

## MARKET TRENDS

# LOS ANGELES

## RETAIL

↓ VACANCY      ↓ UNEMPLOYMENT

↑ RENTAL RATES      ↑ CONSTRUCTION DELIVERIES

Year-Over-Year Change

### TOP SALE TRANSACTIONS 4Q 2022

Property	Submarket	SF	Sale Price	\$/SF	Buyer	Seller
Portfolio Sale	Southeast Los Angeles	401,630	\$135,824,000	\$338	EDENS	Combined Properties
Promenade on the Peninsula	Beach Cities/Palos Verdes	371,125	\$64,000,000	\$172	CYP, LLC	Promenade, LLC
Glendora East Shopping Center	Eastern SGV	44,493	\$18,000,000	\$405	Morgan Financial Group, LLC	Vurtec Route 66 Llg
International Plaza Shopping Center	Koreatown	45,147	\$17,750,000	\$393	Yaacov Brenenson	2024 Wesix, LLC
3032 Wilshire Blvd	Santa Monica	12,083	\$16,500,000	\$1,366	GD Realty Group	Strategic Realty Trust

### TOP LEASE TRANSACTIONS 4Q 2022

Property	Submarket	SF	Transaction Date	Tenant
22601 Pacific Coast Hwy	Malibu	9,500	December 2022	Hank's Organic
1081 N Hacienda Blvd	Eastern SGV	9,000	December 2022	Suprema Wholesale Outlet
Belgrave Shopping Center	Mid-Cities	7,000	December 2022	DoorDash

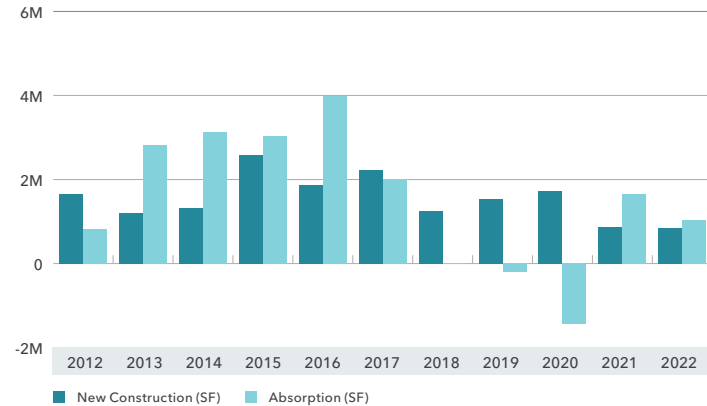
### TOP UNDER CONSTRUCTION

Property	Submarket	SF	Delivery
Hollywood Park	Inglewood/South LA	269,910	1Q 2023
635 W Washington Blvd	Downtown Los Angeles	227,169	3Q 2023
3332 S Figueroa St	Koreatown	169,442	3Q 2023
Woodland Hills Porsche	Woodland Hills/Warner Ctr	133,117	1Q 2023
Cross Creek Ranch	Pacific Palisades/Malibu	68,760	2Q 2023

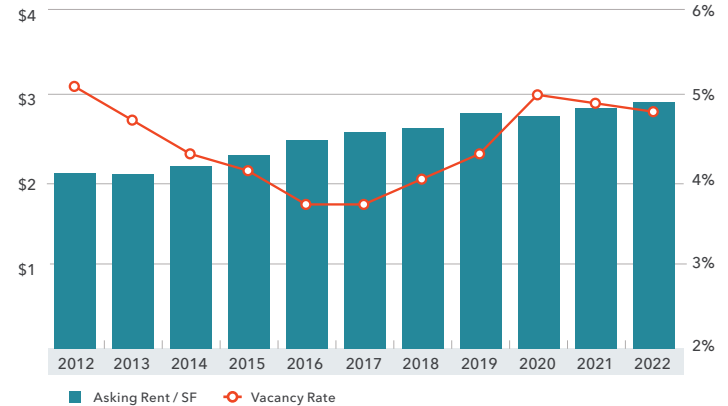
### MARKET BREAKDOWN

	4Q22	3Q22	4Q21	Annual % Change
New Construction	89,344	265,425	262,076	-65.91%
Under Construction	1,333,190	1,410,971	1,864,426	-28.49%
Vacancy Rate	4.8%	4.8%	4.9%	-2.04%
Average Asking Rents	\$2.91	\$2.92	\$2.83	3.01%
Average Sales Price / SF	\$406.09	\$345.26	\$368.42	10.22%
Cap Rates	4.7%	4.3%	4.9%	-4.08%
Net Absorption	(119,118)	944,464	338,180	N/A

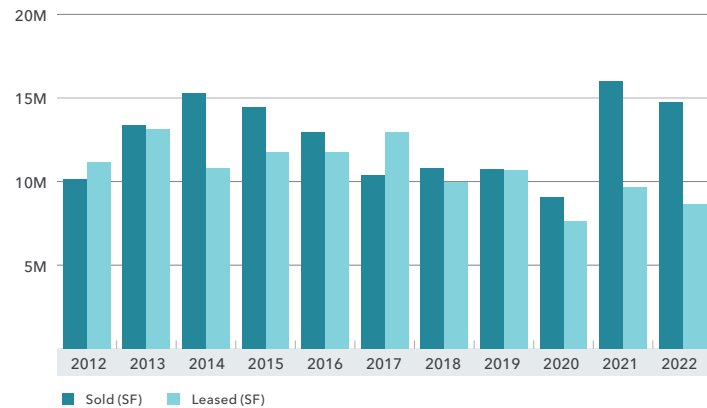
## NEW CONSTRUCTION & ABSORPTION



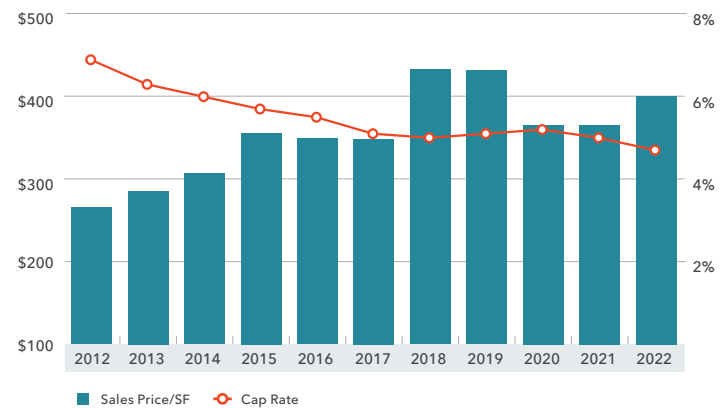
## AVERAGE ASKING RENT/SF & VACANCY RATE



## SALE VOLUME & LEASE VOLUME



## AVERAGE SALES PRICE/SF & CAP RATES



Data Source: CoStar



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The information in this report was composed by the Kidder Mathews Research Group.

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### COMMERCIAL BROKERAGE

**\$10.9B**  
TRANSACTION  
VOLUME ANNUALLY

**49.7M**  
ANNUAL  
SALES SF

**43.7M**  
ANNUAL  
LEASING SF

### ASSET SERVICES

**52M**  
MANAGEMENT  
PORTFOLIO SF

**875+**  
ASSETS UNDER  
MANAGEMENT

**270+**  
ASSET SERVICES  
CLIENTS

### VALUATION ADVISORY

**2,600+**  
ASSIGNMENTS  
ANNUALLY

**48**  
TOTAL  
APPRAISERS

**25**  
WITH MAI  
DESIGNATIONS

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