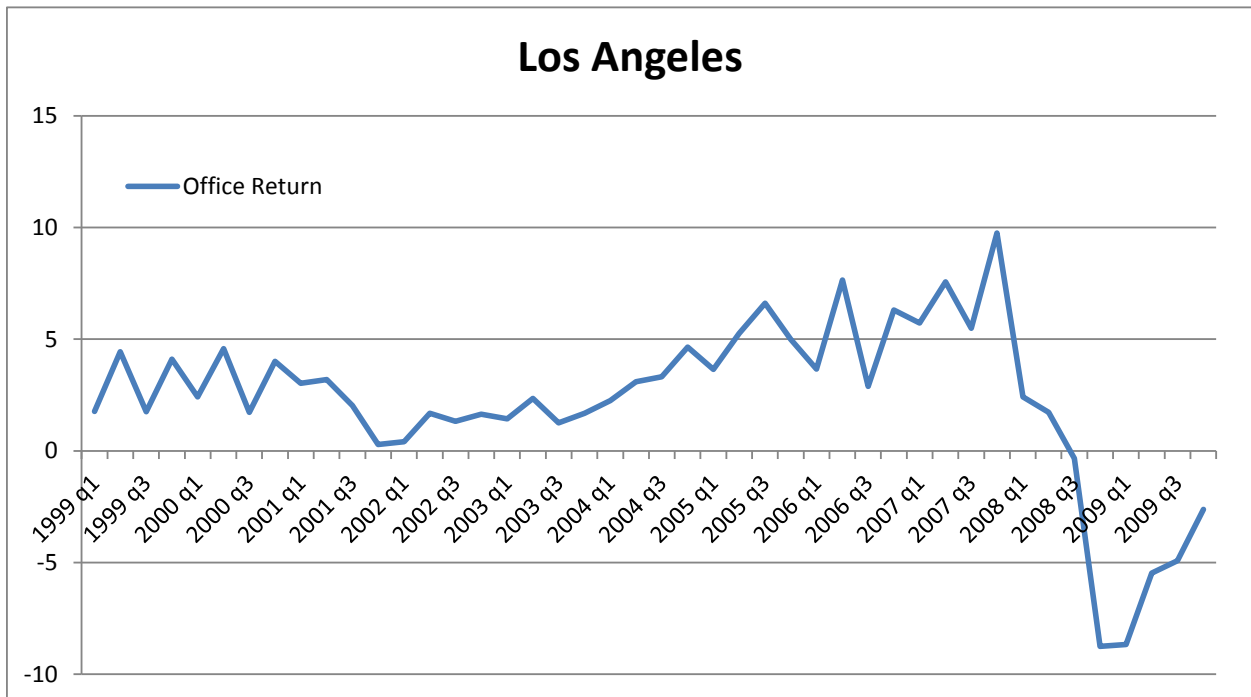
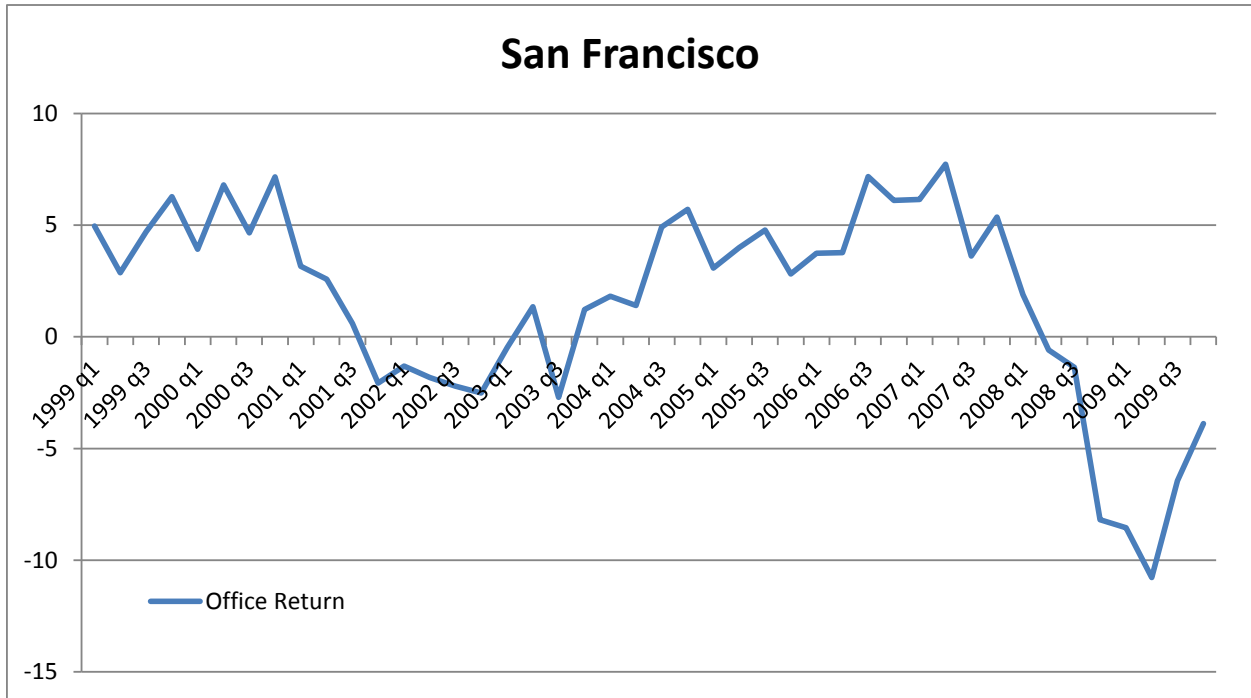


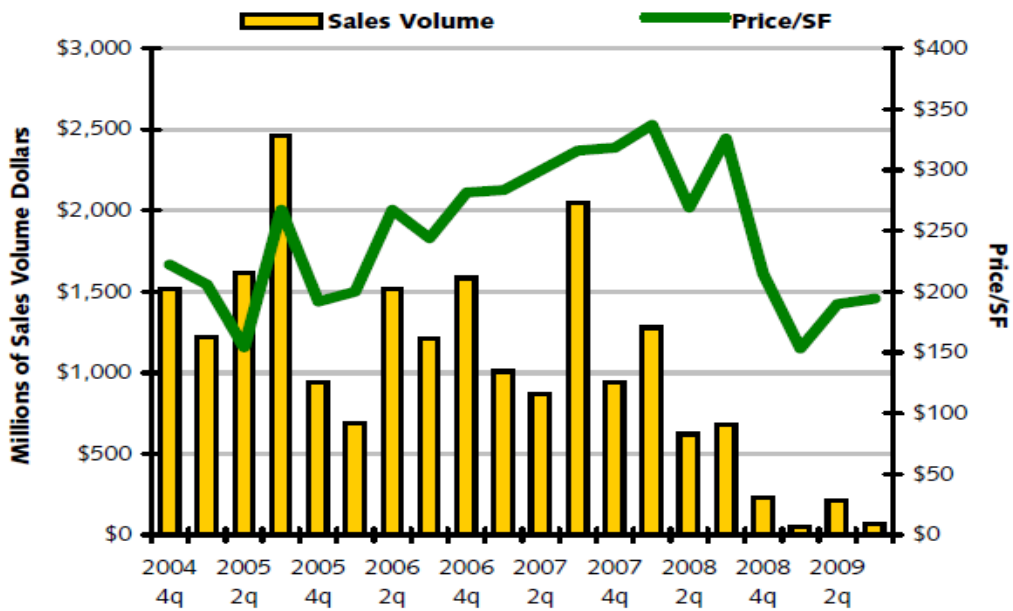
## Appendix C: Market Analyses Abstract



### San Francisco – Sales of Office Buildings Above 15,000 Sq. Ft.



### Los Angeles – Sales of Office Buildings Above 15,000 Sq. Ft.



## San Francisco - Operating Statistics for Class A Office Market

Period	# of buildings	Total RBA	Vacancy	Net Absorption	Quotes Rates (per sq. ft. per yr.)
2009 4q	313	73,360,544	13.2%	(131,548)	\$30.35
2009 3q	313	73,360,544	13.0%	81,947	\$31.65
2009 2q	312	73,202,615	13.0%	(997,906)	\$31.55
2009 1q	312	73,202,615	11.6%	(452,574)	\$34.54
2008 4q	312	73,202,615	11.0%	(70,419)	\$37.87
2008 3q	308	72,299,956	9.8%	(109,933)	\$41.05
2008 2q	307	71,743,637	8.9%	404,320	\$42.21
2008 1q	301	70,614,715	8.0%	426,320	\$40.74
2007	301	70,614,715	8.6%	2,146,959	\$40.86
2006	300	70,458,715	11.5%	1,878,276	\$33.07
2005	299	70,326,589	14.0%	3,305,948	\$28.27
2004	295	69,498,657	17.7%	1,617,259	\$26.47
2003	295	69,498,657	20.0%	858,420	\$25.78
2002	283	67,362,927	18.8%	154,957	\$28.28
2001	271	64,791,590	15.8%	3,431,551	\$36.14
2000	248	60,389,989	4.0%	1,801,632	\$68.24

## Los Angeles - Operating Statistics for Class A Office Market

Period	# of buildings	Total RBA	Vacancy	Net Absorption	Quotes Rates (per sq. ft. per yr.)
2009 4q	1,063	182,390,246	14.9%	(284,597)	\$32.19
2009 3q	1,059	182,110,417	14.6%	(612,139)	\$32.88
2009 2q	1,052	180,567,865	13.5%	(737,324)	\$33.66
2009 1q	1,049	180,159,882	12.9%	(1,688,813)	\$34.50
2008 4q	1,046	180,046,356	11.9%	(1,230,494)	\$35.38
2008 3q	1,043	179,876,921	11.1%	(369,393)	\$35.77
2008 2q	1,038	179,456,557	10.7%	(800,685)	\$25.09
2008 1q	1,036	179,331,105	10.2%	(427,901)	\$35.08
2007	1,033	178,969,990	9.8%	1,435,152	\$34.22
2006	1,019	177,060,239	9.6%	2,796,254	\$29.68
2005	1,014	176,706,155	11.0%	6,468,352	\$27.22
2004	1,003	175,393,137	14.1%	4,593,205	\$25.92
2003	999	174,437,764	16.2%	1,995,885	\$25.94
2002	993	173,167,591	16.8%	(698,693)	\$25.84
2001	979	171,013,246	15.3%	(1,135,116)	\$27.64
2000	959	168,395,352	13.3%	1,719,203	\$26.25

## San Francisco - Real Estate Investor Survey for the Office Market

	<u>Current Quarter</u>	<u>Last Quarter</u>	<u>Year Ago</u>
<b>Discount Rate (IRR) <sup>1</sup></b>			
Range	8.00% - 14.00%	8.00% - 14.00%	7.00% - 12.00%
Average	9.74%	9.75%	8.16%
Change (Basis Points)		(1)	158
<b>Overall Cap Rate (OAR) <sup>1,2</sup></b>			
Range	6.00% - 11.00%	6.00% - 11.00%	4.50% - 9.00%
Average	7.94%	7.84%	6.16%
Change (Basis Points)		10	178
<b>Residual Cap Rate <sup>3</sup></b>			
Range	6.00% - 12.00%	6.25% - 12.00%	5.00% - 9.00%
Average	8.14%	8.13%	7.07%
Change (Basis Points)		1	107
<b>Market Rent Change Rate <sup>4</sup></b>			
Range	(20.00%) - 3.00%	(20.00%) - 3.00%	0.00% - 10.00%
Average	(1.00%)	(2.06%)	2.73%
Change (Basis Points)		106	(373)
<b>Expense Change Rate <sup>4</sup></b>			
Range	0.00% - 3.00%	0.00% - 3.00%	2.00% - 5.00%
Average	2.67%	2.67%	3.10%
Change (Basis Points)		0.00	(43)
<b>Average Marketing Time <sup>5</sup></b>			
Range	1.00 - 12.00	1.00 - 12.00	1.00 - 12.00
Average	6.89	7.71	6.33
Change (%)		(10.64%)	8.85%

<sup>1</sup> Rate on unleveraged, all-cash transactions

<sup>2</sup> Also known as the direct cap rate

<sup>3</sup> Also known as the exit cap rate or terminal cap rate

<sup>4</sup> Initial rate of change

<sup>5</sup> In months

## Los Angeles - Real Estate Investor Survey for the Office Market

	<u>Current Quarter</u>	<u>Last Quarter</u>	<u>Year Ago</u>
<b>Discount Rate (IRR) <sup>1</sup></b>			
Range	7.00% - 14.00%	7.00% - 14.00%	6.75% - 12.00%
Average	9.35%	9.50%	8.63%
Change (Basis Points)		(15)	72
<b>Overall Cap Rate (OAR) <sup>1,2</sup></b>			
Range	5.00% - 10.00%	5.00% - 10.00%	4.20% - 9.00%
Average	7.75%	7.62%	6.60%
Change (Basis Points)		13	115
<b>Residual Cap Rate <sup>3</sup></b>			
Range	6.50% - 10.00%	6.5% - 10.00%	6.00% - 9.00%
Average	8.18%	8.15%	7.36%
Change (Basis Points)		3	82
<b>Market Rent Change Rate <sup>4</sup></b>			
Range	(5.00%) - 3.00%	(10.00%) - 4.00%	(2.00%) - 5.00%
Average	0.10%	0.33%	2.81%
Change (Basis Points)		(23)	(271)
<b>Expense Change Rate <sup>4</sup></b>			
Range	2.50% - 3.00%	0.00% - 3.00%	2.50% - 3.00%
Average	2.93%	2.75%	2.94%
Change (Basis Points)		18.00	(1)
<b>Average Marketing Time <sup>5</sup></b>			
Range	1.00 - 12.00	1.00 - 12.00	1.00 - 12.00
Average	6.20	6.33	5.92
Change (%)		(2.05%)	4.73%

<sup>1</sup> Rate on unleveraged, all-cash transactions

<sup>2</sup> Also known as the direct cap rate

<sup>3</sup> Also known as the exit cap rate or terminal cap rate

<sup>4</sup> Initial rate of change

<sup>5</sup> In months

**San Francisco - Comparable Office Sales**

Address	City, State	Date	Square Feet	Year Built	Year Renovated	Price	Price / Sq. Ft.	Cap Rate	Occupancy at Sale
538-552 Montgomery St	San Francisco, CA	Feb-10	93,006	1931		\$12,650,000	\$136		
1 Ecker Pl	San Francisco, CA	Jan-10	60,000	1906	1985	\$14,000,000	\$233		
49 Stevenson St	San Francisco, CA	Jan-10	121,186	1989		\$24,200,000	\$200	4.7%	80%
211 Main St	San Francisco, CA	Dec-09	371,000	1973	1998	\$111,766,667	\$301	8.5%	100%
921 Howard St	San Francisco, CA	Dec-09	28,534	1900		\$9,700,000	\$340		
640 2nd St	San Francisco, CA	Dec-09	22,712	1925	2000	\$5,900,000	\$260		0%
550 Terry Francois St	San Francisco, CA	Nov-09	283,000	2002		\$135,500,000	\$479	10.3%	100%
562-566 Market St	San Francisco, CA	Sep-09	64,955	1923		\$9,200,000	\$142		75%
239 Grant Ave	San Francisco, CA	Jun-09	11,000	1932		\$8,250,000	\$750	7.5%	100%
250 Montgomery St	San Francisco, CA	Jun-09	116,078	1986		\$21,240,000	\$183		50%
731 Sansome St	San Francisco, CA	Jun-09	37,811	1911	1989	\$7,000,000	\$185		
717 Battery St	San Francisco, CA	Feb-09	32,400	1907	1968	\$13,000,000	\$401		0%
100 Harrison St	San Francisco, CA	Feb-09	150,000	1942		\$14,000,000	\$93		
706 Sansome St	San Francisco, CA	Nov-08	12,000	1909	2008	\$6,800,000	\$567		
815 Hyde St	San Francisco, CA	Oct-08	21,607	1904	2001	\$5,800,000	\$268	6.9%	100%
235 Pine St	San Francisco, CA	Oct-08	149,147	1991		\$56,500,000	\$379		
760 Market St	San Francisco, CA	Aug-08	267,446	1908		\$130,000,000	\$486		78%
470-492 Pacific Ave	San Francisco, CA	Aug-08	16,644	1907		\$6,400,000	\$385		
410 Pacific Ave	San Francisco, CA	Jun-08	24,661			\$13,500,000	\$547		100%
55 Francisco St	San Francisco, CA	Jun-08	143,695	1916	1983	\$58,000,000	\$404	5.8%	95%
500 Terry Francois Blvd	San Francisco, CA	Jun-08	291,000	2007		\$149,000,000	\$512		0%
1 Montgomery St	San Francisco, CA	Apr-08	75,880	1908	1985	\$36,000,000	\$474		100%
1095-1097 Market St	San Francisco, CA	Apr-08	59,794	1905		\$9,000,000	\$151		
1 Montgomery St	San Francisco, CA	Mar-08	75,880	1908	1985	\$8,799,023	\$116		100%
1 Beach St	San Francisco, CA	Mar-08	97,000	1971		\$27,000,000	\$278		99%
1 Beach St	San Francisco, CA	Mar-08	97,000	1971		\$18,000,000	\$186		93%
166 Geary St	San Francisco, CA	Feb-08	60,000	1907		\$22,500,000	\$375	6.0%	100%
944 Market St	San Francisco, CA	Feb-08	45,465	1907		\$6,000,000	\$132	5.0%	100%
816-818 Mission St	San Francisco, CA	Feb-08	28,516	1907		\$15,000,000	\$526		
100-150 Van Ness Ave	San Francisco, CA	Jan-08	597,574	1974		\$118,500,000	\$198	8.4%	75%
490 Post St	San Francisco, CA	Jan-08	45,000			\$6,700,000	\$149		91%
250 4th St	San Francisco, CA	Jan-08	29,590	1947		\$9,000,001	\$304		100%
199 Fremont St	San Francisco, CA	Jan-08	401,043	2000		\$275,000,000	\$686	5.2%	97%

Los Angeles - Comparable Office Sales

Address	City, State	Date	Square Feet	Year Built	Year Renovated	# Bldgs	# Floors	Price	Price / Sq. Ft.	Cap Rate	Occupancy at Sale
8772-8780 Valley Blvd	Rosemead, CA	Feb-10	14,200	1963			2	\$2,800,000	\$197	5.8%	90%
845 Foothill Blvd	La Canada, CA	Feb-10	5,800	1953				\$2,500,000	\$431		
200 E Anaheim St	Wilmington, CA	Feb-10	14,869	1934	1975	1	2	\$3,300,000	\$222		
750 Fairmont Ave	Glendale, CA	Jan-10	16,763	1979		1	2	\$3,300,000	\$197	8.1%	
19801 Mariner Ave	Torrance, CA	Jan-10	12,000	2004		1	2	\$2,986,000	\$249		100%
6815 Noble Ave	Van Nuys, CA	Jan-10	91,192	1990		2	2	\$32,923,160	\$361		
3360 Flair Dr	El Monte, CA	Dec-09	57,413	1981		2	2	\$6,550,000	\$114		
16203 Ventura Blvd	Encino, CA	Dec-09	54,224	1969	1970		1	\$15,000,000	\$277		
21307 Hawthorne Blvd	Torrance, CA	Dec-09	76,470	1980		2	3	\$20,450,000	\$267		
21307 Hawthorne Blvd	Torrance, CA	Dec-09	117,749	1980		3	3	\$24,000,000	\$204		
3030 Olympic Blvd	Santa Monica, CA	Dec-09	66,899	2008		1	2	\$45,250,000	\$676		100%
10820 E 183rd St	Cerritos, CA	Dec-09	48,018	1982		1	2	\$7,250,000	\$151		100%
18600 S Figueroa St	Gardena, CA	Dec-09	183,400	1984	2007	1	3	\$13,755,000	\$75		
3000 W Olympic Blvd	Santa Monica	Dec-09	462,429	1989	2007	4	3	\$139,250,000	\$301	8.8%	93%
125 W Huntington Dr	Arcadia, CA	Dec-09	63,074	1979		3	3	\$10,650,000	\$169		100%
1611 Electric Ave	Venice, CA	Dec-09	6,248			2	2	\$6,850,000	\$1,096		0%
1055 N Corporate Center Dr	Monterey Park, CA	Nov-09	53,148	1992		1	5	\$13,370,810	\$252		
2411 W Olive Ave	Burbank, CA	Sep-09	115,130	1991	2004	1	7	\$33,000,000	\$287	9.0%	100%
2700 S Figueroa St	Los Angeles, CA	Sep-09	29,628	1926		1	1	\$9,000,000	\$304		
14650 Aviation Blvd	Hawthorne, CA	Sep-09	25,285	2002		1	9	\$9,700,000	\$384		
2 N Lake Ave	Pasadena, CA	Aug-09	225,835	1985		3	11	\$52,000,000	\$230	8.5%	95%
5959 Topanga Canyon Pl	Woodland Hills, CA	Aug-09	62,000	1981		2	3	\$11,900,000	\$192	8.5%	93%
905 Rancho Conejo Blvd	Thousand Oaks, CA	Aug-09	23,478	2002				\$6,825,000	\$291		
2100 Sawtelle Blvd	Los Angeles, CA	Aug-09	18,858	1978		1	3	\$5,800,000	\$308		65%
224 N Fair Oaks Ave	Pasadena, CA	Jul-09	17,550	1986		2	2	\$6,000,000	\$342		
8320 Melrose Ave	West Hollywood, CA	Jul-09	5,430	1956				\$5,400,000	\$994		
627 S Olive St	Los Angeles, CA	Jul-09	106,604	1985		8	8	\$15,500,000	\$145	6.7%	70%
5995 S Sepulveda Blvd	Culver City, CA	Jul-09	24,086	1973	2004	1	2	\$7,900,000	\$328		
308 Washington Blvd	Marina Del Rey, CA	Jul-09	31,009	1973				\$39,250,000	\$1,266		0%
9300 Wilshire Blvd	Beverly Hills, CA	Jun-09	58,484	1964		1	6	\$11,000,000	\$188	12.0%	96%
6317 Wilshire Blvd	Los Angeles, CA	Jun-09	41,900	1950				\$7,400,000	\$177		
100 UCLA Medical Plz	Los Angeles, CA	Jun-09	123,242	1991		1	7	\$43,000,000	\$349		100%
6310-6330 San Vicente Blvd	Los Angeles, CA	May-09	209,177	1965		2	5	\$44,000,000	\$210	9.0%	92%
6310 South San Vicente Blvd	Los Angeles, CA	May-09	106,182	1970	1993			\$44,000,000	\$414	9.0%	87%
2100 E Grand Ave	El Segundo, CA	May-09	207,000	1978	1981	3	3,6	\$26,600,000	\$129		98%
1999 W Adams Blvd	Los Angeles, CA	May-09	54,236	1949		1	5	\$9,770,000	\$180		100%
101 S Marengo Ave	Pasadena, CA	Apr-09	345,945	1974	2000	1	5	\$55,500,000	\$160		100%
26010 Mureau Rd	Calabasas, CA	Apr-09	36,660	1990		1	2	\$6,975,000	\$190		0%
6404 Wilshire Blvd	Los Angeles, CA	Feb-09	64,207	1967	2005	12	12	\$12,700,000	\$198	6.8%	92%
21 Cupania Cir	Monterey Park, CA	Feb-09	54,103	1979				\$8,050,000	\$149		93%
415 E Huntington Dr	Pasadena, CA	Jan-09	18,038	1962				\$7,450,000	\$413		
901 Abbot Kinney Blvd	Venice, CA	Jan-09	15,064	1912	1940	3	2	\$9,914,254	\$658		65%
555 St Charles Dr	Thousand Oaks, CA	Dec-08	59,876	1998		1	2	\$12,800,000	\$214		
500 N Brand Blvd	Glendale, CA	Dec-08	415,000	1990	2002	1	22	\$71,000,000	\$171		75%
15725 Whittier Blvd	Whittier, CA	Dec-08	13,214	1961				\$7,000,000	\$530		
1603 Hawthorne Blvd	Redondo Beach, CA	Dec-08	16,439	1982				\$6,518,000	\$396		
1017 North Las Palmas	Los Angeles, CA	Dec-08	102,800	1994		2	3	\$31,444,000	\$306	8.5%	100%
3360 Flair Dr	El Monte, CA	Dec-08	57,413	1981		2	2	\$5,000,000	\$87		
5051 Verdugo Way	Camarillo, CA	Dec-08	51,354	2007		1	3	\$15,400,000	\$300	5.4%	93%
822 S Robertson Blvd	Los Angeles, CA	Nov-08	37,997	1989				\$6,294,030	\$166		
1333 S Mayflower Dr	Monrovia, CA	Nov-08	86,000	1981		1	4	\$8,085,000	\$94		95%
30301 Agoura Rd	Agoura Hills, CA	Nov-08	65,823	2003		1	2	\$20,500,000	\$311	6.3%	100%
5220 Las Virgenes Rd	Calabasas, CA	Nov-08	87,138	1998		3	3	\$15,626,667	\$179		
1762 Westwood Blvd	Los Angeles, CA	Oct-08	34,000	1985		1		\$5,000,000	\$147		
9501 Santa Monica	Beverly Hills, CA	Oct-08	16,485	1924		1	3	\$13,600,000	\$825		
465 N Roxbury Dr	Beverly Hills, CA	Sep-08	58,156	1963		1	4	\$18,249,000	\$314		
3750 W 6th St	Los Angeles, CA	Sep-08	14,380	1953		2	2	\$5,500,000	\$382		100%
12301 Wilshire Blvd	Los Angeles, CA	Sep-08	107,804	1974		8	8	\$30,500,000	\$283		94%
150-151 El Camino Dr	Beverly Hills, CA	Sep-08	111,807	1951	2006	2	3	\$83,000,000	\$742		100%
150 S Rodeo Dr	Beverly Hills, CA	Sep-08	70,842	1991		1	3	\$60,000,000	\$847		100%
444 S Flower St	Los Angeles, CA	Sep-08	891,000	1981	2004	1	48	\$280,000,000	\$314	4.9%	95%
5720 Ralston St	Ventura, CA	Sep-08	113,346	1980		3	3	\$11,750,000	\$104	5.9%	63%
5703 Corsa Ave	Thousand Oaks, CA	Sep-08	23,612	1981		1	2	\$5,562,500	\$236		
1540 Bridgegate Dr	Diamond Bar, CA	Aug-08	51,840	1987	2007	1	2	\$12,390,000	\$239		
1540 S Bridge Gate Dr	Diamond Bar, CA	Aug-08	51,840	1987	2007	1	2	\$12,400,000	\$239		0%
10350 Santa Monica Blvd	Los Angeles, CA	Aug-08	41,934	1981				\$20,000,000	\$477		
10474 Santa Monica Blvd	Los Angeles, CA	Aug-08	57,502	1983		1	4	\$21,750,000	\$378	7.3%	97%
1919 Santa Monica Blvd	Santa Monica, CA	Aug-08	45,142	1990				\$21,000,000	\$465	5.0%	
1522 2nd St	Santa Monica, CA	Aug-08	12,099	1995		1	3	\$9,000,000	\$744		
5800 Wilshire Blvd	Los Angeles, CA	Jul-08	21,102	1958		3	2	\$6,200,000	\$294		0%
12701 Schabarum Ave	Baldwin Park, CA	Jul-08	47,604	1992	2001	1	2	\$9,900,000	\$208		0%
5055 Wilshire Blvd	Los Angeles, CA	Jul-08	182,000	1922	1990	1	9	\$45,100,000	\$248		97%
233 S Euclid Ave	Pasadena, CA	Jul-08	17,614	1978		1	1	\$9,251,500	\$525		
16650 Sherman Wy	Van Nuys, CA	Jul-08	41,595	1991				\$8,900,000	\$214		0%
28720 Roadside Dr	Agoura Hills, CA	Jul-08	59,429	1986		2	3	\$12,000,000	\$202	6.0%	90%
2401 E El Segundo Blvd	El Segundo, CA	Jul-08	103,252	1982	1996	1	6	\$24,500,000	\$237		100%
1133 N Hollywood Way	Burbank, CA	Jul-08	31,317	1985		3	3	\$8,000,000	\$255		100%
5161 Lankershim Blvd	North Hollywood, CA	Jun-08	178,317	1985	1997	3	3	\$52,000,000	\$292	7.4%	100%
1640 S Sepulveda Blvd	Los Angeles, CA	Jun-08	139,938	1987		1	5	\$53,000,000	\$379		
5000 Spring St	Long Beach, CA	Jun-08	163,000	1985				\$53,000,000	\$325		
400 Corporate Pointe	Culver City, CA	Jun-08	164,598	1987		8	8	\$45,477,678	\$276		46%
600 Corporate Pointe	Culver City, CA	Jun-08	273,339	1989		12	12	\$75,522,322	\$276		44%
701 S Hill St	Los Angeles, CA	Jun-08	120,000	1928		1	14	\$24,300,000	\$203		
30601 Agoura Rd	Agoura Hills, CA	Jun-08	120,092	1986		2	2	\$18,425,184	\$153		