

FOR SALE OR LEASE

±10,200 SF | INDUSTRIAL | R&D
±0.78 ACRES | ±33,977 LAND SF
LARGE FENCED & GATED YARD
DIVISIBLE TO ±6,000 SF AND ±4,200 SF
FULL RENOVATION COMPLETE

CBRE

985
PARKER CT

SANTA CLARA, CA

RARE OWNER-USER OPPORTUNITY
PREMIERE SILICON VALLEY LOCATION

JERRY INGUAGIATO
Senior Vice President
CA Lic. 01213889
+1 408 569 7462
jerry.ing@cbre.com

DYLAN PLANE
Associate
CA Lic. 02096619
+1 408 483 2196
dylan.plane@cbre.com

PROPERTY OVERVIEW

- + ±10,200 SF industrial R&D building
- + Single-tenant opportunity, or divisible to ±6,000 SF and ±4,200 SF
- + Large fenced and gated yard, ~0.78-acres (±33,977 land SF)
- + Low coverage site, 0.30 FAR
- + Exceptional loading access with 4 grade level doors
- + Clear span / column free warehouse
- + Abundant natural light with 15 sky lights
- + Long-term Light Industrial (LI) land use allows for wide range of uses including manufacturing, warehouse/distribution, R&D, and more. See [LINK](#) to zoning code (pg. 63).

FULL BUILDING RENOVATION COMPLETE



Roof Replacement



Resurfaced Parking Lot



New Carpet and Flooring



New Paint (Interior and Exterior)



Updated Electrical Panels



Updated Landscaping

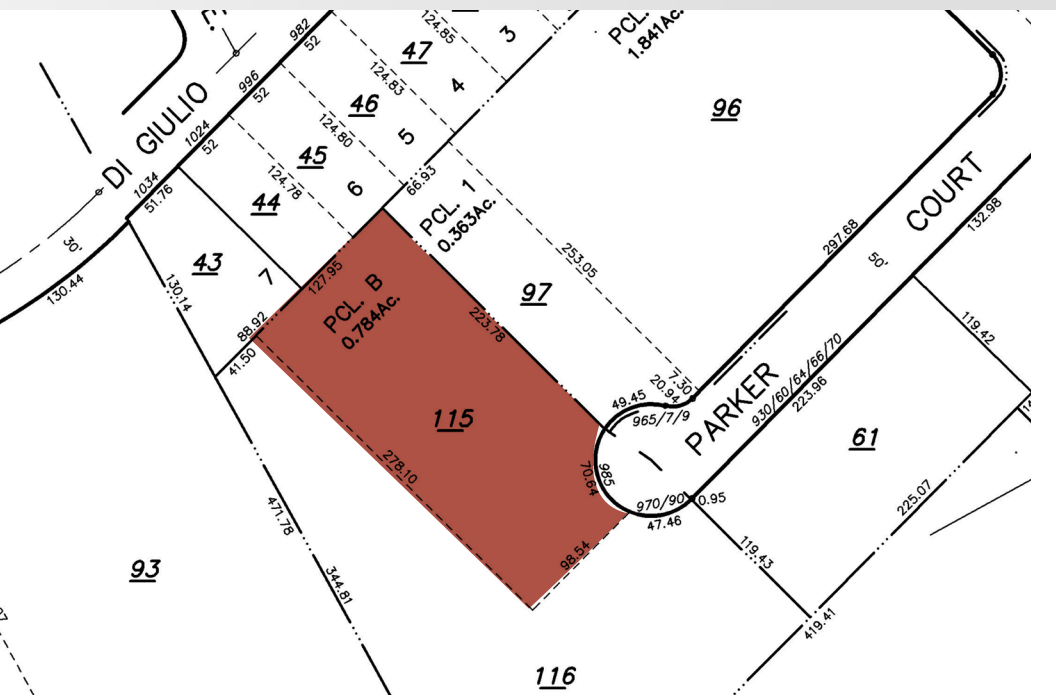
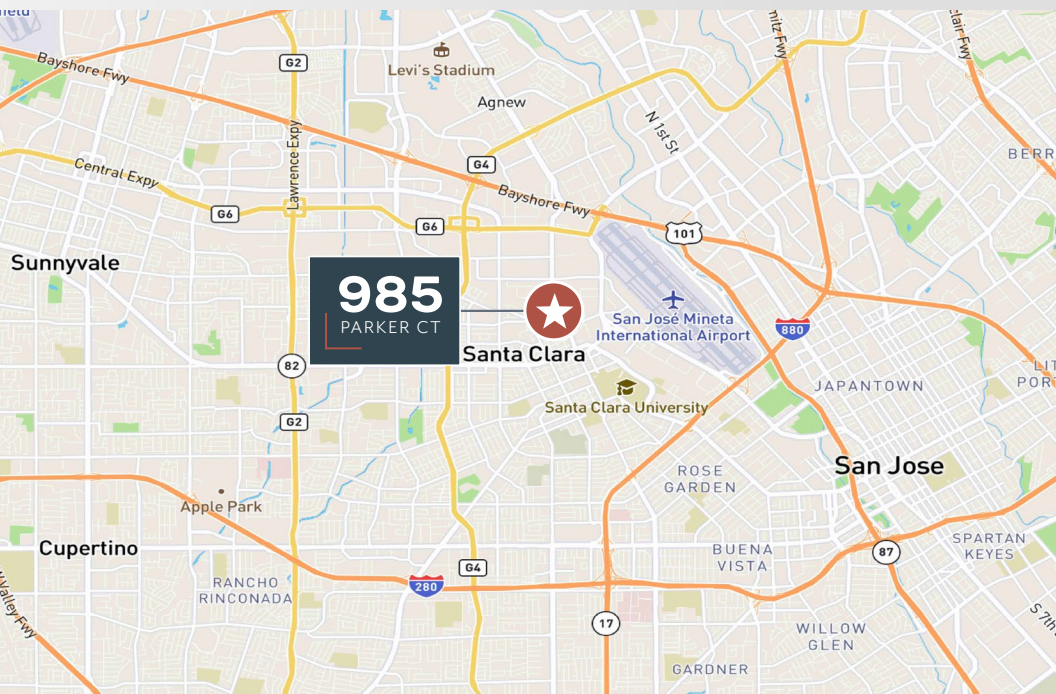
PROJECT SUMMARY

| | |
|----------------|---|
| PROPERTY TYPE | Industrial R&D |
| APN | 224-05-115 |
| ZONING | ML – Light Industrial |
| GENERAL PLAN | Light Industrial |
| LOADING | 4 Grade Level |
| POWER | 600A (120/240V) Exist, Up to 800A Available |
| CLEAR HEIGHT | 14'4" to Roof and 12'8" to Glulam |
| PARKING & YARD | 3.0/1000 with Fenced and Secured |
| HVAC | 3-Ton Unit in Office |

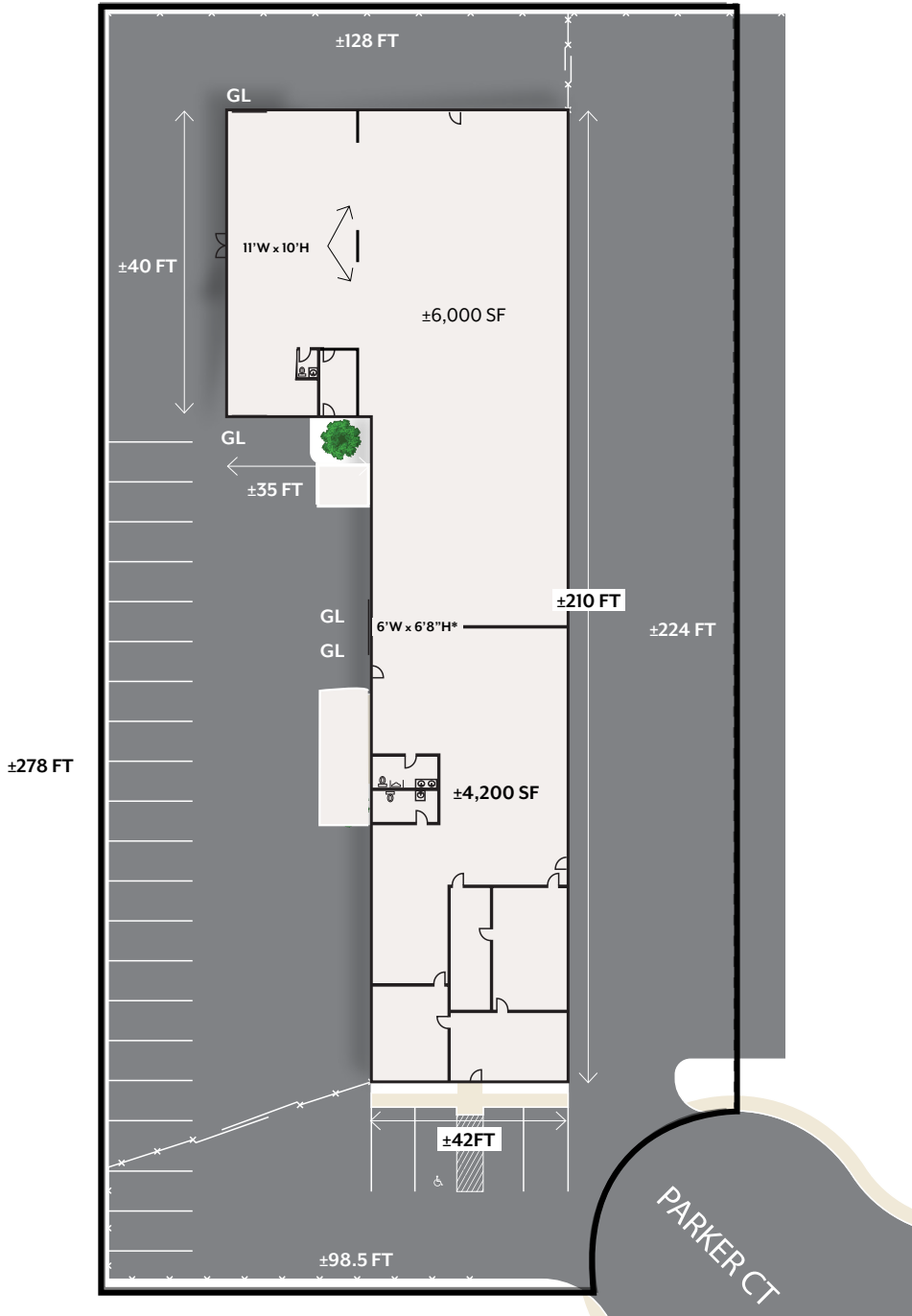
- + Rare stand-alone industrial building with excess land for parking and storage
- + Diminishing supply of small stand-alone industrial/R&D buildings, these properties are no longer economically feasible to build locally and continue be replaced with alternative, higher-intensity uses
- + Low cost electricity provided by Silicon Valley Power ("SVP") offering rates $\pm 49\%$ lower than neighboring cities supplied by PG&E
- + Adjacent to major corporations with direct access to the exceptional transportation and amenities that service the large employment base
- + Owner-user purchase opportunity with attractive SBA financing available, entering favorable financing environment with December 2025 Fed rate cut

LOCAL OVERVIEW

CONVENIENT ACCESS TO MAJOR FREEWAY ARTERIES



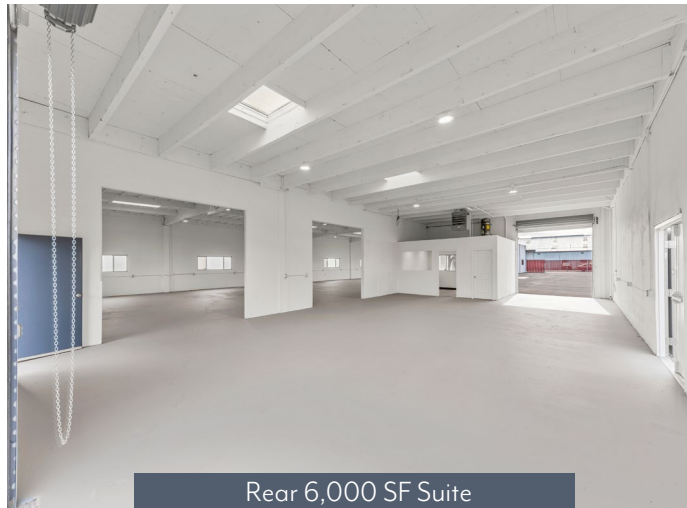
SITE PLAN



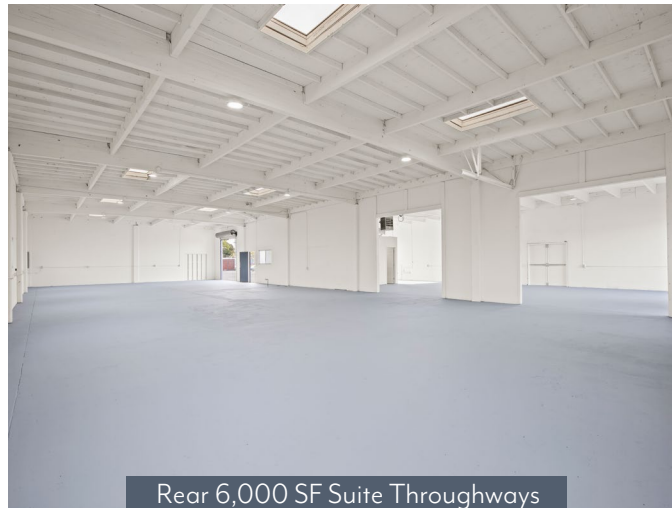
EXTERIOR GALLERY



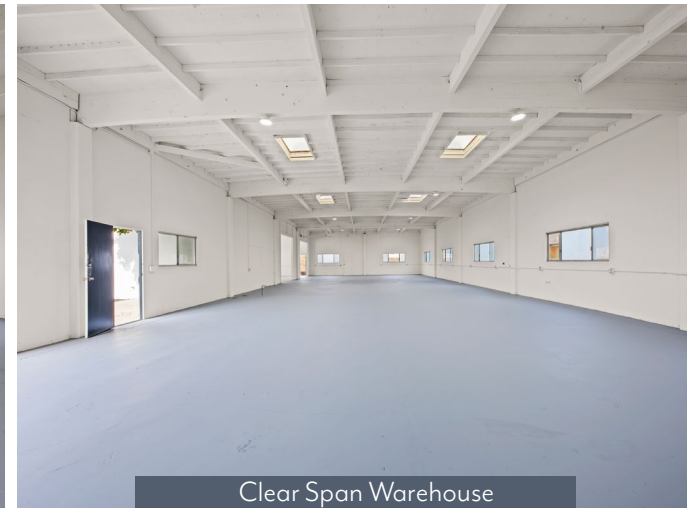
INTERIOR GALLERY



Rear 6,000 SF Suite



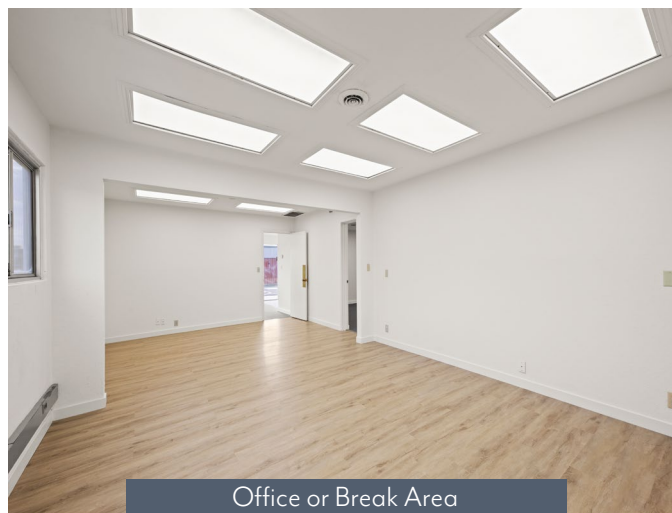
Rear 6,000 SF Suite Throughways



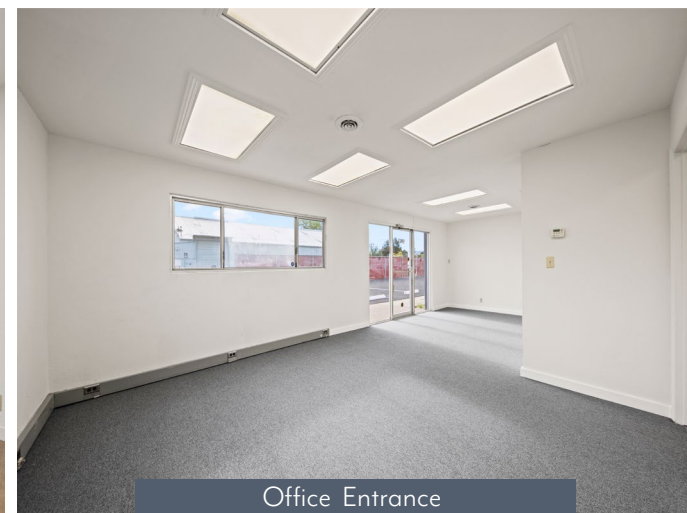
Clear Span Warehouse



4,200 SF Suite with Loading



Office or Break Area



Office Entrance

ATTRACTIVE SBA FINANCING AVAILABLE

LEASE VS. OWN

Prepared for: **CBRE**
 Property Address: **985 Parker Ct, Santa Clara**
 Date Prepared: **11/11/2025**

OWN

ASSUMPTIONS

| | |
|---------------------------|--------------------|
| Purchase Price | \$5,200,000 |
| Renovations | |
| Other Costs | |
| TOTAL PROJECT COST | \$5,200,000 |
| Property Square Footage | 10,200 |
| Total Price Per Sq. Ft. | \$510 |

UP FRONT COSTS

| | |
|---|------------------|
| Down Payment (10%) | \$520,000 |
| Estimated Bank Fees (1% of Loan Amount) | \$26,000 |
| TOTAL CASH REQUIRED | \$546,000 |

MONTHLY COSTS

| | |
|---|-----------------|
| Mortgage Payment | \$30,866 |
| Property Tax & Building Insurance (est 1.35%) | \$5,850 |
| TOTAL MONTHLY CASH OUTLAY | \$36,716 |
| TOTAL MONTHLY CASH OUTLAY PSF | \$3.60 |

MONTHLY OWNERSHIP BENEFITS

| | |
|--------------------------------------|-----------------|
| Average Principal Paydown Benefit | (\$7,369) |
| Depreciation Benefit | (\$3,419) |
| Property Tax Benefit | (\$2,253) |
| Interest Deduction | (\$9,576) |
| TOTAL EFFECTIVE MONTHLY COSTS | \$14,098 |
| MONTHLY COSTS PER SQUARE FOOT | \$1.38 |
| MONTHLY SAVINGS OF OWNERSHIP | \$590 |

LEASE

ASSUMPTIONS

| | |
|-----------------------------|----------|
| Monthly Lease Payment (NNN) | \$17,850 |
| LEASED Property SQFT | 10,200 |
| Lease Per Sq. Ft. (NNN) | \$1.75 |

UP FRONT COSTS

| | |
|----------------------------------|-----------------|
| Prepaid Rent | \$17,850 |
| Security Deposit (2 months rent) | \$35,700 |
| TOTAL CASH REQUIRED | \$53,550 |

MONTHLY COSTS

| | |
|---|----------|
| Lease Payment | \$17,850 |
| Opex (Tax, Insurance, Maintenance) \$0.39 PSF | \$3,978 |

LEASING BENEFITS

| | |
|--------------------------------------|-----------------|
| Lease Payment write-off | (\$7,140) |
| TOTAL MONTHLY COSTS | \$14,688 |
| MONTHLY COSTS PER SQUARE FOOT | \$1.44 |

SAMPLE SBA 504 LOAN STRUCTURE

| SOURCE OF FUNDS | % OF TOTAL PROJECT | AMOUNT | RATE | AMORTIZATION | MATURITY | MONTHLY PAYMENT |
|--------------------------------|--------------------|-------------|-------|--------------|----------|-----------------|
| Bank (1st) | 50% | \$2,600,000 | 6.31% | 25 | 25 | \$17,248 |
| SBA (2nd)* | 40% | \$2,142,000 | 5.86% | 25 | 25 | \$13,618 |
| Down Payment | 10% | \$520,000 | | | | |
| * Includes financed SBA fee of | | \$62,000 | | | | |
| TOTAL MONTHLY PAYMENT | | | | | | \$30,866 |
| TOTAL PAYMENT PSF | | | | | | \$13,618 |

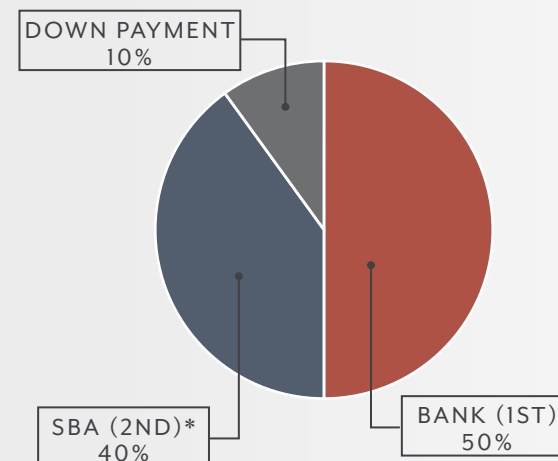
ASSUMPTIONS

The following assumptions were used for this scenario, and can be modified if there are any specific values you would like to use.

- + Bank rate, terms, and fees are estimates and vary depending on lender.
- + SBA fee is 2.65% of the SBA loan amount plus a \$5,000 attorney flat fee and \$1,000 doc fee. These fees are financed.
- + The current SBA rate is used here. Actual rate is set at debenture sale at time of funding.
- + All costs and expenses are estimates.
- + Bank Fees are estimated at 1% of bank loan amount.
- + Property Tax and Building Insurance estimated at 1.35% of purchase price.

* Monthly Ownership Benefits are for example ONLY.
 Please consult your CPA for more details.

90% FINANCING



AFFILIATED BUSINESS DISCLOSURE

© 2025 CBRE, Inc. (“CBRE”) operates within a global family of companies with many subsidiaries and related entities (each an “Affiliate”) engaging in a broad range of commercial real estate businesses including, but not limited to, brokerage services, property and facilities management, valuation, investment fund management and development. At times different Affiliates, including CBRE Global Investors, Inc. or Trammell Crow Company, may have or represent clients who have competing interests in the same transaction. For example, Affiliates or their clients may have or express an interest in the property described in this Memorandum (the “Property”) and may be the successful bidder for the Property. Your receipt of this Memorandum constitutes your acknowledgment of that possibility and your agreement that neither CBRE nor any Affiliate has an obligation to disclose to you such Affiliates’ interest or involvement in the sale or purchase of the Property. In all instances, however, CBRE and its Affiliates will act in the best interest of their respective client(s), at arms’ length, not in concert, or in a manner detrimental to any third party. CBRE and its Affiliates will conduct their respective businesses in a manner consistent with the law and all fiduciary duties owed to their respective client(s).

CONFIDENTIALITY AGREEMENT

Your receipt of this Memorandum constitutes your acknowledgment that (i) it is a confidential Memorandum solely for your limited use and benefit in determining whether you desire to express further interest in the acquisition of the Property, (ii) you will hold it in the strictest confidence, (iii) you will not disclose it or its contents to any third party without the prior written authorization of the owner of the Property (“Owner”) or CBRE, Inc. (“CBRE”), and (iv) you will not use any part of this Memorandum in any manner detrimental to the Owner or CBRE.

If after reviewing this Memorandum, you have no further interest in purchasing the Property, kindly return it to CBRE.

DISCLAIMER

This Memorandum contains select information pertaining to the Property and the Owner and does not purport to be all-inclusive or contain all or part of the information which prospective investors may require to evaluate a purchase of the Property. The information contained in this Memorandum has been obtained from sources believed to be reliable, but has not been verified for accuracy, completeness, or fitness for any particular purpose. All information is presented “as is” without representation or warranty of any kind. Such information includes estimates based on forward-looking assumptions relating to the general economy, market conditions, competition and other factors which are subject to uncertainty and may not represent the current or future performance of the Property. All references to acreages, square footages, and other measurements are approximations. This Memorandum describes certain documents, including leases and other materials, in summary form. These summaries may not be complete nor accurate descriptions of the full agreements referenced. Additional information and an opportunity to inspect the Property may be made available to qualified prospective purchasers. You are advised to independently verify the accuracy and completeness of all summaries and information contained herein, to consult with independent legal and financial advisors, and carefully investigate the economics of this transaction and Property’s suitability for your needs. ANY RELIANCE ON THE CONTENT OF THIS MEMORANDUM IS SOLELY AT YOUR OWN RISK.

The Owner expressly reserves the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase the Property, and/or to terminate discussions at any time with or without notice to you. All offers, counteroffers, and negotiations shall be non-binding and neither CBRE, Inc. nor the Owner shall have any legal commitment or obligation except as set forth in a fully executed, definitive purchase and sale agreement delivered by the Owner.

985

PARKER CT

FOR MORE INFORMATION, PLEASE CONTACT:

JERRY INGUAGIATO

Senior Vice President
CA Lic. 01213889
+1 408 569 7462
jerry.ing@cbre.com

DYLAN PLANE

Associate
CA Lic. 02096619
+1 408 483 2196
dylan.plane@cbre.com

© 2025 CBRE, Inc. CBRE, Inc. All rights reserved. This information has been obtained from sources believed reliable but has not been verified for accuracy or completeness. CBRE, Inc. makes no guarantee, representation or warranty and accepts no responsibility or liability as to the accuracy, completeness, or reliability of the information contained herein. You should conduct a careful, independent investigation of the property and verify all information. Any reliance on this information is solely at your own risk. CBRE and the CBRE logo are service marks of CBRE, Inc. All other marks displayed on this document are the property of their respective owners, and the use of such logos does not imply any affiliation with or endorsement of CBRE. Photos herein are the property of their respective owners. Use of these images without the express written consent of the owner is prohibited.

CBRE