

SAN JOSE | SILICON VALLEY

Q4 2020

Accelerating success.

Pandemic Disrupts Silicon Valley's Nine-Year Absorption Streak

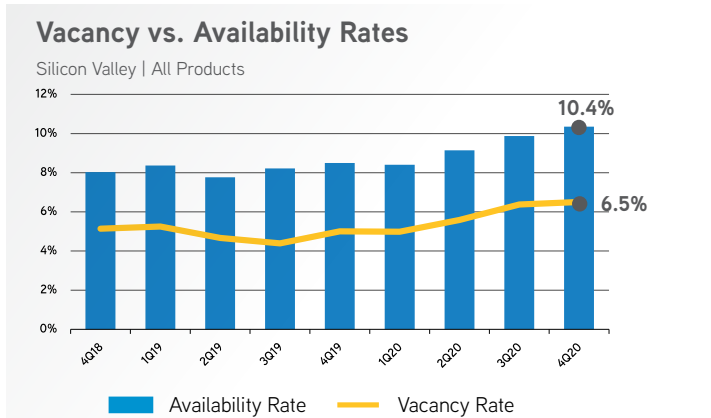
- Silicon Valley's commercial property markets saw net absorption fall by another 174,000 SF in the fourth quarter, bringing the annual occupancy deficit to 4.7 million SF in 2020.
- Gross absorption, largely driven by preleased new construction, reached 15 million SF across all tracked product in 2020, down 25.0 percent compared to 2019.
- Year-over-year, Silicon Valley's sublease market expanded by 30.3 percent to 8.8 million square feet in 2020 and represents 23.8 percent of total available space.

Silicon Valley's 9-year streak of occupancy gains was broken in 2020. The market saw net absorption fall by another 174,000 square feet in Q4 2020, bringing the annual occupancy deficit to 4.7 million square feet. The COVID-19 pandemic continued to produce economic challenges, elevating Silicon Valley's overall vacancy rate to 6.5 percent, up 150 basis points year-over-year, the highest since Q3 2017. However, the distress was not felt equally across all sectors in the Valley. While R&D and office sectors witnessed significant quarterly occupancy losses, the industrial market bucked the curve posting 475,000 square feet of occupancy gains in the last quarter of 2020.

Fourth quarter gross absorption, which is defined as non-renewal leasing and user-sale activity, amounted to 3.7 million square feet, bringing the annual total to 15.0 million square feet, 25.0 percent below 2019 levels. Eight new deals over 100,000 square feet, featuring heavy hitters like Alphabet Inc., Facebook, and Amazon, were signed in the final quarter of the year, signaling confidence in Silicon Valley's future.

Preliminary statistics from California's Employment Development Department (EDD) show a November unemployment rate of 5.1 percent in Santa Clara County. This marks the seventh consecutive monthly decline in unemployment since the peak in April 2020, when the local unemployment rate shot up to 11.7 percent. The biggest job gains were seen in the trade, transportation, and utilities sectors, adding 4,600 jobs.

Across all tracked product types, the Silicon Valley sublease market expanded by 2.0 million square feet to 8.8 million square feet. However, as a share of total available space, the sublease market increased nominally in the last twelve months from 22.3 percent to 23.8 percent, indicating resilience.



Market Indicators - Santa Clara County

Santa Clara County Median Household Income	Population	Santa Clara County Unemployment Rate as of November 2020
\$126,600	1.9 Million	5.1%
		US Unemployment Rate as of November 2020: 6.7%

Source: EMSI, EDD, BLS

Market Trends

Relative to prior quarter	Q4 2020	Q1 2021*
Vacancy	↑	↑
Net Absorption	↓	↓
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	6.4%	6.5%
Net Absorption	(2,079,822)	(173,505)
Office Asking Rents*	\$5.09 FS	\$5.17 FS
R&D Asking Rents*	\$2.38 NNN	\$2.45 NNN
Industrial/Warehouse Asking Rents*	\$1.21 NNN	\$1.24 NNN

*Asking Rents Reported Monthly

Office

- Fourth quarter office leasing activity tallied 1.2 million square feet, down 53.9 percent year-over-year.
- Net absorption was negative 221,984 square feet in Q4 2020, bringing the full year occupancy deficit to 1.5 million square feet.
- Direct asking office rents are averaging \$5.17 Full Service, down \$0.01 compared to Q4 2019.

Fourth quarter gross absorption totaled 1.2 million square feet, down 53.9 percent year-over-year.

The largest deal of the quarter involved Waymo, Alphabet Inc.'s autonomous driving technology company, taking Synopsys' 170,823-square-foot sublease located at 680 Middlefield Road in Mountain View. This deal demonstrates Alphabet's commitment to Mountain View during a time when some Bay Area companies like Oracle, Palantir, HPE, and Tesla are looking to move their HQ's outside of the area. While these noteworthy companies leaving will have an impact on the local economy, they will be replaced by a new wave of companies which will define the future of Silicon Valley. The Bay Area saw a record-setting year in 2020 with 43 new companies valued at \$1 billion or more. National tech IPOs raised \$28.3 billion in 2020, with the Bay Area accounting for \$15.2 billion, according to Pitchbook Data. Airbnb, DoorDash and Snowflake alone harvested a collective \$10.2 billion. The COVID-19 pandemic has undeniably disrupted the office market in 2020 and the future of the office remains to be seen. However, many experts believe that as vaccines begin to rollout, a return to the office will eventually follow suit.

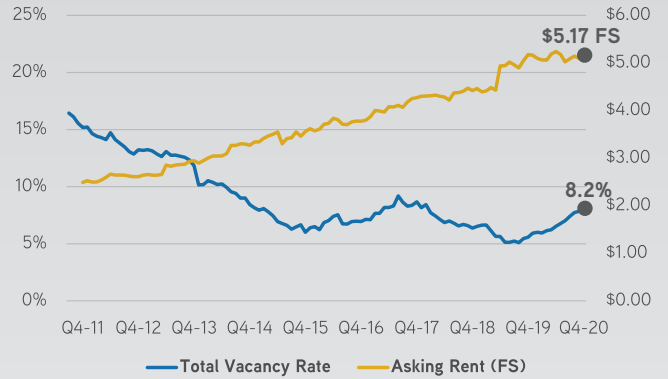
A deeper look into quarterly absorption shows 45.1 percent of Q4 activity was linked to new construction preleased prior to COVID-19. This new construction consists of three office buildings in Sunnyvale: Jay Paul's 315,272-square-foot 1195 Borregas Avenue preleased to Google and two 121,000-square-foot buildings at Irvine Company's Pathline Peery Park, fully preleased to Proofpoint. Teasing out preleased deals provides a more accurate picture of how COVID-19 has disrupted Silicon Valley's office market. Annual office gross absorption totaled 5.7 million square feet, a quarter of which stemmed from preleased new construction.

Occupancy losses mounted in the four quarter as net absorption dipped 221,984 square feet, bringing the full year deficit to 1.5 million square feet. Silicon Valley's vacancy rate expanded to 8.2 percent; levels not seen since Q4 2017. Several notable subleases came on the market: Intuitive Surgical's 88,924-square-foot space at 1388 Kifer Road in Sunnyvale, Micro Focus' 56,763-square-foot space at 4555 Great America Parkway in Santa Clara, and SVB Financials' 56,448-square-foot space at 3001 Tasman Drive in Santa Clara. At the end of 2020, available office sublease space expanded to 3.5 million square feet, up 39.9 percent year-over-year. However, as a share of total available space, the office sublease market remained largely unaffected, representing roughly a quarter of total space on the market in 2020.

The building base expanded by some 796,000 square-feet as eight new buildings came online in the fourth quarter; 70.0 percent of the new space was immediately absorbed because of pre-COVID commitments. The largest block of vacant space came from Harvest Properties' newly built 195,000-square-foot office project at 684 Maude Avenue in Sunnyvale. At the end of 2020 Colliers is tracking 9.6 million square feet of office product under construction.

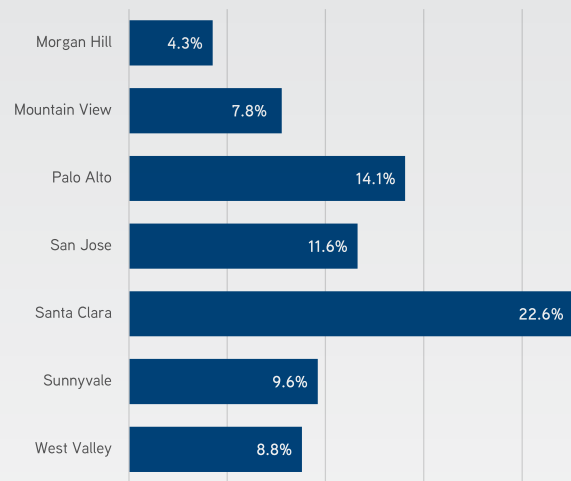
Silicon Valley direct asking rates for office space are holding firm at \$5.17 Full Service, down just \$0.01 year-over-year.

Silicon Valley Office Rent vs. Vacancy



Source: Colliers International Research

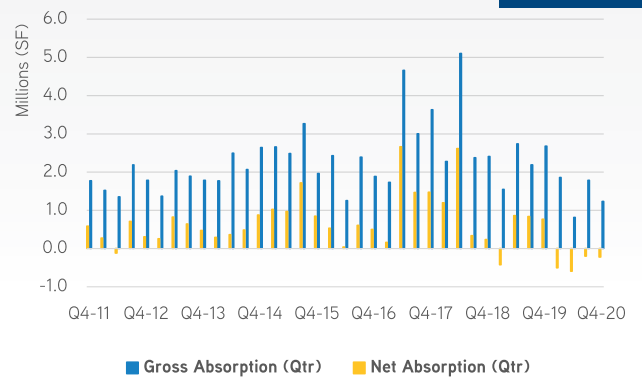
Office Availability Rates Select Silicon Valley Cities



Source: Colliers International Research

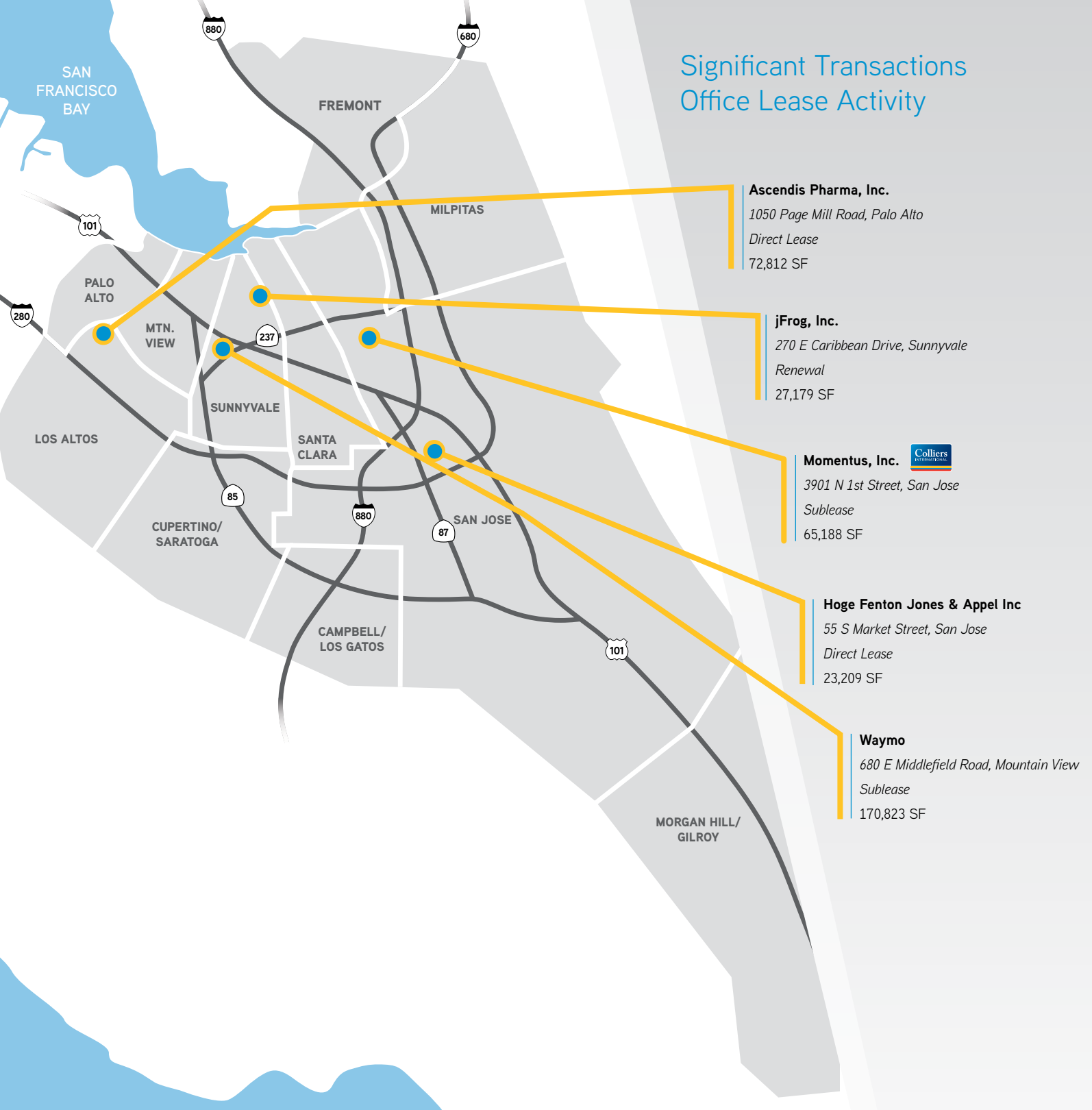
Silicon Valley Office Net Absorption vs. Gross Absorption


Q4-2020
GROSS: 1.2M
NET: (221K)



Source: Colliers International Research

Significant Transactions Office Lease Activity



 = Colliers International Deal

Significant Transactions - Office Sale Activity

PROPERTY ADDRESS	SIZE	SELLER	BUYER
1143-1155 Coleman Avenue, San Jose	382,106 SF	Hunter Storm Properties	The Blackstone Group
331 Fairchild Drive, Mountain View	87,565 SF	Kilroy Realty Corporation	Goldman Sachs
3380 Coyote Hill Road, Palo Alto	85,420 SF	Stanford University	Harrison Street Capital
3450-3460 Hillview Avenue, Palo Alto	76,611 SF	Invesco	Alexandria Real Estate Equities

R&D

- › R&D leasing activity rebounded in the fourth quarter to 1.2 million square feet but remains 10.5 percent below Q4 2019 levels.
- › For the fifth consecutive quarter net absorption was negative, adding another 426,000 square feet to occupancy losses, bringing the annual deficit to 3.4 million square feet.
- › R&D asking rents are averaging \$2.45 NNN, up \$0.18 year-over-year.

R&D leasing volume ticked up in Q4 2020 to roughly 1.2 million square feet, bringing 2020 annual gross absorption to 4.6 million square feet, 36.5 percent below 2019 levels. Momentum finally picked up in the last quarter of the year with eight new deals measuring more than 50,000 square feet taking place. For the second consecutive quarter Facebook expanded at Ardenwood Corporate Park with a 118,353-square-foot lease at 6750 Dumbarton Circle in Fremont. Across the bay from Facebook's Menlo Park HQ and connected by the Dumbarton Bridge, the social media giant has amassed more than 1.4 million square feet of R&D product in Fremont since 2017.



Facebook leased 118,353 SF at 6750 Dumbarton Circle, Fremont

Other notable deals at the end of the year include GAF Energy, a solar power roofing company, taking 110,542-square-feet at 5981 Optical Court in South San Jose and Cytek Biosciences, a supplier of flow cytometry products, leasing 99,378-square-feet at 47215 Lakeview Boulevard in Fremont.

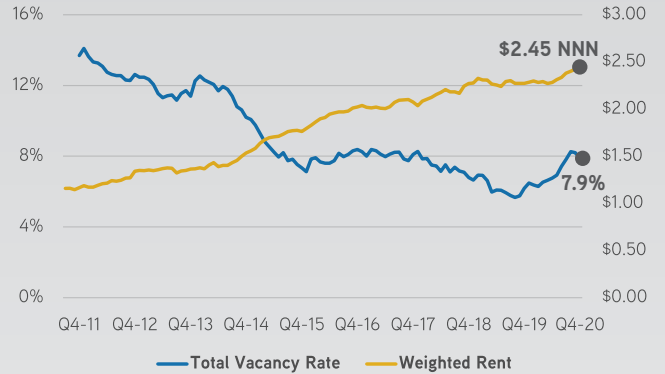
Despite elevated activity in Q4 2020, compared to Q3 of 2020, new vacancies once again outweighed new deals and the R&D sector witnessed another 426,000 square feet of quarterly occupancy losses. In all, 2020 saw the Valley's R&D occupancy levels fall by more than 3.4 million square feet. These occupancy losses pushed the R&D vacancy rate to 7.9 percent, up 170 basis points year-over-year and the highest since Q1 2018.

The largest source of R&D vacancy came from FireEye listing their 189,841-square-foot HQ for sublease at 601 McCarthy Boulevard in Milpitas. Another notable R&D project to enter the sublease market is eBay's 250,056-square-foot campus at North First Commons located in North San Jose – the campus is on the market occupied and therefore not included in vacancy statistics. Across all product types, the eBay campus is the largest sublease space to enter the Silicon Valley market since the start of the COVID-19 pandemic.

The R&D sublease market grew to roughly 4.0 million square feet in 2020, up 23.1 percent year-over-year. However, as a share of total available space, the R&D sublease market remained unaffected, representing 22.7 percent of all R&D availability, unchanged from Q4 2019.

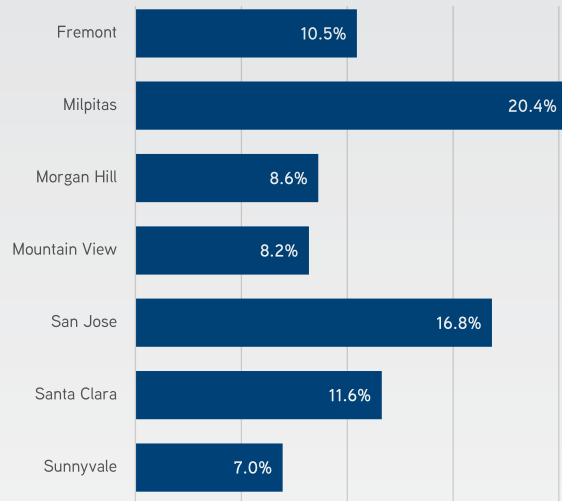
Despite a challenging year for the R&D sector, average asking rents increased to \$2.45 NNN, up \$0.18 from Q4 2019.

Silicon Valley R&D Rent vs. Vacancy



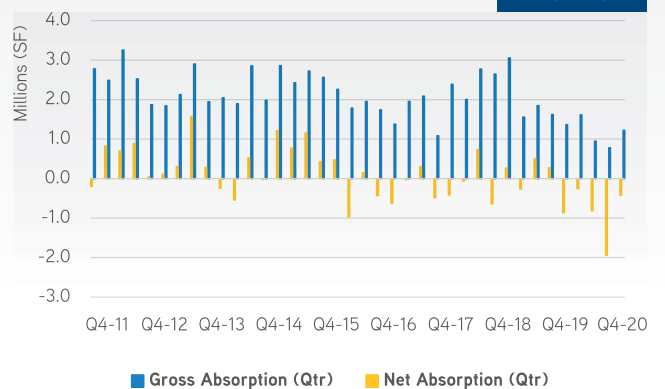
Source: Colliers International Research

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

Significant Transactions R&D Lease Activity



Significant Transactions - R&D Sale Activity

 = Colliers International Deal

PROPERTY ADDRESS	SIZE	SELLER	BUYER
2-16 Results Way, Cupertino	383,750 SF	DWS	Swift Real Estate Partners
1230-1280 E Arques Avenue, Sunnyvale	313,600 SF	TPG Capital	Lane Partners, LLC
5853-5863 Rue Ferrari, San Jose	287,890 SF	Cannae Partners	Duke Realty LP
10-80 W Tasman Drive, San Jose	199,663 SF	DivcoWest	Soulbrain Holdings Co Ltd.

Industrial/Warehouse

- > Gross absorption amounted to 1.2 million square feet in Q4 2020, for an annual total of 4.8 million square feet.
- > Industrial was the only product type with positive net absorption with occupancy gains of 474,818 square feet for the quarter, and 238,109 square feet for the year.
- > Asking rents averaged \$1.24 NNN, down \$0.01 year-over-year.

Leasing in the Valley's industrial sector decreased slightly in the fourth quarter with approximately 1.2 million square feet leased, 306,031 square feet down from the previous quarter. However, just three deals in Q4 accounted for 38.4 percent of quarterly absorption: Cepheid, a molecular diagnostics company signed a 178,910-square-foot lease at 44509 Pacific Commons Boulevard in Fremont, National Resilience, a biopharmaceutical company took a 152,995-square-foot sublease located at 800 Corporate Way in Fremont, and Amazon leased 141,270 square feet at 2256 Junction Avenue in North San Jose. These top deals are representative of the industries that have been energized by the pandemic: life science and e-commerce.



Cepheid leased 178,910 SF at 44509 Pacific Commons Boulevard, Fremont

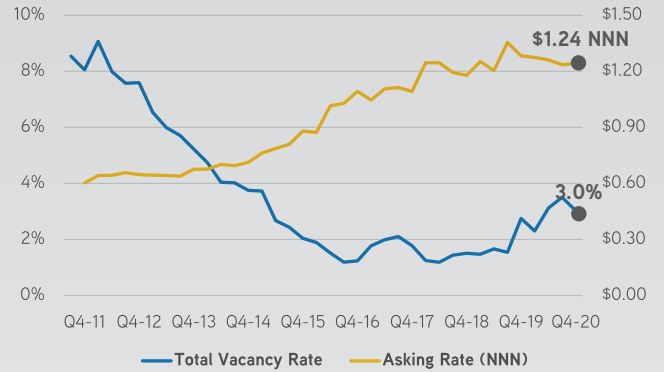
Despite Santa Clara County moving to the most restrictive purple tier of the shelter-in-place order, net absorption remained positive for the second quarter in a row. The industrial market remained the sole sector in Silicon Valley with positive net absorption, which registered at 474,818 square feet in Q4 2020, bringing annual occupancy gains of 238,109 square feet. This demand was essentially driven by the growing e-commerce and biotech sectors. Amazon was the largest user taking Silicon Valley industrial-warehouse space in 2020 with more than 1.5 million square feet. This figure includes both existing and future industrial product.

Vacancy hit 3.0 percent in Q4 2020, up 30 basis points year-over-year, but down 50 basis points from Q3 2020. The largest source of vacancy came from new construction; 86 Montecito Vista Drive in San Jose was the only new addition to the building base adding 82,260 square feet of vacant space to the market. Besides this new development, the largest blocks of vacancies to enter the market include 29,670 square feet of industrial space at 470 Needles Drive in San Jose and 29,051 square feet of warehouse space at 745 Jarvis Drive in Morgan Hill. At the end of the fourth quarter, 1.3 million square feet of industrial product remains under construction.

The industrial sublease market decreased slightly to 1.3 million square feet from a peak of 1.6 million square feet in Q3 2020 and accounts for 23.6 percent of total available industrial-warehouse space. National Resilience taking Orchard Therapeutics' sublease at 800 Corporate Avenue in Fremont, removed the largest industrial sublease space to enter the market since the start of the COVID-19 pandemic.

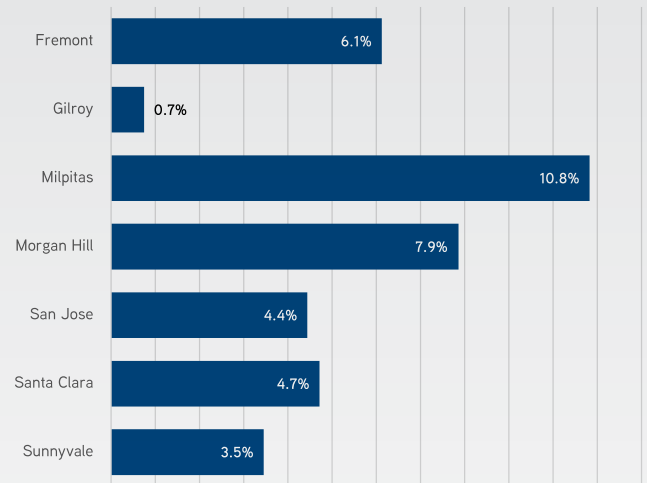
Silicon Valley industrial-warehouse asking rents are averaging \$1.24 NNN, down \$0.01 year-over-year.

Silicon Valley Industrial/Warehouse Rent vs. Vacancy



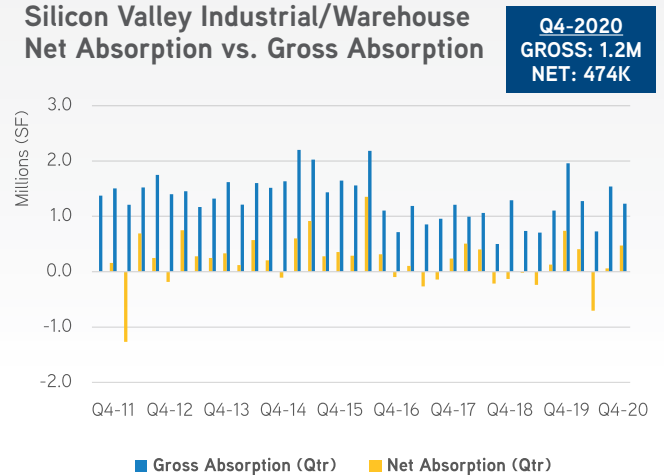
Source: Colliers International Research

Industrial/Warehouse Availability Rates Select Silicon Valley Cities

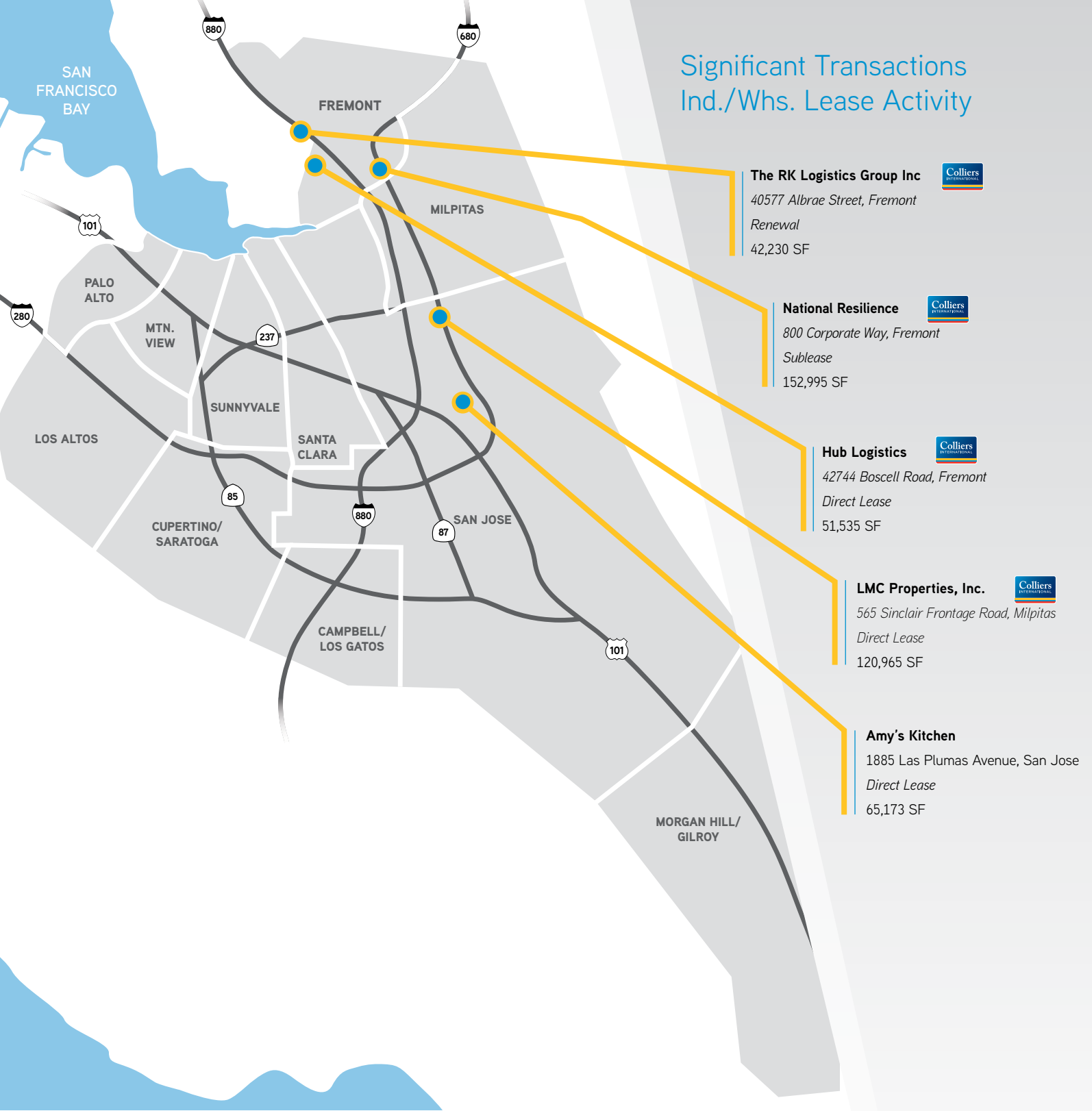


Source: Colliers International Research

Silicon Valley Industrial/Warehouse Net Absorption vs. Gross Absorption



Source: Colliers International Research



Significant Transactions - Industrial/Warehouse Sale Activity

= Colliers International Deal

PROPERTY ADDRESS	SIZE	SELLER	BUYER
1605 S 7th Street, San Jose	368,696 SF	Piedmont Partners	Amazon.com Inc
8190 Murray Avenue, Gilroy	102,466 SF	Murray Avenue Partners	Mohr Partners San Jose
2144 Oakland Road, San Jose	82,900 SF	Pannatoni Development	TA Realty Associates
2170 Martin Avenue, Santa Clara	38,256 SF	18k Properties	Santa Fe Management

Market Comparisons – Silicon Valley

OFFICE MARKET

CLASS	BLDGS	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 CONST. SF	FS WTD AVG ASKING
CAMPBELL / LOS GATOS														
A	28	1,897,987	129,431	35,018	121,334	30,222	316,005	16.6%	16.6%	(22,983)	(95,155)	-	11,677	\$4.76
B	124	2,308,920	207,603	11,997	38,697	12,543	270,840	11.7%	8.7%	(51,575)	(170,165)	-	6,408	\$4.08
C	25	248,399	12,809	-	-	-	12,809	5.2%	6.1%	(2,157)	(6,860)	-	-	\$2.99
Total	177	4,455,306	349,843	47,015	160,031	42,765	599,654	13.5%	11.9%	(76,715)	(272,180)	-	18,085	\$4.40
CUPERTINO / SARATOGA														
A	21	4,417,681	62,655	-	183,549	9,535	255,739	5.8%	5.6%	(11,363)	(11,363)	-	-	\$6.62
B	89	2,865,995	93,106	55,888	90,392	20,231	259,617	9.1%	5.7%	(18,886)	(80,597)	-	-	\$4.77
C	21	188,010	9,653	-	2,692	-	12,345	6.6%	5.6%	(61)	(1,065)	-	-	\$3.92
Total	131	7,471,686	165,414	55,888	276,633	29,766	527,701	7.1%	5.6%	(30,310)	(93,025)	-	-	\$5.94
FREMONT / MILPITAS														
A	18	810,633	39,058	21,007	46,819	21,045	127,929	15.8%	16.4%	(8,069)	(56,349)	-	-	\$2.50
B	57	1,794,534	82,918	62,611	28,448	10,328	184,305	10.3%	6.4%	(63,812)	(83,031)	-	-	\$2.89
C	32	581,654	32,348	-	2,628	-	34,976	6.0%	5.6%	-	(24,695)	-	-	\$-
Total	107	3,186,821	154,324	83,618	77,895	31,373	347,210	10.9%	8.8%	(71,881)	(164,075)	-	-	\$2.76
GILROY / MORGAN HILL														
A	20	418,595	2,942	-	5,016	-	7,958	1.9%	2.6%	2,042	(1,834)	-	-	\$2.12
B	19	442,665	4,171	-	2,662	-	6,833	1.5%	1.5%	-	541	-	-	\$1.82
C	31	270,933	26,139	-	-	-	26,139	9.6%	8.3%	(3,692)	(3,389)	-	-	\$-
Total	70	1,132,193	33,252	-	7,678	-	40,930	3.6%	3.6%	(1,650)	(4,682)	-	-	\$2.00
LOS ALTOS														
A	14	320,267	12,219	-	21,667	3,196	37,082	11.6%	10.6%	-	(9,715)	-	-	\$7.61
B	27	510,931	77,428	21,267	19,171	1,955	119,821	23.5%	19.0%	(19,795)	(87,762)	-	-	\$4.85
C	35	375,030	13,284	-	12,577	-	25,861	6.9%	7.4%	(2,488)	(2,755)	-	-	\$5.36
Total	76	1,206,228	102,931	21,267	53,415	5,151	182,764	15.2%	13.2%	(22,283)	(100,232)	-	-	\$5.65
MOUNTAIN VIEW														
A	54	5,669,037	196,687	85,056	53,175	81,014	415,932	7.3%	10.0%	(7,804)	174,843	23,372	2,338,000	\$7.01
B	59	1,355,922	25,007	26,190	63,832	27,783	142,812	10.5%	9.0%	(9,419)	(33,718)	-	-	\$5.84
C	46	519,482	2,800	-	20,831	3,866	27,497	5.3%	5.3%	-	257	-	-	\$4.69
Total	159	7,544,441	224,494	111,246	137,838	112,663	586,241	7.8%	9.5%	(17,223)	141,382	23,372	2,338,000	\$6.60
PALO ALTO														
A	148	6,571,939	637,611	147,396	177,127	115,069	1,077,203	16.4%	16.2%	11,569	434,763	4,900	72,662	\$8.96
B	182	4,513,047	195,659	156,250	88,805	58,729	499,443	11.1%	10.3%	(47,984)	(246,225)	-	-	\$7.87
C	113	1,848,702	65,733	20,300	154,966	-	240,999	13.0%	12.8%	(750)	(34,184)	-	-	\$7.34
Total	443	12,933,688	899,003	323,946	420,898	173,798	1,817,645	14.1%	13.7%	(37,165)	154,354	4,900	72,662	\$8.65
SAN JOSE														
A	133	17,316,123	1,147,581	375,201	579,381	413,181	2,515,344	14.5%	14.0%	(72,149)	(142,883)	15,900	3,215,320	\$4.28
B	392	14,041,354	802,262	81,365	255,470	50,528	1,189,625	8.5%	8.4%	(51,567)	(301,306)	-	-	\$3.79
C	193	3,778,239	306,013	5,558	67,048	4,460	383,079	10.1%	9.5%	(47,244)	(121,835)	-	-	\$3.10
Total	718	35,135,716	2,255,856	462,124	901,899	468,169	4,088,048	11.6%	11.3%	(170,960)	(566,024)	15,900	3,215,320	\$4.02
SANTA CLARA														
A	65	10,711,661	791,457	487,410	488,684	458,141	2,225,692	20.8%	19.3%	(112,785)	(362,117)	-	1,559,262	\$4.42
B	154	5,180,530	856,497	128,435	337,645	123,454	1,446,031	27.9%	21.1%	(136,797)	(420,702)	-	-	\$3.70
C	32	432,032	11,213	-	9,422	-	20,635	4.8%	3.7%	(4,478)	(2,014)	-	-	\$2.53
Total	251	16,324,223	1,659,167	615,845	835,751	581,595	3,692,358	22.6%	19.5%	(254,060)	(784,833)	-	1,559,262	\$4.18
SUNNYVALE														
A	92	16,581,963	850,597	195,297	304,042	86,147	1,436,083	8.7%	6.3%	468,348	393,775	752,272	2,383,517	\$6.52
B	61	1,605,865	230,323	6,490	99,715	6,343	342,871	21.4%	21.0%	(8,585)	(222,682)	-	-	\$4.99
C	20	419,671	8,360	-	-	-	8,360	2.0%	2.1%	500	(4,254)	-	-	\$2.67
Total	173	18,607,499	1,089,280	201,787	403,757	92,490	1,787,314	9.6%	7.5%	460,263	166,839	752,272	2,383,517	\$6.20
SILICON VALLEY TOTALS														
A	593	64,715,886	3,870,238	1,346,385	1,980,794	1,217,550	8,414,967	13.0%	12.3%	246,806	323,965	796,444	9,580,438	\$5.64
B	1,164	34,619,763	2,574,974	550,493	1,024,837	311,894	4,462,198	12.9%	10.9%	(408,420)	(1,645,647)	-	6,408	\$4.36
C	548	8,662,152	488,352	25,858	270,164	8,326	792,700	9.2%	8.7%	(60,370)	(200,794)	-	-	\$3.80
Total	2,305	107,997,801	6,933,564	1,922,736	3,275,795	1,537,770	13,669,865	12.7%	11.6%	(221,984)	(1,522,476)	796,444	9,586,846	\$5.17
QUARTERLY COMPARISON AND TOTALS														
Q4-20	2,305	107,997,801	6,933,564	1,922,736	3,275,795	1,537,770	13,669,865	12.7%	11.6%	(221,984)	(1,522,476)	796,444	9,586,846	\$5.17
Q3-20	2,288	107,178,603	6,387,741	1,534,597	2,786,665	1,673,710	12,382,713	11.6%	10.9%	(197,670)	(1,300,492)	983,303	10,773,290	\$5.09
Q2-20	2,271	106,109,101	5,883,501	1,042,130	2,817,858	1,777,193	11,520,682	10.9%	9.9%	(596,705)	(1,102,822)	220,085	11,881,078	\$5.24
Q1-20	2,262	105,770,321	5,330,852	945,047	2,650,708	1,499,515	10,426,122	9.9%	9.8%	(506,117)	(506,117)	86,000	11,814,508	\$5.06
Q4-19	2,258	105,262,830	4,971,216	894,179	2,854,944	1,579,814	10,300,153	9.8%	9.6%	766,848	2,040,110	1,395,028	10,623,141	\$5.18

Market Comparisons – Silicon Valley

R&D, INDUSTRIAL & WAREHOUSE MARKETS

TYPE	BLDGS	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 CONST. SF	NNN WTD AVG ASKING
CAMPBELL														
R&D	54	1,357,180	97,168	5,000	34,945	-	137,113	10.1%	7.0%	(28,779)	32,860	-	-	\$2.59
IND	55	1,042,240	27,108	-	36,930	-	64,038	6.1%	6.1%	(846)	(3,164)	-	-	\$1.45
Total	109	2,399,420	124,276	5,000	71,875	-	201,151	8.4%	6.6%	(29,625)	29,696	-	-	\$2.38
CUPERTINO														
R&D	54	3,098,685	20,313	-	-	13,200	33,513	1.1%	1.1%	-	-	-	-	\$3.15
Total	54	3,098,685	20,313	-	-	13,200	33,513	1.1%	1.1%	-	-	-	-	\$3.15
FREMONT														
R&D	393	20,628,505	1,371,335	71,064	568,908	146,979	2,158,286	10.5%	9.8%	15,450	(176,277)	-	-	\$1.50
IND	309	9,791,364	159,757	16,032	150,882	-	326,671	3.3%	4.8%	154,762	(22,552)	-	-	\$1.43
WSE	65	11,197,821	577,277	125,880	135,358	120,835	959,350	8.6%	11.5%	275,603	601,361	-	686,146	\$1.10
Total	767	41,617,690	2,108,369	212,976	855,148	267,814	3,444,307	8.3%	9.1%	445,815	402,532	-	686,146	\$1.40
GILROY														
R&D	9	378,009	6,018	-	42,732	-	48,750	12.9%	12.9%	-	-	-	-	\$0.95
IND	81	1,862,367	17,326	-	-	-	17,326	0.9%	1.2%	(4,225)	9,262	-	-	\$-
WSE	25	3,856,485	25,400	-	-	-	25,400	0.7%	0.1%	(20,000)	(10,400)	-	-	\$0.75
Total	115	6,096,861	48,744	-	42,732	-	91,476	1.5%	1.3%	(24,225)	(1,138)	-	-	\$0.85
LOS GATOS														
R&D	11	341,622	58,651	-	-	-	58,651	17.2%	8.2%	(39,839)	(59,969)	-	-	\$2.35
Total	11	341,622	58,651	-	-	-	58,651	17.2%	8.2%	(39,839)	(59,969)	-	-	\$2.35
MILPITAS														
R&D	224	13,634,210	1,541,344	330,781	799,184	111,172	2,782,481	20.4%	19.3%	(202,002)	(523,234)	-	-	\$2.35
IND	98	2,873,143	40,581	-	15,667	15,850	72,098	2.5%	2.3%	(7,518)	(23,909)	-	-	\$-
WSE	42	5,646,007	183,217	148,161	382,037	136,632	850,047	15.1%	14.9%	120,965	(190,361)	-	388,240	\$1.14
Total	364	22,153,360	1,765,142	478,942	1,196,888	263,654	3,704,626	16.7%	16.0%	(88,555)	(737,504)	-	388,240	\$2.10
MORGAN HILL														
R&D	69	2,897,535	147,733	3,275	59,235	40,000	250,243	8.6%	9.5%	-	(13,283)	-	-	\$0.77
IND	82	2,524,730	50,386	-	75,553	-	125,939	5.0%	5.1%	4,000	(31,863)	-	-	\$1.25
WSE	7	985,938	150,000	-	-	-	150,000	15.2%	16.9%	(29,051)	306,349	-	-	\$0.90
Total	158	6,408,203	348,119	3,275	134,788	40,000	526,182	8.2%	8.9%	(25,051)	261,203	-	-	\$0.90
MOUNTAIN VIEW														
R&D	284	13,087,961	472,938	202,924	146,427	250,239	1,072,528	8.2%	8.4%	(2,727)	(454,446)	-	-	\$4.44
IND	113	1,774,470	56,317	17,554	16,000	4,600	94,471	5.3%	4.3%	(4,290)	(9,240)	-	-	\$3.07
Total	397	14,862,431	529,255	220,478	162,427	254,839	1,166,999	7.9%	7.9%	(7,017)	(463,686)	-	-	\$4.36
PALO ALTO														
R&D	103	6,092,818	59,575	211,738	150,212	235,072	656,597	10.8%	9.2%	(19,477)	(160,512)	-	-	\$6.21
Total	103	6,092,818	59,575	211,738	150,212	235,072	656,597	10.8%	9.2%	(19,477)	(160,512)	-	-	\$6.21
SAN JOSE														
R&D	588	40,460,397	3,361,416	1,125,187	1,623,348	702,538	6,812,489	16.8%	16.7%	91,330	(671,438)	-	-	\$2.25
IND	923	25,152,494	671,699	39,575	278,508	6,120	995,902	4.0%	3.6%	(63,520)	(101,107)	82,260	-	\$1.07
WSE	194	17,140,045	239,864	304,002	220,505	117,500	881,871	5.1%	5.3%	51,678	10,422	-	180,150	\$1.16
Total	1,705	82,752,936	4,272,979	1,468,764	2,122,361	826,158	8,690,262	10.5%	10.4%	79,488	(762,123)	82,260	180,150	\$2.03
SANTA CLARA														
R&D	336	19,177,762	1,270,347	162,544	655,328	142,418	2,230,637	11.6%	10.3%	(196,799)	(1,015,736)	-	-	\$2.72
IND	510	11,566,524	231,648	12,645	137,629	78,982	460,904	4.0%	4.1%	(16,288)	(169,763)	-	-	\$1.55
WSE	41	3,546,225	65,004	24,000	97,921	65,000	251,925	7.1%	6.1%	8,316	(75,600)	-	-	\$1.51
Total	887	34,290,511	1,566,999	199,189	890,878	286,400	2,943,466	8.6%	7.8%	(204,771)	(1,261,099)	-	-	\$2.59
SUNNYVALE														
R&D	429	19,183,618	525,064	16,000	570,254	222,726	1,334,044	7.0%	6.3%	(43,496)	(394,454)	-	-	\$3.29
IND	156	5,927,717	16,025	1,936	44,665	-	62,626	1.1%	1.1%	5,232	(27,979)	-	-	\$2.83
WSE	16	1,363,104	18,320	-	129,597	41,200	189,117	13.9%	10.4%	-	(18,320)	-	-	\$1.35
Total	601	26,474,439	559,409	17,936	744,516	263,926	1,585,787	6.0%	5.4%	(38,264)	(440,753)	-	-	\$3.04
SILICON VALLEY TOTALS														
R&D	2,554	140,338,302	8,931,902	2,128,513	4,650,573	1,864,344	17,575,332	12.5%	11.9%	(426,339)	(3,436,489)	-	-	\$2.45
IND	2,327	63,811,295	1,299,707	97,229	786,378	149,689	2,333,003	3.7%	3.8%	67,307	(397,962)	82,260	-	\$1.38
WSE	390	43,927,764	1,259,082	602,043	965,418	481,167	3,307,710	7.5%	8.1%	407,511	636,071	-	1,254,536	\$1.14
Total	5,271	248,077,361	11,490,691	2,827,785	6,402,369	2,495,200	23,216,045	9.4%	9.1%	48,479	(3,198,380)	82,260	1,254,536	\$2.20
QUARTERLY COMPARISON AND TOTALS														
Q4-20	5,271	248,077,361	11,490,691	2,827,785	6,402,369	2,495,200	23,216,045	9.4%	9.1%	48,479	(3,198,380)	82,260	1,254,536	\$2.20
Q3-20	5,276	248,269,274	11,704,479	3,044,754	5,660,270	2,307,036	22,716,539	9.1%	8.4%	(1,882,152)	(3,246,859)	712,720	1,670,596	\$2.18
Q2-20	5,269	248,728,732	10,355,806	2,561,083	5,743,457	2,240,186	20,900,532	8.4%	7.8%	(1,517,372)	(1,364,707)	223,827	2,388,666	\$2.09
Q1-20	5,268	248,371,110	9,767,200	1,599,949	5,479,455	2,455,650	19,302,254	7.8%	8.0%	152,665	152,665	-	2,426,993	\$2.04
Q4-19	5,264	248,880,720	10,213,403	1,529,646	5,479,436	2,738,980	19,961,465	8.0%	7.5%	(124,140)	259,107	2,149,839	1,018,807	\$2.01

68 countries

\$3.5

billion in
annual revenue

2.0

billion square feet
under management

18,000

professionals
and staff

\$129

billion in
total transaction value

*All statistics are for 2019, in U.S. dollars and include affiliates.

Footnote Regarding COVID-19

In the midst of the COVID-19 outbreak, information and data is emerging at a quick and uneven rate. The information contained herein has been obtained from sources deemed reliable at the time the report was written. While every reasonable effort has been made to ensure its accuracy, we cannot guarantee it.

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