

Retail Market Outlook

Los Angeles County Q3 2024

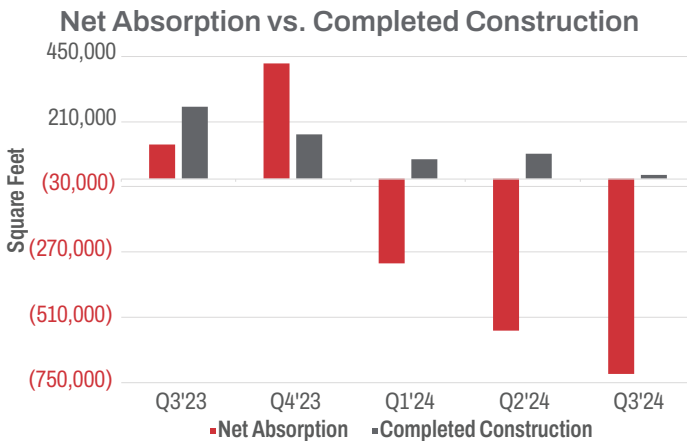
MARKET STATISTICS*

Submarket	Existing Total RBA (SF)	Under Construction (SF)	Total Available (%)	Total Vacancy (%)	Leasing Volume (SF)	YTD Leasing Volume (SF)	Sales Volume (SF)	YTD Sales Volume (SF)	Average Asking Rent (\$/SF NNN)	Average Sale Price (\$/SF)
Central	17,073,226	20,017	8.4%	8.3%	29,667	198,086	0	48,813	\$2.73	\$375
Mid-Wilshire	7,894,012	0	5.1%	5.0%	16,764	111,314	0	48,813	\$3.29	\$271
LA North	73,936,610	47,918	5.3%	5.1%	257,323	1,012,236	154,108	488,313	\$2.68	\$491
San Gabriel Valley	70,027,551	239,035	4.9%	4.8%	254,494	971,628	1,102,284	1,414,044	\$2.16	\$365
South Bay	64,125,952	729,318	6.4%	6.3%	201,397	652,145	235,447	1,361,085	\$2.72	\$472
Tri-Cities	29,883,195	0	4.9%	5.7%	86,721	374,905	117,033	266,372	\$3.14	\$626
LA West	53,902,544	147,953	9.6%	7.8%	300,768	979,311	1,752,737	4,277,887	\$4.75	\$569
Los Angeles County	316,843,090	1,184,241	6.3%	6.0%	1,147,134	4,299,625	3,361,609	7,905,327	\$3.12	\$572

*RBA includes retail buildings of all sizes. Rents reflect buildings of 5,000 square feet or greater.

LEASING TRENDS

Throughout 2024, the retail market experienced an overwhelming downward momentum in net absorption, registering negative net absorption of 1,039,819 square feet over the last five quarters as it absorbed completed construction. During the same period, the retail market added 609,385 square feet.

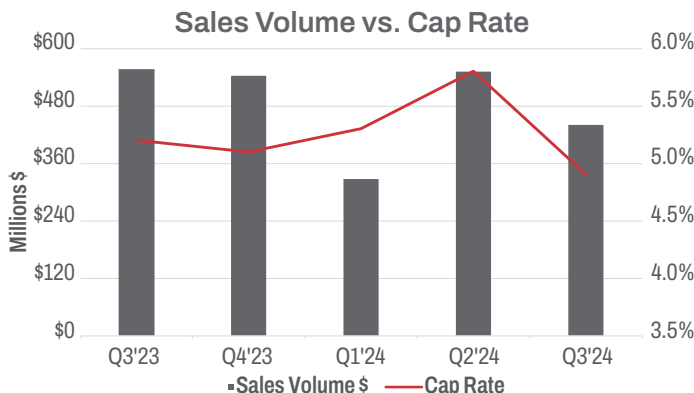


Select Lease Transactions

Address	City	Submarket	Square Feet
5646-5704 Whittier Blvd - Retail Storefront	Commerce	Central LA	38,415
44410-44600 Valley Central Way - Power Center	Lancaster	LA North	35,182
39409-39523 10th St W - Neighborhood Center	Palmdale	LA North	27,000
1025-1071 N Grand Ave - Community Center	Covina	San Gabriel Valley	23,600
5820 Crenshaw Blvd - Community Center	Los Angeles	LA North	20,160

SALES TRENDS

Over the past five quarters, sales volume has fluctuated under the influence of adjusting interest rates. As of Q3 2024, year-to-date sales volume was approximately 24.7% lower compared to the same period in 2023, totaling around \$1.3 billion. However, in Q3 2024, the average cap rate on sales decreased by 90 basis points quarter-over-quarter and 30 basis points year-over-year, settling at 4.9%.



Select Sales Transactions

Address	City	Submarket	Square Feet
1345 N Montebello Blvd - Retail Community Center	City Of Industry	San Gabriel Valley	921,671
1100 Pacific Coast Hwy - Park Pacific Shopping Center	Hermosa Beach	South Bay	49,911
1530 W West Covina Pky - 24 Hour Fitness	West Covina	San Gabriel Valley	37,500
Harbor Village Shopping Center	San Pedro	South Bay	32,686
24200 Lyons Ave - Neighborhood Center	Santa Clarita	LA North	30,310