

# NAIOP

COMMERCIAL REAL ESTATE  
DEVELOPMENT ASSOCIATION

SAN FRANCISCO BAY AREA CHAPTER

## ABOUT NAIOP

Founded in 1977, the **San Francisco Bay Area Chapter of NAIOP**, the Commercial Real Estate Development Association, includes members from San Francisco, Alameda, Contra Costa, San Mateo, Marin and Sonoma Counties. Of these members, there is a strong representation of owners, developers and a wide array of service providers. The Chapter's mission is to support the Bay Area commercial real estate industry by informing legislative policy, providing valuable educational events and fostering networking opportunities.

### San Francisco Bay Area

**725+**

members

representing **200+** companies

### California

**2,800+**

members

representing **1,000+** companies

### North America

**20,000+**

members

in **52** chapters across the U.S. & Canada

## Member Demographics

**500+**

members work in the  
**City of San Francisco**, approximately  
2/3 of total membership.



Membership includes companies  
classified as both large and  
**small business** and represent  
a typical cross section of  
commercial real estate.



**33%** have less  
than 40  
employees.



**15%** have less  
than 10  
employees.

## ECONOMIC IMPACT OF COMMERCIAL REAL ESTATE

### San Francisco

- Commercial real estate creates sustained job growth over time with continual benefits to the economy.
- An average 100,000 square foot office building in San Francisco funds approximately **\$500,000 of direct employee salaries and benefits**, supporting the lives of **6-8 people** employed at the property. Real Estate jobs are in areas such as property management, engineering, janitorial and security.
- Direct **payments towards jobs** creation and sustainment constitutes approximately **37% of an average property's total operating expenses** excluding taxes paid to the City and County of San Francisco.
- Additionally, commercial real estate supports jobs in other industries such as construction, systems maintenance and accounting.

### California

- Commercial real estate contributes **\$34.5 billion** to the total California economy GDP, with **\$13.6 billion in wages and salaries** **an over 235,000 jobs** created and supported.
- Commercial real estate development in California is a powerful economic engine, **creating jobs** and generating both significant **fiscal contribution to the economy**, and **tax revenue to its municipalities**.
- NAIOP advances responsible, sustainable development through participation in **green building construction and energy efficiency** practices.