

Real Estate Market Review

Silicon Valley Retail

Top Sale Transactions for 2Q18

Property	Submarket	Square Feet	Sale Price	Price/SF	Buyer	Seller
Macy's	Central Sunnyvale	177,800	\$95,000,000	\$534.31	Sares-Regis Group	San Hill Property Co.
1400-1412 S. Bascom Avenue	San Jose Central	45,564	\$25,934,128	\$569.18	Bay West Group	Dick Yee Inc.
1350 N. Bascom Avenue	San Jose Central	18,514	\$10,537,803	\$569.18	Bay West Group	Dick Yee Inc.
2238 El Camino Real	Santa Clara	21,085	\$7,205,286	\$341.73	SummerHill Housing Group	Gangi Corporation
82-96 E Santa Clara Street	Downtown San Jose East	43,210	\$6,500,000	\$150.43	Leisure Sports, Inc.	Henry D. Coca

Top Lease Transactions for 2Q18

Property	Submarket	Square Feet	Date	Landlord	Tenant
1065 The Alameda	Downtown San Jose West	13,000	May 2018	Berns Bertram	West Mountain Sign
5000-5090 Stevens Creek Boulevard	San Jose, Winchester	11,000	May 2018	Letitia Jensen-Davis	N/A
2280 S. Bascom Avenue	Campbell	10,200	May 2018	Mark Milani	NC Fit
72-84 S. 2nd Street	Downtown San Jose	9,660	May 2018	Saratoga Capital, Inc.	N/A
111 N. Market Street	Downtown San Jose	7,771	June 2018	Ridge Capital Investors, LLC	N/A

Top Under Construction

Property	Address	Submarket	Square Feet	Owner	Delivery Date
West Valley Fair	2855 Stevens Creek Boulevard	Santa Clara	415,000	Unibail-Rodamco-Westfield	April 2019
CityLine Sunnyvale	225 S. Taaffe Street	Central Sunnyvale	275,000	Lennar Commercial Investors, LLC	March 2019
The Village @ San Antonio Center	393 San Antonio Road	West Mountain View	144,000	Merlone Geier Management, Inc.	September 2018
San Antonio Center	645 San Antonio Road	West Mountain View	49,751	San Antonio Center Li LLC	October 2018
1804 Saratoga Ave.	1804 Saratoga Avenue	San Jose, Winchester	39,500	Main & Main Properties	September 2018

Market Forecast Trends

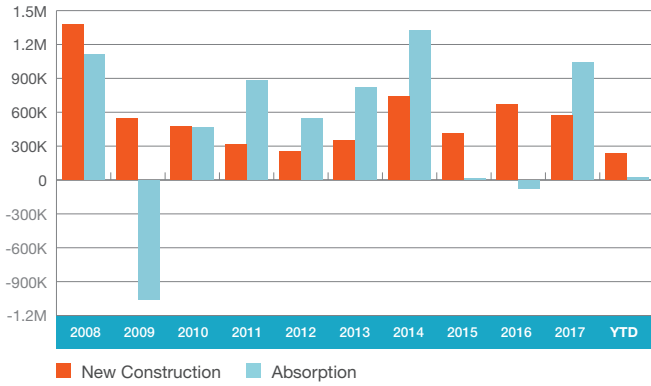


YEAR-TO-YEAR BASIS

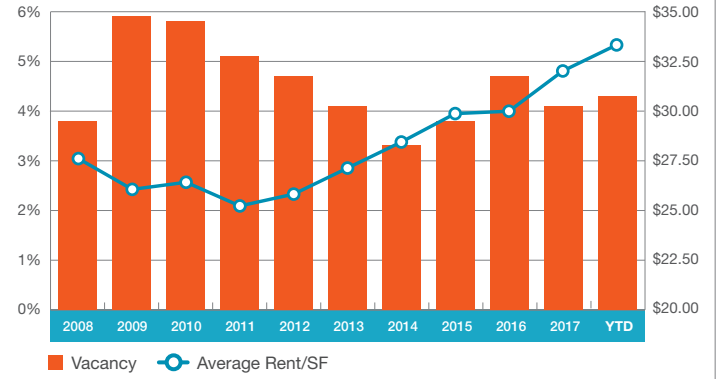
Market Snapshot

	2Q 2018	1Q 2018	2Q 2017	Annual % Change
New Construction	58,500	173,236	103,331	-43.39%
Under Construction	1,258,612	872,786	1,398,275	-9.99%
Vacancy Rate	4.30%	4.00%	4.50%	-4.44%
Average Asking Rents (NNN)	\$33.36	\$32.76	\$30.96	7.75%
Average Sales Price	\$450.09	\$458.73	\$785.41	-42.69%
Cap Rate	4.49%	5.00%	4.72%	-4.87%
Net Absorption	-180,810	203,569	77,154	N/A

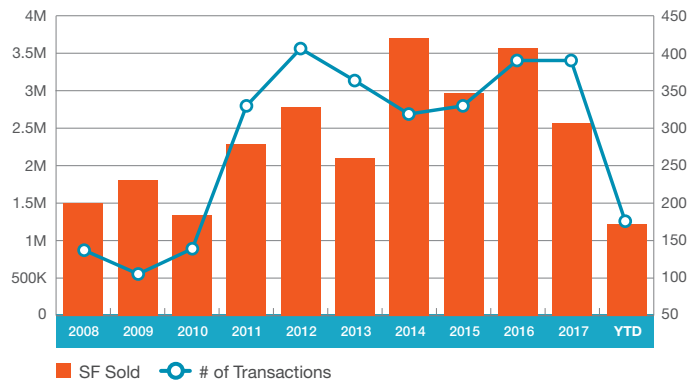
NEW RETAIL CONSTRUCTION & ABSORPTION



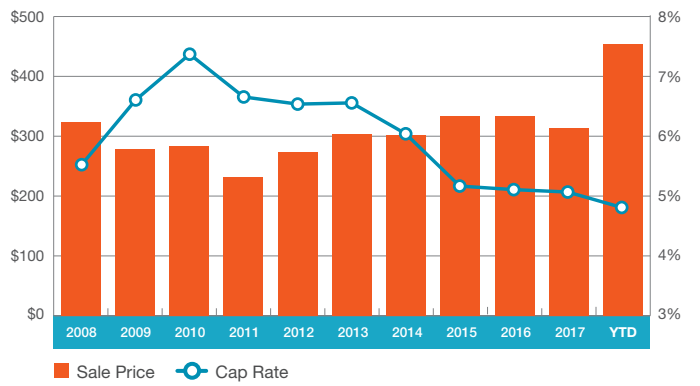
AVERAGE ASKING RENT/SF & VACANCY RATE



NUMBER OF SALE TRANSACTIONS & SF SOLD



AVERAGE SALES PRICE/SF & CAP RATES

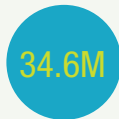


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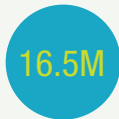
COMMERCIAL BROKERAGE



ANNUAL TRANSACTION VOLUME



ANNUAL LEASING SF



ANNUAL SALES SF



BROKERS

PROPERTY MANAGEMENT



MANAGEMENT PORTFOLIO

VALUATION ADVISORY



APPRAISALS ANNUALLY



TOTAL # APPRAISERS/MAI'S

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