



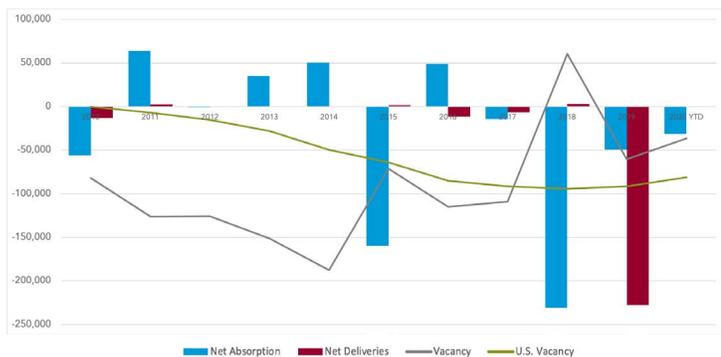
### RETAIL MARKET OVERVIEW

PAUL BREHME, *Principal*

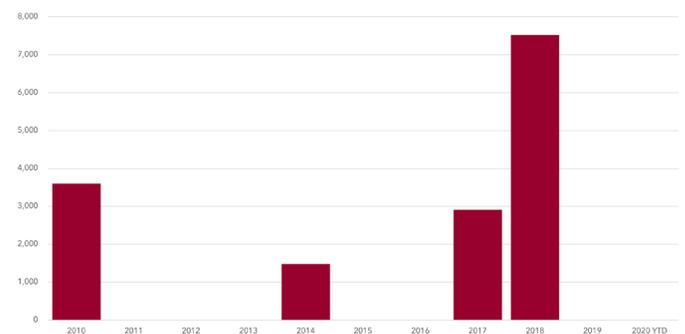
The “stay at home” order has made life especially difficult for retailers across the board, but more so for restaurants, bars, clubs, and any business with a social component. Overall activity has dropped as retailers have stuck their heads in the sand hoping this will all be over soon. Focus has been less on transactions and more on preservation. Many landlords are working with tenants by offering rent abatements while Los Angeles County has imposed an eviction moratorium whereby tenants are allowed to defer up to four or five months rent and have six to twelve months to pay it back. The big question is how many retailers will still be in business when this is over and how much will it affect sales and leasing demand moving forward.

MARKET INDICATORS	Q2 2020	Q1 2020	Q4 2019	Q3 2019	Q2 2019
▲ Net Absorption	(103,696) SF	(125,717) SF	(49,302) SF	(185,024) SF	(269,106) SF
▲ Vacancy Rate	6.0%	5.9%	5.4%	4.1%	4.2%
▼ Avg NNN Asking Rate	\$39.49 PSF	\$40.26 PSF	\$40.41 PSF	\$40.22 PSF	\$40.05 PSF
◀▶ Under Construction	-	-	-	-	-
◀▶ Inventory	4,592,405 SF	4,592,405 SF	4,592,405 SF	4,612,744 SF	4,612,744 SF

#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
8818-8822 West Pico Boulevard Los Angeles, CA	2,000 SF	\$2,000,000 \$1,000.00 PSF	Elisabeth Hecht Trust Pegasus Investments	-
2912 South Sepulveda Boulevard Los Angeles, CA	1,640 SF	\$2,175,000 \$1,326.22 PSF	Kamran Gharibian Siu Ching Fu Trust	-
-	-	-	-	-

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2363 South Robertson Boulevard Los Angeles, CA	1,400 SF	Sean Golshani	Undisclosed	Undisclosed
3644-3658 Overland Avenue Los Angeles, CA	795 SF	Anejo Development	Undisclosed	Undisclosed
3644-3658 Overland Avenue Los Angeles, CA	778 SF	Anejo Development	Undisclosed	Undisclosed