



Alameda Point

Leasing & Marketing Overview

Presented By

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Market Overview :: Oakland Metro

Summary Statistics – 2Q 2015

Direct Vacancy Rates (Direct Space Only)

	Second Quarter 2014	Second Quarter 2015	BPS Change
ALL CLASSES			
Downtown Oakland (CBD)	13.3%	9.9%	-340
Oakland Lake Merritt	11.1%	10.1%	-100
Oakland City Center	13.4%	9.3%	-410
Non-CBD	17.4%	15.9%	-150
Oakland Metro	15.5%	13.1%	-240
CLASS A			
Downtown Oakland (CBD)	12.3%	10.4%	-190
Oakland Lake Merritt	11.5%	10.7%	-80
Oakland City Center	14.3%	11.1%	-320
Non-CBD	20.9%	17.0%	-390
Oakland Metro	15.5%	12.8%	-270

Overall Vacancy Rates (Direct and Sublet Space)

	Second Quarter 2014	Second Quarter 2015	BPS Change
ALL CLASSES			
Downtown Oakland (CBD)	13.6%	10.2%	-340
Oakland Lake Merritt	11.5%	10.3%	-120
Oakland City Center	13.5%	9.9%	-360
Non-CBD	17.4%	16.1%	-130
Oakland Metro	15.6%	13.3%	-230
CLASS A			
Downtown Oakland (CBD)	12.7%	10.8%	-190
Oakland Lake Merritt	12.2%	11.0%	-120
Oakland City Center	14.4%	11.5%	-290
Non-CBD	20.9%	17.0%	-390
Oakland Metro	15.7%	13.0%	-270

Direct Asking Rental Rates (PSF Per Year, Full Service)

	Second Quarter 2014	Second Quarter 2015	% Change
ALL CLASSES			
Downtown Oakland (CBD)	\$30.36	\$33.60	10.7%
Oakland Lake Merritt	\$32.04	\$36.00	12.4%
Oakland City Center	\$31.44	\$36.00	14.5%
Non-CBD	\$26.88	\$27.00	0.4%
Oakland Metro	\$28.32	\$29.52	4.2%
CLASS A			
Downtown Oakland (CBD)	\$33.84	\$39.36	16.3%
Oakland Lake Merritt	\$33.84	\$40.08	18.4%
Oakland City Center	\$33.60	\$38.64	15.0%
Non-CBD	\$32.16	\$34.32	6.7%
Oakland Metro	\$33.12	\$37.08	12.0%

Leasing Activity and Net Absorption

	Second Quarter 2014	Second Quarter 2015	YTD 2015
ALL CLASSES			
Oakland Metro Leasing Activity	490,663	546,590	1,295,103
YTD Oakland Metro Overall Absorption (Includes Sublet and Direct Space)	73,513	(28,263)	158,239
YTD Oakland Metro Direct Absorption (Includes Direct Space Only)	81,451	186,502	166,778

Office Market Overview :: Oakland Metro

Tenant Migration San Francisco to Oakland

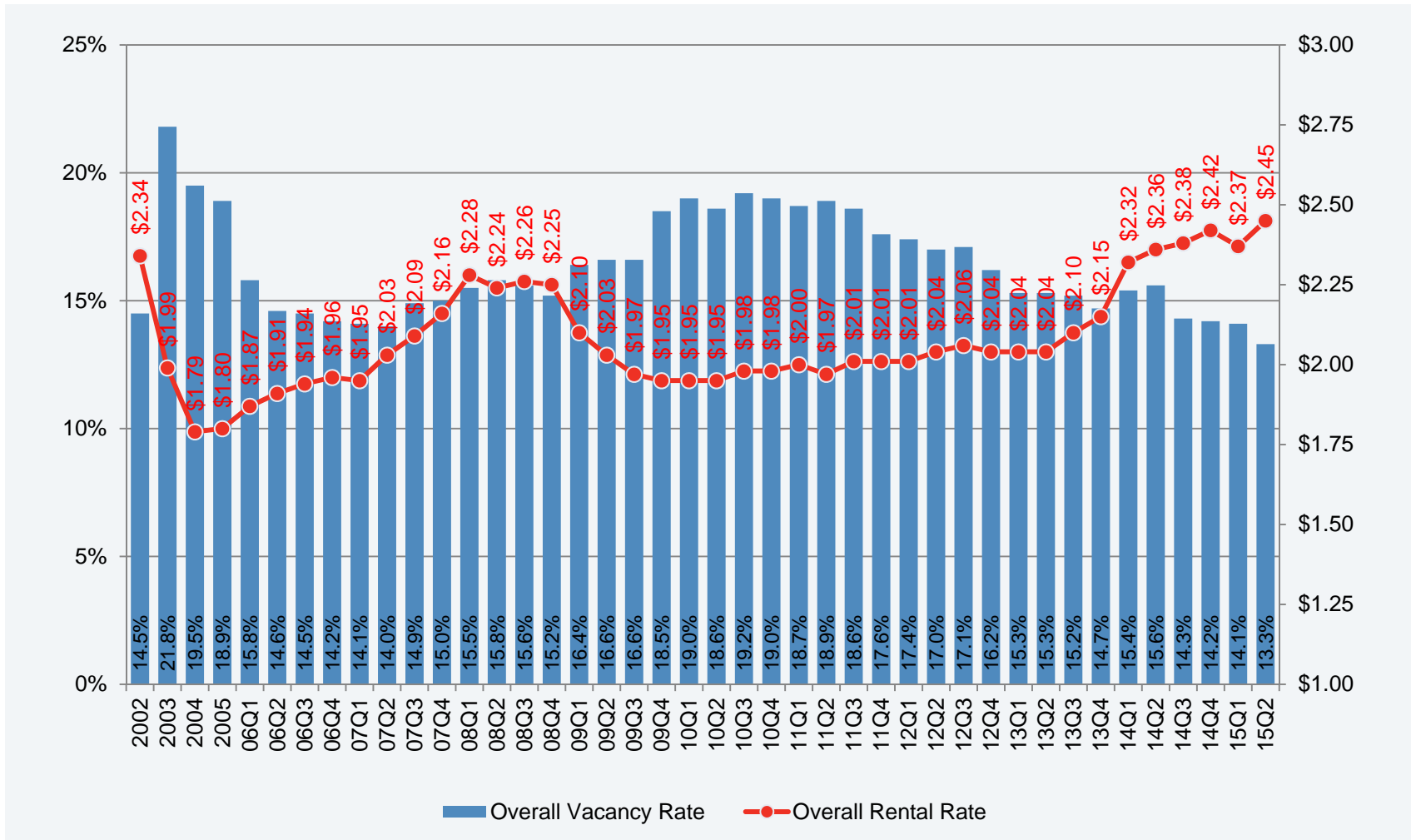


Currently tracking **57** office user requirements in the Oakland area totaling **5.2 million** square feet



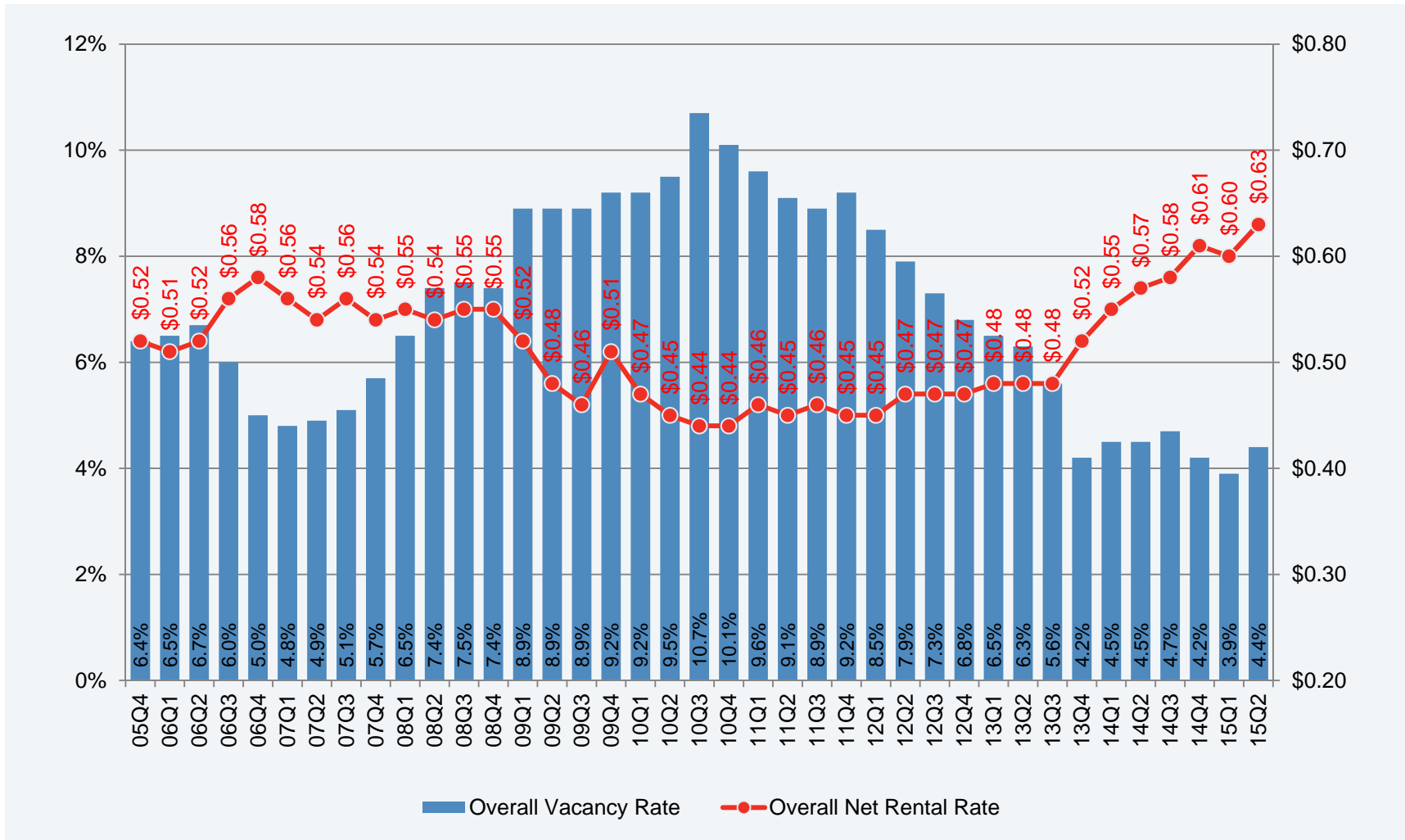
Office Market Overview :: Oakland Metro

Overall Vacancy Rate vs. Overall Rental Rate



Industrial Market Overview :: Oakland Metro

Overall Vacancy Rate vs. Overall Rental Rate



Leasing Overview



Overview of Leasing Program

- 1.8 million square feet of leased commercial space
- 66 commercial businesses
- 68 market rate residential leases
- Over 1,000 jobs
- Over \$11 million in annual lease revenue

Alameda Point Tenants



A-Z @ THE POINT

- 1AGAMES • ADVANCED ROOFING • AIRCLAIMS INC • AIRCRAFT CARRIER
 HORNET FOUNDATION • ALAMEDA COMMUNITY SAILING COMMUNITY •
 ALAMEDA DEVELOPMENT CORP • ALAMEDA MUNICIPAL POWER •
 ALAMEDA NATIONAL WILDLIFE REFUGE • ALAMEDA NAVAL AIR MUSEUM
 • ALAMEDA POINT COLLABORATIVE • ALAMEDA POINT STORAGE •
 ALAMEDA SOCCER CLUB • AMBER KINETICS • ANTIQUES BY THE BAY •
 ARTEMIS RACING USA • AT&T • BAY SHIP AND YACHT COMPANY •
 BLADIUM • BRIX BEVERAGE • BUILDING 43 WINERY • CHABOT SPACE &
 SCIENCE CENTER • CHANGING GEARS • COMPLETE COACH WORKS •
 CONMAR, INC • CONTAINER STORAGE • DELPHI PRODUCTIONS •
 DREYFUSS CAPITAL PARTNERS • EDGE INNOVATIONS • ENVIRONMENTAL
 MANAGEMENT SERVICES • EVENT PRODUCTIONS • FACTION BREWING •
 FRIENDS OF ALAMEDA THEATER • FRED GRANDY • GFC MOVING &
 STORAGE • GOOGLE • HANGAR 1 • KAI CONCEPTS • LOVE FELLOWSHIP
 • MARAD • NATEL ENERGY • NAVIGATOR SYSTEMS • NRC
 ENVIRONMENTAL • O'KALANI OUTRIGGER CANOE CENTER • PACIFIC FINE
 FOODS • PHOTON COMPOSITES INC • PLOUGH SHARE NURSERY •
 POWER ENGINEERING • PUGLIA ENGINEERING • RAIN DEFENSE •
 RENOVARE INTERNATIONAL, INC • ROCKWALL WINE COMPANY •
 SACCHI ENTERPRISES • SBA COMMUNICATIONS • SCOTT PETERSON
 PRODUCTIONS • ST. GEORGE SPIRITS • SUSTAINABLE TECHNOLOGIES •
 THE PACIFIC PINBALL MUSEUM • TURNKEY PRODUCTIONS • VOLOCHEM,
 INC • WALASHEK INDUSTRIAL MARINE • WATERTIGHT RESTORATION •
 WEST COAST NOVELTY • WONKY KITCHEN • WRIGHTSPEED

Leasing Approach

- Previous approach was “interim” leasing program
- New approach focuses on:
 - Strategic business clusters
 - Job generation
 - Selective long-term leases with options to purchase
 - Leveraging building value for infrastructure
- Existing tenant base creates momentum; now seen as an amenity
- Approach to new development builds upon base



Adaptive Reuse

- Spirits Alley
- Alternative Energy
- Hangars
- Future Opportunities



Sander van der Borch/Artemis Racing



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