

YOUR GUIDE TO SOUTH COAST COMMERCIAL REAL ESTATE | Q3 2015 SUMMARY

COMMERCIAL SALES SUMMARY

Breakthrough Year for Development Deals

As many have probably noticed, sleepy Santa Barbara has an unusual amount of development projects either underway or breaking ground soon. We have seen a backlog of moth-balled projects — some of which have been 20+ years in the making — which are now moving forward as a result of an improving economy, available financing and political will.

The main focus of many of these projects is in the Funk Zone which will be anchored by the long awaited 123-room former Entrada Hotel Project (renamed the Californian Hotel) which is now moving full steam ahead. The foundations are poured and the first sticks are coming out of the ground.

Right down the street from Entrada is the Children's Museum which has been moving along very quickly and may actually hit their target date for completion in late 2016. Within a block of both of these projects is

Year-to-Date South Coast Commercial Sales (Through Q3 2015. Excluding Apartments.)



Commercial Sales Summary Continued on P.5

Year-to-Date South Coast Leasing | Vacancy Rate & Avg. Gross Asking Rate Comparisons

(Through Q3 2015. Excluding Apartments.)

	VACANCY RATES* (%)					AVG. ASKING PRICES (\$/SF GROSS)				
	Q3 14	Q4 14	Q1 15	Q2 15	Q3 15	Q3 14	Q4 14	Q1 15	Q2 15	Q3 15
Office/R&D										
Santa Barbara	4.7%	3.9%	3.5%	3.3%	3.4%	\$2.90	\$2.87	\$2.94	\$2.94	\$3.00
Goleta	7.3%	9.2%	8.9%	7.6%	7.3%	\$1.58	\$1.73	\$1.75	\$1.87	\$1.74
Carpinteria	25.2%	27.3%	26.7%	23.5%	20.7%	\$1.74	\$1.74	\$1.72	\$1.75	\$1.67
Industrial										
Santa Barbara	0.5%	0.1%	0.3%	0.1%	0.3%	\$1.68	\$1.95	\$1.66	\$2.60	\$2.03
Goleta	4.4%	3.5%	4.0%	4.5%	5.3%	\$1.51	\$1.60	\$1.37	\$1.56	\$1.52
Carpinteria	5.9%	2.7%	2.7%	3.8%	3.8%	\$1.00	\$1.09	\$1.09	\$0.94	\$1.01
Retail										
Santa Barbara	2.0%	1.3%	1.5%	1.4%	1.5%	\$3.73	\$3.77	\$3.65	\$3.82	\$3.82

SOUTH COAST LEASING SUMMARY

The South Coast leasing market has enjoyed a stable and healthy pace in 2015 with most average gross lease rates up slightly and vacancy mainly in the single digits.

Office

Beginning with the office sector, we continue to see numerous upstarts dominate smaller spaces in addition to larger expansions with the likes of tech heavy hitters Sonos and Appfolio. For the first time in history the average Santa Barbara gross lease rate achieved \$3.00/SF gross as vacancy now stands at just 3.4%.

To date Sonos has leased over 120,000 SF downtown, contributing significantly to this healthy office market over the last few years. We have seen the conversion of retail to office both with Sonos at 614 Chapala St. (21,000 SF) and more recently Impact Hub at 1113 State St. (11,196 SF) as our retail corridors become attractive to modern office users.

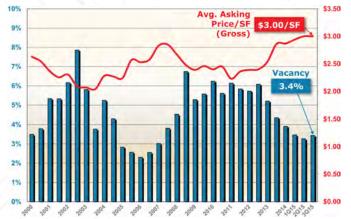
Continuing the theme of conversion, there is also the recent transition of Saks Fifth Avenue on State Street to the company's discount version Saks OFF 5TH, which places the retailer within blocks of other State Street discounters Marshalls and the 99 Cent Store (though you might argue Saks OFF 5TH is not your typical discount store, but bear with us for a second).

When viewed together, the increasing presence of discount stores and the conversion of retail to office have ignited debate as to how to maintain healthy commerce and a high-end retail experience downtown for local and visiting consumers.

Continued on P.3



Santa Barbara Office | Avg. Asking Price & Vacancy Rate



Goleta Office | Avg. Asking Price & Vacancy Rate



Carpinteria Office | Avg. Asking Price & Vacancy Rate



71 S. LOS CARNEROS RD. | 105,257 SF

With Allergan's departure and other larger tenants like Mentor and FLIR dialing down, plenty of office/R&D space is up for the taking in Goleta.



LEASING SUMMARY

Leasing Summary Continued from P.2

Moving further south, Carpinteria's office landscape is expected to change dramatically as we see the continued expansions of companies like Procore and PlanMember Services, and we have recently confirmed 31,755 SF just leased at 1000 Mark Ave. as well. Additionally, the 52,000 SF office complex at 5464 Carpinteria Ave. is now fully approved to be converted to a senior care facility. After years of 20%+ vacancy we should finally see this office market swing to single digit vacancy over the next 24 months, and as such office rates will increase in Carpinteria.

Headed north, there is a swath of larger format office/R&D vacancies in Goleta as companies like Mentor, Allergan, BEI Sensors and FLIR vacate various buildings. The absorption of these larger +10,000 SF spaces and the reduced vacancy rates in Santa Barbara and Carpinteria will undoubtedly increase demand for Goleta office, but to what extent remains unclear.

Industrial

In the industrial sector, the continued scarcity of available space remains a constant throughout the region. A new benchmark has been reached in Santa Barbara with average gross lease rates in 2015 now exceeding \$2.00/SF. Growing companies such as Seek Thermal, Deployable Space Systems and Caribbean Coffee have all expanded their industrial operations. This continued demand has prompted developers to consider new industrial development on a very limited number of undeveloped parcels. With future projects being contemplated on the former Nancarrow property and Wright Property in the Funk Zone we expect Santa Barbara Industrial demand and rates to continue increasing.

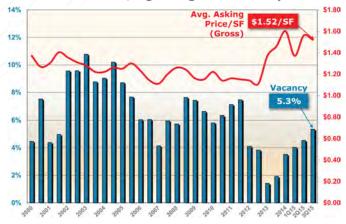
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Santa Barbara Industrial | Avg. Asking Price & Vacancy Rate



Goleta Industrial | Avg. Asking Price & Vacancy Rate



Carpinteria Industrial | Avg. Asking Price & Vacancy Rate



5464 CARPINTERIA AVE. | 52.000 SF

The conversion of this large office complex to a senior care facility will dramatically change the landscape of Carpinteria's Office sector.



LEASING SUMMARY

Leasing Summary Continued from P.3

Retail

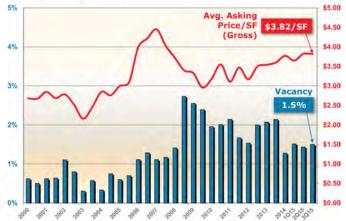
In the retail sector, lease rates and vacancy on the South Coast have been stable and relatively unchanged. The most significant development in the region is the Westar project in Goleta with recent leases signed by the likes of Verizon, Petsmart and R&R Furniture. This Smart & Final anchored center will be completed in 2016 and will bring a host of new tenants to the market. Of slightly lesser note, the former Sizzler in Goleta and the Big Yellow House in Summerland (which were both vacant for extended periods) are now finally leased with new tenants. And there remains continued demand in the Funk Zone with virtually no significant vacancies or availabilities at this time. The highly anticipated Entrada project (see the Commercial Sales section for more) currently under construction will bring over 20,000 SF of new retail and restaurant space to the downtown corridor once this new project comes online in late 2016.

Another recent bright spot in the retail sector has come from the supermarket category with a transaction pending at 222 N. Milpas St., the former Fresh Market location. And though the mismanaged Haggen Market transition has rubbed many in the South Coast the wrong way, the situation is now creating new opportunities for other supermarket operators in the region. We do not foresee any of the existing supermarket spaces being converted to other retail uses.

Ultimately 2016 should prove to be an eventful year of new leases, transitions and conversions as projects are completed and stabilized, new players enter the market, and some traditional players move on. Keep the dial set on Radius for all the latest developments.

Q3 15 NET ABSORPTION (SF)

Santa Barbara Retail | Avg. Asking Price & Vacancy Rate



Expected to be completed in 2016, the approx. 76,000 SF Hollister Village Plaza neighborhood shopping center located at 7000 Hollister Ave. at Storke and Glen Annie Roads will be anchored by Smart & Final Extra and will bring a host of new tenants and customers to the market.



Office/R&D			
Santa Barbara	240,200 SF	176,200 SF	64,000 SF
Goleta	309,600 SF	310,400 SF	(800 SF)
Carpinteria	131,000 SF	107,600 SF	23,400 SF
Industrial			
Santa Barbara	24,100 SF	13,500 SF	10,600 SF

Q3|14 AVAIL. SPACE Q3|15 AVAIL. SPACE Q3|14-15 NET LEASED Goleta 186,200 SF 225,800 SF (39,600 SF) Carpinteria 76,700 SF 49.100 SF 27.600 SF Retail 157,600 SF 49,100 SF Santa Barbara 206,700 SF

2016 LEASING PREDICTIONS

- product.
- At least one major local tenant in our marketplace will be acquired and relocated out of the area.
- 100.000+ SF.
- Earpinteria Office Vacancy will dip below 12% by the end of 2016.



COMMERCIAL SALES SUMMARY

Commercial Sales Summary Continued from P.1

the redevelopment of the +47,000 SF Bekins Building located at 25 E. Mason St. This property is leased to local tech giant Sonos.

In addition to the projects in the Funk Zone, there are two ground-up residential projects of significant size under construction on the other end of State Street. The first is the 89-unit apartment complex located at 3885 State St. which previously housed an aging retail/office building. The other major project is known as the Sandman Redevelopment project located at 3714–3744 State St. This project consists of 73 residential for-sale condos plus roughly 5,000 SF of commercial space.

And lest we forget Goleta where there are various industrial/office projects either planned or under construction including the Sares Regis development project at 6701 Hollister Ave.; a new 138-room Hilton Garden Inn located at 6878 Hollister Ave.; and, of course, the substantial mixed-use Westar project across from Camino Real Shopping Center located at 7090 Hollister Ave.

Contributing to the development activity in the City of Santa Barbara is the city's increased density plan known as the Average Unit-Sized Density program (AUD) which has been a catalyst for new apartment projects throughout the city. Until recently, there have not been any sizable (10 units and up) apartment complexes built in the last 30 years in the City of Santa Barbara.

The buzz surrounding the AUD program is primarily focused on the Priority Overlay Rental plan which, at 37–63 dwelling units per acre, allows for the highest density development for rental units. Right now the total number of units allowed to be built in the Priority Overlay are limited to 250 units. Thus far, there are 244 units in different stages of the pipeline. Some of the larger





"MOXI" THE WOLF MUSEUM OF EXPLORATION

Work has been progressing quickly since the museum's groundbreaking in the Funk Zone last fall and the project should be on schedule for a late 2016 opening.

projects are:

- 3885 State Street 89 units (Under construction)
- 604 E. Cota − 25 units (Approved)
- 15 South Hope Avenue 48 units (Pending approval)
- 634 Anacapa Street 30 units (Pending approval)
- 825 De la Vina Street 21 units (Pending approval)
- 800 Santa Barbara Street 24 units (Pending approval)

Building on Momentum

First quarter commercial sales started off with a whimper with only 15 sales compared to 23 for the previous year. The good news, however, is that sales have been steadily picking up steam with 23 sales in Q2 and 28 sales recorded in Q3. Year to date there have already been 66 sales which exceeds the annual average for the past 17 years and we still have another quarter to go. With the deals currently in the pipeline, look for 2015 to be another above average year for commercial real estate sales that could approach or pass the 100 sale mark for the second year in a row.

Highlight Sales

There have been a variety of large sales this year including seven over \$10 Million in size. In the first quarter, the largest sale was the 34,000

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ENTRADA HOTEL PROJECT (THE CALIFORNIAN HOTEL)

The 123-room hotel / mixed-use development project sits prominently on State Street in Santa Barbara's Funk Zone. The project is expected to be open in the first quarter of 2017.



COMMERCIAL SALES SUMMARY

Commercial Sales Summary Continued from P.5

SF "Grey Whale" building located at 2320 Bath St. across from Cottage Hospital which sold for an undisclosed price above \$10 Million.

In the beginning of the second quarter, the REI-anchored center located at 318 State St. traded to an out of town investor near the asking price of \$21,950,000.

Also in the second quarter was the sale of the condo-entitled land at 3714 State St. (formerly housing the Sandman Hotel complex) to an out of town developer.

And finally, in the second quarter the CKE complex located at 6303–6309 Carpinteria Ave. on the Carpinteria bluffs sold to an investment firm. The property sold for \$25 Million, well below the initial asking price of \$35 Million.

In the third quarter the Goodland Hotel located at 5650 Calle Real was a significant sale at \$40,910,000. The 158-room hotel was recently purchased in 2013 for \$24 Million and soon after underwent a conversion from a Holiday Inn to a Kimpton Hotel. Also in Q3, the 74,000 SF Industrial complex located at 115 Robin Hill Rd was purchased by an owner-user for \$14 Million. It had just been purchased the prior year by a local investment group.

In recent years, owner-user activity accounted for a meaningful number of these transactions. Currently, pressure on sales activity

2016 COMMERCIAL SALES PREDICTIONS

- CAP rates should remain low and continue to remain compressed for the harder-to-find, choice trophy assets in prime locations as investors look for alternative investments to the volatile stock.

has come predominantly from 1031 exchange buyers and high net worth investors looking for stability and returns commensurate to other investment alternatives. This coupled with continuing low interest rates and limited inventory have kept sophisticated investors on red alert for new product.

Overall, it appears that this year's sales activity is pretty much more of the same, which, in the big scheme of things, is probably good news.

2015 Notable Commercial Sales



REI Center Sells Amid Peak Demand

The high profile property anchored by REI and Sit 'n Sleep at Highway 101 and State Street traded in early 2015 for close to its \$21.9 Million asking price.



6303–6309 Carpinteria Ave. (CKE Complex)

In the second quarter the 118,000+ SF office campus traded at \$25 Million, well below the property's initial asking price of \$35 Million.



South County

Apartments remain in extremely high demand for investors. C.A.R.'s 2015 Investor Survey found 21% of investors purchased Multifamily properties in the past year, up from 19% in 2014. We are still seeing a strong sellers market with rents on the rise, low interest rates and very limited inventory.

The third quarter was active along the South Coast with seven Multifamily sales of 5+ units and 18 sales of 2-4 units, accounting for almost half of all transactions year to date as the total for 2015 now sits at 55. Currently there are only four properties available for sale along the South Coast of 5+ units with two of those currently in negotiation. This means there are only two actively available properties for sale along the South Coast. This continues historically low availability while we remain in one of the highest demand eras we've ever seen. Interest rates remain low and look to stay this way into at least Q1 2016. CAP rates are averaging in the mid 4% range, from 3.75%–4.6% for the year.

Highlight sales include 16 units at 431 E. Victoria St. which sold for \$4,925,000; 54 units across 9 parcels which sold for close to \$10 Million; 13 units at 4320 Modoc, Hope Ranch Annex, which sold for \$5.2 Million; and 10 units at 593 Avenue of the Flags which sold for \$3,575,000.

Isla Vista continues to be on fire. Highlight sales include the \$38 Million sale of the Icon and Icon Gardens in the first quarter; the record setting three-property, 208-unit portfolio of Tropicana Gardens, Tropicana Del Norte and Tropicana Villas which sold for \$156.4 Million in Q2; and 19 units at 6565 Sabado Tarde which sold for \$5,795,000 in Q3.

Continued on P.8

By far the largest Multifamily transaction on the South Coast this year was the recordsetting sale of the 3-property portfolio comprising Tropicana Gardens, Tropicana Del Norte and Tropicana Villas, all gobbled up by UCSB for \$156.4 Million. The university reportedly plans to convert all three properties to exclusive use for UCSB students.



2015 South County Sales Stats at a Glance

Transactions (5+ Units) - 19

Avg. CAP (10+ Units) - 4.0%-4.5%

Avg. GRM (10+ Units) - 13.0

Avg. GRM (5-9 Units) - 14.5

Avg. PPU (10+ Units) - \$309,458

Apartment financing remains the most readily available loan to get. Several local banks and large banks are competing for these loans.

Notable 2015 South County Transactions

- Tropicana Villas, Isla Vista — 208 Units near UCSB; Sold June 5 for \$156.4 Million; 200,000 SF of space; Currently providing housing for approx. 1,050 students; an unusual sale because of the dorms aspect
- Two properties sold March 11 for \$38 Million
- Santa Barbara — 19 Units near UCSB; Sold Sep. 1 for \$5,795,000; \$305,000 PPU; CAP Rate 4.70%; GRM 12.97
- Sold Jan. 24 for \$5.2 Million; \$400,000 PPU; CAP Rate 4.52%; GRM 13.53
- Sold Aug. 4 for \$4,925,000; \$307,826 PPU
- Sold May 21 for \$3,575,000; \$357,500 PPU; CAP Rate 3.38%; GRM 18.62
- the beach; Sold Sept. 25 for \$2,567,500; \$427,916 PPU; CAP Rate 3.05%; GRM 19.78
- ₱ 720 De La Vina St., Santa Barbara 4 Units near Paseo Nuevo; Sold Aug. 7 for \$2,225,100; \$339,285 PPU; CAP Rate 4.33%



Multifamily Sales Summary Continued from P.7

Rental rates continue to rise along the South Coast based on strong demand and low vacancy. The vacancy rate continues to average around 1% for the Santa Barbara area compared to the national apartment vacancy rate which held steady at 4.2% (according to REIS). National figures suggest continuing resilience on average. According to Dyer Sheehan, occupancy rates have been above 99% since October 2013 and rents soared with the overall average rent jumping 11.3% from 2014. Santa Barbara rental rates continue to be the strongest, averaging \$1,740 for a one bedroom and \$2,250 for a two bedroom depending on quality and location.



6565 SABADO TARDE
ISLA VISTA | 19 UNITS
Sold in September for \$5,795,000
CAP Rate 4.70%

2016 SOUTH COUNTY MULTIFAMILY PREDICTIONS

- Price per unit for properties 10+ units in size will average \$300,000 or higher.

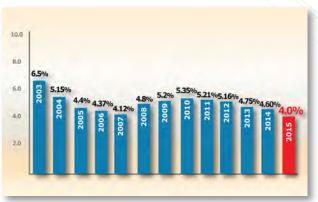
- ₩ Vacancy rates will remain stable and will be well under 2%. While mortgages are tougher to get for homes, the rental market will continue to remain strong. The number of young adults aged 20–40 years old (Millennials) will continue to contribute significantly to the demand for rentals, as will the number of retirees preferring to be mobile.

2015 South County Multifamily Trends

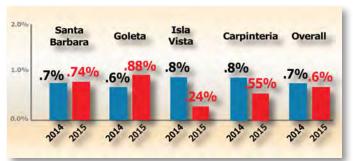
SALES TRANSACTIONS (5+ UNITS)



CAP RATES



VACANCY RATES



PPU (5+ UNITS)





North County

Santa Barbara's North County has experienced great activity in 2015 with the bulk of transactions coming in Santa Maria and Lompoc. By the end of the third quarter, the North County had registered six sales of properties 10+ units in size, four sales of properties 5-9 units in size, and nine sales of properties 2–4 units in size.

Standout deals include the 128-unit Carmen Apartments which sold for nearly \$15.47 Million in Q1; the 208-unit Montiavo Apartments at Bradley Square which sold for \$47 Million in Q2; and the 64-unit Seabreeze Apartments at 2200 Briar Creek Way in Lompoc near Vandenberg Air Force Base which sold for \$10.3 Million in Q3 at 5.3% CAP Rate. Additional notable sales include a trio of rent restricted properties in Lompoc: 44 units at 720 N. D St. which sold for \$2,175,000 at a 6.45% CAP Rate; 22 units at 721 N. C St. which sold for \$1,130,147 at a 4.87% CAP Rate; and 22 units at 716 N. D St. which sold for \$1,044,853 at a 4.71% CAP Rate.

North County Vacancy Rates are continuing to compress (currently around 2%). Rents have improved during the second half of the year with some complexes implementing rent increases. We expect rents to continue to rise for the same fundamentals as in the South County, with little to no construction, an influx of foreclosed homes (which are selling at a brisk pace), and more would-be homeowners becoming renters because they can't qualify for loans.

Average price per unit has been around \$116,355 with CAP Rates averaging slightly under 5% on smaller properties and slightly higher on larger properties.

Multifamily loans remain very competitive with rates in the low to high 4% range. We expect investors to continue seeing the benefit of investing in North County apartments. All of the properties with which we are involved are experiencing very high levels of occupancy with no rent concessions.

2016 NORTH COUNTY MULTIFAMILY PREDICTIONS

- Price per unit for properties 10+ units in size will average at or near \$120,000.

SEABREEZE APARTMENTS

2200 BRIAR CREEK WAY, LOMPOC | 64 UNITS

Sold in August for \$10.3 Million



West Ventura County

Demand for Multifamily investments continues to hold strong in the Ventura market, and like most areas there has not been adequate supply to satisfy investors. By the end of Q3, there were 12 sales of properties 5-9 units in size with three more pending, and there were eight sales of properties 10+ units in size with two pending.

Countywide vacancy has been just 2.12% and rents are aggressively rising in accordance. Many owners are saying the market is the strongest they have ever seen. With more Millennials entering the housing market most are choosing to rent instead of buy. Many are delaying purchasing homes due to insufficient income or just the inability to make a down payment. Tighter loan qualifications will also push many younger people into rental housing where they will probably stay for at least a decade. The average overall rent has been about \$1,600 for a one bedroom and \$1,817 for a two bedroom depending on location.

The largest transaction in Ventura County was The Vines, a 164 unit complex at 3040 N. Oxnard Blvd. in Oxnard which was purchased for \$55.5 Million or \$338,628 per unit. This is the highest per-unit price paid for a 100+ unit Multifamily property in Ventura County in the past 10 years. The property was constructed in 2013 and 2014 as part of the popular River Park master planned community at Highway 101 and Oxnard Blvd. Other notable deals include three off-market sales: the 54-unit Citron Apartments in Ventura which sold in August for \$14.45 Million; 52 units at 3060-3074 Channel Dr. in Ventura which sold in May for \$11.25 Million; and 58 units at 313 Westpark Court, Camarillo, which sold in March for \$14.75 Million.

The average CAP Rate for properties sold in 2015 is 5.18%, ranging from as low as 4.65% and as high as 5.50% depending on location, asset quality and size. Sales price per unit has ranged from \$200,000 to \$250,000.



CITRON APARTMENTS

11111 CITRUS DR., VENTURA | 54 UNITS

Sold in August for \$14.45 Million

In Summary

Multifamily sales activity and values for quality assets are expected to continue to increase as individual and institutional investors compete for the most desirable properties. While most of the recent activity has centered around high quality properties and locations, the limited amount of available inventory has prompted a trickle down of interest in "B" and "C" properties in secondary and tertiary markets.

As the economy continues to recover, the rental market will remain strong. For owners who have been waiting to sell, 2016 may be the right time with investors remaining enthusiastic. In fact, with the number of buyers continuing to far outweigh sellers, we are anticipating current trends to continue well into 2016 and beyond.



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Robert Rauchhaus, Senior Vice President of Real Estate & Business Ventures, joins Radius as a specialist in the sale of businesses with an emphasis on larger companies that have fused business and real estate interests. His proven experience includes business valuations, exit planning and mergers and acquisitions.



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Jon Ohlgren, Senior Vice President of Ranch, Vineyard & Agricultural Properties, brings a separate and distinct expertise directing the sale of these income producing properties which play such a vital role in the makeup of our region's unique marketplace.

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