OFFERING MEMORANDUM

CBRE

Fisher James Capital

101 W. MAIN AVENUE

Morgan Hill, CA

Downtown Morgan Hill Retail Investment / Owner-User Opportunity

Investment Contacts

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Affiliated Business Disclosure

Confidentiality Agreement

Your receipt of this Memorandum constitutes your acknowledgement 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. CMPM 101 W Main Ave_OM_Anderson_v04_AD 08/26/26

EXECUTIVE SUMMARY

101 W. Main Avenue presents a rare opportunity to acquire a prominent downtown Morgan Hill commercial property located at the gateway to the City's Main Street retail corridor.

A rare opportunity to own a cornerstone property on Morgan Hill's historic Main Street and iconic Fourth of July Parade Route.

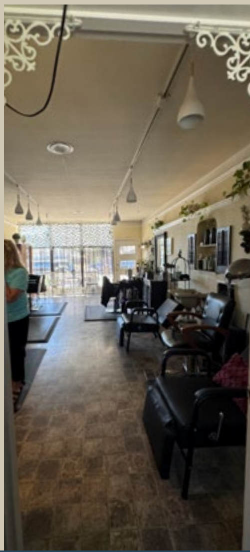
Situated on a highly visible corner parcel in the heart of the Central Business District, the property benefits from excellent pedestrian activity, strong local demographics, and immediate access to restaurants, retail amenities, Caltrain, and Highway 101.

The property consists of approximately 3,840 square feet of retail/commercial space situated on an approximately 9,300 square foot (0.21-acre) parcel. The building is currently configured for multiple tenant occupancy and features rear parking, excellent street frontage, and exceptional exposure within Morgan Hill's vibrant downtown core. Public records identify the property as a retail-use building constructed in approximately 1964.

One of the property's unique attributes is its location directly along Morgan Hill's renowned Fourth of July Parade route, an annual tradition that attracts thousands of residents and visitors to Downtown Morgan Hill. This highly visible location provides exceptional community presence and branding opportunities for retail, restaurant, service, office, or mixed-use users.

Investment Highlights

- Price: $1,295,000
- Prime Downtown Morgan Hill Location
- Corner Lot Exposure
- Located on Annual Fourth of July Parade Route
- ±3,840 SF Building
- ±9,300 SF Parcel
- Rear Parking
- Strong Downtown Foot Traffic
- Value-Add and Owner/User Potential



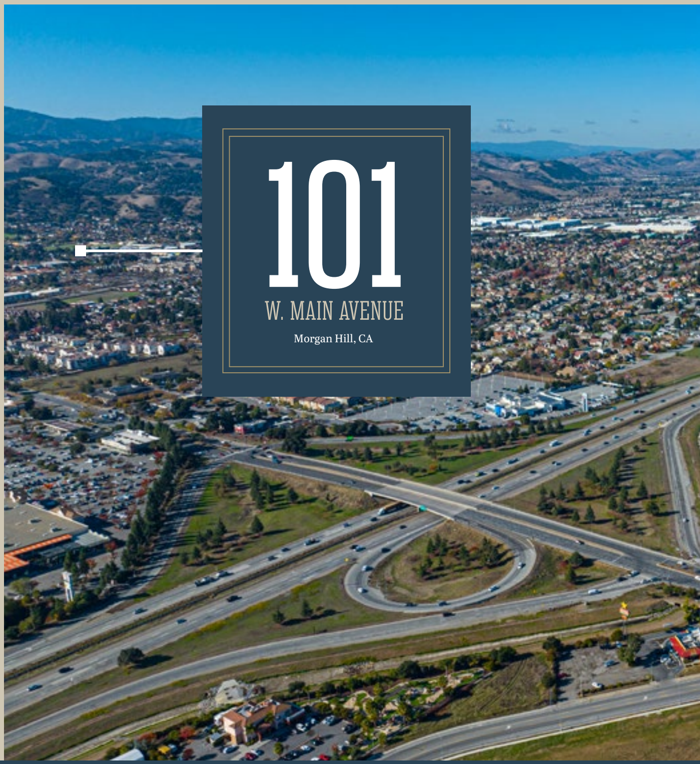
Property Profile

Property Address	101 W. Main Avenue, Morgan Hill, CA 95037
Property Type	Retail / Commercial
Building Size	±3,840 SF
Lot Size	±9,300 SF (±0.21 Acres)
APN	764-16-019
Year Built	1964
Stories	1
Parking	Rear Surface Parking
Zoning	Central Commercial / Residential (CC-R)
County	Santa Clara
Occupancy	Multi-Tenant Configuration

**NOTE: Property data obtained from public records. [propertyshark.com], [realty.com]*

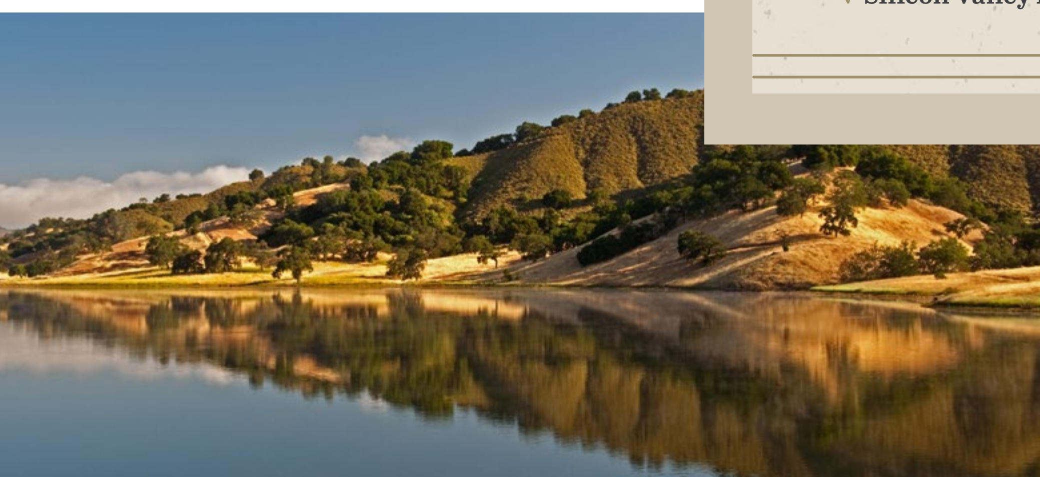
Positioned in the heart of downtown, this prominent corner property offers exceptional visibility and exposure along Historic Main Street. Its highly recognizable presence benefits from strong pedestrian and vehicle traffic, creating a commanding identity within the community. Configured to accommodate multiple tenants, the property provides flexibility for a variety of retail, office, or service users while capitalizing on its established Main Street location. With excellent frontage, convenient accessibility, and strong community visibility, the asset presents a unique opportunity in one of the area's most active and sought-after commercial corridors.

For 101 West Main Avenue (often referenced as West Main Street) in Morgan Hill, CA, the property sits right at the northern boundary of the city's official Downtown Specific Plan area (which runs along Main Avenue down to Dunne Avenue). Under Morgan Hill's land-use and zoning framework, parcels in this downtown/corridor transition zone are subject to mixed-use and commercial-retail guidelines Central Commercial / Residential (CC-R): Properties along this central corridor fall under downtown mixed-use rules allowing up to 20 dwelling units per acre alongside ground-floor commercial or retail flexibility.

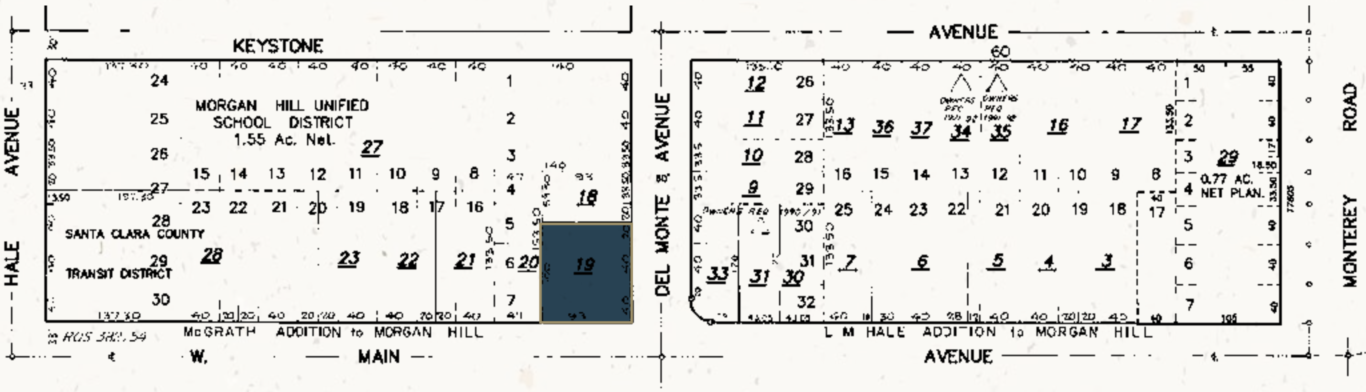


Unique Advantages

- √ Fourth of July Parade Route
- √ Heart of Downtown Morgan Hill
- √ Walking Distance to Restaurants
- √ Strong Demographics
- √ Excellent Visibility
- √ Rear Parking
- √ Future Upside Potential
- √ Silicon Valley Proximity

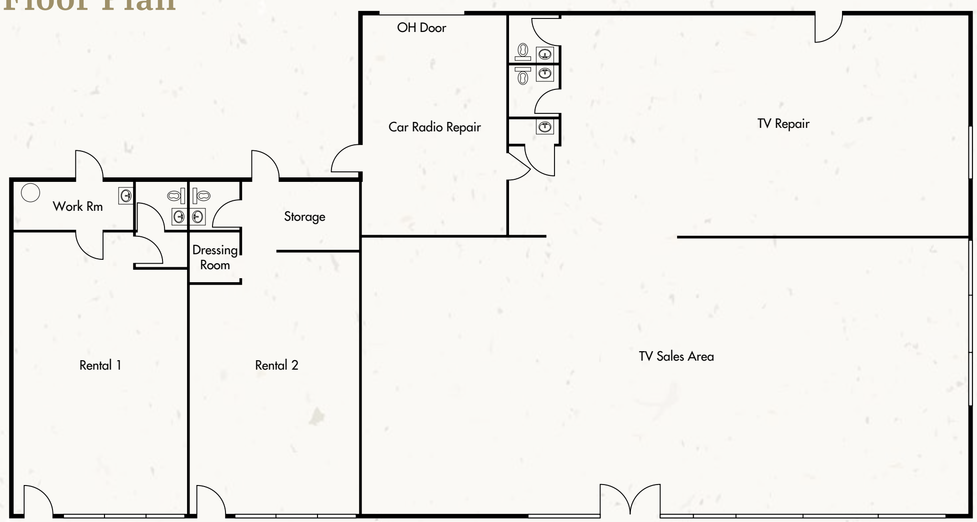


Parcel Map



101
W. MAIN AVENUE

Floor Plan



BUILDING DESCRIPTION

Improvements

- Building Size ±3,840 SF
- Construction Type Retail/Commercial
- Year Built 1964
- PG&E and Water and sewer by city of morgan hill utilites division
- Storefront visibility

TENANT / INCOME ANALYSIS

Rent Roll

Tenant	Address	SF	Rent per month	Lease Type
Make it Mine	101 Main Street	2,000	$2,430	Gross: Month to Month
Hightower Insurance	105 Main Street	1,000	$1,089	Gross: Month to Month
Adieu Salon	109 Main Street	840	$880	Gross: Month to Month
Total			**$4,399**	
Annual Rent			$52,788	

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Owner/User Opportunity

Investor Upside Opportunity

Downtown Morgan Hill Overview

Morgan Hill's downtown has evolved into a vibrant, walkable destination driven by ongoing revitalization efforts, mixed-use development, and enhanced public spaces. The district features a strong collection of locally owned restaurants, breweries, wine-tasting venues, boutique retailers, and specialty shops that create an active day-to-evening atmosphere. Community events, live music, the Granada Theater, farmers markets, and seasonal festivals contribute to a lively entertainment scene and help generate consistent pedestrian traffic throughout the downtown core. Wide sidewalks, outdoor dining, and a pedestrian-friendly streetscape continue to support downtown's role as the city's social and cultural center.

CITY OF MORGAN HILL

Fourth of July Parade Feature

“Located on Morgan Hill’s Iconic Fourth of July Parade Route”

Few commercial properties enjoy a front-row position along Morgan Hill’s renowned Freedom Fest Fourth of July Parade route. The annual event draws thousands of attendees and has become one of the most celebrated community traditions in Santa Clara County. Ownership of this property provides exceptional visibility during one of the city’s premier annual events, while also benefiting from year-round activity generated by downtown festivals and civic gatherings.

The Annual [Morgan Hill Freedom Fest]

(https://morganhillfreedomfest.com/) 4th of July parade—recognized as the largest privately organized parade in Northern California and Santa Clara County’s official Independence Day parade—draws tens of thousands of spectators (estimated between 75,000 and 100,000 total across the multi-day festival events) lining a 1.6-mile route through the historic downtown core along Monterey Road.

Core Parade Statistics and Features

* Total Entries: 124 official entries
* Participants: 2,600 registered participants
* Route & Span: 1.6 miles long (spanning roughly 5,300 linear feet)
* Featured Units: Includes over 60 horses across multiple equestrian units, more than a dozen customized floats, and multiple marching bands (featuring single band contingents of over 100 musicians).
* Volunteer Operation: Produced entirely by roughly 500 local volunteers under the Morgan Hill Freedom Fest Committee.

Retail & Traffic Drivers

Demographics

	1 Mile	3 Miles	5 Miles
2025 Population	17,350	49,762	59,210
2025 Households	5,634	16,561	19,616
2025 Average Household Income	$207,001	$221,663	$225,144
2025 Daytime Population	15,288	48,809	57,730
	-	-	-

Morgan Hill Market Overview

Positioned for Growth in Silicon Valley's Expanding South County

Morgan Hill continues to benefit from its strategic location at the southern edge of Silicon Valley, attracting residents and businesses seeking a more affordable alternative to neighboring markets while maintaining convenient access to the region's major employment centers. Strong residential development and sustained population growth have fueled demand for retail, restaurant, office, and service-oriented businesses throughout the city.

The local economy is supported by a diverse employer base spanning technology, healthcare, education, manufacturing, agriculture, and professional services. As Santa Clara County's South County region continues to expand, Morgan Hill remains well positioned to capture ongoing investment, new development, and consumer spending driven by both local residents and the broader Silicon Valley workforce.

Development & Future Growth

A Community Investing in Its Future

Morgan Hill is actively implementing long-term initiatives designed to enhance downtown vitality, encourage economic development, and support sustainable growth. The City's Downtown Specific Plan promotes thoughtful redevelopment, pedestrian-oriented streetscapes, and mixed-use opportunities that strengthen the area's appeal to residents, businesses, and visitors alike.

Continued public and private investment, infrastructure improvements, and transit-accessible development are expected to further elevate the city's profile and economic competitiveness. With a commitment to smart growth and community enhancement, Morgan Hill offers investors the opportunity to benefit from long-term appreciation potential within one of Silicon Valley's most desirable expanding submarkets.

Investor or Owner/User Opportunity

Investor Opportunity

Value-Add Growth PotentialPositioned strategically along a high-visibility downtown corridor, 101 W Main Street presents an exceptional value-add prospect for investors seeking to capture the long-term momentum of Morgan Hill's thriving commercial landscape. By deploying targeted capital improvements to modernize the building's exterior, curb appeal, and operational systems, ownership can elevate the overall property profile to align with current submarket standards. This proactive asset management strategy not only enhances the daily environment for current occupants but also establishes a foundation for optimized operational performance and sustained equity growth as underlying market dynamics evolve.

Exceptional Opportunity for an Owner/User

This offering presents a rare opportunity for an owner/user to acquire a highly visible downtown property in one of Morgan Hill's most established commercial corridors. The building's prominent Main Street location, flexible layout, and strong community presence make it well suited for a variety of business operations.

Whether seeking to establish a flagship location, expand an existing business, or secure a long-term real estate investment while occupying the premises, owners can capitalize on the property's strategic location, consistent visibility, and accessibility within the heart of downtown Morgan Hill.

Ideal Uses

- Restaurant
- Wine Tasting Room
- Boutique Retail
- Coffee Shop or Café
- Professional Office
- Medical or Wellness Practice
- Salon or Personal Services
- Service-Oriented Retail Business

The property's adaptable configuration provides flexibility for a wide range of users while benefiting from downtown foot traffic, local patronage, and strong market fundamentals.

BROKER TEAM

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