

Real Estate Market Review

Los Angeles Retail

Top Sale Transactions for 1Q18

Property	Submarket	Square Feet	Sale Price	Price/SF	Buyer	Seller
456 N Rodeo Drive	Beverly Hills	6,200	\$110,000,000	\$17,741.94	LVMH Moet Hennessy Louis Vuitton Inc.	Sterling Organization
8420-8430 Melrose Avenue	West Hollywood	11,295	\$22,900,000	\$2,027.45	Guggenheim Real Estate LLC	American Commercial Equities LLC
1633 Alameda Street	Mid-Cities	60,329	\$22,421,699	\$371.66	Clarion Partners	Prism Realty Corporation
1308-1312 Abbot Kinney Boulevard	Marina Del Rey	4,659	\$19,350,000	\$4,153.25	MME RE AK LLC	AHM Properties LLC
2204-2278 Foothill Boulevard	Eastern SGV	74,368	\$18,259,685	\$245.53	Chang Shu	Charles Company

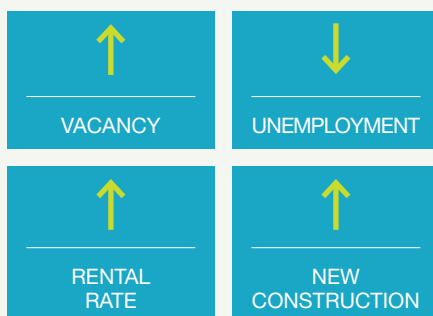
Top Lease Transactions for 1Q18

Property	Submarket	Square Feet	Date	Landlord	Tenant
21000 Figueroa Street	Torrance	78,705	March 2018	Levy & Co.	Floor & Décor
7907-8017 S Atlantic Avenue	Mid-Cities	62,068	February 2018	Excel Realty Partners LP	Chuze Fitness
21000 Figueroa Street	Torrance	61,215	March 2018	Levy & Co.	John's Incredible Pizza Co.
4315-4317 Beverly Boulevard	Hollywood	47,000	January 2018	Gore Bros, Inc.	N/A
12120 Carson Street	Long Beach	43,130	February 2018	JH Real Estate Partners, Inc.	24 Hour Fitness
21301 Victory Boulevard	Woodland Hills	36,000	February 2018	UBS Global Asset Management	Ashley Furniture HomeStore

Top Under Construction

Property	Address	Submarket	Square Feet	Owner	Delivery Date
5601 Santa Monica	5601 Santa Monica Boulevard	Hollywood/Silverlake	258,950	5601-5667 Santa Monica Blvd.,LLC	February 2019
6200 E 2nd Street	6200 E 2nd Street	Long Beach	255,000	McDevitt Company	April 2019
Rinaldi Street @ Porter Ranch Drive	Rinaldi Street & Porter Ranch Drive	Western SFV	214,810	Porter Ranch Development Co.	June 2018
The Collection at Oceanwide Plaza	1110 S Figueroa Street	Greater Downtown	153,192	Oceanwide Holdings Co. Ltd.	October 2018
Paseo Colorado	280-400 E Colorado Boulevard	Pasadena	125,000	Paseo Colorado Holdings LLC	May 2018

Market Trends



Market Snapshot

	1Q18	4Q17	1Q17	Annual % Change
New Construction	334,100	650,089	595,174	-43.87%
Under Construction	1,227,677	1,290,933	1,434,470	-14.42%
Vacancy Rate	3.4%	3.5%	3.7%	-9.09%
Average Asking Rents	\$30.60	\$30.72	\$27.96	9.44%
Average Sales Price	\$382.40	\$311.72	\$354.48	7.88%
Cap Rate	5.08%	4.89%	5.25%	-3.24%
Net Absorption	569,721	1,483,592	-323,076	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

El Segundo
310.807.0880

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

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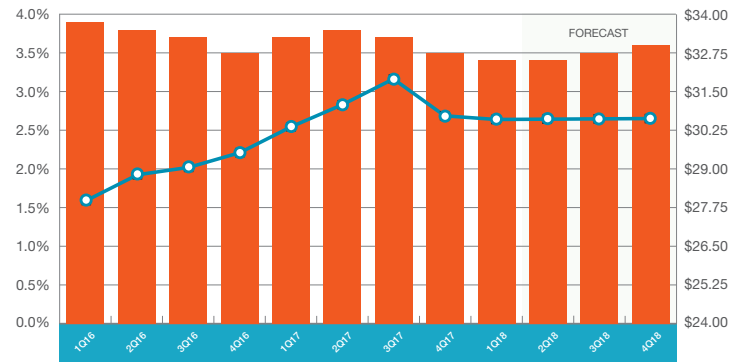
NEW RETAIL CONSTRUCTION & ABSORPTION

■ New Construction
■ Absorption



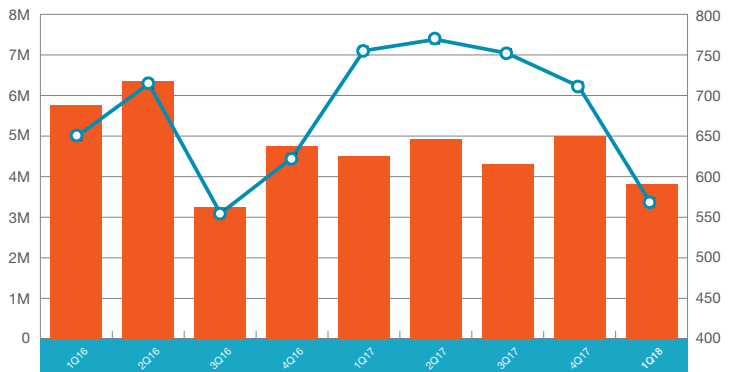
AVERAGE ASKING RENT/SF & VACANCY RATE*

■ Vacancy Rate
● Asking Rent/SF



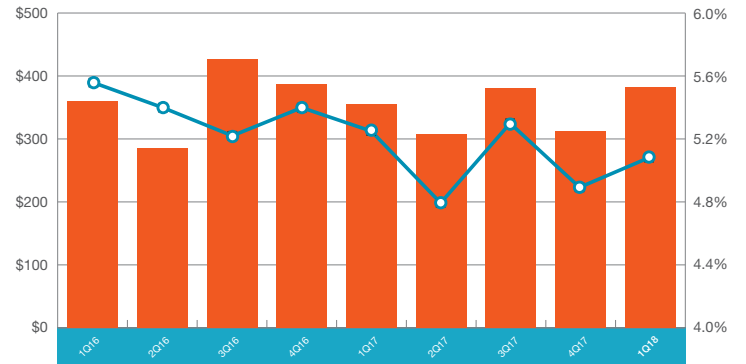
SQUARE FEET SOLD & NUMBER OF SALE TRANSACTIONS

■ SF Sold
● # of Transactions



AVERAGE SALES PRICE/SF & CAP RATES

■ Average Sales Price/SF
● Cap Rate



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