



**City of Beverly Hills  
Economic Indicators  
2<sup>nd</sup> Quarter, 2017**

**COMMERICAL REAL ESTATE – 2ND QUARTER 2017**

SOURCE: COSTAR

<b>Beverly Hills Commercial Office Market</b>	<b>Vacancy</b>	<b>2<sup>nd</sup> Quarter Quoted Rate</b>	<b>1<sup>st</sup> Quarter Quoted Rate</b>	<b>Percent Change</b>
<b>Class - A</b>	11.4%	\$64.44	\$62.56	3%
<b>Class - B</b>	8.0%	\$49.38	\$50.23	-2%
<b>Class - C</b>	1.2%	\$48.17	\$47.47	1%
<b>Total</b>	<b>9.1%</b>	<b>\$59.76</b>	<b>\$58.80</b>	<b>2%</b>

<b>West Los Angeles Commercial Office Market</b>	<b>Vacancy</b>	<b>2<sup>nd</sup> Quarter Quoted Rate</b>	<b>1<sup>st</sup> Quarter Quoted Rate</b>	<b>Percent Change</b>
<b>Class - A</b>	12.5%	\$54.44	\$56.70	-4%
<b>Class - B</b>	11.1%	\$43.77	\$49.63	-12%
<b>Class - C</b>	3.9%	\$43.04	\$43.02	0%
<b>Total</b>	<b>11.0%</b>	<b>\$49.42</b>	<b>\$53.16</b>	<b>-7%</b>

**RETAIL REAL ESTATE – 2ND QUARTER 2017**

SOURCE: COSTAR

<b>Beverly Hills Retail Market</b>	<b>Vacancy</b>	<b>2<sup>nd</sup> Quarter Quoted Rate</b>	<b>1<sup>st</sup> Quarter Quoted Rate</b>	<b>Percent Change</b>
<b>General Retail Submarket Statistics</b>	3.1%	\$84.47	\$78.82	7%
<b>Total Retail Submarket Statistics</b>	3.2%	\$84.00	\$78.38	7%

<b>West Los Angeles Retail Market</b>	<b>Vacancy</b>	<b>2<sup>nd</sup> Quarter Quoted Rate</b>	<b>1<sup>st</sup> Quarter Quoted Rate</b>	<b>Percent Change</b>
<b>General Retail Market Statistics</b>	3.6%	\$53.93	\$51.76	4%
<b>Total Retail Market Statistics</b>	4.0%	\$55.44	\$55.55	0%

**HOTEL TRENDS**  
SOURCE: PFK CONSULTING

Beverly Hills Hotels' Average Daily Rates	Jan-March 2017	Jan-June 2017	Jan – Sept 2017	Jan – Dec 2017
2017	\$521.59	\$515.55	TBD	TBD
2016	\$480.60	\$498.78	\$516.12	\$509.97

Beverly Hills Hotels' Occupancy Rate	Jan-March 2017	Jan-June 2017	Jan – Sept 2017	Jan – Dec 2017
2017	89.3%	82.42%	TBD	TBD
2016	80.7%	79.24%	78.9%	63.6%

**HOME SALES – MAY 2017**  
SOURCE: CORELOGIC

ZIP CODE	NUMBER OF SALES	PRICE MEDIAN SFR (\$1,000)	Percent Change in Price from May 2016
90210	42	\$4,500	45.2%
90211	9	\$2,163	N/A
90212	3	3,933	69.9%

**ANNUAL SALES TAX REVENUE**  
SOURCE: HDL

Quarter	2014	2015	2016	2017
First Quarter January - March	\$6,764,801	\$7,031,487	\$6,604,785	\$7,790,900
Second Quarter April - June	\$6,669,849	\$6,557,774*	\$7,025,399	\$7,436,762
Third Quarter July - September	\$6,814,122	\$7,059,034	\$7,155,800	
Fourth Quarter October - December	\$7,782,689	\$8,608,665*	\$9,082,300	
<b>TOTAL</b>	<b>\$28,031,461</b>	<b>\$29,256,960</b>	<b>\$29,868,284</b>	

\*The City received a \$556,000 adjustment during the fourth quarter of 2015 due to an accounting error in the Business & Industry category during the second quarter.

## 2ND QUARTER 2017 SALES TAX REVENUE TOP 15 BUSINESS TYPES LISTED

SOURCE: HDL

All numbers are in thousands of dollars

Business Type	Quarter 2 - 2017	Percent Change Compared to Quarter - 2016
Art/Gift/Novelty	87.7	85.8%
Auto Lease	539.3	18.1%
Casual Dining	214.3	4.5%
Department Stores	~CONFIDENTIAL~	
Family Apparel	900.9	12.6%
Fine Dining	541.2	7.2%
Home Furnishings	125.2	-4.8%
Hotels-Liquor	467.2	9.4%
Jewelry Stores	454.9	-0.6%
Men's Apparel	125.5	6.1%
New Motor Vehicle Dealers	1,003.1	41.7%
Quick-Service Restaurants	104.9	-0.3%
Shoe Stores	88.3	29.4%
Specialty Stores	504.7	4.9%
Women's Apparel	417.9	-16.1%
<b>Total All Accounts</b>	<b>7,436.8</b>	<b>5.9%</b>
<b>County &amp; State Pool Allocation*</b>	<b>1,011.9</b>	<b>-4.3%</b>
<b>Gross Receipts</b>	<b>8,448.7</b>	<b>4.5%</b>

\* Use tax is the responsibility of the buyer rather than the seller when it does not involve a California "point of sale" (e.g. internet transactions, purchasing a vehicle from a private party, and bringing out of state purchases into California). Therefore, a pooling system was devised to distribute the local share. It is also used to distribute any sales tax that cannot be easily tied to a permanent place of sale, such as internet transactions. Under the pool concept, the tax is first coded to the county of use and then distributed to each jurisdiction in that county on a pro rata share of taxable sales. An agency generating 8% of the county's total taxable sales receives 8% of the pool. If the county of use cannot be identified, the allocation goes to the state pool for pro rata distribution on a statewide basis.