



# Multi-Family Market Report

## East Bay - CA

PREPARED BY



**MULTI-FAMILY MARKET REPORT**

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12 Mo. Delivered Units

**2,296**

12 Mo. Absorption Units

**1,808**

Vacancy Rate

**7.1%**

12 Mo. Asking Rent Growth

**-1.0%**

Leasing has been waning sharply in the East Bay, and a steady clip of additional supply expected in the coming quarters could give vacancies a higher ceiling. There are an additional 4,700 units in the pipeline as of the third quarter of 2023, set to increase inventory by 2.5%. Therefore, occupancies of 92.9% could see downward pressure for some time.

In turn, while most areas of the East Bay have reclaimed pre-pandemic rent levels, year-over-year growth is now -1.0%, showing visible erosion after a recent five-year peak of 5.5%. Submarkets in more-densely populated urban areas like Downtown Oakland, for example, have yet to reclaim pre-pandemic rental rates. At a macro level, some of this is the result of residents tightening budgets to battle historically high inflation, which has resulted in some hesitancy to sign new leases. Household formations are thus down, which has slowed

leasing in recent quarters and placed downward pressure on landlord pricing power.

However, despite leading the region in population growth in recent years, the East Bay still offers more affordability than its cross bay rivals of San Francisco and San Jose. For these reasons, some structural demand in the form of well paid renters fleeing east across the bay is solidifying. New projects are thus generally aimed at higher-income renters, concentrated in and around BART rail stations for accessibility to regional job nodes.

Deal flow and investment outside of a few market-moving transactions has slowed thus far in 2023, but the trend is likely not solely due to fundamentals. Debt costs continue to rise in the face of tight monetary policy from the Federal Reserve, as a battle against historically high inflation continues.

### KEY INDICATORS

Current Quarter	Units	Vacancy Rate	Asking Rent	Effective Rent	Absorption Units	Delivered Units	Under Constr Units
4 & 5 Star	38,940	11.1%	\$3,033	\$2,978	680	103	3,866
3 Star	48,732	6.0%	\$2,397	\$2,380	82	6	804
1 & 2 Star	101,000	6.2%	\$1,968	\$1,955	37	0	0
<b>Market</b>	<b>188,672</b>	<b>7.1%</b>	<b>\$2,399</b>	<b>\$2,374</b>	<b>799</b>	<b>109</b>	<b>4,670</b>

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	0.2%	4.8%	6.3%	7.9%	2020 Q3	2.2%	2000 Q1
Absorption Units	1,808	1,150	1,904	6,983	2021 Q4	(1,570)	2002 Q1
Delivered Units	2,296	1,637	1,209	5,073	2021 Q2	0	2011 Q3
Demolished Units	0	27	18	190	2009 Q4	0	2023 Q2
Asking Rent Growth (YOY)	-1.0%	2.0%	3.2%	18.1%	2001 Q1	-7.0%	2009 Q4
Effective Rent Growth (YOY)	-0.8%	2.0%	3.2%	17.8%	2001 Q1	-6.8%	2009 Q4
Sales Volume	\$694M	\$1.2B	N/A	\$3.7B	2022 Q2	\$257.3M	2010 Q3

As of the third quarter of 2023, a net of 1,800 units have been absorbed on a trailing 12-month basis. For reference, the prior decade average was 1,700 units, with a peak of 7,000 units in 2021. Vacancies are thus trending to 7.1%, reflecting a one-year change of 0.2%. The previous five-year average vacancy mark equates to 6.5%. New inventory is expected to apply further upward pressure to rates in the face of slowed leasing.

The effects of supply pressure, however, are being felt more acutely in certain submarkets like Downtown Oakland. The area is experiencing a significant amount of the metro's construction activity. Other areas of the metro, particularly certain suburban communities in the eastern portion of the East Bay, are experiencing lower vacancy rates when compared with their urban counterparts. Access to good quality schools and BART stations for easy transportation into the cores and across the bay have enticed many renters to places like Fremont/Newark, Walnut Creek/San Ramon and Dublin/Pleasanton/Livermore.

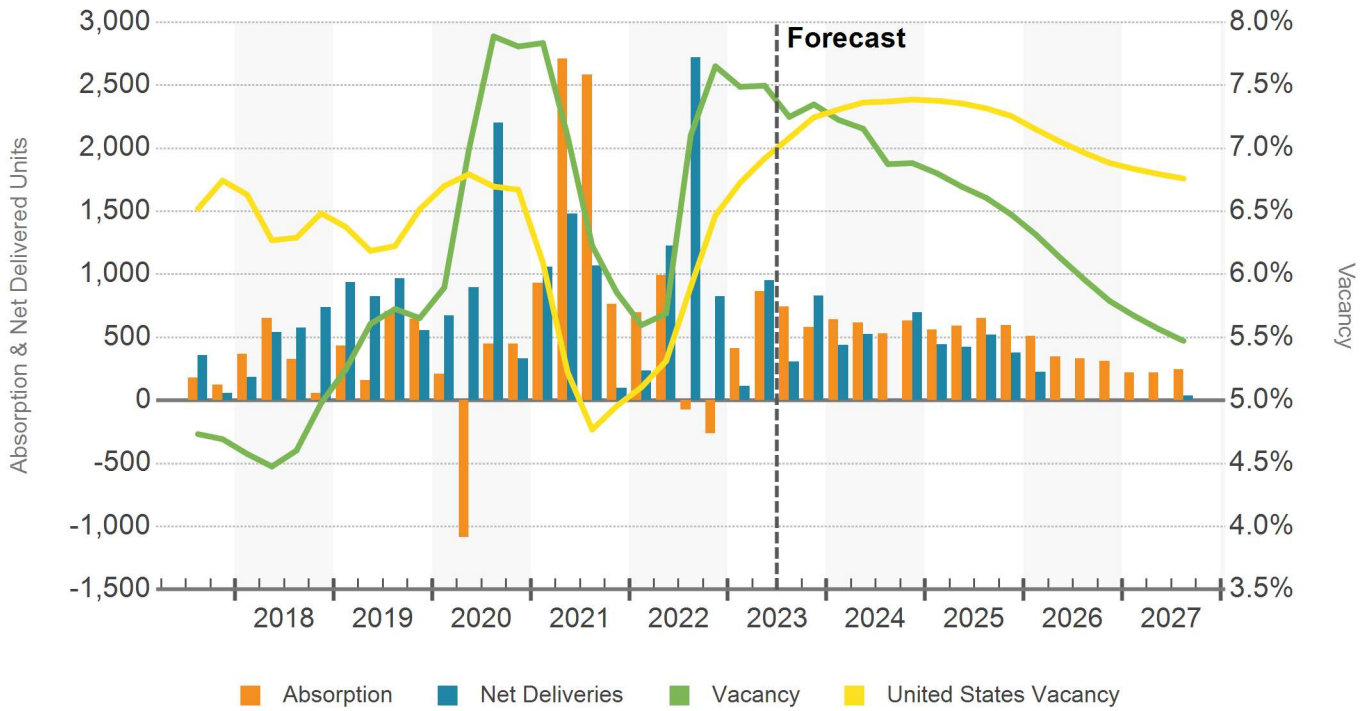
Nonetheless, Downtown Oakland has also seen the metro's highest number of units absorbed in the last 12 months. This is likely due to a boomerang effect that took shape as renters fled during the pandemic, but returned to the central portion of the city seeking re-opened services and leasing incentives. This, coupled with the East Bay's suburban and generally less dense character

has allowed the metro as a whole to generally keep pace with the neighboring titans of San Francisco and San Jose.

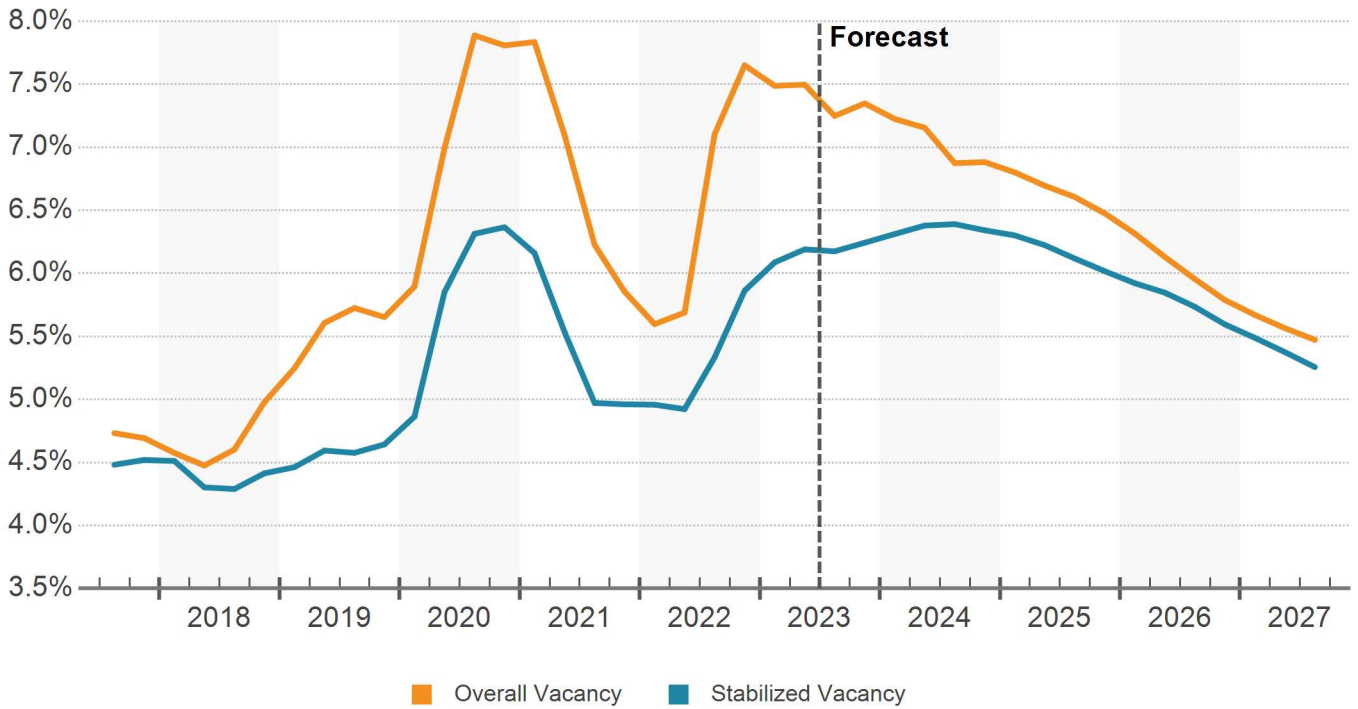
The East Bay leads all Bay Area markets in population growth, having added over 250,000 residents since 2010 and outpacing national averages. An increasingly desirable, yet relatively affordable market for housing has enticed developers to bet on new apartment communities overcoming the current near-term challenges with a long-term ability to attract residents. Those seeking high-end housing at rental rates that compare favorably to San Jose and San Francisco will boost prospects for investors and landlords.

In addition, access to these larger cross bay markets is now more feasible. Most multifamily units making their way to the market in the East Bay are located near BART stations in submarkets like Downtown Oakland, Walnut Creek/Pleasant Hill, and Fremont/Newark. BART commute times to San Francisco's Financial District from new high-rise developments in Downtown Oakland measure just 15 minutes. That is competitive with public transit commute times from most residential areas in the City of San Francisco. BART's continued extension into Silicon Valley should continue to increase demand for transit-oriented developments in the southern portion of the metro.

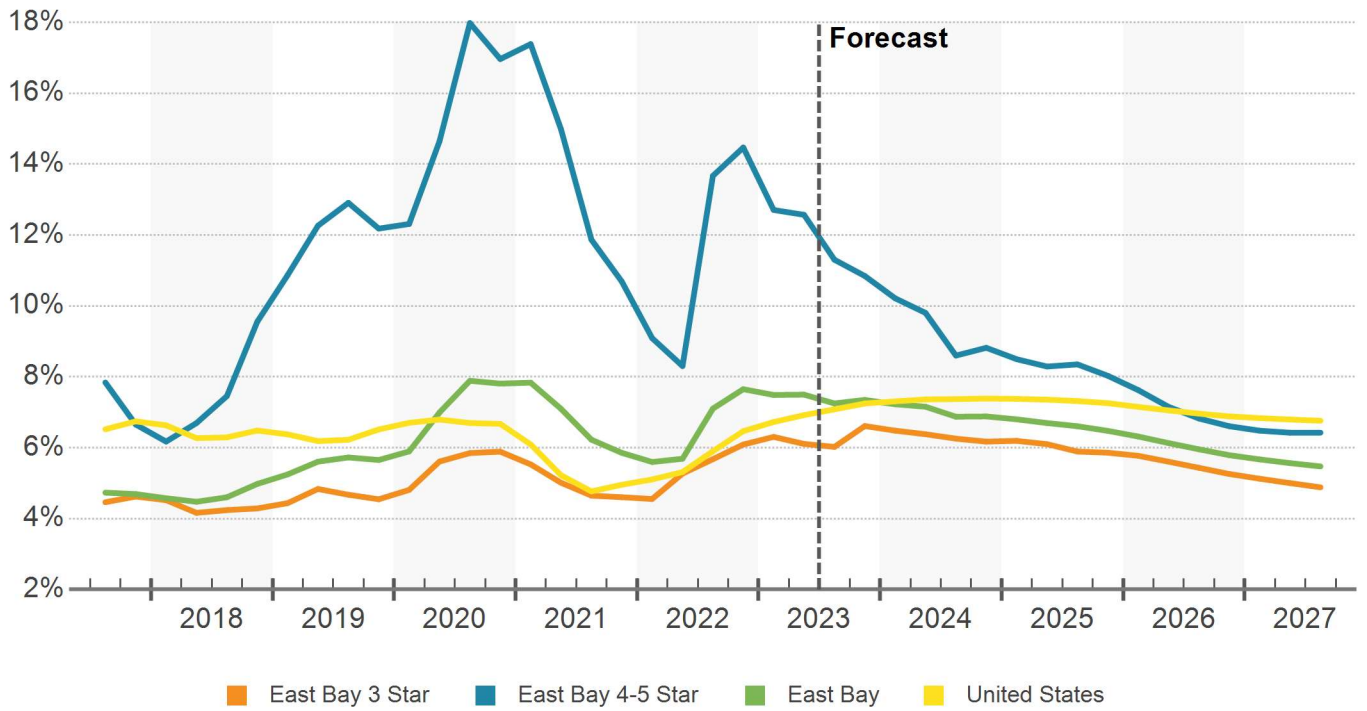
## ABSORPTION, NET DELIVERIES & VACANCY



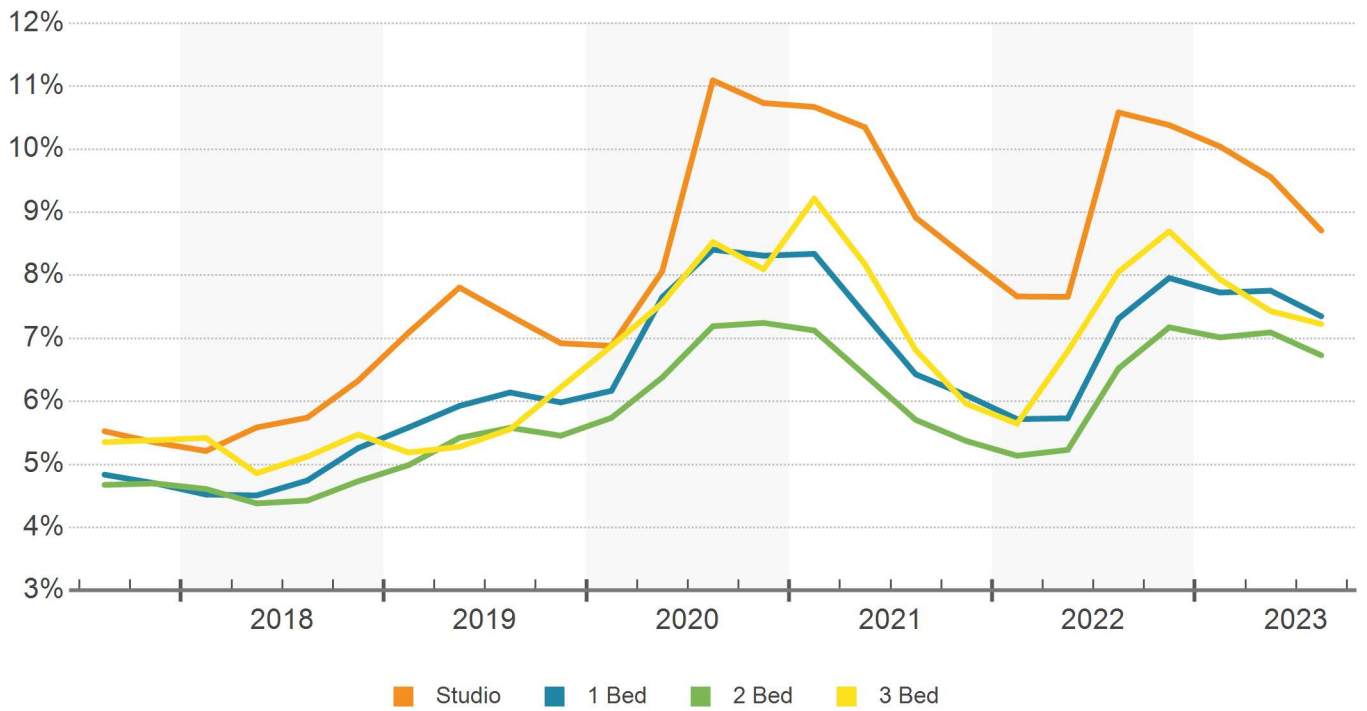
## OVERALL & STABILIZED VACANCY



### VACANCY RATE



### VACANCY BY BEDROOM



As of the third quarter of 2023, East Bay asking rents average around \$2,400/unit, with year-over-year rent growth currently measuring -1.0%. Downward momentum after a recent peak of 5.5% has set in, as leasing works to find its footing.

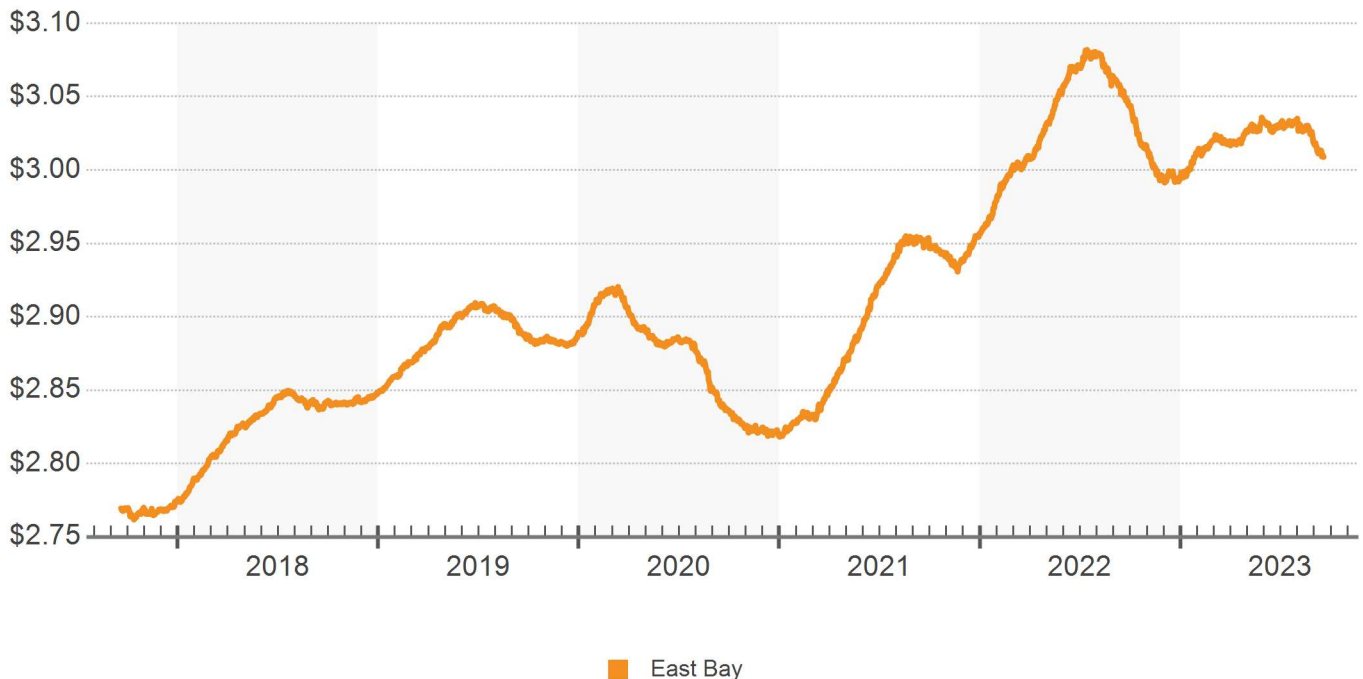
The average asking rent in the East Bay is one of the highest rates in the country, but is conversely well below the neighboring metros of San Francisco and San Jose. Asking rents in the East Bay are roughly 20% below both the San Francisco and San Jose markets.

Average rental rates vary widely, with the most expensive markets like Emeryville and Berkeley showcasing asking rents around 40% higher than submarkets like Richmond/Martinez, Pittsburg/Antioch, and East Oakland, which sit at the opposite end of the metro's rankings. The most expensive markets are more centralized in the western portion of the metro with shorter commute times to job centers compared to less costly submarkets.

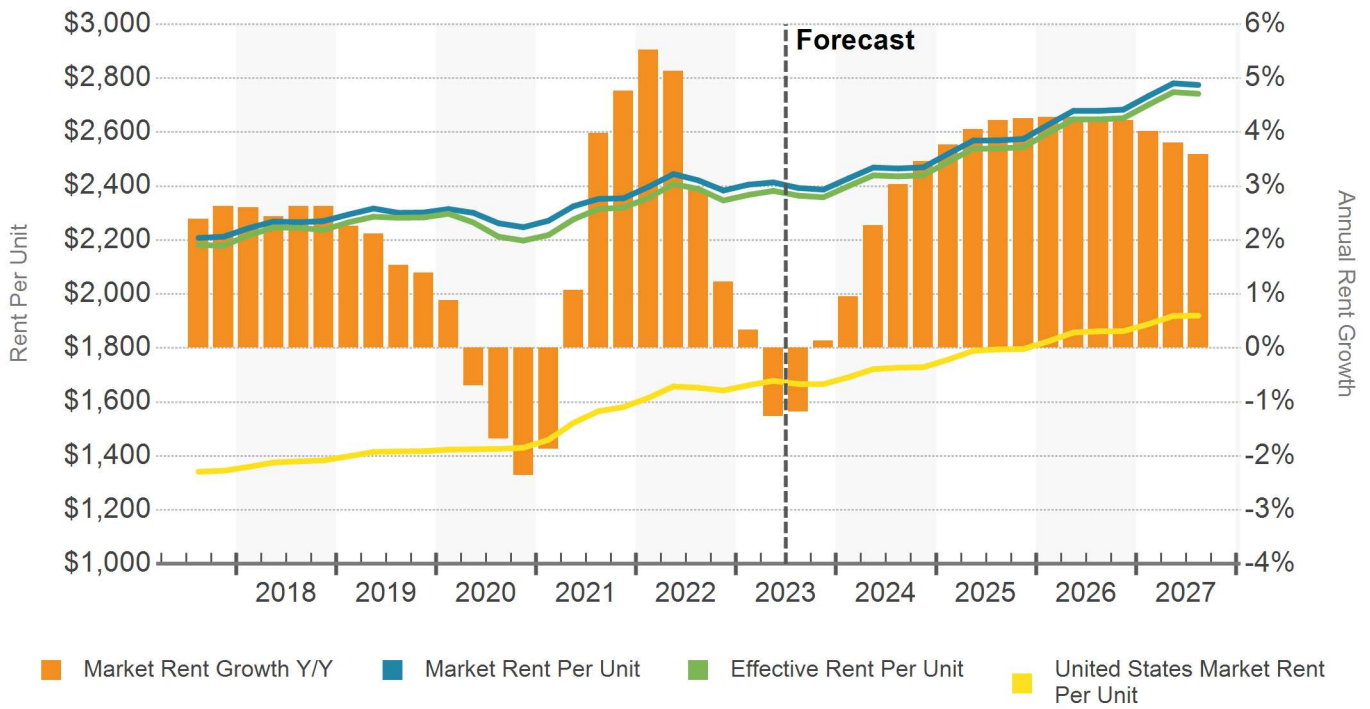
Nonetheless, population demographics also play a role in submarkets such as Dublin/Pleasanton/Livermore and Walnut Creek/San Ramon. These submarkets lie in the eastern portion of the metro but consist of populations with higher median incomes and boast desirable lifestyle and community amenities, as well as public transportation access. These factors support rental rates above the metro average.

The 4 & 5 Star quality slice will see the most pressure of the downside in coming quarters, as around 80% of the units in the pipeline are in luxury communities. Already, trailing 12-month rent growth in this category is -2.3%, which paces well behind 3 Star and 1 & 2 Star growth of -1.1% and 0.5%, respectively. One exception to this would be higher-end communities clustered around the Warm Springs/South Fremont BART station and the Tesla factory in Fremont/Newark. Here, in the Eastside Industrial district, occupancies are well above metro trends and rent growth has outperformed, given walkable proximity to Tesla and other major employers.

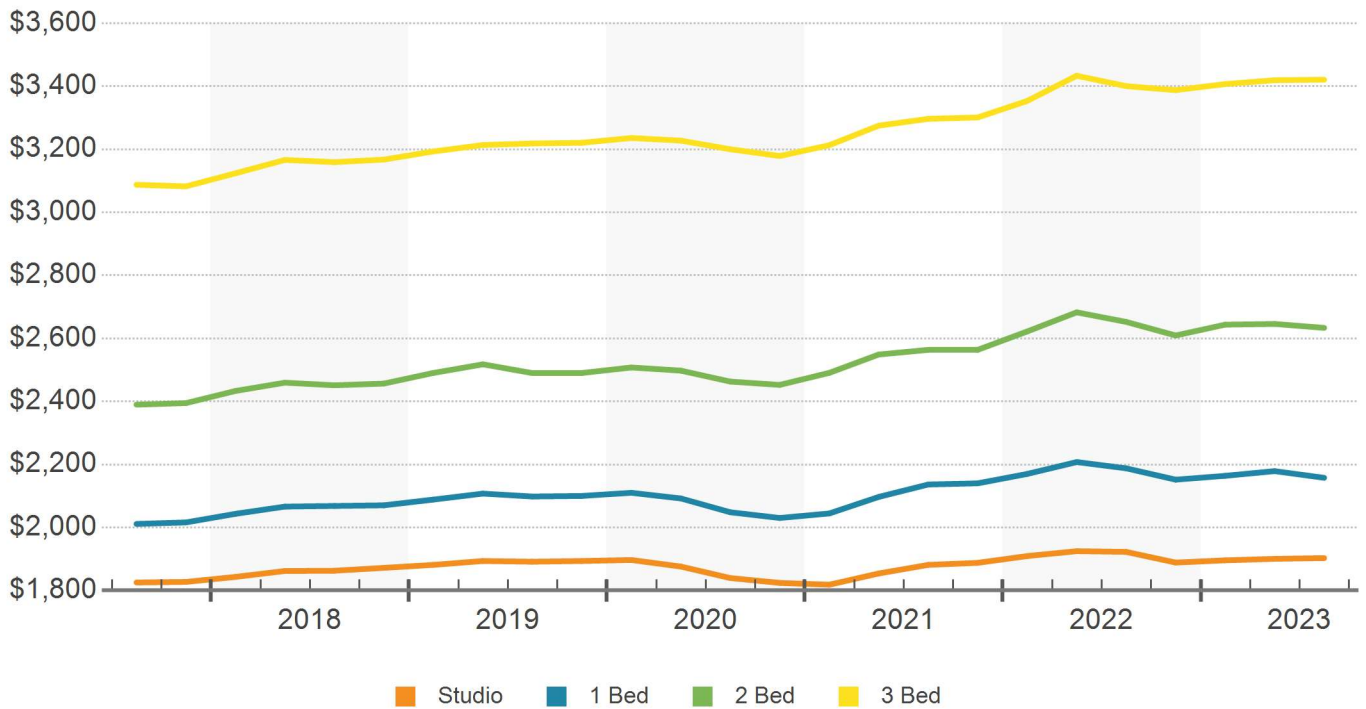
### DAILY ASKING RENT PER SF



### 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>East Bay</b>	\$0.93	\$0.97	\$0.63	\$0.72	\$1.23	\$1.28	\$0.42	\$2.53	\$0.25	\$0.82	\$0.98	<b>\$10.76</b>
Berkeley	\$0.98	\$1.02	\$0.65	\$0.72	\$1.24	\$1.30	\$0.43	\$2.71	\$0.30	\$0.82	\$1.01	<b>\$11.18</b>
Concord/Pleasant Hill	\$0.64	\$1.07	\$0.56	\$0.87	\$1.28	\$1.47	\$0.42	\$2.29	\$0.10	\$0.74	\$1.01	<b>\$10.45</b>
Downtown Oakland	\$0.98	\$1.02	\$0.65	\$0.72	\$1.24	\$1.30	\$0.43	\$2.71	\$0.30	\$0.82	\$1.01	<b>\$11.18</b>
Dublin/Pleasanton/L...	\$0.74	\$1.01	\$0.65	\$0.71	\$1.12	\$1.28	\$0.42	\$2.65	\$0.29	\$0.80	\$1	<b>\$10.67</b>
East Oakland	\$0.91	\$0.68	\$0.56	\$0.58	\$1.14	\$0.77	\$0.37	\$2	\$0.14	\$0.70	\$0.90	<b>\$8.75</b>
Emeryville	\$0.78	\$1.02	\$0.65	\$0.72	\$1.14	\$1.30	\$0.43	\$2.71	\$0.30	\$0.82	\$1.01	<b>\$10.88</b>
Fremont/Newark	\$1.03	\$0.94	\$0.64	\$0.70	\$1.35	\$1.22	\$0.41	\$2.52	\$0.27	\$0.77	\$0.97	<b>\$10.82</b>
Hayward/Castro Val...	\$0.91	\$0.66	\$0.57	\$0.65	\$1.17	\$0.91	\$0.37	\$1.87	\$0.17	\$0.61	\$0.84	<b>\$8.73</b>
Pittsburg/Antioch	\$0.64	\$1.07	\$0.56	\$0.87	\$1.28	\$1.47	\$0.42	\$2.29	\$0.10	\$0.74	\$1.01	<b>\$10.45</b>
Richmond/Martinez	\$1.06	\$0.98	\$0.74	\$0.75	\$1.17	\$1.35	\$0.42	\$2.65	\$0.08	\$0.61	\$1	<b>\$10.81</b>
Walnut Creek/San...	\$1.17	\$1.07	\$0.61	\$0.76	\$1.18	\$1.52	\$0.45	\$2.65	\$0.32	\$1.17	\$1	<b>\$11.90</b>

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>East Bay</b>	\$0.93	\$0.52	\$0.54	\$0.55	\$1.16	\$0.59	\$0.37	\$1.92	\$0.08	\$0.73	\$0.94	<b>\$8.33</b>
Alameda	\$0.92	\$0.48	\$0.51	\$0.51	\$1.17	\$0.46	\$0.35	\$1.88	\$0.05	\$0.76	\$0.94	<b>\$8.03</b>
Berkeley	\$0.93	\$0.49	\$0.52	\$0.51	\$1.17	\$0.48	\$0.35	\$1.91	\$0.05	\$0.76	\$0.95	<b>\$8.12</b>
Concord/Pleasant Hill	\$0.57	\$0.84	\$0.53	\$0.48	\$0.88	\$0.68	\$0.34	\$1.80	\$0.09	\$0.60	\$0.93	<b>\$7.74</b>
Downtown Oakland	\$0.91	\$0.58	\$0.54	\$0.53	\$1.16	\$0.60	\$0.36	\$1.96	\$0.09	\$0.75	\$0.94	<b>\$8.42</b>
Dublin/Pleasanton/L...	\$0.70	\$0.80	\$0.62	\$0.50	\$0.96	\$0.64	\$0.35	\$2.10	\$0.14	\$0.76	\$0.94	<b>\$8.51</b>
East Oakland	\$0.90	\$0.49	\$0.51	\$0.51	\$1.14	\$0.47	\$0.34	\$1.78	\$0.05	\$0.71	\$0.90	<b>\$7.80</b>
Emeryville	\$0.71	\$0.80	\$0.62	\$0.50	\$0.95	\$0.63	\$0.35	\$2.14	\$0.14	\$0.78	\$0.96	<b>\$8.58</b>
Fremont/Newark	\$1	\$0.35	\$0.51	\$0.60	\$1.31	\$0.58	\$0.39	\$1.86	\$0.06	\$0.76	\$0.94	<b>\$8.36</b>
Hayward/Castro Val...	\$1	\$0.35	\$0.51	\$0.60	\$1.30	\$0.59	\$0.38	\$1.85	\$0.06	\$0.75	\$0.94	<b>\$8.33</b>
Oakland Hills	\$0.93	\$0.48	\$0.51	\$0.51	\$1.18	\$0.46	\$0.35	\$1.91	\$0.05	\$0.77	\$0.95	<b>\$8.10</b>
Pittsburg/Antioch	\$0.55	\$0.85	\$0.53	\$0.48	\$0.88	\$0.69	\$0.34	\$1.84	\$0.10	\$0.62	\$0.94	<b>\$7.82</b>
Richmond/Martinez	\$1.01	\$0.80	\$0.71	\$0.62	\$1.04	\$0.75	\$0.32	\$2.29	\$0.08	\$0.23	\$0.95	<b>\$8.80</b>
San Leandro/San L...	\$1.01	\$0.31	\$0.50	\$0.59	\$1.32	\$0.54	\$0.39	\$1.84	\$0.05	\$0.77	\$0.95	<b>\$8.27</b>
Walnut Creek/San...	\$1.11	\$0.95	\$0.58	\$0.42	\$0.79	\$0.81	\$0.39	\$2.29	\$0.32	\$1.13	\$0.96	<b>\$9.75</b>

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>East Bay</b>	\$0.74	\$0.50	\$0.51	\$0.51	\$0.91	\$0.53	\$0.31	\$1.05	\$0.06	\$0.40	\$0.67	<b>\$6.19</b>
Alameda	\$0.76	\$0.46	\$0.49	\$0.48	\$0.94	\$0.44	\$0.31	\$1.04	\$0.04	\$0.41	\$0.67	<b>\$6.04</b>
Berkeley	\$0.76	\$0.46	\$0.49	\$0.48	\$0.94	\$0.44	\$0.31	\$1.04	\$0.04	\$0.41	\$0.67	<b>\$6.04</b>
Concord/Pleasant Hill	\$0.55	\$0.81	\$0.51	\$0.46	\$0.84	\$0.65	\$0.31	\$1.04	\$0.09	\$0.41	\$0.67	<b>\$6.34</b>
Downtown Oakland	\$0.75	\$0.48	\$0.50	\$0.48	\$0.94	\$0.45	\$0.31	\$1.04	\$0.05	\$0.41	\$0.67	<b>\$6.08</b>
Dublin/Pleasanton/L...	\$0.67	\$0.75	\$0.59	\$0.47	\$0.94	\$0.59	\$0.31	\$1.08	\$0.11	\$0.43	\$0.68	<b>\$6.62</b>
East Oakland	\$0.76	\$0.46	\$0.49	\$0.48	\$0.94	\$0.44	\$0.31	\$1.03	\$0.04	\$0.41	\$0.67	<b>\$6.03</b>
Emeryville	\$0.68	\$0.72	\$0.57	\$0.47	\$0.94	\$0.57	\$0.31	\$1.04	\$0.10	\$0.41	\$0.67	<b>\$6.48</b>
Fremont/Newark	\$0.77	\$0.31	\$0.48	\$0.58	\$0.96	\$0.52	\$0.31	\$1.07	\$0.04	\$0.43	\$0.68	<b>\$6.15</b>
Hayward/Castro Val...	\$0.76	\$0.30	\$0.48	\$0.59	\$0.94	\$0.52	\$0.31	\$1.03	\$0.04	\$0.41	\$0.67	<b>\$6.05</b>
Oakland Hills	\$0.76	\$0.46	\$0.49	\$0.48	\$0.94	\$0.44	\$0.31	\$1.03	\$0.04	\$0.41	\$0.67	<b>\$6.03</b>
Pittsburg/Antioch	\$0.52	\$0.81	\$0.51	\$0.46	\$0.84	\$0.65	\$0.31	\$1.09	\$0.09	\$0.42	\$0.69	<b>\$6.39</b>
Richmond/Martinez	\$0.76	\$0.75	\$0.67	\$0.58	\$0.94	\$0.71	\$0.31	\$1.03	\$0.07	\$0.23	\$0.67	<b>\$6.72</b>
San Leandro/San L...	\$0.76	\$0.32	\$0.48	\$0.58	\$0.94	\$0.51	\$0.31	\$1.04	\$0.04	\$0.41	\$0.67	<b>\$6.06</b>
Walnut Creek/San...	\$0.76	\$0.86	\$0.54	\$0.28	\$0.63	\$0.56	\$0.31	\$1.04	\$0.11	\$0.41	\$0.67	<b>\$6.17</b>

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

Over 18,000 units have been added on a net basis over the past five years in the East Bay, equating to a percentage change of 10.6%. Another 4,700 units are underway as of the third quarter of 2023. The current pipeline will expand the metro's inventory by 2.5%, pushing the market closer to the 200,000 unit mark.

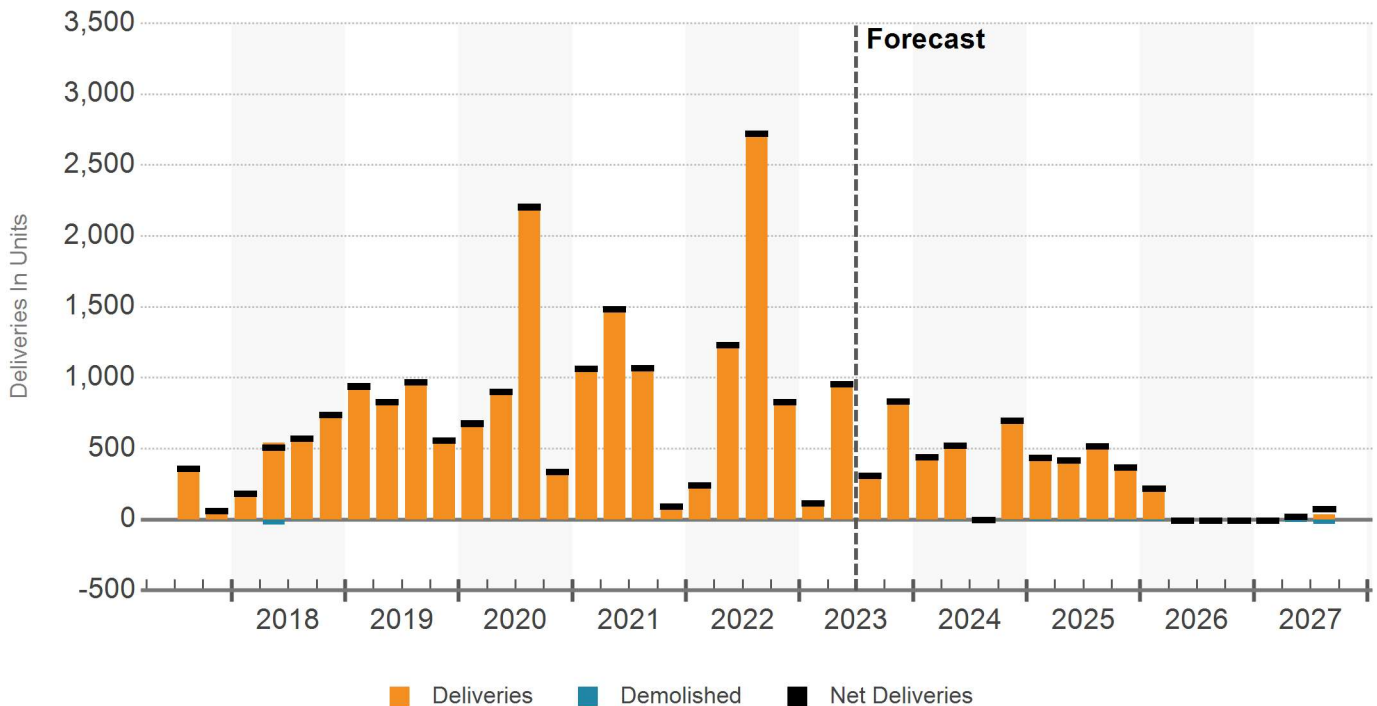
Downtown Oakland has been the focal point of development in recent years. Signature Development Group of Oakland is leading a multi-year transformation of Brooklyn Basin that includes around 3,100 housing units and 200,000 SF of commercial space on the project's 65-acre waterfront site. Submarket inventory has already grown by nearly 50% since 2015. In addition, Downtown Oakland has experienced some companies establishing larger office footprints over the years. As a result, it has emerged as a friendlier live/work/play environment.

Fremont/Newark has also seen plenty of construction

activity, gaining momentum as tech-oriented tenants from the South Bay move in and the development of Silicon Valley's BART extension progresses. Phase 1 of the BART extension, from Fremont to Milpitas and Berryessa/North San Jose, was completed in 2020. This phase has spurred the significant development seen in Fremont in recent years. Phase 2 of the extension to Santa Clara through Downtown San Jose and Diridon Station is anticipated to initiate service by 2029.

Lastly, Berkeley, Walnut Creek, Concord, and Pleasanton have also seen BART-proximate communities deliver in recent quarters. Some cities have improved zoning regulations allowing for increased density around transit stations. In response, developers have capitalized on desirable areas where residents can benefit from the accessibility and good quality of life. In Walnut Creek, the 91-unit Rise and the 284-unit Hanover Walnut Creek near the Pleasant Hill/Contra Costa Centre station are prime examples.

### DELIVERIES & DEMOLITIONS



# Under Construction Properties

East Bay Multi-Family

Properties

Units

Percent of Inventory

Avg. No. Units

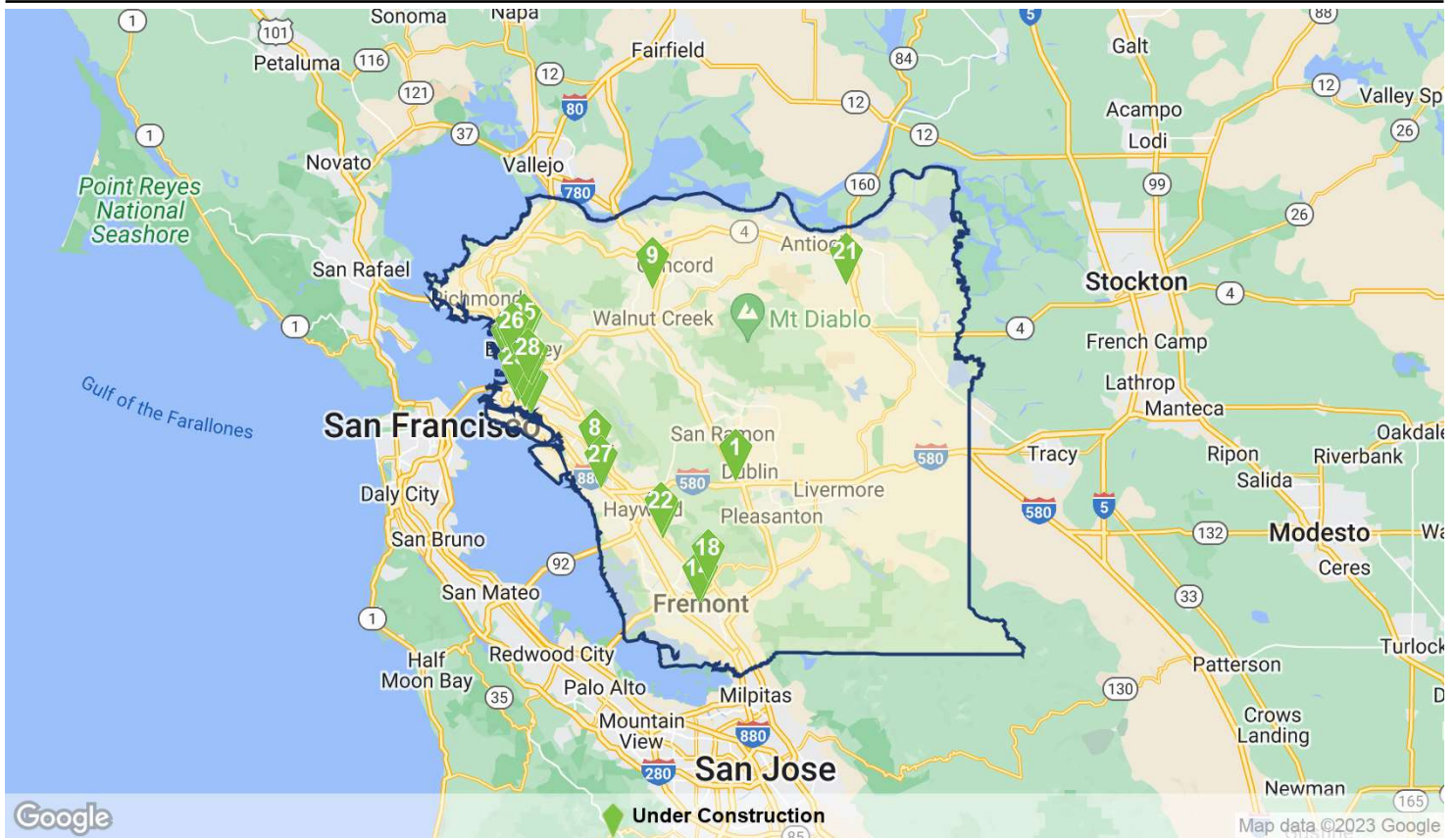
**33**

**4,670**

**2.5%**

**142**

## UNDER CONSTRUCTION PROPERTIES



## UNDER CONSTRUCTION

Property Name/Address	Rating	Units	Stories	Start	Complete	Developer/Owner
1 <b>Avalon West Dublin</b> 7688 Saint Patrick Way	★★★★☆	499	5	Jan 2022	Nov 2023	AvalonBay Communities, Inc. AvalonBay Communities, Inc.
2 <b>1900 Broadway</b> 1900 Broadway	★★★★☆	452	39	Aug 2021	Oct 2023	Behring Companies Mission Bay Development Group,...
3 <b>Portico</b> 37 8th Ave	★★★★☆	378	8	Apr 2022	Dec 2023	CityView CityView
4 <b>Caspian</b> 260 Brooklyn Basin Way	★★★★☆	371	7	Jan 2021	Oct 2023	Signature Development Group Signature Development Group
5 <b>24th and Waverly</b> 2359 Harrison St	★★★★☆	328	16	Oct 2022	Jun 2024	Holland Partner Group Holland Partner Group
6 <b>MIG Fremont Apartments</b> 39150 Fremont Blvd	★★★★☆	250	5	Apr 2022	Jan 2024	Bayrock Multifamily LLC MIG Real Estate, LLC
7 <b>1510 Webster St</b>	★★★★☆	222	25	Nov 2022	Apr 2025	oWOW Webster Development Corp

# Under Construction Properties

East Bay Multi-Family

## UNDER CONSTRUCTION

Property Name/Address	Rating	Units	Stories	Start	Complete	Developer/Owner
8 <b>Centro Callan Apartments</b> 100 Callan Ave	★ ★ ★ ★ ★	196	5	Oct 2022	Jun 2024	The Martin Group Sansome Pacific Properties, Inc.
9 <b>85 Cleaveland Rd</b>	★ ★ ★ ★ ★	189	4	Feb 2023	Mar 2024	Gemdale USA Gemdale USA
10 <b>Bayview</b> 6701 Shellmound St	★ ★ ★ ★ ★	186	7	Mar 2021	Oct 2023	AMCAL Multi-Housing, Inc. AMCAL Multi-Housing, Inc.
11 <b>2150 Kittredge</b> 2150 Kittredge St	★ ★ ★ ★ ★	169	7	Apr 2022	Apr 2024	East Beach Capital East Beach Capital
12 <b>Ace Berkeley</b> 1951 Shattuck Ave	★ ★ ★ ★ ★	163	12	Feb 2023	May 2024	Grosvenor USA Limited Grosvenor USA Limited
13 <b>Link Apartments</b> 412 Madison St	★ ★ ★ ★ ★	157	7	Mar 2022	Oct 2023	Swenson Swenson
14 <b>Bell Street Gardens</b> 4103 Mowry Ave	★ ★ ★ ★ ★	128	4	Apr 2023	Apr 2025	Resources for Community Develo... Robert & Virginia M Stahl Partner...
15 <b>685 9th St</b>	★ ★ ★ ★ ★	117	1	Jun 2023	Dec 2024	- Riaz Capital
16 <b>1888 MLK</b> 1888 Martin Luther King Jr...	★ ★ ★ ★ ★	88	6	Nov 2020	Oct 2023	CRC Development CRC Development
17 <b>Aquatic Ashby</b> 3006 San Pablo Ave	★ ★ ★ ★ ★	78	6	May 2022	Jan 2024	Read Investments Read Investments
18 <b>Niles Gateway by Lennar...</b> 37899 Niles Blvd	★ ★ ★ ★ ★	75	3	Feb 2023	Feb 2024	Lennar Lennar
19 <b>Mission Village</b> 411 Industrial Pky	★ ★ ★ ★ ★	72	3	Jul 2022	Mar 2024	Valley Oak Partners KB Home
20 <b>2099 Martin Luther King...</b>	★ ★ ★ ★ ★	72	6	Oct 2022	Oct 2024	- Thompson 1997 Living Trust
21 <b>5413 Guenoc Valley Ln</b>	★ ★ ★ ★ ★	71	1	Jun 2022	Jun 2024	Tri Pointe Homes, Inc Xin Chen
22 <b>29212 Mission Blvd</b>	★ ★ ★ ★ ★	66	5	Sep 2022	Feb 2024	True Life Companies True Life Companies
23 <b>2242 Magnolia St</b>	★ ★ ★ ★ ★	65	3	Aug 2022	Dec 2023	Dogtown Development Company,... Riaz Capital
24 <b>One Piedmont</b> 230-240 W Macarthur Blvd	★ ★ ★ ★ ★	57	5	May 2021	Nov 2023	- Bayrock Multifamily LLC
25 <b>The Berkeley Place</b> 2067 University Ave	★ ★ ★ ★ ★	50	7	Feb 2021	Oct 2023	- Strategic Building Innovation Inc
26 <b>Poet's Place</b> 2435 San Pablo Ave	★ ★ ★ ★ ★	41	4	Jun 2022	Dec 2023	- Wang Brothers Investments, LLC
27 <b>Maple Lane</b> 903 Manor Blvd	★ ★ ★ ★ ★	39	3	Sep 2020	Aug 2024	D.R. Horton, Inc. -
28 <b>469 40th St</b>	★ ★ ★ ★ ★	34	5	Sep 2022	Dec 2023	Three Steps Properties, Llc Three Steps Properties, Llc

Trailing 12-month sales volume as of the third quarter of 2023 comes in at \$714 million on 150 recorded transactions. However, the East Bay metro has averaged a healthy 310 sales over the past five years. For reference, over that period, trailing four quarter sales volume peaked at \$3.7 billion, while averaging about \$2.1 billion. Deteriorating lending conditions as a result of the Federal Reserve's ongoing battle with inflation have reduced the amount of debt and equity available, slowing capital markets activity.

Investors are paying an average market price of \$390,000/unit. Even after a steady correction in pricing over the past few quarters, East Bay boasts one of the highest rates in the country, but well below the averages of neighboring cross bay rivals. San Francisco, for example, sees most of the foreign investment in the Bay Area. Market cap rates have trended up over the past few quarters in response to increases in bid to ask spreads.

Private capital accounts for the bulk of purchase activity, amounting to around 60%. Conversely, 75% of the sales volume in the East Bay originates from outside of the metro area.

Some examples include value-add plays by private investors in areas such as Hayward and Walnut Creek/San Ramon. In 23Q1, a local buyer picked up the 45-unit Dixon Landing Apartments for \$11.6 million (\$258,000/unit). Buyer motivations reportedly included some upside potential with a prime location near the South Hayward BART station. The 23Q2 transactions of

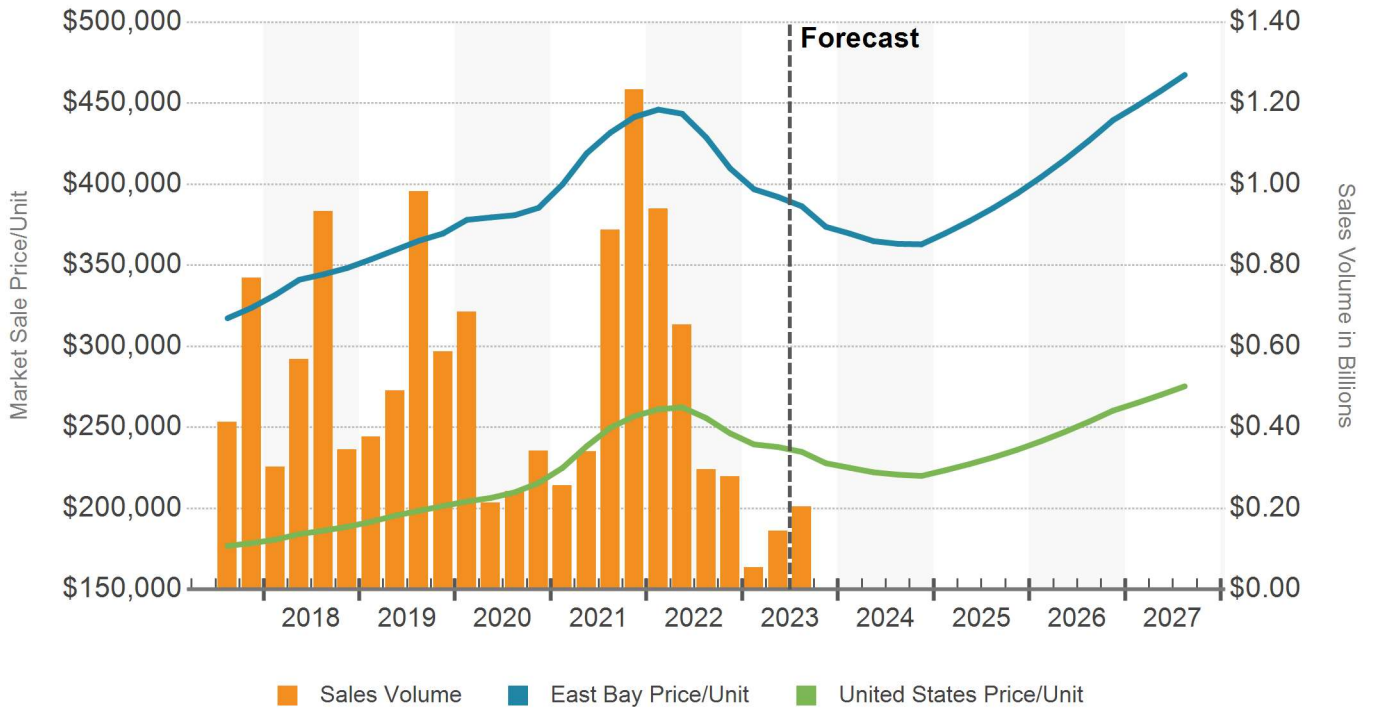
the 21- and 22-unit La Posada Apartments and the Courtyard at Poet Corner were deals that could each benefit from minor upgrades and higher rents in Walnut Creek. Closing prices were \$7.5 million (\$341,000/unit) and \$8 million (\$381,000/unit), respectively.

The metro's remaining outsized deals over the past year have been pushed by large funds, trusts and private equity groups, both placing capital and disposing of assets.

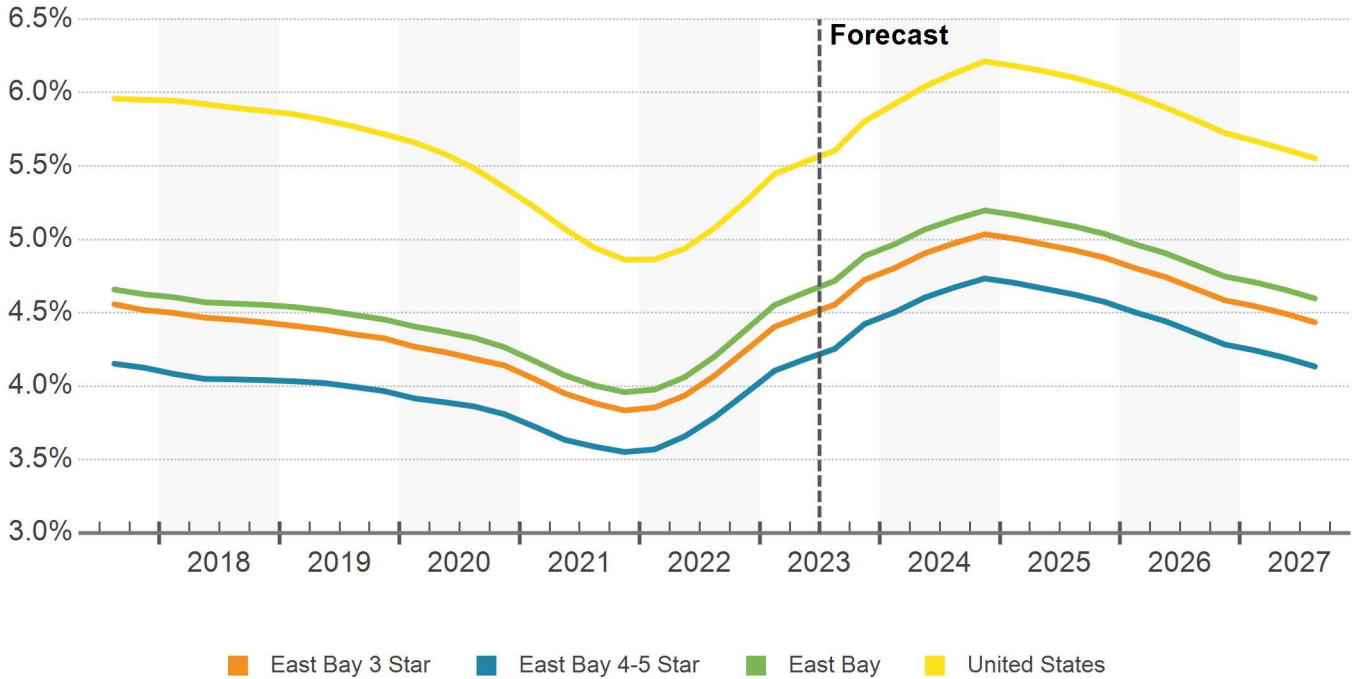
In higher-priced submarkets like Emeryville and Walnut Creek/San Ramon, several market-moving deals have transpired. In Walnut Creek, the 100-unit Arroyo Residences sold to Rockwood Capital for \$66 million (\$660,000/unit) in late 2022. The community was built in 2016 and was operating at stabilization. According to a reliable source, an aid in the motivation to purchase was securing a fixed interest rate loan well below market averages at the time of sale.

California public agencies have made prominent investments here over the past several years as well. Both the California Statewide Communities Development Authority (CSCDA) and the California Community Housing Agency (CalCHA) utilized similar strategies to make significant asset purchases. Both CSCDA and CalCHA issue governmental purpose bonds for the purpose of financing projects that provide, preserve and support affordable local housing for low-income, moderate-income, and middle-income families and individuals.

### SALES VOLUME & MARKET SALE PRICE PER UNIT



### MARKET CAP RATE



# Sales Past 12 Months

East Bay Multi-Family

Sale Comparables

Avg. Price/Unit (thous.)

Average Price (mil.)

Average Vacancy at Sale

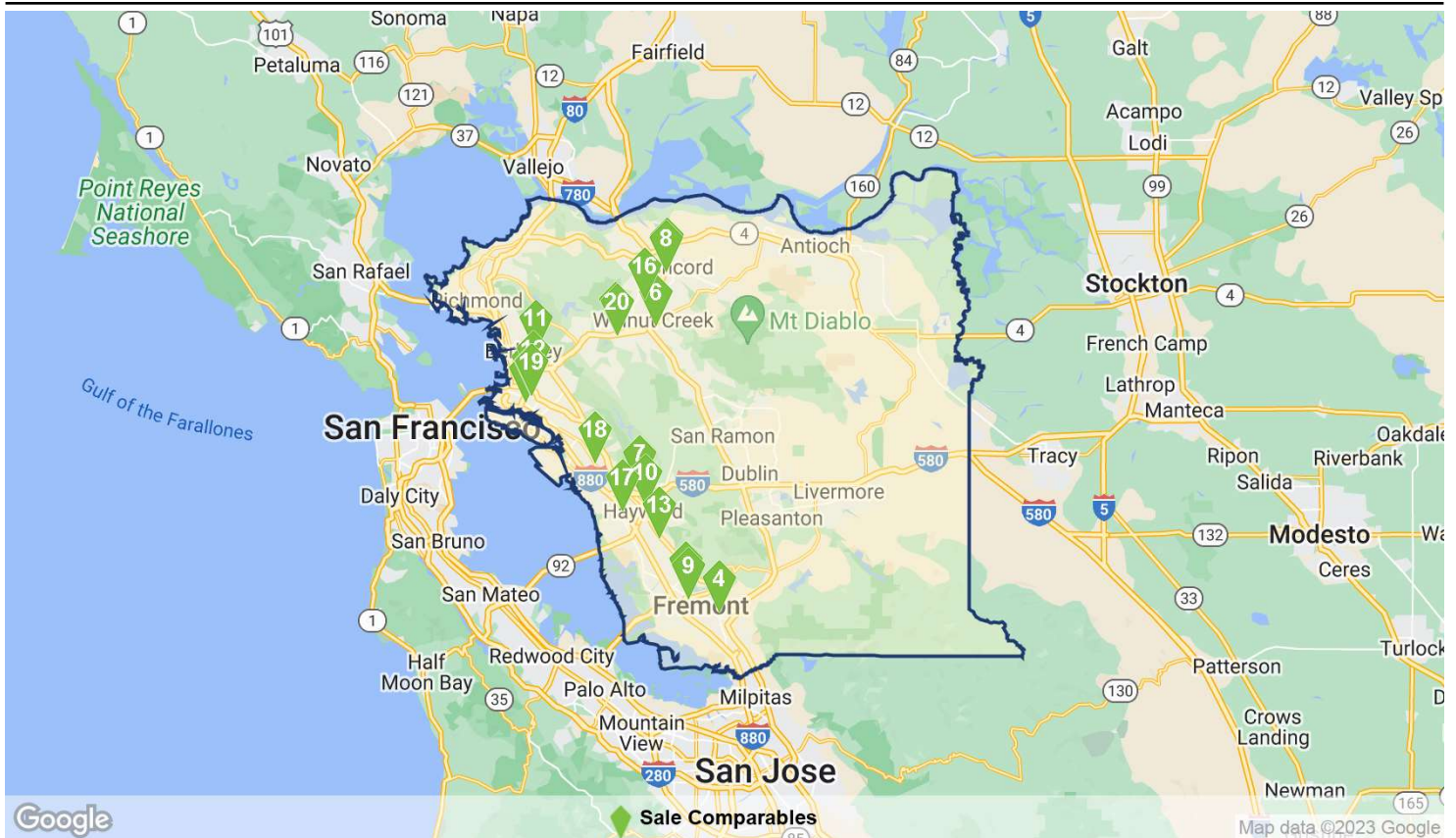
151

\$301

\$4.7

7.4%

## SALE COMPARABLE LOCATIONS



## SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$750,000	\$4,693,231	\$2,295,000	\$89,750,000
Price/Unit	\$72,636	\$300,743	\$260,000	\$540,625
Cap Rate	3.4%	5.4%	5.3%	10.4%
Vacancy Rate At Sale	0%	7.4%	0%	100%
Time Since Sale in Months	0.2	5.9	5.3	11.9
Property Attributes	Low	Average	Median	High
Property Size in Units	5	15	8	185
Number of Floors	1	2	2	8
Average Unit SF	78	800	733	2,280
Year Built	1890	1954	1961	2022
Star Rating	★ ★ ★ ★ ★	★ ★ ★ ★ ★ 2.1	★ ★ ★ ★ ★	★ ★ ★ ★ ★



# Sales Past 12 Months

East Bay 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 Artist Walk 3888 Artist Walk Commons	★★★★★	2018	185	4.9%	9/13/2023	\$89,750,000	\$485,135	\$436	
2 Edson 295 29th St	★★★★★	2022	91	3.3%	12/20/2022	\$47,000,000	\$516,483	\$516	
3 Alice House 1411 Alice St	★★★★★	2020	79	20.3%	12/29/2022	\$39,500,000	\$500,000	\$500	
4 Victoria Park Apartments 40882 High St	★★★★★	1987	60	1.7%	11/9/2022	\$27,200,000	\$453,333	\$543	
5 Sunset Pines Apartments 1770 Adelaide St	★★★★★	1967	69	2.9%	6/30/2023	\$22,157,500	\$321,123	\$285	
6 Vista Terrace 1355 Mt Pisgah Rd	★★★★★	1968	40	5.0%	10/28/2022	\$19,550,000	\$488,750	\$562	
7 Stratus Apartments 20421-20499 Anita Ave	★★★★★	1959	39	0%	6/27/2023	\$15,500,000	\$397,435	\$513	
8 Coral Court Apartments 1491 Detroit Ave	★★★★★	1968	47	0%	6/30/2023	\$15,093,000	\$321,127	\$517	
9 Blencourt/american Apart... 4250 Central Ave	★★★★★	1960	47	4.3%	11/16/2022	\$12,660,000	\$269,361	\$204	
10 Hayward Heights 23972-23976 2nd St	★★★★★	1961	41	12.2%	12/22/2022	\$12,000,000	\$292,682	\$418	
11 The Atrium at Prospect 2430 Prospect St	★★★★★	1960	27	7.4%	11/30/2022	\$11,800,000	\$437,037	\$557	
12 255-263 41st St	★★★★★	1956	24	8.3%	7/17/2023	\$11,650,000	\$485,416	\$820	
13 Dixon Landing Apartments 29371 Dixon St	★★★★★	1988	45	4.4%	1/20/2023	\$11,600,000	\$257,777	\$323	
14 La Posada Apartments 241 Lafayette Cir	★★★★★	1964	21	4.8%	4/11/2023	\$7,993,500	\$380,642	\$303	
15 200 Montecito Ave	★★★★★	1967	21	23.8%	10/4/2022	\$7,925,000	\$377,380	\$302	
16 The Courtyard at Poet Corner 264 Douglas Ln	★★★★★	1962	22	18.2%	5/17/2023	\$7,495,000	\$340,681	\$333	
17 21788 Thelma St	★★★★★	1964	27	3.7%	8/31/2023	\$7,000,000	\$259,259	\$294	
18 184 Callan Ave	★★★★★	1963	46	11.9%	7/26/2023	\$6,987,273	\$151,897	\$108	
19 303 Lee St	★★★★★	1964	25	8.0%	10/7/2022	\$6,850,000	\$274,000	\$366	
20 3543 Brook St	★★★★★	1965	14	7.1%	10/4/2022	\$6,600,000	\$471,428	\$514	

The East Bay economy continues its quest to fully recover from the fallout caused by the coronavirus pandemic, which abruptly ended what had been the longest economic expansion in U.S. history. The East Bay and the broader Bay Area were more cautious and methodical regarding opening up the economy following shutdown measures. The majority of office employees continue to work remotely, but retail businesses have been able to reopen, fueling a more robust recovery in recent months.

According to the Bureau of Labor Statistics, employment in the East Bay metro fell by nearly 180,000 between March and April of 2020, or over 15%. To date, employment remains a few thousand jobs short of pre-pandemic levels.

Unemployment stood just above 3% in late 2022, down around 100 basis points from one year prior. The East Bay rate compares to 4.1% for California and 3.5% for the nation overall. As expected, leisure and hospitality continue to be the hardest hit sector, down approximately 10,000 jobs since before the pandemic, but having seen 14,000 people added to payrolls in 2022.

While employment gains pre-pandemic in San Jose and San Francisco were more robust, the East Bay has significantly outpaced national average employment growth. Median income gains have been substantial as well, climbing above \$100,000 and significantly outpacing the national average during the recent expansion. The East Bay benefited from the Bay Area's widespread, tech-led economic expansion from the Great Recession. Established tech players such as Workday, Lam Research, and Veeva Systems continued or expanded their East Bay presence. In addition, newcomers like fintech firms Square and Credit Karma, and startups like Pleasanton-based 10x Genomics, among others, grew around the metro. Oxford Economics estimates that job growth in the East Bay will continue outperforming the national benchmark by a healthy margin over the next five years.

Outside of the tech sector, the East Bay is home to the Port of Oakland, one of the busiest ports in the U.S. and a central economic force in the metro. The East Bay is

also the largest Bay Area industrial market, and major distribution tenants like Amazon and UPS have been expanding in the metro recently. The continued rise of e-commerce and the need for warehouse space and last-mile distribution facilities should benefit the East Bay economy and employment market.

Major U.S. research facilities Lawrence Livermore and Lawrence Berkeley National Laboratories and Sandia National Laboratories are located in the East Bay. In addition, the East Bay is home to major operations for a diverse set of large corporations. Significant employment in the healthcare industry in the East Bay includes healthcare systems Kaiser Permanente, Sutter Health, and John Muir Health, along with device and supplier companies like The Cooper Companies and Bio-Rad Laboratories. And auto manufacturer Tesla, oil giant Chevron Corp, and The Clorox Company are all headquartered in the East Bay, helping to drive the region's economy.

Looking from a broader perspective, continued real estate development and public transportation infrastructure projects already in the works will strengthen economic activity in the East Bay moving forward. Most notable is the considerable amount of apartment construction taking place throughout the market, mostly in transit-oriented projects. While these projects may face issues in the near term, the long-term outlook is for continued connectivity in the Bay Area's most affordable major metro for housing and office space.

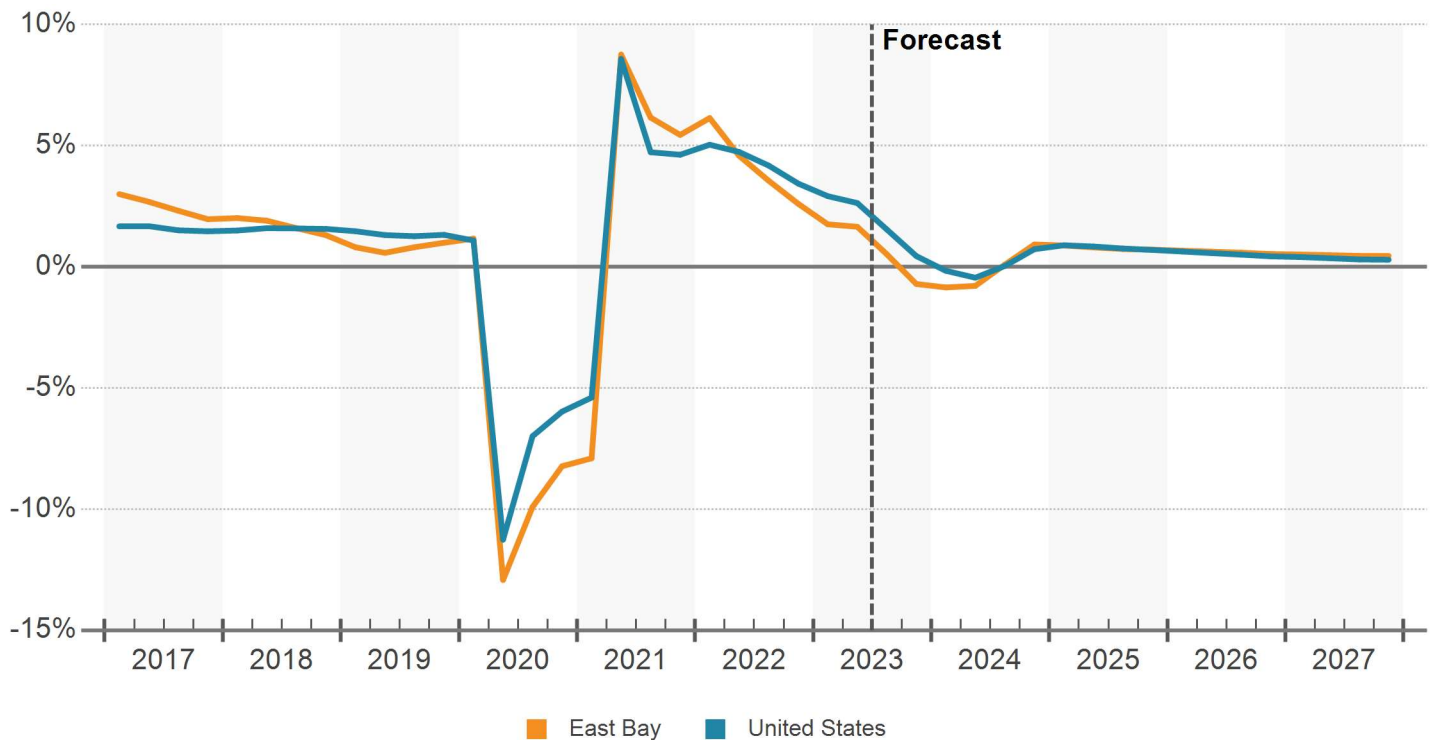
BART's ongoing extension from the East Bay to San Jose is significantly expanding the number of commuting options for East Bay residents. Job centers in San Francisco, Downtown Oakland, and Pleasanton are becoming even more accessible from the southern portion of the East Bay. And once BART reaches San Jose, East Bay, residents can look for work in all the Bay Area's three major cities of San Francisco, Oakland, and San Jose. Simultaneously, the construction of new BART stations through the southern end of the East Bay is opening up pockets for transit-oriented residential and commercial development, unlocking the greater economic potential for the region as a whole.

### EAST BAY 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	114	1.2	1.00%	0.47%	3.51%	0.75%	0.81%	0.06%
Trade, Transportation and Utilities	202	0.9	-1.03%	0.39%	0.88%	1.14%	-0.14%	0.10%
Retail Trade	105	0.9	-2.09%	0.24%	-0.22%	0.30%	-0.16%	0.09%
Financial Activities	52	0.7	0.07%	0.55%	-0.13%	1.44%	0.08%	0.12%
Government	162	0.9	0.68%	1.46%	-0.04%	0.32%	0.19%	0.42%
Natural Resources, Mining and Construction	78	1.2	2.39%	1.87%	3.12%	2.40%	0.76%	0.22%
Education and Health Services	210	1.1	2.73%	2.95%	2.26%	1.78%	0.69%	0.68%
Professional and Business Services	194	1.1	-0.37%	1.34%	1.13%	2.09%	-0.02%	0.36%
Information	24	1.0	-6.22%	-1.29%	0.39%	1.25%	0.52%	0.28%
Leisure and Hospitality	113	0.9	2.31%	4.41%	1.43%	1.52%	1.86%	0.89%
Other Services	39	0.9	-1.35%	1.99%	0.39%	0.62%	0.02%	0.28%
<b>Total Employment</b>	<b>1,187</b>	<b>1.0</b>	<b>0.62%</b>	<b>1.64%</b>	<b>1.35%</b>	<b>1.32%</b>	<b>0.45%</b>	<b>0.38%</b>

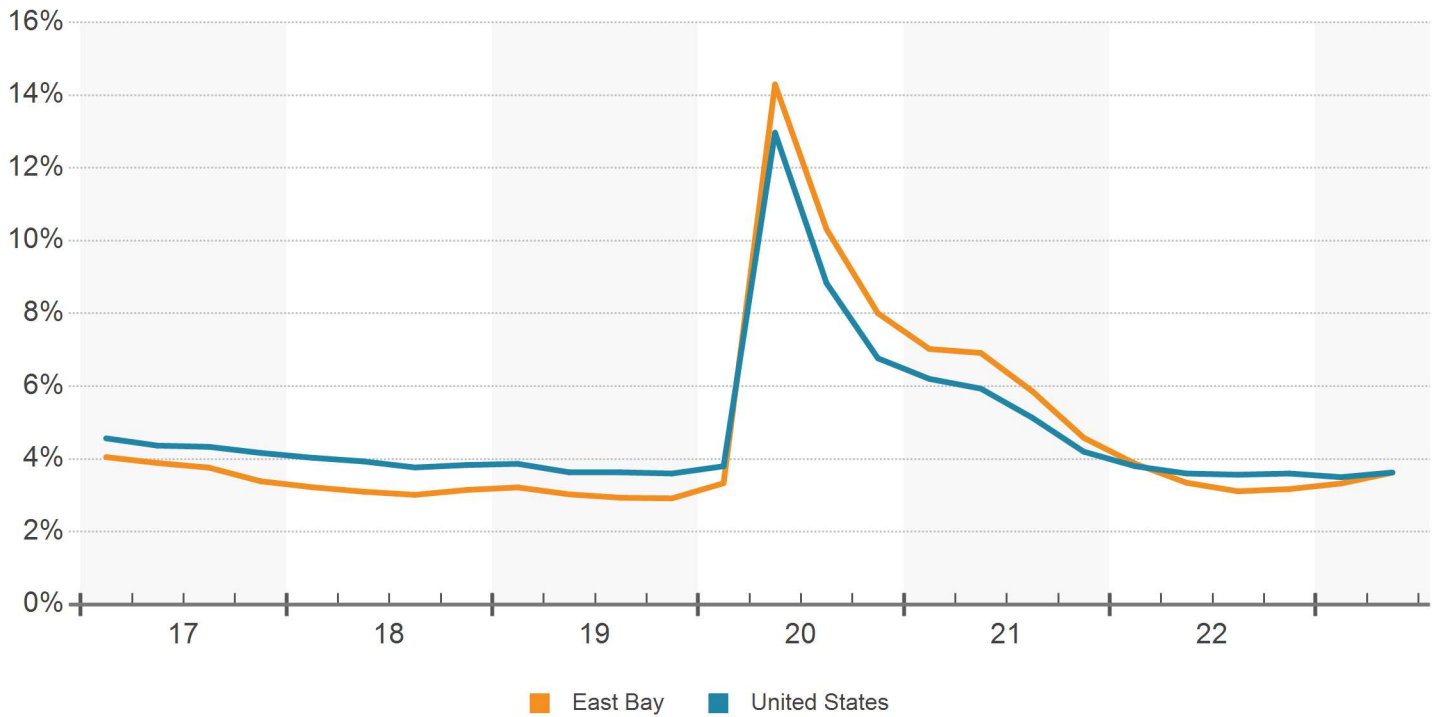
Source: Oxford Economics  
LQ = Location Quotient

### JOB GROWTH (YOY)

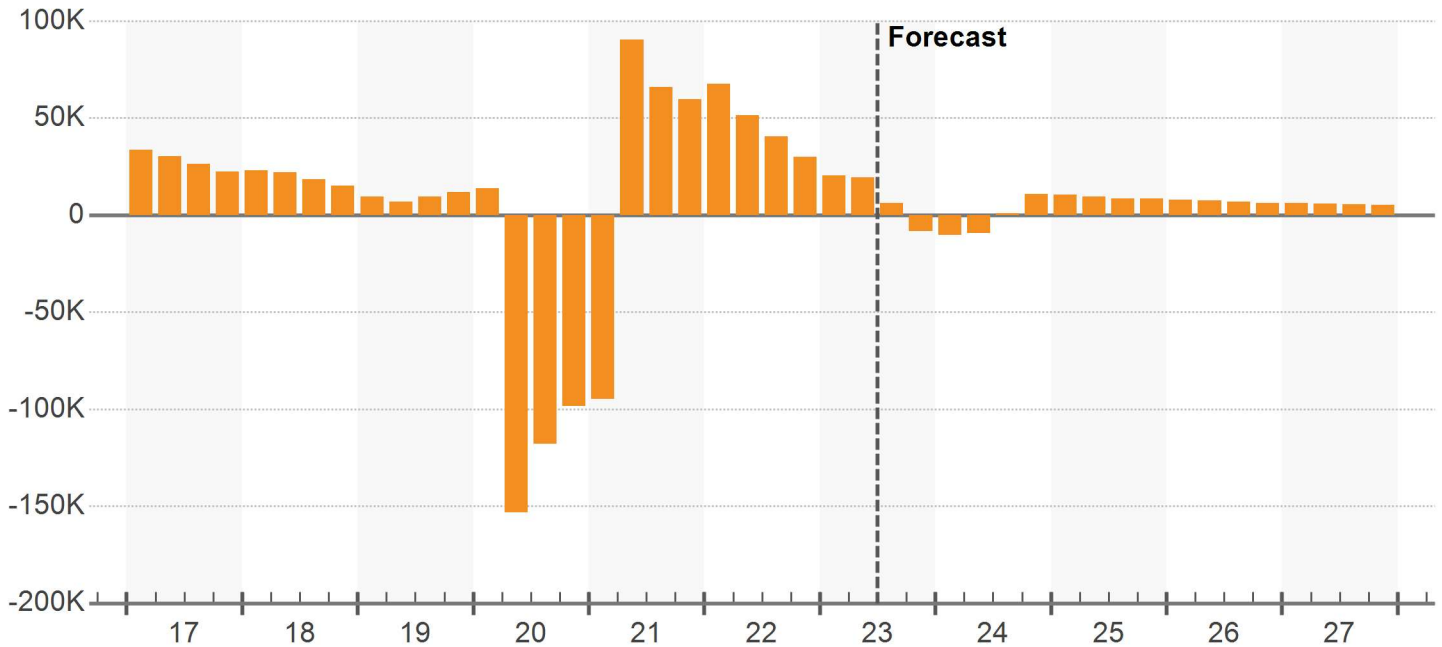


Source: Oxford Economics

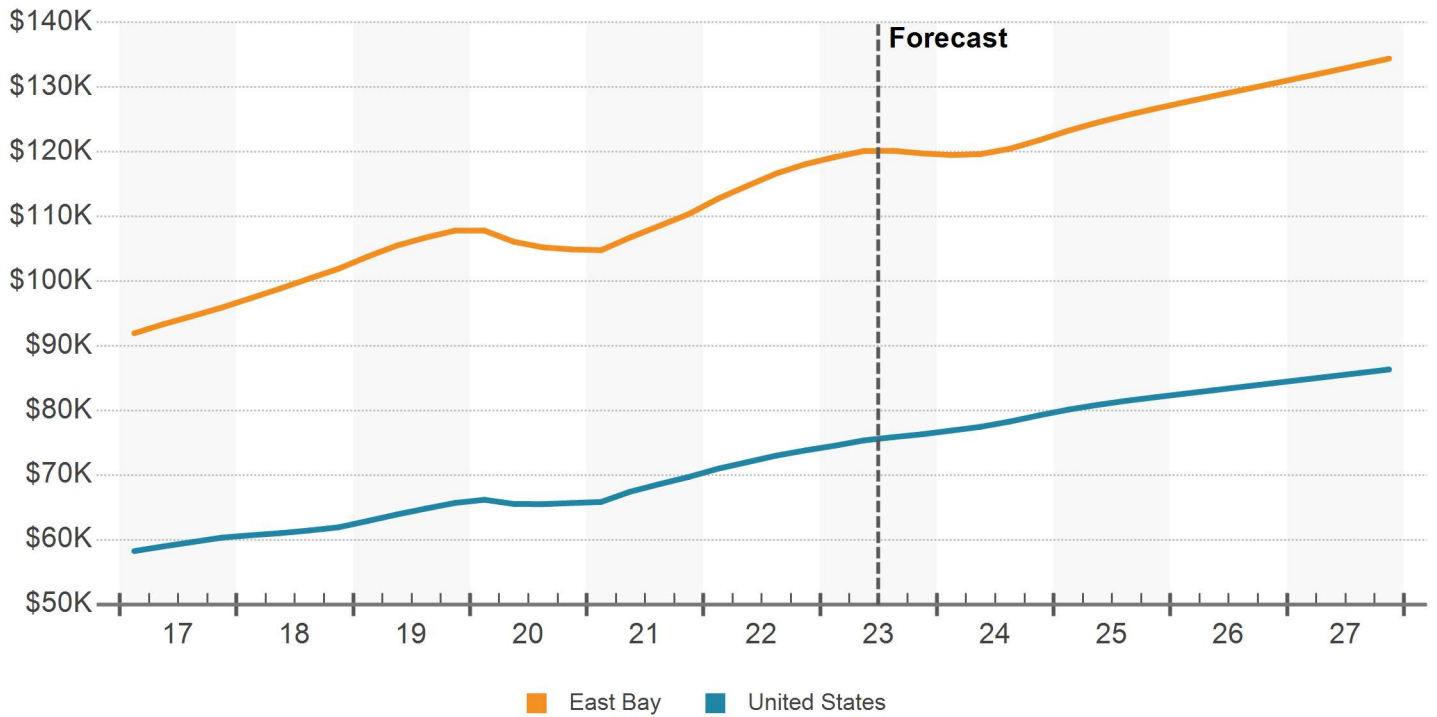
## UNEMPLOYMENT RATE (%)



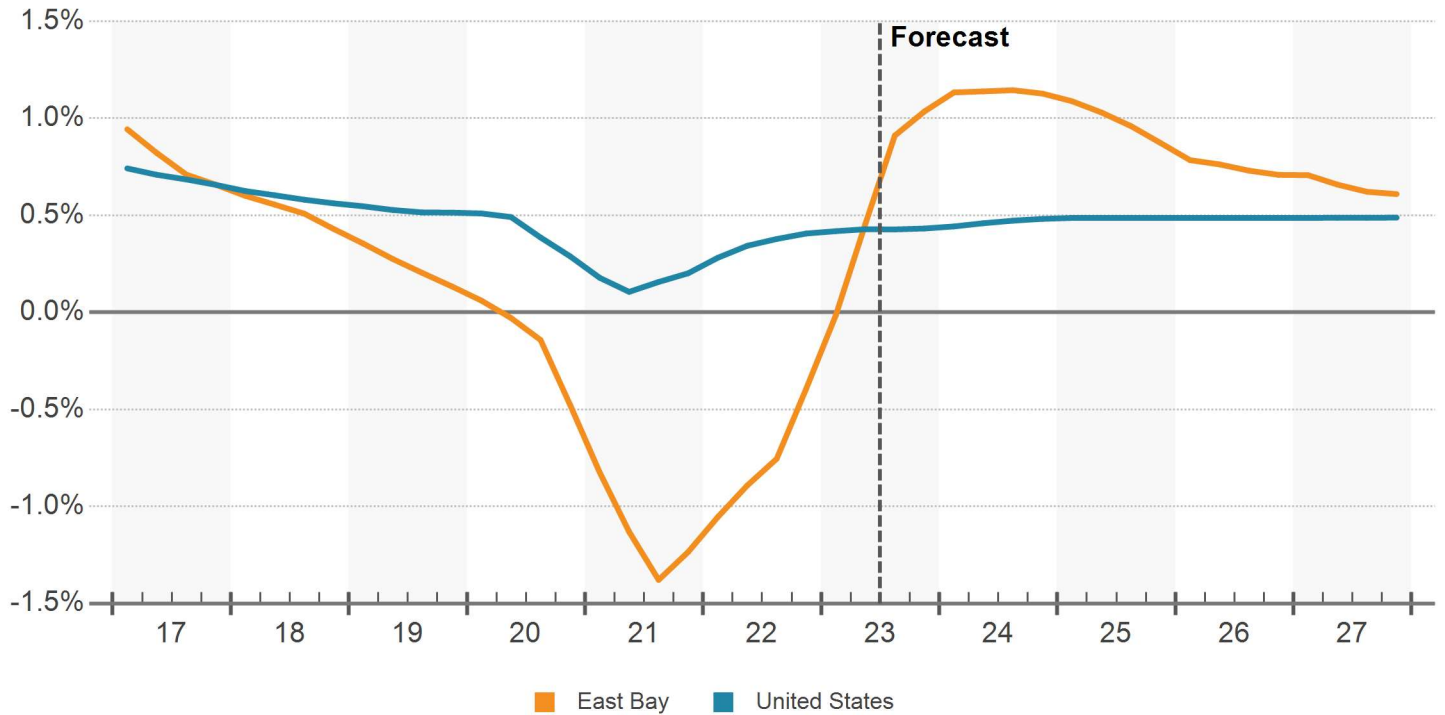
## NET EMPLOYMENT CHANGE (YOY)



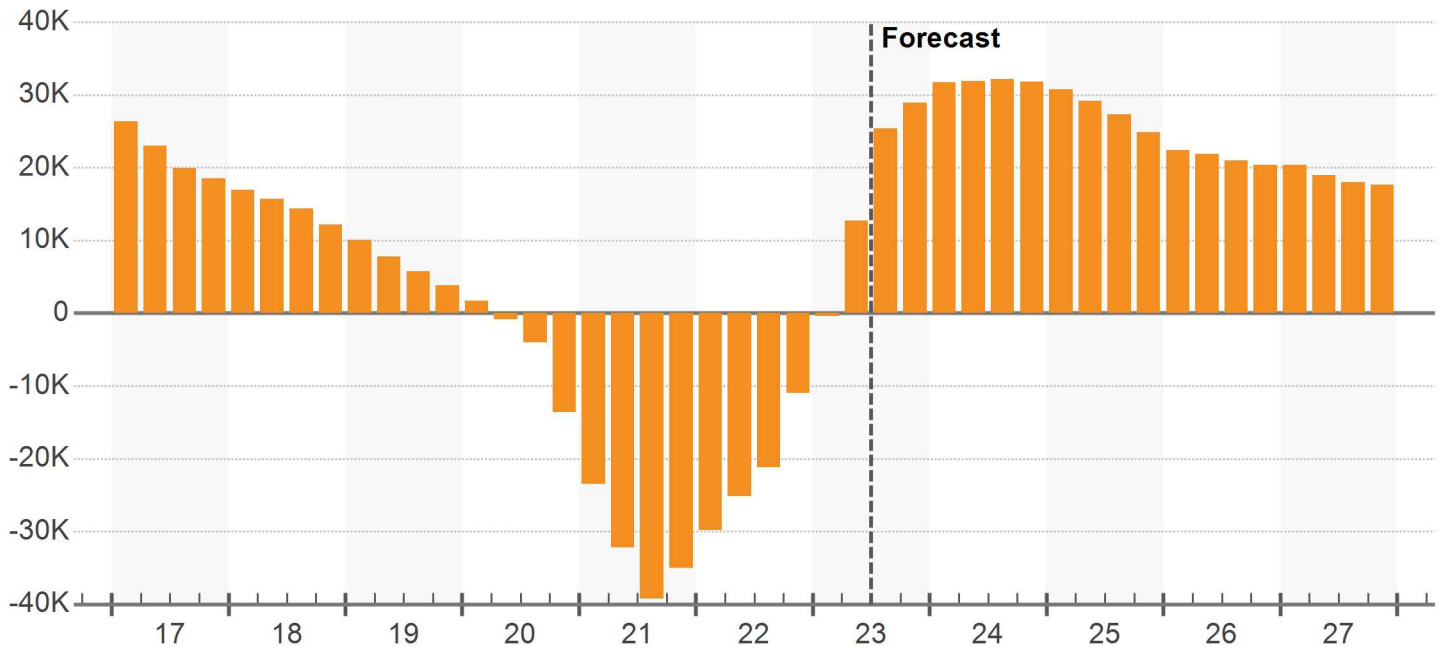
### MEDIAN HOUSEHOLD INCOME



### POPULATION GROWTH (YOY %)



### NET POPULATION CHANGE (YOY)

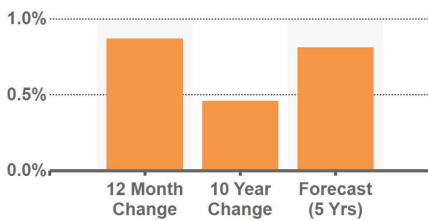


### DEMOGRAPHIC TRENDS

Demographic Category	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
	Metro	US	Metro	US	Metro	US	Metro	US
Population	2,810,775	334,695,844	0.9%	0.4%	0.5%	0.6%	0.8%	0.5%
Households	1,011,760	129,975,961	1.1%	0.6%	0.6%	0.9%	0.9%	0.6%
Median Household Income	\$120,139	\$75,823	3.2%	4.0%	4.8%	3.8%	2.7%	3.0%
Labor Force	1,374,137	165,913,797	0.1%	0.9%	0.3%	0.6%	0.3%	0.4%
Unemployment	3.6%	3.6%	0.5%	0.1%	-0.4%	-0.4%	-	-

Source: Oxford Economics

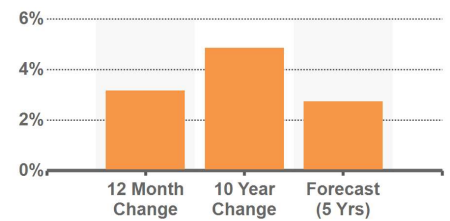
### POPULATION GROWTH



### LABOR FORCE GROWTH



### INCOME GROWTH



Source: Oxford Economics

### EAST BAY SUBMARKETS



### SUBMARKET INVENTORY

No.	Submarket	Inventory				12 Month Deliveries				Under Construction			
		Bldgs	Units	% Market	Rank	Bldgs	Units	Percent	Rank	Bldgs	Units	Percent	Rank
1	Alameda	443	8,713	4.6%	12	2	740	8.5%	1	0	0	0%	-
2	Berkeley	1,271	17,933	9.5%	3	2	103	0.6%	5	6	573	3.2%	3
3	Concord/Pleasant Hill	294	11,203	5.9%	9	0	0	0%	-	1	189	1.7%	8
4	Downtown Oakland	692	21,099	11.2%	2	2	73	0.3%	8	9	1,459	6.9%	1
5	Dublin/Pleasanton/Liverm...	178	13,935	7.4%	7	2	246	1.8%	4	1	499	3.6%	4
6	East Oakland	1,471	17,450	9.2%	4	2	102	0.6%	6	2	749	4.3%	2
7	Emeryville	141	4,269	2.3%	14	1	55	1.3%	9	2	196	4.6%	7
8	Fremont/Newark	471	24,821	13.2%	1	2	36	0.1%	10	3	453	1.8%	5
9	Hayward/Castro Valley/U...	638	14,806	7.8%	6	3	74	0.5%	7	2	138	0.9%	9
10	Oakland Hills	727	10,111	5.4%	10	0	0	0%	-	2	91	0.9%	10
11	Pittsburg/Antioch	183	7,950	4.2%	13	2	454	5.7%	2	2	76	1.0%	11
12	Richmond/Martinez	616	11,466	6.1%	8	0	0	0%	-	1	12	0.1%	12
13	San Leandro/San Lorenzo	414	8,974	4.8%	11	0	0	0%	-	2	235	2.6%	6
14	Walnut Creek/San Ramon	311	15,935	8.4%	5	3	416	2.6%	3	0	0	0%	-

### 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	Alameda	\$2,577	\$3.20	4	-4.4%	\$2,505	\$3.11	5	-6.6%	2.8%	1
2	Berkeley	\$2,739	\$4.02	1	0.8%	\$2,709	\$3.97	1	0.4%	1.1%	8
3	Concord/Pleasant Hill	\$2,117	\$2.64	12	-0.4%	\$2,102	\$2.62	12	0%	0.7%	11
4	Downtown Oakland	\$2,458	\$3.33	2	-4.3%	\$2,426	\$3.29	2	-1.0%	1.3%	4
5	Dublin/Pleasanton/Liverm...	\$2,734	\$3.07	8	-1.6%	\$2,714	\$3.04	8	-2.0%	0.7%	10
6	East Oakland	\$1,733	\$2.45	13	-2.6%	\$1,709	\$2.42	13	-2.6%	1.4%	3
7	Emeryville	\$2,995	\$3.29	3	1.5%	\$2,956	\$3.25	3	1.8%	1.3%	5
8	Fremont/Newark	\$2,573	\$3.09	7	-1.2%	\$2,559	\$3.07	7	-0.5%	0.6%	14
9	Hayward/Castro Valley/U...	\$2,220	\$2.75	9	0.5%	\$2,180	\$2.70	9	-0.4%	1.8%	2
10	Oakland Hills	\$2,250	\$3.17	5	0%	\$2,236	\$3.15	4	0.2%	0.6%	12
11	Pittsburg/Antioch	\$2,055	\$2.40	14	1.6%	\$2,030	\$2.38	14	0.8%	1.2%	6
12	Richmond/Martinez	\$2,122	\$2.67	11	-0.2%	\$2,108	\$2.65	11	0%	0.6%	13
13	San Leandro/San Lorenzo	\$2,062	\$2.71	10	0.4%	\$2,042	\$2.69	10	0.4%	1.0%	9
14	Walnut Creek/San Ramon	\$2,589	\$3.11	6	-0.5%	\$2,561	\$3.07	6	-0.7%	1.1%	7



### SUBMARKET VACANCY & ABSORPTION

No.	Submarket	Vacancy			12 Month Absorption			
		Units	Percent	Rank	Units	% of Inv	Rank	Construc. Ratio
1	Alameda	1,095	12.6%	14	62	0.7%	9	12.0
2	Berkeley	1,768	9.9%	13	(20)	-0.1%	10	-
3	Concord/Pleasant Hill	640	5.7%	5	135	1.2%	8	-
4	Downtown Oakland	1,836	8.7%	11	488	2.3%	1	0.1
5	Dublin/Pleasanton/Liverm...	793	5.7%	4	136	1.0%	7	1.6
6	East Oakland	1,248	7.2%	9	(80)	-0.5%	11	-
7	Emeryville	334	7.8%	10	309	7.2%	3	-
8	Fremont/Newark	1,080	4.4%	1	242	1.0%	5	0
9	Hayward/Castro Valley/U...	812	5.5%	2	257	1.7%	4	0
10	Oakland Hills	696	6.9%	7	(102)	-1.0%	14	-
11	Pittsburg/Antioch	760	9.6%	12	359	4.5%	2	1.3
12	Richmond/Martinez	766	6.7%	6	(101)	-0.9%	13	-
13	San Leandro/San Lorenzo	506	5.6%	3	(83)	-0.9%	12	-
14	Walnut Creek/San Ramon	1,113	7.0%	8	207	1.3%	6	1.7

### OVERALL SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2027	193,448	191	0.1%	946	0.5%	0.2
2026	193,257	187	0.1%	1,502	0.8%	0.1
2025	193,070	1,727	0.9%	2,393	1.2%	0.7
2024	191,343	1,645	0.9%	2,417	1.3%	0.7
2023	189,698	2,200	1.2%	2,600	1.4%	0.8
YTD	188,672	1,174	0.6%	2,076	1.1%	0.6
2022	187,498	5,010	2.7%	1,352	0.7%	3.7
2021	182,488	3,694	2.1%	6,983	3.8%	0.5
2020	178,794	4,106	2.4%	27	0%	152.1
2019	174,688	3,283	1.9%	1,945	1.1%	1.7
2018	171,405	1,986	1.2%	1,404	0.8%	1.4
2017	169,419	1,307	0.8%	898	0.5%	1.5
2016	168,112	1,521	0.9%	504	0.3%	3.0
2015	166,591	1,282	0.8%	1,041	0.6%	1.2
2014	165,309	1,028	0.6%	1,289	0.8%	0.8
2013	164,281	481	0.3%	663	0.4%	0.7
2012	163,800	691	0.4%	962	0.6%	0.7
2011	163,109	287	0.2%	614	0.4%	0.5

### 4 & 5 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2027	43,037	231	0.5%	280	0.7%	0.8
2026	42,806	150	0.4%	748	1.7%	0.2
2025	42,656	1,463	3.6%	1,670	3.9%	0.9
2024	41,193	1,615	4.1%	2,275	5.5%	0.7
2023	39,578	1,693	4.5%	2,884	7.3%	0.6
YTD	38,940	1,055	2.8%	2,232	5.7%	0.5
2022	37,885	4,492	13.5%	2,586	6.8%	1.7
2021	33,393	3,465	11.6%	4,982	14.9%	0.7
2020	29,928	4,029	15.6%	2,119	7.1%	1.9
2019	25,899	3,095	13.6%	2,122	8.2%	1.5
2018	22,804	2,002	9.6%	1,209	5.3%	1.7
2017	20,802	1,325	6.8%	1,443	6.9%	0.9
2016	19,477	1,502	8.4%	948	4.9%	1.6
2015	17,975	1,270	7.6%	1,084	6.0%	1.2
2014	16,705	1,043	6.7%	1,088	6.5%	1.0
2013	15,662	555	3.7%	500	3.2%	1.1
2012	15,107	750	5.2%	840	5.6%	0.9
2011	14,357	315	2.2%	280	2.0%	1.1

### 3 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2027	49,536	0	0%	238	0.5%	0
2026	49,536	77	0.2%	370	0.7%	0.2
2025	49,459	303	0.6%	439	0.9%	0.7
2024	49,156	46	0.1%	258	0.5%	0.2
2023	49,110	497	1.0%	211	0.4%	2.4
YTD	48,732	119	0.2%	181	0.4%	0.7
2022	48,613	471	1.0%	(273)	-0.6%	-
2021	48,142	237	0.5%	841	1.7%	0.3
2020	47,905	30	0.1%	(615)	-1.3%	0
2019	47,875	188	0.4%	57	0.1%	3.3
2018	47,687	(15)	0%	146	0.3%	-
2017	47,702	(2)	0%	(73)	-0.2%	0
2016	47,704	56	0.1%	(210)	-0.4%	-
2015	47,648	0	0%	(40)	-0.1%	0
2014	47,648	15	0%	172	0.4%	0.1
2013	47,633	0	0%	31	0.1%	0
2012	47,633	0	0%	262	0.6%	0
2011	47,633	0	0%	16	0%	0

### 1 & 2 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2027	100,875	(40)	0%	428	0.4%	-
2026	100,915	(40)	0%	384	0.4%	-
2025	100,955	(39)	0%	284	0.3%	-
2024	100,994	(16)	0%	(116)	-0.1%	0.1
2023	101,010	10	0%	(495)	-0.5%	0
YTD	101,000	0	0%	(337)	-0.3%	0
2022	101,000	47	0%	(961)	-1.0%	0
2021	100,953	(8)	0%	1,160	1.1%	0
2020	100,961	47	0%	(1,477)	-1.5%	0
2019	100,914	0	0%	(234)	-0.2%	0
2018	100,914	(1)	0%	49	0%	0
2017	100,915	(16)	0%	(472)	-0.5%	0
2016	100,931	(37)	0%	(234)	-0.2%	0.2
2015	100,968	12	0%	(3)	0%	-
2014	100,956	(30)	0%	29	0%	-
2013	100,986	(74)	-0.1%	132	0.1%	-
2012	101,060	(59)	-0.1%	(140)	-0.1%	0.4
2011	101,119	(28)	0%	318	0.3%	-

### OVERALL VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rents	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2027	10,431	5.4%	(0.4)	\$2,774	\$3.49	3.4%	(0.9)	\$2,741	\$3.45
2026	11,187	5.8%	(0.7)	\$2,684	\$3.38	4.2%	0	\$2,652	\$3.34
2025	12,503	6.5%	(0.4)	\$2,575	\$3.24	4.3%	0.8	\$2,545	\$3.20
2024	13,170	6.9%	(0.5)	\$2,470	\$3.11	3.5%	3.3	\$2,441	\$3.07
2023	13,940	7.3%	(0.3)	\$2,387	\$3.01	0.1%	(1.1)	\$2,359	\$2.97
YTD	13,448	7.1%	(0.5)	\$2,399	\$3.01	-1.0%	(2.2)	\$2,374	\$2.98
2022	14,346	7.7%	1.8	\$2,384	\$2.99	1.2%	(3.5)	\$2,347	\$2.94
2021	10,686	5.9%	(2.0)	\$2,355	\$2.95	4.8%	7.1	\$2,320	\$2.91
2020	13,961	7.8%	2.2	\$2,248	\$2.82	-2.4%	(3.8)	\$2,198	\$2.75
2019	9,876	5.7%	0.7	\$2,302	\$2.89	1.4%	(1.2)	\$2,284	\$2.86
2018	8,533	5.0%	0.3	\$2,271	\$2.85	2.6%	0	\$2,238	\$2.80
2017	7,951	4.7%	0.2	\$2,213	\$2.77	2.6%	0.2	\$2,179	\$2.73
2016	7,546	4.5%	0.6	\$2,156	\$2.70	2.4%	(5.2)	\$2,125	\$2.66
2015	6,527	3.9%	0.1	\$2,105	\$2.64	7.7%	2.4	\$2,088	\$2.62
2014	6,283	3.8%	(0.2)	\$1,955	\$2.45	5.3%	0	\$1,941	\$2.43
2013	6,543	4.0%	(0.1)	\$1,857	\$2.32	5.3%	1.1	\$1,846	\$2.31
2012	6,726	4.1%	(0.2)	\$1,763	\$2.21	4.2%	1.4	\$1,753	\$2.19
2011	7,000	4.3%	(0.2)	\$1,692	\$2.12	2.8%	-	\$1,682	\$2.10

### 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	2,779	6.5%	(0.1)	\$3,492	\$3.97	3.3%	(0.9)	\$3,421	\$3.89
2026	2,828	6.6%	(1.4)	\$3,381	\$3.84	4.1%	0	\$3,312	\$3.77
2025	3,425	8.0%	(0.8)	\$3,247	\$3.69	4.1%	0.8	\$3,181	\$3.62
2024	3,633	8.8%	(2.0)	\$3,118	\$3.54	3.3%	3.5	\$3,055	\$3.47
2023	4,292	10.8%	(3.6)	\$3,019	\$3.43	-0.2%	1.1	\$2,957	\$3.36
YTD	4,306	11.1%	(3.4)	\$3,033	\$3.43	-2.3%	(1.0)	\$2,978	\$3.37
2022	5,481	14.5%	3.8	\$3,024	\$3.42	-1.2%	(6.3)	\$2,934	\$3.32
2021	3,569	10.7%	(6.3)	\$3,062	\$3.46	5.1%	9.4	\$2,971	\$3.36
2020	5,077	17.0%	4.8	\$2,913	\$3.29	-4.3%	(5.3)	\$2,781	\$3.14
2019	3,155	12.2%	2.6	\$3,044	\$3.44	1.0%	(1.4)	\$3,008	\$3.40
2018	2,178	9.6%	2.9	\$3,012	\$3.41	2.5%	0	\$2,961	\$3.35
2017	1,384	6.7%	(1.1)	\$2,940	\$3.32	2.5%	0.6	\$2,890	\$3.27
2016	1,503	7.7%	2.4	\$2,869	\$3.24	1.9%	(3.5)	\$2,810	\$3.18
2015	948	5.3%	0.7	\$2,814	\$3.18	5.5%	2.1	\$2,783	\$3.15
2014	760	4.6%	(0.6)	\$2,668	\$3.02	3.4%	(1.5)	\$2,646	\$2.99
2013	806	5.1%	0.2	\$2,581	\$2.92	4.9%	1.3	\$2,563	\$2.90
2012	751	5.0%	(0.9)	\$2,460	\$2.78	3.6%	1.7	\$2,445	\$2.76
2011	840	5.9%	0.1	\$2,374	\$2.68	1.9%	-	\$2,358	\$2.67

### 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	2,366	4.8%	(0.5)	\$2,763	\$3.40	3.4%	(0.9)	\$2,742	\$3.38
2026	2,605	5.3%	(0.6)	\$2,672	\$3.29	4.3%	(0.1)	\$2,651	\$3.26
2025	2,898	5.9%	(0.3)	\$2,563	\$3.15	4.3%	0.8	\$2,543	\$3.13
2024	3,034	6.2%	(0.4)	\$2,456	\$3.02	3.5%	3.3	\$2,437	\$3
2023	3,247	6.6%	0.5	\$2,372	\$2.92	0.2%	(1.9)	\$2,354	\$2.90
YTD	2,900	6.0%	(0.1)	\$2,397	\$2.95	-1.1%	(3.3)	\$2,380	\$2.93
2022	2,961	6.1%	1.5	\$2,367	\$2.91	2.1%	(4.9)	\$2,347	\$2.89
2021	2,217	4.6%	(1.3)	\$2,318	\$2.85	7.1%	9.6	\$2,302	\$2.83
2020	2,821	5.9%	1.3	\$2,165	\$2.66	-2.5%	(4.2)	\$2,143	\$2.63
2019	2,177	4.5%	0.3	\$2,221	\$2.73	1.7%	(1.3)	\$2,210	\$2.72
2018	2,045	4.3%	(0.3)	\$2,185	\$2.68	3.0%	0.4	\$2,156	\$2.65
2017	2,205	4.6%	0.1	\$2,122	\$2.61	2.6%	0.7	\$2,086	\$2.56
2016	2,136	4.5%	0.6	\$2,069	\$2.54	1.9%	(8.0)	\$2,039	\$2.51
2015	1,870	3.9%	0.1	\$2,031	\$2.50	9.9%	3.1	\$2,016	\$2.48
2014	1,829	3.8%	(0.3)	\$1,848	\$2.27	6.8%	0.3	\$1,834	\$2.25
2013	1,986	4.2%	(0.1)	\$1,730	\$2.12	6.5%	0.7	\$1,718	\$2.11
2012	2,017	4.2%	(0.6)	\$1,625	\$1.99	5.8%	1.1	\$1,615	\$1.98
2011	2,281	4.8%	0	\$1,535	\$1.88	4.7%	-	\$1,526	\$1.87

### 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	5,285	5.2%	(0.5)	\$2,293	\$3.16	3.4%	(0.9)	\$2,278	\$3.14
2026	5,754	5.7%	(0.4)	\$2,218	\$3.06	4.3%	(0.1)	\$2,203	\$3.04
2025	6,179	6.1%	(0.3)	\$2,127	\$2.93	4.3%	0.8	\$2,113	\$2.91
2024	6,503	6.4%	0.1	\$2,039	\$2.81	3.5%	3.0	\$2,026	\$2.79
2023	6,401	6.3%	0.5	\$1,969	\$2.71	0.6%	(2.5)	\$1,956	\$2.70
YTD	6,243	6.2%	0.3	\$1,968	\$2.69	0.5%	(2.6)	\$1,955	\$2.68
2022	5,904	5.8%	1.0	\$1,958	\$2.68	3.1%	0.7	\$1,945	\$2.66
2021	4,900	4.9%	(1.2)	\$1,899	\$2.60	2.4%	2.4	\$1,889	\$2.58
2020	6,063	6.0%	1.5	\$1,856	\$2.54	0%	(1.6)	\$1,842	\$2.52
2019	4,545	4.5%	0.2	\$1,856	\$2.54	1.5%	(1.0)	\$1,845	\$2.52
2018	4,311	4.3%	0	\$1,828	\$2.50	2.5%	(0.3)	\$1,804	\$2.46
2017	4,361	4.3%	0.5	\$1,783	\$2.44	2.8%	(0.6)	\$1,764	\$2.41
2016	3,907	3.9%	0.2	\$1,734	\$2.37	3.5%	(4.7)	\$1,721	\$2.35
2015	3,710	3.7%	0	\$1,676	\$2.29	8.2%	2.0	\$1,666	\$2.27
2014	3,694	3.7%	(0.1)	\$1,549	\$2.11	6.2%	1.4	\$1,539	\$2.10
2013	3,752	3.7%	(0.2)	\$1,458	\$1.98	4.8%	1.4	\$1,451	\$1.97
2012	3,958	3.9%	0.1	\$1,391	\$1.89	3.4%	1.3	\$1,384	\$1.88
2011	3,879	3.8%	(0.3)	\$1,345	\$1.83	2.2%	-	\$1,338	\$1.82

## 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	-	-	-	-	-	-	\$477,671	317	4.5%
2026	-	-	-	-	-	-	\$439,542	292	4.7%
2025	-	-	-	-	-	-	\$394,413	262	5.0%
2024	-	-	-	-	-	-	\$363,001	241	5.2%
2023	-	-	-	-	-	-	\$373,819	248	4.9%
YTD	99	\$403.5M	0.8%	\$4,247,137	\$280,583	5.5%	\$390,577	259	4.7%
2022	290	\$2.2B	3.3%	\$7,469,961	\$352,299	5.0%	\$409,868	272	4.4%
2021	304	\$2.7B	4.0%	\$8,939,945	\$368,258	5.0%	\$441,554	293	4.0%
2020	215	\$1.5B	2.8%	\$7,127,738	\$314,904	5.3%	\$385,515	256	4.3%
2019	373	\$2.4B	4.8%	\$9,950,908	\$359,212	5.1%	\$369,630	245	4.5%
2018	450	\$2.1B	5.3%	\$8,170,968	\$325,502	4.8%	\$348,374	231	4.6%
2017	556	\$1.8B	5.3%	\$5,672,859	\$259,893	5.0%	\$323,784	215	4.6%
2016	434	\$1.7B	4.9%	\$5,390,452	\$239,746	5.2%	\$300,544	200	4.7%
2015	477	\$1.4B	4.8%	\$4,017,589	\$200,150	5.1%	\$280,815	186	4.8%
2014	396	\$1.4B	6.2%	\$4,296,052	\$198,089	5.8%	\$252,181	167	5.0%
2013	404	\$1.6B	6.1%	\$5,080,056	\$199,895	6.4%	\$223,137	148	5.3%
2012	378	\$822.3M	5.0%	\$2,957,922	\$144,670	7.2%	\$213,069	141	5.4%

(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	-	-	-	-	-	-	\$718,355	316	4.1%
2026	-	-	-	-	-	-	\$659,487	290	4.3%
2025	-	-	-	-	-	-	\$589,834	259	4.6%
2024	-	-	-	-	-	-	\$542,299	238	4.7%
2023	-	-	-	-	-	-	\$561,483	247	4.4%
YTD	2	\$89.8M	0.5%	\$89,750,000	\$485,135	-	\$588,593	259	4.2%
2022	8	\$363.4M	1.8%	\$45,430,688	\$533,694	-	\$618,698	272	3.9%
2021	10	\$1B	5.7%	\$103,529,700	\$548,066	3.8%	\$672,949	296	3.6%
2020	2	\$158.9M	0.9%	\$79,447,500	\$588,500	4.3%	\$593,697	261	3.8%
2019	15	\$880.2M	7.0%	\$62,868,525	\$512,018	4.3%	\$572,487	252	4.0%
2018	11	\$748.4M	10.7%	\$83,157,168	\$459,714	4.6%	\$543,693	239	4.0%
2017	7	\$249.7M	2.6%	\$41,620,833	\$468,527	4.4%	\$500,297	220	4.1%
2016	8	\$352.9M	4.8%	\$44,106,701	\$379,005	4.5%	\$463,613	204	4.2%
2015	6	\$261.3M	4.9%	\$43,554,077	\$294,616	4.7%	\$434,280	191	4.3%
2014	6	\$279.9M	6.8%	\$55,983,000	\$308,276	5.1%	\$394,109	173	4.5%
2013	12	\$590M	13.8%	\$59,002,352	\$293,983	4.8%	\$347,439	153	4.8%
2012	9	\$174.2M	7.8%	\$34,845,000	\$206,918	5.3%	\$329,052	145	4.8%

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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	-	-	-	-	-	-	\$453,106	334	4.4%
2026	-	-	-	-	-	-	\$416,623	307	4.6%
2025	-	-	-	-	-	-	\$373,491	275	4.9%
2024	-	-	-	-	-	-	\$343,441	253	5.0%
2023	-	-	-	-	-	-	\$353,581	260	4.7%
YTD	11	\$29.2M	0.2%	\$2,652,938	\$288,934	4.5%	\$369,560	272	4.5%
2022	28	\$639.1M	3.4%	\$22,823,258	\$387,539	4.6%	\$386,628	285	4.2%
2021	28	\$640.1M	3.6%	\$22,859,214	\$364,290	4.7%	\$416,161	306	3.8%
2020	32	\$574M	3.6%	\$19,132,975	\$368,414	5.1%	\$358,958	264	4.1%
2019	43	\$758.5M	4.6%	\$19,448,449	\$351,641	5.0%	\$343,262	253	4.3%
2018	40	\$642.2M	4.1%	\$18,889,601	\$342,897	4.9%	\$322,442	237	4.4%
2017	55	\$522.6M	4.8%	\$12,153,326	\$241,160	5.3%	\$299,351	220	4.5%
2016	38	\$461.3M	4.1%	\$13,179,471	\$243,806	5.0%	\$278,016	205	4.6%
2015	39	\$465.6M	4.2%	\$12,253,368	\$234,692	5.1%	\$258,092	190	4.7%
2014	44	\$528.1M	9.1%	\$15,087,533	\$235,427	5.0%	\$230,936	170	4.9%
2013	36	\$526M	6.9%	\$18,136,285	\$228,476	5.8%	\$202,377	149	5.2%
2012	41	\$256.5M	5.4%	\$9,499,198	\$161,409	7.2%	\$194,509	143	5.3%

(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.

### 1 & 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	-	-	-	-	-	-	\$387,713	309	4.8%
2026	-	-	-	-	-	-	\$357,567	285	5.0%
2025	-	-	-	-	-	-	\$321,853	257	5.3%
2024	-	-	-	-	-	-	\$296,605	237	5.5%
2023	-	-	-	-	-	-	\$304,211	243	5.2%
YTD	86	\$284.5M	1.2%	\$3,428,261	\$247,001	5.5%	\$316,962	253	4.9%
2022	254	\$1.2B	3.8%	\$4,581,859	\$304,737	5.1%	\$332,759	265	4.6%
2021	266	\$1B	3.7%	\$3,918,753	\$279,161	5.1%	\$355,939	284	4.2%
2020	181	\$749.7M	2.9%	\$4,259,575	\$260,307	5.3%	\$310,307	248	4.5%
2019	315	\$799.3M	4.2%	\$4,163,144	\$274,587	5.1%	\$296,588	237	4.7%
2018	399	\$758.3M	4.6%	\$3,446,834	\$244,535	4.8%	\$278,313	222	4.8%
2017	494	\$1B	6.1%	\$3,841,941	\$243,318	4.9%	\$260,957	208	4.9%
2016	388	\$867.7M	5.4%	\$3,225,599	\$206,986	5.2%	\$242,481	193	5.0%
2015	432	\$651.1M	5.1%	\$2,177,527	\$162,202	5.1%	\$226,919	181	5.1%
2014	346	\$635.5M	4.7%	\$2,146,942	\$153,650	5.9%	\$202,449	162	5.3%
2013	356	\$530M	4.5%	\$1,859,517	\$135,022	6.5%	\$180,637	144	5.6%
2012	328	\$391.6M	4.3%	\$1,591,866	\$120,381	7.3%	\$173,017	138	5.7%

(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	-	193,450	5.4%	-	154	-	192	-	-
2026	-	193,258	5.8%	-	227	-	187	-	-
2025	-	193,071	6.5%	-	1,766	-	1,727	-	-
2024	-	191,344	6.9%	-	1,661	-	1,646	-	-
2023	-	189,698	7.3%	-	2,200	-	2,200	-	-
YTD	7,851	188,672	7.1%	11	1,174	11	1,174	33	4,670
2022	7,840	187,498	7.7%	27	5,010	27	5,010	39	5,172
2021	7,813	182,488	5.9%	25	3,702	24	3,694	40	7,032
2020	7,789	178,794	7.8%	26	4,106	26	4,106	53	8,241
2019	7,763	174,688	5.7%	23	3,283	23	3,283	61	10,333
2018	7,740	171,405	5.0%	14	2,034	11	1,985	52	9,487
2017	7,729	169,419	4.7%	14	1,337	11	1,307	36	6,603
2016	7,718	168,112	4.5%	14	1,558	10	1,521	29	3,853
2015	7,708	166,591	3.9%	11	1,318	9	1,281	22	2,605
2014	7,699	165,309	3.8%	6	1,058	5	1,028	14	1,516
2013	7,694	164,281	4.0%	4	555	2	481	14	2,094
2012	7,692	163,800	4.1%	3	750	(1)	691	8	1,636
2011	7,693	163,109	4.3%	3	322	(1)	287	7	1,438