TECHNICAL MEMORANDUM #2

CONTRA COSTA COUNTY NORTHERN WATERFRONT INITIATIVE MARKET ASSESSMENT

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Subject: Analysis of Inventory of Existing Industrial and Related Space (Task 2)

DATE: SEPTEMBER 6, 2013

This Memorandum incorporates information from both Task 1 and Task 2 of the Market Assessment for the Northern Waterfront. The purpose of Task 2 was to analyze the existing inventory of industrial and maritime-related space in the Northern Waterfront Study Area within the context of the Bay Area Industrial Market and the Northern Waterfront's competitiveness.

I. INTRODUCTION

Industrial property is a broad category encompassing many different types of buildings, each with different characteristics designed to support different business operations (see Appendix for a description of the types of industrial properties). In today's global economy the availability of modern industrial space at competitive rental rates is important for companies that are looking to relocate or expand. As the Bay Area regional economy continues to grow it will drive the demand for industrial real estate. The supply and demand for industrial and maritime-related development will be influenced (directly and indirectly) by the market conditions identified in Memorandum #1.

The nine-county San Francisco Bay Area and Contra Costa County industrial real estate markets include buildings used for manufacturing, warehouse, and light industrial purposes. Industrial real estate also includes vacant parcels that are zoned for industrial use. These vacant parcels may have land use designations such as industrial business park, light industrial, or heavy industrial.

Light manufacturing buildings generally have a parking ratio of less than 3/1000, clear heights of less than 18 feet, dock or grade-level doors, and 6-15% office build-out. **Warehouse buildings** generally have a parking ratio less than 2/1000, clear height greater than 18 feet, multiple dock or grade-level doors, and limited office build-out. **Flex Space/R&D buildings** with some space dedicated to research and/or product development and a mix of office, manufacturing & assembly usually have parking ratios greater than 3.5/1000, clear height less than 18 feet, 1-2 stories, and three sides of glass.[1]

Manufacturing facilities (also called heavy industrial buildings) are designed to house specialized equipment used to produce goods or materials. In addition to providing three-phase high capacity, electric power, these industrial properties may include heavy ductwork, pressurized air or water lines, buss ducts, high capacity ventilation and exhaust systems, floor drains, storage tanks, cranes, and concrete floors.

The market data for industrial properties generally do not include smaller industrial buildings less than 5,000 gross square feet; owner-occupied buildings; or heavy industrial and special use facilities such as refineries.

[1] Cassidy Turley, San Francisco Bay Area Commercial Real Estate 2013 Forecast

II. Bay Area Industrial Real Estate Market [2]

The nine-county San Francisco Bay Area has over 393 million square feet of industrial space with a current vacancy rate of 9.1% as of Q2 2013. Monthly rental rates typically range from an average of $0.48 per square foot triple net on the low end to an average of $0.98 per sq. ft. on the high end. These numbers generally do not include most owner/user industrial properties, such as refineries, petro-chemical plants, steel fabrication, and other large owner-occupied manufacturing facilities. The data also does not track buildings smaller than 5,000 square feet.

Types of Industrial Real Estate

Manufacturing Facilities

Bay Area manufacturing space accounts for 146.8 million square feet of the region's industrial inventory with warehouse space accounting for the balance. The region's manufacturing sector performed well in 2012, especially Q3-2012 posting 932,000 square feet of occupancy growth and closing the quarter with a vacancy rate of 6.9%. Unfortunately this comes after three consecutive quarters of substantial occupancy losses, in part due to the hangover from the 2007-09 recession.

The Bay Area's manufacturing sector closed Q2-2013 with a vacancy rate of just 5.2%, down substantially from 7.5% one year ago. The manufacturing sector showed the strongest performance in more than a decade since the height of the tech boom in 1999 during the fist half of 2013. Year-to-date net absorption was in excess of two million square feet.

Table 1: Market Comparables for Manufacturing Facilities

Submarket	Building Base	Sublet Vacant	DIRECT VACANT	VACANCY RATE	NET ABSORPTION	YTD NET ABSORPTION	UNDER CONSTRUCTION	Average Asking Rent
San Mateo County	6,541,351	7,931	130,792	2.12%	57,882	81,236	0	$0.93
East Bay Oakland	88,141,756	348,482	4,920,638	5.98%	619,816	1,763,642	0	$0.50
Santa Clara County	52,127,744	163,934	2,104,474	4.35%	134,838	165,865	0	$0.64
TOTAL	146,810,851	520,347	7,155,904	5.23%	812,536	2,010,743	0	$0.55

*Manufacturing asking rates converted to NNN

Source: Cassidy Turley, Bay Area Manufacturing Market Snapshot, Q2-2013

Warehouse & Distribution

Warehouse space accounts for almost 166 million square feet of the Bay Area's 393 million square foot industrial base. The warehouse vacancy rate stood at 7.96% as of the close of Q2 2013.

The Bay Area warehouse market posted over 841,000 square feet of net absorption during the first three months of 2013 as the vacancy rate fell from 8.4% to 7.9%. However, the warehouse market failed to live up to its early promise in the second quarter with a drop in occupancy approaching 249,000 square feet. Net absorption for the first half of the year stood at 592,000, which ratcheted the vacancy rate back up to 8.0%. Average asking rents hover in the $0.50 to $0.52 per square foot on a monthly triple net basis. Many smaller older buildings are functionally obsolete as the mega-bulk warehouse users typically need 300,000 square feet or more. Very few spaces are available above 250,000 square feet, while the market is inundated with options for users seeking less than 50,000 square feet.

[2] This section is based on the 2013 review and forecast that summarize the trends impacting commercial real estate in each of the major Bay Area markets covered by Cassidy Turley's 15 regional offices.

Big-box distribution tenants, food and beverage, third party logistics and national retailers (including e-commerce) are driving the bulk of demand. Growing demand among small and mid-sized users could bode well for smaller industrial parks, driving down vacancy and leading to stabilized rental growth. As supply continues to tighten, occupiers seeking bulk distribution space in centralized submarkets will be pushed to consider build-to-suits or renew at their existing facility until additional space becomes available.

E-commerce is partially driving this trend as internet-only and brick-and-mortar retailers are both seeking buildings that can serve the role of e-commerce fulfillment or that can also service existing storefront supply chains. These new users need buildings that offer more features and functionality than the smaller, bulk warehouses of old. The new requirements demand more dock doors, more land, more parking, greater mezzanine space, improved power and HVAC systems as well as other amenities that most of the region's older properties currently don't have. High speed broadband is also a growing requirement. To meet their needs some major distribution and warehouse facilities are moving out of the inner Bay Area to the northern part of the San Joaquin Valley.

Table 2: Market Comparables for Warehouse & Distribution Space

Submarket	Building Base	Sublet Vacant	DIRECT VACANT	VACANCY RATE	NET ABSORPTION	YTD NET ABSORPTION	UNDER CONSTRUCTION	Average Asking Rent
San Francisco County	20,348,162	84,932	1,145,836	6.05%	(94,757)	(21,508)	0	$0.75
San Mateo County	40,141,900	424,108	2,146,937	6.40%	121,371	858,084	0	$0.71
East Bay Oakland	74,054,782	1,553,181	4,456,045	8.11%	(32,705)	(42,738)	0	$0.40
Santa Clara County	31,445,394	160,449	3,239,459	10.81%	(242,997)	(201,706)	0	$0.50
TOTAL	165,990,238	2,222,670	10,988,277	7.96%	(248,997)	592,132	0	$0.52

* Warehouse asking rates converted to NNN

Source: Cassidy Turley, Bay Area Warehouse Market Snapshot, Q2-2013

Light Industrial/Flex-Space/R&D

The vacancy rate for R&D product throughout the Bay Area stood at 13.7% as of Q2-2013, down from 14.3% at the end of the first quarter. Over the past 3.5 years the vacancy has fallen in ten out of 13 quarters with the market absorbing nearly 6.8 million square feet of space during that time. The market also added 1.3 million square feet of space during that time period in the form of new construction – the majority of which was build-to-suit. Total R&D occupancy now stands at 165.4 million square feet. The current average asking rent throughout the region is $1.49 per square foot triple net. This is up over 5% from three months ago.

Table 3: Market Comparables for R&D Flex Space

Submarket	Building Base	Sublet Vacant	DIRECT VACANT	VACANCY RATE	NET ABSORPTION	YTD NET ABSORPTION	UNDER CONSTRUCTION	Average Asking Rent
San Mateo County	19,504,991	893,919	1,671,365	13.15%	(81,153)	111,464	0	$2.25
East Bay Oakland	31,791,697	414,727	5,871,372	19.77%	359,031	229,315	0	$0.88
Santa Clara County	140,374,219	2,298,973	15,036,701	12.35%	847,311	555,533	0	$1.61
TOTAL	193,265,140	3,607,619	22,579,438	13.66%	1,125,189	896,312	0	$1.49

* R&D asking rates converted to NNN

Source: Cassidy Turley, Bay Area R&D Market Snapshot, Q2-2013

Owner Occupied Buildings

Owner-occupied buildings are buildings that are occupied by the owner (as opposed to being leased to a third-party tenant) and generally not counted in total inventory of available space for lease. To be considered owner-occupied the building's owner must occupy at least 75% of the rentable space in the building. Industrial buildings are often owner or user-occupied.

Declining Demand for Industrial Space[3]

Declining demand for industrial space has led to the conversion of industrial land to other uses. In Santa Clara County, for example, nearly 240,000 square feet of previously occupied manufacturing space was vacated and demolished to make way for new residential projects in San Jose. The trend of conversions for older industrial properties is only expected to intensify going forward as city planners and developers contend with a housing shortage, skyrocketing rents and home prices and little land left to build. More owners will find, assuming they can rezone and get through the environmental hurdles, that redevelopment of vacant or underutilized industrial sites into residential housing may be the best use for older industrial properties bordering on obsolescence. This trend will help to tighten the industrial market vacancy further.

Growing conflicts with expanding residential and commercial development in industrial locations have created a serious problem for goods movement businesses. Movement of these businesses to outlying locations is likely to increase leading to increased truck vehicle miles traveled (VMT), diesel emissions, and the cost of goods.[4]

Submarkets

The Bay Area industrial market is divided into several submarkets typically along county boundary lines, but not always. The East Bay (Alameda and Contra Costa counties) represents the largest industrial real estate submarket in the Bay Area with a building base in excess of 196 million square feet of industrial space, followed by Santa Clara County with 84 million square feet. The East Bay submarket has the largest amount of vacant space and lowest average asking rents. Demand is strongest in the San Francisco and Santa Clara submarkets where technology companies are growing and expanding.

Table 4: Bay Area Industrial Real Estate Submarkets (in sq. ft.)

Submarket	Industrial Building Base	Vacancy Rate	Total Available	Average Asking Rent per Sq. Ft.
North Bay	24,576,471	9.3%	2,285,399	
San Francisco	20,320,172	4.8%	973,968	$ 0.74
San Mateo	40,746,899	9.6%	3,894,736	$ 0.69
Santa Clara	84,190,426	6.6%	5,524,444	$ 0.58
East Bay	196,220,293	9.6%	18,781,531	$ 0.48
Solano	27,139,000	16.0%	4,354,683	
Total Industrial Space	393,193,261	9.1%	35,814,761	

Source: Cassidy Turley, Q2-2013

East Bay Industrial Submarket

The East Bay is comprised of several submarkets (Oakland, Walnut Creek, and Pleasanton). The Northern Waterfront study area is included in two East Bay submarkets. Martinez, Concord, Bay Point, Pittsburg, Antioch, and Oakley are part of the East Bay/Walnut Creek submarket while Hercules, Rodeo, and Crockett are included in the East Bay/Oakland submarket.

[3] Cassidy Turley, San Francisco Bay Area Commercial Real Estate 2013 Forecast

[4] MTC Goods Movement Study

The East Bay industrial real estate market has the largest amount of industrial space available for lease with 18.8 million square feet. Although the East Bay tends to be among the most active submarket in the region and usually drives growth in the region, it posted negative net absorption to the tune of 485,000 square feet of space through the first nine months of 2012, primarily due to the impact of Solyndra going bankrupt. The East Bay had a vacancy rate of 7.9% as of the close of Q3, up from a 6.7% a year ago. The average asking rent has increased 19% over the past year from $0.42 to $0.51 per square foot (on a monthly triple net basis).

The East Bay continues to be one of the most sought after locations by tenants who wish to be close to the Port of Oakland and major transportation hubs. Though vacancy rates remain elevated from pre-recession levels, one of the challenges facing this submarket is a lack of available modern space. The average age of warehouse buildings in Alameda County is 42 years. Industrial demand is currently being driven by distribution and logistics users who need warehousing space that can handle heavy floor loads and that offer cross-docking capabilities, high ceilings for stacking and numerous other modern amenities. These facilities are in high demand and fetch top rents. Much of what remains vacant tends to be older outdated product.

Table 5 shows the size and vacancy rate of the industrial real estate market in the East Bay.

Table 5: East Bay Industrial Real Estate Market

Submarket	Building Base	Total Available	Vacancy Rate
Oakland (covers Hercules to Union City along I80/880 corridor	88,141,756	5,269,120	6.0%
Walnut Creek (Martinez to Brentwood and south down I-680 to Danville)	16,684,073	1,864,529	11.2%
Pleasanton (includes Tri-Valley area from San Ramon to Livermore)	17,757,493	2,207,053	12.4%
Total Industrial Space	122,583,322	9,340,702	7.6%

Source: Cassidy Turley, Q2-2013

Manufacturing Space: The East Bay is home to 87.6 million square feet of manufacturing inventory with a vacancy rate of 7.9% as of the close of Q3 2013, up from a 6.7% a year ago. The East Bay tends to be the most active submarket and usually drives growth in the region, though this trade area had posted negative net absorption to the tune of 485,000 square feet of space through the first nine months of 2012, primarily due to the impact of Solyndra's bankruptcy. The average asking rent has increased 19% over the past year from $0.42 to $0.51 per square foot (on a monthly triple net basis).

Warehouse Space: The East Bay is home to the region's largest concentration of warehouse space with a total inventory base of 74.1 million square feet and a 9.3% vacancy rate at the end of Q3 2012. This market area continues to be one of the most sought after locations from tenants who wish to be close to the Port of Oakland and major transportation hubs. Though vacancy remains elevated from pre-downturn levels, one of the challenges facing this market is a lack of available modern space. The

average age of warehouse buildings in Alameda County is 42 years. Industrial demand is currently being driven by distribution and logistics users who need warehousing space that can handle heavy floor loads and that offer cross-docking capabilities, high ceilings for stacking and numerous other modern amenities. These facilities are in high demand and fetch top rents. Much of what remains vacant in the East Bay/Oakland marketplace is older product. The current average asking rate of $0.40 per square foot is up almost 11% over one year ago.

East Bay/Walnut Creek Submarket

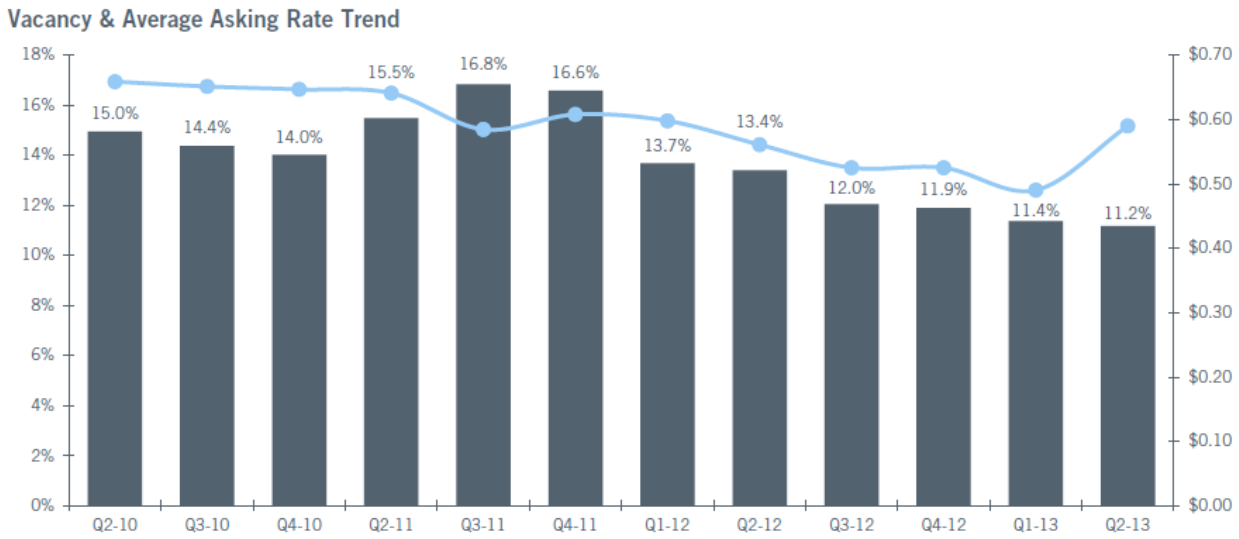
The East Bay/Walnut Creek submarket, which includes most of the northern waterfront, led all other Bay Area warehouse markets in terms of occupancy growth through the first nine months of 2012 with 479,000 square feet of positive net absorption. During the past twelve months the vacancy rate fell from 17.0% to 13.8%. Rents are beginning to stabilize, but significant rental rate growth is unlikely until vacancies fall further. In 2013, the East Bay industrial market (warehouse and manufacturing combined) is expected to have positive net absorption of at least 860,000 square feet, if not more.

The current average asking rent of $0.53 per square foot has not budged in the past six months, but a year ago it stood at $0.58 per square foot. Almost half of the available space (48.7%) is small, less than 2,500 sq. ft. Large space over 20,000 sq. ft. makes up 20% of the available space.

Table 6: East Bay/Walnut Creek Market Comparables

	Building	Available Space			Vacancy Rate		Asking Rent (NNN)	
Submarket	Base	Direct	Sublease	Total	Q2-13	Q2-12	Average	Range
Martinez	1,173,667	167,038	0	167,038	14.2%	12.9%	$1.03	$0.50-$1.25
Pacheco	501,724	7,418	0	7,418	1.5%	3.0%	$0.57	$0.65-$1.62
Concord	7,633,885	544,587	18,515	563,102	7.4%	10.4%	$0.49	$0.35-$1.50
Walnut Creek	814,854	204,962	0	204,962	25.2%	12.7%	$1.70	$1.00-$1.00
Pittsburg	2,776,343	159,746	0	159,746	5.8%	4.6%	$0.54	$0.30-$1.26
Antioch	3,783,600	739,063	23,200	762,263	20.1%	27.7%	$0.28	$0.10-$1.20
Totals	**16,684,073**	**1,822,814**	**41,715**	**1,864,529**	**11.2%**	**13.4%**	**$0.59**	**$0.10-$1.28**

Source: Cassidy Turley, East Bay/Walnut Creek Industrial Report, Q2 2013



Source: Cassidy Turley, East Bay/Walnut Creek Industrial Report, Q2 2013

While the East Bay/Oakland marketplace typically sees the most tenant activity in the region, it was the East Bay's inland Contra Costa County markets that posted the most growth in 2012. The East Bay/Walnut Creek submarket led all other Bay Area warehouse markets in terms of occupancy growth through the first nine months of 2012 with 479,000 square feet of positive net absorption. Vacancy here has fallen from 17.0% to 13.8% over the past twelve months. But like its neighbor to the south, rents are only now stabilizing and significant rental rate growth is unlikely until vacancy falls further. The current average asking rent of $0.53 per square foot has not budged in the past six months, but a year ago it stood at $0.58 per square foot. In 2013, the combined industrial markets of the East Bay (warehouse and manufacturing in all trade areas) is expected to account for 860,000 square feet of positive net absorption, if not more.

The East Bay/Pleasanton market is home to 17.8 million square feet of warehouse space. It closed Q3 2012 with a vacancy rate of 15.0%, down from 16.3% one year ago. The current average asking rent here of $0.57 per square foot has only just begun to stabilize over the past six months.

III. Vacancy Rates for Industrial and Maritime-Related Sites Within the Northern Waterfront

Industrial Land & Building Supply

Based on data from LoopNet there are 410 existing industrial buildings located within the Northern Waterfront study area with a total of 13,731,865 square feet. Approximately 1,283,151 square feet are available for lease with a 9.3% vacancy rate. A list of buildings currently available for lease is shown on Table 10 in the Appendix.

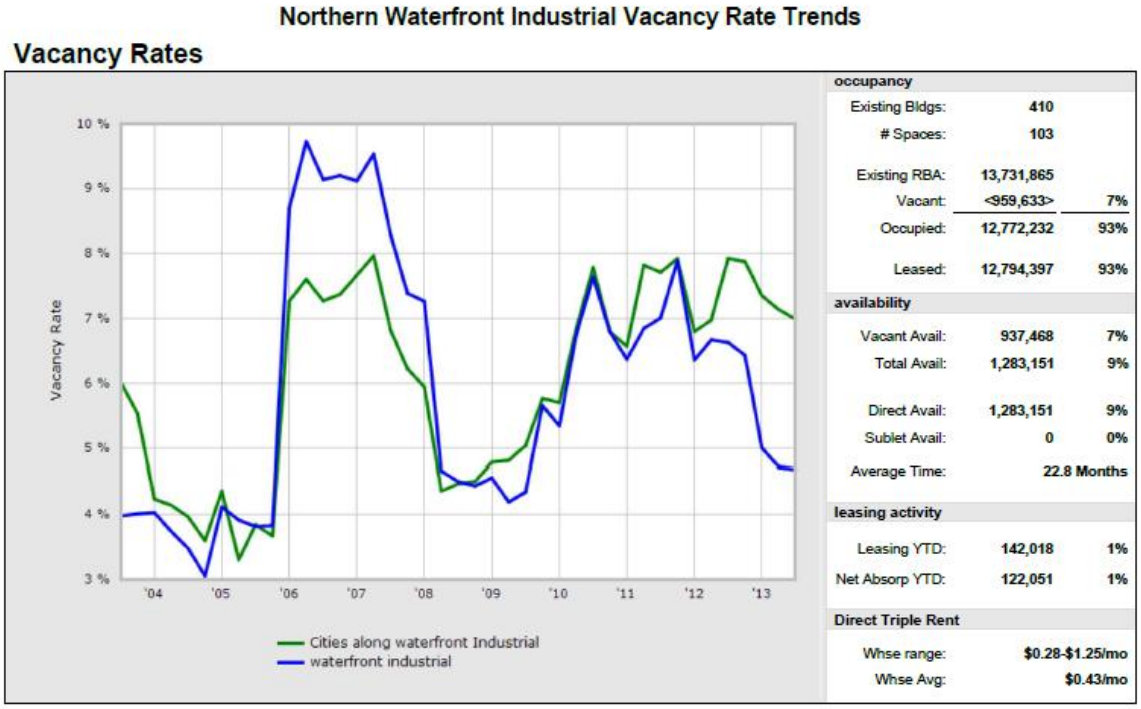
Table 7: Northern Waterfront Vacancy Rates

Area	Building Base	Total Available	Vacancy Rate
West (Hercules, Rodeo, Crockett)	13,731,865	1,283,151	9.3%
Central (Martinez, Concord)	16,684,073	1,864,529	11.2%
East (Bay Point, Pittsburg, Antioch)	17,757,493	2,207,053	12.4%
Total Industrial Space	13,731,865	1,283,151	9.3%

Source: LoopNet, September 2013

Vacancy Rate Trends for Industrial and Maritime-Related Building/Facility Sites

The Northern Waterfront has a total rentable building area of 13,731,865 square feet with a vacancy of 1,283,151 square feet available for lease. Vacancy rates in the Northern Waterfront declined in the early-2000's during good economic times when the demand for industrial real estate was high. Beginning in late-2005 vacancy rates started to increase before peaking in 2007 then declined. Following the end of the recession the vacancy rate increased, but has been dropping since mid-2012. The current vacancy rate stands at around 9.3% with net absorption around 122,000 year-to-date. Asking rental rates range from around $0.28 to $1.26 per square foot (depending on location and quality) with an average rate of $0.43 per month triple net.



Buildings Available for Lease

Buildings currently on the market for lease include warehouse, manufacturing, R&D, and Flex Space. A profile of industrial properties currently available for lease can be found in Table 10. Typical monthly lease rates range from $0.45 to $2.00 per square foot triple net to $2.00 per square foot for R&D space in the North Shore Business Park in Hercules. A Triple Net Lease (NNN) requires the tenant to pay (in addition to the rent) taxes, maintenance and property insurance and all costs associated with their occupancy, including personal property taxes, janitorial services and all utility costs. The landlord is responsible for the roof and the structure and sometimes the parking lot.

Industrial Buildings/Property Available for Sale

Industrial buildings and property currently available for sale include warehouse, flex space, industrial business park, distribution/warehouse, industrial condo, industrial land, and R&D. Industrial property for sale can be found in Table 11 in the Appendix.

Incentive Structures

In order to attract tenants, landlords will sometimes grant concessions in the form of incentives. These most often take the form of free rent but may also include lease buyouts, moving allowances and above-standard tenant improvement allowances. In a hot real estate market concessions are difficult to negotiate.

Leasing Incentives can be broken down into two categories, Tenant Incentives and Broker Incentives. Tenant Incentives provide additional benefits to the prospective tenant that are designed to either make a particular property more attractive than a competitive property or the incentive is designed to make subject property more financially feasible. Broker Incentives target the leasing agent and offer a financial incentive for the broker to direct their client to one listing over another.

When analyzing incentives, it is important to understand both the property and current market conditions. Properties with location and physical advantages over competing properties, whether in building design, layout, features, or water access, will need few incentives in order to attract tenants. Landlords with older, physically obsolete properties with poor locations may need to induce tenants to overlook the drawbacks to their properties. Landlords also understand the need to entice brokers to tour or show their vacancies rather than another property. During periods of slow activity or a "Tenant Market", landlords will be generous with incentives in order to fill vacant spaces. Conversely, when it is a "Landlord Market" and vacancies are limited, most incentives disappear altogether.

In our current market, there are few incentives for maritime properties due to the limited inventory of waterfront sites. Most waterfront deals are much more complex than traditional leases because of regulatory issues involving their use and the high cost of any improvements to these types of sites. Incentives, if any, are usually in the form of rent abatement to allow time for governmental approvals.

Incentives for non-maritime industrial sites are still available despite improving market conditions and especially so for disadvantaged properties. Incentives may include rent abatement, rent reduction, and additional tenant improvements for the tenant and broker incentives in the form of additional commissions, gift cards for tours, and vacation packages. Improving market conditions will first impact Broker Incentives and then move to Tenant Incentives as landlords no longer feel the need to provide inducements due to high demand and limited supply.

IV. Inventory of Existing Industrial and Maritime-Related Building Facility Sites Within the Northern Waterfront

The Northern Waterfront's and Contra Costa's long-term economic health depends in part on the regions ability to attract, accommodate, and retain industrial development. The regional economy was built around the ports and manufacturing firms in part due to Contra Costa's rail and water transportation assets. Accommodating the future space needs of industrial firms will be important if local governments want manufacturers to locate and expand within the region. The Northern Waterfront will need to have sufficient land and buildings available or appropriately zoned for development/redevelopment in order to meet the growth and expansion needs of targeted industries.

Northern Waterfront Industrial Real Estate

The Northern Waterfront Study Area is approximately one mile wide and 55 miles long and contains 63.86 square miles. The Study Area includes six cities, several unincorporated communities, military facilities, and federal and state owned land. A number of sites are not available for development including the Military Ocean Terminal (formerly the Concord Naval Weapons Station), Point Ozol Defense Fuel Support, refinery buffer zones, Acme Landfill, and a variety of open space and wildlife sites including the Antioch Dunes National Wildlife Refuge, Bay Point Regional Shoreline, Pacheco Marsh, PG&E Wetlands, Peyton Slough Marsh, Point Edith State Wildlife Area, Carquinez Strait Regional Shoreline, and Water Bird Regional Preserve. Less than half of the study area is available for industrial and maritime development.

Land Use

The Northern Waterfront includes approximately 737 parcels of varying sizes with the largest number in government use. Of the developed parcels approximately 29% of the land area is used for industrial purposes with another 1,412 acres (or 9.5%) of undeveloped vacant industrially zoned parcels.

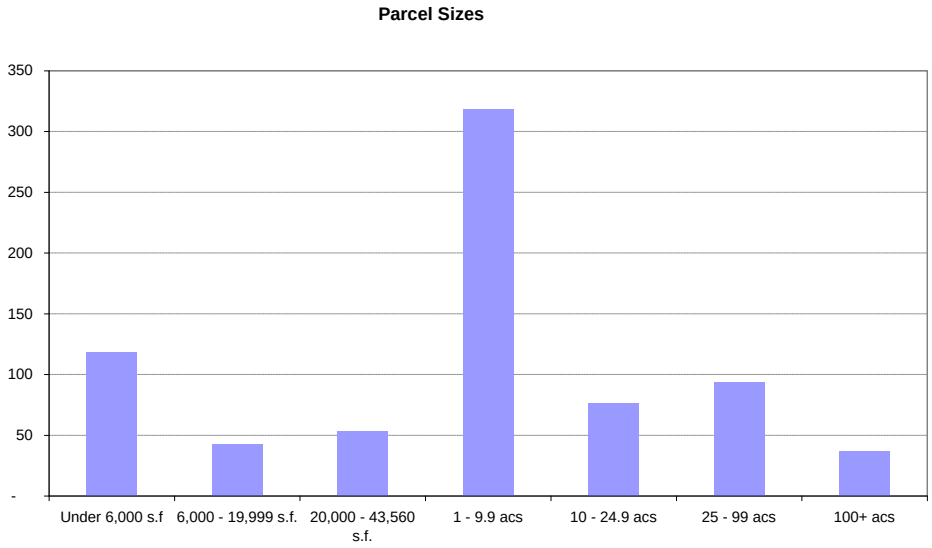
Table 8: Industrial Parcels in Northern Waterfront

Land Use	Number of Parcels	Number of Acres	% of Total Acres
Agriculture	10	723	4.9%
Commercial	10	16	0.1%
Government	218	7,971	53.5%
Heavy Industrial	86	2,565	17.2%
Light Industrial	190	1,678	11.3%
R&D	3	35	0.2%
Public	4	15	0.1%
Residential	92	86	0.6%
Recreational	13	118	0.8%
Vacant Industrial	85	1,412	9.5%
Vacant Residential	13	219	1.5%
Vacant Commercial	11	49	0.3%
Pipelines/Canals	2	4	0.03%
	737	14,891	100.0%

Source: First American Title Company

Parcel Size and Vacant Parcels

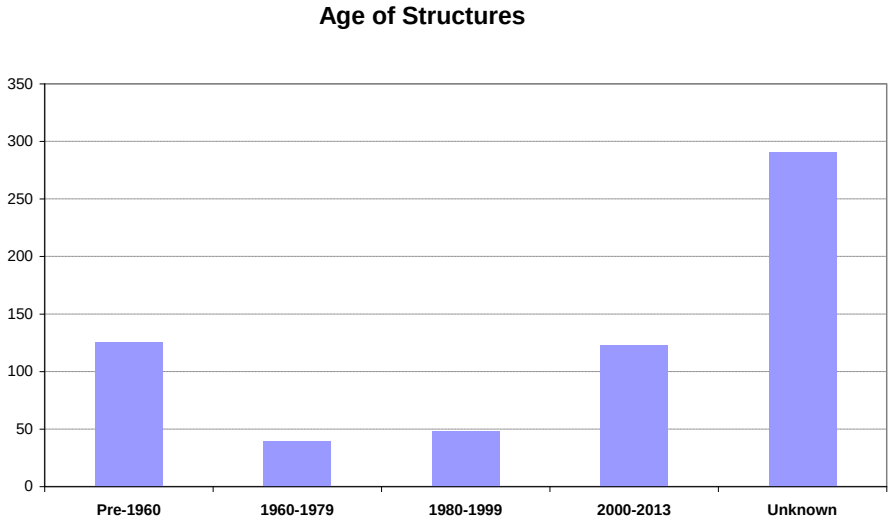
Industrial parcels range in size from less than an acre to more than 625 acres in size. The largest number of parcels is 1 to 10 acres in size, followed by parcels of less than one acre. The minimum parcel size for light industrial and warehouse uses is typically 5,000 to 7,500 square feet. Parcels for heavy industrial uses tend to be larger due to space requirements, setbacks, loading (truck or rail) and parking. Out of 109 total vacant parcels, 85 parcels are unimproved and zoned for industrial development.



Source: First American Title

Number, Type, and Age of Industrial Buildings in Northern Waterfront

There are over 1,100 industrial buildings in the Northern Waterfront study area most of which are older warehouse type structures. The North Shore Business Park in Hercules has a number of industrial buildings of more recent vintage. The average age of the buildings within the Northern Waterfront study area is 39 years. Approximately 39.2% of the buildings are more than 50-years old.



Source: First American Title

APPENDIX

Types of Industrial Property

Warehouse/Distribution Buildings

Warehouse/Distribution buildings are very large, single-story structures used primarily for warehousing and the distribution of business inventory. These buildings range from 50,000 to hundreds of thousands of square feet under roof and have up to 60-foot ceiling heights to accommodate extensive racking and storage systems. These buildings may have a small amount of office space and numerous loading docks, truck doors, and large surface parking lots for semi-trailers. Some buildings may be served by rail spurs.

Manufacturing Buildings

Manufacturing facilities (also called heavy industrial buildings) are designed to house specialized equipment used to produce goods or materials. In addition to providing three-phase high capacity, electric power, these industrial properties may include heavy ductwork, pressurized air or water lines, buss ducts, high capacity ventilation and exhaust systems, floor drains, storage tanks and cranes.

Specialized Industrial Buildings

Refrigeration/Cold Storage Buildings

Refrigeration/Cold Storage are specialized industrial buildings that offer large capacity cold storage and/or freezer space. They are often used as a distribution center for food products that require refrigeration/freezing.

Telecom / Data Hosting Centers

These are highly specialized industrial buildings located in close proximity to major communications trunk lines with access to an extremely large and redundant power supply capable of powering extensive computer servers and telecom switching equipment. These buildings have reinforced floor slabs capable of supporting the weight of the electrical and computer equipment as well as backup generators, and specialized HVAC. They may also include raised flooring to handle cooling and extensive cabling. These buildings may also be called Switching Centers, Cyber Centers, Web Hosting Facilities and Telecom Centers.

Flex-Space Buildings

This versatile building type (short for “Flexible”) covers a broad range of uses and often is used to combine one or more uses in a single facility, including office space, research and development, showroom retail sales, light manufacturing research and development (R&D) and even small warehouse and distribution uses. Because of its versatile design, flex buildings are sometimes listed as separate category. Flex buildings typically have ceiling heights under 18 feet and have a higher percentage of office space than larger industrial buildings. A typical flex building will be one or even two stories with at least half of the rentable area being used as office space, have ceiling heights of 16 feet or less, and have some type of drive-in door, even though the door may be glassed or sealed off.”

Flex space is often a low-cost alternative to office or industrial space, allowing startups and small entrepreneurial firms to collocate regional offices with distribution or light assembly operations. Today, flex space routinely features fully air-conditioned spaces, 22-foot clear ceiling heights in the warehouse areas, ESFR sprinkler systems, fiber optics and masonry construction as well as tilt wall.

This includes commercial property that is flexible enough in its design to allow for a variety of office, retail, and/or industrial uses. According to CoStar, it is "a type of building designed to be versatile, which may be used in combination with office (corporate headquarters), research and development, quasi-retail sales, and including but not limited to industrial, warehouse, and distribution uses.

Light Manufacturing Buildings

Flex buildings can be used for light manufacturing, such as light assembly, which do not need the extensive physical plant and space requirements that heavy industrial buildings provide.

R&D Buildings

Flex buildings are popular in high technology industries such as computers, electronics and biotechnology because they effectively support a hybrid of office, manufacturing and warehouse space housed in a single location. Often users of these types of spaces prefer locating in campus-like business parks featuring extensive landscaping, shared architecture design, and lots of surface parking and open space.

Showroom Buildings

Similar to flex/office buildings in basic construction and layout, showroom buildings combine retail display space with extensive onsite storage and distribution. Typically up to 50% of the interior space in showroom buildings is dedicated to sales.

Biotech (Wet Lab) Buildings

Biotech buildings are highly specialized flex buildings that support a range of laboratory space where chemicals, drugs or other material or biological matter are tested and analyzed. This type of building requires extensive plumbing and water distribution, direct ventilation and specialized piped utilities. In addition, some may offer accurate temperature and humidity controls, dust control, and heavy power. Often these types of buildings are located together in campus-like fashion with extensive landscaping, extensive surface parking and open space.

Source: CoStar found online at http://www.showcase.com/Content/Articles/Industrial-Property.aspx, September 6, 2013

Table 9: Industrial Building Types

	Building Type					
	Manufacturing	Warehouse			Flex	
			Distribution			
Primary Type	*General Purpose*	*General Purpose Warehouse*	*General Purpose Distribution*	*Truck Terminal*	*General Purpose Flex*	*Service Center/ Showroom*
Primary Use	Manufacturing	Storage, Distribution	Distribution	Truck Trans-shipment	R&D, Storage, Office, Lab, Light Mfg, High Tech Uses, Data/Call Center	Retail Showroom, Storage
Sub-Sets	Heavy, Light Manufacturing	Bulk Warehouse, Cold/Refrigerator Storage, Freezer Storage, High-Cube	Overnight Delivery Services, Air Cargo	Heavy, Light Manufacturing		
Size (SF)	Any	Any	Any	Any	Any	Any
Clear Height (ft)	10+	16+	16+	12-16	10-24	Any
Loading Docks/Doors	Yes	Yes	Yes	Cross-dock	Yes	Yes
Door-to-Square-Foot Ratio	Varies	1:5k-15k	1:3k-10k	1:500-5k	1:15k+	1:10k
Office Percentage	<20%	<15%	<20%	<10%	30-100%	30+%
Vehicle Parking Ratio	Varies	Low	Low	Varies	High	High
Truck Turning Radius (ft)	130	130	120-130	130	110	110

Source: NAIOP Terms and Definitions: North American Office and Industrial Market

Table 10: Industrial Properties in the Northern Waterfront Available for Lease

Properties for Lease
Hercules
9/4/2013

	1	2	3	4	5	6
Address	720 Alfred Nobel Dr Hercules, CA 94547	718 Alfred Nobel Dr Hercules, CA 94547	624 Alfred Nobel Dr Hercules, CA 94547	500 Alfred Nobel Drive Hercules, CA 94547	Linus Pauling Dr Hercules, CA 94547	
Property Type	Flex Space	Flex Space	Flex Space	Flex Space	Industrial (land)	
Zoning						
Building Size	3,419 SF Bldg	3,640 SF Bldg	4,275 SF Bldg	60,000 SF Bldg	166,835 SF Bldg	
Year Built	2003	2003		2004		
No. Stories	1	1				
Lot Size				60,000 SF	3.83 AC	
APN / Parcel ID						
Space Available	3,419 SF	3,640 SF	4,275 SF	1,537 SF	166,835 SF	
Asking Rent	$7.20 /SF/Yr	$7.20 /SF/Yr	$9.54 /SF/Yr	$24 /SF/Yr		
Spaces	1 Space	1 Space	1 Space	1 Space	1 Space	

Properties for Lease
Martinez
9/5/2013

	1	2	3	4	5	6
Address	4589 Pacheco Blvd. Martinez, CA 94553	984 Howe Road Martinez, CA 94553	4495 Pacheco Blvd. Martinez, CA 94553	1424 Shell Ave Martinez, CA 94553	62 South Buchanan Cir. Pacheco, CA 94553	Corner of Imhoff Dr. & Blum Rd., Martinez, CA 94553
Property Type	Warehouse	Warehouse	Flex Space	Flex Space	Warehouse	Industrial (land)
Zoning						
Building Size	41,472 SF Bldg	48,480 SF Bldg	4,125 SF Bldg	8,460 SF Bldg	8,750 SF Bldg	
Year Built				2008		
No. Stories						
Lot Size		2.70 AC	26,876 SF			1.10 AC
APN / Parcel ID				0.50 AC		
Space Available	20,736 SF	3,840 SF	1,300 SF	2,800 SF	8,750 SF	47,916 SF
Asking Rent	$10.44 /SF/Yr	$9 /SF/Yr	$10.44 - 23.04 /SF/Yr	$9 /SF/Yr	$12 /SF/Yr	$0.60 /SF/Yr
Spaces	1 Space	1 Space	2 Spaces	1 Space	1 Space	1 Space
Address	4495 Pacheco Blvd Martinez, CA 94553	827 Arnold Dr Martinez, CA 94553	825 Arnold Dr Martinez, CA 94553	835 Arnold Dr Martinez, CA 94553	757 Arnold Drive Martinez, CA 94553	737 Arnold Drive Martinez, CA 94553
Property Type	Flex Space	Warehouse	Warehouse	Warehouse	R&D	R&D
Zoning	Light Industrial					
Building Size	2,125 SF Bldg	21,476 SF Bldg	23,712 SF Bldg	17,936 SF Bldg	45,921 SF Bldg	41,404 SF Bldg
Year Built		1984	1986	1986		1986
No. Stories						3.69 AC
Lot Size	48,000 SF	1.53 AC	1.65 AC	1.36 AC		20,414 SF
APN / Parcel ID		377-160-005-7	377-160-009-9	377-160-010-7		
Space Available	2,000 SF	1,340 SF	3,225 SF	3,400 SF	20,701 SF	
Asking Rent	$21 /SF/Yr	$12 /SF/Yr	$10.20 /SF/Yr	$10.20 /SF/Yr	$14.40 /SF/Yr	$14.40 /SF/Yr
Spaces	1 Space	1 Space	1 Space	1 Space	1 Space	1 Space
Address	2840 Howe Road Martinez, CA 94553	2830 Howe Road Martinez, CA 94553	777 Arnold Dr II Martinez, CA 94553	730 Las Juntas Street Martinez, CA 94553	3765 Pacheco Blvd Martinez, CA 94553	5031 Blum Road Martinez, CA 94553
Property Type	R&D	R&D	Flex Space	Flex Space	Industrial (land)	R&D
Zoning				CC	Commercial	
Building Size	39,096 SF Bldg	22,633 SF Bldg	70,400 SF Bldg	6,500 SF Bldg		7,500 SF Bldg
Year Built	1985	1986	1984			
No. Stories	3.12 AC	5.16 AC	2			
Lot Size	6,902 - 9,672 SF	16,717 SF	4.49 AC	14,400 SF	1.77 AC	
APN / Parcel ID					380-240-010	
Space Available			52,907 SF	3,304 SF	77,101.20 SF	3,000 SF
Asking Rent	$13.80 - 15 /SF/Yr	$14.40 /SF/Yr	$15 /SF/Yr	$12 /SF/Yr	$0.12 /SF/Yr	$10.68 /SF/Yr
Spaces	4 Spaces	1 Space	1 Space	1 Space	2 Spaces	1 Space

Properties for Lease
Concord
9/5/2013

	1	2	3	4	5	6
Address	4057 Port Chicago Hwy. Concord, CA 94520	125 Mason Circle, Unit E Concord, CA 94520	4075 Nelson Ave. Concord, CA 94520	140 Mason Circle Concord, CA 94520	1940 Olivera Road Concord, CA 94520	1950 Olivera Rd. Concord, CA 94520
Property Type	R&D	Flex Space	Flex Space	Distribution Warehouse	Warehouse	Warehouse
Zoning						
Building Size	68,000 SF Bldg	2,500 SF Bldg	245,930 SF Bldg	27,748 SF Bldg	17,889 SF Bldg	25,000 SF Bldg
Year Built				1984		
No. Stories						
Lot Size						
APN / Parcel ID						
Space Available	12,000 SF	2,500 SF	2,160 - 6,290 SF	4,800 SF	3,560 SF	11,000 SF
Asking Rent	$10.20 /SF/Yr	$7.20 /SF/Yr		$7.80 /SF/Yr	$9 /SF/Yr	
Spaces	1 Space	1 Space	6 Spaces	1 Space	1 Space	1 Space
Address	1818 Arnold Industrial Place Concord, CA 94520	150 Mason Circle Concord, CA 94520	4070 Nelson Avenue Concord, CA 94520	4095 Pike Lane Concord, CA 94520	1776 Arnold Industrial Wy., Unit K	1776 Arnold Industrial Wy., Unit AA
Property Type	Warehouse	Flex Space	Flex Space	Flex Space	Office Showroom	Flex Space
Zoning						
Building Size	6,000 SF Bldg	5,160 SF Bldg	3,600 SF Bldg	31,800 SF Bldg	56,546 SF Bldg	56,546 SF Bldg
Year Built				1981		
No. Stories						
Lot Size						
APN / Parcel ID						
Space Available	3,000 SF	5,160 SF	3,600 SF	15,900 SF	3,500 - 4,200 SF	1,750 SF
Asking Rent	$9 /SF/Yr	$7.80 /SF/Yr	$8.40 /SF/Yr	$7.80 /SF/Yr		
Spaces	1 Space	1 Space	1 Space	1 Space	2 Spaces	1 Space
Address	2330 B5 Bates Avenue Concord, CA 94520	1776 Arnold Industrial Wy., Unit CC	1900 Bates Avenue Concord, CA 94520	4075 Sprig Dr Concord, CA 94520	5600 Imhoff Dr Concord, CA 94520	2280 Bates Avenue Concord, CA 94520
Property Type	Warehouse	Flex Space	Flex Space	Warehouse	Warehouse	Flex Space
Zoning						
Building Size	19,200 SF Bldg	56,546 SF Bldg	25,000 SF Bldg	29,440 SF Bldg	141,792 SF Bldg	30,500 SF Bldg
Year Built				1985	1989	
No. Stories			1	1	1	
Lot Size				2.20 AC	8.08 AC	
APN / Parcel ID						
Space Available	3,600 SF	1,750 SF	4,400 SF	6,144 SF	6,326 - 7,200 SF	4,553 - 5,332 SF
Asking Rent			$9 /SF/Yr		$9 /SF/Yr	$12 /SF/Yr
Spaces	1 Space	1 Space	1 Space	1 Space	2 Spaces	2 Spaces

	7	8	9	10	11	12
Address	1910 Mark Ct Concord, CA 94520	5750 Imhoff Dr Concord, CA 94520	2500 Bates Ave Concord, CA 94520	5650 Imhoff Dr Concord, CA 94520	5075 Commercial Cir. Concord, CA 94520	220 Mason Cir Concord, CA 94520
Property Type	R&D	Warehouse	R&D	Warehouse	Flex Space	Warehouse
Zoning	Light Industrial					
Building Size	48,000 SF Bldg	141,792 SF Bldg	111,020 SF Bldg	141,792 SF Bldg	20,000 SF Bldg	20,000 SF Bldg
Year Built	1996	1989	1989	1989		1986
No. Stories		1		1		
Lot Size	3.01 AC	8.08 AC	13.73 AC	8.08 AC		1.38 AC
APN / Parcel ID						
Space Available	19,783 SF	5,883 - 15,055 SF	37,209 SF	2,520 - 5,040 SF	6,315 SF	5,600 SF
Asking Rent	$9 /SF/Yr	$9 /SF/Yr		$9 /SF/Yr	$7.80 /SF/Yr	$12 /SF/Yr
Spaces	1 Space	2 Spaces	1 Space	3 Spaces	1 Space	1 Space
Address	4045 Nelson Avenue Concord, CA 94520	179 Mason Circle Concord, CA 94520	4000 Industrial Way Concord, CA 94520	140-C Mason Circle Concord, CA 94520		
Property Type	Warehouse	R&D	Industrial (land)	Warehouse		
Zoning	Light Industrial			Light Industrial		
Building Size	12,000 SF Bldg	15,000 SF Bldg		28,836 SF Bldg		
Year Built						
No. Stories						
Lot Size			15,000 SF			
APN / Parcel ID						
Space Available	11,340 SF	15,000 SF	15,000 SF	2,400 SF		
Asking Rent	$0.12 /SF/Yr	$12 /SF/Yr	$1.92 /SF/Yr	$10.20 /SF/Yr		
Spaces	1 Space	1 Space	1 Space	1 Space		

Properties for Lease

Pittsburg
9/5/2013

	1	2	3	4	5	6
Address	2225-2275 Freed Way Pittsburg, CA 94565	1201 Loveridge Road Pittsburg, CA 94565	Willow Pass Rd Pittsburg, CA 94565	961 Garcia Ave Pittsburg, CA 94565	2171 Piedmont Way Pittsburg, CA 94565	2172 Piedmont Way Pittsburg, CA 94565
Property Type	Manufacturing	Industrial (land)	Industrial (land)	Warehouse	Warehouse	Warehouse
Zoning				Light Industrial		
Building Size	35,200 SF Bldg		609,840 SF Bldg	20,000 SF Bldg	6,400 SF Bldg	6,400 SF Bldg
Year Built	2005			1985	1981	1981
No. Stories						
Lot Size		78,500 SF	14 AC	1.35 AC	0.49 AC	0.49 AC
APN / Parcel ID						
Space Available	2,400 - 8,000 SF	78,500 SF	609,840 SF	3,340 SF	3,000 SF	2,600 SF
Asking Rent	$7.20 - 7.80 /SF/Yr	$0.99 /SF/Yr		$7.80 /SF/Yr		
Spaces	3 Spaces	1 Space	1 Space	1 Space	1 Space	1 Space
Address	620 Garcia Ave. Pittsburg, CA 94565	1503 Loveridge Road Pittsburg, CA 94565	970 Garcia Ave Pittsburg, CA 94565	1051 Los Medanos St Pittsburg, CA 94565	681 Garcia Ave Pittsburg, CA 94565	1830-1860 Loveridge Rd 1-2
Property Type	R&D	Manufacturing	Warehouse	Warehouse	Warehouse	Warehouse
Zoning						
Building Size	23,760 SF Bldg	350,000 SF Bldg	29,120 SF Bldg	12,599 SF Bldg	13,000 SF Bldg	26,000 SF Bldg
Year Built			1986	1945	1977	1958
No. Stories				1		1
Lot Size		10 AC	1.87 AC	0.46 AC	1 AC	3.90 AC
APN / Parcel ID						
Space Available	5,280 SF	4,500 - 20,000 SF	10,977 SF	12,599 SF	13,000 SF	20,000 SF
Asking Rent	$7.80 /SF/Yr	$1.20 - 7.80 /SF/Yr	$7.80 /SF/Yr	$5.40 /SF/Yr	$7.20 /SF/Yr	
Spaces	1 Space	4 Spaces	1 Space	1 Space	1 Space	1 Space
Address	2700 California Ave Main Pittsburg, CA 94565					
Property Type	Warehouse					
Zoning						
Building Size	70,000 SF Bldg					
Year Built	1980					
No. Stories	1					
Lot Size	6 AC					
APN / Parcel ID						
Space Available	6,520 SF					
Asking Rent						
Spaces	1 Space					

Industrial Properties for Lease

Antioch
9/5/2013

	1	2	3	4	5	6
Address	2334 Buchanan Road Antioch, CA 94509	2601 West Tenth Street Antioch, CA 94509	2385 W 10th St Antioch, CA 94509	511 Wilbur Avenue Antioch, CA 94509	1201 Auto Center Dr Antioch, CA 94509	1209 Auto Center Dr Antioch, CA 94509
Property Type	Warehouse	Manufacturing	Manufacturing	Warehouse	Warehouse	Warehouse
Zoning						
Building Size	6,300 SF Bldg	24,367 SF Bldg	396,200 SF Bldg	5,293 SF Bldg	16,640 SF Bldg	16,640 SF Bldg
Year Built		1992	1969		1976	1976
No. Stories					1	1
Lot Size		1.70 AC	28.31 AC		1.05 AC	1.05 AC
APN / Parcel ID						
Space Available	6,300 SF	14,367 SF	23,300 SF	2,750 SF	4,160 SF	2,080 SF
Asking Rent	$11.14 /SF/Yr	$10.20 /SF/Yr		$7.80 /SF/Yr	$9 /SF/Yr	$9 /SF/Yr
Spaces	1 Space	1 Space	1 Space	1 Space	1 Space	1 Space
Address	5081 Lone Tree Way C Antioch, CA 94509	2624 Verne Roberts Cir D Antioch, CA 94509	2504 Verne Roberts Cir, J-1 Antioch, CA 94509	2180 Wilbur Ave B Antioch, CA 94509	2240 Wilbur Ave B Antioch, CA 94509	2300 Wilbur Ave B Antioch, CA 94509
Property Type	R&D	Warehouse	Warehouse	Warehouse	Warehouse	Warehouse
Zoning						
Building Size	3,121 SF Bldg	1,500 SF Bldg	9,600 SF Bldg	494,270 SF Bldg	494,270 SF Bldg	494,270 SF Bldg
Year Built	2006		2006	1956	1956	1956
No. Stories	2			1	1	1
Lot Size			0.23 AC	26.26 AC	26.26 AC	26.26 AC
APN / Parcel ID						
Space Available	3,121 SF	1,500 SF	2,400 SF	39,000 - 117,000 SF	35,000 SF	23,200 SF
Asking Rent		$9.60 /SF/Yr		$3.36 /SF/Yr	$3.36 /SF/Yr	$3.36 /SF/Yr
Spaces	1 Space	6 Spaces	1 Space	2 Spaces	1 Space	1 Space
Address	2140 Wilbur Ave B Antioch, CA 94509	2200 Wilbur Ave A Antioch, CA 94509	2411 W 10th St Antioch, CA 94509	2351 W 10th St Antioch, CA 94509	2491 W 10th St Antioch, CA 94509	2311 W 10th St Antioch, CA 94509
Property Type	Warehouse	Warehouse	Manufacturing	Manufacturing	Manufacturing	Manufacturing
Zoning						
Building Size	494,270 SF Bldg	169,322 SF Bldg	396,200 SF Bldg	396,200 SF Bldg	396,200 SF Bldg	396,200 SF Bldg
Year Built	1956	1956	1969	1969	1969	1969
No. Stories	1					
Lot Size	26.26 AC	10.80 AC	28.31 AC	28.31 AC	28.31 AC	28.31 AC
APN / Parcel ID						
Space Available	26,000 SF	24,000 SF	21,104 SF	15,541 SF	23,608 - 39,180 SF	117,238 SF
Asking Rent	$3.36 /SF/Yr	$3.36 /SF/Yr	$2.76 /SF/Yr	$2.76 /SF/Yr	$2.76 /SF/Yr	$2.76 /SF/Yr
Spaces	1 Space	1 Space	1 Space	1 Space	2 Spaces	1 Space

	7	8	9	10	11	12
Address	3291 E 18th St Antioch, CA 94509	2545 W 10th St Antioch, CA 94509	1200 W 4th St Antioch, CA 94509	2604 Verne Roberts Cir, E-2 Antioch, CA 94509	2616 Verne Roberts Cir, E-1 Antioch, CA 94509	2516 Verne Roberts Cir, H Antioch, CA 94509
Property Type	Warehouse	Warehouse	Warehouse	Warehouse	Warehouse	Warehouse
Zoning						
Building Size	31,167 SF Bldg	23,860 SF Bldg	291,140 SF Bldg	4,000 SF Bldg	4,000 SF Bldg	1,375 SF Bldg
Year Built	1966	1990	1946	0.10 AC	0.10 AC	1987
No. Stories	1	1	8.93 AC			1.75 AC
Lot Size	4.98 AC	1.35 AC				
APN / Parcel ID						
Space Available	3,362 SF	1,518 - 4,166 SF	19,400 - 29,900 SF	4,000 SF	4,000 SF	1,375 SF
Asking Rent		$10.20 - 12 /SF/Yr	3 Spaces	$15 /SF/Yr	$15 /SF/Yr	$14.40 /SF/Yr
Spaces	1 Space	3 Spaces	Cross Street: N St	1 Space	1 Space	1 Space
Address	2516 Verne Roberts Cir H Antioch, CA 94509	2589 W 10th St K-4 Antioch, CA 94509	2516 Verne Roberts Cir H Antioch, CA 94509	1300 W 4th St Antioch, CA 94509	1201 Auto Center Drive Antioch, CA 94509	729 Fulton Shipyard Road Antioch, CA 94509
Property Type	Warehouse	Warehouse	Warehouse	Warehouse	Flex Space	Warehouse
Zoning					C-2	
Building Size	1,650 SF Bldg	4,400 SF Bldg	4,800 SF Bldg	113,750 SF Bldg	16,640 SF Bldg	16,200 SF Bldg
Year Built	1987		1987	1981	1976	2006
No. Stories					1	
Lot Size	1.75 AC		1.75 AC	3.65 AC	1.41 AC	
APN / Parcel ID						
Space Available	1,650 SF	4,400 SF	4,800 SF	53,000 - 60,750 SF	2,080 - 4,160 SF	2,700 SF
Asking Rent	$12 /SF/Yr	$9.60 /SF/Yr	$9 /SF/Yr	$3 /SF/Yr		$8.88 /SF/Yr
Spaces	2 Spaces	1 Space	1 Space	2 Spaces	2 Spaces	2 Spaces
Address	2805 Verne Roberts Cir C Antioch,CA 94509					
Property Type	Warehouse					
Zoning						
Building Size	28,750 SF Bldg					
Year Built	2004					
No. Stories						
Lot Size	2.30 AC					
APN / Parcel ID						
Space Available	28,750 SF					
Asking Rent	$7.20 /SF/Yr					
Spaces	1 Space					

Properties for Lease

Oakley

9/5/2013

	1	2	3	4	5	6
Address	175 Sandy Lane Oakley, CA 94561	5351 Neroly Rd Oakley, CA 94561				
Property Type	Industrial (land)	Flex Space				
Zoning		Mixed				
Building Size		14,000 SF Bldg				
Year Built		2005				
No. Stories						
Lot Size	2.19 AC	1 AC				
APN / Parcel ID	037-070-022					
Space Available	95,396.40 SF	2,736 - 9,504 SF				
Asking Rent	$26,849.31 /SF/Yr	$16.20 /SF/Yr				
Spaces	1 Space	2 Spaces				

Table 11: Industrial Properties in the Northern Waterfront Available for Sale

Properties for Sale
Hercules
9/4/2013

	1	2	3	4
Address	675 Alfred Noble Drive Hercules, CA 94547	718 Alfred Nobel Dr Hercules, CA 94547	720 Alfred Nobel Dr Hercules, CA 94547	654 Alfred Nobel Drive Hercules, CA 94547
Property Type	Warehouse	Flex Space	Flex Space	Flex Space
Zoning				
Building Size	16,808 SF Bldg	3,640 SF Bldg	3,419 SF Bldg	4,275 SF Bldg
Year Built	1998	2003	2003	4,275 SF
No. Stories	1	1	1	
Lot Size	1.40 AC			
APN / Parcel ID	404-183-008			404-720-006
Asking Price	$2,250,000	$510,000	$480,000	$596,000
Price Per	$133.86 /SF	$140.11 /SF	$140.39 /SF	$139.42 /SF

Properties for Sale
Martinez
9/5/2013

	1	2	3	4	5	6
Address	4931 Pacheco Blvd. Martinez, CA 94553	4495 Pacheco Boulevard Martinez, CA 94553	825 Howe Road Martinez, CA 94553	1424 Shell Ave Martinez, CA 94553	Waterbird Way Martinez, CA 94553	221 Berrellesa St Martinez, CA 94553
Property Type	Industrial-Business Park	Flex Space	Warehouse	Flex Space	Distribution Warehouse	Warehouse
Zoning		Light Industrial			H-1	
Building Size	1,130 SF Bldg	4,125 SF Bldg	28,106 SF Bldg	8,800 SF Bldg	26,000 SF Bldg	5,160 SF Bldg
Year Built			2008			1985
No. Stories						
Lot Size	1.55 AC	26,876 SF	6.20 AC	0.49 AC		0.22 AC
APN / Parcel ID		380-052-002				
Asking Price	$1,300,000	$950,000	$5,700,000		$2,500,000	$750,000
Price Per	$1,150.44 /SF	$230.30 /SF	$202.80 /SF		$96.15 /SF	$145.35 /SF
Address	777 Arnold Dr II Martinez, CA 94553	0 Waterbird Way Martinez, CA 94553	414 Escobar Street Martinez, CA 94553	5031 Blum Road Martinez, CA 94553	4961 Pacheco Blvd Martinez, CA 94553	875 Howe Road Martinez, CA 94553
Property Type	Flex Space	Industrial (land)	Flex Space	R&D	Industrial (land)	Flex Space
Zoning		H-1			Commercial	
Building Size	70,400 SF Bldg		4,541 SF Bldg	4,500 SF Bldg		4,280 SF Bldg
Year Built	1984		1945			
No. Stories	2		1			
Lot Size	4.49 AC	26.01 AC	5,000 SF		1.07 AC	1.50 AC
APN / Parcel ID			373-222-002			
Asking Price	$5,984,100	$2,500,000	$539,000			$995,000
Price Per	$85 /SF	$96,116.88 /AC	$118.70 /SF			$232.48 /SF

Properties for Sale
Concord
9/5/2013

	1	2	3	4	5
Address	5117 Commercial Circle Concord, CA 94520	1717 Solano Way Unit #17 Concord, CA 94520	3951 Industrial Way Concord, CA 94520	3953 Industrial Way Concord, CA 94520	3953 Industrial Way Concord, CA 94520
Property Type	Industrial (land)	Industrial Condo	Warehouse	Warehouse	Warehouse
Zoning		Light Industrial	Light Industrial	Light Industrial	Light Industrial
Building Size			3,040 SF Bldg	2,771 SF Bldg	4,434 SF Bldg
Year Built			2008	2008	2008
No. Stories					
Lot Size	2.18 AC	1,225 SF	2.70 AC	2.70 AC	2.70 AC
APN / Parcel ID					
Asking Price	$1,899,000	$190,000	$399,500	$349,500	$579,500
Price Per Sq. Ft.	$871,100.89 /AC	$155.10 /SF	$131.41 /SF	$126.13 /SF	$130.69 /SF
Address	3951 Industrial Way Concord, CA 94520	3951 Industrial Way Concord, CA 94520	3953 Industrial Way Concord, CA 94520	3953 Industrial Way Concord, CA 94520	3951 Industrial Way Concord, CA 94520
Property Type	Warehouse	Warehouse	Warehouse	Warehouse	Warehouse
Zoning	Light Industrial	Light Industrial	Light Industrial	Light Industrial	Light Industrial
Building Size	3,400 SF Bldg	3,360 SF Bldg	3,287 SF Bldg	3,249 SF Bldg	3,040 SF Bldg
Year Built	2008	2008	2008	2008	2008
No. Stories					
Lot Size	2.70 AC	2.70 AC	2.70 AC	2.70 AC	2.70 AC
APN / Parcel ID					
Asking Price	$449,500	$439,500	$429,500	$429,500	$419,500
Price Per Sq. Ft.	$132.21 /SF	$130.80 /SF	$130.67 /SF	$132.19 /SF	$137.99 /SF
Address	3953 Industrial Way Concord, CA 94520	3955 Industrial Way Concord, CA 94520	3955 Industrial Way Concord, CA 94520	3955 Industrial Way Concord, CA 94520	3955 Industrial Way Concord, CA 94520
Property Type	Warehouse	Warehouse	Warehouse	Warehouse	Warehouse
Zoning	Light Industrial	Light Industrial	Light Industrial	Light Industrial	Light Industrial
Building Size	2,986 SF Bldg	2,740 SF Bldg	2,382 SF Bldg	2,090 SF Bldg	2,074 SF Bldg
Year Built	2008	2008	2008	2008	2008
No. Stories					
Lot Size	2.70 AC	2.70 AC	2.70 AC	2.70 AC	2.70 AC
APN / Parcel ID					
Asking Price	$379,500	$359,500	$309,900	$271,900	$269,900
Price Per Sq. Ft.	$127.09 /SF	$131.20 /SF	$130.10 /SF	$130.10 /SF	$130.14 /SF

	7	8	9	10	11
Address	1200 Willow Pass Ct B Concord, CA 94520				
Property Type	Flex Space				
Zoning					
Building Size	5,200 SF Bldg				
Year Built					
No. Stories					
Lot Size	0.48 AC				
APN / Parcel ID					
Asking Price	$1,400,000				
Price Per Sq. Ft.	$269.23 /SF				

Industrial Properties for Sale
Bay Point
9/5/2013

	1	2
Address	555 Nichols Rd Bay Point, CA 94565	2258 Willow Pass Rd Bay Point, CA 94565
Property Type	Industrial (land)	Warehouse
Zoning		
Building Size		
Year Built	114,563 SF Bldg	2,000 SF Bldg
No. Stories		
Lot Size	2.63 AC	0.13 SF
APN / Parcel ID		
Asking Price		$300,000
Price Per		$150 /SF

Properties for Sale
Pittsburg
9/5/2013

	1	2	3	4	5	6
Address	415 Tenth St E Pittsburg, CA 94565	671 Willow Pass Rd Pittsburg, CA 94565	671 Willow Pass Rd Pittsburg, CA 94565	Willow Pass Rd Pittsburg, CA 94565	510 Garcia Ave Pittsburg, CA 94565	510 Garcia Ave Pittsburg, CA 94565
Property Type	Warehouse	Warehouse	Warehouse	Industrial (land)	Warehouse	Warehouse
Zoning				IP-0-1284		
Building Size	8,125 SF Bldg	5,995 SF Bldg	5,000 SF Bldg	609,840 SF Bldg	5,900 SF Bldg	1,752 SF Bldg
Year Built	1946	2005	2005		1986	1986
No. Stories					1	1
Lot Size	0.35 AC	4.22 AC	4.22 AC	14 AC	0.84 AC	0.84 AC
APN / Parcel ID						
Asking Price	$650,000	$425,000	$350,000		$525,000	$135,000
Price Per	$80 /SF	$70.89 /SF	$70 /SF		$88.98 /SF	$77.05 /SF
Address	510 Garcia Ave Pittsburg, CA 94565	895 E 3rd St Pittsburg, CA 94565	1051 Los Medanos St Pittsburg, CA 94565	255 East Leland Pittsburg, CA 94565	681 Garcia Ave Pittsburg, CA 94565	635 Railroad Ave Pittsburg, CA 94565
Property Type	Warehouse	Industrial (land)	Warehouse	Industrial (land)	Warehouse	Warehouse
Zoning		Heavy Industrial				CP1 & CP2
Building Size	1,788 SF Bldg	108,900 SF Bldg	12,599 SF Bldg		13,000 SF Bldg	9,000 SF Bldg
Year Built	1986		1945		1977	
No. Stories	1		1			
Lot Size	0.84 AC	2.50 AC	0.46 AC	0.72 AC	1 AC	9,000 SF
APN / Parcel ID		073-020-019-3				
Asking Price	$135,000		$500,000	$220,000	$1,175,000	$700,000
Price Per	$75.50 /SF		$39.69 /SF	$305,555.54 /AC	$90.38 /SF	$77.78 /SF

Industrial Properties for Sale

Antioch
9/5/2013

	1	2	3	4	5	6
Address	424-432 O Street Antioch, CA 94509	1900 Wilbur Ave Antioch, CA 94509	3400 Wilbur Ave Antioch, CA 94509	5081 Lone Tree Way C Antioch, CA 94509	1400 W 4th St Antioch, CA 94509	2624 Verne Roberts Cir D Antioch, CA 94509
Property Type	Flex Space	Industrial (land)	Industrial (land)	R&D	Warehouse	Warehouse
Zoning						
Building Size	6,000 SF Bldg	271,379 SF Bldg	402,494 SF Bldg	3,121 SF Bldg	222,500 SF Bldg	1,500 SF Bldg
Year Built	1948			2006	1947	
No. Stories	1			2		
Lot Size	29,185 SF	6.23 AC	9.24 AC		19.50 AC	
APN / Parcel ID	074-130-011-5					
Asking Price	$650,000				$10,000,000	$262,500
Price Per	$108.33 /SF				$44.94 /SF	$175 /SF
Address	1020 Apollo Court Antioch, CA 94509	2301-2603 Wilbur Avenue Antioch, CA 94509	2616 Verne Roberts Cir E1	2805 Verne Roberts Cir C Antioch, CA 94509	2516 Verne Roberts Cir H Antioch, CA 94509	2604 Verne Roberts Cir E- 2
Property Type	Industrial-Business Park	Industrial (land)	Warehouse	Warehouse	Warehouse	Warehouse
Zoning		Heavy Industrial				
Building Size	42,000 SF Bldg		4,000 SF Bldg	28,750 SF Bldg	4,800 SF Bldg	4,000 SF Bldg
Year Built				2004	1987	
No. Stories						
Lot Size	2.39 AC	107.82 AC	0.10 AC	2.30 AC	1.75 AC	0.10 AC
APN / Parcel ID						
Asking Price	$2,599,000	$21,100,000	$500,000	$3,590,000	$600,000	$500,000
Price Per	$61.88 /SF	$195,696.53 /AC	$125 /SF	$124.87 /SF	$125 /SF	$125 /SF
Address	2516 Verne Roberts Cir H Antioch, CA 94509	2516 Verne Roberts Cir H Antioch, CA 94509	2589 W 10th St K-4 Antioch, CA 94509			
Property Type	Warehouse	Warehouse	Warehouse			
Zoning						
Building Size	1,650 SF Bldg	1,375 SF Bldg	4,400 SF Bldg			
Year Built	1987	1987				
No. Stories						
Lot Size	1.75 AC	1.75 AC				
APN / Parcel ID						
Asking Price	$205,000	$172,500	$550,000			
Price Per	$124.24 /SF	$125.45 /SF	$125 /SF			

Properties for Sale

Oakley
9/5/2013

	1	2	3	4	5
Address	175 Sandy Lane Oakley, CA 94561	6000 Bridgehead Road Oakley, CA 94561			
Property Type	Industrial (land)	Industrial (land)			
Zoning					
Building Size					
Year Built					
No. Stories					
Lot Size	2.19 AC	162.50 AC			
APN / Parcel ID					
Asking Price	$500,000				
Price Per	$228,310.50 /AC				