



City of Beverly Hills Economic Indicators

Commercial & Retail Real Estate - 2nd Quarter 2015

| Beverly Hills Commercial Office Market | Vacancy | 2nd Qtr Qtd Rate | Last Quarter Quoted Rate | Percent Change |
|--|-------------|------------------|-----------------------------|----------------|
| Class - A | 7.4% | \$60.64 | \$58.22 | 3.99% |
| Class - B | 6.4% | \$52.66 | \$52.63 | 0.06% |
| Class - C | 5.3% | \$45.35 | \$40.33 | 11.07% |
| Total | 6.8% | \$57.86 | \$55.61 | 3.89% |

| West Los Angeles Commercial Office Market | Vacancy | 2nd Qtr Qtd Rate | Quoted Rate | Percent Change |
|---|-------------|------------------|----------------|----------------|
| Class - A | 10.0% | \$35.09 | \$32.68 | 6.87% |
| Class - B | 13.3% | \$30.93 | \$29.64 | 4.17% |
| Class - C | 6.3% | \$31.03 | \$30.70 | 1.06% |
| Total | 9.5% | \$32.81 | \$31.23 | 4.82% |

| Beverly Hills Retail Market | Vacancy | 2nd Qtr Qtd Rate | Quoted Rate | Percent Change |
|--|-------------|------------------|----------------|----------------|
| General Retail Submarket Statistics | 2.0% | \$75.48 | \$71.20 | 5.67% |
| Total Retail Submarket Statistics | 2.4% | \$75.00 | \$70.86 | 5.52% |

| West Los Angeles Retail Market | Vacancy | 2nd Qtr Qtd Rate | Quoted Rate | Percent Change |
|---------------------------------------|-------------|------------------|----------------|----------------|
| General Retail Market Statistics | 2.9% | \$47.91 | \$47.98 | -0.15% |
| Total Retail Market Statistics | 3.3% | \$46.87 | \$46.10 | 1.64% |

Source: CoStar

| Hotel Trends | Through 1st Qtr | Through 2nd Qtr | Through 3rd Qtr | Through 4th Qtr |
|---------------------------------------|-----------------|-----------------|-----------------|-----------------|
| BH Hotels' Average Daily Rates - 2015 | \$490.65 | \$441.23 | | |
| BH Hotels' Average Daily Rates - 2014 | \$462.56 | \$451.62 | | |
| BH Hotels Occupancy % - 2015 | 79.9% | 77.7% | | |
| BH Hotels Occupancy % - 2014 | 79.5% | 75.4% | | |

Source: PKF Consulting

| Annual Sales Tax - Revenue | 2012 | 2013 | 2014 | 2015 |
|------------------------------------|---------------------|---------------------|---------------------|---------------------|
| First Quarter: January - March | \$5,208,326 | \$5,800,635 | \$6,764,801 | \$7,031,487 |
| Second Quarter: April - June | \$5,707,550 | \$6,062,779 | \$6,669,849 | \$6,557,774* |
| Third Quarter: July - September | \$5,555,625 | \$5,962,449 | \$6,814,122 | |
| Fourth Quarter: October - December | \$6,638,964 | \$7,116,081 | \$7,782,689 | |
| TOTAL | \$23,110,465 | \$24,941,944 | \$28,031,461 | \$13,589,261 |

Sales Tax - Benchmark Fiscal Year 2015 Q2 to Benchmark Fiscal Year 2014 Q2 Sales Tax Generated by Industry

| % of City Revenue | Q2 2015 | Q2 2014 | % of Change | |
|---------------------------|---------|---------|-------------|--|
| General Consumer Goods | 59.8% | 54.9% | 4.82% | Apparel Stores, Department Stores, General Merchandise |
| Autos & Transportation | 22.4% | 20.0% | 2.33% | Auto Repair Shops, Auto Leases, Auto Sales-New, Transportation & Rentals |
| Restaurants and Hotels | 19.1% | 18.0% | 1.05% | Restaurants, Hotels, Amusement Places |
| Business and Industry* | -4.9%* | 3.6% | -8.52%* | Office Equipment Electrical Equipment, Business Services |
| Food and Drugs | 1.7% | 1.8% | -0.05% | Drug & Grocery Stores |
| Fuel and Service Stations | 1.6% | 1.4% | 0.17% | Fuel Dealers, Service Stations |
| Building and Construction | 0.3% | 0.2% | 0.14% | Building Material Hardware Stores, Contractors |

Source: HdL

| Home Sales | Zip Code | Number of Sales | Price Median SFR (\$1,000) | Price % Chg from June 2014 |
|---------------------------------|----------|-----------------|----------------------------|----------------------------|
| Single Family Homes - June 2015 | | | | |
| Beverly Hills | 90210 | 33 | \$5,903 | 33.00% |
| Beverly Hills | 90211 | 5 | \$2,000 | 30.50% |
| Beverly Hills | 90212 | 3 | \$2,300 | -11.9% |

Source: DataQuick

*The City anticipates receiving a \$556,000 adjustment during the next quarter due to an accounting error in the Business & Industry category. This will be reflected in the Q3 Economic Indicators report.