



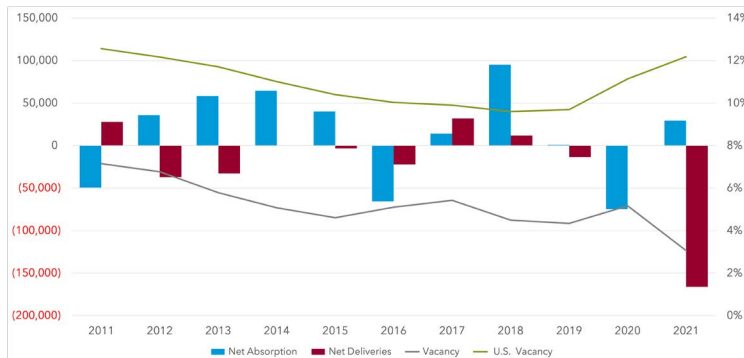
### OFFICE MARKET OVERVIEW

CHRISTOPHER LARIMORE, *Founding Principal*

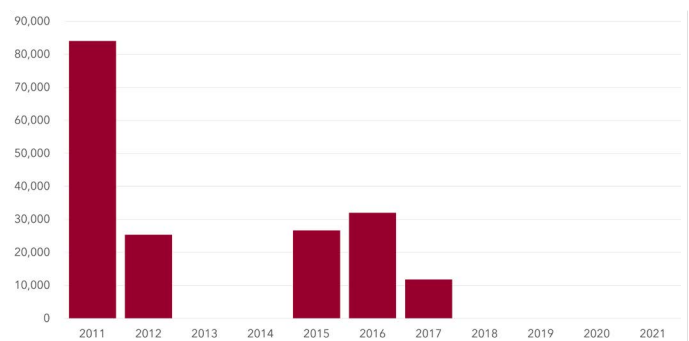
The office market in the Los Angeles Mid-Cities ended the year with positive numbers overall. Vacancy decreased to 3.1% which is drastically lower than the 12.18% national vacancy average. Over 31,000 SF was absorbed totalling 21 closed lease deals at a 7% higher rental of \$2.18 PSF. Although total sales transactions were half of the previous quarter at \$29,700,000, the price per SF increased to \$300. Leasing opportunity is tight in this market with so little vacancy available. The main buyers are owner-users searching for properties 3,000 SF - 8,000 SF of which there is little inventory creating the increase in sales pricing.

| MARKET INDICATORS          | Q4 2021   | Q3 2021   | Q2 2021   | Q1 2021   | Q4 2020   |
|----------------------------|-----------|-----------|-----------|-----------|-----------|
| ▼ 12 Mo. Net Absorption SF | 31,701    | 75,062    | 127,670   | (205,021) | (59,338)  |
| ▼ Vacancy Rate             | 3.1%      | 3.4%      | 4.3%      | 7.4%      | 5.2%      |
| ▲ Avg FSG Asking Rate PSF  | \$26.15   | \$24.50   | \$24.10   | \$23.65   | \$23.60   |
| ◀ ▶ SF Under Construction  | -         | -         | -         | -         | -         |
| ◀ ▶ Inventory SF           | 8,869,493 | 8,869,493 | 8,869,493 | 9,035,493 | 9,035,493 |

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



| TOP SALE TRANSACTIONS BY SF                      | SIZE      | SALE PRICE                   | BUYER / SELLER   | BUILDING CLASS |
|--|-----------|------------------------------|--|----------------|
| 6119 E. Washington Boulevard<br>Commerce, CA     | 56,046 SF | \$15,000,000<br>\$267.64 PSF | Dunn-Edwards Corporation<br>Jentz Family Trust 9/26/16 | Class B        |
| 5942 Rugby Avenue<br>Huntington Park, CA         | 7,400 SF  | \$6,000,000<br>\$810.81 PSF  | Doug Schiepe<br>Krishna J & Anna JMohan Rev Tr         | Class B        |
| 3611 Martin Luther King Boulevard<br>Lynwood, CA | 6,877 SF  | \$1,700,000<br>\$247.20 PSF  | Barour & Sandra Deirmenjian<br>Sonny Oparah            | Class C        |

| TOP LEASE TRANSACTIONS BY SF                    | SIZE     | LANDLORD                                 | TENANT      | TENANT INDUSTRY |
|---|----------|--|-------------|-----------------|
| 10400 Norwalk Boulevard<br>Santa Fe Springs, CA | 5,510 SF | Uninational Corporation                  | Undisclosed | Undisclosed     |
| 12215 Telegraph Road<br>Santa Fe Springs, CA    | 5,326 SF | Kristoff Commercial<br>Real Estate, Inc. | Undisclosed | Undisclosed     |
| 12052 Imperial Highway<br>Norwalk, CA           | 3,690 SF | Dr. Parhan Sage                          | Speech T    | Medical         |

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