



# KEYSER MARSTON ASSOCIATES

## MEMORANDUM

**To:** City of El Segundo

**From:** Kevin Engstrom  
Ryan Koyanagi  
Gavin Coyne

**Date:** August 26, 2025

**Subject:** Market Analysis – City of El Segundo

Pursuant to your request, Keyser Marston Associates, Inc. (KMA) prepared a market conditions analysis for City of El Segundo's (City) General Plan – Land Use Element update. KMA evaluated the current conditions and future outlook of the City's retail, office, residential, hospitality and industrial development. As part of this analysis, KMA evaluated City and regional socio-economic characteristics, as well as existing and projected market factors to determine demand and development potential for these land uses. The data and findings from this analysis are presented in the following summary memorandum.

### EXECUTIVE SUMMARY

#### Socio-Economic Overview

The key takeaways from the review of the regional demographic and employment factors include:

1. The City of El Segundo has a small population relative to its employment base and to other cities in the region, as the employee to resident ratio in the City is 2.57 employees per resident compared to 0.41 countywide.

2. Local and regional population is projected to decrease, while the number of households (regional) is projected to increase. This indicates a demographic shift as new households are forming, but with fewer members.
3. Households in the City are smaller (2.37 persons per household), considerably more educated (61% with a bachelor's degree or higher) and have higher incomes (median household income of \$137,600) than those in the 5-mile market area and County. At the same time, the City has a larger share of population aged 35-54 than the market area and County. These factors indicate that the City population are highly-educated and high-income mid-career earners with fewer children than comparable households.
4. The prevailing employment industries in the City are:
  - a. Manufacturing, accounting for 32.4% of Citywide employment
  - b. Professional, Scientific & Technical Services, accounting for 12.9% of Citywide employment.
5. Typical office-utilizing industries account for 27.4% of employment in the City, compared to 18.5% in the market area and 19.9% in the County. This indicates a significantly higher concentration of office-based employment in the City relative to the broader region. It should be noted that much of the Professional, Scientific & Technical Services firms in the City are specialized in R&D, aerospace and prototyping, and may instead occupy industrial or specialized space instead of traditional office formats. Typical office-utilizing industries include:
  - a. The FIRE (Finance, Insurance, and Real Estate) sectors
  - b. Information (publishing, motion picture and sound recording, broadcasting, telecommunications, and information services)
  - c. Professional, Scientific & Technical Services (including legal, accounting, architecture and engineering, computer systems design, scientific research, advertising, and other professional services)

## Office Overview

The key takeaways from the review of the office market include:

1. The office market in El Segundo is performing relatively well. Rents in the City (\$3.88/sf/mo) are in line with the submarket<sup>1</sup> (\$3.95/sf/mo) are significantly higher than those in the County (\$3.51/sf/mo).
2. Overall vacancies in the City (17.0%) are in line with the submarket (17.2%) and are slightly higher than the County (16.0%), and brokers estimate vacancy rates as high as 30% across the market, especially in Class A inventory. Overall, the regional and national office market remains soft in the face of changing office utilization trends post-Covid.
3. Brokers note that the ongoing downsizing in office space is paired with a growing flight to quality, as tenants pursue newer, more amenitized office space. The most popular office spaces in the market at the moment are low-rise, flexible buildings with collaborative space. This trend toward newer, more flexible low-rise spaces coincides with the increased difficulty of financing the more expensive materials and labor required for large high-rise office towers. Brokers recommend adaptive reuse of existing outdated office space toward mixed-use configurations – for example, reconfiguring amenable office space for R&D use would well-serve the large number of technology and engineering firms in the market area.
4. As discussed in Office and Industrial overviews, demand for flexible office/R&D/lab space in the market area is strong. Based on projected employment growth, the potential new office/flex (e.g. R&D, light industrial, lab space, etc.) demand in the City is nearly 500,000 square feet through 2039 and nearly 1.8 million square feet in the 3-mile market area. A significant share of this demand, approximately two-thirds, is generated by professional, scientific and technical services, which will also occupy R&D/light industrial/lab space.

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<sup>1</sup> CoStar El Segundo Office Submarket includes the City of El Segundo and portions of neighboring Manhattan Beach and unincorporated Los Angeles County.

## Industrial Overview

The key takeaways from the review of the industrial market include:

1. The industrial market in the City is very strong, with industrial rents in the City averaging \$3.00/sf/mo, a significant premium over the submarket (\$2.40/sf/mo)<sup>2</sup> and County (\$1.50/sf/mo).
2. Industrial vacancies in the submarket are extremely low, with a vacancy rate of 1.0% for both logistics and specialized industrial space, though flex space features a much higher 13.5% vacancy rate. The overall average vacancy rate in the submarket is 3.3%, which is considerably lower than the County, at 6.0%.
3. Brokers note that the City's industrial tenants, including firms in the aerospace, electric vehicle infrastructure, and drone and satellite prototyping fields, are drawn to the City's innovation ecosystem in the start-up stage. However, as these firms grow, many find it difficult to scale up within the City due to the limited inventory of industrial spaces over 40,000sf.
4. Given the relative lack of land availability, as the City is largely built out, brokers recommend allowing greater flexibility for mixed-use industrial/R&D development and expanding permitting uses in light industrial zones and modernizing commercial overlays to support emerging sectors.
5. Brokers also note that power infrastructure is another critical bottleneck for industrial expansion within the City, especially for firms engaged in 3D printing or precision fabrication. Brokers suggest the City coordinate with Southern California Edison to improve grid capacity.

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<sup>2</sup> CoStar El Segundo/Beach Cities industrial submarket includes the City of El Segundo, Manhattan Beach, Hermosa Beach and Torrance.

## Retail Overview

The key takeaways from the review of the retail market include:

1. The retail market in the City is strong, with average asking rents at \$5.00/sf/mo, a considerable premium over the submarket (\$4.30/sf/mo)<sup>3</sup> and County (\$3.10/sf/mo). Brokers note some variability across the City, with rents around \$4.00/sf on Downtown Main Street and as high as \$6.00/sf on the Pacific Coast Highway corridor. Submarket retail vacancy rates (5.5%) are in line with the County, at 5.8%.
2. Per capita retail sales in the City (\$50,300) are considerably higher than the regional market (\$19,300)<sup>4</sup> and County (\$14,000). Given the City's small population relative to other jurisdictions in the region, the non-resident employees and visitors are responsible for a large share of this expenditure.
3. A surplus/leakage analysis identified demand for up to 150,000sf of General Merchandise and 71,000sf of Building Materials, Garden Equipment and Supply in the City. The analysis also identified a large surplus of Food Services sales in the City, further indicating that many non-resident visitors are eating at restaurants and bars within the City, with employees spending approximately \$150 million annually in the City.
4. Brokers note that the relative lack of residential base, especially east of Pacific Coast Highway, poses a challenge to leasing. On the other hand, due to the proximity of residential neighborhoods, downtown shows high potential for activation through horizontal mixed-use development. Despite national retail headwinds, the City's high employment base, food-focused demand and potential for walkable retail districts in Downtown and Smoky Hollow well-position the City for continued retail growth.

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<sup>3</sup> CoStar El Segundo retail submarket is identical to the El Segundo office submarket and includes the City of El Segundo and portions of neighboring Manhattan Beach and unincorporated Los Angeles County.

<sup>4</sup> Regional market includes the Cities of El Segundo, Hawthorne, Manhattan Beach and Lawndale.

## Residential Overview

The key takeaways from the review of the residential market include:

1. Due to the lack of new multifamily residential construction in the City, the City's rental market is out of line with the submarket.<sup>5</sup> Average asking rent in the City is \$1,870, or \$2.80/sf; compared to \$2,770, or \$3.30/sf in the submarket. Conversely, the City's rents are much more in line with the County's at \$1,980, or \$2.20/sf.
2. Multifamily rental vacancy in the City is 3.5%, in line with the County at 3.4%, and much lower than the submarket (4.8%).
3. In order to estimate the potential rates of new multifamily development in the City, KMA surveyed 4 & 5 Star properties built within the past 10 years in the 3-mile market area surrounding the City. Average asking rents for these properties were \$3,350, or \$3.66/sf, significantly outpacing the current rates in the City.
4. The for-sale housing market in the City is particularly robust, with an average sales price of \$1.46M. The average price is \$740/sf for condos and townhomes, equating to an average sales price of \$1.13M. The average sales price for detached, single-family homes is \$1,010/sf, or \$1.84M total.
5. The high sales prices of houses in the City and rental rates for new multifamily rentals in the market area indicate a significant demand for housing in the area. Assuming its fair share of household formation, anticipated demand in the City exceeds 600 units; however, pent up demand due to the lack of new inventory being added to the City is likely much higher. While there are several projects proposed and under development in the market area, only one proposed project is in the City of El Segundo, with 263 units.

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<sup>5</sup> CoStar Beach Communities submarket includes the Cities of El Segundo, Manhattan Beach, Hermosa Beach, Redondo Beach, coastal portions of the City of Torrance, the Palos Verdes Peninsula and Santa Catalina Island.

## Hospitality Overview

The key takeaways from the review of the hospitality market include:

1. Hotels in the Los Angeles Airport submarket<sup>6</sup> have the highest occupancy rate in the County, due in part to the proximity to Los Angeles International Airport. The submarket 12-month occupancy rate is 76.3%, compared to 72.8% in the County.<sup>7</sup>
2. The Average Daily Rate (ADR) and Revenue Per Available Room (RevPAR) in the submarket is \$154 and \$118 respectively, somewhat lower than the County, at \$197 and \$144 respectively.
3. Submarket performance is projected to see consistent improvement, with ADR and RevPAR projected to grow by 1.4% and 2.6% annually respectively through 2029. The 12-month occupancy rate is projected to increase to 80.7% in 2029.
4. KMA analyzed potential hotel demand over the next 15 years and determined there will be demand for 2,200 to 5,500 additional hotel rooms in the submarket area by 2039. The submarket has seen a 1.2% compound average annual growth (CAAG) in number of available hotel rooms over the past 10 years, indicating strong ongoing demand for hotel rooms.

## Key Findings & Opportunities

### SOCIO-ECONOMIC CHARACTERISTICS

KMA evaluated the socio-economic characteristics of the City of El Segundo, including population growth trends, median incomes and education levels and compared these with the characteristics of a 3-mile and 5-mile market area surrounding the City borders and Los Angeles County (County) as a whole.<sup>8</sup> A summary of findings is below, along with charts and tables highlighting key data points:

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<sup>6</sup> CoStar Los Angeles Airport hospitality submarket includes the Cities of El Segundo and Culver City, and portions of the Cities of Los Angeles and Inglewood surrounding LAX.

<sup>7</sup> Occupancy, ADR and RevPAR data from CoStar – Los Angeles Airport Hospitality Submarket and Los Angeles Hospitality Market reports, May 2025.

<sup>8</sup> Esri (2025). Esri forecasts for 2024 and 2029 based on 2020 US Census data, except where otherwise noted. Retrieved April 2025 from the Business Analyst Online database.

## Demographics

The key demographic variables impacting development opportunities are summarized below.

1. The population of the City is projected to see a decrease of 2.9%, from 16,889 in 2024 to 16,403 in 2029. This decrease is somewhat greater than regional trends, as Los Angeles County is also projected to see a decrease in population of 1.8% in this same period.
2. The number of households in the City is also projected by Esri to slightly decrease by 0.4%, from 7,096 in 2024 to 7,065 in 2029 (Table 1.1).

Table 1.1

<b>Population &amp; Households: 2020 - 2029</b>				
	<b>2020</b>	<b>2024</b>	<b>2029</b>	<b>% Change 2024-2029</b>
<b>City of El Segundo</b>				
Population	17,272	16,889	16,403	-2.88%
Households	7,175	7,096	7,065	-0.44%
<b>Los Angeles County</b>				
Population	10,014,009	9,768,886	9,598,338	-1.75%
Households	3,420,628	3,436,464	3,483,296	1.36%

3. The California Department of Finance projects more robust County-level population and household growth, with a countywide population growth of 1.2% from 2020-2030 and a household growth of 5.8%.<sup>9</sup>
4. The average household in El Segundo is comprised of 2.37 persons, somewhat lower than the 3-mile market area at 2.71 and County, at 2.78 (Table 1.2).

<sup>9</sup> California Department of Finance (2020). Retrieved July 2025.

Table 1.2

<b>Average Persons per Household</b>	
<b>El Segundo</b>	2.37
<b>3mi Market Area</b>	2.71
<b>5mi Market Area</b>	2.58
<b>Los Angeles County</b>	2.78

5. Per capita income in El Segundo (\$77,300) is considerably higher than both the 3-mile market area (\$59,500) and the County (\$44,900). Likewise, the median household income in El Segundo (\$137,600) is considerably higher than both the 3-mile market area (\$105,700) and County (\$87,900) (Tables 1.3 & 1.4, Chart 1.1).

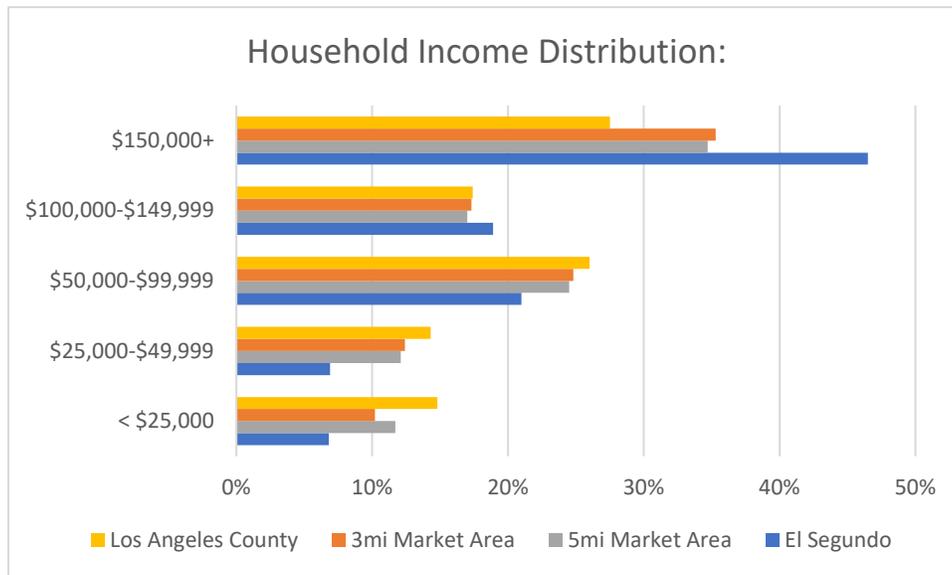
Table 1.3

<b>Per Capita Income</b>	
<b>El Segundo</b>	\$77,346
<b>3mi Market Area</b>	\$59,563
<b>5mi Market Area</b>	\$59,526
<b>Los Angeles County</b>	\$44,932

Table 1.4

<b>Median Household Income</b>	
<b>El Segundo</b>	\$137,625
<b>3mi Market Area</b>	\$105,749
<b>5mi Market Area</b>	\$103,560
<b>Los Angeles County</b>	\$87,857

Chart 1.1



6. The household income distribution in El Segundo is skewed toward higher income levels, with a significantly larger share of households earning over \$150,000 and a smaller share earning under \$50,000 compared to the market area and Los Angeles County (Table 1.5).

Table 1.5

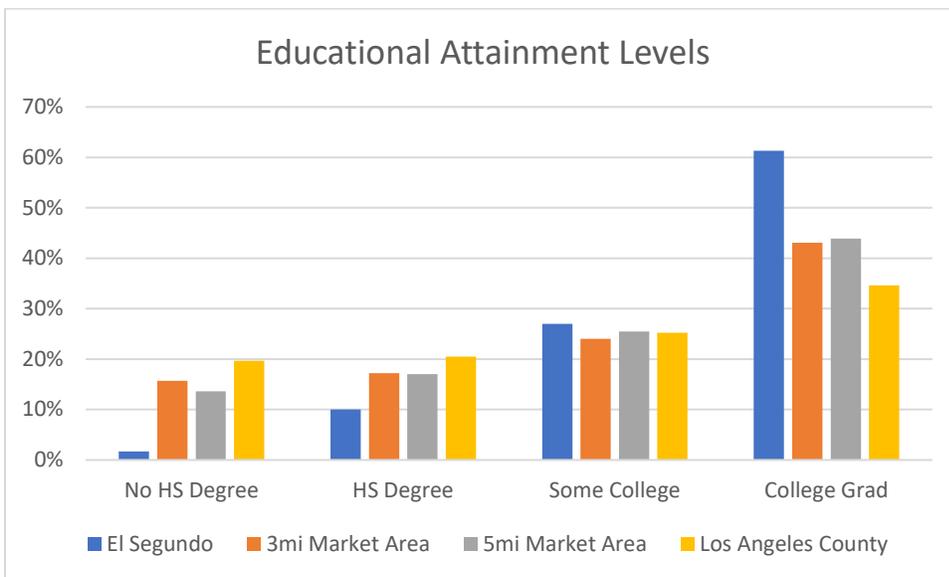
Household Income Distribution:					
	< \$25,000	\$25,000-\$49,999	\$50,000-\$99,999	\$100,000-\$149,999	\$150,000+
<b>El Segundo</b>	7%	7%	21%	19%	47%
<b>3mi Market Area</b>	10%	12%	25%	17%	35%
<b>5mi Market Area</b>	12%	12%	25%	17%	35%
<b>Los Angeles County</b>	15%	14%	26%	17%	28%

7. Education levels in the City are considerably higher than the market area and County. Over 61% of City residents have obtained a bachelor’s degree or higher compared to 43% in the market area and 35% in the County (Table 1.6).

Table 1.6

<b>Educational Attainment Levels</b>				
	<b>No HS Degree</b>	<b>HS Degree</b>	<b>Some College</b>	<b>College Grad</b>
<b>El Segundo</b>	2%	10%	27%	61%
<b>3mi Market Area</b>	16%	17%	24%	43%
<b>5mi Market Area</b>	14%	17%	26%	44%
<b>Los Angeles County</b>	20%	21%	25%	35%

Chart 1.2. Education Levels, 2024

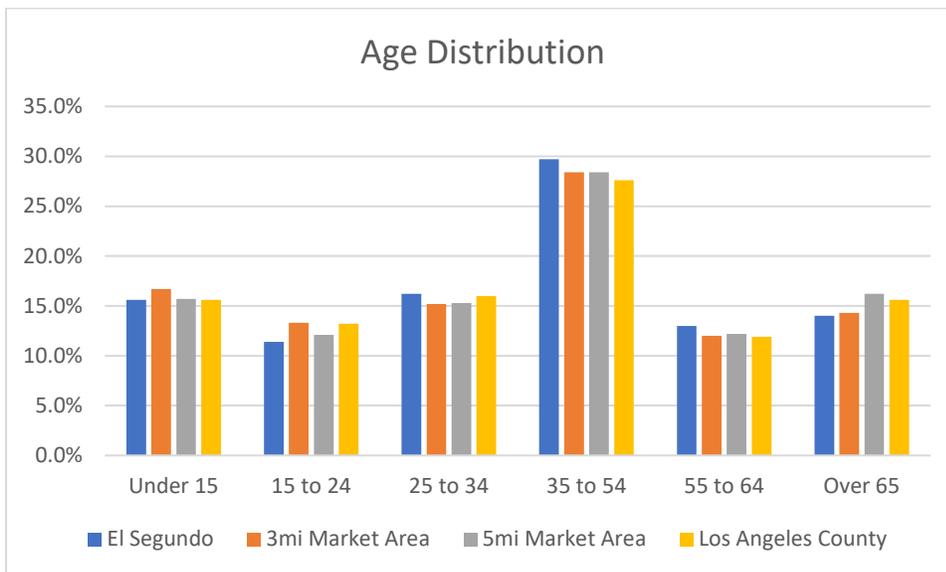


- The age distribution in El Segundo is broadly similar to the market area and Los Angeles County, though the City has a slightly higher share of residents aged 35 to 64 and a slightly lower share of those under 25 and over 65 (Table 1.7 & Chart 1.3).

Table 1.7

Age Distribution						
	Under 15	15 to 24	25 to 34	35 to 54	55 to 64	Over 65
<b>El Segundo</b>	15.6%	11.4%	16.2%	29.7%	13.0%	14.0%
<b>3mi Market Area</b>	16.7%	13.3%	15.2%	28.4%	12.0%	14.3%
<b>5mi Market Area</b>	15.7%	12.1%	15.3%	28.4%	12.2%	16.2%
<b>Los Angeles County</b>	15.6%	13.2%	16.0%	27.6%	11.9%	15.6%

Chart 1.3



## Employment Data

KMA analyzed employment and business concentrations by industry in the City, 3-mile market area and County.<sup>10</sup> A summary of findings is below along with charts and tables highlighting key data points.

1. Prevailing industries in El Segundo include Manufacturing (32.4%), Professional, Scientific & Technical Services (12.9%), and Retail & Wholesale Trade (11.8%) (Charts 2.1 – 2.3). The City has a considerably larger percentage of manufacturing and scientific jobs than the market area and County.
2. Typical office-using industries including the FIRE sectors (Finance, Insurance, and Real Estate), Information, and Professional, Scientific & Technical Services account for 27.4% of employment in El Segundo, compared to 15.6% in the market area and 19.9% in Los Angeles County. This indicates a significantly higher concentration of office-based employment in the City relative to the broader region.

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<sup>10</sup> Esri Business Analyst – Business Summary (2024). Retrieved April 2025.

Chart 2.1 Distribution of Employment, City of El Segundo

### City of El Segundo Employment Share

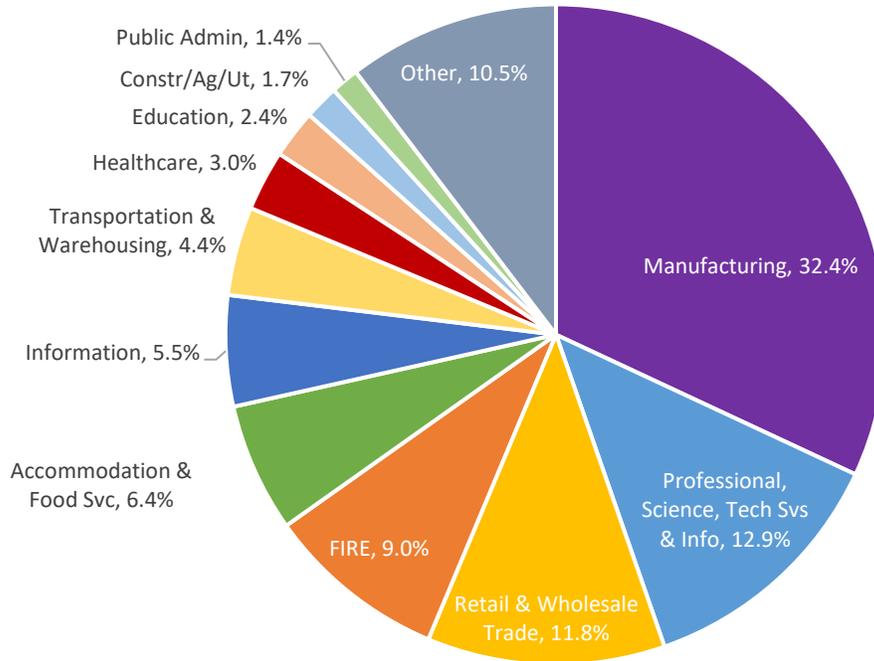


Chart 2.2 Distribution of Employment, 3mi Market Area

### 3-Mile Market Area Employment Share

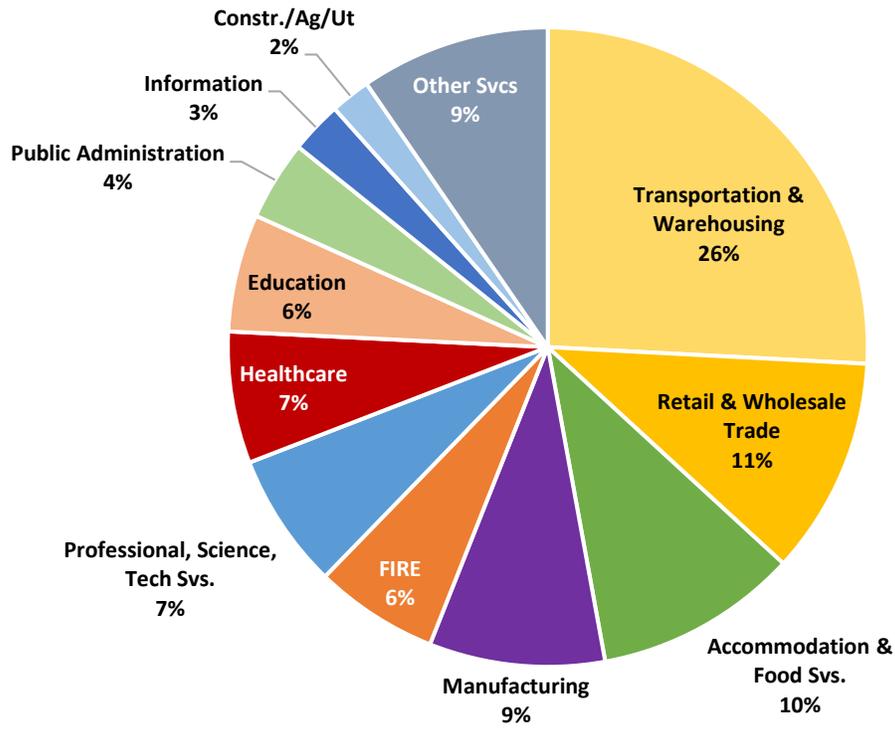
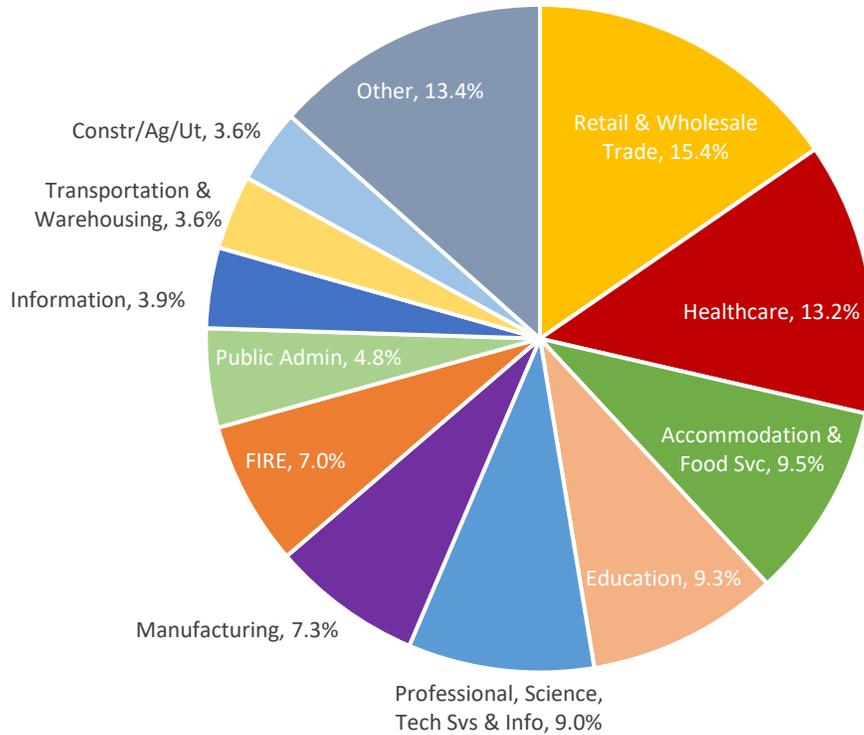


Chart 2.3 Distribution of Employment, County of Los Angeles

### County of Los Angeles Employment Share



3. There are 43,400 people employed in the City of El Segundo compared to a population of 16,900. This translates to an Employee/Population ratio of 2.57. This is considerably higher than the County ratio of 0.43.

Table 2.1

<b>Industry Employment Projections, Los Angeles-Long Beach-Glendale MD 2022-2032</b>				
	<b>Estimated Employment 2022</b>	<b>Projected Employment 2032</b>	<b>% Change 2022- 2032</b>	<b># Change</b>
<b>Mining and Logging</b>	16,50	1,510	-8.5%	(140)
<b>Construction</b>	150,390	162,960	8.4%	12,570
<b>Manufacturing</b>	320,600	302,880	-5.5%	(17,720)
<b>Trade &amp; Transportation</b>	825,220	859,010	4.1%	33,790
Wholesale Trade	201,270	197,330	-2.0%	(3,940)
Retail Trade	405,250	414,280	2.2%	9,030
Utilities	11,840	11,690	-1.3%	(150)
Transportation & Warehousing	206,860	235,710	13.9%	28,850
<b>Information</b>	232,380	246,690	6.2%	14,310
<b>Finance &amp; Insurance</b>	122,570	121,670	-0.7%	(900)
<b>Real Estate &amp; Rental, Leasing</b>	88,180	91,940	4.3%	3,760
<b>Professional, Scientific, Tech</b>	308,630	352,770	14.3%	44,140
<b>Mgmt of Companies Enterprises</b>	61,220	60,900	-0.5%	(320)
<b>Admin. Support, Waste Mgmt.</b>	281,230	312,120	11.0%	30,890
<b>Educational Svs (private)</b>	130,440	145,810	11.8%	15,370
<b>Healthcare &amp; Social Assist.</b>	751,160	928,200	23.6%	177,040
<b>Arts, Entertainment &amp; Rec</b>	90,440	105,610	16.8%	15,170
<b>Accommodation &amp; Food Svs</b>	418,400	469,950	12.3%	51,550
<b>Other Services</b>	163,740	175,960	7.5%	12,220
<b>Total</b>	<b>3,959,090</b>	<b>4,350,240</b>	<b>7.2%</b>	<b>391,150</b>

- Utilizing the EDD employment projections (0.95% CAAG), County employment is projected to increase by 7.2% 2032. The employment forecast for the two largest industries in the City, Manufacturing and Professional, Scientific and Technical are projected to change in a divergent manner at the County level through 2032. Manufacturing jobs are projected to decrease by 5.5% across the County, while Professional, Scientific and Technical jobs are projected to increase by 14.3% (Table 2.1).

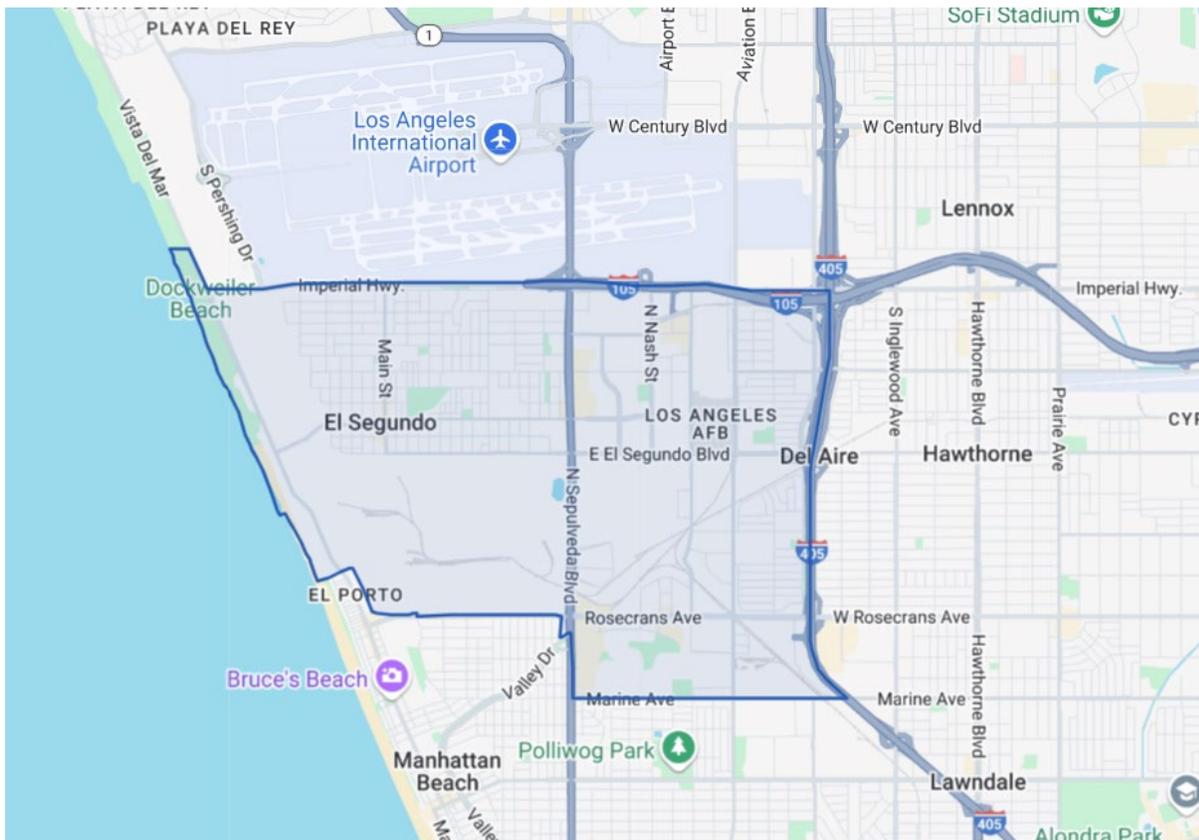
Assuming the City captures its fair share of Countywide employment growth, this will result in a loss of 30 Manufacturing jobs and a gain of 75 jobs in Professional, Scientific and Technical Services. The City is projected to gain about 670 jobs by 2032.

## OFFICE MARKET

KMA evaluated current office market conditions and office demand factors in City, submarket and County.<sup>11</sup> An overview of the findings is below, with underlying data in Appendix 1 – Tables 1 through 7.

## Regional & Submarket Trends

Data provided by CoStar tracks industrial performance by submarket, with El Segundo situated in the El Segundo office submarket, which includes City of El Segundo and portions of the Cities of Manhattan Beach and Hawthorne as well as unincorporated Los Angeles County. This area is shown on the map below:



<sup>11</sup> CoStar (2025)

1. The City<sup>12</sup> has 16.9M square feet of office inventory, accounting for 3.8% of the 445.4M square feet of office space in the County.<sup>13</sup> In comparison, the wider submarket consists of 19.2M square feet of office space, indicating that roughly 2.3M square feet of office space is located adjacent to the City in nearby Manhattan Beach, Hawthorne and unincorporated Los Angeles County. As of Q2 2025, roughly 139,000 square feet of 3 Star office space is under development in the City.
2. Market rents in the City and submarket are currently \$3.95/sf/mo, a significant premium over the County, at \$3.51/sf/mo.
  - a. A survey of office leases signed in the past three months within the City indicates that office leases in the City average \$4.35/sf/mo. As this survey primarily captured Class A leases, this is in line with City averages of \$4.04/sf/mo and submarket averages of \$4.23/sf/mo for Class A space.
  - b. Office rents in the submarket are projected to grow 2.2% YOY through 2029, in line with the County, at 2.1%.
3. Office vacancies in the City are currently 17.0%, in line with the submarket at 17.2%, and slightly higher than the County, at 16.0%.
4. Based on projected employment growth, the potential market area office/flex demand is summarized in the table below (Table 3.1). This space will be in both traditional office and flex space (e.g. R&D/light industrial/lab) space. The key assumptions include:
  - a. Growth in key industries such as Information, Finance & Insurance, Real Estate & Real Estate Leasing and Professional/Scientific/Technical Services will support much of the demand.
  - b. An office utilization factor of 175 square feet per employee is assumed for traditional office users. This estimate reflects the continued evolution of office space usage and increased frequency of office sharing. For professional, scientific, and technical industries demand assumes 350 square feet per

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<sup>12</sup> CoStar, 2025. Q2 City data retrieved in August 2025.

<sup>13</sup> CoStar, 2025. Q2 YTD Submarket and County data retrieved May 2025.

employee to account for lab, research and development and other non-traditional office activities.

The potential demand for office/flex space in the City is nearly 500,000 square feet by 2039. A significant share of this demand, approximately two-thirds, is generated by professional, scientific and technical services, which can also occupy R&D/light industrial/lab space as well. When the three-mile market area is considered demand is nearly 1.8 million square feet.

Table 3.1

<b>Projected Office/Flex Demand: 2024-2039</b>		
	<b>City 2024-2039</b>	<b>Market Area 2024-2039</b>
<b>Information</b>	29,700	71,400
<b>Finance/Insurance</b>	(4,200)	(11,100)
<b>Real Estate</b>	12,900	66,300
<b>Pro/Sci/Tech/Mgmt</b>	328,200	886,900
<b>Other</b>	126,700	749,100
<b>Total</b>	493,300	1,762,600

## Broker Perspectives

KMA also spoke with numerous office brokers active in the market area. The salient points from these conversations are provided below:

1. The office market in El Segundo is struggling to recover post-COVID, mirroring broader regional and national trends. Brokers estimate vacancy rates in the range of 22%–30%, with some submarkets closer to 18%. Most leasing activity involves companies downsizing or relocating within the market.
2. Asking rents range between \$3.50 and \$4.50 per square foot full-service gross. Premium corridors like Rosecrans achieve the highest rents. Significant sublease activity has introduced lower-price competition, with some spaces listed as low as \$2.00/SF gross.

3. A growing flight to quality is pushing demand toward modern, amenitized office product. Tenants have been favoring low-rise, flexible buildings with updated features and collaborative spaces. This includes developments like the Elevon project which are outperforming traditional high-rise offices by providing a work environment better aligned with post-pandemic tenant expectations.
4. Major users like AT&T, Stamps.com, and United Health are shedding large footprints, contributing to the amount of available space. Brokers consistently report that traditional office development is unlikely in the near term due to high construction costs, tenant downsizing, and lack of demand.
5. Brokers recommend adaptive reuse of outdated office space and a shift toward mixed-use configurations. This could include smaller-format office with residential, retail, or R&D components may offer new vitality to underperforming properties.
6. Brokers note that housing constraints, lack of transit connectivity, and high tenant improvement costs were identified as limiting factors for office market health. Broker have suggested broader land use policy shifts such as increasing allowable residential uses could also help revitalize the office ecosystem.

## INDUSTRIAL MARKET

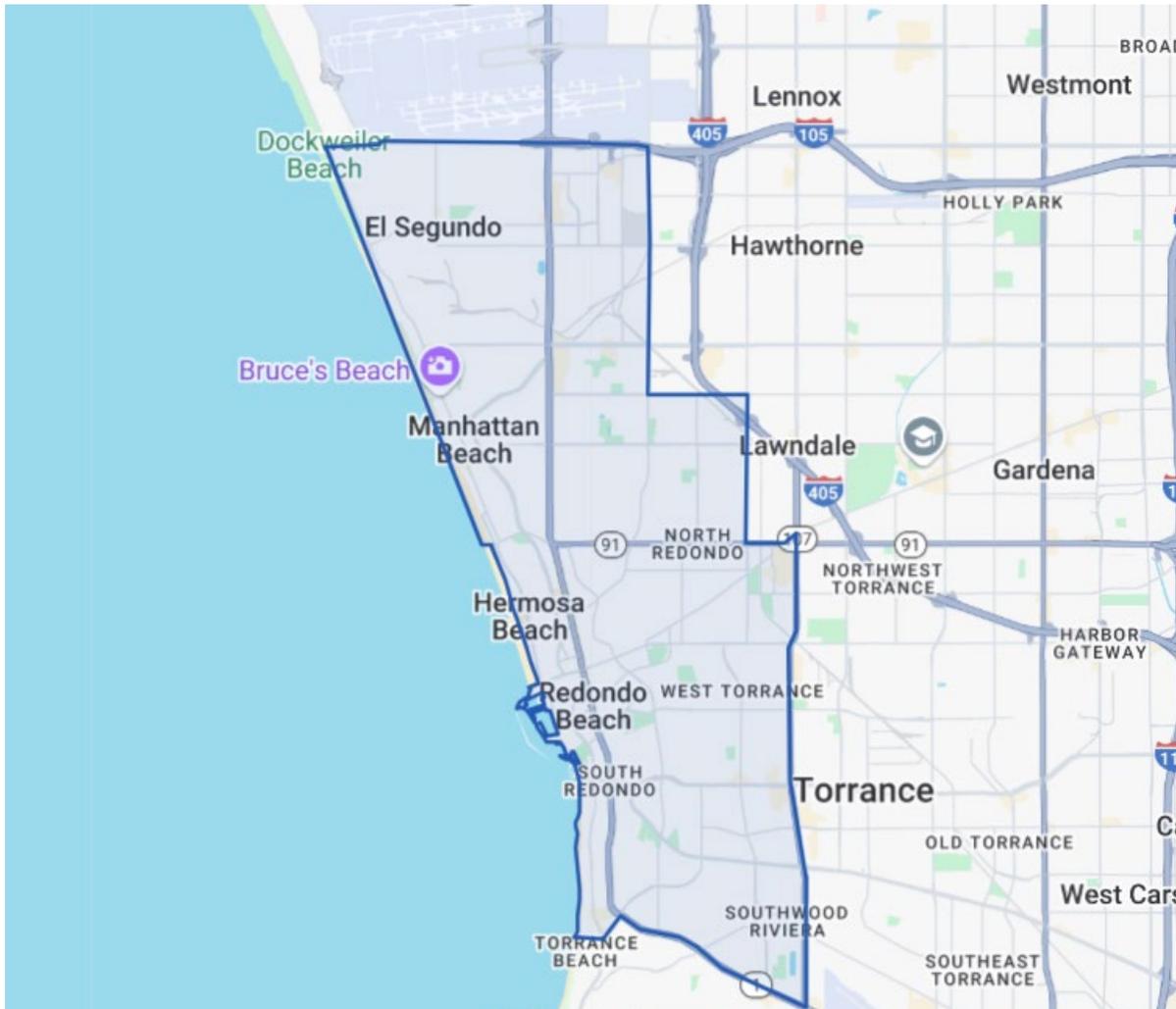
KMA evaluated industrial market trends and lease rates in the City and County. A summary of this information is below, and the underlying data can be found in Appendix 2 – Tables 1 through 3.

### Regional & Submarket Trends<sup>14</sup>

Data provided by CoStar tracks industrial performance by submarket, with El Segundo situated in the El Segundo/Beach Cities industrial submarket, which includes City of El Segundo and other jurisdictions in the South Bay. This area is shown on the map below:

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<sup>14</sup> Potential demand for this space is captured in the office/flex projections shown in Table 3.1.



1. As of Q2 2025, there is currently 12 million square feet of industrial space in the submarket, accounting for 1.3% of industrial space in the County. 32,000 square feet of specialized industrial space is currently under construction in the submarket.
2. Market rents in the submarket are currently \$2.35/sf/mo, significantly outpacing the County, at \$1.48/sf/mo.
3. A survey of industrial leases signed in the past year within the City shows industrial leases in the City average \$2.94/sf/mo, indicating that industrial space in the City rents at a significant premium compared to the rest of the submarket.
4. Industrial vacancies in the submarket are extremely low, with a vacancy rate of 1.0% for both logistics and specialized industrial space, though flex space features a notably

higher vacancy rate at 13.5%. The overall average vacancy rate in the submarket is 3.3%, which is considerably lower than the County, at 6.0%.

## Broker Perspectives

Insights from industrial brokers in El Segundo reveal the following:

1. The industrial market is exceptionally tight, with vacancy rates cited between 2% and 5%. Demand is robust for light manufacturing, R&D, and prototyping uses—particularly in the Smoky Hollow district.
2. Rents range from \$1.75 to \$3.00 per square foot NNN. Smoky Hollow leads the market at \$2.80–\$3.00/SF, while areas near Mariposa and Maple are generally in the \$2.15–\$2.75/SF range.
3. Tenants include aerospace, electric vehicle infrastructure, drone and satellite prototyping, hard tech, and clean manufacturing. Startups and VC-backed companies are drawn to the city’s innovation ecosystem. However, firms often outgrow the available space due to limited inventory over 40,000 square feet.
4. Power infrastructure is a critical bottleneck for industrial expansion. Users with 3D printing or precision fabrication needs require high energy capacity. Brokers suggest the City coordinate with Southern California Edison to improve grid capacity.
5. Land availability is a major constraint. Few opportunities exist for large-scale industrial development, particularly west of Pacific Coast Highway. The City’s zoning restrictions on the east side—such as commercial office overlays that exclude manufacturing—further limit supply.
6. Brokers recommend allowing greater flexibility for mixed-use industrial/R&D development and expanding permitted uses in light industrial zones. Proposals include updating zoning east of Pacific Coast Highway to allow light manufacturing in existing single-story industrial buildings.
7. Brokers recommended modernizing commercial overlays to support emerging sectors such as advanced prototyping, EV infrastructure, and space-tech R&D. Areas like Smoky Hollow and East El Segundo could become innovation districts with proper support.



1. In 2024, per capita retail sales in the City (\$50,300) is considerably higher than the County (\$14,100).<sup>15</sup> The City of El Segundo's small population relative to other jurisdictions in the region likely influences this figure, suggesting that non-resident employees and visitors may be responsible for a large percentage of this expenditure.
2. Compared to the County, the City has higher performing sales in the categories of Other Retail Group,<sup>16</sup> Food Services & Drinking Places and Home Furnishing and Appliances.
3. As of Q2 2025, the submarket retail vacancy rate is 5.5% and the average asking rate is \$4.31/sf/mo. There is currently no new retail space under construction in the submarket area.<sup>17</sup>
4. In comparison, the County retail vacancy rate is slightly higher at 5.8% and the average asking rate is considerably lower, at \$3.05/sf/mo.<sup>18</sup>
5. A KMA survey of retail leases signed in the past year in the City found average asking lease rates ranging from \$4.00/sf/mo to \$6.00/sf/mo, with a weighted average of \$4.97/sf/mo.
6. KMA performed a Retail Surplus and Leakage Analysis for the City (Table 5.1).<sup>19</sup> If a subsector is identified to have a leakage, residents of the City are traveling outside of its boundaries to make these purchases. In cases where a large enough leakage exists, there may be sufficient demand for new retail development in this subcategory. If a subsector is identified to have a surplus, customers are traveling into the City to make purchases in this subsector.

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<sup>15</sup> California Department of Tax and Fee Administration (CDTFA) (2024). Retrieved June 2025.

<sup>16</sup> CDTFA has included sales in the Gasoline Stations category in the Other Retail Group category to maintain confidentiality. The extraordinary per capita performance of this category when compared to regional, County and state figures are likely due to the inclusion of Gasoline Station data combined with businesses typically counted in the Other Retail Group category. The most prominent business types within the Other Retail Group category include Health and Personal Care Stores; Sporting Goods, Hobby, Musical Instruments, Book Stores; Miscellaneous Store Retailers (including Pet Stores, Art Dealers, Tobacco Stores); and Non-Store Retailers.

<sup>17</sup> CoStar – El Segundo Retail Submarket Report, May 2025.

<sup>18</sup> CoStar – Los Angeles Market Retail Report, May 2025.

<sup>19</sup> Claritas Retail Market Power Report (2025).

- a. The analysis indicates a demand for nearly 150,000 SF of General Merchandise Store space in the City (Table 5.2). This subsector is primarily comprised of large general merchandise retailers and warehouse clubs.
- b. The analysis indicates a demand for up to 71,000 SF of Building Materials, Garden Equipment and Supply Store space in the City.
- c. The analysis indicates a large surplus of Food Services & Drinking Places sales in the City. This subsector is comprised primarily of restaurants and bars, and its performance indicates that a large number of purchases are being made in this subsector by non-residents, such as the City's large share of non-resident employees.
- d. Based on a survey prepared by the International Council of Shopping Centers, the average employee spends over \$13,000 (\$2025) annually either commuting to work or during business hours. Assuming the City captures one-quarter of these expenditures, nearly \$150 million in retail demand is generated annually by City employees. This would support nearly 50,000 square feet of food-service retail and over 300,000 square feet of other retail/service uses at typical sales levels of \$500 per square and \$300 per square foot respectively. This impact is captured in the supply figures shown in the table below.

Table 5.1

<b>Surplus/Leakage Analysis:</b>			
	<b>Demand</b>	<b>Supply</b>	<b>Surplus/Leakage</b>
<b>City of El Segundo</b>			
<i>Motor Vehicle &amp; Parts Dealers</i>	\$ 126,888,027	\$ 125,494,566	\$ 1,393,461
<i>Furniture &amp; Home Furnishings Stores</i>	\$ 10,261,774	\$ 9,313,073	\$ 948,701
<i>Electronics &amp; Appliance Stores</i>	\$ 7,212,411	\$ 103,726,932	\$ (96,514,521)
<i>Bldg Materials, Garden Equip. &amp; Supply Stores</i>	\$ 37,464,892	\$ 8,913,663	\$ 28,551,229
<i>Food &amp; Beverage Stores</i>	\$ 77,132,187	\$ 320,002,682	\$ (242,870,495)
<i>Health &amp; Personal Care Stores</i>	\$ 32,852,169	\$ 74,652,626	\$ (41,800,457)
<i>Gasoline Stations</i>	\$ 52,447,849	\$ 49,878,001	\$ 2,569,848
<i>Clothing &amp; Clothing Accessories Stores</i>	\$ 25,239,362	\$ 43,026,697	\$ (17,787,335)
<i>Sporting Goods, Hobby, Book &amp; Music Stores</i>	\$ 8,668,390	\$ 79,483,813	\$ (70,815,423)
<i>General Merchandise Stores</i>	\$ 70,917,158	\$ 10,971,774	\$ 59,945,384
<i>Miscellaneous Store Retailers</i>	\$ 13,393,944	\$ 22,982,625	\$ (9,588,681)
<i>Nonstore Retailers</i>	\$ 116,679,668	\$ 449,752,269	\$ (333,072,601)
<i>Food Services &amp; Drinking Places</i>	\$ 96,890,476	\$ 469,684,341	\$ (372,793,865)

Table 5.2

<b>Estimated Retail Demand: SF of Supportable Development</b>	
<b>Category</b>	<b>Total SF</b>
Furniture & Home Furnishings Stores	2,711
Electronics & Appliance Stores	NA
Bldg Materials, Garden Equip. & Supply Stores	71,378
Food & Beverage Stores	NA
Health & Personal Care Stores	NA
Gasoline Stations	NA
Clothing & Clothing Accessories Stores	NA
Sporting Goods, Hobby, Book & Music Stores	NA
General Merchandise Stores	149,863
Miscellaneous Store Retailers	NA
Nonstore Retailers	NA
Food Services & Drinking Places	NA
<b>Total</b>	<b>223,952</b>

## Broker Perspectives

KMA contacted numerous brokers active in the El Segundo market area. The salient points from these conversations are summarized below:

1. El Segundo's retail market remains healthy, supported by low vacancy rates currently estimated between 3% and 6%, and strong tenant interest in the food and beverage category. While retail in general is softening due to e-commerce pressures, El Segundo's mix of employment centers and affluent residents sustains local demand.
2. Average asking rents range between \$3.50 and \$6.00 per square foot NNN. Downtown Main Street typically achieves around \$4.00/SF, with higher-end corridors like Pacific Coast Highway seeing \$5.00 to \$6.00/SF.
3. Demand is strongest for small-footprint, service-oriented retail tenants, including restaurants, fitness studios, wellness services, and boutique retail. Spaces ranging from 800 to 1,800 square feet are particularly desirable. Larger retailers are generally not seeking to enter the El Segundo market.
4. Brokers report that the east side of Pacific Coast Highway is challenged by a lack of a residential base, making retail difficult to lease. The downtown area is seen as having greater potential for activation through horizontal mixed-use development.
5. Walkable, amenity-rich locations like Downtown and Smoky Hollow are attracting new interest. Several brokers highlighted the City's zoning limitations as a challenge, with some service/commercial uses (such as medical, dental, and pet services) restricted in parts of Main Street, making it difficult to achieve ideal tenant mixes.
6. Despite national retail headwinds, El Segundo's high employment base, food-focused demand, and potential for walkable retail districts position the City for future retail success—especially if supported by residential infill and flexible zoning.

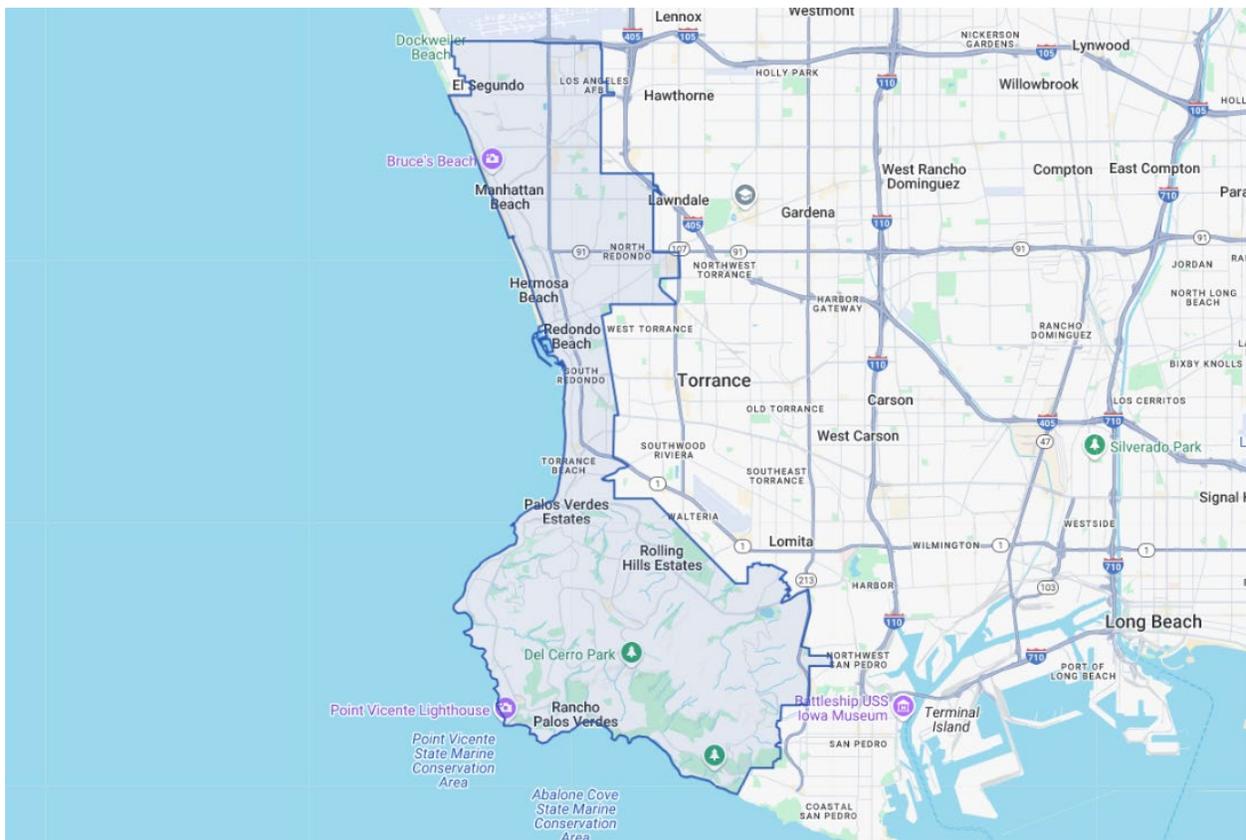
## RESIDENTIAL MARKET

KMA evaluated both for-sale and rental housing stock, market conditions and potential demand for new units within the City, submarket and County. A summary of this information is below,

and the underlying data can be found in Appendix 4 – Tables 1 through 7 and Appendix 5 – Tables 1 through 5.

## Rental Market

Data provided by CoStar tracks residential performance by submarket, with El Segundo situated in the Beach Communities residential submarket, which includes the Cities of El Segundo, Manhattan Beach, Hermosa Beach, Redondo Beach, coastal portions of the City of Torrance, the Palos Verdes Peninsula and Santa Catalina Island. This area is shown on the map below, excepting Santa Catalina Island:



1. Between 2024 and 2039, the City of El Segundo is projected to add approximately 626 housing units,<sup>20</sup> based on expected household growth and a 3% vacancy factor. This equates to an average of roughly 40 new units per year, suggesting modest but

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<sup>20</sup> California Department of Finance, City/County Population and Housing Estimates (2025)

consistent long-term residential demand that could support targeted infill and mixed-use development (Table 6.1).

Table 6.1

<b>Estimated Residential Demand: City of El Segundo</b>				
	<b>2024</b>	<b>2029</b>	<b>2034</b>	<b>2039</b>
<b>Households</b>	7,096	7,293	7,494	7,704
<b>Household Growth</b>		197	202	208
<b>Cumulative Households</b>		197	400	608
<b>Housing Units @ 103% of Growth</b>		203	411	626

2. A number of apartment units are proposed and under development within the 3-mile market area, which are summarized below (Table 6.2). Only one of these proposed projects, Pacific Coast Commons (401 N Pacific Coast Hwy), is located in the City of El Segundo, with 263 units.

Table 6.2

**Rental Projects Proposed & Under Development (Q2 2025)**  
 3mi Market Area

<b>Under Construction</b>				
Address	City	Name	Total Units	Est. Date Completion
336 E Hillcrest Blvd	Inglewood	-	65	Aug-25
8833 Reading Ave	Los Angeles	Solaire Reading	33	Jul-25
407 Rosecrans Pl	Manhattan Beach	Highrose El Porto	79	Aug-25
939 W Manchester Blvd	Inglewood	Jefferson Westchester	222	Mar-25
11814-11824 Aviation Blvd	Inglewood	Persia	82	Jun-25
<b>Total</b>			<b>481</b>	

<b>Proposed Development</b>				
Address	City	Name	Total Units	Est. Date Completion
138 Culver Blvd	Playa Del Rey	7403 La Tijera Blvd	72	Sep-25
1815 Hawthorne Blvd	Redondo Beach	Bell South Bay	300	Jun-25
7111-7115 W Manchester Ave	Los Angeles	Altitude Apartments	25	Jan-25
6136 W Manchester Ave	Los Angeles	The Wesley	489	Apr-28
401 N Pacific Coast Hwy	El Segundo	Pacific Coast Commons	263	Dec-25
<b>Total</b>			<b>1,149</b>	

3. The average asking rent in the City is \$1,870, or \$2.81 per square foot. This is much lower than the Beach Communities submarket, at \$2,770, or \$3.26 per square foot. This is largely due to the age and quality of multifamily properties in the City. As no market-rate multifamily building with >10 units has been built in the City since 1987, and no 4 or 5 star multifamily properties exist in the City, multifamily rents are notably lower than the submarket area. Submarket rents are projected to increase from \$2,800 to \$3,100 in 2029, for a CAAG of 1.9%. During this period, vacancy rates are projected to decrease from 4.5% to 4.2% (Table 6.3).

Table 6.3

<b>Beach Communities Submarket - Rents &amp; Vacancies</b>			
	<b>Average Rent</b>	<b>Average Rent PSF</b>	<b>Average Vacancy</b>
<b>2019</b>	\$2,488	\$2.87	4.9%
<b>2024</b>	\$2,784	\$3.22	4.2%
<b>2029</b>	\$3,146	\$3.68	4.2%

4. A survey of 4 & 5 Star properties built within the past 10 years in the 3-mile market area indicate an average asking rent of \$3,350, or \$3.66/sf.

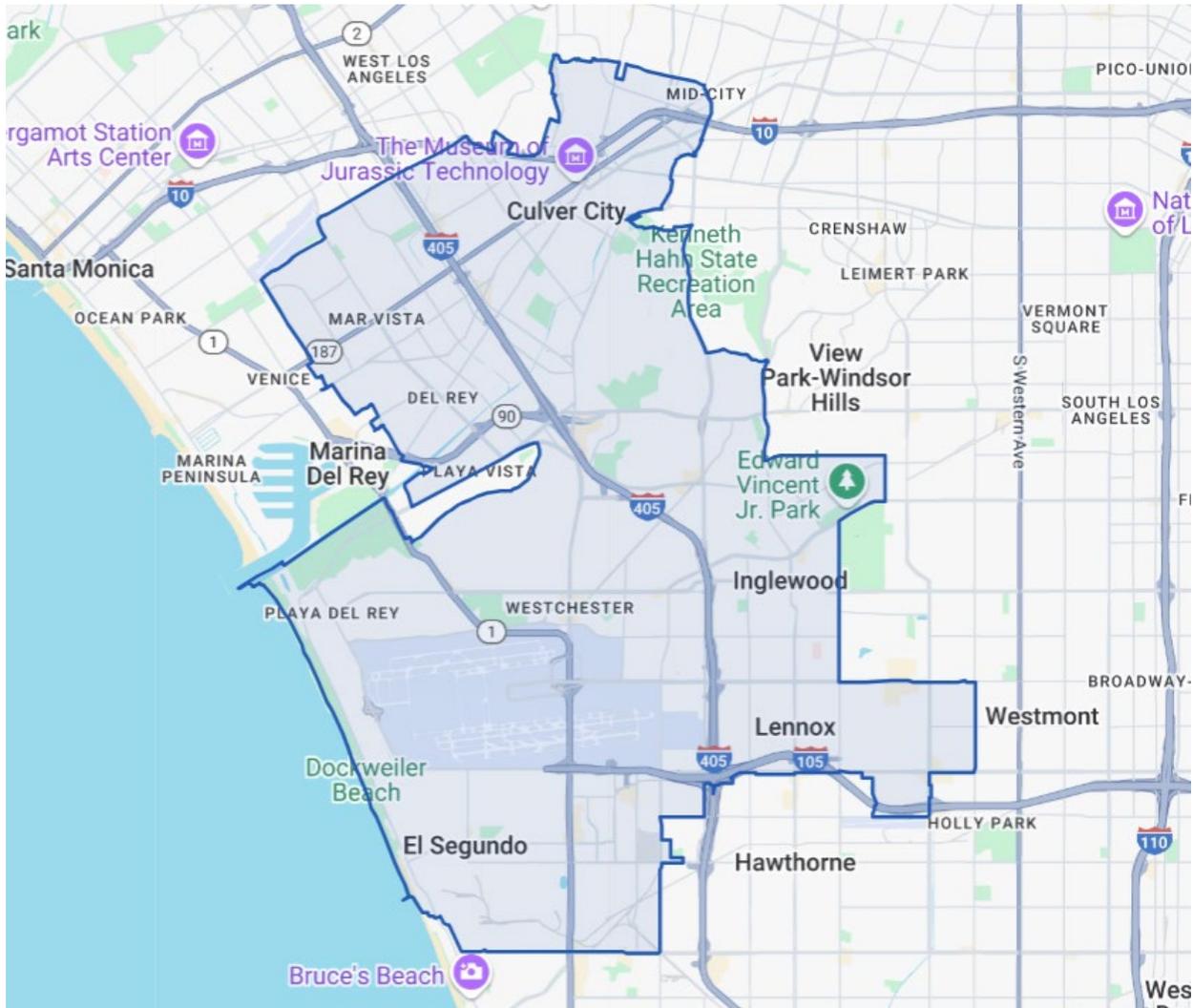
### Ownership Market

1. A survey of 39 condominiums and townhomes sold in the past year in the City indicates an average sales price of \$1,133,000, or \$743/sf. 17 of these sales were for 2-bedroom properties, 17 were 3-bedroom properties and five were 4-bedroom properties.
2. A survey of 34 single-family homes sold in the past year in the City indicates an average sales price of \$1,836,000, or \$1,013/sf. The majority (24) of single-family homes sold were 3-bedroom properties. Six were properties with four or more bedrooms.

### HOSPITALITY MARKET

KMA analyzed hotel market conditions of the submarket are and County. A summary of this information is below, and the underlying data can be found in Appendix 6 – Tables 1 through 5.

Data provided by CoStar tracks hospitality performance by submarket, with El Segundo situated in the Los Angeles Airport hospitality submarket, which includes City of El Segundo, as well as portions of the City of Los Angeles, City of Inglewood and Culver City. This area is shown on the map below:



1. Hotels in the Los Angeles Airport submarket have a 12-month occupancy rate of 76.3%, which is the highest occupancy rate in the County, likely due to the proximity to Los Angeles International Airport. The County 12-month occupancy rate is 72.8%.
2. The Los Angeles Airport submarket Average Daily Rate (ADR) and Revenue Per Available Room (RevPAR) are \$154 and \$118 respectively, lower than the County's at \$197 and \$144 respectively.
3. Submarket performance is projected to see consistent improvement, with ADR and RevPAR projected to grow by 1.4% and 2.6% annually respectively through 2029. The 12-month occupancy rate is projected to increase to 80.7% in 2029 (Table 7.1).

Table 7.1

<b>Los Angeles Airport Submarket Hotel Performance - All Hotels</b>			
	<b>Occupancy</b>	<b>ADR</b>	<b>RevPAR</b>
<b>2022</b>	75.7%	\$149	\$113
<b>2025</b>	77.1%	\$153	\$118
<b>2029</b>	80.7%	\$162	\$131

4. The Los Angeles Airport submarket has seen a 1.2% compound average annual growth (CAAG) in number of available hotel rooms in the past 10 years, indicating a healthy number of new hotels came on line in the market area. This is a greater rate of growth than the County, which saw 0.8% CAAG in number of rooms in this time period.
5. KMA analyzed potential hotel demand over the next 15 years. Assuming a 76% occupancy rate, there is demand for nearly 2,700 new hotel rooms in the submarket by 2039 in the low growth demand scenario. In the high growth demand scenario, there is demand for over 5,500 new hotel rooms in the submarket by 2039.

**APPENDIX 1**  
**OFFICE MARKET**

**APPENDIX 1 - TABLE 1**

**2nd QUARTER 2025 OFFICE MARKET - CITY OF EL SEGUNDO  
LAND USE ELEMENT UPDATE MARKET ANALYSIS  
CITY OF EL SEGUNDO**

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<b>Office Product Type</b>	<b>Square Feet (Total Inventory)</b>	<b>Square Feet Vacant</b>	<b>Vacancy Rate</b>	<b>Net Absorption Current Qtr</b>	<b>SF Under Construction</b>	<b>Market Rent</b>
4 & 5 Star	7,307,225	2,228,704	30.5%	(99,548)	-	\$47.37
3 Star	8,777,196	623,181	7.1%	28,022	138,915	\$44.38
1 & 2 Star	766,854	9,202	1.2%	(4,430)	-	\$35.76
<b>Market Total</b>	<b>16,851,275</b>	<b>2,861,087</b>	<b>17.0%</b>	<b>(75,956)</b>	<b>138,915</b>	<b>\$46.60</b>

**APPENDIX 1 - TABLE 2**

**2nd QUARTER 2025 OFFICE MARKET - EL SEGUNDO SUBMARKET<sup>1</sup>**

**LAND USE ELEMENT UPDATE MARKET ANALYSIS**

**CITY OF EL SEGUNDO**

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<u>Office Product Type</u>	<u>Square Feet (Total Inventory)</u>	<u>Square Feet Vacant</u>	<u>Vacancy Rate</u>	<u>Net Absorption Current Qtr</u>	<u>SF Under Construction</u>	<u>Market Rent</u>
4 & 5 Star	8,118,298	2,297,478	28.3%	(140,918)	-	\$50.81
3 Star	10,219,037	981,028	9.6%	(12,439)	9,250	\$44.53
1 & 2 Star	830,414	22,421	2.7%	7,242	-	\$46.20
Market Total	19,167,749	3,300,927	17.2%	(146,115)	9,250	\$47.34

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CoStar, May 2025

<sup>1</sup>Submarket includes the city of El Segundo, plus unincorporated Los Angeles County between Aviation Blvd and I-405, and parts of Manhattan Beach and Hawthorne bounded by Sepulveda Blvd, Marine Ave, Rosecrans Ave and I-405

**APPENDIX 1 - TABLE 3**

**2nd QUARTER 2025 OFFICE MARKET - LOS ANGELES MARKET<sup>1</sup>**

**LAND USE ELEMENT UPDATE MARKET ANALYSIS**

**CITY OF EL SEGUNDO**

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<u>Office Product Type</u>	<u>Square Feet (Total Inventory)</u>	<u>Square Feet Vacant</u>	<u>Vacancy Rate</u>	<u>Net Absorption Current Qtr</u>	<u>SF Under Construction</u>	<u>Market Rent</u>
4 & 5 Star	156,404,620	38,475,537	24.6%	(64,290)	2,602,111	\$50.25
3 Star	186,838,827	25,036,403	13.4%	(322,656)	202,630	\$39.98
1 & 2 Star	102,116,863	7,760,882	7.6%	(114,357)	-	\$33.34
Market Total	445,360,310	71,272,821	16.0%	(501,303)	2,804,741	\$42.11

**APPENDIX 1 - TABLE 4**

**MARKET AREA OFFICE RENT TRENDS<sup>1</sup>**

**LAND USE ELEMENT UPDATE MARKET ANALYSIS**

**CITY OF EL SEGUNDO**

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<b>Year</b>	<b>City of El Segundo</b>			
	<b>Market Rent/SF</b>	<b>Average Vacancy</b>	<b>Rent Change %/Yr</b>	<b>Vacancy Change %/Yr</b>
<b>2013</b>	\$29.50	12.7%	-	-
<b>2014</b>	\$31.91	12.7%	8.2%	0.0%
<b>2015</b>	\$33.81	12.4%	6.0%	-2.4%
<b>2016</b>	\$36.74	8.0%	8.7%	-35.5%
<b>2017</b>	\$39.77	8.0%	8.2%	0.0%
<b>2018</b>	\$46.95	9.6%	18.1%	20.0%
<b>2019</b>	\$49.03	11.7%	4.4%	21.9%
<b>2020</b>	\$48.50	11.8%	-1.1%	0.9%
<b>2021</b>	\$49.14	15.0%	1.3%	27.1%
<b>2022</b>	\$46.80	15.7%	-4.8%	4.7%
<b>2023</b>	\$46.50	18.7%	-0.6%	19.1%
<b>2024</b>	\$45.86	16.2%	-1.4%	-13.4%
<b>2025 YTD</b>	\$46.84	17.1%	2.1%	5.6%

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CoStar, August 2025

<sup>1</sup> Projection data unavailable

**APPENDIX 1 - TABLE 4**

**MARKET AREA OFFICE RENT TRENDS<sup>1</sup>**

**LAND USE ELEMENT UPDATE MARKET ANALYSIS**

**CITY OF EL SEGUNDO**

Year	El Segundo Submarket <sup>1</sup>				Los Angeles County			
	Market Rent/SF	Average Vacancy	Rent Change %/Yr	Vacancy Change %/Yr	Market Rent/SF	Average Vacancy	Rent Change %/Yr	Vacancy Change %/Yr
<b>2013</b>	\$29.86	12.9%	-	-	\$30.23	11.3%	-	-
<b>2014</b>	\$31.28	12.7%	4.8%	-1.6%	\$32.16	10.6%	6.4%	-6.2%
<b>2015</b>	\$33.85	12.2%	8.2%	-3.9%	\$34.80	10.2%	8.2%	-3.8%
<b>2016</b>	\$36.52	7.7%	7.9%	-36.9%	\$36.79	9.4%	5.7%	-7.8%
<b>2017</b>	\$38.60	7.4%	5.7%	-3.9%	\$38.06	9.8%	3.5%	4.3%
<b>2018</b>	\$41.73	9.5%	8.1%	28.4%	\$39.42	9.4%	3.6%	-4.1%
<b>2019</b>	\$43.45	12.5%	4.1%	31.6%	\$41.19	10.0%	4.5%	6.4%
<b>2020</b>	\$43.83	12.9%	0.9%	3.2%	\$40.80	11.8%	-0.9%	18.0%
<b>2021</b>	\$45.31	16.0%	3.4%	24.0%	\$41.29	13.2%	1.2%	11.9%
<b>2022</b>	\$46.35	16.6%	2.3%	3.8%	\$41.66	13.8%	0.9%	4.5%
<b>2023</b>	\$46.57	19.0%	0.5%	14.5%	\$41.85	15.3%	0.5%	10.9%
<b>2024</b>	\$46.94	16.4%	0.8%	-13.7%	\$42.00	16.2%	0.4%	5.9%
<b>2025 (Projection)</b>	\$47.66	16.9%	1.5%	3.0%	\$42.48	15.9%	1.1%	-1.9%
<b>2026 (Projection)</b>	\$48.62	17.0%	2.0%	0.6%	\$43.32	15.9%	2.0%	0.0%
<b>2027 (Projection)</b>	\$49.72	16.9%	2.3%	-0.6%	\$44.29	15.8%	2.2%	-0.6%
<b>2028 (Projection)</b>	\$50.99	16.9%	2.6%	0.0%	\$45.41	15.7%	2.5%	-0.6%
<b>2029 (Projection)</b>	\$52.36	16.9%	2.7%	0.0%	\$46.63	15.6%	2.7%	-0.6%

CoStar, May 2025

<sup>1</sup> Submarket includes the city of El Segundo, plus unincorporated Los Angeles County between Aviation Blvd and I-405, and parts of Manhattan Beach and Hawthorne bounded by Sepulveda Blvd, Marine Ave, Rosecrans Ave and I-405

**APPENDIX 1 - TABLE 5**

**OFFICE LEASE RATE COMPARABLES  
LAND USE ELEMENT UPDATE MARKET ANALYSIS  
CITY OF EL SEGUNDO**

<b>No.</b>	<b>Address</b>	<b>City</b>	<b>Property Type</b>	<b>Asking</b>	<b>Type</b>	<b>SF Leased</b>
1	841 Apollo St - Ste 150	El Segundo	Class A Office	\$52.20	FS	10,454
2	227 California St - Ste 227	El Segundo	Class B Office	\$47.40	MG	2,596
3	123 Nevada Street - Ste 123	El Segundo	Class A Office	\$45.00	MG	3,250
4	140 Sheldon St - Ste 140	El Segundo	Class B Office	\$51.00	MG	2,263
5	880 Apollo St - Ste 238	El Segundo	Class A Office	\$57.00	FS	1,218
6	2321 Rosecrans Ave - Ste 3225	El Segundo	Class A Office	\$54.00	FS	1,345
7	2321 Rosecrans Ave - Ste 2250	El Segundo	Class A Office	\$54.00	FS	6,746
8	2321 Rosecrans Ave - Ste 2275	El Segundo	Class A Office	\$54.00	FS	5,257
9	2321 Rosecrans Ave - Ste 3285	El Segundo	Class A Office	\$54.00	FS	3,748
10	2322 Rosecrans Ave - Ste 3285	El Segundo	Class A Office	\$54.00	FS	21,667
11	701-723 N Douglas St - Ste 705	El Segundo	Class B Office	\$54.00	MG	2,260
12	400 Continental Blvd - Ste 240	El Segundo	Class A Office	\$48.60	FS	7,928
13	400 Continental Blvd - Ste 560	El Segundo	Class A Office	\$48.60	FS	3,994
14	203 W Grand Ave - Ste 1st Flr	El Segundo	Class C Office/Retail	\$54.00	MG	1,182

Lease Rate Range	<b>\$45.00 - \$57.00</b>
Weighted Average Lease Rate	<b>\$52.20</b>

CoStar, June 2025. Leases signed within the last 3 months in the City of El Segundo

**APPENDIX 1 - TABLE 6**

**POTENTIAL OFFICE/FLEX DEMAND  
LAND USE ELEMENT UPDATE MARKET ANALYSIS  
CITY OF EL SEGUNDO**

Information	-----Estimated Office Demand-----				
	2024	2029	2034	2039	
<b>Information</b>					
Employment	2,408	2,481	2,556	2,634	
Change		73	75	78	
Office Employment Percentage		<b>75%</b>	<b>75%</b>	<b>75%</b>	
Square Feet/Employee		<b>175</b>	<b>175</b>	<b>175</b>	
Total Square Footage		9,600	9,900	10,200	29,700
<b>Finance and Insurance</b>					
Employment	2,469	2,460	2,451	2,442	
Change		(9)	(9)	(9)	
Office Employment Percentage		<b>90%</b>	<b>90%</b>	<b>90%</b>	
Square Feet/Employee		<b>175</b>	<b>175</b>	<b>175</b>	
Total Square Footage		(1,400)	(1,400)	(1,400)	(4,200)
<b>Real Estate</b>					
Employment	1,419	1,446	1,473	1,501	
Change		27	27	28	
Office Employment Percentage		<b>90%</b>	<b>90%</b>	<b>90%</b>	
Square Feet/Employee		<b>175</b>	<b>175</b>	<b>175</b>	
Total Square Footage		4,200	4,300	4,400	12,900
<b>Pro/Sci/Tech/Mgmt</b>					
Employment	5,696	6,024	6,371	6,738	
Change		328	347	367	
Office/Flex Employment Percentage		<b>90%</b>	<b>90%</b>	<b>90%</b>	
Square Feet/Employee		<b>350</b>	<b>350</b>	<b>350</b>	
Total Square Footage		103,300	109,300	115,600	328,200
<b>Balance of Employment</b>					
Employment	31,413	32,577	33,783	35,035	
Change		1,164	1,207	1,251	
Office/Flex Employment Percentage		<b>10%</b>	<b>10%</b>	<b>10%</b>	
Square Feet/Employee		<b>350</b>	<b>350</b>	<b>350</b>	
Total Square Footage		40,700	42,200	43,800	126,700
<b>Total</b>					
Employment	43,405	44,987	46,634	48,349	
Change		1,582	1,647	1,714	
Total Square Footage		156,400	164,300	172,600	
Total Square Footage Through Term of Projection		156,400	320,700	493,300	493,300

Projections based on California Economic Development Department employment projections (2022-2032) for Los Angeles-Long Beach-Glendale MSA and Esri Business Summary for City of El Segundo. Employment Percentage and square footage assumptions made by KMA.

APPENDIX 1 - TABLE 7

POTENTIAL OFFICE/FLEX DEMAND  
 LAND USE ELEMENT UPDATE MARKET ANALYSIS  
 CITY OF EL SEGUNDO

Information	-----Estimated Office Demand-----				
	2024	2029	2034	2039	
<b>Information</b>					
Employment	5,808	5,984	6,166	6,353	
Change		176	182	187	
Office Employment Percentage		75%	75%	75%	
Square Feet/Employee		175	175	175	
Total Square Footage		23,100	23,800	24,500	71,400
<b>Finance and Insurance</b>					
Employment	6,371	6,348	6,324	6,301	
Change		(23)	(23)	(23)	
Office Employment Percentage		90%	90%	90%	
Square Feet/Employee		175	175	175	
Total Square Footage		(3,700)	(3,700)	(3,700)	(11,100)
<b>Real Estate</b>					
Employment	7,323	7,461	7,601	7,745	
Change		138	141	143	
Office Employment Percentage		90%	90%	90%	
Square Feet/Employee		175	175	175	
Total Square Footage		21,700	22,100	22,500	66,300
<b>Pro/Sci/Tech/Mgmt</b>					
Employment	15,396	16,283	17,220	18,212	
Change		887	938	992	
Office/Flex Employment Percentage		90%	90%	90%	
Square Feet/Employee		350	350	350	
Total Square Footage		279,300	295,300	312,300	886,900
<b>Balance of Employment</b>					
Employment	185,642	192,518	199,650	207,045	
Change		6,876	7,131	7,395	
Office/Flex Employment Percentage		10%	10%	10%	
Square Feet/Employee		350	350	350	
Total Square Footage		240,700	249,600	258,800	749,100
<b>Total</b>					
Employment	220,540	228,594	236,961	245,655	
Change		8,054	8,367	8,694	
Total Square Footage		561,100	587,100	614,400	
Total Square Footage Through Term of Projection		561,100	1,148,200	1,762,600	1,762,600

Projections based on California Economic Development Department employment projections (2022-2032) for Los Angeles-Long Beach-Glendale MSA and Esri Business Summary for City of El Segundo. Employment Percentage and square footage assumptions made by KMA.

**APPENDIX 2**  
**INDUSTRIAL MARKET**

APPENDIX 2 - TABLE 1

2ND QUARTER 2025 INDUSTRIAL MARKET - EL SEGUNDO/BEACH CITIES SUBMARKET<sup>1</sup> INDUSTRIAL TYPES

LAND USE ELEMENT UPDATE MARKET ANALYSIS

CITY OF EL SEGUNDO

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<b>Q2 2025</b>	Square Feet RBA	Square Feet Vacant	Vacancy Rate	Net Absorption (sf)	SF Under Construction	Market Rent
Logistics	3,785,984	37,860	1.0%	(30,126)	-	\$27.29
Specialized Industrial	6,080,872	60,809	1.0%	(3,600)	31,541	\$27.01
Flex	2,224,309	300,282	13.5%	(24,342)	-	\$32.69
<b>Submarket Total</b>	<b>12,091,165</b>	<b>398,950</b>	<b>3.3%</b>	<b>(58,068)</b>	<b>31,541</b>	<b>\$28.15</b>

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APPENDIX 2 - TABLE 2

2ND QUARTER 2025 INDUSTRIAL MARKET - LOS ANGELES COUNTY INDUSTRIAL TYPES  
GENERAL PLAN UPDATE MARKET ANALYSIS  
NEWPORT BEACH, CALIFORNIA

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<b>Q2 2023</b>	Square Feet RBA	Square Feet Vacant	Vacancy Rate	Net Absorption (sf)	SF Under Construction	Market Rent
Logistics	658,261,569	43,445,264	6.6%	(885,849)	4,257,067	\$17.32
Specialized Industrial	248,141,493	10,670,084	4.3%	(590,254)	443,948	\$17.30
Flex	58,275,074	3,962,705	6.8%	(211,695)	66,363	\$24.60
<b>Submarket Total</b>	<b>964,678,136</b>	<b>58,078,053</b>	<b>6.0%</b>	<b>(1,687,798)</b>	<b>4,767,378</b>	<b>\$17.75</b>

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**APPENDIX 2 - TABLE 3**

**MARKET AREA INDUSTRIAL LEASE RATE COMPARABLES  
LAND USE ELEMENT UPDATE MARKET ANALYSIS  
CITY OF EL SEGUNDO**

<b>No.</b>	<b>Address</b>	<b>City</b>	<b>Property Type</b>	<b>Asking</b>	<b>Type</b>	<b>SF Leased</b>
1	419 E El Segundo Blvd	El Segundo	Industrial	\$35.40	MG	2,019
2	111-115 Main St - Ste 113	El Segundo	Industrial	\$33.00	MG	3,600
3	120 Penn St	El Segundo	Industrial	\$35.40		6,610
4	139 Maryland St	El Segundo	Industrial	\$29.04		9,900
5	126 Arena St	El Segundo	Industrial	\$45.00	NNN	3,380
6	208 Main St - Ste A,B	El Segundo	Industrial	\$51.00	MG	4,200
7	1140 E Franklin Ave	El Segundo	Industrial	\$22.20	IG	2,500
8	1661 E Franklin Ave	El Segundo	Industrial	\$46.20		16,756
9	1325 E El Segundo Blvd - Ste E	El Segundo	Industrial	\$39.00	MG	2,042
10	139 Nevada St - Ste 139	El Segundo	Industrial	\$39.00	MG	1,300
11	145 Sheldon St	El Segundo	Industrial	\$27.00	IG	4,505
12	149 Lomita St	El Segundo	Industrial	\$37.80	MG	9,160
13	119 Standard St - Ste 119	El Segundo	Industrial	\$31.80	NNN	17,602
14	601-607 E El Segundo Blvd	El Segundo	Industrial	\$47.40	NNN	3,200
15	445 S Douglas St - Ste 200	El Segundo	Industrial	\$27.00	NNN	10,850

Lease Rate Range	<b>\$22.20 - \$51.00</b>
Weighted Average Lease Rate	<b>\$35.96</b>

CoStar, June 2025. Leases signed in the past year within a five mile radius of the Project site.

# **APPENDIX 3**

## **RETAIL MARKET**

APPENDIX 3 - TABLE 1

**TOTAL & PER CAPITA RETAIL SALES  
LAND USE ELEMENT UPDATE MARKET ANALYSIS  
CITY OF EL SEGUNDO**

-----Total Taxable Sales (\$000s)-----							
	2024						
	<u>El Segundo</u>	<u>Hawthorne</u>	<u>Manhattan Beach</u>	<u>Lawndale</u>	<u>Regional Market</u>	<u>Los Angeles County</u>	<u>State of California</u>
Motor Vehicles and Parts Dlr	\$1,495	\$357,116	\$132,486	\$18,163	\$509,260	\$22,179,959	\$100,456,369
Home Furnishing & App	179,917	81,357	12,686	2,318	\$276,278	6,746,415	30,996,012
Bldg Mtrl & Garden Equip	4,272	171,498	N/A <sup>1</sup>	51,623	\$227,393	10,499,440	48,326,164
Food & Beverage Stores	41,472	41,047	60,330	15,419	\$158,268	7,698,819	33,462,408
Gasoline Stations	N/A <sup>1</sup>	102,651	30,495	60,273	\$193,419	13,017,731	59,394,225
Clothing & Clothing Access	54,240	85,989	62,042	8,506	\$210,777	13,984,105	48,793,391
General Merchandise Stores	1,510	370,621	92,267	18,782	\$483,180	14,300,846	67,046,737
Food Services & Drinking Plcs	239,859	138,796	257,268	65,074	\$700,997	29,257,826	109,695,677
Other Retail Group	346,614	64,814	142,363	23,264	\$577,055	23,451,264	123,439,500
<b>Retail Stores Total</b>	<b>\$869,379</b>	<b>\$1,413,889</b>	<b>\$789,937</b>	<b>\$263,422</b>	<b>\$3,336,627</b>	<b>\$141,136,405</b>	<b>\$621,610,483</b>

-----Per Capita Taxable Sales-----							
	2024						
<b>Population<sup>2</sup></b>	<b>17,272</b>	<b>88,083</b>	<b>35,506</b>	<b>31,807</b>	<b>172,668</b>	<b>10,014,009</b>	<b>39,538,223</b>
	<u>El Segundo</u>	<u>Hawthorne</u>	<u>Manhattan Beach</u>	<u>Lawndale</u>	<u>Regional Market</u>	<u>Los Angeles County</u>	<u>State of California</u>
Motor Vehicles and Parts Dlr	\$87	\$4,054	\$3,731	\$571	\$2,949	\$2,215	\$2,541
Home Furnishing & App	10,417	924	357	73	1,600	674	784
Bldg Mtrl & Garden Equip	247	1,947	N/A <sup>1</sup>	1,623	1,317	1,048	1,222
Food & Beverage Stores	2,401	466	1,699	485	917	769	846
Gasoline Stations	N/A <sup>1</sup>	1,165	859	1,895	1,120	1,300	1,502
Clothing & Clothing Access	3,140	976	1,747	267	1,221	1,396	1,234
General Merchandise Stores	87	4,208	2,599	590	2,798	1,428	1,696
Food Services & Drinking Plcs	13,887	1,576	7,246	2,046	4,060	2,922	2,774
Other Retail Group	20,068	736	4,010	731	3,342	2,342	3,122
<b>Retail Stores Total</b>	<b>\$50,335</b>	<b>\$16,052</b>	<b>\$22,248</b>	<b>\$8,282</b>	<b>\$19,324</b>	<b>\$14,094</b>	<b>\$15,722</b>

California Department of Tax and Fee Administration (2024). Retrieved June 2025.

<sup>1</sup> Sales omitted by CA Department of Tax and Fee Administration to maintain confidentiality. Per the CA State Board of Equalization, for those categories listed as "-", the sales are included in the "Other Retail Stores" category.

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APPENDIX 3 - TABLE 2

TOTAL PERMITS & SALES PER RETAIL PERMIT  
 LAND USE ELEMENT UPDATE MARKET ANALYSIS  
 CITY OF EL SEGUNDO

-----Total Permits-----							
2024							
	<u>El Segundo</u>	<u>Hawthorne</u>	<u>Manhattan Beach</u>	<u>Lawndale</u>	<u>Regional Market</u>	<u>Los Angeles County</u>	<u>State of California</u>
Motor Vehicles and Parts Dlr	14	76	13	32	135	8,518	34,665
Home Furnishing & App	36	46	46	23	151	9,166	33,903
Bldg Mtrl & Garden Equip	13	14	10	12	49	3,216	15,582
Food & Beverage Stores	36	67	38	34	175	10,831	39,197
Gasoline Stations	9	14	6	7	36	1,850	9,540
Clothing & Clothing Access	92	241	169	73	575	38,062	115,969
General Merchandise Stores	14	57	25	12	108	11,450	37,243
Food Services & Drinking Plcs	215	231	170	126	742	36,932	135,653
Other Retail Group	<u>273</u>	<u>445</u>	<u>404</u>	<u>169</u>	<u>1,291</u>	<u>82,829</u>	<u>318,238</u>
Retail Stores Total	702	1,191	881	488	3,262	202,854	739,990

-----Taxable Sales Per Permit-----							
2024							
	<u>El Segundo</u>	<u>Hawthorne</u>	<u>Manhattan Beach</u>	<u>Lawndale</u>	<u>Regional Market</u>	<u>Los Angeles County</u>	<u>State of California</u>
Motor Vehicles and Parts Dlr	\$106,786	\$4,698,895	\$10,191,231	\$567,594	\$3,772,296	\$2,603,893	\$2,897,919
Home Furnishing & App	\$4,997,694	\$1,768,630	\$275,783	\$100,783	\$1,829,656	\$736,026	\$914,256
Bldg Mtrl & Garden Equip	\$328,615	\$12,249,857	N/A <sup>1</sup>	\$4,301,917	\$4,640,673	\$3,264,751	\$3,101,410
Food & Beverage Stores	\$1,152,000	\$612,642	\$1,587,632	\$453,500	\$904,389	\$710,813	\$853,698
Gasoline Stations	N/A <sup>1</sup>	\$7,332,214	\$5,082,500	\$8,610,429	\$5,372,750	\$7,036,611	\$6,225,810
Clothing & Clothing Access	\$589,565	\$356,801	\$367,112	\$116,521	\$366,569	\$367,403	\$420,745
General Merchandise Stores	\$107,857	\$6,502,123	\$3,690,680	\$1,565,167	\$4,473,889	\$1,248,982	\$1,800,251
Food Services & Drinking Plcs	\$1,115,623	\$600,848	\$1,513,341	\$516,460	\$944,740	\$792,208	\$808,649
Other Retail Group	\$1,269,648	\$145,649	\$352,384	\$137,657	\$446,983	\$283,129	\$387,884
Retail Stores Average	\$1,238,432	\$1,187,144	\$896,637	\$539,799	\$1,022,878	\$695,754	\$840,026

-----Residents Per Permit-----							
Population	2024						
	17,272	88,083	35,506	31,807	172,668	10,014,009	39,538,223
	El Segundo	Hawthorne	Manhattan Beach	Lawndale	Regional Market	Los Angeles County	State of California
Motor Vehicles and Parts Dlr	1,234	1,159	2,731	994	1,279	1,176	1,141
Home Furnishing & App	480	1,915	772	1,383	1,143	1,093	1,166
Bldg Mtrl & Garden Equip	1,329	6,292	3,551	2,651	3,524	3,114	2,537
Food & Beverage Stores	480	1,315	934	936	987	925	1,009
Gasoline Stations	1,919	6,292	5,918	4,544	4,796	5,413	4,144
Clothing & Clothing Access	188	365	210	436	300	263	341
General Merchandise Stores	1,234	1,545	1,420	2,651	1,599	875	1,062
Food Services & Drinking Plcs	80	381	209	252	233	271	291
Other Retail Group	<u>63</u>	<u>198</u>	<u>88</u>	<u>188</u>	<u>134</u>	<u>121</u>	124
Retail Stores Average	25	74	40	65	53	49	53

California Department of Tax and Fee Administration (2024). Retrieved June 2025.

<sup>1</sup> Sales omitted by CA Department of Tax and Fee Administration to maintain confidentiality. Per the CA State Board of Equalization, for those categories listed as "-", the sales are included in the "Other Retail Stores" category.

**APPENDIX 3 - TABLE 3****2nd QUARTER 2022 RETAIL MARKET - EL SEGUNDO SUBMARKET<sup>1</sup> PRODUCT TYPES****LAND USE ELEMENT UPDATE MARKET ANALYSIS****CITY OF EL SEGUNDO**

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<u>Retail Product Type</u>	<u>Square Feet (Total Inventory)</u>	<u>Square Feet Vacant</u>	<u>Vacancy Rate</u>	<u>Net Absorption SF</u>	<u>SF Under Construction</u>	<u>Market Rent</u>
Malls	668,889	46,153	6.9%	-	-	\$57.25
Power Centers	501,452	1,504	0.3%	(1,635)	-	\$47.00
Neighborhood Center	545,888	16,923	3.1%	-	-	\$57.49
Strip Centers	162,496	26,324	16.2%	922	-	\$48.45
General Retail	809,030	57,441	7.1%	(1,600)	-	\$46.92
Other	0	0		-	-	
<b>Market Total</b>	<b>2,687,755</b>	<b>148,346</b>	<b>5.5%</b>	<b>(2,313)</b>	<b>-</b>	<b>\$51.75</b>

CoStar, May 2025

<sup>1</sup> Submarket includes the city of El Segundo, plus unincorporated Los Angeles County between Aviation Blvd and I-405, and parts of Manhattan Beach bounded by Sepulveda Blvd, Marine Ave, Rosecrans Ave and I-405

**APPENDIX 3 - TABLE 4**

**2nd QUARTER 2022 RETAIL MARKET - LOS ANGELES COUNTY PRODUCT TYPES**

**LAND USE ELEMENT UPDATE MARKET ANALYSIS**

**CITY OF EL SEGUNDO**

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<u>Retail Product Type</u>	<u>Square Feet (Total Inventory)</u>	<u>Square Feet Vacant</u>	<u>Vacancy Rate</u>	<u>Net Absorption SF</u>	<u>SF Under Construction</u>	<u>Market Rent</u>
Malls	40,817,973	4,694,067	11.5%	72,320	208,020	\$45.53
Power Centers	22,446,243	1,167,205	5.2%	(64,790)	-	\$36.46
Neighborhood Center	102,224,338	6,542,358	6.4%	(2,389)	38,878	\$35.30
Strip Centers	36,188,222	1,845,599	5.1%	54,144	104,030	\$33.28
General Retail	248,269,214	11,668,653	4.7%	(78,636)	293,348	\$36.13
Other	2,616,091	120,340	4.6%	13,783	-	\$38.41
Market Total	452,562,081	26,038,222	5.8%	(5,568)	644,276	\$36.60

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*CoStar, May 2025*

**APPENDIX 3 - TABLE 5**

**RETAIL LEASE RATE COMPARABLES  
 LAND USE ELEMENT UPDATE MARKET ANALYSIS  
 CITY OF EL SEGUNDO**

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<b>No.</b>	<b>Address</b>	<b>City</b>	<b>Property Type</b>	<b>Asking</b>	<b>Type</b>	<b>SF Available</b>
1	2140 E El Segundo Blvd - Ste 2140D	El Segundo	Class C Retail	\$72.00	NNN	1,398
2	2150 E El Segundo Blvd - Ste 5C	El Segundo	Class C Retail	\$60.00	NNN	2,239
3	203 W Grand Ave	El Segundo	Class C Office/Retail	\$54.00	MG	1,182
4	1170 E Mariposa Ave	El Segundo	Class C Retail	\$54.00	NNN	1,317
5	821-837 N Douglas - Ste 829	El Segundo	Class B Retail	\$61.80	NNN	1,200
6	743 N Douglas St	El Segundo	Class C Restaurant	\$62.00	NNN	1,760
7	116-130 W Grand - Ste 118	El Segundo	Class C Retail	\$48.00	NNN	912

Lease Rate Range	<b>\$48.00 - \$72.00</b>
Weighted Average Lease Rate	<b>\$59.65</b>

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Costar, June 2025. Leases signed within the last year in the City of El Segundo

**APPENDIX 3 - TABLE 6**

**RETAIL SALES SURPLUS/LEAKAGE DATA SUMMARY  
LAND USE ELEMENT UPDATE MARKET ANALYSIS  
CITY OF EL SEGUNDO**

	<b>Demand</b>	<b>Supply</b>	<b>Surplus/ Leakage</b>	<b>Typical Sales PSF</b>	<b>Potential Sq. Feet</b>
<b>City of El Segundo</b>					
Motor Vehicle & Parts Dealers	\$126,888,027	\$125,494,566	\$1,393,461	NA	NA
Furniture & Home Furnishings Stores	\$10,261,774	\$9,313,073	\$948,701	\$350	2,711
Electronics & Appliance Stores	\$7,212,411	\$103,726,932	(\$96,514,521)	\$350	NA
Bldg Materials, Garden Equip. & Supply Stores	\$37,464,892	\$8,913,663	\$28,551,229	\$400	71,378
Food & Beverage Stores	\$77,132,187	\$320,002,682	(\$242,870,495)	\$450	NA
Health & Personal Care Stores	\$32,852,169	\$74,652,626	(\$41,800,457)	\$400	NA
Gasoline Stations	\$52,447,849	\$49,878,001	\$2,569,848	NA	NA
Clothing & Clothing Accessories Stores	\$25,239,362	\$43,026,697	(\$17,787,335)	\$350	NA
Sporting Goods, Hobby, Book & Music Stores	\$8,668,390	\$79,483,813	(\$70,815,423)	\$350	NA
General Merchandise Stores	\$70,917,158	\$10,971,774	\$59,945,384	\$400	149,863
Miscellaneous Store Retailers	\$13,393,944	\$22,982,625	(\$9,588,681)	\$350	NA
Nonstore Retailers	\$116,679,668	\$449,752,269	(\$333,072,601)	NA	NA
Food Services & Drinking Places	\$96,890,476	\$469,684,341	(\$372,793,865)	\$400	NA
			-79.37%		

Claritas, June 2025

**APPENDIX 4**  
**RESIDENTIAL (RENTAL) MARKET**

**APPENDIX 4 - TABLE 1**

**PROJECTED CITY HOUSEHOLD FORMATION<sup>1</sup>  
LAND USE ELEMENT UPDATE MARKET ANALYSIS  
CITY OF EL SEGUNDO**

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	<b>2024</b>	<b>2029</b>	<b>2034</b>	<b>2039</b>
<b>Households</b>	7,096	7,293	7,496	7,704
<b>Household Growth</b>		197	202	208
<b>Cumulative Households</b>		197	400	608
<b>Housing Units @ 103% of Growth</b>		203	411	626

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Esri, CA DOF; KMA

<sup>1</sup> Assumes Esri household estimates for 2025 and City fair share of CA DOF household growth projections for LA County thereafter.

APPENDIX 4 - TABLE 2

MARKET AREA RENT TRENDS & PROJECTIONS - BEACH COMMUNITIES SUBMARKET<sup>1</sup>  
 LAND USE ELEMENT UPDATE MARKET ANALYSIS  
 CITY OF EL SEGUNDO

Year	Average Asking Rent	Avg Asking Rent PSF	Average Effective Rent	Effective Rent PSF	Effective Rent Growth %/Yr	Average Vacancy	Vacancy Change %/Yr
2013	\$2,006	\$2.30	\$1,994	\$2.29	-	5.1%	-
2014	\$2,072	\$2.38	\$2,055	\$2.36	3.1%	5.0%	-0.1%
2015	\$2,199	\$2.53	\$2,187	\$2.52	6.4%	4.2%	-0.8%
2016	\$2,276	\$2.62	\$2,256	\$2.60	3.2%	5.0%	0.8%
2017	\$2,358	\$2.72	\$2,331	\$2.68	3.3%	4.3%	-0.7%
2018	\$2,420	\$2.79	\$2,389	\$2.75	2.5%	4.5%	0.2%
2019	\$2,488	\$2.87	\$2,468	\$2.84	3.3%	4.9%	0.4%
2020	\$2,518	\$2.90	\$2,493	\$2.87	1.0%	5.1%	0.2%
2021	\$2,601	\$3.00	\$2,591	\$2.99	3.9%	3.8%	-1.3%
2022	\$2,700	\$3.12	\$2,683	\$3.10	3.6%	4.8%	1.0%
2023	\$2,740	\$3.17	\$2,714	\$3.14	1.2%	4.5%	-0.3%
2024	\$2,784	\$3.22	\$2,770	\$3.21	2.1%	4.2%	-0.3%
2025 (Projection)	\$2,863	\$3.35	\$2,848	\$3.33	2.8%	4.5%	0.3%
2026 (Projection)	\$2,937	\$3.44	\$2,920	\$3.42	2.5%	4.3%	-0.2%
2027 (Projection)	\$3,008	\$3.52	\$2,991	\$3.50	2.4%	4.0%	-0.3%
2028 (Projection)	\$3,078	\$3.60	\$3,061	\$3.58	2.3%	4.0%	0.0%
2029 (Projection)	\$3,146	\$3.68	\$3,128	\$3.66	2.2%	4.2%	0.2%

CoStar, May 2025

<sup>1</sup>Beach Communities submarket includes the Cities in the South Bay including Catalina and Palos Verdes Estates and Rancho Palos Verdes

APPENDIX 4 - TABLE 3

MARKET AREA RENT TRENDS & PROJECTIONS - LOS ANGELES COUNTY  
 LAND USE ELEMENT UPDATE MARKET ANALYSIS  
 CITY OF EL SEGUNDO

Year	Average Asking Rent	Avg Asking Rent PSF	Average Effective Rent	Effective Rent PSF	Effective Rent Growth %/Yr	Average Vacancy	Vacancy Change %/Yr
2013	\$1,717	\$2.18	\$1,704	\$2.17	-	4.3%	-
2014	\$1,771	\$2.25	\$1,755	\$2.23	3.0%	4.3%	0.0%
2015	\$1,860	\$2.37	\$1,845	\$2.35	5.1%	4.2%	-0.1%
2016	\$1,932	\$2.46	\$1,913	\$2.44	3.7%	4.5%	0.3%
2017	\$1,997	\$2.55	\$1,973	\$2.52	3.1%	4.3%	-0.2%
2018	\$2,058	\$2.63	\$2,037	\$2.60	3.2%	4.6%	0.3%
2019	\$2,102	\$2.68	\$2,087	\$2.66	2.5%	5.0%	0.4%
2020	\$2,094	\$2.67	\$2,067	\$2.63	-1.0%	6.0%	1.0%
2021	\$2,211	\$2.83	\$2,196	\$2.81	6.2%	4.1%	-1.9%
2022	\$2,282	\$2.92	\$2,267	\$2.90	3.2%	4.5%	0.4%
2023	\$2,292	\$2.93	\$2,274	\$2.91	0.3%	5.1%	0.6%
2024	\$2,313	\$2.96	\$2,296	\$2.94	1.0%	5.0%	-0.1%
2025 (Projection)	\$2,345	\$3.03	\$2,329	\$3.01	1.4%	4.6%	-0.4%
2026 (Projection)	\$2,404	\$3.11	\$2,387	\$3.09	2.5%	4.5%	-0.1%
2027 (Projection)	\$2,460	\$3.18	\$2,444	\$3.16	2.4%	4.4%	-0.1%
2028 (Projection)	\$2,516	\$3.25	\$2,499	\$3.23	2.3%	4.5%	0.1%
2029 (Projection)	\$2,570	\$3.32	\$2,552	\$3.30	2.1%	4.6%	0.1%

APPENDIX 4 - TABLE 4

CURRENT MARKET AREA RENTS BY UNIT TYPE (2025 YTD)  
 LAND USE ELEMENT UPDATE MARKET ANALYSIS  
 CITY OF EL SEGUNDO

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Unit Type	Units in Sample	Average Square Feet	Avg Effective Rent	Avg Rent PSF
Studio / Efficiency	<sup>1</sup> 1,572	472	\$1,453	\$4.80
One Bedroom	635	671	\$2,151	\$3.24
Two Bedroom	761	952	\$2,320	\$2.50
Three Bedroom	105	1,417	\$3,007	\$2.63
Four+ Bedroom	6	1,373	\$3,805	\$2.77
<b>Overall</b>	<b>3,079</b>	<b>666</b>	<b>\$1,869</b>	<b>\$2.81</b>

CoStar Analytics, June 2025. Multifamily units in the City of El Segundo, excluding affordable and 1-star properties.

<sup>1</sup> This figure includes SRO/co-living rooms.

APPENDIX 4 - TABLE 5

CITY & SUBMARKET RENT/VACANCY COMPARISON  
 LAND USE ELEMENT UPDATE MARKET ANALYSIS  
 CITY OF EL SEGUNDO

Unit Type	City of El Segundo		Beach Communities Submarket <sup>1</sup>		Los Angeles County Market	
	Avg Effective Rent	Avg Effective Rent PSF	Avg Effective Rent	Avg Effective Rent PSF	Avg Effective Rent	Avg Effective Rent PSF
Studio / Efficiency	\$1,453	\$4.80	\$2,100	\$4.73	\$1,267	\$2.65
One Bedroom	\$2,151	\$3.24	\$2,489	\$3.57	\$1,766	\$2.52
Two Bedroom	\$2,320	\$2.50	\$3,002	\$2.96	\$2,057	\$2.13
Three Bedroom	\$3,007	\$2.63	\$3,969	\$3.04	\$2,678	\$2.13
Average Vacancy Rate (Year to Date)		3.5%		4.8%		3.4%
Market Effective Rent/Unit Overall	\$1,869	\$2.81	\$2,772	\$3.26	\$1,979	\$2.24

CoStar, May 2025

<sup>1</sup> Submarket area includes the Cities in the South Bay including Catalina Island, Palos Verdes Estates and Rancho Palos Verdes

APPENDIX 4 - TABLE 6

MARKET AREA RESIDENTIAL MULTIFAMILY COMPARABLES  
 LAND USE ELEMENT UPDATE MARKET ANALYSIS  
 CITY OF EL SEGUNDO

Name	Address	City	# of Units	Avg Unit Size (SF)	Average Effective Rent		Year Built
					Total	Per SF	
I. 1 Bedroom							
7403 La Tijera Blvd	7403 La Tijera Blvd	Los Angeles	84	688	\$2,836	\$4.12	2019
Bell South Bay	11622 Aviation Blvd	Inglewood	145	731	\$2,832	\$3.87	2016
Altitude Apartments	5900 Center Dr	Los Angeles	278	772	\$2,947	\$3.82	2016
The Q Playa	5901 Center Dr	Los Angeles	232	702	\$3,384	\$4.82	2018
The Wesley	3988 E Hardy St	Inglewood	22	832	\$3,449	\$4.15	2023
Concourse	5875 Interceptor St	Los Angeles	167	502	\$2,549	\$5.08	2020
Legacy Knowlton	6944 Knowlton Pl	Los Angeles	5	822	\$2,571	\$3.13	2019
The DeMilo	201 N La Brea Ave	Inglewood	46	741	\$2,737	\$3.69	2024
The Eastway Apartments	8740 La Tijera Blvd	Los Angeles	60	742	\$2,951	\$3.98	2019
Astra	215 E Regent St	Inglewood	144	728	\$2,967	\$4.08	2023
Elle at Westchester	8521 S Sepulveda Blvd	Los Angeles	73	795	\$3,088	\$3.88	2024
				Minimum	502	\$2,549	\$3.13
				Maximum	832	\$3,449	\$5.08
				Weighted Average	708	\$2,964	\$4.01
II. 2 Bedroom							
7403 La Tijera Blvd	7403 La Tijera Blvd	Los Angeles	15	949	\$3,497	\$3.68	
Bell South Bay	11622 Aviation Blvd	Inglewood	95	1,002	\$3,519	\$3.51	
Altitude Apartments	5900 Center Dr	Los Angeles	120	1,111	\$3,868	\$3.48	

The Q Playa	5901 Center Dr	Los Angeles	132	1,098	\$4,297	\$3.91	
The Wesley	3988 E Hardy St	Inglewood	43	1,222	\$4,252	\$3.48	
Concourse	5875 Interceptor St	Los Angeles	135	918	\$4,014	\$4.37	
Legacy Knowlton	6944 Knowlton Pl	Los Angeles	20	1,104	\$3,085	\$2.79	
The DeMilo	201 N La Brea Ave	Inglewood	43	1,136	\$3,475	\$3.06	
The Eastway Apartments	8740 La Tijera Blvd	Los Angeles	48	1,056	\$4,186	\$3.96	
The Landings	5762 Morley St	Westchester	23	946	\$3,529	\$3.73	2017
Astra	215 E Regent St	Inglewood	63	1,053	\$3,841	\$3.65	
Elle at Westchester	8521 S Sepulveda Blvd	Los Angeles	17	867	\$3,526	\$4.07	
				Minimum	867	\$3,085	\$2.79
				Maximum	1,222	\$4,297	\$4.37
				Weighted Average	1,046	\$3,897	\$3.62

III.

3 Bedroom							
The Q Playa	5901 Center Dr	Los Angeles	4	1,354	\$5,353	\$3.95	
The Wesley	3988 E Hardy St	Inglewood	13	1,500	\$5,479	\$3.65	
6908 Knowlton Pl	6908 Knowlton Pl	Los Angeles	15	1,402	\$3,762	\$2.68	2019
Legacy Knowlton	6944 Knowlton Pl	Los Angeles	11	1,393	\$3,330	\$2.39	
The Landings	5762 Morley St	Westchester	3	1,168	\$4,478	\$3.83	
Astra	215 E Regent St	Inglewood	11	1,291	\$4,966	\$3.85	
				Minimum	1,168	\$3,330	\$2.39
				Maximum	1,500	\$5,479	\$3.95
				Weighted Average	1,386	\$4,452	\$3.38

Costar, June 2025. Survey includes 4 and 5 star properties built since 2015 within 3 miles of El Segundo City boundaries.

**APPENDIX 4 - TABLE 7**

**APARTMENTS PROPOSED & UNDER DEVELOPMENT  
LAND USE ELEMENT UPDATE MARKET ANALYSIS  
CITY OF EL SEGUNDO**

<b>Under Construction</b>				
<b>Address</b>	<b>City</b>	<b>Name</b>	<b>Total Units</b>	<b>Est. Date of Completion</b>
336 E Hillcrest Blvd	Inglewood	-	65	Aug-25
8833 Reading Ave	Los Angeles	Solaire Reading	33	Jul-25
407 Rosecrans Pl	Manhattan Beach	Highrose El Porto	79	Aug-25
939 W Manchester Blvd	Inglewood	Jefferson Westchester	222	Mar-25
11814-11824 Aviation Blvd	Inglewood	Persia	82	Jun-25
			<b>Total</b>	
				<b>481</b>
<b>Proposed</b>				
<b>Address</b>	<b>City</b>	<b>Name</b>	<b>Total Units</b>	<b>Est. Date of Completion</b>
138 Culver Blvd	Playa Del Rey	Legado del Mar	72	Sep-25
1815 Hawthorne Blvd	Redondo Beach	South Bay Social District	300	Jun-25
7111-7115 W Manchester Ave	Los Angeles	-	25	Jan-25
6136 W Manchester Ave	Los Angeles	-	489	Apr-28
401 N Pacific Coast Hwy	El Segundo	Pacific Coast Commons	263	Dec-25
				<b>1,149</b>

Costar, June 2025. Multifamily projects proposed or under construction within 3 miles of El Segundo City boundaries.

**APPENDIX 5**  
**RESIDENTIAL (SALE) MARKET**

**APPENDIX 5 - TABLE 1**

**CONDO & TOWNHOME SALES - CITY OF EL SEGUNDO  
LAND USE ELEMENT UPDATE MARKET ANALYSIS  
CITY OF EL SEGUNDO**

Address	City	Zip Code	Unit Size (SF)	Sales Price		Year Built
				Total	Per SF	
Two-Bedroom Units						
745 Main St #202	El Segundo	90245	1,173	\$835,000	\$712	1977
609 E Pine Ave	El Segundo	90245	1,234	\$1,100,000	\$891	1984
815 Main St #206	El Segundo	90245	1,145	\$740,000	\$646	1983
123 E Oak Ave #104	El Segundo	90245	1,256	\$702,500	\$559	1979
945 Pepper St #114	El Segundo	90245	1,175	\$810,000	\$689	1982
123 E Oak Ave #303	El Segundo	90245	1,256	\$855,000	\$681	1979
900 Cedar St #208	El Segundo	90245	1,177	\$825,000	\$701	1978
1711 E Pine Ave #6	El Segundo	90245	1,424	\$995,000	\$699	1982
935 Main St #305	El Segundo	90245	1,304	\$775,000	\$594	1981
1225 E Grand Ave Unit G	El Segundo	90245	1,770	\$1,292,000	\$730	2006
310 W Imperial Ave #4	El Segundo	90245	1,331	\$911,250	\$685	1979
536 E Imperial Ave	El Segundo	90245	1,270	\$1,140,000	\$898	2019
333 Virginia St #5	El Segundo	90245	1,533	\$1,190,000	\$776	1981
123 E Oak Ave #202	El Segundo	90245	1,256	\$810,000	\$645	1979
900 Cedar St #105	El Segundo	90245	1,177	\$765,000	\$650	1978
950 Main St #304	El Segundo	90245	1,175	\$748,000	\$637	1982
770 W Imperial Ave #68	El Segundo	90245	1,005	\$660,000	\$657	1966
Minimum			1,005	\$660,000	\$559	1966
Maximum			1,770	\$1,292,000	\$898	2019
Average			1,274	\$891,400	\$700	1983

Three-Bedroom Units

203 Whiting St Unit A	El Segundo	90245	1,730	\$1,335,000	\$772	2009
1333 E Grand Ave Unit D	El Segundo	90245	1,356	\$982,000	\$724	1989
368 Richmond St	El Segundo	90245	1,833	\$1,440,000	\$786	2000
1369 E Grand Ave Unit B	El Segundo	90245	1,356	\$1,100,000	\$811	1989
303 Kansas St Unit C	El Segundo	90245	2,030	\$1,299,000	\$640	2006
959 Cedar St	El Segundo	90245	1,699	\$1,132,500	\$667	1991

**APPENDIX 5 - TABLE 1**

**CONDO & TOWNHOME SALES - CITY OF EL SEGUNDO  
LAND USE ELEMENT UPDATE MARKET ANALYSIS  
CITY OF EL SEGUNDO**

Address	City	Zip Code	Unit Size (SF)	Sales Price		Year Built
				Total	Per SF	
<b>Two-Bedroom Units</b>						
210 Whiting St Unit A	El Segundo	90245	1,674	\$1,335,000	\$797	2003
1700 E Mariposa Ave #4	El Segundo	90245	1,700	\$1,359,000	\$799	2013
1357 E Grand Ave Unit D	El Segundo	90245	1,480	\$998,000	\$674	1989
1365 E Grand Ave Unit D	El Segundo	90245	1,356	\$1,035,000	\$763	1989
305 Kansas St Unit B	El Segundo	90245	2,030	\$1,310,000	\$645	2006
1305 E Grand Ave Unit B	El Segundo	90245	1,356	\$1,065,000	\$785	1989
210 Whiting St Unit F	El Segundo	90245	1,589	\$1,290,000	\$812	2003
372 Richmond St	El Segundo	90245	1,884	\$1,450,000	\$770	2000
320 Concord St Unit B	El Segundo	90245	1,790	\$1,300,000	\$726	2006
137 Virginia St	El Segundo	90245	1,580	\$1,359,500	\$860	2018
1700 E Mariposa Ave #3	El Segundo	90245	1,690	\$1,295,000	\$766	2013
Minimum			1,356	\$982,000	\$640	1989
Maximum			2,030	\$1,450,000	\$860	2018
Average			1,655	\$1,240,300	\$749	2001
<b>Four-Bedroom Units</b>						
125 W Palm Ave	El Segundo	90245	1,870	\$1,800,000	\$963	2020
335 Penn St	El Segundo	90245	1,840	\$1,800,000	\$978	2021
127 W Palm Ave	El Segundo	90245	1,910	\$1,750,000	\$916	2020
311 Kansas St Unit E	El Segundo	90245	2,030	\$1,305,000	\$643	2006
301 Kansas St Unit A	El Segundo	90245	2,080	\$1,310,000	\$630	2006
Minimum			1,840	\$1,305,000	\$630	2006
Maximum			2,080	\$1,800,000	\$978	2021
Average			1,946	\$1,593,000	\$819	2015

Redfin, June 2025. Survey includes executed sales that occurred between June 2024 to June 2025.

**APPENDIX 5 - TABLE 2**

**SINGLE-FAMILY HOME SALES - CITY OF EL SEGUNDO  
LAND USE ELEMENT UPDATE MARKET ANALYSIS  
CITY OF EL SEGUNDO**

Address	City	Zip Code	Unit Size (SF)	Sales Price		Year Built
				Total	Per SF	
<b>Two-Bedroom Homes</b>						
617 Loma Vista St	El Segundo	90245	920	\$1,363,500	\$1,482	1919
739 Bayonne St	El Segundo	90245	816	\$1,149,000	\$1,408	1925
1401 E Walnut Ave	El Segundo	90245	954	\$1,410,000	\$1,478	1948
126 W Walnut Ave	El Segundo	90245	1,114	\$1,175,000	\$1,055	1946
Minimum			816	\$1,149,000	\$1,055	1919
Maximum			1,114	\$1,410,000	\$1,482	1948
Average			951	\$1,274,400	\$1,340	1935
<b>Three-Bedroom Homes</b>						
730 Sierra St	El Segundo	90245	1,442	\$1,725,000	\$1,196	1942
711 Sierra St	El Segundo	90245	1,292	\$1,490,000	\$1,153	1943
601 California St	El Segundo	90245	1,851	\$2,182,500	\$1,179	1956
212 E Maple Ave	El Segundo	90245	1,059	\$1,242,000	\$1,173	1912
652 W Mariposa Ave	El Segundo	90245	1,262	\$1,490,000	\$1,181	1964
635 W Oak Ave	El Segundo	90245	1,373	\$1,825,000	\$1,329	1954
857 Maryland St	El Segundo	90245	1,960	\$2,000,000	\$1,020	1952
744 Center St	El Segundo	90245	1,162	\$1,399,125	\$1,204	1954
917 Loma Vista St	El Segundo	90245	1,424	\$1,600,000	\$1,124	1947
646 W Mariposa Ave	El Segundo	90245	1,485	\$1,240,000	\$835	1966
615 Bungalow Dr	El Segundo	90245	2,121	\$2,200,000	\$1,037	1941
439 Lomita St	El Segundo	90245	1,622	\$1,925,000	\$1,187	1952
424 Standard St	El Segundo	90245	1,983	\$1,925,000	\$971	1985
209 W Oak Ave	El Segundo	90245	1,768	\$1,740,538	\$984	1948
408 Standard St	El Segundo	90245	1,841	\$1,710,408	\$929	1995
826 Sheldon St	El Segundo	90245	1,670	\$1,700,000	\$1,018	1969
638 W Acacia Ave	El Segundo	90245	2,451	\$1,910,000	\$779	1949
745 Hillcrest St	El Segundo	90245	1,786	\$1,795,000	\$1,005	1956
506 W Sycamore Ave	El Segundo	90245	1,508	\$1,530,000	\$1,015	1967
521 Hillcrest St	El Segundo	90245	1,362	\$1,400,000	\$1,028	1949
401 E Walnut Ave	El Segundo	90245	1,700	\$1,425,000	\$838	1963
1025 E Acacia Ave	El Segundo	90245	1,169	\$1,450,000	\$1,240	1952
423 Concord St	El Segundo	90245	1,579	\$1,820,000	\$1,153	1929
535 E Mariposa Ave	El Segundo	90245	2,283	\$2,000,000	\$876	1927
Minimum			1,059	\$1,240,000	\$779	1912
Maximum			2,451	\$2,200,000	\$1,329	1995
Average			1,631	\$1,696,900	\$1,040	1953
<b>Four or More Bedroom Homes</b>						
1423 E Sycamore Ave	El Segundo	90245	3,715	\$3,100,000	\$834	1962
422 E Maple Ave	El Segundo	90245	2,699	\$2,612,000	\$968	1975
839 Center St	El Segundo	90245	2,293	\$2,000,000	\$872	1948

**APPENDIX 5 - TABLE 2**

**SINGLE-FAMILY HOME SALES - CITY OF EL SEGUNDO  
 LAND USE ELEMENT UPDATE MARKET ANALYSIS  
 CITY OF EL SEGUNDO**

Address	City	Zip Code	Unit Size (SF)	Sales Price		Year Built
				Total	Per SF	
Two-Bedroom Homes						
727 W Mariposa Ave	El Segundo	90245	4,062	\$3,450,000	\$849	1978
437 Kansas St	El Segundo	90245	3,206	\$2,799,000	\$873	2005
714 W Mariposa Ave	El Segundo	90245	2,708	\$2,650,000	\$979	1964
Minimum			2,293	\$2,000,000	\$834	1948
Maximum			4,062	\$3,450,000	\$979	2005
Average			3,114	\$2,768,500	\$889	1972

Redfin, June 2025. Survey includes executed sales that occurred between June 2024 to June 2025. Properties with incomplete sales information and outliers were excluded.

APPENDIX 5 - TABLE 3

KEY HOUSING STATISTICS - STATE AND COUNTY  
 LAND USE ELEMENT UPDATE MARKET ANALYSIS  
 CITY OF EL SEGUNDO

	Total	----- Single -----		--- Multiple ---		Mobile Homes	Occupied	Percent Vacant	Size of Household
		Detached	Attached	2 to 4	5 Plus				
<b>California</b>									
2015	13,935,317	8,089,900	992,709	1,110,997	3,194,359	547,352	12,931,373	7.20	2.93
2020	14,392,521	8,287,854	1,035,175	1,123,448	3,412,255	533,789	13,475,838	6.37	2.86
2025	14,949,001	8,525,241	1,086,359	1,152,281	3,645,563	539,557	13,993,318	6.39	2.76
Change 2015-2025									
Percent	7.27%	5.38%	9.43%	3.72%	14.13%	-1.42%	8.21%	-11.26%	-5.92%
Absolute	1,013,684	435,341	93,650	41,284	451,204	(7,795)	1,061,945	(0.81)	(0.17)
<b>Los Angeles County</b>									
2015	3,486,531	1,725,751	233,421	281,693	1,188,378	57,288	3,304,695	5.22	2.99
2020	3,612,856	1,744,661	242,428	292,808	1,276,674	56,285	3,439,070	4.81	2.84
2025	3,726,527	1,773,888	260,040	301,289	1,335,001	56,309	3,546,497	4.83	2.72
Change 2015-2025									
Percent	6.88%	2.79%	11.40%	6.96%	12.34%	-1.71%	7.32%	-7.37%	-9.03%
Absolute	239,996	48,137	26,619	19,596	146,623	(979)	241,802	(0.38)	(0.27)

California Department of Finance: Population and Housing Estimates, 2020-2025; Historic Population and Housing Estimates, 2010-2020

APPENDIX 5 - TABLE 4

KEY HOUSING STATISTICS - CITY  
 LAND USE ELEMENT UPDATE MARKET ANALYSIS  
 CITY OF EL SEGUNDO

	Total	----- Single -----		--- Multiple ---		Mobile Homes	Occupied	Percent Vacant	Size of Household
		Detached	Attached	2 to 4	5 Plus				
<b>City of El Segundo</b>									
2015	7,445	3,186	360	777	3,107	15	7,113	4.46	2.41
2020	7,500	3,217	380	778	3,111	14	7,175	4.33	2.40
2025	7,610	3,280	407	797	3,112	14	7,279	4.35	2.32
<b>Change 2015-2025</b>									
Percent	2.22%	2.95%	13.06%	2.57%	0.16%	-6.67%	2.33%	-2.46%	-3.73%
Absolute	165	94	47	20	5	(1)	166	(0.11)	(0.09)

<b>City of Hawthorne</b>									
2015	30,962	9,069	1,352	4,089	16,306	146	29,702	4.07	2.95
2020	31,578	9,327	1,397	4,109	16,600	145	30,541	3.28	2.86
2025	31,746	9,410	1,436	4,155	16,600	145	30,701	3.29	2.77
<b>Change 2015-2025</b>									
Percent	2.53%	3.76%	6.21%	1.61%	1.80%	-0.68%	3.36%	-19.11%	-6.10%
Absolute	784	341	84	66	294	(1)	999	(0.78)	(0.18)

<b>City of Manhattan Beach</b>									
2015	14,947	10,348	1,183	2,426	976	14	13,923	6.85	2.58
2020	14,994	10,426	1,207	2,384	964	13	13,808	7.91	2.57
2025	14,987	10,447	1,237	2,326	964	13	13,804	7.89	2.46
<b>Change 2015-2025</b>									
Percent	0.27%	0.96%	4.56%	-4.12%	-1.23%	-7.14%	-0.85%	15.22%	-4.65%
Absolute	40	99	54	(100)	(12)	(1)	(119)	1.04	(0.12)

**City of Lawndale**

2015	10,207	5,339	1,450	894	2,280	244	9,802	3.97	3.30
2020	10,286	5,371	1,482	911	2,286	236	9,973	3.04	3.17
2025	10,330	5,402	1,487	919	2,286	236	10,006	3.14	3.06
Change 2015-2025									
Percent	1.21%	1.18%	2.55%	2.80%	0.26%	-3.28%	2.08%	-20.95%	-7.27%
Absolute	123	63	37	25	6	(8)	204	(0.83)	(0.24)

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California Department of Finance: Population and Housing Estimates, 2020-2025; Historic Population and Housing Estimates, 2010-2020

**APPENDIX 5 - TABLE 5**

**HISTORIC DISTRIBUTION OF HOUSING UNIT MIX AND GROWTH  
LAND USE ELEMENT UPDATE MARKET ANALYSIS  
CITY OF EL SEGUNDO**

	Single Family				Multiple Units						
	Total <sup>1</sup>	Detached	As a % of Total	Attached	As a % of Total	2 to 4 Attached	As a % of Total	5 Plus Attached	As a % of Total	Multiple Subtotal	As a % of Total
<b>California</b>											
2015	13,387,965	8,089,900	60%	992,709	7%	1,110,997	8%	3,194,359	24%	4,305,356	32%
2020	13,858,732	8,287,854	60%	1,035,175	7%	1,123,448	8%	3,412,255	25%	4,535,703	33%
2025	14,409,444	8,525,241	59%	1,086,359	8%	1,152,281	8%	3,645,563	25%	4,797,844	33%
<b>Los Angeles County</b>											
2015	3,429,243	1,725,751	50%	233,421	7%	281,693	8%	1,188,378	35%	1,470,071	43%
2020	3,556,571	1,744,661	49%	242,428	7%	292,808	8%	1,276,674	36%	1,569,482	44%
2025	3,670,218	1,773,888	48%	260,040	7%	301,289	8%	1,335,001	36%	1,636,290	45%
<b>City of El Segundo</b>											
2015	7,430	3,186	43%	360	5%	777	10%	3,107	42%	3,884	52%
2020	7,486	3,217	43%	380	5%	778	10%	3,111	42%	3,889	52%
2025	7,596	3,280	43%	407	5%	797	10%	3,112	41%	3,909	51%

<sup>1</sup> Does not include mobile home units

**APPENDIX 6**  
**HOSPITALITY MARKET**

APPENDIX 6 - TABLE 1

SUBMARKET HOTEL PERFORMANCE - LOS ANGELES MARKET  
 LAND USE ELEMENT UPDATE MARKET ANALYSIS  
 CITY OF EL SEGUNDO

Property Type	12 Mo. Occupancy		12 Mo. ADR		12 Mo. RevPAR	
	%	YOY Growth	Per Room	YOY Growth	Per Room	YOY Growth
<b>LA AIRPORT SUBMARKET</b>	<b>76.3%</b>	<b>-1.0%</b>	<b>\$154.25</b>	<b>-0.6%</b>	<b>\$117.65</b>	<b>-1.6%</b>
Hollywood/Beverly Hills	70.1%	-0.2%	\$339.68	0.0%	\$238.20	-0.2%
Long Beach	71.3%	-1.0%	\$185.41	2.1%	\$132.23	2.9%
Los Angeles CBD	70.4%	3.6%	\$187.99	-0.4%	\$132.41	3.3%
Los Angeles East	70.4%	5.8%	\$131.78	0.9%	\$92.72	6.7%
Los Angeles North	75.1%	5.0%	\$163.33	-1.2%	\$122.72	3.8%
Los Angeles Southeast	69.6%	3.3%	\$122.09	-1.7%	\$84.98	1.6%
Pasadena/Glendale/Burbank	75.2%	6.0%	\$185.56	0.5%	\$139.61	6.5%
Santa Monica/Marina Del Rey	76.2%	0.4%	\$322.96	-2.8%	\$246.23	-2.5%
South Bay	73.4%	0.5%	\$176.91	0.7%	\$129.88	1.2%
<b>Market Total</b>	<b>72.8%</b>		<b>\$197.00</b>		<b>\$143.66</b>	

APPENDIX 6 - TABLE 2

LOS ANGELES MARKET HOTEL PERFORMANCE - ALL HOTELS<sup>1</sup>  
 LAND USE ELEMENT UPDATE MARKET ANALYSIS  
 CITY OF EL SEGUNDO

Year	Occupancy		ADR		RevPAR	
	Rate	Change	Rate	Change	Rate	Change
2015	78.3%		\$152.92		\$119.67	
2016	79.9%	2.0%	\$165.93	8.5%	\$132.66	10.9%
2017	78.8%	-1.4%	\$169.30	2.0%	\$133.43	0.6%
2018	78.2%	-0.8%	\$173.76	2.6%	\$135.96	1.9%
2019	78.4%	0.3%	\$173.72	0.0%	\$136.14	0.1%
2020	49.4%	-37.0%	\$133.97	-22.9%	\$66.22	-51.4%
2021	63.6%	28.7%	\$159.13	18.8%	\$101.14	52.7%
2022	70.4%	10.7%	\$195.42	22.8%	\$137.58	36.0%
2023	71.7%	1.8%	\$198.48	1.6%	\$142.34	3.5%
2024	71.8%	0.1%	\$195.00	-1.8%	\$139.94	-1.7%
2025	73.0%	1.7%	\$196.56	0.8%	\$143.48	2.5%
2026	73.3%	0.4%	\$202.96	3.3%	\$148.87	3.8%
2027	74.4%	1.5%	\$210.51	3.7%	\$156.63	5.2%
2028	75.2%	1.1%	\$211.19	0.3%	\$158.77	1.4%
2029	76.1%	1.2%	\$218.50	3.5%	\$166.36	4.8%
<b>Change: 2015-24</b>		<b>-8.3%</b>		<b>42.9%</b>		<b>39.0%</b>
<b>CAAG: 2015-29</b>		<b>-0.7%</b>		<b>9.3%</b>		<b>8.6%</b>
<b>Change: 2025-29</b>		<b>4.2%</b>		<b>11.2%</b>		<b>15.9%</b>
<b>CAAG: 2025-29</b>		<b>1.0%</b>		<b>2.7%</b>		<b>3.8%</b>

CoStar, May 2025

<sup>1</sup> Data projected from this point forward

APPENDIX 6 - TABLE 3

LOS ANGELES AIRPORT HOSPITALITY SUBMARKET PERFORMANCE - ALL HOTELS  
 LAND USE ELEMENT UPDATE MARKET ANALYSIS  
 CITY OF EL SEGUNDO

Year	Occupancy		ADR		RevPAR	
	Rate	Change	Rate	Change	Rate	Change
2015	84.5%		\$126.39		\$106.79	
2016	84.3%	-0.2%	\$139.59	10.4%	\$117.70	10.2%
2017	83.7%	-0.7%	\$142.35	2.0%	\$119.21	1.3%
2018	85.2%	1.8%	\$141.87	-0.3%	\$120.84	1.4%
2019	85.4%	0.2%	\$140.34	-1.1%	\$119.87	-0.8%
2020	47.4%	-44.5%	\$115.66	-17.6%	\$54.80	-54.3%
2021	66.1%	39.5%	\$125.72	8.7%	\$83.06	51.6%
2022	75.7%	14.5%	\$149.33	18.8%	\$113.02	36.1%
2023	78.2%	3.3%	\$156.19	4.6%	\$122.07	8.0%
2024	76.3%	-2.4%	\$154.09	-1.3%	\$117.55	-3.7%
2025	77.1%	1.0%	\$153.43	-0.4%	\$118.23	0.6%
2026	78.0%	1.2%	\$155.95	1.6%	\$121.65	2.9%
2027	78.9%	1.2%	\$157.56	1.0%	\$124.28	2.2%
2028	79.7%	1.0%	\$157.90	0.2%	\$125.88	1.3%
2029	80.7%	1.3%	\$162.40	2.8%	\$131.06	4.1%
Change: 2015-24		-9.7%		21.9%		10.1%
CAAG: 2015-29		-0.3%		1.8%		1.5%
Change: 2025-29		4.7%		5.8%		10.9%
CAAG: 2025-29		1.1%		1.4%		2.6%

CoStar, May 2025

<sup>1</sup> Data projected from this point forward

APPENDIX 6 - TABLE 4

ROOM DEMAND - LOS ANGELES MARKET  
 LAND USE ELEMENT UPDATE MARKET ANALYSIS  
 CITY OF EL SEGUNDO

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Year	Total	
	Demand	Change
2015	39,035,132	
2016	39,026,827	0.0%
2017	39,879,321	2.2%
2018	40,886,106	2.5%
2019	41,110,541	0.5%
2020	38,640,109	-6.0%
2021	40,035,217	3.6%
2022	41,509,015	3.7%
2023	41,929,003	1.0%
2024	41,944,842	0.0%
2025	42,487,538	1.3%
2026	43,073,508	1.4%
2027	43,233,547	0.4%
2028	43,306,995	0.2%
2029	43,392,658	0.2%
Change: 2015-24		7.5%
CAAG: 2015-24		0.8%
Change: 2025-29		2.1%
CAAG: 2025-29		0.5%

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CoStar, May 2025

<sup>1</sup> Data projected from this point forward

APPENDIX 6 - TABLE 5

ROOM DEMAND - LOS ANGELES AIRPORT SUBMARKET  
 LAND USE ELEMENT UPDATE MARKET ANALYSIS  
 CITY OF EL SEGUNDO

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Year	Total	
	Demand	Change
2015	4,255,553	
2016	4,310,426	1.3%
2017	4,480,547	3.9%
2018	4,629,900	3.3%
2019	4,676,059	1.0%
2020	2,546,216	-45.5%
2021	3,538,241	39.0%
2022	4,261,323	20.4%
2023	4,367,655	2.5%
2024	4,250,576	-2.7%
2025	4,296,386	1.1%
2026	4,357,794	1.4%
2027	4,406,374	1.1%
2028	4,453,387	1.1%
2029	4,508,366	1.2%
Change: 2015-24		-0.1%
CAAG: 2015-24		0.1%
Change: 2025-29		4.9%
CAAG: 2025-29		1.2%

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CoStar, May 2025

<sup>1</sup> Data projected from this point forward

APPENDIX 6 - TABLE 6

HOTEL INVENTORY  
 LAND USE ELEMENT UPDATE MARKET ANALYSIS  
 CITY OF EL SEGUNDO

Year	Los Angeles Airport Submarket				Los Angeles Market			
	Hotels	Change	Rooms	Change	Hotels	Change	Rooms	Change
2015	100		13,746		1,350		108,053	
2016	103	3.0%	14,349	4.4%	1,357	0.5%	109,385	1.2%
2017	106	2.9%	14,960	4.3%	1,373	1.2%	112,998	3.3%
2018	106	1.9%	14,859	-0.7%	1,375	0.1%	113,998	0.9%
2019	108	-1.9%	15,091	1.6%	1,375	0.0%	114,574	0.5%
2020	106	0.9%	15,044	-0.3%	1,366	-0.7%	114,437	-0.1%
2021	107	-1.9%	15,486	2.9%	1,372	0.4%	116,414	1.7%
2022	105	1.0%	15,305	-1.2%	1,359	-0.9%	116,110	-0.3%
2023	106	-0.9%	15,306	0.0%	1,369	0.7%	117,321	1.0%
2024	105	0.0%	15,274	-0.2%	1,349	-1.5%	116,048	-1.1%
YTD	105	0.0%	15,276	0.0%	1,352	0.2%	116,504	0.4%
Under Construction	0		0		14		1,893	
Change: 2015-25		5.0%		11.1%		-0.1%		7.4%
CAAG: 2015-25		0.5%		1.2%		0.0%		0.8%

APPENDIX 6 - TABLE 7

SUBMARKET HOTEL PERFORMANCE - LOS ANGELES MARKET  
 LAND USE ELEMENT UPDATE MARKET ANALYSIS  
 CITY OF EL SEGUNDO

Average Daily Rate

Year	Los Angeles Airport		Los Angeles County	
	Rate	Change	Rate	Change
2023	\$156.19		\$198.48	
2024	\$154.09		\$195.00	
Change		-1.3%		-1.8%

Occupancy

Year	Los Angeles Airport		Los Angeles County	
	Rate	Change	Rate	Change
2023	78.2%		71.7%	
2024	76.3%		71.8%	
Change		-2.4%		0.1%

APPENDIX 6 - TABLE 7

SUBMARKET HOTEL PERFORMANCE - LOS ANGELES MARKET  
 LAND USE ELEMENT UPDATE MARKET ANALYSIS  
 CITY OF EL SEGUNDO

RevPAR

Year	Los Angeles Airport		Los Angeles County	
	Rate	Change	Rate	Change
2023	\$122.07		\$142.34	
2024	\$117.55		\$139.94	
<b>Change</b>		<b>-3.7%</b>		<b>-1.7%</b>

Supply

Year	Los Angeles Airport		Los Angeles County	
	Supply	Change	Supply	Change
2023	5,588,494		41,929,003	
2024	5,571,921		41,944,842	
<b>Change</b>		<b>-0.3%</b>		<b>0.0%</b>

Demand

Year	Los Angeles Airport		Los Angeles County	
	Demand	Change	Demand	Change
2023	4,367,655		30,069,751	
2024	4,250,576		30,101,542	
<b>Change</b>		<b>-2.7%</b>		<b>0.1%</b>

APPENDIX 6 - TABLE 8

PROJECTED HOTEL OCCUPANCY  
 LOS ANGELES AIRPORT SUBMARKET AREA  
 LAND USE ELEMENT UPDATE MARKET ANALYSIS  
 CITY OF EL SEGUNDO

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Potential Demand - 1.0% Annual Increase

	Annual 1.0% Demand <u>Increase</u>	Existing Room Night Supply <sup>1</sup>	Occupancy <u>Level</u>	Market Area	
				Target Occupancy - 76% Available <u>Room Nights</u>	Cumulative <u>Rooms</u>
2024	4,250,576	5,517,921	77.0%	5,592,863	205
2029	4,467,398	5,517,921	81.0%	5,878,155	987
2034	4,695,280	5,517,921	85.1%	6,178,000	1,808
2039	4,934,787	5,517,921	89.4%	6,493,140	2,672

Potential Demand - 2.0% Annual Increase

	Adjusted Demand <u>Increase</u>	Existing Room Night Supply <sup>1</sup>	Occupancy <u>Level</u>	Market Area	
				Target Occupancy - 76% Available <u>Room Nights</u>	Cumulative <u>Rooms</u>
2024	4,250,576	5,517,921	77.0%	5,592,863	205
2029	4,692,979	5,517,921	85.0%	6,174,973	1,800
2034	5,181,428	5,517,921	93.9%	6,817,669	3,561
2039	5,720,716	5,517,921	103.7%	7,527,257	5,505

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<sup>1</sup> CoStar, May 2025. KMA

# **APPENDIX 7**

## **LAND & BUILDING SALES COMPS**

**APPENDIX 7 - TABLE 1**

**RETAIL BUILDING SALES COMPARABLES  
LAND USE ELEMENT UPDATE MARKET ANALYSIS  
CITY OF EL SEGUNDO**

<u>No.</u>	<u>Building Type</u>	<u>Address</u>	<u>City</u>	<u>Sale Date</u>	<u>Year Built</u>	<u>GLA (SF)</u>	<u>Land (SF)</u>	<u>Sales Price</u>	<u>Price Per SF</u>	<u>Price Per SF Land</u>
1	2 Star Storefront	117 Richmond St	El Segundo	1/30/2025	1922	2,643	6,970	\$1,650,000	\$624	\$237
2	3 Star Strip Center	2140 E El Segundo Blvd	El Segundo	5/17/2024	2022	7,792	7,841	\$11,881,304	\$1,525	\$1,515
3	3 Star Strip Center	2160 E El Segundo Blvd	El Segundo	5/17/2024	2022	3,500	4,500	\$7,257,353	\$2,074	\$1,613
4	3 Star Strip Center	2150 E El Segundo Blvd	El Segundo	5/17/2024	2022	4,315	4,356	\$6,561,343	\$1,521	\$1,506
							<b>Weighted Average</b>	<b>\$1,499</b>	<b>\$1,156</b>	
							<b>Minimum Price/SF</b>	<b>\$624</b>	<b>\$237</b>	
							<b>Maximum Price/SF</b>	<b>\$2,074</b>	<b>\$1,613</b>	

Costar, July 2025. Properties sold in the City of El Segundo in the past 3 years. Excludes 1-star properties.

**APPENDIX 7 - TABLE 2**

**OFFICE BUILDING SALES COMPARABLES  
LAND USE ELEMENT UPDATE MARKET ANALYSIS  
CITY OF EL SEGUNDO**

<u>No.</u>	<u>Building Type</u>	<u>Address</u>	<u>City</u>	<u>Sale Date</u>	<u>Year Built</u>	<u>RBA (SF)</u>	<u>Land (SF)</u>	<u>Sales Price</u>	<u>Price Per SF</u>	<u>Price Per SF Land</u>
1	3 Star Office	2225 Campus Dr - Bldg 5	El Segundo	2/6/2025	2015	9,240	105,415	\$6,607,000	\$715	\$63
2	3 Star Office	1600 E Franklin Ave	El Segundo	11/26/2024	1955 (2011)	17,600	34,848	\$9,200,000	\$523	\$264
3	4 Star Office	2160 E Grand Ave	El Segundo	7/19/2024	1999 (2022)	164,360	281,398	\$59,200,000	\$360	\$210
4	3 Star Office	130 Penn St	El Segundo	5/10/2024	2014	4,800	5,667	\$2,950,000	\$615	\$521
5	3 Star Office	1940 E Mariposa Ave	El Segundo	3/4/2024	1984 (2023)	83,411	183,823	\$25,000,000	\$300	\$136
7	2 Star Office	149 Sheldon St	El Segundo	12/29/2023	1969	3,850	6,534	\$2,875,000	\$747	\$440
8	3 Star Office	1700 E Walnut Ave	El Segundo	11/2/2023	1986	120,000	37,897	\$31,168,000	\$260	\$822
9	2 Star Office	112 Arena St	El Segundo	10/30/2023	1955	1,600	5,663	\$2,075,000	\$1,297	\$366
10	2 Star Office	519-525 Main St	El Segundo	9/6/2023	1954	3,804	10,454	\$2,990,500	\$786	\$286
11	3 Star Office	2205 Campus Dr - Bldg 7	El Segundo	5/24/2023	2015	11,280	62,726	\$8,000,000	\$709	\$128
12	3 Star Office	888 Nash St - Bldg 8	El Segundo	10/7/2022	2008	17,305	111,078	\$7,291,035	\$421	\$66
13	3 Star Office	2121 Maple Ave - Bldg 6	El Segundo	10/7/2022	2008	16,458	101,495	\$7,047,412	\$428	\$69
14	3 Star Office	2101 Maple Ave - Bldg 7	El Segundo	10/7/2022	2008	13,280	101,495	\$6,861,553	\$517	\$68
15	3 Star Office	2245 Campus Dr	El Segundo	9/29/2022	2015	15,474	11,404	\$11,000,000	\$711	\$965
16	3 Star Office	621 Hawaii St	El Segundo	8/12/2022	1965 (2018)	49,307	85,678	\$27,350,000	\$555	\$319
								<b>Weighted Average</b>	<b>\$394</b>	<b>\$183</b>
								<b>Minimum Price/SF</b>	<b>\$260</b>	<b>\$63</b>
								<b>Maximum Price/SF</b>	<b>\$1,297</b>	<b>\$965</b>

Costar, July 2025. Properties sold in the City of El Segundo in the past 3 years. Excludes office condo sales and 1-star properties.

APPENDIX 7 - TABLE 3

MULTIFAMILY BUILDING SALES COMPARABLES  
 LAND USE ELEMENT UPDATE MARKET ANALYSIS  
 CITY OF EL SEGUNDO

No.	Building Type	Address	City	Sale Date	Year Built	Units	GBA (SF)	Land (SF)	Sales Price	Price Per SF		Price Per Unit
										GBA	Land	
1	2 Star	425 Sierra St	El Segundo	5/8/2025	1984	11	12,444	11,326	\$5,662,500	\$455	\$500	\$514,773
2	3 Star	216 Sheldon St	El Segundo	4/28/2025	1987	6	6,314	7,148	\$2,681,000	\$425	\$375	\$446,833
3	2 Star	601-603 W Grand Ave	El Segundo	4/2/2025	1925	4	3,168	6,425	\$1,825,000	\$576	\$284	\$456,250
4	2 Star	1740 E Sycamore Ave	El Segundo	1/31/2025	1956	6	5,374	9,570	\$2,400,000	\$447	\$251	\$400,000
5	2 Star	702 Virginia St	El Segundo	1/14/2025	1981	5	4,090	4,996	\$2,750,000	\$672	\$550	\$550,000
6	2 Star	128 Virginia St	El Segundo	12/20/2024	1955	5	3,974	5,723	\$2,250,000	\$566	\$393	\$450,000
7	2 Star	626 E Holly Ave	El Segundo	12/20/2024	1983	5	6,532	5,227	\$2,232,500	\$342	\$427	\$446,500
8	2 Star	1629 E Maple Ave	El Segundo	12/19/2024	1953	6	4,814	6,970	\$2,175,000	\$452	\$312	\$362,500
9	2 Star	1625 E Maple Ave	El Segundo	12/13/2024	1969	12	13,458	11,426	\$5,450,000	\$405	\$477	\$454,167
10	2 Star	401-411 E Franklin Ave	El Segundo	12/3/2024	1963	4	3,969	6,434	\$2,150,000	\$542	\$334	\$537,500
11	2 Star	1620 E Maple Ave	El Segundo	11/15/2024	1960	23	44,704	14,166	\$6,900,000	\$154	\$487	\$300,000
12	2 Star	349 Virginia St	El Segundo	11/14/2024	1978	7	9,022	6,970	\$3,500,000	\$388	\$502	\$500,000
13	2 Star	435 Sierra St	El Segundo	10/25/2024	1984	8	6,050	9,263	\$3,600,000	\$595	\$389	\$450,000
14	3 Star	711 E Grand Ave	El Segundo	9/30/2024	1983	7	8,944	7,000	\$3,500,000	\$391	\$500	\$500,000
15	2 Star	731 Indiana Ct	El Segundo	9/20/2024	1955	4	3,399	8,978	\$2,275,000	\$669	\$253	\$568,750
16	2 Star	147 Whiting St	El Segundo	8/9/2024	1961	6	5,270	6,569	\$3,050,000	\$579	\$464	\$508,333
17	2 Star	309 W Palm Ave	El Segundo	7/1/2024	1964	6	5,180	6,704	\$3,250,000	\$627	\$485	\$541,667
<b>Weighted Average</b>										<b>\$379</b>	<b>\$413</b>	<b>\$445,208</b>
<b>Minimum Price/SF</b>										<b>\$154</b>	<b>\$251</b>	<b>\$300,000</b>
<b>Maximum Price/SF</b>										<b>\$672</b>	<b>\$550</b>	<b>\$568,750</b>

Costar, July 2025. Properties sold in the City of El Segundo in the past 2 years. Excludes 1-star properties.

APPENDIX 7 - TABLE 4

HOTEL SALES COMPARABLES  
 LAND USE ELEMENT UPDATE MARKET ANALYSIS  
 CITY OF EL SEGUNDO

<u>No.</u>	<u>Brand</u>	<u>Chainscale</u>	<u>Address</u>	<u>City</u>	<u>Sale Date</u>	<u>Year Built</u>	<u>Number of</u>		<u>Sales Price</u>	<u>Price Per SF</u>	<u>Price Per SF</u>	<u>Price Per</u>	
							<u>Rooms</u>	<u>GBA (SF)</u>		<u>Land (SF)</u>	<u>GBA</u>	<u>Land</u>	<u>Unit</u>
1	Hilton Garden Inn	Upscale	2100 E Mariposa Ave	El Segundo	10/4/2022	1999 (2013)	162	87,198	149,825	\$37,500,000	\$430	\$250	\$231,481
2	Hyatt Place	Upscale	750 N Nash St	El Segundo	9/15/2022	2012 (2020)	143	85,762	93,681	\$49,000,000	\$571	\$523	\$342,657
										<b>Weighted Average</b>	<b>\$500</b>	<b>\$355</b>	<b>\$283,607</b>
										<b>Minimum Price/SF</b>	<b>\$430</b>	<b>\$250</b>	<b>\$231,481</b>
										<b>Maximum Price/SF</b>	<b>\$571</b>	<b>\$523</b>	<b>\$342,657</b>

Costar, July 2025. Properties sold in the City of El Segundo in the past 5 years. Excludes 1-star properties.

**APPENDIX 7 - TABLE 5**

**INDUSTRIAL BUILDING SALES COMPARABLES  
LAND USE ELEMENT UPDATE MARKET ANALYSIS  
CITY OF EL SEGUNDO**

<u>No.</u>	<u>Building Type</u>	<u>Address</u>	<u>City</u>	<u>Sale Date</u>	<u>Year Built</u>	<u>GLA (SF)</u>	<u>Land (SF)</u>	<u>Sales Price</u>	<u>Price Per SF</u>	<u>Price Per SF Land</u>	
1	2 Star Warehouse	211 California St	El Segundo	4/7/2025	1952	10,247	20,865	\$5,245,000	\$512	\$251	
2	2 Star Service	118 Lomita St	El Segundo	8/2/2024	1948	4,319	5,719	\$1,275,000	\$295	\$223	
3	2 Star Warehouse	600 Lairport St	El Segundo	5/19/2023	1956	18,526	30,492	\$6,050,000	\$327	\$198	
4	2 Star Warehouse	117 Lomita St	El Segundo	12/7/2022	1950	8,989	18,602	\$6,625,000	\$737	\$356	
5	2 Star Service	410 S Douglas St	El Segundo	11/23/2022	1962	14,748	39,640	\$8,040,000	\$545	\$203	
									<b>Weighted Average</b>	<b>\$479</b>	<b>\$236</b>
									<b>Minimum Price/SF</b>	<b>\$295</b>	<b>\$198</b>
									<b>Maximum Price/SF</b>	<b>\$737</b>	<b>\$356</b>

Costar, July 2025. Properties sold in the City of El Segundo in the past 3 years. Excludes 1-star properties.

APPENDIX 7 - TABLE 6

LAND SALES COMPARABLES  
LAND USE ELEMENT UPDATE MARKET ANALYSIS  
CITY OF EL SEGUNDO

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<u>No.</u>	<u>Description</u>	<u>Address</u>	<u>City</u>	<u>Sale Date</u>	<u>Size (AC)</u>	<u>Size (SF)</u>	<u>Sales Price</u>	<u>Price Per SF</u>
1	Commercial	N of Outer Loop Rd	El Segundo	3/11/2022	3.37	146,933	\$14,409,500	\$98.07
2	Commercial	100 Nash St	El Segundo	6/5/2025	9.30	405,108	\$54,000,000	\$133.30
3	Residential	226 Arena St	El Segundo	1/28/2025	0.16	6,970	\$1,550,000	\$222.38
							<b>Total Weighted Average</b>	<b>\$134.80</b>
							<b>Commercial Weighted Average</b>	<b>\$123.92</b>
							<b>Residential Weighted Average</b>	<b>\$222.38</b>

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Costar, July 2025. Land sold in the City of El Segundo in the past 5 years.