



# Multi-Family Market Report

## San Francisco - CA

PREPARED BY



**MULTI-FAMILY MARKET REPORT**

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12 Mo. Delivered Units

**2,004**

12 Mo. Absorption Units

**1,806**

Vacancy Rate

**7.1%**

12 Mo. Asking Rent Growth

**-1.0%**

As of the third quarter of 2023, the San Francisco apartment market is showing signs of stability after the volatility of recent years. Vacancy has levelled-off, albeit at a higher level than pre-pandemic. Rent growth is generally flat, and construction activity has shifted from the city of San Francisco to the Peninsula. Investment activity is muted, reflecting broader economic headwinds.

Social and economic changes brought about by hybrid working, the aftermath of the pandemic, and a cyclical economic slowdown, have impacted how and where people live. The owners and managers of apartment buildings in San Francisco are stewards of expensive and highly regulated multifamily buildings that cannot be easily or quickly changed and reconfigured to suit changing market demand. Developers and landlords are trying to figure out what these demand changes mean and how to respond to the evolving housing marketplace.

The influx of tech companies and their young, mobile workforce created excess demand for housing in the city of San Francisco in the 2010s. Large numbers of new office buildings, condominiums, and apartment towers were built on redevelopment sites in neighborhoods such as Mission Bay and South of Market. Gentrification brought both opportunity and conflict, as the socio-demographic profile of neighborhoods shifted to accommodate a new generation of workers. Towards the end of the 2010s, strong housing demand had pushed rents to record levels, making San Francisco one of the most unaffordable housing markets in the nation.

In 2020, when the pandemic hit and San Francisco went into an extended lockdown, many renters, who were already overwhelmed by the high cost of housing, took the opportunity to leave the city in search of less-expensive alternatives. Almost 10,000 units were vacated, and the vacancy rate increased to 11.3%, while market rents fell by 11%.

Recovery in San Francisco has been slower than most other major markets, which improved rapidly in 2021. The city has some of the lowest return to office metrics in the nation. Consequently, apartment vacancy has recovered only to 7.1%, and rents are still below 2019 levels. The average rent in San Francisco is still the highest in the nation but the gap is closing.

The trailing 12-month absorption for market-rate apartments sits at 1,900 units, compared to the 10 year average of 2,100 units. Looking ahead, positive absorption is projected for the metro market, but the rate of improvement in areas close to Downtown San Francisco will depend upon both a return to in-office working and improvements to safety and security. Social problems associated with homelessness, drug activity and crime are a significant disincentive to residents. The social problems are highly localized. In the words of one local property manager, "anything north of California Street is in high demand but neighborhoods to the south of that line I won't touch". There is additional uncertainty around employment, as tech companies implement hiring freezes and layoffs.

Oversupply caused by new construction should not be a problem in the short term. Most projects currently under construction are located on the Peninsula, in areas where demand has recovered to a greater extent than downtown. Activity is muted in downtown San Francisco, however many new developments have been approved and are ready to break ground once economic conditions are favorable. For example, the South of Market submarket alone has 25 proposed projects, with a total of more than 5,000 units.

In the investment market, sales activity has slowed substantially over the past year, as the effects of interest rate increases and economic uncertainty dampened investor interest.



### KEY INDICATORS

Current Quarter	Units	Vacancy Rate	Asking Rent	Effective Rent	Absorption Units	Delivered Units	Under Constr Units
4 & 5 Star	40,255	9.5%	\$3,770	\$3,726	17	0	3,113
3 Star	47,819	7.5%	\$2,912	\$2,885	3	0	625
1 & 2 Star	91,534	5.8%	\$2,410	\$2,397	0	0	0
<b>Market</b>	<b>179,608</b>	<b>7.1%</b>	<b>\$3,048</b>	<b>\$3,020</b>	<b>20</b>	<b>0</b>	<b>3,738</b>

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	0%	5.3%	6.6%	10.9%	2020 Q4	2.8%	2000 Q1
Absorption Units	1,806	1,137	1,653	8,061	2021 Q4	(6,209)	2020 Q3
Delivered Units	2,004	1,547	1,542	4,317	2016 Q3	22	2012 Q1
Demolished Units	0	42	67	350	2013 Q3	0	2023 Q2
Asking Rent Growth (YOY)	-1.0%	1.7%	3.2%	19.1%	2001 Q1	-11.6%	2002 Q4
Effective Rent Growth (YOY)	-0.9%	1.7%	3.2%	19.0%	2001 Q1	-11.9%	2020 Q4
Sales Volume	\$1.9B	\$1.5B	N/A	\$3.1B	2020 Q1	\$314.5M	2009 Q3

As of the third quarter of 2023 the apartment vacancy rate in San Francisco stands at 7.1%, and has been holding steady around this level for the past 12 months. While this is an improvement over the 2020 high of 10.9%, it remains above the pre-pandemic average of 5% to 6%. A multitude of factors, including population decline, remote working, and social problems related to homelessness and crime, have reduced demand across the metro area, with the largest impacts hitting neighborhoods in the heart of San Francisco.

Moreover, in alignment with national trends, demand and absorption has slowed in recent quarters in response to high inflation and rising interest rates, which have dampened renter activity and new household formation. Nevertheless, annual net absorption, at 1,900 units, is only slightly below the metro area's 10 year annual average of 2,100 units.

In 2020, the vacancy rate for high-end units reached nearly 20%. Since then, the return of some high-income renters has reduced 4 & 5 Star vacancy to 9.5%. Mid-level assets typically perform relatively well in San Francisco. In normal times, there is no shortage of demand for moderately priced options, but job losses

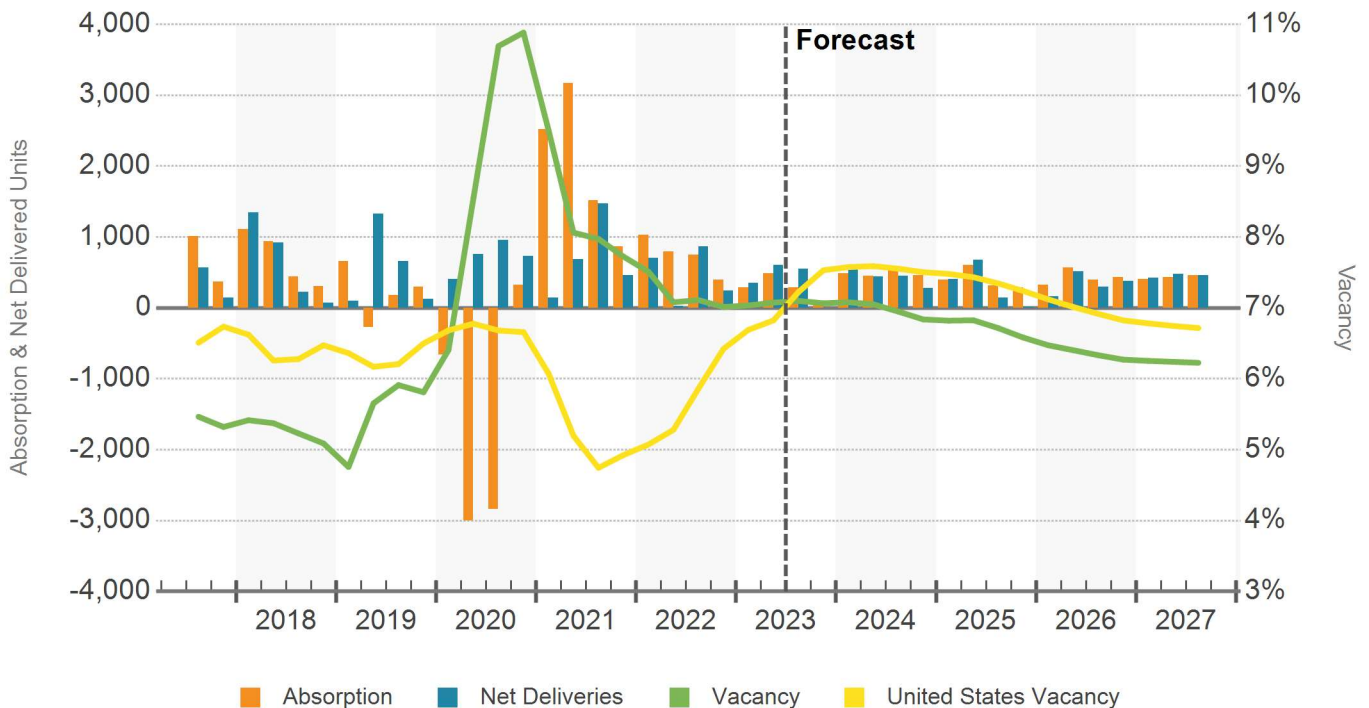
and relocations to other cities have negatively affected all segments of the market. Vacancy among 3 Star assets in 2023q3 registers near the market average at 7.5%, while 1 & 2 Star vacancy is currently 5.8%.

Among the submarkets with the highest vacancy rates are those that saw the greatest exodus of tech workers during the pandemic and those with the worst street-level social problems. These neighborhoods include parts of Downtown San Francisco, Haight-Ashbury/Castro/Noe Valley, and Civic Center/Tenderloin.

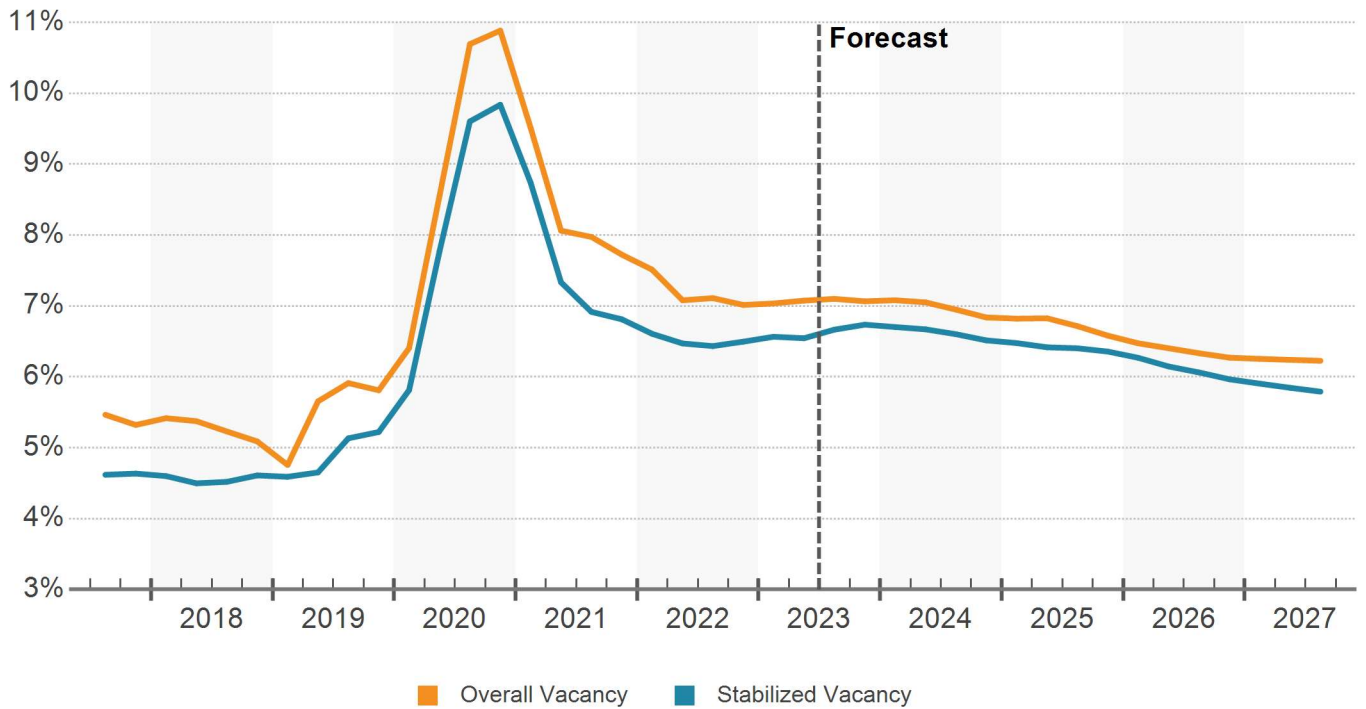
Demand is likely to remain muted compared to pre-pandemic levels. A large drop in the number of people working downtown has had a direct impact on the demand for apartments in neighboring areas, where proximity to the workplace is a prime attraction.

Overall, the apartment market continues to benefit from high single-family home and condo pricing, which creates a barrier to home ownership in the area. San Francisco's homeownership rate ranks among the lowest in the country at under 40%, and future housing development is expected to be predominantly concentrated in apartment properties.

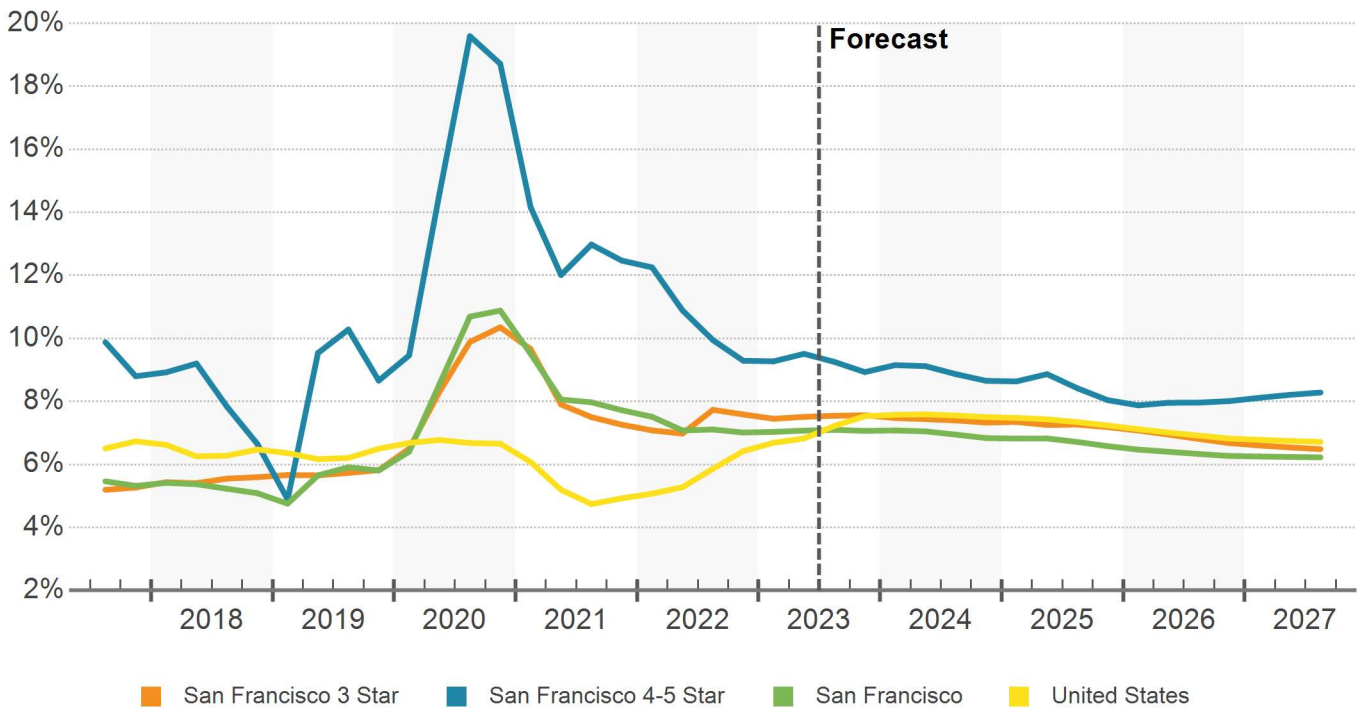
### ABSORPTION, NET DELIVERIES & VACANCY



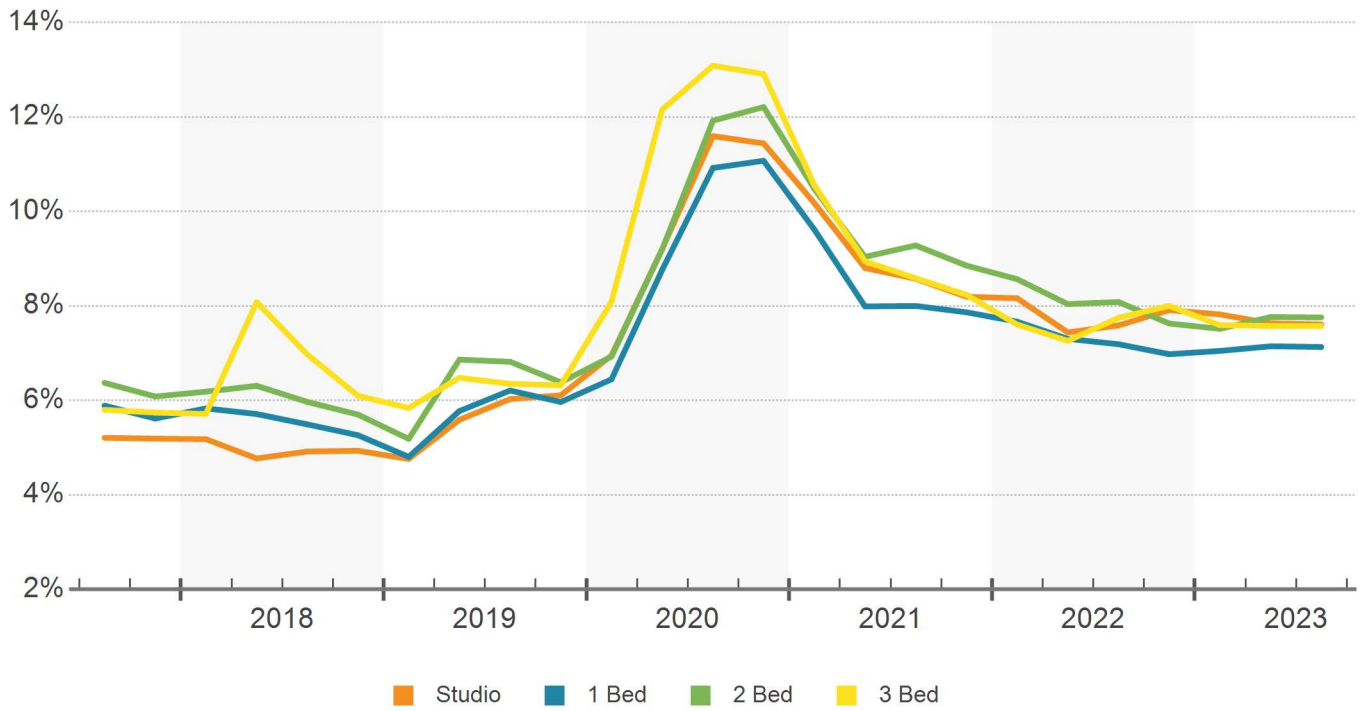
## OVERALL & STABILIZED VACANCY



## VACANCY RATE



### VACANCY BY BEDROOM



Apartments rent for an average of \$3,050/month in San Francisco. As of 2023q3 this is the highest rate in the nation and reflects a history of strong demand for housing and a limited supply. For-sale housing prices also rank among the highest nationwide.

However, rent growth has slowed in recent years, allowing the gap between San Francisco and other cities to narrow. Over the past three years, average annual rent growth in San Francisco was -0.2%, whereas the national average over this period was 5.1% per year. However, with the national average rent standing at just \$1,670/month, tenants still pay a large premium to rent in the city. In the past three years, affordability has improved as incomes have risen faster than rents.

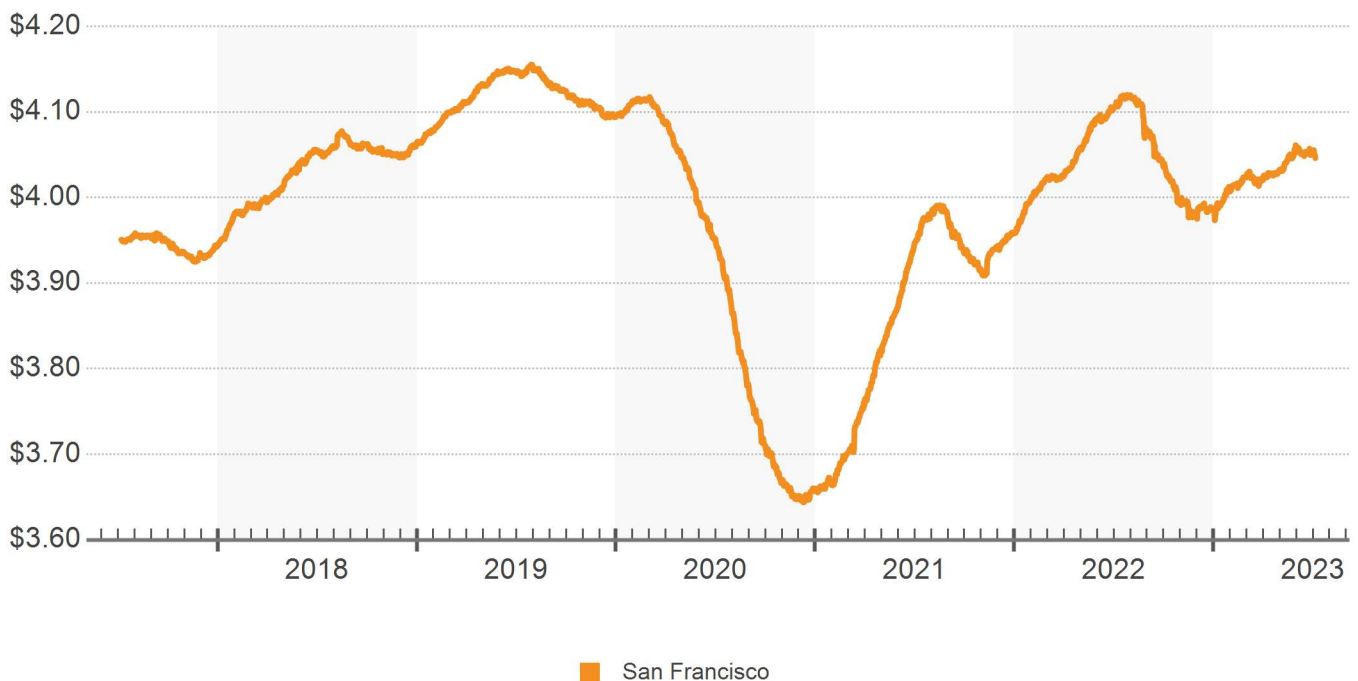
Rent growth hit a decade high of 7.8% in early 2022, before declining in the second half of the year. Annual rent growth as of 2023q3 is negative by -1.0%, and

average asking rates remain below the levels reached in 2019.

Asking rents are highest in Downtown San Francisco, Mission Bay and South of Market. These areas saw the largest levels of new construction in the 2010s, most of which was in the 4 & 5 Star category that commands the highest rents in the city.

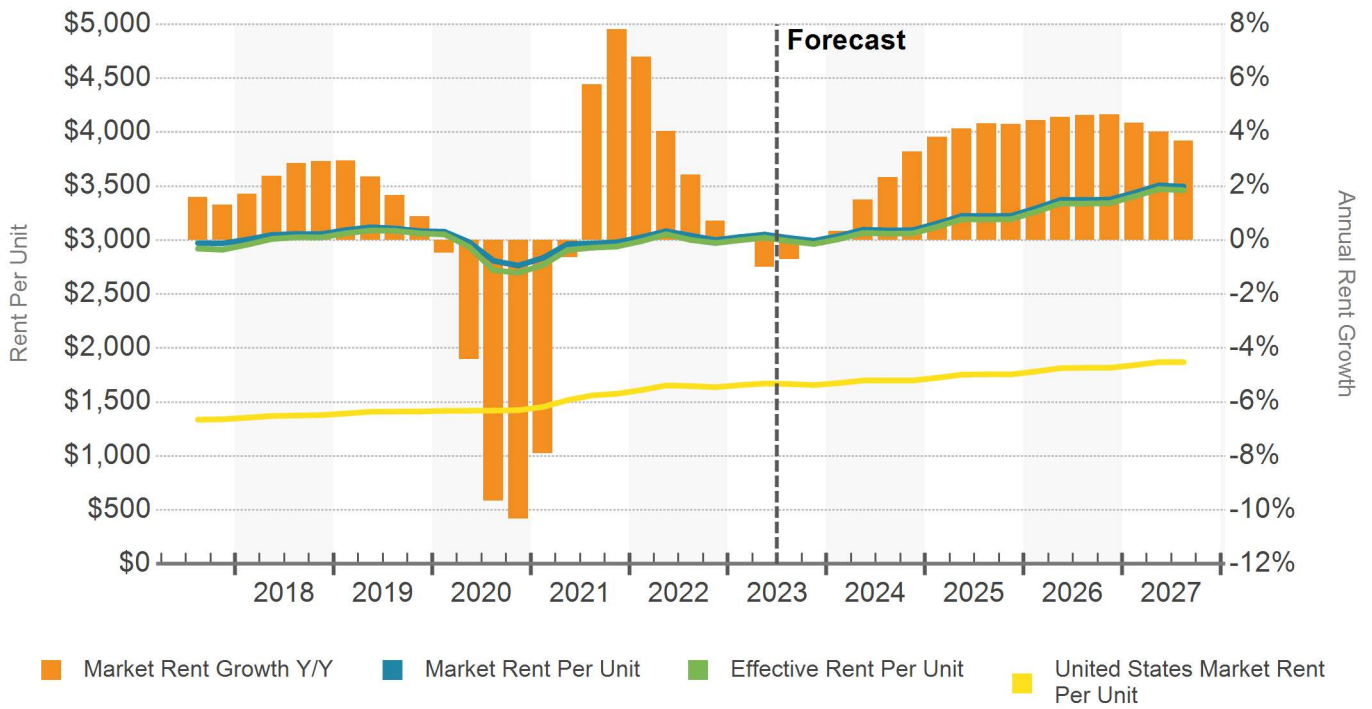
Over the past decade, rent growth among mid-quality 3 Star properties outperformed 1 & 2 Star as well as 4 & 5 Star properties. As predominantly luxury properties were built in the development cycle, demand for middle-class housing remained overwhelming. For the year ending 2023q3, asking rents for properties rated 4 & 5 Star fell by -2.7% year over year, which compares to changes of -0.1% among 3 Star properties and 0.8% among 1 & 2 Star properties.

### DAILY ASKING RENT PER SF

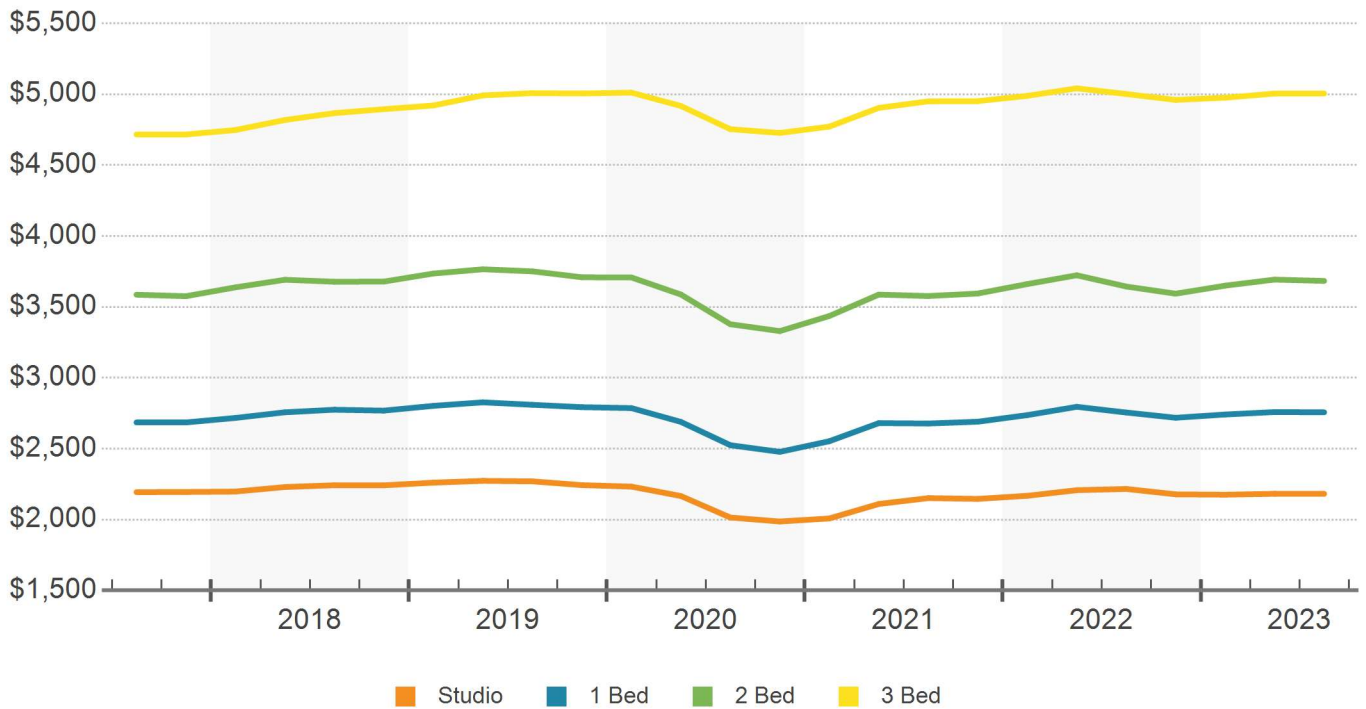




### MARKET RENT PER UNIT & RENT GROWTH



### MARKET RENT PER UNIT BY BEDROOM



### 4 & 5 STAR EXPENSES PER SF (ANNUAL)

Market / Cluster	Operating Expenses								Capital Expenditures			Total
	Mgmt.	Admin.	Payroll	Water	Utilities	Maint.	Insurance	Taxes	Appliance	Structural	Other	
<b>San Francisco</b>	\$1.20	\$1.53	\$1.09	\$0.98	\$1.86	\$1.77	\$0.70	\$2.77	\$0.17	\$1.32	\$1.38	<b>\$14.77</b>
Bayview/Visitacion...	\$1.15	\$1.58	\$1.05	\$1.05	\$2.05	\$1.82	\$0.89	\$2.77	\$0.17	\$1.34	\$1.40	\$15.27
Civic Center/Tender...	\$1.15	\$1.58	\$1.05	\$1.05	\$2.05	\$1.82	\$0.89	\$2.77	\$0.17	\$1.34	\$1.40	\$15.27
Daly City/Brisbane	\$1.35	\$1.58	\$1.20	\$0.91	\$1.70	\$1.82	\$0.46	\$2.78	\$0.17	\$1.34	\$1.40	\$14.71
Downtown San Fra...	\$1.12	\$1.53	\$1.04	\$1.02	\$1.99	\$1.78	\$0.86	\$2.67	\$0.16	\$1.29	\$1.36	\$14.82
Foster City/Redwoo...	\$1.34	\$1.46	\$1.20	\$0.90	\$1.69	\$1.68	\$0.46	\$2.76	\$0.16	\$1.34	\$1.39	\$14.38
Haight-Ashbury/Cas...	\$1.15	\$1.58	\$1.05	\$1.05	\$2.05	\$1.82	\$0.89	\$2.77	\$0.17	\$1.34	\$1.40	\$15.27
Marina/Pacific Heig...	\$1.15	\$1.58	\$1.05	\$1.05	\$2.05	\$1.82	\$0.89	\$2.77	\$0.17	\$1.34	\$1.40	\$15.27
Mission Bay/China...	\$1.15	\$1.58	\$1.05	\$0.95	\$1.74	\$1.82	\$0.64	\$3.03	\$0.17	\$1.34	\$1.40	\$14.87
Pacifica	\$1.45	\$1.58	\$1.24	\$0.97	\$1.83	\$1.82	\$0.49	\$2.82	\$0.17	\$1.34	\$1.40	\$15.11
Redwood City/Menl...	\$1.20	\$1.34	\$1.09	\$0.83	\$1.51	\$1.53	\$0.42	\$2.34	\$0.14	\$1.11	\$1.22	\$12.73
Richmond/Western...	\$1.15	\$1.58	\$1.05	\$1.05	\$2.05	\$1.82	\$0.89	\$2.77	\$0.17	\$1.34	\$1.40	\$15.27
S San Francisco/Sa...	\$1.35	\$1.58	\$1.20	\$0.91	\$1.70	\$1.82	\$0.46	\$2.78	\$0.17	\$1.34	\$1.40	\$14.71
San Mateo/Burlinga...	\$1.33	\$1.35	\$1.19	\$0.90	\$1.68	\$1.54	\$0.45	\$2.75	\$0.14	\$1.33	\$1.39	\$14.05
South Of Market	\$1.15	\$1.58	\$1.05	\$0.98	\$1.82	\$1.82	\$0.70	\$2.96	\$0.17	\$1.34	\$1.40	\$14.97
Sunset/Lakeshore	\$1.15	\$1.58	\$0.94	\$1.09	\$2.05	\$1.82	\$0.95	\$2.77	\$0.17	\$1.34	\$1.40	\$15.26

Expenses are estimated using NCREIF, IREM, and CoStar data using the narrowest possible geographical definition from Zip Code to region.

### 3 STAR EXPENSES PER SF (ANNUAL)

Market / Cluster	Operating Expenses								Capital Expenditures			Total
	Mgmt.	Admin.	Payroll	Water	Utilities	Maint.	Insurance	Taxes	Appliance	Structural	Other	
<b>San Francisco</b>	\$1.03	\$1.05	\$0.99	\$0.91	\$1.72	\$1.28	\$0.64	\$2.50	\$0.07	\$1.19	\$1.27	<b>\$12.65</b>
Bayview/Visitacion...	\$0.96	\$1.41	\$1	\$1	\$1.95	\$1.68	\$0.85	\$2.64	\$0.06	\$1.28	\$1.34	\$14.17
Civic Center/Tender...	\$0.95	\$1.39	\$0.99	\$0.98	\$1.92	\$1.66	\$0.83	\$2.58	\$0.06	\$1.25	\$1.31	\$13.92
Daly City/Brisbane	\$1.19	\$0.70	\$1.07	\$0.82	\$1.49	\$0.78	\$0.41	\$2.35	\$0.07	\$1.12	\$1.22	\$11.22
Downtown San Fra...	\$0.96	\$1.40	\$1	\$0.99	\$1.93	\$1.67	\$0.83	\$2.60	\$0.07	\$1.26	\$1.32	\$14.03
Foster City/Redwoo...	\$1.31	\$0.99	\$1.17	\$0.88	\$1.65	\$1.12	\$0.44	\$2.70	\$0.10	\$1.30	\$1.36	\$13.02
Haight-Ashbury/Cas...	\$0.95	\$1.38	\$0.99	\$0.98	\$1.90	\$1.66	\$0.82	\$2.55	\$0.06	\$1.23	\$1.30	\$13.82
Marina/Pacific Heig...	\$0.92	\$1.30	\$0.95	\$0.92	\$1.76	\$1.60	\$0.74	\$2.33	\$0.06	\$1.11	\$1.21	\$12.90
Mission Bay/China...	\$1.04	\$1	\$1	\$0.91	\$1.66	\$1.68	\$0.61	\$2.88	\$0.06	\$1.28	\$1.34	\$13.46
Outlying San Mateo...	\$1.28	\$0.64	\$1.15	\$0.87	\$1.62	\$0.72	\$0.43	\$2.65	\$0.06	\$1.28	\$1.34	\$12.04
Pacifica	\$1.44	\$0.96	\$1.21	\$0.97	\$1.83	\$0.96	\$0.48	\$2.73	\$0.09	\$1.30	\$1.35	\$13.32
Redwood City/Menl...	\$1.08	\$0.63	\$1	\$0.75	\$1.35	\$0.71	\$0.38	\$2.11	\$0.06	\$0.92	\$1.06	\$10.05
Richmond/Western...	\$0.94	\$1.37	\$0.98	\$0.97	\$1.88	\$1.65	\$0.80	\$2.51	\$0.06	\$1.21	\$1.29	\$13.66
S San Francisco/Sa...	\$1.24	\$0.64	\$1.11	\$0.84	\$1.56	\$0.71	\$0.42	\$2.50	\$0.06	\$1.20	\$1.28	\$11.56
San Mateo/Burlinga...	\$1.22	\$0.71	\$1.10	\$0.84	\$1.54	\$0.79	\$0.42	\$2.46	\$0.07	\$1.18	\$1.26	\$11.59
South Of Market	\$1.07	\$1.41	\$1.03	\$0.96	\$1.79	\$1.75	\$0.70	\$2.88	\$0.12	\$1.31	\$1.37	\$14.39
Sunset/Lakeshore	\$0.56	\$1.14	\$0.50	\$1.04	\$1.92	\$1.68	\$0.91	\$2.60	\$0.07	\$1.26	\$1.32	\$13

Expenses are estimated using NCREIF, IREM, and CoStar data using the narrowest possible geographical definition from Zip Code to region.

### 1 & 2 STAR EXPENSES PER SF (ANNUAL)

Market / Cluster	Operating Expenses								Capital Expenditures			Total
	Mgmt.	Admin.	Payroll	Water	Utilities	Maint.	Insurance	Taxes	Appliance	Structural	Other	
<b>San Francisco</b>	\$0.74	\$0.75	\$0.71	\$0.60	\$0.98	\$0.99	\$0.32	\$1.11	\$0.06	\$0.45	\$0.70	<b>\$7.41</b>
Bayview/Visitacion...	\$0.77	\$0.89	\$0.74	\$0.61	\$1	\$1.30	\$0.34	\$1.12	\$0.06	\$0.46	\$0.70	<b>\$7.99</b>
Civic Center/Tender...	\$0.79	\$0.95	\$0.77	\$0.65	\$1.10	\$1.34	\$0.39	\$1.28	\$0.06	\$0.55	\$0.77	<b>\$8.65</b>
Daly City/Brisbane	\$0.76	\$0.61	\$0.73	\$0.59	\$0.94	\$0.68	\$0.31	\$1.03	\$0.06	\$0.41	\$0.67	<b>\$6.79</b>
Downtown San Fra...	\$0.77	\$0.90	\$0.75	\$0.62	\$1.01	\$1.31	\$0.35	\$1.14	\$0.06	\$0.47	\$0.71	<b>\$8.09</b>
Foster City/Redwoo...	\$0.80	\$0.61	\$0.76	\$0.61	\$1	\$0.68	\$0.32	\$1.17	\$0.06	\$0.48	\$0.72	<b>\$7.21</b>
Haight-Ashbury/Cas...	\$0.76	\$0.87	\$0.73	\$0.59	\$0.95	\$1.29	\$0.32	\$1.05	\$0.06	\$0.42	\$0.68	<b>\$7.72</b>
Marina/Pacific Heig...	\$0.76	\$0.87	\$0.73	\$0.60	\$0.96	\$1.29	\$0.32	\$1.06	\$0.06	\$0.42	\$0.68	<b>\$7.75</b>
Mission Bay/China...	\$0.76	\$0.86	\$0.73	\$0.59	\$0.94	\$1.28	\$0.31	\$1.03	\$0.06	\$0.41	\$0.67	<b>\$7.64</b>
Outlying San Mateo...	\$0.76	\$0.61	\$0.73	\$0.59	\$0.94	\$0.68	\$0.31	\$1.03	\$0.06	\$0.41	\$0.67	<b>\$6.79</b>
Pacifica	\$0.77	\$0.70	\$0.73	\$0.59	\$0.95	\$0.64	\$0.31	\$1.05	\$0.06	\$0.42	\$0.67	<b>\$6.89</b>
Redwood City/Menl...	\$0.75	\$0.61	\$0.72	\$0.58	\$0.93	\$0.68	\$0.31	\$1.05	\$0.06	\$0.40	\$0.66	<b>\$6.75</b>
Richmond/Western...	\$0.77	\$0.89	\$0.74	\$0.61	\$0.98	\$1.30	\$0.33	\$1.10	\$0.06	\$0.44	\$0.69	<b>\$7.91</b>
S San Francisco/Sa...	\$0.76	\$0.61	\$0.73	\$0.59	\$0.94	\$0.68	\$0.31	\$1.03	\$0.06	\$0.41	\$0.67	<b>\$6.79</b>
San Mateo/Burlinga...	\$0.81	\$0.62	\$0.77	\$0.62	\$1	\$0.68	\$0.32	\$1.19	\$0.06	\$0.49	\$0.73	<b>\$7.29</b>
South Of Market	\$0.86	\$0.93	\$0.83	\$0.71	\$1.21	\$1.42	\$0.43	\$1.70	\$0.06	\$0.72	\$0.91	<b>\$9.78</b>
Sunset/Lakeshore	\$0.48	\$0.86	\$0.42	\$0.59	\$0.94	\$1.28	\$0.31	\$1.03	\$0.06	\$0.41	\$0.67	<b>\$7.05</b>

Expenses are estimated using NCREIF, IREM, and CoStar data using the narrowest possible geographical definition from Zip Code to region.

The completion of new apartment units in San Francisco has slowed recently. As of 2023q3, just 2,000 units delivered over the past year. This compares to the 5 year average of 2,300 units per year. However, the pace of new construction has picked up recently, and approximately 2,500 units are projected to be completed in calendar year 2023.

Almost all of the stock of market-rate units under construction is in 4 & 5 Star buildings. In total, there are 3,700 units underway, however that total includes 3,500 units in the massive Treasure Island redevelopment project, which will create a new neighborhood of around 8,000 homes. The project has recently started construction and is expected to begin delivering multifamily units in 2024. The supply impact of this project will be diffused over a time span of several years as the units start to be delivered from 2024 onwards. Including this development, the under construction stock measures 2.1% of existing inventory, slightly below the average rate of 5.6% across the nation.

Geographically, development in the 2010s was concentrated in redevelopment areas close to downtown San Francisco, including South of Market and Mission Bay/China Basin/Potrero Hill. These areas have good access to the city's main centers for work and recreation, plus access to freeways and Caltrain, which provide transportation to major employment hubs in the

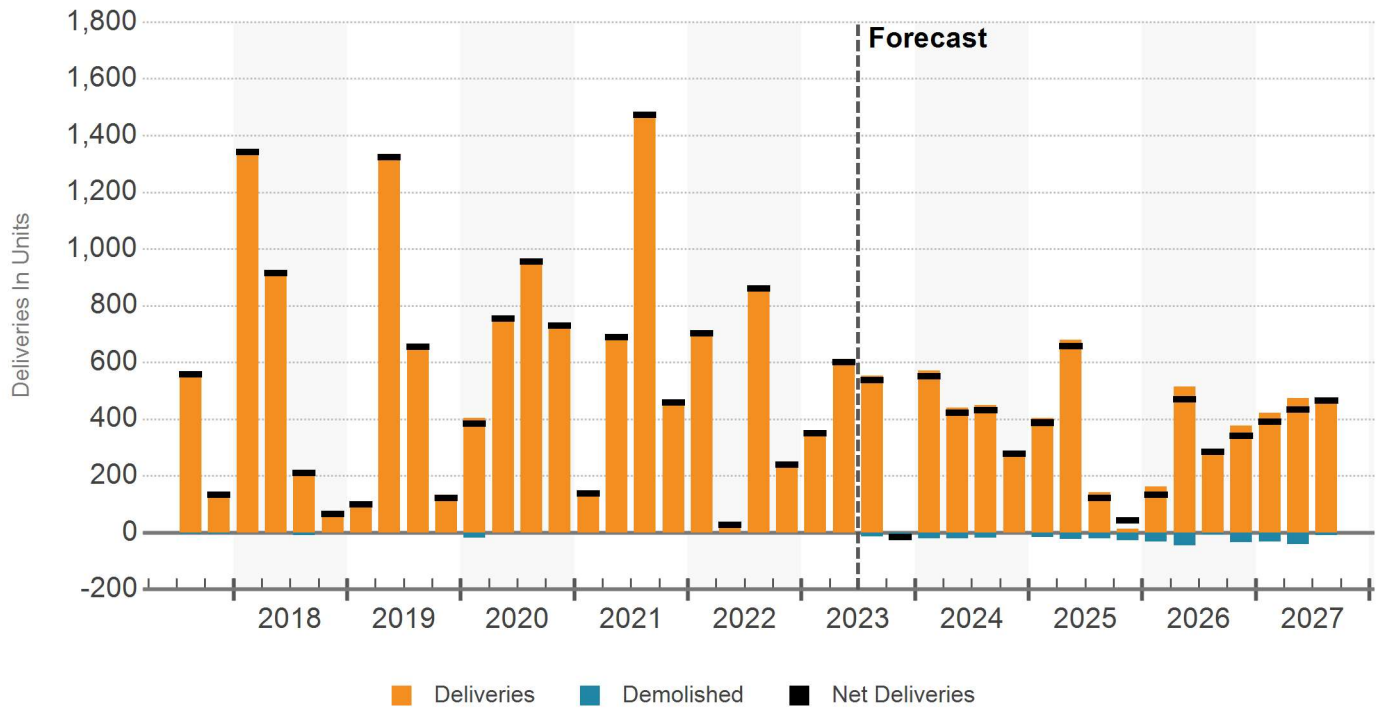
Peninsula, Silicon Valley, and San Jose.

By contrast, much of the current construction pipeline is located to the south of San Francisco. Spurred by growth in life sciences and biotechnology, new projects are clustered in Peninsula employment markets such as South San Francisco, San Mateo and Redwood City, which have emerged as popular locations for transit-oriented development around Caltrain stations. Of the 2,500 units set to be delivered in 2023, 2,000 are located in these areas, with just 500 being delivered in the city of San Francisco. An example of a newer project of this type is Station 16 at Millbrae. This 320-unit mid-rise building was completed in February 2023, and, as of 2023q3, is 20% leased, with average asking rents at \$3,900/unit.

Although recent development has been robust in comparison to historical standards, San Francisco is generally more insulated from supply risk than most markets in the country. Stringent zoning, costly affordable housing requirements, NIMBY objection, and a lack of available land make the development process in San Francisco more arduous than in the vast majority of U.S. cities. As a result, supply growth over the past 40 years falls below most major U.S. markets on a percentage basis, despite strong demand for more housing.



### DELIVERIES & DEMOLITIONS



# Under Construction Properties

San Francisco Multi-Family

Properties

Units

Percent of Inventory

Avg. No. Units

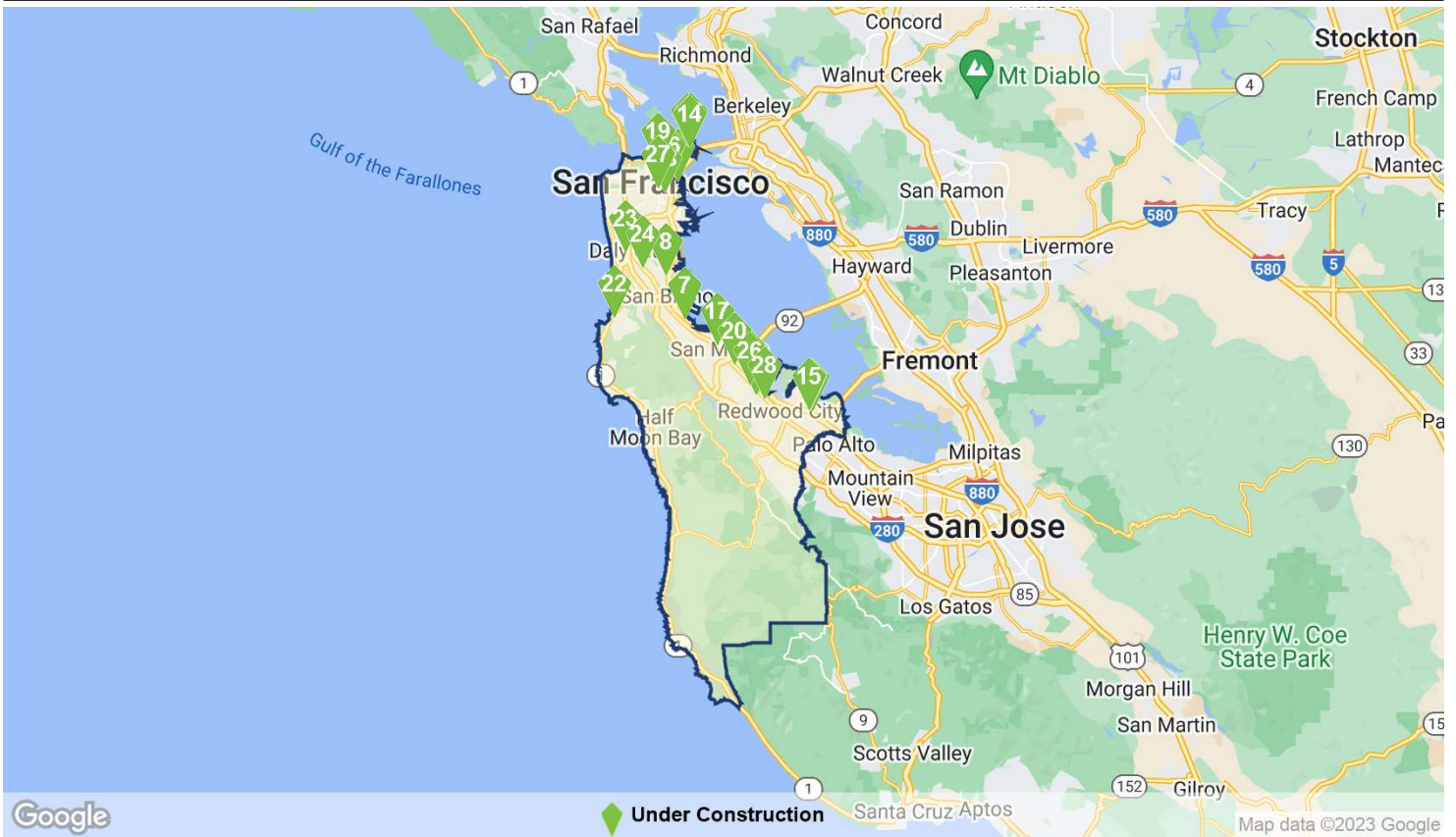
28

3,738

2.1%

134

## UNDER CONSTRUCTION PROPERTIES



## UNDER CONSTRUCTION

Property Name/Address	Rating	Units	Stories	Start	Complete	Developer/Owner
1 141 Jefferson Dr	★★★★☆	441	7	Jun 2022	Jun 2024	Greystar Real Estate Partners Greystar Real Estate Partners
2 Menlo Portal 115 Independence Dr	★★★★☆	335	6	Jun 2022	Jul 2024	Greystar Real Estate Partners -
3 110 Constitution Dr	★★★★★	320	7	Feb 2022	Dec 2023	Greystar Real Estate Partners Greystar Real Estate Partners
4 Building F 1051 3rd St	★★★★☆	255	23	Nov 2021	Nov 2024	Tishman Speyer Port of San Francisco
5 Artisan Crossing 1325 Old Country Rd	★★★★☆	250	3	Jun 2021	Nov 2023	Windy Hill Property Ventures, Inc. Windy Hill Property Ventures, Inc.
6 Tidal House 39 Bruton St	★★★★☆	250	22	Jan 2022	Jan 2025	Dci Construction Inc -
7 One Adrian 1 Adrian Ct	★★★★☆	227	7	May 2022	Sep 2023	Carmel Partners Carmel Partners

# Under Construction Properties

San Francisco Multi-Family

## UNDER CONSTRUCTION

Property Name/Address	Rating	Units	Stories	Start	Complete	Developer/Owner
8 <b>Cadence Phase II</b> 200-216 Miller Ave	★★★★★	195	7	Jan 2022	May 2024	Sares-Regis Group of Northern C... Sares-Regis Group
9 <b>Hawkins</b> 55 Bruton St	★★★★★	178	4	Oct 2022	Aug 2024	- Lennar
10 <b>C3.5</b> 401 Avenue A Ave	★★★★★	160	4	Jan 2022	May 2026	- Lennar
11 <b>The Hayden</b> 815 Old County Rd	★★★★★	150	5	Jun 2022	Sep 2023	Greenbelt Alliance Carmel Partners
12 <b>Treasure Island Parcel I...</b> 401 California Ave	★★★★★	150	1	Jun 2023	Jun 2026	- Lennar Corporation
13 <b>360 5th St</b>	★★★★★	127	8	Dec 2022	Apr 2026	LEAP Development LLC LEAP Development LLC
14 <b>1 Avenue of the Palms Ave</b>	★★★★★	117	5	Jun 2023	May 2025	- Lennar
15 <b>111 Independence Dr</b>	★★★★★	105	8	Nov 2022	Apr 2026	Sateez Kadivar Sateez Kadivar
16 <b>988 Harrison St</b>	★★★★★	90	8	Feb 2023	Feb 2025	JS Sullivan Development JS Sullivan Development
17 <b>Brickline Flats</b> 303 Baldwin Ave	★★★★★	64	4	Jun 2021	Aug 2023	Prometheus Real Estate Group, I... Michael Tragoutsis
18 <b>The Fitzgerald</b> 2095 Bryant St	★★★★★	63	6	Mar 2022	Nov 2024	Align Real Estate Rubicon Point Partners
19 <b>1580 Pacific Ave</b>	★★★★★	53	6	Mar 2022	Aug 2023	JS Sullivan Development JS Sullivan Development
20 <b>Hawthorne</b> 380 28th Ave	★★★★★	52	5	Nov 2022	Jan 2024	Wilson Meany Stockbridge Capital Group, LLC
21 <b>626-648 Walnut St</b>	★★★★★	37	5	Jun 2023	Sep 2024	Veev Veev
22 <b>801 Fassler Ave</b>	★★★★★	24	3	Sep 2022	Jan 2024	- Siddharth Sethi
23 <b>1784 Sullivan Ave</b>	★★★★★	22	5	May 2023	Apr 2024	- Michael J Hsiao Trust
24 <b>1309 Mission Rd</b>	★★★★★	20	4	Jan 2022	Oct 2023	Prosper Construction Development -
25 <b>1525 San Carlos Ave</b>	★★★★★	18	4	Sep 2019	Aug 2023	- Ying Wang
26 <b>1365 Fifth Ave</b>	★★★★★	15	2	Sep 2022	Sep 2023	- Belmont Firehouse Square Prope...
27 <b>1900 Mission St</b>	★★★★★	12	6	Apr 2022	Aug 2023	- Keith E Cich
28 <b>1240 El Camino Real</b>	★★★★★	8	-	Apr 2022	Aug 2023	- Shahab S. Tehrani

Sales activity in San Francisco has been below the market's long-term historical average over the past few years. As of the third quarter of 2023, a total of 180 deals had closed within the past 12 months, somewhat below the five-year average of 320 transactions per year. Investor interest remains subdued in 2023 after declining in the second half of 2022 in response to rapid increases in interest rates and economic uncertainty.

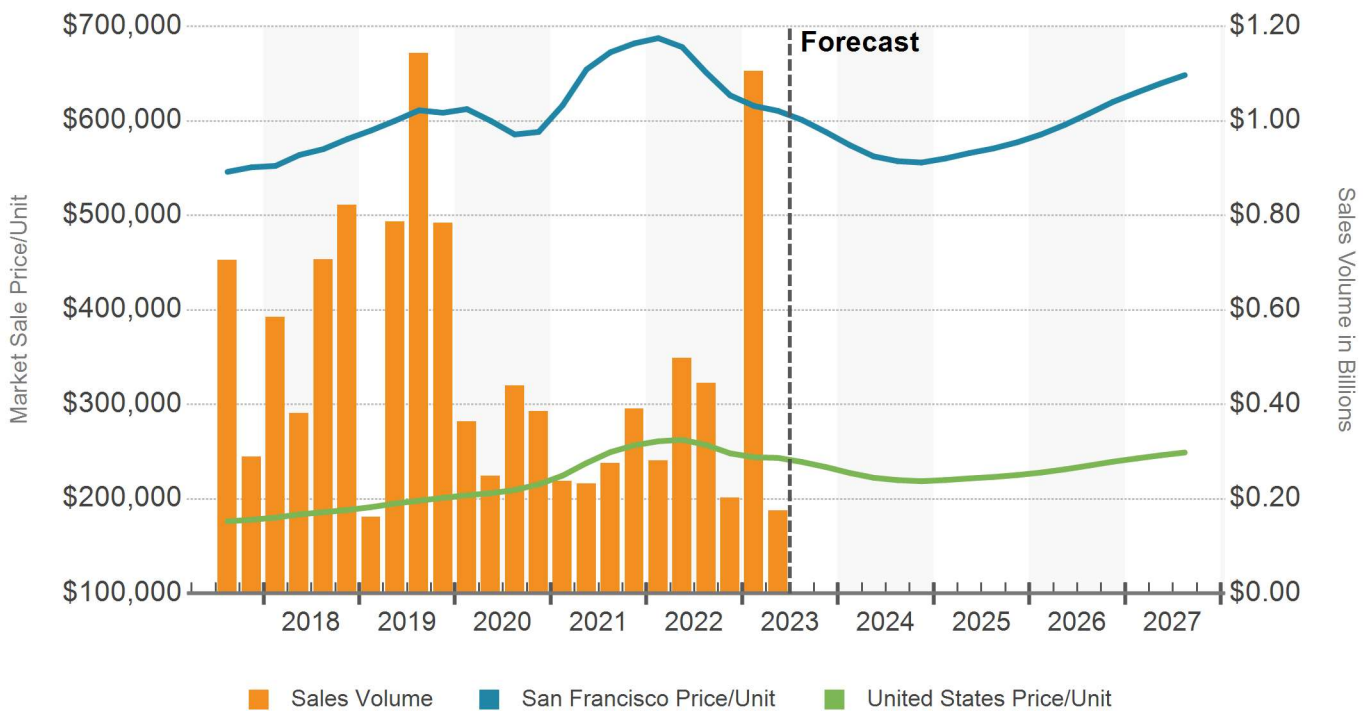
Historically, investors have been attracted to San Francisco's sound fundamentals and rent growth prospects. Development opportunities are limited, which gives buyers confidence that demand will outweigh supply in the long term, leading to improved operating income. San Francisco attracts institutional and foreign investment as a global gateway city, even at its prevailing low yields. Yet, by nature of its fragmented

and aged housing stock, opportunities to acquire core investment properties are generally limited. However, current economic concerns are for the most part outweighing these considerations.

Most sales that have closed year to date in 2023 are 2 Star and 3 Star buildings in the 6 to 12 unit size range. The average sale price over the past year was \$340,000/unit, and buyers are mostly private individuals, although a small number of developers are also actively acquiring buildings.

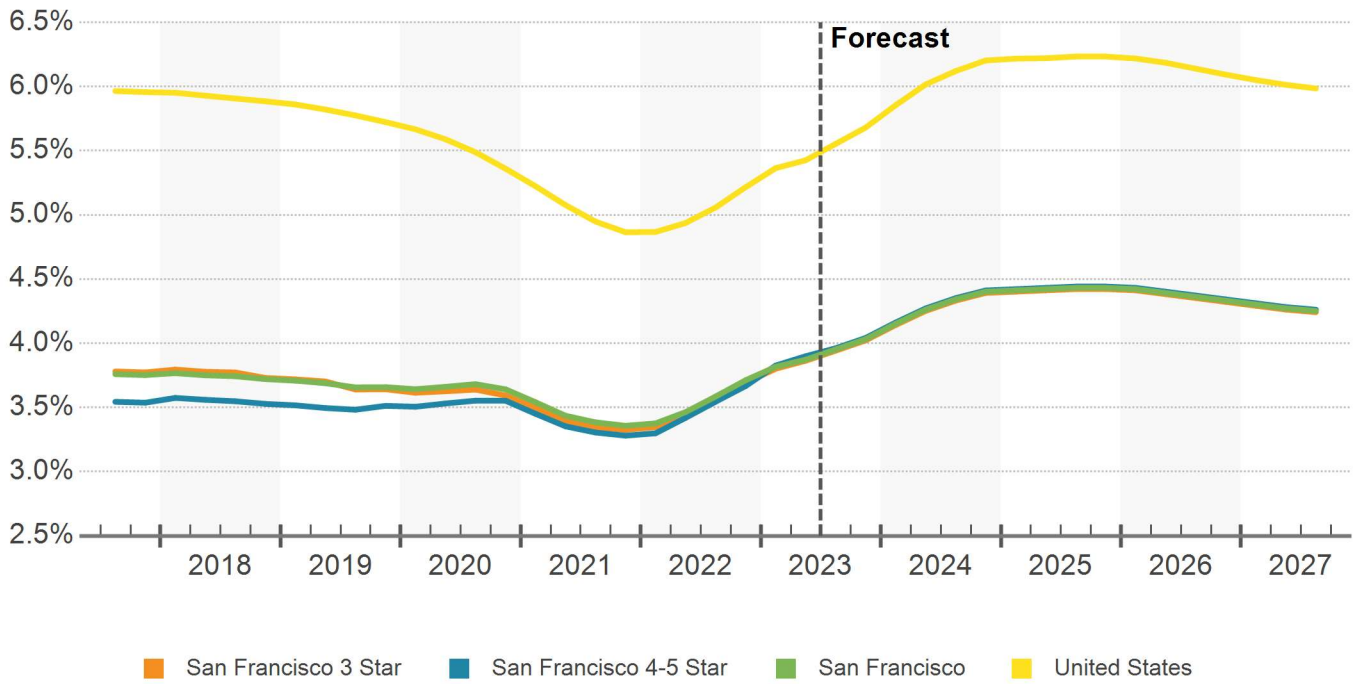
In January 2023, the 2,983-unit Westlake Village in Daly City was acquired by Carmel Partners for \$925 million, or \$297,000/unit. The 3 Star Garden style community has an average rent of approximately \$2,500/unit.

### SALES VOLUME & MARKET SALE PRICE PER UNIT





## MARKET CAP RATE



# Sales Past 12 Months

## San Francisco Multi-Family

Sale Comparables

**178**

Avg. Price/Unit (thous.)

**\$336**

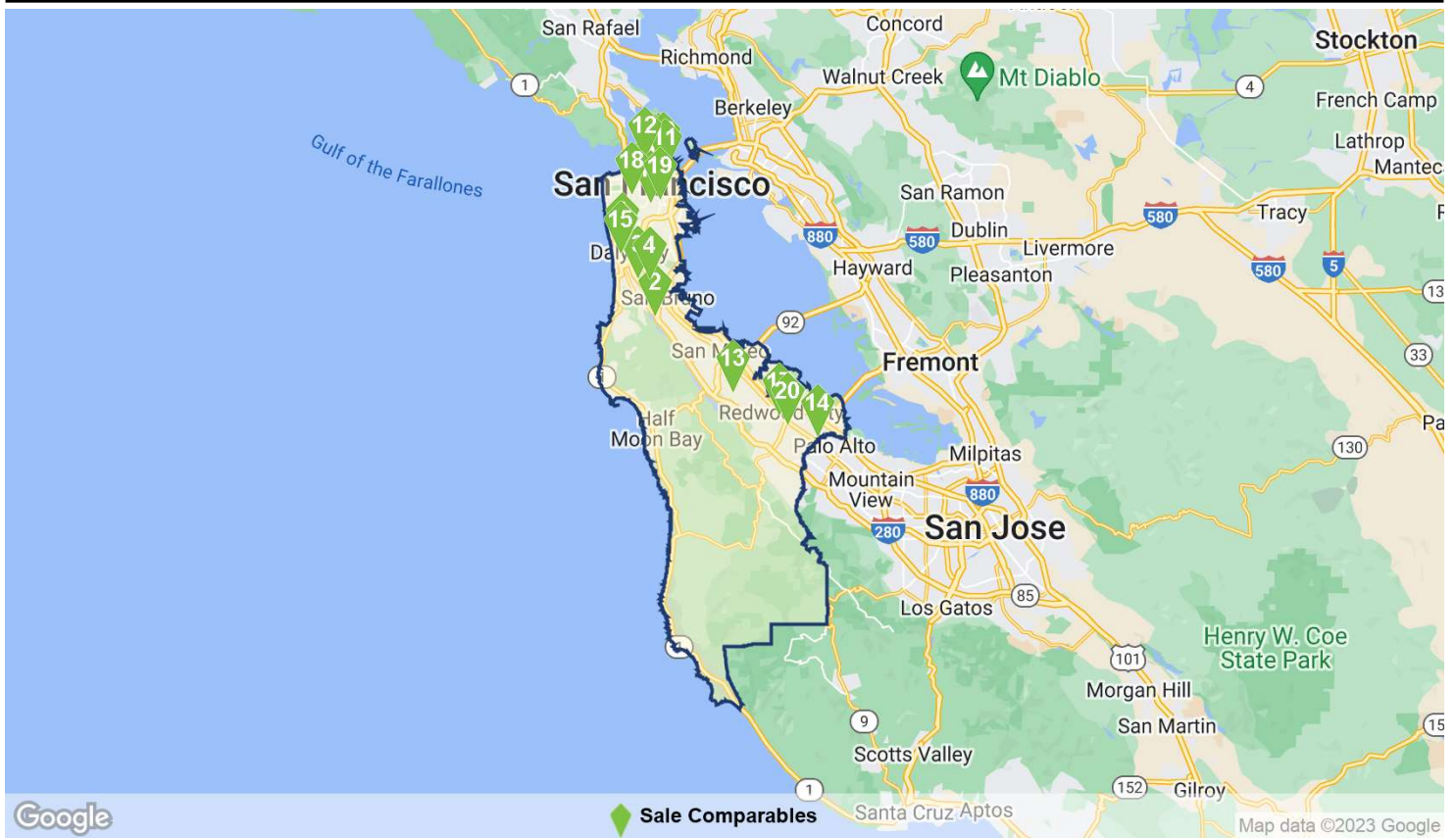
Average Price (mil.)

**\$10.9**

Average Vacancy at Sale

**9.8%**

### SALE COMPARABLE LOCATIONS



### SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$750,000	\$10,913,389	\$2,790,000	\$914,160,000
Price/Unit	\$43,750	\$335,714	\$382,291	\$1,130,000
Cap Rate	2.7%	4.6%	4.2%	13.7%
Vacancy Rate At Sale	0%	9.8%	0%	100%
Time Since Sale in Months	0.0	6.4	6.7	12.0
Property Attributes	Low	Average	Median	High
Property Size in Units	2	32	8	2,983
Number of Floors	1	2	3	7
Average Unit SF	118	857	817	2,021
Year Built	1885	1937	1937	2018
Star Rating	★ ★ ★ ★ ★	★ ★ ★ ★ ★ 2.1	★ ★ ★ ★ ★	★ ★ ★ ★ ★

# Sales Past 12 Months

## San Francisco Multi-Family

### RECENT SIGNIFICANT SALES

Property Name/Address	Property Information				Sale Information			
	Rating	Yr Built	Units	Vacancy	Sale Date	Price	Price/Unit	Price/SF
1 Westlake Village 333 Park Plaza Dr	★★★★★	1959	2983	11.7%	1/30/2023	\$914,160,000	\$306,456	\$352
2 Crystal Springs Terrace 2000 Crystal Springs Rd	★★★★★	1974	437	7.3%	9/19/2022	\$187,500,000	\$429,061	\$534
3 eaves Daly City 500 King Dr	★★★★★	1972	195	1.0%	5/31/2023	\$66,000,000	\$338,461	\$467
4 Clubview Apartments 849 W Orange Ave	★★★★★	1964	102	7.8%	1/19/2023	\$48,000,000	\$470,588	\$579
5 2242 Polk Apartments 2242 Polk St	★★★★★	1913	42	4.8%	10/3/2022	\$33,100,000	\$788,095	\$684
6 Atherton Green 70 Renato Ct	★★★★★	1963	51	52.9%	3/24/2023	\$24,035,500	\$471,284	\$700
7 Eastmoor Apartments 101 Eastmoor Ave	★★★★★	1961	78	0%	12/26/2022	\$22,500,000	\$288,461	\$435
8 1835 Vallejo St	★★★★★	1929	48	4.2%	12/6/2022	\$18,350,000	\$382,291	\$498
9 Alamo Square 625 Scott St	★★★★★	1928	42	4.8%	8/1/2022	\$18,050,000	\$429,761	\$600
10 The Cloisters 899 Green St	★★★★★	1923	38	2.6%	10/13/2022	\$15,625,000	\$411,184	\$620
11 901-903 Pine St	★★★★★	1908	36	0%	8/19/2022	\$14,330,000	\$398,055	\$484
12 3839 Divisadero St	★★★★★	1940	18	5.6%	9/23/2022	\$13,300,000	\$738,888	\$755
13 Hutton Terrace Apartments 1056 Continentals Way	★★★★★	1969	24	4.2%	2/2/2023	\$12,000,000	\$500,000	\$468
14 200 Waverley St	★★★★★	1958	10	0%	11/8/2022	\$11,300,000	\$1,130,000	\$1,221
15 Terrace View 26 Terrace View Ct	★★★★★	1968	122	9.8%	1/30/2023	\$10,840,000	\$88,852	\$79
16 1450 Castro St	★★★★★	1912	25	4.0%	8/1/2022	\$9,750,000	\$390,000	\$698
17 117 Vera Ave	★★★★★	1963	20	5.0%	9/16/2022	\$8,800,000	\$440,000	\$384
18 1495 7th Ave	★★★★★	1925	21	4.8%	7/15/2022	\$8,800,000	\$419,047	\$611
19 155-165 Bartlett St	★★★★★	1908	13	7.7%	10/12/2022	\$8,580,000	\$660,000	\$715
20 86 Renato Ct	★★★★★	1954	14	64.3%	3/24/2023	\$8,012,000	\$572,285	\$814

From Gold Rush to Dot-Com, the San Francisco economy has a long history of boom followed by bust. And the current iteration of this cycle may prove to be the most dramatic. The tech boom of the 2010s, fed by the world's appetite for new mobile technologies, brought tremendous demand from expanding tech companies for office space, and a growing workforce that needed housing. Real estate prices increased rapidly to among the highest in the nation, prompting a construction boom across the city. In 2020, the COVID-19 pandemic abruptly halted that pattern. Tech companies quickly adapted to remote working, while their workforce left the city in large numbers. Three years on, in the disrupted real estate markets, demand remains low and prices are adjusting.

San Francisco is one of three major markets—the others being the East Bay and San Jose—that together, comprise most of the San Francisco Bay Area. The Bay Area is one of the largest metropolitan areas in the U.S., with a total population of 9.5 million, and is a major gateway city and generator of economic growth. The San Francisco market comprises San Francisco and San Mateo counties and is home to 1.6 million people. The major center for business activity is the Financial District in Downtown San Francisco. Major industries include information and communications technology, professional and business services, and tourism.

The COVID-19 pandemic triggered an economic downturn that disrupted San Francisco's core economic base and impacted the performance of key commercial real estate sectors. Most notably, the slow pace of a return to in-office working in Downtown San Francisco has impacted the viability and value of downtown office properties and had negative impacts on local businesses. Data from office key card usage and transit activity on BART show that San Francisco has one of the lowest

return-to-office levels of any major market in the nation. Reflecting this fall in activity, office vacancy levels have escalated, particularly in the Financial District and South Financial District, which are the core submarkets that contain the bulk of San Francisco's 4 & 5 Star office space.

The high cost of living led to a decline in San Francisco's population prior to 2020, but the pandemic accelerated this trend, with the population falling by -5.1% at the height of the pandemic. Recently, some of these losses have been recovered. Nevertheless, the metro still has -80,000 fewer people than it did five years ago.

Total employment has recovered and is now slightly ahead of where it was pre-pandemic. However, employment growth has been constrained by outward migration and a fall in the labor market participation rate. After falling to a 10-year low of 2.0% in 2022, the unemployment rate has increased to 2.9% in 2023q3. Layoffs in the technology sector have improved liquidity in the tight employment market but have also contributed to some weakening of demand in residential and retail markets.

Innovation in life sciences and biotechnology has driven growth in areas such as South San Francisco, and prompted developers to move forward with a range of lab space, R&D space, and residential construction projects. That said, delivery of life science projects is occurring at a time when businesses are cutting back on capital commitments, as high interest rates impact company valuations and dampen interest from venture capital and other investors.

Future tech growth in new areas such as AI is expected to remain focused in the Bay Area, and is expected to drive the economy forward over the coming years.

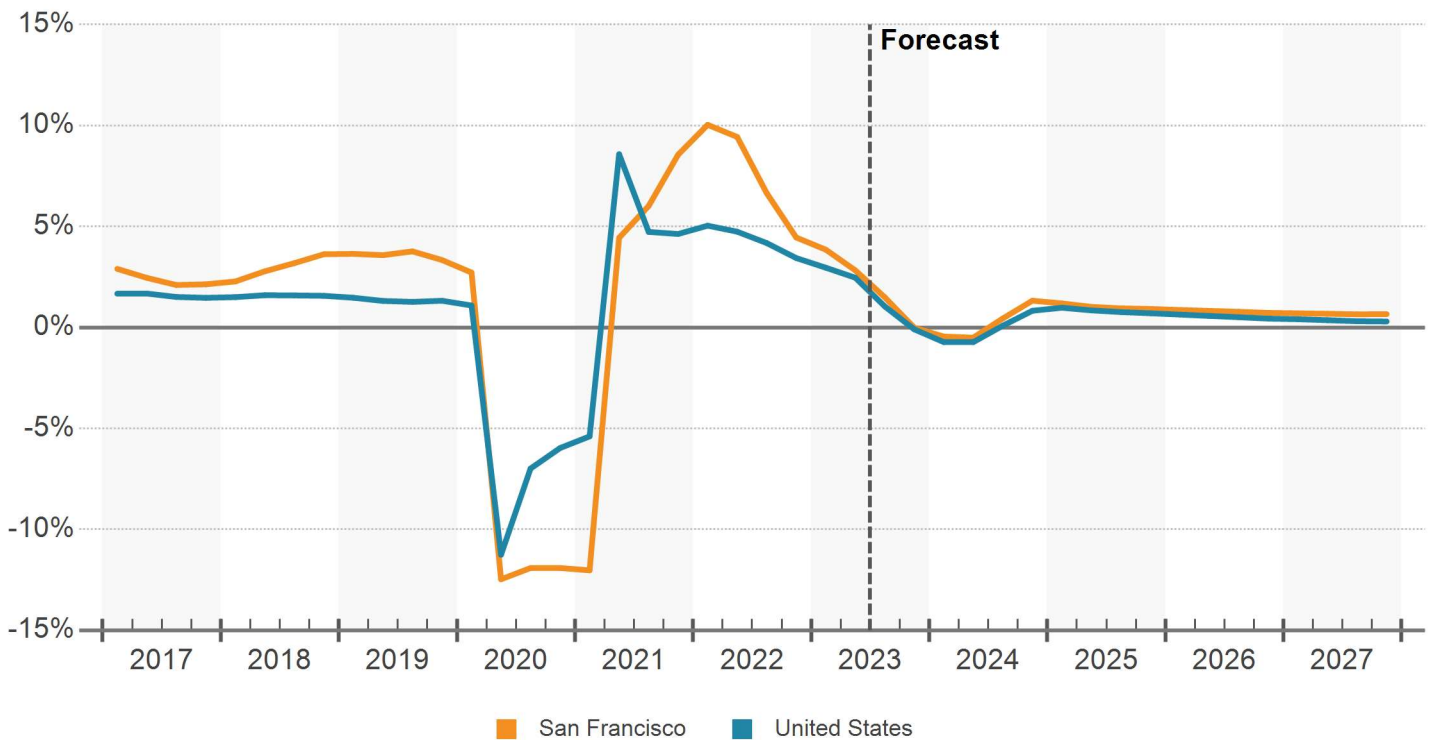


### SAN FRANCISCO EMPLOYMENT BY INDUSTRY IN THOUSANDS

Industry	CURRENT JOBS		CURRENT GROWTH		10 YR HISTORICAL		5 YR FORECAST	
	Jobs	LQ	Market	US	Market	US	Market	US
Manufacturing	39	0.4	-0.69%	1.50%	0.78%	0.80%	0.17%	-0.09%
Trade, Transportation and Utilities	141	0.6	2.96%	0.89%	0.54%	1.20%	-0.30%	-0.02%
Retail Trade	67	0.6	0.07%	0.66%	-1.37%	0.40%	-0.35%	-0.02%
Financial Activities	90	1.3	1.95%	1.01%	2.25%	1.48%	-0.53%	-0.03%
Government	134	0.8	-2.71%	1.77%	1.29%	0.30%	0.46%	0.44%
Natural Resources, Mining and Construction	42	0.6	0.08%	2.88%	3.10%	2.51%	0.66%	0.09%
Education and Health Services	154	0.8	4.13%	3.63%	2.55%	1.76%	0.30%	0.55%
Professional and Business Services	317	1.8	2.68%	2.10%	3.55%	2.15%	0.52%	0.22%
Information	124	5.3	-1.08%	-1.32%	9.62%	1.13%	1.44%	0.18%
Leisure and Hospitality	131	1.0	12.81%	5.87%	0.40%	1.59%	1.84%	0.85%
Other Services	40	0.9	6.34%	3.01%	0.52%	0.68%	0.23%	0.16%
<b>Total Employment</b>	<b>1,211</b>	<b>1.0</b>	<b>2.72%</b>	<b>2.35%</b>	<b>2.49%</b>	<b>1.35%</b>	<b>0.54%</b>	<b>0.28%</b>

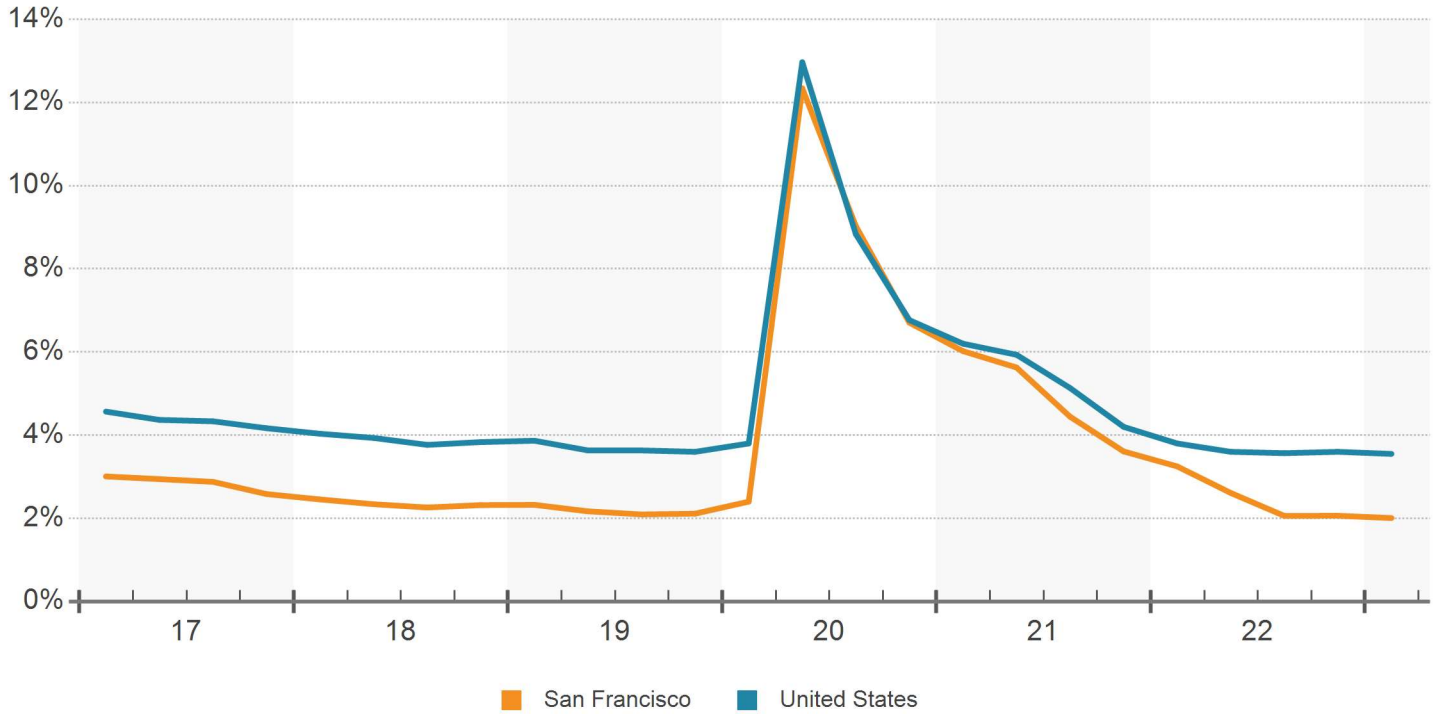
Source: Oxford Economics  
LQ = Location Quotient

### JOB GROWTH (YOY)

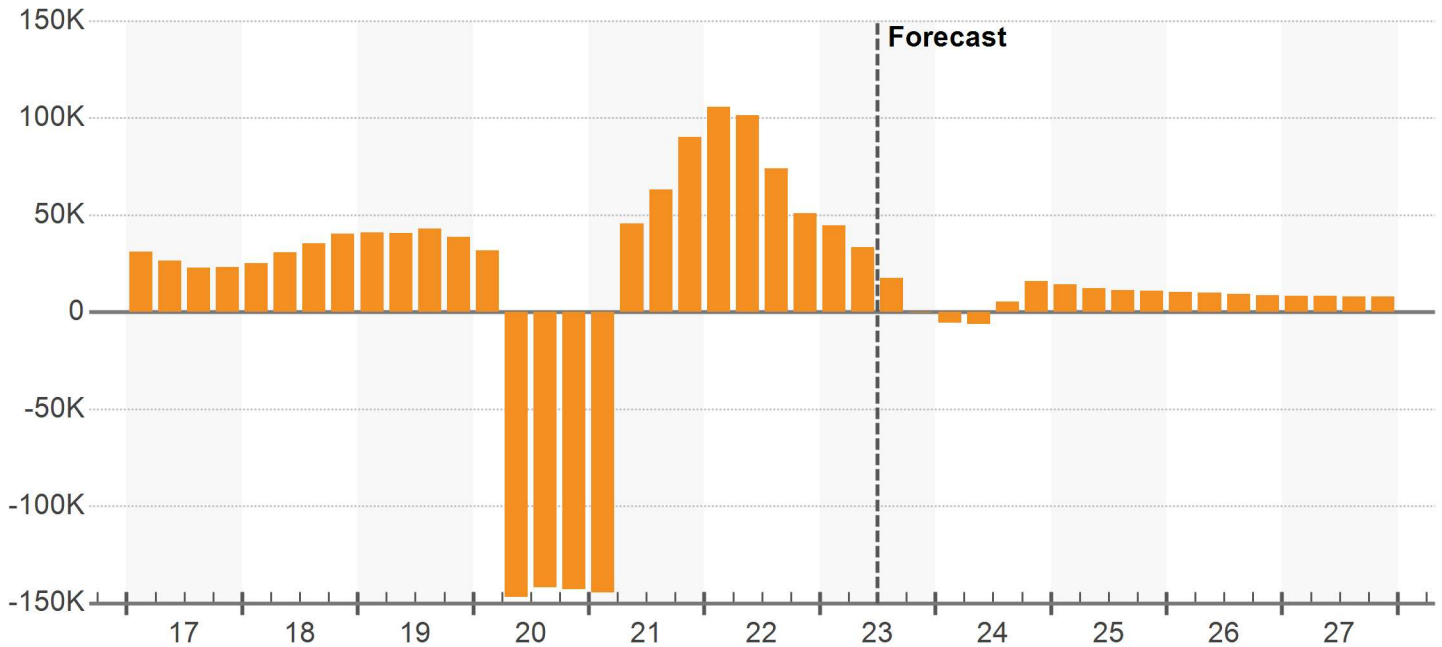


Source: Oxford Economics

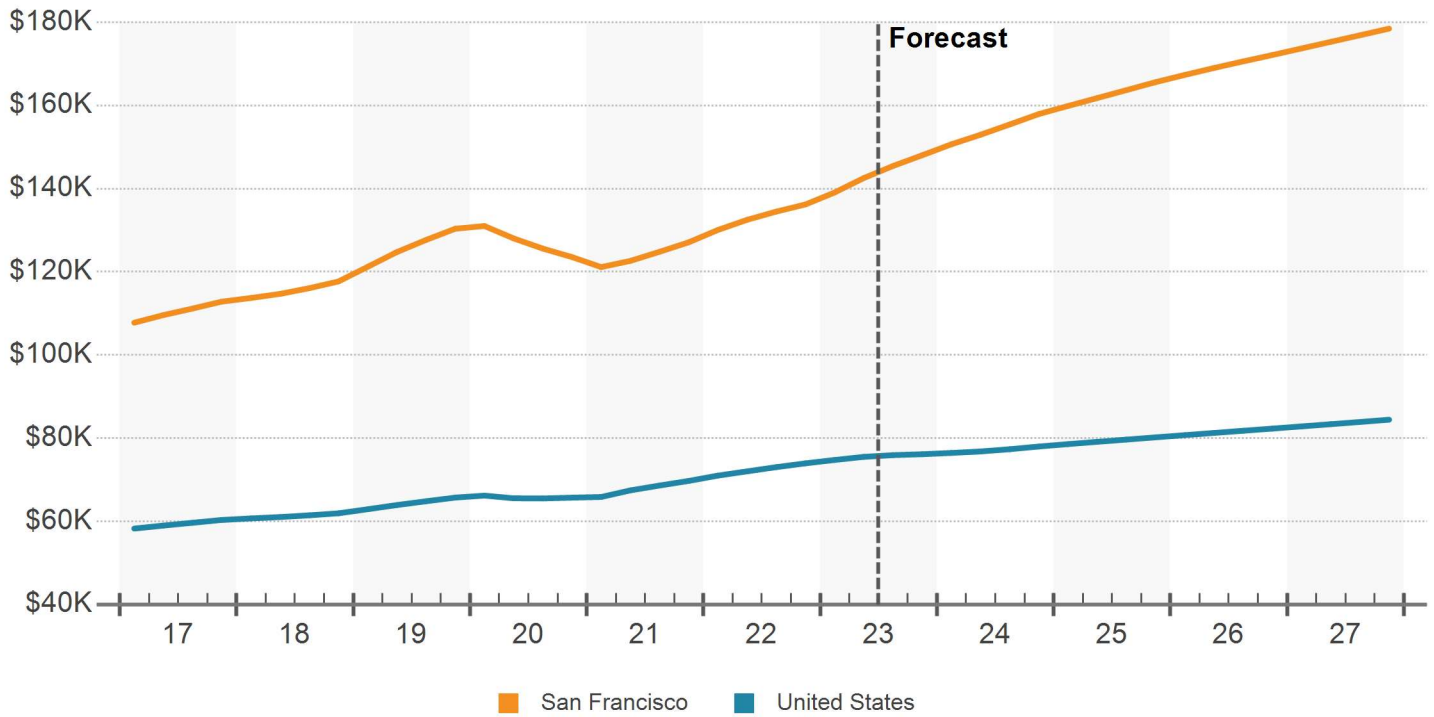
### UNEMPLOYMENT RATE (%)



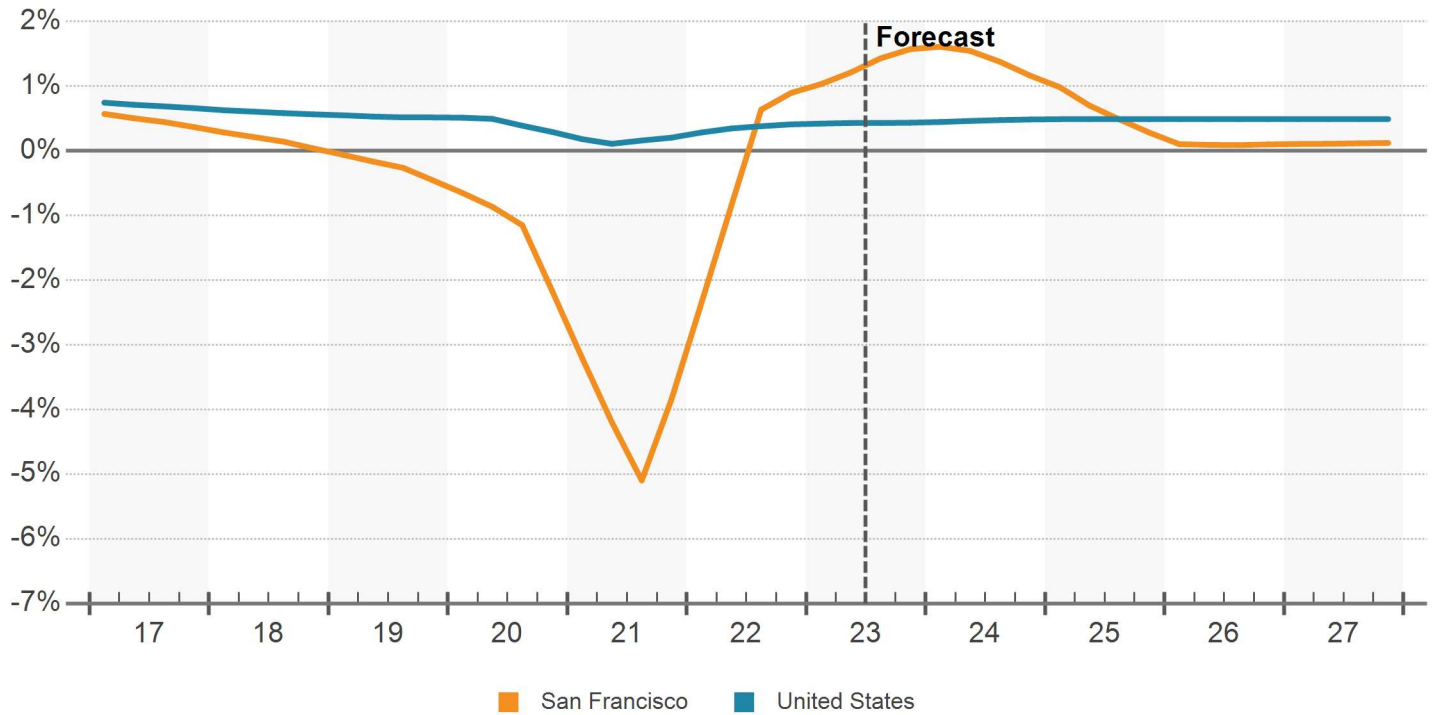
### NET EMPLOYMENT CHANGE (YOY)



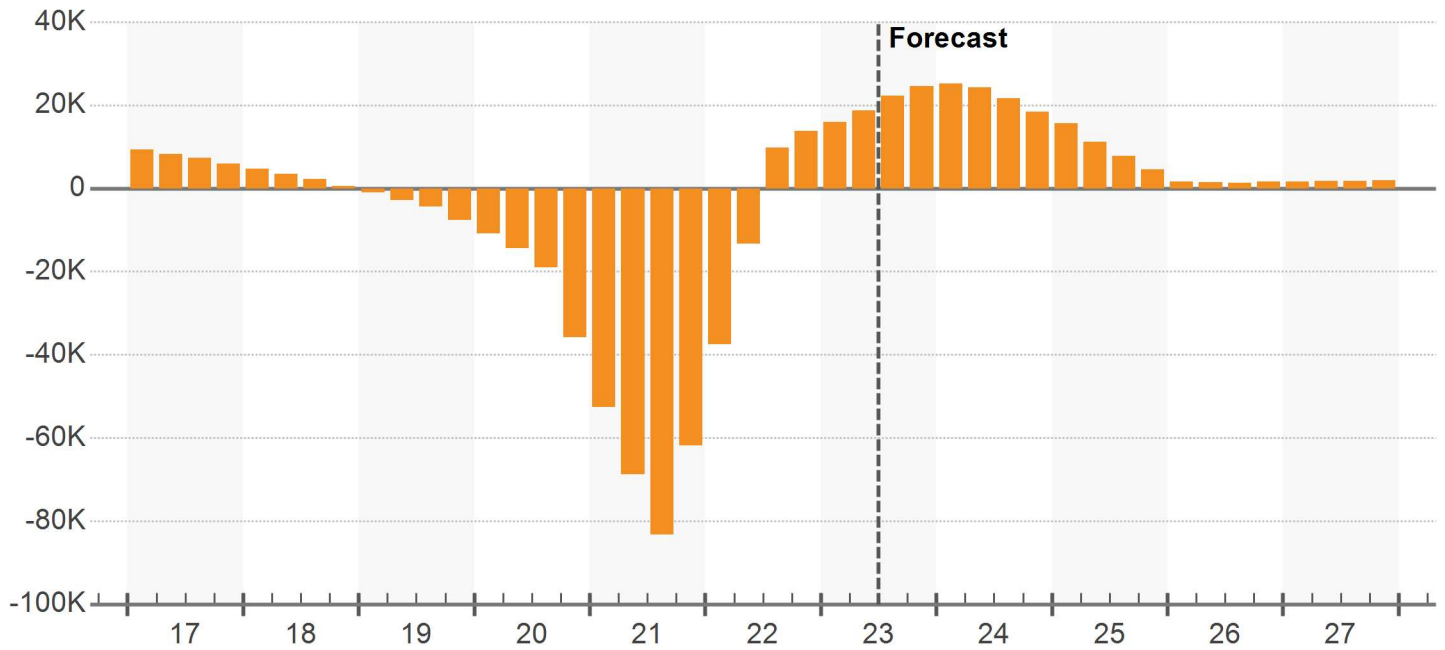
### MEDIAN HOUSEHOLD INCOME



### POPULATION GROWTH (YOY %)



### NET POPULATION CHANGE (YOY)

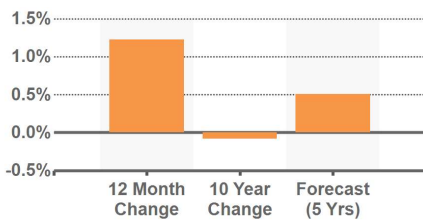


### DEMOGRAPHIC TRENDS

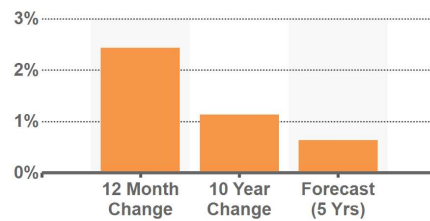
Demographic Category	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
	Metro	US	Metro	US	Metro	US	Metro	US
Population	1,575,566	334,393,531	1.2%	0.4%	-0.1%	0.6%	0.5%	0.5%
Households	630,210	129,815,289	1.6%	0.8%	0.1%	0.9%	0.6%	0.6%
Median Household Income	\$142,772	\$75,539	7.6%	4.8%	5.6%	3.8%	5.0%	2.5%
Labor Force	1,038,374	165,414,516	2.4%	0.8%	1.1%	0.6%	0.6%	0.4%
Unemployment	2.0%	3.5%	-0.6%	0%	-0.3%	-0.4%	-	-

Source: Oxford Economics

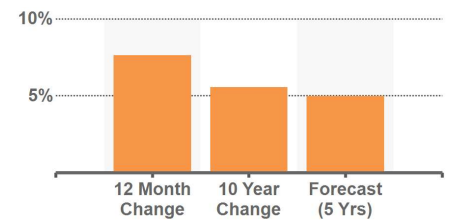
### POPULATION GROWTH



### LABOR FORCE GROWTH



### INCOME GROWTH



Source: Oxford Economics







# Submarkets

## San Francisco Multi-Family

### SUBMARKET INVENTORY

No.	Submarket	Inventory				12 Month Deliveries				Under Construction			
		Bldgs	Units	% Market	Rank	Bldgs	Units	Percent	Rank	Bldgs	Units	Percent	Rank
1	Bayview/Visitacion Valley	88	1,330	0.7%	15	1	193	14.5%	6	0	0	0%	-
2	Civic Center/Tenderloin	222	10,730	6.0%	8	1	240	2.2%	5	0	0	0%	-
3	Daly City/Brisbane	181	6,988	3.9%	12	0	0	0%	-	2	42	0.6%	9
4	Downtown San Francisco	1,551	23,908	13.3%	1	0	0	0%	-	1	53	0.2%	8
5	Foster City/Redwood Sho...	30	5,704	3.2%	13	0	0	0%	-	0	0	0%	-
6	Haight-Ashbury/Castro/N...	1,733	20,183	11.2%	3	2	480	2.4%	1	2	75	0.4%	7
7	Marina/Pacific Heights/Pr...	916	14,442	8.0%	6	0	0	0%	-	0	0	0%	-
8	Mission Bay/China Basin...	80	7,470	4.2%	11	2	307	4.1%	3	1	255	3.4%	4
9	Outlying San Mateo County	30	289	0.2%	17	0	0	0%	-	0	0	0%	-
10	Pacifica	78	2,299	1.3%	14	1	28	1.2%	8	1	24	1.0%	10
11	Redwood City/Menlo Park	829	15,962	8.9%	5	3	301	1.9%	4	4	1,201	7.5%	1
12	Richmond/Western Addition	1,397	17,733	9.9%	4	0	0	0%	-	0	0	0%	-
13	S San Francisco/San Bru...	540	8,455	4.7%	10	1	320	3.8%	2	1	195	2.3%	6
14	San Mateo/Burlingame	1,198	21,131	11.8%	2	1	119	0.6%	7	9	821	3.9%	3
15	South Of Market	122	13,322	7.4%	7	0	0	0%	-	2	217	1.6%	5
16	Sunset/Lakeshore	513	9,232	5.1%	9	0	0	0%	-	0	0	0%	-
17	Treasure/Yerba Buena Isl...	1	430	0.2%	16	0	0	0%	-	5	855	198.8%	2

### SUBMARKET RENT

No.	Market	Asking Rents				Effective Rents					
		Per Unit	Per SF	Rank	Yr. Growth	Per Unit	Per SF	Rank	Yr. Growth	Concession	Rank
1	Bayview/Visitacion Valley	\$2,799	\$3.58	10	-5.2%	\$2,646	\$3.37	15	-10.5%	5.5%	1
2	Civic Center/Tenderloin	\$2,390	\$4.26	6	-2.3%	\$2,371	\$4.23	6	-2.0%	0.8%	7
3	Daly City/Brisbane	\$2,500	\$3.49	15	2.9%	\$2,480	\$3.46	14	2.9%	0.8%	8
4	Downtown San Francisco	\$2,690	\$4.49	3	-0.3%	\$2,673	\$4.46	3	-0.3%	0.6%	13
5	Foster City/Redwood Sho...	\$3,410	\$3.89	8	-0.6%	\$3,387	\$3.86	8	-0.3%	0.7%	11
6	Haight-Ashbury/Castro/N...	\$3,061	\$4.48	4	-1.7%	\$3,009	\$4.42	4	-1.5%	1.7%	3
7	Marina/Pacific Heights/Pr...	\$3,748	\$4.34	5	1.1%	\$3,728	\$4.32	5	1.0%	0.5%	15
8	Mission Bay/China Basin...	\$3,917	\$4.76	1	-0.6%	\$3,884	\$4.72	1	-0.7%	0.9%	6
9	Outlying San Mateo County	\$2,093	\$2.15	17	1.7%	\$2,083	\$2.15	17	1.8%	0.5%	16
10	Pacifica	\$2,679	\$3.54	13	-3.4%	\$2,664	\$3.52	11	-3.0%	0.6%	14
11	Redwood City/Menlo Park	\$2,956	\$3.67	9	-0.8%	\$2,921	\$3.63	9	-1.2%	1.2%	4
12	Richmond/Western Addition	\$2,625	\$4.14	7	-0.2%	\$2,606	\$4.11	7	-0.5%	0.7%	10
13	S San Francisco/San Bru...	\$3,107	\$3.57	12	3.3%	\$3,035	\$3.49	13	2.0%	2.3%	2
14	San Mateo/Burlingame	\$2,956	\$3.57	11	-1.0%	\$2,933	\$3.54	10	-0.8%	0.8%	9
15	South Of Market	\$3,586	\$4.70	2	-3.5%	\$3,563	\$4.67	2	-2.5%	0.7%	12
16	Sunset/Lakeshore	\$2,902	\$3.52	14	-7.2%	\$2,876	\$3.49	12	-7.1%	0.9%	5
17	Treasure/Yerba Buena Isl...	\$2,823	\$2.56	16	0%	\$2,823	\$2.56	16	0%	0%	-

### SUBMARKET VACANCY & ABSORPTION

No.	Submarket	Vacancy			12 Month Absorption			
		Units	Percent	Rank	Units	% of Inv	Rank	Construc. Ratio
1	Bayview/Visitacion Valley	229	17.2%	17	19	1.4%	10	10.2
2	Civic Center/Tenderloin	932	8.7%	15	167	1.6%	6	1.4
3	Daly City/Brisbane	551	7.9%	14	(17)	-0.2%	14	-
4	Downtown San Francisco	1,512	6.3%	7	153	0.6%	8	-
5	Foster City/Redwood Sho...	233	4.1%	3	(43)	-0.8%	15	-
6	Haight-Ashbury/Castro/N...	1,579	7.8%	13	501	2.5%	1	-
7	Marina/Pacific Heights/Pr...	802	5.6%	6	(79)	-0.5%	17	-
8	Mission Bay/China Basin...	558	7.5%	11	174	2.3%	5	1.8
9	Outlying San Mateo County	11	3.8%	2	0	0%	-	-
10	Pacifica	105	4.6%	4	11	0.5%	11	-
11	Redwood City/Menlo Park	1,160	7.3%	10	161	1.0%	7	0.8
12	Richmond/Western Addition	1,331	7.5%	12	(75)	-0.4%	16	-
13	S San Francisco/San Bru...	595	7.0%	9	254	3.0%	3	1.3
14	San Mateo/Burlingame	1,155	5.5%	5	83	0.4%	9	-
15	South Of Market	880	6.6%	8	385	2.9%	2	-
16	Sunset/Lakeshore	1,051	11.4%	16	185	2.0%	4	-
17	Treasure/Yerba Buena Isl...	0	0%	1	2	0.5%	12	-

### OVERALL SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2027	186,028	1,786	1.0%	1,778	1.0%	1.0
2026	184,242	1,228	0.7%	1,719	0.9%	0.7
2025	183,014	1,207	0.7%	1,595	0.9%	0.8
2024	181,807	1,679	0.9%	1,974	1.1%	0.9
2023	180,128	1,471	0.8%	1,104	0.6%	1.3
YTD	179,608	951	0.5%	793	0.4%	1.2
2022	178,657	1,829	1.0%	2,958	1.7%	0.6
2021	176,828	2,756	1.6%	8,061	4.6%	0.3
2020	174,072	2,822	1.6%	(6,176)	-3.5%	-
2019	171,250	2,197	1.3%	856	0.5%	2.6
2018	169,053	2,530	1.5%	2,795	1.7%	0.9
2017	166,523	3,669	2.3%	3,086	1.9%	1.2
2016	162,854	3,767	2.4%	3,364	2.1%	1.1
2015	159,087	2,368	1.5%	1,868	1.2%	1.3
2014	156,719	2,317	1.5%	2,457	1.6%	0.9
2013	154,402	2,663	1.8%	2,454	1.6%	1.1
2012	151,739	179	0.1%	(165)	-0.1%	-
2011	151,560	(25)	0%	650	0.4%	0

### 4 & 5 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2027	46,259	1,787	4.0%	1,492	3.2%	1.2
2026	44,472	1,117	2.6%	1,041	2.3%	1.1
2025	43,355	1,182	2.8%	1,346	3.1%	0.9
2024	42,173	1,513	3.7%	1,495	3.5%	1.0
2023	40,660	1,201	3.0%	1,065	2.6%	1.1
YTD	40,255	796	2.0%	650	1.6%	1.2
2022	39,459	1,367	3.6%	2,451	6.2%	0.6
2021	38,092	2,733	7.7%	4,604	12.1%	0.6
2020	35,359	2,642	8.1%	(1,144)	-3.2%	-
2019	32,717	2,156	7.1%	1,366	4.2%	1.6
2018	30,561	2,501	8.9%	2,940	9.6%	0.9
2017	28,060	3,692	15.2%	3,035	10.8%	1.2
2016	24,368	3,800	18.5%	3,431	14.1%	1.1
2015	20,568	2,230	12.2%	2,104	10.2%	1.1
2014	18,338	2,292	14.3%	2,058	11.2%	1.1
2013	16,046	2,293	16.7%	2,066	12.9%	1.1
2012	13,753	489	3.7%	387	2.8%	1.3
2011	13,264	(53)	-0.4%	275	2.1%	-

### 3 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2027	48,444	0	0%	115	0.2%	0
2026	48,444	150	0.3%	384	0.8%	0.4
2025	48,294	104	0.2%	167	0.3%	0.6
2024	48,190	224	0.5%	319	0.7%	0.7
2023	47,966	278	0.6%	211	0.4%	1.3
YTD	47,819	131	0.3%	161	0.3%	0.8
2022	47,688	462	1.0%	275	0.6%	1.7
2021	47,226	23	0%	1,489	3.2%	0
2020	47,203	199	0.4%	(1,948)	-4.1%	-
2019	47,004	30	0.1%	(78)	-0.2%	-
2018	46,974	39	0.1%	(116)	-0.2%	-
2017	46,935	8	0%	68	0.1%	0.1
2016	46,927	13	0%	0	0%	-
2015	46,914	145	0.3%	(217)	-0.5%	-
2014	46,769	20	0%	288	0.6%	0.1
2013	46,749	322	0.7%	233	0.5%	1.4
2012	46,427	(310)	-0.7%	(423)	-0.9%	0.7
2011	46,737	28	0.1%	324	0.7%	0.1

### 1 & 2 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2027	91,325	(1)	0%	171	0.2%	0
2026	91,326	(39)	0%	294	0.3%	-
2025	91,365	(79)	-0.1%	82	0.1%	-
2024	91,444	(58)	-0.1%	160	0.2%	-
2023	91,502	(8)	0%	(172)	-0.2%	0
YTD	91,534	24	0%	(18)	0%	-
2022	91,510	0	0%	232	0.3%	0
2021	91,510	0	0%	1,968	2.2%	0
2020	91,510	(19)	0%	(3,084)	-3.4%	0
2019	91,529	11	0%	(432)	-0.5%	0
2018	91,518	(10)	0%	(29)	0%	0.3
2017	91,528	(31)	0%	(17)	0%	1.8
2016	91,559	(46)	-0.1%	(67)	-0.1%	0.7
2015	91,605	(7)	0%	(19)	0%	0.4
2014	91,612	5	0%	111	0.1%	0
2013	91,607	48	0.1%	155	0.2%	0.3
2012	91,559	0	0%	(129)	-0.1%	0
2011	91,559	0	0%	51	0.1%	0

### OVERALL VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rents	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2027	11,560	6.2%	(0.1)	\$3,488	\$4.70	3.3%	(1.3)	\$3,454	\$4.65
2026	11,553	6.3%	(0.3)	\$3,376	\$4.54	4.7%	0.4	\$3,343	\$4.50
2025	12,044	6.6%	(0.3)	\$3,225	\$4.34	4.3%	1.0	\$3,194	\$4.30
2024	12,431	6.8%	(0.2)	\$3,093	\$4.16	3.3%	3.5	\$3,062	\$4.12
2023	12,726	7.1%	0.1	\$2,994	\$4.03	-0.2%	(0.9)	\$2,965	\$3.99
YTD	12,687	7.1%	0	\$3,048	\$4.05	-1.0%	(1.7)	\$3,020	\$4.01
2022	12,530	7.0%	(0.7)	\$3,001	\$3.98	0.7%	(7.1)	\$2,974	\$3.94
2021	13,657	7.7%	(3.2)	\$2,980	\$3.95	7.8%	18.1	\$2,941	\$3.90
2020	18,943	10.9%	5.1	\$2,764	\$3.65	-10.3%	(11.2)	\$2,698	\$3.57
2019	9,950	5.8%	0.7	\$3,083	\$4.09	0.9%	(2.0)	\$3,063	\$4.06
2018	8,603	5.1%	(0.2)	\$3,057	\$4.06	2.9%	1.6	\$3,025	\$4.01
2017	8,861	5.3%	0.2	\$2,970	\$3.94	1.3%	0.8	\$2,911	\$3.86
2016	8,275	5.1%	0.1	\$2,932	\$3.89	0.5%	(5.8)	\$2,874	\$3.81
2015	7,861	4.9%	0.2	\$2,919	\$3.88	6.2%	1.5	\$2,889	\$3.84
2014	7,361	4.7%	(0.2)	\$2,748	\$3.65	4.7%	0.5	\$2,727	\$3.62
2013	7,498	4.9%	0.1	\$2,624	\$3.48	4.3%	0	\$2,605	\$3.46
2012	7,288	4.8%	0.2	\$2,516	\$3.34	4.3%	1.0	\$2,502	\$3.32
2011	6,944	4.6%	(0.4)	\$2,413	\$3.20	3.3%	-	\$2,399	\$3.18

### 4 & 5 STAR VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rents	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2027	3,858	8.3%	0.3	\$4,282	\$5.12	3.2%	(1.4)	\$4,229	\$5.06
2026	3,563	8.0%	0	\$4,148	\$4.96	4.6%	0.3	\$4,097	\$4.90
2025	3,486	8.0%	(0.6)	\$3,966	\$4.74	4.3%	1.0	\$3,917	\$4.68
2024	3,649	8.7%	(0.3)	\$3,804	\$4.55	3.2%	3.8	\$3,757	\$4.49
2023	3,632	8.9%	(0.4)	\$3,686	\$4.41	-0.6%	0.1	\$3,640	\$4.35
YTD	3,811	9.5%	0.2	\$3,770	\$4.40	-2.7%	(2.1)	\$3,726	\$4.35
2022	3,666	9.3%	(3.2)	\$3,706	\$4.32	-0.6%	(12.7)	\$3,673	\$4.28
2021	4,750	12.5%	(6.2)	\$3,729	\$4.35	12.1%	27.1	\$3,658	\$4.27
2020	6,617	18.7%	10.1	\$3,326	\$3.86	-15.0%	(15.4)	\$3,197	\$3.72
2019	2,834	8.7%	2.0	\$3,912	\$4.54	0.4%	(2.6)	\$3,886	\$4.51
2018	2,034	6.7%	(2.1)	\$3,898	\$4.53	3.0%	1.9	\$3,845	\$4.46
2017	2,469	8.8%	1.4	\$3,784	\$4.39	1.1%	1.2	\$3,674	\$4.26
2016	1,810	7.4%	0.5	\$3,743	\$4.35	0%	(5.1)	\$3,644	\$4.23
2015	1,428	6.9%	(0.2)	\$3,745	\$4.36	5.1%	0.9	\$3,701	\$4.30
2014	1,302	7.1%	0.5	\$3,563	\$4.14	4.1%	0.7	\$3,538	\$4.11
2013	1,064	6.6%	0.5	\$3,422	\$3.99	3.4%	(0.5)	\$3,393	\$3.95
2012	837	6.1%	0.5	\$3,308	\$3.86	3.9%	1.2	\$3,292	\$3.84
2011	736	5.5%	(2.4)	\$3,184	\$3.71	2.8%	-	\$3,165	\$3.69



### 3 STAR VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rents	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2027	3,121	6.4%	(0.2)	\$3,331	\$4.66	3.4%	(1.3)	\$3,300	\$4.61
2026	3,236	6.7%	(0.5)	\$3,220	\$4.50	4.7%	0.4	\$3,190	\$4.46
2025	3,470	7.2%	(0.1)	\$3,076	\$4.30	4.3%	1.0	\$3,047	\$4.26
2024	3,532	7.3%	(0.2)	\$2,949	\$4.12	3.3%	3.8	\$2,921	\$4.09
2023	3,627	7.6%	0	\$2,854	\$3.99	-0.5%	(2.3)	\$2,827	\$3.95
YTD	3,589	7.5%	(0.1)	\$2,912	\$4.04	-0.1%	(1.9)	\$2,885	\$4
2022	3,618	7.6%	0.3	\$2,869	\$3.98	1.8%	(4.9)	\$2,836	\$3.93
2021	3,430	7.3%	(3.1)	\$2,819	\$3.91	6.7%	16.2	\$2,795	\$3.87
2020	4,887	10.4%	4.5	\$2,641	\$3.66	-9.5%	(10.3)	\$2,598	\$3.60
2019	2,736	5.8%	0.2	\$2,917	\$4.05	0.9%	(1.6)	\$2,894	\$4.02
2018	2,629	5.6%	0.3	\$2,892	\$4.02	2.5%	1.5	\$2,868	\$3.98
2017	2,473	5.3%	(0.1)	\$2,822	\$3.92	1.0%	1.1	\$2,777	\$3.86
2016	2,533	5.4%	0	\$2,793	\$3.88	0%	(7.8)	\$2,738	\$3.80
2015	2,521	5.4%	0.8	\$2,794	\$3.88	7.8%	3.1	\$2,762	\$3.84
2014	2,159	4.6%	(0.6)	\$2,593	\$3.60	4.7%	(0.8)	\$2,568	\$3.56
2013	2,427	5.2%	0.2	\$2,478	\$3.44	5.5%	0.5	\$2,462	\$3.42
2012	2,337	5.0%	0.3	\$2,349	\$3.26	5.0%	0.1	\$2,335	\$3.24
2011	2,223	4.8%	(0.6)	\$2,237	\$3.10	4.9%	-	\$2,225	\$3.08

### 1 & 2 STAR VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rents	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2027	4,581	5.0%	(0.2)	\$2,791	\$4.11	3.4%	(1.3)	\$2,774	\$4.09
2026	4,754	5.2%	(0.4)	\$2,698	\$3.97	4.7%	0.4	\$2,682	\$3.95
2025	5,088	5.6%	(0.2)	\$2,576	\$3.79	4.3%	1.0	\$2,561	\$3.77
2024	5,249	5.7%	(0.2)	\$2,470	\$3.64	3.3%	2.8	\$2,455	\$3.61
2023	5,468	6.0%	0.2	\$2,390	\$3.52	0.5%	(1.1)	\$2,375	\$3.50
YTD	5,287	5.8%	0	\$2,410	\$3.54	0.8%	(0.9)	\$2,397	\$3.52
2022	5,246	5.7%	(0.3)	\$2,377	\$3.48	1.6%	(0.7)	\$2,361	\$3.46
2021	5,477	6.0%	(2.1)	\$2,339	\$3.42	2.3%	5.5	\$2,318	\$3.39
2020	7,439	8.1%	3.3	\$2,286	\$3.34	-3.2%	(5.0)	\$2,264	\$3.31
2019	4,381	4.8%	0.5	\$2,360	\$3.47	1.8%	(1.4)	\$2,348	\$3.45
2018	3,940	4.3%	0	\$2,318	\$3.40	3.3%	1.3	\$2,304	\$3.38
2017	3,918	4.3%	0	\$2,245	\$3.29	2.0%	0	\$2,227	\$3.27
2016	3,932	4.3%	0	\$2,201	\$3.23	2.0%	(4.3)	\$2,184	\$3.21
2015	3,912	4.3%	0	\$2,158	\$3.17	6.3%	0.3	\$2,146	\$3.15
2014	3,900	4.3%	(0.1)	\$2,029	\$2.97	6.0%	1.6	\$2,017	\$2.95
2013	4,007	4.4%	(0.1)	\$1,914	\$2.79	4.4%	0.4	\$1,904	\$2.78
2012	4,114	4.5%	0.1	\$1,833	\$2.67	4.1%	1.7	\$1,822	\$2.65
2011	3,985	4.4%	(0.1)	\$1,761	\$2.56	2.3%	-	\$1,751	\$2.55

## OVERALL SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/Unit	Avg Cap Rate	Price/Unit	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$658,518	248	4.2%
2026	-	-	-	-	-	-	\$620,020	234	4.3%
2025	-	-	-	-	-	-	\$577,290	217	4.4%
2024	-	-	-	-	-	-	\$555,913	209	4.4%
2023	-	-	-	-	-	-	\$588,178	222	4.0%
YTD	81	\$1.3B	2.3%	\$16,195,586	\$310,697	4.7%	\$615,693	232	3.9%
2022	235	\$1.4B	1.8%	\$6,093,116	\$441,011	4.2%	\$626,955	236	3.7%
2021	210	\$1.1B	1.5%	\$5,408,332	\$424,897	4.3%	\$681,928	257	3.4%
2020	169	\$1.4B	1.5%	\$8,612,409	\$554,675	4.1%	\$588,235	222	3.6%
2019	467	\$2.9B	4.3%	\$11,363,281	\$569,289	4.0%	\$608,526	229	3.7%
2018	579	\$2.5B	5.3%	\$7,869,786	\$487,060	3.7%	\$580,630	219	3.7%
2017	604	\$1.7B	4.0%	\$5,679,799	\$414,563	3.6%	\$550,872	207	3.8%
2016	419	\$2.5B	4.7%	\$9,006,729	\$391,872	3.8%	\$522,360	197	3.8%
2015	379	\$1.8B	3.6%	\$7,024,184	\$419,088	3.9%	\$505,823	191	3.8%
2014	480	\$2.6B	6.4%	\$7,484,893	\$334,533	4.2%	\$459,718	173	3.9%
2013	379	\$2.3B	5.5%	\$7,854,898	\$331,395	4.7%	\$410,885	155	4.2%
2012	456	\$1.4B	5.3%	\$3,777,810	\$223,675	5.2%	\$391,405	147	4.2%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

## 4 &amp; 5 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/Unit	Avg Cap Rate	Price/Unit	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$794,571	226	4.2%
2026	-	-	-	-	-	-	\$749,270	213	4.3%
2025	-	-	-	-	-	-	\$698,168	198	4.4%
2024	-	-	-	-	-	-	\$672,458	191	4.4%
2023	-	-	-	-	-	-	\$711,422	202	4.0%
YTD	-	-	-	-	-	-	\$743,236	211	3.9%
2022	1	\$206M	0.7%	\$206,000,000	\$792,308	-	\$758,529	215	3.7%
2021	2	\$146.6M	0.7%	\$73,300,000	\$544,981	3.6%	\$840,615	239	3.3%
2020	3	\$321.1M	1.1%	\$107,024,431	\$842,712	3.9%	\$728,766	207	3.6%
2019	11	\$1.4B	6.5%	\$159,201,111	\$770,328	4.7%	\$774,681	220	3.5%
2018	12	\$359.1M	3.7%	\$51,306,065	\$654,176	3.7%	\$755,499	215	3.5%
2017	4	\$369.9M	2.4%	\$92,478,026	\$549,647	-	\$723,271	205	3.5%
2016	5	\$774.7M	4.6%	\$154,930,000	\$687,966	3.9%	\$685,313	195	3.6%
2015	5	\$251.2M	3.7%	\$62,800,000	\$697,778	3.9%	\$668,611	190	3.6%
2014	5	\$1.2B	15.4%	\$232,826,000	\$412,812	5.7%	\$615,387	175	3.7%
2013	7	\$498.7M	12.3%	\$99,746,472	\$426,267	5.1%	\$553,656	157	3.9%
2012	11	\$160.5M	7.3%	\$32,109,900	\$343,054	5.4%	\$524,809	149	3.9%

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(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

## 3 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/Unit	Avg Cap Rate	Price/Unit	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$588,332	261	4.2%
2026	-	-	-	-	-	-	\$553,727	245	4.3%
2025	-	-	-	-	-	-	\$515,485	229	4.4%
2024	-	-	-	-	-	-	\$496,413	220	4.4%
2023	-	-	-	-	-	-	\$525,174	233	4.0%
YTD	12	\$1.1B	7.3%	\$97,057,955	\$306,089	5.0%	\$549,640	244	3.9%
2022	32	\$378M	1.9%	\$11,811,015	\$425,622	4.4%	\$560,193	248	3.7%
2021	32	\$193M	1.1%	\$6,030,031	\$376,142	4.2%	\$614,679	272	3.3%
2020	33	\$429.6M	1.7%	\$13,019,056	\$548,696	3.8%	\$534,824	237	3.6%
2019	72	\$416.8M	2.8%	\$9,473,801	\$437,405	4.0%	\$542,864	241	3.6%
2018	102	\$849.6M	6.2%	\$11,328,126	\$472,530	3.9%	\$508,097	225	3.7%
2017	99	\$446.2M	3.0%	\$6,659,792	\$406,751	3.6%	\$479,467	213	3.8%
2016	68	\$907.1M	6.7%	\$16,491,860	\$300,647	3.7%	\$454,202	201	3.8%
2015	66	\$780.1M	4.4%	\$13,464,158	\$443,726	3.9%	\$437,507	194	3.8%
2014	75	\$410.4M	6.0%	\$6,035,745	\$271,629	4.0%	\$395,478	175	4.0%
2013	74	\$1.2B	7.4%	\$17,232,718	\$355,484	4.4%	\$352,512	156	4.2%
2012	93	\$541.4M	6.3%	\$6,310,176	\$223,805	5.5%	\$334,955	148	4.2%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

## 1 &amp; 2 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/Unit	Avg Cap Rate	Price/Unit	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$631,442	257	4.2%
2026	-	-	-	-	-	-	\$594,094	242	4.3%
2025	-	-	-	-	-	-	\$552,941	225	4.4%
2024	-	-	-	-	-	-	\$532,388	217	4.4%
2023	-	-	-	-	-	-	\$563,347	229	4.0%
YTD	69	\$211.8M	0.7%	\$3,114,909	\$336,212	4.7%	\$590,222	240	3.9%
2022	202	\$841.8M	2.3%	\$4,188,242	\$403,759	4.2%	\$599,950	244	3.7%
2021	176	\$796.2M	2.1%	\$4,523,799	\$421,041	4.3%	\$642,335	261	3.4%
2020	133	\$687.6M	1.6%	\$5,248,627	\$481,155	4.1%	\$549,920	224	3.7%
2019	384	\$1B	4.3%	\$5,126,264	\$458,316	4.0%	\$564,554	230	3.7%
2018	465	\$1.3B	5.3%	\$5,472,213	\$463,413	3.7%	\$536,167	218	3.8%
2017	501	\$853.7M	4.9%	\$3,828,442	\$378,097	3.6%	\$506,981	206	3.8%
2016	346	\$838.4M	3.8%	\$3,819,009	\$366,444	3.8%	\$481,227	196	3.9%
2015	308	\$776.7M	3.3%	\$3,980,195	\$353,676	3.9%	\$464,852	189	3.9%
2014	400	\$1B	4.7%	\$3,718,727	\$297,606	4.2%	\$419,963	171	4.0%
2013	298	\$594.6M	3.4%	\$2,755,694	\$250,658	4.8%	\$374,135	152	4.3%
2012	352	\$703M	4.5%	\$2,503,187	\$207,121	5.2%	\$358,075	146	4.3%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

### DELIVERIES & UNDER CONSTRUCTION

Year	Inventory			Deliveries		Net Deliveries		Under Construction	
	Bldgs	Units	Vacancy	Bldgs	Units	Bldgs	Units	Bldgs	Units
2027	-	186,030	6.2%	-	1,863	-	1,786	-	-
2026	-	184,244	6.3%	-	1,346	-	1,228	-	-
2025	-	183,016	6.6%	-	1,238	-	1,208	-	-
2024	-	181,808	6.8%	-	1,737	-	1,679	-	-
2023	-	180,129	7.1%	-	1,503	-	1,472	-	-
YTD	9,509	179,608	7.1%	6	951	6	951	28	3,738
2022	9,503	178,657	7.0%	13	1,829	13	1,829	29	4,273
2021	9,490	176,828	7.7%	23	2,756	23	2,756	22	3,361
2020	9,467	174,072	10.9%	20	2,841	19	2,822	37	5,014
2019	9,448	171,250	5.8%	19	2,197	19	2,197	44	6,615
2018	9,429	169,053	5.1%	14	2,540	13	2,530	40	5,591
2017	9,416	166,523	5.3%	21	3,707	17	3,669	29	4,893
2016	9,399	162,854	5.1%	19	3,813	15	3,767	27	5,525
2015	9,384	159,087	4.9%	15	2,375	14	2,368	38	8,628
2014	9,370	156,719	4.7%	16	2,317	16	2,317	31	6,673
2013	9,354	154,402	4.9%	19	2,703	16	2,663	27	5,240
2012	9,338	151,739	4.8%	5	489	4	179	27	4,514
2011	9,334	151,560	4.6%	3	123	2	(25)	13	1,585