

# SOUTHERN CALIFORNIA OFFICE SALE TRENDS

*THIRD QUARTER 2018*



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## SOUTHERN CALIFORNIA OFFICE SALE TREND ANALYSIS

TOTAL SALES TRANSACTIONS										
Market	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018-3Q
LA County	351	357	550	752	779	895	1,059	987	1,158	734
Orange County	102	150	205	294	348	334	421	390	410	336
Inland Empire	168	156	249	266	328	370	430	401	507	332
Ventura County	24	29	54	59	58	107	86	110	109	99
<b>Totals</b>	<b>645</b>	<b>692</b>	<b>1,058</b>	<b>1,371</b>	<b>1,513</b>	<b>1,706</b>	<b>1,996</b>	<b>1,888</b>	<b>2,184</b>	<b>1,501</b>

TOTAL TRANSACTION DOLLAR VALUE (MILLIONS)										
Bldg. SF	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018-3Q
LA County	\$755.3	\$1,163.2	\$2,050.9	\$3,251.5	\$5,974.4	\$7,343.7	\$4,808.9	\$9,596.4	\$7,868.2	\$4,881.2
Orange County	\$362.4	\$501.6	\$629.2	\$783.3	\$1,386.4	\$1,596.8	\$2,762.5	\$2,503.9	\$2,291.3	\$1,697.3
Inland Empire	\$85.6	\$98.8	\$130.6	\$166.8	\$236.1	\$331.5	\$637.5	\$463.1	\$472.8	\$427.2
Ventura County	\$29.6	\$81.3	\$56.4	\$43.2	\$57.1	\$246.9	\$164.5	\$169.8	\$150.1	\$217.2
<b>Totals</b>	<b>\$1,232.9</b>	<b>\$1,844.9</b>	<b>\$2,867.1</b>	<b>\$4,244.7</b>	<b>\$7,653.9</b>	<b>\$9,519.0</b>	<b>\$8,373.5</b>	<b>\$12,733.1</b>	<b>\$10,782.3</b>	<b>\$7,223.0</b>

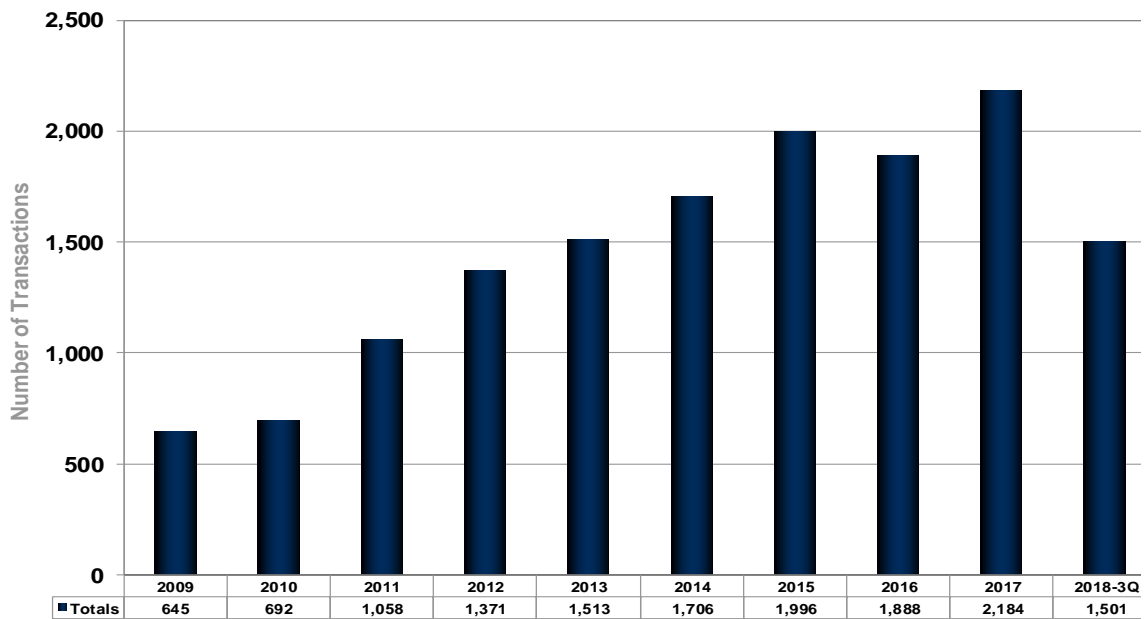
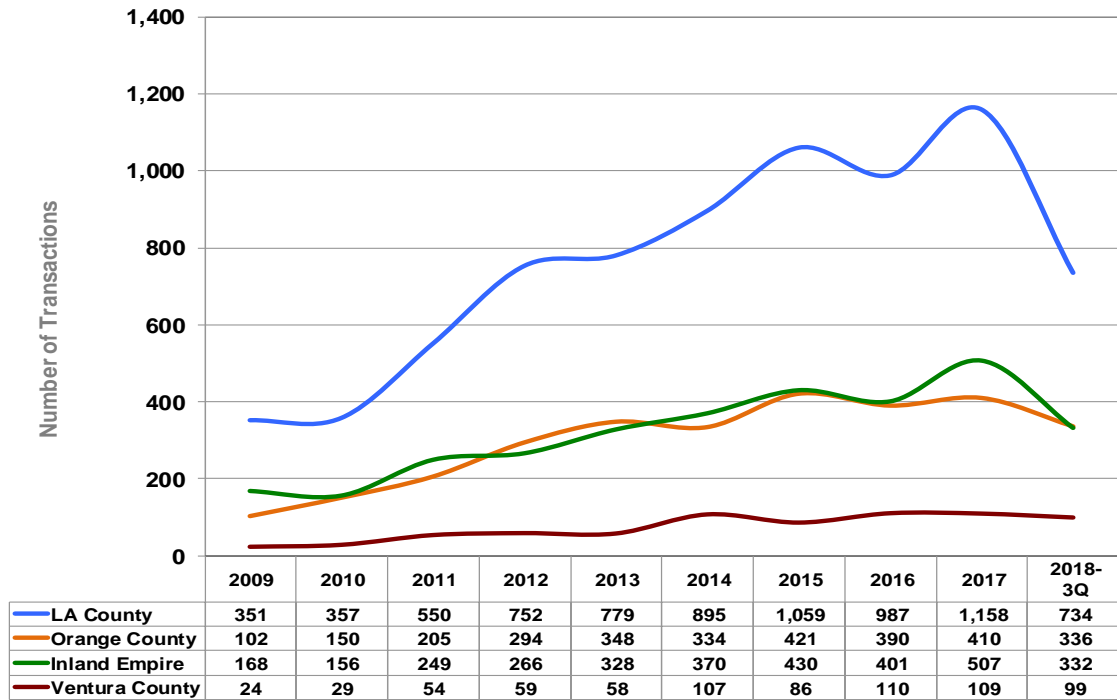
TOTAL SQUARE FEET SOLD										
Bldg. SF	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018-3Q
LA County	5,586,548	6,264,038	9,680,756	15,191,009	23,822,433	23,625,749	17,446,723	25,101,191	26,196,580	15,872,832
Orange County	2,006,822	3,404,048	3,896,963	6,081,582	7,190,681	8,132,668	12,114,535	11,818,719	9,101,010	7,488,049
Inland Empire	958,664	1,103,908	1,731,566	2,323,023	2,422,231	2,867,846	5,264,416	3,458,114	5,066,634	3,936,833
Ventura County	141,646	307,079	397,973	517,872	679,367	1,551,821	1,066,791	1,187,820	1,038,975	1,612,890
<b>Totals</b>	<b>8,693,680</b>	<b>11,079,073</b>	<b>15,707,258</b>	<b>24,113,486</b>	<b>34,114,712</b>	<b>36,178,084</b>	<b>35,892,465</b>	<b>41,565,844</b>	<b>41,403,199</b>	<b>28,910,604</b>

AVERAGE PRICE / SF										
Bldg. SF	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018-3Q
LA County	\$227.26	\$234.56	\$255.72	\$264.93	\$280.24	\$343.93	\$305.40	\$428.33	\$356.50	\$355.75
Orange County	\$195.73	\$181.97	\$191.81	\$211.44	\$212.11	\$208.88	\$259.38	\$263.93	\$273.67	\$258.79
Inland Empire	\$181.23	\$128.47	\$122.12	\$135.31	\$132.79	\$144.35	\$140.64	\$170.34	\$157.73	\$173.07
Ventura County	\$248.34	\$328.13	\$182.62	\$130.87	\$104.53	\$208.57	\$189.67	\$179.75	\$190.44	\$166.63
<b>Averages</b>	<b>\$215.25</b>	<b>\$210.43</b>	<b>\$223.28</b>	<b>\$236.07</b>	<b>\$251.91</b>	<b>\$291.94</b>	<b>\$262.26</b>	<b>\$353.02</b>	<b>\$309.80</b>	<b>\$295.21</b>

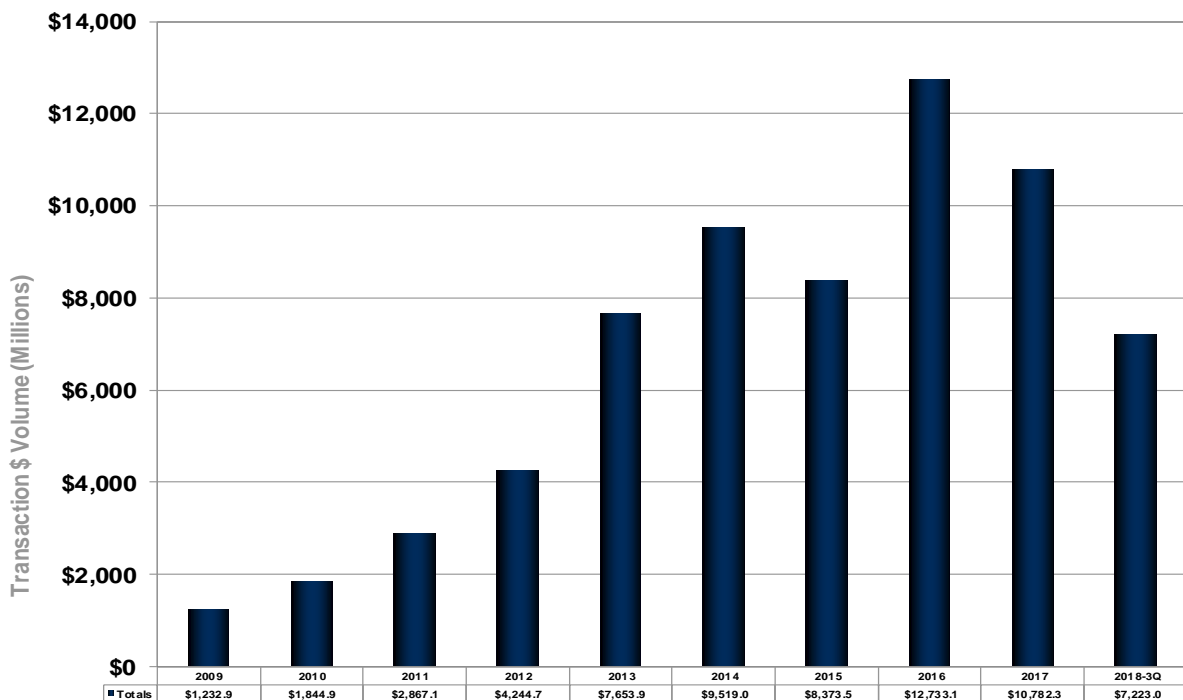
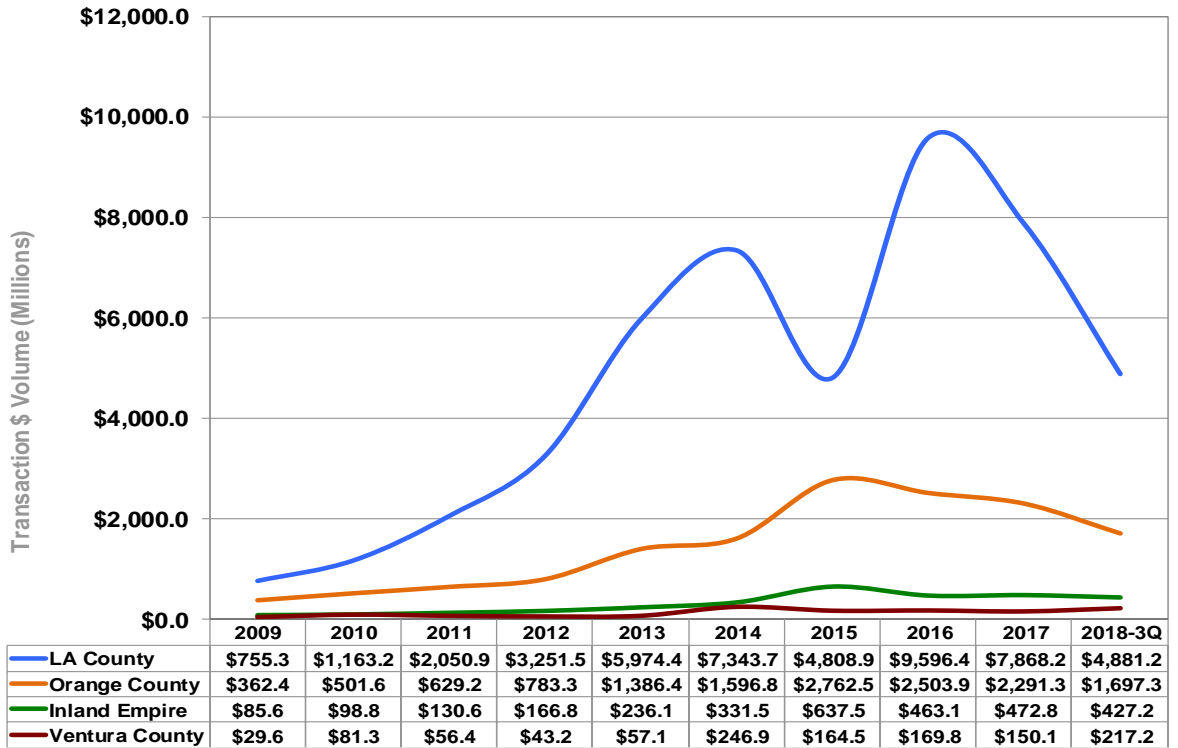
MEDIAN PRICE / SQUARE FOOT										
Bldg. SF	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018-3Q
LA County	\$259.65	\$211.87	\$204.57	\$245.12	\$233.03	\$265.09	\$284.48	\$297.75	\$302.50	\$326.06
Orange County	\$226.25	\$195.05	\$216.15	\$190.00	\$204.61	\$224.24	\$246.57	\$279.36	\$289.58	\$312.40
Inland Empire	\$187.29	\$165.00	\$135.00	\$119.49	\$126.81	\$135.05	\$133.10	\$159.99	\$166.99	\$167.35
Ventura County	\$297.09	\$202.17	\$215.19	\$183.47	\$175.15	\$180.41	\$213.19	\$187.17	\$202.82	\$247.24
<b>Median Average</b>	<b>\$244.57</b>	<b>\$201.76</b>	<b>\$200.04</b>	<b>\$217.79</b>	<b>\$218.35</b>	<b>\$241.97</b>	<b>\$247.36</b>	<b>\$277.90</b>	<b>\$280.58</b>	<b>\$296.51</b>

MEDIAN \$ PSF INCREASE										
Bldg. SF	2010	2011	2012	2013	2014	2015	2016	2017	2018-3Q	
LA County	-18.4%	-3.4%	19.8%	-4.9%	13.8%	7.3%	4.7%	1.6%	7.8%	
Orange County	-13.8%	10.8%	-12.1%	7.7%	9.6%	10.0%	13.3%	3.7%	7.9%	
Inland Empire	-11.9%	-18.2%	-11.5%	6.1%	6.5%	-1.4%	20.2%	4.4%	0.2%	
Ventura County	-31.9%	6.4%	-14.7%	-4.5%	3.0%	18.2%	-12.2%	8.4%	21.9%	
<b>Totals</b>	<b>-17.5%</b>	<b>-0.9%</b>	<b>8.9%</b>	<b>0.3%</b>	<b>10.8%</b>	<b>2.2%</b>	<b>12.3%</b>	<b>1.0%</b>	<b>5.7%</b>	

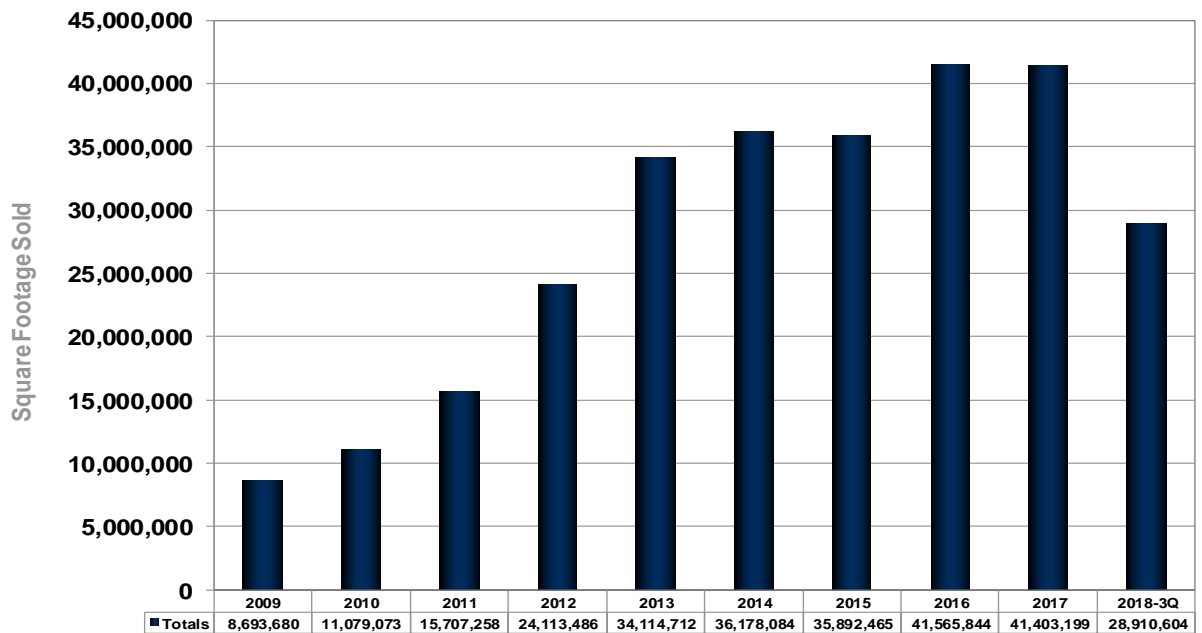
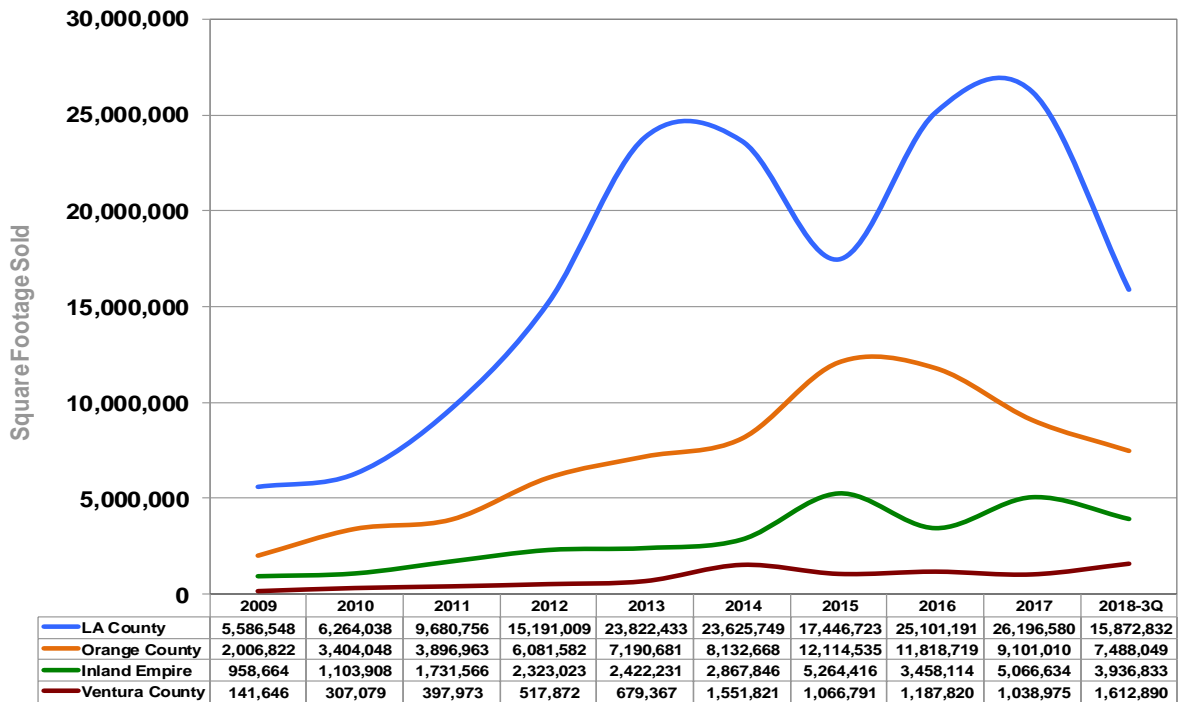
## SOUTHERN CALIFORNIA OFFICE SALE TRENDS | TOTAL NUMBER OF SALE TRANSACTIONS



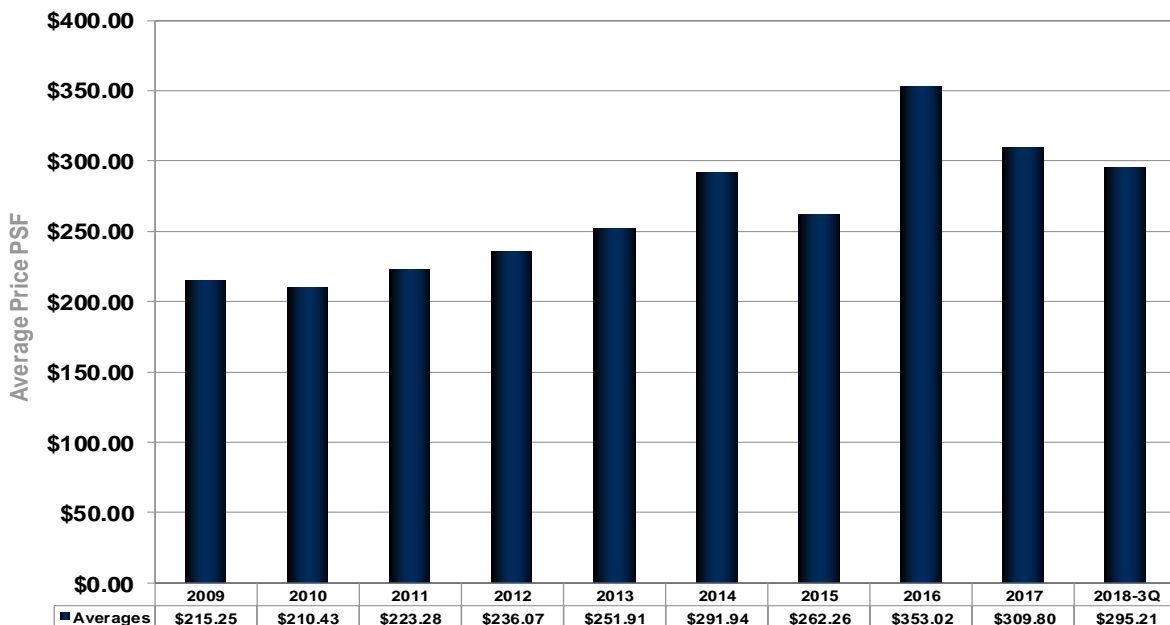
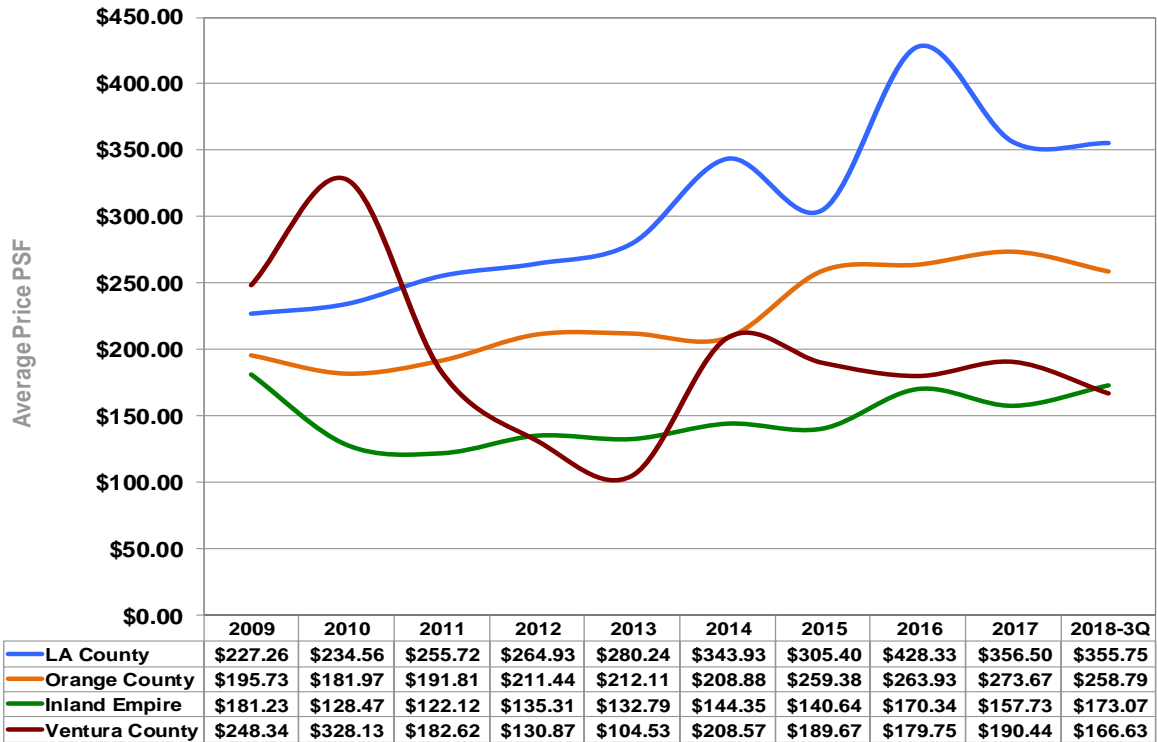
## SOUTHERN CALIFORNIA OFFICE SALE TRENDS | TOTAL TRANSACTION VOLUME



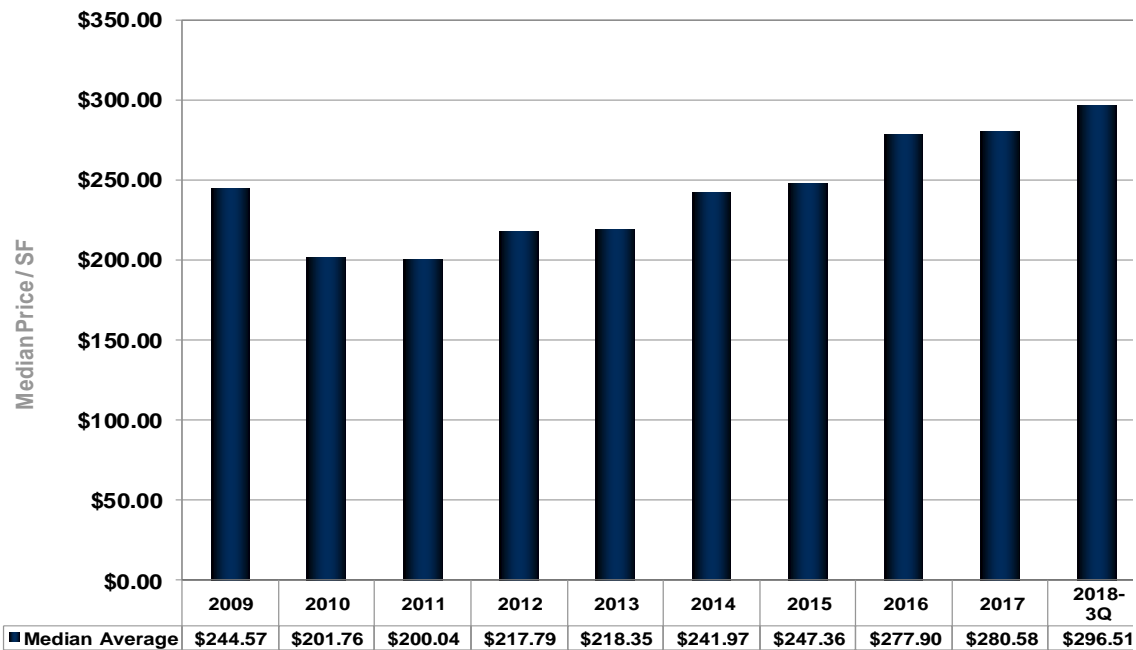
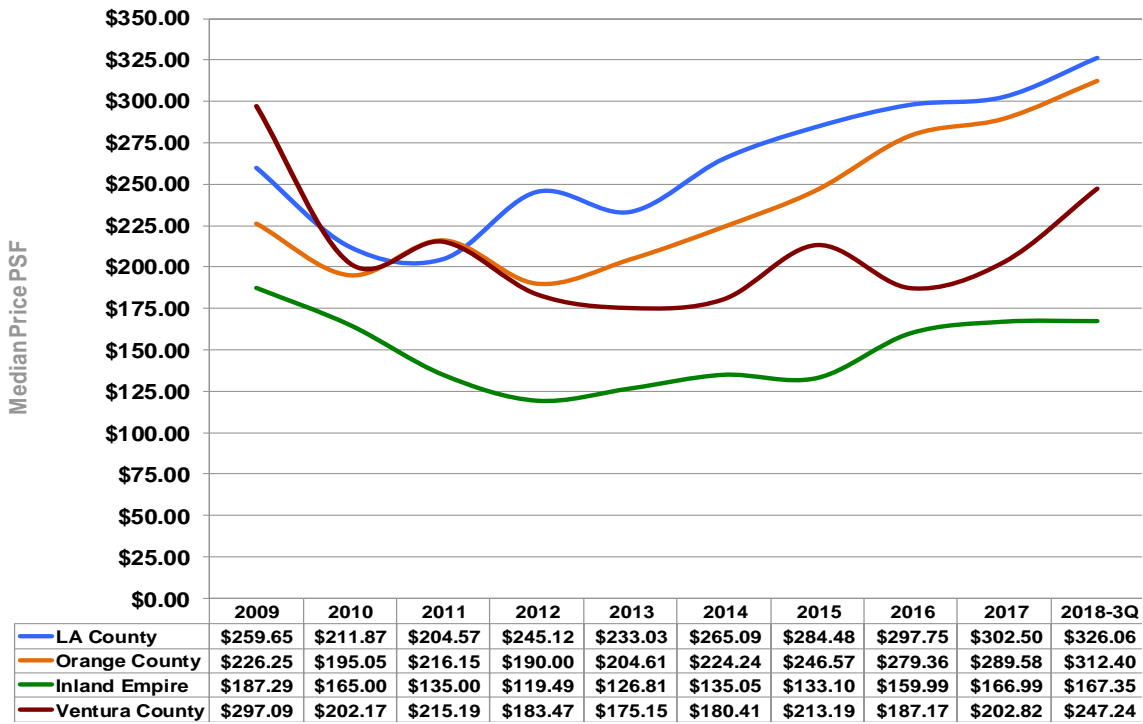
## SOUTHERN CALIFORNIA OFFICE SALE TRENDS | TOTAL SQUARE FOOTAGE SOLD



## SOUTHERN CALIFORNIA OFFICE SALE TRENDS | AVERAGE PRICE PER SQUARE FOOT



## SOUTHERN CALIFORNIA OFFICE SALE TRENDS | MEDIAN PRICE PER SQUARE FOOT



**SOUTHERN CALIFORNIA OFFICE SALE TRENDS | MEDIAN PRICE PER SQUARE FOOT ANNUAL % CHANGE**

