

MARKET TRENDS

SILICON VALLEY RETAIL

↑ VACANCY	↑ UNEMPLOYMENT
↑ RENTAL RATES	↓ CONSTRUCTION DELIVERIES
Year-Over-Year Change	

SIGNIFICANT SALE TRANSACTIONS 2Q 2024

Property	Submarket	SF	Sale Price	\$/SF	Buyer	Seller
2605 Middlefield Rd	Palo Alto	14,875	\$10,685,000	\$718	HSTC LLC	Moreno Middlefield LLC
167-175 Castro St	Mountain View	7,518	\$7,400,000	\$984	171 Castro Property LLC	Castro 169 LLC
998 S De Anza Blvd	West San Jose	7,429	\$5,510,000	\$742	De Anza Blvd Lp	Baram LLC

SIGNIFICANT LEASE TRANSACTIONS 2Q 2024

Property	Submarket	SF	Transaction Date	Tenant
Westfield Oakridge	South San Jose	11,000	April 2024	UNIQLO
7950 Arroyo Cir	Gilroy	8,000	April 2024	Los Cuates Restaurant
San Ysidro Shopping Center	Gilroy	6,000	April 2024	Hacienda Café & Grill

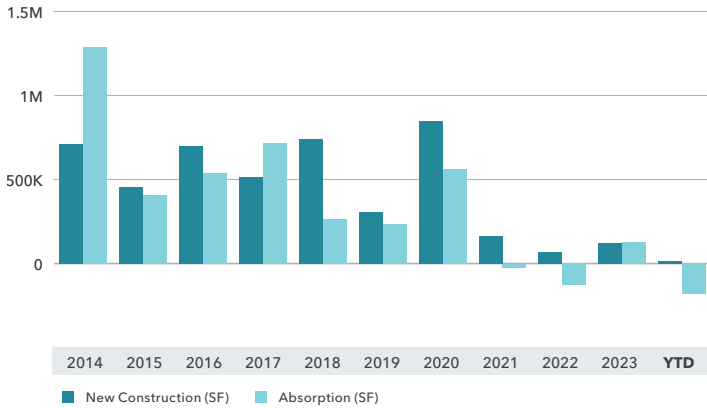
SIGNIFICANT UNDER CONSTRUCTION

Property	Submarket	SF	Delivery
Westgate West	West San Jose	166,058	3Q 2025
Stanford Shopping Center	Downtown Palo Alto	70,591	3Q 2024
Fletcher Jones Mercedes Benz	Palo Alto	26,336	4Q 2025

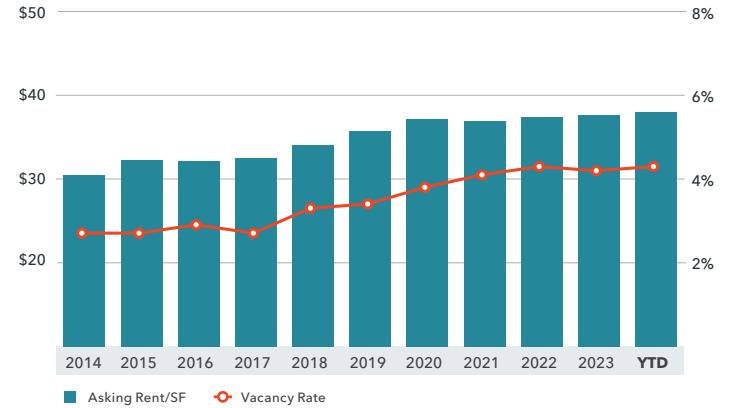
MARKET BREAKDOWN

	2Q24	1Q24	2Q23	YOY Change
Vacancy Rate	4.3%	4.4%	4.0%	30 bps
Average Asking Rents	\$3.17	\$3.07	\$3.06	3.43%
Under Construction	312,549	322,549	163,379	91.30%
Average Sales Price	\$447	\$472	\$537	-16.70%
Average Cap Rate	5.3%	5.0%	5.4%	-10 bps
	2Q24	2024 YTD	2023 YTD	YOY Change
Construction Deliveries	10,000	12,500	76,355	-83.63%
Net Absorption	9,478	(181,368)	212,436	N/A

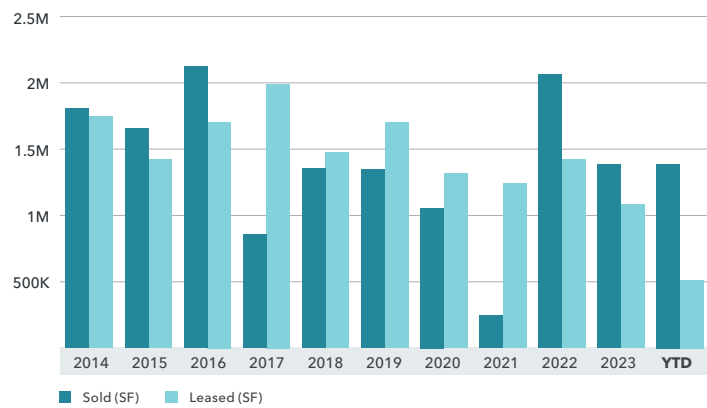
NEW CONSTRUCTION & ABSORPTION



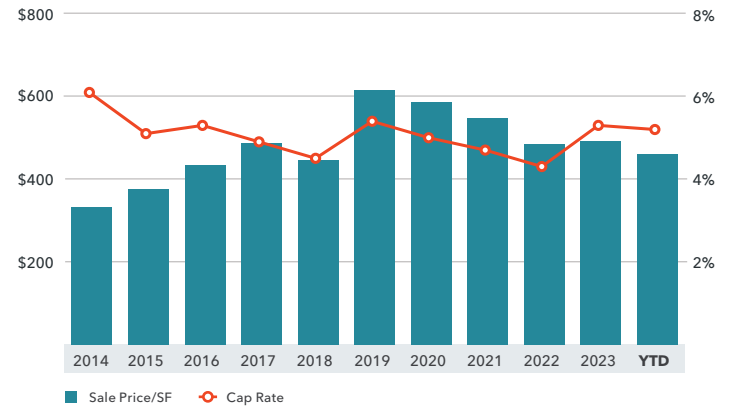
AVERAGE ASKING RENT/SF & VACANCY RATE



SALE VOLUME & LEASE VOLUME



AVERAGE SALE PRICE/SF & CAP RATES



Data Source: CoStar



Kidder Mathews is the largest independent commercial real estate firm on the West Coast, with over 900 real estate professionals and staff in 19 offices across Washington, Oregon, California, Idaho, Nevada, and Arizona. We offer a complete range of brokerage, appraisal, asset services, consulting, and debt & equity finance services for all property types.

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

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COMMERCIAL BROKERAGE	<i>\$10B</i> 3-YEAR AVERAGE TRANSACTION VOLUME	<i>31.7M</i> ANNUAL SALES SF	<i>42.4M</i> ANNUAL LEASING SF
ASSET SERVICES	<i>55M SF</i> MANAGEMENT PORTFOLIO SIZE	<i>800+</i> ASSETS UNDER MANAGEMENT	<i>260+</i> CLIENTS SERVED
VALUATION ADVISORY	<i>2,600+</i> 3-YEAR AVERAGE ASSIGNMENTS	<i>43</i> TOTAL APPRAISERS	<i>27</i> WITH MAI DESIGNATIONS

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