largest new lease of the quarter in 224,000± square feet on Marina Boulevard. The sale market continues to improve as well, with eight building sales – seven owner/user sales and one investment deal. We anticipate vacancy will continue to decline and both lease rates and sale prices will continue to rise over the next quarter.

-Chris Schofield

4th QUARTER '13 VS. 1st QUARTER '14 AVAILABILITIES



UNION CITY INDUSTRIAL AVAILABILITY

AVAILABILITY



ABSORPTION

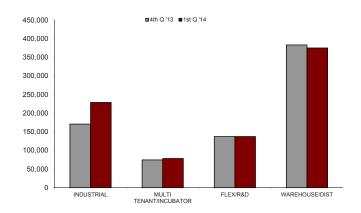


Union City consists of just under 16 million square feet of warehouse, industrial, multi-tenant, and R&D space. Several notable purchase transactions took place in the 1st Quarter, including Westcore's acquisition of the 117,000± square foot facility on Whipple Road for roughly \$70 per square foot. P&R Paper also purchased a 60,000± square foot warehouse on Volpey Way for \$92± per square foot.

Vacancy rates remain tight at about 5.5% in Union City. We anticipate lease rates will continue to increase and vacancy rates will tighten up even more throughout 2014. We expect sale values to increase over 2014 with a lack of supply and increased demand from owner/user buyers seeking properties.

-Ryan Martens

4th QUARTER '13 VS. 1st QUARTER '14 AVAILABILITIES



FREMONT/NEWARK INDUSTRIAL AVAILABILITY

AVAILABILITY



ABSORPTION





the 1st Quarter of 2014 for the Fremont/Newark market. Lease rates for warehouse, manufacturing, and R&D spaces are continuing to increase as the local economy continues to fire on all cylinders. As we projected in our last market report, Tenants who wish to stay and renew in their current facilities are facing dramatic rate increases. Landlords are capitalizing on the current upswing in the market.

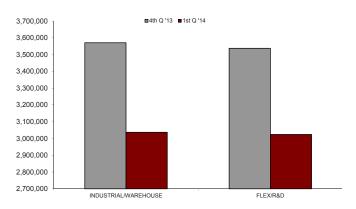
The purchase and sale market saw six (6) owner/user sales totaling almost 225,000 square feet in the 1st Quarter compared to 506,298± square feet sold to owner/users in the 4th Quarter of 2013. A large chunk of that 506,298± square feet is reflective of the 254,593± square feet Home Elegance purchase. We anticipate the purchase and sale market to continue its momentum into the spring and summer, especially with the availability of SBA financing to owner/users.

Development continues to move forward in Fremont/Newark with another speculative project being announced in the 1st Quarter. Sacramento-based Panattoni Development acquired a ± 9.26 Acre site at 48490 Milmont Drive in south Fremont in February and will construct a state-of-the-art, 173,296 square foot, industrial building to accommodate users searching for more functional product. The project has been dubbed Milmont Commerce Center and construction will commence in early summer 2014. Lee & Associates is handling the leasing on this project for Panattoni Development.

Notable Sales:

- Vasona Management purchased a 17,500± square foot industrial building at 37390 Centralmont Place in Fremont
- United Sheet Metal purchased a 21,724± square foot industrial building at 44153 South Grimmer Blvd. in Fremont

The momentum from the 4th Quarter of 2013 has carried over into 4th QUARTER '13 VS. 1st QUARTER '14 AVAILABILITIES



- Duniway Stockroom Corp. purchased a 61,178± square foot flex building at 48499-48507 Milmont Drive in Fremont
- Sparkle Power Corp. purchased a 64,640± square foot flex building at 48500-48502 Kato Road in Fremont

Notable Leases:

- Iron Systems leased 41,902± square feet of industrial space at 980 Mission Court in Fremont
- Asterias Biotherapeutics leased 44,000± square feet of R&D space at 6300 Dumbarton Circle in Fremont
- McCollister's Moving & Storage leased 84,227± square feet of warehouse space at 7091 Central Ave in Newark
- DB Schenker subleased 152,648± square feet of warehouse space at 7025-7055 Central Avenue in Newark

-Victor DeBoer, Andrew Stoddard, & Neil Cowperthwaite

OAKLAND INDUSTRIAL AVAILABILITY

AVAILABILITY



ABSORPTION



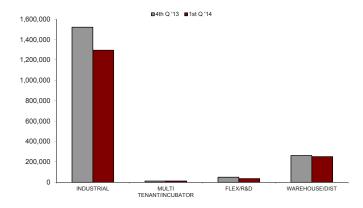


The Oakland market encompasses roughly 30 million square feet of warehouse, industrial, multi-tenant, and R&D space. The 1st Quarter for the Oakland Industrial market showed the same progress that we saw during the 2013 year. Consistent leasing and sales activity in the sub-20,000± square foot sector was the major characteristic of this first quarter of 2014 in Oakland. This is ultimately what we want to see as we have very few larger spaces in the infill market of Oakland, and the small to mid-size growing company is what really makes this market go.

The deals of note for this quarter were the lease of 19,800± square feet at 460 Roland Way in the Oakland Airport Business Park, the sale of 13,895± square feet at 401 Alice Street in Jack London Square, and the sale of 333 Filbert Street near the Port of Oakland. The Filbert Street deal was a 23,000± square foot building on 3.2 acres which operated as Ford truck service facility and was purchased by ProLogis Development as an asset. They see an extremely rare service-oriented facility with extra land that could potentially be a build-to-suit location in the future. This speculative purchase by the biggest industrial developer demonstrates their confidence in the Oakland Industrial Market now and in the future.

- Drew Fischer

4th QUARTER '13 VS. 1st QUARTER '14 AVAILABILITIES



BERKELEY INDUSTRIAL AVAILABILITY

AVAILABILITY

ABSORPTION



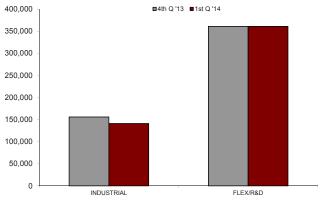
LEASE RATE

The Berkeley submarket consists of 7.5 million square feet of warehouse, industrial, multi-tenant, and R&D space. The Berkeley market continues to have a short supply of space for lease in addition to very small inventory of sale options. Some of the significant lease transactions this past quarter include the 40,601 \pm square foot lease to TCHO Ventures at 3100 San Pablo Avenue, the 4,200 \pm square foot lease to Tomato Sherpa, LLC at 1226 9th Street, and the 4,000 \pm square foot lease to Keene Builders at 2216 5th Street.

There were no sales in the 1st Quarter in Berkeley. We anticipate Berkeley to have little inventory and lack product for sale for owner users and investors into the future.

-Brian Barden

4th QUARTER '13 VS. 1st QUARTER '14 AVAILABILITIES



EMERYVILLE INDUSTRIAL AVAILABILITY

AVAILABILITY



ABSORPTION



LEASE RATE

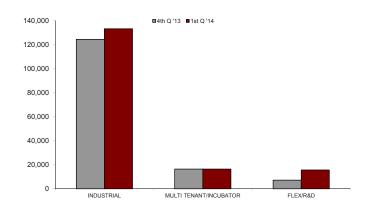


The Emeryville submarket consists of roughly 5 million square feet of warehouse, industrial, multi-tenant, and R&D space. In the 1st Quarter of 2014, the Emeryville submarket had very little new vacancy. Asking lease rates went up on most of the available properties due to the increased activity in all surrounding markets. There were three (3) leases in the 10,000-15,000 square foot range. The tenants that signed new leases were Spoon Rocket, SellPoints, and McLaughlin Coffee. Multiple small spaces have come to the market late 1st Quarter as a result of expanding companies.

There were no sales in the 1st Quarter in Emeryville. The supply of property for sale in Emeryville is very low at this time. The buildings that are on the market are industrial buildings that are development opportunities.

-Brian Barden

4th QUARTER '13 VS. 1st QUARTER '14 AVAILABILITIES



RICHMOND INDUSTRIAL AVAILABILITY

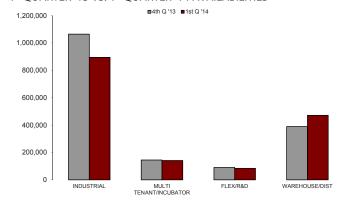
AVAILABILITY





The Richmond market consists of roughly 14 million square feet of warehouse, industrial, multi-tenant, and R&D space. 2014 has started off in Richmond with a noticeable bang. Typically, Richmond moves at a slower pace in terms of overall sales and leasing activity amongst other markets in along the 880 Industrial Corridor. However, the 1st Quarter saw a number of highly publicized, large-scale transactions that hoisted Richmond onto the front page of all industrial real estate activity in the Bay Area. KTR Investments, which has made a number or large strategic acquisitions in the 880 market over the last year, purchased ±30 acres at the Point Pinole Business Park where they will look to build a number of large distribution facilities. Also of note was the sale of 2995 Atlas Road to LDK Capital Partners. This property is 500,000± square feet of older buildings on ±40 acres. It operated as a steel processing facility but has not been operational for over 10 years. The buyer will be remediating environmental issues on the property and then building new industrial buildings on the site which will cater to a wide range of sizes and uses.

4th QUARTER '13 VS. 1st QUARTER '14 AVAILABILITIES



Both of these transactions are a result of the scarcity of Class A Industrial Warehouse product in the 880 Corridor, and with newer building standards becoming the driving factor for large corporate warehouse users, these new offerings in Richmond will hope to meet those demands in the next 12-18 months.

-Drew Fischer

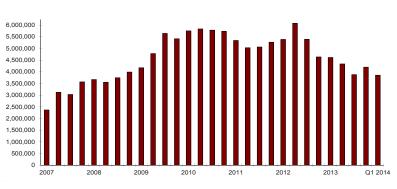


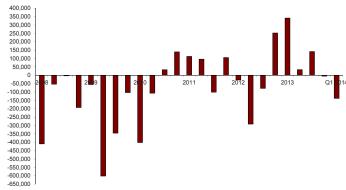
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QUARTER IN REVIEW

NORTH I-880 AVAILABILITY HISTORY

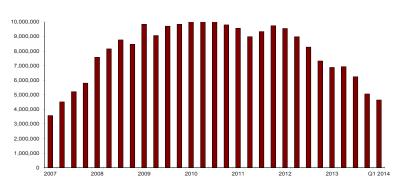
NORTH I-880 ABSORPTION HISTORY

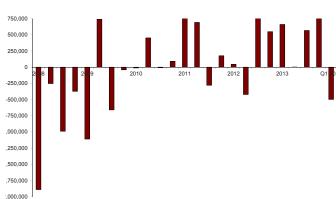




I-880 AVAILABILITY HISTORY

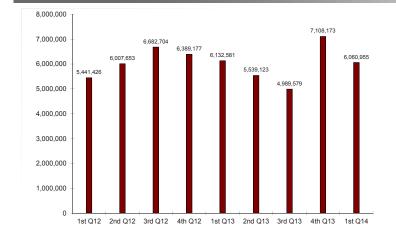
I-880 ABSORPTION HISTORY

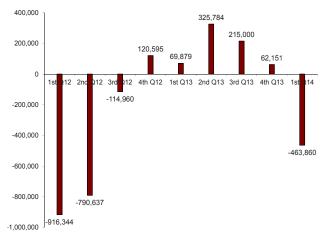




FREMONT/NEWARK AVAILABILITY HISTORY

FREMONT/NEWARK ABSORPTION HISTORY









TRANSACTIONS

Land - ±30 Acres Sold
Pinole Point Business Park, Richmond
KTR PROPERTY TRUST III



Industrial - 500,000± SF Sold 2995 Atlas Road, Richmond 2995 ATLAS ROAD LLC (LDK CAPITAL)



Industrial - 131,141± SF Sold 21325-21375 Cabot Blvd., Hayward SPIEKER PROPERTIES



Industrial - 60,080± SF Sold 2975 Volpey Way, Union City P&R PAPER SUPPLY COMPANY, INC.



Industrial - 55,130± SF Sold 950-958 Aladdin Avenue, San Leandro EQUITY GROWTH PARTNERS



Industrial - 52,980± SF Sold 1500 & 1532 Doolittle Dr., San Leandro PROLOGIS



Industrial - 223,984± SF Leased 32001 Marina Blvd., San Leandro ONE SOURCE DISTRIBUTORS



Industrial - 159,040± SF Leased 6601 Overlake Place, Newark FUTURIS



Industrial - 125,072± SF Leased 38503 Cherry Street #I, Newark TESLA MOTORS



Industrial - 84,227± SF Leased 7091 Central Avenue, Newark McCOLLISTER'S MOVING & STORAGE



Industrial - 66,048± SF Leased 3525 Arden Road #300, Hayward BIMBO BAKERIES, INC.



Industrial - 63,512± SF Leased 2660 West Winton Avenue, Hayward CORSAIR MEMORY, INC.





LEE AVAILABLES

FOR LEASE
AVAILABLE SF: 46,092± SF
39 4th Street, OAKLAND



FOR LEASE AVAILABLE SF: 173,296± SF



FOR LEASE AVAILABLE SF: 48,658± SF 650 85th Avenue, OAKLAND



FOR SALE AVAILABLE SF: 68,835± SF 20551 & 20609 Corsair Blvd., HAYWARD



FOR SALE AVAILABLE SF: 57,740± SF 4281 Technology Drive, FREMONT



FOR LEASE OR SALE AVAILABLE SF: 49,145± SF 34325 Ardenwood Blvd., FREMONT



FOR LEASE AVAILABLE SF: 18,200± SF 5555 San Leandro Street, OAKLAND



FOR LEASE AVAILABLE SF: 14,160± SF 2283 Industrial Pkwy. W., HAYWARD



FOR LEASE AVAILABLE SF: 21,053± SF 2671 McCone Avenue, HAYWARD



FOR LEASE AVAILABLE SF: 125,372± SF 8717 G Street, OAKLAND



FOR LEASE AVAILABLE SF: 51,100± SF 47823 Westinghouse Drive, FREMONT



FOR LEASE AVAILABLE SF: 27,582± SF 31023 Huntwood Avenue, HAYWARD



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ABOUT LEE & ASSOCIATES

Lee & Associates, founded in 1979, is one of the largest regional commercial real estate providers in the United States.

Since 1979, our seasoned, motivated shareholders and professionals have been offering comprehensive quality service nationally and locally in a pro-active manner. We develop customized solutions for all of your real estates needs through our market-to-market knowledge in all property types. Our unique business model and extensive experience has helped us become one of the largest commercial real estate providers in the United States.

NATIONAL PRESENCE

SSOCIATES®

LOCATIONS STRONG

NATIONAL ORGANIZATION, LOCAL OWNERSHIP

Established in 1979 in Irvine, California, Lee & Associates has 49 nationwide offices that are individually owned by the shareholders of that office, thus encouraging an entrepreneurial spirit and allowing more freedom and creativity to make real estate transactions work

EXPLOSIVE GROWTH

Over the past 34 years, there has been an explosive growth of Lee & Associates offices throughout the country, making it one of the largest and fastest growing commercial real estate organizations in the United States.

COMMERCIAL REAL ESTATE SERVICES

2013 - Long Island-Queens, NY 2013 - Chesapeake Region , MD 2010 - Greenwood, IN 2013 - Charleston-Dwntn, SC

2012 - Edison, NJ 2012 - Orlando, FL

2012 - Charleston, SC

2011 - Fort Myers, FL

2011 - Kansas City, KS

2011 - Manhattan, NY

2011 - Greenville, SC

2010 - Atlanta, GA

2010 - Indianapolis, IN

2009 - Long Beach, CA

2009 - Elmwood Park, NJ

2008 - Boise, ID

2008 - Investment Services Group, LA, CA 2006 - San Luis Obispo, CA 1994 - West LA, CA

2008 - Palm Desert, CA

2008 - Santa Barbara, CA

2006 - Antelope Valley, CA

2006 - Dallas, TX

2006 - Madison, WI

2006 - Oakland, CA

2006 - Reno, NV

2006 - San Diego - UTC, CA 1996 - Central LA, CA

2006 - Ventura, CA

2005 - Southfield, MI

2005 - Los Olivos, CA

2004 - Calabasas, CA

2004 - St. Louis, MO

2002 - Chicago, IL

2001 - Victorville, CA

1999 - Temecula Valley, CA 1989 - Los Angeles, CA

1994 - Sherman Oaks, CA

1993 - Pleasanton, CA 1993 - Stockton, CA

1992 - Las Vegas, NV

1991 - Phoenix, AZ

1990 - Carlsbad, CA

1990 - Industry, CA

1989 - Riverside, CA

1987 - Ontario, CA

1984 - Newport Beach, CA

1983 - Orange, CA

1979 - Irvine, CA