



MARKET TRENDS | **SILICON VALLEY**

OFFICE

**3RD QUARTER
2020**

▲ **VACANCY** | ◀▶ **UNEMPLOYMENT** | ◀▶ **RENTAL RATE** | ▼ **CONSTRUCTION DELIVERIES**

Year-over-year change

TOP SALE TRANSACTIONS FOR 3Q 2020

Property	Submarket	Square Feet	Sale Price	Price/SF	Buyer	Seller
19000 Homestead Rd	Cupertino	100,352	\$103,000,000	\$1,026.39	W-D Group	Thor Equities
4300-4400 Stevens Creek Blvd	San Jose	173,340	\$54,500,000	\$314.41	Miramar Capital Advisors	Embarcadero Group
3803 S Bascom Ave	Campbell	32,620	\$16,300,000	\$499.69	Benjamin Efraim	William Hopkins
960 San Antonio Rd	Palo Alto	12,512	\$13,900,000	\$1,110.93	Greenheart Land Co	960 San Antonio LLC
2222 Lafayette St	Santa Clara	10,440	\$5,500,000	\$526.82	Huy T Nguyen	Javad Zolfaghari

TOP LEASE TRANSACTIONS FOR 3Q 2020

Property	Submarket	Square Feet	Date	Landlord	Tenant
Mission Towers I	Santa Clara	59,078	August 2020	PGIM	KPMG
635 Campbell Technology Pkwy	Campbell	39,770	August 2020	Campbell Technology Park LLC	Moss Adams LLC
2665 N 1st St	San Jose	25,417	September 2020	GZI	Udacity
2440 El Camino Real	Mountain View	20,344	August 2020	Boston Properties	Fandango Media
630 Hansen	Palo Alto	19,152	April 2020	Hudson Pacific Properties	Rivian Automotive

TOP UNDER CONSTRUCTION

Property	Submarket	Square Feet	Owner	Delivery Date
Platform 16	San Jose	1,078,000	Boston Properties	July 2023
200 Park	San Jose	937,000	Jay Paul Co	July 2023
LinkedIn Campus	Mountain View	763,397	Microsoft	September 2021
Voyager Bldg	Santa Clara	754,800	NVIDIA	January 2021
Adobe North Tower	San Jose	700,000	Adobe	July 2022

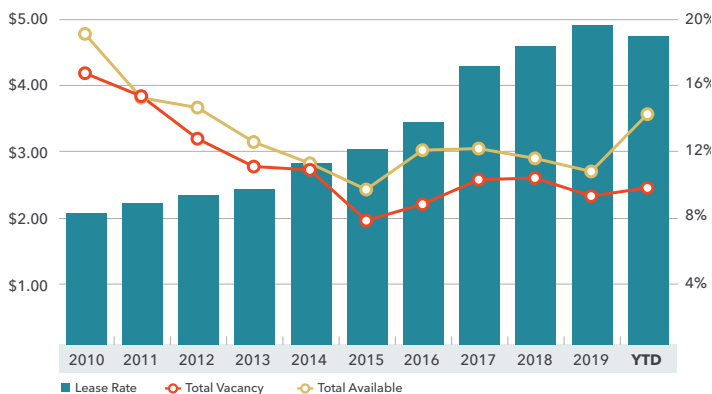
Market Breakdown

	3Q 2020	2Q 2020	3Q 2019	Annual % Change
Vacancy Rate	9.61%	9.20%	8.70%	10.47%
Availability Rate	14.11%	11.50%	10.50%	34.40%
Asking Lease Rate	\$4.68	\$4.62	\$4.52	3.54%
Lease Transactions	620,774	1,023,865	2,484,105	-75.01%
Sale Transactions	226,254	2,604,018	6,356,526	-96.44%
Net Absorption	89,411	308,203	977,170	N/A

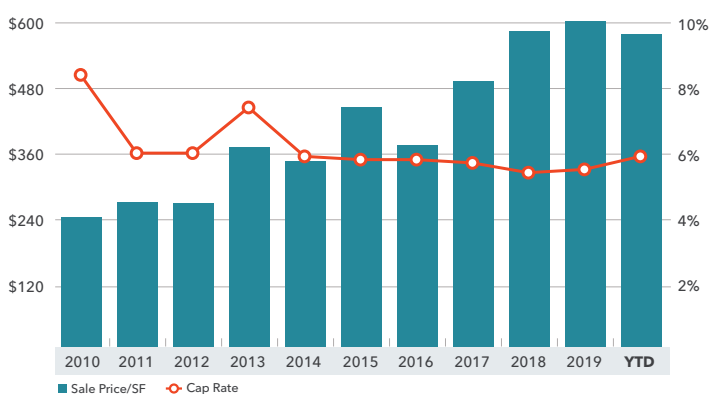
SILICON VALLEY SUBMARKET STATISTICS

Submarket	Total Inventory	SF Under Construction	Direct Vacancy Rate	Total Vacancy Rate	Total Available Rate	3Q 2020 Direct Net Absorption	3Q 2020 Total Net Absorption	YTD Direct Net Absorption	YTD Total Net Absorption	3Q Gross Absorption	YTD Gross Absorption	3Q 2020 Rental Rate KM
Campbell	2,604,101	-	16.56%	18.49%	20.93%	-51,488	-70,234	166,493	148,084	22,175	107,378	4.37
Cupertino	7,525,610	-	3.63%	4.26%	5.88%	-216,988	-208,359	(200,881)	(224,520)	10,729	74,321	5.14
Fremont	5,129,296	-	8.00%	8.94%	5.46%	-50,816	-49,684	(301,534)	(334,836)	25,834	287,197	2.58
Milpitas	4,601,414	-	8.21%	10.24%	16.86%	-44,407	-62,806	(5,426)	(26,411)	7,723	37,234	2.55
Mountain View	12,147,434	1,847,306	1.96%	3.82%	7.64%	-10,672	-18,455	(64,107)	(131,668)	23,869	336,911	6.56
Newark	471,587	-	16.01%	16.01%	16.16%	1,168	1,168	(1,083)	(1,083)	1,925	7,862	2.67
Palo Alto	12,560,674	-	9.40%	11.91%	15.10%	44,547	-45,779	60,122	(124,101)	343,643	692,932	7.90
San Jose	37,684,316	3,973,000	9.33%	11.44%	14.37%	-242,753	-387,675	528,494	355,773	130,708	714,088	3.68
Santa Clara	20,224,947	1,432,161	8.43%	11.95%	21.90%	155,830	128,600	40,030	184,851	51,464	1,073,874	4.07
Sunnyvale	18,759,697	2,198,648	5.81%	6.42%	12.71%	185,702	159,873	353,022	243,322	2,704	211,406	5.76
Total	121,709,076	9,451,115	7.64%	9.61%	14.11%	(229,877)	89,411	575,130	(553,351)	620,774	3,543,203	4.68
Class A	42,839,887	9,451,115	7.23%	9.67%	16.93%	43,209	53,555	797,123	1,068,514	58,845	1,114,342	4.90
Class B	65,329,642	-	8.84%	10.77%	13.98%	(238,219)	(577,601)	(305,440)	(986,256)	520,814	2,275,974	4.54
Class C	13,539,547	-	3.15%	3.82%	5.82%	(34,867)	(29,305)	83,447	7,153	41,115	152,887	3.15

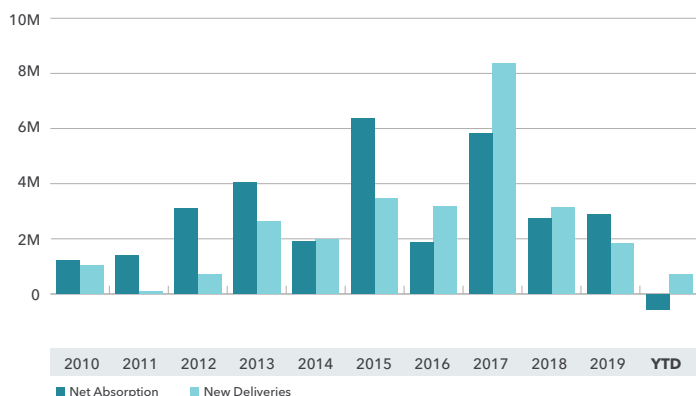
VACANCY, AVAILABILITY, & LEASE RATE



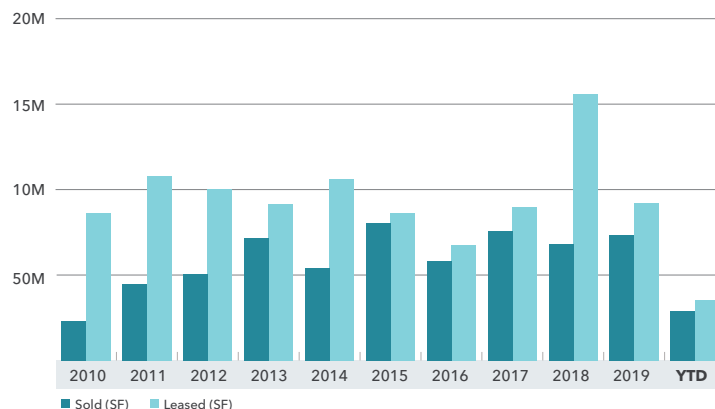
AVERAGE SALES PRICE/SF & CAP RATES



NET ABSORPTION & NEW DELIVERIES



SALE VOLUME & LEASE VOLUME



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The information in this report was composed by the Kidder Mathews Research Group.

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COMMERCIAL BROKERAGE

27M ANNUAL SALES SF
450+ NO. OF BROKERS
\$9.6B ANNUAL TRANSACTION VOLUME
42M ANNUAL LEASING SF

VALUATION ADVISORY

1,680+ APPRAISALS ANNUALLY
37/23 TOTAL NO. APPRAISERS/MAI'S

PROPERTY MANAGEMENT

70M+ MANAGEMENT PORTFOLIO SF
\$12B+ IN ASSETS UNDER MANAGEMENT

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