

# Tri-Valley Retail Market Report



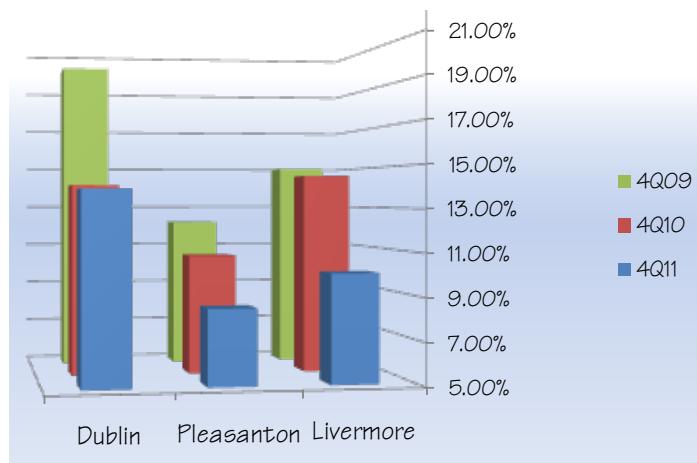
## SUMMARY

2011 showed continued improvement in the retail sector of commercial real estate. Livermore, which had lagged activity over the past two years, saw an influx of new tenants which included Big Lots, TJ Maxx, and Petco taking a combined 67,000 square feet. Livermore saw seventeen new retail deals in traditional shopping centers; five of which are nationally recognized names. Livermore's downtown was booming toward the end of the year, leaving less than five percent of total vacancy, this down from over twelve percent.

Pleasanton experienced steady leasing activity over the past year, the bulk of the deals being completed in downtown and the newly constructed retail center, Pleasanton Gateway anchored by Safeway located on Bernal Avenue. Downtown Pleasanton went from an impressive four percent vacancy rate to a staggering two percent vacancy rate, thanks in large part to the return of Domus in Q2.

Activity in Dublin decreased in 2011 compared to 2010, however, existing retailers relocated to prime locations. Dublin also has a new construction project, Fallon Gateway, anchored by Target with the first new ancillary retail tenant being Bj's Brewhouse (under construction).

## HISTORIC VACANCY RATES



Lee & Associates maintains an up-to-date database of all available properties and sold/leased properties.

For more local commercial real estate news, insight, and gossip visit me at [www.thestorefront.wordpress.com](http://www.thestorefront.wordpress.com)

## MARKET SNAPSHOT

### Livermore

Total Inventory:	1,823,778
Total Available:	183,400
Total Absorption 2011:	+103,431
Vacancy Rate:	10.05%

### Pleasanton

Total Inventory:	2,029,507
Total Available:	172,725
Total Absorption 2011:	+43,225
Vacancy Rate:	8.51%

### Dublin

Total Inventory:	2,479,276
Total Available:	344,435
Total Absorption 2011:	+10,232
Vacancy Rate:	13.89%

## RECENT TRANSACTIONS

### Livermore

Tenant	Center	SF	Date	Start Rent
Savings Cleaners	Arroyo Park	1,024	Q3	\$36.00
JP Morgan Chase	Arroyo Park	5,120	Q3	\$30.00
Rivas Tax & Insurance	Portola Village	1,280	Q2	\$34.00

### Pleasanton

Tenant	Center	SF	Date	Start Rent
UPS Store	Gateway Plaza	1,200	Q4	\$36.00
Met Life	Bernal Plaza	3,000	Q2	\$19.80
JP Morgan Chase	Crossroads	4,295	Q3	\$36.00

### Dublin

Tenant	Center	SF	Date	Start Rent
Golf Mart	Enea Plaza	10,600	Q3	\$12.00
Kelly Moore	Enea Plaza	3,050	Q3	\$16.20
Johnny Garlics	Hacienda Crossing	4,200	Q2	\$37.80

## KEY TERMS & DEFINITIONS

**Inventory:** Total square footage of retail space in the market, not including downtown inventory

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

**Absorption:** The change in availability from the previous year.

**Vacancy:** The percent of available space based on the total inventory.

**Triple Net Expenses (NNN):** A lease agreement where the Tenant is responsible for their proportionate share of taxes, insurance, maintenance and building repairs. Triple Net Expenses are in addition to base rent.

# QUARTER IN REVIEW

## Exclusive Lee Listings

### FOR LEASE

Livermore Valley Plaza  
Downtown Livermore



### FOR LEASE

Vasco Plaza  
North Vasco Road



### FOR LEASE

Dublin Corners  
Dublin Blvd



## Recently Completed Lee Deals

### LEASED!

Livermore Valley Plaza  
Sauced BBQ & Spirits



### LEASED!

77 West Angela, Pleasanton  
77 West Salon



### LEASED!

Dublin Corners  
Four Paws Vet Clinic



## Lee & Associates - Your Retail Connection

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 estate 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.

### Services Offered:

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**Lee & Associates**  
COMMERCIAL REAL ESTATE SERVICES  
5890 Stoneridge Drive, Suite 210  
Pleasanton, CA 94588  
(925) 460-6200  
(925) 460-6210  
[www.lee-associates.com](http://www.lee-associates.com)



John Blatter  
Retail Specialist



Jessica Stewart  
Retail Specialist

The Lee Retail Team is experienced in both Tenant and Landlord representation and has been active in the Bay Area commercial real estate market for a combined 17 years. As retail specialists, they have worked with a number of local restaurants, retailers, and landlords in sales and leasing of shopping centers and storefronts.

For the most up to date market information, follow Jessica on her blog [www.TheStrorefront.wordpress.com](http://www.TheStrorefront.wordpress.com).

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\* CoStar sourced for portion of market data