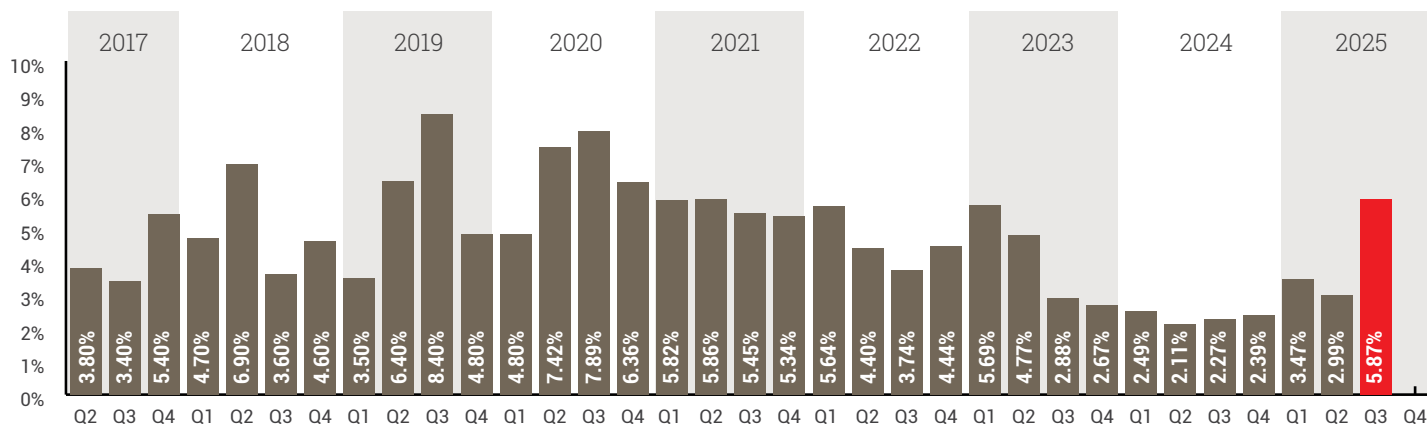


OAKLAND RETAIL MARKETS SEE RISE IN VACANCY IN Q3 Leasing activity across Oakland's retail submarkets remained generally strong in Q3, though a notable exception was Montclair, where occupancy dropped below 90% due to the Rite Aid closure.

OVERALL VACANCY



Overall vacancy in the Oakland submarket increased 2.88% in the 3rd quarter of 2025.

OAKLAND SUBMARKETS REMAIN STABLE IN Q3

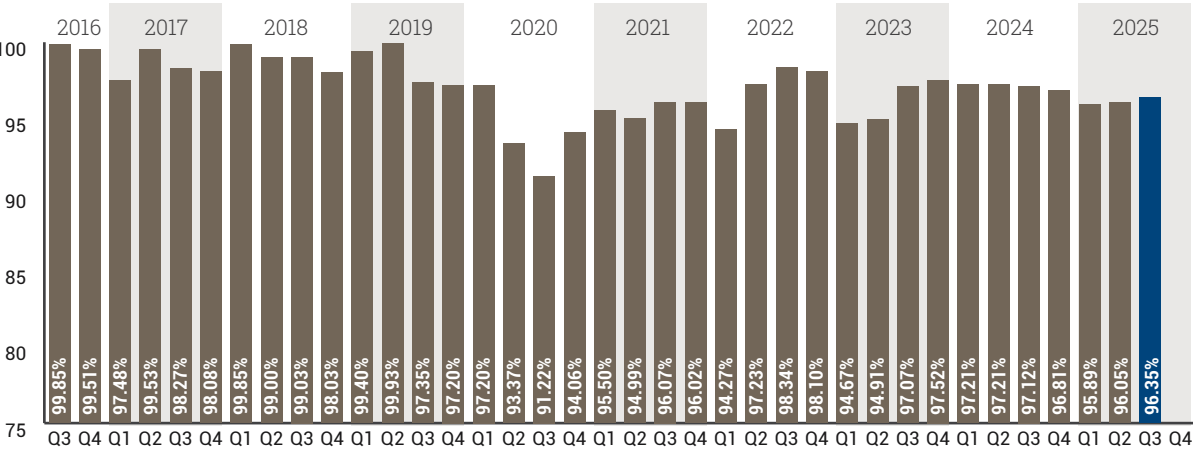
With the exception of the closure of the 25,940 SF former Rite Aid store in Montclair Village, overall occupancy in Oakland's major retail submarkets remained strong in Q3 of 2025.

The overall market, which includes the Rockridge, Grand Lake and Montclair Village submarkets, saw its occupancy rate drop from 97.01% to 94.13%, primarily due to the former pharmacy space coming to market. Yet, the occupancy rate ticked higher in both the Grand Lake and Rockridge submarkets. Occupancy in Grand Lake ended Q3 at 96.35%, and Rockridge finished at an impressive 96.91%.

New activity along College Ave in Rockridge included the former home of Takara Sushi, now under construction with an undisclosed restaurant user. Another exciting change in Oakland's retail scene is the opening of Pickle Athletics at 4000 Telegraph Ave, which will feature pickleball Courts, fitness studio, sauna, kitchen + wine bar and a lounge. Other new openings in The Town include Marin's Kitchen & Coffee, Payakk, Olivia Coffee and Flower, Alleyway Café, Leo's Diner and The Hub.

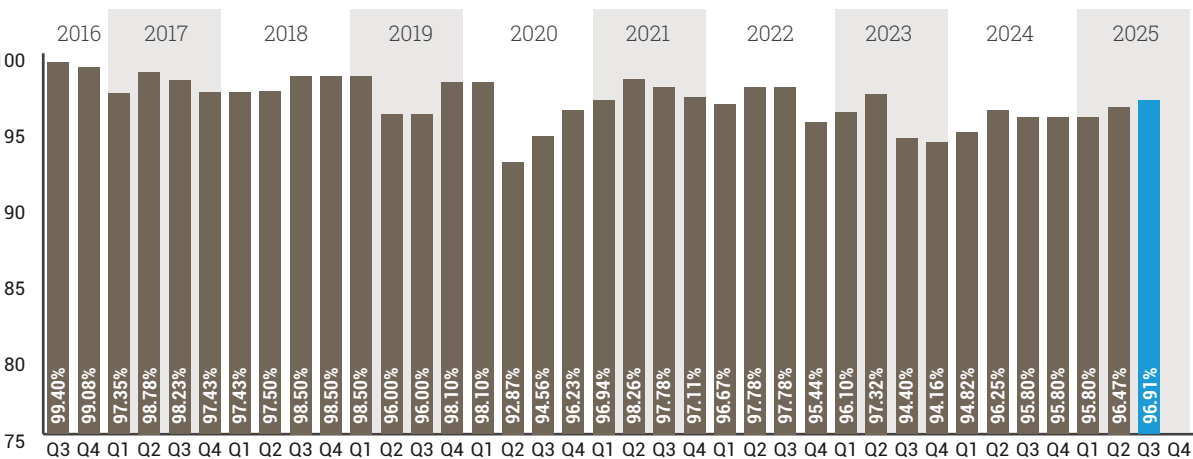
SUBMARKET OCCUPANCY LEVELS

Grand Lake



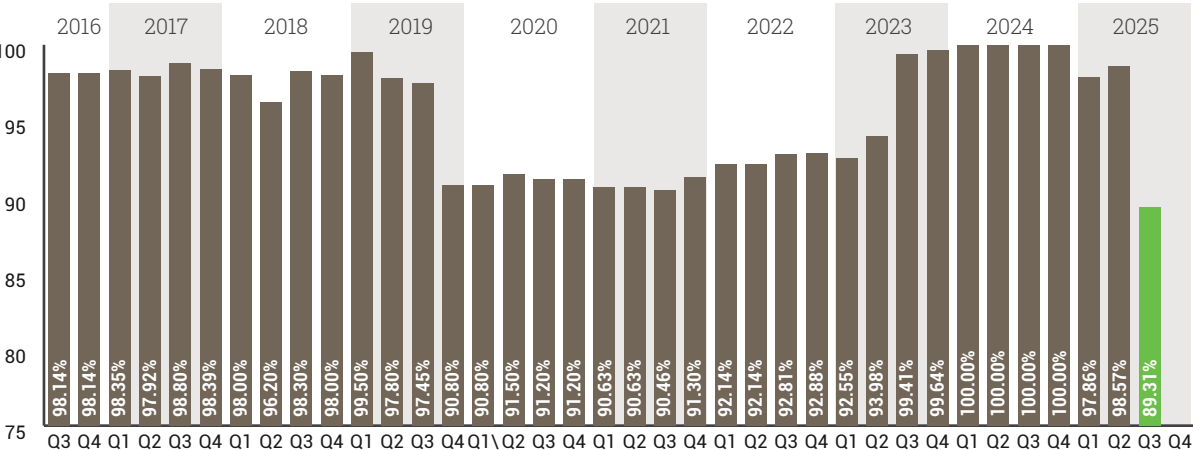
GRAND LAKE
OCCUPANCY
96.35%
(UP .30%)

Rockridge



ROCKRIDGE
OCCUPANCY
96.91%
(UP .44%)

Montclair Village

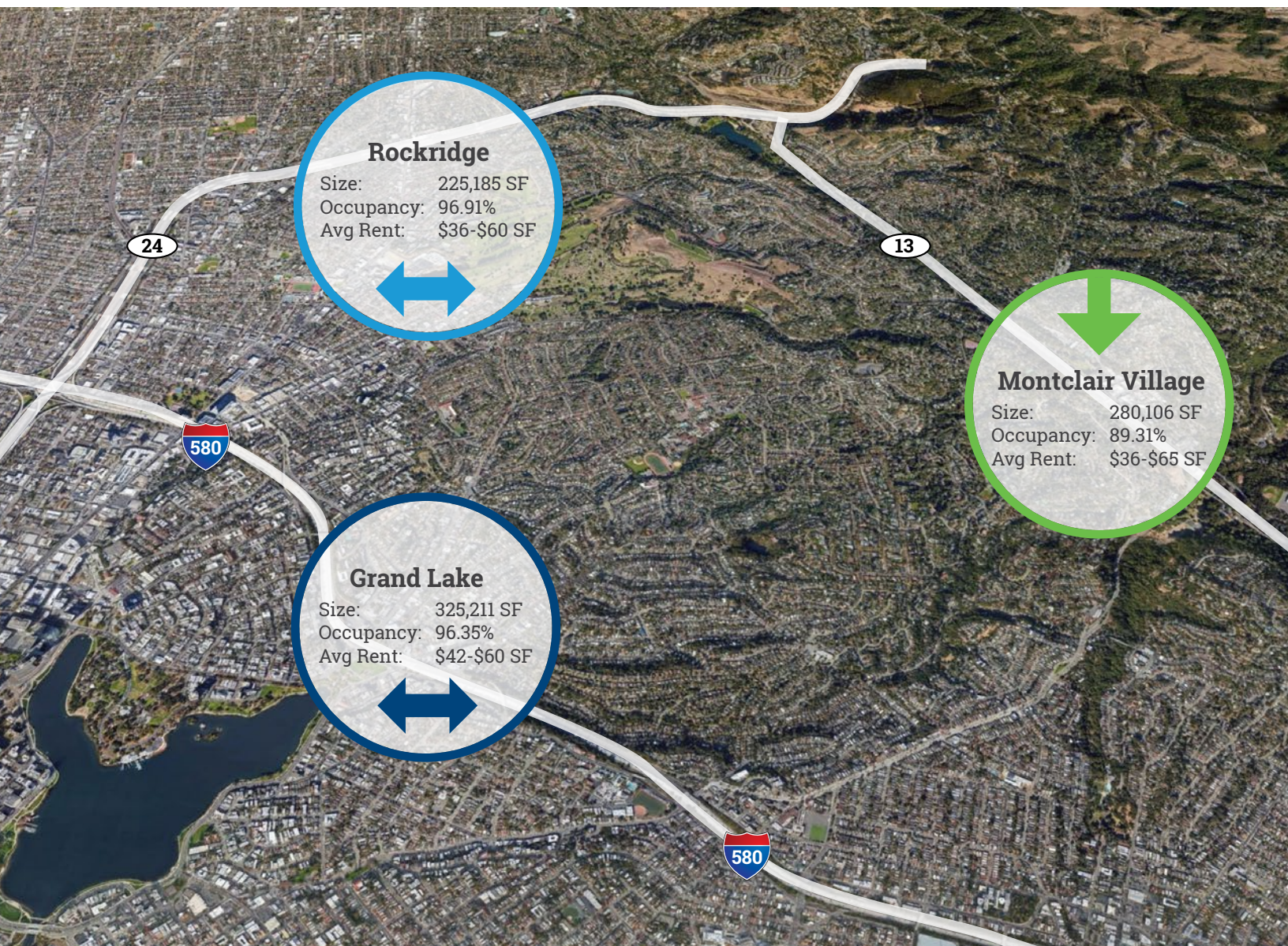
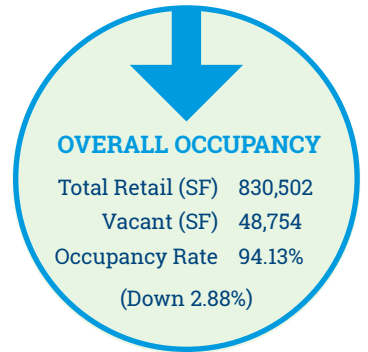


MONTCLAIR
VILLAGE
OCCUPANCY
89.31%
(DOWN 9.26%)



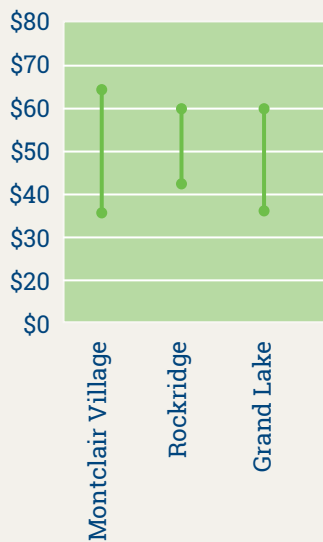
OAKLAND'S RETAIL DISTRICTS

Oakland's premier retail districts, Rockridge, Grand Lake and Montclair Village, have a comparable inventory of retail space, 830,000 SF, to Walnut Creek's regional mall area. Yet these vibrant streets outperform Walnut Creek – with occupancy levels that are unsurpassed by any other Bay Area submarket. A powerful mixture of residential density, incomes and growing job creation have pushed Oakland's retail inventory to record occupancy and rent levels. High barriers to entry have constrained the development of new retail inventory, helping to maintain both occupancy and rent levels.



NEIGHBORHOOD SUMMARY

Rental Rates*



*Rental rates are quoted

- Oakland closed the quarter with an overall occupancy of 94.13% (down 2.88%)
- Grand Lake occupancy closed at 96.35% (up .30%)
- Rockridge occupancy closed at 96.91% (up .44%)
- Montclair Village occupancy closed at 89.31% (down 9.26%)
- Bows & Arrows, a stylish shop with a curated selection of on-trend casual footwear, sneakers & accessories opened doors on Fourth Street Berkeley
- Pickle Athletic's pickleball club at 4000 Telegraph has announced an open date of November 14th
- Payakk Thai, from the group behind popular concept, Secrets of Tiger, opened in Montclair



Oakland's distinctive retail landscape is home to some of the Bay Area's elite restaurants, shopping and entertainment venues. Urban in nature, but low-rise in scale, Oakland's premier retail streets and shopping districts are the perfect cross between San Francisco's urban towers and the sprawling, suburban centers of the East Bay. Oakland has a dynamic retail market built on a mixture of both national retailers and local artisanal businesses. Composed of multiple unique shopping & dining districts, Oakland offers a blend of existing centers and new developments that provides consumers with a broad shopping experience.



FEATURED LISTING

Temescal Plaza

eat. shop. explore.

14,370 SF – Divisible

**At the bullseye intersection in Temescal –
Oakland's best sub market!**

Corner of 51st and Telegraph

Not just another Walgreens box

Across from Whole Foods

Corner endcap with highly visible signage

Space is available in its entirety or divisible

Flexible layout for a wide variety of users

CONTACT CATHERINE MACKEN

VIEW BROCHURE



FEATURED RETAILERS

Submit
your sites to
Catherine Macken



seeking new locations

3,000 – 6,000 SF

Piedmont Ave, Temescal, Rockridge,
Emeryville, West Oakland, Alameda

SUBMIT YOUR SITES TO CATHERINE MACKEN



seeking new locations

1000 SF +/-

Oakland Neighborhoods: Uptown, Northlake

[VIEW ALL LISTINGS](#)

[VIEW ALL RETAILERS](#)

ABOUT THE FIRM

John Cumbelich & Associates is a San Francisco Bay Area firm that provides commercial real estate services to Fortune 500 retailers and select owners and developers of retail commercial properties. The firm's expertise is in developing store networks for retailers seeking to penetrate the Northern California marketplace, and the representation of premier power center and lifestyle developments.

1470 Maria Lane, Suite 420 Walnut Creek, CA 94596
TEL 925.935.5400 www.cumbelich.com

John Cumbelich
Chief Executive Officer
john@cumbelich.com
CA DRE ID 01006249

Tim Seiler
Partner
tim@cumbelich.com
CA DRE ID 0107626

Joe Kuvetakis
Partner
joe@cumbelich.com
CA DRE ID 01854159

Catherine Macken
Associate Broker
catherine@cumbelich.com
CA DRE ID 02136323

Joe Cumbelich
Associate Broker
joe.cumbelich@cumbelich.com
CA DRE ID 02278794

**Trust.
Experience.**

DEBT OF GRATITUDE

JOHN CUMBELICH | JUNE 23, 2025

I had the unique pleasure to celebrate a double milestone a few weeks ago. May 20 was both my 60th birthday and also the 25th anniversary of our firm. I honestly never thought about distant milestones when I elected to make my 35th birthday the day that I would go into business for myself. Thinking about a 25th anniversary was just about the furthest thing from my mind. And it did not even occur to me until just a few months ago that these two anniversaries would align in such an elegant and surprising way.

What I do remember about May of 2000 was this: I had been married for less than a year, my wife was expecting our first child, we had just bought our first home together, and my dear father had suddenly passed away two months prior. My life was filled with dramatic changes that were quickly redefining my life, my priorities and the course I would chart both personally and professionally. Against the upheaval of these unfolding complexities, I quickly understood that if I didn't start a business right NOW, life would only become more complicated and it might never happen.

My family was not filled with corporate ladder climbers, and only a handful of the many cousins in my generation had college degrees. My grandparents were immigrants and my parents both learned English as a second language. But what our families' provenance lacked in higher education and corporate achievements it more than made up for in entrepreneurship and work ethic. My maternal grandfather owned and operated restaurants. So did his children, my aunts and uncles. One of my uncles owned a small pharmacy. Another invested in real estate. My female cousins married contractors and young men who were successfully in business for themselves. My brother who is almost twelve years older than me also went into business, in real estate.

At family gatherings in my youth, the adult conversations that I was exposed to were filled with questions like, "How's your business?", "Do you like your CPA?", "I'm investing in a shopping center with some friends – are you interested?", "Have you purchased short-term commercial paper with excess cash?" I didn't always know what they were talking about, but I had an innate sense of respect for the fact that our family was made of up savvy business people who were more than comfortable to bet on themselves. I admired this special character of our family, and a vision began to form in my mind about owning my own business one day.

In college, my high achieving friends had a near uniform desire to go to work in Corporate America; in tech, in banking, in medicine and in law, or to jump directly into graduate school. But the immigrant blood in my veins and chorus of voices in my head from years of dinner table conversations never let me make peace with the prospect of embarking on a long career working for some big firm. Commercial real estate, and brokerage in particular, fit my personality and my aspirations well. There was no limit on my earning potential. The harder and smarter I worked, the better I did. After a brief 12-month training period, my earnings were 100% commission based. I've basically never worked for a salary in my life.

As the years unfolded, my production followed a consistently upward trajectory, with occasional plateaus. Meanwhile I watched many of my peers move from job to job, sometimes enduring layoffs or corporate downsizing, and living with salary & bonus compensation that was based on how the firm, or the overall economy was performing, but not necessarily rewarding their individual performance.

In my brokerage space, I tried to work with all of the best real estate firms and/or users that were making a big impact in my market. These included national, regional and local companies or individuals. And while we have had plenty of success working with Fortune 500 firms, I learned over the years to gravitate to the very high quality, but sub-institutional players in my market. The advantages were numerous. These firms were entrepreneurial; I could work with the decision makers; There was no distant corporate boss who may or may not approve of what we worked on locally. I liked the way that well capitalized local and regional firms led by hands-on principals with long resumes valued my work and paid me well. I also learned that one of the most consistent and unbecoming characteristics of institutional clients was their need to grind fees. That made the decision easy to align with people in the industry who I could identify with – people who built their own firms, bet on themselves, paid us well when we created value, and looked for win/win partnerships. It always shocked me at how willing my peers were to engage in the race to the bottom on fees, just for the perceived prestige of working with a big-name client. I'll take the smaller name and the bigger payday every time.

In time, I surrounded myself with a great team and a great clientele of like-minded friends. I formed a doctrine in my business life – let's make the pie bigger for everyone. The fee-grinding firms that wanted great outcomes for themselves but only so-so outcomes for us, quickly moved down my list. And we increasingly centered our business around true partners that relished the opportunity to win with us.

I'll confess that my recent milestones were a bit of a cause for reflection. And when considering the journey, I'm filled with gratitude. A debt of gratitude to my family and extended family that showed me how to be my own man in the business world. A debt of gratitude to clients that have become great friends and who have partnered with us to make the pie bigger for everyone. And a debt of gratitude to my team, the ones who make me and our firm look good every day, who teach me, motivate me, and give me great pride as we win more than our share in the marketplace.

It all leaves me looking forward not so much to the next milestone, but to the challenges and satisfaction of the journey that will take me there. It all leaves me looking forward not so much to the next milestone, but to the challenges and satisfaction of the journey that will take me there.



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