



Office Market Report

Los Angeles - CA

PREPARED BY

RE/MAX
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OFFICE MARKET REPORT

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12 Mo Deliveries in SF

2.4M

12 Mo Net Absorption in SF

(3.7M)

Vacancy Rate

14.6%

12 Mo Rent Growth

1.4%

Conditions continue to deteriorate in Los Angeles' office market. Vacancies are at a 25-year high, and sublease space continues to track at record levels. Rental rates are down from a peak in 20Q1. While rates have held largely flat since the second half of 2020, concessions and other incentives have been more generous for tenants than those offered prior to the pandemic.

Current construction levels, 3.9 million SF, have come down from recent peaks. Projects with little preleasing may be hard-pressed to secure tenants in the current leasing environment. Developers have shown restraint in starting new projects in recent quarters, suggesting there are concerns about the future trajectory of office demand.

Regarding office sales, many investors have often focused on high-quality, well-leased properties since the onset of the pandemic, but there have been several recent notable sales that show investors are purchasing properties to implement riskier value-add strategies.

Recent sales demonstrate a divergence in pricing achieved, largely resulting from differences in building quality, building configuration, building location, and lease rolls. While some recent sales have seen minimal discernable impact from the pandemic on pricing, others have seen notable discounts than what would have been unthinkable prior to the pandemic.

The Los Angeles office market is unique among major markets nationally for the decentralized nature of its office stock. This is a product of the sprawling nature of the metropolis as well as its well-earned reputation for having some of the nation's worst traffic. Companies need to be strategic in where they locate. The most prestigious office locations have long been on the Westside. Properties in submarkets such as Century City, Beverly Hills, and Brentwood evoke a certain cachet and typically attract more traditional and image-conscious tenants. Los Angeles' tech epicenter, Silicon Beach, is located west of these submarkets and includes Santa Monica, Venice, Marina Del Rey, and Playa Vista.

KEY INDICATORS

| Current Quarter | RBA | Vacancy Rate | Market Rent | Availability Rate | Net Absorption SF | Deliveries SF | Under Construction |
|-----------------|--------------------|--------------|----------------|-------------------|-------------------|---------------|--------------------|
| 4 & 5 Star | 175,618,138 | 20.6% | \$47.76 | 24.6% | (205,976) | 0 | 3,499,285 |
| 3 Star | 156,264,185 | 12.3% | \$39.97 | 15.3% | (348,916) | 0 | 293,877 |
| 1 & 2 Star | 102,466,728 | 7.7% | \$34.70 | 9.0% | (238,134) | 0 | 60,766 |
| Market | 434,349,051 | 14.6% | \$41.92 | 17.6% | (793,026) | 0 | 3,853,928 |

| Annual Trends | 12 Month | Historical Average | Forecast Average | Peak | When | Trough | When |
|----------------------|----------|--------------------|------------------|------------|---------|--------------|---------|
| Vacancy Change (YOY) | 1.0% | 10.8% | 14.9% | 14.6% | 2023 Q1 | 6.7% | 2007 Q3 |
| Net Absorption SF | (3.7M) | 828,456 | (650,957) | 13,247,700 | 2000 Q1 | (10,054,796) | 2021 Q1 |
| Deliveries SF | 2.4M | 2,429,851 | 953,107 | 4,717,495 | 2022 Q1 | 672,430 | 1997 Q1 |
| Rent Growth | 1.4% | 3.2% | 1.3% | 14.9% | 2007 Q3 | -11.1% | 2009 Q3 |
| Sales Volume | \$5B | \$5.2B | N/A | \$11.5B | 2017 Q3 | \$774.8M | 2009 Q4 |

Market vacancy in Los Angeles currently stands at 14.6%, the highest level seen in CoStar's data extending back to 1996. The market has seen vacancy rise rapidly since the onset of the pandemic due to substantial levels of negative net absorption.

One major concern is the record levels of available sublease space. With 11.4 million SF available as of mid-December, it remains at record levels. Current levels are almost 6 million SF above amounts seen at the start of the pandemic. Sublease space typically inhibits landlords' ability to raise rental rates, as sublease space is typically provided at a discount to space directly leased by landlords. Levels will need to decrease considerably for the market to return to a position of strength.

With the exception of a handful of submarkets, most notably Burbank, most office locations in the metro have seen significant occupancy erosion over the past two years. Locations that typically are the most sought after in the market, like Beverly Hills and Santa Monica, saw vacancy double during this period. Tenants have ample options in the market. Although some tenants continue to hold back on space decisions, one silver lining is that several major tenants have recently executed large leases, demonstrating their commitment to an office presence in the metro.

In 22Q2, news surfaced that Amazon took over 200,000 SF at the Water Garden Complex in Santa Monica. This lease represents the largest lease in 2022. Amazon also recently committed to large spaces in Orange County and San Diego. Amazon anticipates hiring an additional

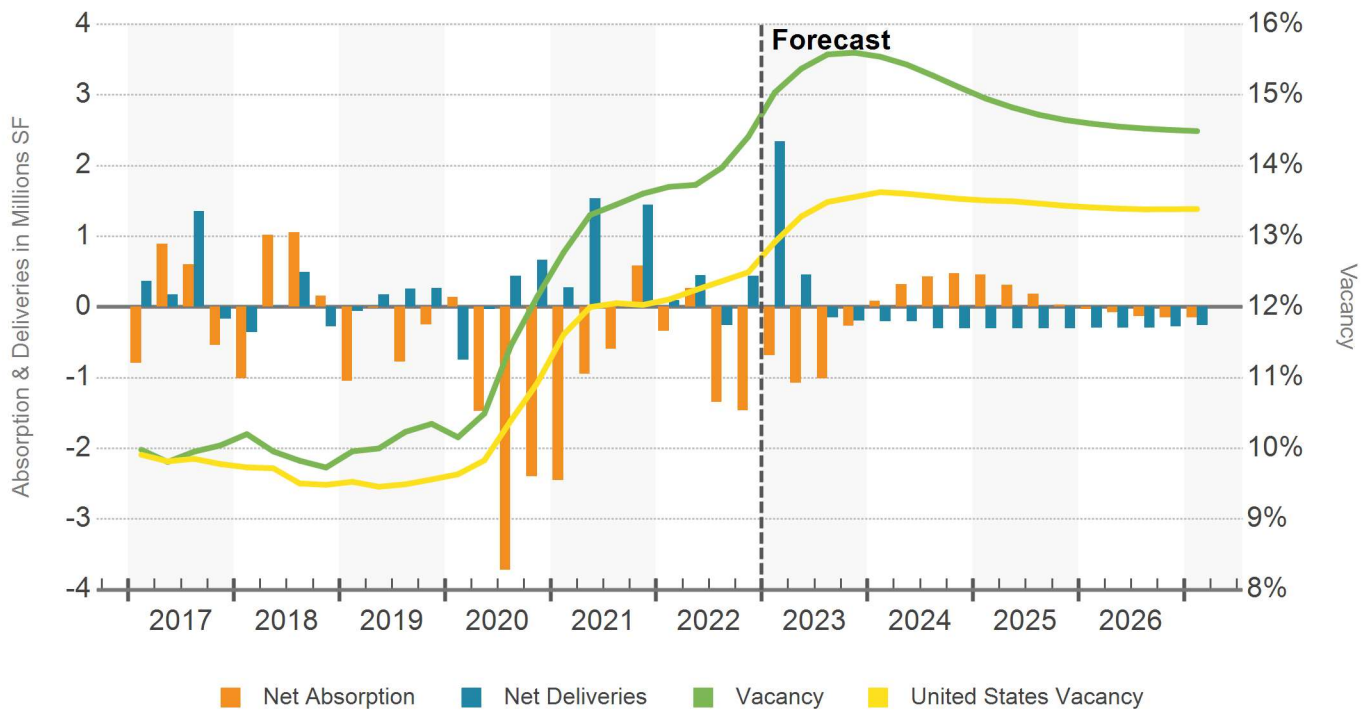
1,000 corporate and tech roles at the location. The space will open in mid-2023.

Two firms recently expanded their footprints in two of the newest office buildings in the L.A. office market. In Playa Vista, Nike committed to an additional 93,000 SF at the WE3 building in the Water's Edge campus in March 2022. Prior to the expansion, Nike took occupancy of 90,000 SF in the property when it delivered in late 2020. Also that month, production firm Company3 committed to an additional 59,000 SF in the Harlow building in Hollywood that delivered in late 2020. The firm previously leased 70,000 SF in March 2021. Both of Company3's leases run through March 2033.

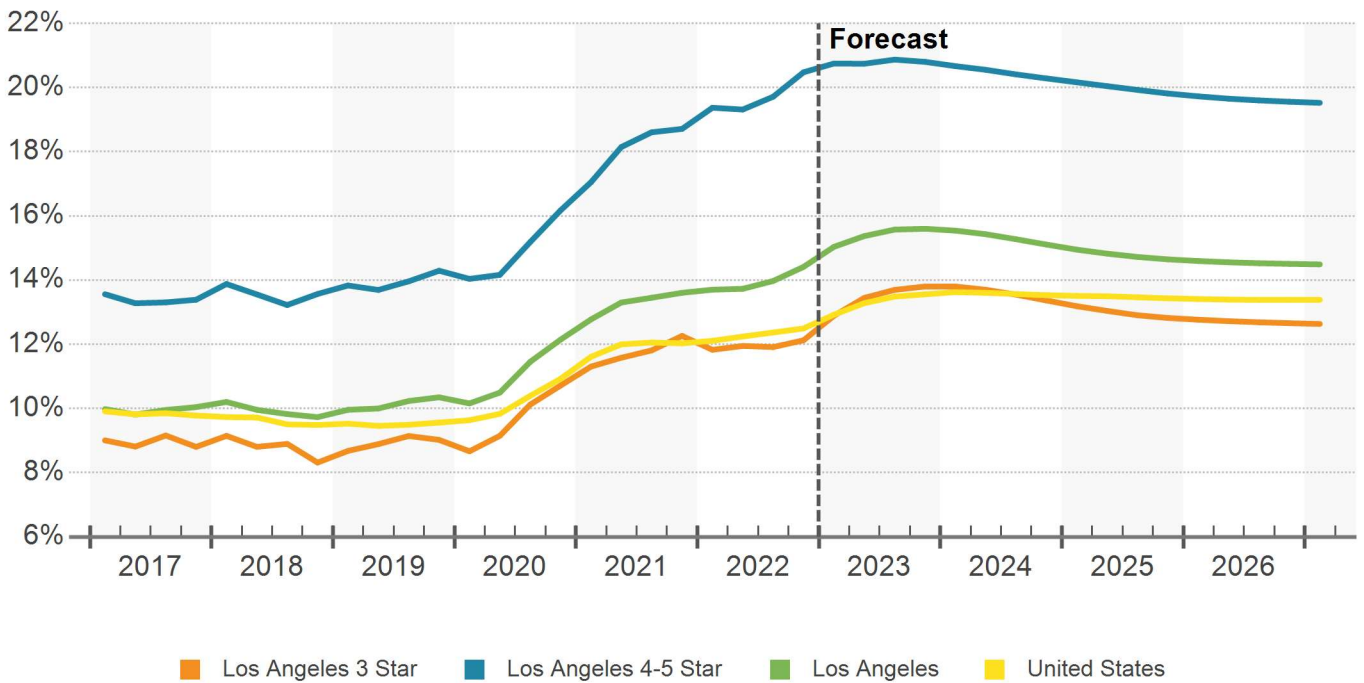
In Downtown Los Angeles, owners of the California Market Center at 110 E 9th St., Brookfield Properties, recently inked two of the largest leases in Downtown Los Angeles since the onset of the pandemic, with Forever 21 and Adidas committing to 162,000 SF and 107,000 SF, respectively. The 1.8 million-SF complex, traditionally occupied by companies in the fashion industry, recently underwent \$250 million in renovations to attract a more diverse range of tenants. The deals are unique and are the first of their kind for this location downtown, the Fashion District.

Looking ahead, market vacancy is expected to continue to rise for the near to midterm and the road to market recovery is likely long. Even five years out, vacancy is anticipated to remain well above levels seen coming into the pandemic.

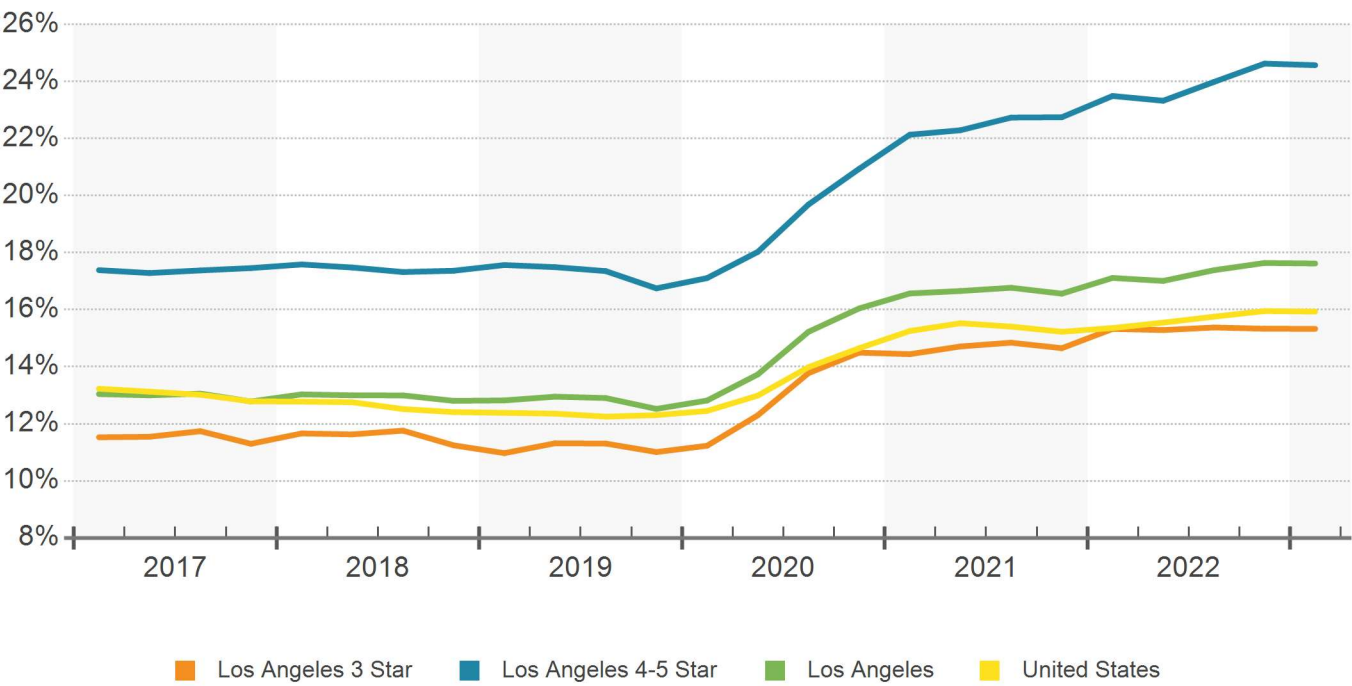
NET ABSORPTION, NET DELIVERIES & VACANCY



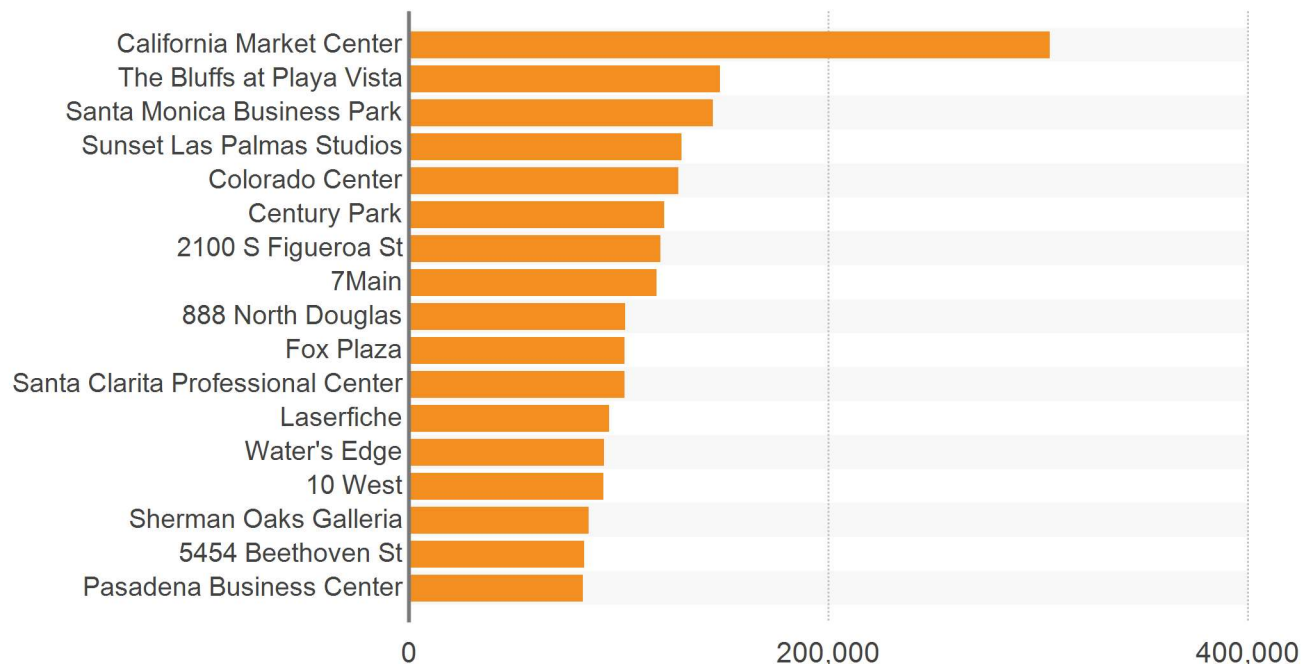
VACANCY RATE



AVAILABILITY RATE



12 MONTH NET ABSORPTION SF IN SELECTED BUILDINGS



| Building Name/Address | Submarket | Bldg SF | Vacant SF | Net Absorption SF | | | | |
|-------------------------------------|-----------------------|--------------------|-------------------|-------------------|----------|----------|----------|--------------------|
| | | | | 1st Qtr | 2nd Qtr | 3rd Qtr | 4th Qtr | 12 Month |
| California Market Center | Downtown Los Angeles | 1,837,247 | 1,018,356 | 162,275 | 0 | 0 | 0 | 305,750 |
| The Bluffs at Playa Vista | Marina Del Rey/Venice | 287,354 | 59,041 | 0 | 0 | 0 | 0 | 148,420 |
| Santa Monica Business Park | Santa Monica | 145,060 | 0 | 0 | 0 | 0 | 0 | 145,060 |
| Sunset Las Palmas Studios | Hollywood | 129,931 | 0 | 0 | 0 | 0 | 0 | 129,931 |
| Colorado Center | Santa Monica | 195,594 | 0 | 0 | 0 | 0 | 0 | 128,486 |
| Century Park | Century City | 1,210,730 | 94,843 | (12,489) | 0 | 0 | 0 | 121,645 |
| 2100 S Figueroa St | Mid-Cities | 135,000 | 0 | 0 | 0 | 0 | 0 | 120,000 |
| 7Main | Downtown Los Angeles | 138,000 | 14,600 | 0 | 0 | 0 | 0 | 118,182 |
| 888 North Douglas | El Segundo | 107,878 | 0 | 0 | 0 | 0 | 0 | 103,083 |
| Fox Plaza | Century City | 768,158 | 196,885 | 0 | 0 | 0 | 0 | 102,849 |
| Santa Clarita Professional Center | Santa Clarita Valley | 102,712 | 0 | 0 | 0 | 0 | 0 | 102,712 |
| Laserfiche | Long Beach: Suburban | 100,000 | 0 | 0 | 0 | 0 | 0 | 95,555 |
| Water's Edge | Marina Del Rey/Venice | 182,955 | 0 | 93,121 | 0 | 0 | 0 | 93,121 |
| 10 West | Pasadena | 217,976 | 125,305 | 0 | 0 | 0 | 0 | 92,671 |
| Sherman Oaks Galleria | Sherman Oaks | 191,890 | 46,786 | 0 | 0 | 0 | 0 | 85,730 |
| 5454 Beethoven St | Marina Del Rey/Venice | 87,526 | 0 | 0 | 0 | 0 | 0 | 83,635 |
| Pasadena Business Center | Pasadena | 240,903 | 43,316 | 0 | 0 | 0 | 0 | 83,083 |
| Subtotal Primary Competitors | | 6,078,914 | 1,599,132 | 242,907 | 0 | 0 | 0 | 2,059,913 |
| Remaining Los Angeles Market | | 428,270,137 | 61,790,063 | (1,035,933) | 0 | 0 | 0 | (5,719,017) |
| Total Los Angeles Market | | 434,349,051 | 63,389,195 | (793,026) | 0 | 0 | 0 | (3,659,104) |

TOP OFFICE LEASES PAST 12 MONTHS

| Building Name/Address | Submarket | Leased SF | Qtr | Tenant Name | Tenant Rep Company | Leasing Rep Company |
|-------------------------------------|-----------------------|-----------|-------|--------------------------------|-----------------------|--------------------------|
| The Water Garden | Santa Monica | 207,821 | Q2 22 | Amazon | - | CBRE |
| California Market Center | Downtown Los Angeles | 162,275 | Q2 22 | Forever 21 | - | CBRE |
| Flyte * | El Segundo | 144,709 | Q3 22 | Raytheon Technologies C... | Cushman & Wakefield | Newmark |
| 2100 S Figueroa St | Mid-Cities | 135,000 | Q3 22 | Trophy Automotive Dealer... | Avison Young | - |
| City National Plaza | Downtown Los Angeles | 129,317 | Q2 22 | TCW Group, Inc. | - | CommonWealth Partne... |
| Century Park East * | Century City | 107,889 | Q2 22 | First Republic Bank | - | JLL |
| The Bluffs at Playa Vista | Marina Del Rey/Venice | 97,984 | Q3 22 | Google | - | CBRE |
| Water's Edge | Marina Del Rey/Venice | 93,121 | Q1 22 | Nike | - | CBRE |
| 10 West | Pasadena | 92,671 | Q2 22 | Dine Brands Global | Cushman & Wakefield | CBRE;Lincoln Property... |
| Pacifica Business Park | Western SGV | 90,600 | Q2 22 | Blue Shield of California P... | - | - |
| Wedbush Center * | Downtown Los Angeles | 82,335 | Q1 22 | Buchalter | Savills | Lincoln Property Comp... |
| Continental Park | El Segundo | 80,000 | Q1 22 | National Veterinary Assoc... | Cushman & Wakefield | CBRE;Continental Dev... |
| Kilroy Airport Center, Long Beach | Long Beach: Suburban | 71,753 | Q2 22 | Blue Shield of California | JLL | Newmark |
| Del Amo | Torrance | 70,393 | Q3 22 | Chemical Guys | Cushman & Wakefield | Cushman & Wakefield |
| 800 North Brand | Glendale | 66,989 | Q2 22 | - | - | Newmark |
| TCW * | Downtown Los Angeles | 63,642 | Q2 22 | Quinn Emanuel Urquhart... | - | JLL |
| Sunset Las Palmas Studios | Hollywood | 59,646 | Q1 22 | Company 3 | Newmark | CBRE |
| Santa Monica Media Center * | Santa Monica | 56,104 | Q2 22 | Ithaca Holdings | Cresa | CBRE |
| Wells Fargo Center - North Tower | Downtown Los Angeles | 54,018 | Q1 22 | Mayer Brown LLP | - | CBRE |
| Bank Of America Plaza | Downtown Los Angeles | 52,966 | Q4 22 | - | - | Brookfield Properties |
| The Bluffs at Playa Vista | Marina Del Rey/Venice | 52,782 | Q1 22 | Google | - | CBRE |
| The Link | Burbank | 52,217 | Q3 22 | SDI Media | - | JLL |
| Pacific Technology Center * | El Segundo | 50,823 | Q4 22 | DaVita Kidney Care | - | Cushman & Wakefield |
| FIGat7th | Downtown Los Angeles | 49,508 | Q1 22 | Jackson Lewis P.C. | - | Brookfield Properties |
| Torrance Business Park | Torrance | 49,336 | Q2 22 | - | - | CBRE |
| Century Park East | Century City | 48,274 | Q2 22 | First Republic Bank | - | JLL |
| City National 2CAL | Downtown Los Angeles | 47,567 | Q3 22 | Alston & Bird LLP | - | JLL |
| Del Rey | Marina Del Rey/Venice | 44,349 | Q1 22 | - | - | CBRE |
| Symantec Southern California Campus | Culver City | 44,000 | Q3 22 | Spotter | - | LA Realty Partners |
| Century Park | Century City | 41,800 | Q3 22 | Willkie Farr & Gallagher LLP | CBRE | CBRE |
| @The Brand | Glendale | 40,809 | Q1 22 | Arthur J. Gallagher & Co. | - | JLL |
| 2009 E 223rd St | Long Beach: Suburban | 40,488 | Q1 22 | VinFast | - | Cushman & Wakefield |
| 1900 Avenue of the Stars | Century City | 39,562 | Q1 22 | - | - | CBRE;LA Realty Partners |
| The Lot | West Hollywood | 38,687 | Q4 22 | Hartbeat | Raise Commercial R... | JLL |
| Fine Arts Building | Downtown Los Angeles | 38,383 | Q2 22 | Spaces | - | Newmark |
| Apollo at Rosecrans | El Segundo | 37,694 | Q2 22 | - | - | CBRE |
| 801 Tower | Downtown Los Angeles | 37,675 | Q3 22 | Sunrise Brands | - | Avison Young |
| The Water Garden | Santa Monica | 37,506 | Q1 22 | Entravision Communicatio... | - | CBRE |
| Monrovia Tech Campus | Western SGV | 35,559 | Q1 22 | - | - | Colliers |
| Sherman Oaks Galleria | Sherman Oaks | 34,765 | Q2 22 | - | - | Douglas Emmett Mana... |

Renewal

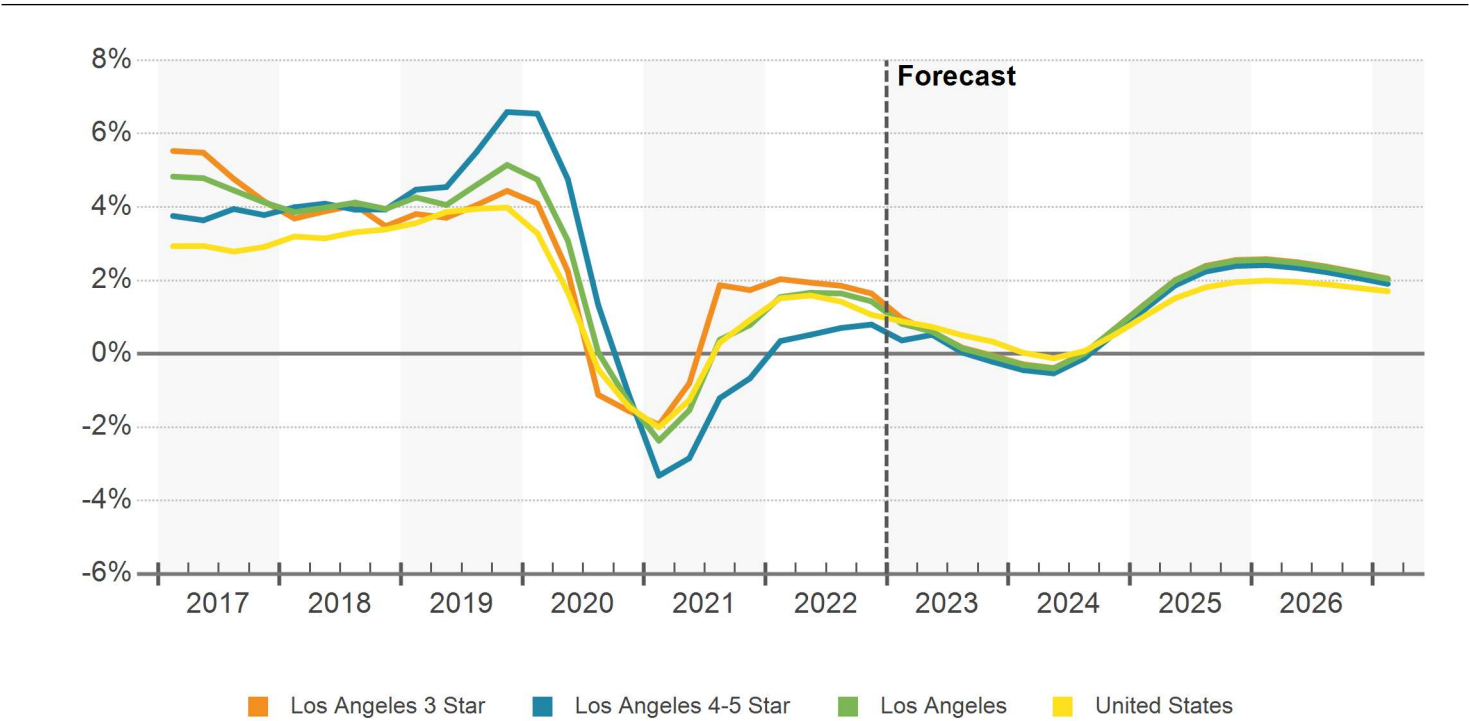
Since the second half of 2020, office asking rates in the L.A. metro have largely held steady. Many landlords are holding firm on asking rates, which could demonstrate relative confidence that better tenant demand will soon resurface. However, based on several recent notable leases, concessions and other lease terms have become more generous for tenants than prior to the pandemic.

Average office asking rates in Los Angeles stand at \$42.00/SF. The Los Angeles office market saw rents increase by 50% from 2011 through early 2020. L.A. outpaced the nation during this time, which saw cumulative gains under 40%. Rent growth in L.A. reached as high as 8.5% in early 2016 and witnessed annual gains above inflation through 2019.

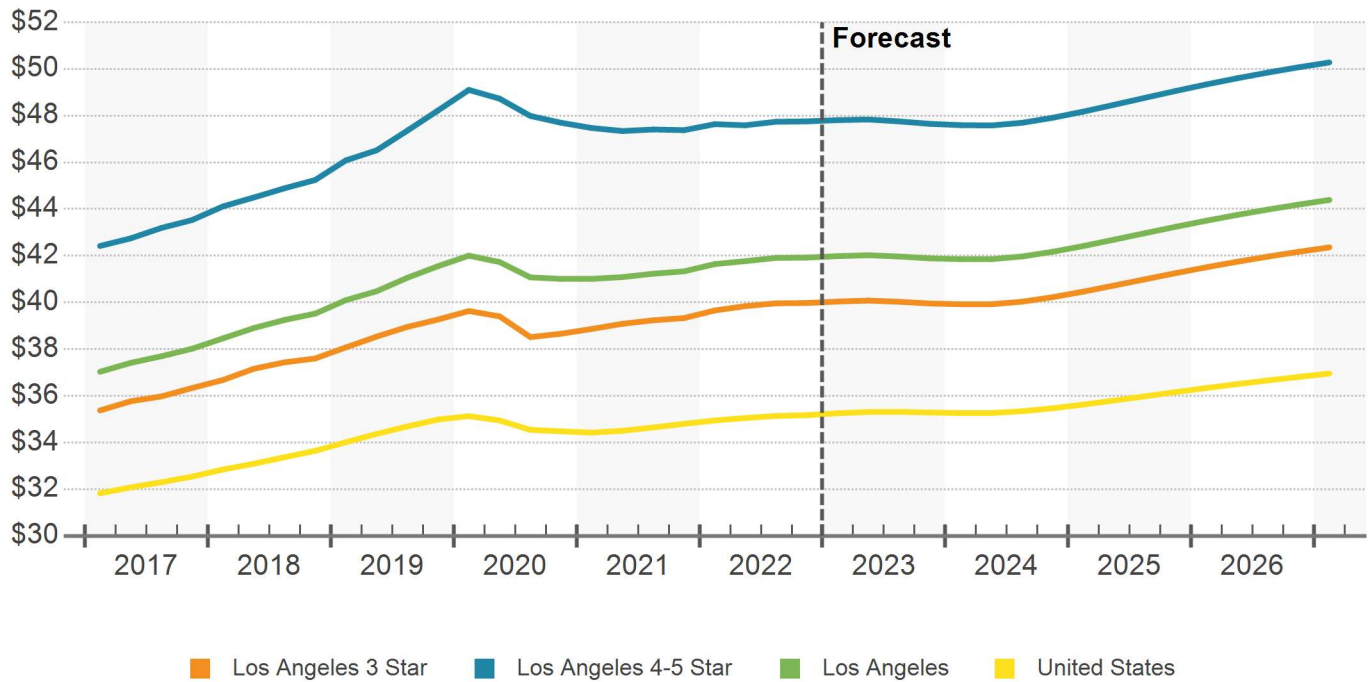
Most submarkets on the Westside, including Brentwood, the Olympic Corridor, and Santa Monica, have been more adversely impacted since the onset of the pandemic. Contributing factors leading to relative underperformance are likely that these locations have some of the more expensive office space in the L.A. metro and have seen sublease space rise considerably since the onset of the pandemic. Conversely, submarkets that offer relative value, like Torrance and Miracle Mile, have fared better during this period.

Considering the current weak leasing environment and still record levels of available sublease space, which is typically offered at a discount, it will be difficult for landlords to significantly increase rental rates for at least the near term.

MARKET RENT GROWTH (YOY)



MARKET RENT PER SQUARE FEET



4 & 5 STAR EXPENSES PER SF (ANNUAL)

| Market / Cluster | Utilities | Cleaning | Insurance | Taxes | Other | Total |
|---------------------------|-----------|----------|-----------|--------|---------|----------------|
| Los Angeles | \$0.84 | \$1.70 | \$1.21 | \$5.29 | \$8.08 | \$17.12 |
| Antelope Valley | \$0.63 | \$1.33 | \$0.92 | \$3.04 | \$5.61 | \$11.53 |
| Burbank/Glendale/Pasadena | \$1.10 | \$1.70 | \$1.17 | \$4.92 | \$6.04 | \$14.93 |
| Downtown Los Angeles | \$1.06 | \$2.01 | \$0.77 | \$4.61 | \$12.93 | \$21.38 |
| Mid-Cities | \$0.72 | \$1.10 | \$0.60 | \$3.46 | \$6.70 | \$12.58 |
| Mid-Wilshire | \$0.69 | \$1.82 | \$1.09 | \$5.15 | \$8.76 | \$17.51 |
| San Fernando Valley | \$0.79 | \$1.52 | \$1.11 | \$4.38 | \$6.38 | \$14.18 |
| San Gabriel Valley | \$0.88 | \$1.78 | \$1.03 | \$4.21 | \$5.26 | \$13.16 |
| Santa Clarita Valley | \$0.80 | \$1.42 | \$0.85 | \$4.33 | \$4.60 | \$12 |
| South Bay | \$0.68 | \$1.44 | \$0.99 | \$5.51 | \$6.78 | \$15.40 |
| Southeast Los Angeles | \$0.79 | \$1.95 | \$1.07 | \$2.88 | \$6.35 | \$13.04 |
| West Los Angeles | \$0.82 | \$1.78 | \$1.73 | \$6.49 | \$8.89 | \$19.71 |

Expenses are estimated using NCREIF, Trepp, IREM, and CoStar data using the narrowest possible geographical definition from Zip Code to region.

3 STAR EXPENSES PER SF (ANNUAL)

| Market / Cluster | Utilities | Cleaning | Insurance | Taxes | Other | Total |
|---------------------------|-----------|----------|-----------|--------|--------|----------------|
| Los Angeles | \$0.71 | \$1.39 | \$0.64 | \$4.42 | \$4.41 | \$11.57 |
| Antelope Valley | \$0.56 | \$0.97 | \$0.75 | \$3.12 | \$3.08 | \$8.48 |
| Burbank/Glendale/Pasadena | \$0.79 | \$1.53 | \$0.61 | \$3.91 | \$4.63 | \$11.47 |
| Downtown Los Angeles | \$1 | \$1.91 | \$0.64 | \$2.96 | \$8.66 | \$15.17 |
| Mid-Cities | \$0.58 | \$0.85 | \$0.45 | \$3.83 | \$3.16 | \$8.87 |
| Mid-Wilshire | \$0.65 | \$1.66 | \$0.72 | \$4.41 | \$4.83 | \$12.27 |
| NE LA County Outlying | \$0.71 | \$1.39 | \$0.71 | \$1.48 | \$4.75 | \$9.04 |
| NW LA County Outlying | \$0.59 | \$1.03 | \$0.80 | \$3.26 | \$3.26 | \$8.94 |
| San Fernando Valley | \$0.67 | \$1.14 | \$0.83 | \$3.86 | \$3.82 | \$10.32 |
| San Gabriel Valley | \$0.81 | \$1.71 | \$0.61 | \$3.91 | \$2.78 | \$9.82 |
| Santa Clarita Valley | \$0.66 | \$0.86 | \$0.56 | \$4.31 | \$2.42 | \$8.81 |
| South Bay | \$0.62 | \$1.27 | \$0.40 | \$4.32 | \$4.50 | \$11.11 |
| Southeast Los Angeles | \$0.70 | \$1.63 | \$0.47 | \$3.49 | \$3.71 | \$10 |
| West Los Angeles | \$0.73 | \$1.36 | \$0.76 | \$6.44 | \$5.63 | \$14.92 |

Expenses are estimated using NCREIF, Trepp, IREM, and CoStar data using the narrowest possible geographical definition from Zip Code to region.

1 & 2 STAR EXPENSES PER SF (ANNUAL)

| Market / Cluster | Utilities | Cleaning | Insurance | Taxes | Other | Total |
|---------------------------|-----------|----------|-----------|--------|--------|----------------|
| Los Angeles | \$0.64 | \$1.07 | \$0.45 | \$4.02 | \$2.45 | \$8.63 |
| Antelope Valley | \$0.56 | \$0.78 | \$0.20 | \$2.58 | \$2.65 | \$6.77 |
| Burbank/Glendale/Pasadena | \$0.74 | \$1.28 | \$0.52 | \$3.79 | \$2.23 | \$8.56 |
| Downtown Los Angeles | \$0.60 | \$0.84 | \$0.41 | \$3.02 | \$6.07 | \$10.94 |
| East LA County Outlying | \$0.73 | \$1.20 | \$0.47 | \$1.64 | \$2.11 | \$6.15 |
| Mid-Cities | \$0.54 | \$0.75 | \$0.31 | \$3.22 | \$3.04 | \$7.86 |
| Mid-Wilshire | \$0.59 | \$1.29 | \$0.59 | \$4.70 | \$2.84 | \$10.01 |
| NE LA County Outlying | \$0.78 | \$1.34 | \$0.56 | \$1.06 | \$1.93 | \$5.67 |
| San Fernando Valley | \$0.59 | \$0.92 | \$0.45 | \$3.82 | \$1.68 | \$7.46 |
| San Gabriel Valley | \$0.76 | \$1.19 | \$0.46 | \$3.64 | \$1.84 | \$7.89 |
| Santa Clarita Valley | \$0.65 | \$0.77 | \$0.37 | \$5.04 | \$2.29 | \$9.12 |
| South Bay | \$0.59 | \$0.89 | \$0.21 | \$3.71 | \$2.24 | \$7.64 |
| Southeast Los Angeles | \$0.63 | \$0.76 | \$0.22 | \$2.87 | \$3 | \$7.48 |
| West Los Angeles | \$0.63 | \$1.20 | \$0.61 | \$5.41 | \$2.89 | \$10.74 |

Expenses are estimated using NCREIF, Trepp, IREM, and CoStar data using the narrowest possible geographical definition from Zip Code to region.

2022 saw several notable multi-tenant completions. In 22Q1, Lincoln Property Company completed work on the 347,000-SF Entrada project. The site was previously a parking lot for The DoubleTree hotel on Centinela Avenue adjacent to the 405. No major lease signings have been announced.

Also delivering at the beginning of 2022, the 233,500-SF West End by GPI Companies completed. The project involved converting the former Westside Pavillion mall's Macy's department store into modern creative office space. The project delivered 100% vacant. Asking rents at the property, \$5.25/SF/month on a triple net basis, are top of the market for the area.

In Pasadena, Lincoln Property Company is working on a 1 million-SF urban village that is expected to eventually include hundreds of residential units and more than 500,000 SF of office space. The first phase of office development comprising 220,000 SF delivered in 22Q2. Dine Brands International has committed to 92,700 SF in the project, with the remaining 60% of the space in the project available. The project, dubbed 10 West, is on the site of former campus of defense contractor Parsons, which moved its headquarters from Pasadena to Northern Virginia. Lincoln purchased the headquarters site in 2011 in a sale-leaseback deal with Parsons. Given the scope of the project, 10 West could be

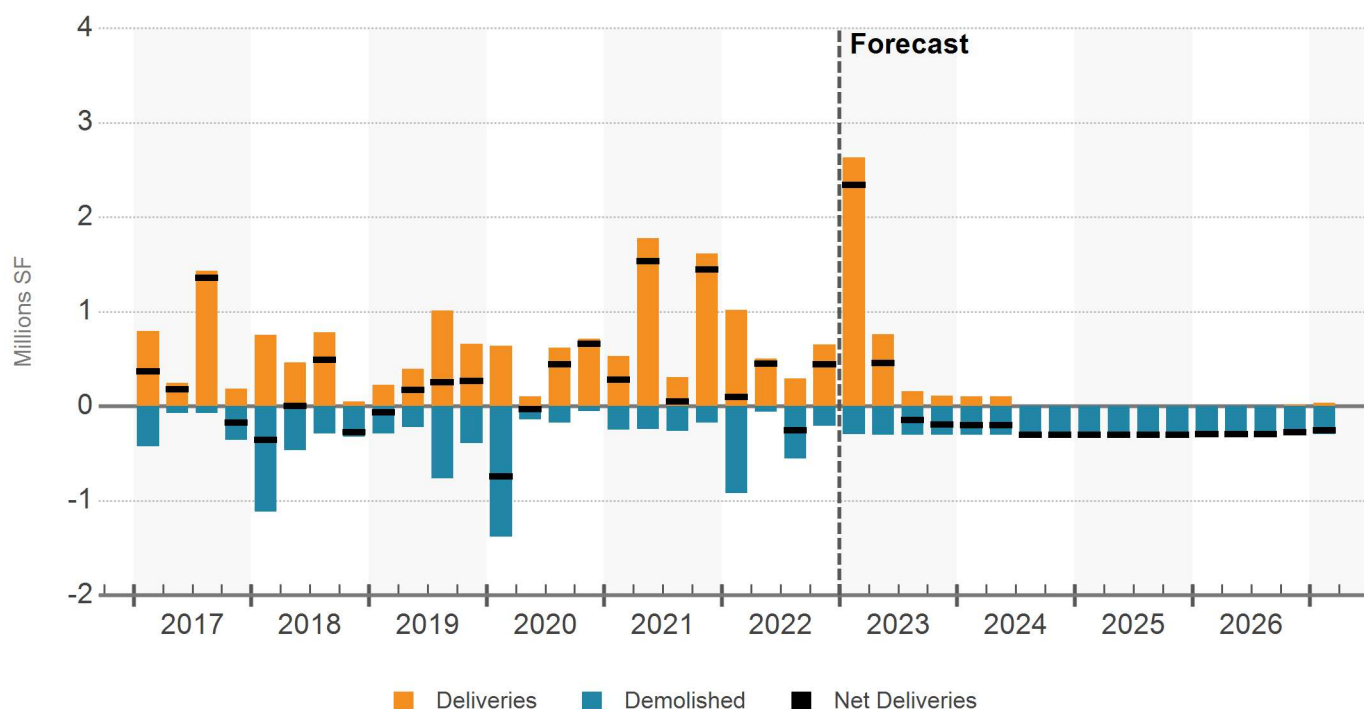
transformative for the area.

There is 3.9 million SF of office space under construction in Greater Los Angeles, down from a recent high of 8.9 million SF in 20Q3.

In Culver City, Samitaur Constructs, a group that has developed several other notable projects in the Hayden Tract portion of the submarket, is developing what is being billed as the first "creative" high-rise building in Los Angeles, (W)rapper. The project will comprise a 180,000-SF, 16-story tower near the Expo/La Cienega Metro stop and is slated to deliver in 2023.

The Olympic Corridor has two major projects underway. The 550,000-SF Lumen West LA project at 11355-11377 Olympic Blvd. commenced construction at the beginning of 2020. The project involves extensive renovations, as well as an expansion, of the Trident West complex into a latest-generation office campus. McCarthy Cook and Northwood Investors are behind the project. Delivery is set for the coming months. The 255,000-SF West Edge mixed-use development by developer Hines broke ground in late 2020. In December 2021, video game maker Riot Games committed to the entire 200,000-SF office portion. The complex will also comprise 90,000 SF of retail and 600 multifamily units. Delivery is set for early 2023.

DELIVERIES & DEMOLITIONS



SUBMARKET CONSTRUCTION

| No. | Submarket | Under Construction Inventory | | | | | Average Building Size | | |
|--------|----------------------------|------------------------------|----------|---------------------|--------------|------|-----------------------|--------------|------|
| | | Bldgs | SF (000) | Pre-Leased SF (000) | Pre-Leased % | Rank | All Existing | Under Constr | Rank |
| 1 | Olympic Corridor | 2 | 806 | 200 | 24.8% | 8 | 30,262 | 403,009 | 1 |
| 2 | Burbank | 3 | 802 | 802 | 100% | 1 | 23,198 | 267,317 | 2 |
| 3 | Culver City | 8 | 542 | 38 | 7.1% | 10 | 19,839 | 67,769 | 8 |
| 4 | Studio/Universal Cities | 3 | 362 | 362 | 100% | 1 | 14,944 | 120,797 | 3 |
| 5 | Downtown Los Angeles | 3 | 293 | 105 | 35.8% | 6 | 149,679 | 97,700 | 5 |
| 6 | Santa Monica | 3 | 211 | 61 | 29.0% | 7 | 26,763 | 70,458 | 7 |
| 7 | Beach Cities/Palos Verdes | 2 | 175 | 175 | 100% | 1 | 11,909 | 87,500 | 6 |
| 8 | Pasadena | 3 | 104 | 102 | 97.8% | 5 | 20,649 | 34,824 | 9 |
| 9 | Tarzana | 1 | 102 | 102 | 100% | 1 | 24,843 | 102,000 | 4 |
| 10 | East Hollywood/Silver Lake | 6 | 101 | 11 | 10.4% | 9 | 9,609 | 16,842 | 10 |
| | All Other | 15 | 354 | 90 | 25.3% | | 21,898 | 23,628 | |
| Totals | | 49 | 3,854 | 2,048 | 53.2% | | 24,735 | 78,652 | |

Under Construction Properties

Los Angeles Office

Properties

Square Feet

Percent of Inventory

Released

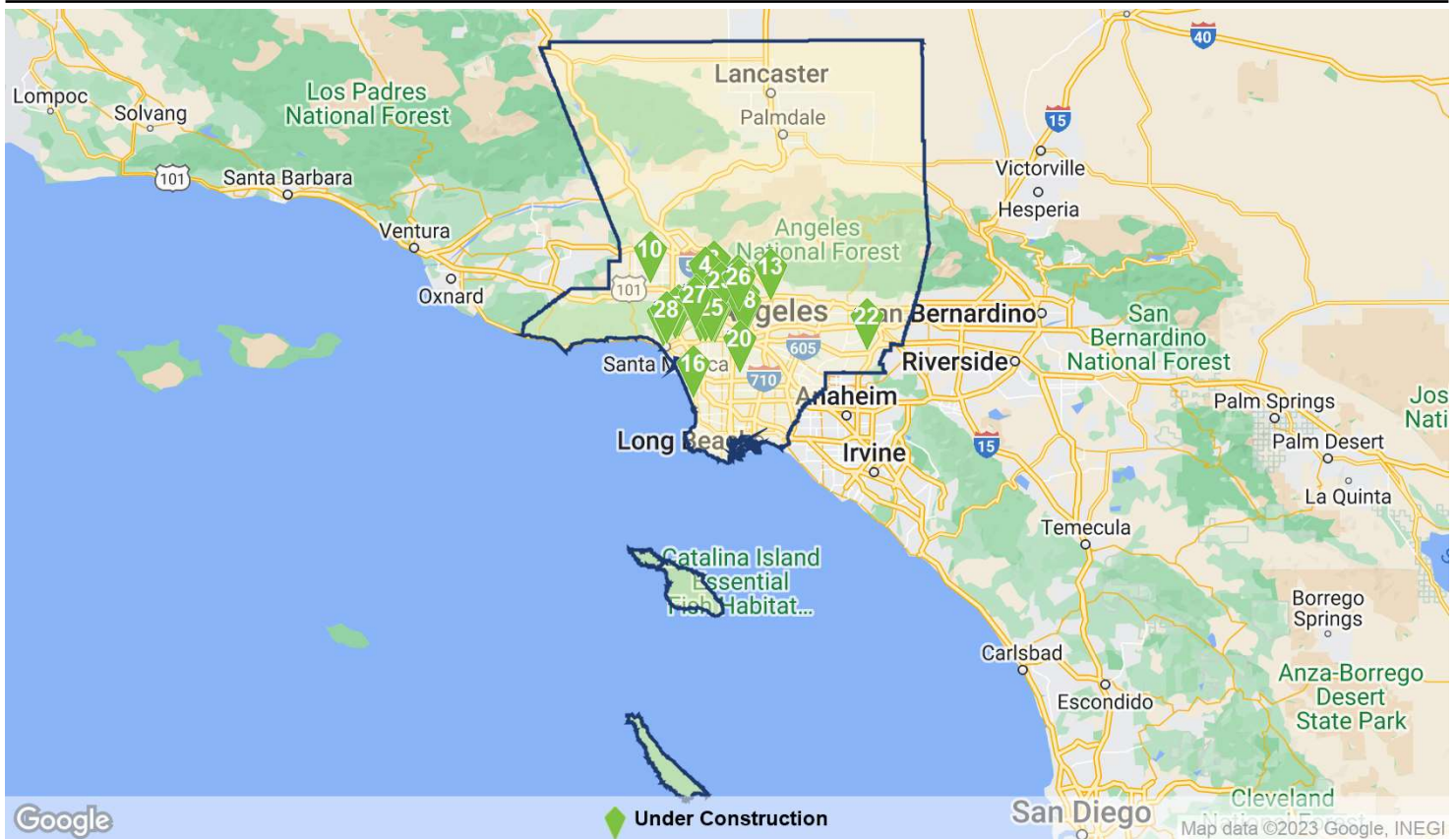
49

3,853,928

0.9%

53.2%

UNDER CONSTRUCTION PROPERTIES



UNDER CONSTRUCTION

| | Property Name/Address | Rating | Bldg SF | Stories | Start | Complete | Developer/Owner |
|---|--|--------|---------|---------|----------|----------|--|
| 1 | LUMEN West LA 11355-11377 W Olympic... | ★★★★★ | 550,403 | 10 | Jan 2020 | Feb 2023 | McCarthy Cook & Co. McCarthy Cook & Co. |
| 2 | Second Century Expansi... 3000 W Alameda Ave | ★★★★★ | 445,000 | 9 | Sep 2020 | Feb 2023 | Worthe Real Estate Group Worthe Real Estate Group |
| 3 | Second Century Expansi... 3000 W Alameda Ave | ★★★★★ | 355,000 | 7 | Sep 2020 | Feb 2023 | Worthe Real Estate Group Worthe Real Estate Group |
| 4 | 100 Universal City Plz | ★★★★★ | 331,000 | 11 | Nov 2021 | Apr 2023 | Aurora Development, Inc. NBCUniversal |
| 5 | West Edge 12101 W Olympic Blvd | ★★★★★ | 255,615 | 8 | Jul 2020 | Feb 2023 | Hines Hines |
| 6 | (W)rapper 5790 W Jefferson Blvd | ★★★★★ | 180,584 | 16 | Sep 2018 | Feb 2023 | Samitaur Constructs Samitaur Constructs |
| 7 | 315 Colorado Ave | ★★★★★ | 150,000 | 3 | Sep 2021 | Mar 2023 | - The Macerich Company |

Under Construction Properties

Los Angeles Office

UNDER CONSTRUCTION

| | Property Name/Address | Rating | Bldg SF | Stories | Start | Complete | Developer/Owner |
|----|---|-----------|---------|---------|----------|----------|--|
| 8 | 843 N Spring St | ★ ★ ★ ★ ★ | 125,000 | 5 | Feb 2021 | Feb 2023 | Redcar Properties LTD Redcar Properties LTD |
| 9 | 520 Mateo St | ★ ★ ★ ★ ★ | 105,000 | 6 | Jan 2020 | Feb 2023 | Carmel Partners Carmel Partners |
| 10 | Instil Bio Inc 18404 Oxnard St | ★ ★ ★ ★ ★ | 102,000 | 2 | Dec 2021 | Dec 2023 | Alvarez & Marsal Holdings LLC Instil Bio, Inc. |
| 11 | The Depot 3609 S 10th Ave | ★ ★ ★ ★ ★ | 101,432 | 3 | Aug 2021 | Feb 2023 | - The Luzzatto Company |
| 12 | 2901 Pacific Coast Hwy | ★ ★ ★ ★ ★ | 100,000 | 2 | May 2021 | Feb 2023 | - - |
| 13 | 590 S Fair Oaks Ave | ★ ★ ★ ★ ★ | 100,000 | 4 | Oct 2022 | May 2024 | - - |
| 14 | 2922 Crenshaw Blvd | ★ ★ ★ ★ ★ | 89,056 | 3 | Apr 2021 | Feb 2023 | - CIM Group, LP |
| 15 | South Campus 3333 Casitas Ave | ★ ★ ★ ★ ★ | 76,909 | 2 | Jan 2022 | Feb 2023 | - - |
| 16 | Skechers 305-319 S Sepulveda Blvd | ★ ★ ★ ★ ★ | 75,000 | 3 | Mar 2022 | Mar 2023 | - Skechers U.S.A., Inc. |
| 17 | 5237 W Jefferson Blvd | ★ ★ ★ ★ ★ | 71,732 | 3 | Sep 2022 | May 2023 | - - |
| 18 | AtTraction 800-810 Traction Ave | ★ ★ ★ ★ ★ | 63,100 | 6 | Oct 2021 | Jun 2023 | - - |
| 19 | 3000 Crenshaw Blvd | ★ ★ ★ ★ ★ | 55,725 | 3 | Apr 2022 | Oct 2023 | - - |
| 20 | Swinerton Kaiser Perma... 1465 E 103rd St | ★ ★ ★ ★ ★ | 52,800 | 3 | Dec 2021 | Mar 2023 | - Kaiser Permanente |
| 21 | 9000 Wilshire Blvd | ★ ★ ★ ★ ★ | 50,148 | 4 | Jun 2021 | Feb 2023 | Skanska Skanska |
| 22 | Diamond Bar Business... 888 S Brea Canyon Dr | ★ ★ ★ ★ ★ | 46,000 | 3 | Jul 2022 | Nov 2023 | - Havadjia Holdings, Inc. |
| 23 | Create @ Sunset 5419 W Sunset Blvd | ★ ★ ★ ★ ★ | 40,000 | 2 | Feb 2023 | Mar 2023 | - Montana Avenue Capital Partner... |
| 24 | 1650 Euclid St | ★ ★ ★ ★ ★ | 39,375 | 3 | Aug 2022 | Aug 2023 | - Redcar Properties LTD |
| 25 | 3900 W Jefferson Blvd | ★ ★ ★ ★ ★ | 31,360 | 3 | Apr 2021 | May 2023 | Charles Company Community Redevelopment Agen... |
| 26 | Gilroy Campus - Bldg B 3013 Gilroy St | ★ ★ ★ ★ ★ | 26,457 | 2 | Jan 2021 | Feb 2023 | - - |
| 27 | 9212 Olympic Blvd | ★ ★ ★ ★ ★ | 24,255 | 3 | Jan 2020 | Jun 2023 | - - |
| 28 | 1640-1644 14th St | ★ ★ ★ ★ ★ | 22,000 | 4 | Jul 2022 | Aug 2023 | Redcar Properties LTD Redcar Properties LTD |

At \$4.9 billion, office transaction volume during the past 12 months tracked below the market's 10-year annual average of \$7.4 billion. Recent notable sales were motivated by varying strategies.

Transactions comprising well-leased, best-in-class properties in prime locations continue to see robust pricing with little evidence of discounts due to the pandemic. One of the recent largest sales closed in June 2022, when FS Investments acquired 555 S Aviation in El Segundo from Tishman Speyer for \$205.5 million (\$795/SF). The 260,000-SF property was 100% leased at the time of sale with a weighted average lease term of nine years. Tenants in the property include Saatchi & Saatchi, Belkin, and Fabletics. Tishman acquired the property in 2015 for \$45 million when it was an aged distribution and repair facility. Tishman oversaw extensive renovations of the property, converting it into a top-tier creative office campus.

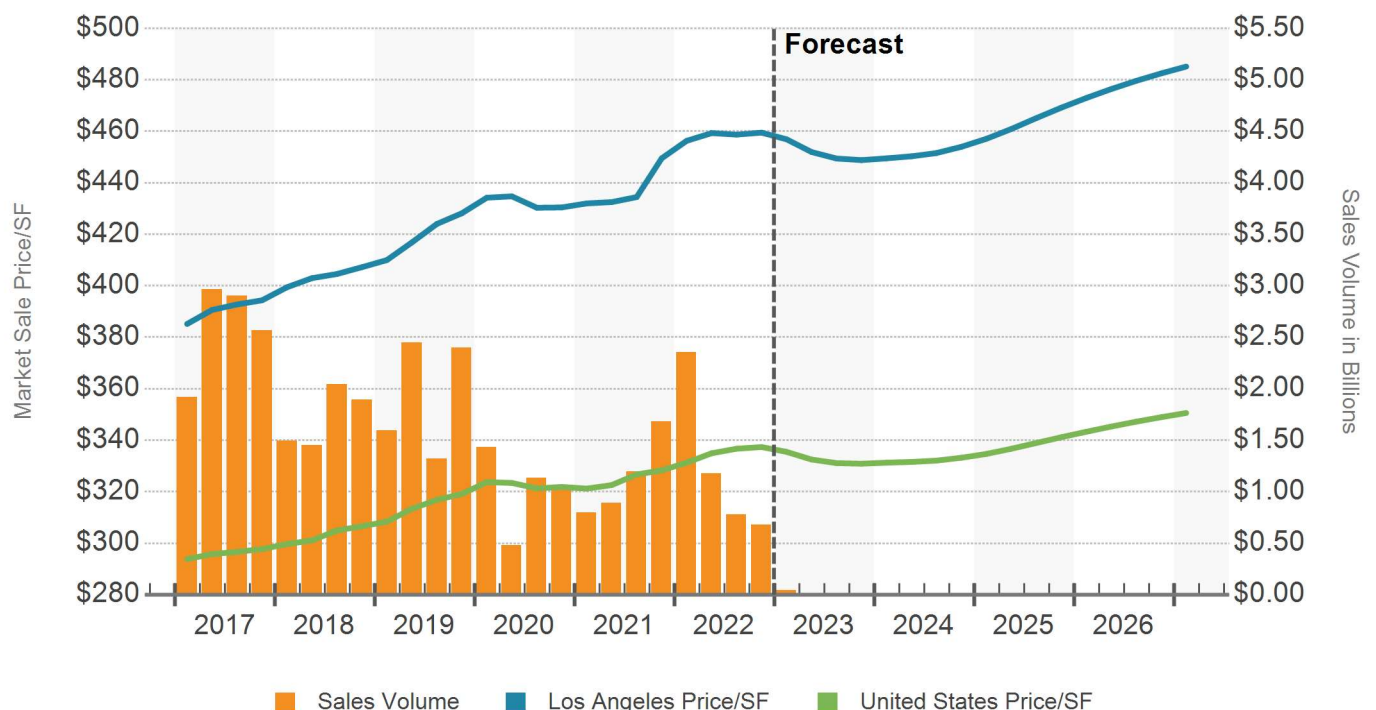
However, one recent sale demonstrates not all office properties are likely to realize pricing that would have been achieved pre-pandemic. In July 2022, news surfaced that Waterbridge Capital was under contract to purchase Union Bank Plaza in Downtown Los Angeles from KBS for \$155 million (\$220/SF). Pre-pandemic, there was chatter that KBS was seeking \$250 million for

the 700,000-SF tower. KBS was recently under contract to sell the building to Harbor Associates for \$165 million, but the deal fell apart earlier in 2022. KBS will realize a significant loss, having paid \$208 million for the building in September 2010 and overseen extensive renovations of the lobby and common areas. The transaction is expected to close by the end of the year.

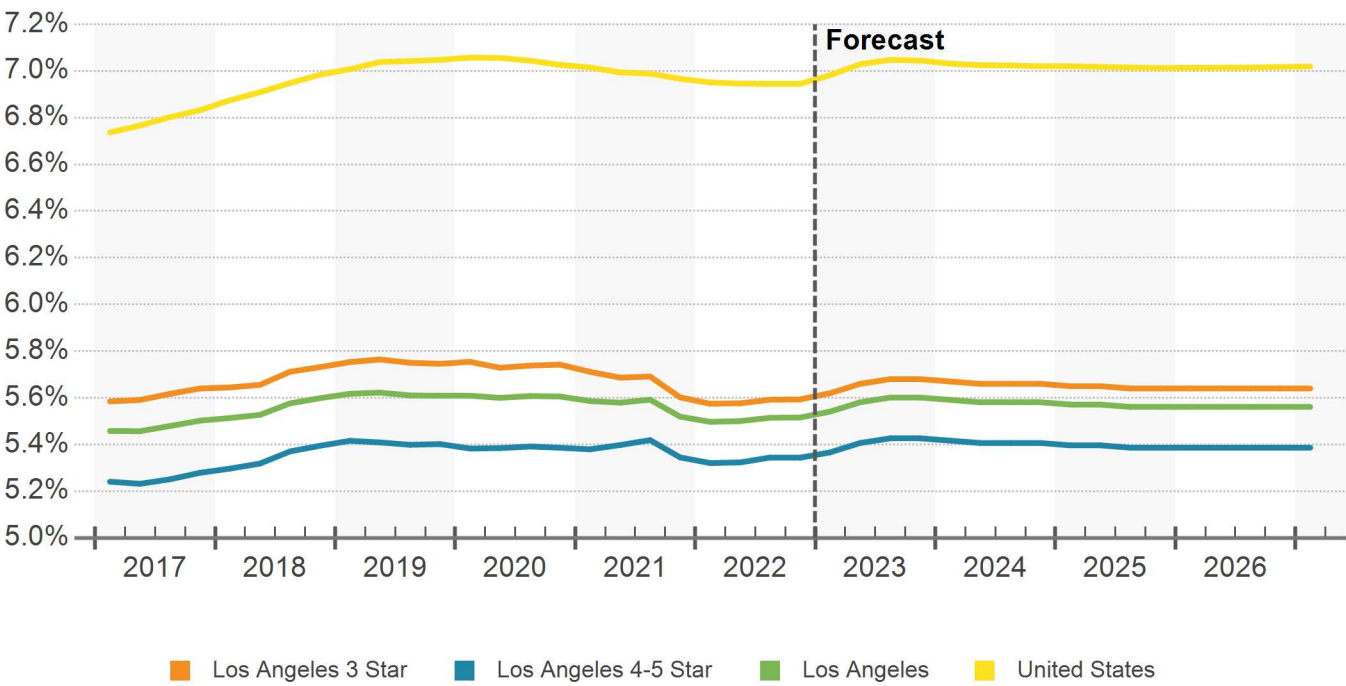
High-quality medical office properties have seen strong demand. In March 2022, REIT Diversified Healthcare Trust recapitalized two medical office properties, 8631 W 3rd St. and 8635 W 3rd St. The REIT brought in an undisclosed joint venture partner that valued the properties at \$210 million (\$635/SF). The properties, comprising 331,000 SF, are adjacent to Cedars-Sinai Medical Center, one of the best hospitals in the region.

Based on CoStar's baseline scenario, pricing is anticipated to dip moderately in 2023 and 2024 before seeing modest gains resume. Given that many office workers have adopted hybrid and remote work strategies and many employees prefer the home to the office, there could potentially be structural changes to office demand longer term that could more adversely impact office values in the metro. It will take time to see how many workers return to the office as well as how firms utilize office space in the future.

SALES VOLUME & MARKET SALE PRICE PER SF



MARKET CAP RATE

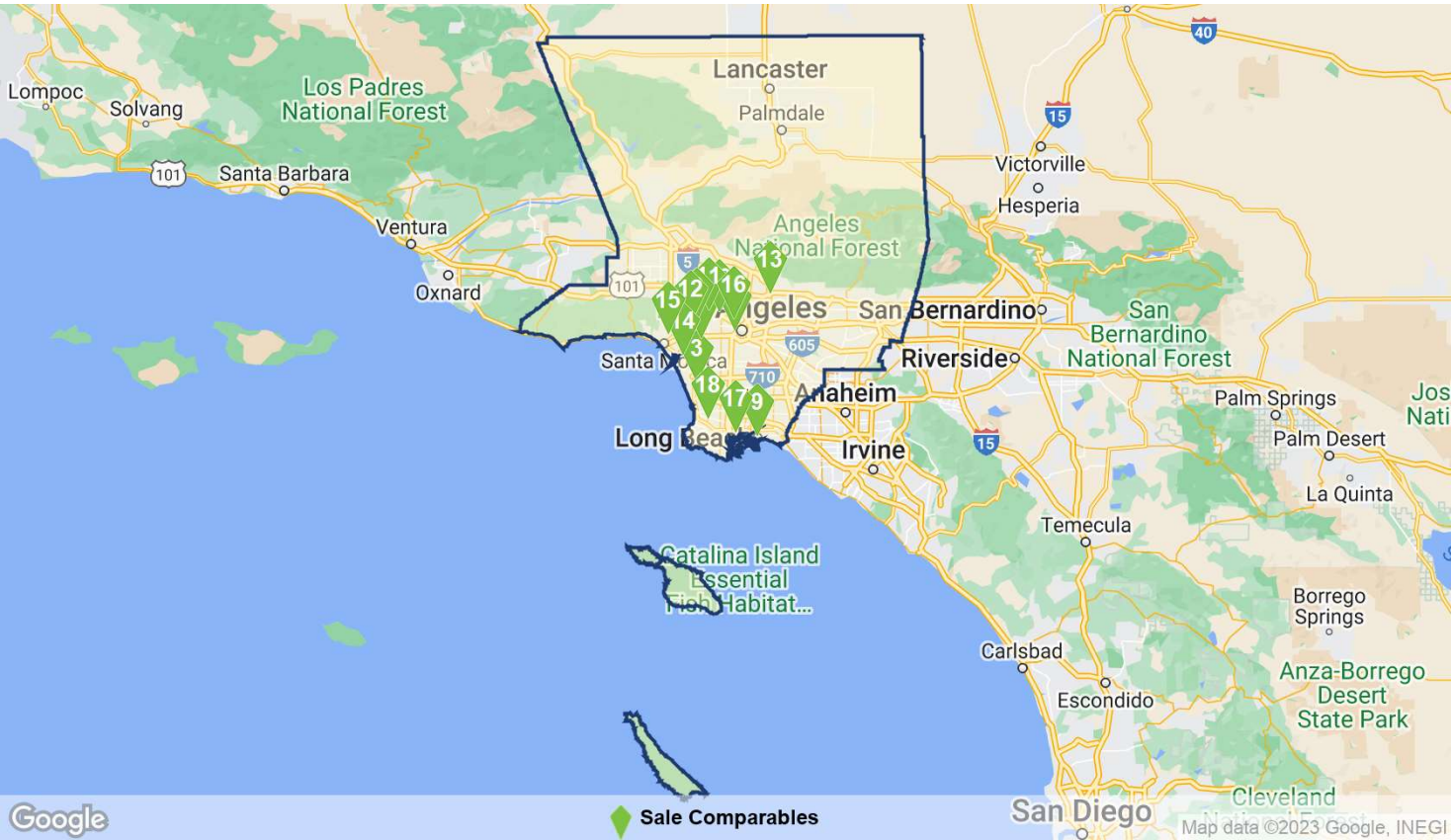


Sales Past 12 Months

Los Angeles Office

| Sale Comparables | Avg. Cap Rate | Avg. Price/SF | Avg. Vacancy At Sale |
|------------------|---------------|---------------|----------------------|
| 671 | 5.0% | \$491 | 12.0% |

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

| Sales Attributes | Low | Average | Median | High |
|---------------------------|----------|-------------|-------------|---------------|
| Sale Price | \$60,116 | \$8,542,813 | \$2,712,500 | \$425,902,000 |
| Price/SF | \$9.46 | \$491 | \$444 | \$5,459 |
| Cap Rate | 2.4% | 5.0% | 5.1% | 9.3% |
| Time Since Sale in Months | 0.0 | 6.6 | 6.9 | 12.0 |
| Property Attributes | Low | Average | Median | High |
| Building SF | 394 | 18,487 | 6,369 | 395,272 |
| Stories | 1 | 2 | 2 | 20 |
| Typical Floor SF | 283 | 7,853 | 3,936 | 259,754 |
| Vacancy Rate At Sale | 0% | 12.0% | 0% | 100% |
| Year Built | 1897 | 1966 | 1965 | 2022 |
| Star Rating | ★★★★★ | ★★★★★ 2.3 | ★★★★★ | ★★★★★ |

Sales Past 12 Months

Los Angeles Office

RECENT SIGNIFICANT SALES

| Property Name - Address | Property | | | | Sale | | | |
|---|----------|----------|---------|---------|------------|---------------|----------|----------|
| | Rating | Yr Built | Bldg SF | Vacancy | Sale Date | Price | Price/SF | Cap Rate |
| 1 One Culver 10000 W Washington Blvd | ★★★★★ | 1986 | 395,272 | 0.6% | 3/25/2022 | \$425,902,000 | \$1,077 | - |
| 2 Cedars-Sinai East Bldg 8631 W 3rd St | ★★★★★ | 1979 | 165,404 | 12.7% | 2/22/2022 | \$208,215,067 | \$1,574 | - |
| 3 555 S Aviation Blvd | ★★★★★ | 2018 | 259,754 | 31.0% | 6/23/2022 | \$205,500,000 | \$791 | 4.9% |
| 2 Cedars-Sinai East Bldg 8631 W 3rd St | ★★★★★ | 1979 | 165,404 | 12.7% | 3/1/2022 | \$139,708,858 | \$845 | - |
| 4 Echelon at Television Ce... 6311 Romaine St | ★★★★★ | 1956 | 238,325 | 22.3% | 3/30/2022 | \$135,000,000 | \$566 | - |
| 5 Bullocks Bldg 800 S Hope St | ★★★★★ | 1985 | 242,176 | 0% | 12/9/2022 | \$130,000,000 | \$537 | - |
| 6 Cedars-Sinai West Bldg 8635 W 3rd St | ★★★★★ | 1981 | 165,488 | 6.5% | 2/22/2022 | \$106,018,809 | \$801 | - |
| 7 5500 W Jefferson Blvd | ★★★★★ | 2018 | 85,000 | 0% | 3/29/2022 | \$105,500,000 | \$1,241 | - |
| 8 Wilshire Doheny 9090 Wilshire Blvd | ★★★★★ | 1986 | 48,915 | 0% | 5/3/2022 | \$97,750,000 | \$1,998 | - |
| 9 Shoreline Square Tower 301 E Ocean Blvd | ★★★★★ | 1988 | 389,492 | 8.3% | 1/28/2022 | \$85,500,000 | \$220 | 7.7% |
| 10 Netflix Media Center 1350 N Western Ave | ★★★★★ | 1992 | 75,593 | 0% | 2/28/2022 | \$76,624,763 | \$1,014 | - |
| 11 6922 Hollywood 6922 Hollywood Blvd | ★★★★★ | 1966 | 210,312 | 39.9% | 10/20/2022 | \$70,942,306 | \$337 | - |
| 6 Cedars-Sinai West Bldg 8635 W 3rd St | ★★★★★ | 1981 | 165,488 | 6.5% | 3/1/2022 | \$70,291,142 | \$425 | - |
| 12 136 S El Camino Dr | ★★★★★ | 1956 | 29,603 | 100% | 6/24/2022 | \$65,000,000 | \$2,196 | - |
| 13 123 S Marengo Ave | ★★★★★ | 1986 | 91,770 | 0% | 2/23/2022 | \$59,000,000 | \$643 | - |
| 14 5005 McConnell Ave | ★★★★★ | 1969 | 56,306 | 0% | 3/7/2022 | \$58,700,000 | \$1,043 | 5.2% |
| 15 2825 Santa Monica Blvd | ★★★★★ | 1984 | 54,930 | 16.7% | 5/3/2022 | \$58,550,000 | \$1,066 | - |
| 16 1910 W Sunset Blvd | ★★★★★ | 1965 | 99,761 | 0% | 2/14/2022 | \$51,000,000 | \$511 | 2.4% |
| 17 Juanita's Foods 528 E G St | ★★★★★ | 1998 | 35,652 | 0% | 7/18/2022 | \$49,160,497 | \$1,379 | - |
| 18 3440 Lomita Blvd | ★★★★★ | 1973 | 73,000 | 12.3% | 4/28/2022 | \$37,800,000 | \$518 | - |

Recovery for the Los Angeles economy is mixed, with certain sectors seeing more robust gains than others. Overall, recent economic gains have outpaced national averages, but much of that was due to the harder downtown Los Angeles saw compared to most U.S. metros. The unemployment rate has come down considerably and today is in line with levels coming into pandemic.

Los Angeles' position as the entertainment capital of the world and the increased demand for video streaming and social media had been a boon to the L.A. economy during the past several years. Recent job gains in the sector have been solid, and as a result, total employment in the sector has recovered all the jobs lost in the pandemic. The entertainment business directly or indirectly employs one out of five workers in L.A. County.

The metro has yet to regain all the jobs in the tourism-related sectors. Tourism is important for the local economy, and the impact to this sector and its employees is considerable. Before the pandemic, over 500,000 people in the county were employed in the leisure and hospitality industry. The city had more than 50 million visitors in 2019. Visitor volumes have somewhat come back. Stores, restaurants, and lodging in tourist hotspots like Downtown L.A., Hollywood, Beverly Hills, and Santa Monica are dependent on tourists spending.

The industrial sector has sustained growth through the pandemic as warehousing demands increased by ecommerce operators. A backup at the ports has led to a record number of ships waiting to unload cargo. The need for warehousing space and limited land has led to developers targeting infill development sites that can be scraped for modern warehouse construction. The overall Southern California industrial market, which includes the five-county area of Los Angeles, Ventura, San Bernardino, Riverside, and Orange counties, recently surpassed 2 billion SF of industrial inventory.

As more of a structural issue that needs to be addressed long term, the prohibitive cost of housing in L.A. is a major impediment to hiring and is often cited as a motivating factor for companies to relocate to other parts of the country. Although the market appears to be cooling, home prices have increased considerably since the onset of the pandemic.

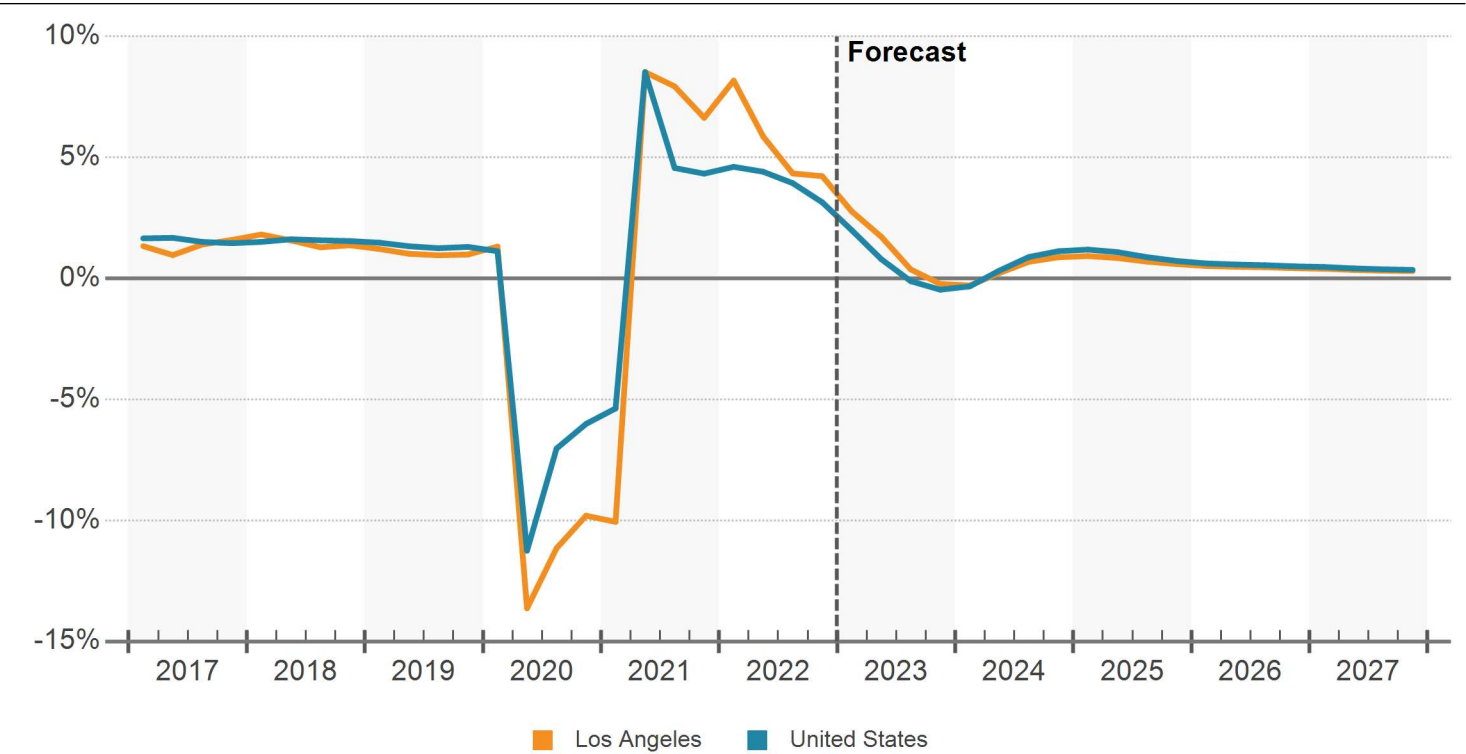
Despite near-term issues related to the pandemic, the metro economy possesses many positive attributes. It has two major talent generators in USC and UCLA along with top-tier universities such as Cal Tech that support a growing tech economy. It is perennially among the top five metros in the country for venture capital investment. Education levels, while below the national average, improve every year. More people making six-figure paychecks continue to move to L.A. than are leaving.

LOS ANGELES EMPLOYMENT BY INDUSTRY IN THOUSANDS

| Industry | CURRENT JOBS | | CURRENT GROWTH | | 10 YR HISTORICAL | | 5 YR FORECAST | |
|--|--------------|------------|----------------|--------------|------------------|--------------|---------------|--------------|
| | Jobs | LQ | Market | US | Market | US | Market | US |
| Manufacturing | 323 | 0.8 | 2.50% | 2.97% | -1.48% | 0.75% | -0.72% | 0.11% |
| Trade, Transportation and Utilities | 863 | 1.0 | 4.22% | 2.87% | 1.03% | 1.25% | -0.01% | 0.06% |
| Retail Trade | 422 | 0.9 | 3.32% | 2.06% | 0.42% | 0.64% | -0.11% | 0.03% |
| Financial Activities | 215 | 0.8 | 1.54% | 1.87% | 0.07% | 1.43% | -0.14% | 0.20% |
| Government | 564 | 0.8 | 0.42% | 0.65% | 0.38% | 0.17% | 0.44% | 0.55% |
| Natural Resources, Mining and Construction | 158 | 0.6 | 2.76% | 3.60% | 3.31% | 2.51% | 0.16% | 0.34% |
| Education and Health Services | 897 | 1.2 | 3.97% | 3.19% | 2.42% | 1.66% | 0.88% | 0.64% |
| Professional and Business Services | 668 | 1.0 | 3.43% | 3.65% | 1.60% | 2.16% | 0.00% | 0.44% |
| Information | 235 | 2.6 | 6.16% | 4.94% | 1.93% | 1.31% | 0.68% | 0.35% |
| Leisure and Hospitality | 518 | 1.1 | 10.58% | 6.47% | 2.04% | 1.33% | 1.53% | 1.19% |
| Other Services | 155 | 0.9 | 7.79% | 2.81% | 0.62% | 0.51% | 0.21% | 0.42% |
| Total Employment | 4,596 | 1.0 | 4.16% | 3.09% | 1.24% | 1.29% | 0.39% | 0.45% |

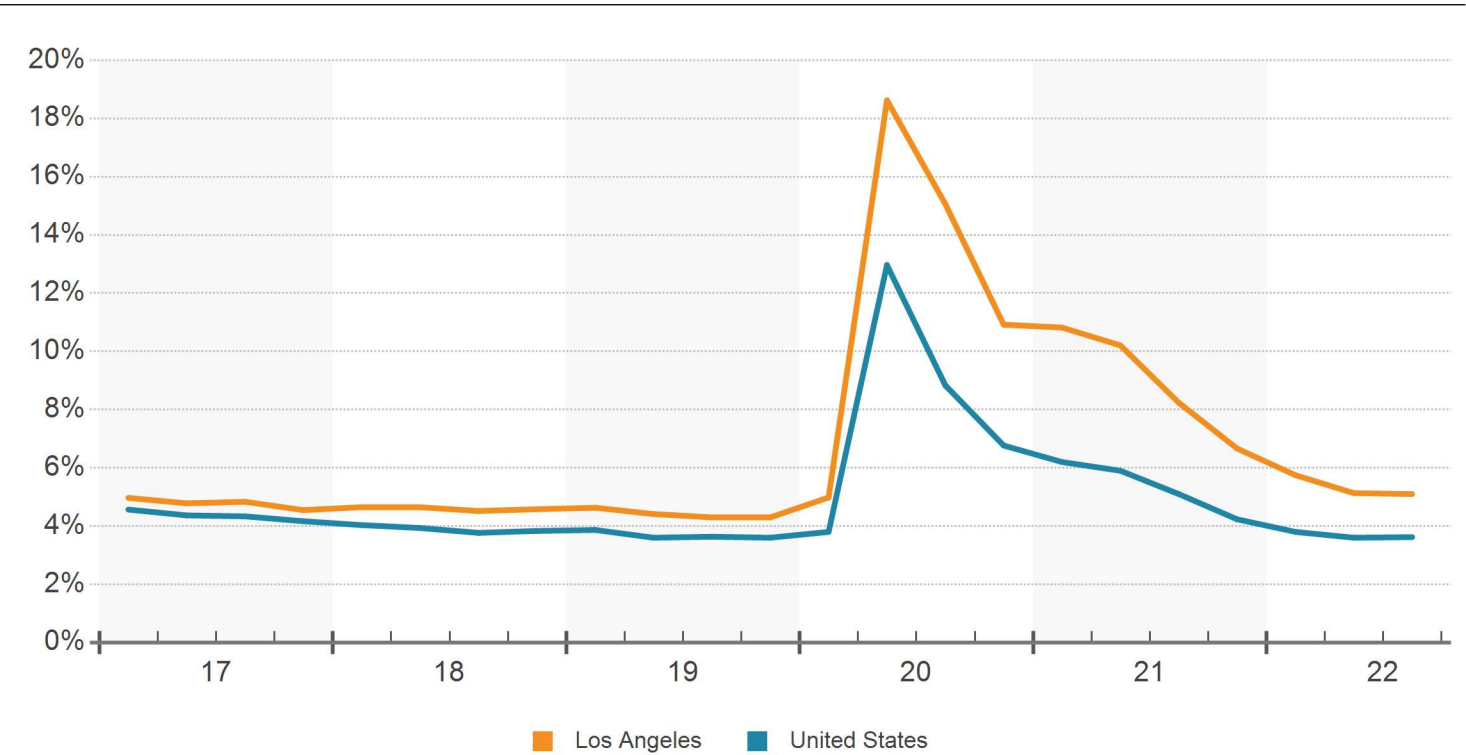
Source: Oxford Economics
LQ = Location Quotient

JOB GROWTH (YOY)

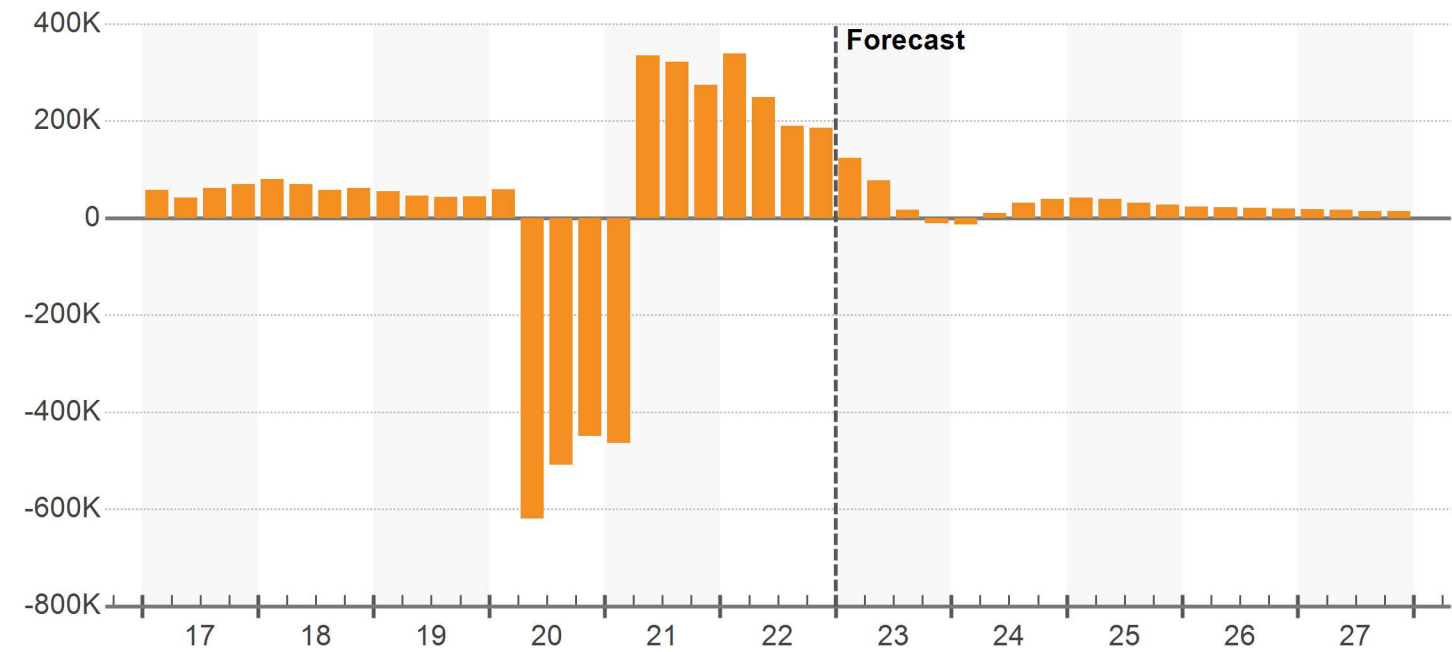


Source: Oxford Economics

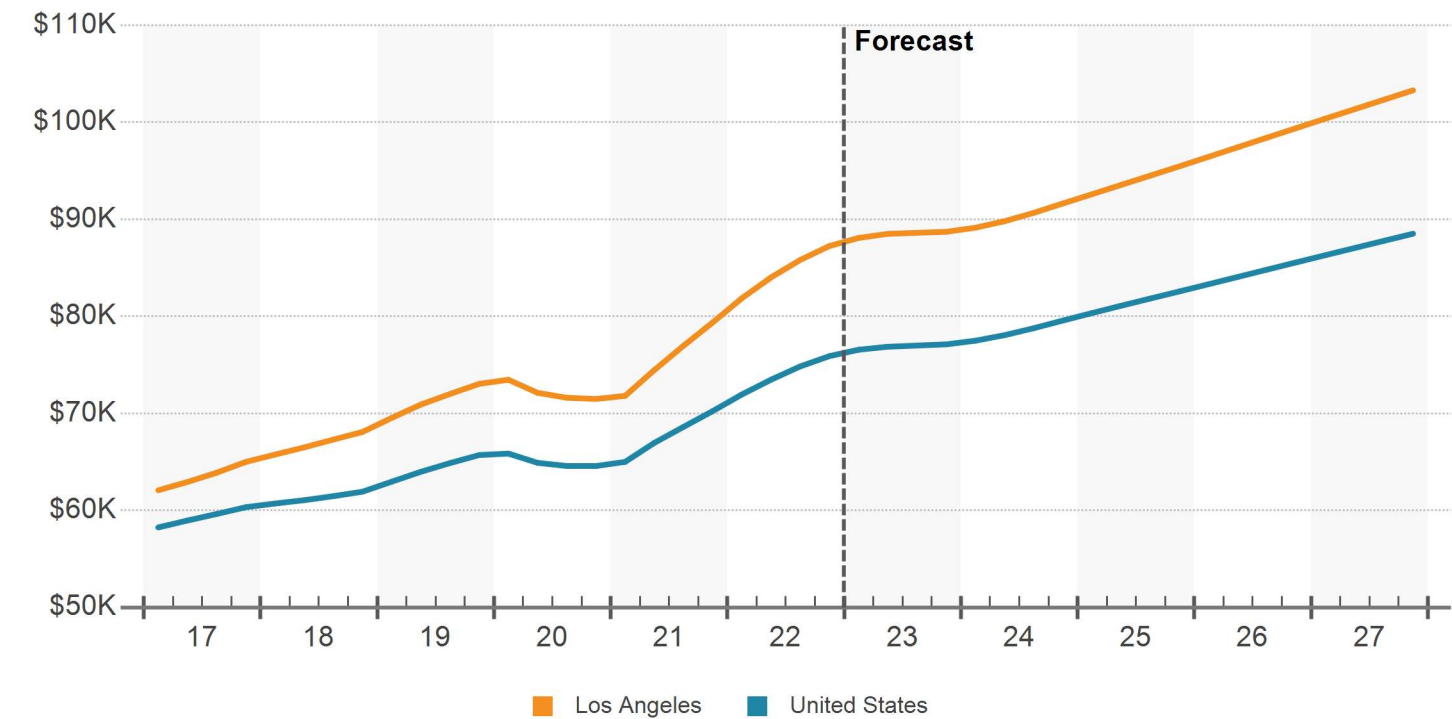
UNEMPLOYMENT RATE (%)



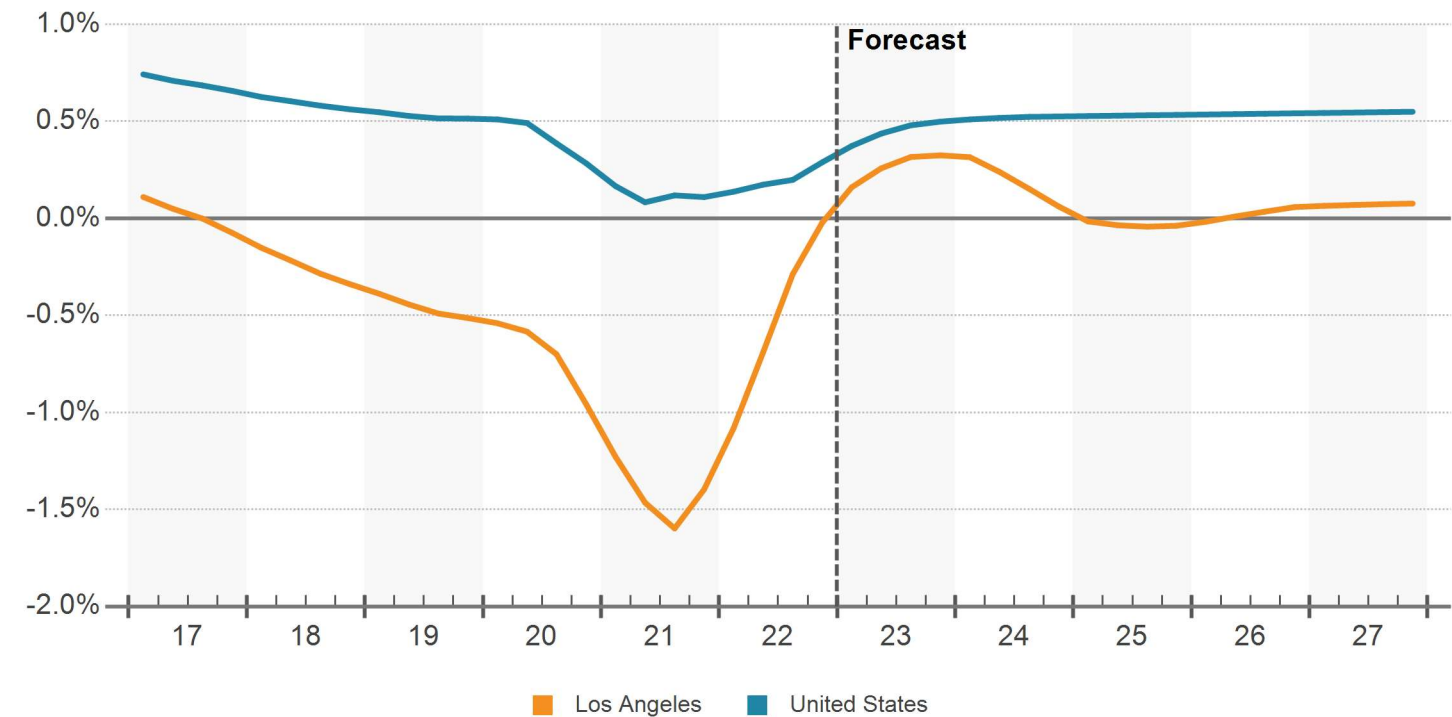
NET EMPLOYMENT CHANGE (YOY)



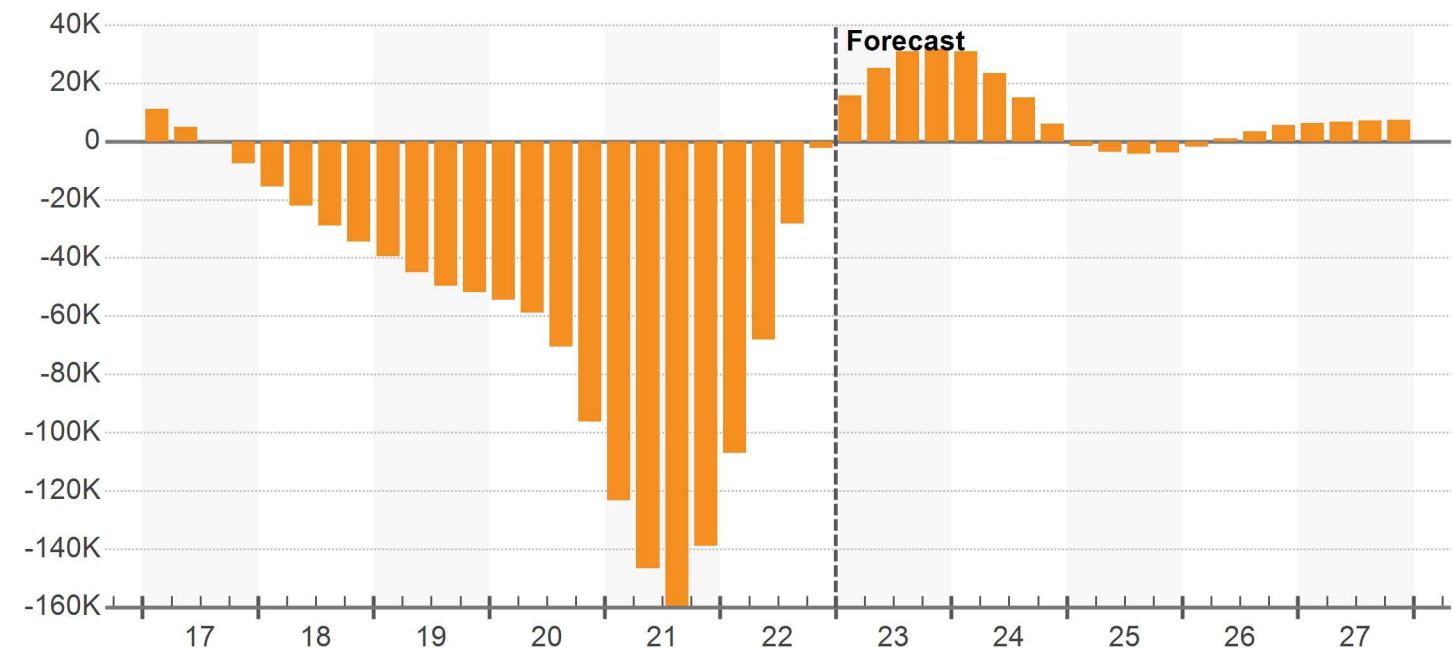
MEDIAN HOUSEHOLD INCOME



POPULATION GROWTH (YOY %)



NET POPULATION CHANGE (YOY)

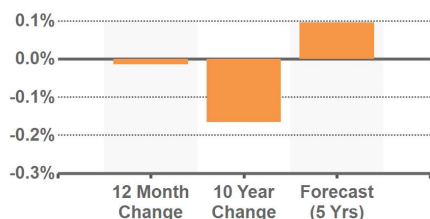


DEMOGRAPHIC TRENDS

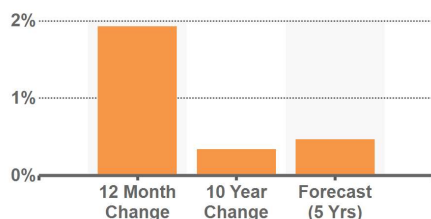
| Demographic Category | Current Level | | 12 Month Change | | 10 Year Change | | 5 Year Forecast | |
|-------------------------|---------------|-------------|-----------------|-------|----------------|-------|-----------------|------|
| | Metro | US | Metro | US | Metro | US | Metro | US |
| Population | 9,809,238 | 332,964,063 | 0% | 0.3% | -0.2% | 0.6% | 0.1% | 0.5% |
| Households | 3,255,112 | 124,273,398 | -0.1% | 0.2% | 0% | 0.7% | 0.1% | 0.5% |
| Median Household Income | \$87,290 | \$75,938 | 9.8% | 8.0% | 5.1% | 4.0% | 3.4% | 3.1% |
| Labor Force | 5,090,397 | 165,201,297 | 1.9% | 1.9% | 0.3% | 0.6% | 0.5% | 0.5% |
| Unemployment | 5.1% | 3.6% | -1.5% | -0.6% | -0.5% | -0.4% | - | - |

Source: Oxford Economics

POPULATION GROWTH



LABOR FORCE GROWTH

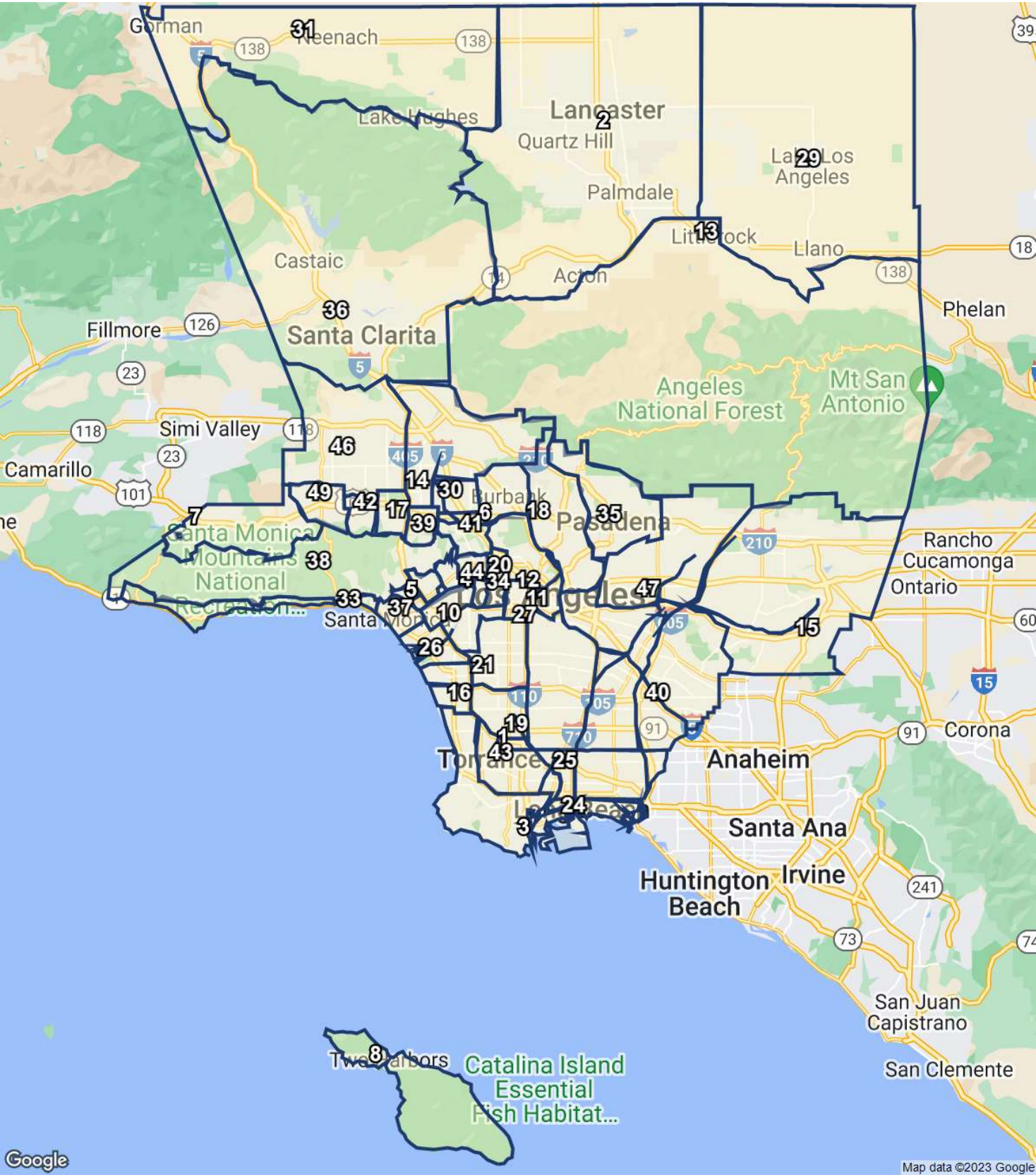


INCOME GROWTH



Source: Oxford Economics

LOS ANGELES SUBMARKETS



SUBMARKET INVENTORY

| No. | Submarket | Inventory | | | | 12 Month Deliveries | | | | Under Construction | | | |
|-----|----------------------------|-----------|----------|----------|------|---------------------|----------|---------|------|--------------------|----------|---------|------|
| | | Bldgs | SF (000) | % Market | Rank | Bldgs | SF (000) | Percent | Rank | Bldgs | SF (000) | Percent | Rank |
| 1 | 190th Street Corridor | 67 | 4,135 | 1.0% | 35 | 0 | 0 | 0% | - | 0 | - | - | - |
| 2 | Antelope Valley | 401 | 4,552 | 1.0% | 30 | 0 | 0 | 0% | - | 1 | 10 | 0.2% | 16 |
| 3 | Beach Cities/Palos Verdes | 524 | 6,240 | 1.4% | 26 | 1 | 2 | 0% | 18 | 2 | 175 | 2.8% | 7 |
| 4 | Beverly Hills | 315 | 11,454 | 2.6% | 11 | 0 | 0 | 0% | - | 3 | 80 | 0.7% | 11 |
| 5 | Brentwood | 58 | 4,199 | 1.0% | 33 | 0 | 0 | 0% | - | 0 | - | - | - |
| 6 | Burbank | 663 | 15,380 | 3.5% | 8 | 9 | 143 | 0.9% | 6 | 3 | 802 | 5.2% | 2 |
| 7 | Calabasas/Westlake Vill | 212 | 7,246 | 1.7% | 24 | 0 | 0 | 0% | - | 0 | - | - | - |
| 8 | Catalina Island | - | - | 0% | - | 0 | 0 | - | - | 0 | - | - | - |
| 9 | Century City | 42 | 11,401 | 2.6% | 12 | 0 | 0 | 0% | - | 0 | - | - | - |
| 10 | Culver City | 514 | 10,197 | 2.3% | 16 | 5 | 151 | 1.5% | 5 | 8 | 542 | 5.3% | 3 |
| 11 | Downtown Los Angeles | 464 | 69,451 | 16.0% | 1 | 2 | 244 | 0.4% | 3 | 3 | 293 | 0.4% | 5 |
| 12 | East Hollywood/Silver Lake | 429 | 4,122 | 0.9% | 37 | 1 | 4 | 0.1% | 16 | 6 | 101 | 2.5% | 10 |
| 13 | East LA County Outlying | 5 | 12 | 0% | 46 | 0 | 0 | 0% | - | 0 | - | - | - |
| 14 | Eastern SFV | 535 | 6,789 | 1.6% | 25 | 0 | 0 | 0% | - | 0 | - | - | - |
| 15 | Eastern SGV | 1,277 | 18,866 | 4.3% | 3 | 2 | 15 | 0.1% | 13 | 1 | 46 | 0.2% | 15 |
| 16 | El Segundo | 272 | 18,570 | 4.3% | 4 | 2 | 116 | 0.6% | 8 | 0 | - | - | - |
| 17 | Encino | 86 | 4,961 | 1.1% | 29 | 0 | 0 | 0% | - | 0 | - | - | - |
| 18 | Glendale | 844 | 14,134 | 3.3% | 9 | 1 | 4 | 0% | 17 | 1 | 77 | 0.5% | 13 |
| 19 | Hawthorne/Gardena | 270 | 2,880 | 0.7% | 41 | 0 | 0 | 0% | - | 0 | - | - | - |
| 20 | Hollywood | 406 | 10,810 | 2.5% | 14 | 0 | 0 | 0% | - | 0 | - | - | - |
| 21 | Inglewood/South LA | 404 | 4,151 | 1.0% | 34 | 0 | 0 | 0% | - | 0 | - | - | - |
| 22 | Koreatown | 379 | 17,091 | 3.9% | 5 | 0 | 0 | 0% | - | 0 | - | - | - |
| 23 | LAX | 56 | 4,126 | 0.9% | 36 | 0 | 0 | 0% | - | 0 | - | - | - |
| 24 | Long Beach: Downtown | 270 | 8,407 | 1.9% | 21 | 0 | 0 | 0% | - | 0 | - | - | - |
| 25 | Long Beach: Suburban | 504 | 10,200 | 2.3% | 15 | 1 | 96 | 0.9% | 9 | 0 | - | - | - |
| 26 | Marina Del Rey/Venice | 489 | 11,321 | 2.6% | 13 | 2 | 335 | 3.0% | 2 | 1 | 6 | 0.1% | 18 |
| 27 | Mid-Cities | 1,133 | 11,853 | 2.7% | 10 | 1 | 11 | 0.1% | 14 | 4 | 79 | 0.7% | 12 |
| 28 | Miracle Mile | 121 | 6,018 | 1.4% | 27 | 0 | 0 | 0% | - | 0 | - | - | - |
| 29 | NE LA County Outlying | 2 | 6 | 0% | 47 | 0 | 0 | 0% | - | 0 | - | - | - |
| 30 | North Hollywood | 314 | 3,520 | 0.8% | 40 | 0 | 0 | 0% | - | 0 | - | - | - |
| 31 | NW LA County Outlying | 1 | 1 | 0% | 48 | 0 | 0 | 0% | - | 0 | - | - | - |
| 32 | Olympic Corridor | 145 | 4,388 | 1.0% | 31 | 1 | 35 | 0.8% | 12 | 2 | 806 | 18.4% | 1 |
| 33 | Pacific Palisades/Malibu | 58 | 845 | 0.2% | 44 | 0 | 0 | 0% | - | 3 | 51 | 6.0% | 14 |
| 34 | Park Mile | 98 | 2,057 | 0.5% | 42 | 0 | 0 | 0% | - | 0 | - | - | - |
| 35 | Pasadena | 939 | 19,390 | 4.5% | 2 | 2 | 234 | 1.2% | 4 | 3 | 104 | 0.5% | 8 |
| 36 | Santa Clarita Valley | 235 | 5,354 | 1.2% | 28 | 1 | 9 | 0.2% | 15 | 0 | - | - | - |
| 37 | Santa Monica | 611 | 16,352 | 3.8% | 6 | 2 | 50 | 0.3% | 10 | 3 | 211 | 1.3% | 6 |
| 38 | Santa Monica Mountains | 7 | 31 | 0% | 45 | 0 | 0 | 0% | - | 0 | - | - | - |
| 39 | Sherman Oaks | 124 | 3,825 | 0.9% | 38 | 0 | 0 | 0% | - | 0 | - | - | - |
| 40 | Southeast Los Angeles | 789 | 9,616 | 2.2% | 18 | 0 | 0 | 0% | - | 0 | - | - | - |
| 41 | Studio/Universal Cities | 289 | 4,319 | 1.0% | 32 | 0 | 0 | 0% | - | 3 | 362 | 8.4% | 4 |
| 42 | Tarzana | 74 | 1,838 | 0.4% | 43 | 0 | 0 | 0% | - | 1 | 102 | 5.5% | 9 |

SUBMARKET INVENTORY

| No. | Submarket | Inventory | | | | 12 Month Deliveries | | | | Under Construction | | | |
|-----|---|-----------|----------|----------|------|---------------------|----------|---------|------|--------------------|----------|---------|------|
| | | Bldgs | SF (000) | % Market | Rank | Bldgs | SF (000) | Percent | Rank | Bldgs | SF (000) | Percent | Rank |
| 43 | Torrance | 459 | 8,555 | 2.0% | 20 | 0 | 0 | 0% | - | 0 | - | - | - |
| 44 | West Hollywood | 405 | 8,229 | 1.9% | 23 | 0 | 0 | 0% | - | 0 | - | - | - |
| 45 | West Los Angeles | 289 | 3,731 | 0.9% | 39 | 2 | 807 | 21.6% | 1 | 0 | - | - | - |
| 46 | Western SFV | 472 | 9,116 | 2.1% | 19 | 0 | 0 | 0% | - | 0 | - | - | - |
| 47 | Western SGV | 1,114 | 16,273 | 3.7% | 7 | 4 | 123 | 0.8% | 7 | 1 | 6 | 0% | 17 |
| 48 | Westwood | 184 | 8,383 | 1.9% | 22 | 1 | 45 | 0.5% | 11 | 0 | - | - | - |
| 49 | Woodland Hills/Warner Ctr | 211 | 9,942 | 2.3% | 17 | 0 | 0 | 0% | - | 0 | - | - | - |

SUBMARKET RENT

| No. | Submarket | Market Rent | | 12 Month Market Rent | | QTD Annualized Market Rent | |
|-----|----------------------------|-------------|------|----------------------|------|----------------------------|------|
| | | Per SF | Rank | Growth | Rank | Growth | Rank |
| 1 | 190th Street Corridor | \$34.62 | 34 | 1.7% | 22 | -7.7% | 48 |
| 2 | Antelope Valley | \$30.42 | 45 | 2.4% | 12 | -1.3% | 34 |
| 3 | Beach Cities/Palos Verdes | \$39.31 | 21 | 2.9% | 4 | -3.4% | 42 |
| 4 | Beverly Hills | \$69.16 | 1 | 1.8% | 20 | -0.5% | 22 |
| 5 | Brentwood | \$51.96 | 12 | 1.4% | 28 | -0.2% | 16 |
| 6 | Burbank | \$43.68 | 16 | 2.6% | 7 | -2.4% | 41 |
| 7 | Calabasas/Westlake Vill | \$35.17 | 31 | 1.4% | 30 | 0.3% | 12 |
| 8 | Catalina Island | - | - | - | - | - | - |
| 9 | Century City | \$67.59 | 2 | 1.3% | 33 | 0.1% | 14 |
| 10 | Culver City | \$53.23 | 9 | 1.6% | 25 | -5.5% | 46 |
| 11 | Downtown Los Angeles | \$39.15 | 22 | 0.5% | 40 | 7.2% | 1 |
| 12 | East Hollywood/Silver Lake | \$40.44 | 19 | -0.4% | 42 | 0.3% | 13 |
| 13 | East LA County Outlying | \$29.75 | 48 | 2.9% | 5 | -0.7% | 29 |
| 14 | Eastern SFV | \$31.76 | 42 | 2.0% | 16 | 0.7% | 8 |
| 15 | Eastern SGV | \$30.05 | 47 | 3.2% | 2 | -1.7% | 38 |
| 16 | El Segundo | \$45.76 | 15 | 1.4% | 31 | -3.5% | 43 |
| 17 | Encino | \$34.84 | 33 | 0.5% | 41 | -0.4% | 20 |
| 18 | Glendale | \$37.94 | 25 | 2.4% | 10 | 1.7% | 5 |
| 19 | Hawthorne/Gardena | \$30.59 | 44 | 3.0% | 3 | -2.3% | 40 |
| 20 | Hollywood | \$55.06 | 7 | -0.6% | 45 | -0.4% | 19 |
| 21 | Inglewood/South LA | \$42.14 | 17 | 2.0% | 15 | -0.7% | 28 |
| 22 | Koreatown | \$33.35 | 37 | -0.5% | 43 | 1.2% | 7 |
| 23 | LAX | \$34.55 | 35 | 1.2% | 36 | 1.6% | 6 |
| 24 | Long Beach: Downtown | \$34.03 | 36 | 1.7% | 24 | -3.8% | 44 |
| 25 | Long Beach: Suburban | \$33.12 | 38 | 2.3% | 13 | -4.9% | 45 |
| 26 | Marina Del Rey/Venice | \$56.85 | 6 | 1.4% | 32 | -0.6% | 27 |
| 27 | Mid-Cities | \$32.10 | 40 | 2.4% | 11 | -1.5% | 36 |
| 28 | Miracle Mile | \$50.65 | 13 | -1.0% | 47 | 1.9% | 4 |
| 29 | NE LA County Outlying | \$36.97 | 27 | 1.9% | 18 | -0.9% | 32 |
| 30 | North Hollywood | \$36.37 | 28 | 1.9% | 17 | 4.2% | 3 |
| 31 | NW LA County Outlying | \$41.38 | 18 | 0% | - | -0.8% | 31 |
| 32 | Olympic Corridor | \$52.31 | 10 | 1.3% | 34 | -0.3% | 17 |
| 33 | Pacific Palisades/Malibu | \$60.90 | 4 | 1.5% | 27 | 0% | 15 |
| 34 | Park Mile | \$38.69 | 24 | -0.7% | 46 | -0.7% | 30 |
| 35 | Pasadena | \$39.04 | 23 | 2.7% | 6 | 4.9% | 2 |
| 36 | Santa Clarita Valley | \$37.17 | 26 | 0.8% | 39 | 0.4% | 11 |
| 37 | Santa Monica | \$63.55 | 3 | 1.8% | 21 | 0.5% | 10 |
| 38 | Santa Monica Mountains | \$51.99 | 11 | 2.6% | 9 | -0.6% | 24 |
| 39 | Sherman Oaks | \$36.09 | 29 | 1.2% | 35 | -0.6% | 26 |
| 40 | Southeast Los Angeles | \$30.61 | 43 | 1.8% | 19 | -1.1% | 33 |
| 41 | Studio/Universal Cities | \$39.40 | 20 | 1.4% | 29 | -0.6% | 23 |
| 42 | Tarzana | \$35.98 | 30 | 2.1% | 14 | -1.6% | 37 |

SUBMARKET RENT

| No. | Submarket | Market Rent | | 12 Month Market Rent | | QTD Annualized Market Rent | |
|-----|---------------------------|-------------|------|----------------------|------|----------------------------|------|
| | | Per SF | Rank | Growth | Rank | Growth | Rank |
| 43 | Torrance | \$34.97 | 32 | 2.6% | 8 | -6.6% | 47 |
| 44 | West Hollywood | \$57.16 | 5 | -0.5% | 44 | -1.5% | 35 |
| 45 | West Los Angeles | \$47.57 | 14 | 1.6% | 26 | -0.6% | 25 |
| 46 | Western SFV | \$31.95 | 41 | 1.7% | 23 | 0.6% | 9 |
| 47 | Western SGV | \$30.38 | 46 | 3.4% | 1 | -1.7% | 39 |
| 48 | Westwood | \$53.47 | 8 | 1.1% | 38 | -0.4% | 21 |
| 49 | Woodland Hills/Warner Ctr | \$32.87 | 39 | 1.1% | 37 | -0.3% | 18 |

SUBMARKET VACANCY & NET ABSORPTION

| No. | Submarket | Vacancy | | | 12 Month Absorption | | | |
|-----|----------------------------|------------|---------|------|---------------------|----------|------|-----------------|
| | | SF | Percent | Rank | SF | % of Inv | Rank | Construc. Ratio |
| 1 | 190th Street Corridor | 816,016 | 19.7% | 38 | (585,988) | -14.2% | 46 | - |
| 2 | Antelope Valley | 234,272 | 5.1% | 3 | 20,096 | 0.4% | 12 | - |
| 3 | Beach Cities/Palos Verdes | 565,022 | 9.1% | 11 | (42,181) | -0.7% | 28 | - |
| 4 | Beverly Hills | 1,945,798 | 17.0% | 31 | 17,205 | 0.2% | 13 | - |
| 5 | Brentwood | 869,070 | 20.7% | 39 | (171,417) | -4.1% | 40 | - |
| 6 | Burbank | 1,719,511 | 11.2% | 14 | (653,745) | -4.3% | 49 | - |
| 7 | Calabasas/Westlake Vill | 1,323,298 | 18.3% | 36 | (188,439) | -2.6% | 42 | - |
| 8 | Catalina Island | - | - | - | 0 | - | - | - |
| 9 | Century City | 1,464,201 | 12.8% | 20 | 41,949 | 0.4% | 9 | - |
| 10 | Culver City | 1,507,792 | 14.8% | 24 | 50,335 | 0.5% | 8 | 3.0 |
| 11 | Downtown Los Angeles | 12,655,042 | 18.2% | 35 | (651,038) | -0.9% | 48 | - |
| 12 | East Hollywood/Silver Lake | 234,382 | 5.7% | 5 | (8,739) | -0.2% | 21 | - |
| 13 | East LA County Outlying | - | - | - | 2,867 | 23.6% | 15 | - |
| 14 | Eastern SFV | 478,890 | 7.1% | 8 | (139,035) | -2.0% | 39 | - |
| 15 | Eastern SGV | 1,184,703 | 6.3% | 6 | 131,329 | 0.7% | 5 | 0.1 |
| 16 | El Segundo | 3,258,569 | 17.5% | 33 | (36,210) | -0.2% | 27 | - |
| 17 | Encino | 746,709 | 15.1% | 26 | (31,344) | -0.6% | 25 | - |
| 18 | Glendale | 1,930,722 | 13.7% | 23 | (178,357) | -1.3% | 41 | - |
| 19 | Hawthorne/Gardena | 198,964 | 6.9% | 7 | 32,533 | 1.1% | 11 | - |
| 20 | Hollywood | 1,690,857 | 15.6% | 27 | 260,245 | 2.4% | 1 | - |
| 21 | Inglewood/South LA | 502,532 | 12.1% | 16 | (45,276) | -1.1% | 29 | - |
| 22 | Koreatown | 2,869,422 | 16.8% | 30 | (226,225) | -1.3% | 43 | - |
| 23 | LAX | 1,378,329 | 33.4% | 43 | (27,814) | -0.7% | 24 | - |
| 24 | Long Beach: Downtown | 1,390,575 | 16.5% | 29 | (137,942) | -1.6% | 38 | - |
| 25 | Long Beach: Suburban | 1,328,371 | 13.0% | 21 | 2,248 | 0% | 16 | - |
| 26 | Marina Del Rey/Venice | 2,757,175 | 24.4% | 41 | 208,139 | 1.8% | 2 | - |
| 27 | Mid-Cities | 584,563 | 4.9% | 2 | 169,999 | 1.4% | 3 | - |
| 28 | Miracle Mile | 1,625,384 | 27.0% | 42 | (305,019) | -5.1% | 45 | - |
| 29 | NE LA County Outlying | - | - | - | 0 | 0% | - | - |
| 30 | North Hollywood | 469,165 | 13.3% | 22 | 34,973 | 1.0% | 10 | - |
| 31 | NW LA County Outlying | - | - | - | 0 | 0% | - | - |
| 32 | Olympic Corridor | 651,269 | 14.8% | 25 | (45,744) | -1.0% | 30 | - |
| 33 | Pacific Palisades/Malibu | 184,625 | 21.9% | 40 | (59,235) | -7.0% | 31 | - |
| 34 | Park Mile | 694,579 | 33.8% | 44 | (230,595) | -11.2% | 44 | - |
| 35 | Pasadena | 2,391,785 | 12.3% | 18 | 53,668 | 0.3% | 7 | 3.4 |
| 36 | Santa Clarita Valley | 659,059 | 12.3% | 17 | 158,220 | 3.0% | 4 | 0.1 |
| 37 | Santa Monica | 2,626,706 | 16.1% | 28 | 11,135 | 0.1% | 14 | 4.5 |
| 38 | Santa Monica Mountains | 984 | 3.2% | 1 | (984) | -3.2% | 20 | - |
| 39 | Sherman Oaks | 683,913 | 17.9% | 34 | 115,998 | 3.0% | 6 | - |
| 40 | Southeast Los Angeles | 498,652 | 5.2% | 4 | (32,282) | -0.3% | 26 | - |
| 41 | Studio/Universal Cities | 341,719 | 7.9% | 10 | (12,023) | -0.3% | 22 | - |
| 42 | Tarzana | 235,724 | 12.8% | 19 | (75,228) | -4.1% | 34 | - |

SUBMARKET VACANCY & NET ABSORPTION

| No. | Submarket | Vacancy | | | 12 Month Absorption | | | |
|-----|---------------------------|-----------|---------|------|---------------------|----------|------|-----------------|
| | | SF | Percent | Rank | SF | % of Inv | Rank | Construc. Ratio |
| 43 | Torrance | 860,119 | 10.1% | 13 | (62,970) | -0.7% | 32 | - |
| 44 | West Hollywood | 964,341 | 11.7% | 15 | (136,765) | -1.7% | 37 | - |
| 45 | West Los Angeles | 1,369,177 | 36.7% | 45 | (90,501) | -2.4% | 35 | - |
| 46 | Western SFV | 897,383 | 9.8% | 12 | (66,390) | -0.7% | 33 | - |
| 47 | Western SGV | 1,192,284 | 7.3% | 9 | (14,758) | -0.1% | 23 | - |
| 48 | Westwood | 1,460,118 | 17.4% | 32 | (113,612) | -1.4% | 36 | - |
| 49 | Woodland Hills/Warner Ctr | 1,947,424 | 19.6% | 37 | (600,188) | -6.0% | 47 | - |

OVERALL SUPPLY & DEMAND

| Year | Inventory | | | Net Absorption | | |
|------|-------------|-------------|----------|----------------|----------|--------------------|
| | SF | SF Growth | % Growth | SF | % of Inv | Construction Ratio |
| 2027 | 432,452,787 | (951,476) | -0.2% | (654,191) | -0.2% | - |
| 2026 | 433,404,263 | (1,162,673) | -0.3% | (406,367) | -0.1% | - |
| 2025 | 434,566,936 | (1,213,071) | -0.3% | 985,103 | 0.2% | - |
| 2024 | 435,780,007 | (1,015,960) | -0.2% | 1,312,372 | 0.3% | - |
| 2023 | 436,795,967 | 2,446,916 | 0.6% | (3,038,965) | -0.7% | - |
| YTD | 434,349,051 | 0 | 0% | (793,026) | -0.2% | - |
| 2022 | 434,349,051 | 724,009 | 0.2% | (2,881,068) | -0.7% | - |
| 2021 | 433,625,042 | 3,302,015 | 0.8% | (3,418,638) | -0.8% | - |
| 2020 | 430,323,027 | 434,721 | 0.1% | (7,458,520) | -1.7% | - |
| 2019 | 429,888,306 | 634,053 | 0.1% | (2,094,810) | -0.5% | - |
| 2018 | 429,254,253 | (143,873) | 0% | 1,221,195 | 0.3% | - |
| 2017 | 429,398,126 | 1,726,702 | 0.4% | 159,714 | 0% | 10.8 |
| 2016 | 427,671,424 | 505,513 | 0.1% | 3,851,811 | 0.9% | 0.1 |
| 2015 | 427,165,911 | 635,635 | 0.1% | 2,291,860 | 0.5% | 0.3 |
| 2014 | 426,530,276 | (463,808) | -0.1% | 3,099,924 | 0.7% | - |
| 2013 | 426,994,084 | 303,773 | 0.1% | 764,938 | 0.2% | 0.4 |
| 2012 | 426,690,311 | 445,587 | 0.1% | 1,296,811 | 0.3% | 0.3 |
| 2011 | 426,244,724 | (509,730) | -0.1% | (505,117) | -0.1% | - |

4 & 5 STAR SUPPLY & DEMAND

| Year | Inventory | | | Net Absorption | | |
|------|-------------|-----------|----------|----------------|----------|--------------------|
| | SF | SF Growth | % Growth | SF | % of Inv | Construction Ratio |
| 2027 | 179,366,035 | 225,532 | 0.1% | 368,868 | 0.2% | 0.6 |
| 2026 | 179,140,503 | 17,330 | 0% | 472,186 | 0.3% | 0 |
| 2025 | 179,123,173 | 0 | 0% | 841,511 | 0.5% | 0 |
| 2024 | 179,123,173 | 202,000 | 0.1% | 1,085,012 | 0.6% | 0.2 |
| 2023 | 178,921,173 | 3,303,035 | 1.9% | 2,045,932 | 1.1% | 1.6 |
| YTD | 175,618,138 | 0 | 0% | (205,976) | -0.1% | - |
| 2022 | 175,618,138 | 1,910,045 | 1.1% | (1,546,245) | -0.9% | - |
| 2021 | 173,708,093 | 3,628,229 | 2.1% | (1,365,811) | -0.8% | - |
| 2020 | 170,079,864 | 1,400,135 | 0.8% | (2,105,712) | -1.2% | - |
| 2019 | 168,679,729 | 1,215,155 | 0.7% | (170,164) | -0.1% | - |
| 2018 | 167,464,574 | 1,237,948 | 0.7% | 784,962 | 0.5% | 1.6 |
| 2017 | 166,226,626 | 1,998,925 | 1.2% | 650,758 | 0.4% | 3.1 |
| 2016 | 164,227,701 | 503,035 | 0.3% | 2,130,879 | 1.3% | 0.2 |
| 2015 | 163,724,666 | 958,566 | 0.6% | 1,682,391 | 1.0% | 0.6 |
| 2014 | 162,766,100 | (51,794) | 0% | 1,723,909 | 1.1% | - |
| 2013 | 162,817,894 | 695,216 | 0.4% | 332,952 | 0.2% | 2.1 |
| 2012 | 162,122,678 | 471,276 | 0.3% | 1,518,315 | 0.9% | 0.3 |
| 2011 | 161,651,402 | 199,485 | 0.1% | 37,451 | 0% | 5.3 |

Supply & Demand Trends

Los Angeles Office

3 STAR SUPPLY & DEMAND

| Year | Inventory | | | Net Absorption | | |
|------|-------------|-------------|----------|----------------|----------|--------------------|
| | SF | SF Growth | % Growth | SF | % of Inv | Construction Ratio |
| 2027 | 156,557,854 | (41) | 0% | 117,989 | 0.1% | - |
| 2026 | 156,557,895 | (42) | 0% | 253,719 | 0.2% | - |
| 2025 | 156,557,937 | (42) | 0% | 853,974 | 0.5% | - |
| 2024 | 156,557,979 | (42) | 0% | 679,286 | 0.4% | - |
| 2023 | 156,558,021 | 293,836 | 0.2% | (2,363,019) | -1.5% | - |
| YTD | 156,264,185 | 0 | 0% | (348,916) | -0.2% | - |
| 2022 | 156,264,185 | (1,039,813) | -0.7% | (699,905) | -0.4% | - |
| 2021 | 157,303,998 | 124,527 | 0.1% | (2,321,416) | -1.5% | - |
| 2020 | 157,179,471 | (537,308) | -0.3% | (3,148,442) | -2.0% | - |
| 2019 | 157,716,779 | (377,349) | -0.2% | (1,461,578) | -0.9% | - |
| 2018 | 158,094,128 | 222,353 | 0.1% | 971,804 | 0.6% | 0.2 |
| 2017 | 157,871,775 | 63,866 | 0% | 990,433 | 0.6% | 0.1 |
| 2016 | 157,807,909 | 503,271 | 0.3% | 1,227,230 | 0.8% | 0.4 |
| 2015 | 157,304,638 | 65,879 | 0% | 253,659 | 0.2% | 0.3 |
| 2014 | 157,238,759 | 121,298 | 0.1% | 891,909 | 0.6% | 0.1 |
| 2013 | 157,117,461 | (80,743) | -0.1% | (111,321) | -0.1% | - |
| 2012 | 157,198,204 | 517,138 | 0.3% | 520,771 | 0.3% | 1.0 |
| 2011 | 156,681,066 | (40,745) | 0% | 261,216 | 0.2% | - |

1 & 2 STAR SUPPLY & DEMAND

| Year | Inventory | | | Net Absorption | | |
|------|-------------|-------------|----------|----------------|----------|--------------------|
| | SF | SF Growth | % Growth | SF | % of Inv | Construction Ratio |
| 2027 | 96,528,898 | (1,176,967) | -1.2% | (1,141,048) | -1.2% | - |
| 2026 | 97,705,865 | (1,179,961) | -1.2% | (1,132,272) | -1.2% | - |
| 2025 | 98,885,826 | (1,213,029) | -1.2% | (710,382) | -0.7% | - |
| 2024 | 100,098,855 | (1,217,918) | -1.2% | (451,926) | -0.5% | - |
| 2023 | 101,316,773 | (1,149,955) | -1.1% | (2,721,878) | -2.7% | - |
| YTD | 102,466,728 | 0 | 0% | (238,134) | -0.2% | - |
| 2022 | 102,466,728 | (146,223) | -0.1% | (634,918) | -0.6% | - |
| 2021 | 102,612,951 | (450,741) | -0.4% | 268,589 | 0.3% | - |
| 2020 | 103,063,692 | (428,106) | -0.4% | (2,204,366) | -2.1% | - |
| 2019 | 103,491,798 | (203,753) | -0.2% | (463,068) | -0.4% | - |
| 2018 | 103,695,551 | (1,604,174) | -1.5% | (535,571) | -0.5% | - |
| 2017 | 105,299,725 | (336,089) | -0.3% | (1,481,477) | -1.4% | - |
| 2016 | 105,635,814 | (500,793) | -0.5% | 493,702 | 0.5% | - |
| 2015 | 106,136,607 | (388,810) | -0.4% | 355,810 | 0.3% | - |
| 2014 | 106,525,417 | (533,312) | -0.5% | 484,106 | 0.5% | - |
| 2013 | 107,058,729 | (310,700) | -0.3% | 543,307 | 0.5% | - |
| 2012 | 107,369,429 | (542,827) | -0.5% | (742,275) | -0.7% | - |
| 2011 | 107,912,256 | (668,470) | -0.6% | (803,784) | -0.7% | - |

OVERALL RENT & VACANCY

| Year | Market Rent | | | | Vacancy | | |
|------|-------------|-------|----------|--------------|------------|---------|----------|
| | Per SF | Index | % Growth | Vs Hist Peak | SF | Percent | Ppts Chg |
| 2027 | \$44.89 | 135 | 1.6% | 7.1% | 62,551,592 | 14.5% | 0% |
| 2026 | \$44.19 | 133 | 2.2% | 5.4% | 62,866,674 | 14.5% | -0.1% |
| 2025 | \$43.24 | 130 | 2.5% | 3.1% | 63,646,939 | 14.6% | -0.5% |
| 2024 | \$42.17 | 127 | 0.7% | 0.6% | 65,831,666 | 15.1% | -0.5% |
| 2023 | \$41.89 | 126 | -0.1% | -0.1% | 68,134,988 | 15.6% | 1.2% |
| YTD | \$41.92 | 126 | 1.4% | 0% | 63,389,195 | 14.6% | 0.2% |
| 2022 | \$41.92 | 126 | 1.4% | 0% | 62,596,169 | 14.4% | 0.8% |
| 2021 | \$41.33 | 125 | 0.8% | -1.4% | 58,991,092 | 13.6% | 1.5% |
| 2020 | \$41.01 | 124 | -1.3% | -2.2% | 52,267,183 | 12.1% | 1.8% |
| 2019 | \$41.56 | 125 | 5.1% | -0.9% | 44,488,381 | 10.3% | 0.6% |
| 2018 | \$39.52 | 119 | 3.9% | -5.7% | 41,769,683 | 9.7% | -0.3% |
| 2017 | \$38.02 | 115 | 4.1% | -9.3% | 43,127,620 | 10.0% | 0.3% |
| 2016 | \$36.51 | 110 | 5.5% | -12.9% | 41,551,750 | 9.7% | -0.8% |
| 2015 | \$34.62 | 104 | 7.9% | -17.4% | 44,865,677 | 10.5% | -0.4% |
| 2014 | \$32.09 | 97 | 6.0% | -23.5% | 46,542,881 | 10.9% | -0.8% |
| 2013 | \$30.29 | 91 | 4.5% | -27.8% | 50,089,057 | 11.7% | -0.1% |
| 2012 | \$28.98 | 87 | 2.6% | -30.9% | 50,550,222 | 11.8% | -0.2% |
| 2011 | \$28.23 | 85 | 0.3% | -32.7% | 51,401,446 | 12.1% | 0% |

4 & 5 STAR RENT & VACANCY

| Year | Market Rent | | | | Vacancy | | |
|------|-------------|-------|----------|--------------|------------|---------|----------|
| | Per SF | Index | % Growth | Vs Hist Peak | SF | Percent | Ppts Chg |
| 2027 | \$50.79 | 135 | 1.4% | 5.3% | 34,888,518 | 19.5% | -0.1% |
| 2026 | \$50.07 | 133 | 2.1% | 3.8% | 35,033,443 | 19.6% | -0.3% |
| 2025 | \$49.06 | 130 | 2.4% | 1.7% | 35,488,678 | 19.8% | -0.5% |
| 2024 | \$47.91 | 127 | 0.5% | -0.7% | 36,330,189 | 20.3% | -0.5% |
| 2023 | \$47.65 | 126 | -0.2% | -1.2% | 37,213,201 | 20.8% | 0.3% |
| YTD | \$47.76 | 127 | 0.8% | -1.0% | 36,162,054 | 20.6% | 0.1% |
| 2022 | \$47.76 | 127 | 0.8% | -1.0% | 35,956,078 | 20.5% | 1.8% |
| 2021 | \$47.38 | 126 | -0.7% | -1.8% | 32,499,788 | 18.7% | 2.5% |
| 2020 | \$47.70 | 126 | -1.1% | -1.1% | 27,505,748 | 16.2% | 1.9% |
| 2019 | \$48.23 | 128 | 6.6% | 0% | 24,106,489 | 14.3% | 0.7% |
| 2018 | \$45.24 | 120 | 3.9% | -6.2% | 22,721,170 | 13.6% | 0.2% |
| 2017 | \$43.53 | 115 | 3.8% | -9.7% | 22,255,418 | 13.4% | 0.7% |
| 2016 | \$41.95 | 111 | 4.6% | -13.0% | 20,910,456 | 12.7% | -1.0% |
| 2015 | \$40.09 | 106 | 9.0% | -16.9% | 22,526,280 | 13.8% | -0.5% |
| 2014 | \$36.79 | 98 | 5.9% | -23.7% | 23,250,105 | 14.3% | -1.1% |
| 2013 | \$34.73 | 92 | 5.2% | -28.0% | 25,025,808 | 15.4% | 0.2% |
| 2012 | \$33 | 88 | 0.9% | -31.6% | 24,663,544 | 15.2% | -0.7% |
| 2011 | \$32.71 | 87 | 1.1% | -32.2% | 25,710,583 | 15.9% | 0.1% |

3 STAR RENT & VACANCY

| Year | Market Rent | | | | Vacancy | | |
|------|-------------|-------|----------|--------------|------------|---------|----------|
| | Per SF | Index | % Growth | Vs Hist Peak | SF | Percent | Ppts Chg |
| 2027 | \$42.84 | 133 | 1.6% | 7.2% | 19,699,382 | 12.6% | -0.1% |
| 2026 | \$42.17 | 131 | 2.2% | 5.5% | 19,817,445 | 12.7% | -0.2% |
| 2025 | \$41.25 | 128 | 2.6% | 3.2% | 20,071,238 | 12.8% | -0.5% |
| 2024 | \$40.23 | 125 | 0.7% | 0.6% | 20,925,293 | 13.4% | -0.4% |
| 2023 | \$39.96 | 124 | -0.1% | -0.1% | 21,604,649 | 13.8% | 1.7% |
| YTD | \$39.97 | 124 | 1.6% | 0% | 19,296,703 | 12.3% | 0.2% |
| 2022 | \$39.98 | 124 | 1.6% | 0% | 18,947,787 | 12.1% | -0.1% |
| 2021 | \$39.33 | 122 | 1.7% | -1.6% | 19,287,695 | 12.3% | 1.5% |
| 2020 | \$38.66 | 120 | -1.6% | -3.3% | 16,841,752 | 10.7% | 1.7% |
| 2019 | \$39.27 | 122 | 4.4% | -1.8% | 14,230,618 | 9.0% | 0.7% |
| 2018 | \$37.60 | 117 | 3.5% | -5.9% | 13,146,389 | 8.3% | -0.5% |
| 2017 | \$36.34 | 113 | 4.2% | -9.1% | 13,899,770 | 8.8% | -0.6% |
| 2016 | \$34.89 | 108 | 6.1% | -12.7% | 14,813,961 | 9.4% | -0.5% |
| 2015 | \$32.89 | 102 | 6.9% | -17.7% | 15,537,920 | 9.9% | -0.1% |
| 2014 | \$30.77 | 96 | 5.7% | -23.0% | 15,726,328 | 10.0% | -0.5% |
| 2013 | \$29.12 | 90 | 4.2% | -27.2% | 16,477,831 | 10.5% | 0% |
| 2012 | \$27.93 | 87 | 4.4% | -30.1% | 16,447,253 | 10.5% | 0% |
| 2011 | \$26.76 | 83 | -0.1% | -33.1% | 16,450,886 | 10.5% | -0.2% |

1 & 2 STAR RENT & VACANCY

| Year | Market Rent | | | | Vacancy | | |
|------|-------------|-------|----------|--------------|-----------|---------|----------|
| | Per SF | Index | % Growth | Vs Hist Peak | SF | Percent | Ppts Chg |
| 2027 | \$37.69 | 141 | 1.9% | 8.6% | 7,963,692 | 8.3% | 0% |
| 2026 | \$37.01 | 138 | 2.5% | 6.7% | 8,015,786 | 8.2% | 0% |
| 2025 | \$36.11 | 135 | 2.8% | 4.1% | 8,087,023 | 8.2% | -0.4% |
| 2024 | \$35.11 | 131 | 1.0% | 1.2% | 8,576,184 | 8.6% | -0.6% |
| 2023 | \$34.78 | 130 | 0.2% | 0.2% | 9,317,138 | 9.2% | 1.7% |
| YTD | \$34.70 | 130 | 2.5% | 0% | 7,930,438 | 7.7% | 0.2% |
| 2022 | \$34.70 | 130 | 2.6% | 0% | 7,692,304 | 7.5% | 0.5% |
| 2021 | \$33.82 | 127 | 2.8% | -2.5% | 7,203,609 | 7.0% | -0.7% |
| 2020 | \$32.91 | 123 | -1.4% | -5.1% | 7,919,683 | 7.7% | 1.7% |
| 2019 | \$33.39 | 125 | 2.9% | -3.8% | 6,151,274 | 5.9% | 0.3% |
| 2018 | \$32.46 | 121 | 4.8% | -6.5% | 5,902,124 | 5.7% | -0.9% |
| 2017 | \$30.96 | 116 | 4.9% | -10.8% | 6,972,432 | 6.6% | 1.1% |
| 2016 | \$29.50 | 110 | 6.5% | -15.0% | 5,827,333 | 5.5% | -0.9% |
| 2015 | \$27.70 | 104 | 7.0% | -20.2% | 6,801,477 | 6.4% | -0.7% |
| 2014 | \$25.89 | 97 | 6.5% | -25.4% | 7,566,448 | 7.1% | -0.9% |
| 2013 | \$24.31 | 91 | 3.2% | -29.9% | 8,585,418 | 8.0% | -0.8% |
| 2012 | \$23.54 | 88 | 3.9% | -32.1% | 9,439,425 | 8.8% | 0.2% |
| 2011 | \$22.66 | 85 | -1.3% | -34.7% | 9,239,977 | 8.6% | 0.2% |

OVERALL SALES

| Year | Completed Transactions (1) | | | | | | Market Pricing Trends (2) | | |
|------|----------------------------|---------|----------|--------------|--------------|--------------|---------------------------|-------------|----------|
| | Deals | Volume | Turnover | Avg Price | Avg Price/SF | Avg Cap Rate | Price/SF | Price Index | Cap Rate |
| 2027 | - | - | - | - | - | - | \$491.56 | 202 | 5.6% |
| 2026 | - | - | - | - | - | - | \$482.51 | 198 | 5.6% |
| 2025 | - | - | - | - | - | - | \$469.18 | 192 | 5.6% |
| 2024 | - | - | - | - | - | - | \$453.97 | 186 | 5.6% |
| 2023 | - | - | - | - | - | - | \$448.81 | 184 | 5.6% |
| YTD | 4 | \$43.8M | 0% | \$14,583,333 | \$285.65 | - | \$459.73 | 188 | 5.5% |
| 2022 | 663 | \$5B | 2.5% | \$7,930,163 | \$489.52 | 5.1% | \$459.48 | 188 | 5.5% |
| 2021 | 776 | \$4.6B | 2.7% | \$6,200,766 | \$408.99 | 5.3% | \$449.50 | 184 | 5.5% |
| 2020 | 499 | \$4.1B | 2.5% | \$8,985,713 | \$399.70 | 5.4% | \$430.44 | 176 | 5.6% |
| 2019 | 752 | \$7.8B | 3.8% | \$13,082,050 | \$512.97 | 5.6% | \$428.16 | 176 | 5.6% |
| 2018 | 1,035 | \$6.9B | 5.3% | \$9,808,032 | \$359.99 | 5.2% | \$407.22 | 167 | 5.6% |
| 2017 | 1,230 | \$10.3B | 8.1% | \$13,904,140 | \$346.40 | 5.5% | \$394.35 | 162 | 5.5% |
| 2016 | 1,024 | \$11B | 7.1% | \$14,003,507 | \$391.66 | 5.3% | \$383.01 | 157 | 5.5% |
| 2015 | 1,089 | \$6.5B | 5.6% | \$8,158,069 | \$298.41 | 5.7% | \$356.48 | 146 | 5.5% |
| 2014 | 983 | \$8.7B | 6.8% | \$11,060,280 | \$312.02 | 6.5% | \$324.74 | 133 | 5.7% |
| 2013 | 873 | \$9.5B | 8.4% | \$13,843,041 | \$281.94 | 6.3% | \$296.92 | 122 | 5.9% |
| 2012 | 850 | \$3.9B | 4.8% | \$7,605,528 | \$236.31 | 6.9% | \$275.95 | 113 | 6.2% |

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

4 & 5 STAR SALES

| Year | Completed Transactions (1) | | | | | | Market Pricing Trends (2) | | |
|------|----------------------------|--------|----------|--------------|--------------|--------------|---------------------------|-------------|----------|
| | Deals | Volume | Turnover | Avg Price | Avg Price/SF | Avg Cap Rate | Price/SF | Price Index | Cap Rate |
| 2027 | - | - | - | - | - | - | \$551.96 | 198 | 5.4% |
| 2026 | - | - | - | - | - | - | \$542.51 | 195 | 5.4% |
| 2025 | - | - | - | - | - | - | \$528.19 | 189 | 5.4% |
| 2024 | - | - | - | - | - | - | \$511.71 | 184 | 5.4% |
| 2023 | - | - | - | - | - | - | \$506.48 | 182 | 5.4% |
| YTD | - | - | - | - | - | - | \$519.67 | 186 | 5.3% |
| 2022 | 28 | \$1.7B | 1.5% | \$65,546,687 | \$702.01 | 5.5% | \$519.40 | 186 | 5.3% |
| 2021 | 34 | \$1B | 1.6% | \$33,606,292 | \$407.66 | 5.5% | \$509.85 | 183 | 5.3% |
| 2020 | 48 | \$2.1B | 3.1% | \$61,330,989 | \$428.49 | 5.4% | \$493.83 | 177 | 5.4% |
| 2019 | 36 | \$3B | 3.4% | \$87,799,158 | \$523.61 | 5.4% | \$488.37 | 175 | 5.4% |
| 2018 | 61 | \$3.1B | 5.7% | \$55,699,747 | \$377.28 | 5.1% | \$465.38 | 167 | 5.4% |
| 2017 | 84 | \$6.4B | 10.5% | \$81,027,522 | \$376.54 | 5.0% | \$453.90 | 163 | 5.3% |
| 2016 | 100 | \$7.5B | 10.7% | \$77,998,302 | \$447.45 | 4.8% | \$442.84 | 159 | 5.2% |
| 2015 | 70 | \$2.5B | 4.9% | \$41,034,210 | \$340.45 | 5.3% | \$410.93 | 147 | 5.3% |
| 2014 | 61 | \$5.5B | 9.6% | \$90,844,625 | \$354.43 | 6.7% | \$375 | 135 | 5.4% |
| 2013 | 74 | \$6.8B | 13.6% | \$98,346,718 | \$318.18 | 5.7% | \$346.28 | 124 | 5.6% |
| 2012 | 49 | \$2.4B | 6.2% | \$65,358,017 | \$274.17 | 6.4% | \$322.15 | 116 | 5.9% |

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(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

3 STAR SALES

| Year | Completed Transactions (1) | | | | | | Market Pricing Trends (2) | | |
|------|----------------------------|----------|----------|--------------|--------------|--------------|---------------------------|-------------|----------|
| | Deals | Volume | Turnover | Avg Price | Avg Price/SF | Avg Cap Rate | Price/SF | Price Index | Cap Rate |
| 2027 | - | - | - | - | - | - | \$455.40 | 204 | 5.7% |
| 2026 | - | - | - | - | - | - | \$447 | 200 | 5.6% |
| 2025 | - | - | - | - | - | - | \$434.65 | 195 | 5.6% |
| 2024 | - | - | - | - | - | - | \$420.57 | 189 | 5.7% |
| 2023 | - | - | - | - | - | - | \$415.86 | 186 | 5.7% |
| YTD | 3 | \$41.8M | 0.1% | \$20,875,000 | \$283.29 | - | \$425.84 | 191 | 5.6% |
| 2022 | 219 | \$2B | 3.3% | \$9,530,201 | \$423.97 | 5.1% | \$425.61 | 191 | 5.6% |
| 2021 | 278 | \$2.3B | 3.6% | \$9,156,630 | \$441.04 | 5.5% | \$415.47 | 186 | 5.6% |
| 2020 | 159 | \$1.2B | 2.2% | \$8,732,481 | \$358.53 | 5.7% | \$390.86 | 175 | 5.7% |
| 2019 | 246 | \$3.5B | 4.5% | \$17,473,036 | \$546.90 | 5.7% | \$389.86 | 175 | 5.7% |
| 2018 | 290 | \$2.7B | 5.5% | \$11,418,465 | \$353.14 | 5.2% | \$370.59 | 166 | 5.7% |
| 2017 | 333 | \$2.7B | 6.6% | \$11,171,702 | \$306.32 | 5.8% | \$357.69 | 160 | 5.6% |
| 2016 | 242 | \$2.1B | 4.4% | \$10,803,050 | \$332.04 | 5.5% | \$348.35 | 156 | 5.6% |
| 2015 | 276 | \$2.8B | 6.7% | \$11,434,317 | \$278.23 | 6.0% | \$325.76 | 146 | 5.7% |
| 2014 | 278 | \$1.9B | 5.0% | \$7,949,438 | \$262.65 | 6.2% | \$296.94 | 133 | 5.8% |
| 2013 | 250 | \$1.9B | 5.7% | \$8,705,688 | \$219.23 | 6.5% | \$269.62 | 121 | 6.1% |
| 2012 | 275 | \$978.8M | 4.1% | \$5,690,884 | \$190.51 | 8.2% | \$250.70 | 112 | 6.3% |

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

1 & 2 STAR SALES

| Year | Completed Transactions (1) | | | | | | Market Pricing Trends (2) | | |
|------|----------------------------|----------|----------|-------------|--------------|--------------|---------------------------|-------------|----------|
| | Deals | Volume | Turnover | Avg Price | Avg Price/SF | Avg Cap Rate | Price/SF | Price Index | Cap Rate |
| 2027 | - | - | - | - | - | - | \$441.27 | 205 | 5.8% |
| 2026 | - | - | - | - | - | - | \$431.94 | 201 | 5.7% |
| 2025 | - | - | - | - | - | - | \$418.85 | 195 | 5.7% |
| 2024 | - | - | - | - | - | - | \$404.12 | 188 | 5.8% |
| 2023 | - | - | - | - | - | - | \$398.39 | 185 | 5.8% |
| YTD | 1 | \$2M | 0% | \$2,000,000 | \$345.78 | - | \$406.78 | 189 | 5.7% |
| 2022 | 416 | \$1.3B | 3.2% | \$3,314,916 | \$421.38 | 5.0% | \$406.53 | 189 | 5.7% |
| 2021 | 464 | \$1.2B | 3.4% | \$2,734,985 | \$360.93 | 5.1% | \$396.03 | 184 | 5.7% |
| 2020 | 292 | \$771.2M | 1.9% | \$2,754,308 | \$398.80 | 5.2% | \$380.14 | 177 | 5.8% |
| 2019 | 470 | \$1.3B | 3.3% | \$3,598,194 | \$422.76 | 5.5% | \$381.48 | 177 | 5.8% |
| 2018 | 684 | \$1.1B | 4.5% | \$2,638,258 | \$332.06 | 5.3% | \$361.54 | 168 | 5.8% |
| 2017 | 813 | \$1.2B | 6.7% | \$2,892,187 | \$307.14 | 5.3% | \$346.33 | 161 | 5.7% |
| 2016 | 682 | \$1.4B | 5.5% | \$2,775,379 | \$278.80 | 5.5% | \$331.42 | 154 | 5.7% |
| 2015 | 743 | \$1.2B | 5.2% | \$2,443,455 | \$273.02 | 5.5% | \$308.27 | 143 | 5.8% |
| 2014 | 644 | \$1.2B | 5.1% | \$2,502,364 | \$249.91 | 6.6% | \$279.38 | 130 | 5.9% |
| 2013 | 549 | \$805.9M | 4.3% | \$2,014,641 | \$217.23 | 6.6% | \$252.38 | 117 | 6.2% |
| 2012 | 526 | \$550.2M | 3.8% | \$1,774,807 | \$200.38 | 6.1% | \$233.83 | 109 | 6.5% |

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.