



**City of Beverly Hills
Economic Indicators
1st Quarter 2018**

COMMERCIAL REAL ESTATE – 1st QUARTER 2018
SOURCE: COSTAR

Beverly Hills Commercial Office Market	Vacancy	1st Quarter Quoted Rate	4th Quarter Quoted Rate	Percent Change
Class - A	10.20%	\$69.33	\$69.29	0.1%
Class - B	9.70%	\$54.58	\$53.69	1.7%
Class - C	4.50%	\$53.89	\$52.47	2.7%
Overall Total	9.30%	\$63.36	\$63.03	0.5%

West Los Angeles Commercial Office Market	Vacancy	1st Quarter Quoted Rate	4th Quarter Quoted Rate	Percent Change
Class - A	12.30%	\$56.66	\$56.58	0.1%
Class - B	9.80%	\$45.15	\$46.12	-2.1%
Class - C	5.40%	\$45.98	\$43.49	5.7%
Total	10.60%	\$50.73	\$51.19	-0.9%

RETAIL REAL ESTATE – 1st QUARTER 2018
SOURCE: COSTAR

Beverly Hills Retail Market	Vacancy	1st Quarter Quoted Rate	4th Quarter Quoted Rate	Percent Change
General Retail Submarket Statistics	4.20%	\$78.39	\$78.10	0.4%
Total Retail Submarket Statistics	4.50%	\$77.21	\$77.55	-0.4%

West Los Angeles Retail Market	Vacancy	1st Quarter Quoted Rate	4th Quarter Quoted Rate	Percent Change
General Retail Market Statistics	3.60%	\$56.96	\$54.07	5%
Total Retail Market Statistics	3.80%	\$55.85	\$53.70	4%

SINGLE FAMILY HOME SALES – 1st Quarter 2018
SOURCE: CORELOGIC

February 2018

ZIP CODE	NUMBER OF SALES	PRICE MEDIAN SFR (\$1,000)	Percent Change in Price from February 2017
90210	24	\$3,000	-20.5%
90211	2	\$1,593	-30.7%
90212	3	\$2,549	-14.0%

HOTEL TRENDS

SOURCE: PKF CONSULTING

Beverly Hills Hotels' Average Daily Rates	Jan-March	Jan-June	Jan-Sept	Jan-Dec
2018	\$571.38			
2017	\$584.06	\$515.55	545.36	545.12

Beverly Hills Hotels' Occupancy Rate	Jan-March	Jan-June	Jan-Sept	Jan-Dec
2018	82.57%			
2017	81.72%	82.42%	82.87%	80.68

ANNUAL SALES TAX REVENUE

SOURCE: HDL

Quarter	2015	2016	2017	2018
First Quarter	\$7,031,487	\$6,604,785	\$7,790,900	\$6,506,753
Second Quarter	\$6,557,774*	\$7,025,399	\$7,436,762	
Third Quarter	\$7,059,034	\$7,155,800	\$6,930,996	
Fourth Quarter	\$8,608,665*	\$9,082,300	\$8,246,301	
TOTAL	\$29,256,960	\$29,868,284	\$30,404,959	

*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.

**1st QUARTER 2018 SALES TAX REVENUE
TOP 15 BUSINESS TYPES LISTED
SOURCE: HDL**

All numbers are in thousands of dollars

Business Type	1st Quarter	Percent Change Compared to Quarter - 2017
Casual Dining	220.6	4.3%
Department Stores	~CONFIDENTIAL~	
Family Apparel	996.3	21.7%
Fine Dining	514.8	-5%
Home Furnishings	103.1	-13%
Hotels-Liquor	555.6	16%
Jewelry Stores	350.1	-26%
Medical/Biotech	91.6	199%
Men's Apparel	85.3	-18%
New Motor Vehicle Dealers	951.8	0%
Quick-Service Restaurants	99.1	-6%
Receivables/Master Outlets	125.5	924%
Service Stations	70.1	2%
Specialty Stores	489.1	26%
Women's Apparel	372.7	1%
Total All Accounts	6506.8	-5%
County & State Pool Allocation*	878.4	-9%
Gross Receipts	7385.2	-5%

* 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.