

Real Estate Market Review

Los Angeles Retail

Top Sale Transactions for 2017

Property	Submarket	Square Feet	Sale Price	Price/SF	Cap Rate	Buyer	Seller
10730 West Pico Boulevard	West Los Angeles	215,000	\$50,000,000	\$232.56	-	State of Arizona	Macy's Inc.
24425 Magic Mountain Parkway	Santa Clarita Valley	110,343	\$48,992,294	\$444.00	-	InvenTrust Properties	Verbena Road Holdings Ltd
Gateway Village	Santa Clarita Valley	105,300	\$48,936,789	\$464.74	-	Continuum Analytics	JH Real Estate Partners, Inc
22255 S. Western Ave.	Torrance	127,400	\$47,500,000	\$372.84	5.00%	RREEF Management LLC	Shorenstein Properties LLC
700 S. Main St.	Greater Downtown	48,096	\$41,575,000	\$864.42	-	GEM OPS, LLC	Dearden Properties

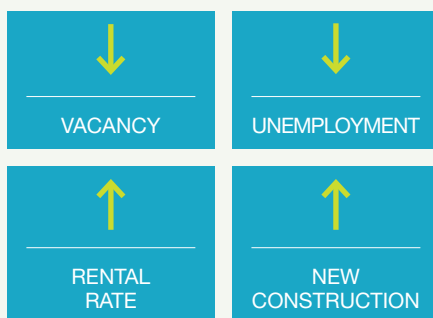
Top Lease Transactions for 2017

Property	Submarket	Square Feet	Date	Landlord	Tenant
21300 Roscoe Boulevard	Western SFV	136,325	October 2017	Friedman Development Corporation	-
21851 Victory Boulevard	Woodland Hills	100,204	August 2017	Westfield Group	-
5964-5994 Pacific Boulevard	Mid-Cities	112,939	October 2017	Il Young Kim MD	Curacao
11111 Florence Avenue	Mid-Cities	100,000	May 2017	MM Downey Retail LLC	Giant RV
7279 Rosemead Boulevard	Pasadena/Arcadia	79,996	December 2017	Kohl's Corporation	-

Top Under Construction

Property	Address	Submarket	Square Feet	Owner	Delivery Date
5601 Santa Monica Boulevard	5601 Santa Monica Boulevard	Hollywood	258,950	5601-5667 Santa Monica Boulevard LLC	February 2019
The Vineyards at Porter Ranch	Rinaldi Street & Porter Ranch Drive	Western SFV	214,810	Porter Ranch Development Co	June 2018
The Collection at Oceanwide Plaza	S Figueroa Street & 11th Street	Greater Downtown	153,000	Oceanwide Holdings Co Ltd	October 2018
Paseo Colorado	280-400 E Colorado Boulevard	Pasadena	125,000	Paseo Colorado Holdings LLC	May 2018
Long Beach Exchange	Lakewood Boulevard & Carso Street	Long Beach	115,900	-	February 2018

Market Forecast Trends



Market Snapshot

	2015	2016	2017	Annual % Change
New Construction	2,335,733	1,361,216	2,033,364	49.38%
Under Construction	2,010,980	2,224,853	1,805,412	-18.85%
Vacancy Rate	4.2%	3.7%	3.7%	0.00%
Average Asking Rents	\$27.48	\$29.52	\$30.84	4.47%
Average Sales Price	\$3,329,792	\$3,458,005	\$3,549,923	2.66%
Cap Rate	5.68%	5.38%	5.03%	-6.51%
Net Absorption	2,966,095	3,574,434	2,193,300	N/A

Offices

- Seattle
206.296.9600
- Bellevue
425.454.7040
- South Seattle
206.248.7300
- Tacoma
253.722.1400
- Olympia
360.705.2800
- Portland
503.221.9900
- San Francisco
415.229.8888
- Redwood Shores
650.769.3600
- Silicon Valley
408.970.9400
- Sacramento
916.970.9700
- Roseville
916.751.3600
- Los Angeles
213.880.5250
- Commerce
323.727.1144
- Long Beach
562.472.0071
- Orange County
949.557.5000
- Inland Empire
909.764.6500
- San Diego
858.509.1200
- Carlsbad
760.430.1000
- Reno
775.301.1300
- Phoenix
602.513.5200

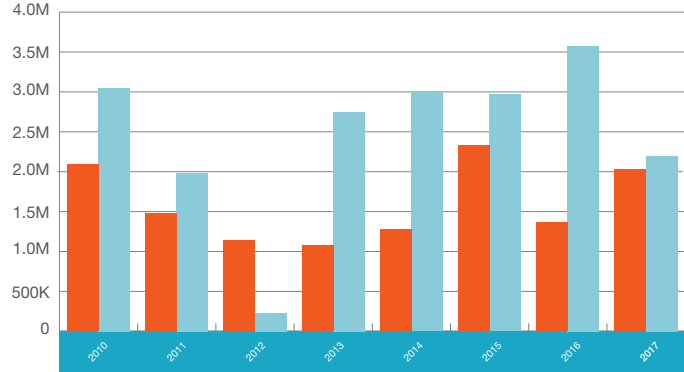
Contact

Robert Thornburgh, SIOR, CCIM
 Executive VP, Brokerage
 Greater Los Angeles
 909.764.6500
robertt@kiddermathews.com

Designated Broker
 Robert Thornburgh | LIC #01324961

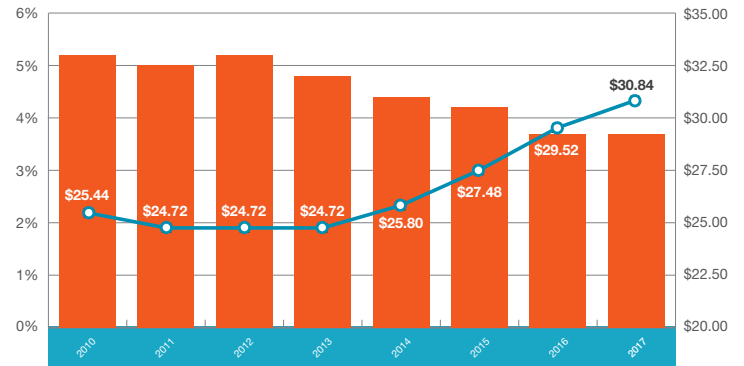
NEW RETAIL CONSTRUCTION & ABSORPTION

■ New Construction
 ■ Absorption



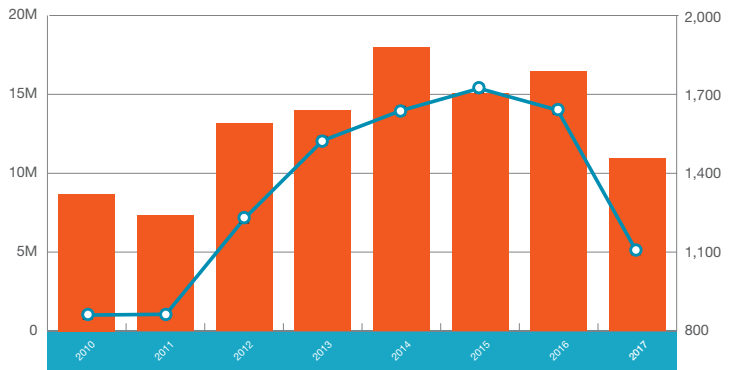
AVERAGE ASKING RENT/SF & VACANCY RATE*

■ Vacancy Rate
 ○ Asking Rent/SF



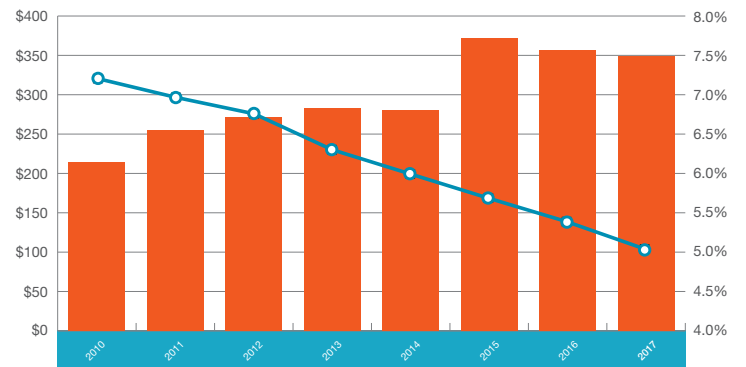
SQUARE FEET SOLD & NUMBER OF SALE TRANSACTIONS

■ SF Sold
 ○ # of Transactions



AVERAGE SALES PRICE/SF & CAP RATES

■ Average Sales Price/SF
 ○ Cap Rate



This information supplied herein is from sources we deem reliable. It is provided without any representation, warranty or guarantee, expressed or implied as to its accuracy. Prospective Buyer or Tenant should conduct an independent investigation and verification of all matters deemed to be material, including, but not limited to, statements of income and expenses. CONSULT YOUR ATTORNEY, ACCOUNTANT, OR OTHER PROFESSIONAL ADVISOR.