CUSHMAN & WAKEFIELD

MIXED USE BUILDING
FOR SALE AND LEASE

2 NORTH SANTA CRUZ AVENUE LOS GATOS, CA

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THE OPPORTUNITY

Cushman & Wakefield is pleased to offer for sale and lease 2 N Santa Cruz Avenue, a ±7,900 SF commercial building at the intersection of N. Santa Cruz Avenue and Main Street in downtown Los Gatos. This high-visibility corner property is 63% leased to tenants including Johnny Was, Sherer Group, and Don Borden, generating stable income with near-term upside through lease-up of remaining ±2,800 SF. The building features maintained art-deco architecture and recent upgrades. Located in a dense, affluent market— average household income of $207,891 and 75% of residents holding a bachelor's degree or higher—Los Gatos is minutes from Silicon Valley and supports strong demand for retail and office uses.

Sources: data.census.gov | www.losgatosca.gov

INVESTMENT HIGHLIGHTS

- Rare opportunity to acquire a building, situated in one of Silicon Valley's most celebrated high-end downtowns, Los Gatos
- Recently re-tenanted with high quality retail and office tenants
- Unparalleled retail demographics and median income
- Additional available space for a value-add opportunity
- Best-in-class access to a dense amenity base including the Apple Store, Lululemon, Blue Bottle Coffee, Restoration Hardware, Manresa Bread, Parkside Tavern, Willow Street Pizza, Restaurant Teleferic, just to name a few
- Direct access to highway 17 via N. Santa Cruz direct on-ramp
- 15 minutes to Valley Fair and Santana Row and 20 minutes to San Jose International Airport

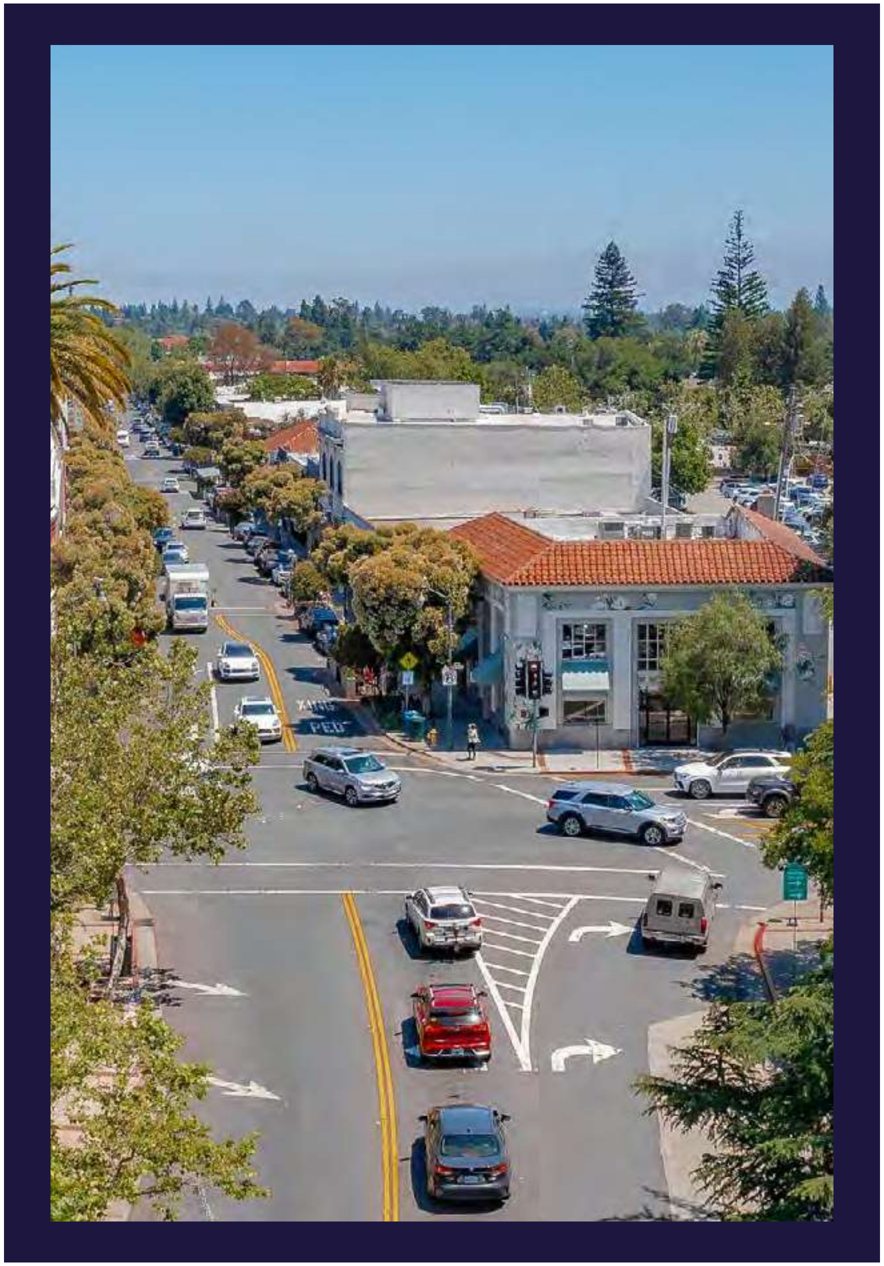
PROPERTY DESCRIPTION

PROPERTY HIGHLIGHTS

ADDRESS	2 N. Santa Cruz Avenue
CITY, STATE	Los Gatos, CA
SIZE	7,900 SF
YEAR BUILT	1932, recently renovated
STORIES	2
OCCUPANCY	63%
NUMBER OF TENANTS	3

CURRENT LEASE STATUS

GROUND FLOOR	Johnny Was 2,589 Sq. Ft. 10 Year Lease Don Borden 292 Sq. Ft. Month-to-Month Lease
SECOND FLOOR	Sherer Group, LLC 1,820 Sq. Ft. 5 Year Lease 2 Vacant Suites 821 Sq. Ft. 1,015 Sq. Ft.
LOWER LEVEL	4 Vacant Suites that can be made contiguous to 966 SF 239 SF 275 SF 279 SF 173 SF



RENT ROLL

CURRENT INCOME

		Annual Rent
Ground Floor	Johnny Was: $5.00 psf Don Borden: $1.80 psf	$155,340 NNN $6,300 NNN
Second Floor	Sherer Group, LLC: $3.75 psf	$81,900 NNN

POTENTIAL INCOME

	Annual Rent
Ground Floor	292 Sq. Ft. @ $5.00 psf
Second Floor	821 Sq. Ft. @ $3.75 psf 1,015 Sq. Ft. @ $3.75 psf

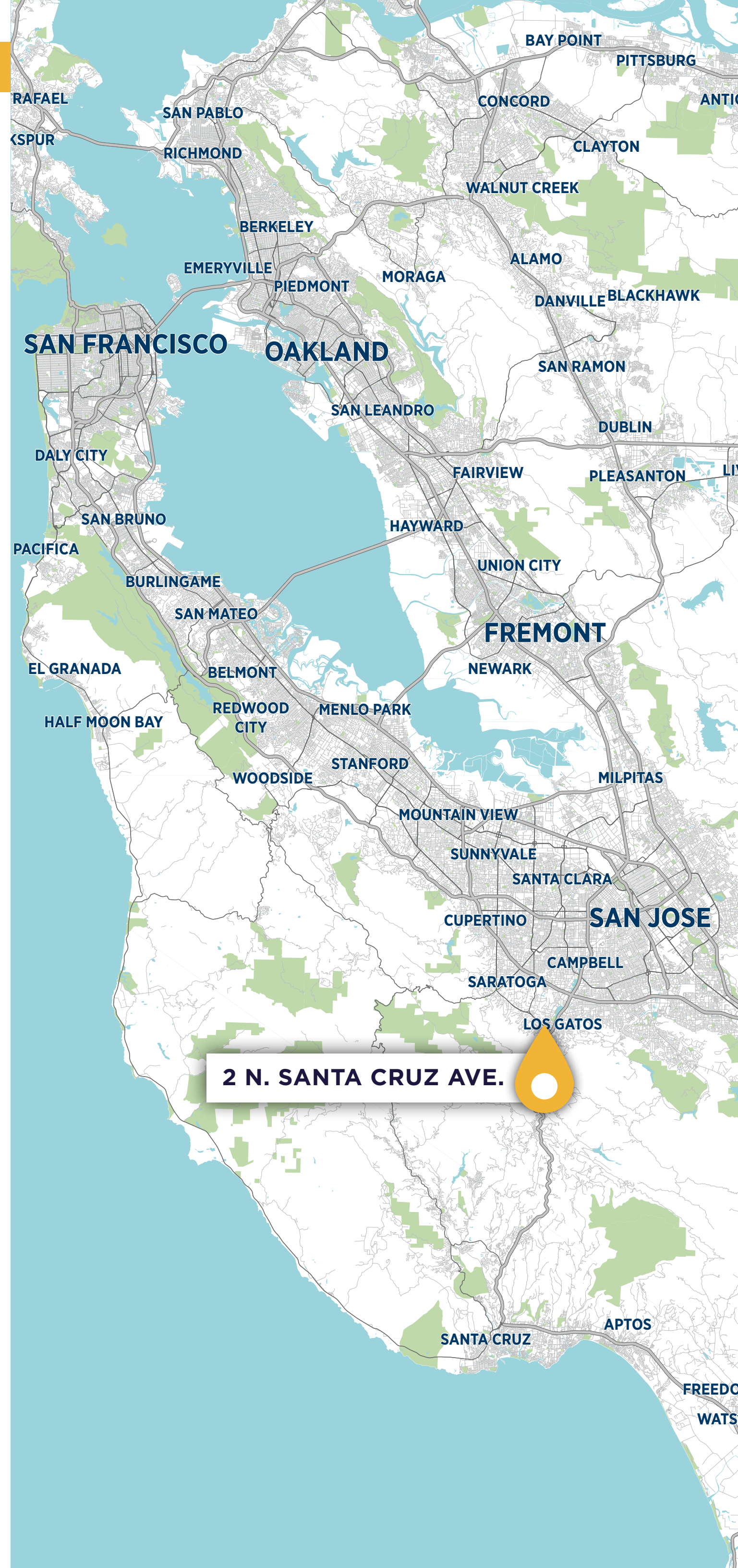
Combined Additional Income:	$93,840
Existing Income:	$243,540
Total Annual Potential Income	$337,380

THE SILICON VALLEY MARKET

Silicon Valley is the largest metropolitan area in the Bay Area and lies to the south of San Francisco, encompassing Santa Clara County and portions of Alameda County. Major cities within the Valley include Los Gatos, Cupertino, Fremont, Milpitas, Mountain View, Palo Alto, San Jose, Campbell, Santa Clara and Sunnyvale.

THE MARKET

- The growth of technology companies has created extremely tight market conditions throughout the West Valley
- The submarket is home to a number of tech campuses & headquarters, including Apple, Netflix, eBay, and Seagate
- Silicon Valley is home to the largest concentration of technology expertise in the world with more than 6,600 technology companies, employing more than 350,000 people. These companies include:



SILICON VALLEY BY THE NUMBERS:

1,854
SQUARE MILE AREA

3.07
MILLION PEOPLE

1.63
MILLION JOBS

$169,894
AVERAGE ANNUAL EARNINGS

+2,997
NET FOREIGN IMMIGRATION

SOURCE: JOINTVENTURE.ORG

LOS GATOS PROFILE

The Town of Los Gatos, located in the southwest region of Silicon Valley, prides itself as a self-contained community with over 2,500 businesses serving nearly 35,000 residents. The town is centered around a historic downtown district, with 2 N Santa Cruz Avenue nestled directly within Los Gatos' economic hub.

Retail comprises more than 15% of all local businesses in Los Gatos, establishing the town as a destination for high-end shops and restaurants. This aligns seamlessly with the community's significantly higher-than-average $254,777 average household income, including $156,108 in average disposable income. That figure is projected to rise to $281,706 by 2028, reflecting continued economic strength.

Los Gatos also supports a robust workforce, with 60.9% labor force participation and an unemployment rate of 4.4% (as of July 2024). Major sectors include professional and technical services (21.7%), manufacturing (15.8%), and health care (8.8%). These strong economic fundamentals position the town for continued growth, with opportunities for both commercial and office space development.

ANNUAL HOUSEHOLD SPENDING

Apparel & Services	$5,015
Computers & Hardware	$611
Eating Out	$8,427
Groceries	$15,197
Health Care	$15,574

Source: Esri, Esri and Infogroup

DEMOGRAPHICS

TOTAL POPULATION

1 mile	9,478
3 mile	45,936
5 mile	172,395

AVERAGE HOUSEHOLD INCOME

1 mile	$261,104
3 mile	$267,170
5 mile	$235,923

TOTAL HOUSEHOLDS

1 mile	4,048
3 mile	17,664
5 mile	62,615

TOTAL DAYTIME POPULATION

1 mile	15,005
3 mile	56,299
5 mile	164,668

MEDIAN AGE

1 mile	47.7
3 mile	48.7
5 mile	44.6

WHITE COLLAR EMPLOYMENT

1 mile	88%
3 mile	88%
5 mile	83%

Home to some of the top Silicon Valley Tech companies including:

NETFLIX ROKU

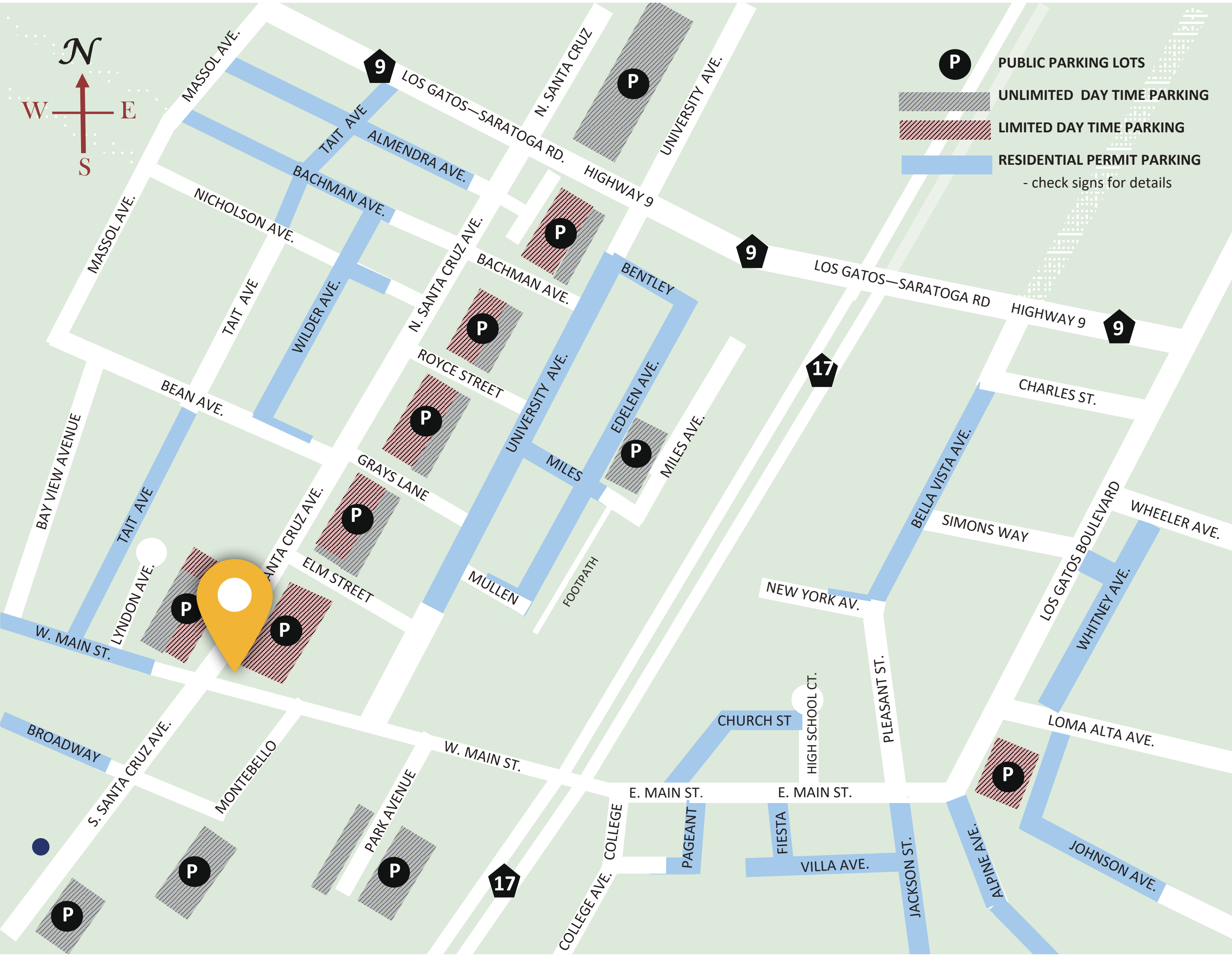
There are
330 average
sunny days per year

Downtown Los Gatos has an average walk score of ***89****

MIX OF NATIONAL, REGIONAL & LOCAL BUSINESSES

SURROUND THE PROPERTY

AMPLE PARKING



TENANT PROFILE

JOHNNY WAS

Apparel company

Company Profile:
A women's fashion brand offering vintage-inspired apparel and accessories, including skirts, joggers, swimwear, dresses, hoodies, handbags, belts, and jewelry—available in-store and online.

Website: www.johnnywas.com

OXFORD

Apparel company

Company Profile:
Oxford Industries, Inc. (NYSE: OXM) is a publicly traded company of premium apparel brands and serves as the parent and corporate guarantor on the lease, with a current market capitalization of approximately $742 million (as of May 2025.)

Website: www.oxfordinc.com

LEASE SUMMARY

JOHNNY WAS

Tenant Name	Johnny Was
Site Address	2 N. Santa Cruz Avenue, Suite 101 Los Gatos, CA 95030
Leasable Sq, Ft.	2,589 Square Feet
Commencement Date	Approximately 6/1/24
Termination Date	Approximately 6/30/34
Term	10 Years
Options	Two (2) Five Year
Monthly Base Rent	$12,945.00
Rent Per Sq. Ft.	$5.00 PSF/ $60.00 Annually
Rent Schedule	Current Yearly - $155,340.00
Next Increase	6/1/25 - 3% Annually
Lease Type	NNN
Property Taxes	Tenant
Insurance	Tenant
Maintenance	Tenant
Right of First Refusal	None

TENANT PROFILE

THE SHERER GROUP

Investment Advisor

Company Profile:
The Sherer Group is a registered investment advisor (RIA) established in 1970 that is headquartered in the building. They provide comprehensive financial planning for high net-worth individuals, business owners, successful professionals and retirees through a series of different investment and insurance products along with a variety of alternative investments. The Sherer Group has been a staple of the Los Gatos community for over 30 years providing in-depth fiduciary-focused financial advice.

Website: www.theshererggroup.com

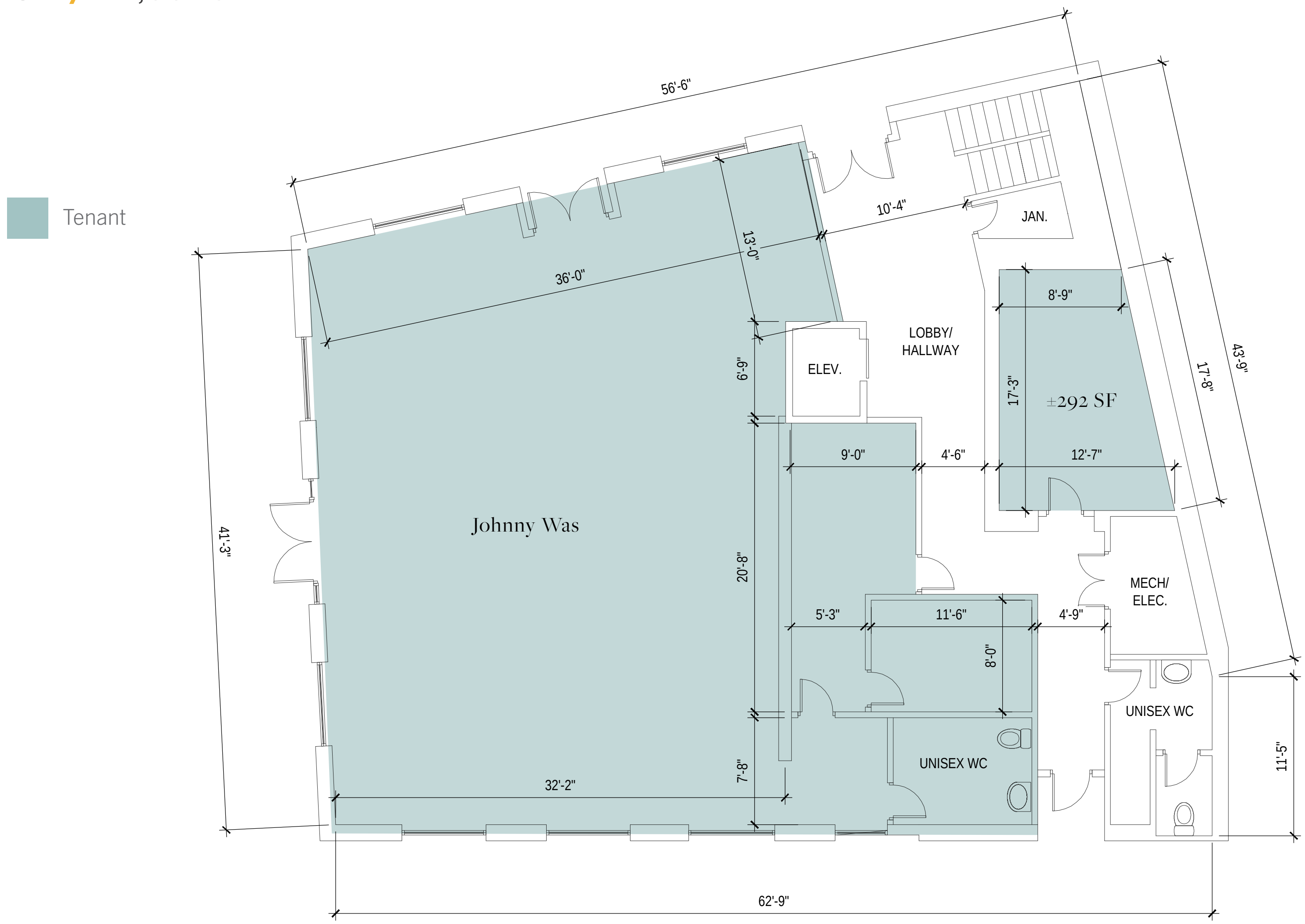
LEASE SUMMARY

THE SHERER GROUP

Tenant Name	Sherer Group, LLC
Site Address	2 N. Santa Cruz Avenue, Suite 3-6 Los Gatos, CA 95030
Leasable Sq, Ft.	1,820 Square Feet
Commencement Date	2/1/24
Termination Date	3/31/29
Term	Original 5 Year
Options	One (1) 5 Year
Monthly Base Rent	$6,825.00
Rent Per Sq. Ft.	$3.75 PSF/ $45.60 Annually
Rent Schedule	Current Yearly – $81,900.00
Next Increase	6/1/25 – 3% Annually
Lease Type	NNN
Property Taxes	Tenant
Insurance	Tenant
Maintenance	Tenant
Right of First Refusal	None

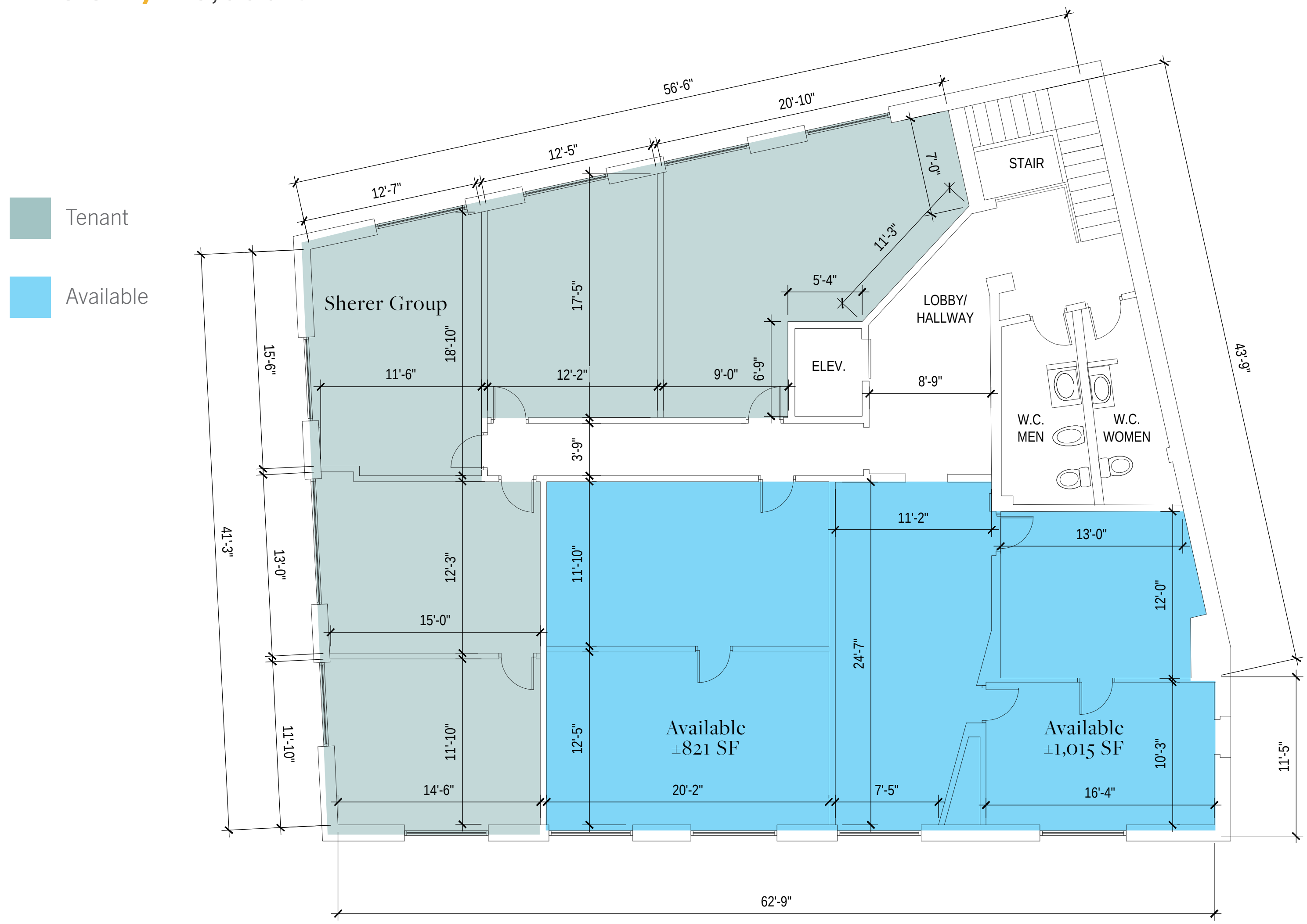
FLOOR PLAN

FIRST FLOOR / ±2,881 SF



FLOOR PLAN

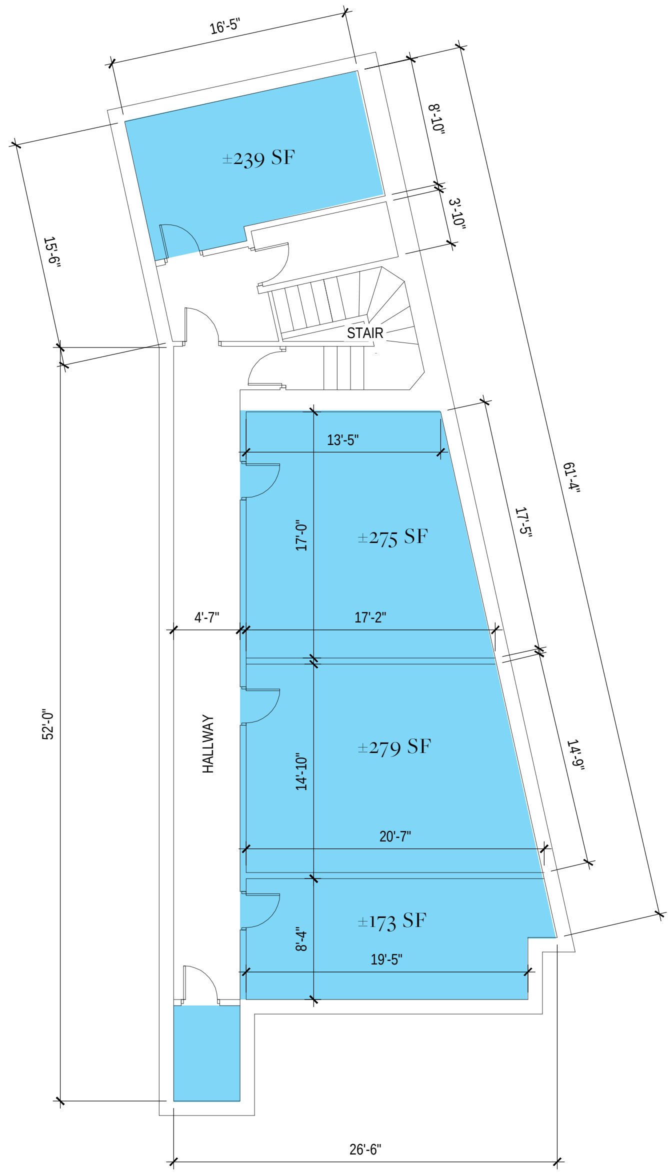
SECOND FLOOR / ±3,656 SF



FLOOR PLAN

LOWER LEVEL / ±966 SF

Available



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