

## MARKET TRENDS

# SILICON VALLEY RETAIL

↓ VACANCY      ↑ UNEMPLOYMENT  
 ↑ RENTAL RATES      ↓ CONSTRUCTION DELIVERIES

Year-Over-Year Change

### TOP SALE TRANSACTIONS 4Q 2023

| Property             | Submarket                 | SF      | Sale Price   | \$/SF   | Buyer                      | Seller             |
|----------------------|---------------------------|---------|--------------|---------|----------------------------|--------------------|
| Monterey Plaza       | South San Jose            | 178,204 | \$33,000,000 | \$185   | Brixton Capital AC, LLC    | Monterey Plaza LP  |
| 972 S De Anza Blvd   | West San Jose             | 10,570  | \$12,500,000 | \$1,183 | Lansberry Investments, LLC | Brown Stairs, LLC  |
| 3155 Silver Creek Rd | East San Jose-Willow Glen | 111,440 | \$4,500,000  | \$40    | Chick-Fil-A                | Target Corporation |

### TOP LEASE TRANSACTIONS 4Q 2023

| Property                 | Submarket         | SF     | Transaction Date | Tenant       |
|--------------------------|-------------------|--------|------------------|--------------|
| Sunrise Plaza            | South San Jose    | 25,000 | December 2023    | ACE Hardware |
| 169-189 W Santa Clara St | Downtown San Jose | 5,500  | November 2023    | San Jose Pub |
| 287 E Campbell Ave       | Campbell          | 5,000  | December 2023    | Rush Fitness |

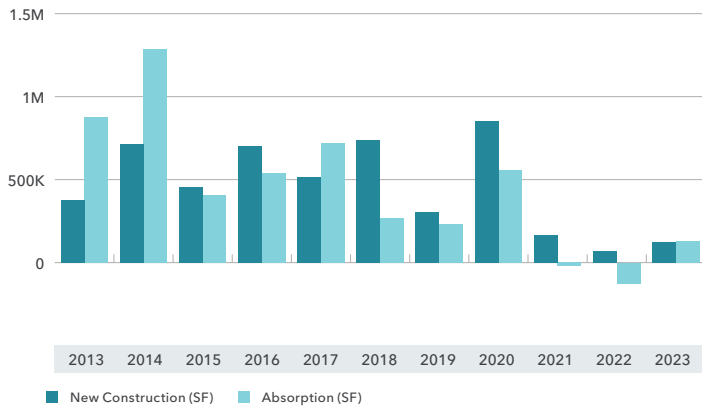
### TOP UNDER CONSTRUCTION

| Property                 | Submarket          | SF      | Delivery |
|--------------------------|--------------------|---------|----------|
| Westgate West            | West San Jose      | 166,058 | 3Q 2025  |
| Stanford Shopping Center | Downtown Palo Alto | 43,581  | 1Q 2024  |
| 3225 El Camino Real      | Palo Alto          | 29,962  | 1Q 2024  |

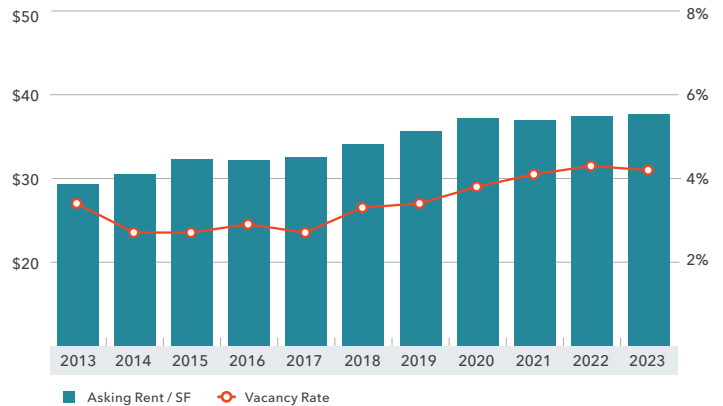
### MARKET BREAKDOWN

|                          | 4Q23    | 3Q23      | 4Q22    | Annual % Change |
|--------------------------|---------|-----------|---------|-----------------|
| New Construction         | 0       | 46,120    | 49,883  | N/A             |
| Under Construction       | 289,410 | 283,317   | 205,732 | 40.67%          |
| Vacancy Rate             | 4.2%    | 4.2%      | 4.3%    | -2.33%          |
| Average Asking Rents     | \$37.66 | \$37.91   | \$37.44 | 0.59%           |
| Average Sales Price / SF | \$239   | \$556     | \$526   | -54.63%         |
| Cap Rates                | 5.2%    | 5.1%      | 4.5%    | 15.56%          |
| Net Absorption           | 22,227  | (104,315) | 41,508  | -46.5%          |

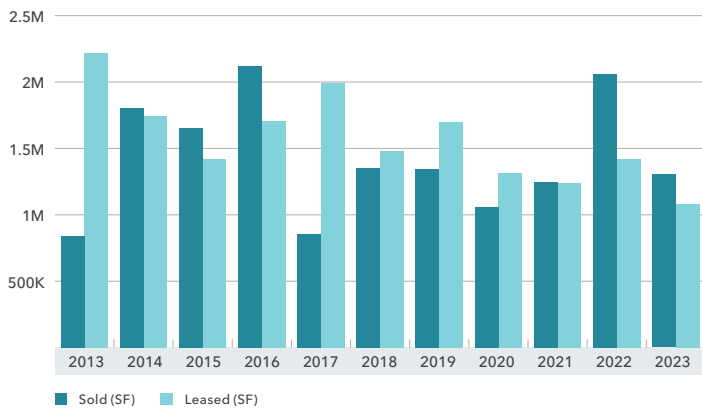
NEW CONSTRUCTION & ABSORPTION



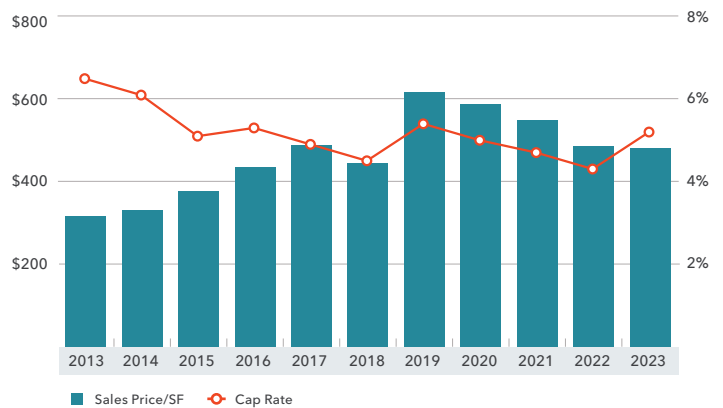
AVERAGE ASKING RENT/SF & VACANCY RATE



SALE VOLUME & LEASE VOLUME



AVERAGE SALES PRICE/SF & CAP RATES



Data Source: CoStar



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

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|                             |   |  |                                       |
|-----------------------------|---|--|---------------------------------------|
| <b>COMMERCIAL BROKERAGE</b> | <i>\$12B</i><br>TRANSACTION VOLUME ANNUALLY | <i>32.1M</i><br>ANNUAL SALES SF        | <i>41.2M</i><br>ANNUAL LEASING SF     |
| <b>ASSET SERVICES</b>       | <i>53M</i><br>MANAGEMENT PORTFOLIO SF       | <i>771+</i><br>ASSETS UNDER MANAGEMENT | <i>250+</i><br>ASSET SERVICES CLIENTS |
| <b>VALUATION ADVISORY</b>   | <i>2,800+</i><br>ASSIGNMENTS ANNUALLY       | <i>42</i><br>TOTAL APPRAISERS          | <i>23</i><br>WITH MAI DESIGNATIONS    |

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