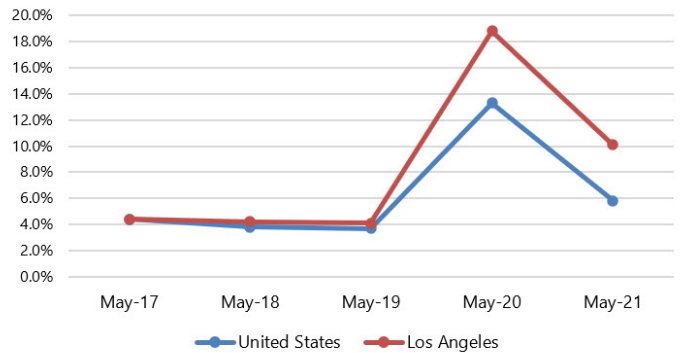


Los Angeles Office Sales Volume & Buying Trends – June 2021

COVID-19 surfaced in the United States in Mid-March 2020. Federal, state, and local governments responded by issuing strict stay-at-home orders and closing nonessential business. Trends in investment sales, vacancy rates, rent collection rates, and unemployment underscore the crippling effects of COVID-19 on American consumers and businesses alike. The California Daily New Case table below highlights the progression of daily case counts. As of Q2 2021, societal conditions surrounding the COVID-19 Pandemic have undoubtedly improved. Vaccines are now available to all individuals aged 12 or older in California, and hospitalizations and number of new cases continue to decrease. On June 15, 2021, Governor Newsom terminated restrictions such as physical distancing, capacity limits on business, and the county tier system. Whereas social conditions continue to improve, markets are still being affected by COVID-19. As restrictions continue to be lifted, investors will be looking for sustainable trends in transaction volume and pricing that have yet to occur.

With COVID on the forefront, fundamentals in many major markets have been greatly altered. This publication analyzes sales trends in terms of number of transactions and dollar volume for office properties in the Greater Los Angeles market, encompassing Ventura, Los Angeles, San Bernardino, Orange, and Riverside counties.

Unemployment Rate - Five Year Trend



California

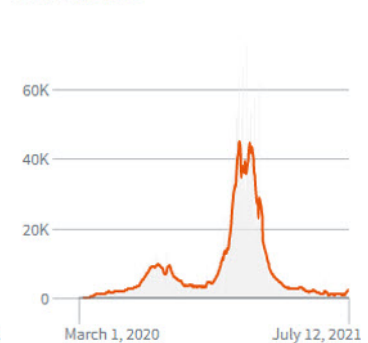
Vaccine doses given

7-day avg: **72,843**
62.7% at least one dose



New cases

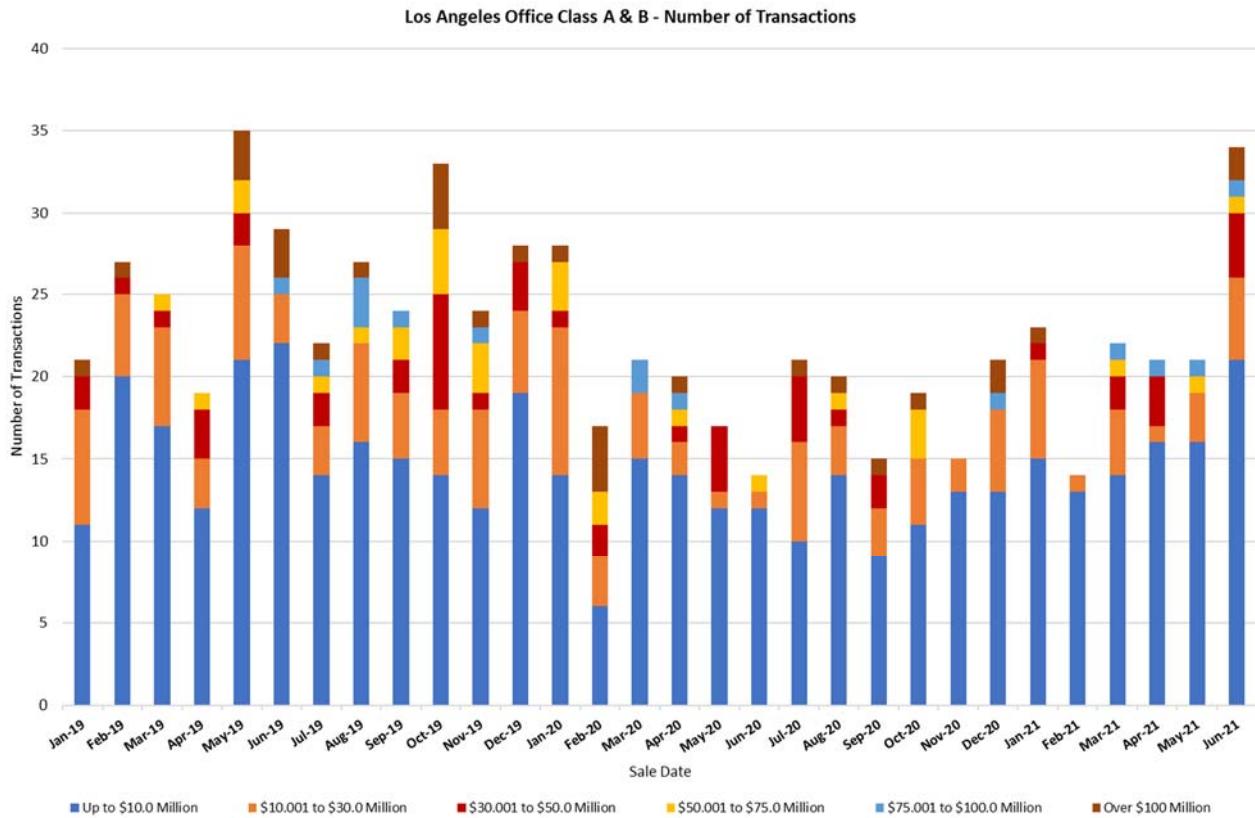
7-day avg: **2,292**



Source: Reuters

Number of Sales Transactions

- Parameters: Class A & B office investment sales in Los Angeles, segmented by price tranche.
- January 2019 - March 2020- number of monthly transactions ranged from 17 to 35, averaging 25 per month.
- April 2020 – March 2021- number of monthly transactions ranged from 14 to 34, averaging 20 per month.
- June 2021- 34 total transactions, representing a 61.9% increase from May 2021 and the second highest level in the analysis period
- Over analysis period – 63.7% of transactions in the Up to \$10 million tranche.
- Over analysis period – 18.0% of transactions in the \$10 to \$30 million tranche.
- Over the analysis period- 88.9% of total transactions in the three tranches under \$50 million.
- Over analysis period – 4.6% of transactions in the over \$100 million tranche.

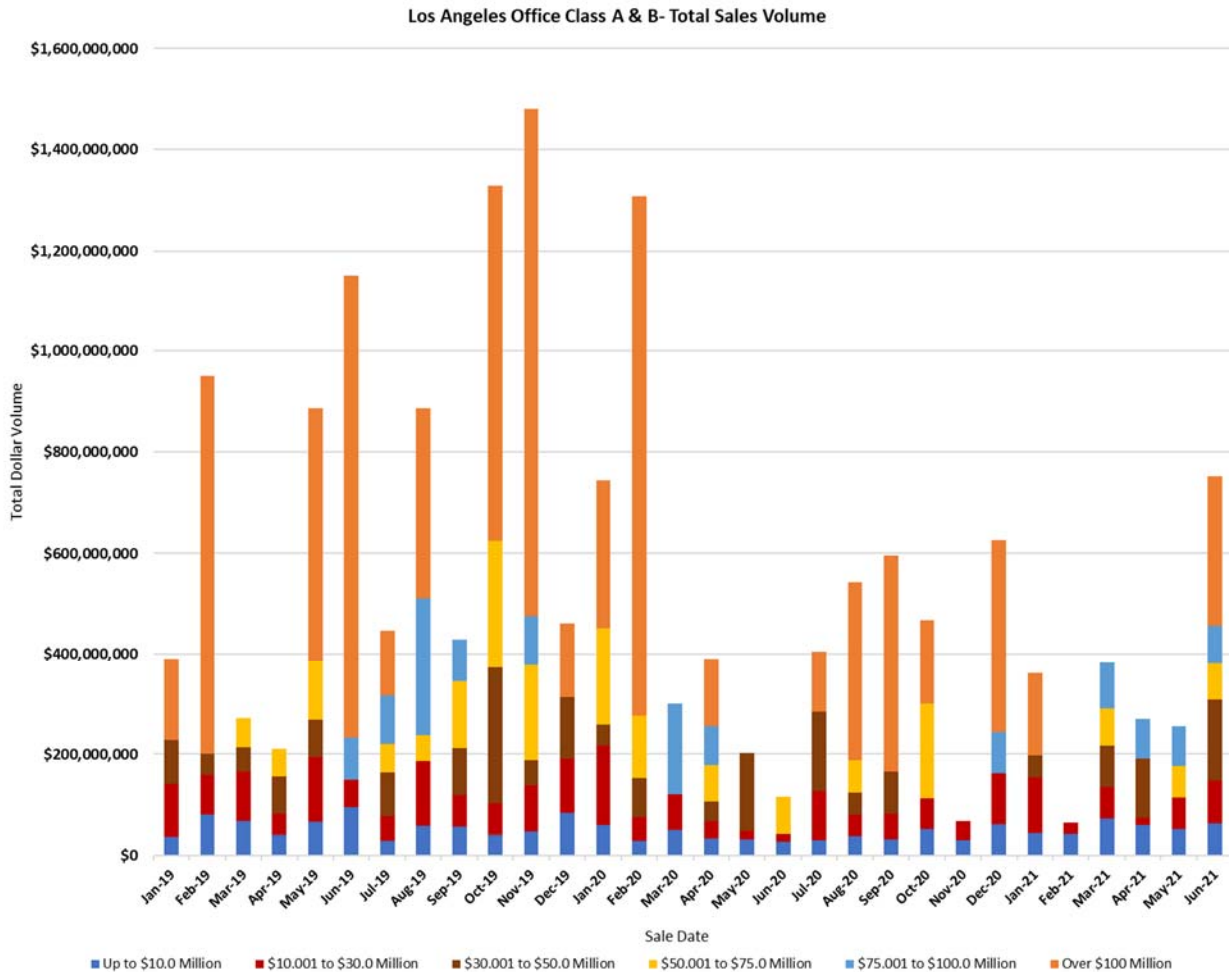


Dollar Volume of Sales Transactions

In 2019, the average monthly sales volume was approximately \$741 million. Comparatively, the average monthly sales volume in 2020 was roughly \$480 million, reflecting a decrease of approximately 35.2%. Thus far in 2021, average monthly sales volume is roughly \$347 million, which represents 27.6% year-over-year decrease. We tracked the dollar volume of monthly sales by tranche as seen below.

Total Dollar Volume - Los Angeles Office Class A & B			
YEAR	2019	2020	2021 (Jan-Jun)
Min	\$210,574,428	\$66,822,000	\$65,010,000
Max	\$1,479,816,000	\$1,309,144,000	\$750,711,500
Average	\$741,172,442	\$480,256,686	\$347,667,425
% Difference	-	-35.2%	-27.6%

- Average sales volume from January 2019 to March 2020 was \$749,857,696.
- Average sales volume from April 2020 to June 2021 was \$366,352,577.
- June 2021 sales volume is the highest level during the Covid-19 Pandemic
- After four months of no activity in the Over \$100 million Trophy Asset class, June 2021 saw two trophy sales totaling \$294 million



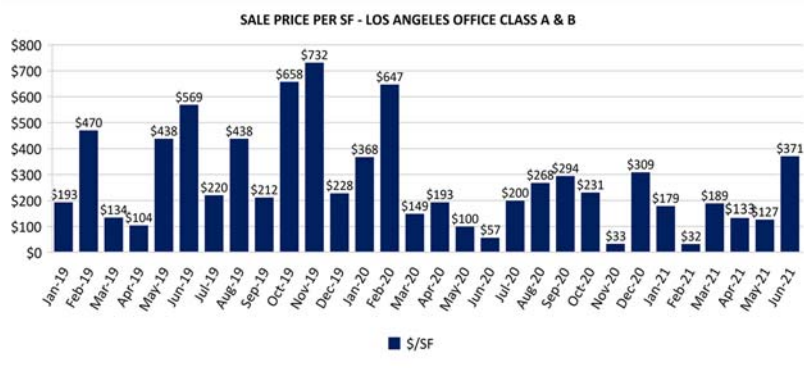
SALES (2019-2021): Volume

The number of monthly, Class A & B Office transactions in the Los Angeles market has been uniform since the start of the Covid-19 Pandemic, with no month registering more than 23 transactions until June 2021, which saw 34 transactions. From January 2019 to March 2020, the market saw 8 months with over 25 transactions. Since then, the market has softened with no clear growth trend. June 2021 transaction volume represents an optimistic sign that might mark the start of a growth trend.



Dollar Volume of Sales

Dollar volume of sales has been noticeably lower after February 2020 compared to the prior period. Dollar volume is highly skewed by the sale of trophy assets in the office market. June 2021 recorded the highest dollar volume level of the Covid-19 Pandemic with approximately \$750 million in sales, however this is still half of the highest period in the analysis period (November 2019)



Sale Price Per Square Foot

Over the period, sale price per square foot has ranged from \$32 per square foot to \$732 per square foot, averaging \$276 per square foot. From January 2019 to March 2020, Class A & B Office properties sold at an average price of \$371 per square foot. From April 2020 to June 2021, these properties sold at an average of \$181 per square foot. In this sales metric, June 2021 once again represents the highest level since the start of the Covid-19 Pandemic.

SOURCE: eMarketer, CoStar, STDB, US Bureau of Labor Statistics, and Marshall & Stevens



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