

# Wilshire & Palm

9171 Wilshire Blvd, Beverly Hills



Jones Lang LaSalle Americas, Inc. ("JLL"),  
Real Estate License #01223413

*Architecturally Distinct, Fully-Renovated,  
Value-Add Asset in Beverly Hills*

# INVESTMENT OVERVIEW

JLL, as the exclusive advisor, is pleased to present to qualified buyers the exceptional value-add opportunity to acquire a 100% fee simple interest in **Wilshire & Palm** (the “Property”) located at 9171 Wilshire Blvd in the heart of Beverly Hills. Ideally positioned along prestigious Wilshire Blvd and adjacent to the world-renowned Golden Triangle, this architecturally-distinct Property offers premium creative workspaces with abundant natural light, panoramic views from one of the largest rooftop sky decks in Beverly Hills, and proximity to the world’s most luxurious amenities. The pristinely-maintained building has recently undergone more than \$7.5M of capital improvements and boasts modernized interiors, a timeless refinished facade, and new lobby & valet areas to appeal to modern tenants. Wilshire & Palm is an incredible opportunity to acquire a fully-renovated asset with significant upside in one of the most sought-after core markets in the world.

## Property Overview

9171 Wilshire Blvd, Beverly Hills, CA 90210

|                        |   |
|------------------------|---|
| Percent Leased         | 42%                                       |
| Year Built / Renovated | 1968 / 2022                               |
| No. of Floors          | 6 + Penthouse (2nd Floor is parking)      |
| Typical Floor Plates   | 23,082 SF                                 |
| Parking Ratio          | 2.01/1,000 SF (235 spaces w/ valet entry) |

| Area Measurements | 2017 BOMA  |
|-------------------|------------|
| Office            | 111,253 SF |
| Retail            | 5,005 SF   |
| Storage           | 114 SF     |
| Total             | 116,372 SF |



# INVESTMENT HIGHLIGHTS

## \$7.5M in Recent Capital Upgrades



- Complete building improvements including valet and parking garage, lobby and common areas, landscaping, building systems, and more

## One of the Largest Rooftop Terraces in Beverly Hills



- TI-ready penthouse with polished concrete floors, open ceilings, floor-to-ceiling glass accordion bi-folding sliding glass doors, 360-degree views of Los Angeles, and fully-improved outdoor space

- Commands a significant rent premium

## Immediate Lease-Up Opportunity



- Existing Ownership has invested significant capital to carve a clear path for new Ownership to quickly lease-up vacant spaces and increase revenue

- Majority of vacancy comprises of the best space in the building - the 6th Floor and Penthouse

## Premier Beverly Hills Address and Barriers to Entry



- Worldwide destination that enjoys strong, stable demand from a wide variety of high-end companies

- Market has extremely high barriers to entry with an average hold period of greater than 16 years and more than 50% of the inventory controlled by just 6 ownership groups



## Luxurious Tenant-Exclusive Amenities



- Vibrantly-activated rooftop deck, concierge, VIP parking services, and sophisticated tenant lounge
- Brand-new amenities contribute to tenants' higher quality of life through increased comfort, convenience, and community

## Substantial Rent Upside



- Current rents are 20-30% below market
- Market rent at an attractive 35% discount to comparable Beverly Hills Triangle assets
- WALT is less than 3 years enabling quick mark-to-market opportunity

## Walker's Paradise and Access to Transit



- Walk-Score of 90
- Immediate access to countless retail, dining, and entertainment destinations



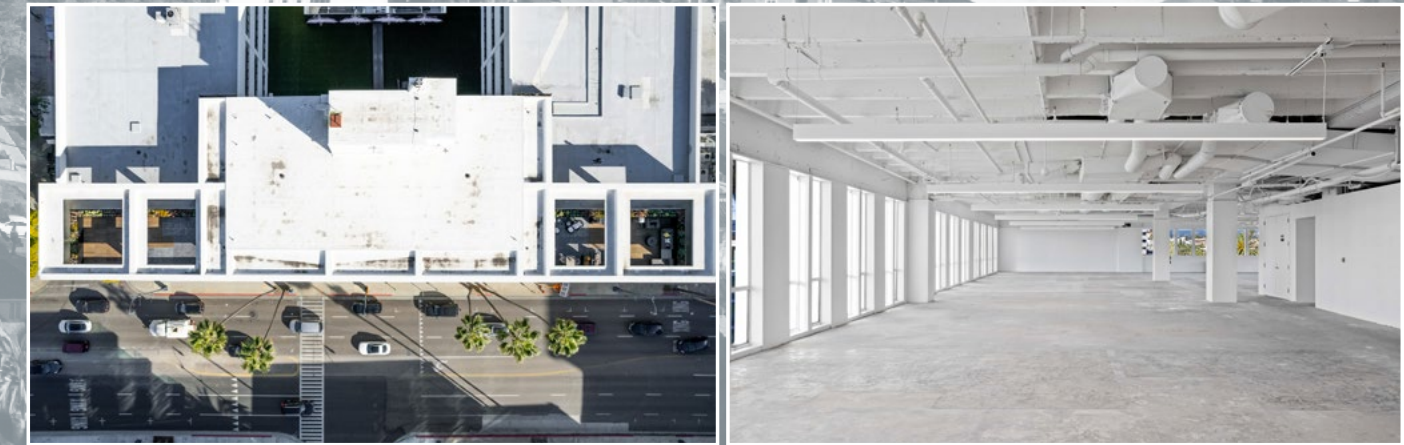
- Less than a 10-minute walk to the future Wilshire/Rodeo Metro Rail station. By 2027, the Purple Line will extend from DTLA to Westwood with connections to Santa Monica, Pasadena, LAX, and the South Bay

# Significant Value-Add for Investors and Owner-Users

Owner-User Potential to Occupy Nearly 60% of the Building at Close and Expand into Entire Building in Less Than 5 Years



Immediate Opportunity to Lease-Up 32,241 RSF on the 6th and Penthouse Floors at Premium Market Rents



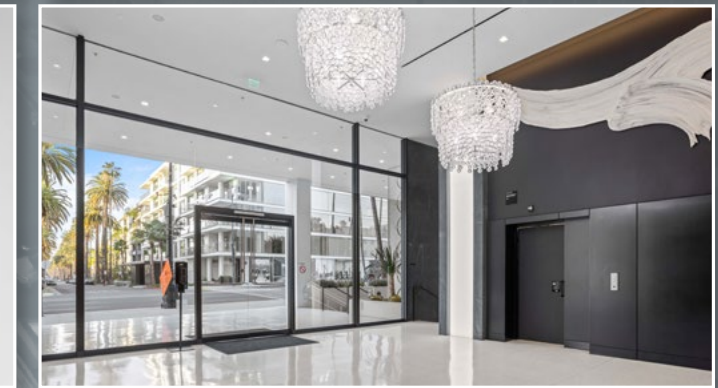
Possible Signage Revenue Stream



Future 3rd Floor Spec Suite Program



Monument and Lobby Signage Leasing Incentive



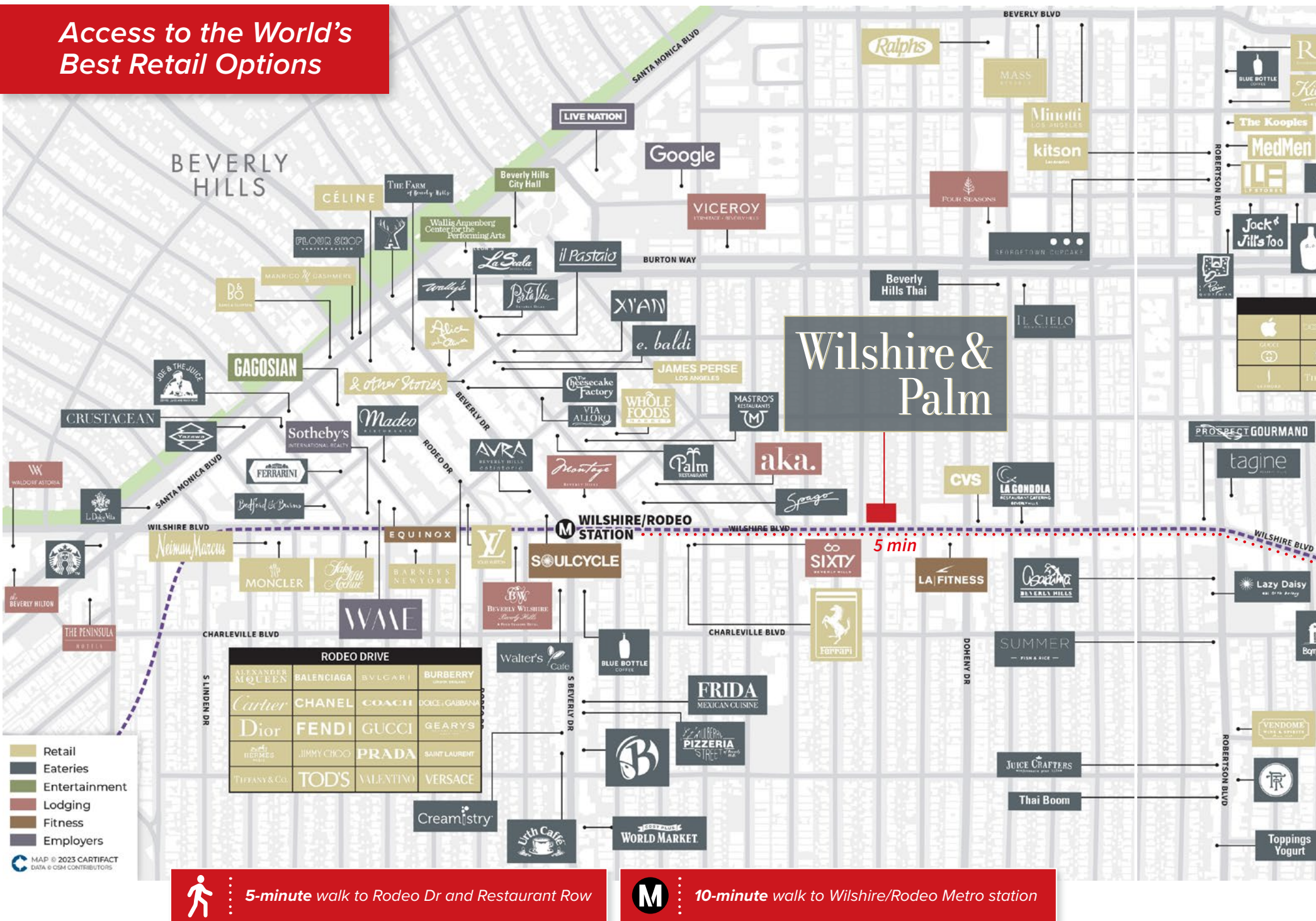
# BEVERLY HILLS SUBMARKET OVERVIEW

Beverly Hills consistently outperforms other submarkets on the Westside



- \$5.98 PSF**  
Average Class A Rent
- 180% Higher**  
Class A Net Absorption
- 2x Higher**  
Annual Rent Growth
- 6.78M SF**  
Total Office Inventory
- 24% Higher**  
Total Office Occupancy
- 12% Higher**  
Average Class A Market Rents

\*vs. comparable Westside submarkets including West Hollywood, Brentwood, and Westwood



# Wilshire & Palm

9171 Wilshire Blvd, Beverly Hills

## Investment Contacts

**JEFFREY M. BRAMSON**  
*Senior Managing Director,  
Office Co-Head*  
+1 310 407 2122  
jeffrey.bramson@jll.com  
CA Lic. #02173278

**ANDREW HARPER**  
*Managing Director*  
+1 310 407 2139  
andrew.harper@jll.com  
CA Lic. #01319640

**WILL POULSEN**  
*Director*  
+1 310 407 2167  
william.poulsen@jll.com  
CA Lic. #02043184

**ALI De OCA**  
*Associate*  
+1 310 595 3612  
ali.deoca@jll.com  
CA Lic. #01991465

## Debt Advisor

**TODD SUGIMOTO**  
*Managing Director*  
+1 310 407 2111  
todd.sugimoto@jll.com  
CA Lic. #01264139

## Leasing Expert

**BRYAN DUNNE**  
*Senior Managing Director*  
+1 310 699 0309  
bryan.dunne@jll.com  
CA Lic. #01294414



Jones Lang LaSalle Americas, Inc. ("JLL"),  
Real Estate License #01223413

Jones Lang LaSalle Americas, Inc. or its state-licensed affiliate ("JLL") has been engaged by the owner of the property [properties] to market it [them] for [sale] [lease]. Information concerning the property [properties] described herein has been obtained from sources other than JLL, and neither Owner nor JLL, nor their respective equity holders, officers, directors, employees and agents makes any representations or warranties, express or implied, as to the accuracy or completeness of such information. Any and all reference to age, square footage, income, expenses and any other property specific information are approximate. Any opinions, assumptions, or estimates contained herein are projections only and used for illustrative purposes and may be based on assumptions or due diligence criteria different from that used by a purchaser. JLL and owner disclaim any liability that may be based upon or related to the information contained herein. Prospective purchasers should conduct their own independent investigation and rely on those results. The information contained herein is subject to change. The Property may be withdrawn without notice. If the recipient of this information has signed a confidentiality agreement regarding this matter, this information is subject to the terms of that agreement. ©2023. Jones Lang LaSalle IP, Inc. All rights reserved.

\*\*The outbreak of the COVID-19 virus (novel coronavirus) since the end of January 2020 has resulted in market uncertainty and volatility. While the economic impact of a contagion disease generally arises from the uncertainty and loss of consumer confidence, its impact on real estate values is unknown at this stage.