

Silicon Valley's Appetite for Construction

- Demand is outpacing supply as activity soars for entitled or under construction properties.
- Across all product types, gross absorption reached 5.5 million square feet while net absorption was negative 515,000 square feet.
- The availability space rate dropped for the fourth consecutive quarter, standing at 8.4 percent for all product types.

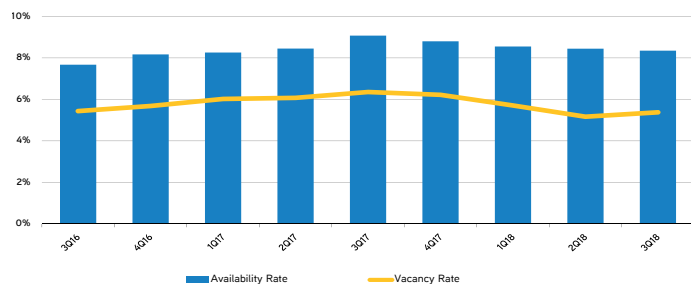
The Silicon Valley remains the Golden State's powerhouse and the tech epicenter of the nation. According to the State of California Employment Development Department, the unemployment rate in Santa Clara County stands at a vibrant 2.6 percent, 70 basis points below the national average of 3.7 percent. Despite rising rents, high cost of living and unbearable traffic, the Valley remains untouched when it comes to tech talent. This unparalleled pool of expertise gives Silicon Valley its unshakable advantage that draws investors, developers and corporations alike. While displacement and out-migration in the area is a threat, demand for amenity-rich commercial property continues to outpace supply, which speaks to the strength and vitality of the market. This is supported by rising asking rents and increased construction activity, which is up 41.2 percent from prior quarter.

In fact, demand for quality commercial space is so strong that the top three deals of the quarter involved properties that are either entitled or under construction. Another trend that is fueling the Valley's momentum is the transformation of Downtown San Jose. The Google effect has sparked a chain reaction of investors betting on the revitalization of the region in a big way. A prime example of this is Jay Paul's \$283.5 million purchase of CityView, a 579,000-square-foot campus of mixed-use office and retail, with plans to redevelop the entire block. As of October 1, there is more than 36.0 million square feet of potential development in San Jose alone.

The availability and vacancy space rates compressed in the third quarter – total availability across all product types sits at 28.9 million square feet and vacant space is at 18.6 million square feet, down 8.3 percent and 15.7 percent respectively from the same period last year.

Vacancy vs. Availability Rates

Silicon Valley | All Products



The overall availability for all products decreased 10 basis points to 8.35% quarter over quarter, while vacancy increased 21 bps to 5.38%

Market Indicators - Santa Clara County

Santa Clara County
Median Household Income



Population Growth



Santa Clara County
Unemployment Rate



US Unemployment Rate



Market Trends

Relative to prior quarter

	Q3 2018	Q4 2018*
Vacancy	↑	↔
Net Absorption	↓	↑
Under Construction	↑	↑
Office Rental Rate	↑	↑
R&D Rental Rate	↑	↑
Industrial/Warehouse Rental Rate	↔	↔

*Projected

Summary Statistics

Silicon Valley All Products

	Previous Quarter	Current Quarter
Overall Vacancy Rate	5.2%	5.4%
Net Absorption	3,752,738	-514,703
Construction Completed	2,767,171	281,898
Under Construction	5,795,481	8,844,029
Office Asking Rents*	\$4.33 FS	\$4.38 FS
R&D Asking Rents*	\$2.25 NNN	\$2.27 NNN
Industrial Asking Rents*	\$1.31 NNN	\$1.34 NNN
Warehouse Asking Rents*	\$1.03 NNN	\$1.01 NNN

*Asking Rents Reported Monthly

Office

- > Gross absorption recorded 2.4 million square feet.
- > Net absorption measured 337,000 square feet.
- > Weighted asking rents reached \$4.38 full-service.

Demand for office product is outpacing supply. The most noteworthy deals of the quarter involved projects which have not yet completed construction.

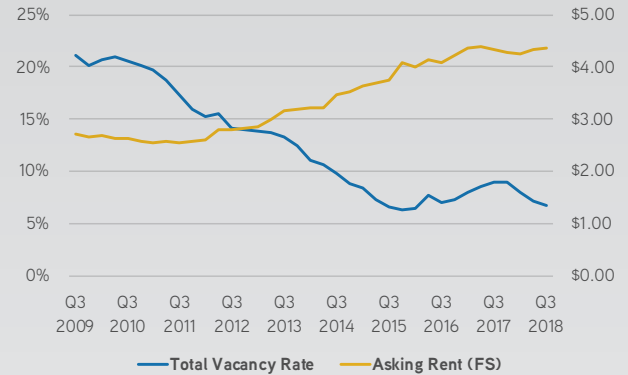
The largest deal of the quarter came from Roku, a Los Gatos-based manufacturer of digital media players, which took 472,319 square feet at Coleman Highline in San Jose, most of which has not yet broken ground. Next came a deal from Splunk, a San Francisco-based company that produces software for big data, leasing 319,000 square feet at 700 Santana Row, which is currently under construction. Lastly, Nokia, a Finnish telecommunications company, signed a 231,000-square-foot lease to take the entitled building at 520 Almanor Avenue in Sunnyvale, which is expected to break ground next quarter.

Third quarter leasing activity in the office sector reached 2.4 million square feet, roughly half the volume compared to previous quarter, which contained a number of large anomaly deals. Despite the drop, net absorption remained positive with 337,000 square feet. One reason for the slowdown in office activity is due to the lack of supply. Large blocks of available office space are scarce in the Valley, and to meet space requirements, corporate users looking to expand in the region are taking the build-to-suit (BTS) route. Over the past three years, BTS developments accounted for 41 percent of office developments. At the end of the third quarter, only four under construction office projects remained unleased.

Only two properties totaling 131,000 square feet of new office space came online in the third quarter: the 101,000-square-foot building at 1 W Santa Clara Street in Downtown San Jose, which recently sold to Jay Paul for \$46.5 million, and a 30,000-square-foot office building at 2555 Park Avenue, Palo Alto. Both properties are available for lease.

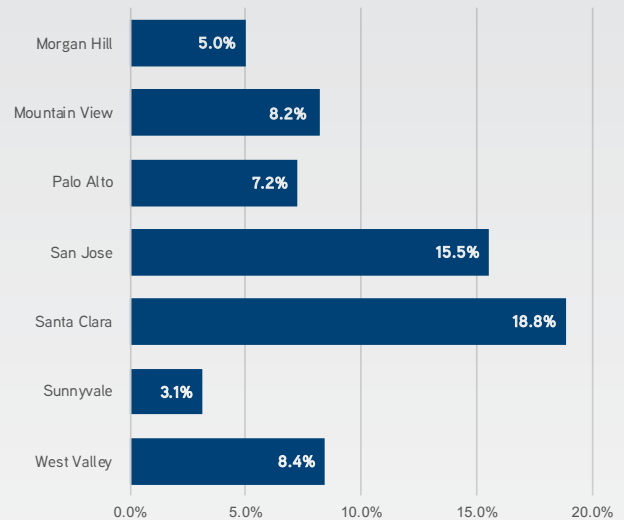
The availability and vacancy space rates compressed for the third consecutive quarter, falling to 11.2 percent and 6.8 percent respectively. Weighted asking rents rose to \$4.38 full service, up \$0.05 from the previous quarter.

Silicon Valley Office Rent vs. Vacancy



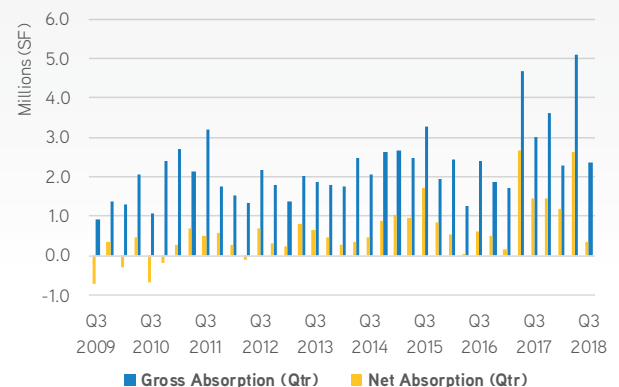
Source: Colliers International Research

Office Availability Rates Select Silicon Valley Cities



Source: Colliers International Research

Silicon Valley Office Net Absorption vs. Gross Absorption



Source: Colliers International Research



Top Office Sale Transactions

= Colliers International Deal

PROPERTY ADDRESS	SIZE	SELLER	BUYER
130-150 Almaden Boulevard, San Jose	609,184 SF	Equus Capital Partners	Jay Paul Company
2860-2890 Zanker Road, San Jose	307,917 SF	Transwestern Investments	Preylock Holdings
100-150 Evelyn Avenue, Mountain View	114,809 SF	TH Real Estate	Northwestern Mutual JV McCarthy Cook
307 Orchard City Drive, Campbell	59,000 SF	Orchard City Plant LP	Premia Holding Company
40650 Encyclopedia Circle, Fremont	35,424 SF	EAC Capital, LLC	Resonate Church

R&D

- Gross absorption recorded 2.6 million square feet.
- Net absorption measured negative 638,000 square feet.
- Weighted asking rents reached \$2.27 NNN.

The research and development (R&D) product sector was the most active in the third quarter, surpassing office for the first time since the first quarter of 2017. Gross absorption reached 2.6 million square feet while net absorption was a negative 638,000 square feet. The largest deal of the quarter came from the County of Santa Clara, which purchased the newly renovated Champion Point in North San Jose from Shorenstein Properties for nearly \$174 million with plans to occupy the entire 400,000-square-foot project.

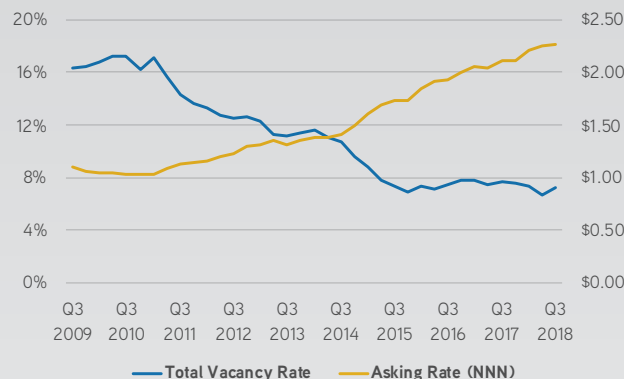
The largest lease of the quarter came from Quanta Computer Inc., a Taiwanese manufacturer of notebook computers, renewing their 237,000-square-foot space at Northport Business Park in Fremont. Other notable deals include Tesla leasing 111,000 square feet at Mission Business Park in Fremont and One Medical securing 104,000 square feet at Middlefield Business Park in Mountain View.

Despite these substantial deals, R&D net absorption was negative for the quarter due to several sizable tech vacancies in the Valley. Move-outs included Broadcom exiting their 200,000-square-foot space at 3131 Zanker Road in North San Jose, and in Mountain View, Avid Technology and Google vacated about 100,000 square feet each in Mountain View, creating a rare uptick in R&D availability in the market. No new R&D projects were completed thus far in 2018, and for the fifth consecutive quarter inventory for R&D product shrank.

Silicon Valley has only two R&D projects under construction - the 36,000-square-foot project at 2747 Park Boulevard, Palo Alto pre-leased to Tencent and the still available 119,700-square-foot development at 3223 Hanover Street, Palo Alto.

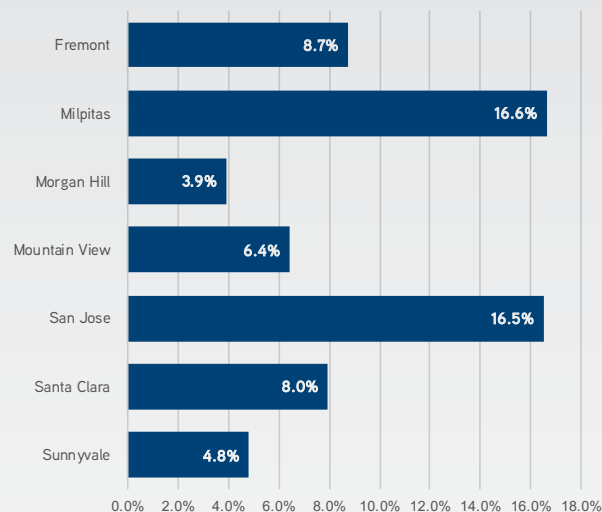
The availability rate registered at 9.9 percent, down 10 basis points from the previous quarter, while vacancy was at 7.3 percent, up 60 basis points for the same time period. The average weighted asking rent reached a new record peak at \$2.27 NNN, up \$0.02 from the previous quarter.

Silicon Valley R&D Rent vs. Vacancy



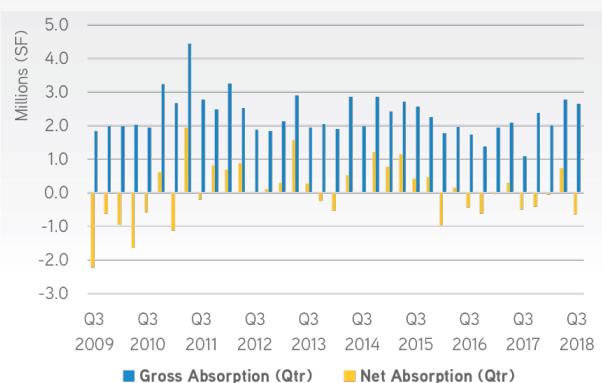
Source: Colliers International Research

R&D Availability Rates Select Silicon Valley Cities

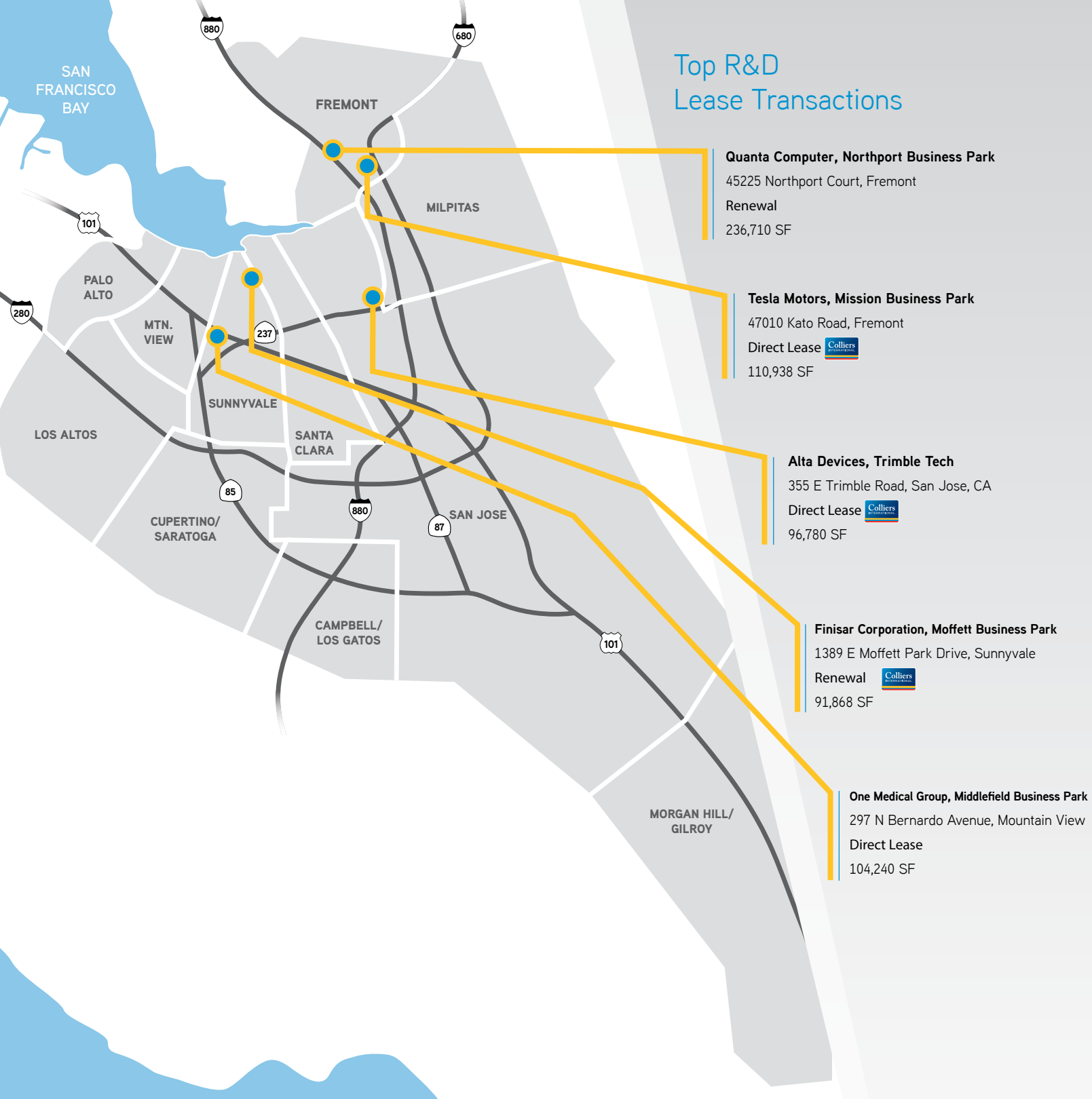


Source: Colliers International Research

Silicon Valley R&D Net Absorption vs. Gross Absorption



Source: Colliers International Research



Top R&D Sale Transactions

= Colliers International Deal

PROPERTY ADDRESS	SIZE	SELLER	BUYER
110-180 Tasman Drive, San Jose	435,170 SF	Shorenstein	Santa Clara County
2100 Gold Street, San Jose	302,600 SF	Embarcadero Capital Partners	PSAI Realty Partners
47513-47621 Westinghouse Drive, Fremont	191,703 SF	Equus Capital Partners	Dermody Properties
601 McCarthy Boulevard, Milpitas	189,481 SF	Embarcadero Capital Partners, LLC	GI Partners
888-894 Ross Drive, Sunnyvale	139,482 SF	LBA Realty	Miramar Property Group

Industrial

- > Gross absorption recorded 325,000 square feet.
- > Net absorption measured negative 221,000 square feet.
- > Weighted asking rents reached \$1.34 NNN.

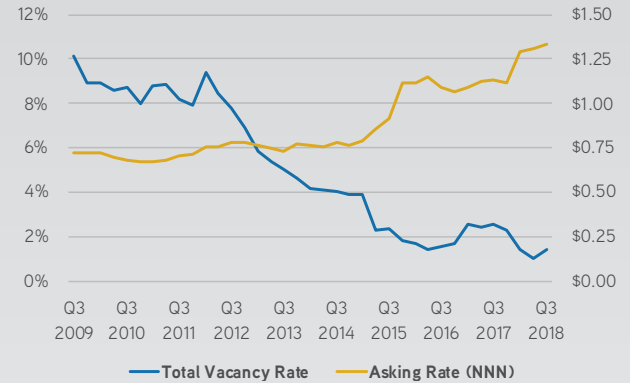
Leasing activity for industrial product slowed in the third quarter, registering at 325,000 square feet, down 45.1 percent from the previous quarter. Lack of available inventory coupled with a normal seasonal slowdown translated to a flat quarter, with no deals signed over 50,000 square feet. Despite the slowdown, demand remains strong and it's expected that the fourth quarter will bring a burst of absorption.

The market remains extremely tight and it is not surprising that with the availability rate at 2.9 percent tenant mobility is restrained. The industrial market saw one new industrial property come online this quarter at 5995 Hellyer Avenue in South San Jose, totaling 156,000 square feet. However, this much needed infusion of space may be short lived, as there is already a lease out for signature. At this time, there is 1.7 million square feet of industrial product under construction: Phase II of the 353,500-square-foot McCarthy Creekside Industrial Center in Milpitas, and in Fremont, the 815,000-square-foot Pacific Commons Industrial Center and the 508,000-square-foot project at Pacific Commons South.

The largest deal of the quarter was a renewal of 47,500 square feet by Comptech XICOM Technology at Triangle Tech Park in Santa Clara.

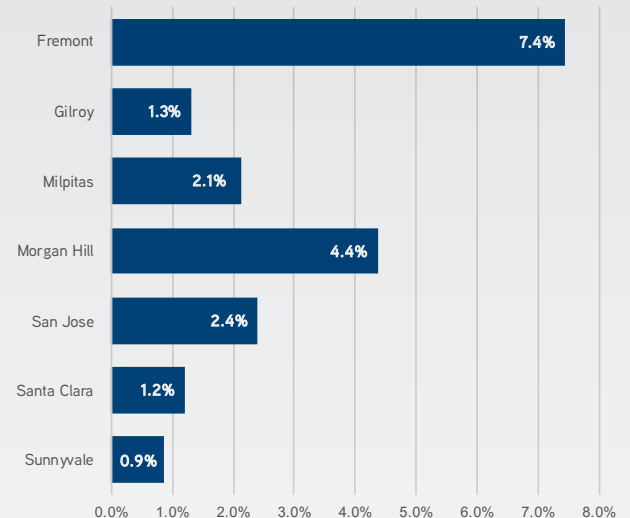
At the end of Q3 2018, the vacancy rate stood at 1.4 percent, up 10 basis points from the previous quarter. The average weighted asking rent reached a high of \$1.34 NNN, up \$0.03 from the previous quarter.

Silicon Valley Industrial Rent vs. Vacancy



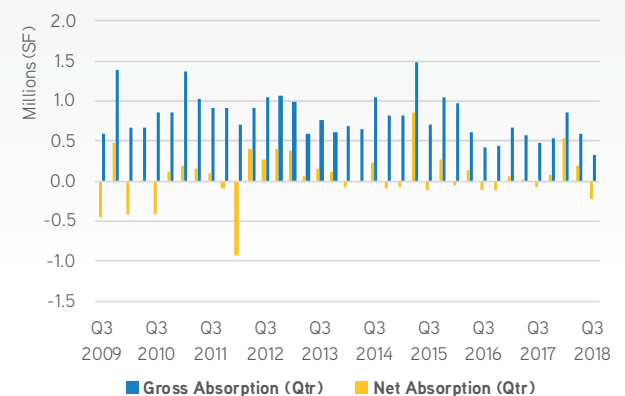
Source: Colliers International Research

Industrial Availability Rates Select Silicon Valley Cities



Source: Colliers International Research


Silicon Valley Industrial Net Absorption vs. Gross Absorption




Source: Colliers International Research



Top Industrial Sale Transactions

 = Colliers International Deal

PROPERTY ADDRESS	SIZE	SELLER	BUYER
2600 De La Cruz Boulevard, Santa Clara	651,222 SF	Graphic Packaging	Cyrus One
5101 Lafayette Street, Santa Clara	60,548 SF	RS Alameda LLC	DI Assetco, LLC
900 Olinder Court, San Jose	 58,516 SF	Olinder Court, LLC	SHP Olinder, LLC
3150 Molinaro St, Santa Clara	20,220 SF	Fitzpatrick & Valencia, LLC	Aahaar, LLC

Warehouse

- > Gross absorption recorded 176,000 square feet.
- > Net absorption measured positive 7,000 square feet.
- > Weighted asking rents reached \$1.01 NNN.

Warehouse leasing was quiet in the third quarter, measuring 176,000 square feet. Much like the industrial sector, warehouse space is extremely limited. It is not surprising with the availability rate at 4.5 percent, four of the five top transactions of the quarter were renewal deals.

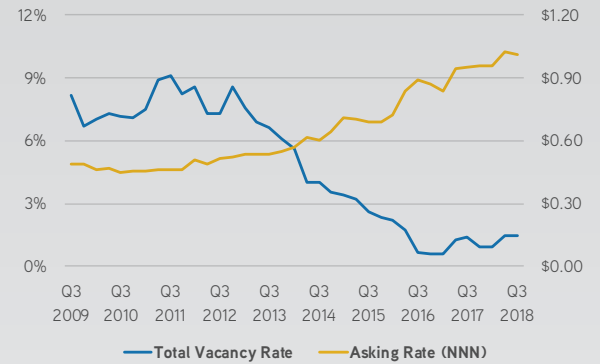
The Lundy Business Complex in San Jose saw two of the largest warehouse deals of the quarter: one transaction involved Leotek Electronics renewing 77,000 square feet and the other involved Andrian Inc. renewing 54,000 square feet.

The most significant transaction of the quarter involved Prologis' purchase of the 460-property DCT Industrial Trust Portfolio for \$8.5 billion. The scale of the deal further solidified Prologis as a landlord leader in the industrial sector. The portfolio included one warehouse property in San Jose at 930-950 McLaughlin Avenue, measuring 135,000 square feet.

No new warehouse supply was completed this quarter and there is only one development under construction at the Pacific Commons South development in Fremont, measuring 369,000 square feet.

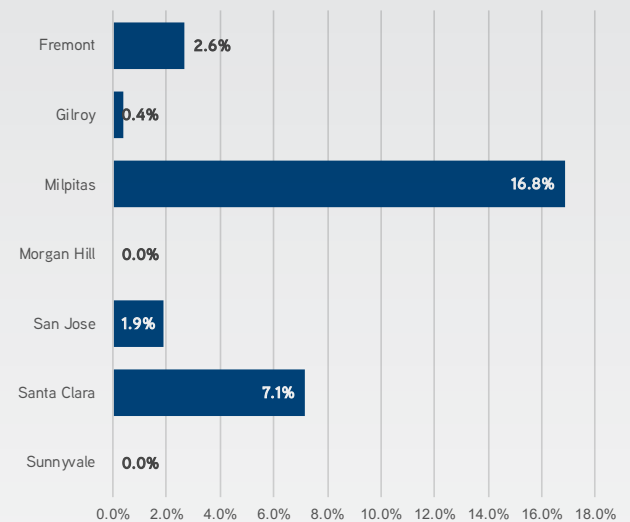
The availability rate rose to 4.5 percent up 30 basis points while vacancy stayed unchanged at 1.5 percent quarter over quarter. The average weighted asking rent registered \$1.01 NNN, down \$0.03 from the previous quarter.

Silicon Valley Warehouse Rent vs. Vacancy



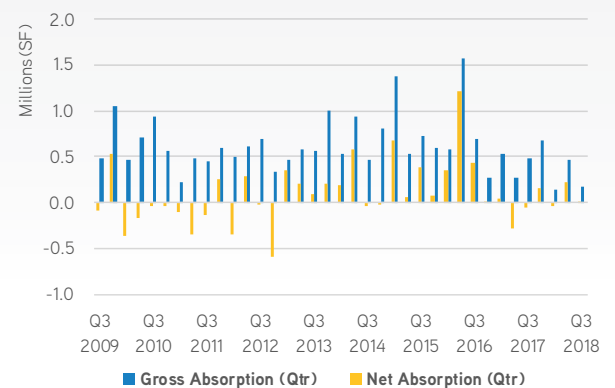
Source: Colliers International Research

Warehouse Availability Rates Select Silicon Valley Cities



Source: Colliers International Research

Silicon Valley Warehouse Net Absorption vs. Gross Absorption



Source: Colliers International Research



Top Warehouse Sale Transactions

PROPERTY ADDRESS	SIZE	SELLER	BUYER
930-950 McLaughlin Ave	135,114 SF	DCT Industrial Trust	Prologis

= Colliers International Deal

Market Comparisons – Silicon Valley

OFFICE MARKET

CLASS	TOTAL INVENTORY SF	DIRECT VACANT SF	SUBLEASE VACANT SF	DIRECT OCCUPIED SF	SUBLEASE OCCUPIED SF	TOTAL AVAILABLE SF	AVAILABILITY RATE CURR QTR	AVAILABILITY RATE PREV QTR	NET ABSORPTION CURR QTR	COMPLETED IN CURR QTR	UNDER CONST. SF	FS WTD AVG ASKING
CAMPBELL / LOS GATOS												
A	1,920,942	236,029	33,093	135,497	45,026	449,645	23.4%	25.8%	35,970	47,013	-	\$4.34
B	2,320,362	99,902	12,726	103,175	30,477	246,280	10.6%	9.9%	(24,037)	(35,372)	-	\$3.54
C	235,576	1,600	-	1,950	1,450	5,000	2.1%	4.6%	-	1,460	-	\$4.15
Total	4,476,880	337,531	45,819	240,622	76,953	700,925	15.66%	16.5%	11,933	13,101	-	\$4.07
CUPERTINO / SARATOGA												
A	4,303,562	8,120	-	69,191	6,364	83,675	1.9%	3.1%	60,815	59,346	-	\$5.50
B	2,868,559	26,853	22,992	6,160	14,388	70,393	2.5%	4.1%	8,198	9,715	-	\$3.56
C	188,010	7,272	-	-	-	7,272	3.9%	5.4%	2,414	(63)	-	\$3.31
Total	7,360,131	42,245	22,992	75,351	20,752	161,340	2.2%	3.6%	71,427	68,998	-	\$4.66
FREMONT / MILPITAS												
A	884,642	107,020	-	24,837	41,115	172,972	19.6%	22.0%	11,115	8,820	-	\$2.43
B	1,705,421	64,197	-	15,962	17,194	97,353	5.7%	5.9%	14,509	20,396	-	\$2.66
C	581,654	8,284	-	21,542	4,900	34,726	6.0%	5.3%	796	2,126	-	\$1.56
Total	3,171,717	179,501	-	62,341	63,209	305,051	9.6%	10.3%	26,420	31,342	-	\$2.44
GILROY / MORGAN HILL												
A	418,491	6,203	-	-	-	6,203	1.5%	1.8%	1,334	5,280	-	\$2.50
B	434,506	1,520	-	-	-	1,520	0.3%	1.3%	3,140	3,140	-	\$1.75
C	266,251	21,250	-	5,845	2,746	29,841	11.2%	11.6%	-	-	-	\$2.10
Total	1,119,248	28,973	-	5,845	2,746	37,564	3.4%	3.9%	4,474	8,420	-	\$2.23
LOS ALTOS												
A	295,515	7,033	-	-	14,718	21,751	7.4%	9.7%	2,460	(3,920)	-	\$5.94
B	507,803	25,460	-	6,159	2,780	34,399	6.8%	7.7%	545	15,867	-	\$5.07
C	382,918	8,846	1,732	2,479	-	13,057	3.4%	4.4%	(466)	(2,186)	-	\$4.81
Total	1,186,236	41,339	1,732	8,638	17,498	69,207	5.8%	7.2%	2,539	9,761	-	\$5.45
MOUNTAIN VIEW												
A	4,741,243	190,524	-	138,006	74,244	402,774	8.5%	9.1%	23,503	306,945	-	\$7.34
B	1,326,168	25,528	9,297	40,993	22,357	98,175	7.4%	7.4%	7,787	53,640	-	\$5.82
C	512,873	13,800	-	864	-	14,664	2.9%	2.0%	2,500	5,400	-	\$5.45
Total	6,580,284	229,852	9,297	179,863	96,601	515,613	7.8%	8.2%	33,790	365,985	-	\$7.15
PALO ALTO												
A	5,536,618	91,188	2,496	108,963	196,464	399,111	7.2%	6.7%	7,605	446,110	29,989	\$7.92
B	4,477,724	29,820	64,319	118,569	96,502	309,210	6.9%	7.8%	(52,096)	(16,343)	-	\$5.88
C	1,834,251	22,107	-	49,111	66,434	137,652	7.5%	7.5%	(2,878)	(4,782)	-	\$7.30
Total	11,848,593	143,115	66,815	276,643	359,400	845,973	7.1%	7.2%	(47,369)	424,985	29,989	\$7.03
SAN JOSE												
A	15,856,926	1,916,762	117,077	410,806	581,668	3,026,313	19.1%	22.1%	221,846	891,514	96,000	\$3.84
B	9,831,875	714,690	65,857	220,257	78,391	1,079,195	11.0%	10.0%	(16,141)	29,708	-	\$3.35
C	4,050,434	290,421	-	134,531	4,636	429,588	10.6%	10.7%	(23,868)	(17,654)	-	\$2.84
Total	29,739,235	2,921,873	182,934	765,594	664,695	4,535,096	15.2%	16.5%	181,837	903,568	96,000	\$3.66
SANTA CLARA												
A	10,681,777	791,716	830,364	73,268	483,032	2,178,380	20.4%	20.6%	88,700	954,445	-	\$4.02
B	5,168,914	467,580	15,922	234,917	43,632	762,051	14.7%	16.0%	6,755	(81,279)	-	\$3.25
C	431,892	41,178	-	-	-	41,178	9.5%	9.0%	2,800	13,977	-	\$2.88
Total	16,282,583	1,300,474	846,286	308,185	526,664	2,981,609	18.3%	18.8%	98,255	887,143	-	\$3.88
SUNNYVALE												
A	13,575,301	97,939	36,433	461,994	2,205	598,571	4.4%	2.9%	(9,391)	1,428,449	-	\$6.14
B	1,496,180	54,106	1,512	19,619	42,080	117,317	7.8%	5.5%	7,340	22,292	-	\$3.67
C	458,185	4,680	-	-	-	4,680	1.0%	1.2%	(720)	(3,240)	-	\$2.95
Total	15,529,666	156,725	37,945	481,613	44,285	720,568	4.6%	3.1%	(2,771)	1,447,501	-	\$5.86
SILICON VALLEY TOTALS												
A	58,215,017	3,452,534	1,019,463	1,422,562	1,444,836	7,339,395	12.6%	13.3%	443,957	4,167,505	125,989	\$4.61
B	30,137,512	1,509,656	192,625	765,811	347,801	2,815,893	9.3%	9.4%	(73,245)	306	-	\$3.77
C	8,942,044	419,438	1,732	216,322	80,166	717,658	8.0%	8.1%	(33,731)	(16,771)	-	\$3.51
Total	97,294,573	5,381,628	1,213,820	2,404,695	1,872,803	10,872,946	11.2%	11.6%	336,981	4,151,040	125,989	\$4.38
QUARTERLY COMPARISON AND TOTALS												
3Q-18	97,294,573	5,381,628	1,213,820	2,404,695	1,872,803	10,872,946	11.2%	11.6%	336,981	4,151,040	125,989	\$4.38
2Q-18	97,112,430	5,372,494	1,507,737	2,727,726	1,679,054	11,287,011	11.6%	11.8%	2,617,572	3,814,059	2,316,561	\$4.33
1Q-18	92,629,441	5,810,230	1,591,325	2,416,968	1,109,508	10,928,031	11.8%	12.1%	1,198,407	1,198,407	514,415	\$4.25
4Q-17	91,834,042	6,433,489	1,817,975	1,990,313	826,923	11,068,700	12.1%	12.2%	1,473,550	5,772,461	1,728,351	\$4.27
3Q-17	89,909,440	5,853,504	2,203,083	1,781,618	1,106,564	10,944,769	12.2%	11.7%	1,468,728	4,298,911	2,236,017	\$4.33

Market Comparisons – Silicon Valley

R&D, INDUSTRIAL & WAREHOUSE MARKETS

TYPE	TOTAL INVENTORY SF	DIRECT VACANT SF	SUBLEASE VACANT SF	DIRECT OCCUPIED SF	SUBLEASE OCCUPIED SF	TOTAL AVAILABLE SF	AVAILABILITY RATE CURR QTR	AVAILABILITY RATE PREV QTR	NET ABSORPTION CURR QTR	NET ABSORPTION YTD	COMPLETED CURR QTR	UNDER CONSTR. SF	NNN WTD AVG ASKING
CAMPBELL													
R&D	1,378,087	108,573	-	-	2,715	111,288	8.1%	8.6%	(38,650)	(40,250)	-	-	\$2.37
IND	995,329	6,825	-	17,721	-	24,546	2.5%	1.2%	-	(10)	-	-	\$2.65
TOTAL	2,373,416	115,398	-	17,721	2,715	135,834	5.7%	5.5%	(38,650)	(40,260)	-	-	\$2.41
CUPERTINO													
R&D	3,098,994	-	20,112	17,043	-	37,155	1.2%	0.5%	(3,622)	(3,622)	-	-	\$2.89
TOTAL	3,098,994	-	20,112	17,043	-	37,155	1.2%	0.5%	(3,622)	(3,622)	-	-	\$2.89
FREMONT													
R&D	20,695,853	984,378	75,867	536,396	131,909	1,728,550	8.4%	8.7%	(36,514)	898,830	-	-	\$1.43
IND	10,248,267	144,006	-	265,295	146,000	555,301	5.4%	7.4%	(23,054)	(4,398)	-	1,322,994	\$1.30
WSE	8,631,205	-	-	185,000	-	185,000	2.1%	2.6%	-	-	-	369,180	\$-
TOTAL	39,575,325	1,128,384	75,867	986,691	277,909	2,468,851	6.2%	7.1%	(59,568)	894,432	-	1,692,174	\$1.42
GILROY													
R&D	372,117	66,374	-	-	-	66,374	17.8%	20.5%	(39,332)	(39,332)	-	-	\$0.91
IND	1,813,262	9,209	-	6,376	10,312	25,897	1.4%	1.3%	5,224	9,610	-	-	\$1.90
WSE	3,812,905	-	14,909	-	-	14,909	0.4%	0.4%	-	(14,909)	-	-	\$0.95
TOTAL	5,998,284	75,583	14,909	6,376	10,312	107,180	1.8%	1.9%	(34,108)	(44,631)	-	-	\$0.99
LOS GATOS													
R&D	342,752	967	-	-	-	967	0.3%	0.3%	-	(967)	-	-	\$2.70
TOTAL	342,752	967	-	-	-	967	0.3%	0.3%	-	(967)	-	-	\$2.70
MILPITAS													
R&D	13,829,210	1,274,471	91,954	716,493	107,811	2,190,729	15.8%	16.6%	15,684	324,229	-	-	\$1.89
IND	2,943,602	40,798	-	9,128	13,794	63,720	2.2%	2.1%	(40,798)	(29,702)	-	353,496	\$1.12
WSE	5,165,900	396,157	-	277,940	164,173	838,270	16.2%	16.8%	-	136,632	-	-	\$0.98
TOTAL	21,938,712	1,711,426	91,954	1,003,561	285,778	3,092,719	14.1%	14.7%	(25,114)	431,159	-	353,496	\$1.59
MORGAN HILL													
R&D	2,834,866	125,240	-	16,992	21,539	163,771	5.8%	3.9%	(58,196)	(34,749)	-	-	\$0.75
IND	2,474,361	72,571	5,000	4,992	27,296	109,859	4.4%	4.4%	(39,340)	(25,918)	-	-	\$1.20
WSE	482,538	-	-	-	-	-	0.0%	0.0%	-	-	-	-	\$-
TOTAL	5,791,765	197,811	5,000	21,984	48,835	273,630	4.7%	3.8%	(97,536)	(60,667)	-	-	\$0.81
MOUNTAIN VIEW													
R&D	14,046,404	356,328	186,095	84,800	183,274	810,497	5.8%	6.4%	(188,981)	(306,752)	-	-	\$3.92
IND	1,610,496	73,875	-	22,951	-	96,826	6.0%	7.0%	(33,083)	(36,016)	-	-	\$3.74
TOTAL	15,656,900	430,203	186,095	107,751	183,274	907,323	5.8%	6.5%	(222,064)	(342,768)	-	-	\$3.91
PALO ALTO													
R&D	5,238,629	47,797	73,356	94,275	160,475	375,903	7.2%	3.4%	47,169	74,526	-	155,820	\$6.49
TOTAL	5,238,629	47,797	73,356	94,275	160,475	375,903	7.2%	3.4%	47,169	74,526	-	155,820	\$6.49
SAN JOSE													
R&D	42,700,786	4,446,468	873,143	559,899	662,452	6,541,962	15.3%	16.5%	(327,583)	(1,142,932)	-	-	\$2.07
IND	25,079,264	397,205	33,829	309,927	35,560	776,521	3.1%	2.4%	(46,889)	606,777	155,909	-	\$0.97
WSE	16,962,318	147,985	-	321,450	81,300	550,735	3.2%	1.9%	-	93,575	-	-	\$0.95
TOTAL	84,742,368	4,991,658	906,972	1,191,276	779,312	7,869,218	9.3%	9.4%	(374,472)	(442,580)	155,909	-	\$1.91
SANTA CLARA													
R&D	18,961,625	904,810	150,083	100,788	173,332	1,329,013	7.0%	8.0%	101,083	375,176	-	-	\$2.10
IND	11,495,698	64,039	-	50,934	31,614	146,587	1.3%	1.2%	(27,002)	(16,148)	-	-	\$1.47
WSE	3,355,255	29,200	-	184,355	6,500	220,055	6.6%	7.1%	19,500	(9,700)	-	-	\$1.35
TOTAL	33,812,578	998,049	150,083	336,077	211,446	1,695,655	5.0%	5.6%	93,581	349,328	-	-	\$1.99
SUNNYVALE													
R&D	21,408,282	427,953	319,219	120,128	120,779	988,079	4.6%	4.8%	(108,870)	(73,388)	-	-	\$2.70
IND	5,926,337	29,682	-	11,166	1,000	41,848	0.7%	0.9%	(15,810)	2,558	-	-	\$2.06
WSE	1,687,947	-	-	-	-	-	0.0%	0.0%	-	-	-	-	\$-
TOTAL	29,022,566	457,635	319,219	131,294	121,779	1,029,927	3.5%	3.7%	(124,680)	(70,830)	-	-	\$2.68
SILICON VALLEY TOTALS													
R&D	144,907,605	8,743,359	1,789,829	2,246,814	1,564,286	14,344,288	9.9%	10.0%	(637,812)	30,769	-	155,820	\$2.27
IND	63,796,507	850,410	46,329	707,619	273,576	1,877,934	2.9%	3.0%	(220,752)	506,753	155,909	1,676,490	\$1.34
WSE	40,290,207	585,962	14,909	968,745	251,973	1,821,589	4.5%	4.1%	6,880	192,978	-	369,180	\$1.01
TOTAL	248,994,319	10,179,731	1,851,067	3,923,178	2,089,835	18,043,811	7.2%	7.4%	(851,684)	730,500	155,909	2,201,490	\$2.09
QUARTERLY COMPARISON AND TOTALS													
3Q-18	248,994,319	10,179,731	1,851,067	3,923,178	2,089,835	18,043,811	7.2%	7.4%	(851,684)	730,500	155,909	2,201,490	\$2.09
2Q-18	257,333,770	9,669,993	1,764,420	5,017,355	2,487,195	18,938,963	7.4%	7.4%	1,135,166	1,582,184	450,610	1,126,581	\$2.12
1Q-18	257,119,272	10,869,927	1,694,970	4,217,647	2,197,331	18,979,875	7.4%	7.6%	447,018	447,018	-	762,339	\$2.08
4Q-17	257,470,315	11,868,163	1,612,940	4,283,652	1,909,358	19,674,113	7.6%	8.0%	(173,516)	(681,905)	-	642,639	\$1.96
3Q-17	257,478,522	12,379,628	1,646,586	4,492,318	2,066,994	20,585,526	8.0%	7.4%	(622,479)	(508,389)	101,374	486,730	\$1.92

69 countries

\$2.7

billion in
annual revenue

2.0

billion square feet
under management

15,400

professionals
and staff

\$116

billion in
total transaction value

*All statistics are for 2017, are in U.S. dollars and
include affiliates.

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