

# Limited Supply in a Limitless Market

- › San Mateo County has the lowest unemployment rate in California
- › Statistics are trending positively across all product types

## San Mateo County ended the quarter strong with positive trending statistics across the board for all product types.

The office market ended 2015 with a big bang by absorbing 334,212 square feet of inventory from Box.net's newly constructed headquarters in downtown Redwood City. The R&D market experienced a trend similar to the office sector with two pre-leases completed on a building that is currently under construction. The industrial market still has limited inventory, but despite that fact, the market saw an increase in rent and even had significant lease and sale activity.

San Mateo County also has the lowest unemployment rate in the entire state at 3.10 percent according to the State of California Employment Development Department. These statistics translate to San Mateo County having the highest demand for employment. The County remains one of the hottest markets out there due to rapidly growing companies and the demand for more premier commercial real estate.

### San Mateo County



\*Source: [labormarketinfo.edd.ca.gov](http://labormarketinfo.edd.ca.gov)

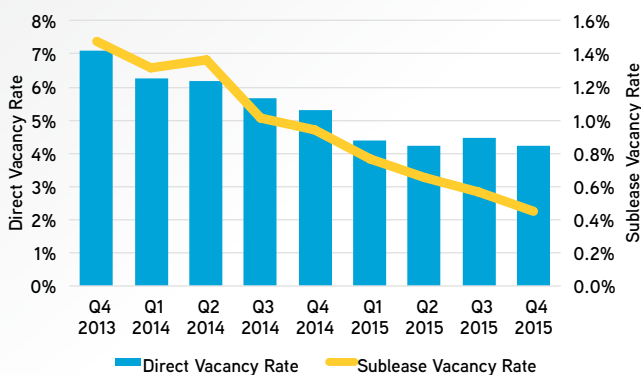
### Market Trends

Relative to prior period	Q4 2015	Q1 2016*
Vacancy	↓	↓
Net Absorption	↑	↑
Construction	↑	↓
Office Rental Rate	↑	↑
R&D Rental Rate	↑	↔
Industrial Rental Rate	↑	↔

\*Projected

### Direct Vacancy vs. Sublease Vacancy Rates

San Mateo County | All Products



Overall vacancy rate dropped 33 basis points from 5.02 percent last quarter to 4.69 percent. Direct vacancy dropped 21 basis points and sublease vacancy decreased by 11 basis points since last quarter.

### Summary Statistics

Q4 2015 All Products	Previous Quarter	Current Quarter
Overall Vacancy Rate	5.02%	4.69%
Net Absorption	(56,838)	622,907
Construction Completed	254,000	334,212
Under Construction	1,618,836	2,315,611
Office Asking Rents (FS)*	\$4.37	\$4.52
R&D Asking Rents (NNN)*	\$2.86	\$2.93
Industrial Asking Rents (NNN)*	\$0.94	\$0.96

\*Asking Rents Reported Monthly

### Economic Indicators

	Previous Quarter	Current Quarter
Unemployment Rate	5.10%	5.00%
Labor Force Participation	62.00%	62.50%
Interest Rate - 10 Year Treasury	2.10%	2.27%
Consumer Price Index	2.37%	2.38%
Consumer Confidence	87.20%	92.60%
Business Confidence	52.80%	48.20%

\*Source: [tradingeconomics.com/united-states/indicators](http://tradingeconomics.com/united-states/indicators)

# Office

- > Average asking rents in San Mateo County are at record highs
- > Construction has completed for Box.net's new headquarters

The Greater San Francisco Peninsula (includes San Mateo County, Palo Alto, Mountain View, and Los Altos) closed 2015 with an exceptionally low vacancy rate of 6.27 percent, a slight increase from last quarter driven largely by a number of new sizable sublease availabilities. San Mateo County's vacancy rate is 7.82 percent, virtually unchanged from last quarter. This marks significant improvement in both the broader Peninsula and San Mateo County, which showed vacancies a year ago at 8.27 percent and 10.44 percent respectively. While vacancy rates have shown signs of leveling off in recent quarters, lease rates continue to inch upwards on the Greater San Francisco Peninsula closing 2015 at \$4.78 fully serviced per square foot per month with San Mateo County coming in close behind at \$4.52 FS.

## Crossing/900

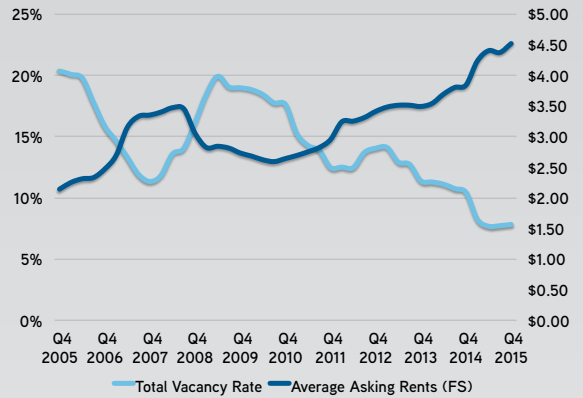


Source: BizJournals.com

Surprisingly, given the dwindling supply of available space, gross absorption (a measure of all leasing activity in a market area) for the Greater San Francisco Peninsula showed substantial growth from last year. The 6,614,255 square feet of annual gross absorption is 19.65 percent greater than 2014's equally strong total. Driven partially by the timing of the new Box.net development in downtown Redwood City, this quarter's gross absorption of 1,814,386 square feet is notable. With availability in the most sought after Palo Alto/Mountain View core approaching zero, it comes as no surprise that the more suburban San Mateo County locations saw the bulk of activity this quarter. San Mateo County's gross absorption total of 1,540,947 square feet this quarter is the highest total since Q1 2011.

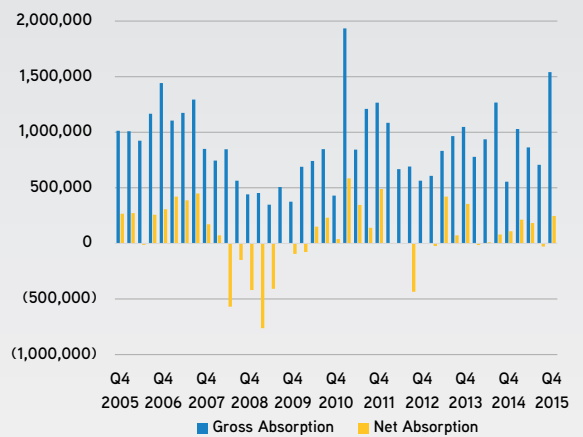
The strength of the local market is further demonstrated by a review of the largest transactions over the past quarter, with mid-size users forced to the more peripheral locations to secure high image space. ZS Associates' 24,512 square foot lease and Fluidigm's 24,039 square foot expansion in South San Francisco represent growth in one of the last submarkets on the Peninsula to benefit from the current market. Other significant transactions include Wealthfront's 27,033 square foot sublease from Box.net in their downtown Redwood City headquarters and Evercore's 18,475 square foot Sand Hill Road lease in Menlo Park. With vacancy rates leveling at such an exceptionally low level and a continued strong flow of leasing activity, rents are expected to remain strong for the foreseeable future.

## San Mateo County Office Rent vs. Vacancy



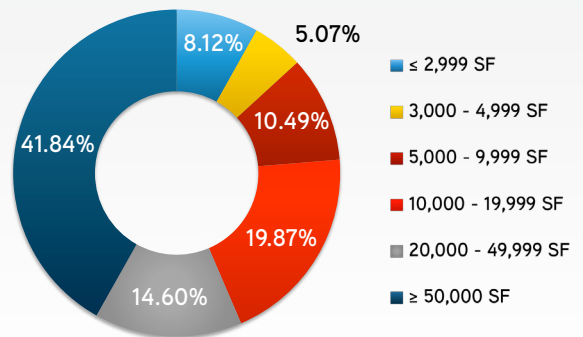
Source: Colliers International Redwood City

## San Mateo County Office Net Absorption vs. Gross Absorption



Source: Colliers International Redwood City

## San Mateo County Office Gross Absorption by Size Range



Source: Colliers International Redwood City

# Industrial

- > Three submarkets have zero vacancy on the Peninsula
- > Supply is still extremely limited while the demand is high

**As we shift our lens to the industrial market we see similar positive trends.** The fourth quarter of 2015 realized 624,666 square feet of gross absorption, which is the highest it has been since Q1 2014 when it was 730,618 square feet. The quarter's gross absorption increased by 21.56 percent compared to last quarter, the bulk of leasing activity took place this quarter. This brings the annual gross absorption for 2015 to 2,149,925 square feet. This velocity in the market also created an all-time low in vacancy at 2.47 percent and an increase in average rents to \$0.96 NNN, which is two cents higher than last quarter. The sublease vacancy has been under 1.00 percent since the fourth quarter of 2013. It can also be noted that there were no vacancies over our reporting threshold in San Bruno/Millbrae, Menlo Park and Redwood City, thus the zero percent vacancies in those submarkets.

## 405 Victory Avenue



Source: GoogleMaps.com

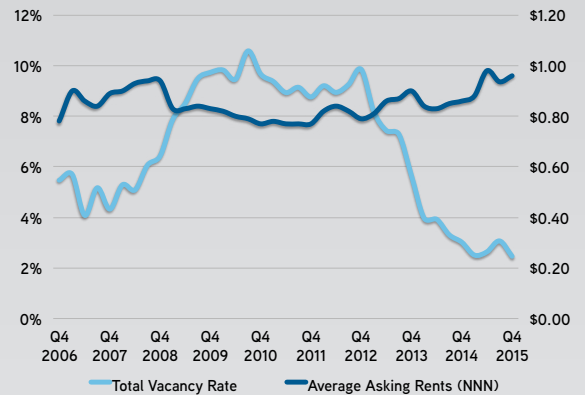
Despite the limited supply of inventory, there was solid leasing activity in the industrial market this quarter, as well as a significant sale transaction. EverWest Real Estate Partners purchased a 210,040 square foot building at 405 Victory Avenue in South San Francisco from Alecta Real Estate Investment. Shortly after this sale, Colliers International placed Alecta's first new tenant, Pacific Wine Distributors, into a 28,600 square foot long term vacancy. DS Cargo leased 60,573 square feet of warehouse space at 437 Rozzi Place in South San Francisco. As we look further south, Kelly Moore Paint sold three buildings totaling 57,120 square feet to Alemany Plaza, LLC at 1060 Brittan Avenue in San Carlos.

## 1060 Brittan Avenue



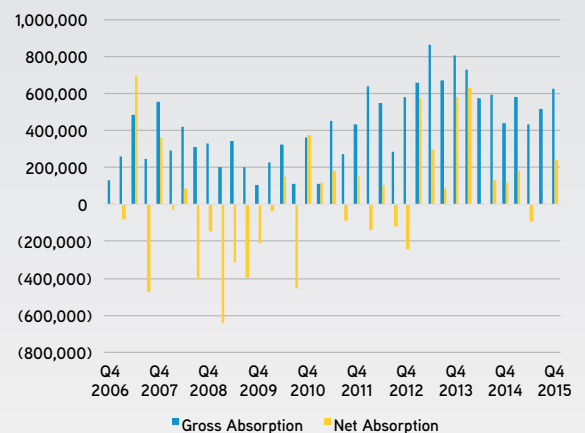
Source: GoogleMaps.com

## San Mateo County Industrial Rent vs. Vacancy



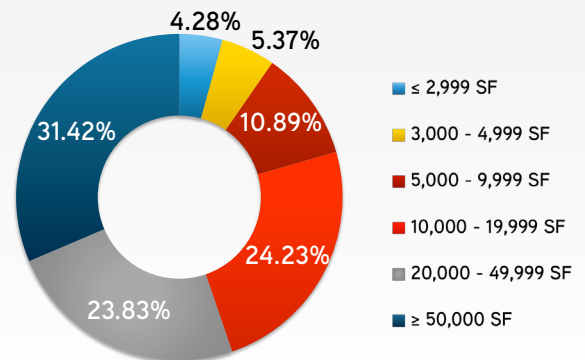
Source: Colliers International Redwood City

## San Mateo County Industrial Net Absorption vs. Gross Absorption



Source: Colliers International Redwood City

## San Mateo County Industrial Gross Absorption by Size Range



Source: Colliers International Redwood City

## R&D

- > Two pre-leases completed on a building still under construction
- > Vacancy continues to drop while rent increases

**The San Francisco R&D market rounded off the fourth quarter of 2015 in historic fashion.** Vacancy is at all-time lows with demand and average asking rents still on the rise. While the industrial market continues to shrink due to redevelopment for higher and better uses, R&D developments still pencil with historically low vacancy and rising rents.

The average rent for the R&D sector reached \$2.93 NNN per square foot per month, which is a 26.29 percent increase from a year ago and a 2.45 percent increase from last quarter. The upward pressure in rents is a direct result of limited vacancy and increased demand. The South San Francisco/Brisbane submarket still leads the Peninsula with average rents at \$3.50 NNN followed by Menlo Park at \$3.27 NNN. The vacancy rate for this quarter is 2.38 percent, which is the lowest on record. The vacancy rate is down 283 basis points from 5.21 percent from a year ago and down 78 basis points from last quarter. This momentum has led to positive net absorption for six consecutive quarters with 136,815 square feet in this quarter and 468,285 square feet for the year. The 2015 gross absorption total is 1,277,169 square feet; this is 15.09 percent more than the total in 2014. For this quarter alone, San Mateo County's R&D market absorbed 332,389 square feet of gross activity.

### The Cove at Oyster Point

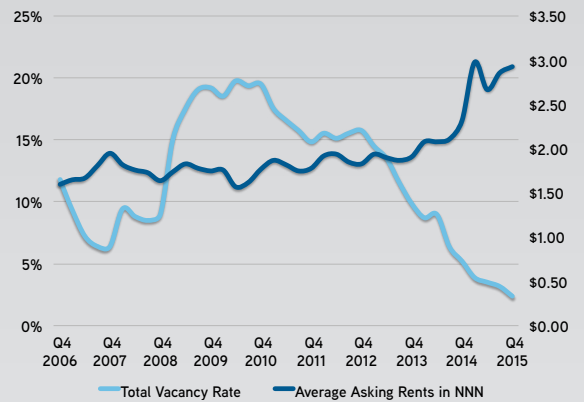


Source: HDCCo.com

With these significant numbers comes significant deals. The most notable transaction in the R&D market was the NGM Biopharmaceuticals sublease for 121,706 square feet at 333 Oyster Point Boulevard in South San Francisco. CytomX pre-leased 76,173 square feet and Denali Therapeutics pre-leased 38,109 square feet at The Cove at Oyster Point from HCP Life Science Estates which is currently under construction at 151 Oyster Boulevard in South San Francisco.

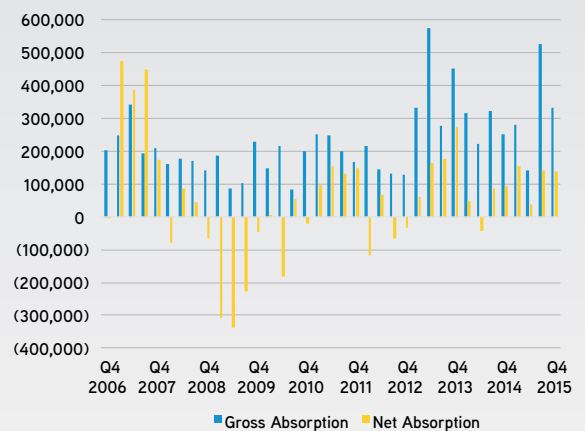
Overall, 2015 proved to be one of the best years the R&D and industrial markets have ever seen. With strong demand and solid fundamentals, businesses thrived and owners realized the highest rent and sale prices in years.

### San Mateo County R&D Rent vs. Vacancy



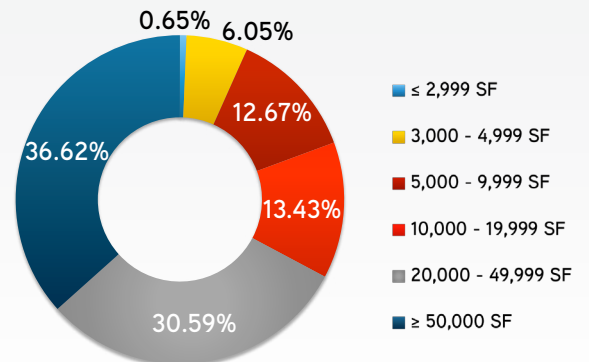
Source: Colliers International Redwood City

### San Mateo County R&D Net Absorption vs. Gross Absorption



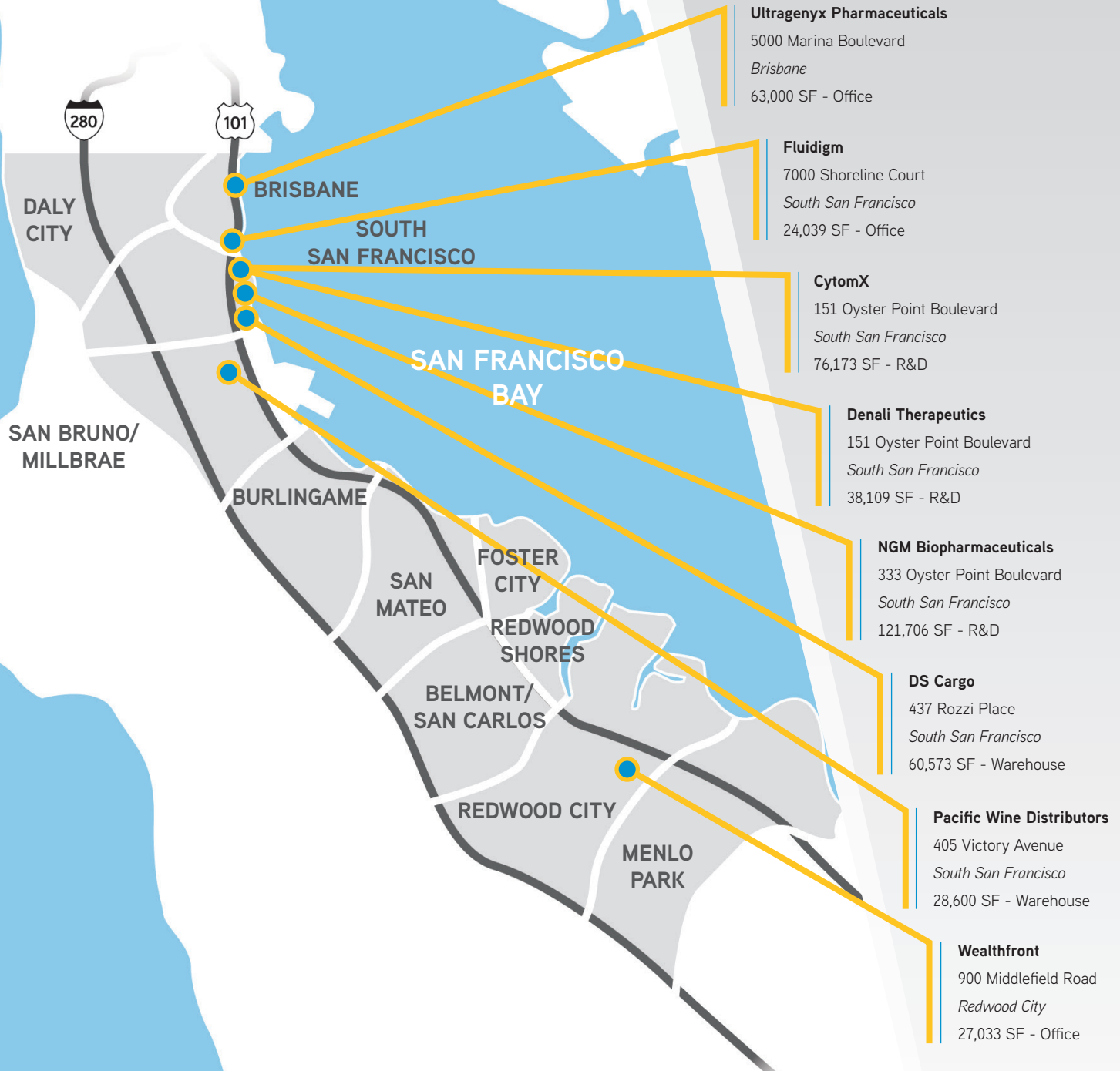
Source: Colliers International Redwood City

### San Mateo County R&D Gross Absorption by Size Range



Source: Colliers International Redwood City

## Significant Lease Activity



## Significant Sale Activity

PROPERTY ADDRESS	SIZE	BUYER	TYPE
1 North & South Tower Place, South San Francisco	324,986 SF & 5.61 AC	Phase 3 Real Estate Partners	Office & Land
405 Victory Avenue, South San Francisco	210,040 SF	EverWest Real Estate Partners	Warehouse
1060 Brittan Avenue, San Carlos	57,120 SF	Alemany Plaza, LLC	Warehouse
821 & 871 Industrial Road, San Carlos	42,120 SF	WHPV Tanklage SPE, LLC	Industrial
3585 Haven Avenue, Menlo Park	35,652 SF	Jay Paul Company	Warehouse
1360-1390 Bayport Avenue, San Carlos	24,504 SF	Black Mountain Properties, LLC	Industrial
601 Allerton Street, Redwood City	16,490 SF	Premia 550, LLC	Office

## MARKET COMPARISONS

### OFFICE MARKET

CLASS	BLDGS	TOTAL INVENTORY SF	DIRECT VACANT SF	DIRECT VACANCY RATE	SUBLEASE VACANT SF	SUBLEASE VACANCY RATE	TOTAL VACANT SF	VACANCY RATE CURRENT QUARTER	VACANCY RATE PRIOR QUARTER	CURRENT OCCUPIED SF	CURRENT NET ABSORPTION SF	NET ABSORPTION YTD SF	WEIGHTED AVG ASKING RENTAL RATE (FS)
<b>SOUTH PENINSULA*</b>													
MOUNTAIN VIEW/LOS ALTOS													
A	35	3,833,873	13,143	0.34%	118,816	3.10%	131,959	3.40%	0.17%	3,701,914	(123,667)	836,474	\$7.05
B/C	144	2,673,092	75,207	2.81%	690	0.03%	75,897	2.80%	2.97%	2,597,195	1,997	(2,739)	\$5.35
Total	179	6,506,965	88,350	1.36%	119,506	1.84%	207,856	3.20%	1.30%	6,299,109	(121,670)	833,735	\$6.52
PALO ALTO													
A	67	4,740,717	68,137	1.44%	5,084	0.11%	73,221	1.50%	1.08%	4,667,496	(29,212)	108,358	\$7.37
B/C	187	5,475,736	99,246	1.81%	36,101	0.66%	135,347	2.50%	4.58%	5,340,389	(10,352)	68,001	\$6.44
Total	254	10,216,453	167,383	1.64%	41,185	0.40%	208,568	2.00%	3.00%	10,007,885	(39,564)	176,359	\$7.08
<b>SAN MATEO COUNTY</b>													
MENLO PARK													
A	48	1,911,395	104,410	5.46%	0	0.00%	104,410	5.46%	6.54%	1,806,985	20,432	20,183	\$10.85
B/C	135	3,880,044	130,181	3.36%	0	0.00%	130,181	3.36%	2.64%	3,749,863	(27,554)	10,549	\$6.62
Total	183	5,791,439	234,591	4.05%	0	0.00%	234,591	4.05%	3.92%	5,556,848	(7,122)	30,732	\$8.62
REDWOOD CITY													
A	29	2,956,865	90,643	3.07%	35,640	1.21%	126,283	4.27%	3.91%	2,830,582	310,556	302,614	\$5.42
B/C	128	2,213,515	121,999	5.51%	47,275	2.14%	169,274	7.65%	7.02%	2,044,241	(15,162)	(41,456)	\$4.72
Total	157	5,170,380	212,642	4.11%	82,915	1.60%	295,557	5.72%	5.33%	4,874,823	295,394	261,158	\$5.16
BELMONT/SAN CARLOS													
A	10	889,150	17,553	1.97%	0	0.00%	17,553	1.97%	1.97%	871,597	0	(846)	\$4.37
B/C	57	966,528	30,237	3.13%	0	0.00%	30,237	3.13%	2.43%	936,291	(6,952)	15,656	\$4.54
Total	67	1,855,678	47,790	2.58%	0	0.00%	47,790	2.58%	2.21%	1,807,888	(6,952)	14,810	\$4.46
REDWOOD SHORES													
A	49	5,409,910	285,760	5.28%	37,788	0.70%	323,548	5.98%	6.53%	5,086,362	29,638	53,740	\$4.44
B/C	13	304,267	27,610	9.07%	0	0.00%	27,610	9.07%	7.66%	276,657	(4,288)	(8,171)	\$4.27
Total	62	5,714,177	313,370	5.48%	37,788	0.66%	351,158	6.15%	6.59%	5,363,019	25,350	45,569	\$4.43
SAN MATEO													
A	30	3,304,778	199,851	6.05%	10,217	0.31%	210,068	6.36%	6.65%	3,094,710	9,558	(51,915)	\$5.18
B/C	164	4,758,319	393,346	8.27%	20,564	0.43%	413,910	8.70%	8.07%	4,344,409	(29,863)	76,604	\$3.88
Total	194	8,063,097	593,197	7.36%	30,781	0.38%	623,978	7.74%	7.49%	7,439,119	(20,305)	24,689	\$4.65
FOSTER CITY													
A	14	2,697,294	249,165	9.24%	52,038	1.93%	301,203	11.17%	11.02%	2,396,091	(4,090)	6,355	\$4.44
B/C	31	691,202	101,605	14.70%	0	0.00%	101,605	14.70%	14.42%	589,597	(1,945)	8,129	\$4.62
Total	45	3,388,496	350,770	10.35%	52,038	1.54%	402,808	11.89%	11.71%	2,985,688	(6,035)	14,484	\$4.47
BURLINGAME													
A	8	795,912	80,826	10.16%	1,733	0.22%	82,559	10.37%	11.40%	713,353	8,170	37,102	\$3.17
B/C	78	2,028,017	63,313	3.12%	0	0.00%	63,313	3.12%	3.71%	1,964,704	11,954	(1,811)	\$2.40
Total	86	2,823,929	144,139	5.10%	1,733	0.06%	145,872	5.17%	5.88%	2,678,057	20,124	35,291	\$2.87
SAN BRUNO/MILLBRAE													
A	9	1,159,195	29,955	2.58%	4,630	0.40%	34,585	2.98%	3.54%	1,124,610	6,434	36,867	\$3.50
B/C	34	665,174	59,034	8.87%	6,157	0.93%	65,191	9.80%	8.50%	599,983	(8,654)	(28,576)	\$3.49
Total	43	1,824,369	88,989	4.88%	10,787	0.59%	99,776	5.47%	5.35%	1,724,593	(2,220)	8,291	\$3.49
DALY CITY													
A	3	501,186	169,110	33.74%	0	0.00%	169,110	33.74%	34.88%	332,076	5,696	(24,827)	\$3.90
B/C	30	443,376	61,977	13.98%	0	0.00%	61,977	13.98%	9.44%	381,399	(20,134)	(36,476)	\$2.68
Total	33	944,562	231,087	24.46%	0	0.00%	231,087	24.46%	22.94%	713,475	(14,438)	(61,303)	\$3.60
SOUTH SAN FRANCISCO													
A	18	3,139,126	419,209	13.35%	33,064	1.05%	452,273	14.41%	10.62%	2,686,853	(137,334)	(16,226)	\$3.56
B/C	48	1,165,406	15,213	1.31%	22,642	1.94%	37,855	3.25%	4.76%	1,127,551	17,605	137,041	\$1.97
Total	66	4,304,532	434,422	10.09%	55,706	1.29%	490,128	11.39%	9.03%	3,814,404	(119,729)	120,815	\$3.47
BRISBANE													
A	5	663,840	254,986	38.41%	0	0.00%	254,986	38.41%	50.93%	408,854	83,083	125,517	\$3.56
B/C	6	166,534	6,054	3.64%	0	0.00%	6,054	3.64%	3.07%	160,480	(936)	(6,054)	\$2.50
Total	11	830,374	261,040	31.44%	0	0.00%	261,040	31.44%	41.33%	569,334	82,147	119,463	\$3.54
<b>SAN MATEO COUNTY MARKET TOTAL</b>													
A	223	23,428,651	1,901,468	8.12%	175,110	0.75%	2,076,578	8.86%	9.06%	21,352,073	332,143	488,564	\$4.65
B/C	724	17,282,382	1,010,569	5.85%	96,638	0.56%	1,107,207	6.41%	5.91%	16,175,175	(85,929)	125,435	\$4.17
Total	947	40,711,033	2,912,037	7.15%	271,748	0.67%	3,183,785	7.82%	7.72%	37,527,248	246,214	613,999	\$4.52
<b>QUARTERLY COMPARISON AND TOTALS</b>													
Q4-15	947	40,711,033	2,912,037	7.15%	271,748	0.67%	3,183,785	7.82%	7.72%	37,527,248	246,214	613,999	\$4.52
Q3-15	942	40,359,800	2,862,964	7.09%	251,274	0.62%	3,114,238	7.72%	7.68%	37,245,562	(28,497)	367,785	\$4.37
Q2-15	939	40,216,650	2,806,502	6.98%	280,999	0.70%	3,087,501	7.68%	8.23%	37,129,149	182,738	396,282	\$4.40
Q1-15**	934	40,478,049	2,944,438	7.27%	388,396	0.96%	3,332,834	8.23%	10.44%	37,145,215	213,544	213,544	\$4.23
Q4-14	481	35,209,871	3,165,460	8.99%	508,755	1.44%	3,674,215	10.44%	10.74%	31,535,656	108,874	184,141	\$3.84

\*THE SOUTH PENINSULA CITIES OF MOUNTAIN VIEW, LOS ALTOS, AND PALO ALTO ARE FOR REFERENCE PURPOSES AS THEY ARE NOT INCLUDED IN THE SAN MATEO COUNTY MARKET TOTALS.

\*\*DUE TO A CHANGE IN REPORTING STANDARDS, THERE MAY BE STATISTIC VARIATIONS DURING Q1 2015 THAT ARE NOT REFLECTIVE OF ACTUAL CHANGES IN THE MARKET.

## MARKET COMPARISONS

### R&D MARKET

BLDGS	TOTAL INVENTORY SF	DIRECT VACANT SF	DIRECT VACANCY RATE	SUBLEASE VACANT SF	SUBLEASE VACANCY RATE	TOTAL VACANT SF	VACANCY RATE CURRENT QUARTER	VACANCY RATE PRIOR QUARTER	CURRENT OCCUPIED SF	CURRENT NET ABSORPTION SF	NET ABSORPTION YTD SF	WEIGHTED AVG ASKING RENTAL RATE (NNN)	
<b>SOUTH PENINSULA*</b>													
MOUNTAIN VIEW													
271	13,701,389	180,380	1.32%	122,232	0.89%	302,612	2.20%	1.17%	13,398,777	(131,650)	(154,238)	\$2.94	
PALO ALTO													
59	13,370,231	6,000	0.04%	57,666	0.43%	63,666	0.50%	0.60%	13,306,565	0	(24,284)	\$3.09	
<b>SAN MATEO COUNTY</b>													
MENLO PARK													
72	4,042,731	67,447	1.67%	9,970	0.25%	77,417	1.91%	3.32%	3,965,314	55,903	76,156	\$3.27	
REDWOOD CITY/REDWOOD SHORES													
73	2,466,728	26,539	1.08%	0	0.00%	26,539	1.08%	2.78%	2,440,189	42,043	75,536	\$2.94	
BELMONT/SAN CARLOS													
49	1,662,273	24,068	1.45%	0	0.00%	24,068	1.45%	2.50%	1,638,205	17,508	112,616	\$1.70	
SAN MATEO/FOSTER CITY													
61	1,702,979	126,159	7.41%	0	0.00%	126,159	7.41%	0.00%	1,576,820	(126,159)	(92,931)	\$2.75	
SAN BRUNO/MILLBRAE/BURLINGAME													
44	905,079	19,090	2.11%	0	0.00%	19,090	2.11%	4.50%	885,989	21,623	(3,490)	\$1.55	
SOUTH SAN FRANCISCO/BRISBANE													
104	6,668,048	12,961	0.19%	128,751	1.93%	141,712	2.13%	4.00%	6,526,336	125,897	300,398	\$3.50	
<b>SAN MATEO COUNTY MARKET TOTAL</b>													
Total	403	17,447,838	276,264	1.58%	138,721	0.80%	414,985	2.38%	3.16%	17,032,853	136,815	468,285	\$2.93

### QUARTERLY COMPARISON AND TOTALS

Q4-15	403	17,447,838	276,264	1.58%	138,721	0.80%	414,985	2.38%	3.16%	17,032,853	136,815	468,285	\$2.93
Q3-15	403	17,437,619	288,227	1.65%	263,573	1.51%	551,800	3.16%	3.51%	16,885,819	140,526	331,470	\$2.86
Q2-15	401	17,020,190	297,979	1.75%	299,430	1.76%	597,409	3.51%	3.89%	16,422,781	38,249	190,944	\$2.67
Q1-15**	403	17,342,499	358,583	2.07%	315,230	1.82%	673,813	3.89%	5.21%	16,668,686	152,695	152,695	\$2.98
Q4-14	356	15,873,594	515,738	3.25%	310,770	1.96%	826,508	5.21%	6.37%	15,047,086	91,417	180,979	\$2.32

### INDUSTRIAL MARKET

#### SOUTH PENINSULA\*

MOUNTAIN VIEW													
145	1,688,460	16,700	0.99%	0	0.00%	16,700	1.00%	0.12%	1,671,760	(6,560)	(7,870)	\$2.17	
<b>SAN MATEO COUNTY</b>													
MENLO PARK													
85	2,656,107	0	0.00%	0	0.00%	0	0.00%	1.90%	2,656,107	51,106	255,729	\$2.50	
REDWOOD CITY													
184	4,143,237	0	0.00%	0	0.00%	0	0.00%	0.15%	4,143,237	6,300	153,433	\$0.00	
BELMONT/SAN CARLOS													
235	6,100,934	137,885	2.26%	4,000	0.07%	141,885	2.33%	1.74%	5,959,049	(35,995)	(87,143)	\$1.52	
SAN MATEO/FOSTER CITY													
76	1,392,893	33,129	2.38%	0	0.00%	33,129	2.38%	1.10%	1,359,764	(17,875)	(11,629)	\$1.63	
BURLINGAME													
138	3,992,667	58,872	1.47%	0	0.00%	58,872	1.47%	2.21%	3,933,795	29,480	58,641	\$1.25	
SAN BRUNO/MILLBRAE													
18	602,182	0	0.00%	0	0.00%	0	0.00%	0.00%	602,182	0	0	\$0.00	
BRISBANE/DALY CITY													
102	5,205,991	274,118	5.27%	0	0.00%	274,118	5.27%	5.84%	4,931,873	30,119	65,438	\$0.75	
SOUTH SAN FRANCISCO													
396	15,320,945	440,868	2.88%	25,262	0.16%	466,130	3.04%	4.20%	14,854,815	176,743	(99,809)	\$0.89	
<b>SAN MATEO COUNTY MARKET TOTAL</b>													
Total	1,234	39,414,956	944,872	2.40%	29,262	0.07%	974,134	2.47%	3.08%	38,440,822	239,878	334,660	\$0.96

### QUARTERLY COMPARISON AND TOTALS

Q4-15	1,234	39,414,956	944,872	2.40%	29,262	0.07%	974,134	2.47%	3.08%	38,440,822	239,878	334,660	\$0.96
Q3-15	1,236	39,466,561	1,180,426	2.99%	33,586	0.09%	1,214,012	3.08%	2.65%	38,252,549	11,133	94,782	\$0.94
Q2-15	1,239	39,504,239	989,599	2.51%	55,546	0.14%	1,045,145	2.65%	2.52%	38,459,094	(96,375)	83,649	\$0.98
Q1-15**	1,235	39,196,141	943,698	2.41%	42,743	0.11%	986,441	2.52%	3.02%	38,209,700	180,024	180,024	\$0.88
Q4-14	1,259	40,852,516	1,192,001	2.92%	43,568	0.11%	1,235,569	3.02%	3.32%	39,616,947	119,475	886,559	\$0.86

\*THE SOUTH PENINSULA CITIES OF MOUNTAIN VIEW, LOS ALTOS, AND PALO ALTO ARE FOR REFERENCE PURPOSES AS THEY ARE NOT INCLUDED IN THE SAN MATEO COUNTY MARKET TOTALS.

\*\*DUE TO A CHANGE IN REPORTING STANDARDS, THERE MAY BE STATISTIC VARIATIONS DURING Q1 2015 THAT ARE NOT REFLECTIVE OF ACTUAL CHANGES IN THE MARKET.

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# 502 offices in 67 countries on 6 continents

United States: **140**

Canada: **31**

Latin America: **24**

Asia Pacific: **199**

EMEA: **108**

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## \$2.3

billion in  
annual revenue

## 1.7

billion square feet  
under management

## 16,300

professionals  
and staff

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