

EAST BAY RETAIL

WHAT'S HAPPENING ON OUR STREETS

WALNUT CREEK

BERKELEY

OAKLAND

ALAMEDA

SAN FRANCISCO

GOLDMAN
COMMERCIAL LIMITED REAL ESTATE

2021 IN REVIEW

IMPACTS ON RETAIL

LABOR SHORTAGE

Host of factors including career dissatisfaction, increased unemployment benefits in 2020/2021, COVID, lack of childcare have impacted the labor pool.

SUPPLY CHAIN CRISIS

Lack of inventory and transportation and impacts to manufacturing.

COVID

Forced outside dining and carry out. Currently Omnicron spread has forced businesses to shut down due to labor shortages.

EVICITION MORATORIUM

True vacancy rates are obscured.

GOLDMAN
COMMERCIAL LIMITED REAL ESTATE



WHAT IS LEASING?

FACTORS

LOCATION LOCATION LOCATION

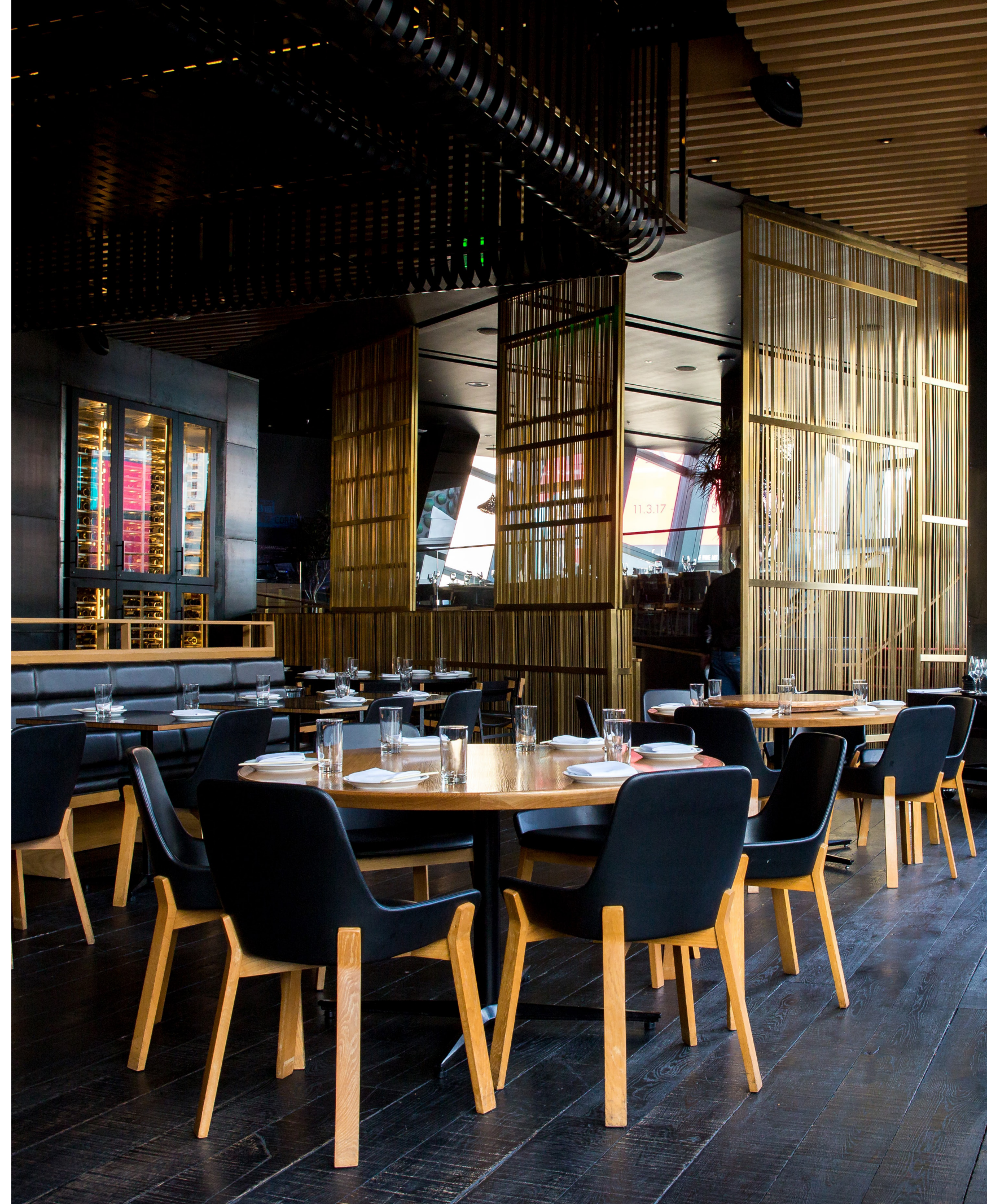
- Pedestrian-friendly neighborhoods
- Smaller footprints

SPACE CONDITION

- Turnkey/Warm Shell
- 2nd Gen Restaurants
- Parking is essential
- Outdoor seating

LEASE TERMS

- Creative Rent Structures
- Pop-Up/Short Term



WHO IS LEASING?

CATEGORIES EXPANDING

Carbon Health

one medical

MEDICAL SERVICES

UNIFORM TEETH tend

Caremax Tia

flip'd
by IHOP

Amy's
DRIVE THRU

Local Kitchens

FOOD & BEVERAGE

HINOYA CURRY SF

MENDOCINO FARMS
sandwich market

Dog Haus

Lanterway
Your Mission-Driven Plant Shop

PLANTSHOPS

The Disco
Greenhouse
PLANT AND HAIR STUDIO

The Sill

salonrepublic

MY SALON Suite

PERSONAL SERVICES

LaserAway

Sola
SALON STUDIOS

RETAIL OUTLOOK

HYBRID RETAIL

Physical stores will continue to be part of the shopping experience. It is a sales channel that pairs with social and online stores.

SUSTAINABILITY

Consumers are adapting sustainable lifestyles and demanding transparency. Brands are stepping up to doing better.

ADAPTATION

Malls will continue to renovate and modernize, creating a destination for live/work/play.



THANK YOU