

Real Estate Market Review

Los Angeles Retail

Top Sale Transactions for 3Q18

Property	Submarket	Square Feet	Sale Price	Price/SF	Buyer	Seller
10740 W Pico Blvd	West Los Angeles	361,735	\$132,112,191	\$365.22	Hudson Pacific	The Macerich Company
4520 W Sunset	Hollywood/Silver Lake	43,526	\$90,000,000	\$2,067.73	Children's Hospital LA	Albertson Companies
1248 S Figueroa St	Greater Downtown	34,000	\$32,500,000	\$955.88	The Lighstone Group	Action Investment
310 S Lake Ave	Pasadena	39,290	\$23,000,000	\$585.39	Windsor Fashions, Inc.	Transamerica Occidental Life Insurance
23355 Valencia Blvd	Valencia	52,568	\$21,400,000	\$407.09	Mercedes Benz of Encino	Byron Moldo - State Court Receiver

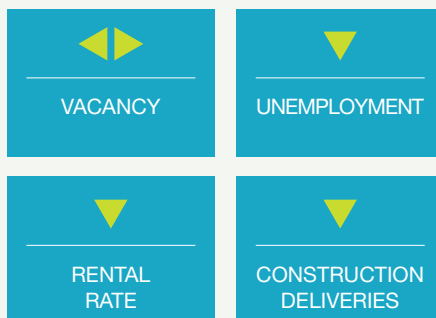
Top Lease Transactions for 3Q18

Property	Submarket	Square Feet	Date	Landlord	Tenant
1831 – 1835 S La Cienega Blvd	West Los Angeles	61,995	August 2018	L&R Group	Undisclosed
12056 – 12070 Lakewood Blvd	Mid-Cities	30,447	August 2018	Downey Landing LLC	Bed Bath & Beyond
8840 Beverly Blvd	West Hollywood	20,450	August 2018	Principal Real Estate Investors LLC	Luminaire
1010 – 1190 W Alameda Ave	Burbank	17,000	August 2018	Robertson Properties Group	Blink Fitness
723 – 727 E Huntington Dr	Monrovia	12,427	September 2018	Warner Pacific Properties	Kids Empire

Top Under Construction

Property	Address	Submarket	Square Feet	Owner	Delivery Date
2nd and PCH	6200 E 2nd St	South Bay	800,001	CenterCal Properties	April 2019
The Collection of Oceanwide Plaza	1110 S Figueroa St	Downtown	200,376	Oceanwide Holdings Co Ltd	December 2018
Plaza at Puente Hills	17961 E Gale Ave	San Gabriel Valley	152,020	Starbridge Investments, LLC	April 2019
LA Fitness	29431 Agoura Rd	West Los Angeles	151,589	Selleck Development Group, Inc	May 2019
The Hyatt Hotel and Residences Project	101 W Valley Blvd	San Gabriel Valley	98,446	AYS Hospitality, Inc.	October 2018

Market Forecast Trends

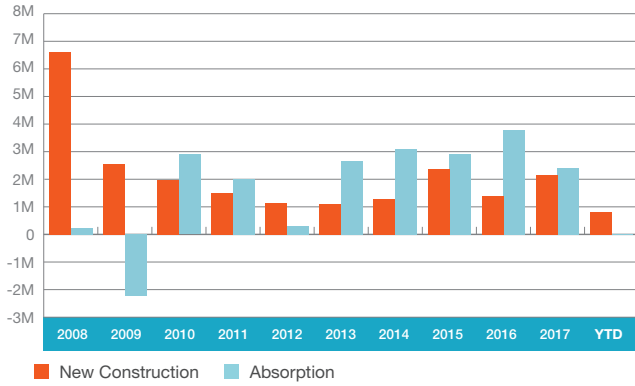


YEAR-TO-YEAR BASIS

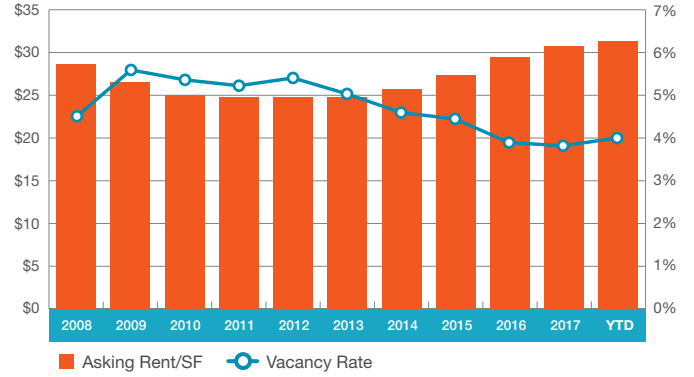
Market Snapshot

	3Q 2018	2Q 2018	3Q 2017	Annual % Change
New Construction	294,170	199,144	462,393	-36.38%
Under Construction	1,704,914	1,932,017	1,956,606	-12.86%
Vacancy Rate	4.0%	3.9%	4.0%	0.00%
Average Asking Rents (NNN)	\$31.44	\$30.84	\$31.80	-1.13%
Average Sales Price / SF	\$404.76	\$384.49	\$376.58	7.48%
Cap Rates	5.00%	4.94%	5.30%	-5.66%
Net Absorption	26,253	-149,444	820,834	N/A

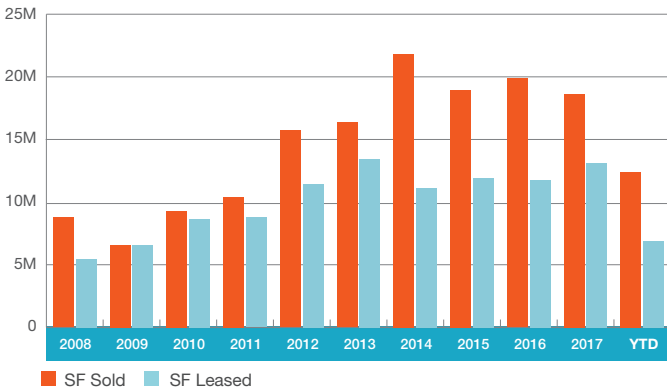
NEW RETAIL CONSTRUCTION & ABSORPTION



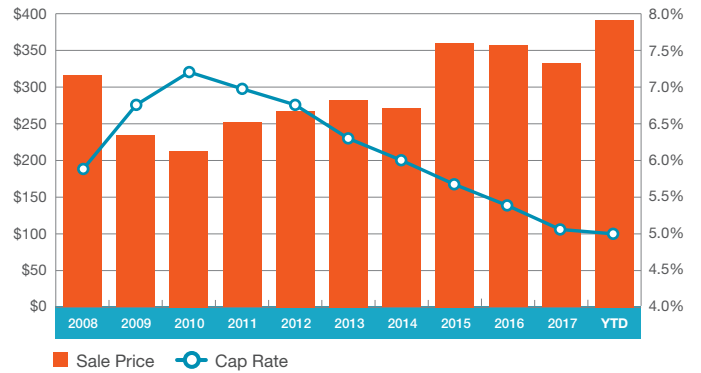
AVERAGE ASKING RENT/SF & VACANCY RATE



SALE & LEASE VOLUME



AVERAGE SALES PRICE/SF & CAP RATES

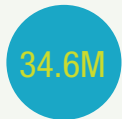


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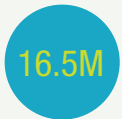
COMMERCIAL BROKERAGE



ANNUAL TRANSACTION VOLUME



ANNUAL LEASING SF



ANNUAL SALES SF



BROKERS

PROPERTY MANAGEMENT



MANAGEMENT PORTFOLIO

VALUATION ADVISORY



ASSIGNMENTS ANNUALLY



TOTAL # APPRAISERS/MAI'S

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