## FIRST QUARTER 2014

## Supplemental Information



## American Assets Trust, Inc.'s Portfolio is concentrated in high-barrier-to-entry markets with favorable supply/demand characteristics



| Market | Retail | Office | Multifamily | Mixed-Use |  |
| :---: | ---: | :---: | :---: | ---: | ---: |
|  | Square <br> Feet | Square <br> Feet | Units | Square <br> Feet | Suites |
|  | $1,217,923$ | 688,185 | $922(1)$ | - | - |
| San Francisco | 35,156 | 519,548 | - | - | - |
| Oahu | 549,399 | - | - | 96,707 | 369 |
| Monterey | 675,678 | - | - | - | - |
| San Antonio | 589,501 | - | - | - | - |
| Portland | - | 942,021 | - | - | - |
| Seattle | - | 495,038 | - | - | - |
| Total | $3,067,657$ | $2,644,792$ | 922 | 96,707 | 369 |

Note: Circled areas represent all markets in which American Assets Trust, Inc. (the "Company") currently owns and operates its real estate assets. Size of circle denotes approximation of square feet / units. Net rentable square footage may be adjusted from the prior periods to reflect re-measurement of leased space at the properties.

|  | Square Feet | \% |
| :--- | :--- | :---: |
| Retail | 3.1 million | $\mathbf{5 4 \%}$ |
| Office | 2.6 million | $\mathbf{4 6 \%}$ |
| Totals | 5.7 million |  |

Data is as of March 31, 2014.
Totals $\quad 5.7$ million
(1) Includes 122 RV spaces.

| INDEX | AMERICAN ASSETS TRUST |
| :---: | :---: |

## FIRST QUARTER 2014 SUPPLEMENTAL INFORMATION

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 federal income tax purposes; and changes in governmental regulations or interpretations thereof, such as real estate and zoning laws and increases in real property tax rates and taxation of REITs.

 Report on Form 10-K and other risks described in documents subsequently filed by us from time to time with the Securities and Exchange Commission.

## FINANCIAL HIGHLIGHTS

## CONSOLIDATED BALANCE SHEETS

| (Amounts in thousands, except shares and per share data) | $\text { March 31, } 2014$ |  | December 31, 2013 |  |
| :---: | :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |  |
| Real estate, at cost |  |  |  |  |
| Operating real estate | \$ | 1,924,855 | \$ | 1,919,015 |
| Construction in progress |  | 89,991 |  | 67,389 |
| Held for development |  | 9,028 |  | 9,013 |
|  |  | 2,023,874 |  | 1,995,417 |
| Accumulated depreciation |  | $(330,945)$ |  | $(318,581)$ |
| Net real estate |  | 1,692,929 |  | 1,676,836 |
| Cash and cash equivalents |  | 79,486 |  | 48,987 |
| Restricted cash |  | 10,568 |  | 9,124 |
| Accounts receivable, net |  | 6,277 |  | 7,295 |
| Deferred rent receivable, net |  | 33,372 |  | 32,531 |
| Other assets, net |  | 56,326 |  | 57,670 |
| TOTAL ASSETS | \$ | 1,878,958 | \$ | 1,832,443 |
| LIABILITIES AND EQUITY |  |  |  |  |
| LIABILITIES: |  |  |  |  |
| Secured notes payable | \$ | 952,498 | \$ | 952,174 |
| Term loan |  | 100,000 |  | - |
| Line of credit |  | - |  | 93,000 |
| Accounts payable and accrued expenses |  | 40,248 |  | 37,063 |
| Security deposits payable |  | 5,222 |  | 5,163 |
| Other liabilities and deferred credits |  | 58,514 |  | 58,465 |
| Total liabilities |  | 1,156,482 |  | 1,145,865 |
| Commitments and contingencies |  |  |  |  |
| EQUITY: |  |  |  |  |
| American Assets Trust, Inc. stockholders' equity |  |  |  |  |
| Common stock, $\$ 0.01$ par value, $490,000,000$ shares authorized, $41,935,138$ and $40,512,563$ shares issued and outstanding at March 31, 2014 and December 31, 2013, respectively |  | 419 |  | 405 |
| Additional paid in capital |  | 735,175 |  | 692,196 |
| Accumulated dividends in excess of net income |  | $(48,619)$ |  | $(44,090)$ |
| Accumulated other comprehensive loss |  | (521) |  | - |
| Total American Assets Trust, Inc. stockholders' equity |  | 686,454 |  | 648,511 |
| Noncontrolling interests |  | 36,022 |  | 38,067 |
| Total equity |  | 722,476 |  | 686,578 |
| TOTAL LIABILITIES AND EQUITY | \$ | 1,878,958 | \$ | 1,832,443 |


| (Unaudited, amounts in thousands, except shares and per share data) | Three Months Ended March 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2014 |  | 2013 |  |
| REVENUE: |  |  |  |  |
| Rental income | \$ | 60,482 | \$ | 59,222 |
| Other property income |  | 3,471 |  | 2,958 |
| Total revenue |  | 63,953 |  | 62,180 |
| EXPENSES: |  |  |  |  |
| Rental expenses |  | 16,620 |  | 16,286 |
| Real estate taxes |  | 6,026 |  | 4,800 |
| General and administrative |  | 4,612 |  | 4,201 |
| Depreciation and amortization |  | 16,341 |  | 17,013 |
| Total operating expenses |  | 43,599 |  | 42,300 |
| OPERATING INCOME |  | 20,354 |  | 19,880 |
| Interest expense |  | $(13,632)$ |  | $(14,736)$ |
| Other income (expense), net |  | (64) |  | (279) |
| NET INCOME |  | 6,658 |  | 4,865 |
| Net income attributable to restricted shares |  | (70) |  | (132) |
| Net income attributable to unitholders in the Operating Partnership |  | $(1,986)$ |  | $(1,495)$ |
| NET INCOME ATTRIBUTABLE TO AMERICAN ASSETS TRUST, INC. STOCKHOLDERS | \$ | 4,602 | \$ | 3,238 |
|  |  |  |  |  |
| EARNINGS PER COMMON SHARE |  |  |  |  |
| Basic income attributable to common stockholders per share | \$ | 0.11 | \$ | 0.08 |
| Weighted average shares of common stock outstanding - basic |  | 40,582,792 |  | 39,033,013 |
| Diluted income attributable to common stockholders per share | \$ | 0.11 | \$ | 0.08 |
| Weighted average shares of common stock outstanding - diluted |  | 58,492,473 |  | 57,056,448 |

## FUNDS FROM OPERATIONS, FFO AS ADJUSTED \& FUNDS AVAILABLE FOR DISTRIBUTION

| (Unaudited, amounts in thousands, except per share data) | Three Months Ended March 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2014 |  | 2013 |  |
| Funds from Operations (FFO) ${ }^{(1)}$ |  |  |  |  |
| Net income | \$ | 6,658 | \$ | 4,865 |
| Depreciation and amortization of real estate assets |  | 16,341 |  | 17,013 |
| FFO, as defined by NAREIT |  | 22,999 |  | 21,878 |
| Less: Nonforfeitable dividends on incentive stock awards |  | (70) |  | (88) |
| FFO attributable to common stock and common units | \$ | 22,929 | \$ | 21,790 |
| FFO per diluted share/unit | \$ | 0.39 | \$ | 0.38 |
| Weighted average number of common shares and common units, diluted ${ }^{(2)}$ |  | 626,718 |  | 57,266,950 |
|  |  |  |  |  |
| Dividends |  |  |  |  |
| Dividends declared and paid | \$ | 13,140 | \$ | 12,114 |
| Dividends declared and paid per share/unit | \$ | 0.22 | \$ | 0.21 |

## FUNDS FROM OPERATIONS, FFO AS ADJUSTED \& FUNDS AVAILABLE FOR DISTRIBUTION (CONTINUED)

| (Unaudited, amounts in thousands, except share and per share data) | Three Months Ended March 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2014 |  | 2013 |  |
| Funds Available for Distribution (FAD) ${ }^{(1)}$ |  |  |  |  |
| FFO | \$ | 22,999 | \$ | 21,878 |
| Adjustments: |  |  |  |  |
| Tenant improvements, leasing commissions and maintenance capital expenditures |  | $(6,057)$ |  | $(4,051)$ |
| Net effect of straight-line rents ${ }^{(3)}$ |  | $(1,058)$ |  | (790) |
| Amortization of net above (below) market rents ${ }^{(4)}$ |  | (587) |  | (508) |
| Net effect of other lease intangibles ${ }^{(5)}$ |  | 37 |  | 57 |
| Amortization of debt issuance costs and debt fair value adjustment |  | 1,015 |  | 983 |
| Non-cash compensation expense |  | 519 |  | 676 |
| Nonforfeitable dividends on incentive stock awards |  | (70) |  | (88) |
| FAD | \$ | 16,798 | \$ | $\underline{18,157}$ |
|  |  |  |  |  |
| Summary of Capital Expenditures |  |  |  |  |
| Tenant improvements and leasing commissions | \$ | 3,179 | \$ | 2,942 |
| Maintenance capital expenditures |  | 2,878 |  | 1,109 |
|  | \$ | 6,057 | \$ | 4,051 |

Notes:
(1) See Glossary of Terms.

 were anti-dilutive for the periods presented.
(3) Represents the straight-line rent income recognized during the period offset by cash received during the period and the provision for bad debts recorded for deferred rent receivable balances.
(4) Represents the adjustment related to the acquisition of buildings with above (below) market rents.
 space at Waikiki Beach Walk - Retail.

| (Unaudited, amounts in thousands) | Three Months Ended March 31, 2014 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Retail |  | Office |  | Multifamily |  | Mixed-Use |  | Total |  |
| Real estate rental revenue |  |  |  |  |  |  |  |  |  |  |
| Same-store portfolio | \$ | 22,981 | \$ | 15,828 | \$ | 4,130 | \$ | 13,993 | \$ | 56,932 |
| Non-same store portfolio ${ }^{(1)}$ |  | 18 |  | 7,003 |  | - |  | - |  | 7,021 |
| Total |  | 22,999 |  | 22,831 |  | 4,130 |  | 13,993 |  | 63,953 |
| Real estate expenses |  |  |  |  |  |  |  |  |  |  |
| Same-store portfolio |  | 6,045 |  | 4,575 |  | 1,427 |  | 8,268 |  | 20,315 |
| Non-same store portfolio ${ }^{(1)}$ |  | 13 |  | 2,318 |  | - |  | - |  | 2,331 |
| Total |  | 6,058 |  | 6,893 |  | 1,427 |  | 8,268 |  | 22,646 |
| Net Operating Income (NOI), GAAP basis |  |  |  |  |  |  |  |  |  |  |
| Same-store portfolio |  | 16,936 |  | 11,253 |  | 2,703 |  | 5,725 |  | 36,617 |
| Non-same store portfolio ${ }^{(1)}$ |  | 5 |  | 4,685 |  | - |  | - |  | 4,690 |
| Total | \$ | 16,941 | \$ | 15,938 | \$ | 2,703 | \$ | 5,725 | \$ | 41,307 |
| Same-store portfolio NOI, GAAP basis | \$ | 16,936 | \$ | 11,253 | \$ | 2,703 | \$ | 5,725 | \$ | 36,617 |
| Net effect of straight-line rents ${ }^{(2)}$ |  | 1 |  | (672) |  | - |  | (86) |  | (757) |
| Amortization of net above (below) market rents ${ }^{(3)}$ |  | (370) |  | (556) |  | - |  | 141 |  | (785) |
| Net effect of other lease intangibles ${ }^{(4)}$ |  | - |  | (30) |  | - |  | (25) |  | (55) |
| Same-store portfolio NOI, cash basis | \$ | 16,567 | \$ | 9,995 | \$ | 2,703 | \$ | 5,755 | \$ | 35,020 |

Notes:
(1) Same-store portfolio and non-same store portfolio are determined based on properties held on March 31, 2014 and 2013. See Glossary of Terms.
(2) Represents the straight-line rent income recognized during the period offset by cash received during the period and the provision for bad debts recorded for deferred rent receivable balances.
(3) Represents the adjustment related to the acquisition of buildings with above (below) market rents.
 space at Waikiki Beach Walk - Retail.

| (Unaudited, amounts in thousands) | Three Months Ended March 31, |  |  |  | Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2014 |  | 2013 |  |  |
| Cash Basis: |  |  |  |  |  |
| Retail | \$ | 16,567 | \$ | 17,130 | (3.3)\% |
| Office |  | 9,995 |  | 10,072 | (0.8) |
| Multifamily |  | 2,703 |  | 2,433 | 11.1 |
| Mixed-Use |  | 5,755 |  | 5,570 | 3.3 |
|  | \$ | 35,020 | \$ | 35,205 | (0.5)\% |
| GAAP Basis: |  |  |  |  |  |
| Retail | \$ | 16,936 | \$ | 17,207 | (1.6)\% |
| Office |  | 11,253 |  | 11,739 | (4.1) |
| Multifamily |  | 2,703 |  | 2,433 | 11.1 |
| Mixed-Use |  | 5,725 |  | 5,492 | 4.2 |
|  | \$ | 36,617 | \$ | 36,871 | (0.7)\% |

SAME-STORE PORTFOLIO NOI COMPARISON WITH REDEVELOPMENT

| (Unaudited, amounts in thousands) | Three Months Ended <br> March 31, |  |  |  | Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2014 |  | 2013 |  |  |
| Cash Basis: |  |  |  |  |  |
| Retail | \$ | 16,567 | \$ | 17,130 | (3.3)\% |
| Office |  | 14,668 |  | 14,711 | (0.3) |
| Multifamily |  | 2,703 |  | 2,433 | 11.1 |
| Mixed-Use |  | 5,755 |  | 5,570 | 3.3 |
|  | \$ | 39,693 | \$ | 39,844 | ${ }^{(0.4) \%}$ |
| GAAP Basis: |  |  |  |  |  |
| Retail | \$ | 16,936 | \$ | 17,207 | (1.6)\% |
| Office |  | 15,937 |  | 15,951 | (0.1) |
| Multifamily |  | 2,703 |  | 2,433 | 11.1 |
| Mixed-Use |  | 5,725 |  | 5,492 | 4.2 |
|  | \$ | 41,301 | \$ | 41,083 | $0.5 \%$ |


| (Unaudited, amounts in thousands) | Three Months Ended March 31, 2014 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Retail |  | Office |  | Multifamily |  | Mixed-Use |  | Total |  |
| Southern California |  |  |  |  |  |  |  |  |  |  |
| NOI, GAAP basis ${ }^{(1)}$ | \$ | 7,036 | \$ | 4,380 | \$ | 2,703 | \$ | - | \$ | 14,119 |
| Net effect of straight-line rents ${ }^{(2)}$ |  | (54) |  | (253) |  | - |  | - |  | (307) |
| Amortization of net above (below) market rents ${ }^{(3)}$ |  | (275) |  | 18 |  | - |  | - |  | (257) |
| Net effect of other lease intangibles ${ }^{(4)}$ |  | - |  | 93 |  | - |  | - |  | 93 |
| NOI, cash basis |  | 6,707 |  | 4,238 |  | 2,703 |  | - |  | 13,648 |
| Northern California |  |  |  |  |  |  |  |  |  |  |
| NOI, GAAP basis ${ }^{(1)}$ |  | 2,615 |  | 4,180 |  | - |  | - |  | 6,795 |
| Net effect of straight-line rents ${ }^{(2)}$ |  | (50) |  | (413) |  | - |  | - |  | (463) |
| Amortization of net above (below) market rents ${ }^{(3)}$ |  | (82) |  | (177) |  | - |  | - |  | (259) |
| Net effect of other lease intangibles ${ }^{(4)}$ |  | - |  | (31) |  | - |  | - |  | (31) |
| NOI, cash basis |  | 2,483 |  | 3,559 |  | - |  | - |  | 6,042 |
| Hawaii |  |  |  |  |  |  |  |  |  |  |
| NOI, GAAP basis ${ }^{(1)}$ |  | 4,182 |  | - |  | - |  | 5,725 |  | 9,907 |
| Net effect of straight-line rents ${ }^{(2)}$ |  | 78 |  | - |  | - |  | (86) |  | (8) |
| Amortization of net above (below) market rents ${ }^{(3)}$ |  | 44 |  | - |  | - |  | 141 |  | 185 |
| Net effect of other lease intangibles ${ }^{(4)}$ |  | - |  | - |  | - |  | (25) |  | (25) |
| NOI, cash basis |  | 4,304 |  | - |  | - |  | 5,755 |  | 10,059 |
| Oregon |  |  |  |  |  |  |  |  |  |  |
| NOI, GAAP basis ${ }^{(1)}$ |  | - |  | 3,399 |  | - |  | - |  | 3,399 |
| Net effect of straight-line rents ${ }^{(2)}$ |  | - |  | (27) |  | - |  | - |  | (27) |
| Amortization of net above (below) market rents ${ }^{(3)}$ |  | - |  | 123 |  | - |  | - |  | 123 |
| NOI, cash basis |  | - |  | 3,495 |  | - |  | - |  | 3,495 |
| Texas |  |  |  |  |  |  |  |  |  |  |
| NOI, GAAP basis ${ }^{(1)}$ |  | 3,108 |  | - |  | - |  | - |  | 3,108 |
| Net effect of straight-line rents ${ }^{(2)}$ |  | 27 |  | - |  | - |  | - |  | 27 |
| Amortization of net above (below) market rents ${ }^{(3)}$ |  | (57) |  | - |  | - |  | - |  | (57) |
| NOI, cash basis |  | 3,078 |  | - |  | - |  | - |  | 3,078 |
| Washington |  |  |  |  |  |  |  |  |  |  |
| NOI, GAAP basis ${ }^{(1)}$ |  | - |  | 3,979 |  | - |  | - |  | 3,979 |
| Net effect of straight-line rents ${ }^{(2)}$ |  | - |  | (280) |  | - |  | - |  | (280) |
| Amortization of net above (below) market rents ${ }^{(3)}$ |  | - |  | (322) |  | - |  | - |  | (322) |
| NOI, cash basis |  | - |  | 3,377 |  | - |  | - |  | 3,377 |
| Total |  |  |  |  |  |  |  |  |  |  |
| NOI, GAAP basis ${ }^{(1)}$ |  | 16,941 |  | 15,938 |  | 2,703 |  | 5,725 |  | 41,307 |
| Net effect of straight-line rents ${ }^{(2)}$ |  | 1 |  | (973) |  | - |  | (86) |  | $(1,058)$ |
| Amortization of net above (below) market rents ${ }^{(3)}$ |  | (370) |  | (358) |  | - |  | 141 |  | (587) |
| Net effect of other lease intangibles ${ }^{(4)}$ |  | - |  | 62 |  | - |  | (25) |  | 37 |
| NOI, cash basis | \$ | 16,572 | \$ | 14,669 | \$ | 2,703 | \$ | 5,755 | \$ | 39,699 |

Notes:
(1) See Glossary of Terms
(2) Represents the straight-line rent income recognized during the period offset by cash received during the period and the provision for bad debts recorded for deferred rent receivable balances.
(3) Represents the adjustment related to the acquisition of buildings with above (below) market rents.
 Retail.

## Three Months Ended March 31, 2014

## Portfolio NOI, Cash Basis Breakdown

Portfolio Diversification by Geographic Region


Portfolio NOI, GAAP Basis Breakdown
Portfolio Diversification by Geographic Region


Portfolio Diversification by Segment


Portfolio Diversification by Segment


| PROPERTY REVENUE AND OPERATING EXPENSES |  |  |  |  |  |  |  | RICAN TS <br> ST - |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Property | Three Months Ended March 31, 2014 |  |  |  |  |  |  |  |
|  | Base Rent ${ }^{(1)}$ |  | Additional <br> Property <br> Income ${ }^{(2)}$ |  | Billed Expense <br> Reimbursements ${ }^{(3)}$ |  | Property <br> Operating <br> Expenses |  |
| Retail Portfolio |  |  |  |  |  |  |  |  |
| Carmel Country Plaza | \$ | 867 | \$ | 20 | \$ | 204 | \$ | (177) |
| Carmel Mountain Plaza |  | 2,655 |  | 38 |  | 688 |  | (722) |
| South Bay Marketplace |  | 554 |  | 31 |  | 169 |  | (158) |
| Rancho Carmel Plaza |  | 170 |  | 10 |  | 41 |  | (49) |
| Lomas Santa Fe Plaza |  | 1,169 |  | 14 |  | 214 |  | (448) |
| Solana Beach Towne Centre |  | 1,393 |  | 29 |  | 437 |  | (432) |
| Del Monte Center |  | 2,179 |  | 242 |  | 831 |  | $(1,059)$ |
| Geary Marketplace |  | 292 |  | 3 |  | 126 |  | (131) |
| The Shops at Kalakaua |  | 404 |  | 21 |  | 36 |  | (65) |
| Waikele Center |  | 4,022 |  | 309 |  | 862 |  | $(1,274)$ |
| Alamo Quarry Market |  | 3,234 |  | 64 |  | 1,318 |  | $(1,538)$ |
| Subtotal Retail Portfolio | \$ | 16,939 | \$ | 781 | \$ | 4,926 | \$ | $(6,053)$ |
| Office Portfolio |  |  |  |  |  |  |  |  |
| Torrey Reserve Campus ${ }^{(5)}$ | \$ | 3,874 | \$ | 442 | \$ | 144 | \$ | $(1,007)$ |
| Solana Beach Corporate Centre |  | 1,624 |  | 10 |  | 43 |  | (409) |
| The Landmark at One Market |  | 5,024 |  | 26 |  | 126 |  | $(1,961)$ |
| One Beach Street |  | 654 |  | 2 |  | 36 |  | (201) |
| First \& Main |  | 2,213 |  | 162 |  | 162 |  | (742) |
| Lloyd District Portfolio ${ }^{(5)}$ |  | 2,640 |  | 327 |  | 91 |  | $(1,308)$ |
| City Center Bellevue |  | 3,795 |  | 665 |  | 359 |  | $(1,291)$ |
| Subtotal Office Portfolio | \$ | 19,824 | \$ | 1,634 | \$ | 961 | \$ | $(6,919)$ |
| Multifamily Portfolio |  |  |  |  |  |  |  |  |
| Loma Palisades | \$ | 2,621 | \$ | 188 | \$ | - | \$ | (917) |
| Imperial Beach Gardens |  | 685 |  | 62 |  | - |  | (253) |
| Mariner's Point |  | 313 |  | 26 |  | - |  | (123) |
| Santa Fe Park RV Resort |  | 217 |  | 20 |  | - |  | (134) |
| Subtotal Multifamily Portfolio | \$ | 3,836 | \$ | 296 | \$ | - | \$ | $(1,427)$ |


| (Unaudited, amounts in thousands) | Three Months Ended March 31, 2014 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Base Rent ${ }^{(1)}$ |  | Additional <br> Property <br> Income ${ }^{(2)}$ |  | Billed Expense <br> Reimbursements ${ }^{(3)}$ |  | Property <br> Operating <br> Expenses ${ }^{(4)}$ |  |
| Mixed-Use Portfolio |  |  |  |  |  |  |  |  |
| Waikiki Beach Walk - Retail | \$ | 2,524 | \$ | 962 | \$ | 919 | \$ | $(1,642)$ |
| Waikiki Beach Walk - Embassy Suites ${ }^{\text {TM }}$ |  | 9,001 |  | 641 |  | - |  | $(6,650)$ |
| Subtotal Mixed-Use Portfolio | \$ | 11,525 | \$ | 1,603 | \$ | 919 | \$ | $(8,292)$ |
| Total | \$ | 52,124 | \$ | 4,314 | \$ | 6,806 | \$ | $(22,691)$ |

Notes:
(1) Base rent for our retail and office portfolio and the retail portion of our mixed-use portfolio represents base rent for the three months ended March 31, 2014 (before abatements) and excludes the impact of straight-line rent and above (below) market rent adjustments. Total abatements for our retail and office portfolio were approximately $\$ 25$ and $\$ 821$, respectively, for the three months ended March 31 , 2014. There were no abatements for the retail portion of our mixed-use portfolio for the three months ended March 31, 2014. In the case of triple net or modified gross leases, annualized base rent does not include tenant reimbursements for real estate taxes, insurance, common area or other operating expenses. Multifamily portfolio base rent represents base rent (including parking, before abatements) less vacancy allowance and employee rent credits and includes additional rents (additional rents include insufficient notice penalties, month-to-month charges and pet rent). Total abatements for our multifamily portfolio were approximately $\$ 2$ for the three months ended March 31 , 2014. For Waikiki Beach Walk - Embassy Suites ${ }^{\mathrm{TM}}$, base rent is equal to the actual room revenue for the three months ended March 31, 2014
(2) Represents additional property-related income for the three months ended March 31, 2014, which includes: (i) percentage rent, (ii) other rent (such as storage rent, license fees and association fees) and (iii) other property income (such as late fees, default fees, lease termination fees, parking revenue, the reimbursement of general excise taxes, laundry income and food and beverage sales).
(3) Represents billed tenant expense reimbursements for the three months ended March 31, 2014.
(4) Represents property operating expenses for the three months ended March 31, 2014. Property operating expenses includes all rental expenses, except non-cash rent expense and the provision for bad debt recorded for deferred rent receivables.
(5) Base rent shown includes amounts related to American Assets Trust, L.P.'s leases at Torrey Reserve Campus and Lloyd District Portfolio. This intercompany rent is eliminated in the consolidated statement of operations. The base rent was $\$ 195$ and abatements were $\$ 195$ for the three months ended March 31, 2014.

| (Unaudited, amounts in thousands) |  | Three Months Ended March 31, 2014 |
| :--- | :--- | :--- | :--- | :--- | :--- |


| (Unaudited, amounts in thousands) | Amount |  | Interest Rate | Annual Debt Service |  | Maturity Date | Balance at Maturity |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Outstanding at <br> March 31, 2014 |  |  |  |  |  |  |  |
| Waikele Center ${ }^{(1)}$ | \$ | 140,700 | $5.15 \%$ | \$ | 145,607 | November 1, 2014 | \$ | 140,700 |
| The Shops at Kalakaua ${ }^{(1)}$ |  | 19,000 | 5.45 \% |  | 1,053 | May 1, 2015 |  | 19,000 |
| The Landmark at One Market ${ }^{(1)(2)}$ |  | 133,000 | 5.61 \% |  | 7,558 | July 5, 2015 |  | 133,000 |
| Del Monte Center ${ }^{(1)}$ |  | 82,300 | 4.93 \% |  | 4,121 | July 8, 2015 |  | 82,300 |
| First \& Main ${ }^{(1)}$ |  | 84,500 | 3.97 \% |  | 3,397 | July 1, 2016 |  | 84,500 |
| Imperial Beach Gardens ${ }^{(1)}$ |  | 20,000 | 6.16\% |  | 1,250 | September 1, 2016 |  | 20,000 |
| Mariner's Point ${ }^{(1)}$ |  | 7,700 | 6.09 \% |  | 476 | September 1, 2016 |  | 7,700 |
| South Bay Marketplace ${ }^{(1)}$ |  | 23,000 | 5.48 \% |  | 1,281 | February 10, 2017 |  | 23,000 |
| Waikiki Beach Walk - Retail ${ }^{(1)}$ |  | 130,310 | 5.39 \% |  | 7,020 | July 1, 2017 |  | 130,310 |
| Solana Beach Corporate Centre III-IV ${ }^{(3)}$ |  | 36,691 | 6.39 \% |  | 2,798 | August 1, 2017 |  | 35,136 |
| Loma Palisades ${ }^{(1)}$ |  | 73,744 | 6.09 \% |  | 4,553 | July 1, 2018 |  | 73,744 |
| One Beach Street ${ }^{(1)}$ |  | 21,900 | 3.94 \% |  | 875 | April 1, 2019 |  | 21,900 |
| Torrey Reserve - North Court ${ }^{(3)}$ |  | 21,304 | 7.22 \% |  | 1,836 | June 1, 2019 |  | 19,443 |
| Torrey Reserve - VCI, VCII, VCIII ${ }^{(3)}$ |  | 7,175 | 6.36\% |  | 560 | June 1, 2020 |  | 6,439 |
| Solana Beach Corporate Centre I-II ${ }^{(3)}$ |  | 11,430 | 5.91 \% |  | 855 | June 1, 2020 |  | 10,169 |
| Solana Beach Towne Centre ${ }^{(3)}$ |  | 38,101 | 5.91 \% |  | 2,849 | June 1, 2020 |  | 33,898 |
| City Center Bellevue ${ }^{(1)}$ |  | 111,000 | 3.98 \% |  | 4,479 | November 1, 2022 |  | 111,000 |
| Total / Weighted Average | \$ | 961,855 | 5.22\% | \$ | 190,568 |  | \$ | 952,239 |
| Unamortized fair value adjustment |  | $(9,357)$ |  |  |  |  |  |  |
| Secured Notes Payable | \$ | 952,498 |  |  |  |  |  |  |
| Fixed Rate Debt Ratio of Secured Notes Payable |  |  |  |  |  |  |  |  |
| Fixed rate debt |  | 100\% |  |  |  |  |  |  |
| Term Loan ${ }^{(4)}$ | \$ | 100,000 |  |  |  |  |  |  |

Notes:
(1) Interest only.
 penalties apply if the loan has not been paid off
(3) Principal payments based on a 30-year amortization schedule.
 3.08\%.

## MARKET CAPITALIZATION

(Unaudited, amounts in thousands, except per share data)


Notes:
(1) Net debt is equal to total debt less cash on hand.
(2) See Glossary of Terms for discussion of EBITDA.
(3) As used here, EBITDA represents the actual for the three months ended March 31, 2014 annualized.
(4) Calculated as EBITDA divided by interest on borrowed funds, including capitalized interest and excluding debt fair value adjustments and loan fee amortization.

## SUMMARY OF DEVELOPMENT OPPORTUNITIES





| In-Process Development Projects |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  | Proje | costs (in thousan | ds) ${ }^{(2)}$ |  |
| Property | Location | Start Date | $\begin{aligned} & \text { Estimated } \\ & \text { Completion } \\ & \text { Date } \end{aligned}$ | $\begin{aligned} & \text { Estimated } \\ & \text { Stabilization }_{\text {Date }^{(1)}} \end{aligned}$ | Estimated Rentable Square Feet | Multifamily Units | Three Months Ended <br> March 31, 2014 | Cost Incurred to Date | Total Estimated Investment | Estimated Stabilized Yield |
| Office Property: |  |  |  |  |  |  |  |  |  |  |
| Torrey Reserve III \& IV | San Diego, CA | 2012 | 2014 | 2015 | 81,500 | N/A | \$915 | \$20,716 | \$34,100 | 8.60\% |
| Mixed Use Property: |  |  |  |  |  |  |  |  |  |  |
| Lloyd District Portfolio | Portland, OR | 2013 | 2015 | 2017 | 47,000 | 657 | \$21,946 | \$52,866 | \$191,828 | 6.25\%-7.25\% |

## Development/Redevelopment Pipeline

| Property | Property <br> Type | Location | Estimated Square <br> Footage | Multifamily <br> Units |
| :--- | :---: | :--- | :---: | :---: |
| Solana Beach Corporate Centre (Building 5) | Retail | Solana Beach, CA | 10,000 | N/A |
| Lomas Santa Fe Plaza | Retail | Solana Beach, CA | 45,000 | N/A |
| Sorrento Pointe ${ }^{(5)}$ | Office | San Diego, CA | 88,000 | N/A |
| Solana Beach - Highway 101 ${ }^{(4)}$ | Mixed Use | Solana Beach, CA | 48,000 | 36 |

## Notes:

(1) Based on management's estimation of stabilized occupancy ( $90 \%$ ).
(2) Project costs exclude allocated land costs and interest costs capitalized in accordance with Accounting Standards Codification ("ASC") 835-20-50-1.
(3) Calculated as return on invested capital when project has reached stabilized occupancy, and excludes allocated land costs and interest cost capitalized in accordance with ASC 838-20-50-1.
(4) Represents commercial portion of development opportunity for Solana Beach - Highway 101
(5) Development plans began during the second quarter of 2013 .

## PORTFOLIO DATA



## As of March 31, 2014

| Property | Location | Year Built/ <br> Renovated | $\begin{aligned} & \text { Number } \\ & \text { of } \\ & \text { Buildings } \end{aligned}$ | Units | $\begin{aligned} & \text { Percentage } \\ & \text { Leased }^{(2)} \\ & \hline \end{aligned}$ |  | Annualized <br> Base Rent ${ }^{(3)}$ |  | $\begin{aligned} & \text { erage } \\ & \text { nthly } \\ & \text { Rent per } \\ & \text { Unit }{ }^{(4)} \\ & \hline \end{aligned}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loma Palisades | San Diego, CA | 1958/2001-2008 | 80 | 548 | 100.0\% | \$ | 10,600,776 | \$ | 1,612 |  |  |
| Imperial Beach Gardens | Imperial Beach, CA | 1959/2008-present | 26 | 160 | 100.0 |  | 2,737,956 | \$ | 1,426 |  |  |
| Mariner's Point | Imperial Beach, CA | 1986 | 8 | 88 | 98.9 |  | 1,246,392 | \$ | 1,193 |  |  |
| Santa Fe Park RV Resort ${ }^{(9)}$ | San Diego, CA | 1971/2007-2008 | 1 | 126 | 74.0 |  | 813,420 | \$ | 727 |  |  |
| Total/Weighted Average Multifamily Portfolio |  |  | 115 | 922 | 96.3\% | \$ | 15,398,544 | \$ | 1,445 |  |  |
| Mixed-Use Portfolio |  |  |  |  |  |  |  |  |  |  |  |
| Retail Portion | Location | Year Built/ Renovated | Number of Buildings | Net <br> Rentable <br> Square <br> Feet $^{(1)}$ | Percentage Leased ${ }^{(2)}$ | Annualized <br> Base Rent ${ }^{(3)}$ |  | Annualized Base Rent per Leased Square Foot ${ }^{(4)}$ |  | Retail <br> Anchor Tenant(s) ${ }^{(5)}$ | Other Principal Retail Tenants ${ }^{(6)}$ Yard House, Roy's |
| Waikiki Beach Walk - Retail | Honolulu, HI | 2006 | 3 | 96,707 | 98.9\% | \$ | 10,163,129 | \$ | 106.26 |  |  |
| Hotel Portion | Location | Year Built/ Renovated | Number <br> of <br> Buildings | Units | Average Occupancy ${ }^{(10)}$ |  | Average <br> Daily Rate ${ }^{(10)}$ |  | alized <br> ue per <br> ilable <br> $\mathrm{m}^{(10)}$ |  |  |
| Waikiki Beach Walk - Embassy Suites ${ }^{\text {TM }}$ | Honolulu, HI | 2008 | 2 | 369 | 90.2\% | \$ | 300.35 | \$ | 270.92 |  |  |

Notes:


 reflect re-measurement of leased space at the properties.
 Percentage leased for our multifamily properties includes total units rented as of March 31, 2014.
 not include tenant reimbursements for real estate taxes, insurance, common area or other operating expenses.
 under lease as of March 31, 2014.
5) Retail anchor tenants are defined as retail tenants leasing 50,000 square feet or more.
6) Other principal retail tenants are defined as the two tenants leasing the most square footage, excluding anchor tenants
7) Net rentable square feet at certain of our retail properties includes pad sites leased pursuant to the ground leases in the following table

| Property | Number of Ground Leases | Square Footage Leased Pursuant to Ground Leases | Aggregate Annualized Base Rent |  |
| :---: | :---: | :---: | :---: | :---: |
| Carmel Mountain Plaza | 6 | 127,112 | \$ | 1,081,452 |
| South Bay Marketplace | 1 | 2,824 | \$ | 91,320 |
| Del Monte Center | 2 | 295,100 | \$ | 201,291 |
| Alamo Quarry Market | 4 | 31,994 | \$ | 470,075 |


 until 2026 pursuant to two five-year extension options.
 was $99 \%$, occurring in July 2013. The number of units at the Santa Fe Park RV Resort includes 122 RV spaces and four apartments



 services.

## RETAIL LEASING SUMMARY

As of March 31, 2014
Total Lease Summary - Comparable ${ }^{(1)}$

| Quarter | Number of Leases Signed | $\%$ of <br> Comparable <br> Leases Signed | Net Rentable Square Feet Signed | Contractual Rent Per Sq. Ft. ${ }^{(2)}$ | $\begin{aligned} & \text { Prior Rent Per } \\ & \text { Sq. Ft. }{ }^{(3)} \end{aligned}$ | Annual Change in Rent |  | Cash Basis \% Change Over Prior Rent | Straight- <br> Line Basis \% Change Over Prior Rent | Weighted Average Lease Term ${ }^{(4)}$ | Tenant Improvements \& Incentives |  | Tenant Improvements \& Incentives Per Sq. Ft. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1st Quarter 2014 | 15 | 100\% | 62,667 | \$29.15 | \$26.55 | \$ | 162,804 | 9.8 \% | 20.9 \% | 5.8 | \$ | 529,318 | \$8.45 |
| 4th Quarter 2013 | 14 | 100\% | 79,122 | \$36.61 | \$36.60 | \$ | 373 | - \% | 6.4 \% | 6.6 | \$ | 240,100 | \$3.03 |
| 3rd Quarter 2013 | 23 | 100\% | 53,709 | \$33.68 | \$34.08 | \$ | $(21,357)$ | (1.2)\% | 4.5 \% | 3.7 | \$ | 333,800 | \$6.21 |
| 2nd Quarter 2013 | 11 | 100\% | 38,960 | \$30.60 | \$28.09 | \$ | 97,872 | 8.9 \% | 17.6 \% | 5.5 | \$ | 54,358 | \$1.40 |
| Total 12 months | 63 | 100\% | 234,458 | \$32.95 | \$31.92 | \$ | 239,692 | 3.2 \% | 10.7 \% | 5.5 | \$ | 1,157,576 | \$4.94 |

New Lease Summary - Comparable ${ }^{(1)}$

| Quarter | Number of Leases Signed | $\begin{gathered} \text { \% of } \\ \text { Comparable } \\ \text { Leases Signed } \end{gathered}$ | Net Rentable Square Feet Signed | Contractual <br> Rent Per Sq. Ft. ${ }^{(2)}$ | $\begin{aligned} & \text { Prior Rent Per } \\ & \text { Sq. Ft. }{ }^{(3)} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1st Quarter 2014 | 1 | 7\% | 1,609 | \$42.00 | \$40.76 |
| 4th Quarter 2013 | 4 | 29\% | 12,377 | \$77.23 | \$58.46 |
| 3rd Quarter 2013 | 3 | 13\% | 5,790 | \$38.49 | \$44.97 |
| 2nd Quarter 2013 | 2 | 18\% | 3,275 | \$31.75 | \$26.72 |
| Total 12 months | 10 | 16\% | 23,051 | \$58.58 | \$49.33 |


| Annual <br> Change in <br> Rent |  |
| :---: | :---: |
| $\$$ | 1,996 |
| $\$$ | 232,378 |
| $\$$ | $(37,565)$ |
| $\$$ | 16,470 |
| $\$$ | 213,279 |


| Cash Basis \% Change Over Prior Rent | StraightLine Basis \% Change Over Prior Rent | Weighted Average Lease Term ${ }^{(4)}$ |
| :---: | :---: | :---: |
| 3.0 \% | 3.0 \% | 5.0 |
| 32.1 \% | 36.3 \% | 8.0 |
| (14.4)\% | (14.5)\% | 3.2 |
| 18.8 \% | 20.1 \% | 5.3 |
| 18.8 \% | 22.1 \% | 6.2 |


| Tenant Improvements \& Incentives |  | Tenant <br> Improvements \& Incentives Per Sq. Ft. |
| :---: | :---: | :---: |
| \$ | 16,090 | \$10.00 |
| \$ | 240,100 | \$19.40 |
| \$ | 313,800 | \$54.20 |
| \$ | 32,750 | \$10.00 |
| \$ | 602,740 | \$26.15 |

Renewal Lease Summary - Comparable ${ }^{(1)(5)}$

| Quarter | Number of Leases Signed | \% of <br> Comparable <br> Leases Signed | Net Rentable Square Feet Signed | Contractual <br> Rent Per Sq. <br> Ft. ${ }^{(2)}$ | $\underset{\text { Prior Rent Per. }}{\substack{\text { P) }}}$ |  | nual nge in ent | Cash Basis \% Change Over Prior Rent | StraightLine Basis \% Change Over Prior Rent | Weighted Average Lease Term ${ }^{(4)}$ | Tenant <br> Improvements \& Incentives |  | Tenant Improvements \& Incentives Per Sq. Ft. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1st Quarter 2014 | 14 | 93\% | 61,058 | \$28.81 | \$26.18 | \$ | 160,808 | 10.1 \% | 21.6 \% | 5.9 | \$ | 513,228 | \$8.41 |
| 4th Quarter 2013 | 10 | 71\% | 66,745 | \$29.07 | \$32.55 | \$ | $(232,005)$ | (10.7)\% | (4.4)\% | 6.3 | \$ | - | \$0.00 |
| 3rd Quarter 2013 | 20 | 87\% | 47,919 | \$33.10 | \$32.76 | \$ | 16,208 | 1.0 \% | 7.7 \% | 3.7 | \$ | 20,000 | \$0.42 |
| 2nd Quarter 2013 | 9 | 82\% | 35,685 | \$30.49 | \$28.21 | \$ | 81,402 | 8.1 \% | 17.4 \% | 5.5 | \$ | 21,608 | \$0.61 |
| Total 12 months | 53 | 84\% | 211,407 | \$30.15 | \$30.03 | \$ | 26,413 | 0.4 \% | 8.5 \% | 5.5 | \$ | 554,836 | \$2.63 |

Total Lease Summary - Comparable and Non-Comparable

| Ouarter | Number of Leases Signed | Net Rentable Square Feet Signed | Contractual <br> Rent Per Sq. <br> Ft. ${ }^{(2)}$ | Weighted Average Lease Term ${ }^{(4)}$ | Tenant Improvements \& Incentives |  | Tenant Improvements \& Incentives Per Sq. Ft. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1st Quarter 2014 | 15 | 62,667 | \$29.15 | 5.8 | \$ | 529,318 | \$8.45 |
| 4th Quarter 2013 | 21 | 128,422 | \$32.37 | 7.6 | \$ | 1,704,715 | \$13.27 |
| 3rd Quarter 2013 | 26 | 59,433 | \$34.49 | 4.1 | \$ | 448,940 | \$7.55 |
| 2nd Quarter 2013 | 16 | 73,385 | \$22.18 | 7.1 | \$ | 350,858 | \$4.78 |
| Total 12 months | 78 | 323,907 | \$29.83 | 6.5 | \$ | 3,033,831 | \$9.36 |

Notes:
(1) Comparable leases represent those leases signed on spaces for which there was a previous lease
(2) Contractual rent represents contractual minimum rent under the new lease for the first twelve months of the term
(3) Prior rent represents the minimum rent paid under the previous lease in the final twelve months of the term.
(4) Weighted average is calculated on the basis of square footage.
(5) Excludes renewals at fixed contractual rates specified in the lease.

As of March 31, 2014
Total Lease Summary - Comparable ${ }^{(1)}$

| Quarter | Number of Leases Signed | \% of Comparable Leases Signed | Net Rentable Square Feet Signed | Contractual Rent Per Sq. Ft. ${ }^{(2)}$ | $\begin{aligned} & \text { Prior Rent Per } \\ & \text { Sq. Ft. }{ }^{(3)} \end{aligned}$ | Annual Change in Rent |  | Cash Basis \% Change Over Prior Rent | Straight- <br> Line Basis \% Change Over Prior Rent | Weighted Average Lease Term ${ }^{(4)}$ | Tenant Improvements \& Incentives |  | Tenant Improvements \& Incentives Per Sq. Ft. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1st Quarter 2014 | 4 | 100\% | 4,406 | \$36.88 | \$33.19 | \$ | 16,274 | 11.1 \% | 13.8\% | 3.3 | \$ | 30,626 | \$6.95 |
| 4th Quarter 2013 | 16 | 100\% | 163,157 | \$28.76 | \$28.89 | \$ | $(21,093)$ | (0.4)\% | 12.3\% | 7.2 | \$ | 2,693,623 | \$16.51 |
| 3rd Quarter 2013 | 11 | 100\% | 52,805 | \$31.44 | \$31.32 | \$ | 5,875 | 0.4 \% | 3.7\% | 5.8 | \$ | 412,943 | \$7.82 |
| 2nd Quarter 2013 | 12 | 100\% | 59,028 | \$30.99 | \$32.23 | \$ | $(72,922)$ | (3.8)\% | 5.4\% | 6.7 | \$ | 1,486,752 | \$25.19 |
| Total 12 months | 43 | 100\% | 279,396 | \$29.87 | \$30.12 | \$ | $(71,866)$ | (0.9)\% | 9.1\% | 6.8 | \$ | 4,623,944 | \$16.55 |
| New Lease Summary - Comparable ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Quarter | Number of Leases Signed | $\begin{gathered} \text { \% of } \\ \text { Comparable } \\ \text { Leases Signed } \end{gathered}$ | Net Rentable Square Feet Signed | Contractual Rent Per Sq. Ft. ${ }^{(2)}$ | $\begin{gathered} \text { Prior Rent Per } \\ \text { Sq. Ft. }{ }^{(3)} \end{gathered}$ |  | nual nge in ent | Cash Basis \% Change Over Prior Rent | Straight- <br> Line Basis \% Change Over Prior Rent | Weighted Average Lease Term ${ }^{(4)}$ |  | Tenant rovements ncentives | Tenant Improvements \& Incentives Per Sq. Ft. |
| 1st Quarter 2014 | 2 | 50\% | 2,469 | \$35.58 | \$32.67 | \$ | 7,192 | 8.9 \% | 10.3\% | 4.3 | \$ | 30,626 | \$12.40 |
| 4th Quarter 2013 | 5 | 31\% | 68,796 | \$25.81 | \$27.57 | \$ | $(120,948)$ | (6.4)\% | 12.3\% | 9.8 | \$ | 1,981,147 | \$28.80 |
| 3rd Quarter 2013 | 2 | 18\% | 14,930 | \$35.74 | \$32.28 | \$ | 51,693 | 10.7 \% | 12.8\% | 9.1 | \$ | 134,327 | \$9.00 |
| 2nd Quarter 2013 | 5 | 42\% | 38,462 | \$27.43 | \$29.83 | \$ | $(92,602)$ | (8.1)\% | 6.0\% | 8.7 | \$ | 1,343,691 | \$34.94 |
| Total 12 months | 14 | 33\% | 124,657 | \$27.69 | \$28.93 | \$ | $(154,665)$ | (4.3)\% | 10.3\% | 9.3 | \$ | 3,489,791 | \$28.00 |

$\underline{\text { Renewal Lease Summary - Comparable }{ }^{(1)(5)}}$

| Quarter | Number of Leases Signed | $\%$ of Comparable Leases Signed | Net Rentable Square Feet Signed | Contractual Rent Per Sq. Ft. ${ }^{(2)}$ | $\begin{aligned} & \text { Prior Rent Per } \\ & \text { Sa. Ft. }{ }^{(3)} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1st Quarter 2014 | 2 | 50\% | 1,937 | \$38.54 | \$33.86 |
| 4th Quarter 2013 | 11 | 69\% | 94,361 | \$30.91 | \$29.85 |
| 3rd Quarter 2013 | 9 | 82\% | 37,875 | \$29.74 | \$30.95 |
| 2nd Quarter 2013 | 7 | 58\% | 20,566 | \$37.66 | \$36.70 |
| Total 12 months | 29 | 67\% | 154,739 | \$31.62 | \$31.08 |


|  | Annual <br> Change in <br> Rent |
| :---: | ---: |
| $\$$ | 9,082 |
| $\$$ | 99,855 |
| $\$$ | $(45,818)$ |
| $\$$ | 19,680 |
| $\$$ | 82,799 |


| Cash Basis <br> \% Change <br> Over Prior <br> Rent | Straight- <br> Line Basis \% | Weighted <br> Change Over <br> Prior Rent | Average <br> Lease <br> Term |
| :---: | :---: | :---: | :---: |
|  |  | (4) |  |
| $13.8 \%$ | $18.3 \%$ | 2.0 |  |
| $3.5 \%$ | $12.3 \%$ | 5.4 |  |
| $(3.9) \%$ | $-\%$ | 4.5 |  |
| $2.6 \%$ | $4.5 \%$ | 2.9 |  |
| $1.7 \%$ | $8.2 \%$ | 4.8 |  |


| Tenant Improvements \& Incentives |  | Tenant Improvements \& Incentives Per Sq. Ft. |
| :---: | :---: | :---: |
|  |  |  |
|  |  |  |
| \$ | - | \$0.00 |
| \$ | 712,476 | \$7.55 |
| \$ | 278,616 | \$7.36 |
| \$ | 143,061 | \$6.96 |
| \$ | 1,134,153 | \$7.33 |

Total Lease Summary - Comparable and Non-Comparable

| Quarter | Number of Leases Signed | Net Rentable Square Feet Signed | Contractual Rent Per Sq. Ft. ${ }^{(2)}$ | Weighted Average Lease Term ${ }^{(4)}$ | Tenant Improvements \& Incentives |  | Tenant Improvements \& Incentives Per Sq. Ft. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1st Quarter 2014 | 9 | 28,773 | \$40.57 | 5.5 | \$ | 930,102 | \$32.33 |
| 4th Quarter 2013 | 23 | 198,307 | \$29.35 | 7.1 | \$ | 4,207,999 | \$21.22 |
| 3rd Quarter 2013 | 19 | 79,317 | \$32.87 | 4.7 | \$ | 910,994 | \$11.49 |
| 2nd Quarter 2013 | 17 | 70,070 | \$31.56 | 6.6 | \$ | 1,756,251 | \$25.06 |
| Total 12 months | 68 | 376,467 | \$31.36 | 6.4 | \$ | 7,805,346 | \$20.73 |

Notes:
(1) Comparable leases represent those leases signed on spaces for which there was a previous lease
(2) Contractual rent represents contractual minimum rent under the new lease for the first twelve months of the term
(3) Prior rent represents the minimum rent paid under the previous lease in the final twelve months of the term
(4) Weighted average is calculated on the basis of square footage.
(5) Excludes renewals at fixed contractual rates specified in the lease.

## As of March 31, 2014

Lease Summary - Loma Palisades

| Quarter | Number of Leased Units | Percentage leased ${ }^{(1)}$ | Annualized Base Rent ${ }^{(2)}$ | Average Monthly Base Rent per Leased Unit ${ }^{(3)}$ |
| :---: | :---: | :---: | :---: | :---: |
| 1st Quarter 2014 | 548 | 100.0\% | \$10,600,776 | \$1,612 |
| 4th Quarter 2013 | 539 | 98.4\% | \$10,439,364 | \$1,613 |
| 3rd Quarter 2013 | 546 | 99.6\% | \$10,306,416 | \$1,574 |
| 2nd Quarter 2013 | 538 | 98.2\% | \$10,058,160 | \$1,558 |

Lease Summary - Imperial Beach Gardens

| Quarter | Number of Leased Units | Percentage leased ${ }^{(1)}$ | Annualized Base Rent ${ }^{(2)}$ | Average Monthly Base Rent per Leased Unit ${ }^{(3)}$ |
| :---: | :---: | :---: | :---: | :---: |
| 1st Quarter 2014 | 160 | 100.0\% | \$2,737,956 | \$1,426 |
| 4th Quarter 2013 | 156 | 97.5\% | \$2,692,248 | \$1,438 |
| 3rd Quarter 2013 | 160 | 100.0\% | \$2,758,512 | \$1,437 |
| 2nd Quarter 2013 | 160 | 100.0\% | \$2,725,968 | \$1,420 |

Lease Summary - Mariner's Point

| Quarter | Number of Leased Units | Percentage leased ${ }^{(1)}$ | Annualized Base Rent ${ }^{(2)}$ | Average Monthly Base Rent per Leased Unit ${ }^{(3)}$ |
| :---: | :---: | :---: | :---: | :---: |
| 1st Quarter 2014 | 87 | 98.9\% | \$1,246,392 | \$1,193 |
| 4th Quarter 2013 | 88 | 100.0\% | \$1,203,624 | \$1,140 |
| 3rd Quarter 2013 | 88 | 100.0\% | \$1,231,584 | \$1,166 |
| 2nd Quarter 2013 | 88 | 100.0\% | \$1,198,860 | \$1,135 |

Lease Summary - Santa Fe Park RV Resort

| Quarter | Number of Leased Units | Percentage leased ${ }^{(1)}$ | Annualized Base Rent ${ }^{(2)}$ | Average Monthly Base Rent per Leased Unit ${ }^{(3)}$ |
| :---: | :---: | :---: | :---: | :---: |
| 1st Quarter 2014 | 93 | 74.0\% | \$813,420 | \$727 |
| 4th Quarter 2013 | 106 | 84.0\% | \$828,720 | \$652 |
| 3rd Quarter 2013 | 98 | 77.8\% | \$789,708 | \$671 |
| 2nd Quarter 2013 | 115 | 91.3\% | \$1,153,548 | \$836 |

Total Multifamily Lease Summary

| Quarter | Number of Leased Units | Percentage leased ${ }^{(1)}$ | Annualized Base Rent ${ }^{(2)}$ | Average Monthly Base Rent per Leased Unit ${ }^{(3)}$ |
| :---: | :---: | :---: | :---: | :---: |
| 1st Quarter 2014 | 888 | 96.3\% | \$15,398,544 | \$1,445 |
| 4th Quarter 2013 | 889 | 96.4\% | \$15,163,956 | \$1,422 |
| 3rd Quarter 2013 | 892 | 96.7\% | \$15,086,220 | \$1,410 |
| 2nd Quarter 2013 | 901 | 97.7\% | \$15,136,536 | \$1,400 |

(1) Percentage leased for our multifamily properties includes total units rented as of each respective quarter end date
(2) Annualized base rent is calculated by multiplying base rental payments (defined as cash base rents (before abatements)) as of each respective quarter end date.
(3) Annualized base rent per leased unit is calculated by dividing annualized base rent, by units under lease as of each respective quarter end date.

## As of March 31, 2014

Lease Summary - Retail Portion

| Quarter | Number of Leased Square Feet | Percentage leased ${ }^{(1)}$ | Annualized Base Rent ${ }^{(2)}$ | Annualized base Rent per Leased Square Foot ${ }^{3}$ |
| :---: | :---: | :---: | :---: | :---: |
| 1st Quarter 2014 | 95,682 | 98.9\% | \$10,163,129 | \$106 |
| 4th Quarter 2013 | 94,623 | 97.8\% | \$10,235,236 | \$108 |
| 3rd Quarter 2013 | 94,692 | 97.9\% | \$10,130,130 | \$107 |
| 2nd Quarter 2013 | 90,664 | 93.8\% | \$9,898,572 | \$109 |
| Lease Summary - Hotel Portion |  |  |  |  |
| Quarter | Number of Leased Units | Average Occupancy ${ }^{(4)}$ | Average Daily Rate ${ }^{(4)}$ | Annualized Revenue per Available Room |
| 1st Quarter 2014 | 333 | 90.2\% | \$300 | \$271 |
| 4th Quarter 2013 | 305 | 82.6\% | \$290 | \$239 |
| 3rd Quarter 2013 | 328 | 88.9\% | \$331 | \$294 |
| 2nd Quarter 2013 | 323 | 87.6\% | \$278 | \$244 |

(1) Percentage leased for mixed-use property includes square footage under leases as of March 31, 2014, including leases which may not have commenced as of March 31, 2014
 rent does not include tenant reimbursements for real estate taxes, insurance, common area or other operating expenses.
(3) Annualized base rent per leased square foot is calculated by dividing annualized base rent, by square footage under lease as of March 31, 2014



 guest services.

## LEASE EXPIRATIONS

## As of March 31, 2014

Assumes no exercise of lease options

|  | Office |  |  |  | Retail |  |  |  | Mixed-Use (Retail Portion Only) |  |  |  | Total |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year | Expiring Sq. Ft. |  | $\begin{array}{r} \hline \% \text { of } \\ \text { Total } \\ \text { Sq. Ft. } \\ \hline \end{array}$ | Annualized <br> Base Rent <br> Per Sq. Ft. ${ }^{(1)}$ | Expiring Sq. Ft. | $\begin{gathered} \% \text { of } \\ \text { Retail } \\ \text { Sq. Ft. } \\ \hline \end{gathered}$ | $\begin{array}{r} \hline \% \text { of } \\ \text { Total } \\ \text { Sq. Ft. } \\ \hline \end{array}$ | Annualized <br> Base Rent <br> Per Sq. Ft. ${ }^{(1)}$ | Expiring <br> Sq. Ft. |  | $\begin{gathered} \hline \% \text { of } \\ \text { Total } \\ \text { Sq. Ft. } \end{gathered}$ | Annualized <br> Base Rent <br> Per Sq. Ft. ${ }^{(1)}$ | Expiring Sq. Ft. |  | Annualized <br> Base Rent <br> Per Sq. Ft. ${ }^{(1)}$ |
| Month to Month | 25,265 | 1.0\% | 0.4\% | \$4.45 | 24,557 | 0.8\% | 0.4\% | \$15.05 | 2,791 | 2.9\% | -\% | \$- | 52,613 | 0.9\% | \$9.16 |
| 2014 | 173,516 | 6.6 | 3.0 | \$29.64 | 97,087 | 3.2 | 1.7 | \$31.62 | 4,544 | 4.7 | 0.1 | \$114.60 | 275,147 | 4.7 | \$31.74 |
| 2015 | 255,568 | 9.7 | 4.4 | \$34.65 | 246,784 | 8.0 | 4.2 | \$25.92 | 10,573 | 10.9 | 0.2 | \$231.63 | 512,925 | 8.8 | \$34.51 |
| 2016 | 274,013 | 10.4 | 4.7 | \$30.87 | 200,274 | 6.5 | 3.4 | \$34.83 | 12,750 | 13.2 | 0.2 | \$139.95 | 487,037 | 8.4 | \$35.35 |
| 2017 | 373,848 | 14.1 | 6.4 | \$35.53 | 371,789 | 12.1 | 6.4 | \$24.74 | 8,411 | 8.7 | 0.1 | \$150.73 | 754,048 | 13.0 | \$31.49 |
| 2018 | 201,055 | 7.6 | 3.5 | \$36.30 | 1,079,794 | 35.2 | 18.6 | \$19.48 | 10,767 | 11.1 | 0.2 | \$121.71 | 1,291,616 | 22.2 | \$22.95 |
| 2019 | 262,810 | 9.9 | 4.5 | \$37.79 | 331,078 | 10.8 | 5.7 | \$23.91 | 15,279 | 15.8 | 0.3 | \$77.65 | 609,167 | 10.5 | \$31.25 |
| 2020 | 278,001 | 10.5 | 4.8 | \$39.26 | 137,024 | 4.5 | 2.4 | \$11.92 | 17,843 | 18.5 | 0.3 | \$45.53 | 432,868 | 7.5 | \$30.86 |
| 2021 | 215,469 | 8.1 | 3.7 | \$36.31 | 45,011 | 1.5 | 0.8 | \$46.73 | - | - | - | - | 260,480 | 4.5 | \$38.11 |
| 2022 | 9,364 | 0.4 | 0.2 | \$20.00 | 148,868 | 4.9 | 2.6 | \$30.70 | 11,464 | 11.9 | 0.2 | \$72.56 | 169,696 | 2.9 | \$32.94 |
| 2023 | 96,281 | 3.6 | 1.7 | \$26.91 | 57,170 | 1.9 | 1.0 | \$24.60 | - | - | - | - | 153,451 | 2.6 | \$26.05 |
| Thereafter | 175,953 | 6.7 | 3.0 | \$27.32 | 177,487 | 5.8 | 3.1 | \$18.87 | - | - | - | - | 353,440 | 6.1 | \$23.08 |
| Signed Leases Not Commenced | 27,156 | 1.0 | 0.5 | - | 51,483 | 1.7 | 0.9 | - | 1,260 | 1.3 | - | - | 79,899 | 1.4 | - |
| Available | 276,493 | 10.5 | 4.8 | - | 99,251 | 3.2 | 1.7 | - | 1,025 | 1.1 | - | - | 376,769 | 6.5 | - |
| Total ${ }^{(4)}$ | 2,644,792 | 100.0\% | 45.5\% | \$30.02 | 3,067,657 | 100.0\% | 52.8\% | \$22.18 | 96,707 | 100.0\% | 1.7\% | \$105.09 | 5,809,156 | 100.0\% | \$27.13 |



## LEASE EXPIRATIONS (CONTINUED)

## As of March 31, 2014

Notes:
(1) Annualized base rent per leased square foot is calculated by dividing (i) annualized base rent for leases expiring during the applicable period, by (ii) square footage under such expiring leases. Annualized base rent is calculated by multiplying (i) base rental payments (defined as cash base rents (before abatements)) for the month ended March 31,2014 for the leases expiring during the applicable period by (ii) 12 months.
(2) The expirations include 22,105 square feet currently leased by Integra Telecom Holdings, Inc. at Lloyd District Portfolio through May 31, 2014, for which Familycare, Inc. has signed an agreement to lease such space beginning June 1, 2014 through September 30, 2024 with an option to extend the lease through September 30, 2029.
(3) The expirations include 22,105 square feet currently leased by Familycare, Inc. at Lloyd District Portfolio through May 31, 2014, for which PacifiCorp has signed an agreement to lease such space beginning October 1, 2014 through September 30, 2024 with options to extend the lease through September 30, 2034.
(4) Individual items may not add up to total due to rounding.

## PORTFOLIO LEASED STATISTICS

| Type | At March 31, 2014 |  |  | At March 31, 2013 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Size | Leased ${ }^{(1)}$ | Leased \% | Size | Leased ${ }^{(1)}$ | Leased \% |
| Overall Portfolio ${ }^{(2)}$ Statistics |  |  |  |  |  |  |
| Retail Properties (square feet) | 3,067,657 | 2,968,406 | 96.8\% | 3,068,645 | 2,948,392 | 96.1\% |
| Office Properties (square feet) | 2,644,792 | 2,368,299 | 89.5\% | 2,645,567 | 2,482,061 | 93.8\% |
| Multifamily Properties (units) | 922 | 888 | 96.3\% | 922 | 869 | 94.3\% |
| Mixed-Use Properties (square feet) | 96,707 | 95,682 | 98.9\% | 96,707 | 92,333 | 95.5\% |
| Mixed-Use Properties (units) | 369 | $333{ }^{(3)}$ | 90.2\% | 369 | $331{ }^{(3)}$ | 89.6\% |
|  |  |  |  |  |  |  |
| Same-Store ${ }^{(2)}$ Statistics |  |  |  |  |  |  |
| Retail Properties (square feet) | 3,067,657 | 2,968,406 | 96.8\% | 3,033,489 | 2,913,236 | 96.0\% |
| Office Properties (square feet) | 1,587,564 ${ }^{(4)}$ | 1,467,114 | 92.4\% | 995,182 ${ }^{(4)}$ | 977,616 | 98.2\% |
| Multifamily Properties (units) | 922 | 888 | 96.3\% | 922 | 869 | 94.3\% |
| Mixed-Use Properties (square feet) | 96,707 | 95,682 | 98.9\% | 96,707 | 92,333 | 95.5\% |
| Mixed-Use Properties (units) | 369 | $333{ }^{(3)}$ | 90.2\% | 369 | $331{ }^{(3)}$ | 89.6\% |

Notes:
(1) Leased square feet includes square feet under lease as of each date, including leases which may not have commenced as of that date. Leased units for our multifamily properties include total units rented as of that date.
(2) See Glossary of Terms.
(3) Represents average occupancy for the three months ended March 31, 2014 and 2013.
(4) The same-store portfolio excludes Torrey Reserve Campus and Lloyd District Portfolio due to significant redevelopment activity.

As of March 31, 2014

|  | Tenant | Property(ies) | Lease Expiration | Total <br> Leased <br> Square | Rentable Square Feet as a Percentage of Total Retail | Rentable Square Feet as a Percentage of Total | Annualized Base Rent | Annualized Base Rent as a Percentage of Total Retail | Annualized Base Rent as a Percentage of Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | Lowe's | Waikele Center | 5/31/2018 | 155,000 | 5.1 \% | 2.7 \% | \$ 4,307,153 | 6.3 \% | 2.7 \% |
| 2 | Kmart | Waikele Center | 6/30/2018 | 119,590 | 3.9 | 2.1 | 4,185,650 | 6.2 | 2.7 |
| 3 | Sports Authority | Carmel Mountain Plaza, Waikele Center | $\begin{aligned} & 11 / 30 / 2018 \\ & 7 / 18 / 2018 \end{aligned}$ | 90,722 | 3.0 | 1.6 | 2,133,950 | 3.1 | 1.4 |
| 4 | Nordstrom Rack | Carmel Mountain Plaza, Alamo Quarry Market | $\begin{gathered} 9 / 30 / 2022 \\ 10 / 31 / 2022 \end{gathered}$ | 69,047 | 2.3 | 1.2 | 1,990,316 | 2.9 | 1.3 |
| 5 | Sprouts Farmers Market | Solana Beach Towne Centre, Carmel Mountain Plaza, Geary Marketplace | $\begin{aligned} & 6 / 30 / 2019 \\ & 3 / 31 / 2025 \\ & 9 / 30 / 2032 \end{aligned}$ | 71,431 | 2.3 | 1.2 | 1,789,248 | 2.6 | 1.1 |
| 6 | Old Navy | South Bay Marketplace, Waikele Center, Alamo Quarry Market | $\begin{aligned} & 4 / 30 / 2016 \\ & 7 / 31 / 2016 \\ & 9 / 30 / 2017 \end{aligned}$ | 59,780 | 1.9 | 1.0 | * | * | * |
| 7 | Vons | Lomas Santa Fe Plaza | 12/31/2017 | 49,895 | 1.6 | 0.9 | 1,216,700 | 1.8 | 0.8 |
| 8 | Marshalls | Solana Beach Towne Centre, Carmel Mountain Plaza | $\begin{aligned} & 1 / 31 / 2015 \\ & 1 / 31 / 2019 \end{aligned}$ | 68,055 | 2.2 | 1.2 | 1,175,170 | 1.7 | 0.7 |
| 9 | Regal Cinemas | Alamo Quarry Market | 3/31/2018 | 72,447 | 2.4 | 1.2 | 1,122,929 | 1.7 | 0.7 |
| 10 | Gap | Del Monte Center, Waikele Center, Alamo Quarry Market | $\begin{aligned} & 9 / 20 / 2020 \\ & 2 / 28 / 2022 \\ & 4 / 30 / 2024 \end{aligned}$ | 41,464 | 1.4 | 0.7 | 960,671 | 1.4 | 0.6 |
| Top 10 Retail Tenants Total |  |  |  | 797,431 | 26.1\% | 13.8\% | \$ 18,881,787 | 27.7\% | 12.0\% |

* Data withheld at tenant's request.


## TOP TENANTS - OFFICE

As of March 31, 2014

|  | Tenant | Property | Lease Expiration | Total <br> Leased <br> Square <br> Feet | Rentable Square Feet as a Percentage of Total Office | Rentable Square Feet as a Percentage of Total | Annualized Base Rent | Annualized Base Rent as a Percentage of Total Office | Annualized Base Rent as a Percentage of Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | salesforce.com | The Landmark at One Market | $\begin{aligned} & \hline 6 / 30 / 2019 \\ & 4 / 30 / 2020 \\ & 5 / 31 / 2021 \end{aligned}$ | 254,118 | $9.6 \%$ | 4.4 \% | \$ 12,461,668 | 15.7 \% | 7.9 \% |
| 2 | Autodesk, Inc. | The Landmark at One Market | $\begin{aligned} & 12 / 31 / 2015 \\ & 12 / 31 / 2017 \end{aligned}$ | 114,664 | 4.3 | 2.0 | 5,504,269 | 6.9 | 3.5 |
| 3 | Veterans Benefits Administration | First \& Main | 8/31/2020 | 93,572 | 3.5 | 1.6 | 3,006,453 | 3.8 | 1.9 |
| 4 | Insurance Company of the West | Torrey Reserve Campus | 12/31/2016 | 81,040 | 3.1 | 1.4 | 2,598,814 | 3.3 | 1.6 |
| 5 | Treasury Call Center | First \& Main | 8/31/2020 | 63,648 | 2.4 | 1.1 | 2,184,302 | 2.8 | 1.4 |
| 6 | Caradigm USA LLC | City Center Bellevue | 8/14/2017 | 68,956 | 2.6 | 1.2 | 2,166,598 | 2.7 | 1.4 |
| 7 | HDR Engineering, Inc. | City Center Bellevue | 12/31/2017 | 56,024 | 2.1 | 1.0 | 1,988,852 | 2.5 | 1.3 |
| 8 | Alliant International University | One Beach Street | 10/31/2019 | 64,161 | 2.4 | 1.1 | 1,796,968 | 2.3 | 1.1 |
| 9 | Portland Energy Conservation | First \& Main | 1/31/2021 | 73,422 | 2.8 | 1.3 | 1,684,998 | 2.1 | 1.1 |
| 10 | California Bank \& Trust | Torrey Reserve Campus | 2/29/2024 | 34,731 | 1.3 | 0.6 | 1,576,848 | 2.0 | 1.0 |
|  | Top 10 Office Tenants T |  |  | 904,336 | 34.1\% | 15.7\% | \$ 34,969,770 | 44.1\% | 22.2\% |

## APPENDIX

Earnings Before Interest, Taxes, Depreciation, and Amortization (EBITDA): EBITDA is a non-GAAP measure that means net income or loss plus depreciation and amortization, net interest expense, income taxes, gain or loss on sale of real estate and impairments of real estate, if any. EBITDA is presented because it approximates a key performance measure in our debt covenants, but it should not be considered an alternative measure of operating results or cash flow from operations as determined in accordance with GAAP. The reconciliation of net income to EBITDA for the three months ended March 31, 2014 and 2013 is as follows:

|  | Three Months Ended March 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2014 |  | 2013 |  |
| Net income | \$ | 6,658 | \$ | 4,865 |
| Depreciation and amortization |  | 16,341 |  | 17,013 |
| Interest expense |  | 13,632 |  | 14,736 |
| Interest income |  | (48) |  | (8) |
| Income tax expense |  | 112 |  | 297 |
| EBITDA | \$ | 36,695 | \$ | 36,903 |

Funds From Operations (FFO): FFO is a supplemental measure of real estate companies' operating performances. The National Association of Real Estate Investment Trusts (NAREIT) defines FFO as follows: net income, computed in accordance with GAAP plus depreciation and amortization of real estate assets and excluding extraordinary items, gains and losses on sale of real estate and impairment losses. NAREIT developed FFO as a relative measure of performance and liquidity of an equity REIT in order to recognize that the value of income-producing real estate historically has not depreciated on the basis determined under GAAP. However, FFO does not represent cash flows from operating activities in accordance with GAAP (which, unlike FFO, generally reflects all cash effects of transactions and other events in the determination of net income); should not be considered an alternative to net income as an indication of our performance; and is not necessarily indicative of cash flow as a measure of liquidity or ability to pay dividends. We consider FFO a meaningful, additional measure of operating performance primarily because it excludes the assumption that the value of real estate assets diminishes predictably over time, and because industry analysts have accepted it as a performance measure. Comparison of our presentation of FFO to similarly titled measures for other REITs may not necessarily be meaningful due to possible differences in the application of the NAREIT definition used by such REITs.

Funds Available for Distribution (FAD): FAD is a supplemental measure of our liquidity. We compute FAD by subtracting from FFO As Adjusted tenant improvements, leasing commissions and maintenance capital expenditures, eliminating the net effect of straight-line rents, amortization of above (below) market rents for acquisition properties, the effects of other lease intangibles, adding noncash amortization of deferred financing costs and debt fair value adjustments, adding noncash compensation expense, and adding (subtracting) unrealized losses (gains) on marketable securities. FAD provides an additional perspective on our ability to fund cash needs and make distributions by adjusting FFO for the impact of certain cash and noncash items, as well as adjusting FFO for recurring capital expenditures and leasing costs. However, other REITs may use different methodologies for calculating FAD and, accordingly, our FAD may not be comparable to other REITs.

Net Operating Income (NOI): We define NOI as operating revenues (rental income, tenant reimbursements, lease termination fees, ground lease rental income and other property income) less property and related expenses (property expenses, ground lease expense, property marketing costs, real estate taxes and insurance). NOI excludes general and administrative expenses, interest expense, depreciation and amortization, acquisition-related expense, other nonproperty income and losses, gains and losses from property dispositions, extraordinary items, tenant improvements and leasing commissions. Other REITs may use different methodologies for calculating NOI, and accordingly, our NOI may not be comparable to other REITs. Since NOI excludes general and administrative expenses, interest expense, depreciation and amortization, acquisition-related expenses, other nonproperty income and losses, gains and losses from property dispositions, and extraordinary items, it provides a performance measure that, when compared year over year, reflects the revenues and expenses directly associated with owning and operating commercial real estate and the impact to operations from trends in occupancy rates, rental rates, and operating costs, providing a perspective on operations not immediately apparent from net income. However, NOI should not be viewed as an alternative measure of our financial performance since it does not reflect general and administrative expenses, interest expense, depreciation and amortization costs, other nonproperty income and losses, the level of capital expenditures and leasing costs necessary to maintain the operating performance of the properties, or trends in development and construction activities which are significant economic costs and activities that could materially impact our results from operations.

| Reconciliation of NOI to net income | Three Months Ended March 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2014 |  | 2013 |  |
| Total NOI | \$ | 41,307 | \$ | 41,094 |
| General and administrative |  | $(4,612)$ |  | $(4,201)$ |
| Depreciation and amortization |  | $(16,341)$ |  | $(17,013)$ |
| Interest expense |  | $(13,632)$ |  | $(14,736)$ |
| Other income (expense), net |  | (64) |  | (279) |
| Net income |  | 6,658 |  | 4,865 |
| Net income attributable to restricted shares |  | (70) |  | (132) |
| Net loss attributable to unitholders in the Operating Partnership |  | $(1,986)$ |  | $(1,495)$ |
| Net income attributable to American Assets Trust, Inc. stockholders | \$ | 4,602 | \$ | 3,238 |

Overall Portfolio: Includes all operating properties owned by us as of March 31, 2014.

Same-Store Portfolio, Non-Same Store Portfolio and Redevelopment Same-Store: Information provided on a same-store basis includes the results of properties that we owned and operated for the entirety of both periods being compared except for properties for which significant redevelopment or expansion occurred during either of the periods being compared, properties under development, properties classified as held for development and properties classified as discontinued operations. Information provided on a redevelopment same-store basis includes the results of properties undergoing significant redevelopment for the entirety or portion of both periods being compared. The following table shows the properties included in the same-store, non-same store and redevelopment same-store portfolio for the comparative periods presented.

|  | Comparison of Three Months Ended March 31, 2014 to 2013 |  |  |
| :---: | :---: | :---: | :---: |
|  | Same-Store | Non Same-Store | Redevelopment Same-Store |
| Retail Properties |  |  |  |
| Carmel Country Plaza | X |  | X |
| Carmel Mountain Plaza | X |  | X |
| South Bay Marketplace | X |  | X |
| Rancho Carmel Plaza | X |  | X |
| Lomas Santa Fe Plaza | X |  | X |
| Solana Beach Towne Centre | X |  | X |
| Del Monte Center | X |  | X |
| Geary Marketplace | X |  | X |
| The Shops at Kalakaua | X |  | X |
| Waikele Center | X |  | X |
| Alamo Quarry Market | X |  | X |
| Office Properties |  |  |  |
| Torrey Reserve Campus |  | X | X |
| Solana Beach Corporate Centre | X |  | X |
| The Landmark at One Market | X |  | X |
| One Beach Street | X |  | X |
| First \& Main | X |  | X |
| Lloyd District Portfolio |  | X | X |
| City Center Bellevue | X |  | X |
| Multifamily Properties |  |  |  |
| Loma Palisades | X |  | X |
| Imperial Beach Gardens | X |  | X |
| Mariner's Point | X |  | X |
| Santa Fe Park RV Resort | X |  | X |
| Mixed-Use Properties |  |  |  |
| Waikiki Beach Walk - Retail | X |  | X |
| Waikiki Beach Walk - Embassy Suites ${ }^{\text {TM }}$ | X |  | X |
| Development Properties |  |  |  |
| Sorrento Pointe - Land |  | X |  |
| Torrey Reserve - Land |  | X |  |
| Solana Beach Corporate Centre - Land |  | X |  |
| Solana Beach - Highway 101 - Land |  | X |  |
| Lloyd District Portfolio - Land |  | X |  |

 escalators, new entrances, etc.) which are required to make the space leasable. Incentives include amounts paid to tenants as an inducement to sign a lease that do not represent building improvements.

