



City of Beverly Hills Economic Indicators

Commercial & Retail Real Estate - 4th Quarter 2015

Beverly Hills Commercial Office Market	Vacancy	4th Qtr Qtd Rate	Last Quarter Quoted Rate	Percent Change
Class - A	8.5%	\$62.91	\$63.13	-0.35%
Class - B	4.8%	\$53.61	\$54.86	-2.33%
Class - C	4.9%	\$43.35	\$44.50	-2.65%
Total	6.9%	\$58.70	\$59.67	-1.65%

West Los Angeles Commercial Office Market	Vacancy	4th Qtr Qtd Rate	Quoted Rate	Percent Change
Class - A	14.5%	\$35.23	\$35.34	-0.31%
Class - B	9.9%	\$35.97	\$35.37	1.67%
Class - C	3.1%	\$31.53	\$31.12	1.30%
Total	8.5%	\$34.77	\$34.60	0.49%

Beverly Hills Retail Market	Vacancy	4th Qtr Qtd Rate	Quoted Rate	Percent Change
General Retail Submarket Statistics	2.6%	\$70.44	\$73.79	-4.76%
Total Retail Submarket Statistics	2.7%	\$70.21	\$73.47	-4.64%

West Los Angeles Retail Market	Vacancy	4th Qtr Qtd Rate	Quoted Rate	Percent Change
General Retail Market Statistics	3.3%	\$49.58	\$49.92	-0.69%
Total Retail Market Statistics	3.5%	\$49.63	\$50.09	-0.93%

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	\$463.48
BH Hotels' Average Daily Rates - 2014	\$462.56	\$451.62	\$451.31	\$445.09
BH Hotels Occupancy % - 2015	79.9%	77.7%	81.3%	78.1%
BH Hotels Occupancy % - 2014	79.5%	75.4%	81.9%	79.5%

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	\$8,608,665*
TOTAL	\$23,110,465	\$24,941,944	\$28,031,461	\$29,256,960

Sales Tax - Benchmark Fiscal Year 2015 Q4 to Benchmark Fiscal Year 2014 Q4 Sales Tax Generated by Industry

% of City Revenue	Q4 2015	Q4 2014	% of Change	
General Consumer Goods	54.6%	58.4%	-3.8%	Apparel Stores, Department Stores, General Merchandise
Autos & Transportation	17.8%	19.1%	-1.3%	Auto Repair Shops, Auto Leases, Auto Sales-New, Transportation & Rentals
Restaurants and Hotels	15.2%	16.4%	-1.2%	Restaurants, Hotels, Amusement Places
Business and Industry*	8.9%*	3.0%	5.8%*	Office Equipment Electrical Equipment, Business Services
Food and Drugs	2.3%	1.6%	0.7%	Drug & Grocery Stores
Fuel and Service Stations	0.8%	1.0%	-0.2%	Fuel Dealers, Service Stations
Building and Construction	0.4%	0.4%	0.0%	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 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.