

January 1, 2018



ACQUISITION CRITERIA

American Assets Trust (“AAT”) is a full service, vertically integrated and self-administered real estate investment trust, or REIT, headquartered in San Diego, California. AAT’s retail portfolio comprises approximately 3.2 million rentable square feet, and office portfolio comprises approximately 2.7 million square feet. In addition, AAT owns one mixed-use property (including approximately 97,000 rentable square feet of retail space and a 369-room all-suite hotel) and 2,112 multifamily units.

Property Type:

AAT primarily seeks acquisition opportunities of irreplaceable high-quality neighborhood and community shopping centers and multi-family projects, preferably with expansion, redevelopment and lease-up/re-leasing potential, located in proven, regional trade areas within our coastal west coast target markets. Additionally, AAT is willing to evaluate portfolio transactions generally consistent with the criteria set forth herein.

Locations:

AAT seeks acquisition opportunities in the following geographic areas:

NORTHERN CALIFORNIA
San Francisco County
Santa Clara County
San Mateo County
Alameda County

SOUTHERN CALIFORNIA
Los Angeles County (West LA)
Orange County
San Diego County

OREGON
Multnomah County
Washington County
Clackamas County

WASHINGTON
King County (Seattle, Bellevue)

HAWAII
Honolulu County

Demographics:

Minimum of 50,000 people within a 3-mile radius and/or annual household income of \$100,000 within 3-mile radius.

Size:

GLA – Minimum of 100,000 square feet for neighborhood and community shopping centers and 100 units for a multi-family project. Preference to not acquire “big box” retail centers.

Investment – Minimum of \$30 million. AAT will consider assuming existing loans and offers OP unit structures to defer capital gains taxes of seller.

A history of success. A future of opportunity.