

APPENDIX A - MDR PRICING

MDR Pricing Data

Parcel: 53 - The Boatyard

Number of Slips: 103

<u>Slip Size</u>	<u>12' - 25'</u>	<u>26' - 35'</u>	<u>36'-50'</u>	<u>50' +</u>	<u>Total</u>
Number of Slips	32	62	9	0	103
<u>Year</u>					
2003	\$ 8.00	\$ 11.00	\$ 14.00	\$ -	
2004	\$ 8.00	\$ 11.50	\$ 15.00	\$ -	
2005	\$ 8.25	\$ 12.00	\$ 15.75	\$ -	
2006	\$ 10.75	\$ 15.00	\$ 19.51	\$ -	
2007	\$ 11.00	\$ 14.50	\$ 19.00	\$ -	
2008	\$ 11.75	\$ 15.00	\$ 19.25	\$ -	
2009*	\$ -	\$ -	\$ -	\$ -	

<u>Period Change</u>				
2003-2008	46.9%	36.4%	37.5%	#DIV/0!
2003-2009	N/A	N/A	N/A	#DIV/0!

<u>Annual Change</u>				
2003-2008	9.4%	7.3%	7.5%	#DIV/0!
2003-2009	N/A	N/A	N/A	#DIV/0!

<u>Indexed Rates</u>	<u>12' - 25'</u>	<u>26' - 35'</u>	<u>36'-50'</u>	<u>50' +</u>
2001				
2003	0.73	1.00	1.25	0.00
2004	0.70	1.00	1.30	0.00
2005	0.69	1.00	1.31	0.00
2006	0.72	1.00	1.30	0.00
2007	0.76	1.00	1.31	0.00
2008	0.78	1.00	1.28	0.00
2009	#DIV/0!	1.00	#DIV/0!	#DIV/0!

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Where data was unavailable green highlighted data points were interpolated based on other available data.

Note: In most cases, 2003-2008 rents given are the midpoint of MDR pricing survey data for each size category.

* 2009 data was not collected for adjacency affected marinas because study was focused on independent pricing trends

APPENDIX A - MDR PRICING

MDR Pricing Data

Parcel: 54 - Windward Yacht Club

Number of Slips: 53

<u>Slip Size</u>	<u>12' - 25'</u>	<u>26' - 35'</u>	<u>36'-50'</u>	<u>50' +</u>	<u>Total</u>
Number of Slips	0	4	35	14	53
<u>Year</u>					
2003	\$ -	\$ 14.50	\$ 16.00	\$ 19.00	
2004	\$ -	\$ 10.00	\$ 16.00	\$ 19.00	
2005	\$ -	\$ 12.08	\$ 17.33	\$ 18.38	
2006	\$ -	\$ 12.25	\$ 18.37	\$ 21.15	
2007	\$ -	\$ 12.98	\$ 18.88	\$ 22.44	
2008	\$ -	\$ 13.52	\$ 19.67	\$ 23.35	
2009*	\$ -	\$ -	\$ -	\$ -	

<u>Period Change</u>				
2003-2008	#DIV/0!	N/A	22.9%	22.9%
2003-2009	#DIV/0!	N/A	N/A	N/A

<u>Annual Change</u>				
2003-2008	#DIV/0!	N/A	4.6%	4.6%
2003-2009	#DIV/0!	N/A	N/A	N/A

<u>Indexed Rates</u>	<u>12' - 25'</u>	<u>26' - 35'</u>	<u>36'-50'</u>	<u>50' +</u>
2001				
2003	0.00	1.00	1.60	1.90
2004	0.00	1.00	1.60	1.90
2005	0.00	1.00	1.45	1.73
2006	0.00	1.00	1.45	1.73
2007	0.00	1.00	1.45	1.73
2008	0.00	1.00	1.45	1.73
2009	#DIV/0!	1.00	#DIV/0!	#DIV/0!

DRAFT

Where data was unavailable green highlighted data points were interpolated based on other available data.

Note: In most cases, 2003-2008 rents given are the midpoint of MDR pricing survey data for each size category.

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MDR Pricing Data

Parcel: 125 - Marina City

Number of Slips: 316

<u>Slip Size</u>	<u>12' - 25'</u>	<u>26' - 35'</u>	<u>36'-50'</u>	<u>50' +</u>	<u>Total</u>
Number of Slips	13	205	80	18	316
<u>Year</u>					
2003	\$ 9.00	\$ 9.81	\$ 13.42	\$ 15.06	
2004	\$ 10.00	\$ 10.72	\$ 13.81	\$ 16.54	
2005	\$ 11.34	\$ 12.80	\$ 15.99	\$ 18.26	
2006	\$ 13.70	\$ 14.27	\$ 15.96	\$ 22.47	
2007	\$ 13.70	\$ 14.68	\$ 20.70	\$ 26.87	
2008	\$ 14.20	\$ 16.32	\$ 17.15	\$ 36.00	
2009*	\$ -	\$ -	\$ -	\$ -	

<u>Period Change</u>				
2003-2008	57.8%	66.4%	27.8%	139.0%
2003-2009	N/A	N/A	N/A	N/A

<u>Annual Change</u>				
2003-2008	11.6%	13.3%	5.6%	27.8%
2003-2009	N/A	N/A	N/A	N/A

<u>Indexed Rates</u>	<u>12' - 25'</u>	<u>26' - 35'</u>	<u>36'-50'</u>	<u>50' +</u>
2001				
2003	0.92	1.00	1.05	1.54
2004	0.93	1.00	1.29	1.54
2005	0.89	1.00	1.23	1.43
2006	0.96	1.00	1.32	1.57
2007	0.93	1.00	1.41	1.83
2008	0.87	1.00	1.05	2.21
2009	#DIV/0!	1.00	#DIV/0!	#DIV/0!

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Where data was unavailable green highlighted data points were interpolated based on other available data.

Note: In most cases, 2003-2008 rents given are the midpoint of MDR pricing survey data for each size category.

* 2009 data was not collected for adjacency affected marinas because study was focused on independent pricing trends

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MDR Pricing Data

Parcel: 132 - California Yacht Club

Number of Slips: 253

<u>Slip Size</u>	<u>12' - 25'</u>	<u>26' - 35'</u>	<u>36'-50'</u>	<u>50' +</u>	<u>Total</u>
Number of Slips	25	72	143	13	253
<u>Year</u>					
2003	\$ 9.15	\$ 11.95	\$ 15.70	\$ 16.93	
2004	\$ 9.15	\$ 11.95	\$ 15.70	\$ 16.88	
2005	\$ 9.60	\$ 12.33	\$ 16.28	\$ 17.73	
2006	\$ 10.50	\$ 13.25	\$ 17.60	\$ 20.20	
2007	\$ 11.45	\$ 12.70	\$ 18.60	\$ 22.05	
2008	\$ 12.95	\$ 16.11	\$ 21.95	\$ 25.31	
2009*	\$ -	\$ -	\$ -	\$ -	

<u>Period Change</u>				
2003-2008	41.5%	34.8%	39.8%	49.5%
2003-2009	N/A	N/A	N/A	N/A

<u>Annual Change</u>				
2003-2008	8.3%	7.0%	8.0%	9.9%
2003-2009	N/A	N/A	N/A	N/A

<u>Indexed Rates</u>	<u>12' - 25'</u>	<u>26' - 35'</u>	<u>36'-50'</u>	<u>50' +</u>
2001				
2003	0.77	1.00	1.31	1.42
2004	0.77	1.00	1.31	1.41
2005	0.78	1.00	1.32	1.44
2006	0.79	1.00	1.33	1.52
2007	0.90	1.00	1.46	1.74
2008	0.80	1.00	1.36	1.57
2009	#DIV/0!	1.00	#DIV/0!	#DIV/0!

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Where data was unavailable green highlighted data points were interpolated based on other available data.
 Note: In most cases, 2003-2008 rents given are the midpoint of MDR pricing survey data for each size category.
 * 2009 data was not collected for adjacency affected marinas because study was focused on independent pricing trends

APPENDIX A - MDR PRICING

MDR Pricing Data

**** Due to the fact that the recently completed Parcel 12 has still not achieved stabilized pricing (vacancy is currently over 60%), it is not included as a part of the summary data tables.**

Parcel: 12 - Esprit 1

Number of Slips: 216

<u>Slip Size</u>	<u>12' - 25'</u>	<u>26' - 35'</u>	<u>36'-50'</u>	<u>50' +</u>	<u>Total</u>
Number of Slips	0	30	111	75	216
<u>Year</u>					
2003	\$ -	\$ -	\$ -	\$ -	
2004	\$ -	\$ -	\$ -	\$ -	
2005	\$ -	\$ -	\$ -	\$ -	
2006	\$ -	\$ -	\$ -	\$ -	
2007	\$ -	\$ -	\$ -	\$ -	
2008	\$ -	\$ 20.75	\$ 31.50	\$ 44.75	*Reconfiguration completed changing total slips from 430 to 216.
2009	\$ -	\$ 19.00	\$ 24.50	\$ 36.00	

<u>Period Change</u>				
2003-2008	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
2003-2009	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

<u>Annual Change</u>				
2003-2008	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
2003-2009	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

<u>Indexed Rates</u>	<u>12' - 25'</u>	<u>26' - 35'</u>	<u>36'-50'</u>	<u>50' +</u>
2001				
2003	#DIV/0!	1.00	#DIV/0!	#DIV/0!
2004	#DIV/0!	1.00	#DIV/0!	#DIV/0!
2005	#DIV/0!	1.00	#DIV/0!	#DIV/0!
2006	#DIV/0!	1.00	#DIV/0!	#DIV/0!
2007	#DIV/0!	1.00	#DIV/0!	#DIV/0!
2008	0.00	1.00	1.52	2.16
2009	0.00	1.00	1.29	1.89

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Where data was unavailable green highlighted data points were interpolated based on other available data.
 Note: In most cases, 2003-2008 rents given are the midpoint of MDR pricing survey data for each size category.

APPENDIX B: Slip Pricing and Patterns in Other SoCal Marinas

Version: SoCal - Slip Pricing Data 2009-3-16

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INVENTORY OF SOCAL MARINAS						
Marinas	Location	Total	12' - 25'	26' - 35'	36'-50'	50' +
Marina Del Rey						
Independently Priced *		2,442	1,088	1,088	593	149
Adjacency Affected		1,786	667	811	327	45
Total MDR Slips		4,228	1,215	1,899	920	194
SoCal Marinas						
Alamitos	Long Beach	1,966	814	667	432	53
Cabrillo	LA / San Pedro	888	0	743	123	19
King Harbor	Redondo Beach	827	59	578	151	39
Port Royal	Redondo Beach	338	157	149	26	6
Dana Point	Dana Point	1,436	752	474	168	42
Dana West	Dana Point	981	288	511	160	22
Lido	Newport Beach	251	60	116	50	25
Lido Dry Stack	Newport Beach	230	77	77	76	0
Bayside	Newport Beach	101	40	28	6	27
Newport Dunes	Newport Beach	429	24	335	70	0
Channel Islands	Ventura	403	28	105	234	36
Anacapa	Ventura	438	134	158	99	47
Total Competitive Sample Slips		8,285	2,433	3,941	1,595	316

Note: Historical data was unavailable for Cabrillo, Lido Dry Stack and Newport Dunes marinas. As a result, these marinas are included in the 2009 comparison data only and are not included in the trend comparison tables or charts.

* This analysis only compares the Independently Priced MDR Marinas to competitive SoCal marinas.

APPENDIX B - SOCIAL PRICING

SoCal Marina Pricing Data

WEIGHTED AVERAGE OF SOCIAL MARINA PRICING TRENDS BY SLIP SIZE

Number of Slips: 6,741

<u>Slip Size</u>	<u>12' - 25'</u>	<u>26' - 35'</u>	<u>36'-50'</u>	<u>50' +</u>	<u>Total</u>
Number of Slips	2,332	2,786	1,326	297	6,741
Assumed Midpoint (LF)	20.0	30.0	42.5	55.0	30.10
<u>Year</u>	<u>12' - 25'</u>	<u>26' - 35'</u>	<u>36'-50'</u>	<u>50' +</u>	
2003	\$9.39	\$10.44	\$10.87	\$15.46	\$10.72
2004	\$9.68	\$10.83	\$11.35	\$16.40	\$11.16
2005	\$9.87	\$11.11	\$11.50	\$17.09	\$11.42
2006	\$11.48	\$12.43	\$13.31	\$18.95	\$12.98
2007	\$11.61	\$13.22	\$15.25	\$20.48	\$14.00
2008	\$12.00	\$14.22	\$16.88	\$21.92	\$15.07
2009	\$12.04	\$14.76	\$17.01	\$22.34	\$15.37

<u>Period Change</u>					
2003-2008	27.8%	36.2%	55.2%	41.8%	40.5%
2003-2009	28.2%	41.3%	56.4%	44.5%	43.3%

<u>Annual Change</u>					
2003-2008	5.6%	7.2%	11.0%	8.4%	8.1%
2003-2009	4.7%	6.9%	9.4%	7.4%	7.2%

<u>Indexed Rates</u>	<u>12' - 25'</u>	<u>26' - 35'</u>	<u>36'-50'</u>	<u>50' +</u>
2003	0.90	1.00	1.04	1.48
2004	0.89	1.00	1.05	1.51
2005	0.89	1.00	1.04	1.54
2006	0.92	1.00	1.07	1.52
2007	0.88	1.00	1.15	1.55
2008	0.84	1.00	1.19	1.54
2009	0.82	1.00	1.15	1.51

Note: In most cases, 2003-2008 rents given are the median of MFR pricing survey data for each size category.



