CBRE

OFFERING MEMORANDUM

26 - 36 South First Street San Jose, CA 95113

A prime 0.35 acre Downtown San
Jose development site that is now reimagined as a mid-rise 80-unit, 100%
Affordable project located within
both a difficult development area &
qualified census tract.

EXCLUSIVELY LISTED FOR SALE BY CBRE MULTIFAMILY





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executed, definitive purchase and sale agreement delivered by the Owner.



CBRE

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INTEREST OFFERED

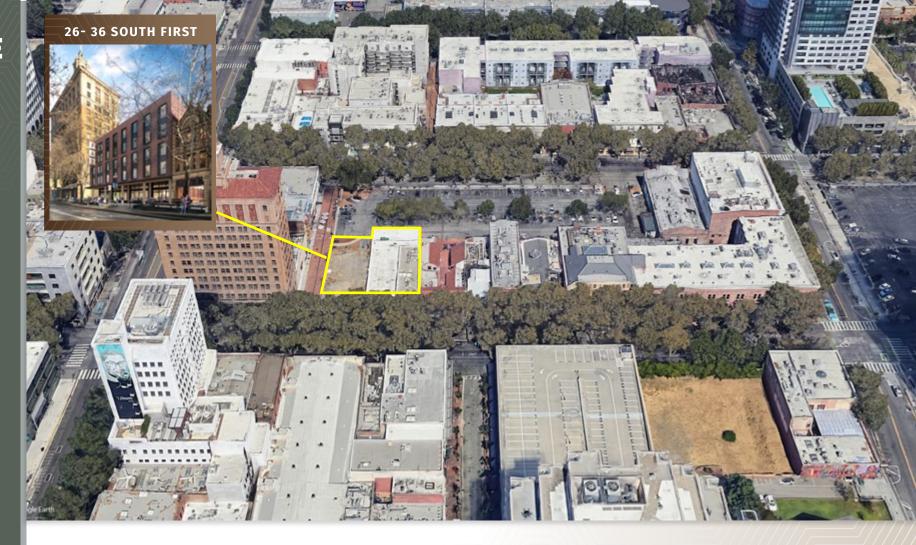
» Fee-simple interest offered on an "As Is, Where Is" basis.

TERMS OF SALE

- » Offered free and clear of debt, and will be delivered vacant.
- » Seller will review both short term and long term close solutions

PROPERTY TOURS SCHEDULE

- » Please do not contact the on-site staff without prior approval.
- » Please contact the CBRE SALES TEAM to schedule & confirm a private property tour.
- » All property tours require a fully executed NDA by all tour attendees and onsite photography prohibited.
- » All Tour Requests require 72 hour advance notice to CBRE SALES Team



Contents -

Ol Executive Summary

O2 San Jose Overview

Investment Highlights

RISING HOME OWNERSHIP AFFORDABILITY GAP

- Home ownership costs in San Jose rose by 78% (or \$4,250/month) in the past 5 years
- Households need to earn \$350,000+ to qualify for a median priced home in San Jose
- Median Household Income within 2-miles of the Property are \$111,295

IRREPLACEABLE DEVELOPMENT OPPORTYUNITY

- Opportunity to develop alongside San Jose's illustrious Fountain Alley, a pedestrian paseo connecting 1st Street and 2nd Street
- The Property fronts the Santa Clara Light Rail Station at 10 South 1st Street
- Future residents will enjoy the 97-Walk Score and 92-Bike Score, making this site a Walker's and Biker's Paradise

ROBUST APARTMENT FUNDAMENTALS

- Central San Jose rents grew 2.3% year-overyear as of Q1 2025
- Central San Jose vacancy rates are below the 10-year average at 4.1%
- Zero supply risk with zero market rate developments under construction

IDEAL SITE FOR AFFORDABLE HOUSING

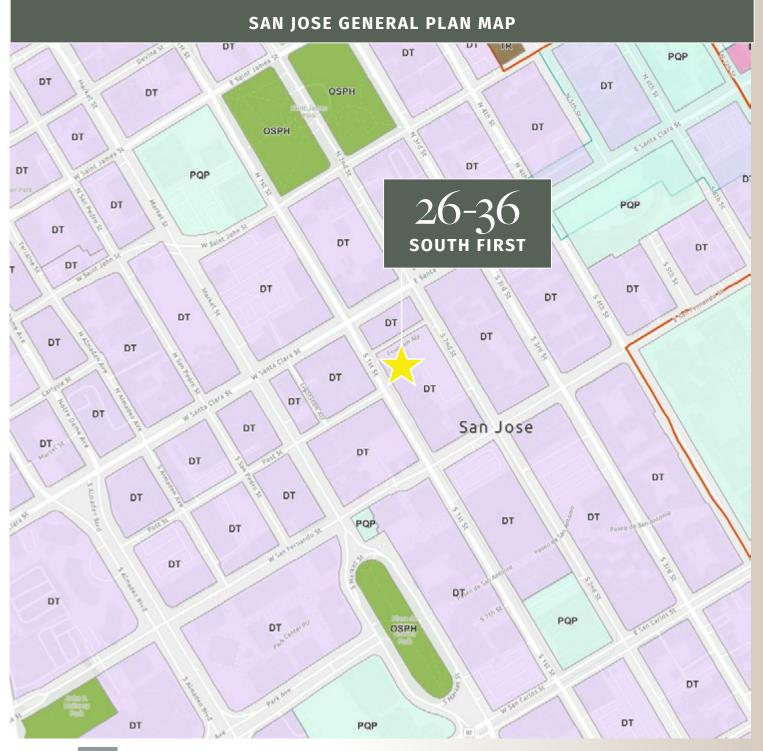
- The Property has the "Downtown" land use designation, allowing for flexible and dense development potential
- The Property is located in both a Qualified Census Tract (QCT) and Difficult Development Area (DDA) designations



Property Summary

PROPERTY OVERVIEW	
Address	26 - 36 South First Street
Address	San Jose, CA 95113
County	Santa Clara County
APN(s)	467-22-162; -004
Lot Area	0.35 acres 15,042 Sq. Ft.
General Plan Land Use	Downtown (DT)
Urban Village	Downtown
Residential Density	Up to 800 Du/Ac
Commercial Density	Up to 30.0 FAR
Height	3 - 30 Stories
Historical Status	36 S 1st has historic significance
2025 TCAC/HCD Map	Low Resource
2025 Qualified Census Tract (QCT)	Yes
2025 Difficult Development Area (DDA)	Yes





Home Income & Rent Limits

For San Jose - Sunnyvale - Santa Clara CA HUD Metro FMR Area

INCOME LIMIT SAN JOSE-SUNNYVA	ALE-SANTA CLARA,	CA HUD METRO	FMR AREA							
Income lovel 9/ of AMI	Household Size									
Income level % of AMI	1	2	3	4	5	6	7	8		
30% LIMITS	\$42,200	\$48,200	\$54,250	\$60,250	\$65,100	\$69,900	\$74,750	\$79,550		
VERY LOW INCOME	\$70,350	\$80,400	\$90,450	\$100,450	\$108,500	\$116,550	\$124,600	\$132,600		
60% LIMITS	\$84,420	\$96,480	\$108,540	\$120,540	\$130,200	\$139,860	\$149,520	\$159,120		
LOW INCOME	\$111,700	\$127,650	\$143,600	\$159,550	\$172,350	\$185,100	\$197,850	\$210,650		

Source: https://www.hudexchange.info/programs/home/home-income-limits/

RENT LIMIT SAN JOSE-SUNNYVALE-SANTA CLARA, CA HUD METRO FMR AREA											
		Household Size									
HOME Program Rents	SRO	EFFICIENCY	1 BR	2 BR	3 BR	4 BR	5 BR	6 BR			
LOW HOME RENT LIMIT	NA	\$1,758	\$1,884	\$2,261	\$2,611	\$2,913	\$3,215	\$3,515			
HIGH HOME RENT LIMIT	\$1,956	\$2,250	\$2,412	\$2,896	\$3,337	\$3,703	\$4,067	\$4,432			
For Information Only:								////////			
FAIR MARKET RENT	\$1,956	\$2,608	\$2,975	\$3,446	\$4,477	\$4,878	\$5,610	\$6,341			
50% RENT LIMIT	NA	\$1,758	\$1,884	\$2,261	\$2,611	\$2,913	\$3,215	\$3,515			
65% RENT LIMIT	NA	\$2,250	\$2,412	\$2,896	\$3,337	\$3,703	\$4,067	\$4,432			

Source: https://www.hudexchange.info/programs/home/home-rent-limits/

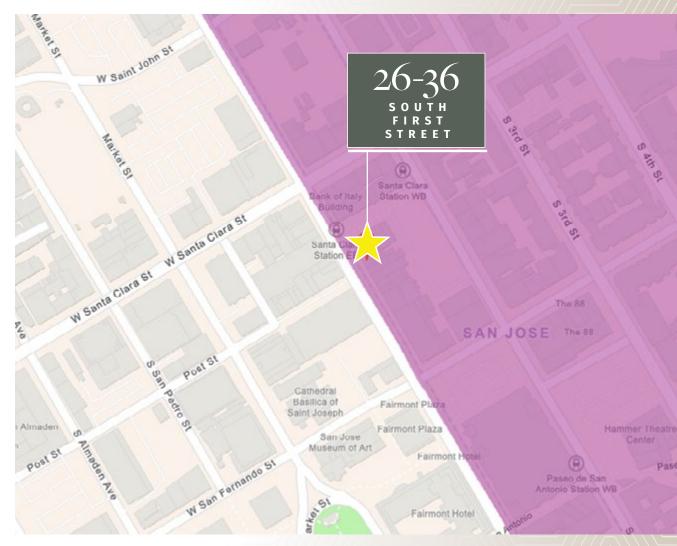
Affordable Development Strategy

The 2025 Qualified Census Tracts (QCTs) and Difficult Development Areas (DDAs) are effective January 1, 2025. The 2025 QCT designations use tract boundaries from the 2020 Decennial census. The 2025 metro DDAs use ZIP Code Tabulation Area (ZCTA) boundaries from the 2020 Decennial census. The designation methodology is explained in the Federal Register notice published September 9, 2024.

2025 DIFFICULT DEVELOPMENT AREA MAP

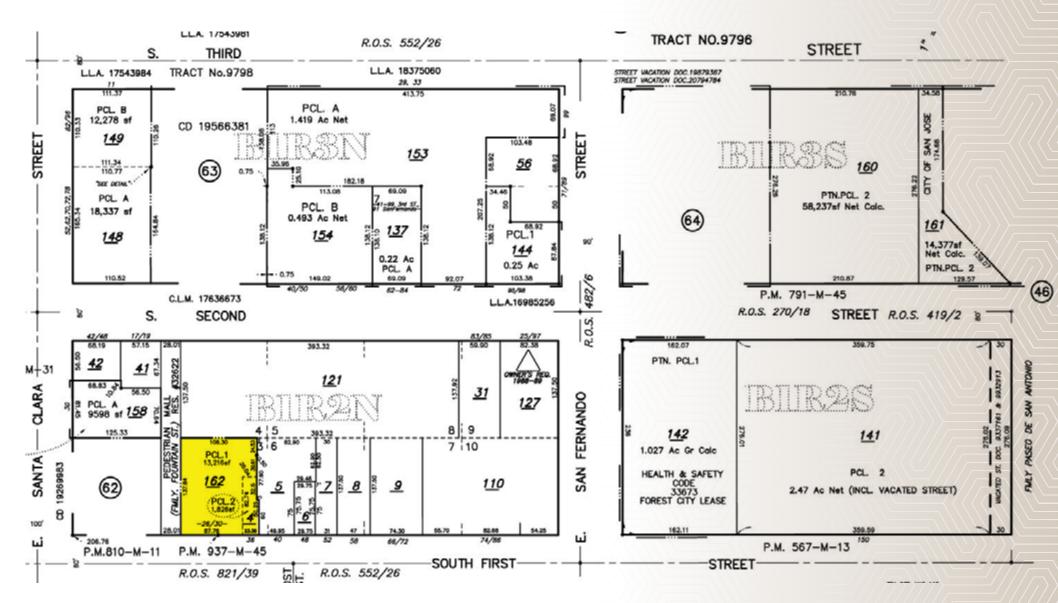
STREET Santa Clara The 88 SAN JOSE

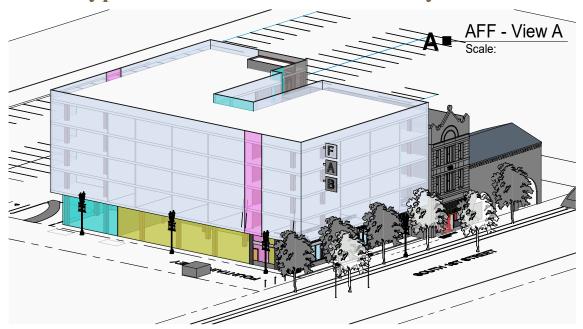
2025 QUALIFIED CENSUS TRACT MAP

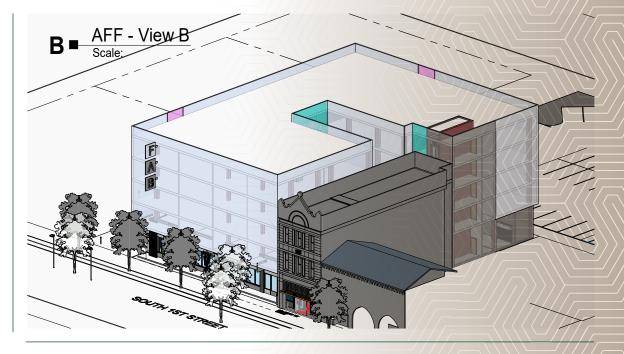


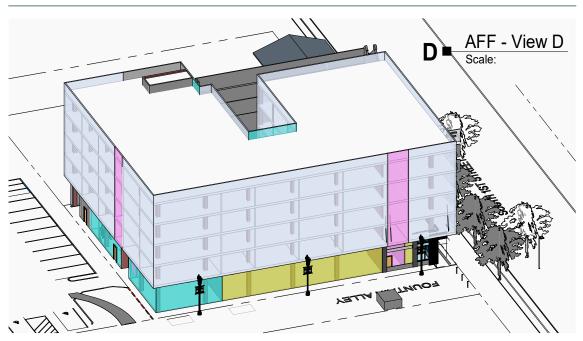
Parcel Map

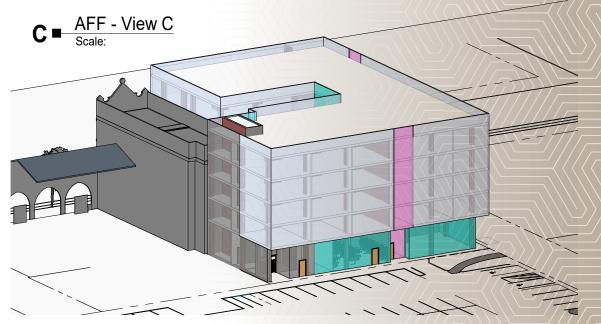
- The site is improved with a +/-5,370 Sq. Ft. vacant historic structure
- The site has a 96 Walk Score (Walker's Paradise), a 73 Bike Score (Biker's Paradise), and a 73 Transit Score (Excellent Transit)
- The site consists of 0.35 acres or 15,042 land square feet
- The site is vacant with no leaseholds encumbering the property
- Topography for the site is flat

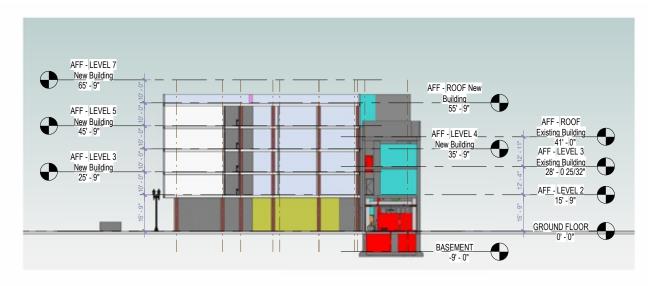








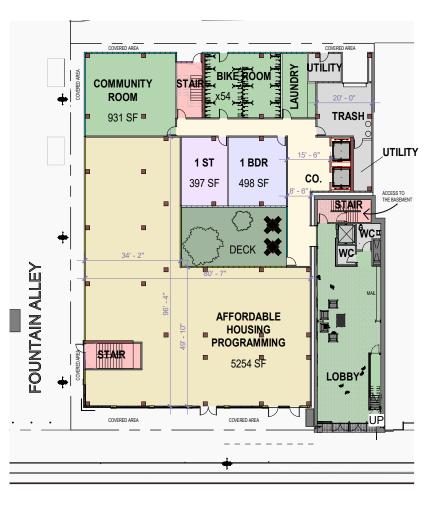




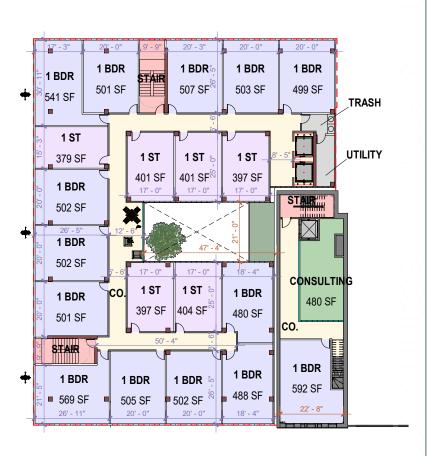


Concept A7 5 stories	1 ST studio unit	1 BDR 1 bedroom unit	Per floor	
	382-404sf	487-592sf		
5th floor	6	13	19///	
4th floor	6	13////	19///	
3rd floor	6	14	20	
2nd floor	6	14	20	
Ground floor	1	1	2	
TOTAL	25	55	80///	
%	31.3%	68.8%	100.0%	
TOTAL	8	0	units	







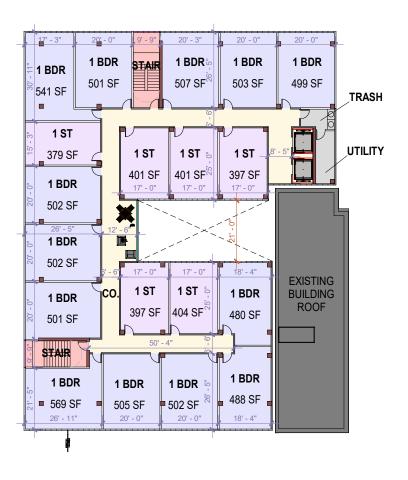




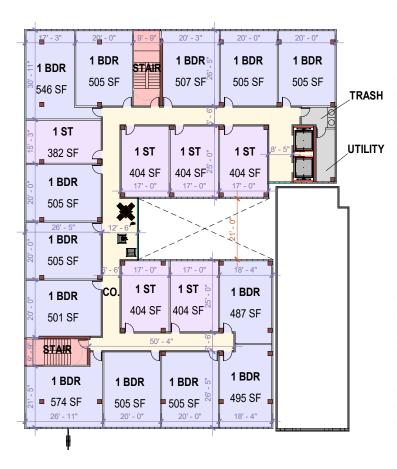




AFF - LEVEL 4 NEW BUILDING

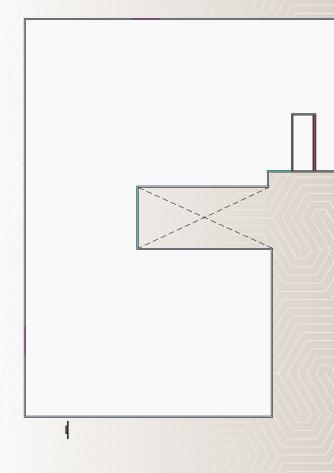


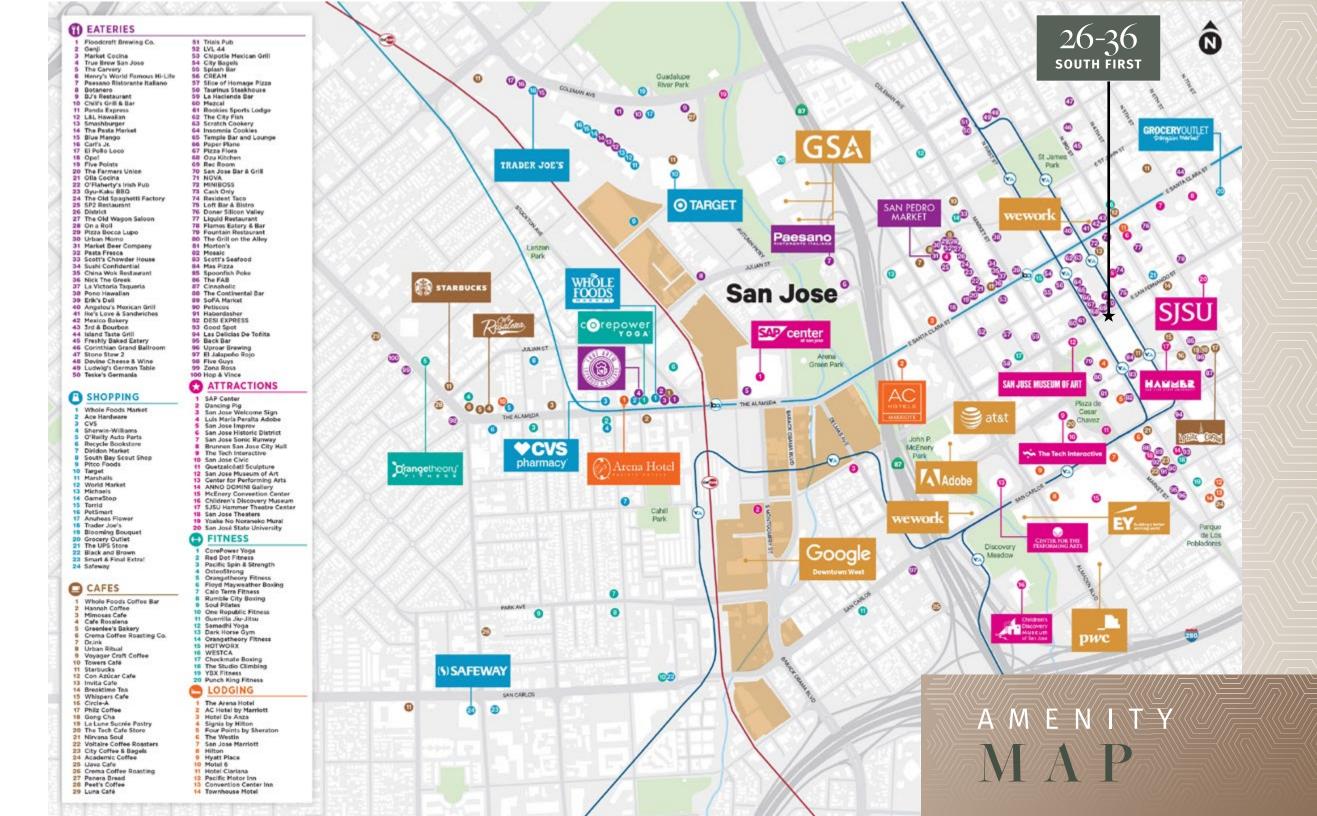


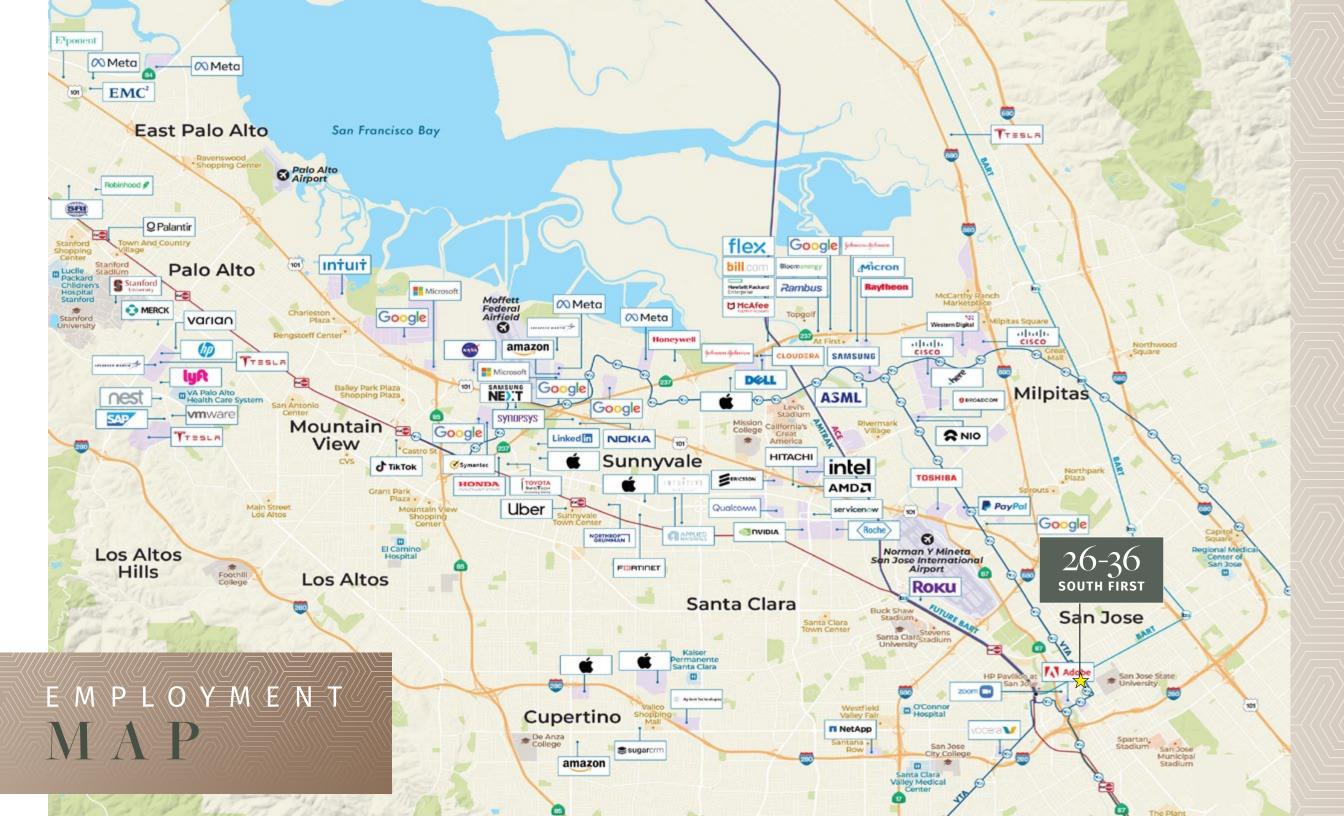




AFF - ROOF NEW BUILDING









Bay Area Economic Drivers

CRITICAL MASS OF KNOWLEDGE WORKERS



20%

of California's population lives in the Bay Area

8.01 million

People in the Bay Area

TOP PERFORMING ECONOMIC OUTPUT



BAY AREA GDP IN 2022 WAS \$1.13T

PRIME BLEND OF ELITE CORPORATIONS AND WELL FUNDED START-UPS



2nd in total number of Fortune 500 companies with 31 after New York



The Bay Area generates 15% of all U.S. patents, more than double the next largest region, New York

WORLD CLASS RESEARCH INSTITUTIONS

The Bay Area is home to the nation's largest concentration of basic and applied research facilities with six leading research universities, five national laboratories, and numerous private and independent research labs and organizations.

NATIONAL LABORATORIES

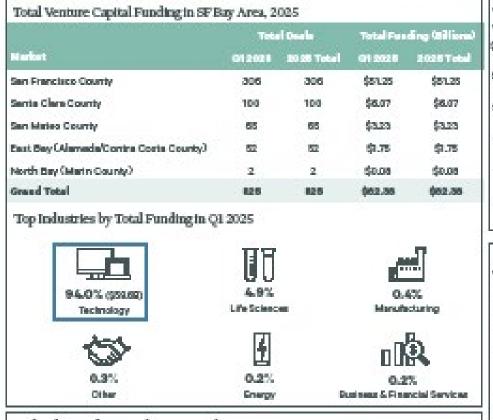
- :: Lawrence Berkeley Laboratory
- :: Lawrence Livermore Laboratory
- :: Ames Research Center
- :: SLAC National Accelerator Laboratory
- :: Sandia National Laboratories (Livermore)

LEADING RESEARCH UNIVERSITIES

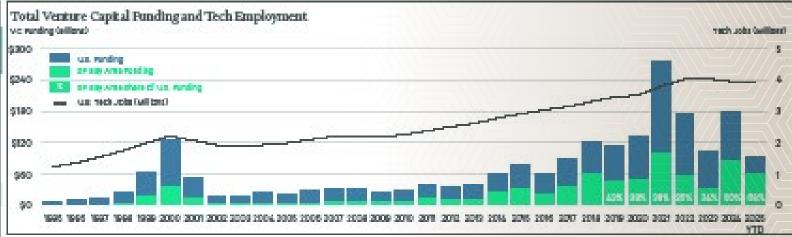
- :: Stanford University
- :: University of California Berkeley
- :: University of California San Francisco
- :: Santa Clara University
- :: San Jose State University
- :: San Francisco State University

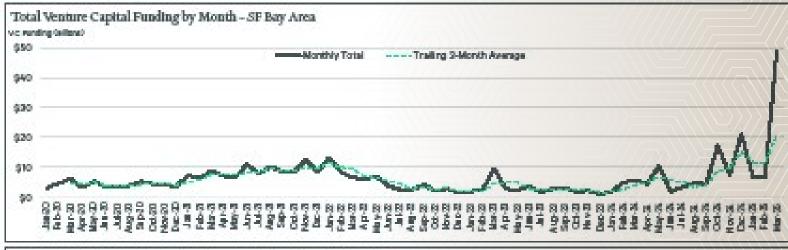


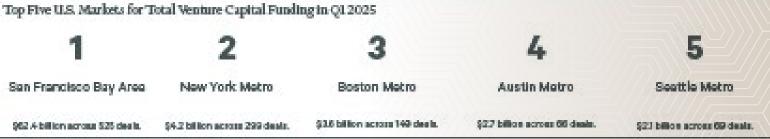
Bay Area Venture Capital Funding











Bay Area Powerhouse Market

TECH TALENT SUMMARY

300,000-500,000

Total tech talent workers

Source, CERE Labor Analytics, September 2024.

Size Category	No. of Markets
Over 500,000	8
300,000-500,000	0
200,000-300,000	9
160,000 200,000	8
100.000-150.000	17
Under 100,000	21

REAL ESTATE FUNDAMENTALS



Source: CBRE Research, Q3 2024.

258.4M

Sa. ft. of office inventory

\$66.27 Average asking rent per sq. ft.

26.4%

Vacancy rate

WORKFORCE SUMMARY

Working Age Population (2024)



Working age population (thousands)

Working age share of total population

Working age population growth

(2019-2024)

Source, Oxford Economics, CDRE Research, March 2025.



\$177,273 + 👝 \$7,320 -

Software engineer average base salary

benefits

Total compensation

Source: CBRE Research, ERI, CBRE Research, September 2024.

VENTURE CAPITAL SUMMARY

Average monthly

apartment rent

Ratio of average rent to average sofware engineer base salary*

*Ratio of annualized apartment rent to average annual software engineer base salary (2023).



40.3%

of the country's working age population holds a bachelor's degree or higher



186

of the country's universities are ranked in the top 1,000 globally

Source: U.S. News & World Report, OECD, Statistics Canada, U.S. Census Bureau, Sitewise, CBRE Research, December 2024.

Source: CBRE Labor Analytics. September 2024. LABOR MARKET OVERVIEW



rate in 2024



Labor regulations and ease of doing business score



95.5

Intellectual property laws & risk score

Note: Labor regulations and intellectual property scores are shown on a country level, 100 is the highest/most flavorable score. Source. Oxford Economics, U.S. Chamber of Commerce, Global Talent Competitiveness Index, CBRE Consulting, March 2025.

QUALITY OF LIFE



Note: Quality of life data are shown on a country level.

Average Life Expectancy in 2021



Environmental Performance Index Score in 2024

Source: CB Insights, Pitchbook, CBRE Research, January 2025.

2024 VC Funding Volume (US\$ Billions) & Deal Count | Powerhouse Markets



Share of 2024 Global VC Funding Volume



\$87.8

VC deals



\$61.1 Billion of Al VC funding

497 ALVC deals



310 unicorns

18 IPOs.

Source: CB Insights, Pitchbook, CBRE Research, January 2025.

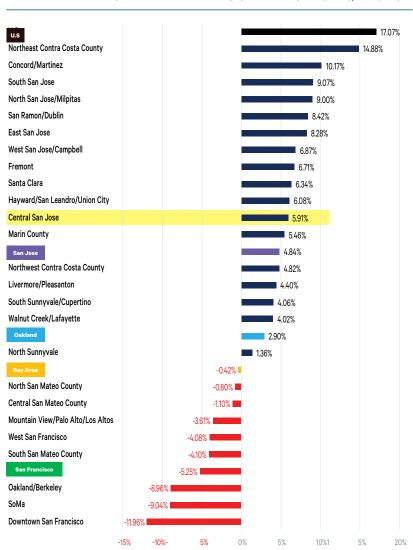
Source: World Health Organization, Yale EPI, CBRE Research, September 2024.

Bay Area Q4 2024 Fundamentals

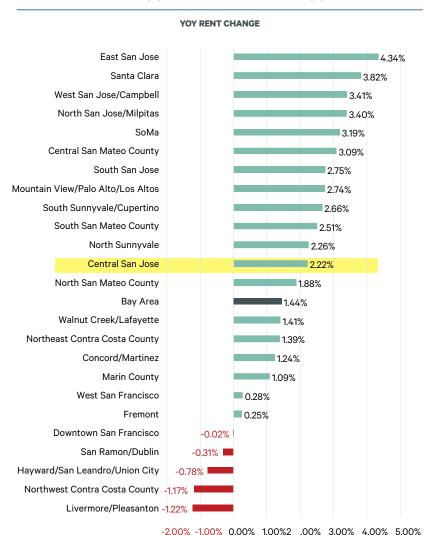
	Under Construction			Completions				Net Absorption Vacancy Rate			cv Rate	Rent per Unit			
Market/Submarket	Existing Inventory (Units)	Due By Year End 2024 (Units)	as a % of Existing Inventory	YTD (Units)	Current Qtr. (Units)	Current Qtr. (% of E.l.)	YTD (Units)	Current Qtr. (Units)	Current Qtr. Absorption Ratio	Current Qtr. (%)	YoY Change (BPS)*	Current Qtr. (\$)	Q1 2024 (\$)	QoQ Change (\$)	YoY Change (%)
San Francisco / SF Peninsula	260,442	4,086	1.6%	4,086	906	0.3%	7,758	3,352	3.70	3.7	130	3,297	3,317	-20	2.2
Downtown San Francisco	86,718	586	0.7%	586	0	0.0%	2,425	1,477		4.0	-216	3,132	3,141	-9	0.3
SoMa	49,556	1,683	3.4%	1,683	221	0.4%	2,508	412		4.2	-187	3,495	3,482	13	2.8
Marin County	19,421	50	0.3%	50	0	0.0%	78	53		4.1	-16	3,161	3,179	-17	1.6
West San Francisco	39,586	166	0.4%	166	166	0.4%	720	831		2.2	-141	3,312	3,360	-49	1.7
Central San Mateo County	23,466	130	0.6%	130	0	0.0%	212	7		3.7	-37	3,298	3,327	-29	4.0
North San Mateo County	19,840	36	0.2%	36	36	0.2%	233	27		2.6	-100	2,800	2,878	-79	4.7
South San Mateo County	21,855	1,435	6.6%	1,435	483	2.2%	1,582	545		3.9	-100	3,739	3,767	-28	3.3
Silicon Valley	177,745	6,032	3.4%	6,032	1,153	0.6%	6,193	1,381	1.20	4.3	-31	3,143	3,210	-67	3.0
Central San Jose	26,568	360	1.4%	360	140	0.5%	572	169		4.2	-87	3,027	3,092	-65	4.4
East San Jose	12,712	130	1.0%	130	80	0.6%	337	135		5.2	-170	2,772	2,742	29	3.2
Mountain View/Palo Alto/Los Altos	33,189	1,757	5.3%	1,757	405	1.2%	1,322	452		6.1	104	3,459	3,500	-42	4.0
North San Jose/Milpitas	14,339	15	0.1%	15	0	0.0%	78	-17		3.7	-45	3,142	3,231	-89	6.3
North Sunnyvale	17,469	1,965	11.2%	1,965	0	0.0%	2,007	25		3.3	-68	3,227	3,319	-92	5.2
Santa Clara	20,859	576	2.8%	576	528	2.5%	581	556		4.3	-14	3,240	3,340	-100	7.0
South San Jose	21,300	755	3.5%	755	0	0.0%	902	11		3.9	-86	2,940	2,949	-8	3.0
South Sunnyvale/Cupertino	10,672	0	0.0%	0	0	0.0%	81	11		4.3	-76	3,291	3,386	-96	5.6
West San Jose/Campbell	20,637	474	2.3%	474	0	0.0%	313	39		5.0	68	2,891	2,949	-58	5.5
Oakland/East Bay	228,647	3,599	1.6%	3,599	195	0.1%	5,528	1,258	6.45	4.9	-93	2,574	2,602	-28	-1.1
Concord/Martinez	16,610	356	2.1%	356	0	0.0%	391	10		5.0	-32	2,327	2,319	9	0.9
Fremont	21,682	360	1.7%	360	0	0.0%	625	53		3.7	-130	2,674	2,727	-53	2.2
Hayward/San Leandro/Union City	31,923	57	0.2%	57	0	0.0%	506	283		4.2	-141	2,380	2,425	-45	1.1
Livermore/Pleasanton	9,029	0	0.0%	0	0	0.0%	71	-22		4.9	-79	2,710	2,705	5	-1.4
Northeast Contra Costa County	11,144	100	0.9%	100	100	0.9%	201	91		5.3	-96	2,239	2,233	6	1.1
Northwest Contra Costa County	16,187	33	0.2%	33	0	0.0%	417	174		4.1	-239	2,416	2,436	-21	-0.3
Oakland/Berkeley	100,206	2,151	2.1%	2,151	74	0.1%	2,728	590		7.2	-75	2,712	2,744	-32	-3.5
San Ramon/Dublin	8,923	542	6.1%	542	21	0.2%	606	26		3.2	-98	2,655	2,716	-61	2.0
Walnut Creek/Lafayette	12,943	0	0.0%	0	0	0.0%	-17	53		4.9	13	2,664	2,655	9	1.1
Total Bay Area Market	666,834	13,717	2.1	13,717	2,254	0.3%	19,479	5,991	2.66	4.3	-91	3,008	3,043	-35	1.4

Bay Area Multifamily Fundamentals - Rents & Vacancy

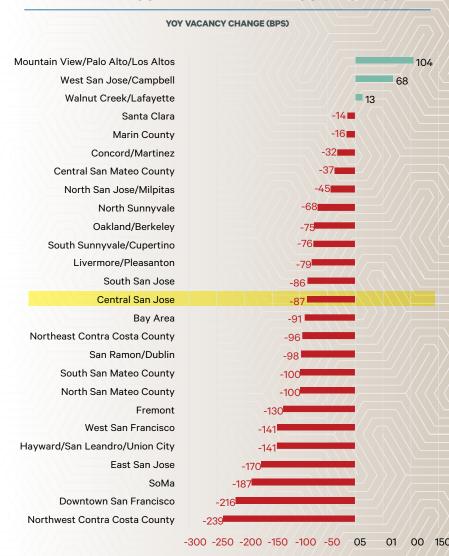
BAY AREA MULTIFAMILY RECOVERY SINCE Q1 2020



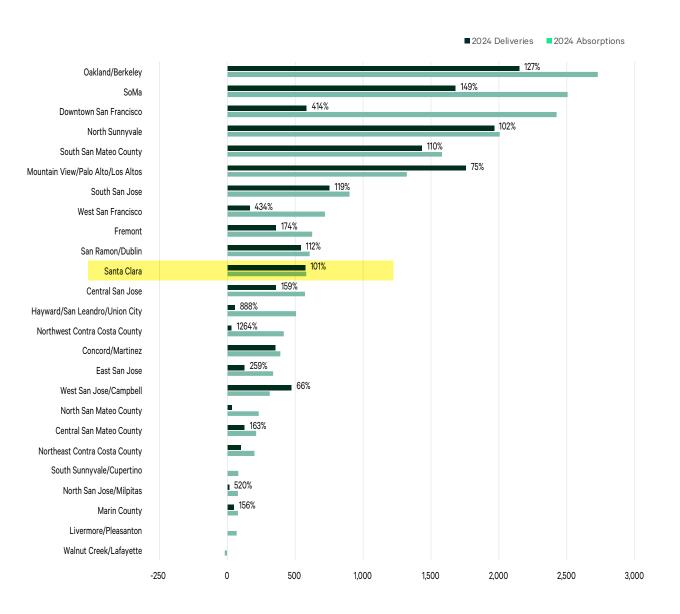
BAY AREA SUBMARKET RANKINGS: RENT

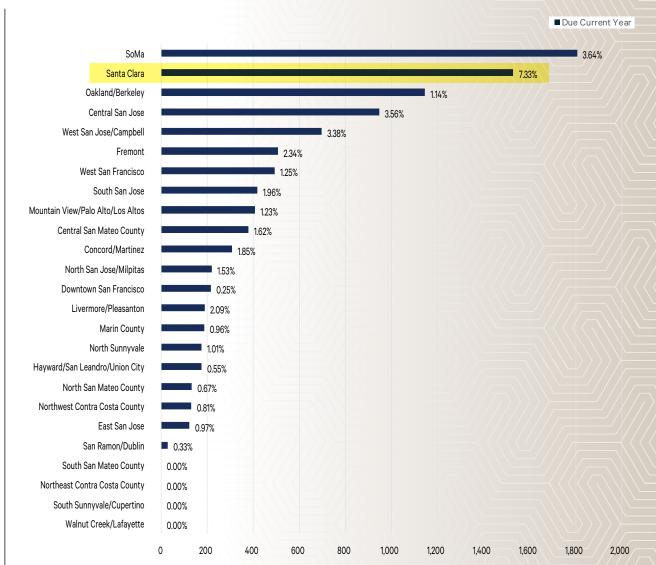


BAY AREA SUBMARKET RANKINGS: VACANCY



Bay Area Multifamily Fundamentals - Supply & Demand



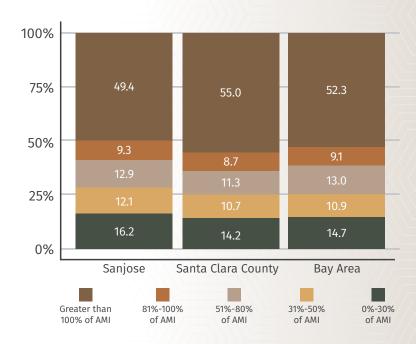


City of San Jose Overview

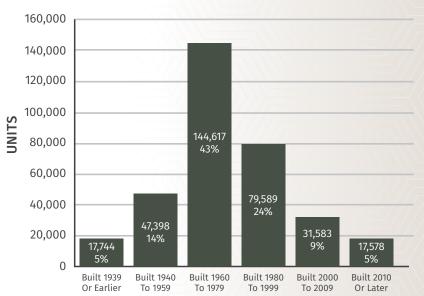
INTRODUCING THE CITY OF SAN JOSE

- **Population** Generally, the population of the Bay Area continues to grow because of natural growth and because the strong economy draws news residents to the region. The population of San Jose increased, changing by 10.9% from 2010 to 2020, which is above the growth rate of the region. The Association of Bay Area Governments (ABAG) projects that the City's population will grow by about 15% to 1,189,660 in 20302, by the end of this Sixth Cycle Housing Element.
- **Age** In 2019, San Jose's youth population under the age of 18 was 230,598 (22% of total) and senior population 65 and older was 128,6113 (13% of total). Seniors ages 65 & older are the fastest-growing age group and are expected to grow 39% to 178,100 by 20302. Working age population between the ages of 20 and 64 (63% of total) are expected to grow 10% by 2030,(from 645,892 to 710,050).
- **Number of Homes** San Jose has 338,509 housing units. The number of new homes built in the Bay Area has not kept pace with the demand, resulting in longer commutes, increasing prices, and exacerbating issues of displacement and homelessness. The number of homes in San Jose increased, changing by 7.2% from 2010 to 2020, which is above the growth rate of the region.
- **Rental Prices** The average rent for an apartment in San Jose was \$2,531 in Q3 2021. Rental prices increased by 58% from Q3 2000 to Q3 2021 To rent a 2 bedroom apartment without cost burden, a family would need to make \$112,080 per year.
- Housing Type It is important to have a variety of housing types to meet the needs of a community today and in the future. In 2020, 62.3% of homes in San Jose were single family, 6.9% were small multifamily (2-4 units), and 27.5% were medium or large multifamily (5+ units). San Jose has about 11,395 mobile homes, 3% of total housing units. Between 2010 and 2020, the number of multi-family units increased more than single-family units. Generally, in San Jose, the share of single family homes is similar to that of other jurisdictions in the region.
- **Housing Tenure** Fewer residents rent than own their homes: 43.2% versus 56.8%. This is similar to the trend in Santa Clara County and in the Bay Area.

HOUSEHOLDS BY HOUSEHOLD INCOME LEVEL



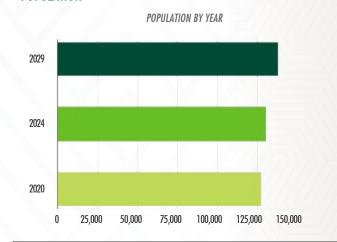
HOUSING UNITS BY YEAR STRUCTURE BUILT

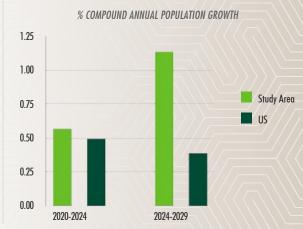


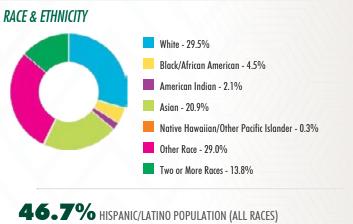
San Jose Demographics

DEMOGRAPHIC COMPREHENSIVE	1 MI	LE	2 MI	LES	3 MI	LES
POPULATION						
2024 Population - Current Year Estimate	44,297		130,272		255,103	
2029 Population - Five Year Projection	48,918		137,776		263,976	
2020 Population - Census	41,143		127,241		253,592	
2010 Population - Census	36,284		115,339		234,454	
2020-2024 Annual Population Growth Rate	1.75%		0.56%		0.14%	
2024-2029 Annual Population Growth Rate HOUSEHOLDS	2.00%		1.13%		0.69%	
2024 Households - Current Year Estimate	17,591		48,055		88,516	
2029 Households - Five Year Projection	19,983		51,868		93,465	
2020 Households - Census	15,901		45,700		86,158	
2010 Households - Census	13,554		39,456		76,435	
2020-2024 Compound Annual Household Growth Rate	2.41%		1.19%		0.64%	
2024-2029 Annual Household Growth Rate	2.58%		1.54%		1.09%	
2024 Average Household Size HOUSEHOLD INCOME	2.23		2.56		2.75	
2024 Average Household Income	\$153,063		\$161,681		\$161,124	
2029 Average Household Income	\$171,940		\$184,086		\$184,877	
2024 Median Household Income	\$101,111		\$111,295		\$111,215	
2029 Median Household Income	\$114,944		\$128,714		\$129,510	
2024 Per Capita Income	\$60,089		\$60,118		\$56,212	
2029 Per Capita Income HOUSING UNITS	\$69,138		\$69,781		\$65,758	
2024 Housing Units	20,558		53,615		97,279	
2024 Vacant Housing Units	2,967	14.4%	5,560	10.4%	8,763	9.0%
2024 Occupied Housing Units	17,591	85.6%	48,055	89.6%	88,516	91.0%
2024 Owner Occupied Housing Units	3,531	17.2%	14,161	26.4%	31,525	32.4%
2024 Renter Occupied Housing Units EDUCATION	14,060	68.4%	33,894	63.2%	56,991	58.6%
2024 Population 25 and Over	30,460		92,920		179,590	
Less than High School	3,791	12.4%	13,533	14.6%	28,655	16.0%
High School Diploma	4,008	13.2%	13,839	14.9%	28,936	16.1%
GED or Alternative Credential	660	2.2%	2,417	2.6%	4,462	2.5%
Some College - No Degree	3,962	13.0%	12,861	13.8%	24,448	13.6%
Associate`s Degree	2,209	7.3%	6,369	6.9%	12,008	6.7%
Bachelor`s Degree	9,296	30.5%	26,365	28.4%	47,553	26.5%
Graduate or Professional Degree	6,534	21.5%	17,536	18.9%	33,528	18.7%

POPULATION







\$111,295 MEDIAN HOUSEHOLD INCOME

\$60,118 PER CAPITA INCOME

HOME OWNERSHIP

INCOME

29.5%

OWNER-OCCUPIED UNITS







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