

# CoStar Office Statistics

Year-End 2018

## Los Angeles Office Market



**CoStar**<sup>TM</sup>  
The knowledge market

## IMPORTANT FEATURE ANNOUNCEMENT

### New Market Reports Now Available

**Market Reports have received a major upgrade.**

The new reports are dynamic: You can now run a report anytime.  
They also incorporate many more markets and submarkets,  
and include five-year forecasts for several KPIs.

These new reports can be found at the Markets & Submarkets  
link on CoStar.com under the Analytics menu.

**This is the final publication of this legacy report.**



**CoStar**<sup>TM</sup>  
The knowledge market

# Los Angeles Office Market



## Table of Contents

Table of Contents . . . . .	<b>A</b>
Methodology . . . . .	<b>B</b>
Terms & Definitions . . . . .	<b>C</b>
Market Highlights & Overview . . . . .	<b>1</b>
CoStar Markets & Submarkets . . . . .	<b>4</b>
Inventory & Development Analysis . . . . .	<b>5</b>
Inventory & Development Analysis	
Select Top Deliveries	
Select Top Under Construction Properties	
Figures at a Glance . . . . .	<b>9</b>
Figures at a Glance by Class & Market	
Figures at a Glance by Class & Submarket	
Figures at a Glance Grouped by CBD vs Suburban	
Historical Figures at a Glance	
Leasing Activity Analysis . . . . .	<b>17</b>
Select Top Lease Transactions	
Sales Activity Analysis . . . . .	<b>19</b>
Sales Activity Analysis	
Select Top Sales Transactions	
Analysis of Individual CoStar Submarket Clusters . . . . .	<b>21</b>
Antelope Valley Market	
Burbank/Glendale/Pasadena Market	
Catalina Island Market	
Downtown Los Angeles Market	
East LA County Outlying Market	
Mid-Cities Market	
Mid-Wilshire Market	
NE LA County Outlying Market	
NW LA County Outlying Market	
San Fernando Valley Market	
San Gabriel Valley Market	
Santa Clarita Valley Market	
South Bay Market	
Southeast Los Angeles Market	
Ventura North Market	
Ventura South Market	
West Los Angeles Market	

## Methodology

The CoStar Office Report, unless specifically stated otherwise, calculates office statistics using CoStar Group's entire database of existing and under construction office buildings in each metropolitan area. Included are office, office condominium, office loft, office medical, all classes and all sizes, and both multi-tenant and single-tenant buildings, including owner-occupied buildings. CoStar Group's global database includes approximately 119 billion square feet of coverage in 5.4 million properties. All rental rates reported in the CoStar Office Report have been converted to a Full Service equivalent rental rate.

For information on subscribing to CoStar's other products and services, please contact us at 1-877-7COSTAR, or visit our web site at [www.costar.com](http://www.costar.com)

© Copyright 2018 CoStar Group, Inc. All Rights Reserved. Although CoStar makes efforts to ensure the accuracy and reliability of the information contained herein, CoStar makes no guarantee, representation or warranty regarding the quality, accuracy, timeliness or completeness of the information. The publication is provided 'as is' and CoStar expressly disclaims any guarantees, representations or warranties of any kind, including those of MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE.

**CoStar Group, Inc.**

1331 L ST NW • Washington, DC 20005 • (800) 204-5960 • [www.costar.com](http://www.costar.com) • NASDAQ: CSGP

# Los Angeles Office Market



## Terms & Definitions

**Availability Rate:** The ratio of available space to total rentable space, calculated by dividing the total available square feet by the total rentable square feet.

**Available Space:** The total amount of space that is currently being marketed as available for lease in a given time period. It includes any space that is available, regardless of whether the space is vacant, occupied, available for sublease, or available at a future date.

**Build-to-Suit:** A term describing a particular property, developed specifically for a certain tenant to occupy, with structural features, systems, or improvement work designed specifically for the needs of that tenant. A build-to-suit can be leased or owned by the tenant. In a leased build-to-suit, a tenant will usually have a long term lease on the space.

**Buyer:** The individual, group, company, or entity that has purchased a commercial real estate asset.

**Cap Rate:** Short for capitalization rate. The Cap Rate is a calculation that reflects the relationship between one year's net operating income and the current market value of a particular property. The Cap Rate is calculated by dividing the annual net operating income by the sales price (or asking sales price).

**CBD:** Abbreviation for Central Business District. (See also: Central Business District)

**Central Business District:** The designations of Central Business District (CBD) and Suburban refer to a particular geographic area within a metropolitan statistical area (MSA) describing the level of real estate development found there. The CBD is characterized by a high density, well organized core within the largest city of a given MSA.

**Class A:** A classification used to describe buildings that generally qualify as extremely desirable investment-grade properties and command the highest rents or sale prices compared to other buildings in the same market. Such buildings are well located and provide efficient tenant layouts as well as high quality, and in some buildings, one-of-a-kind floor plans. They can be an architectural or historical landmark designed by prominent architects. These buildings contain a modern mechanical system, and have above-average maintenance and management as well as the best quality materials and workmanship in their trim and interior fittings. They are generally the most attractive and eagerly sought by investors willing to pay a premium for quality.

**Class B:** A classification used to describe buildings that generally qualify as a more speculative investment, and as such, command lower rents or sale prices compared to Class A properties. Such buildings offer utilitarian space without special attractions, and have ordinary design, if new or fairly new; good to excellent design if an older non-landmark building. These buildings typically have average to good maintenance, management and tenants. They are less appealing to tenants than Class A properties, and may be deficient in a number of respects including floor plans, condition and facilities. They lack prestige and must depend chiefly on a lower price to attract tenants and investors.

**Class C:** A classification used to describe buildings that generally qualify as no-frills, older buildings that offer basic space and command lower rents or sale prices compared to other buildings in the same market. Such buildings typically have below-average maintenance and management, and could have mixed or low tenant prestige, inferior elevators, and/or mechanical/electrical systems. These buildings lack prestige and must depend chiefly on a lower price to attract tenants and investors.

**Construction Starts:** Buildings that began construction during a specific period of time. (See also: Deliveries)

**Contiguous Blocks of Space:** Space within a building that is, or is able to be joined together into a single contiguous space.

**Deliveries:** Buildings that complete construction during a specified period of time. In order for space to be considered delivered, a certi-

cate of occupancy must have been issued for the property.

**Delivery Date:** The date a building completes construction and receives a certificate of occupancy.

**Developer:** The company, entity or individual that transforms raw land to improved property by use of labor, capital and entrepreneurial efforts.

**Direct Space:** Space that is being offered for lease directly from the landlord or owner of a building, as opposed to space being offered in a building by another tenant (or broker of a tenant) trying to sublet a space that has already been leased.

**Existing Inventory:** The square footage of buildings that have received a certificate of occupancy and are able to be occupied by tenants. It does not include space in buildings that are either planned, under construction or under renovation.

**Flex Building:** A type of building designed to be versatile, which may be used in combination with office (corporate headquarters), research and development, quasi-retail sales, and including but not limited to industrial, warehouse, and distribution uses. A typical flex building will be one or two stories with at least half of the rentable area being used as office space, have ceiling heights of 16 feet or less, and have some type of drive-in door, even though the door may be glassed in or sealed off.

**Full Service Rental Rate:** Rental rates that include all operating expenses such as utilities, electricity, janitorial services, taxes and insurance.

**Gross Absorption:** The total change in occupied space over a given period of time, counting space that is occupied but not space that is vacated by tenants. Gross absorption differs from leasing Activity, which is the sum of all space leased over a certain period of time. Unless otherwise noted Gross Absorption includes direct and sublease space.

**Growth in Inventory:** The change in size of the existing square footage in a given area over a given period of time, generally due to the construction of new buildings.

**Industrial Building:** A type of building adapted for such uses as the assemblage, processing, and/or manufacturing of products from raw materials or fabricated parts. Additional uses include warehousing, distribution, and maintenance facilities. The primary purpose of the space is for storing, producing, assembling, or distributing product.

**Landlord Rep:** (Landlord Representative) In a typical lease transaction between an owner/landlord and tenant, the broker that represents the interests of the owner/landlord is referred to as the Landlord Rep.

**Leased Space:** All the space that has a financial lease obligation. It includes all leased space, regardless of whether the space is currently occupied by a tenant. Leased space also includes space being offered for sublease.

**Leasing Activity:** The volume of square footage that is committed to and signed under a lease obligation for a specific building or market in a given period of time. It includes direct leases, subleases and renewals of existing leases. It also includes any pre-leasing activity in planned, under construction, or under renovation buildings.

**Market:** Geographic boundaries that serve to delineate core areas that are competitive with each other and constitute a generally accepted primary competitive set of areas. Markets are building-type specific, and are non-overlapping contiguous geographic designations having a cumulative sum that matches the boundaries of the entire Region (See also: Region). Markets can be further subdivided into Submarkets. (See also: Submarkets)

**Multi-Tenant:** Buildings that house more than one tenant at a given time. Usually, multi-tenant buildings were designed and built to accommodate many different floor plans and designs for different

tenant needs. (See also: Tenancy).

**Net Absorption:** The net change in occupied space over a given period of time. Unless otherwise noted Net Absorption includes direct and sublease space.

**Net Rental Rate:** A rental rate that excludes certain expenses that a tenant could incur in occupying office space. Such expenses are expected to be paid directly by the tenant and may include janitorial costs, electricity, utilities, taxes, insurance and other related costs.

**New Space:** Sometimes called first generation space, refers to space that has never been occupied and/or leased by a tenant.

**Occupied Space:** Space that is physically occupied by a tenant. It does not include leased space that is not currently occupied by a tenant.

**Office Building:** A type of commercial building used exclusively or primarily for office use (business), as opposed to manufacturing, warehousing, or other uses. Office buildings may sometimes have other associated uses within part of the building, i.e., retail sales, financial, or restaurant, usually on the ground floor.

**Owner:** The company, entity, or individual that holds title on a given building or property.

**Planned/Proposed:** The status of a building that has been announced for future development but not yet started construction.

**Preleased Space:** The amount of space in a building that has been leased prior to its construction completion date, or certificate of occupancy date.

**Price/SF:** Calculated by dividing the price of a building (either sales price or asking sales price) by the Rentable Building Area (RBA).

**Property Manager:** The company and/or person responsible for the day-to-day operations of a building, such as cleaning, trash removal, etc. The property manager also makes sure that the various systems within the building, such as the elevators, HVAC, and electrical systems, are functioning properly.

**Quoted Rental Rate:** The asking rate per square foot for a particular building or unit of space by a broker or property owner. Quoted rental rates may differ from the actual rates paid by tenants following the negotiation of all terms and conditions in a specific lease.

**RBA:** Abbreviation for Rentable Building Area. (See also: Rentable Building Area)

**Region:** Core areas containing a large population nucleus, that together with adjacent communities have a high degree of economic and social integration. Regions are further divided into market areas, called Markets. (See also: Markets)

**Relet Space:** Sometimes called second generation or direct space, refers to existing space that has previously been occupied by another tenant.

**Rentable Building Area:** (RBA) The total square footage of a building that can be occupied by, or assigned to a tenant for the purpose of determining a tenant's rental obligation. Generally RBA includes a percentage of common areas including all hallways, main lobbies, bathrooms, and telephone closets.

**Rental Rates:** The annual costs of occupancy for a particular space quoted on a per square foot basis.

**Sales Price:** The total dollar amount paid for a particular property at a particular point in time.

**Sales Volume:** The sum of sales prices for a given group of buildings in a given time period.

**Seller:** The individual, group, company, or entity that sells a particular commercial real estate asset.

**SF:** Abbreviation for Square Feet.

**Single-Tenant:** Buildings that are occupied, or intended to be occupied by a single tenant. (See also: Build-to-suit and Tenancy)

**Sublease Space:** Space that has been leased by a tenant and is being offered for lease back to the market by the tenant with the lease obligation. Sublease space is sometimes referred to as sublet space.

**Submarkets:** Specific geographic boundaries that serve to delineate a core group of buildings that are competitive with each other and constitute a generally accepted primary competitive set, or peer group. Submarkets are building type specific (office, industrial, retail, etc.), with distinct boundaries dependent on different factors relevant to each building type. Submarkets are non-overlapping, contiguous geographic designations having a cumulative sum that matches the boundaries of the Market they are located within (See also: Market).

**Suburban:** The Suburban and Central Business District (CBD) designations refer to a particular geographic area within a metropolitan statistical area (MSA). Suburban is defined as including all office inventory not located in the CBD. (See also: CBD)

**Tenancy:** A term used to indicate whether or not a building is occupied by multiple tenants (See also: Multi-tenant) or a single tenant. (See also: Single-tenant)

**Tenant Rep:** Tenant Rep stands for Tenant Representative. In a typical lease transaction between an owner/landlord and tenant, the broker that represents the interests of the tenant is referred to as a Tenant Rep.

**Time On Market:** A measure of how long a currently available space has been marketed for lease, regardless of whether it is vacant or occupied.

**Under Construction:** Buildings in a state of construction, up until they receive their certificate of occupancy. In order for CoStar to consider a building under construction, the site must have a concrete foundation in place. Abbreviated UC.

**Vacancy Rate:** A measurement expressed as a percentage of the total amount of physically vacant space divided by the total amount of existing inventory. Under construction space generally is not included in vacancy calculations.

**Vacant Space:** Space that is not currently occupied by a tenant, regardless of any lease obligation that may be on the space. Vacant space could be space that is either available or not available. For example, sublease space that is currently being paid for by a tenant but not occupied by that tenant, would be considered vacant space. Likewise, space that has been leased but not yet occupied because of finish work being done, would also be considered vacant space.

**Weighted Average Rental Rate:** Rental rates that are calculated by factoring in, or weighting, the square footage associated with each particular rental rate. This has the effect of causing rental rates on larger spaces to affect the average more than that of smaller spaces. The weighted average rental rate is calculated by taking the ratio of the square footage associated with the rental rate on each individual available space to the square footage associated with rental rates on all available spaces, multiplying the rental rate by that ratio, and then adding together all the resulting numbers. Unless specifically specified otherwise, rental rate averages include both Direct and Sublet available spaces.

**Year Built:** The year in which a building completed construction and was issued a certificate of occupancy.

**YTD:** Abbreviation for Year-to-Date. Describes statistics that are cumulative from the beginning of a calendar year through whatever time period is being studied.

# Los Angeles Office Market



Overview

## Los Angeles's Vacancy Decreases to 9.9% Net Absorption Positive 1,662,440 SF in the Quarter

The Los Angeles Office market ended the fourth quarter 2018 with a vacancy rate of 9.9%. The vacancy rate was down over the previous quarter, with net absorption totaling positive 1,662,440 square feet in the fourth quarter. Vacant sublease space increased in the quarter, ending the quarter at 2,405,523 square feet. Rental rates ended the fourth quarter at \$36.74, an increase over the previous quarter. A total of four buildings delivered to the market in the quarter totaling 150,929 square feet, with 6,291,325 square feet still under construction at the end of the quarter.

### Absorption

Net absorption for the overall Los Angeles office market was positive 1,662,440 square feet in the fourth quarter 2018. That compares to positive 672,884 square feet in the third quarter 2018, positive 863,816 square feet in the second quarter 2018, and negative (730,870) square feet in the first quarter 2018.

Tenants moving out of large blocks of space in 2018 include: ABC Cable Networks Group moving out of 399,000 square feet at Burbank Centre; Nestlé USA moving out of 279,834 square feet at 800 N Brand; and Transamerica Investment Management LLC moving out of 136,126 square feet at the USC Tower.

Tenants moving into large blocks of space in 2018 include: Google moving into 310,000 square feet at Spruce Goose Hangar; City National Bank moving into 197,479 square feet at City National 2Cal; and Viacom Inc. moving into 176,825 square feet at Columbia Square, Gower/Selma.

The Class-A office market recorded net absorption of

positive 659,152 square feet in the fourth quarter 2018, compared to positive 777,797 square feet in the third quarter 2018, positive 383,699 in the second quarter 2018, and negative (553,743) in the first quarter 2018.

The Class-B office market recorded net absorption of positive 1,036,426 square feet in the fourth quarter 2018, compared to positive 95,815 square feet in the third quarter 2018, positive 456,620 in the second quarter 2018, and positive 85,899 in the first quarter 2018.

The Class-C office market recorded net absorption of negative (33,138) square feet in the fourth quarter 2018 compared to negative (200,728) square feet in the third quarter 2018, positive 23,497 in the second quarter 2018, and negative (263,026) in the first quarter 2018.

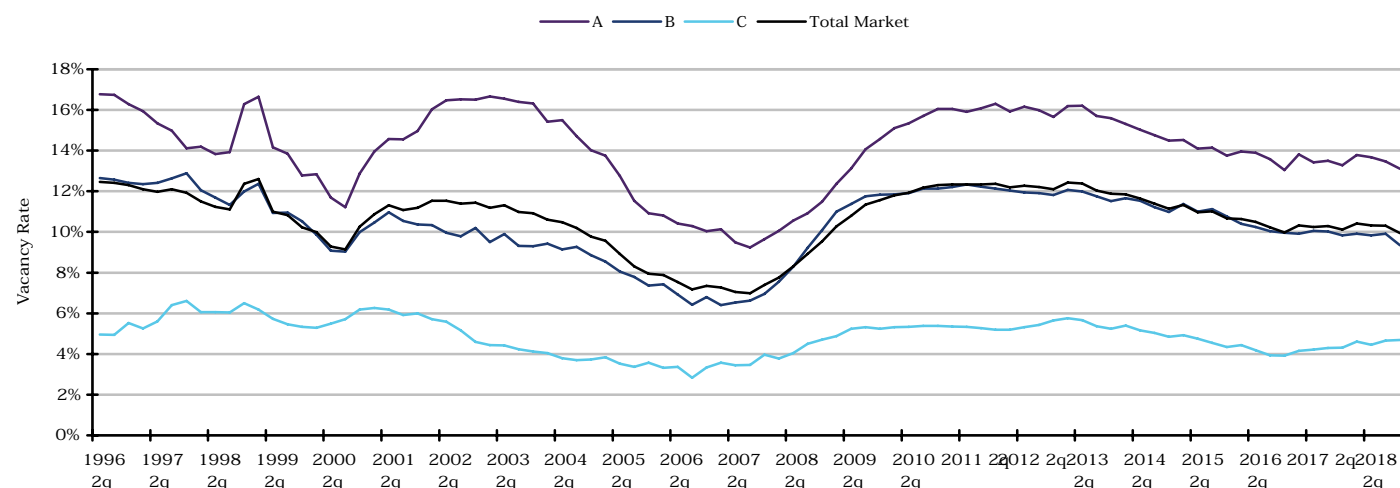
Net absorption for Los Angeles's central business district was positive 126,963 square feet in the fourth quarter 2018. That compares to negative (66,173) square feet in the third quarter 2018, positive 105,291 in the second quarter 2018, and negative (173,864) in the first quarter 2018.

Net absorption for the suburban markets was positive 1,535,477 square feet in the fourth quarter 2018. That compares to positive 739,057 square feet in third quarter 2018, positive 758,525 in the second quarter 2018, and negative (557,006) in the first quarter 2018.

### Vacancy

The office vacancy rate in the Los Angeles market area decreased to 9.9% at the end of the fourth quarter 2018. The vacancy rate was 10.3% at the end of the third quarter 2018, 10.3% at the end of the second quarter 2018, and 10.4% at the

## Vacancy Rates by Class 1996-2018



Source: CoStar Property®

end of the first quarter 2018.

Class-A projects reported a vacancy rate of 13.1% at the end of the fourth quarter 2018, 13.5% at the end of the third quarter 2018, 13.7% at the end of the second quarter 2018, and 13.8% at the end of the first quarter 2018.

Class-B projects reported a vacancy rate of 9.3% at the end of the fourth quarter 2018, 9.9% at the end of the third quarter 2018, 9.8% at the end of the second quarter 2018, and 9.9% at the end of the first quarter 2018.

Class-C projects reported a vacancy rate of 4.7% at the end of the fourth quarter 2018, 4.7% at the end of third quarter 2018, 4.5% at the end of the second quarter 2018, and 4.6% at the end of the first quarter 2018.

The overall vacancy rate in Los Angeles's central business district at the end of the fourth quarter 2018 decreased to 14.7%. The vacancy rate was 14.8% at the end of the third quarter 2018, 14.7% at the end of the second quarter 2018, and 15.0% at the end of the first quarter 2018.

The vacancy rate in the suburban markets decreased to 9.2% in the fourth quarter 2018. The vacancy rate was 9.6% at the end of the third quarter 2018, 9.6% at the end of the second quarter 2018, and 9.7% at the end of the first quarter 2018.

## Largest Lease Signings

The largest lease signings occurring in 2018 included: the 415,949-square-foot lease signed by Warner Bros. Studios at Studio Plaza in the Burbank/Glendale/Pasadena market; the 351,957-square-foot deal signed by Netflix, Inc. at The Academy on Vine in the Mid-Wilshire market; and the 327,914-square-foot deal signed by Netflix, Inc. at 5901 W Sunset Blvd in the Mid-Wilshire market.

## Sublease Vacancy

The amount of vacant sublease space in the Los Angeles market increased to 2,405,523 square feet by the end of the

fourth quarter 2018, from 2,391,351 square feet at the end of the third quarter 2018. There was 2,485,585 square feet vacant at the end of the second quarter 2018 and 2,331,488 square feet at the end of the first quarter 2018.

Los Angeles's Class-A projects reported vacant sublease space of 1,583,213 square feet at the end of fourth quarter 2018, down from the 1,608,060 square feet reported at the end of the third quarter 2018. There were 1,785,035 square feet of sublease space vacant at the end of the second quarter 2018, and 1,700,763 square feet at the end of the first quarter 2018.

Class-B projects reported vacant sublease space of 677,705 square feet at the end of the fourth quarter 2018, up from the 653,429 square feet reported at the end of the third quarter 2018. At the end of the second quarter 2018 there were 597,632 square feet, and at the end of the first quarter 2018 there were 503,589 square feet vacant.

Class-C projects reported increased vacant sublease space from the third quarter 2018 to the fourth quarter 2018. Sublease vacancy went from 129,862 square feet to 144,605 square feet during that time. There was 102,918 square feet at the end of the second quarter 2018, and 127,136 square feet at the end of the first quarter 2018.

Sublease vacancy in Los Angeles's central business district stood at 170,281 square feet at the end of the fourth quarter 2018. It was 212,387 square feet at the end of the third quarter 2018, 181,851 square feet at the end of the second quarter 2018, and 197,909 square feet at the end of the first quarter 2018.

Sublease vacancy in the suburban markets ended the fourth quarter 2018 at 2,235,242 square feet. At the end of the third quarter 2018 sublease vacancy was 2,178,964 square feet, was 2,303,734 square feet at the end of the second quarter 2018, and was 2,133,579 square feet at the end of the first quarter 2018.

## Rental Rates

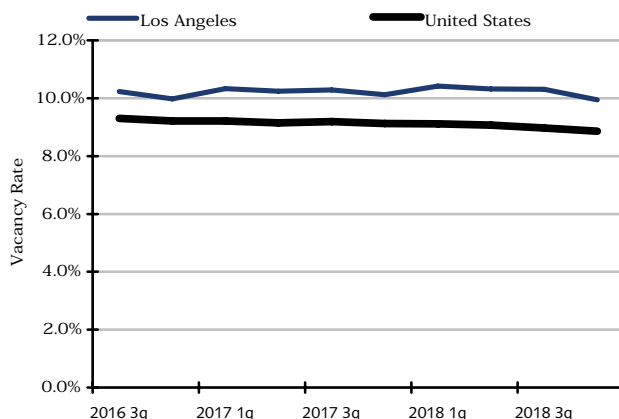
The average quoted asking rental rate for available office space, all classes, was \$36.74 per square foot per year at the end of the fourth quarter 2018 in the Los Angeles market area. This represented a 1.7% increase in quoted rental rates from the end of the third quarter 2018, when rents were reported at \$36.11 per square foot.

The average quoted rate within the Class-A sector was \$40.48 at the end of the fourth quarter 2018, while Class-B rates stood at \$33.74, and Class-C rates at \$30.40. At the end of the third quarter 2018, Class-A rates were \$39.71 per square foot, Class-B rates were \$33.12, and Class-C rates were \$30.33.

The average quoted asking rental rate in Los Angeles's CBD was \$38.56 at the end of the fourth quarter 2018, and \$36.48 in the suburban markets. In the third quarter 2018, quoted rates were \$38.68 in the CBD and \$35.71 in the suburbs.

## U.S. Vacancy Comparison

Past 10 Quarters



Source: CoStar Property®



# Los Angeles Office Market



Overview

## Deliveries and Construction

During the fourth quarter 2018, four buildings totaling 150,929 square feet were completed in the Los Angeles market area. This compares to 12 buildings totaling 602,974 square feet that were completed in the third quarter 2018, 10 buildings totaling 490,543 square feet completed in the second quarter 2018, and 677,673 square feet in 13 buildings completed in the first quarter 2018.

There were 6,291,325 square feet of office space under construction at the end of the fourth quarter 2018.

Some of the notable 2018 deliveries include: Spruce Goose Hangar, a 310,000-square-foot facility that delivered in third quarter 2018 and is now 100% occupied, and 555 S Aviation Blvd, a 259,106-square-foot building that delivered in first quarter 2018 and is now 0% occupied.

The largest projects underway at the end of fourth quarter 2018 were 801 S Broadway, a 936,101-square-foot building with 0% of its space pre-leased, and Vermont Corridor County Administration Bldg, a 468,000-square-foot facility that is 100% pre-leased.

## Inventory

Total office inventory in the Los Angeles market area amounted to 440,823,559 square feet in 18,628 buildings as of the end of the fourth quarter 2018. The Class-A office sector consisted of 178,208,769 square feet in 958 projects. There were 6,140 Class-B buildings totaling 175,092,202 square feet, and the Class-C sector consisted of 87,522,588 square feet in 11,530 buildings. Within the Office market there were 878 owner-occupied buildings accounting for 33,234,042 square feet of office space.

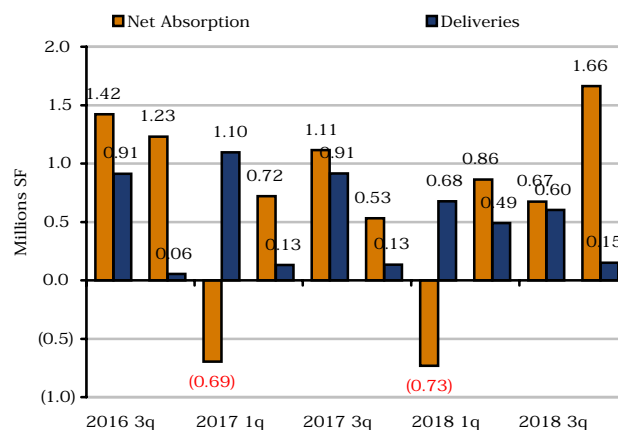
## Sales Activity

Tallying office building sales of 15,000 square feet or larger, Los Angeles office sales figures fell during the third quarter 2018 in terms of dollar volume compared to the second quarter of 2018.

In the third quarter, 42 office transactions closed with a total volume of \$1,043,112,123. The 42 buildings totaled 3,589,818 square feet and the average price per square foot equated to \$290.58 per square foot. That compares to 44 transactions

## Absorption & Deliveries

Past 10 Quarters



Source: CoStar Property®

totaling \$1,385,704,455 in the second quarter 2018. The total square footage in the second quarter was 4,609,567 square feet for an average price per square foot of \$300.61.

Total office building sales activity in 2018 was down compared to 2017. In the first nine months of 2018, the market saw 128 office sales transactions with a total volume of \$3,616,604,078. The price per square foot averaged \$306.69. In the same first nine months of 2017, the market posted 154 transactions with a total volume of \$4,944,776,086. The price per square foot averaged \$348.72.

Cap rates have been lower in 2018, averaging 5.57% compared to the same period in 2017 when they averaged 5.74%.

One of the largest transactions that has occurred within the last four quarters in the Los Angeles market is the sale of PCT in El Segundo. This 1,588,089-square-foot office building sold for \$605,454,000, or \$381.25 per square foot. The property sold on 10/4/2017, at a 5.10% cap rate."

Reports compiled by: Adam Jarrett, Pharoeth Mendoza, and Joyce Sisson, CoStar Research Managers.

## CoStar Submarket Clusters & Submarkets

In analyzing metropolitan areas, CoStar has developed geographic designations to help group properties together, called Markets, Submarket Clusters and Submarkets. Markets are the equivalent of metropolitan areas, or areas containing a large population nucleus, that together with adjacent communities have a high degree of economic and social integration. Markets are then divided into Submarket Clusters, which are core areas within a metropolitan area that are known to be competitive with each other in terms of attracting and keeping tenants. Markets are then further subdivided into smaller units called Submarkets, which serve to delineate a core group of buildings that are competitive with each other and constitute a generally accepted competitive set, or peer group.

Submarket Clusters	Submarkets				
Antelope Valley	Antelope Valley				
Burbank/Glendale/Pasadena	Burbank Studio/Universal Cities	Glendale	North Hollywood	Pasadena/Arcadia/Monrovia	
Catalina Island	Catalina Island				
Downtown Los Angeles	Chinatown	Downtown Los Angeles*			
East LA County Outlying	East LA County Outlying				
Mid-Cities	Mid-Cities				
Mid-Wilshire	Hollywood/Silver Lake West Hollywood	Mid-Wilshire	Miracle Mile	Park Mile	
NE LA County Outlying	NE LA County Outlying				
NW LA County Outlying	NW LA County Outlying				
San Fernando Valley	Eastern SFV Western SFV	Encino Woodland Hills/Warner Ctr	Sherman Oaks	Tarzana	
San Gabriel Valley	Eastern SGV	Western SGV			
Santa Clarita Valley	Santa Clarita Valley				
South Bay	190th Street Corridor LAX	Beach Cities/Palos Verdes Long Beach: Downtown	El Segundo Long Beach: Suburban	Hawthorne/Gardena Torrance	
Southeast Los Angeles	Southeast Los Angeles				
Ventura North	Fillmore/NE County Ventura	Moorpark/Simi Valley	Ojai/NW County	Santa Paula/Somis	
Ventura South	Camarillo/Point Mugu	Oxnard/Port Hueneme	Thousand Oaks/SE County		
West Los Angeles	Beverly Hills Culver City Santa Monica	Brentwood Marina Del Rey/Venice Santa Monica Mountains	Calabasas/Westlake Vill Olympic Corridor West Los Angeles	Century City Pacific Palisades/Malibu Westwood	

\* Submarkets comprising the CBD. For statistics reference the CBD vs Suburban Figures at a Glance Page.

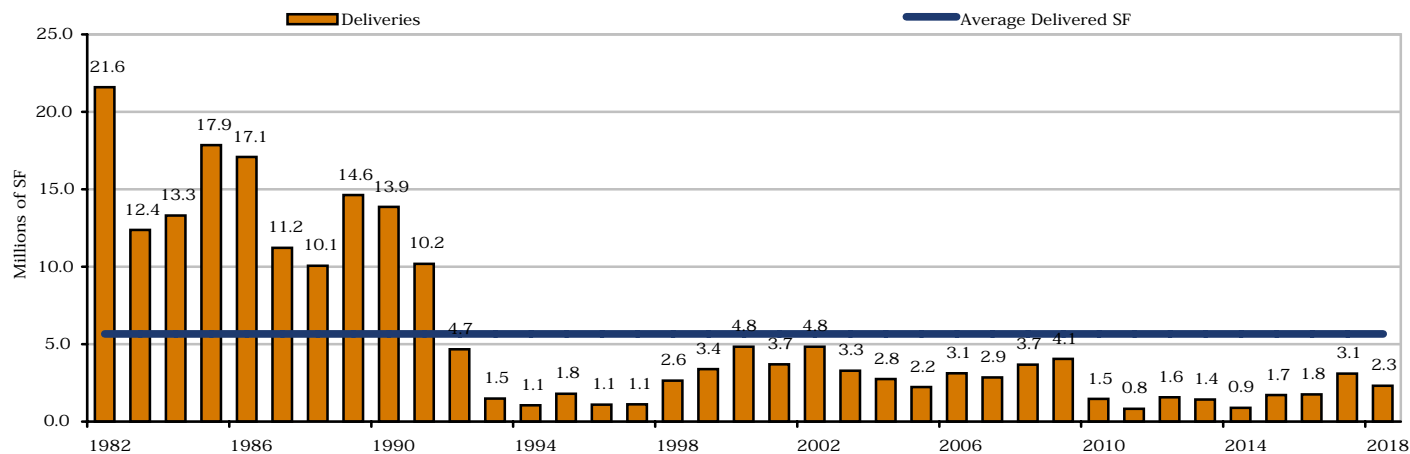
# Los Angeles Office Market



Inventory &amp; development

## Historical Deliveries

1982 - 2018



Source: CoStar Property®

\* Future deliveries based on current under construction buildings.

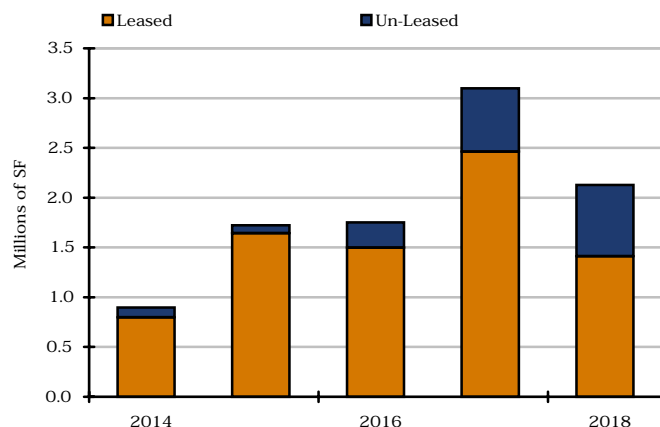
## CONSTRUCTION ACTIVITY Markets Ranked by Under Construction Square Footage

Market	Under Construction Inventory				Average Bldg Size	
	# Bldgs	Total RBA	Preleased SF	Preleased %	All Existing	U/C
Mid-Wilshire	9	1,508,337	1,215,735	80.6%	25,097	167,593
Downtown Los Angeles	4	1,462,947	477,931	32.7%	160,569	365,737
West Los Angeles	14	1,372,853	374,568	27.3%	29,681	98,061
South Bay	7	813,689	682,156	83.8%	24,737	116,241
Burbank/Glendale/Pasadena	5	397,964	133,847	33.6%	17,750	79,593
San Fernando Valley	2	344,973	311,985	90.4%	24,083	172,486
Santa Clarita Valley	3	264,556	207,000	78.2%	21,627	88,185
San Gabriel Valley	3	98,960	94,107	95.1%	14,918	32,987
Ventura South	1	27,046	4,598	17.0%	18,545	27,046
NW LA County Outlying	0	0	0	0.0%	1,440	0
All Other	0	0	0	0.0%	11,539	0
<b>Totals</b>	<b>48</b>	<b>6,291,325</b>	<b>3,501,927</b>	<b>55.7%</b>	<b>23,665</b>	<b>131,069</b>

Source: CoStar Property®

## Recent Deliveries

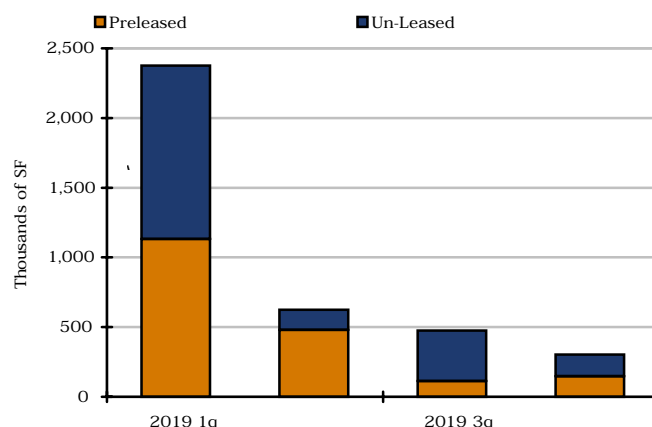
Leased &amp; Un-Leased SF in Deliveries Since 2014



Source: CoStar Property®

## Future Deliveries

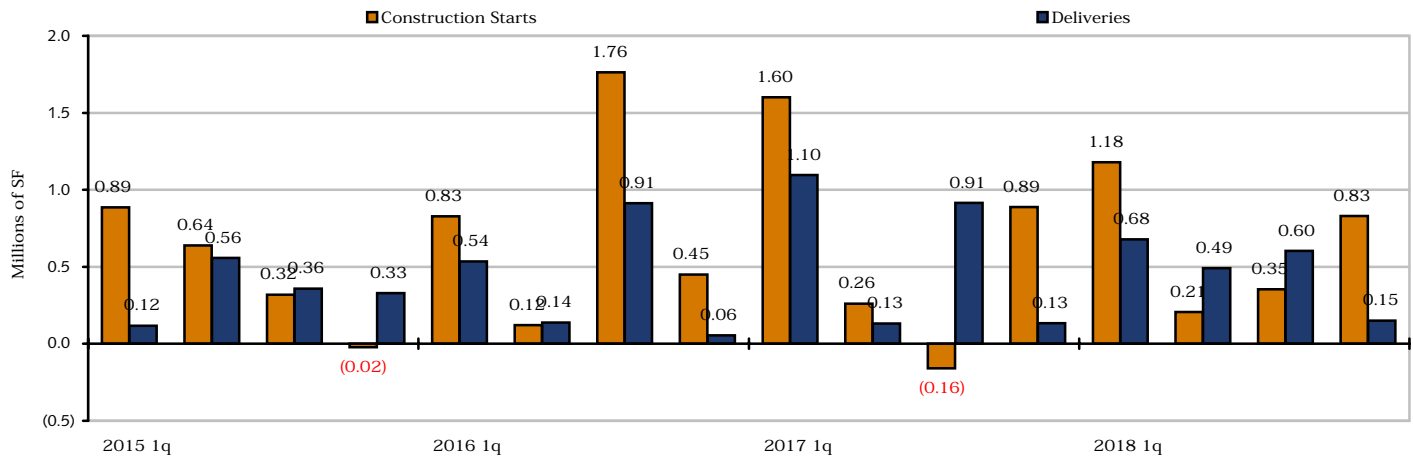
Preleased &amp; Un-Leased SF in Properties Scheduled to Deliver



Source: CoStar Property®

## Historical Construction Starts & Deliveries

Square Footage Per Quarter Starting and Completing Construction



Source: CoStar Property®

## RECENT DELIVERIES BY PROJECT SIZE Breakdown of Year-to-Date Development Based on RBA of Project

Building Size	# Bldgs	RBA	SF Leased	% Leased	Avg Rate	Single-Tenant	Multi-Tenant
< 50,000 SF	32	545,044	329,220	60.4%	\$58.21	30,737	514,307
50,000 SF - 99,999 SF	10	772,466	589,100	76.3%	\$58.99	96,115	676,351
100,000 SF - 249,999 SF	2	240,047	184,028	76.7%	\$0.00	0	240,047
250,000 SF - 499,999 SF	2	569,106	310,000	54.5%	\$0.00	0	569,106
>= 500,000 SF	0	0	0	0.0%	\$0.00	0	0

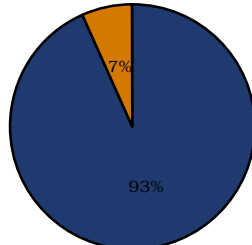
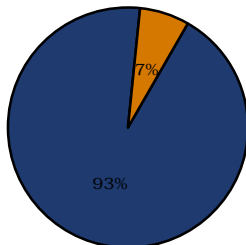
Source: CoStar Property®

## Recent Development by Tenancy

Based on RBA Developed for Single & Multi Tenant Use

2018 Deliveries

Currently Under Construction



■ Multi ■ Single

■ Multi ■ Single

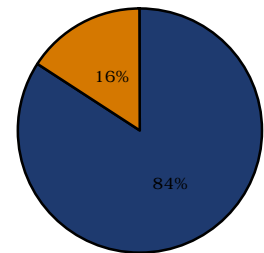
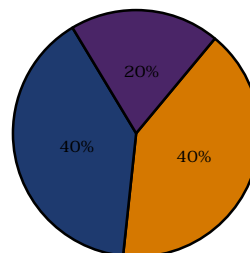
Source: CoStar Property®

## Existing Inventory Comparison

Based on Total RBA

By Class

By Space Type



■ Class A ■ Class B ■ Class C

■ Multi ■ Single

Source: CoStar Property®

# Los Angeles Office Market



Inventory &amp; development

## Select Year-to-Date Deliveries

Based on Project Square Footage

<b>1. Spruce Goose Hangar</b> Submarket: <b>West Los Angeles</b> RBA: <b>310,000</b> # Floors: <b>1</b> Class: <b>A</b> Occupied: <b>100%</b> Quoted Rate: <b>N/A</b> Grnd Brk Date: <b>Third Quarter 2016</b> Deliv Date: <b>Third Quarter 2018</b> Leasing Co: <b>The Rattkovich Company</b> Developer: <b>Matt Construction</b> Architect: <b>Brenda Levin &amp; Associates</b>	<b>2. 555 S Aviation Blvd</b> Submarket: <b>South Bay</b> RBA: <b>259,106</b> # Floors: <b>1</b> Class: <b>A</b> Occupied: <b>0%</b> Quoted Rate: <b>Negotiable</b> Grnd Brk Date: <b>First Quarter 2017</b> Deliv Date: <b>First Quarter 2018</b> Leasing Co: <b>Tishman Speyer</b> Developer: <b>Tishman Speyer</b> Architect: <b>HLW International LLP</b>	<b>3. Santa Monica Gateway - Shift</b> Submarket: <b>West Los Angeles</b> RBA: <b>140,047</b> # Floors: <b>4</b> Class: <b>B</b> Occupied: <b>60%</b> Quoted Rate: <b>Negotiable</b> Grnd Brk Date: <b>First Quarter 2016</b> Deliv Date: <b>Second Quarter 2018</b> Leasing Co: <b>Lincoln Property Company</b> Developer: <b>Colorado Creative Studios, LLC</b> Architect: <b>DRDS Studio</b>
<b>4. 500 S Santa Fe Ave</b> Submarket: <b>Downtown Los Angeles</b> RBA: <b>97,916</b> # Floors: <b>5</b> Class: <b>B</b> Occupied: <b>6%</b> Quoted Rate: <b>Negotiable</b> Grnd Brk Date: <b>First Quarter 2018</b> Deliv Date: <b>Fourth Quarter 2018</b> Leasing Co: <b>Lee &amp; Associates</b> Developer: <b>Chalmers Equity Corp.</b> Architect: <b>Arcs Architecture</b>	<b>5. 27750 N Entertainment Dr</b> Submarket: <b>Santa Clarita Valley</b> RBA: <b>96,115</b> # Floors: <b>4</b> Class: <b>A</b> Occupied: <b>100%</b> Quoted Rate: <b>N/A</b> Grnd Brk Date: <b>Fourth Quarter 2016</b> Deliv Date: <b>First Quarter 2018</b> Leasing Co: <b>Scorpion Internet Marketing</b> Developer: <b>Snyder Langston</b> Architect: <b>N/A</b>	<b>6. Providence Advanced Care Center</b> Submarket: <b>South Bay</b> RBA: <b>92,625</b> # Floors: <b>3</b> Class: <b>A</b> Occupied: <b>87%</b> Quoted Rate: <b>Negotiable</b> Grnd Brk Date: <b>Second Quarter 2017</b> Deliv Date: <b>Third Quarter 2018</b> Leasing Co: <b>PMRG</b> Developer: <b>Providence Health System</b> Architect: <b>Souther CallisonRTKL</b>
<b>7. Ascend</b> Submarket: <b>South Bay</b> RBA: <b>87,126</b> # Floors: <b>2</b> Class: <b>B</b> Occupied: <b>73%</b> Quoted Rate: <b>\$48.55</b> Grnd Brk Date: <b>Fourth Quarter 2016</b> Deliv Date: <b>First Quarter 2018</b> Leasing Co: <b>JLL</b> Developer: <b>N/A</b> Architect: <b>Gehry Partners, LLP</b>	<b>8. 5500 W Jefferson Blvd</b> Submarket: <b>West Los Angeles</b> RBA: <b>85,000</b> # Floors: <b>2</b> Class: <b>B</b> Occupied: <b>100%</b> Quoted Rate: <b>N/A</b> Grnd Brk Date: <b>First Quarter 2017</b> Deliv Date: <b>First Quarter 2018</b> Leasing Co: <b>CBRE</b> Developer: <b>Hackman Capital Partners</b> Architect: <b>Gensler</b>	<b>9. 12851 Crossroads Parkway South</b> Submarket: <b>Southeast Los Angeles</b> RBA: <b>77,250</b> # Floors: <b>2</b> Class: <b>B</b> Occupied: <b>100%</b> Quoted Rate: <b>N/A</b> Grnd Brk Date: <b>First Quarter 2016</b> Deliv Date: <b>Second Quarter 2018</b> Leasing Co: <b>Majestic Realty Co.</b> Developer: <b>Majestic Realty Co.</b> Architect: <b>Commerce Construction CO, LP</b>
<b>10. The Romaine</b> Submarket: <b>Mid-Wilshire</b> RBA: <b>60,508</b> # Floors: <b>1</b> Class: <b>B</b> Occupied: <b>100%</b> Quoted Rate: <b>N/A</b> Grnd Brk Date: <b>Third Quarter 2016</b> Deliv Date: <b>First Quarter 2018</b> Leasing Co: <b>JLL</b> Developer: <b>N/A</b> Architect: <b>Shubin &amp; Donaldson Architects</b>	<b>11. Santa Monica Gateway - Ice</b> Submarket: <b>West Los Angeles</b> RBA: <b>60,166</b> # Floors: <b>4</b> Class: <b>B</b> Occupied: <b>100%</b> Quoted Rate: <b>N/A</b> Grnd Brk Date: <b>First Quarter 2016</b> Deliv Date: <b>Second Quarter 2018</b> Leasing Co: <b>Lincoln Property Company</b> Developer: <b>Colorado Creative Studios, LLC</b> Architect: <b>DRDS Studio</b>	<b>12. Downtown West Medical</b> Submarket: <b>Mid-Wilshire</b> RBA: <b>60,000</b> # Floors: <b>4</b> Class: <b>A</b> Occupied: <b>100%</b> Quoted Rate: <b>N/A</b> Grnd Brk Date: <b>First Quarter 2017</b> Deliv Date: <b>Second Quarter 2018</b> Leasing Co: <b>Robhana Group</b> Developer: <b>Inception Property Group</b> Architect: <b>Ware &amp; Malcomb Architects</b>
<b>13. Playa Jefferson - Building E</b> Submarket: <b>West Los Angeles</b> RBA: <b>55,760</b> # Floors: <b>3</b> Class: <b>A</b> Occupied: <b>0%</b> Quoted Rate: <b>\$63.36</b> Grnd Brk Date: <b>Fourth Quarter 2016</b> Deliv Date: <b>First Quarter 2018</b> Leasing Co: <b>LA Realty Partners</b> Developer: <b>N/A</b> Architect: <b>Gensler</b>	<b>14. 5860 W Jefferson Blvd</b> Submarket: <b>West Los Angeles</b> RBA: <b>49,000</b> # Floors: <b>1</b> Class: <b>A</b> Occupied: <b>100%</b> Quoted Rate: <b>N/A</b> Grnd Brk Date: <b>Second Quarter 2017</b> Deliv Date: <b>Third Quarter 2018</b> Leasing Co: <b>First Property Realty Corporation</b> Developer: <b>N/A</b> Architect: <b>Eric Owen Moss Architects</b>	



# Los Angeles Office Market

Inventory &amp; development

## Select Top Under Construction Properties

Based on Project Square Footage

<b>1. 801 S Broadway</b> Submarket: <b>Downtown Los Angeles</b> RBA: <b>936,101</b> # Floors: <b>10</b> Class: <b>A</b> Preleased: <b>0%</b> Quoted Rate: <b>Negotiable</b> Grnd Brk Date: <b>Third Quarter 2016</b> Deliv Date: <b>First Quarter 2019</b> Leasing Co: <b>CBRE</b> Developer: <b>Waterbridge Capital, LLC</b> Architect: <b>Omgiving</b>	<b>2. Vermont Corridor County Administration Bldg</b> Submarket: <b>Mid-Wilshire</b> RBA: <b>468,000</b> # Floors: <b>21</b> Class: <b>A</b> Preleased: <b>100%</b> Quoted Rate: <b>N/A</b> Grnd Brk Date: <b>Fourth Quarter 2018</b> Deliv Date: <b>Fourth Quarter 2021</b> Leasing Co: <b>County of Los Angeles</b> Developer: <b>N/A</b> Architect: <b>Gensler</b>	<b>3. ROW DTLA - Building III</b> Submarket: <b>Downtown Los Angeles</b> RBA: <b>425,131</b> # Floors: <b>6</b> Class: <b>A</b> Preleased: <b>100%</b> Quoted Rate: <b>N/A</b> Grnd Brk Date: <b>First Quarter 2017</b> Deliv Date: <b>First Quarter 2019</b> Leasing Co: <b>CBRE</b> Developer: <b>N/A</b> Architect: <b>N/A</b>
<b>4. 5901 W Sunset Blvd</b> Submarket: <b>Mid-Wilshire</b> RBA: <b>327,914</b> # Floors: <b>13</b> Class: <b>A</b> Preleased: <b>100%</b> Quoted Rate: <b>N/A</b> Grnd Brk Date: <b>Fourth Quarter 2017</b> Deliv Date: <b>First Quarter 2020</b> Leasing Co: <b>CBRE</b> Developer: <b>Hudson Pacific Properties, Inc.</b> Architect: <b>Gensler</b>	<b>5. City Hall</b> Submarket: <b>South Bay</b> RBA: <b>270,000</b> # Floors: <b>11</b> Class: <b>A</b> Preleased: <b>100%</b> Quoted Rate: <b>N/A</b> Grnd Brk Date: <b>First Quarter 2017</b> Deliv Date: <b>Second Quarter 2019</b> Leasing Co: <b>The Redevelopment Agency of the City</b> Developer: <b>Clark Construction</b> Architect: <b>Skidmore, Owings &amp; Merrill, LLP</b>	<b>6. 20000 Prairie St</b> Submarket: <b>San Fernando Valley</b> RBA: <b>255,815</b> # Floors: <b>2</b> Class: <b>B</b> Preleased: <b>100%</b> Quoted Rate: <b>N/A</b> Grnd Brk Date: <b>Fourth Quarter 2017</b> Deliv Date: <b>Second Quarter 2020</b> Leasing Co: <b>MGA Entertainment, Inc.</b> Developer: <b>N/A</b> Architect: <b>Killefer Flammang Architects</b>
<b>7. Ivy Station</b> Submarket: <b>West Los Angeles</b> RBA: <b>254,000</b> # Floors: <b>5</b> Class: <b>A</b> Preleased: <b>19%</b> Quoted Rate: <b>Negotiable</b> Grnd Brk Date: <b>First Quarter 2018</b> Deliv Date: <b>Third Quarter 2019</b> Leasing Co: <b>CBRE</b> Developer: <b>Lowe Enterprises Investment Managem</b> Architect: <b>N/A</b>	<b>8. 441 W Ocean Blvd</b> Submarket: <b>South Bay</b> RBA: <b>237,000</b> # Floors: <b>11</b> Class: <b>A</b> Preleased: <b>100%</b> Quoted Rate: <b>N/A</b> Grnd Brk Date: <b>First Quarter 2017</b> Deliv Date: <b>First Quarter 2019</b> Leasing Co: <b>The Redevelopment Agency of the City</b> Developer: <b>Clark Construction</b> Architect: <b>Skidmore, Owings &amp; Merrill, LLP</b>	<b>9. NOHO West Office Portion</b> Submarket: <b>Burbank/Glendale/Pasadena</b> RBA: <b>218,267</b> # Floors: <b>4</b> Class: <b>A</b> Preleased: <b>0%</b> Quoted Rate: <b>Negotiable</b> Grnd Brk Date: <b>Second Quarter 2017</b> Deliv Date: <b>First Quarter 2019</b> Leasing Co: <b>JLL</b> Developer: <b>Merlone Geier Management, Inc.</b> Architect: <b>Altoun + Porter Architects LLP</b>
<b>10. 9336 Washington Blvd</b> Submarket: <b>West Los Angeles</b> RBA: <b>200,000</b> # Floors: <b>1</b> Class: <b>B</b> Preleased: <b>0%</b> Quoted Rate: <b>\$67.96</b> Grnd Brk Date: <b>Fourth Quarter 2018</b> Deliv Date: <b>Third Quarter 2020</b> Leasing Co: <b>CBRE</b> Developer: <b>N/A</b> Architect: <b>Gensler</b>	<b>11. Academy South</b> Submarket: <b>Mid-Wilshire</b> RBA: <b>183,129</b> # Floors: <b>5</b> Class: <b>A</b> Preleased: <b>100%</b> Quoted Rate: <b>N/A</b> Grnd Brk Date: <b>First Quarter 2018</b> Deliv Date: <b>Second Quarter 2020</b> Leasing Co: <b>JLL</b> Developer: <b>Kilroy Realty Corporation</b> Architect: <b>N/A</b>	<b>12. (W)rapper</b> Submarket: <b>West Los Angeles</b> RBA: <b>180,550</b> # Floors: <b>16</b> Class: <b>A</b> Preleased: <b>0%</b> Quoted Rate: <b>\$69.32</b> Grnd Brk Date: <b>Third Quarter 2018</b> Deliv Date: <b>Second Quarter 2020</b> Leasing Co: <b>First Property Realty Corporation</b> Developer: <b>N/A</b> Architect: <b>Eric Owen Moss Architects</b>
<b>13. 27918 Franklin Pky</b> Submarket: <b>Santa Clarita Valley</b> RBA: <b>170,000</b> # Floors: <b>3</b> Class: <b>A</b> Preleased: <b>100%</b> Quoted Rate: <b>N/A</b> Grnd Brk Date: <b>Fourth Quarter 2016</b> Deliv Date: <b>First Quarter 2019</b> Leasing Co: <b>Logix Fcu</b> Developer: <b>N/A</b> Architect: <b>N/A</b>	<b>14. Academy North</b> Submarket: <b>Mid-Wilshire</b> RBA: <b>159,236</b> # Floors: <b>6</b> Class: <b>A</b> Preleased: <b>100%</b> Quoted Rate: <b>N/A</b> Grnd Brk Date: <b>First Quarter 2018</b> Deliv Date: <b>Second Quarter 2020</b> Leasing Co: <b>JLL</b> Developer: <b>Kilroy Realty Corporation</b> Architect: <b>N/A</b>	<b>15. Harlow</b> Submarket: <b>Mid-Wilshire</b> RBA: <b>128,725</b> # Floors: <b>1</b> Class: <b>A</b> Preleased: <b>0%</b> Quoted Rate: <b>Negotiable</b> Grnd Brk Date: <b>Second Quarter 2018</b> Deliv Date: <b>Second Quarter 2020</b> Leasing Co: <b>Madison Partners</b> Developer: <b>Hudson Pacific Properties, Inc.</b> Architect: <b>Rios &amp; Clementi &amp; Hale Studios</b>

# Los Angeles Office Market


**Figures at a Glance**

## Class A Market Statistics

Year-End 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Antelope Valley	2	136,017	24,391	24,391	17.9%	(12,175)	0	0	\$32.55
Burbank/Glendale/Pasadena	139	22,867,855	2,485,877	2,627,207	11.5%	62,536	0	339,334	\$37.72
Catalina Island	0	0	0	0	0.0%	0	0	0	\$0.00
Downtown Los Angeles	81	38,679,627	4,976,155	5,092,752	13.2%	236,438	0	1,361,232	\$39.74
East LA County Outlying	0	0	0	0	0.0%	0	0	0	\$0.00
Mid-Cities	11	1,250,396	192,456	203,572	16.3%	(12,020)	0	0	\$30.74
Mid-Wilshire	106	19,575,775	2,828,665	2,983,370	15.2%	158,698	60,000	1,432,533	\$39.02
NE LA County Outlying	0	0	0	0	0.0%	0	0	0	\$0.00
NW LA County Outlying	0	0	0	0	0.0%	0	0	0	\$0.00
San Fernando Valley	97	13,436,552	1,515,462	1,587,819	11.8%	216,637	0	89,158	\$32.59
San Gabriel Valley	27	2,945,568	329,410	331,463	11.3%	1,999	0	0	\$30.48
Santa Clarita Valley	29	2,348,412	213,224	236,574	10.1%	132,282	96,115	227,556	\$30.38
South Bay	148	25,327,202	3,357,436	3,671,848	14.5%	(121,667)	351,731	604,000	\$36.05
Southeast Los Angeles	11	1,255,178	172,976	172,976	13.8%	(6,110)	0	0	\$27.03
Ventura North	5	563,243	25,376	25,376	4.5%	7,788	0	0	\$27.29
Ventura South	30	3,173,496	627,238	628,846	19.8%	(79,958)	0	0	\$30.09
West Los Angeles	272	46,649,448	5,021,607	5,767,292	12.4%	682,457	514,760	972,549	\$56.22
<b>Totals</b>	<b>958</b>	<b>178,208,769</b>	<b>21,770,273</b>	<b>23,353,486</b>	<b>13.1%</b>	<b>1,266,905</b>	<b>1,022,606</b>	<b>5,026,362</b>	<b>\$40.48</b>

Source: CoStar Property®

## Class B Market Statistics

Year-End 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Antelope Valley	178	2,484,820	227,389	227,389	9.2%	126,116	0	0	\$22.17
Burbank/Glendale/Pasadena	1,052	21,991,896	1,388,699	1,442,724	6.6%	172,510	13,751	58,630	\$30.77
Catalina Island	0	0	0	0	0.0%	0	0	0	\$0.00
Downtown Los Angeles	162	17,863,568	3,451,134	3,504,818	19.6%	(174,457)	126,103	101,715	\$37.01
East LA County Outlying	2	3,102	0	0	0.0%	0	0	0	\$0.00
Mid-Cities	244	5,463,532	516,330	538,796	9.9%	(18,375)	2,580	0	\$26.33
Mid-Wilshire	511	16,210,524	1,158,964	1,265,248	7.8%	53,865	94,520	75,804	\$36.74
NE LA County Outlying	1	1,768	0	0	0.0%	0	0	0	\$0.00
NW LA County Outlying	1	1,440	1,440	1,440	100.0%	(1,440)	0	0	\$0.00
San Fernando Valley	528	16,673,223	960,870	1,036,049	6.2%	148,347	0	255,815	\$30.20
San Gabriel Valley	618	18,479,760	1,484,445	1,533,905	8.3%	514,056	27,494	98,960	\$26.31
Santa Clarita Valley	122	2,041,060	192,594	197,101	9.7%	68,920	0	37,000	\$28.30
South Bay	826	27,840,261	2,203,231	2,298,784	8.3%	188,443	80,788	209,689	\$30.99
Southeast Los Angeles	150	3,944,652	121,722	121,722	3.1%	148,018	77,250	0	\$23.83
Ventura North	262	4,607,261	530,215	531,967	11.5%	92,903	0	0	\$21.62
Ventura South	364	8,611,594	969,363	983,209	11.4%	(77,267)	0	27,046	\$25.12
West Los Angeles	1,119	28,873,741	2,467,608	2,668,557	9.2%	433,121	477,027	400,304	\$48.91
<b>Totals</b>	<b>6,140</b>	<b>175,092,202</b>	<b>15,674,004</b>	<b>16,351,709</b>	<b>9.3%</b>	<b>1,674,760</b>	<b>899,513</b>	<b>1,264,963</b>	<b>\$33.74</b>

Source: CoStar Property®



# Los Angeles Office Market

Figures at a Glance

## Class C Market Statistics

Year-End 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Antelope Valley	197	1,578,067	74,605	74,605	4.7%	24,865	0	0	\$14.66
Burbank/Glendale/Pasadena	2,048	12,630,995	410,616	432,071	3.4%	(80,817)	0	0	\$28.61
Catalina Island	1	14,254	0	0	0.0%	0	0	0	\$0.00
Downtown Los Angeles	158	7,845,079	617,345	621,845	7.9%	(148,278)	0	0	\$31.27
East LA County Outlying	7	75,756	7,895	7,895	10.4%	4,826	0	0	\$13.44
Mid-Cities	833	5,983,677	311,809	314,309	5.3%	(3,005)	0	0	\$25.51
Mid-Wilshire	1,205	9,940,970	370,225	386,051	3.9%	(63,465)	0	0	\$40.30
NE LA County Outlying	1	3,940	0	0	0.0%	0	0	0	\$0.00
NW LA County Outlying	0	0	0	0	0.0%	0	0	0	\$0.00
San Fernando Valley	885	6,255,667	287,037	288,037	4.6%	(27,936)	0	0	\$25.08
San Gabriel Valley	1,401	9,096,446	405,091	412,695	4.5%	(99,445)	0	0	\$21.29
Santa Clarita Valley	74	476,575	20,790	20,790	4.4%	(6,888)	0	0	\$34.05
South Bay	1,667	12,162,108	533,403	539,545	4.4%	32,056	0	0	\$27.85
Southeast Los Angeles	572	4,474,396	187,644	187,644	4.2%	13,990	0	0	\$22.88
Ventura North	560	3,205,096	149,057	149,057	4.7%	23,862	0	0	\$22.54
Ventura South	406	3,050,740	167,670	184,994	6.1%	(22,473)	0	0	\$21.18
West Los Angeles	1,515	10,728,822	421,952	490,206	4.6%	(120,687)	0	0	\$45.31
<b>Totals</b>	<b>11,530</b>	<b>87,522,588</b>	<b>3,965,139</b>	<b>4,109,744</b>	<b>4.7%</b>	<b>(473,395)</b>	<b>0</b>	<b>0</b>	<b>\$30.40</b>

Source: CoStar Property®

## Total Office Market Statistics

Year-End 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Antelope Valley	377	4,198,904	326,385	326,385	7.8%	138,806	0	0	\$20.99
Burbank/Glendale/Pasadena	3,239	57,490,746	4,285,192	4,502,002	7.8%	154,229	13,751	397,964	\$34.76
Catalina Island	1	14,254	0	0	0.0%	0	0	0	\$0.00
Downtown Los Angeles	401	64,388,274	9,044,634	9,219,415	14.3%	(86,297)	126,103	1,462,947	\$38.55
East LA County Outlying	9	78,858	7,895	7,895	10.0%	4,826	0	0	\$13.44
Mid-Cities	1,088	12,697,605	1,020,595	1,056,677	8.3%	(33,400)	2,580	0	\$26.62
Mid-Wilshire	1,822	45,727,269	4,357,854	4,634,669	10.1%	149,098	154,520	1,508,337	\$38.55
NE LA County Outlying	2	5,708	0	0	0.0%	0	0	0	\$0.00
NW LA County Outlying	1	1,440	1,440	1,440	100.0%	(1,440)	0	0	\$0.00
San Fernando Valley	1,510	36,365,442	2,763,369	2,911,905	8.0%	337,048	0	344,973	\$30.72
San Gabriel Valley	2,046	30,521,774	2,218,946	2,278,063	7.5%	416,610	27,494	98,960	\$26.15
Santa Clarita Valley	225	4,866,047	426,608	454,465	9.3%	194,314	96,115	264,556	\$29.73
South Bay	2,641	65,329,571	6,094,070	6,510,177	10.0%	98,832	432,519	813,689	\$33.44
Southeast Los Angeles	733	9,674,226	482,342	482,342	5.0%	155,898	77,250	0	\$24.51
Ventura North	827	8,375,600	704,648	706,400	8.4%	124,553	0	0	\$22.12
Ventura South	800	14,835,830	1,764,271	1,797,049	12.1%	(179,698)	0	27,046	\$26.41
West Los Angeles	2,906	86,252,011	7,911,167	8,926,055	10.3%	994,891	991,787	1,372,853	\$52.21
<b>Totals</b>	<b>18,628</b>	<b>440,823,559</b>	<b>41,409,416</b>	<b>43,814,939</b>	<b>9.9%</b>	<b>2,468,270</b>	<b>1,922,119</b>	<b>6,291,325</b>	<b>\$36.74</b>

Source: CoStar Property®



# Los Angeles Office Market


**Figures at a Glance**

## Class A Submarket Statistics

Year-End 2018

Market	Existing Inventory		Vacancy			YTD Net	YTD	Under	Quoted
	# Blds	Total RBA	Direct SF	Total SF	Vac %	Absorption	Deliveries	Const SF	Rates
190th Street Corrido.	10	1,694,140	334,163	335,351	19.8%	(54,989)	0	0	\$32.21
Antelope Valley	2	136,017	24,391	24,391	17.9%	(12,175)	0	0	\$32.55
Beach Cities/Palos V.	6	794,680	124,393	240,189	30.2%	65,169	92,625	0	\$34.12
Beverly Hills	47	5,367,239	626,525	677,602	12.6%	34,537	100,000	0	\$69.59
Brentwood	20	3,421,167	351,232	403,033	11.8%	(84,837)	0	0	\$45.94
Burbank	45	7,601,166	584,051	671,106	8.8%	140,942	0	0	\$39.10
Calabasas/Westlake V.	17	1,724,578	164,072	180,206	10.4%	47,602	0	0	\$33.91
Camarillo/Point Mugu	6	294,271	30,397	31,700	10.8%	8,692	0	0	\$24.21
Catalina Island	0	0	0	0	0.0%	0	0	0	\$0.00
Century City	21	10,713,924	600,349	732,281	6.8%	132,715	0	0	\$51.51
Chinatown	2	1,240,419	0	0	0.0%	0	0	0	\$0.00
Culver City	15	2,683,010	615,343	616,843	23.0%	219,377	49,000	678,906	\$56.34
Downtown Los Angeles	79	37,439,208	4,976,155	5,092,752	13.6%	236,438	0	1,361,232	\$39.74
East LA County Outly.	0	0	0	0	0.0%	0	0	0	\$0.00
Eastern SFV	13	1,271,883	162,728	162,728	12.8%	84,549	0	0	\$32.97
Eastern SGV	19	2,147,136	257,566	259,619	12.1%	50,995	0	0	\$29.15
El Segundo	40	9,222,991	848,333	1,021,343	11.1%	(93,317)	259,106	97,000	\$45.88
Encino	27	3,693,003	404,031	412,669	11.2%	(101,447)	0	0	\$34.80
Fillmore/NE County	0	0	0	0	0.0%	0	0	0	\$0.00
Glendale	28	5,792,566	995,785	1,017,426	17.6%	(217,707)	0	39,067	\$35.63
Hawthorne/Gardena	4	517,721	93,753	96,572	18.7%	(4,009)	0	0	\$25.64
Hollywood/Silver Lak.	30	3,782,260	278,811	286,691	7.6%	246,118	0	799,004	\$63.18
LAX	15	3,201,805	965,725	979,825	30.6%	51,973	0	0	\$24.97
Long Beach: Downtown	14	3,404,486	428,345	428,345	12.6%	(75,787)	0	507,000	\$33.15
Long Beach: Suburban	31	3,998,974	231,611	232,750	5.8%	24,323	0	0	\$31.30
Marina Del Rey/Venic.	36	5,343,011	887,109	1,040,502	19.5%	491,871	365,760	65,170	\$57.49
Mid-Cities	11	1,250,396	192,456	203,572	16.3%	(12,020)	0	0	\$30.74
Mid-Wilshire	35	7,866,699	1,489,836	1,529,217	19.4%	(153,764)	60,000	468,000	\$28.10
Miracle Mile	16	4,725,647	781,801	881,273	18.6%	(101,643)	0	0	\$47.42
Moorpark/Simi Valley	3	435,458	25,376	25,376	5.8%	2,571	0	0	\$28.03
NE LA County Outlyin.	0	0	0	0	0.0%	0	0	0	\$0.00
North Hollywood	4	628,770	68,381	68,381	10.9%	6,624	0	218,267	\$33.52
NW LA County Outlyin.	0	0	0	0	0.0%	0	0	0	\$0.00
Ojai/NW County	0	0	0	0	0.0%	0	0	0	\$0.00
Olympic Corridor	16	2,603,767	169,170	185,169	7.1%	(36,344)	0	80,340	\$47.55
Oxnard/Port Hueneme	9	867,799	161,069	161,069	18.6%	2,797	0	0	\$27.02
Pacific Palisades/Ma.	1	103,786	43,179	45,680	44.0%	3,187	0	0	\$67.01
Park Mile	7	759,496	11,323	11,323	1.5%	(2,867)	0	0	\$44.35
Pasadena/Arcadia/Mon	51	6,970,481	809,350	841,984	12.1%	141,985	0	82,000	\$39.41
Santa Clarita Valley	29	2,348,412	213,224	236,574	10.1%	132,282	96,115	227,556	\$30.38
Santa Monica	63	7,905,261	721,920	934,175	11.8%	(122,773)	0	148,133	\$69.81
Santa Monica Mountai.	3	386,341	44,893	46,820	12.1%	(9,829)	0	0	\$61.76
Santa Paula/Somis	0	0	0	0	0.0%	0	0	0	\$0.00
Sherman Oaks	13	2,048,055	181,065	188,202	9.2%	74,387	0	0	\$32.23
Southeast Los Angele.	11	1,255,178	172,976	172,976	13.8%	(6,110)	0	0	\$27.03
Studio/Universal Cit.	11	1,874,872	28,310	28,310	1.5%	(9,308)	0	0	\$39.04
Tarzana	7	543,617	45,683	47,883	8.8%	(11,910)	0	89,158	\$37.09
Thousand Oaks/SE Cou	15	2,011,426	435,772	436,077	21.7%	(91,447)	0	0	\$31.56
Torrance	28	2,492,405	331,113	337,473	13.5%	(35,030)	0	0	\$36.12
Ventura	2	127,785	0	0	0.0%	5,217	0	0	\$23.40
West Hollywood	18	2,441,673	266,894	274,866	11.3%	170,854	0	165,529	\$54.44
West Los Angeles	6	603,017	256,017	259,428	43.0%	1,540	0	0	\$43.51
Western SFV	24	2,181,841	307,397	337,306	15.5%	171,143	0	0	\$28.82
Western SGV	8	798,432	71,844	71,844	9.0%	(48,996)	0	0	\$32.98
Westwood	27	5,794,347	541,798	645,553	11.1%	5,411	0	0	\$50.15
Woodland Hills/Warne	13	3,698,153	414,558	439,031	11.9%	(85)	0	0	\$33.79
<b>Totals</b>	<b>958</b>	<b>178,208,769</b>	<b>21,770,273</b>	<b>23,353,486</b>	<b>13.1%</b>	<b>1,266,905</b>	<b>1,022,606</b>	<b>5,026,362</b>	<b>\$40.48</b>

Source: CoStar Property®



# Los Angeles Office Market

Figures at a Glance

## Class B Submarket Statistics

Year-End 2018

Market	Existing Inventory		Vacancy			YTD Net	YTD	Under	Quoted
	# Blds	Total RBA	Direct SF	Total SF	Vac %	Absorption	Deliveries	Const SF	Rates
190th Street Corrido.	54	3,161,999	472,737	472,737	15.0%	1,864	0	0	\$24.85
Antelope Valley	178	2,484,820	227,389	227,389	9.2%	126,116	0	0	\$22.17
Beach Cities/Palos V.	150	2,849,847	91,479	97,354	3.4%	38,058	6,856	0	\$31.54
Beverly Hills	109	4,506,603	325,349	358,168	7.9%	74,643	0	0	\$57.67
Brentwood	20	505,639	47,864	48,367	9.6%	(5,476)	0	10,347	\$52.09
Burbank	259	4,803,987	273,417	284,576	5.9%	32,188	11,200	0	\$32.65
Calabasas/Westlake V.	159	5,389,373	550,121	573,764	10.6%	96,283	26,800	0	\$27.51
Camarillo/Point Mugu	68	2,011,905	351,005	351,005	17.4%	(3,451)	0	0	\$22.20
Catalina Island	0	0	0	0	0.0%	0	0	0	\$0.00
Century City	10	311,168	44,350	44,350	14.3%	(3,232)	0	0	\$43.80
Chinatown	12	546,287	70,436	70,436	12.9%	(70,436)	0	0	\$19.80
Culver City	201	4,168,554	362,275	374,469	9.0%	117,398	189,264	200,000	\$54.32
Downtown Los Angeles	150	17,317,281	3,380,698	3,434,382	19.8%	(104,021)	126,103	101,715	\$37.02
East LA County Outly.	2	3,102	0	0	0.0%	0	0	0	\$0.00
Eastern SFV	166	4,770,292	221,655	269,642	5.7%	32,978	0	0	\$27.20
Eastern SGV	377	10,542,239	1,033,621	1,065,699	10.1%	407,822	15,200	10,000	\$25.99
El Segundo	133	7,429,750	500,273	568,518	7.7%	(9,476)	13,100	206,169	\$44.62
Encino	34	1,072,812	70,227	72,569	6.8%	7,051	0	0	\$32.01
Fillmore/NE County	4	30,685	0	0	0.0%	0	0	0	\$0.00
Glendale	271	4,360,870	193,938	216,047	5.0%	15,034	2,551	47,830	\$32.18
Hawthorne/Gardena	69	1,529,093	43,748	43,748	2.9%	78,684	11,000	0	\$21.59
Hollywood/Silver Lak.	192	5,632,432	200,477	284,401	5.0%	39,416	79,320	75,804	\$43.00
LAX	35	1,652,707	332,470	332,470	20.1%	26,702	0	3,520	\$24.36
Long Beach: Downtown	59	3,233,490	400,155	418,088	12.9%	(31,649)	0	0	\$24.79
Long Beach: Suburban	160	3,505,022	155,893	155,893	4.4%	70,630	49,832	0	\$23.36
Marina Del Rey/Venic.	152	3,162,240	297,351	332,230	10.5%	19,818	43,913	162,031	\$58.34
Mid-Cities	244	5,463,532	516,330	538,796	9.9%	(18,375)	2,580	0	\$26.33
Mid-Wilshire	123	5,415,428	495,766	500,566	9.2%	(35,977)	0	0	\$24.06
Miracle Mile	30	849,431	125,299	127,624	15.0%	(14,682)	6,900	0	\$36.31
Moorpark/Simi Valley	72	1,922,887	376,746	376,746	19.6%	66,866	0	0	\$20.39
NE LA County Outlyin.	1	1,768	0	0	0.0%	0	0	0	\$0.00
North Hollywood	86	1,293,523	128,777	130,270	10.1%	22,664	0	10,800	\$29.35
NW LA County Outlyin.	1	1,440	1,440	1,440	100.0%	(1,440)	0	0	\$0.00
Ojai/NW County	9	77,542	0	0	0.0%	0	0	0	\$0.00
Olympic Corridor	48	1,564,109	88,402	88,402	5.7%	26,150	0	0	\$51.32
Oxnard/Port Hueneme	102	1,689,151	250,123	250,123	14.8%	(162,263)	0	27,046	\$24.44
Pacific Palisades/Ma.	32	550,165	62,626	73,038	13.3%	4,346	0	0	\$62.72
Park Mile	35	1,002,180	243,631	243,631	24.3%	54,775	0	0	\$36.34
Pasadena/Arcadia/Mon	352	10,224,660	674,089	687,398	6.7%	108,334	0	0	\$29.25
Santa Clarita Valley	122	2,041,060	192,594	197,101	9.7%	68,920	0	37,000	\$28.30
Santa Monica	242	5,679,714	443,840	496,581	8.7%	117,181	217,050	27,926	\$56.35
Santa Monica Mountai.	18	279,908	49,990	66,011	23.6%	(13,612)	0	0	\$52.73
Santa Paula/Somis	21	107,372	5,000	5,000	4.7%	(5,000)	0	0	\$0.00
Sherman Oaks	49	1,437,064	74,255	79,834	5.6%	4,204	0	0	\$29.98
Southeast Los Angele.	150	3,944,652	121,722	121,722	3.1%	148,018	77,250	0	\$23.83
Studio/Universal Cit.	84	1,308,856	118,478	124,433	9.5%	(5,710)	0	0	\$35.11
Tarzana	37	835,049	54,698	54,698	6.6%	(2,793)	0	0	\$30.21
Thousand Oaks/SE Cou	194	4,910,538	368,235	382,081	7.8%	88,447	0	0	\$27.35
Torrance	166	4,478,353	206,476	209,976	4.7%	13,630	0	0	\$28.33
Ventura	156	2,468,775	148,469	150,221	6.1%	31,037	0	0	\$23.26
West Hollywood	131	3,311,053	93,791	109,026	3.3%	10,333	8,300	0	\$55.84
West Los Angeles	71	1,122,543	81,035	86,535	7.7%	20,759	0	0	\$40.77
Western SFV	135	3,217,377	174,441	183,740	5.7%	18,798	0	255,815	\$25.90
Western SGV	241	7,937,521	450,824	468,206	5.9%	106,234	12,294	88,960	\$27.02
Westwood	57	1,633,725	114,405	126,642	7.8%	(21,137)	0	0	\$43.83
Woodland Hills/Warne.	107	5,340,629	365,594	375,566	7.0%	88,109	0	0	\$32.17
<b>Totals</b>	<b>6,140</b>	<b>175,092,202</b>	<b>15,674,004</b>	<b>16,351,709</b>	<b>9.3%</b>	<b>1,674,760</b>	<b>899,513</b>	<b>1,264,963</b>	<b>\$33.74</b>

Source: CoStar Property®

## Los Angeles Office Market



Figures at a Glance

## Class C Submarket Statistics

Year-End 2018

Market	Existing Inventory		Vacancy			YTD Net	YTD	Under	Quoted
	# Blds	Total RBA	Direct SF	Total SF	Vac %	Absorption	Deliveries	Const SF	Rates
190th Street Corrido.	11	366,541	19,447	19,447	5.3%	(14,009)	0	0	\$18.56
Antelope Valley	197	1,578,067	74,605	74,605	4.7%	24,865	0	0	\$14.66
Beach Cities/Palos V.	346	2,326,015	55,886	58,079	2.5%	(2,614)	0	0	\$39.65
Beverly Hills	161	1,277,322	63,342	67,842	5.3%	(20,631)	0	0	\$54.48
Brentwood	26	335,485	11,627	15,327	4.6%	548	0	0	\$48.67
Burbank	324	2,083,772	127,726	127,726	6.1%	20,775	0	0	\$28.33
Calabasas/Westlake V.	40	293,539	17,769	17,769	6.1%	3,770	0	0	\$19.58
Camarillo/Point Mugu	68	642,093	34,190	46,387	7.2%	(25,125)	0	0	\$18.50
Catalina Island	1	14,254	0	0	0.0%	0	0	0	\$0.00
Century City	6	41,636	0	0	0.0%	0	0	0	\$39.60
Chinatown	25	553,115	4,290	8,790	1.6%	(8,078)	0	0	\$30.43
Culver City	327	2,049,347	115,335	134,714	6.6%	(57,377)	0	0	\$32.86
Downtown Los Angeles	133	7,291,964	613,055	613,055	8.4%	(140,200)	0	0	\$31.28
East LA County Outly.	7	75,756	7,895	7,895	10.4%	4,826	0	0	\$13.44
Eastern SFV	454	2,830,104	107,782	107,782	3.8%	(3,143)	0	0	\$23.73
Eastern SGV	859	5,673,377	248,746	256,350	4.5%	(79,042)	0	0	\$19.62
El Segundo	72	976,728	12,674	12,674	1.3%	42,241	0	0	\$42.46
Encino	26	223,799	16,309	16,309	7.3%	944	0	0	\$26.03
Fillmore/NE County	30	68,984	6,294	6,294	9.1%	0	0	0	\$18.00
Glendale	506	3,165,808	92,109	96,443	3.0%	(45,726)	0	0	\$26.20
Hawthorne/Gardena	250	1,474,843	72,025	73,525	5.0%	47,749	0	0	\$24.32
Hollywood/Silver Lak.	591	4,697,072	251,039	253,064	5.4%	(80,375)	0	0	\$44.75
LAX	213	1,226,786	81,194	81,194	6.6%	(16,247)	0	0	\$25.26
Long Beach: Downtown	194	1,167,897	56,643	56,643	4.8%	(26,388)	0	0	\$23.96
Long Beach: Suburban	311	2,435,749	124,179	126,628	5.2%	(20,872)	0	0	\$27.04
Marina Del Rey/Venic.	257	1,597,440	76,747	87,892	5.5%	(52,710)	0	0	\$59.75
Mid-Cities	833	5,983,677	311,809	314,309	5.3%	(3,005)	0	0	\$25.51
Mid-Wilshire	246	2,857,832	57,813	59,313	2.1%	7,257	0	0	\$23.59
Miracle Mile	68	295,778	26,135	33,135	11.2%	(18,829)	0	0	\$25.49
Moorpark/Simi Valley	95	862,941	41,524	41,524	4.8%	3,296	0	0	\$25.16
NE LA County Outlyin.	1	3,940	0	0	0.0%	0	0	0	\$0.00
North Hollywood	233	1,432,482	4,870	4,870	0.3%	3,470	0	0	\$28.55
NW LA County Outlyin.	0	0	0	0	0.0%	0	0	0	\$0.00
Ojai/NW County	85	295,588	6,695	6,695	2.3%	5,859	0	0	\$24.92
Olympic Corridor	59	341,652	9,171	9,171	2.7%	19,640	0	0	\$47.07
Oxnard/Port Hueneme	221	1,090,075	54,894	54,894	5.0%	(2,878)	0	0	\$17.86
Pacific Palisades/Ma.	21	148,892	1,609	1,609	1.1%	(1,609)	0	0	\$84.00
Park Mile	66	370,350	6,765	6,765	1.8%	7,254	0	0	\$32.08
Pasadena/Arcadia/Mon	786	5,104,631	158,877	163,917	3.2%	(43,060)	0	0	\$28.67
Santa Clarita Valley	74	476,575	20,790	20,790	4.4%	(6,888)	0	0	\$34.05
Santa Monica	284	2,401,747	62,636	90,233	3.8%	(16,410)	0	0	\$51.97
Santa Monica Mountai.	30	230,368	13,616	13,616	5.9%	(8,106)	0	0	\$45.63
Santa Paula/Somis	55	176,756	2,400	2,400	1.4%	(2,400)	0	0	\$16.72
Sherman Oaks	63	377,112	15,558	16,558	4.4%	(7,376)	0	0	\$33.62
Southeast Los Angele.	572	4,474,396	187,644	187,644	4.2%	13,990	0	0	\$22.88
Studio/Universal Cit.	199	844,302	27,034	39,115	4.6%	(16,276)	0	0	\$36.42
Tarzana	31	380,424	2,605	2,605	0.7%	23,023	0	0	\$35.38
Thousand Oaks/SE Cou	117	1,318,572	78,586	83,713	6.3%	5,530	0	0	\$27.24
Torrance	270	2,187,549	111,355	111,355	5.1%	22,196	0	0	\$23.82
Ventura	295	1,800,827	92,144	92,144	5.1%	17,107	0	0	\$21.96
West Hollywood	234	1,719,938	28,473	33,774	2.0%	21,228	0	0	\$40.27
West Los Angeles	213	1,166,794	36,230	38,163	3.3%	(1,390)	0	0	\$38.35
Western SFV	223	1,449,636	58,059	58,059	4.0%	(4,827)	0	0	\$21.01
Western SGV	542	3,423,069	156,345	156,345	4.6%	(20,403)	0	0	\$25.37
Westwood	91	844,600	13,870	13,870	1.6%	13,588	0	0	\$39.27
Woodland Hills/Warne.	88	994,592	86,724	86,724	8.7%	(36,557)	0	0	\$23.61
<b>Totals</b>	<b>11,530</b>	<b>87,522,588</b>	<b>3,965,139</b>	<b>4,109,744</b>	<b>4.7%</b>	<b>(473,395)</b>	<b>0</b>	<b>0</b>	<b>\$30.40</b>

Source: CoStar Property®



# Los Angeles Office Market

Figures at a Glance

## Total Office Submarket Statistics

Year-End 2018

Market	Existing Inventory		Vacancy			YTD Net	YTD	Under	Quoted
	# Blds	Total RBA	Direct SF	Total SF	Vac %	Absorption	Deliveries	Const SF	Rates
190th Street Corrido.	75	5,222,680	826,347	827,535	15.8%	(67,134)	0	0	\$27.58
Antelope Valley	377	4,198,904	326,385	326,385	7.8%	138,806	0	0	\$20.99
Beach Cities/Palos V.	502	5,970,542	271,758	395,622	6.6%	100,613	99,481	0	\$35.10
Beverly Hills	317	11,151,164	1,015,216	1,103,612	9.9%	88,549	100,000	0	\$64.92
Brentwood	66	4,262,291	410,723	466,727	11.0%	(89,765)	0	10,347	\$48.25
Burbank	628	14,488,925	985,194	1,083,408	7.5%	193,905	11,200	0	\$37.00
Calabasas/Westlake V.	216	7,407,490	731,962	771,739	10.4%	147,655	26,800	0	\$29.28
Camarillo/Point Mugu	142	2,948,269	415,592	429,092	14.6%	(19,884)	0	0	\$21.27
Catalina Island	1	14,254	0	0	0.0%	0	0	0	\$0.00
Century City	37	11,066,728	644,699	776,631	7.0%	129,483	0	0	\$51.15
Chinatown	39	2,339,821	74,726	79,226	3.4%	(78,514)	0	0	\$27.96
Culver City	543	8,900,911	1,092,953	1,126,026	12.7%	279,398	238,264	878,906	\$53.04
Downtown Los Angeles	362	62,048,453	8,969,908	9,140,189	14.7%	(7,783)	126,103	1,462,947	\$38.56
East LA County Outly.	9	78,858	7,895	7,895	10.0%	4,826	0	0	\$13.44
Eastern SFV	633	8,872,279	492,165	540,152	6.1%	114,384	0	0	\$29.10
Eastern SGV	1,255	18,362,752	1,539,933	1,581,668	8.6%	379,775	15,200	10,000	\$25.49
El Segundo	245	17,629,469	1,361,280	1,602,535	9.1%	(60,552)	272,206	303,169	\$45.39
Encino	87	4,989,614	490,567	501,547	10.1%	(93,452)	0	0	\$33.59
Fillmore/NE County	34	99,669	6,294	6,294	6.3%	0	0	0	\$18.00
Glendale	805	13,319,244	1,281,832	1,329,916	10.0%	(248,399)	2,551	86,897	\$34.70
Hawthorne/Gardena	323	3,521,657	209,526	213,845	6.1%	122,424	11,000	0	\$23.82
Hollywood/Silver Lak.	813	14,111,764	730,327	824,156	5.8%	205,159	79,320	874,808	\$48.63
LAX	263	6,081,298	1,379,389	1,393,489	22.9%	62,428	0	3,520	\$24.84
Long Beach: Downtown	267	7,805,873	885,143	903,076	11.6%	(133,824)	0	507,000	\$29.37
Long Beach: Suburban	502	9,939,745	511,683	515,271	5.2%	74,081	49,832	0	\$27.45
Marina Del Rey/Venic.	445	10,102,691	1,261,207	1,460,624	14.5%	458,979	409,673	227,201	\$58.00
Mid-Cities	1,088	12,697,605	1,020,595	1,056,677	8.3%	(33,400)	2,580	0	\$26.62
Mid-Wilshire	404	16,139,959	2,043,415	2,089,096	12.9%	(182,484)	60,000	468,000	\$27.15
Miracle Mile	114	5,870,856	933,235	1,042,032	17.7%	(135,154)	6,900	0	\$46.54
Moorpark/Simi Valley	170	3,221,286	443,646	443,646	13.8%	72,733	0	0	\$21.59
NE LA County Outlyin.	2	5,708	0	0	0.0%	0	0	0	\$0.00
North Hollywood	323	3,354,775	202,028	203,521	6.1%	32,758	0	229,067	\$31.20
NW LA County Outlyin.	1	1,440	1,440	1,440	100.0%	(1,440)	0	0	\$0.00
Ojai/NW County	94	373,130	6,695	6,695	1.8%	5,859	0	0	\$24.92
Olympic Corridor	123	4,509,528	266,743	282,742	6.3%	9,446	0	80,340	\$49.25
Oxnard/Port Hueneme	332	3,647,025	466,086	466,086	12.8%	(162,344)	0	27,046	\$24.62
Pacific Palisades/Ma.	54	802,843	107,414	120,327	15.0%	5,924	0	0	\$64.08
Park Mile	108	2,132,026	261,719	261,719	12.3%	59,162	0	0	\$39.97
Pasadena/Arcadia/Mon	1,189	22,299,772	1,642,316	1,693,299	7.6%	207,259	0	82,000	\$33.54
Santa Clarita Valley	225	4,866,047	426,608	454,465	9.3%	194,314	96,115	264,556	\$29.73
Santa Monica	589	15,986,722	1,228,396	1,520,989	9.5%	(22,002)	217,050	176,059	\$60.89
Santa Monica Mountai.	51	896,617	108,499	126,447	14.1%	(31,547)	0	0	\$54.30
Santa Paula/Somis	76	284,128	7,400	7,400	2.6%	(7,400)	0	0	\$16.72
Sherman Oaks	125	3,862,231	270,878	284,594	7.4%	71,215	0	0	\$31.08
Southeast Los Angele.	733	9,674,226	482,342	482,342	5.0%	155,898	77,250	0	\$24.51
Studio/Universal Cit.	294	4,028,030	173,822	191,858	4.8%	(31,294)	0	0	\$36.06
Tarzana	75	1,759,090	102,986	105,186	6.0%	8,320	0	89,158	\$34.35
Thousand Oaks/SE Cou	326	8,240,536	882,593	901,871	10.9%	2,530	0	0	\$29.43
Torrance	464	9,158,307	648,944	658,804	7.2%	796	0	0	\$31.39
Ventura	453	4,397,387	240,613	242,365	5.5%	53,361	0	0	\$22.81
West Hollywood	383	7,472,664	389,158	417,666	5.6%	202,415	8,300	165,529	\$52.55
West Los Angeles	290	2,892,354	373,282	384,126	13.3%	20,909	0	0	\$40.73
Western SFV	382	6,848,854	539,897	579,105	8.5%	185,114	0	255,815	\$27.08
Western SGV	791	12,159,022	679,013	696,395	5.7%	36,835	12,294	88,960	\$27.60
Westwood	175	8,272,672	670,073	786,065	9.5%	(2,138)	0	0	\$47.62
Woodland Hills/Warne.	208	10,033,374	866,876	901,321	9.0%	51,467	0	0	\$32.15
<b>Totals</b>	<b>18,628</b>	<b>440,823,559</b>	<b>41,409,416</b>	<b>43,814,939</b>	<b>9.9%</b>	<b>2,468,270</b>	<b>1,922,119</b>	<b>6,291,325</b>	<b>\$36.74</b>

Source: CoStar Property®

# Los Angeles Office Market


**Figures at a Glance**

## Class A Market Statistics

Year-End 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
CBD	79	37,439,208	4,976,155	5,092,752	13.6%	236,438	0	1,361,232	\$39.74
Suburban	879	140,769,561	16,794,118	18,260,734	13.0%	1,030,467	1,022,606	3,665,130	\$40.62
<b>Totals</b>	<b>958</b>	<b>178,208,769</b>	<b>21,770,273</b>	<b>23,353,486</b>	<b>13.1%</b>	<b>1,266,905</b>	<b>1,022,606</b>	<b>5,026,362</b>	<b>\$40.48</b>

Source: CoStar Property®

## Class B Market Statistics

Year-End 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
CBD	150	17,317,281	3,380,698	3,434,382	19.8%	(104,021)	126,103	101,715	\$37.02
Suburban	5,990	157,774,921	12,293,306	12,917,327	8.2%	1,778,781	773,410	1,163,248	\$33.39
<b>Totals</b>	<b>6,140</b>	<b>175,092,202</b>	<b>15,674,004</b>	<b>16,351,709</b>	<b>9.3%</b>	<b>1,674,760</b>	<b>899,513</b>	<b>1,264,963</b>	<b>\$33.74</b>

Source: CoStar Property®

## Class C Market Statistics

Year-End 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
CBD	133	7,291,964	613,055	613,055	8.4%	(140,200)	0	0	\$31.28
Suburban	11,397	80,230,624	3,352,084	3,496,689	4.4%	(333,195)	0	0	\$30.35
<b>Totals</b>	<b>11,530</b>	<b>87,522,588</b>	<b>3,965,139</b>	<b>4,109,744</b>	<b>4.7%</b>	<b>(473,395)</b>	<b>0</b>	<b>0</b>	<b>\$30.40</b>

Source: CoStar Property®

## Class A & B Market Statistics

Year-End 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
CBD	229	54,756,489	8,356,853	8,527,134	15.6%	132,417	126,103	1,462,947	\$38.85
Suburban	6,869	298,544,482	29,087,424	31,178,061	10.4%	2,809,248	1,796,016	4,828,378	\$37.20
<b>Totals</b>	<b>7,098</b>	<b>353,300,971</b>	<b>37,444,277</b>	<b>39,705,195</b>	<b>11.2%</b>	<b>2,941,665</b>	<b>1,922,119</b>	<b>6,291,325</b>	<b>\$37.42</b>

Source: CoStar Property®

## Total Office Market Statistics

Year-End 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
CBD	362	62,048,453	8,969,908	9,140,189	14.7%	(7,783)	126,103	1,462,947	\$38.56
Suburban	18,266	378,775,106	32,439,508	34,674,750	9.2%	2,476,053	1,796,016	4,828,378	\$36.48
<b>Totals</b>	<b>18,628</b>	<b>440,823,559</b>	<b>41,409,416</b>	<b>43,814,939</b>	<b>9.9%</b>	<b>2,468,270</b>	<b>1,922,119</b>	<b>6,291,325</b>	<b>\$36.74</b>

Source: CoStar Property®



# Los Angeles Office Market

Figures at a Glance

## Class A Market Statistics

Year-End 2018

Period	Existing Inventory		Vacancy			Net Absorption	Deliveries		UC Inventory		Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %		# Blds	Total RBA	# Blds	Total RBA	
2018 4q	958	178,208,769	21,770,273	23,353,486	13.1%	659,152	0	0	26	5,026,362	\$40.48
2018 3q	957	178,182,471	22,378,280	23,986,340	13.5%	777,797	3	451,625	26	4,584,660	\$39.71
2018 2q	953	177,717,951	22,514,582	24,299,617	13.7%	383,699	2	160,000	27	4,629,830	\$39.25
2018 1q	950	177,509,151	22,773,753	24,474,516	13.8%	(553,743)	3	410,981	27	4,588,838	\$38.54
2017 4q	947	177,098,170	21,986,880	23,509,792	13.3%	88,552	0	0	24	4,151,156	\$38.79
2017 3q	949	177,454,751	22,860,475	23,954,925	13.5%	999,451	5	768,686	20	3,631,581	\$38.74
2017 2q	941	176,134,845	22,581,528	23,634,470	13.4%	824,307	1	32,450	25	4,741,896	\$38.25
2017 1q	939	175,986,804	23,165,384	24,310,736	13.8%	(490,741)	4	999,081	24	4,530,045	\$38.05
2016	935	174,987,723	21,971,885	22,820,914	13.0%	1,478,691	5	621,897	22	4,177,889	\$37.07
2015	932	174,711,770	23,274,304	24,023,652	13.8%	2,040,041	6	610,299	14	2,351,706	\$34.69
2014	924	173,842,945	24,492,464	25,194,868	14.5%	1,867,825	3	220,073	14	1,844,541	\$33.61
2013	922	173,879,432	26,197,502	27,099,180	15.6%	795,822	3	928,458	5	336,829	\$32.46
2012	920	173,067,362	26,099,062	27,082,932	15.6%	1,380,408	6	448,912	5	1,074,155	\$31.47
2011	914	172,753,563	26,873,362	28,149,541	16.3%	(185,086)	4	297,271	10	1,402,257	\$31.06
2010	910	172,456,292	25,891,731	27,667,184	16.0%	(1,804,860)	6	570,307	9	866,527	\$30.69
2009	901	171,580,179	22,384,187	24,986,211	14.6%	(3,015,916)	14	2,230,348	14	1,493,481	\$32.15

Source: CoStar Property®

## Class B Market Statistics

Year-End 2018

Period	Existing Inventory		Vacancy			Net Absorption	Deliveries		UC Inventory		Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %		# Blds	Total RBA	# Blds	Total RBA	
2018 4q	6,140	175,092,202	15,674,004	16,351,709	9.3%	1,036,426	4	150,929	22	1,264,963	\$33.74
2018 3q	6,137	175,051,457	16,693,961	17,347,390	9.9%	95,815	9	151,349	22	1,027,947	\$33.12
2018 2q	6,125	174,792,404	16,586,520	17,184,152	9.8%	456,620	8	330,543	32	1,232,114	\$32.07
2018 1q	6,116	174,453,014	16,797,793	17,301,382	9.9%	85,899	10	266,692	39	1,557,184	\$32.12
2017 4q	6,106	174,186,322	16,499,425	17,120,589	9.8%	456,582	9	132,888	38	1,492,725	\$31.46
2017 3q	6,097	174,058,650	16,854,578	17,449,499	10.0%	182,424	12	146,032	41	1,257,005	\$31.21
2017 2q	6,084	173,909,618	17,032,880	17,482,891	10.1%	(42,938)	8	99,837	49	1,219,959	\$30.53
2017 1q	6,075	173,678,080	16,733,870	17,208,415	9.9%	43,472	4	96,880	49	1,304,298	\$30.70
2016	6,073	173,720,173	16,875,927	17,293,980	10.0%	1,767,517	25	1,020,544	43	1,150,570	\$30.43
2015	6,053	173,307,559	18,233,061	18,648,883	10.8%	907,288	39	752,931	38	1,454,602	\$28.99
2014	6,011	172,706,141	18,703,130	18,954,753	11.0%	944,098	20	617,223	45	1,504,852	\$27.26
2013	5,996	172,707,005	19,505,918	19,899,715	11.5%	836,526	34	367,978	29	1,307,849	\$26.27
2012	5,957	172,343,802	20,023,145	20,373,038	11.8%	1,242,995	24	828,172	38	716,285	\$25.26
2011	5,932	171,529,930	20,180,240	20,802,161	12.1%	199,945	23	468,843	30	1,027,063	\$24.63
2010	5,909	171,315,038	19,997,831	20,787,214	12.1%	(377,069)	26	374,224	29	812,557	\$24.55
2009	5,875	171,142,909	19,176,414	20,238,016	11.8%	(2,278,507)	83	826,954	40	608,202	\$25.32

Source: CoStar Property®

## Total Office Market Statistics

Year-End 2018

Period	Existing Inventory		Vacancy			Net Absorption	Deliveries		UC Inventory		Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %		# Blds	Total RBA	# Blds	Total RBA	
2018 4q	18,628	440,823,559	41,409,416	43,814,939	9.9%	1,662,440	4	150,929	48	6,291,325	\$36.74
2018 3q	18,624	440,756,516	43,018,985	45,410,336	10.3%	672,884	12	602,974	48	5,612,607	\$36.11
2018 2q	18,609	440,062,361	42,903,480	45,389,065	10.3%	863,816	10	490,543	59	5,861,944	\$35.43
2018 1q	18,599	439,622,679	43,481,711	45,813,199	10.4%	(730,870)	13	677,673	66	6,146,022	\$35.09
2017 4q	18,585	438,937,770	42,172,756	44,404,656	10.1%	532,276	9	132,888	62	5,643,881	\$34.94
2017 3q	18,578	439,166,679	43,397,009	45,165,841	10.3%	1,114,984	17	914,718	61	4,888,586	\$34.56
2017 2q	18,558	437,704,977	43,251,401	44,811,887	10.2%	719,837	9	132,287	74	5,961,855	\$34.14
2017 1q	18,547	437,322,411	43,471,193	45,156,394	10.3%	(694,727)	8	1,095,961	73	5,834,343	\$34.04
2016	18,544	436,407,437	42,223,971	43,546,693	10.0%	3,585,899	30	1,642,441	65	5,328,459	\$33.45
2015	18,527	435,760,632	45,260,779	46,478,551	10.7%	3,085,781	45	1,363,230	53	3,809,812	\$31.59
2014	18,491	434,609,863	47,426,621	48,413,563	11.1%	3,000,012	24	842,678	59	3,349,393	\$30.27
2013	18,488	434,817,445	50,258,064	51,621,157	11.9%	1,966,887	37	1,296,436	38	1,665,073	\$29.12
2012	18,453	433,676,907	51,022,678	52,447,506	12.1%	2,043,834	30	1,277,084	44	1,795,822	\$28.21
2011	18,430	432,729,699	51,583,646	53,544,132	12.4%	118,402	28	767,169	41	2,434,702	\$27.87
2010	18,411	432,289,758	50,563,227	53,222,593	12.3%	(2,425,197)	33	951,028	39	1,680,139	\$27.76
2009	18,374	431,365,059	46,133,426	49,872,697	11.6%	(5,655,248)	101	3,083,791	59	2,157,798	\$28.59

Source: CoStar Property®



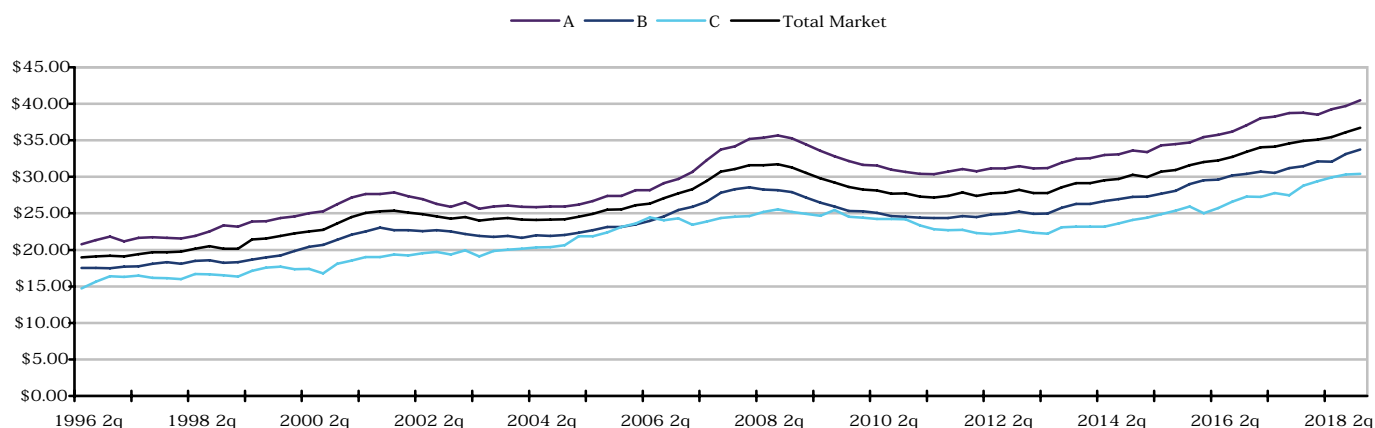
# Los Angeles Office Market



Leasing Activity

## Historical Rental Rates

Based on Full-Service Equivalent Rental Rates



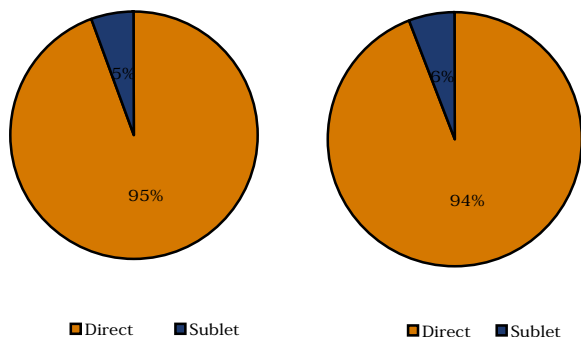
Source: CoStar Property®

## Vacancy by Available Space Type

Percent of All Vacant Space in Direct vs. Sublet

Los Angeles

United States



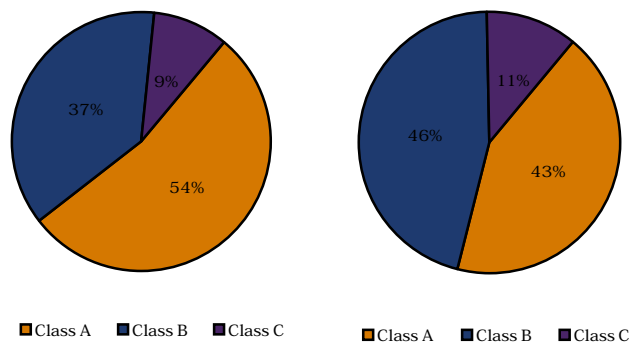
Source: CoStar Property®

## Vacancy by Class

Percent of All Vacant Space by Class

Los Angeles

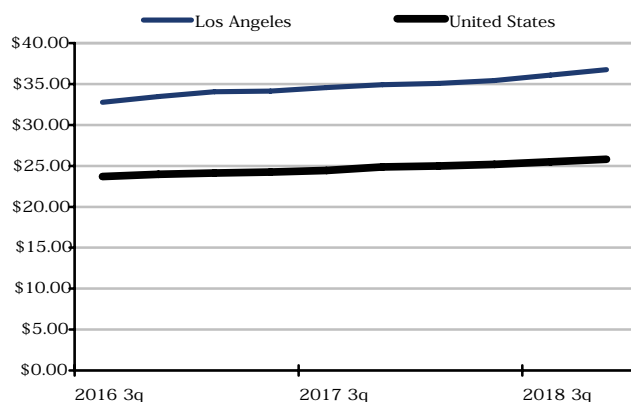
United States



Source: CoStar Property®

## U.S. Rental Rate Comparison

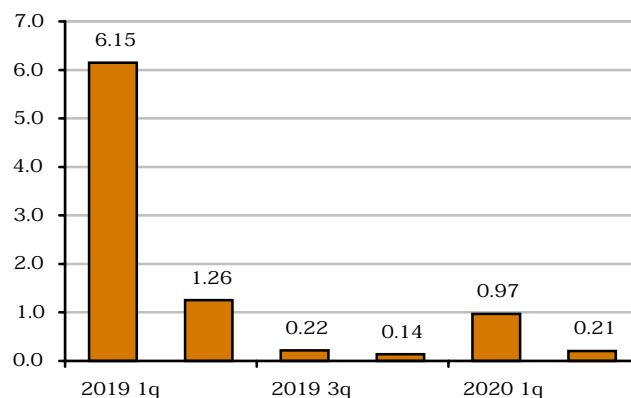
Based on Full-Service Equivalent Rental Rates



Source: CoStar Property®

## Future Space Available

Space Scheduled to be Available for Occupancy\*



\* Includes Under Construction Spaces

Source: CoStar Property®



# Los Angeles Office Market

Leasing Activity

## Select Top Office Leases Based on Leased Square Footage For Deals Signed in 2018

Building	Submarket	SF	Qtr	Tenant Name	Tenant Rep Company	Landlord Rep Company
1 Studio Plaza*	Burbank	415,949	2nd	Warner Bros. Studios	CBRE	Douglas Emmett
2 The Academy on Vine	Hollywood/Silver Lake	351,957	4th	Netflix	N/A	JLL
3 5901 W Sunset Blvd	Hollywood/Silver Lake	327,914	4th	Netflix, Inc.	N/A	CBRE
4 12105 & 12126 W Waterfront Dr	Marina Del Rey/Venice	262,291	4th	Facebook	N/A	Tishman Speyer
5 One Wilshire Bldg*	Downtown Los Angeles	202,133	2nd	CoreSite	Direct Deal	Cushman & Wakefield
6 LNR Warner Center IV - Building E	Woodland Hills/Warner Ctr	167,420	3rd	Anthem Blue Cross	Savills Studley	JLL
7 Fourth & Traction	Downtown Los Angeles	131,675	3rd	Honey Science Corporation	Savills Studley	CBRE
8 5800 Bristol Pky	Culver City	118,975	4th	Bytedance	JLL	JLL
9 AT MATEO	Downtown Los Angeles	109,706	3rd	Spotify	JLL	Cushman & Wakefield
10 The Post	Beverly Hills	100,000	4th	N/A	N/A	CBRE
11 San Dimas Corporate Park	Eastern SGV	98,505	1st	Leidos, Inc	JLL	Newmark Knight Frank
12 The Herald Examiner Bldg	Downtown Los Angeles	85,118	3rd	Arizona State University	N/A	JLL
13 One Westlake	Thousand Oaks/SE County	80,671	2nd	N/A	N/A	CBRE
14 Expo Station	Olympic Corridor	80,340	2nd	Lawrence J. Ellison Inst Transform Medicine USC	N/A	LA Realty Partners
15 936 Overland Ct	Eastern SGV	79,036	1st	Hamilton Sundstrand	N/A	Newmark Knight Frank
16 City National Plaza - South Tower*	Downtown Los Angeles	77,450	4th	Chubb Group of Insurance Companies	N/A	N/A
17 401 Wilshire Blvd*	Santa Monica	74,799	2nd	The Macerich Company	N/A	N/A
18 777 Tower	Downtown Los Angeles	72,127	4th	Lockton Companies	JLL	Brookfield Office Properties, Inc.
19 Culver Steps	Culver City	70,468	1st	Amazon Studios	N/A	CBRE
20 One Culver	Culver City	69,073	1st	WeWork	N/A	CBRE
21 3003 Exposition	Santa Monica	69,002	2nd	Tennis Channel	N/A	JLL
22 The Alhambra-Braun Bldg-A9W/A-9BRG	Western SGV	68,000	2nd	N/A	N/A	N/A
23 Univision Television	Marina Del Rey/Venice	67,688	3rd	Spaces	Lincoln Property Company; CBRE	Lincoln Property Company; CBRE
24 Wilshire Grand	Downtown Los Angeles	66,200	2nd	ARUP	Colliers International	Cushman & Wakefield
25 Condor Corporate Center	Moorpark/Simi Valley	64,434	2nd	Laritech	N/A	Lee & Associates
26 Utah Campus - Ascend	El Segundo	63,820	4th	Radiology Partners	N/A	JLL
27 800 N Brand Blvd	Glendale	62,768	3rd	N/A	N/A	CBRE
28 960 N La Brea Ave	West Hollywood	60,000	1st	1 Up Fitness	N/A	Newmark Knight Frank; Cushman & Wakefield
29 Colorado Center - Bldg B	Santa Monica	58,403	3rd	Bird Scooters	JLL	LA Realty Partners
30 3565 Del Amo Blvd*	Torrance	55,218	1st	HealthCare Partners of California	N/A	N/A
31 9800 S La Cienega Blvd*	LAX	55,148	1st	LACounty Department of Public Social Services	N/A	N/A
32 Green Building	West Hollywood	54,630	3rd	WeWork	N/A	Cohen Brothers Realty Corporation
33 Warner Center Tower 3	Woodland Hills/Warner Ctr	53,116	2nd	Intuit	JLL	JLL
34 Corporate Pointe At West Hills	Western SFV	51,290	2nd	TeamHealth	Newmark Knight Frank; JLL	CBRE
35 Pacific Gateway II	190th Street Corridor	50,241	1st	HealthCare Partners	N/A	JLL
36 2380 Conejo Spectrum St	Thousand Oaks/SE County	49,620	3rd	New TV	N/A	CBRE
37 2380 Conejo Spectrum St	Thousand Oaks/SE County	49,619	4th	New TV	N/A	CBRE
38 Hollywood 959 - West Bldg	Hollywood/Silver Lake	49,480	3rd	N/A	N/A	First Property Realty Corporation
39 621 Hawaii St	El Segundo	49,307	3rd	Nexon America	Cresa	JLL
40 One Civic Plaza	Torrance	49,119	3rd	Department of Children & Family Services	Direct Deal	Jamison Services, Inc.

Source: CoStar Property®

\* Renewal



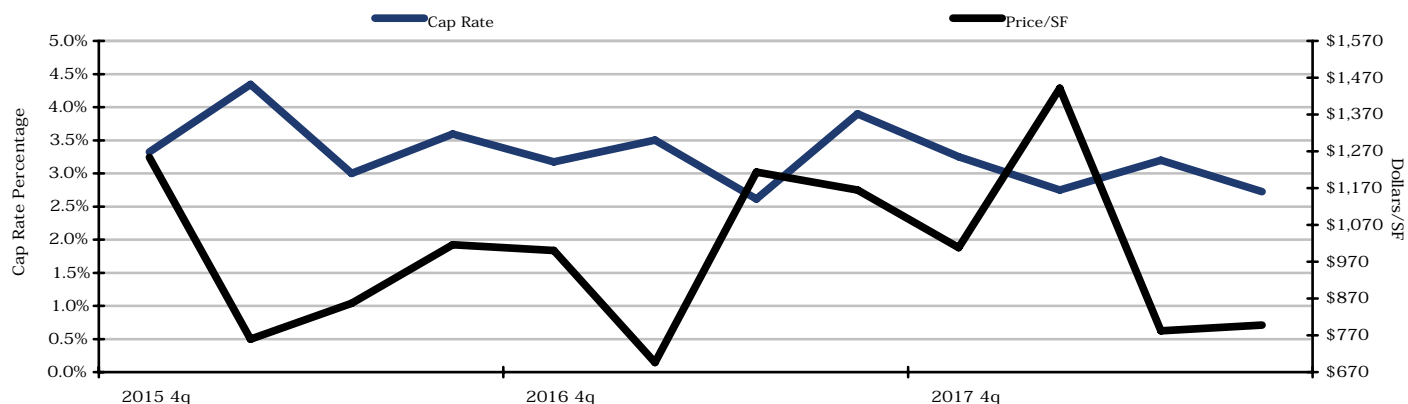
# Los Angeles Office Market



Sales Activity

## The Optimist Sales Index

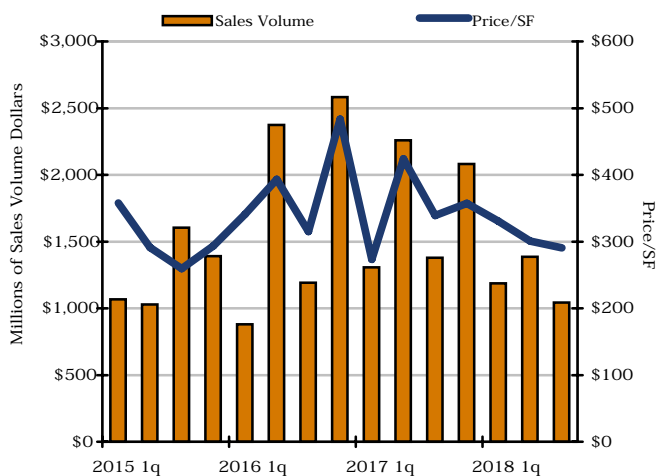
Average of Two Highest Price/SF's and Two Lowest Cap Rates Per Quarter



Source: CoStar COMPS®

## Sales Volume & Price

Based on Office Building Sales of 15,000 SF and Larger



Source: CoStar COMPS®

## Sales Analysis by Building Size

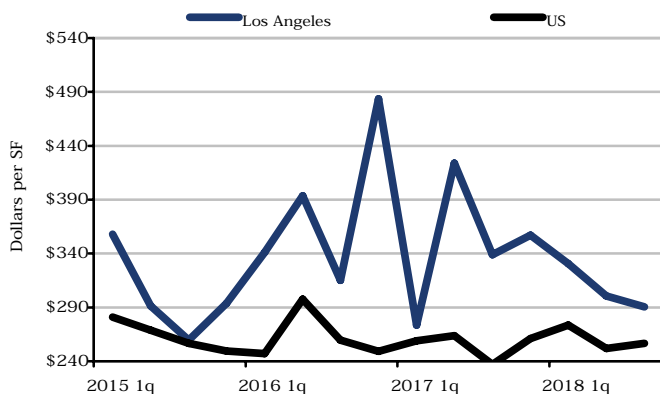
Based on Office Building Sales From Oct. 2017 - Sept. 2018

Bldg Size	#	RBA	\$ Volume	Price/SF	Cap Rate
< 50,000 SF	447	4,648,590	\$1,710,377,323	\$ 367.93	5.35%
50K-249K SF	80	8,928,357	\$2,867,176,955	\$ 321.13	5.61%
250K-499K SF	8	2,888,861	\$903,813,000	\$ 312.86	5.66%
>500K SF	4	3,372,857	\$1,150,954,000	\$ 341.24	5.63%

Source: CoStar COMPS®

## U.S. Price/SF Comparison

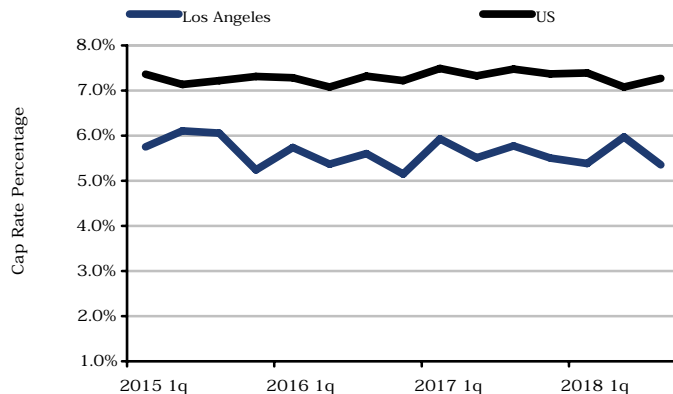
Based on Office Building Sales of 15,000 SF and Larger



Source: CoStar COMPS®

## U.S. Cap Rate Comparison

Based on Office Building Sales of 15,000 SF and Larger



Source: CoStar COMPS®

## Select Top Sales

Based on Sales from October 2017 Through December 2018

### 1. PCT



#### El Segundo

Price: **\$605,454,000**  
 Price/SF: **\$381.25**  
 Cap Rate: **5.1%**  
 RBA: **1,588,089**  
 Date: **10/4/2017**  
 Year Built: **1984**  
 Buyer: **Starwood Capital Group**  
 Seller: **BlackRock**

### 2. Campus at Playa Vista



#### Playa Vista

Price: **\$330,100,000**  
 Price/SF: **\$970.03**  
 Cap Rate: **N/A**  
 RBA: **340,299**  
 Date: **11/8/2018**  
 Year Built: **2010**  
 Buyer: **Heitman LLC**  
 Seller: **Hines Securities, Inc.**

### 3. Corporate Center Pasadena



#### Pasadena

Price: **\$254,000,000**  
 Price/SF: **\$396.89**  
 Cap Rate: **N/A**  
 RBA: **639,970**  
 Date: **5/23/2018**  
 Year Built: **1966**  
 Buyer: **Coretrust Capital Partners LLC**  
 Seller: **UBS Realty Investors LLC**

### 4. 5670 Wilshire Boulevard



#### Los Angeles

Price: **\$210,063,000**  
 Price/SF: **\$472.05**  
 Cap Rate: **5.5%**  
 RBA: **445,004**  
 Date: **10/31/2017**  
 Year Built: **1965**  
 Buyer: **Rockpoint Group LLC**  
 Seller: **The Blackstone Group LP**

### 5. The Wedbush Center



#### Los Angeles

Price: **\$196,000,000**  
 Price/SF: **\$410.24**  
 Cap Rate: **4.75%**  
 RBA: **477,774**  
 Date: **2/27/2018**  
 Year Built: **1987**  
 Buyer: **Cerberus Capital Management LP**  
 Seller: **Lincoln Property Company**

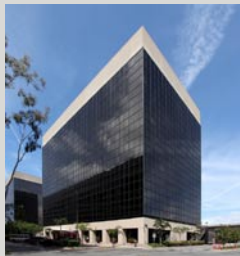
### 6. Wells Fargo Bldg



#### Beverly Hills

Price: **\$193,000,000**  
 Price/SF: **\$930.43**  
 Cap Rate: **2.95%**  
 RBA: **207,432**  
 Date: **8/30/2018**  
 Year Built: **1972**  
 Buyer: **Starpoint Capital LLC**  
 Seller: **Camden Properties, Ltd.**

### 7. The AirFlyte



#### El Segundo

Price: **\$167,500,000**  
 Price/SF: **\$293.02**  
 Cap Rate: **5%**  
 RBA: **571,631**  
 Date: **5/17/2018**  
 Year Built: **1976**  
 Buyer: **Swift Real Estate Partners**  
 Seller: **GI Partners**

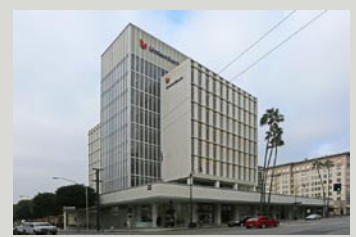
### 8. 800 N Brand Blvd



#### Glendale

Price: **\$160,000,000**  
 Price/SF: **\$303.41**  
 Cap Rate: **N/A**  
 RBA: **527,336**  
 Date: **11/29/2018**  
 Year Built: **1990**  
 Buyer: **Beacon Capital Partners**  
 Seller: **Piedmont Office Realty Trust, Inc.**

### 9. Union Bank Bldg



#### Beverly Hills

Price: **\$132,000,000**  
 Price/SF: **\$1,395.56**  
 Cap Rate: **3.5%**  
 RBA: **94,586**  
 Date: **1/19/2018**  
 Year Built: **1959**  
 Buyer: **CIM Group LP**  
 Seller: **Universal Properties, Inc.**

# Los Angeles Office Market

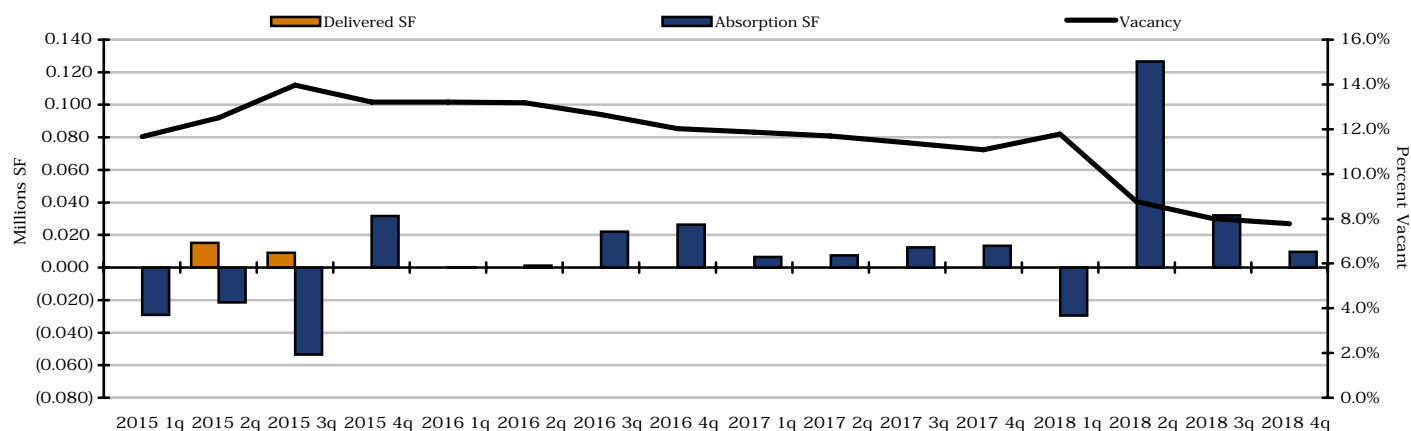


## Antelope Valley Market

Market Highlights – Class “A, B &amp; C”

### Deliveries, Absorption & Vacancy

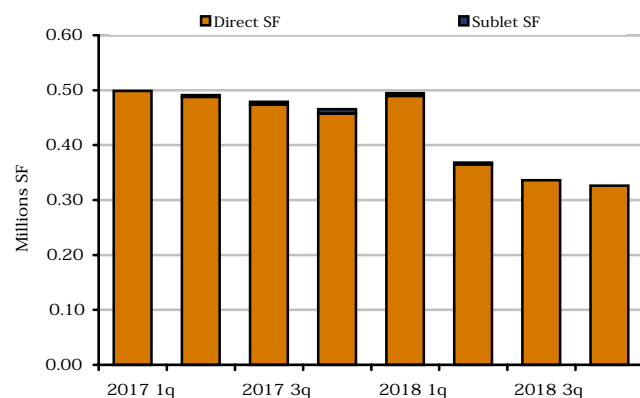
### Historical Analysis, All Classes



Source: CoStar Property®

### Vacant Space

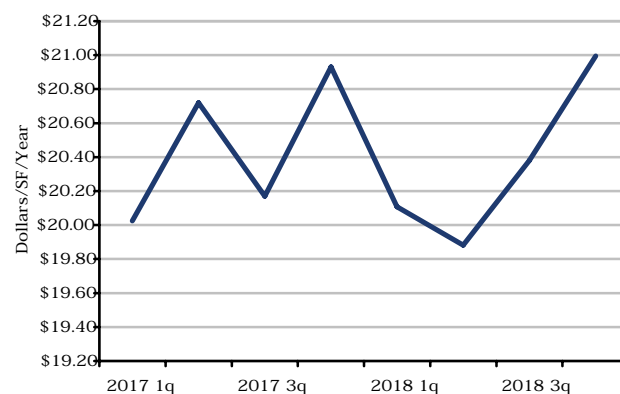
### Historical Analysis, All Classes



Source: CoStar Property®

### Quoted Rental Rates

### Historical Analysis, All Classes



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 4q	377	4,198,904	326,385	7.8%	9,637	0	0	0	0	\$20.99
2018 3q	377	4,198,904	336,022	8.0%	32,068	0	0	0	0	\$20.38
2018 2q	377	4,198,904	368,090	8.8%	126,553	0	0	0	0	\$19.88
2018 1q	377	4,198,904	494,643	11.8%	(29,452)	0	0	0	0	\$20.11
2017 4q	377	4,198,904	465,191	11.1%	13,375	0	0	0	0	\$20.93
2017 3q	377	4,198,904	478,566	11.4%	12,333	0	0	0	0	\$20.17
2017 2q	377	4,198,904	490,899	11.7%	7,499	0	0	0	0	\$20.72
2017 1q	377	4,198,904	498,398	11.9%	6,602	0	0	0	0	\$20.03
2016 4q	377	4,198,904	505,000	12.0%	26,396	0	0	0	0	\$20.78
2016 3q	377	4,198,904	531,396	12.7%	22,066	0	0	0	0	\$20.57
2016 2q	377	4,198,904	553,462	13.2%	1,245	0	0	0	0	\$21.44
2016 1q	377	4,198,904	554,707	13.2%	164	0	0	0	0	\$20.84
2015 4q	377	4,198,904	554,871	13.2%	31,616	0	0	0	0	\$21.55
2015 3q	377	4,198,904	586,487	14.0%	(53,466)	1	9,120	0	0	\$20.75
2015 2q	376	4,189,784	523,901	12.5%	(21,387)	2	15,144	1	9,120	\$21.16
2015 1q	374	4,174,640	487,370	11.7%	(29,082)	0	0	3	24,264	\$21.00

Source: CoStar Property®



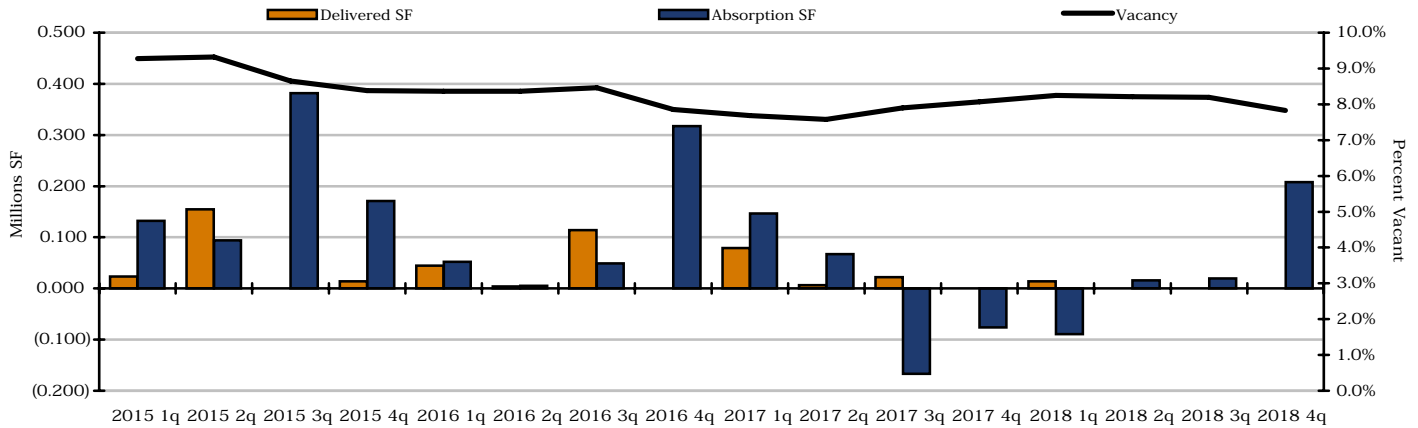
# Los Angeles Office Market

Burbank / Glendale / Pasadena Market

Market Highlights – Class “A, B & C”

## Deliveries, Absorption & Vacancy

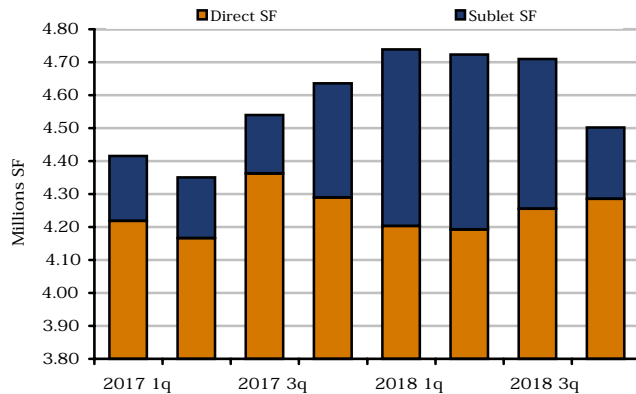
Historical Analysis, All Classes



Source: CoStar Property®

## Vacant Space

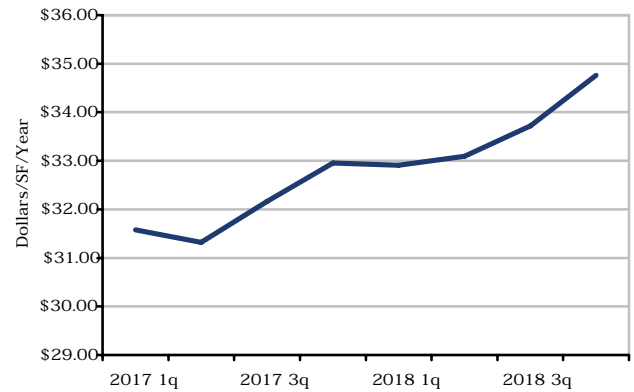
Historical Analysis, All Classes



Source: CoStar Property®

## Quoted Rental Rates

Historical Analysis, All Classes



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 4q	3,239	57,490,746	4,502,002	7.8%	208,171	0	0	5	397,964	\$34.76
2018 3q	3,239	57,490,746	4,710,173	8.2%	19,649	0	0	5	397,964	\$33.72
2018 2q	3,238	57,484,293	4,723,369	8.2%	15,752	0	0	6	404,417	\$33.09
2018 1q	3,238	57,484,293	4,739,121	8.2%	(89,343)	2	13,751	3	272,550	\$32.91
2017 4q	3,236	57,470,542	4,636,027	8.1%	(75,951)	0	0	5	286,301	\$32.95
2017 3q	3,235	57,449,918	4,539,452	7.9%	(166,592)	2	22,056	4	252,642	\$32.17
2017 2q	3,233	57,427,862	4,350,804	7.6%	67,025	1	6,200	6	274,698	\$31.32
2017 1q	3,233	57,425,911	4,415,878	7.7%	146,453	2	78,834	5	60,080	\$31.58
2016 4q	3,232	57,372,557	4,508,977	7.9%	317,564	0	0	6	132,714	\$31.61
2016 3q	3,233	57,401,506	4,855,490	8.5%	48,932	1	113,760	6	132,714	\$31.16
2016 2q	3,232	57,287,746	4,790,662	8.4%	5,296	1	3,874	6	235,274	\$30.54
2016 1q	3,231	57,283,872	4,792,084	8.4%	52,272	3	44,436	6	235,314	\$30.68
2015 4q	3,228	57,239,436	4,799,920	8.4%	171,201	1	14,021	9	279,750	\$30.88
2015 3q	3,226	57,218,512	4,950,197	8.7%	381,734	0	0	8	274,744	\$29.93
2015 2q	3,226	57,218,074	5,331,493	9.3%	93,957	1	155,000	8	164,629	\$29.77
2015 1q	3,226	57,089,660	5,297,036	9.3%	131,937	1	23,030	8	244,629	\$29.29

Source: CoStar Property®

# Los Angeles Office Market

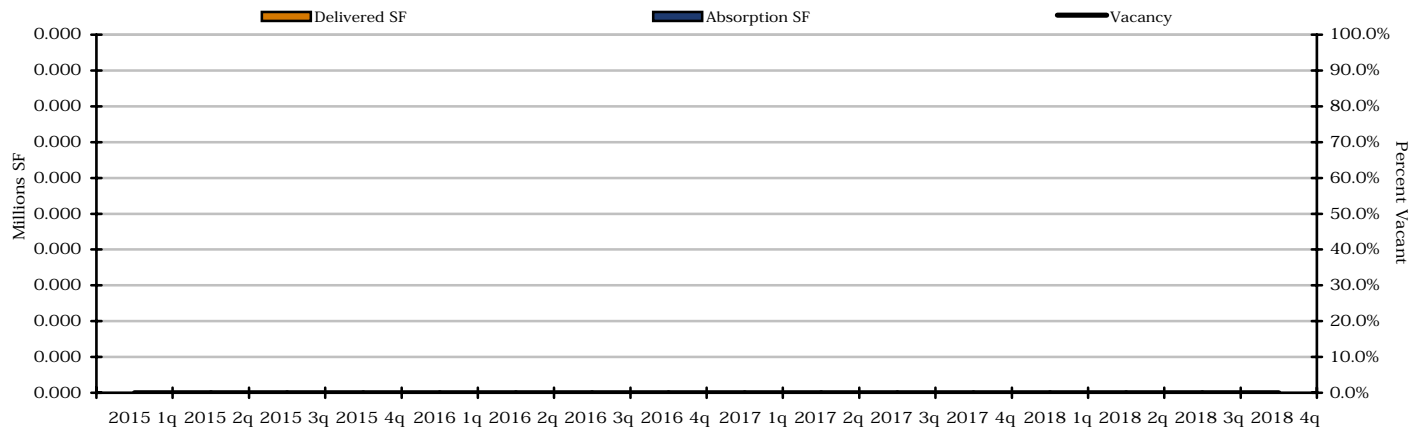


## Catalina Island Market

Market Highlights – Class “A, B &amp; C”

### Deliveries, Absorption & Vacancy

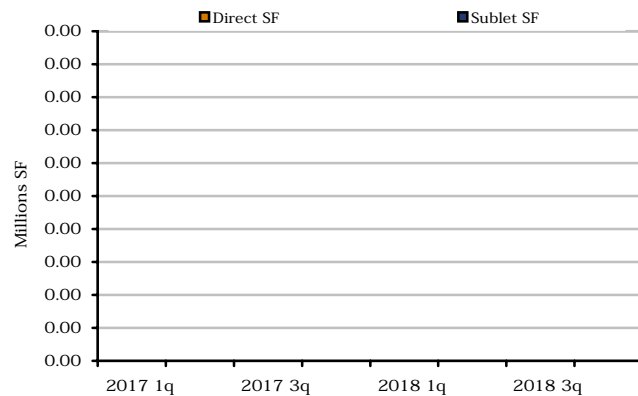
### Historical Analysis, All Classes



Source: CoStar Property®

### Vacant Space

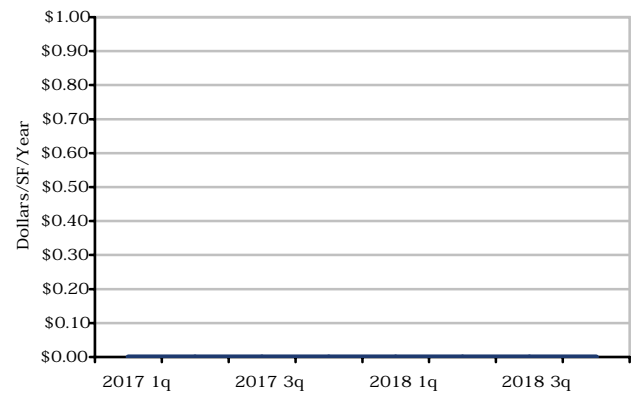
### Historical Analysis, All Classes



Source: CoStar Property®

### Quoted Rental Rates

### Historical Analysis, All Classes



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 4q	1	14,254	0	0.0%	0	0	0	0	0	\$0.00
2018 3q	1	14,254	0	0.0%	0	0	0	0	0	\$0.00
2018 2q	1	14,254	0	0.0%	0	0	0	0	0	\$0.00
2018 1q	1	14,254	0	0.0%	0	0	0	0	0	\$0.00
2017 4q	1	14,254	0	0.0%	0	0	0	0	0	\$0.00
2017 3q	1	14,254	0	0.0%	0	0	0	0	0	\$0.00
2017 2q	1	14,254	0	0.0%	0	0	0	0	0	\$0.00
2017 1q	1	14,254	0	0.0%	0	0	0	0	0	\$0.00
2016 4q	1	14,254	0	0.0%	0	0	0	0	0	\$0.00
2016 3q	1	14,254	0	0.0%	0	0	0	0	0	\$0.00
2016 2q	1	14,254	0	0.0%	0	0	0	0	0	\$0.00
2016 1q	1	14,254	0	0.0%	0	0	0	0	0	\$0.00
2015 4q	1	14,254	0	0.0%	0	0	0	0	0	\$0.00
2015 3q	1	14,254	0	0.0%	0	0	0	0	0	\$0.00
2015 2q	1	14,254	0	0.0%	0	0	0	0	0	\$0.00
2015 1q	1	14,254	0	0.0%	0	0	0	0	0	\$0.00

Source: CoStar Property®

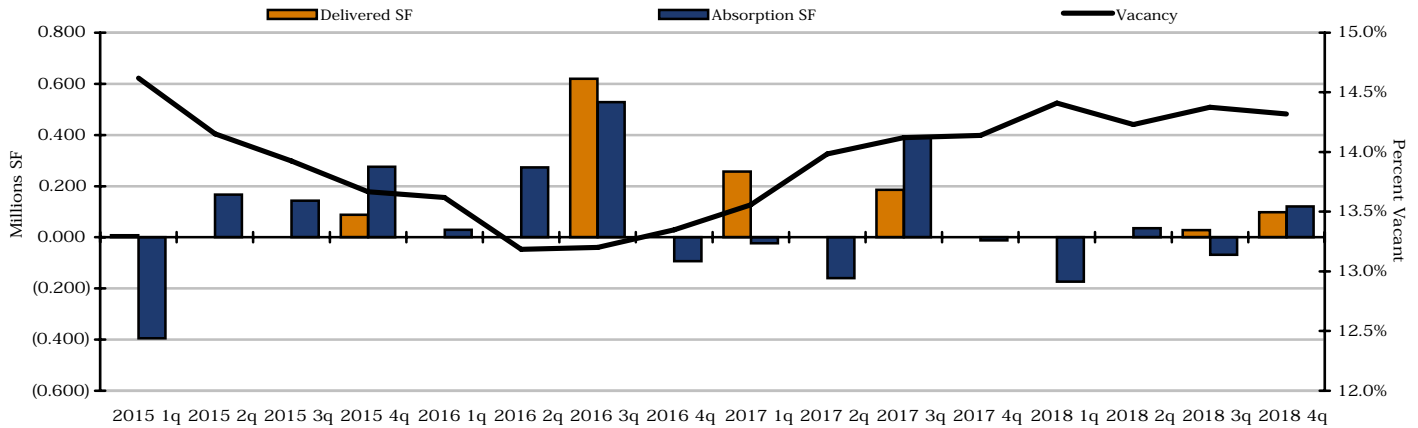
## Los Angeles Office Market

Downtown Los Angeles Market

Market Highlights – Class “A, B &amp; C”

## Deliveries, Absorption &amp; Vacancy

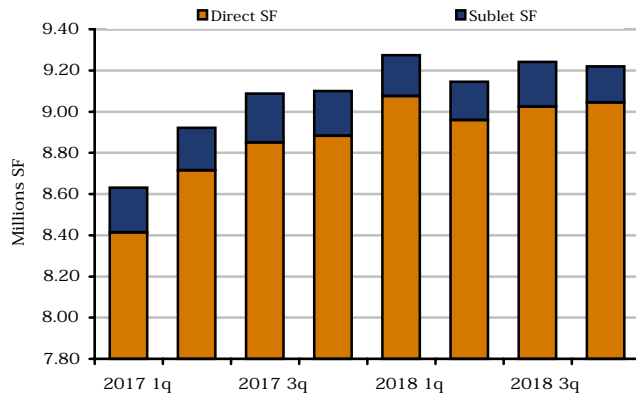
Historical Analysis, All Classes



Source: CoStar Property®

## Vacant Space

Historical Analysis, All Classes



Source: CoStar Property®

## Quoted Rental Rates

Historical Analysis, All Classes



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 4q	401	64,388,274	9,219,415	14.3%	120,241	1	97,916	4	1,462,947	\$38.55
2018 3q	400	64,290,358	9,241,740	14.4%	(68,703)	1	28,187	5	1,560,863	\$38.67
2018 2q	399	64,262,171	9,144,850	14.2%	36,029	0	0	6	1,589,050	\$38.55
2018 1q	400	64,354,709	9,273,417	14.4%	(173,864)	0	0	6	1,589,050	\$37.80
2017 4q	400	64,354,709	9,099,553	14.1%	(12,419)	0	0	5	1,491,134	\$37.71
2017 3q	400	64,354,709	9,087,134	14.1%	392,846	1	185,554	4	1,449,419	\$37.67
2017 2q	398	63,796,380	8,921,651	14.0%	(159,351)	0	0	6	2,007,748	\$37.83
2017 1q	397	63,664,679	8,630,599	13.6%	(23,729)	1	257,028	7	2,139,449	\$37.78
2016 4q	398	63,538,841	8,481,032	13.3%	(93,071)	0	0	6	1,943,159	\$37.11
2016 3q	398	63,538,841	8,387,961	13.2%	528,252	2	620,000	6	1,943,159	\$37.26
2016 2q	396	62,918,841	8,296,213	13.2%	273,162	0	0	7	1,627,058	\$36.81
2016 1q	396	62,918,841	8,569,375	13.6%	29,716	0	0	7	1,627,058	\$36.25
2015 4q	396	62,918,841	8,599,091	13.7%	276,194	1	88,395	6	1,495,357	\$34.93
2015 3q	394	62,786,446	8,742,890	13.9%	143,225	0	0	7	1,442,198	\$34.07
2015 2q	394	62,786,446	8,886,115	14.2%	167,446	0	0	6	1,422,198	\$33.97
2015 1q	395	62,932,786	9,199,901	14.6%	(395,088)	1	8,400	4	1,105,170	\$33.75

Source: CoStar Property®

# Los Angeles Office Market

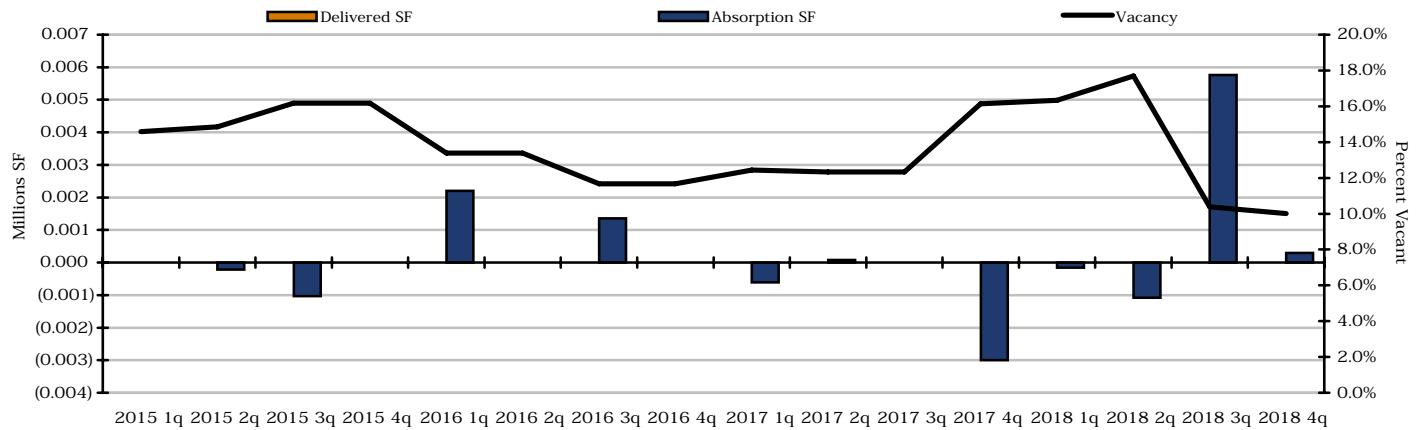


## East LA County Outlying Market

### Market Highlights – Class “A, B & C”

## Deliveries, Absorption & Vacancy

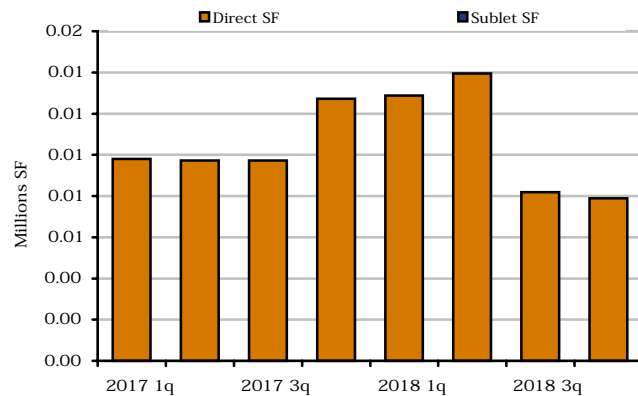
### Historical Analysis, All Classes



Source: CoStar Property®

## Vacant Space

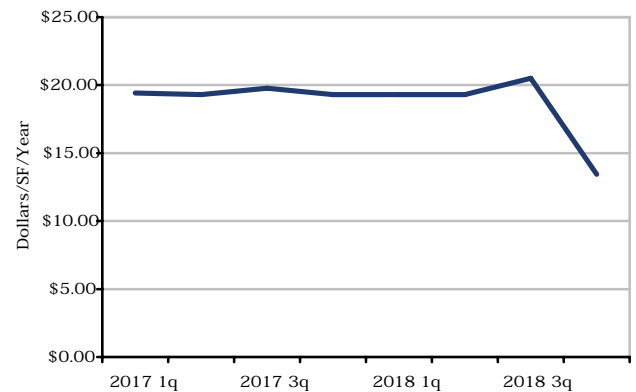
### Historical Analysis, All Classes



Source: CoStar Property®

## Quoted Rental Rates

### Historical Analysis, All Classes



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 4q	9	78,858	7,895	10.0%	295	0	0	0	0	\$13.44
2018 3q	9	78,858	8,190	10.4%	5,764	0	0	0	0	\$20.50
2018 2q	9	78,858	13,954	17.7%	(1,076)	0	0	0	0	\$19.30
2018 1q	9	78,858	12,878	16.3%	(157)	0	0	0	0	\$19.30
2017 4q	9	78,858	12,721	16.1%	(3,000)	0	0	0	0	\$19.30
2017 3q	9	78,858	9,721	12.3%	0	0	0	0	0	\$19.78
2017 2q	9	78,858	9,721	12.3%	82	0	0	0	0	\$19.30
2017 1q	9	78,858	9,803	12.4%	(606)	0	0	0	0	\$19.42
2016 4q	9	78,858	9,197	11.7%	0	0	0	0	0	\$19.26
2016 3q	9	78,858	9,197	11.7%	1,355	0	0	0	0	\$19.80
2016 2q	9	78,858	10,552	13.4%	0	0	0	0	0	\$19.80
2016 1q	9	78,858	10,552	13.4%	2,199	0	0	0	0	\$19.80
2015 4q	9	78,858	12,751	16.2%	0	0	0	0	0	\$19.80
2015 3q	9	78,858	12,751	16.2%	(1,034)	0	0	0	0	\$19.80
2015 2q	9	78,858	11,717	14.9%	(214)	0	0	0	0	\$19.80
2015 1q	9	78,858	11,503	14.6%	0	0	0	0	0	\$18.58

Source: CoStar Property®

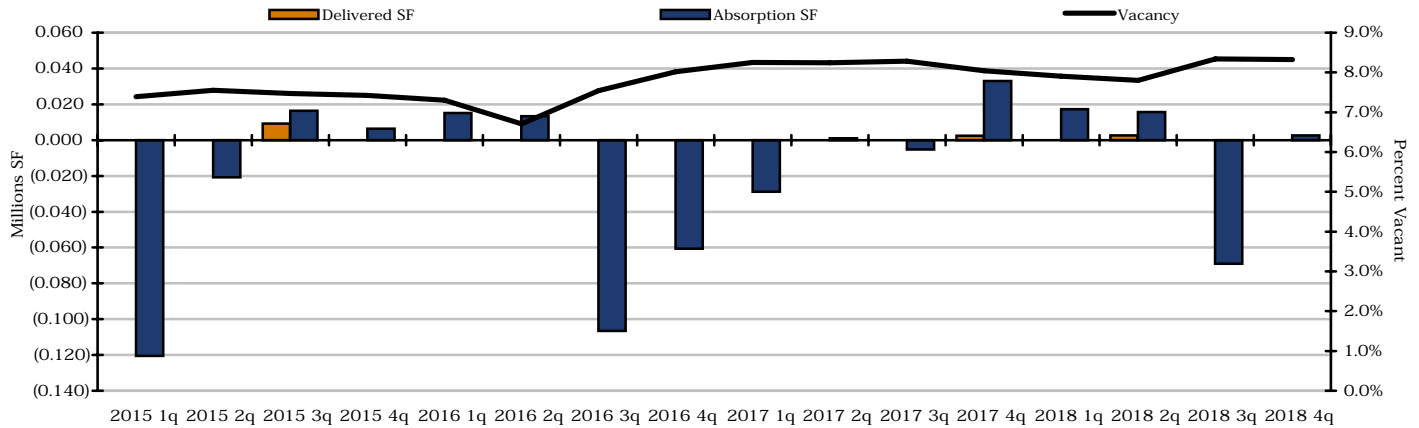
## Los Angeles Office Market

## Mid-Cities Market

Market Highlights – Class “A, B &amp; C”

## Deliveries, Absorption &amp; Vacancy

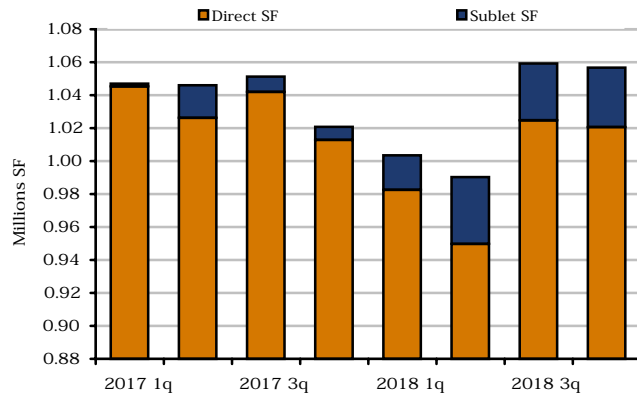
## Historical Analysis, All Classes



Source: CoStar Property®

## Vacant Space

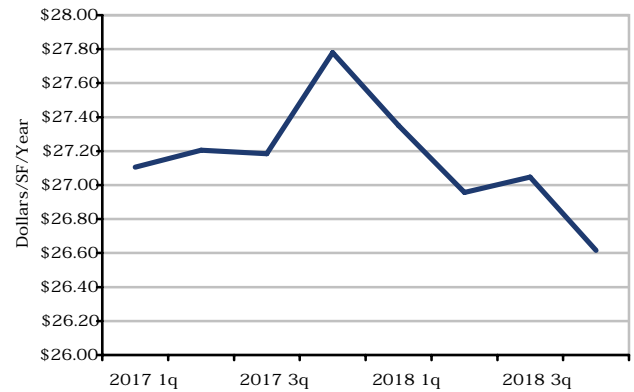
## Historical Analysis, All Classes



Source: CoStar Property®

## Quoted Rental Rates

## Historical Analysis, All Classes



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 4q	1,088	12,697,605	1,056,677	8.3%	2,604	0	0	0	0	\$26.62
2018 3q	1,088	12,697,605	1,059,281	8.3%	(68,984)	0	0	0	0	\$27.05
2018 2q	1,088	12,697,605	990,297	7.8%	15,732	1	2,580	0	0	\$26.96
2018 1q	1,087	12,695,025	1,003,449	7.9%	17,248	0	0	1	2,580	\$27.35
2017 4q	1,087	12,695,025	1,020,697	8.0%	32,983	1	2,500	0	0	\$27.78
2017 3q	1,086	12,692,525	1,051,180	8.3%	(5,187)	0	0	1	2,500	\$27.19
2017 2q	1,086	12,692,525	1,045,993	8.2%	1,001	0	0	1	2,500	\$27.20
2017 1q	1,086	12,692,525	1,046,994	8.2%	(28,773)	0	0	1	2,500	\$27.10
2016 4q	1,086	12,692,525	1,018,221	8.0%	(60,716)	0	0	1	2,500	\$27.41
2016 3q	1,086	12,692,525	957,505	7.5%	(106,555)	0	0	1	2,500	\$26.64
2016 2q	1,086	12,692,525	850,950	6.7%	13,377	0	0	0	0	\$25.64
2016 1q	1,086	12,760,122	931,924	7.3%	15,155	0	0	1	3,504	\$26.11
2015 4q	1,086	12,760,122	947,079	7.4%	6,349	0	0	1	3,504	\$25.88
2015 3q	1,086	12,760,122	953,428	7.5%	16,303	1	9,200	1	3,504	\$24.76
2015 2q	1,086	12,754,129	963,738	7.6%	(20,786)	0	0	1	9,200	\$24.05
2015 1q	1,086	12,754,129	942,952	7.4%	(120,498)	0	0	1	9,200	\$22.95

Source: CoStar Property®



# Los Angeles Office Market

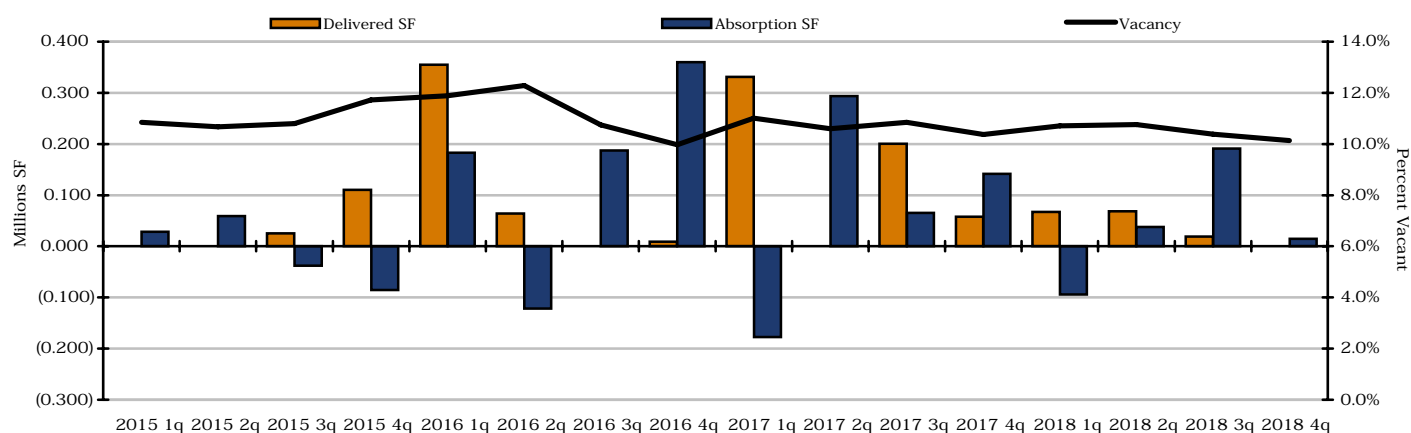


## Mid-Wilshire Market

Market Highlights – Class “A, B &amp; C”

### Deliveries, Absorption & Vacancy

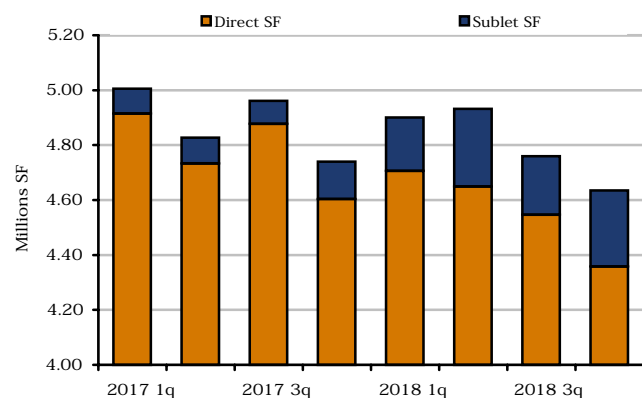
### Historical Analysis, All Classes



Source: CoStar Property®

### Vacant Space

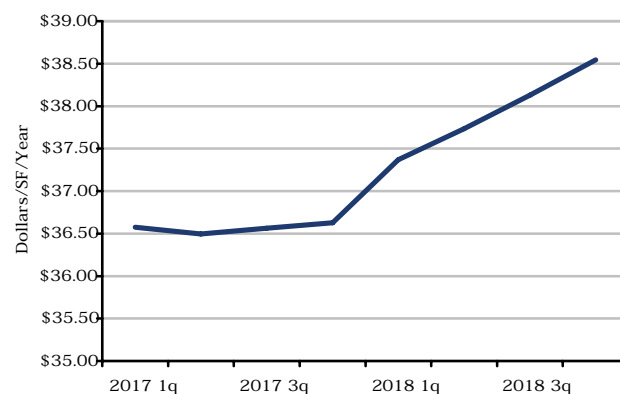
### Historical Analysis, All Classes



Source: CoStar Property®

### Quoted Rental Rates

### Historical Analysis, All Classes



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 4q	1,822	45,727,269	4,634,669	10.1%	14,613	0	0	9	1,508,337	\$38.55
2018 3q	1,823	45,837,453	4,759,466	10.4%	190,984	1	18,812	8	1,040,337	\$38.13
2018 2q	1,822	45,818,641	4,931,638	10.8%	37,605	2	68,300	9	1,059,149	\$37.74
2018 1q	1,820	45,750,341	4,900,943	10.7%	(94,104)	2	67,408	10	998,724	\$37.37
2017 4q	1,818	45,682,933	4,739,431	10.4%	141,507	2	58,127	6	531,409	\$36.63
2017 3q	1,817	45,763,536	4,961,541	10.8%	65,390	2	200,180	7	261,622	\$36.56
2017 2q	1,815	45,563,356	4,826,751	10.6%	293,728	0	0	9	461,802	\$36.50
2017 1q	1,814	45,447,765	5,004,888	11.0%	(177,238)	2	331,073	9	570,493	\$36.57
2016 4q	1,812	45,116,692	4,496,577	10.0%	359,946	1	9,301	9	821,996	\$35.73
2016 3q	1,811	45,107,391	4,847,222	10.7%	187,376	0	0	9	763,510	\$34.97
2016 2q	1,815	45,688,569	5,615,776	12.3%	(121,639)	1	64,000	7	664,445	\$35.06
2016 1q	1,813	45,618,349	5,423,917	11.9%	182,970	2	355,011	8	726,865	\$35.48
2015 4q	1,813	45,325,772	5,314,310	11.7%	(85,370)	2	110,136	7	872,395	\$34.32
2015 3q	1,810	44,953,054	4,856,222	10.8%	(38,194)	1	25,200	12	1,274,274	\$33.53
2015 2q	1,810	44,929,499	4,794,473	10.7%	59,006	0	0	12	1,293,254	\$33.43
2015 1q	1,813	44,951,934	4,875,914	10.8%	28,458	0	0	9	1,136,146	\$30.36

Source: CoStar Property®



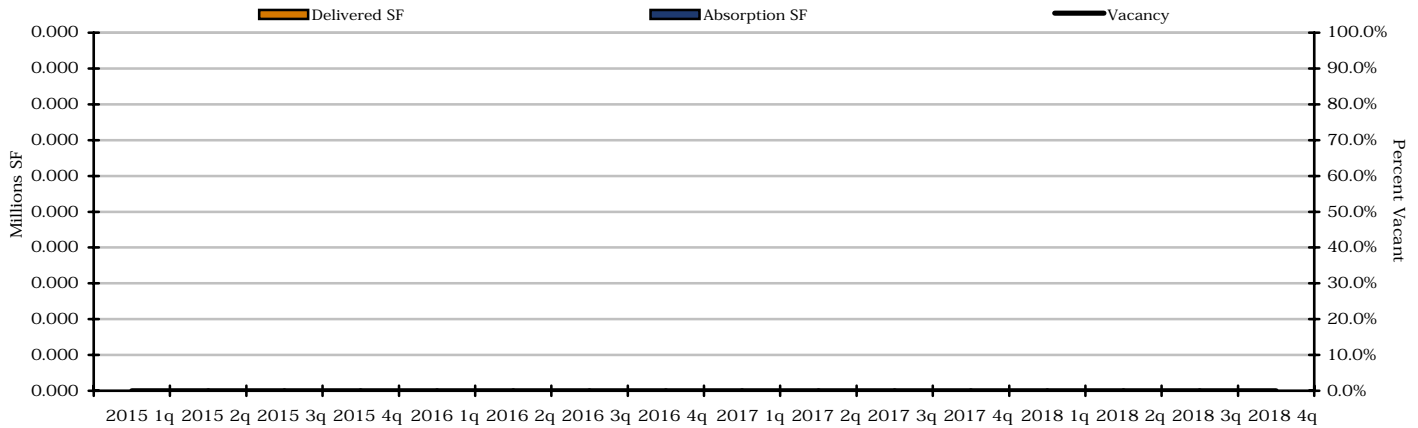
# Los Angeles Office Market

## NE LA County Outlying Market

### Market Highlights – Class “A, B & C”

## Deliveries, Absorption & Vacancy

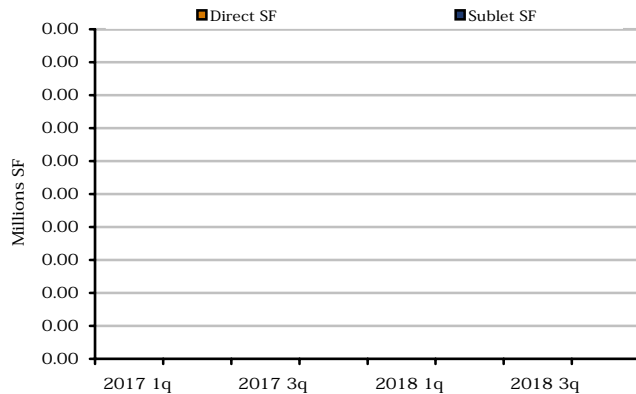
### Historical Analysis, All Classes



Source: CoStar Property®

## Vacant Space

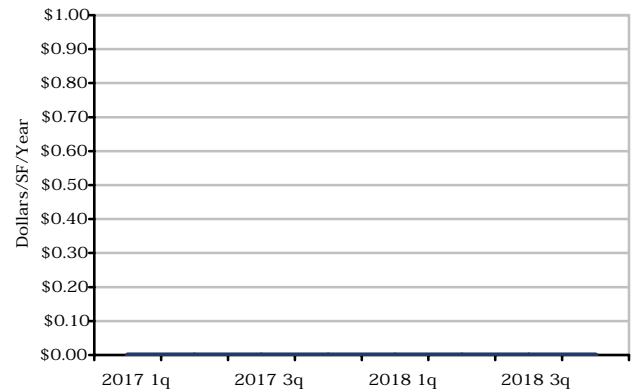
### Historical Analysis, All Classes



Source: CoStar Property®

## Quoted Rental Rates

### Historical Analysis, All Classes



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 4q	2	5,708	0	0.0%	0	0	0	0	0	\$0.00
2018 3q	2	5,708	0	0.0%	0	0	0	0	0	\$0.00
2018 2q	2	5,708	0	0.0%	0	0	0	0	0	\$0.00
2018 1q	2	5,708	0	0.0%	0	0	0	0	0	\$0.00
2017 4q	2	5,708	0	0.0%	0	0	0	0	0	\$0.00
2017 3q	2	5,708	0	0.0%	0	0	0	0	0	\$0.00
2017 2q	2	5,708	0	0.0%	0	0	0	0	0	\$0.00
2017 1q	2	5,708	0	0.0%	0	0	0	0	0	\$0.00
2016 4q	2	5,708	0	0.0%	0	0	0	0	0	\$0.00
2016 3q	2	5,708	0	0.0%	0	0	0	0	0	\$0.00
2016 2q	2	5,708	0	0.0%	0	0	0	0	0	\$0.00
2016 1q	2	5,708	0	0.0%	0	0	0	0	0	\$0.00
2015 4q	2	5,708	0	0.0%	0	0	0	0	0	\$0.00
2015 3q	2	5,708	0	0.0%	0	0	0	0	0	\$0.00
2015 2q	2	5,708	0	0.0%	0	0	0	0	0	\$0.00
2015 1q	2	5,708	0	0.0%	0	0	0	0	0	\$0.00

Source: CoStar Property®

# Los Angeles Office Market

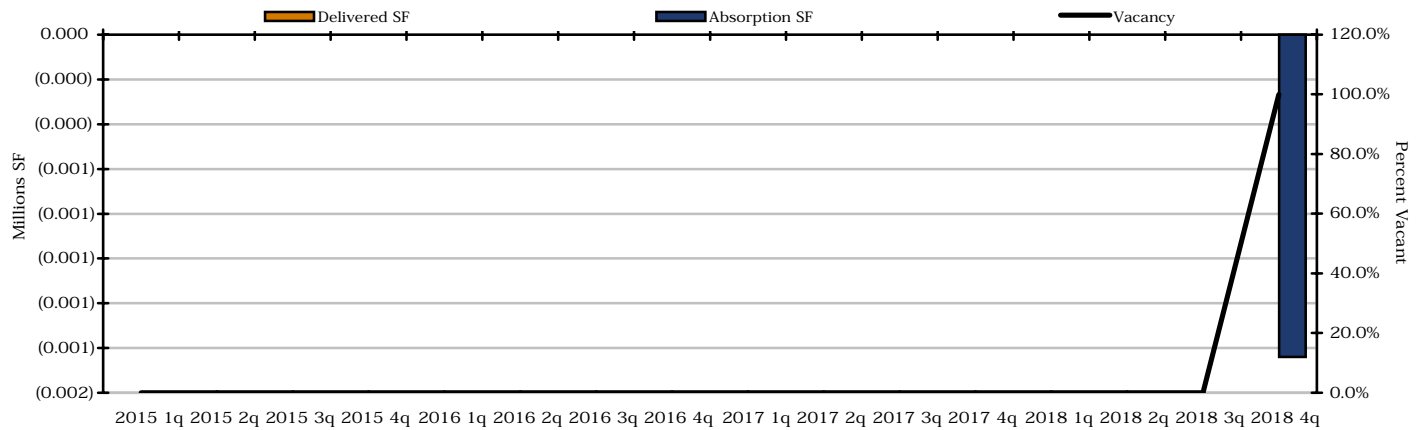


## NW LA County Outlying Market

### Market Highlights – Class “A, B & C”

## Deliveries, Absorption & Vacancy

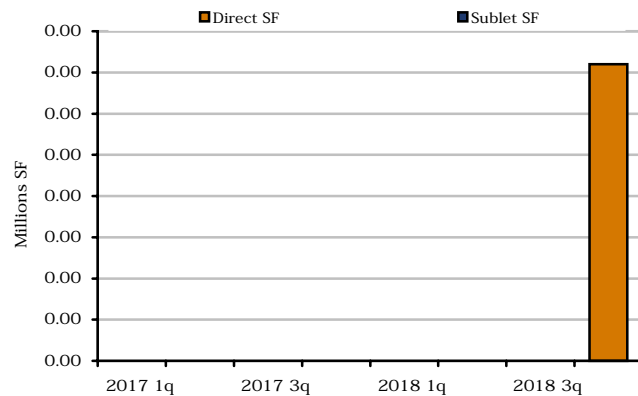
### Historical Analysis, All Classes



Source: CoStar Property®

## Vacant Space

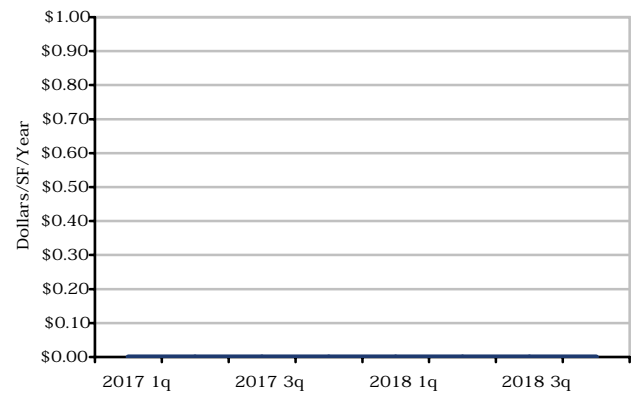
### Historical Analysis, All Classes



Source: CoStar Property®

## Quoted Rental Rates

### Historical Analysis, All Classes



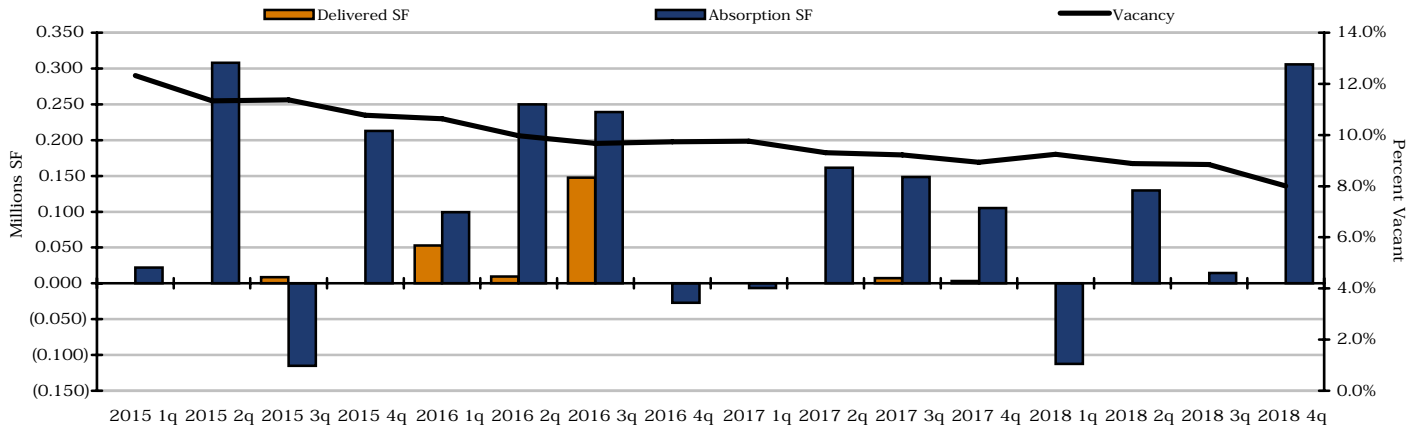
Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 4q	1	1,440	1,440	100.0%	(1,440)	0	0	0	0	\$0.00
2018 3q	1	1,440	0	0.0%	0	0	0	0	0	\$0.00
2018 2q	1	1,440	0	0.0%	0	0	0	0	0	\$0.00
2018 1q	1	1,440	0	0.0%	0	0	0	0	0	\$0.00
2017 4q	1	1,440	0	0.0%	0	0	0	0	0	\$0.00
2017 3q	1	1,440	0	0.0%	0	0	0	0	0	\$0.00
2017 2q	1	1,440	0	0.0%	0	0	0	0	0	\$0.00
2017 1q	1	1,440	0	0.0%	0	0	0	0	0	\$0.00
2016 4q	1	1,440	0	0.0%	0	0	0	0	0	\$0.00
2016 3q	1	1,440	0	0.0%	0	0	0	0	0	\$0.00
2016 2q	1	1,440	0	0.0%	0	0	0	0	0	\$0.00
2016 1q	1	1,440	0	0.0%	0	0	0	0	0	\$0.00
2015 4q	1	1,440	0	0.0%	0	0	0	0	0	\$0.00
2015 3q	1	1,440	0	0.0%	0	0	0	0	0	\$0.00
2015 2q	1	1,440	0	0.0%	0	0	0	0	0	\$0.00
2015 1q	1	1,440	0	0.0%	0	0	0	0	0	\$0.00

Source: CoStar Property®

## Deliveries, Absorption &amp; Vacancy

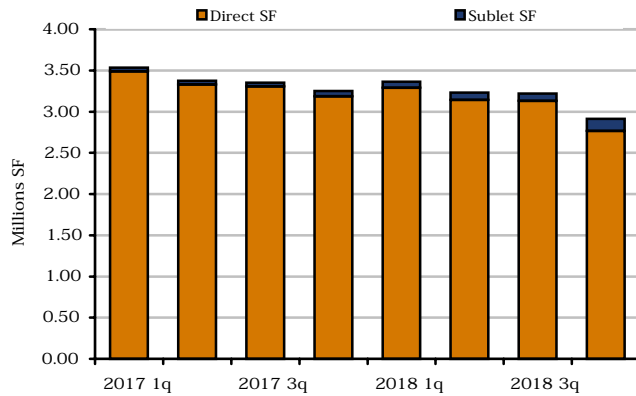
## Historical Analysis, All Classes



Source: CoStar Property®

## Vacant Space

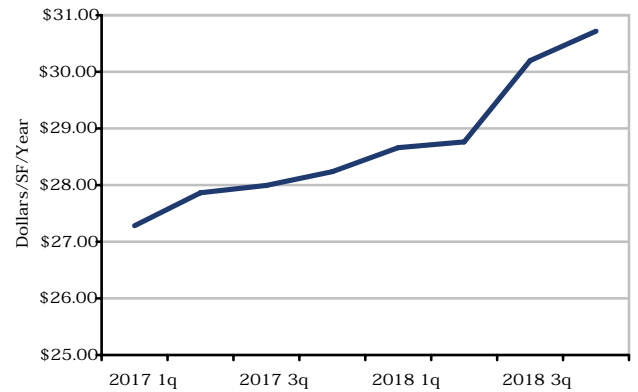
## Historical Analysis, All Classes



Source: CoStar Property®

## Quoted Rental Rates

## Historical Analysis, All Classes



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 4q	1,510	36,365,442	2,911,905	8.0%	305,678	0	0	2	344,973	\$30.72
2018 3q	1,510	36,365,442	3,217,583	8.8%	14,466	0	0	2	344,973	\$30.20
2018 2q	1,510	36,365,442	3,232,049	8.9%	129,539	0	0	2	344,973	\$28.76
2018 1q	1,510	36,365,442	3,361,588	9.2%	(112,635)	0	0	2	344,973	\$28.66
2017 4q	1,510	36,365,442	3,248,953	8.9%	105,356	1	3,060	2	344,973	\$28.24
2017 3q	1,509	36,362,382	3,351,249	9.2%	148,441	1	7,400	1	3,060	\$27.99
2017 2q	1,507	36,237,004	3,374,312	9.3%	161,233	0	0	3	128,438	\$27.87
2017 1q	1,507	36,237,004	3,535,545	9.8%	(6,565)	0	0	3	128,438	\$27.28
2016 4q	1,507	36,237,004	3,528,980	9.7%	(27,292)	0	0	2	121,038	\$27.62
2016 3q	1,508	36,240,154	3,504,838	9.7%	239,295	2	147,420	1	117,978	\$27.28
2016 2q	1,506	36,092,734	3,596,713	10.0%	249,829	1	9,600	3	265,398	\$27.06
2016 1q	1,505	36,083,134	3,836,942	10.6%	99,283	1	53,000	4	274,998	\$26.55
2015 4q	1,504	36,030,134	3,883,225	10.8%	212,985	0	0	4	185,578	\$25.85
2015 3q	1,504	36,030,134	4,096,210	11.4%	(115,122)	1	8,600	4	185,578	\$25.45
2015 2q	1,504	36,145,534	4,096,488	11.3%	307,809	0	0	4	184,578	\$25.38
2015 1q	1,505	36,204,373	4,463,136	12.3%	21,945	0	0	4	184,578	\$25.13

Source: CoStar Property®

# Los Angeles Office Market

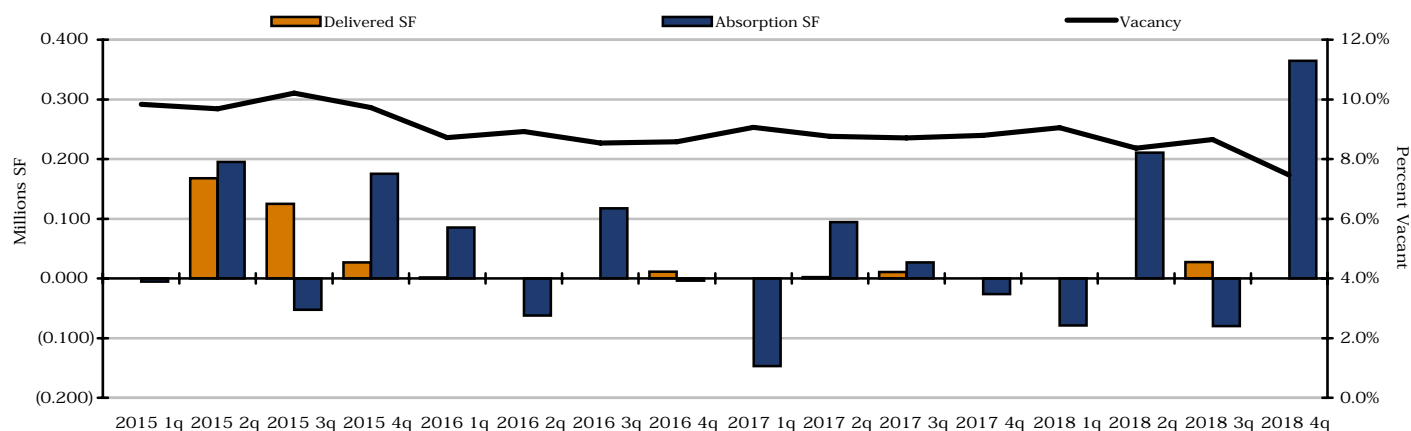


## San Gabriel Valley Market

Market Highlights – Class “A, B &amp; C”

### Deliveries, Absorption & Vacancy

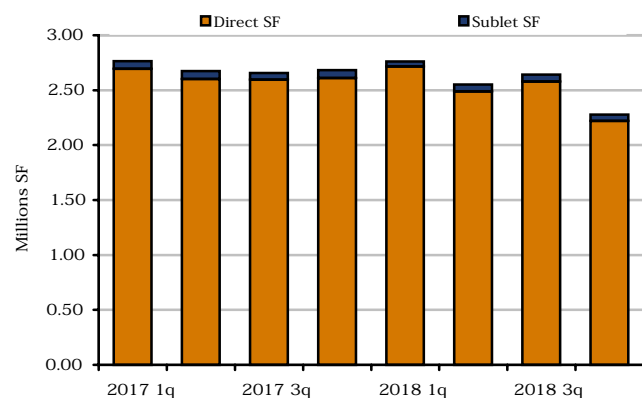
### Historical Analysis, All Classes



Source: CoStar Property®

### Vacant Space

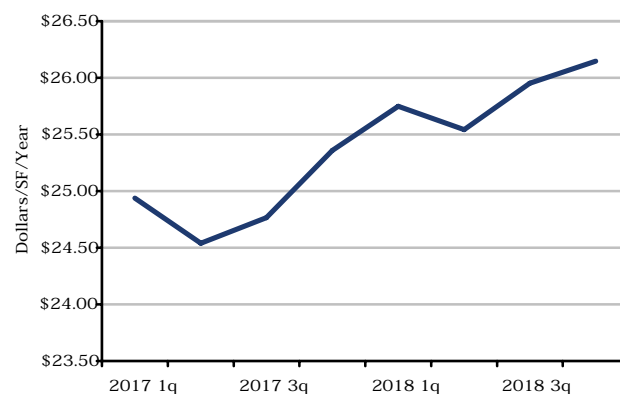
### Historical Analysis, All Classes



Source: CoStar Property®

### Quoted Rental Rates

### Historical Analysis, All Classes



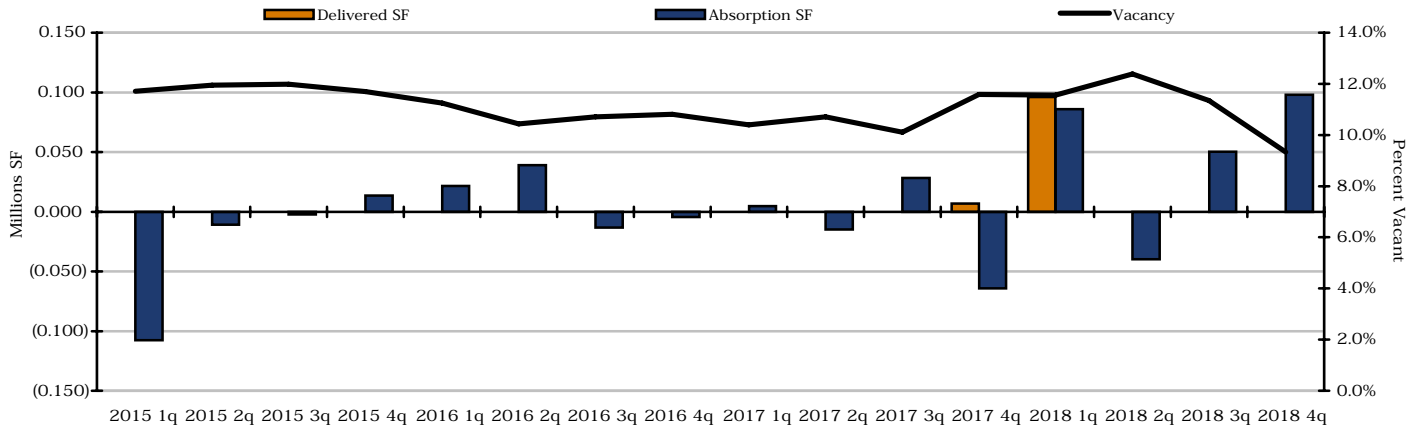
Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 4q	2,046	30,521,774	2,278,063	7.5%	364,806	0	0	3	98,960	\$26.15
2018 3q	2,046	30,521,774	2,642,869	8.7%	(80,145)	2	27,494	3	98,960	\$25.95
2018 2q	2,044	30,509,573	2,550,523	8.4%	210,580	0	0	5	113,619	\$25.54
2018 1q	2,044	30,509,573	2,761,103	9.0%	(78,631)	0	0	5	113,619	\$25.75
2017 4q	2,044	30,509,573	2,682,472	8.8%	(26,117)	0	0	5	113,619	\$25.36
2017 3q	2,044	30,509,573	2,656,355	8.7%	26,644	2	10,599	3	87,200	\$24.76
2017 2q	2,042	30,498,974	2,672,400	8.8%	94,150	1	1,900	4	82,599	\$24.54
2017 1q	2,041	30,497,074	2,764,650	9.1%	(147,166)	0	0	5	84,499	\$24.94
2016 4q	2,041	30,497,074	2,617,484	8.6%	(3,675)	3	11,114	5	84,499	\$24.93
2016 3q	2,038	30,485,960	2,602,695	8.5%	117,303	0	0	6	85,014	\$24.50
2016 2q	2,039	30,486,876	2,720,914	8.9%	(62,032)	0	0	5	83,114	\$24.41
2016 1q	2,039	30,486,876	2,658,882	8.7%	85,101	1	1,620	5	83,114	\$24.46
2015 4q	2,040	30,730,298	2,987,405	9.7%	175,170	1	26,964	4	73,577	\$24.26
2015 3q	2,039	30,703,334	3,135,611	10.2%	(52,545)	1	125,000	4	38,541	\$23.70
2015 2q	2,039	30,582,826	2,962,558	9.7%	195,250	1	168,036	4	156,484	\$23.50
2015 1q	2,039	30,416,518	2,991,500	9.8%	(5,330)	0	0	4	322,900	\$23.50

Source: CoStar Property®

## Deliveries, Absorption &amp; Vacancy

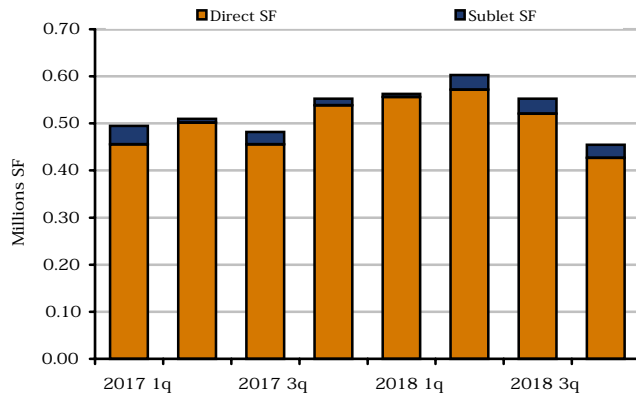
## Historical Analysis, All Classes



Source: CoStar Property®

## Vacant Space

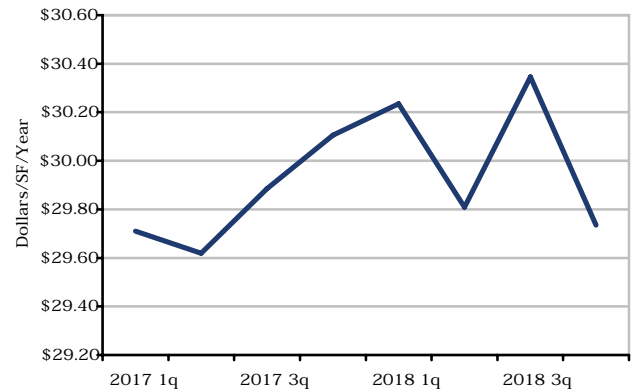
## Historical Analysis, All Classes



Source: CoStar Property®

## Quoted Rental Rates

## Historical Analysis, All Classes



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 4q	225	4,866,047	454,465	9.3%	97,923	0	0	3	264,556	\$29.73
2018 3q	225	4,866,047	552,388	11.4%	50,347	0	0	3	264,556	\$30.35
2018 2q	225	4,866,047	602,735	12.4%	(39,926)	0	0	3	264,556	\$29.81
2018 1q	225	4,866,047	562,809	11.6%	85,970	1	96,115	3	264,556	\$30.23
2017 4q	224	4,769,932	552,664	11.6%	(64,213)	1	6,899	3	303,115	\$30.11
2017 3q	223	4,763,033	481,552	10.1%	28,315	0	0	4	310,014	\$29.89
2017 2q	223	4,763,033	509,867	10.7%	(14,954)	0	0	4	310,014	\$29.62
2017 1q	223	4,763,033	494,913	10.4%	4,789	0	0	2	266,115	\$29.71
2016 4q	224	4,779,806	516,475	10.8%	(4,291)	0	0	2	266,115	\$29.79
2016 3q	224	4,779,806	512,184	10.7%	(13,300)	0	0	0	0	\$29.59
2016 2q	224	4,779,806	498,884	10.4%	38,937	0	0	0	0	\$29.53
2016 1q	224	4,779,806	537,821	11.3%	21,598	0	0	0	0	\$28.76
2015 4q	224	4,779,806	559,419	11.7%	13,630	0	0	0	0	\$29.15
2015 3q	224	4,779,806	573,049	12.0%	(2,238)	0	0	0	0	\$29.02
2015 2q	224	4,779,806	570,811	11.9%	(10,945)	0	0	0	0	\$28.58
2015 1q	224	4,779,806	559,866	11.7%	(107,722)	0	0	0	0	\$28.70

Source: CoStar Property®

# Los Angeles Office Market

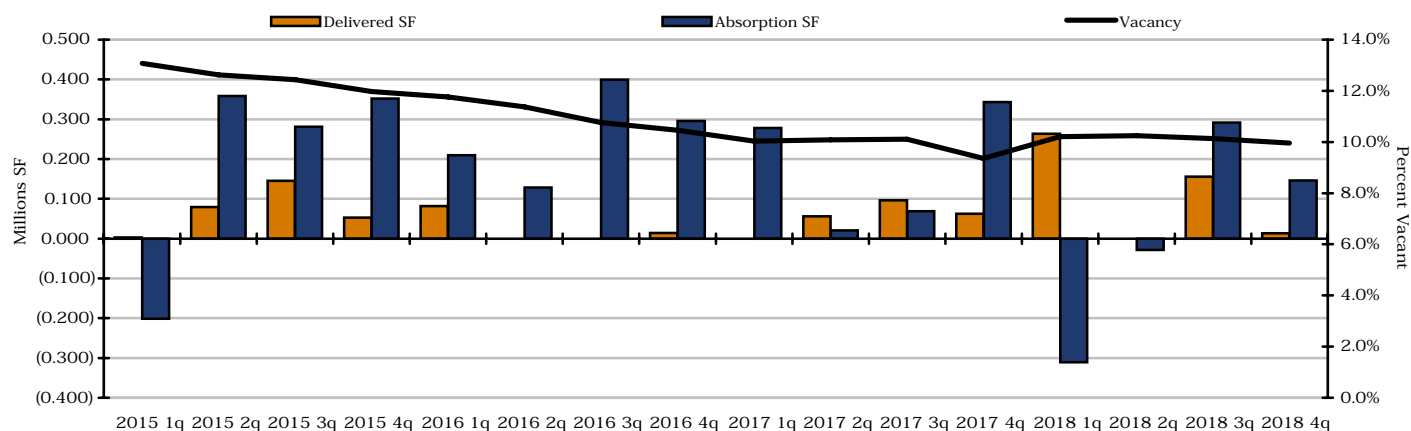


## South Bay Market

Market Highlights – Class “A, B &amp; C”

### Deliveries, Absorption & Vacancy

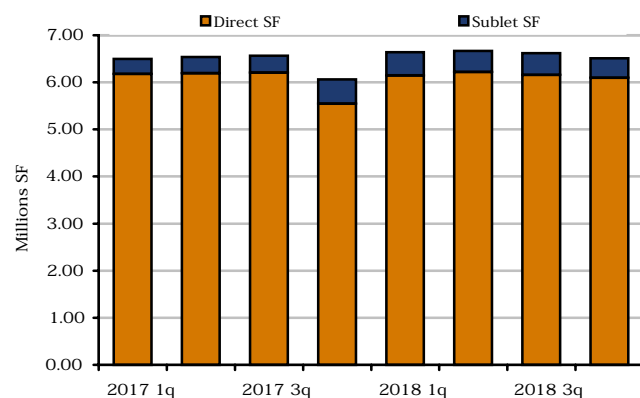
### Historical Analysis, All Classes



Source: CoStar Property®

### Vacant Space

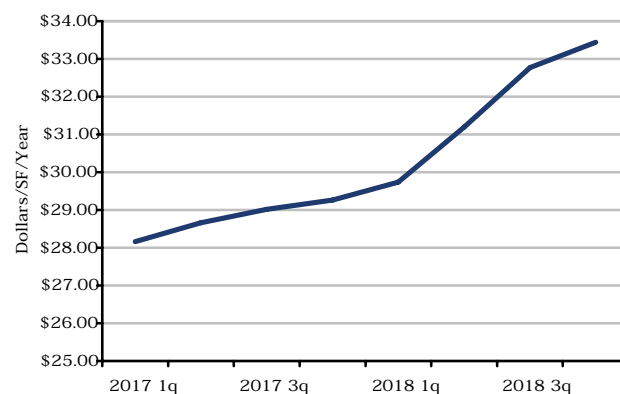
### Historical Analysis, All Classes



Source: CoStar Property®

### Quoted Rental Rates

### Historical Analysis, All Classes



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 4q	2,641	65,329,571	6,510,177	10.0%	145,997	1	13,100	7	813,689	\$33.44
2018 3q	2,639	65,290,173	6,616,776	10.1%	292,007	5	155,568	7	692,188	\$32.77
2018 2q	2,633	65,047,479	6,666,089	10.2%	(28,793)	0	0	13	934,882	\$31.19
2018 1q	2,633	65,047,479	6,637,296	10.2%	(310,379)	3	263,851	12	931,362	\$29.74
2017 4q	2,630	64,783,628	6,063,066	9.4%	343,051	4	62,302	10	1,001,000	\$29.26
2017 3q	2,627	64,939,177	6,561,666	10.1%	69,165	6	96,027	13	1,052,302	\$29.01
2017 2q	2,621	64,843,150	6,534,804	10.1%	20,393	4	56,237	19	1,148,329	\$28.66
2017 1q	2,617	64,786,913	6,498,960	10.0%	277,648	0	0	19	1,058,439	\$28.16
2016 4q	2,617	64,786,913	6,776,608	10.5%	295,480	2	14,520	15	279,233	\$27.03
2016 3q	2,614	64,670,519	6,955,694	10.8%	399,464	0	0	13	259,623	\$27.48
2016 2q	2,614	64,670,519	7,355,158	11.4%	128,727	0	0	10	201,531	\$27.37
2016 1q	2,618	64,804,147	7,617,513	11.8%	209,820	3	81,628	10	201,531	\$27.04
2015 4q	2,615	64,722,519	7,745,705	12.0%	352,292	5	52,649	12	273,227	\$26.76
2015 3q	2,609	64,666,902	8,042,380	12.4%	281,280	12	145,040	15	308,199	\$26.54
2015 2q	2,595	64,482,322	8,139,080	12.6%	358,303	2	79,674	23	317,545	\$25.95
2015 1q	2,593	64,401,724	8,416,785	13.1%	(201,595)	1	3,300	21	363,188	\$25.72

Source: CoStar Property®

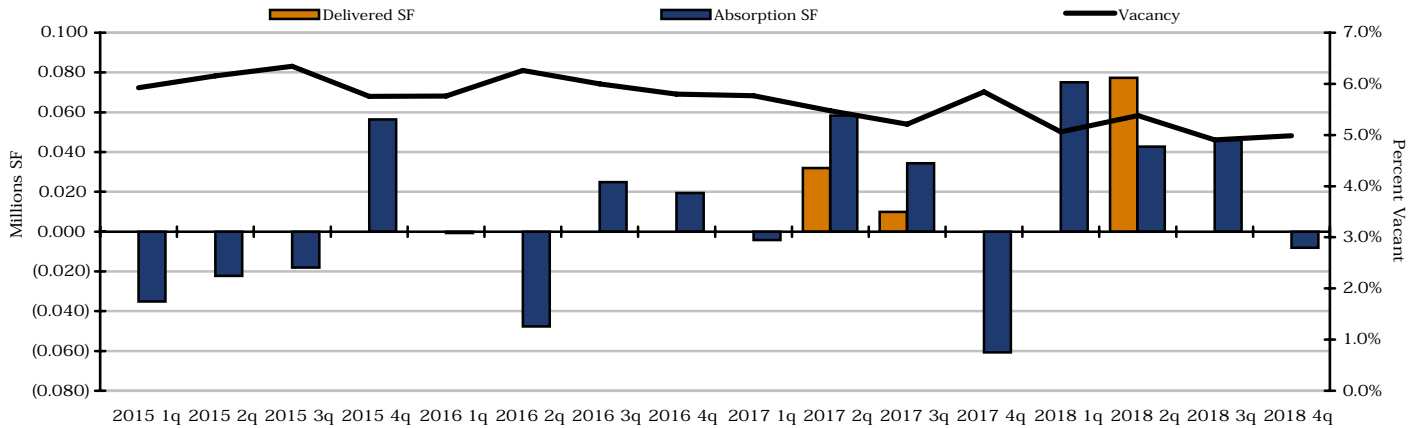
## Los Angeles Office Market

## Southeast Los Angeles Market

Market Highlights – Class “A, B &amp; C”

## Deliveries, Absorption &amp; Vacancy

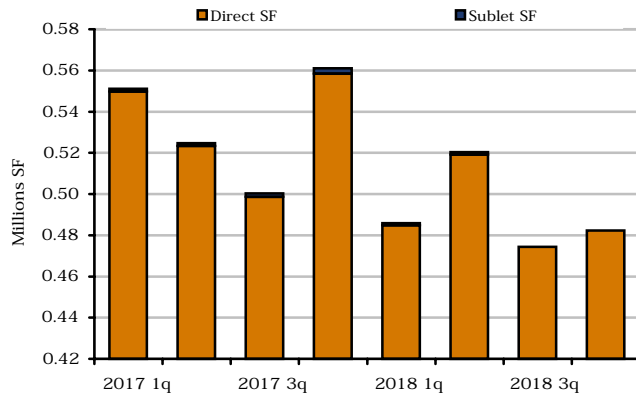
## Historical Analysis, All Classes



Source: CoStar Property®

## Vacant Space

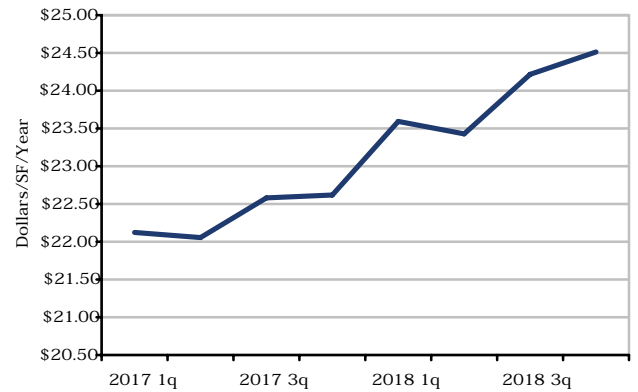
## Historical Analysis, All Classes



Source: CoStar Property®

## Quoted Rental Rates

## Historical Analysis, All Classes



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 4q	733	9,674,226	482,342	5.0%	(8,047)	0	0	0	0	\$24.51
2018 3q	733	9,674,226	474,295	4.9%	46,099	0	0	0	0	\$24.22
2018 2q	733	9,674,226	520,394	5.4%	42,716	1	77,250	0	0	\$23.43
2018 1q	732	9,596,976	485,860	5.1%	75,130	0	0	1	77,250	\$23.59
2017 4q	732	9,596,976	560,990	5.8%	(60,688)	0	0	1	77,250	\$22.62
2017 3q	732	9,596,976	500,302	5.2%	34,421	1	9,950	1	77,250	\$22.58
2017 2q	731	9,587,026	524,773	5.5%	58,313	1	32,000	2	87,200	\$22.05
2017 1q	730	9,555,026	551,086	5.8%	(4,298)	0	0	3	119,200	\$22.12
2016 4q	731	9,562,570	554,332	5.8%	19,442	0	0	3	119,200	\$21.84
2016 3q	731	9,562,570	573,774	6.0%	24,868	0	0	2	109,250	\$21.40
2016 2q	731	9,562,570	598,642	6.3%	(47,699)	0	0	2	109,250	\$21.66
2016 1q	731	9,562,570	550,943	5.8%	(777)	0	0	1	77,250	\$21.83
2015 4q	731	9,562,570	550,166	5.8%	56,477	0	0	0	0	\$22.01
2015 3q	731	9,562,570	606,643	6.3%	(18,100)	0	0	0	0	\$21.48
2015 2q	731	9,562,570	588,543	6.2%	(22,332)	0	0	0	0	\$21.01
2015 1q	731	9,562,570	566,211	5.9%	(35,138)	0	0	0	0	\$20.64

Source: CoStar Property®



# Los Angeles Office Market

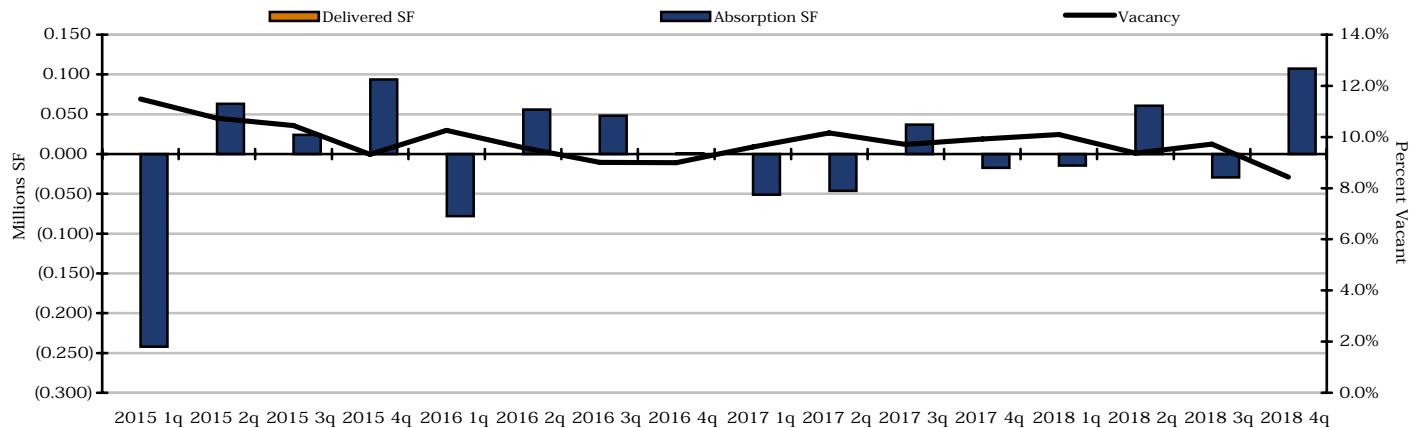


## Ventura North Market

Market Highlights – Class “A, B &amp; C”

### Deliveries, Absorption & Vacancy

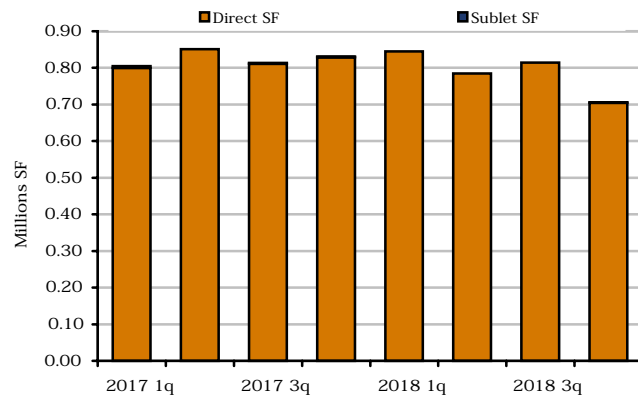
### Historical Analysis, All Classes



Source: CoStar Property®

### Vacant Space

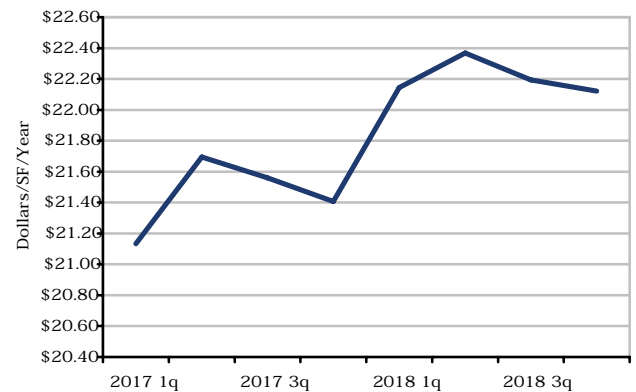
### Historical Analysis, All Classes



Source: CoStar Property®

### Quoted Rental Rates

### Historical Analysis, All Classes



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 4q	827	8,375,600	706,400	8.4%	107,557	0	0	0	0	\$22.12
2018 3q	827	8,375,600	813,957	9.7%	(29,292)	0	0	0	0	\$22.19
2018 2q	827	8,375,600	784,665	9.4%	60,610	0	0	0	0	\$22.37
2018 1q	827	8,375,600	845,275	10.1%	(14,322)	0	0	0	0	\$22.14
2017 4q	827	8,375,600	830,953	9.9%	(17,386)	0	0	0	0	\$21.41
2017 3q	827	8,375,600	813,567	9.7%	37,170	0	0	0	0	\$21.56
2017 2q	827	8,375,600	850,737	10.2%	(46,211)	0	0	0	0	\$21.69
2017 1q	827	8,375,600	804,526	9.6%	(51,069)	0	0	0	0	\$21.13
2016 4q	827	8,375,600	753,457	9.0%	979	0	0	0	0	\$21.04
2016 3q	827	8,375,600	754,436	9.0%	48,419	0	0	0	0	\$20.95
2016 2q	827	8,375,600	802,855	9.6%	56,076	0	0	0	0	\$20.96
2016 1q	827	8,375,600	858,931	10.3%	(77,816)	0	0	0	0	\$21.06
2015 4q	827	8,375,600	781,115	9.3%	93,800	0	0	0	0	\$21.41
2015 3q	827	8,375,600	874,915	10.4%	24,058	0	0	0	0	\$21.03
2015 2q	827	8,375,600	898,973	10.7%	63,286	0	0	0	0	\$21.15
2015 1q	827	8,375,600	962,259	11.5%	(242,071)	0	0	0	0	\$21.24

Source: CoStar Property®



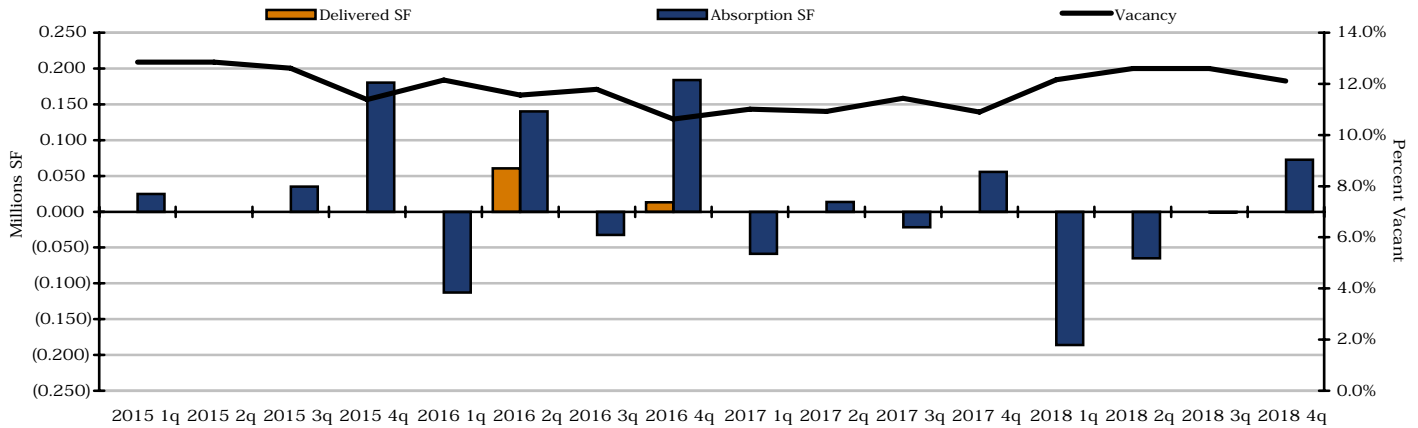
# Los Angeles Office Market

## Ventura South Market

### Market Highlights – Class “A, B & C”

## Deliveries, Absorption & Vacancy

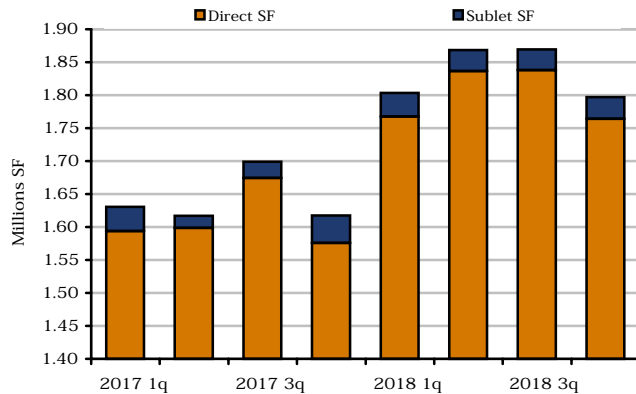
### Historical Analysis, All Classes



Source: CoStar Property®

## Vacant Space

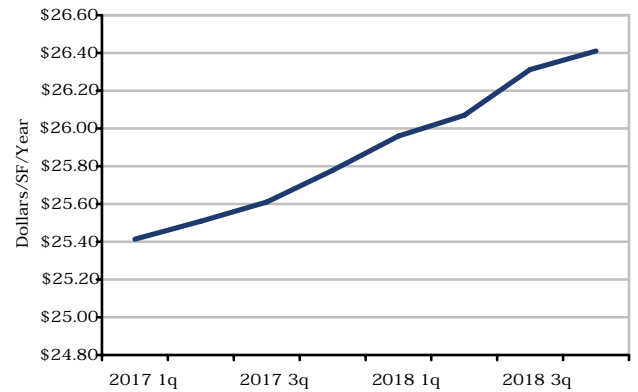
### Historical Analysis, All Classes



Source: CoStar Property®

## Quoted Rental Rates

### Historical Analysis, All Classes



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 4q	800	14,835,830	1,797,049	12.1%	72,604	0	0	1	27,046	\$26.41
2018 3q	800	14,835,830	1,869,653	12.6%	(1,170)	0	0	0	0	\$26.31
2018 2q	800	14,835,830	1,868,483	12.6%	(64,846)	0	0	0	0	\$26.07
2018 1q	800	14,835,830	1,803,637	12.2%	(186,286)	0	0	0	0	\$25.96
2017 4q	800	14,835,830	1,617,351	10.9%	55,626	0	0	0	0	\$25.78
2017 3q	801	14,861,670	1,698,817	11.4%	(21,556)	0	0	0	0	\$25.61
2017 2q	800	14,801,203	1,616,794	10.9%	13,717	0	0	1	60,467	\$25.51
2017 1q	800	14,801,203	1,630,511	11.0%	(58,701)	0	0	1	60,467	\$25.41
2016 4q	800	14,801,203	1,571,810	10.6%	183,656	1	13,265	1	60,467	\$26.13
2016 3q	799	14,787,938	1,742,201	11.8%	(32,500)	0	0	2	73,732	\$25.76
2016 2q	799	14,787,938	1,709,701	11.6%	139,894	1	60,466	1	13,265	\$25.02
2016 1q	798	14,727,472	1,789,129	12.1%	(112,843)	0	0	2	73,731	\$24.34
2015 4q	798	14,727,472	1,676,286	11.4%	180,480	0	0	2	73,731	\$24.37
2015 3q	798	14,727,472	1,856,766	12.6%	35,178	0	0	1	60,466	\$24.14
2015 2q	798	14,727,472	1,891,944	12.8%	(256)	0	0	1	60,466	\$24.07
2015 1q	798	14,727,472	1,891,688	12.8%	24,998	0	0	1	60,466	\$23.59

Source: CoStar Property®

# Los Angeles Office Market

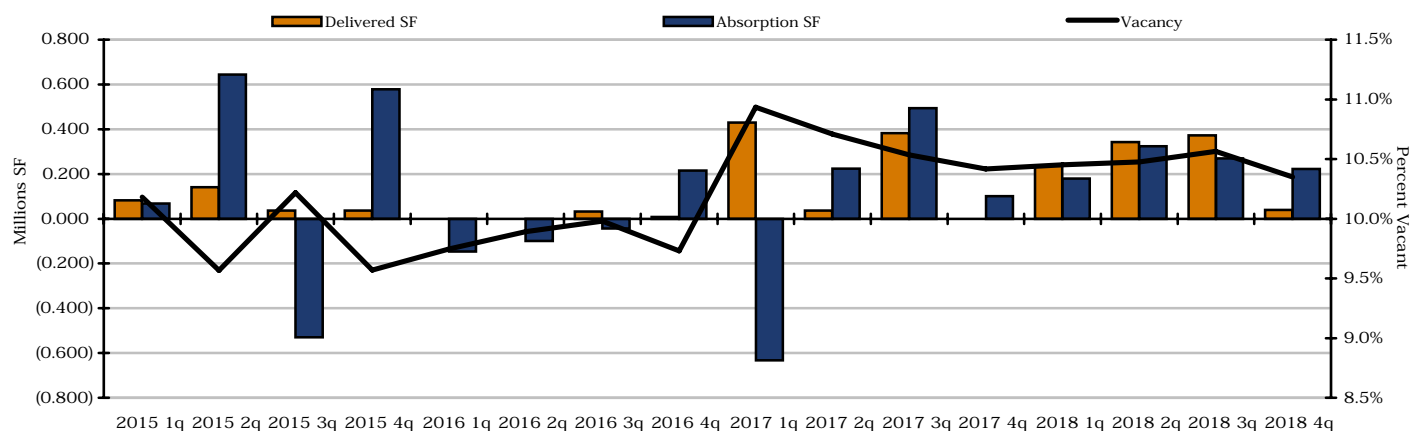


## West Los Angeles Market

### Market Highlights – Class “A, B & C”

## Deliveries, Absorption & Vacancy

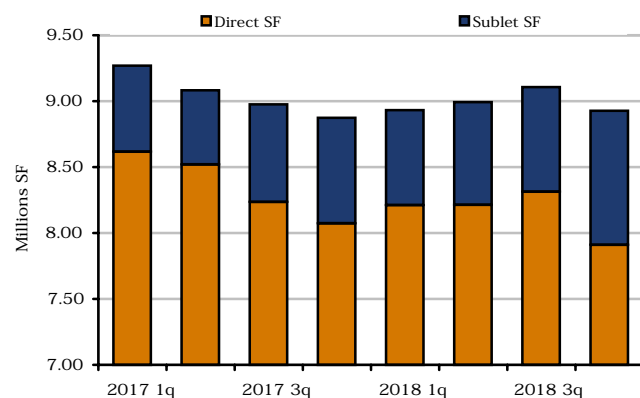
### Historical Analysis, All Classes



Source: CoStar Property®

## Vacant Space

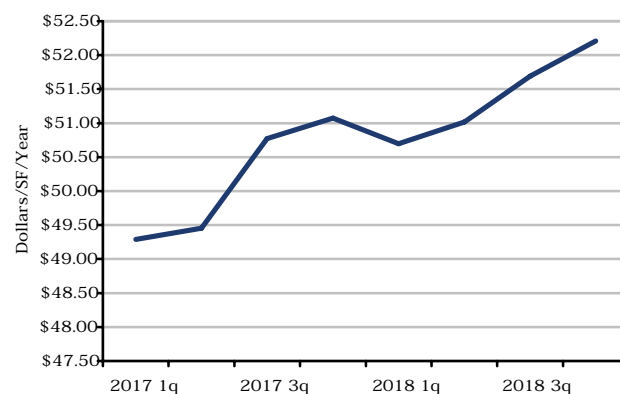
### Historical Analysis, All Classes



Source: CoStar Property®

## Quoted Rental Rates

### Historical Analysis, All Classes



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 4q	2,906	86,252,011	8,926,055	10.3%	221,801	2	39,913	14	1,372,853	\$52.21
2018 3q	2,904	86,212,098	9,107,943	10.6%	269,794	3	372,913	15	1,212,766	\$51.69
2018 2q	2,900	85,826,290	8,991,929	10.5%	323,341	6	342,413	15	1,151,298	\$51.02
2018 1q	2,893	85,442,200	8,931,180	10.5%	179,955	5	236,548	23	1,551,358	\$50.70
2017 4q	2,887	85,198,416	8,874,587	10.4%	100,152	0	0	25	1,495,080	\$51.07
2017 3q	2,887	85,198,416	8,974,739	10.5%	493,594	2	382,952	23	1,392,577	\$50.77
2017 2q	2,885	84,819,700	9,082,381	10.7%	223,212	2	35,950	19	1,398,060	\$49.45
2017 1q	2,882	84,776,514	9,269,643	10.9%	(632,074)	3	429,026	18	1,344,663	\$49.29
2016 4q	2,879	84,347,488	8,208,543	9.7%	214,785	2	7,363	15	1,497,538	\$47.75
2016 3q	2,877	84,340,125	8,415,965	10.0%	(44,264)	2	32,063	15	1,446,141	\$46.71
2016 2q	2,875	84,308,062	8,339,638	9.9%	(98,923)	0	0	15	885,252	\$45.79
2016 1q	2,874	84,281,662	8,214,315	9.7%	(147,107)	0	0	13	797,906	\$45.83
2015 4q	2,875	84,288,898	8,067,208	9.6%	578,086	1	36,392	8	552,693	\$45.11
2015 3q	2,874	84,252,506	8,608,902	10.2%	(530,040)	1	36,438	8	572,248	\$45.07
2015 2q	2,874	84,231,068	8,057,424	9.6%	643,995	4	140,592	8	582,286	\$44.27
2015 1q	2,870	84,090,476	8,560,827	10.2%	67,886	3	82,899	10	668,015	\$42.84

Source: CoStar Property®