



City of Beverly Hills Economic Indicators

Commercial & Retail Real Estate - 3rd Quarter 2015

	Vacancy	3rd Qtr Qtd Rate	Last Quarter Quoted Rate	Percent Change
Beverly Hills Commercial Office Market				
Class - A	8.1%	\$63.13	\$60.64	3.94%
Class - B	5.2%	\$54.86	\$52.66	4.01%
Class - C	5.4%	\$44.50	\$45.35	-1.91%
Total	6.9%	\$59.67	\$57.86	3.03%

	Vacancy	3rd Qtr Qtd Rate	Quoted Rate	Percent Change
West Los Angeles Commercial Office Market				
Class - A	13.3%	\$35.34	\$35.09	0.71%
Class - B	12.2%	\$35.37	\$30.93	12.55%
Class - C	4.6%	\$31.12	\$31.03	0.29%
Total	9.5%	\$34.60	\$32.81	5.17%

	Vacancy	3rd Qtr Qtd Rate	Quoted Rate	Percent Change
Beverly Hills Retail Market				
General Retail Submarket Statistics	2.4%	\$73.79	\$75.48	-2.29%
Total Retail Submarket Statistics	2.6%	\$73.47	\$75.00	-2.08%

	Vacancy	3rd Qtr Qtd Rate	Quoted Rate	Percent Change
West Los Angeles Retail Market				
General Retail Market Statistics	3.1%	\$49.92	\$47.91	4.03%
Total Retail Market Statistics	3.4%	\$50.09	\$46.87	6.43%

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	\$472.35	
BH Hotels' Average Daily Rates - 2014	\$462.56	\$451.62	\$451.31	
BH Hotels Occupancy % - 2015	79.9%	77.7%	81.3%	
BH Hotels Occupancy % - 2014	79.5%	75.4%	81.9%	

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	\$7,059,034
Fourth Quarter: October - December	\$6,638,964	\$7,116,081	\$7,782,689	
TOTAL	\$23,110,465	\$24,941,944	\$28,031,461	\$20,648,295

Sales Tax - Benchmark Fiscal Year 2015 Q3 to Benchmark Fiscal Year 2014 Q3 Sales Tax Generated by Industry

% of City Revenue	Q3 2015	Q3 2014	% of Change	
General Consumer Goods	55.8%	56.2%	-0.33%	Apparel Stores, Department Stores, General Merchandise
Autos & Transportation	21.4%	22.3%	-0.89%	Auto Repair Shops, Auto Leases, Auto Sales-New, Transportation & Rentals
Restaurants and Hotels	17.0%	16.2%	0.82%	Restaurants, Hotels, Amusement Places
Business and Industry	2.4%	1.4%	0.99%	Office Equipment Electrical Equipment, Business Services
Food and Drugs	1.7%	1.7%	0.02%	Drug & Grocery Stores
Fuel and Service Stations	1.3%	1.4%	-0.14%	Fuel Dealers, Service Stations
Building and Construction	0.4%	0.9%	-0.46%	Building Material Hardware Stores, Contractors

Source: HdL

Home Sales	Zip Code	Number of Sales	Price Median SFR (\$1,000)	Price % Chg from December 2014
Single Family Homes - December 2015				
Beverly Hills	90210	34	\$3,925	-3.8%
Beverly Hills	90211	3	\$2,050	13.9%
Beverly Hills	90212	3	\$3,100	10.7%

Source: CoreLogic

*The City anticipates receiving a \$556,000 adjustment during the first quarter of 2016 due to an accounting error in the Business & Industry category. This will be reflected in the 2016-Q1 Economic Indicators report.