# A V E NH

SOUTH PARK | LOS ANGELES



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### THE OFFERING

Jones Lang LaSalle Americas, Inc., as exclusive advisor, is pleased to present for sale AVEN (the "Property"); a 100% market-rate Class A, 536-unit, highrise investment opportunity located in the coveted South Park neighborhood of Downtown Los Angeles.

Completed in 2019. AVEN set a new standard in the Downtown submarket. marrying a top amenity package with best-in-class residences, earning the Property the prestigious 2020 Golden Nugget Award for best mixed-use highrise. Located in South Park's Business Improvement District and just steps away from landmarks like Crypto.com Arena and LA Live, AVEN provides safe and easy access to the city's vibrant art and culture scene. The 3422k SF, transitoriented Property boasts 536 market rate residential units spread across 38 floors, offering breathtaking views of the Hollywood sign and the Downtown Los Angeles skyline. The Property features a diverse mix of living spaces, from studios to one- and two-bedroom units, crowned by three luxurious penthouses. At street level, 312,455 SF of commercial space is occupied by service-oriented tenants including Orange Theory, South Park Pharmacy, and Pine & Crane, a trendy Taiwanese restaurant/cocktail bar operated by a wellknown local restaurateur with multiple locations in Los Angeles. The crown jewel of AVEN is its seventh-floor California Deck, an expansive amenity space that blends indoor and outdoor living. This deck features retractable glass walls, double-sided fireplaces, and panoramic city views. Residents can enjoy a host of amenities on this level including a grand lounge, business center, fitness facilities, barbecue areas, a communal kitchen, dog facilities, outdoor sand volleyball court, professional-grade basketball court, and a resort-style pool and spa. For a more intimate experience, the 32nd-floor Oiai Deck offers a cozy outdoor lounge and fireside gathering space with sweeping urban vistas. AVEN also includes an 808-car parking garage, bicycle parking, and is conveniently situated near a Metro station. AVEN's innovative design incorporates an urban park and a public paseo, enhancing pedestrian accessibility and creating a sense of community.

AVEN presents an incredible opportunity to own one of only seven 500+ unit high-rise assets in Los Angeles, while retaining an attractive basis below replacement cost.



BEST MIXED-USE PROJECT - HIGH-RISE

2020 GOLD NUGGET AWARD



# THE PROPERTY



# BEST IN CLASS RESIDENCES

- Bosch Dishwasher
- Whirlpool Appliances
- Custom Islands\*
- Lifesource Water Filtration System
- Gas Range with Cast-Iron Grates
- Ceramic Tile Bathroom Flooring
- 9'-4" Ceiling Heights
- Floor-to-Ceiling Windows

- Private Balconies\*
- Engineered Wood Plank Flooring
- Custom Cabinetry with Integrated LED Lighting
- Designer Faucets and Fixtures
- In-home Washer and Dryer
- Keyless Entry System

\*In Select Unit

Honeywell Smart Thermostat





100% of the units at AVEN feature floor-to-ceiling windows offering breathtaking views of the DTLA skyline.













INDOOR-OUTDOOR FITNESS CENTER



## THE CALIFORNIA DECK, ONLY AT AVEN

AVEN features a unique amenity deck on the seventh floor of the Property called The California deck. Designed to capitalize on the 280+ days of California sunshine, The California deck offers residents one-of-a-kind amenities in urban Los Angeles including a full size volleyball court, professional basketball half-court and large resort-style pool and spa.

### Activity Lawn

Sport Court (Basketball / Pickle Ball) Full Beach Volleyball Court

Resort-Style Pool And Spa

Grand Lounge **Business Center** Indoor-Outdoor Fitness Center Self-Serve Coffee

Yoga Studio

Private Barbecue Areas Communal/Event Kitchen Dog Run And Wash Station

BEACH VOLLEYBALL COURT

# ATTRACTIVE BASIS BELOW REPLACEMENT COST...

AVEN presents an exceptional opportunity to acquire a highquality, cash flowing asset at an attractive basis below replacement costs. In-place rents at AVEN would need to increase by 56% for a highrise project to pencil at today's development yield target of a 6.25% un-trended return-on-cost. At 3.0% annual growth, it would take 16 years to accomplish this, further insulating the portfolio from competing supply.

> 16 YEARS OF RENT GROWTH @ 3.0% CAGR FOR HIGH-RISE CONSTRUCTION TO PENCIL

#### ESTIMATED REPLACEMENT COST

	Amount	Per Unit	NSF
Land Costs (\$35k per Unit)	\$18,760,000	\$35,000	\$44
Hard Costs (\$750/PSF)	\$317,160,000	\$591,716	\$750
Soft Costs (30% of Hard Costs)	\$95,148,000	\$177,515	\$225
Est. Replacement Cost	\$431,068,000	\$804,231	\$1,019
Developer Profit (15% of all Costs)	\$64,660,200	\$120,635	\$153
Necessary Sale Price for Profitable Project	\$495,728,200	\$924,866	\$1,172

### **REPLACEMENT COST ANALYSIS**



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# ...WHILE CONSTRUCTION COSTS & REGULATORY BURDENS CONTINUE TO RISE

The California Construction Cost Index (CCCI), which tracks inflation amongst hard costs and labor in the Los Angeles and San Francisco markets, continues to rise despite experiencing 20-year highs during the pandemic and post-pandemic years of 2021 through 2023. The multi-housing sector in LA & SF recorded 10.1% cumulative rent growth through this period ('21-'23), while total hard costs and labor as reported by the CCCI increased by 32.1%, a disparity of over 3.6x. Resultingly, new construction does not pencil in these powerhouse markets, setting the stage for future growth for AVEN.

### CALIFORNIA CONSTRUCTION COST INDEX (CCCI)

			- INFLATION -			
1.30%	3.60%	2.80%	13.40%	9.30%	9.40%	2.30% _
2018	— 2019 —	2020	2021	2022	<u> </u>	2024
			YEAR			

Over the 2010-2022 sample timeframe, (entitlement) approval times comprised roughly 45 percent on average of the nearly 4 years required to complete a multi-family project in the City of Los Angeles.

UCLA Anderson School of Management, Development Approval Timelines, Approval Uncertainty, and New Housing Supply: Evidence from Los Angeles, December 14, 2023

# AMENITY-ORIENTED RETAILERS DRIVE THE RESIDENTIAL EXPERIENCE AT AVEN

Apartment buildings with ground floor retail have a competitive advantage, offering superior amenities, finishes, and unit mixes (all which AVEN boasts). Similar properties with significant retail components command 8.5% higher rents on average compared to Class A properties without retail. This premium is driven by the convenience it provides tenants, especially with the rise of remote work options. Easily accessible retail amenities have become an important factor for tenants when choosing an apartment in major MSAs.

#### **PINE & CRANE**



Adjacent to AVEN's bustling paseo and park, Pine & Crane DTLA is a trendy Taiwanese-inspired chef's concept cocktail bar and restaurant. Founded by Vivian Ku, a Harvard and Culinary Institute of America graduate, this location serves as a follow-up to the original restaurant established in Silver Lake back in 2014. With a focus on delivering delectable Taiwanese cuisine in a comfortable and contemporary environment, Pine & Crane is dedicated to preparing food made with simple and fresh ingredients. Their passion for their craft shines through every dish.

#### SOUTH PARK PHARMACY



An independent pharmacy and marketplace that serves as a convenient one-stop-shop for tenants' everyday needs. This facility provides quick access to a variety of pharmaceutical products, convenience items, and even includes <u>a cafÈ, c</u>atering to residents' various requirements all in one place.

#### **RETAIL AMENITIZED APARTMENTS ACHIEVE RENT PREMIUMS**



📕 Avg Asking Rent (1 Mile) 📕 Asking Rent

#### **ORANGE THEORY**



Orangetheory Fitness is a boutique fitness studio franchise that operates in over 1.300 locations across all 50 states and 23 countries. With over \$1 billion in sales and a membership roster greater than 1 million globally, the company has achieved significant success.

# POTENTIAL ADDITIONAL **REVENUE GENERATION-**LEASING OFFICE CONVERSION



AVEN presents investors with the unique opportunity to convert a portion of the oversized leasing office, approximately 3,500 square feet, into approximately 2,000 square feet of coworking space that can be rented out. Furthermore, new ownership has the option to implement a membership program that allows coworking tenants to enjoy access to the amenities on the 7th floor.





# DTLA SUPPLY FORECAST

For nearly 25 years, the high-rise submarket has proven resilient when supply is limited. Despite major economic events, Downtown Los Angeles (DTLA) has averaged 3.1% rent growth and 96% occupancy when unburdened by new competing Class A high-rises. Post-delivery of Olympic + Hill, DTLA high-rises are expected to outperform. Supply in DTLA has shown a rapid decrease and there are no future projects set to deliver in DTLA after Olympic + Hill.

9.1% 0.0% **EFFECTIVE RENT GROWTH HIGH-RISE DELIVERIES DURING YEARS WITH NO** IN 2026-2029



YOY BUILDING MATERIALS **INFLATION PER CALIFORNIA** CONSTRUCTION COST INDEX

### DTLA | # OF HIGH-RISE UNITS DELIVERED

NEW SUPPLY (2021)



\*Source: Yardi and CoStar



### NO NEW SUPPLY = GROWTH

After Olympic + Hill delivers this summer, the multi-housing fundamentals in DTLA have meaningful tailwinds. Situated in the epicenter of Los Angeles, Aven is supported by an unwavering tenant-base. Given rising single family home prices, a high barrier to entry condo market, a declining future development pipeline, an array of transformative commercial developments, the submarket's emergence as an education hub, and the approach of the 2028 Olympic games, demand for rental housing in DTLA is expected to far outpace supply.

LTA AVG. ANNUAL RENT **GROWTH DURING YEARS** WITH NO NEW SUPPLY

3.1%

11 out of 13

TRENDS

YEARS WITH POSITIVE RENT

LTA AVG. ANNUAL **OCCUPANCY DURING YEARS** WITH NO NEW SUPPLY

96%

#### DTLA HISTORICAL HIGH-RISE PERFORMANCE | YEARS WITH NO NEW CONSTRUCTION

Year	Annual Effective Rent Growth %	Avg. Occupancy %		
2026-2029	?? ??	· · · · · · · · · · · · · · · · · · ·		
2021	9.10%	92%		
2016	2.70%	93%		
2015	3.50%	93%		
2013	1.60%	95%		
2011	1.50%	96%		
2009 (Recession)	-3.20%	97%		
2007	2.40%	97%		
2006	7.20%	98%		
2005	4.10%	98%		
2004	3.50%	98%		
2003 (Dot Com Recovery)	-0.30%	98%		
2002	3.00%	95%		
2001	5.30%	95%		
Long-Term Avg.	3.10%	96%		

# DTLA OFFICE BASIS RESETS AND OWNER-USERS ARE TAKING ADVANTAGE

The recent acquisition of multiple DTLA office towers by ownerusers has transformed DTLA's employment landscape. These corporate moves have brought approximately 8,200 new employees into the area. The increased daily foot traffic has revitalized street-level retail and dining establishments, creating a more vibrant urban environment. Additionally, AVEN stands to directly benefit from this influx as its renter pool increases.

# 32.5M SF

TOTAL DTLA OFFICE SPACE ABSORBED **BY OWNER-USERS** 

38.2K JOBS ADDED TO DTLA

#### GAS COMPANY TOWER 0.8-miles from AVEN

Gas Company Tower was sold in December of 2024 as a part of a portfolio to the County of Los Angeles who plans to occupy the space. The property sold for 3\$89/sf which equates to a 375% discount from it's 2013 acquisition price of 3\$357/sf.





#### **FIGUEROA TOWER** 0.9-miles from AVEN

3\$281/sf.



#### UNION BANK PLAZA 1.2-miles from AVEN

Union Bank Plaza was sold in October of 2024 to Southwest Carpenters Pension Trust who now occupies the building. The property sold for 3\$114/sf which equates to a 362% discount from it's 2010 acquisition price of 3\$296/sf.



Figueroa Tower was sold in December of 2024 to Wilshire Law Firm who now occupies the building. The property sold for 3\$155/sf which equates to a 345% discount from it's 2014 acquisition price of

# SOUTH PARK: LA'S PREMIERE MIXED-USE NEIGHBORHOOD

South Park, a burgeoning submarket within Downtown Los Angeles, has emerged as a prime example of urban revitalization and strategic mixed-use development. Anchored by major assets such as the Crypto.com Arena and L.A. Live complex, South Park has attracted substantial institutional investment in luxury residential towers, class A office space, and retail developments. The South Park Business Improvement District has played a crucial role in this transformation by enhancing public spaces, improving safety, and actively promoting the area to potential investors and businesses. This concentration of amenities and infrastructure has driven strong rental growth and occupancy rates. The area's economic indicators, including population density, median income, and commercial property values, have shown consistent upward trends, positioning South Park as a key driver in Downtown LA's overall market performance and a focal point for future urban investment strategies.





### DTLA IS A RENTER'S PARADISE

AVEN is optimally located within the lively and trendy South Park neighborhood of Downtown Los Angeles. As a result, the Property has earned an impressive 94 average WalkScore and 100 average TransitScore.





# DTLA IS AN EMERGING EDUCATIONAL HUB

Downtown Los Angeles has transitioned into the premier hub for educational institutions within Southern California. Historically known to be home to the University of Southern California (USC) and California State University Los Angeles (CSULA), Downtown Los Angeles is expected to welcome the University of Michigan Ross School of Business in 2026, attracting more students and jobs to the submarket. In 2023, **LA ranked #2 nationally for post-graduate relocation destinations.** Generation Z will continue to push demand for housing in DTLA.



### COLBURN \$335M FRANK GEHRY DESIGNED COLBURN CENTER 2027 DELIVERY DATE

Within walking distance of AVEN, The Colburn School, a private performing arts school located on 2nd St and Grand Ave, is slated to receive a \$335M expansion, inclusive of a 1,000 seat-concert hall, new instruction and rehearsal studios, and an annex theatre.



Student Population: 3500 Over 500 Students Over 15 Bachelor and Master Programs Available to Students





Distance from AVEN: 30.3-miles (32-min drive) Student Population: 32,000 Recently Acquired by Arizona State University 10-Acre Campus in the Heart of DTLA

#28 (( #3 Bes () #2 ( ()





Distance from AVEN: 30.2 miles (34-min walk)

**Student Population:** 347,000

**#28 Ranked University Nationally** (US News and Worlds Report)

**#3 Best Colleges for Business in America** (US News and Worlds Report)

**#2 Colleges with Best Student Life** (US News and Worlds Report)



Distance from AVEN: 30.3-miles (33-min walk) Student Population: 3200

Over 200 Students and 50 Staff Members Campus was Recently Delivered in 2021

### UCLA

Distance from AVEN: 31.2-mile (37-min drive) Student Population: 32,000 The New Home for UCLA Extension 3334K SF inside Historic Trust Building 31 New Academic Programs







# STEPS FROM DTLA'S WORLD-RENOWNED ENTERTAINMENT SCENE

For years, Los Angeles has been synonymous with athletic achievement. As the city prepares for the 2026 World Cup & 2027 Super Bowl at SoFi Stadium as well as the 2026 NBA All-Star Game at the brand-new Clippers Arena, Los Angeles is setting the stage for the world's largest sporting event. As the host city for the 2028 Olympics, Los Angeles is slated to receive a large global spotlight and millions of visitors from around the world. Due to its impressive number of premier sports and entertainment venues, Downtown Los Angeles is being converted into the Downtown Sports Park, where 10 venues will host games, lodging, and even the media center for the Olympics. Its \$1 billion economic impact will have a lasting effect on AVEN, directly benefitting the Property and its surrounding neighborhood.



### MAJOR FUTURE EVENTS CALENDAR



### LA28 WILL REVITALIZE DTLA

The LA28 Games will mark Los Angeles' third time to host the Olympic Games, previously hosted in 1984 and 1932, and will bring the world's most elite athletes to Los Angeles. The LA28 Games are independently operated by a privately funded, non-profit organization with revenue from corporate partners, licensing agreements, hospitality and ticketing programs and a significant contribution from the International Olympic Committee.

### LOS ANGELES EVENT CALENDAR

BADMINTON USC Sports Center in Los Angeles, CA

**FENCING** Convention Center in Downtown Los Angeles, CA

**GOLF** The Riviera Country Club in Los Angeles, CA

JUDO

Convention Center in Downtown Los Angeles, CA

### TABLE TENNIS

Convention Center in Downtown Los Angeles, CA

TAEKWONDO Convention Center in Downtown Los Angeles, CA

#### WEIGHTLIFTING

Theater in Downtown Los Angeles, CA

WRESTLING Convention Center in Downtown Los Angeles, CA LOS ANGELES MEMORIAL COLISEUM

# 160k+ SF of dtla office space leased by La28





### ECONOMIC IMPACT OF HOSTING THE OLYMPIC GAMES

### **BEIJING 2008**

From 2001-2007, Beijing experienced an average annual GPD growth of 12.4%.

### **LONDON 2012**

The average spend by people who visited London for the Games was 1.3k GBP; double the spend by other visitors.

### **RIO 2016**

Tourism in Brazil during the year of the Games generated 6.2B USD; a 6.2% increase from the

previous year.

### **PARIS 2024**

For the organization of the Olympic & Paralympic Games, 181k jobs were mobilized.

### LOS ANGELES 2028

Los Angeles' third Olympic Games would also create the equivalent of as many as 79,307 jobs and between \$152 million and \$167 million in additional tax revenues in the city.

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