

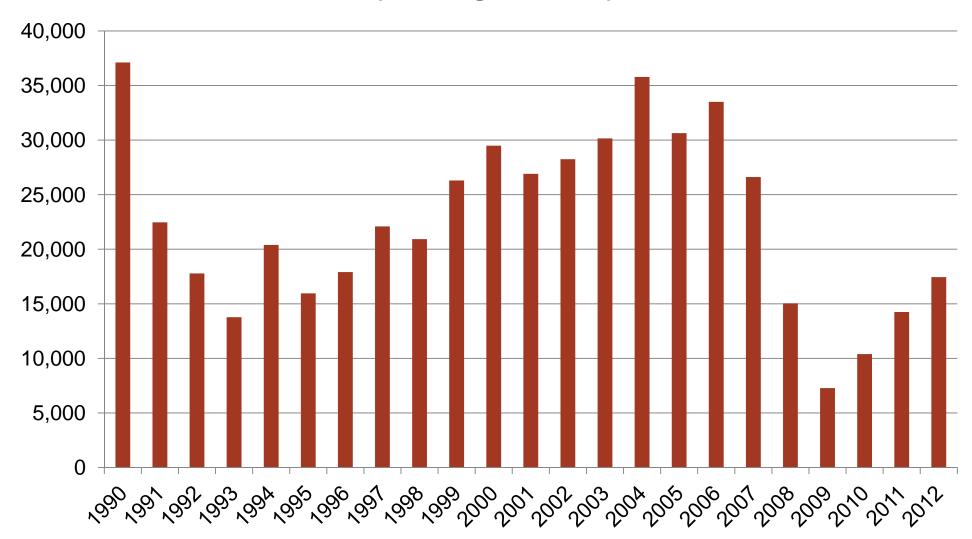
Crocker Symposium

October 29, 2013



PERMIT GROWTH

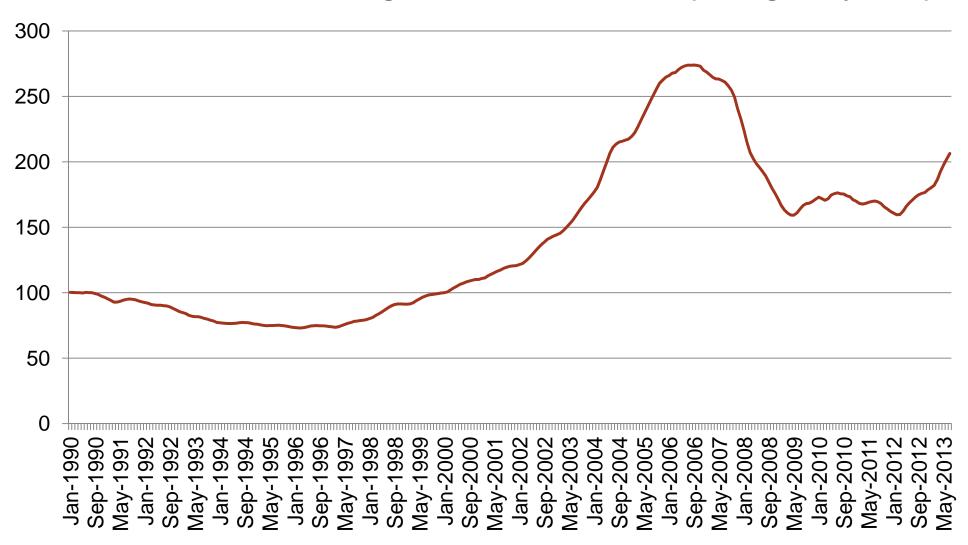
Annual Residential Permits (Los Angeles MSA)





PRICING PERFORMANCE

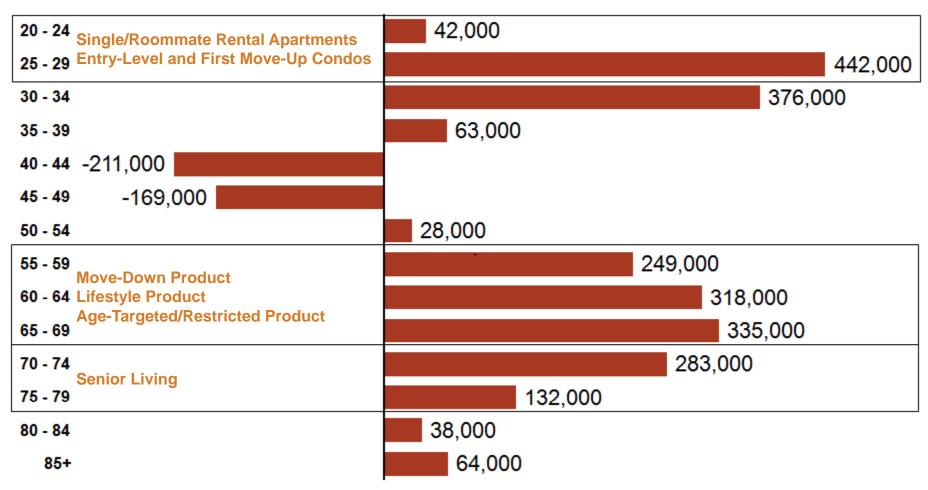
S&P/Case- Shiller CA Los Angeles Home Price Index (through July 2013)





POPULATION GROWTH HAS TWO HUMPS

Projected Total Population Growth Rate by Age Southern California, 2010 – 2020

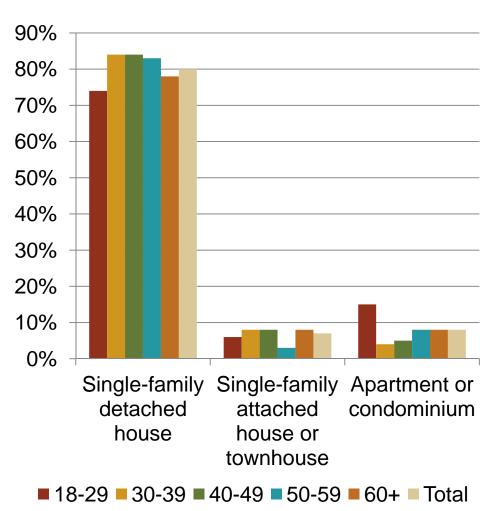


Source: California Department of Finance; RCLCO



GENERATION Y'S IMPACT ON DEVELOPMENT

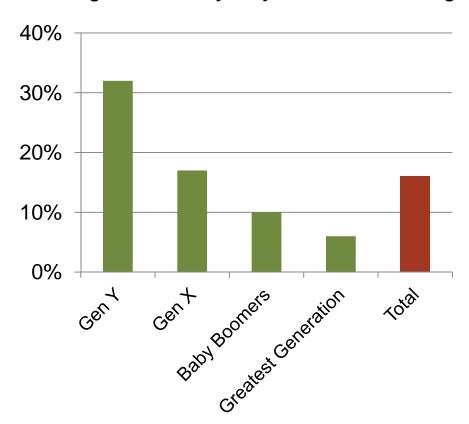
Housing Type Preference by Age (U.S.)



Source: RCLCO Consumer Research

Percent Answering Yes to the Following:

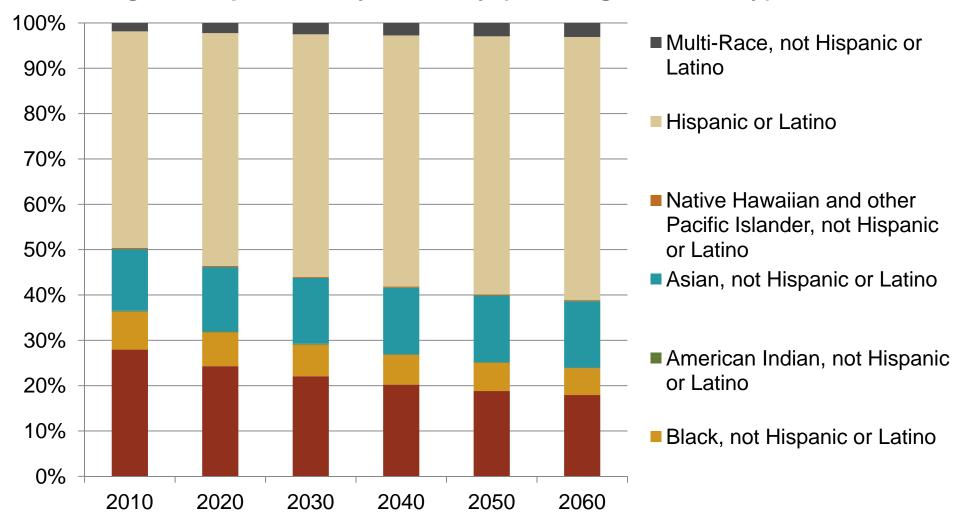
"I don't own a car. And, I don't need one, because I use public transit and get around the neighborhood by bicycle and/or walking."





"MAJORITY MINORITY"

Percentage of Population by Ethnicity (Los Angeles County)

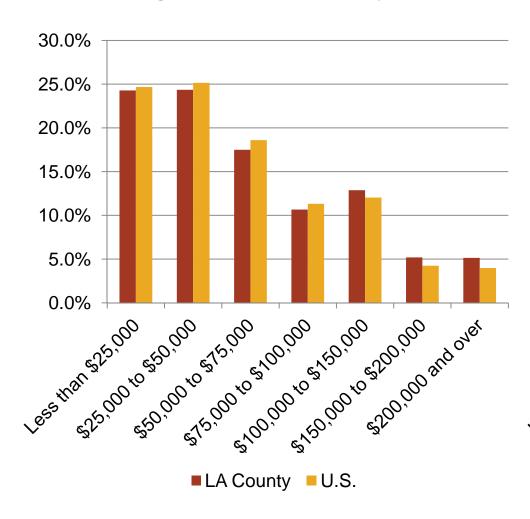


Source: California Department of Finance

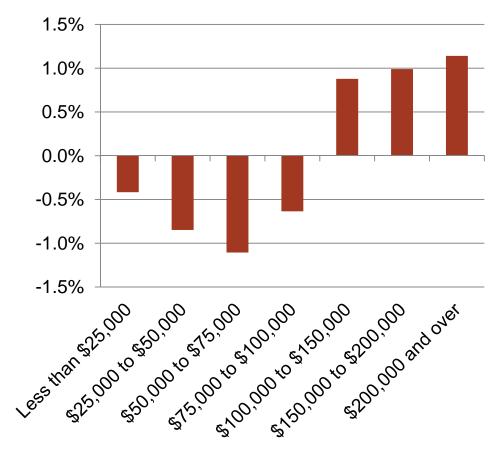
RCLOO

INCOME INEQUALITY

Percentage of Households by Income



Difference in Percentage, LA vs. U.S.

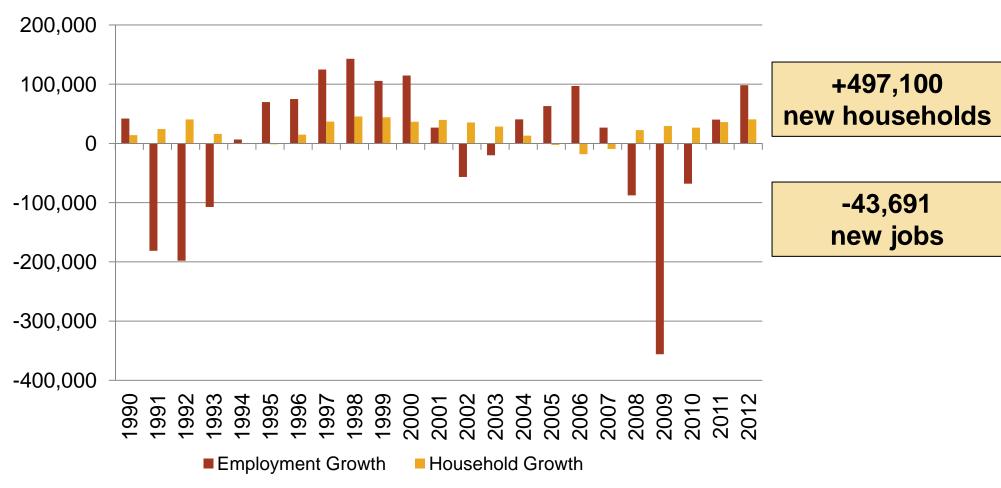


Source: ESRI Business Analyst



JOB GROWTH LAGS POPULATION GROWTH

Annual Employment and Household Growth Los Angeles MSA, 1990 – 2012



Source: Moody's; BLS

Taylor Mammen

Principal / Director of Consulting

Phone: (310) 282-0437

tmammen@rclco.com

RCLCO

233 Wilshire Boulevard

Suite 370

Santa Monica, CA 90401

Phone: (310) 914-1800

Fax: (310) 914-1810

www.rclco.com