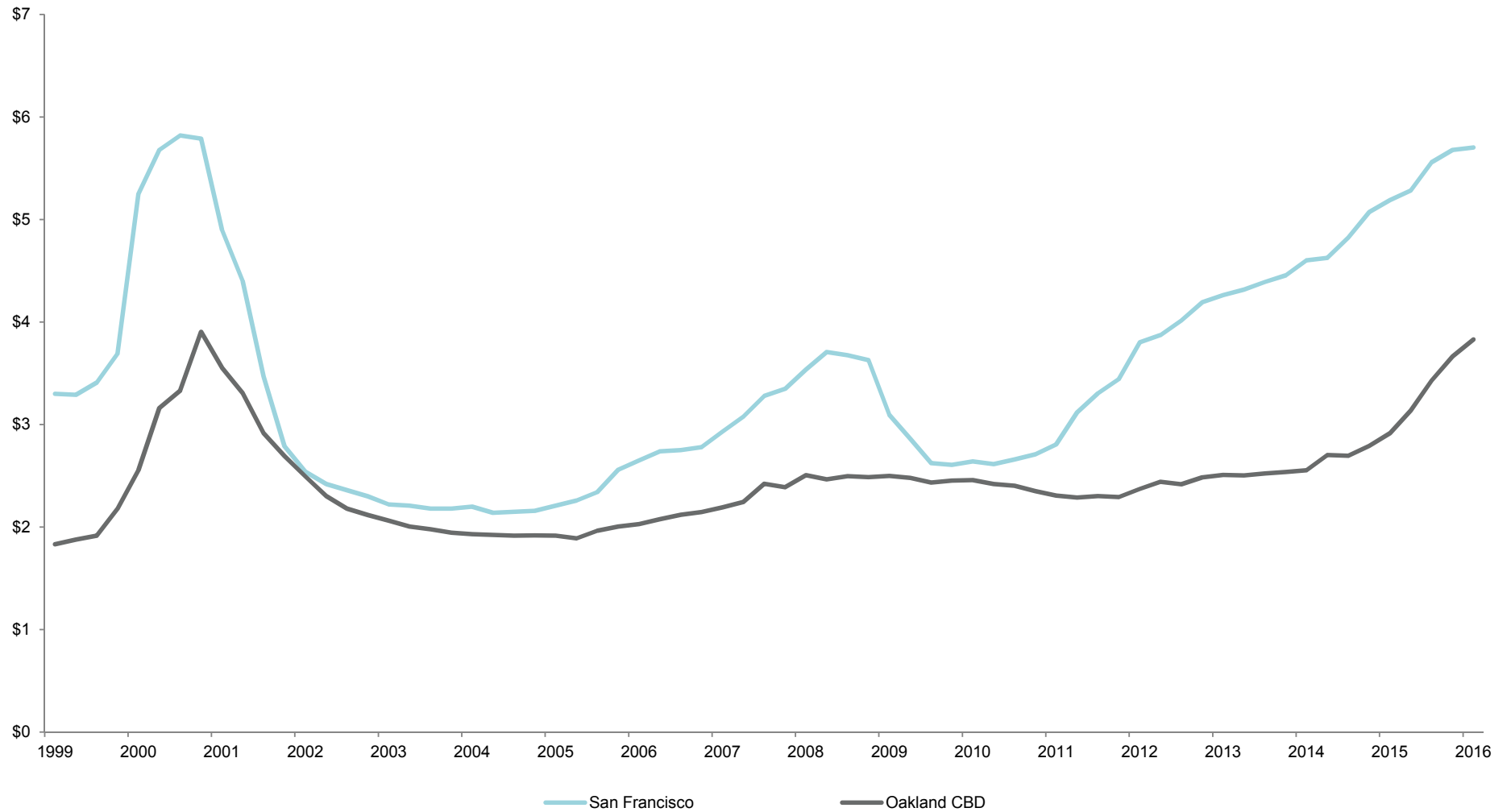




Historical Asking Rental Rates

San Francisco & Oakland CBD



San Francisco to East Bay Tenant Migration



Tenant	Current SF	Industry	From Address	From Submarket	From City	Relocation Address	Relocation City	Date Signed
18Birdies	3,454	Software/Internet	1161 Mission St	West End	San Francisco	505 14th St	Oakland	3/8/2016
Vista Equity Partners	6,348	Professional Services	4 Embarcadero Ctr	Financial District	San Francisco	1111 Broadway	Oakland	2/2/2016
Dentons	28,396	Professional Services	525 Market St	Financial District South	San Francisco	1999 Harrison St	Oakland	10/23/2015
The Sierra Club	38,766	Non-Profit	85 2nd St	Financial District South	San Francisco	2101 Webster St	Oakland	10/1/2015
Uber	400,000	Software/Internet	685 Market St	Financial District South	San Francisco	1945 Broadway	Oakland	9/23/2015
Meta Interfaces	3,998	Software/Internet	601-609 Mission St	Financial District South	San Francisco	1625 Clay St	Oakland	8/28/2015
3Q Digital	3,284	Software/Internet			San Francisco	2201 Broadway	Oakland	8/17/2015
Brown & Toland	59,514	Professional Services	135 Townsend St	Ball Park	San Francisco	1221 Broadway	Oakland	8/10/2015
CoreLogic	23,842	Professional Services	188 Embarcadero	Financial District South	San Francisco	555 12th St	Oakland	8/10/2015
Blue State Digital	2,943	Software/Internet			San Francisco	414 13th St	Oakland	7/24/2015
California Institute for Regenerative Medicine	17,097	Government/Education	210 King St	Ball Park	San Francisco	1999 Harrison St	Oakland	7/19/2015
Jiff, Inc	5,415	Software/Internet			San Francisco	1999 Harrison St	Oakland	7/18/2015
Fluid	16,004	Software/Internet	222 Sutter St	Union Square	San Francisco	1611 Telegraph Ave	Oakland	7/9/2015
OpTerra	18,323	Hardware/Tech	345 California St	Financial District	San Francisco	500 12th St	Oakland	7/8/2015
Net Impact	9,459	Non-Profit	150 Spear St	Financial District South	San Francisco	1333 Broadway	Oakland	6/9/2015
Cal Humanities	3,469	Non-Profit	312 Sutter St	Union Square	San Francisco	538 9th St	Oakland	4/20/2015
21Tech	5,133	Software/Internet	1390 Market St	Civic Center	San Francisco	1330 Broadway	Oakland	4/17/2015
Otis McAllister	16,850	Consumer Products/Services	160 Pine St	Financial District	San Francisco	300 Frank Ogawa Plaza	Oakland	4/6/2015
Huge, Inc	6,415	Professional Services			San Francisco	426 17th St	Oakland	4/6/2015
Pivot Learning Partners	4,263	Government/Education	731 Market St	Yerba Buena	San Francisco	500 12th St	Oakland	4/1/2015
99Design	14,161	Software/Internet	447 Battery St	Financial District	San Francisco	2201 Broadway	Oakland	3/17/2015
Six Pack Fitness	3,402	General Business			San Francisco	1999 Harrison St	Oakland	3/16/2015
MM Design Group	3,483	Non-Profit			San Francisco	1759 Broadway	Oakland	2/12/2015
Asian & Pacific Islander American Health Forum	9,813	Non-Profit	450 Sutter St	Union Square	San Francisco	1 Kaiser Plaza	Oakland	12/29/2014
Town and Country Resources	2,228	Consumer Products/Services	1388 Sutter St	Van Ness Corridor	San Francisco	1333 Broadway	Oakland	12/17/2014
ALS	2,047	Non-Profit			San Francisco	1330 Broadway	Oakland	12/17/2014
Ernst & Young	7,141	Professional Services			San Francisco	482 9th St	Oakland	12/12/2014
Lennar Multifamily	3,403	Construction/Ind. Serv	645 Howard St	Financial District South	San Francisco	482 9th St	Oakland	12/12/2014
HMC Architects	3,274	Professional Services	417 Montgomery St	Financial District	San Francisco	2100 Franklin St	Oakland	11/24/2014
Precision Health Economics	3,674	Professional Services			San Francisco	555 12th St	Oakland	11/14/2014
Evolution Bureau	9,812	Comm./Media	55 Union St	North Waterfront	San Francisco	1741 Telegraph Ave	Oakland	11/12/2014
Center for Biological Diversity	8,797	Non-Profit			San Francisco	1212 Broadway	Oakland	11/2/2014
Gibbs Law Group	9,838	Professional Services			San Francisco	1 Kaiser Plaza	Oakland	11/1/2014
UHA Universal Alliance	20,501	Medical/Healthcare			San Francisco	1221 Broadway	Oakland	10/13/2014
Morgan Stanley	20,755	General Business			San Francisco	1999 Harrison St	Oakland	10/3/2014
One Way Lease	2,333	Industrial Services	550 Montgomery St	Financial District	San Francisco	1000 Broadway	Oakland	9/22/2014
Workers' Compensation Insurance Rating Bureau	40,981	General Business			San Francisco	1221 Broadway	Oakland	8/22/2014
Parsons Brinckerhoff	10,500	Professional Services			San Francisco	1221 Broadway	Oakland	8/22/2014
Gensler	13,966	Professional Services	2 Harrison St	Rincon Hill	San Francisco	2101 Webster St	Oakland	8/8/2014
Coral Reef Alliance	2,596	Non-Profit	351 California St	Financial District	San Francisco	1330 Broadway	Oakland	7/30/2014
Hagen Streiff Newton & Oshiro	2,580	Professional Services			San Francisco	1330 Broadway	Oakland	7/1/2014
King Security Services	4,850	Professional Services			San Francisco	428 13th St	Oakland	6/20/2014
SF Bay Financial	6,809	Professional Services			San Francisco	2001 Broadway	Oakland	6/2/2014
Davis & Associates	1,505	Professional Services			San Francisco	1330 Broadway	Oakland	5/28/2014
Berrett Koehler Publishers	9,826	Comm./Media	235 Montgomery St	Financial District	San Francisco	1333 Broadway	Oakland	5/7/2014
Yaron & Associates	6,081	Professional Services	601 California St	Financial District	San Francisco	1300 Clay St	Oakland	3/25/2014
Saybrook University	14,500	Government/Education	450 Pacific Ave	Jackson Square	San Francisco	475 14th St	Oakland	3/24/2014
Comcate	3,388	Software/Internet	400 Montgomery St	Financial District	San Francisco	106 Linden St	Oakland	3/24/2014
Roux Associates	5,000	Professional Services	50 Fremont St	Financial District South	San Francisco	555 12th St	Oakland	3/21/2014
Embrace Networks	1,346	Software/Internet			San Francisco	1440 Broadway	Oakland	1/9/2014
Total	921,563			50				

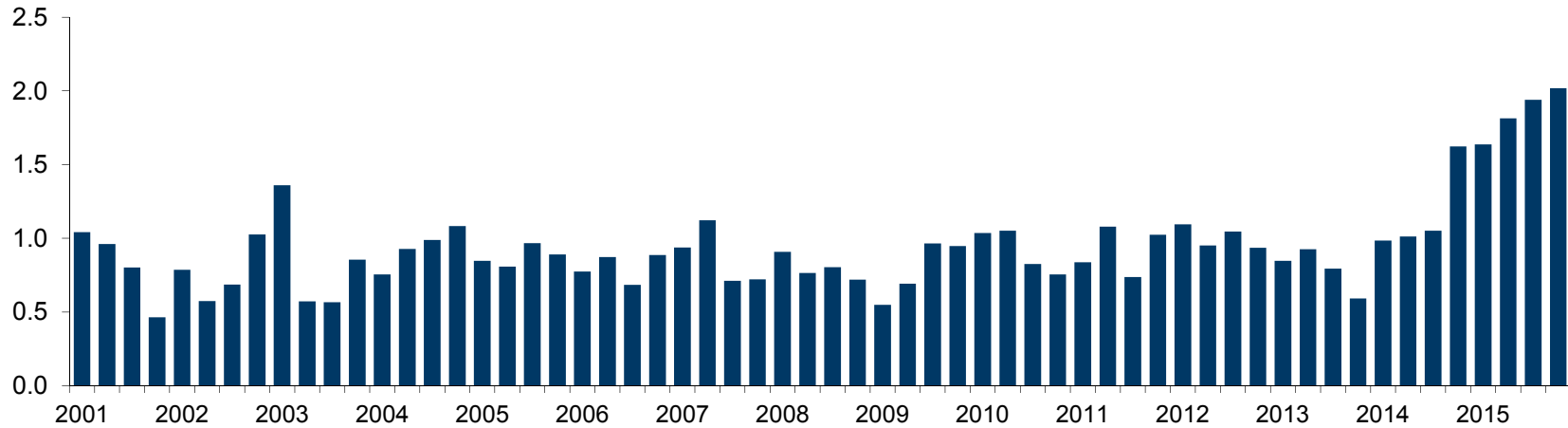
	City Center	Lake Merritt	Total CBD
Number of Projects:	10	8	18
Total Square Footage:	3,137,296	3,171,705	6,309,001
Available Space			
Direct (SF):	121,676	145,965	267,641
Sublease (SF):	2,164	6,775	8,939
Total (SF):	123,840	152,740	276,580
Vacancy:	3.9%	4.8%	4.4%
Average Asking Direct (FS):	\$4.04	\$4.11	\$4.08

- DIRECT
- SUBLEASE
- OCCUPIED
- PENDING

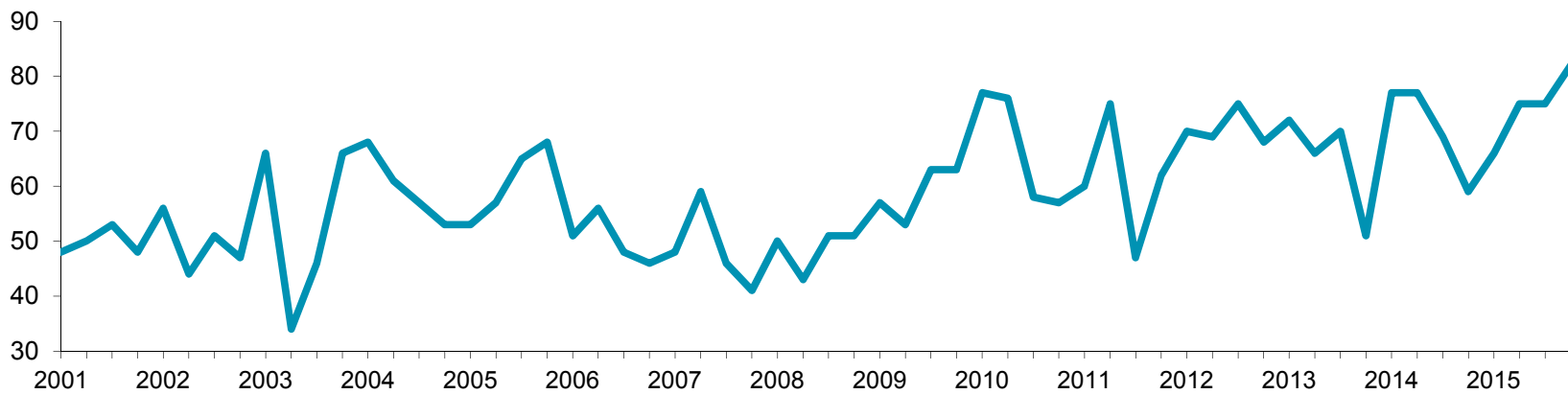


The information contained herein has been obtained from sources we deem reliable, however, we cannot guarantee it. All information should be verified prior to purchase or lease.

Total Square Footage (Millions)

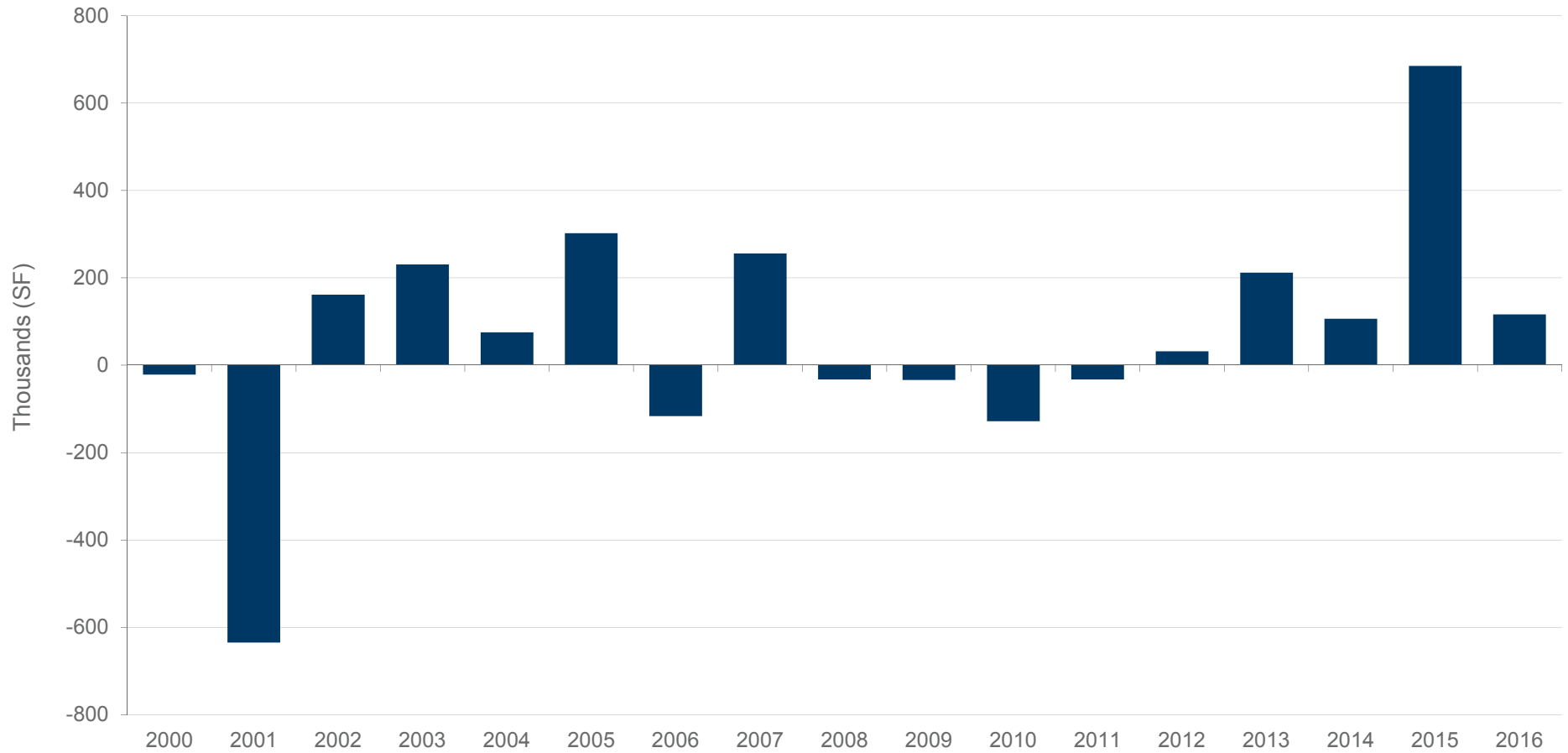


Total Requirements

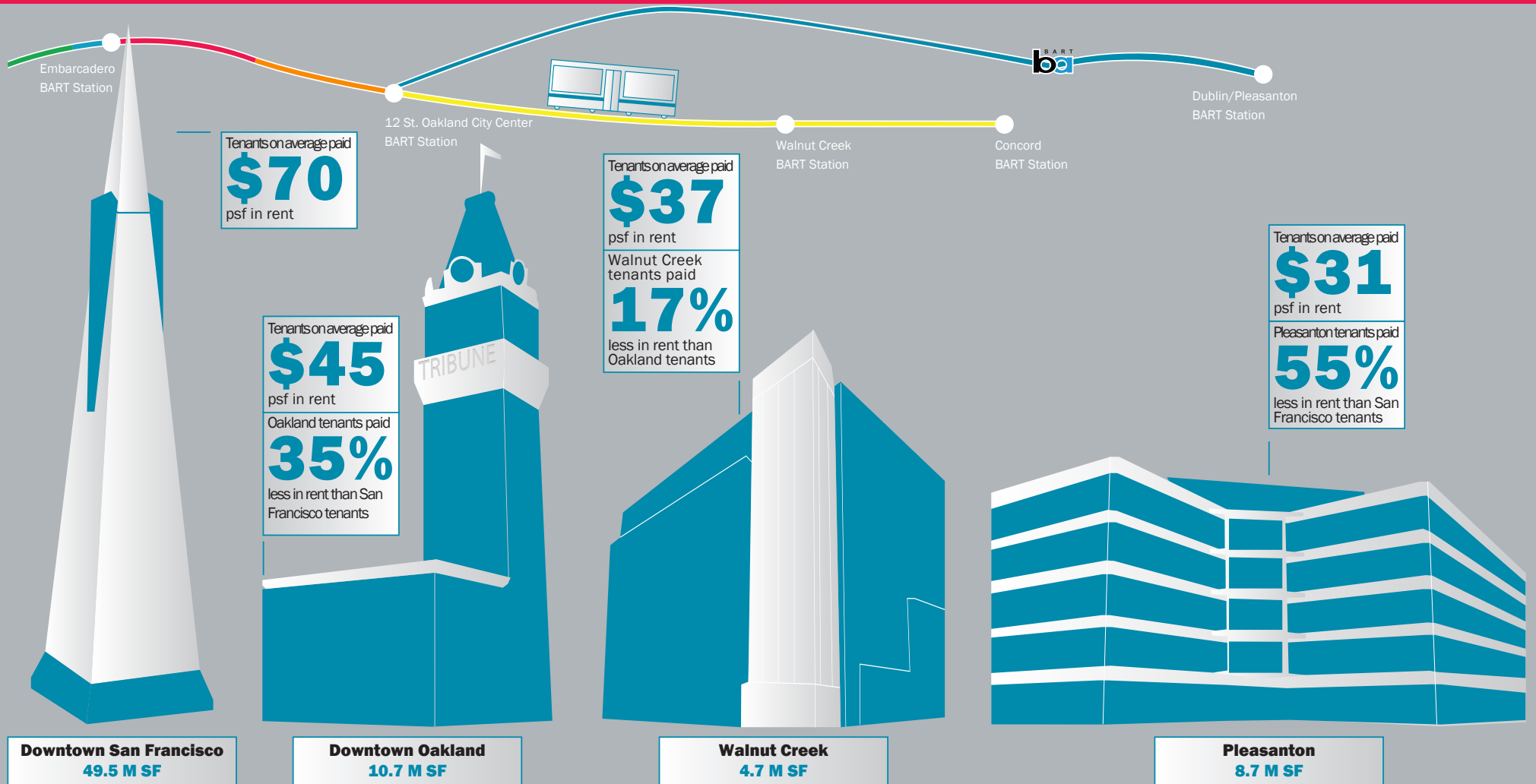


Historical Net Absorption

Oakland CBD



Class A Market Stats | SF Compared to East Bay





Oakland

1 Office Building



San Francisco

14 Office Buildings

wework.

stripe splunk >



UBER

Pinterest



salesforce



BAIN & COMPANY

talkdesk

LinkedIn

Vy Capital



Notable San Francisco Tenants Recently Opening Operations in Oakland



U B E R



CoreLogic®

大成 DENTONS



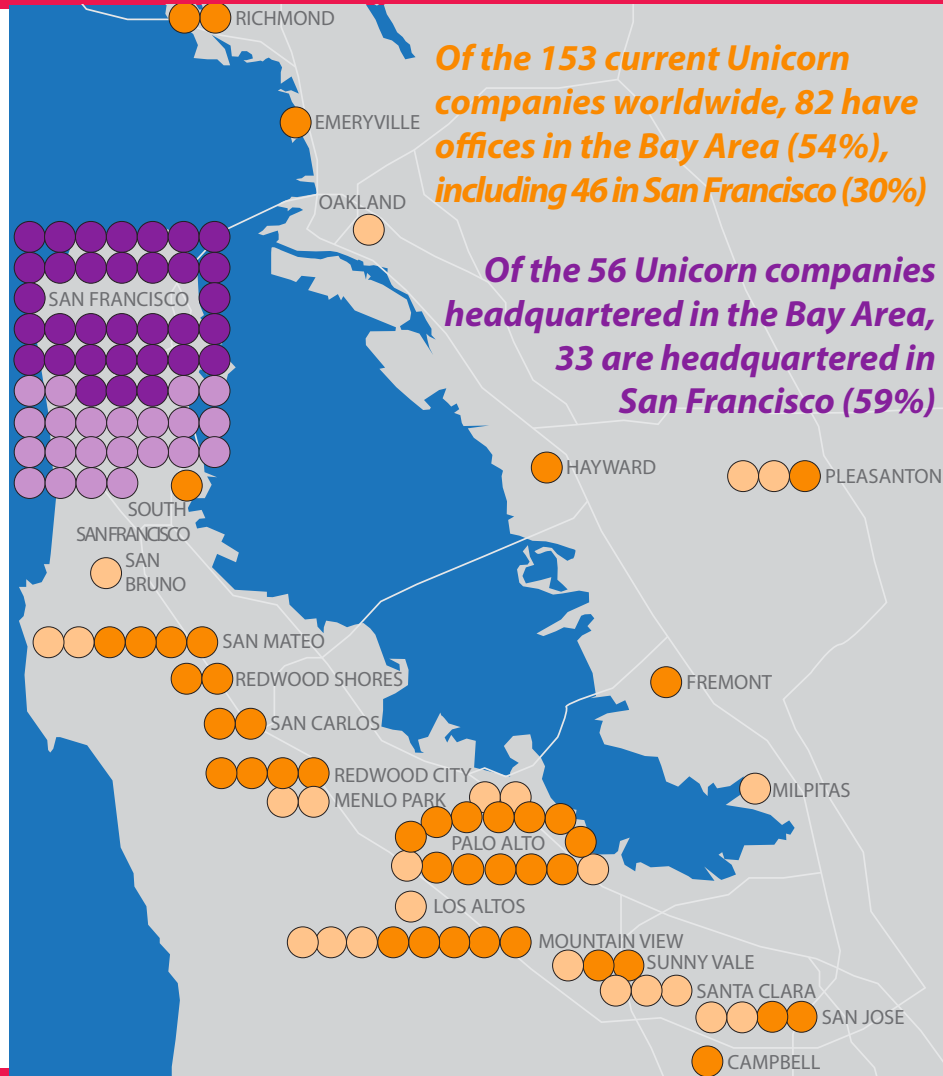
SIERRA
CLUB
FOUNDED 1892



Newmark
Cornish & Carey

Mike Sample
Director
415.445.5158
msample@newmarkccarey.com

San Francisco & Bay Area Unicorns



UNICORNS / SAN FRANCISCO

Adyen*
Airbnb
Aliph
Anaplan
Appdirect
AppDynamics
AppNexus*
Automatic Labs
Buzzfeed*
Cloudera*
Cloudflare
ContextLogic
Credit Karma
Docker
DocuSign
DropBox
Eventbrite
Fanatics*
FundingCircle
GitHub
Gusto
InMobi
Instacart
ironSource*

UNICORNS / BAY AREA

23andMe
Apttus
Avant*
AVAST Software*
Bloom Energy
Blue Apron*
Carbon3D
Cloudera
Coupang*
Coupa Software
DJI Innovations*
Evernote
ForeScout
Hellofresh*
Houzz
Illumio
Insidesales.com*
Intarcia Therapeutics*
Kabam*
Machine Zone
Magic Leap*
MarkLogic
Medallia
MongoDB*
Nutanix
Palantir
Pivotal
Proteus Digital Health
Shazam*
Shopclues*
Stemcentrx
SurveyMonkey
Tango
Tanium
Theranos
Twilio*
Uber*
Udacity
Zeta Interactive*
Zscaler

CHANGING UNICORNS / SAN FRANCISCO

IPO
2015
Atlassian*
FitBit
GoPro*
Square
SunRun
2014
Castlight
Lending Club
New Relic
Zendesk
2013
Twitter
2012
Service Now
Splunk
Yelp
2011
Groupon*
Zynga

Acquisitions
2014
BrightRoll / Yahoo
Twitch / Amazon
2013
Braintree* / PayPal
Climate Corp. / Monsanto
2012
Instagram / Facebook
Meraki / Cisco
Yammer / Microsoft

CHANGING UNICORNS / BAY AREA

IPO
2015
Box
GoPro
Pure Storage
2014
Hortonworks
2013
FireEye
Marketo
Nimble Storage
Veeva Systems
2012
Facebook
Palo Alto Networks
Workday
2011
Groupon*
Pandora
2010
Tesla Motors

Acquisitions
2016
Jasper Technologies / Cisco
2015
Good / BlackBerry
2014
Nest Labs / Google
Oculus VR / Facebook
WhatsApp / Facebook
Fusion-io / SanDisk
2013
Waze / Google
2006
YouTube / Google

*Satellite locations

SF Tenant Demand Exceeding 75,000 SF



15

TENANTS IN THE MARKET EXCEEDING 75,000 SF



Size (SF)	# of Tenants
75,000+	3
100,000+	10
250,000+	2
500,000+	0
Pending	0

Newmark
Cornish & Carey

Not Currently in SF

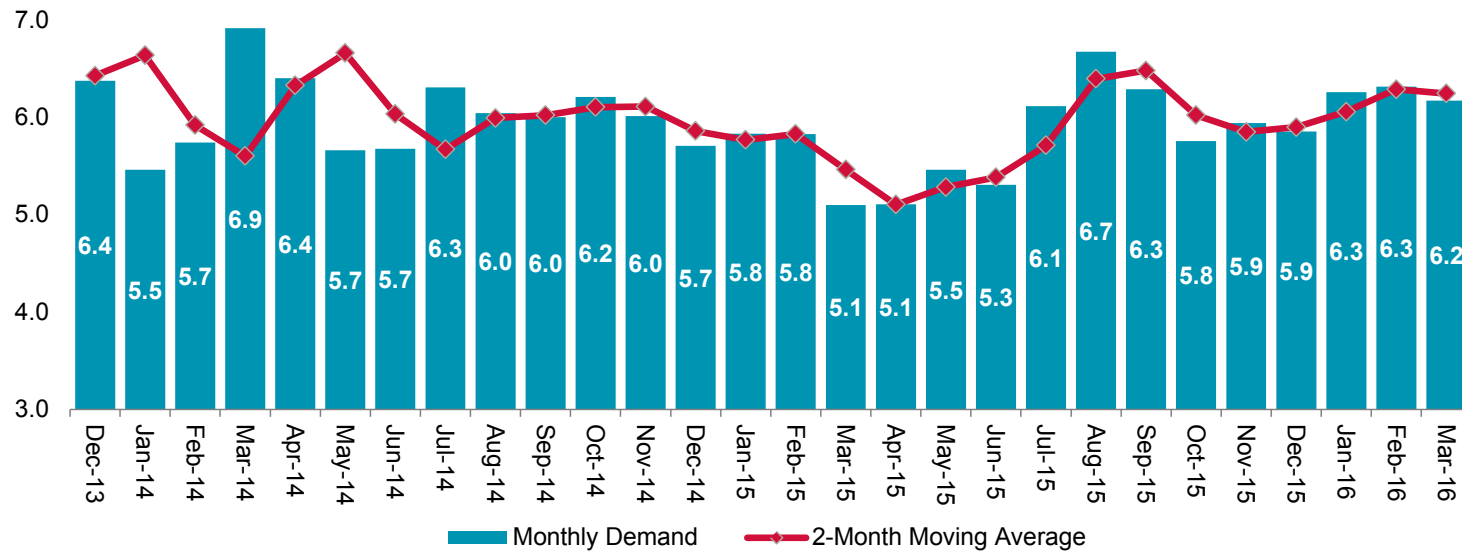
Zymergen
140,000 SF

Mike Sample
Director
415.445.5158
msample@newmarkccarey.com

Historical Tenant Demand in San Francisco



Historical Tenant Demand (SF in Millions)



Recent & Notable Examples of San Francisco In-Migration

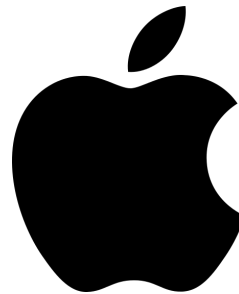


Casper

NEA®



GoPro®
Be a HERO. 



HomeSuite



ACCEL®
PARTNERS



Recent & Notable San Francisco Lease Transactions

