

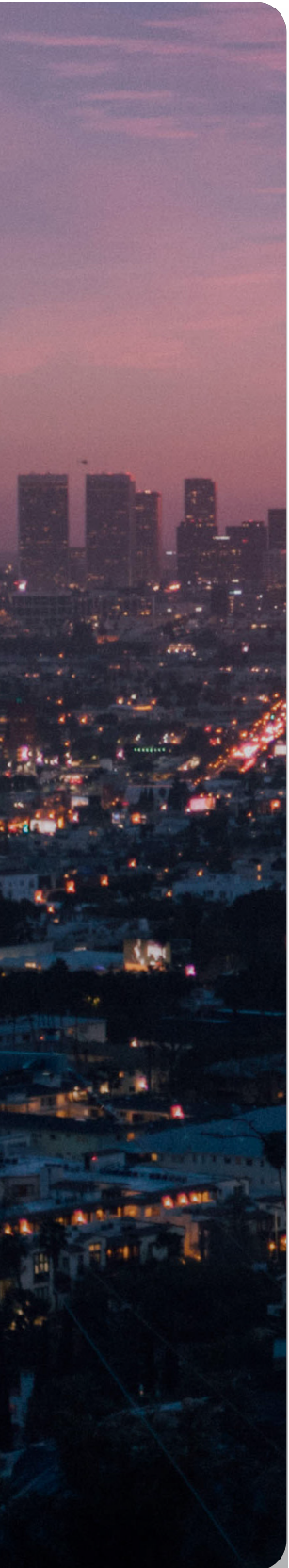


New Development Market Watch

LOS ANGELES CORE Q1 2021

COMPASS
DEVELOPMENT
MARKETING
GROUP





Quarterly Los Angeles Core MarketWatch 03

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LOS ANGELES CORE SUMMARY

+43.4%

TOTAL SALES VOLUMES in all neighborhoods in price points above \$500K were **UP 43.4% YOY** and **UP 14.0% QOQ** in Q1 2021.

+8.2%

The **AVERAGE SALES PRICE** netted out at \$1.1 Million across all neighborhoods **UP 8.2% QOQ**.

+118.2%

TOTAL SALES VOLUMES in Beverly Hills remained strong, **UP 118.2% YOY**, suggesting a flight to quality and luxury.

+23.2%

CENTURY CITY reported the **HIGHEST DEMAND** with more than 138 recorded deals **UP 23.2% QOQ**.

Compass Development Marketing Group's New Development Market Insights report provides an in-depth look at Los Angeles' core neighborhoods of Beverly Hills, West Hollywood, Century City, Westwood, Beverly Center-Miracle Mile, and the Sunset Strip/Hollywood Hills. Published quarterly and highlighting the city's vast condo market, we pull information from a combination of public and proprietary databases that access the most up-to-date closing information for new development properties and resales.

While LA's core condo market was tested during the pandemic, demand appeared to turn the corner in late 2020 as enthusiastic buyers poured into the market. This demand has created sales volume increases of more than 43% YoY. With the roll-out of vaccinations, signaling a partial return to normalcy, an uptick in values followed demand as the average sales price increased more than 8.2% QoQ. A flurry of individuals have been redistributing their wealth and capitalizing on opportunities to cash out, upgrade their living spaces or neighborhoods. First time home buyers, in some cases who are being priced out of single-family residences, are now flocking to the condo market. While overall values are still lower from the pre-COVID period last year, expect the window of opportunity to close as demand escalates over the spring and summer months.

Overall, the highest increase in prices occurred in the luxury condo market represented by closings between \$1.5 to \$3M, which saw an average PPSF of more than \$956, an 8.6% increase QoQ and 76% YoY. Beverly Hills and Beverly Hills/Miracle Mile witnessed the greatest uptick in recordings with a 118% and 110% increase YoY, respectively. Century Plaza Hotel has led the pack with a total of six closings and an average of \$2,341 PPSF since Q2 2020. This momentum has helped fuel Century City's increase in average PPSF, up 2.7% YoY to \$777. The broader LA market has shown clear signs of improvement since the onset of COVID-19.

For any inquiries regarding our research, please reach out to research.westcoast@compass.com.

LOS ANGELES CORE - CONDOS \$500K+

+6.6%

All sales between
\$1.5-\$3M were **UP 6.6%**
YOY to \$2,033,855.

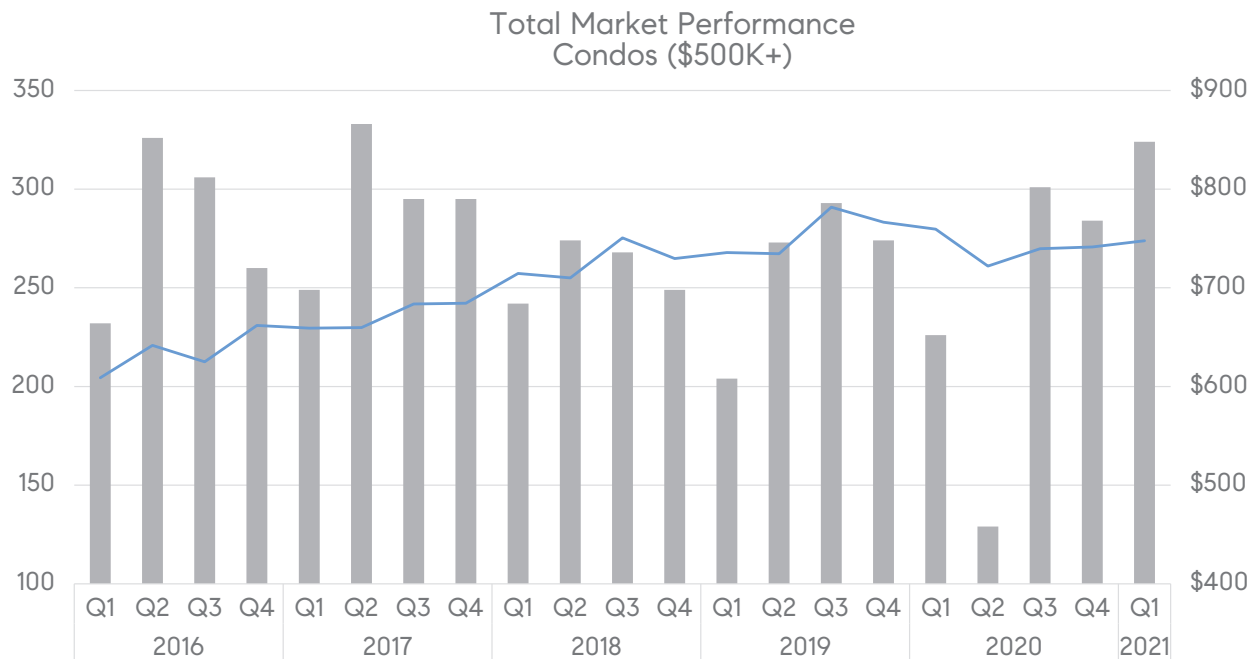
+14.3%

All Sales **OVER \$3M** were
UP 14.3% in **AVERAGE**
PPSF to \$1,680.

+22.2%

Sales **OVER \$3M** were
UP 22.2% YOY with 1
total sale.

MARKET PERFORMANCE



CONDO \$500K+	Q1-21	YoY%	Q1-20	QoQ%	Q4-20
Avg. Sales Price	\$1,189,010	-5.8%	\$1,261,556	8.2%	\$1,099,391
Avg. PPSF	\$748	-1.5%	\$759	0.9%	\$741
Number of Sales	324	43.4%	226	14.1%	284
DOM	61		60		52

ANNUAL PERFORMANCE	2020	YoY%	2019	YoY%	2018
Avg. Sales Price	\$1,116,859	-11.2%	\$1,257,379	10.9%	\$1,134,248
Avg. PPSF	\$742	-1.8%	\$756	4.1%	\$726
Number of Sales	940	-10.0%	1,044	1.1%	1,033
DOM	43		55		48

LOS ANGELES CORE - CONDOS \$500K+

\$500K-\$1M

\$1M-\$1.5M

\$1.5M-\$3M

\$3M+

SALES BY PRICE POINT

\$500K-\$1M	Q1-21	YoY%	Q1-20	QoQ%	Q4-20
Avg. Sales Price	\$757,031	-2.7%	\$778,006	0.2%	\$755,385
Avg. PPSF	\$661	-3.8%	\$687	-1.8%	\$674
Number of Sales	176	54.4%	114	-2.8%	181
DOM	57		58		44
\$1M-\$1.5M	Q1-21	YoY%	Q1-20	QoQ%	Q4-20
Avg. Sales Price	\$1,174,052	-1.8%	\$1,195,064	0.0%	\$1,174,445
Avg. PPSF	\$708	-2.0%	\$723	-2.0%	\$723
Number of Sales	95	37.7%	69	48.4%	64
DOM	58		53		54
\$1.5M-\$3M	Q1-21	YoY%	Q1-20	QoQ%	Q4-20
Avg. Sales Price	\$2,033,855	6.6%	\$1,908,668	6.9%	\$1,903,448
Avg. PPSF	\$956	7.6%	\$888	8.6%	\$880
Number of Sales	42	23.5%	34	44.8%	29
DOM	75		59		73
\$3M+	Q1-21	YoY%	Q1-20	QoQ%	Q4-20
Avg. Sales Price	\$5,004,091	-8.2%	\$5,451,667	10.9%	\$4,513,800
Avg. PPSF	\$1,680	14.3%	\$1,470	-0.4%	\$1,687
Number of Sales	11	22.2%	9	10.0%	10
DOM	96		138		114

BEVERLY HILLS - CONDOS \$500K+

+118.2%

SALES VOLUME in Beverly Hills was **UP 118.2% YOY** with 24 recorded closings during Q1 2021.

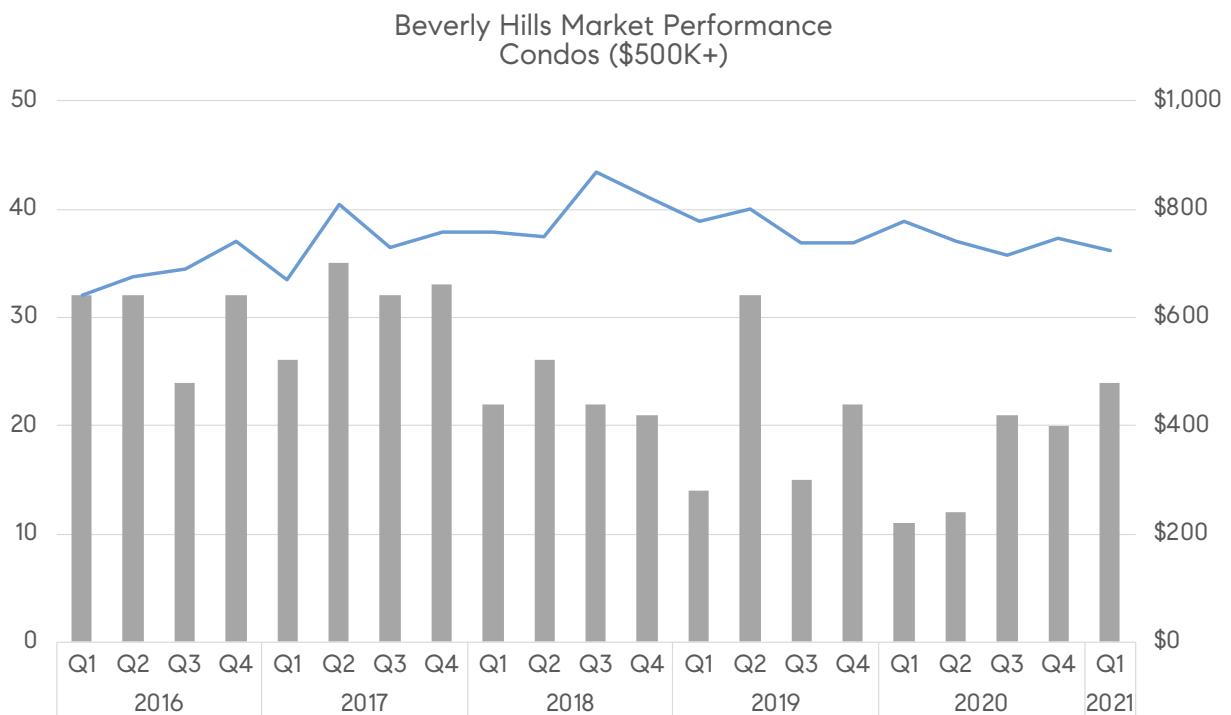
-8.4%

The **AVERAGE SALES PRICE** in Q1 2021 was **DOWN 8.4% YOY** at \$1,339,475 in Q1 2021.

-7.1%

The **AVERAGE SALE PRICE PER SQUARE FOOT** in Q1 2021 was **DOWN -7.1%** to \$723

MARKET PERFORMANCE



CONDO \$500K+	Q1-21	YoY%	Q1-20	QoQ%	Q4-20
Avg. Sales Price	\$1,339,475	-8.4%	\$1,462,064	-7.5%	\$1,448,500
Avg. PPSF	\$723	-7.1%	\$778	-3.0%	\$746
Number of Sales	24	118.2%	11	20.0%	20
DOM	86		62		53

ANNUAL PERFORMANCE	2020	YoY%	2019	YoY%	2018
Avg. Sales Price	\$1,400,457	-3.5%	\$1,451,005	-2.6%	\$1,489,801
Avg. PPSF	\$740	-3.7%	\$768	-3.6%	\$797
Number of Sales	64	-22.9%	83	-8.8%	91
DOM	46		64		49

BEVERLY HILLS - CONDOS \$500K+

\$500K-\$1M

\$1M-\$1.5M

\$1.5M-\$3M

\$3M+

SALES BY PRICE POINT

\$500K-\$1M	Q1-21	YoY%	Q1-20	QoQ%	Q4-20
Avg. Sales Price	\$774,843	-14.9%	\$910,500	-10.5%	\$865,917
Avg. PPSF	\$643	-11.9%	\$730	-1.2%	\$651
Number of Sales	7	250.0%	2	16.7%	6
DOM	102		20		41
\$1M-\$1.5M	Q1-21	YoY%	Q1-20	QoQ%	Q4-20
Avg. Sales Price	\$1,193,438	-6.9%	\$1,282,250	6.7%	\$1,118,000
Avg. PPSF	\$681	-13.6%	\$788	0.7%	\$676
Number of Sales	8	100.0%	4	60.0%	5
DOM	45		76		62
\$1.5M-\$3M	Q1-21	YoY%	Q1-20	QoQ%	Q4-20
Avg. Sales Price	\$1,908,444	4.5%	\$1,826,540	0.9%	\$1,891,813
Avg. PPSF	\$822	4.2%	\$789	-1.9%	\$838
Number of Sales	9	80.0%	5	12.5%	8
DOM	111		68		62
\$3M+	Q1-21	YoY%	Q1-20	QoQ%	Q4-20
Avg. Sales Price	-	-	-	-	\$3,050,000
Avg. PPSF	-	-	-	-	\$923
Number of Sales	0	-	0	-100.0%	1
DOM	-		-		6

WEST HOLLYWOOD - CONDOS \$500K+

+42.9%

SALES VOLUME in Q1 2021 for West Hollywood **INCREASED 42.9% YOY**, with a total of 100 recorded closings.

+11.2%

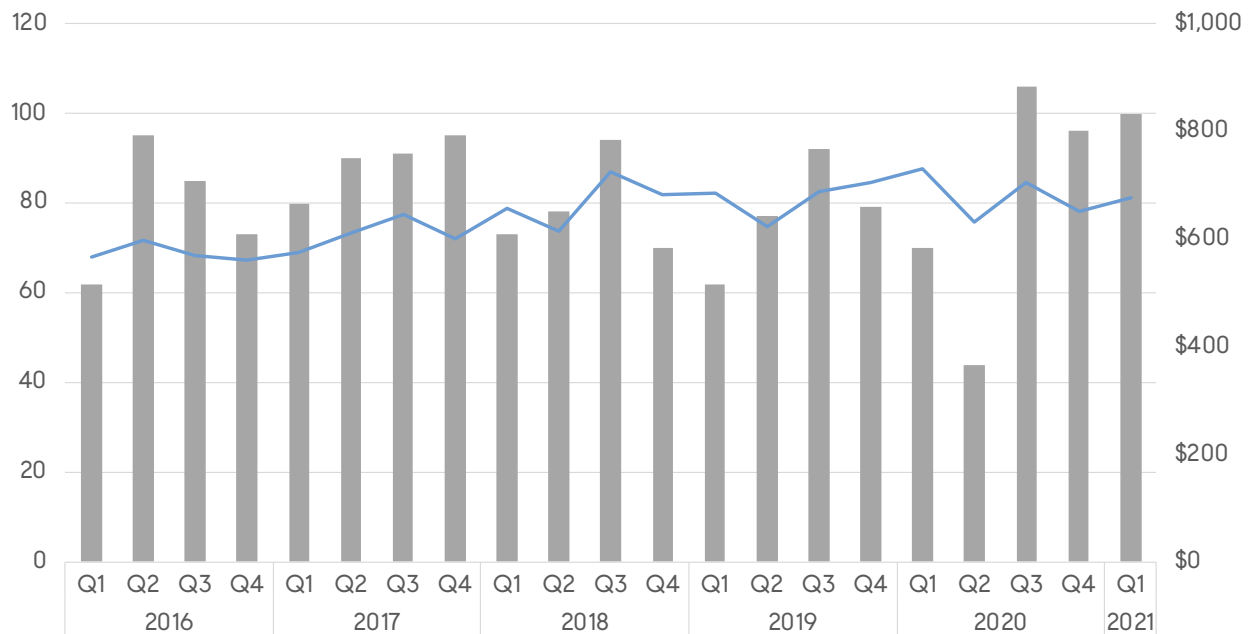
The **AVERAGE SALES PRICE** in Q1 2021 **INCREASED QOQ 11.2%** to \$1,043,115 with an average sales price per square foot of \$763.

+10.7%

The **\$1.5-\$3M+** price segment for West Hollywood saw an increase in the **AVERAGE SALE PRICE** to \$2,132,556, **UP 10.7% QOQ**.

MARKET PERFORMANCE

West Hollywood Market Performance
Condos (\$500K+)



CONDO \$500K+	Q1-21	YoY%	Q1-20	QoQ%	Q4-20
Avg. Sales Price	\$1,043,115	-3.8%	\$1,084,446	11.2%	\$938,373
Avg. PPSF	\$763	-1.7%	\$776	-0.3%	\$765
Number of Sales	100	42.9%	70	4.2%	96
DOM	53		52		46

ANNUAL PERFORMANCE	2020	YoY%	2019	YoY%	2018
Avg. Sales Price	\$934,027	2.4%	\$912,120	0.8%	\$904,713
Avg. PPSF	\$756	1.2%	\$747	1.4%	\$737
Number of Sales	316	1.9%	310	-1.6%	315
DOM	38		53		43

WEST HOLLYWOOD - CONDOS \$500K+

\$500K-\$1M

\$1M-\$1.5M

\$1.5M-\$3M

\$3M+

SALES BY PRICE POINT

\$500K-\$1M	Q1-21	YoY%	Q1-20	QoQ%	Q4-20
Avg. Sales Price	\$707,263	-7.4%	\$763,432	-5.3%	\$746,452
Avg. PPSF	\$701	-0.6%	\$705	-3.0%	\$723
Number of Sales	62	29.2%	48	-7.5%	67
DOM	54		50		42
\$1M-\$1.5M	Q1-21	YoY%	Q1-20	QoQ%	Q4-20
Avg. Sales Price	\$1,225,673	-2.7%	\$1,260,250	1.4%	\$1,208,250
Avg. PPSF	\$759	-8.5%	\$829	-5.3%	\$801
Number of Sales	27	125.0%	12	22.7%	22
DOM	43		63		45
\$1.5M-\$3M	Q1-21	YoY%	Q1-20	QoQ%	Q4-20
Avg. Sales Price	\$2,132,556	-1.8%	\$2,171,500	10.7%	\$1,927,143
Avg. PPSF	\$953	-8.5%	\$1,042	-9.4%	\$1,052
Number of Sales	9	0.0%	9	28.6%	7
DOM	57		40		81
\$3M+	Q1-21	YoY%	Q1-20	QoQ%	Q4-20
Avg. Sales Price	\$4,087,500	-11.1%	\$4,600,000	-	-
Avg. PPSF	\$1,870	66.2%	\$1,125	-	-
Number of Sales	2	100.0%	1	-	0
DOM	110		139		-

BEVERLY CENTER / MIRACLE MILE - CONDOS \$500K+

+110.0%

Beverly Center/Miracle Mile recorded 42 **CLOSINGS** in Q1 2021, **UP 110.0% YOY**, suggesting buyer confidence in the market.

-8.0%

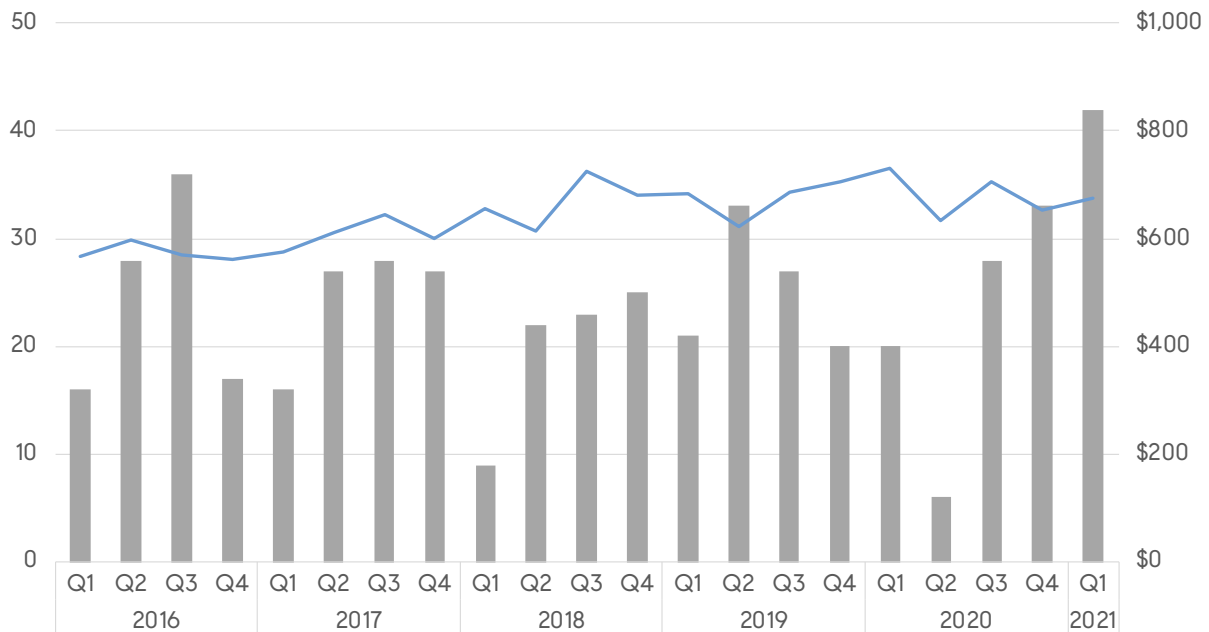
SALES between **\$500K-\$1M** are **DOWN -8.0% YOY**, suggesting that lower-priced product is fueling this market.

+3.9%

The **\$500K-\$1M+ AVERAGE SALE PRICE** was **UP 3.9% QOQ**, suggesting the deep discounts created during Covid are diminishing.

MARKET PERFORMANCE

Beverly Center-Miracle Mile Market Performance
Condos (\$500K+)



CONDO \$500K+	Q1-21	YoY%	Q1-20	QoQ%	Q4-20
Avg. Sales Price	\$908,018	-19.4%	\$1,126,219	5.9%	\$857,091
Avg. PPSF	\$675	-7.5%	\$730	3.5%	\$652
Number of Sales	42	110.0%	20	27.3%	33
DOM	61		51		48

ANNUAL PERFORMANCE	2020	YoY%	2019	YoY%	2018
Avg. Sales Price	\$927,470	1.8%	\$911,368	0.1%	\$910,234
Avg. PPSF	\$686	2.4%	\$670	-0.4%	\$672
Number of Sales	87	-13.9%	101	27.8%	79
DOM	38		57		40

**BEVERLY CENTER /
MIRACLE MILE
- CONDOS \$500K+**

\$500K-\$1M

\$1M-\$1.5M

\$1.5M-\$3M

\$3M+

SALES BY PRICE POINT

\$500K-\$1M	Q1-21	YoY%	Q1-20	QoQ%	Q4-20
Avg. Sales Price	\$775,436	-8.0%	\$843,089	3.9%	\$746,087
Avg. PPSF	\$655	-6.1%	\$698	3.0%	\$636
Number of Sales	27	170.0%	10	17.4%	23
DOM	59		36		46
\$1M-\$1.5M	Q1-21	YoY%	Q1-20	QoQ%	Q4-20
Avg. Sales Price	\$1,091,786	-2.6%	\$1,120,750	-1.9%	\$1,112,400
Avg. PPSF	\$668	3.8%	\$644	-3.0%	\$689
Number of Sales	14	75.0%	8	40.0%	10
DOM	63		42		54
\$1.5M-\$3M	Q1-21	YoY%	Q1-20	QoQ%	Q4-20
Avg. Sales Price	\$1,915,000	17.7%	\$1,627,500	-	-
Avg. PPSF	\$1,321	19.3%	\$1,107	-	-
Number of Sales	1	0.0%	1	-	0
DOM	101		126		-
\$3M+	Q1-21	YoY%	Q1-20	QoQ%	Q4-20
Avg. Sales Price	-	-	-	-	-
Avg. PPSF	-	-	-	-	-
Number of Sales	0	-	0	-	0
DOM	-	-	-	-	-

SUNSET STRIP / HOLLYWOOD HILLS - CONDOS \$500K+

+53.8%

SALES VOLUMES were **UP 53.8% YOY**, recording 20 closings over the same period last year.

+24.0%

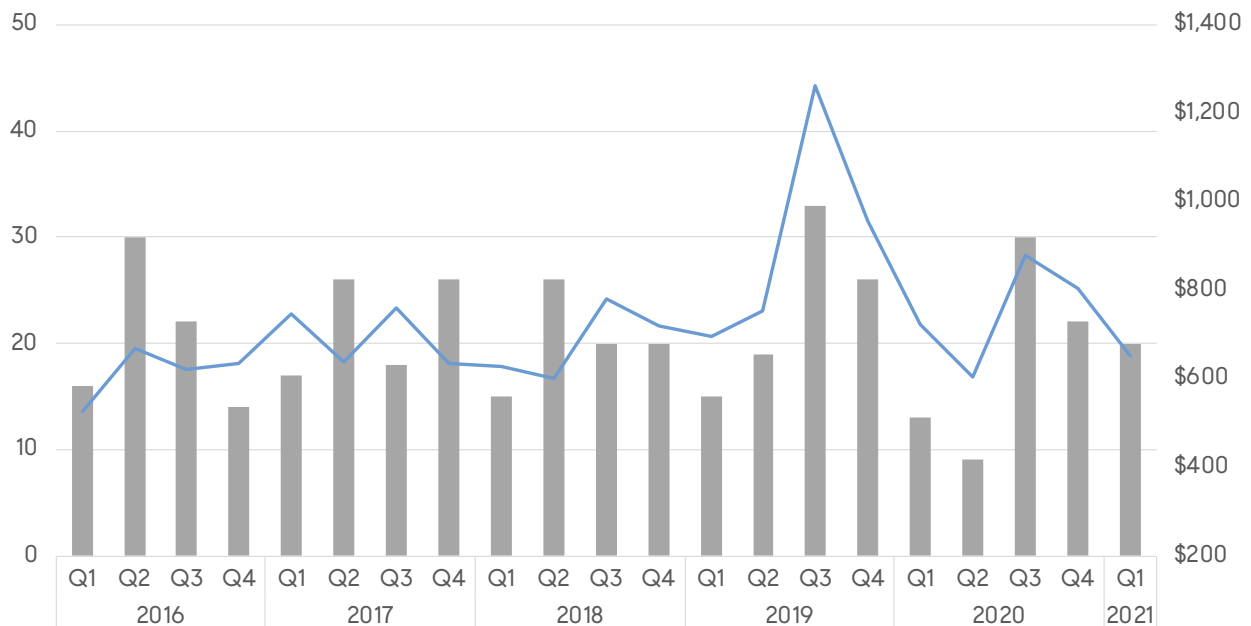
The **AVERAGE SALES PRICE** for the **\$1.5-\$3M** market was **UP 24.0% YOY**, to \$2,300,000, indicating a strong performance for the luxury sector.

+31.3%

The **\$1M-\$5M** segment was **UP 31.3%** in the **AVERAGE PRICE PER SQUARE FOOT** to \$898.

MARKET PERFORMANCE

Sunset Strip-Hollywood Hills Market Performance
Condos (\$500K+)



CONDO \$500K+	Q1-21	YoY%	Q1-20	QoQ%	Q4-20
Avg. Sales Price	\$877,850	-6.0%	\$933,462	-13.8%	\$1,082,900
Avg. PPSF	\$650	-9.9%	\$721	-10.4%	\$805
Number of Sales	20	53.8%	13	-40.9%	22
DOM	43		54		47

ANNUAL PERFORMANCE	2020	YoY%	2019	YoY%	2018
Avg. Sales Price	\$1,092,012	-51.0%	\$2,228,317	153.8%	\$878,113
Avg. PPSF	\$795	-18.7%	\$979	44.1%	\$679
Number of Sales	74	-20.4%	93	14.8%	81
DOM	36		53		50

**SUNSET STRIP /
HOLLYWOOD HILLS
- CONDOS \$500K+**

\$500K-\$1M

\$1M-\$1.5M

\$1.5M-\$3M

\$3M+

SALES BY PRICE POINT

\$500K-\$1M	Q1-21	YoY%	Q1-20	QoQ%	Q4-20
Avg. Sales Price	\$708,667	1.4%	\$698,778	3.0%	\$688,253
Avg. PPSF	\$577	-9.4%	\$636	-10.6%	\$645
Number of Sales	15	66.7%	9	0.0%	15
DOM	43		62		31
\$1M-\$1.5M	Q1-21	YoY%	Q1-20	QoQ%	Q4-20
Avg. Sales Price	\$1,156,750	8.3%	\$1,068,000	3.4%	\$1,118,750
Avg. PPSF	\$898	47.6%	\$609	31.3%	\$684
Number of Sales	4	100.0%	2	0.0%	4
DOM	44		58		53
\$1.5M-\$3M	Q1-21	YoY%	Q1-20	QoQ%	Q4-20
Avg. Sales Price	\$2,300,000	24.0%	\$1,855,000	-1.1%	\$2,325,000
Avg. PPSF	\$758	-37.7%	\$1,216	-57.6%	\$1,787
Number of Sales	1	-50.0%	2	0.0%	1
DOM	38		12		60
\$3M+	Q1-21	YoY%	Q1-20	QoQ%	Q4-20
Avg. Sales Price	-	-	-	-	\$3,350,000
Avg. PPSF	-	-	-	-	\$1,757
Number of Sales	0	-	0	-100.0%	2
DOM	-		-		157

CENTURY CITY / WESTWOOD - CONDOS \$500K+

+23.2%

In Q1 2021, Century City/Westwood saw 138 **RECORDED DEALS, UP 23.2% YOY**; a strong indication that buyers are returning to the market at pre-Covid volumes.

+5.8%

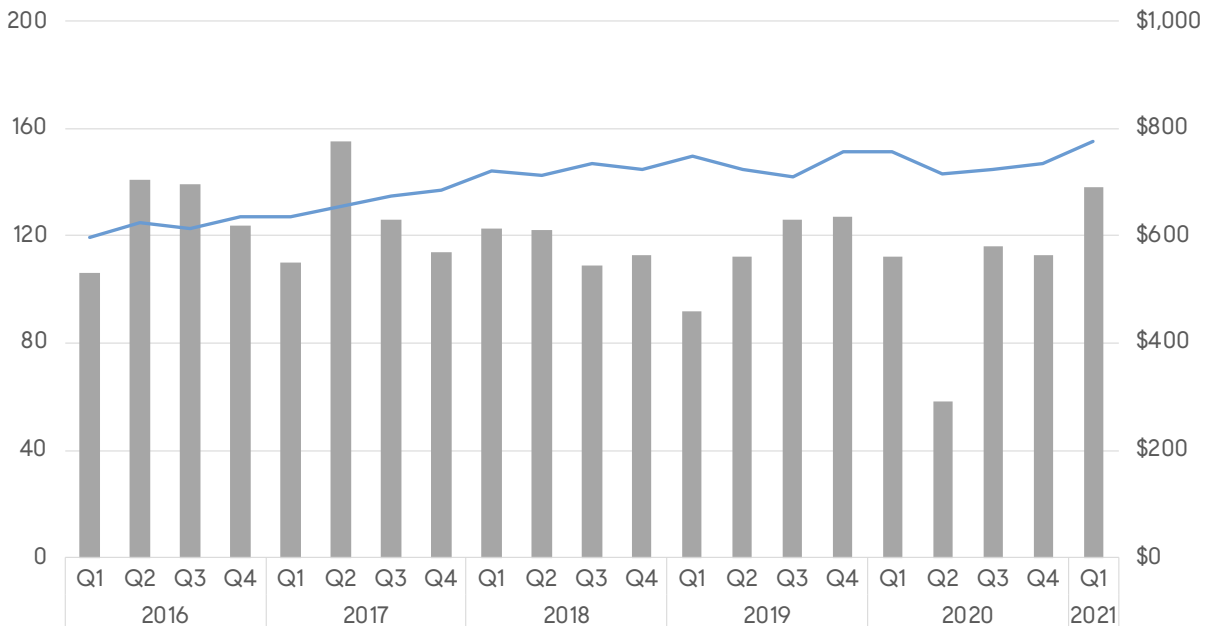
The **AVERAGE PRICE PER SQUARE FOOT** in Q1 2021 was **UP 5.8% QOQ** at \$777 PPSF, on pace with increased demand.

28.0%

The **\$1.5-3M+** price segment for Century City was **UP 28.0%** in the **AVERAGE PPSF** to \$1,004, fueled by the Century Plaza development.

MARKET PERFORMANCE

Century City-Westwood Market Performance
Condos (\$500K+)



CONDO \$500K+	Q1-21	YoY%	Q1-20	QoQ%	Q4-20
Avg. Sales Price	\$1,399,179	-1.1%	\$1,414,807	12.1%	\$1,248,368
Avg. PPSF	\$777	2.7%	\$757	5.8%	\$734
Number of Sales	138	23.2%	112	22.1%	113
DOM	64		67		59

ANNUAL PERFORMANCE	2020	YoY%	2019	YoY%	2018
Avg. Sales Price	\$1,262,074	-5.5%	\$1,335,299	2.5%	\$1,302,111
Avg. PPSF	\$735	0.0%	\$735	1.6%	\$723
Number of Sales	399	-12.7%	457	-2.1%	467
DOM	49		55		52

**CENTURY CITY /
WESTWOOD
- CONDOS \$500K+**

\$500K-\$1M

\$1M-\$1.5M

\$1.5M-\$3M

\$3M+

SALES BY PRICE POINT

\$500K-\$1M	Q1-21	YoY%	Q1-20	QoQ%	Q4-20
Avg. Sales Price	\$806,100	2.2%	\$789,044	4.4%	\$771,901
Avg. PPSF	\$647	-4.0%	\$674	0.0%	\$647
Number of Sales	65	44.4%	45	-7.1%	70
DOM	56		72		49
\$1M-\$1.5M	Q1-21	YoY%	Q1-20	QoQ%	Q4-20
Avg. Sales Price	\$1,166,245	-1.9%	\$1,188,497	-2.1%	\$1,191,043
Avg. PPSF	\$676	-4.4%	\$707	-0.4%	\$679
Number of Sales	42	-2.3%	43	82.6%	23
DOM	69		51		62
\$1.5M-\$3M	Q1-21	YoY%	Q1-20	QoQ%	Q4-20
Avg. Sales Price	\$2,038,086	12.2%	\$1,816,529	9.3%	\$1,865,423
Avg. PPSF	\$1,004	28.0%	\$784	35.2%	\$742
Number of Sales	22	29.4%	17	69.2%	13
DOM	67		68		76
\$3M+	Q1-21	YoY%	Q1-20	QoQ%	Q4-20
Avg. Sales Price	\$5,207,778	-11.0%	\$5,852,143	3.0%	\$5,055,429
Avg. PPSF	\$1,638	6.7%	\$1,536	-7.8%	\$1,777
Number of Sales	9	28.6%	7	28.6%	7
DOM	92		129		117



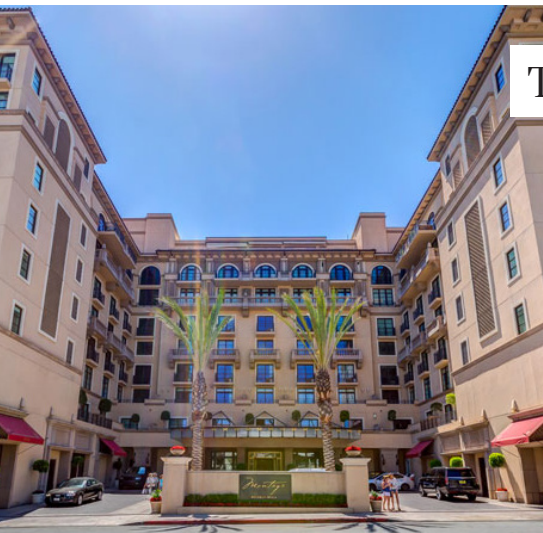
The Edition

Recent Sales (Q2 2020 - Present)

Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	3	\$4,816,667	\$2,568
3-BR	1	\$7,200,000	\$3,116
4-BR	0	-	-
Total	4	\$6,008,333	\$2,842

Current Inventory

Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	1	\$6,995,000	\$3,653
3-BR	2	\$16,675,000	\$4,327
4-BR	0	-	-
Total	3	\$11,835,000	\$3,990



The Montage

Recent Sales (Q2 2020 - Present)

Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	1	\$6,950,000	\$3,677
3-BR	0	-	-
4-BR	0	-	-
Total	1	\$6,950,000	\$3,677

Current Inventory

Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	0	-	-
3-BR	0	-	-
4-BR	0	-	-
Total	0	-	-



Century Plaza Towers

Recent Sales (Q2 2020 - Present)

Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	0	-	-
3-BR	0	-	-
4-BR	0	-	-
Total	0	-	-

Current Inventory

Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1-BR	3	\$1,833,333	\$1,899
2-BR	16	\$4,839,063	\$2,150
3-BR	4	\$10,550,000	\$2,864
4-BR	0	-	-
Total	23	\$5,740,799	\$2,304



Century Plaza Hotel

Recent Sales (Q2 2020 - Present)

Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	2	\$2,209,500	\$2,082
2-BR	3	\$4,775,000	\$2,714
3-BR	1	\$5,700,000	\$2,227
4-BR	0	-	-
Total	6	\$4,228,167	\$2,341

Current Inventory

Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1-BR	3	\$2,964,000	\$2,177
2-BR	5	\$4,080,000	\$2,210
3-BR	3	\$5,743,333	\$2,232
4-BR	0	-	-
Total	11	\$4,262,444	\$2,206



The Carlyle

Recent Sales (Q2 2020 - Present)

Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	2	\$2,597,500	\$944
3-BR	0	-	-
4-BR	0	-	-
Total	2	\$2,597,500	\$944

Current Inventory

Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	5	\$2,974,600	\$1,053
3-BR	1	\$4,995,000	\$1,474
4-BR	0	-	-
Total	6	\$3,984,800	\$1,263



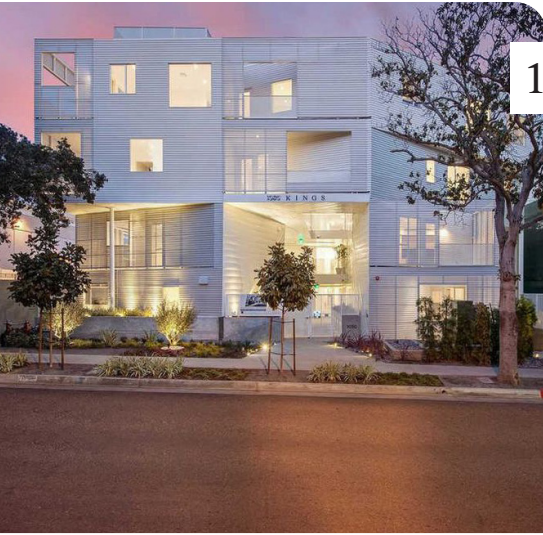
The Liddel

Recent Sales (Q2 2020 - Present)

Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	5	\$1,374,390	\$1,062
2-BR	2	\$1,746,500	\$1,130
3-BR	0	-	-
4-BR	0	-	-
Total	7	\$1,560,445	\$1,096

Current Inventory

Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1-BR	4	\$1,415,250	\$1,220
2-BR	2	\$1,629,000	\$951
3-BR	1	\$3,288,000	\$1,298
4-BR	0	-	-
Total	7	\$2,110,750	\$1,156



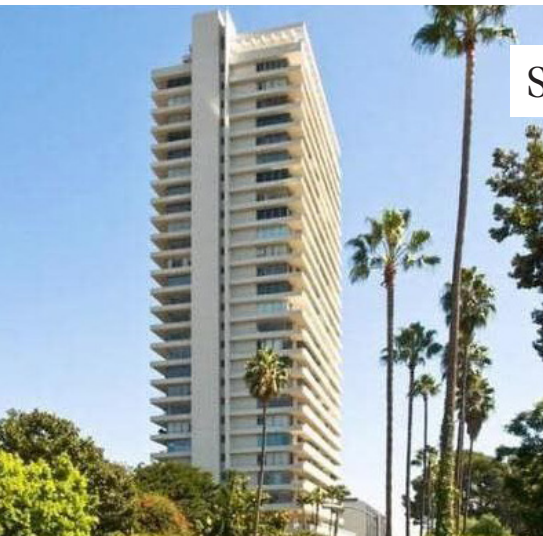
1030 Kings

Recent Sales (Q2 2020 - Present)

Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	0	-	-
3-BR	0	-	-
4-BR	0	-	-
Total	0	-	-

Current Inventory

Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	0	-	-
3-BR	0	-	-
4-BR	0	-	-
Total	0	-	-



Sierra Towers

Recent Sales (Q2 2020 - Present)

Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	1	\$2,325,000	\$1,787
2-BR	2	\$3,350,000	\$1,757
3-BR	0	-	-
4-BR+	0	-	-
Total	3	\$2,837,500	\$1,772

Current Inventory

Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	2	\$3,400,000	\$1,625
1-BR	3	\$2,515,000	\$2,027
2-BR	3	\$4,666,333	\$2,174
3-BR	0	-	-
4-BR+	0	-	-
Total	8	\$3,527,111	\$1,942



432 Oakhurst

Recent Sales (Q2 2020 - Present)

Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	2	\$1,886,250	\$936
3-BR	2	\$3,152,500	\$1,311
4-BR	0	-	-
Total	4	\$2,519,375	\$1,123

Current Inventory

Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	1	\$3,549,000	\$1,757
3-BR	2	\$2,322,500	\$1,122
4-BR	0	-	-
Total	3	\$2,935,750	\$1,440



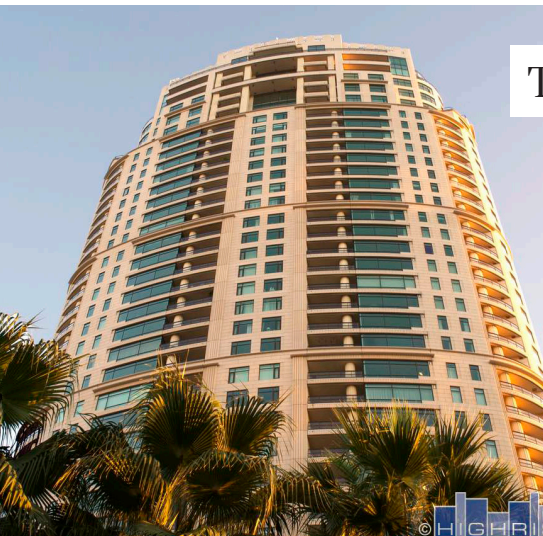
Beverly West

Recent Sales (Q2 2020 - Present)

Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	1	\$2,295,000	\$1,319
3-BR	3	\$5,773,333	\$1,447
4-BR	0	-	-
Total	4	\$4,034,167	\$1,383

Current Inventory

Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	2	\$5,384,000	\$1,912
3-BR	2	\$15,648,000	\$2,444
4-BR	1	\$6,999,999	\$1,750
Total	5	\$9,344,000	\$2,035



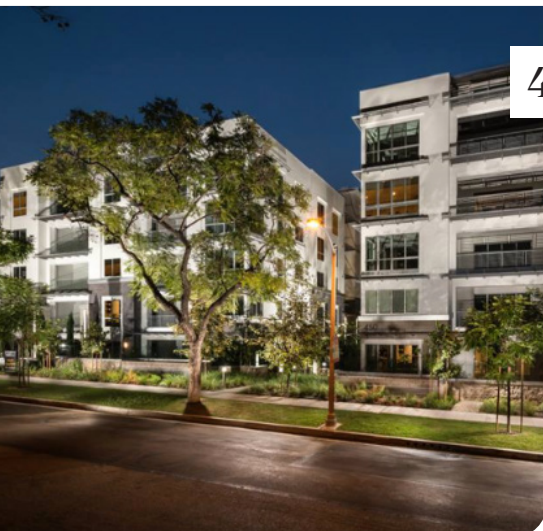
The Century

Recent Sales (Q2 2020 - Present)

Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	1	\$640,000	\$1,054
1-BR	0	-	-
2-BR	6	\$3,649,667	\$1,289
3-BR	2	\$8,825,000	\$1,750
4-BR	1	\$6,850,000	\$1,502
Total	10	\$4,991,167	\$1,399

Current Inventory

Listings	# Listings	Avg. Listing Price	Avg. \$/SF
2-BR	0	-	-
3-BR	0	-	-
4-BR	5	\$4,076,600	\$1,502
5-BR	7	\$7,792,143	\$1,812
6-BR	0	-	-
Total	12	\$5,934,371	\$1,657



460 Palm

Recent Sales (Q2 2020 - Present)

Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	1	\$2,050,000	\$1,033
3-BR	0	-	-
4-BR	0	-	-
Total	1	\$2,050,000	\$1,033

Current Inventory

Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	0	-	-
3-BR	2	\$3,345,000	\$1,101
4-BR	0	-	-
Total	2	\$3,345,000	\$1,101



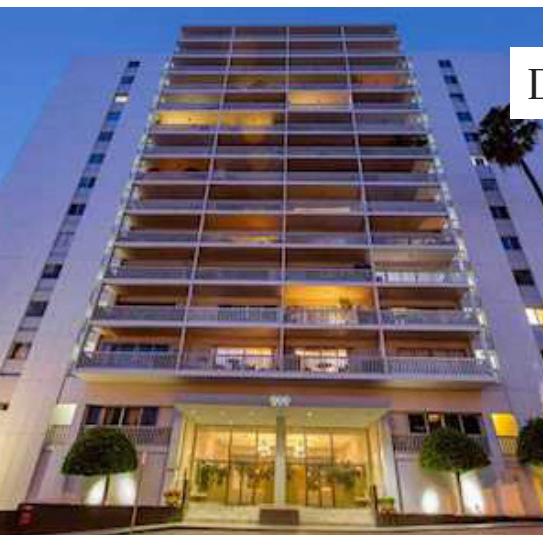
Empire West

Recent Sales (Q2 2020 - Present)

Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	3	\$1,962,667	\$1,091
3-BR	0	-	-
4-BR	0	-	-
Total	3	\$1,962,667	\$1,091

Current Inventory

Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	7	\$2,445,571	\$1,194
3-BR	1	\$5,195,000	\$1,348
4-BR	0	-	-
Total	8	\$3,820,286	\$1,271



Doheny West Tower

Recent Sales (Q2 2020 - Present)

Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	2	\$586,500	\$957
1-BR	3	\$695,833	\$830
2-BR	3	\$1,324,667	\$1,027
3-BR	0	-	-
4-BR	0	-	-
Total	8	\$869,000	\$938

Current Inventory

Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	1	\$549,000	\$809
1-BR	3	\$822,333	\$1,125
2-BR	1	\$2,495,000	\$1,418
3-BR	0	-	-
4-BR	0	-	-
Total	5	\$1,288,778	\$1,117



Gardenhouse

Recent Sales (Q2 2020 - Present)

Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	0	-	-
3-BR	0	-	-
4-BR	0	-	-
Total	0	-	-

Current Inventory

Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	1	\$3,500,000	\$1,506
3-BR	6	\$4,583,667	\$1,747
4-BR	0	-	-
Total	7	\$4,041,833	\$1,627

Los Angeles Core Pipeline Overview

Q1 2021



1

8899 BEVERLY



2

PENDRY WEST HOLLYWOOD



3

ONE BEVERLY HILLS



4

8150 SUNSET



5

9200 WILSHIRE



6

FOUR SEASONS PRIVATE RESIDENCES



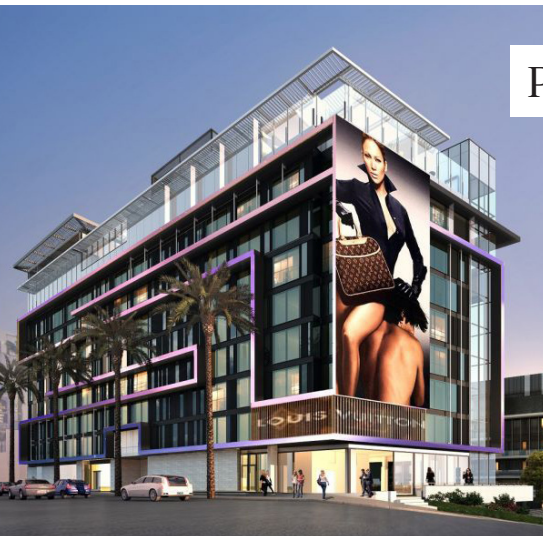
7

9908 SANTA MONICA



8899 Beverly 8899 BEVERLY BLVD

NEIGHBORHOOD	West Hollywood
DEVELOPER	Townscape Partners
ARCHITECT	Olsen Kundig
RESIDENCES & STORIES	61 Residences & 10 Stories
PRICE RANGE	\$2,900/sf - \$3,500/sf Penthouses starting at \$4,900 - \$5,100/sf
COMPLETION DATE	2019-2020
ADDITIONAL INFO	Fitness center, lap pool, spa, yoga and Pilates studios, outdoor fireplace and entertaining space



Pendry West Hollywood 8439 SUNSET BLVD

NEIGHBORHOOD	Sunset Strip - Hollywood Hills
DEVELOPER	Combined Properties / AECOM
ARCHITECT	Ehrlich Architects
RESIDENCES & STORIES	40 Residences & 9 Stories
PRICE RANGE	\$1,200/SF-3,900/SF
COMPLETION DATE	Currently in pre-sale
ADDITIONAL INFO	Valet, full service hotel amenities, pool and lounges, landscaped terraces



One Beverly Hills 9900 WILSHIRE BLVD

NEIGHBORHOOD	Beverly Hills
DEVELOPER	Alagem Capital Group & Cain International
ARCHITECT	Foster & Partners
RESIDENCES & STORIES	Two Towers, 28 and 32 story towers, 303 Condos & 37 Hotel Branded Condos
PRICE RANGE	PPSF estimate \$4,000+
COMPLETION DATE	TBD
ADDITIONAL INFO	24/7 concierge, full hotel amenities, private pool, outdoor terrace, lounge, private chefs, gym, screening room



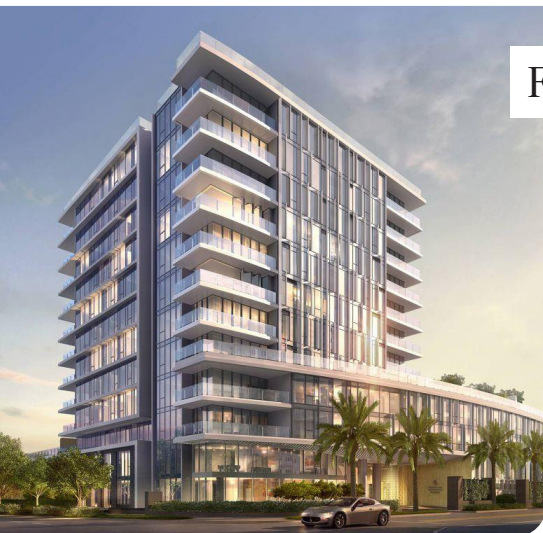
8150 Sunset 8150 SUNSET BLVD

NEIGHBORHOOD	West Hollywood - Sunset Strip
DEVELOPER	Townscape Partners
ARCHITECT	Frank Gehry
RESIDENCES & STORIES	30 Condos, 219 Apartments
PRICE RANGE	N/A
COMPLETION DATE	TBD, Construction expected to start by April 2020
ADDITIONAL INFO	Plans include 65,000 SF of retail, 25,000 SF supermarket, 23,000 SF of restaurant space



9200 Wilshire 9200 WILSHIRE BLVD

NEIGHBORHOOD	Golden Triangle - Beverly Hills
DEVELOPER	Bilgili Group and SHVO
ARCHITECT	MVE + Partners
RESIDENCES & STORIES	7 Stories, 54 Condos
PRICE RANGE	N/A
COMPLETION DATE	2021
ADDITIONAL INFO	Rooftop pool with panoramic views



Four Seasons Private Residences 9900 WEST THIRD STREET

NEIGHBORHOOD	Beverly Hills Adjacent
DEVELOPER	Genton Property Group
ARCHITECT	CallisonRTKL
RESIDENCES & STORIES	12 Stories, 59 Condos
PRICE RANGE	Starting at \$1,500/sf for podium units, \$2,700/sf in tower units
COMPLETION DATE	Currently in pre-sale
ADDITIONAL INFO	Interiors by Martyn Lawrence Bullard



9908 Santa Monica 9908 S. SANTA MONICA

NEIGHBORHOOD	Beverly Hills
DEVELOPER	Goldstein Planting
ARCHITECT	Thomas Juul-Hansen
RESIDENCES & STORIES	27 Residences, 4 Stories
PRICE RANGE	N/A
COMPLETION DATE	TBD
ADDITIONAL INFO	Currently undergoing approval process with the city.

New Development Market Insights

LOS ANGELES CORE Q1 2021

Contact

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BEVERLY HILLS, CA 90212

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