

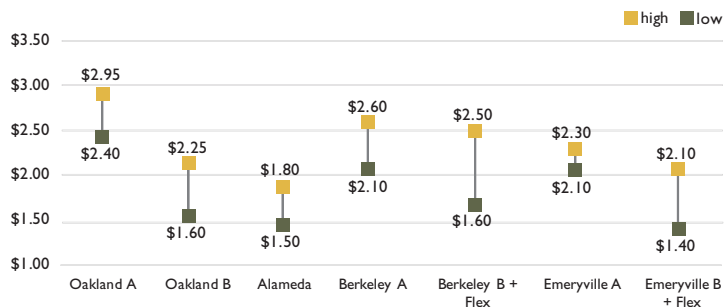
AEGIS

# OFFICE MARKET REPORT

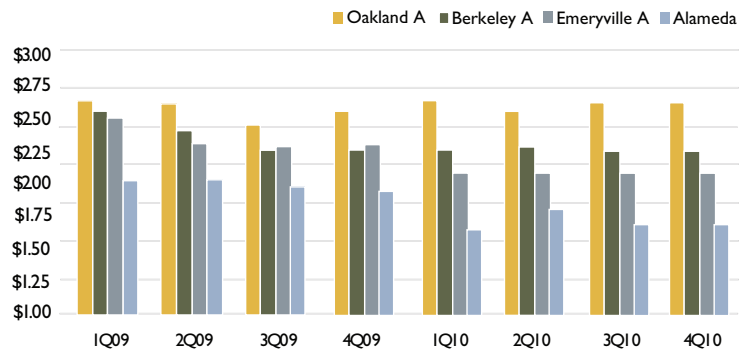
# East Bay

4Q10

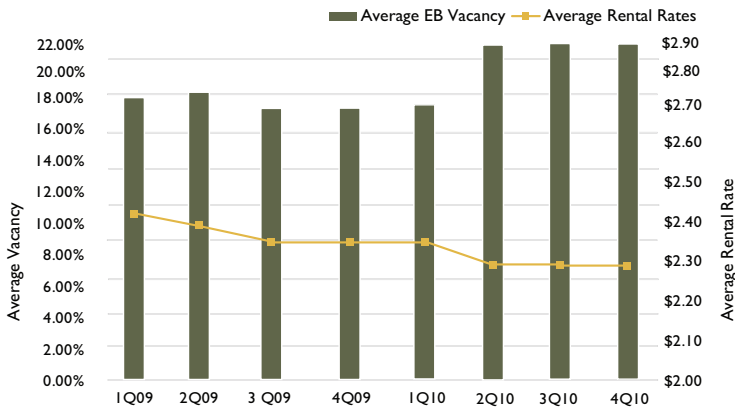
## 4Q10 Market Starting Rates



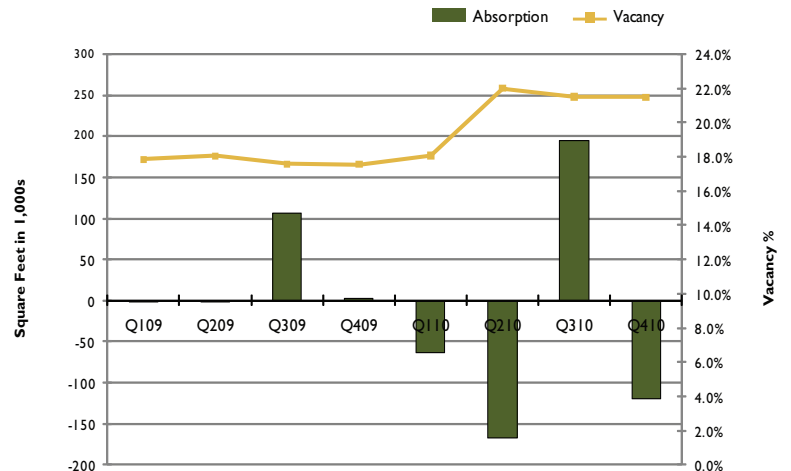
## Historical Class A Market Rates



## Market Rates and Vacancy



## Historical Absorption and Vacancy East Bay



MATT ELMQUIST

Partner

(510) 273-2004

DRE # 01230052

matt@aegisrealty.com

SCOTT STONE

Partner

(510) 273-2003

DRE # 01230051

scott@aegisrealty.com

STEPHEN CARLSON

Associate Director

(510) 273-2005

DRE # 01839414

stephen@aegisrealty.com

MATT NEBEL

Associate

(510) 273-2017

DRE # 01881807

mnebel@aegisrealty.com

# 4Q Deal Profile



## BIO TIME, INC.

**TENANT:** BioTime, Inc.  
**LANDLORD:** SKS Harbor Bay Associates LLC  
**LOCATION:** 1301 Harbor Bay Parkway  
**SQUARE FEET:** 16,929  
**TERM:** 5 Years  
**BROKERED BY AEGIS**

Comments: Aegis worked on behalf of BioTime to locate a highly specialized life science lab and R&D facility. Based on our research, BioTime determined that modifying and expanding their current facility was the best solution.

### MAJOR OFFICE LEASES COMPLETED

Tenant	Landlord/ Sub-landlord	Address	City	Square Feet
Annies, Inc.	Cedar 4th Partners	1610 5th Street	Berkeley	33,551
GU Energy Lab	Cedar 4th Partners	1610 5th Street	Berkeley	26,522
Tethys Biosciences	Wareham Development	5858 Horton Street	Emeryville	19,000
Alcohol Research Group	Bay Center Investors	6475 Christie Street	Emeryville	12,415
FBI	CIM	2100 Franklin Street	Oakland	75,000
Geosyntec Consultants	CBRE	1111 Broadway	Oakland	22,289
CyberArts	Old Republic Title	555 12th Street	Oakland	7,656

### SALE ACTIVITY

Property	City	Square Feet	Buyer	Purchase Price	\$/ sq. ft.	Status	Use
1040 Marina Village Parkway	Alameda	15,370	Herbert Engineering Group	\$2,843,450	\$185	Closed	Office
1201 Harbor Bay Parkway	Alameda	62,000	Convergent Laser Technologies	undisclosed	n/a	Closed	Office
1608 4th Street	Berkeley	120,000	Strada	\$14,000,000	\$116	Closed	Office
Watergate Towers	Emeryville	814,000	LBA Realty	\$130,000,000	\$160	Closed	Office

### 3RD QUARTER 2010 SUMMARY - AEGIS Recent Transactions



Tiemstra Law Group

Has leased 3,136 square feet located at 1111 Broadway in Oakland.

AEGIS REALTY PARTNERS



**DKS Associates**  
TRANSPORTATION SOLUTIONS

Has leased 7,535 square feet located at 1970 Broadway in Oakland.

AEGIS REALTY PARTNERS



Trepp®

Has leased 1,250 square feet located at 1330 Broadway in Oakland.

AEGIS REALTY PARTNERS



ELLIS PARTNERS LLC

Has sold 1201 Harbor Bay Parkway in Alameda. A 62,000 square foot office/R&D facility.

AEGIS REALTY PARTNERS

### EAST BAY OFFICE SPACE SUMMARY

SUB-MARKETS	TOTAL BUILDINGS	SQUARE FEET	DIRECT AVAILABILITY	SUBLEASE AVAILABLE	TOTAL AVAILABLE	% VACANT
<b>OAKLAND</b>						
Class A	22	7,041,780	973,359	195,751	1,169,110	17%
Class B + Flex	97	5,035,223	961,725	34,663	996,388	20%
Sub-Total	119	12,077,003	1,935,084	230,414	2,165,498	18%
<b>EMERYVILLE</b>						
Class A	12	2,489,747	422,164	161,759	583,923	23%
Class B + Flex	38	1,694,428	294,838	22,459	317,297	19%
Sub-Total	50	4,185,175	717,002	184,218	901,220	22%
<b>ALAMEDA</b>						
Class B + Flex	74	3,164,524	783,653	73,199	856,852	27%
Sub-Total	74	3,164,524	783,653	73,199	856,852	27%
<b>BERKELEY</b>						
Class A	4	677,584	110,104	0	110,104	16%
Class B + Flex	84	2,409,193	338,922	28,845	366,017	15%
Sub-Total	88	3,086,777	449,026	28,845	476,121	15%
<b>HAYWARD</b>						
Class B + Flex	56	2,645,134	557,444	178,055	735,499	28%
Sub-Total	56	2,645,134	557,444	178,055	735,499	28%
<b>RICHMOND</b>						
Class B + Flex	22	1,267,106	621,328	0	621,328	49%
Sub-Total	22	1,267,106	621,328	0	621,328	49%
<b>SAN LEANDRO</b>						
Class B + Flex	16	1,184,136	120,646	40,638	161,284	14%
Sub-Total	16	1,184,136	120,646	40,638	161,284	14%
<b>EAST BAY TOTALS</b>	<b>425</b>	<b>27,608,855</b>	<b>5,184,183</b>	<b>735,183</b>	<b>5,917,802</b>	<b>21%</b>

### BIOTECH & LIFE SCIENCE LARGE BLOCKS OF AVAILABLE SPACE

ADDRESS	CITY	TYPICAL FLOOR SIZE/ SQ.FT.	SMALLEST DIVISIBLE	TOTAL AVAILABLE	\$/ SQ.FT.
965 Atlantic Ave	Alameda	24,385	5,042	23,911	\$1.55 IG
1010 Atlantic Ave	Alameda	44,000	21,697	44,000	\$1.55 IG
1020 Atlantic Ave	Alameda	25,616	25,616	25,616	\$1.55 IG
1145 Atlantic Ave	Alameda	39,420	39,420	39,420	\$1.55 IG
1301 Harbor Bay Pkwy	Alameda	33,741	10,187	43,360	\$1.75 NNN
24570 Clawiter	Hayward	103,878	51,472	79,441	Negotiable
3825 Bay Center	Hayward	69,512	8,732	43,239	Negotiable
3906 Trust Way	Hayward	35,017	10,519	29,000	Negotiable
3955 Trust Way	Hayward	51,304	20,000	51,304	Negotiable
3920 Point Eden Way	Hayward	40,387	40,387	40,387	Negotiable
3929 Point Eden Way	Hayward	34,000	8,750	15,095	Negotiable