



# Multi-Family Market Report

## San Jose - CA USA

PREPARED BY



**MULTI-FAMILY MARKET REPORT**

Market Key Statistics	1
Vacancy	2
Rent	5
Construction	9
Under Construction Properties	10
Sales	12
Sales Past 12 Months	14
Economy	16
Market Submarkets	21
Supply & Demand Trends	24
Vacancy & Rent	26
Sale Trends	28
Deliveries & Under Construction	30

12 Mo Delivered Units

**1,592**

12 Mo Absorption Units

**1,701**

Vacancy Rate

**4.8%**

12 Mo Asking Rent Growth

**3.2%**

In the third quarter of 2024, San Jose's multifamily market is in good shape. While demand has fallen since the record of 2021-2022, when annual absorption peaked at over 8,000 units, absorption over the past year has exceeded the number of new units delivered, causing the vacancy rate to remain low.

The multifamily market in San Jose has seen compelling growth over the past 20 years. Silicon Valley's tech economy's success has driven large increases in employment and income and generated strong growth in housing demand. Competition for for-sale and rental housing in the premier Silicon Valley suburbs has pushed housing costs to some of the highest levels in the nation. Average apartment rents are the third highest in the U.S., after New York and San Francisco, while for-sale housing is out of the reach of many residents.

Strong demand for apartments in 2021 and in the first half of 2022 caused developers to ramp up construction activity, and the market currently has 8,000 units underway. This is equal to the highest volume of new development in the past 15 years, but it is not excessive compared to other major markets nationwide.

Construction starts fell sharply in 2023, with economic conditions making construction financing expensive and difficult to secure.

San Jose saw a substantial population loss during the pandemic. However, the latest estimates show the population is increasing. This and the prospect of lower interest rates in the year ahead should boost renter demand. Accordingly, the vacancy rate is projected to remain low as the number of new apartment deliveries increases over the next two years.

The for-sale housing market remains expensive. With house prices continuing to rise and mortgage rates at around 7%, San Jose has the nation's widest affordability gap between buying and renting. That means most new households will become renters rather than owners, creating a backstop for apartment demand.

A growing number of new apartment completions over the next year is expected to coincide with an uptick in demand as the economy improves. This should allow vacancies to remain low and provide a basis for positive rent growth in the quarters ahead.

### KEY INDICATORS

Current Quarter	Units	Vacancy Rate	Asking Rent	Effective Rent	Absorption Units	Delivered Units	Under Constr Units
4 & 5 Star	59,855	6.0%	\$3,555	\$3,527	65	0	5,569
3 Star	42,629	4.1%	\$3,069	\$3,050	5	0	2,395
1 & 2 Star	56,929	4.1%	\$2,275	\$2,262	19	0	0
<b>Market</b>	<b>159,413</b>	<b>4.8%</b>	<b>\$3,070</b>	<b>\$3,049</b>	<b>89</b>	<b>0</b>	<b>7,964</b>

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	-0.1%	5.1%	5.0%	9.7%	2020 Q4	1.9%	2000 Q1
Absorption Units	1,701	1,861	2,204	8,559	2021 Q4	(2,894)	2001 Q4
Delivered Units	1,592	2,166	2,399	5,623	2015 Q1	7	2009 Q3
Demolished Units	0	72	58	385	2021 Q1	0	2024 Q2
Asking Rent Growth (YOY)	3.2%	1.7%	4.4%	22.8%	2001 Q1	-13.8%	2002 Q3
Effective Rent Growth (YOY)	3.9%	1.7%	4.5%	22.7%	2001 Q1	-14.0%	2002 Q3
Sales Volume	\$1.3B	\$986.7M	N/A	\$2.1B	2008 Q1	\$140M	2003 Q1

Renter demand for apartments in San Jose remains robust in the third quarter of 2024. While annual net absorption, 1,700 units, is a lot less than the post-pandemic peak of over 8,000 units, the past year's total is not out of line with the level of demand seen in the past decade.

While the economic slowdown and tech company layoffs have dampened renter demand in the past 18 months, the apartment market has also benefitted from positive forces. After losing people during the pandemic, San Jose's population is again growing. Moreover, incomes have risen faster than rents, and the high cost of for-sale housing continues to support demand for rentals.

Market vacancy remains relatively low, primarily because supply has not increased at its historic rates. Just 1,600 units were delivered over the past year, which is less than half the annual average over the past 10 years. Accordingly, the vacancy rate remains low, at 4.8% as of the third quarter, which is below the metro area's 10-year average of 5.8%, while also outperforming the national average, which currently stands at 7.8%.

The building classes with the lowest vacancy rates are those in the mid-and lower tiers, which have vacancy rates of 4.1% and 4.1% respectively, whereas 4 & 5 Star vacancy is 6.0%. Net absorption has been entirely in the 4 & 5 Star class, with the lower classes slightly negative,

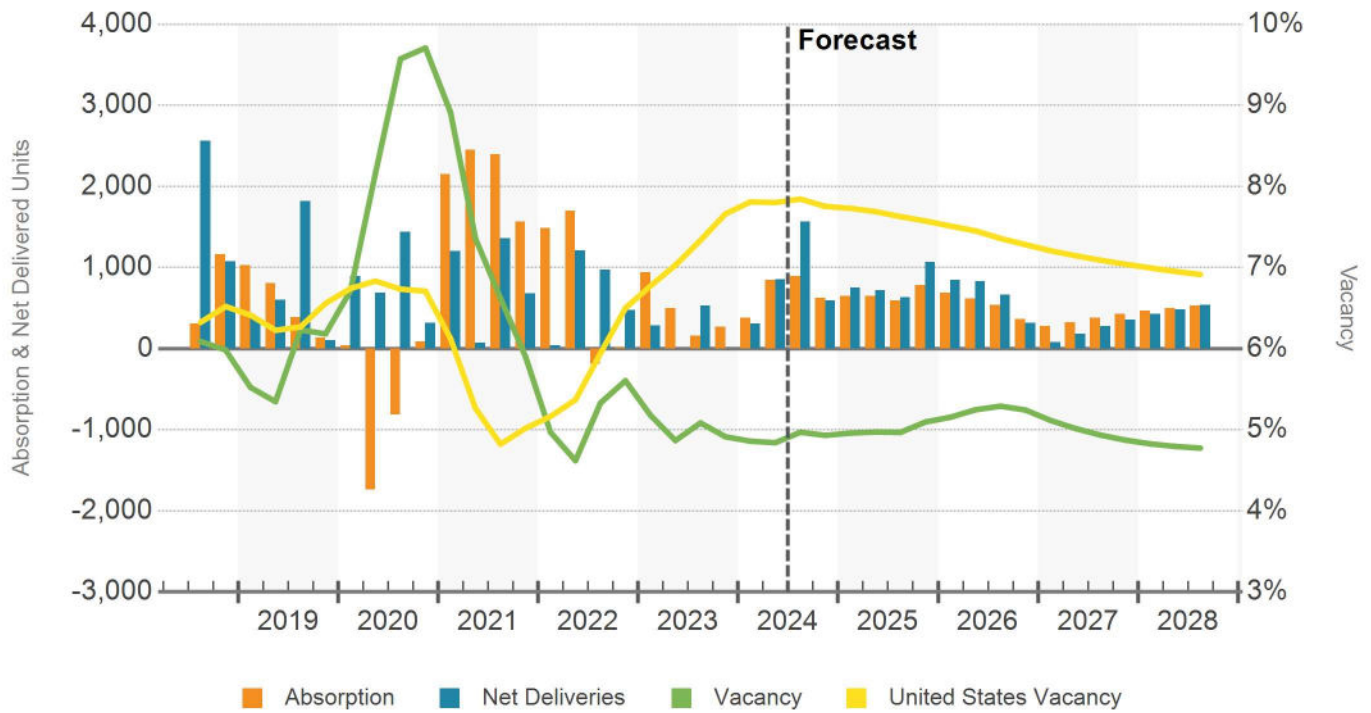
as renters upgrade to newer communities that offer higher specs and amenities.

Certain areas are seeing a larger share of development activity. For example, submarkets such as Sunnyvale, Mountain View, and Downtown San Jose have expanded their apartment inventory, while development has also ramped up in Santa Clara. This could apply some downward pressure to occupancy and rent growth in these submarkets as new units are delivered.

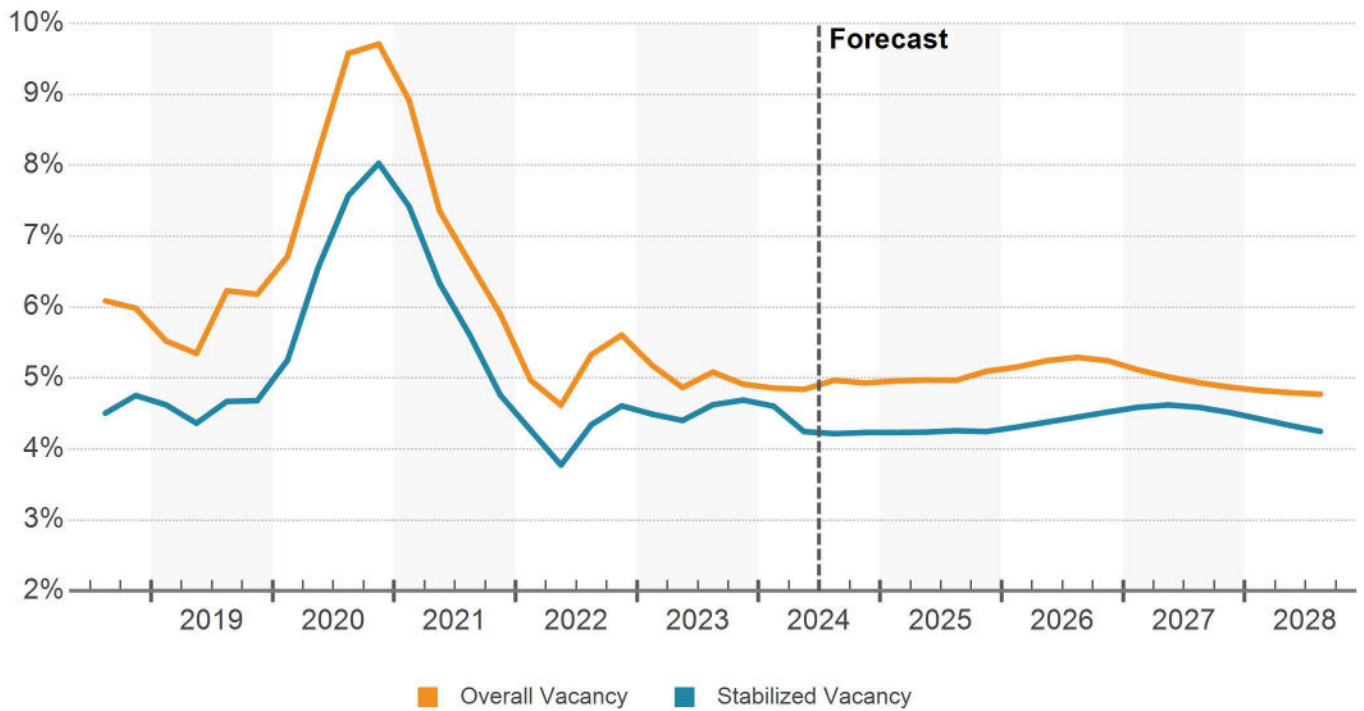
Many new developments are near transit nodes. Commuters in the San Jose metro area can look to VTA light rail, AC Transit, and Caltrain to access the region's job centers. Also, BART's extension into the metro will eventually connect to Downtown San Jose. While areas around the new and future stations are receiving increased attention from developers, the use of transit by workers since the pandemic remains light.

San Jose remains the nation's leading center for innovation and employment in information technology. Notwithstanding recent layoffs, major tech companies and startups alike are expected to continue to maintain a substantial presence in the metro area. Locally headquartered tech titans, including Apple and Google, continue to post substantial profit growth. Long-term employment forecasts indicate San Jose and the broader Bay Area will outperform national benchmarks.

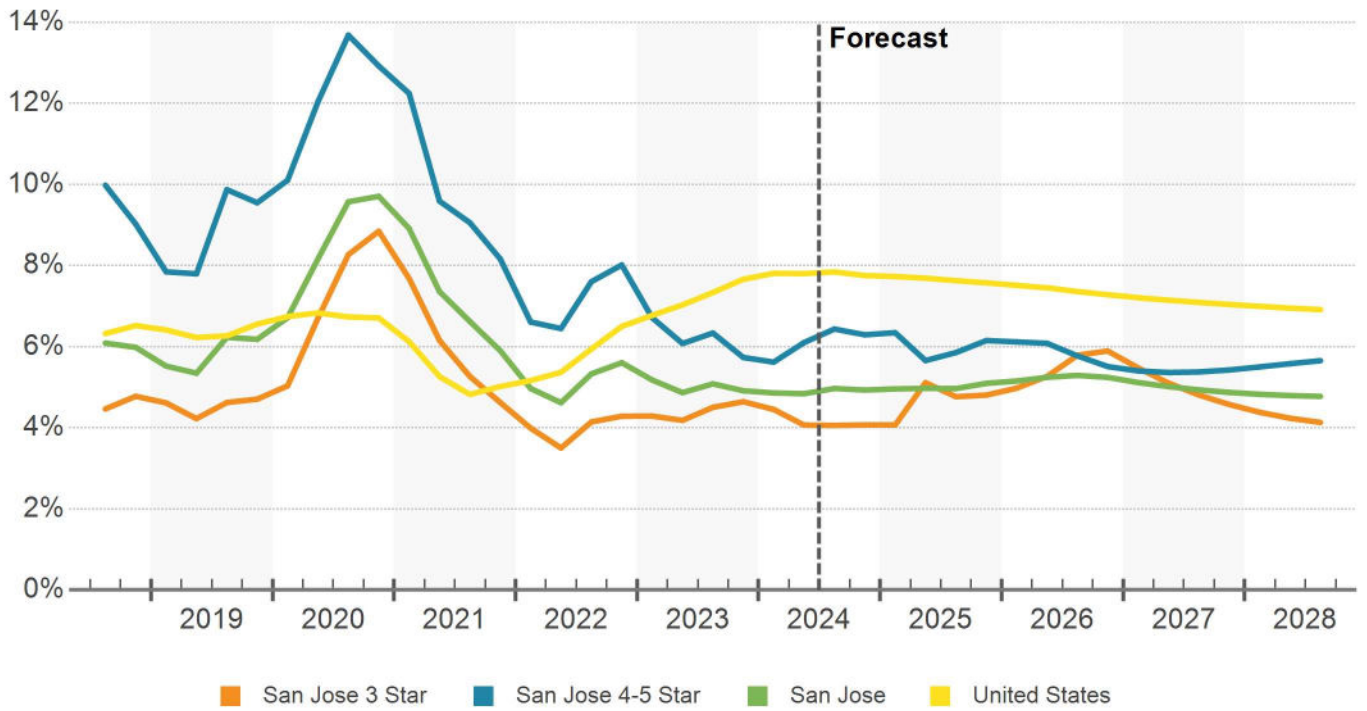
## ABSORPTION, NET DELIVERIES & VACANCY



## OVERALL & STABILIZED VACANCY



## VACANCY RATE



## VACANCY BY BEDROOM



San Jose is one of the most expensive apartment markets in the country, trailing only New York and neighboring San Francisco. High incomes and limited inventory in Silicon Valley's most popular residential areas have increased rents for the past decade. As of the third quarter of 2024, metro-wide asking rents average \$3,070/month.

While rents for all classes of apartments exceed the national average, mid- and lower-tier properties command particularly high rents. For instance, at \$2,270/month, the average rent for a 1 & 2 Star property in San Jose is higher than the national average monthly rent for a 4 & 5 Star property.

Challenging economic conditions in 2023, including high inflation, rising interest rates, and layoff concerns, dampened renter demand. As a result, rent growth decreased. However, in 2024, rent growth has returned, with annual growth currently positive by 3.2%. This compares with the 10-year average annual rent growth of 2.7%.

Rents are highest in the established residential neighborhoods near Stanford University and Silicon

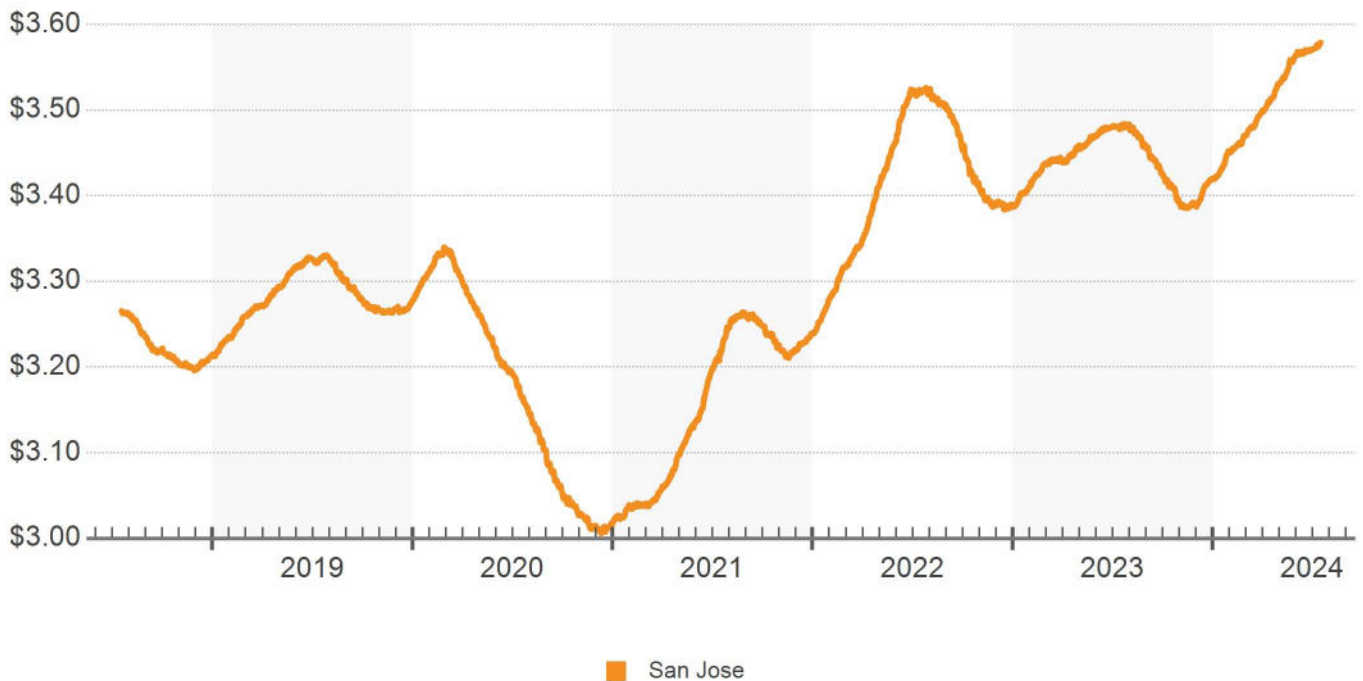
Valley's main employment centers. Palo Alto has the highest average rent, closely followed by Mountain View and Cupertino.

While rent growth varies across different quality segments, all have seen positive movement in the past year. As of the first quarter, annual asking rent growth in 4 & 5 Star properties is 3.5%, compared to 3.6% in 3 Star properties, while 1 & 2 Star buildings have seen growth of 1.8%.

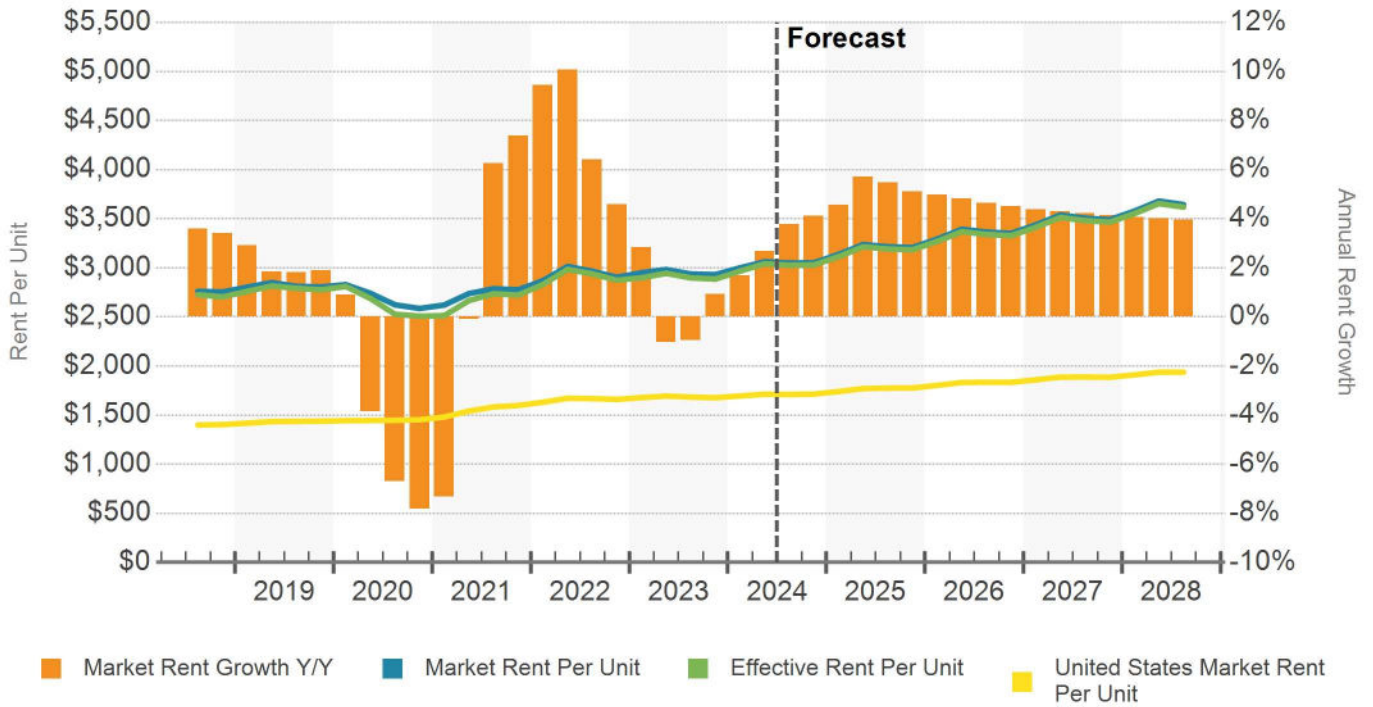
While expensive compared to most other areas of the country, many renters in San Jose have few alternative housing options. Median home prices have more than doubled over the past decade, and with mortgage rates remaining close to 7%, the monthly cost of homeownership is substantially more expensive than renting.

As the metro area is geographically constrained, commuting to areas with lower-priced homes are time-consuming and arduous. As a result, many Silicon Valley workers are willing to pay high rental rates for lower-grade multifamily units near suburban office campuses.

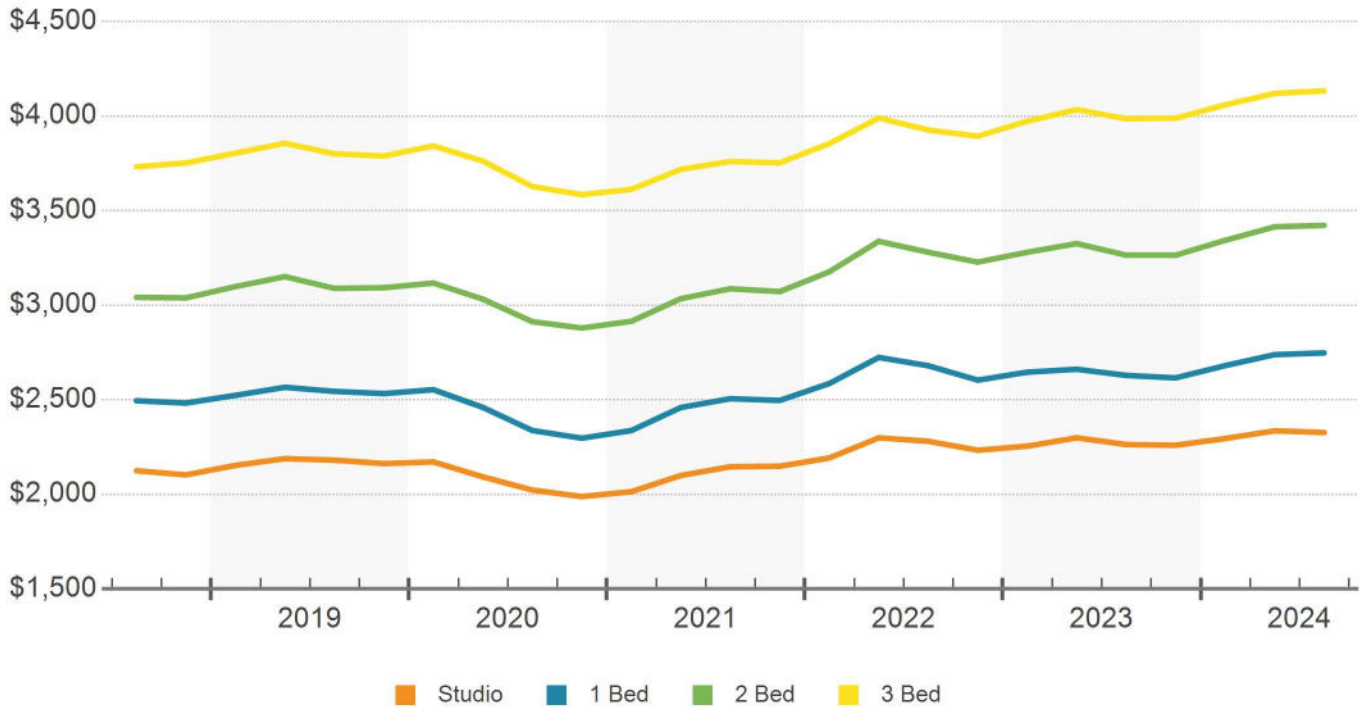
### DAILY ASKING RENT PER SF



## 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 Jose</b>	\$0.91	\$0.74	\$0.91	\$0.48	\$0.87	\$1.21	\$0.63	\$2.81	\$0.16	\$0.68	\$0.95	<b>\$10.35</b>
Campbell/Los Gatos	\$0.94	\$0.73	\$0.93	\$0.49	\$0.89	\$1.21	\$0.63	\$2.65	\$0.16	\$0.66	\$0.93	<b>\$10.22</b>
Cupertino	\$0.90	\$0.79	\$0.87	\$0.34	\$0.72	\$0.96	\$0.45	\$2.43	\$0.12	\$0.49	\$0.78	<b>\$8.85</b>
Downtown San Jose	\$0.89	\$0.74	\$0.89	\$0.47	\$0.85	\$1.25	\$0.67	\$2.76	\$0.17	\$0.74	\$1.01	<b>\$10.44</b>
East San Jose	\$0.89	\$0.74	\$0.89	\$0.47	\$0.85	\$1.25	\$0.67	\$2.76	\$0.17	\$0.74	\$1.01	<b>\$10.44</b>
Midtown San Jose	\$0.89	\$0.74	\$0.89	\$0.47	\$0.85	\$1.25	\$0.67	\$2.76	\$0.17	\$0.74	\$1.01	<b>\$10.44</b>
Milpitas/Berryessa	\$0.89	\$0.74	\$0.89	\$0.47	\$0.85	\$1.25	\$0.67	\$2.76	\$0.17	\$0.74	\$1.01	<b>\$10.44</b>
Morgan Hill/Gilroy	\$0.89	\$0.74	\$0.89	\$0.47	\$0.85	\$1.25	\$0.67	\$2.76	\$0.17	\$0.74	\$1.01	<b>\$10.44</b>
Mountain View/Los...	\$0.84	\$0.70	\$0.88	\$0.45	\$0.83	\$1.13	\$0.56	\$2.54	\$0.14	\$0.57	\$0.86	<b>\$9.50</b>
North San Jose	\$0.89	\$0.74	\$0.89	\$0.47	\$0.85	\$1.25	\$0.67	\$2.76	\$0.17	\$0.74	\$1.01	<b>\$10.44</b>
San Benito County	\$0.89	\$0.74	\$0.89	\$0.47	\$0.85	\$1.25	\$0.67	\$2.76	\$0.17	\$0.74	\$1.01	<b>\$10.44</b>
Santa Clara	\$0.92	\$0.72	\$0.91	\$0.48	\$0.88	\$1.18	\$0.59	\$2.56	\$0.15	\$0.59	\$0.88	<b>\$9.86</b>
South San Jose	\$1	\$0.74	\$1.05	\$0.57	\$0.97	\$1.25	\$0.67	\$3.76	\$0.17	\$0.74	\$1.01	<b>\$11.93</b>
Sunnyvale	\$0.86	\$0.72	\$0.88	\$0.46	\$0.84	\$1.18	\$0.60	\$2.63	\$0.15	\$0.64	\$0.92	<b>\$9.88</b>
West Valley San Jose	\$1.06	\$0.65	\$1.02	\$0.54	\$1	\$0.93	\$0.34	\$1.88	\$0.05	\$0.07	\$0.40	<b>\$7.94</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>San Jose</b>	\$0.64	\$0.53	\$0.82	\$0.37	\$0.71	\$0.77	\$0.28	\$1.75	\$0.04	\$0.11	\$0.44	<b>\$6.46</b>
Campbell/Los Gatos	\$0.78	\$0.55	\$0.86	\$0.42	\$0.78	\$0.84	\$0.31	\$1.70	\$0.04	\$0.07	\$0.40	<b>\$6.75</b>
Cupertino	\$0.73	\$0.58	\$0.85	\$0.34	\$0.70	\$0.76	\$0.27	\$1.93	\$0.04	\$0.10	\$0.44	<b>\$6.74</b>
Downtown San Jose	\$0.42	\$0.50	\$0.71	\$0.29	\$0.61	\$0.65	\$0.23	\$1.08	\$0.04	\$0.16	\$0.48	<b>\$5.17</b>
East San Jose	\$0.41	\$0.50	\$0.85	\$0.29	\$0.61	\$0.64	\$0.21	\$1.04	\$0.03	\$0.14	\$0.47	<b>\$5.19</b>
Midtown San Jose	\$0.41	\$0.43	\$0.70	\$0.25	\$0.51	\$0.64	\$0.24	\$1.26	\$0.04	\$0.19	\$0.51	<b>\$5.18</b>
Milpitas/Berryessa	\$0.75	\$0.60	\$0.85	\$0.42	\$0.80	\$0.86	\$0.34	\$2.08	\$0.06	\$0.22	\$0.54	<b>\$7.52</b>
Morgan Hill/Gilroy	\$0.62	\$0.55	\$0.70	\$0.37	\$0.73	\$0.73	\$0.25	\$1.67	\$0.03	\$0.06	\$0.40	<b>\$6.11</b>
Mountain View/Los...	\$0.67	\$0.56	\$0.78	\$0.39	\$0.76	\$0.74	\$0.25	\$1.80	\$0.03	\$0.07	\$0.40	<b>\$6.45</b>
North San Jose	\$0.35	\$0.47	\$0.85	\$0.26	\$0.57	\$0.56	\$0.16	\$0.82	\$0.01	\$0.07	\$0.40	<b>\$4.52</b>
Palo Alto	\$0.70	\$0.56	\$0.83	\$0.40	\$0.78	\$0.74	\$0.25	\$1.86	\$0.03	\$0.07	\$0.40	<b>\$6.62</b>
San Benito County	\$0.41	\$0.53	\$0.35	\$0.30	\$0.60	\$0.71	\$0.24	\$1.19	\$0.03	\$0.06	\$0.38	<b>\$4.80</b>
Santa Clara	\$0.87	\$0.62	\$0.87	\$0.47	\$0.88	\$0.88	\$0.32	\$1.80	\$0.05	\$0.08	\$0.42	<b>\$7.26</b>
South San Jose	\$0.82	\$0.58	\$0.90	\$0.49	\$0.86	\$1.01	\$0.38	\$2.94	\$0.07	\$0.21	\$0.53	<b>\$8.79</b>
Sunnyvale	\$0.66	\$0.56	\$0.75	\$0.39	\$0.75	\$0.75	\$0.26	\$1.77	\$0.03	\$0.08	\$0.41	<b>\$6.41</b>
West Valley San Jose	\$0.67	\$0.49	\$0.82	\$0.35	\$0.67	\$0.76	\$0.27	\$1.55	\$0.04	\$0.07	\$0.40	<b>\$6.09</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>San Jose</b>	\$0.38	\$0.48	\$0.37	\$0.27	\$0.55	\$0.69	\$0.23	\$1.08	\$0.03	\$0.06	\$0.38	<b>\$4.52</b>
Campbell/Los Gatos	\$0.40	\$0.55	\$0.37	\$0.28	\$0.55	\$0.82	\$0.30	\$1.20	\$0.04	\$0.06	\$0.38	<b>\$4.95</b>
Cupertino	\$0.44	\$0.54	\$0.39	\$0.30	\$0.60	\$0.73	\$0.25	\$1.24	\$0.03	\$0.06	\$0.38	<b>\$4.96</b>
Downtown San Jose	\$0.33	\$0.45	\$0.36	\$0.25	\$0.55	\$0.53	\$0.15	\$0.78	\$0.01	\$0.06	\$0.38	<b>\$3.85</b>
East San Jose	\$0.34	\$0.45	\$0.39	\$0.25	\$0.55	\$0.53	\$0.15	\$0.78	\$0.01	\$0.06	\$0.38	<b>\$3.89</b>
Midtown San Jose	\$0.28	\$0.33	\$0.35	\$0.18	\$0.39	\$0.53	\$0.17	\$0.98	\$0.02	\$0.06	\$0.38	<b>\$3.67</b>
Milpitas/Berryessa	\$0.49	\$0.53	\$0.49	\$0.32	\$0.64	\$0.69	\$0.23	\$1.33	\$0.03	\$0.06	\$0.39	<b>\$5.20</b>
Morgan Hill/Gilroy	\$0.41	\$0.53	\$0.35	\$0.30	\$0.60	\$0.71	\$0.24	\$1.19	\$0.03	\$0.06	\$0.38	<b>\$4.80</b>
Mountain View/Los...	\$0.41	\$0.53	\$0.35	\$0.30	\$0.60	\$0.71	\$0.24	\$1.19	\$0.03	\$0.06	\$0.38	<b>\$4.80</b>
North San Jose	\$0.33	\$0.44	\$0.35	\$0.25	\$0.55	\$0.53	\$0.15	\$0.78	\$0.01	\$0.06	\$0.38	<b>\$3.83</b>
Palo Alto	\$0.43	\$0.53	\$0.38	\$0.31	\$0.61	\$0.71	\$0.24	\$1.23	\$0.03	\$0.06	\$0.38	<b>\$4.91</b>
San Benito County	\$0.41	\$0.53	\$0.35	\$0.30	\$0.60	\$0.71	\$0.24	\$1.19	\$0.03	\$0.06	\$0.38	<b>\$4.80</b>
Santa Clara	\$0.40	\$0.56	\$0.35	\$0.29	\$0.57	\$0.80	\$0.28	\$1.18	\$0.04	\$0.06	\$0.38	<b>\$4.91</b>
South San Jose	\$0.43	\$0.53	\$0.40	\$0.31	\$0.61	\$0.89	\$0.30	\$1.27	\$0.04	\$0.06	\$0.38	<b>\$5.22</b>
Sunnyvale	\$0.43	\$0.53	\$0.37	\$0.31	\$0.61	\$0.71	\$0.24	\$1.22	\$0.03	\$0.06	\$0.38	<b>\$4.89</b>
West Valley San Jose	\$0.40	\$0.54	\$0.38	\$0.28	\$0.54	\$0.81	\$0.30	\$1.20	\$0.04	\$0.06	\$0.38	<b>\$4.93</b>

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

As of the third quarter of 2024, about 8,000 units are under construction, representing 5.0% of the market's inventory. This is close to the all-time high level of construction activity and compares to the 10-year average of 7,100 units actively under construction across the metro. However, this development rate is not unsustainable, being generally consistent with the average rate across the nation.

The uptick in development activity was triggered by strong demand coming out of the pandemic, but it is also consistent with the longer trend. Robust levels of new apartment construction have been easily absorbed over the past decade, with a net of roughly 32,000 market-rate apartments opening during this period, increasing inventory by over 25%.

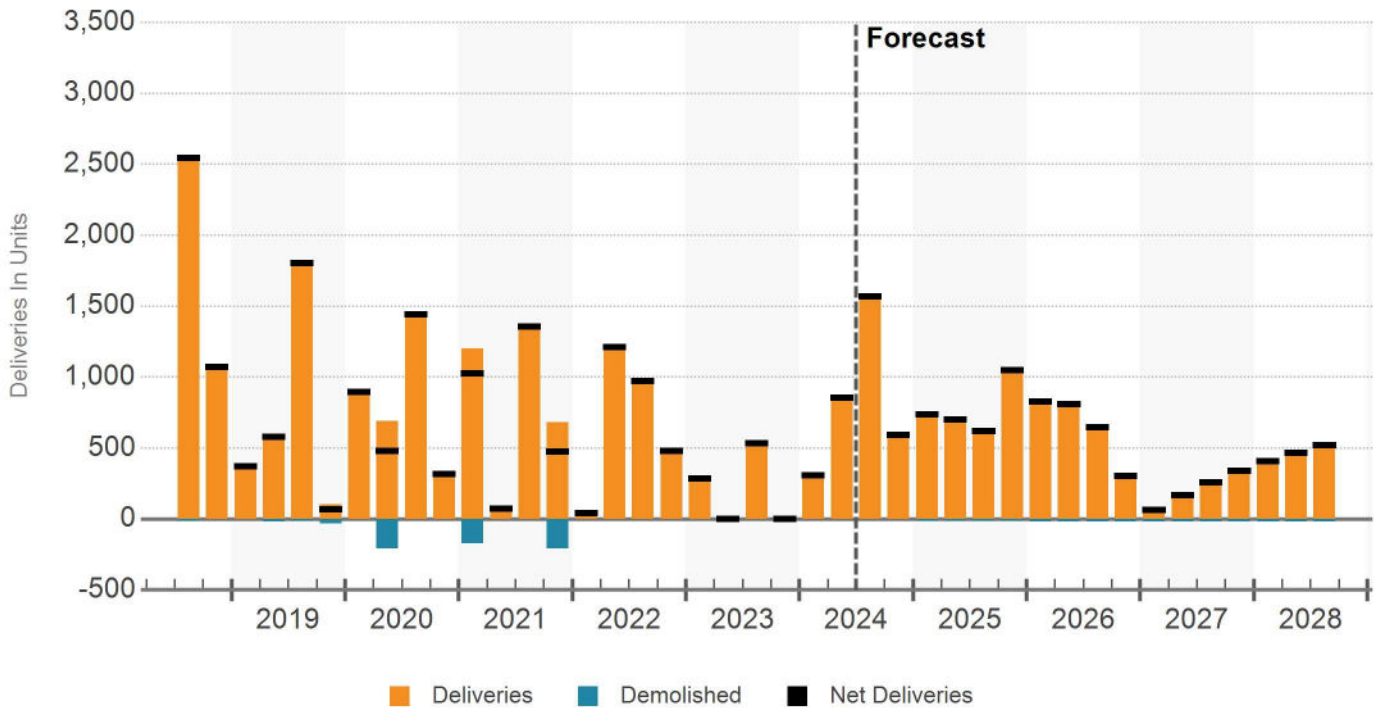
Submarkets experiencing the most development activity include Santa Clara, Sunnyvale, and Mountain View. Many projects are located along the Caltrain and VTA routes from the Peninsula into Downtown San Jose. Developers have continued to capitalize on the appeal of mixed-use transit-oriented projects, where easy

commutes and complementary retail and restaurant uses deliver an attractive lifestyle for residents.

New projects have been leased quickly. Among new communities delivered in 2023, the Tillery, a 4 Star infill project that opened in Mountain View in January, has 226 units and is 96% occupied, with average rents around \$4,750/month. Hanover Winchester, a 5 Star, 366-unit community near Santana Row in San Jose, opened in July and is 72% leased as of the second quarter, with average rents of \$4,400/month while offering up to six weeks free rent.

Construction starts slowed rapidly in 2023, reflecting the rapid increase in financing and construction costs. Just 500 units went under construction in 2023. This contrasts with a record 2022, during which developers broke ground on 7,300 units, the highest number in the past 20 years. Six projects with more than 500 units each went under construction in 2022. The largest is Gateway Crossings in Santa Clara, which broke ground during 22Q3 and has more than 1,500 units underway. The first apartments are set to deliver in 24Q3.

### DELIVERIES & DEMOLITIONS



# Under Construction Properties

San Jose Multi-Family

Properties

Units

Percent of Inventory

Avg. No. Units

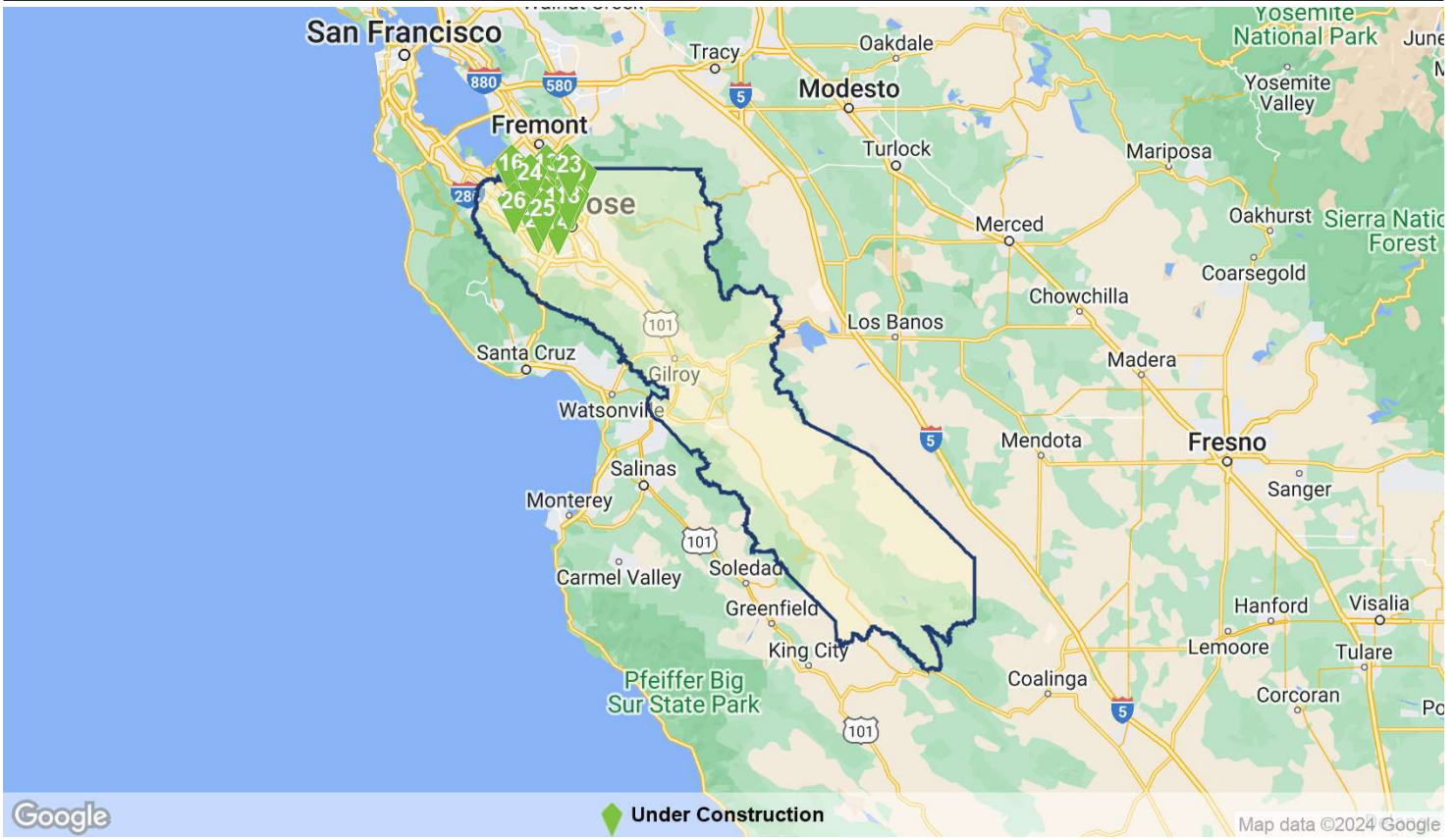
26

7,964

5.0%

306

## UNDER CONSTRUCTION PROPERTIES



## UNDER CONSTRUCTION

Property Name/Address	Rating	Units	Stories	Start	Complete	Developer/Owner
1 <b>Gateway Crossings</b> 1205 Coleman Ave	★★★★★	1,565	11	Jul 2022	Aug 2024	Holland Partner Group Hunter Properties, Inc.
2 <b>777 W Middlefield Rd</b>	★★★☆☆	716	5	Jun 2022	Jun 2025	Miramar Capital Moutain View Owner Llc
3 <b>The Maxwell</b> 1410 S Bascom Ave	★★★★☆	590	6	Jul 2022	Aug 2024	Bay West Development Bay West Group
4 <b>2300 Calle De Luna</b>	★★★★☆	509	22	Jul 2022	Aug 2024	Related California The Related Companies
5 <b>The Martin</b> 240 S Taaffe St	★★★★☆	479	12	Jun 2022	Aug 2024	Hunter Properties, Inc. Hunter Properties, Inc.
6 <b>Hartwood</b> 401 Willow Ave	★★★★☆	412	3	Dec 2022	Aug 2024	- -
7 <b>2225 Calle de Luna</b>	★★★★☆	371	8	Mar 2023	Nov 2024	Greystar Real Estate Partners Greystar Real Estate Partners



# Under Construction Properties

San Jose Multi-Family

## UNDER CONSTRUCTION

Property Name/Address	Rating	Units	Stories	Start	Complete	Developer/Owner
8 <b>Tasman</b> 2343 Calle Del Mundo	★ ★ ★ ★ ★	347	7	Dec 2022	Dec 2024	SummerHill Homes SummerHill Apartment Communit...
9 <b>905 N Capitol Ave</b>	★ ★ ★ ★ ★	345	7	May 2024	Nov 2025	Trumark Companies -
10 <b>The Fay</b> 600 S 1st St	★ ★ ★ ★ ★	336	23	Jun 2022	Dec 2024	Scape North America Salata 2005 Trust
11 <b>1175 Aster Ave</b>	★ ★ ★ ★ ★	329	5	Aug 2022	Jun 2025	Olympic Residential Group Hearthstone, Inc.
12 <b>Orlo</b> 1200 Rickabaugh Way	★ ★ ★ ★ ★	318	6	Jul 2023	Aug 2024	- -
13 <b>AVE Santa Clara</b> 2240 Calle de Luna	★ ★ ★ ★ ★	311	8	Nov 2022	Oct 2024	Ensemble Real Estate Solutions Ensemble Investments, LLC
14 <b>14420 Union Ave</b>	★ ★ ★ ★ ★	305	6	Oct 2023	Jul 2025	- Kimco Realty Corporation
15 <b>Laguna Clara Phase II</b> 3131 Homestead Rd	★ ★ ★ ★ ★	225	4	Nov 2022	Dec 2024	Equity Residential Equity Residential
16 <b>The Residences @ Shor...</b> 1001 N Shoreline Blvd	★ ★ ★ ★ ★	203	7	Nov 2022	Dec 2025	Sares-Regis Group Lighthouse Real Estate Investme...
17 <b>Butcher's Corner</b> 871 E Fremont Ave	★ ★ ★ ★ ★	130	8	Mar 2021	Dec 2025	- De Anza Properties
18 <b>Delmas Avenue</b> 341-365 Delmas Ave	★ ★ ★ ★ ★	120	5	Nov 2022	Aug 2024	- Zhen Zhen Li & David Luo
19 <b>1320 McCandless Dr</b>	★ ★ ★ ★ ★	90	1	Oct 2023	Jan 2025	- Lyon Management Group, Inc db...
20 <b>The Deck</b> 3402 El Camino Real	★ ★ ★ ★ ★	66	4	May 2022	Aug 2024	De Anza Properties De Anza Properties
21 <b>The Meridian</b> 3941 Stevens Creek Blvd	★ ★ ★ ★ ★	59	6	Aug 2022	Sep 2024	CRP Affordable Housing & Com... The Meridian
22 <b>14076 Quito Rd</b>	★ ★ ★ ★ ★	58	2	Mar 2024	Jun 2025	- BCD Education Inc.
23 <b>Lumen</b> 2001 Tarob Ct	★ ★ ★ ★ ★	32	4	Apr 2024	Nov 2024	KB Home KB Home
24 <b>Future 18-Townhome Pr...</b> 475 N Fair Oaks Ave	★ ★ ★ ★ ★	18	3	Jul 2021	Aug 2024	Aron Developers Navneet Aron
25 <b>4094 Hamilton Ave</b>	★ ★ ★ ★ ★	17	3	Jan 2021	Sep 2024	- Xiaodong Li
26 <b>Canyon Crossings</b> 10625 S Foothill Blvd	★ ★ ★ ★ ★	13	2	Mar 2024	Jul 2025	- Daniel Shaw

Unlike most other major metros, San Jose's investment market has remained active in the past year, with annual sales volume hitting \$1.3 billion, slightly below the five-year average of \$1.4 billion.

Of the 73 sales that closed in the past year, 56 were for 1 & 2 Star properties, with a total 12-month sales volume of \$183 million and an average transaction price of \$340,000/unit. Local individual investors looking for rent growth, and national developers looking for value-add plays, were active buyers in this category.

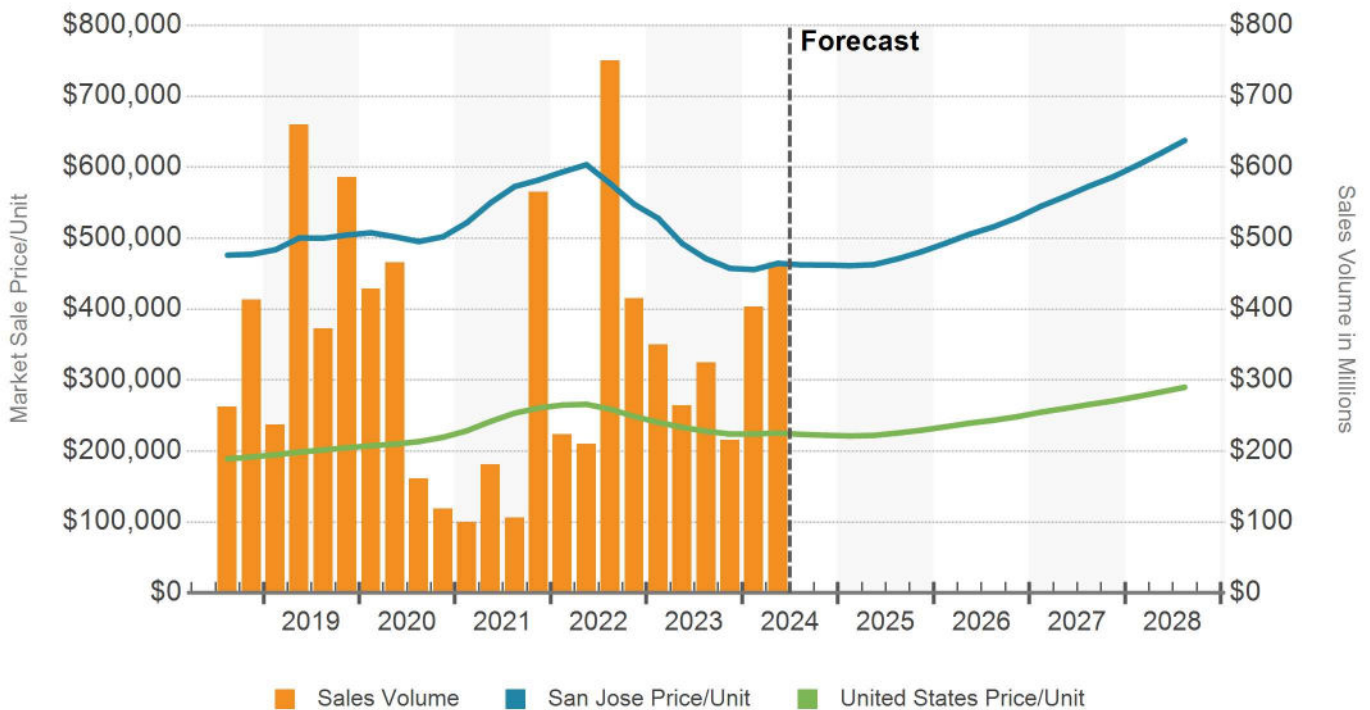
By contrast, just eleven properties accounted for the \$989 million sales volume for 4 & 5 Star properties. One of the most recent sales in this category was the purchase by PCCP of the 251-unit 3560

Rambla Pl. in the Lawrence Station submarket. The community sold for \$125 million, or just under \$500,000/unit, and was 7% vacant at the sale date.

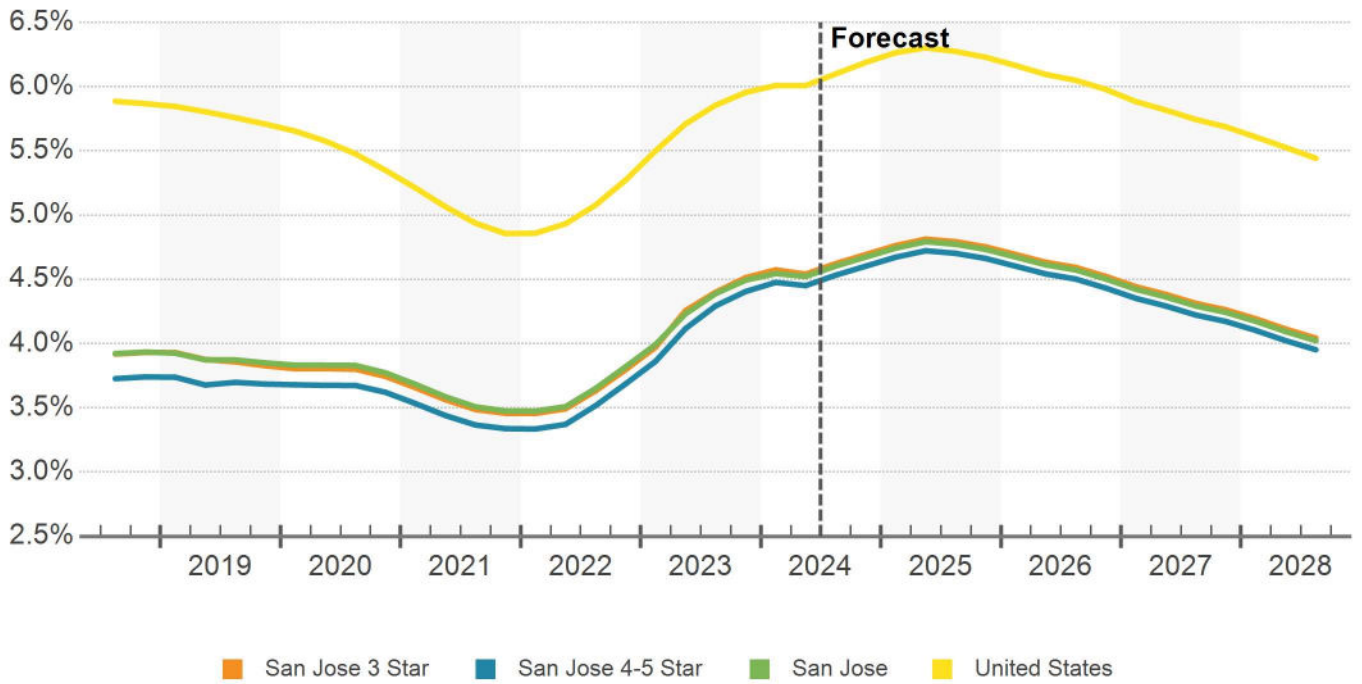
In January, the Diridon West Apartments in downtown San Jose was acquired by Hines. This 249-unit building was bought by Hines for \$117.5 million, or \$472,000/unit, and was 95% leased at sale.

The average cap rate for 1 & 2 Star sales in the past year was 5.0%. This is 90 basis point higher than average cap rate for properties in this segment that sold between 2020 and the first interest rate hikes in 2022. Most other major markets have seen a larger increase in cap rates over this period, which suggests investors continue to have confidence in the San Jose market.

### SALES VOLUME & MARKET SALE PRICE PER UNIT



### MARKET CAP RATE



# Sales Past 12 Months

## San Jose Multi-Family

Sale Comparables

Avg. Price/Unit (thous.)

Average Price (mil.)

Average Vacancy at Sale

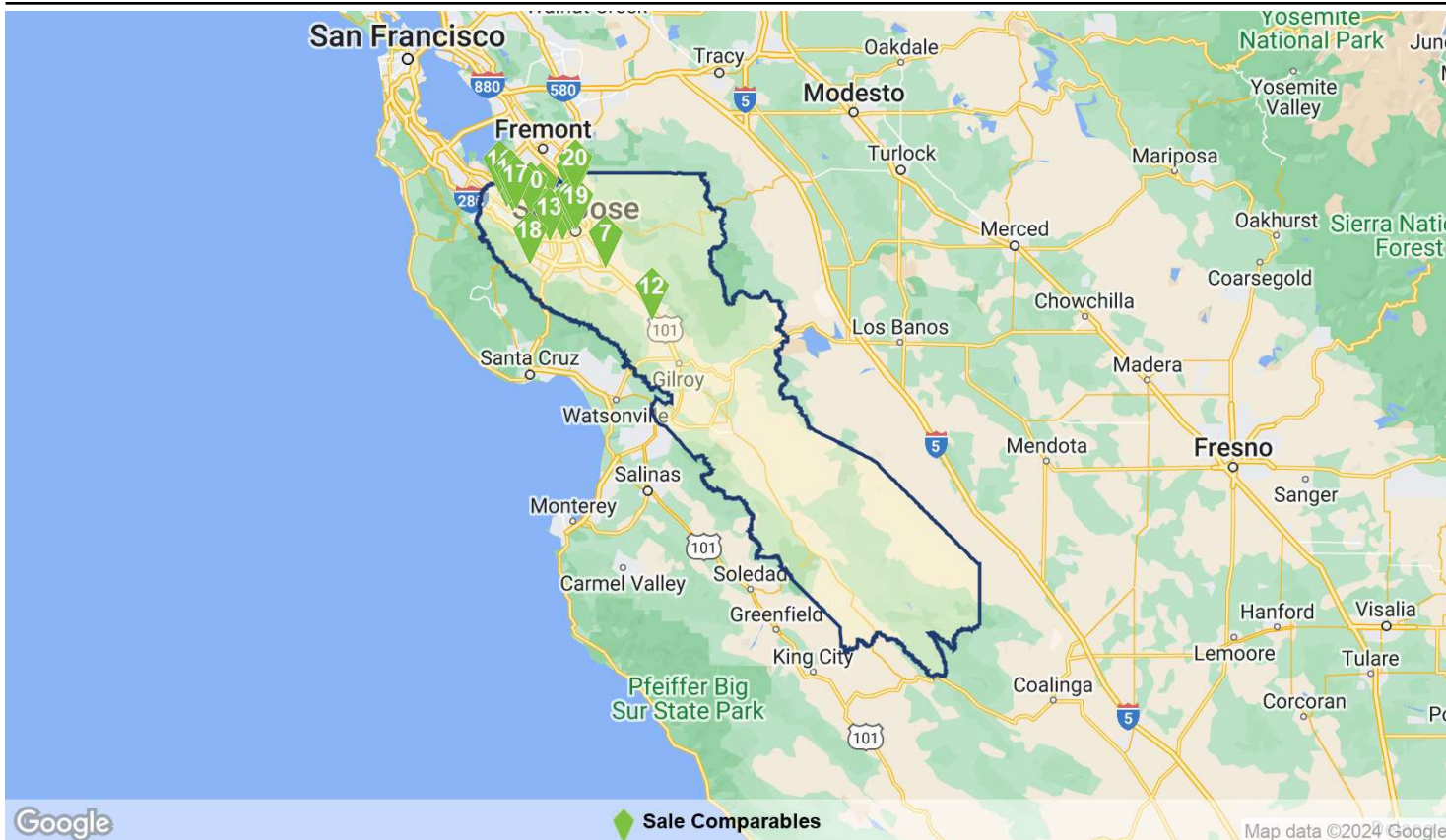
**75**

**\$425**

**\$18.4**

**4.7%**

### SALE COMPARABLE LOCATIONS



### SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$1,100,000	\$18,355,483	\$3,425,000	\$161,670,409
Price/Unit	\$100,000	\$424,540	\$348,958	\$838,600
Cap Rate	3.0%	5.0%	5.0%	10.5%
Vacancy Rate At Sale	0%	4.7%	0%	12.5%
Time Since Sale in Months	0.6	6.1	5.9	11.8
Property Attributes	Low	Average	Median	High
Property Size in Units	5	48	10	351
Number of Floors	1	2	2	7
Average Unit SF	333	836	799	1,817
Year Built	1898	1962	1962	2021
Star Rating	★ ★ ★ ★ ★	★ ★ ★ ★ ★ 2.4	★ ★ ★ ★ ★	★ ★ ★ ★ ★



# Sales Past 12 Months

## RECENT SIGNIFICANT SALES

Property Name/Address	Property Information				Sale Information				
	Rating	Yr Built	Units	Vacancy	Sale Date	Price	Price/Unit	Price/SF	
1 Capitol 650 650 E Capitol Ave	★★★★★	2018	351	3.7%	6/14/2024	\$161,670,409	\$460,599	\$277	
2 Prado 3560 Rambla Pl	★★★★★	2021	251	8.0%	2/27/2024	\$125,000,000	\$498,007	\$208	
3 Diridon West 717 W Julian St	★★★★☆	2021	249	6.4%	1/22/2024	\$117,500,000	\$471,887	\$427	
4 Novo 2270 El Camino Real	★★★★☆	2019	204	4.9%	6/14/2024	\$114,297,261	\$560,280	\$497	
5 The Grove 1919 Fruitdale Ave	★★★★☆	1970	331	8.5%	11/30/2023	\$102,000,000	\$308,157	\$403	
6 ARLO Mountain View 1030 Castro St	★★★★☆	2018	164	6.7%	5/17/2024	\$94,090,572	\$573,723	\$388	
7 Duo 6670 Emergent Way	★★★★☆	2020	301	3.3%	8/16/2023	\$93,500,000	\$310,631	\$312	
8 787 The Alameda 787 The Alameda	★★★★☆	2018	168	4.8%	2/1/2024	\$78,200,000	\$465,476	\$602	
9 The James Apartments 98 N 1st St	★★★★☆	2019	190	4.2%	9/20/2023	\$74,250,000	\$390,789	\$201	
10 Villa Del Sol 355 E Evelyn Ave	★★★★☆	2001	124	4.8%	11/16/2023	\$62,250,000	\$502,016	\$267	
11 Southwood Apartments 2850 Middlefield Rd	★★★★☆	1985	100	7.0%	2/13/2024	\$59,900,000	\$599,000	\$718	
12 Diamond Creek 15655 Venice Ln	★★★★☆	2015	63	0.9%	4/10/2024	\$31,500,000	\$500,000	\$95	
13 Boynton Gardens 975 Boynton Ave	★★★☆☆	1974	48	0%	8/28/2023	\$14,444,000	\$300,916	\$423	
14 Barcelona Apartments 15 Hawthorne Way	★★★☆☆	1932	25	8.0%	10/27/2023	\$8,450,000	\$338,000	\$362	
15 Fairview Townhouses 429 N Rengstorff Ave	★★★☆☆	1968	15	6.7%	7/28/2023	\$8,000,000	\$533,333	\$597	
16 440 N Rengstorff Ave	★★★☆☆	1963	16	6.3%	10/19/2023	\$7,300,000	\$456,250	\$574	
17 Monte Vista Garden Apartments 245 Bush St	★★★☆☆	1958	24	4.2%	4/16/2024	\$7,000,000	\$291,666	\$438	
18 14950 Vickery Ave	★★★☆☆	1910	12	0%	4/24/2024	\$6,625,000	\$552,083	\$602	
19 Dorchester Apartments 295 E San Fernando St	★★★☆☆	1898	15	6.7%	8/25/2023	\$5,802,460	\$386,830	\$566	
20 186-192 Selwyn Dr	★★★☆☆	1963	16	0%	5/28/2024	\$5,700,000	\$356,250	\$346	



As of the third quarter of 2024, the San Jose economy faces the same economic headwinds slowing growth across much of the nation. In Silicon Valley, high interest rates have forced tech companies to cut costs and investors to reduce the capital available for startups.

During the pandemic, growth in demand for cloud computing products and services led tech companies to hire rapidly during 2020 and 2021. By the middle of 2022, however, rising interest rates softened demand, and under pressure to manage costs, employers started to initiate hiring freezes, layoffs, and office space reductions. Information sector layoffs have continued into the third quarter of 2024, and weaker demand has also led retail and industrial tenants to reconsider their expansion plans.

The pandemic also caused many people to leave San Jose, as lockdowns and health concerns impacted their lives and work. In the past year, the metro area's population has started to grow again but remains -52,000 short of the total population of five years ago.

The unemployment rate declined to a historic low of just 2.5% in 2022, reflecting high worker demand. More

recently, a slowing economy and tech layoffs across Silicon Valley have caused unemployment to rise above 4%. After two decades of strong growth, employment in the metro's information sector has seen negative growth for most of the past 18 months.

San Jose remains the nation's largest and most prestigious market for tech companies. Highly educated graduates flock to the region, seeking employment at one of Silicon Valley's leading tech companies or startups. The market has one of the highest educational attainment rates in the country, with over 50% of its working-age population possessing a college degree.

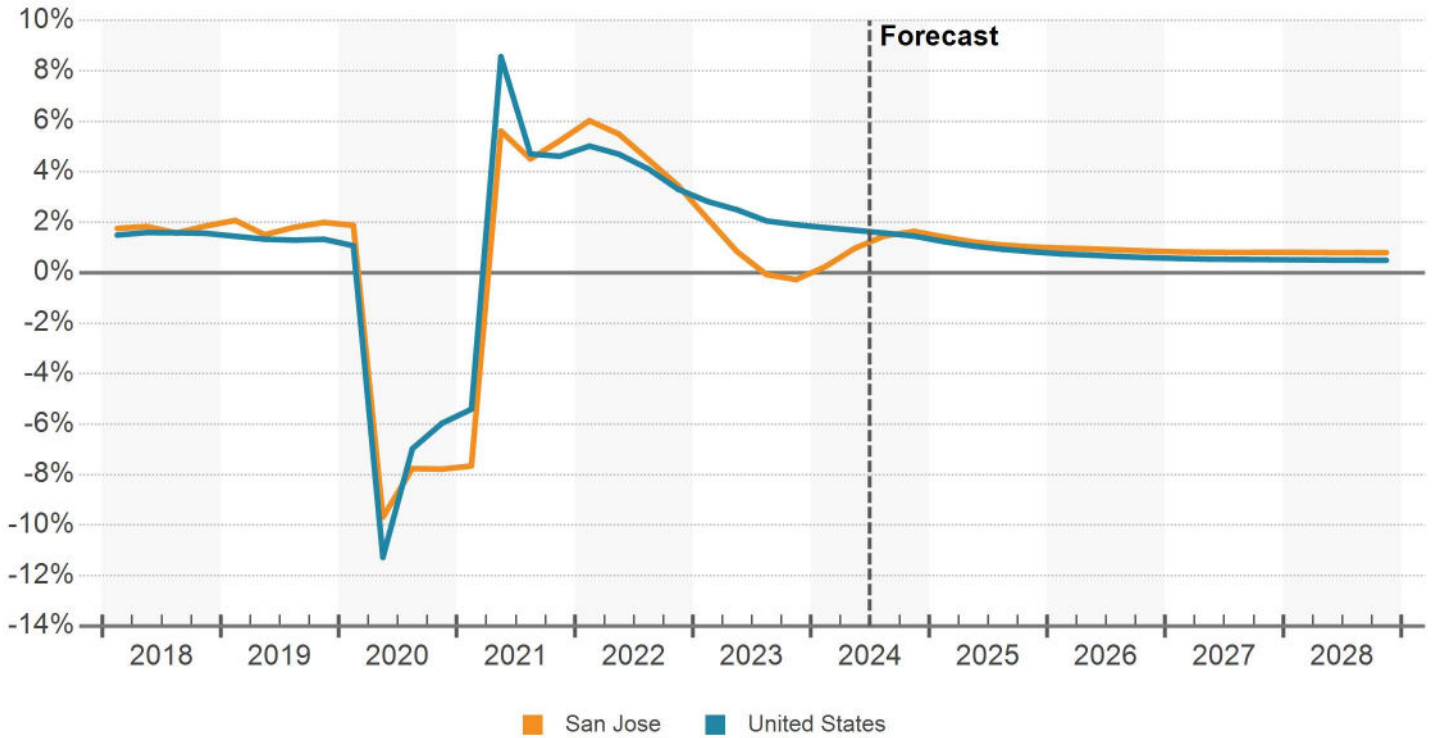
Despite the market's current economic headwinds, San Jose is expected to remain a leading innovation and economic growth center. Over the past 10 years, San Jose saw an average annual increase in GDP of 8.3%, the highest rate among the largest 20 metro areas in the nation and twice the U.S. average. The metro is expected to continue to lead the nation in key measures, such as venture capital investment and new information technology patents. The current surge of growth in AI has led to massive capital injections for Silicon Valley-based companies such as NVIDIA.

### SAN JOSE 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	179	1.9	-0.93%	0.50%	1.07%	0.67%	0.34%	0.44%
Trade, Transportation and Utilities	120	0.6	-1.48%	0.38%	-1.22%	1.01%	0.04%	0.36%
Retail Trade	74	0.6	-0.32%	0.52%	-1.42%	0.25%	0.14%	0.25%
Financial Activities	38	0.6	-0.93%	0.57%	1.13%	1.51%	0.35%	0.37%
Government	98	0.6	1.29%	2.39%	0.70%	0.63%	0.68%	0.68%
Natural Resources, Mining and Construction	55	0.8	2.13%	2.42%	3.31%	2.34%	1.04%	0.85%
Education and Health Services	201	1.0	3.07%	3.59%	2.85%	2.03%	1.39%	0.80%
Professional and Business Services	249	1.5	1.30%	0.72%	1.82%	1.87%	0.89%	0.72%
Information	100	4.5	0.79%	-0.35%	4.76%	1.08%	1.93%	0.64%
Leisure and Hospitality	105	0.8	3.34%	2.81%	1.22%	1.50%	1.38%	0.99%
Other Services	26	0.6	1.72%	1.55%	-0.13%	0.59%	0.73%	0.54%
<b>Total Employment</b>	<b>1,171</b>	<b>1.0</b>	<b>1.07%</b>	<b>1.66%</b>	<b>1.55%</b>	<b>1.34%</b>	<b>0.91%</b>	<b>0.65%</b>

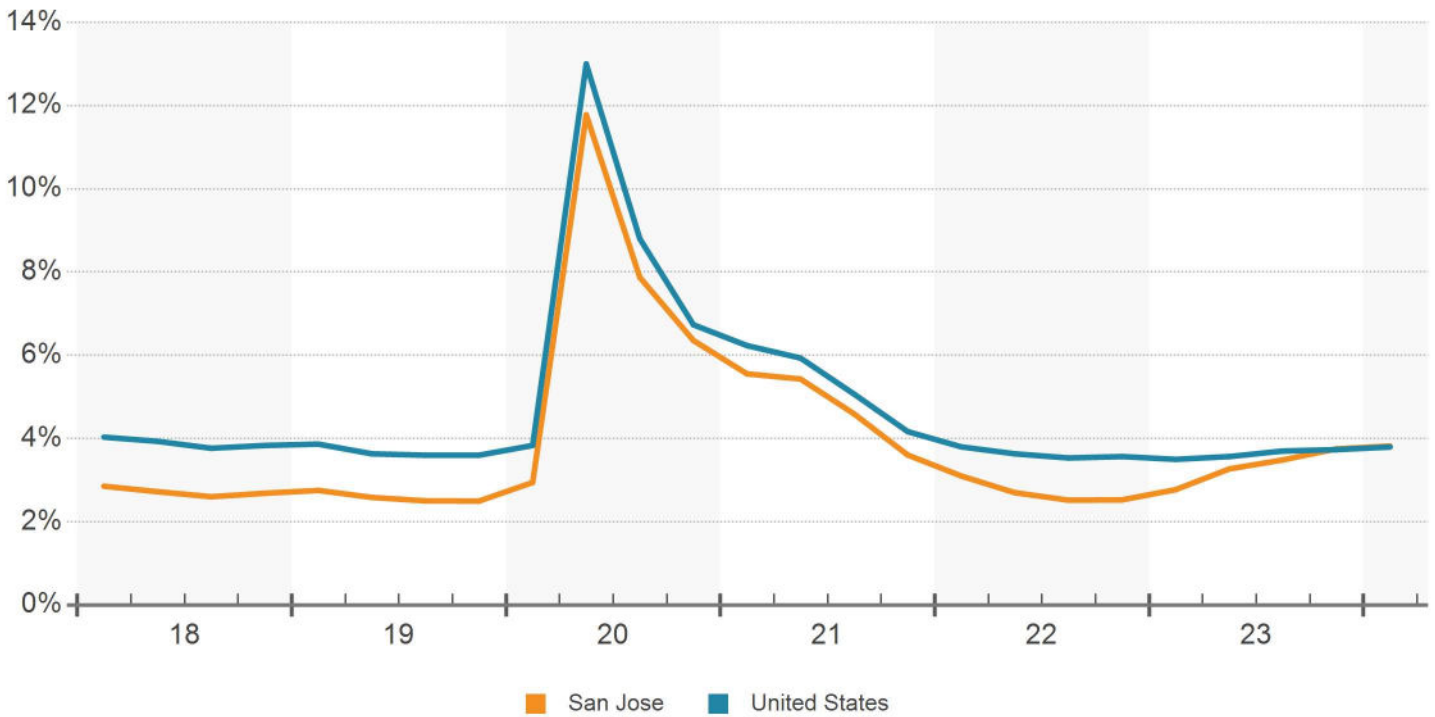
Source: Oxford Economics  
LQ = Location Quotient

### JOB GROWTH (YOY)

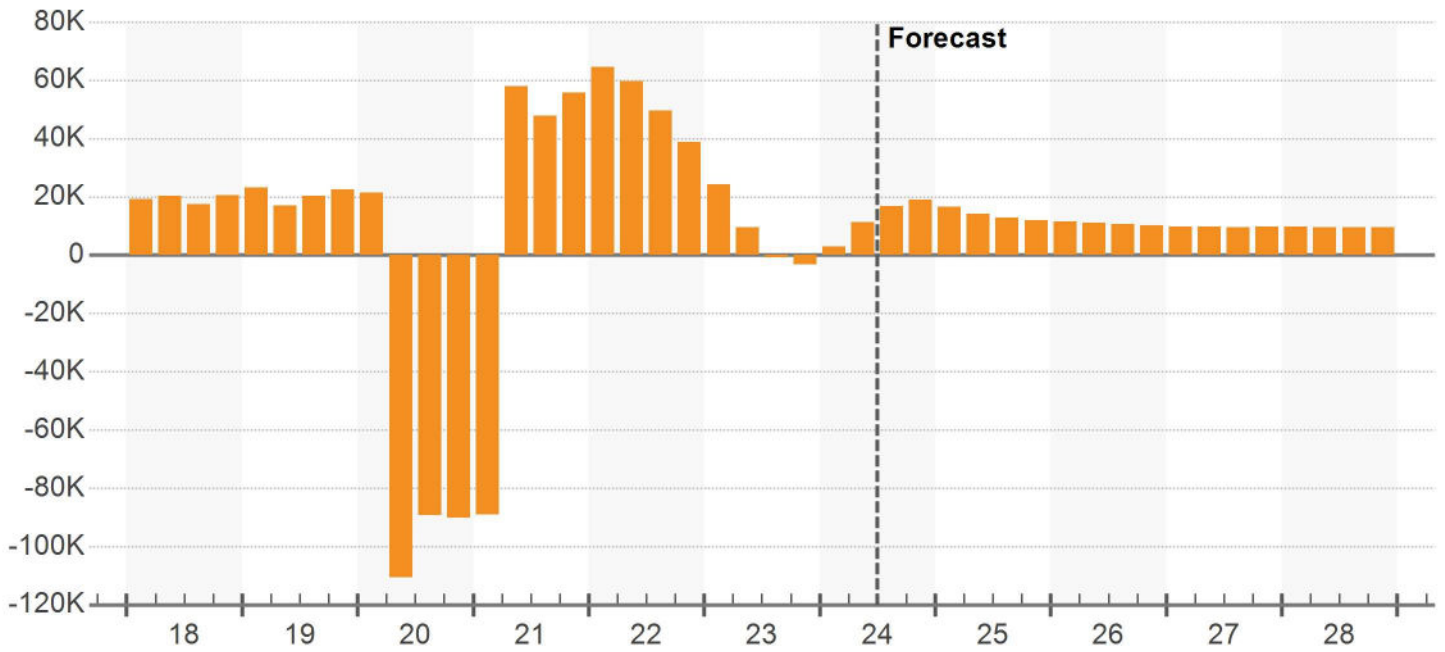


Source: Oxford Economics

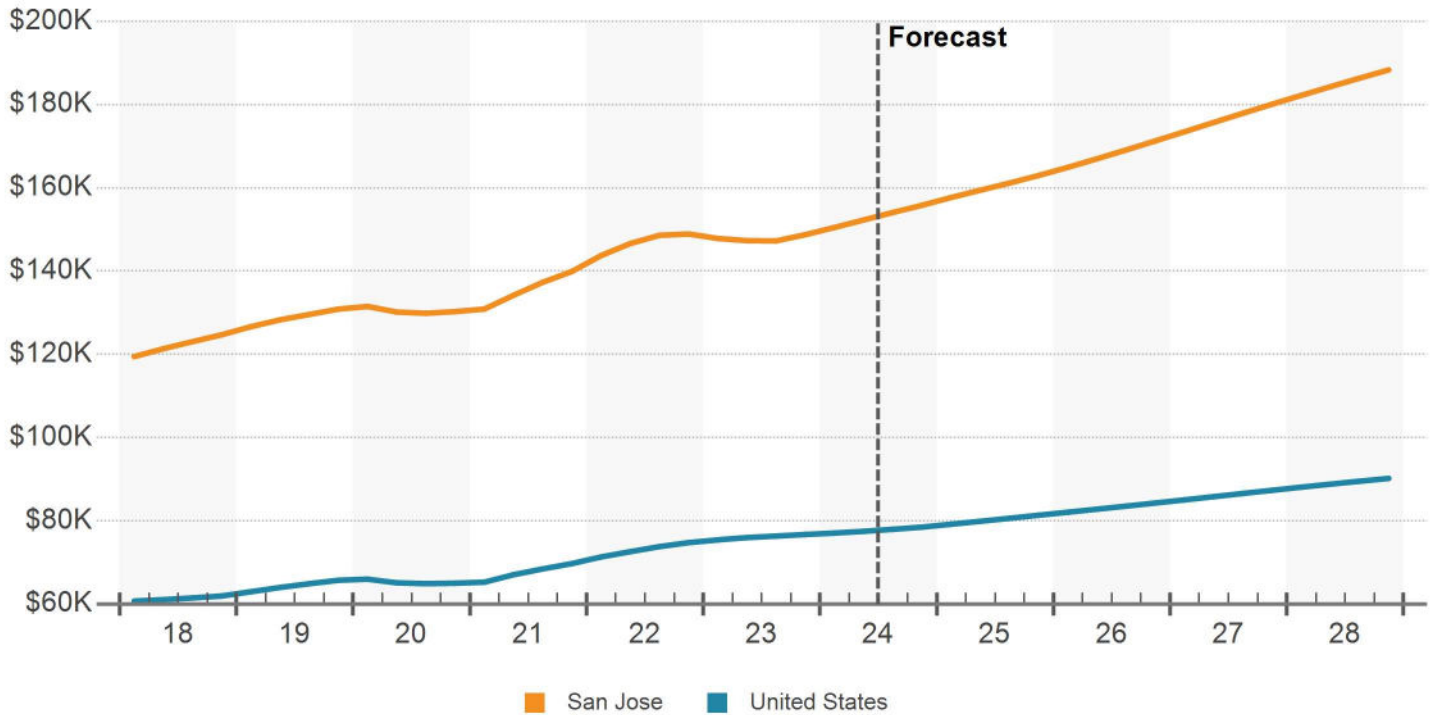
### UNEMPLOYMENT RATE (%)



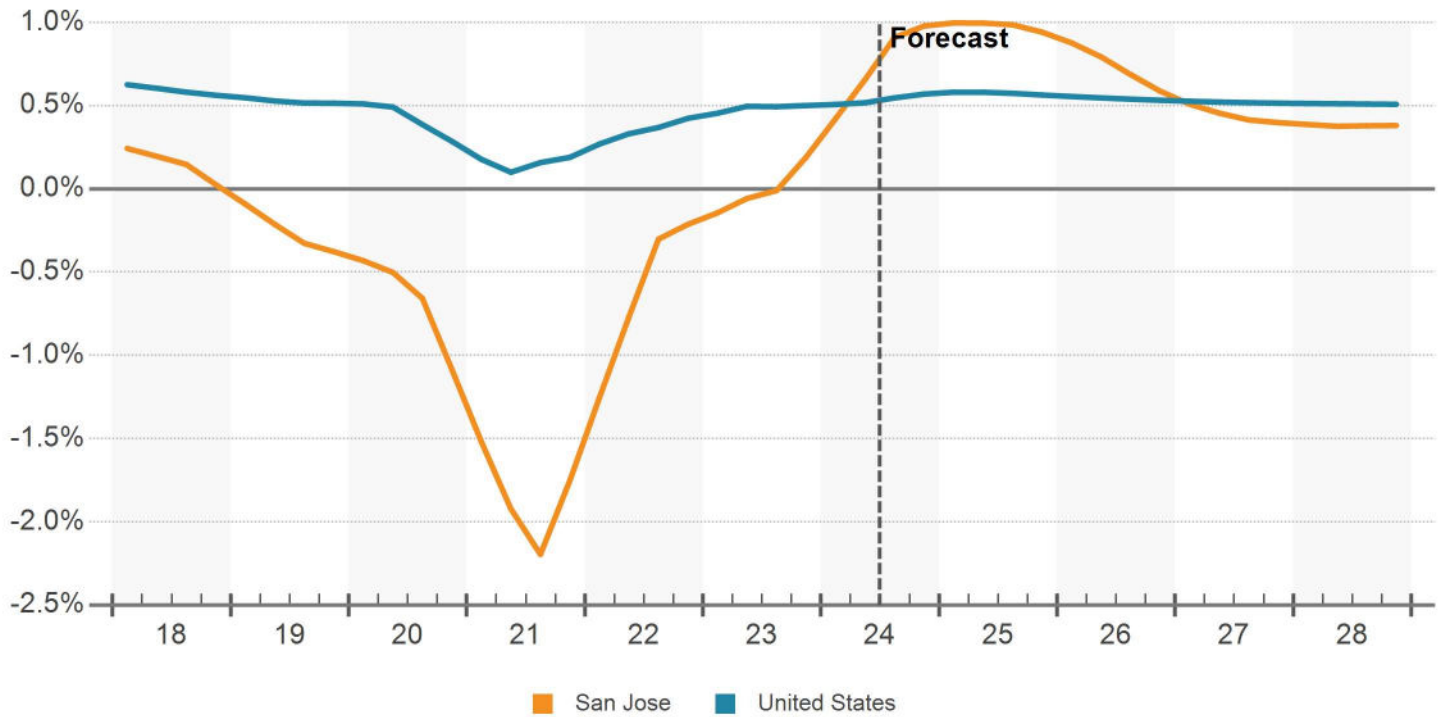
### NET EMPLOYMENT CHANGE (YOY)



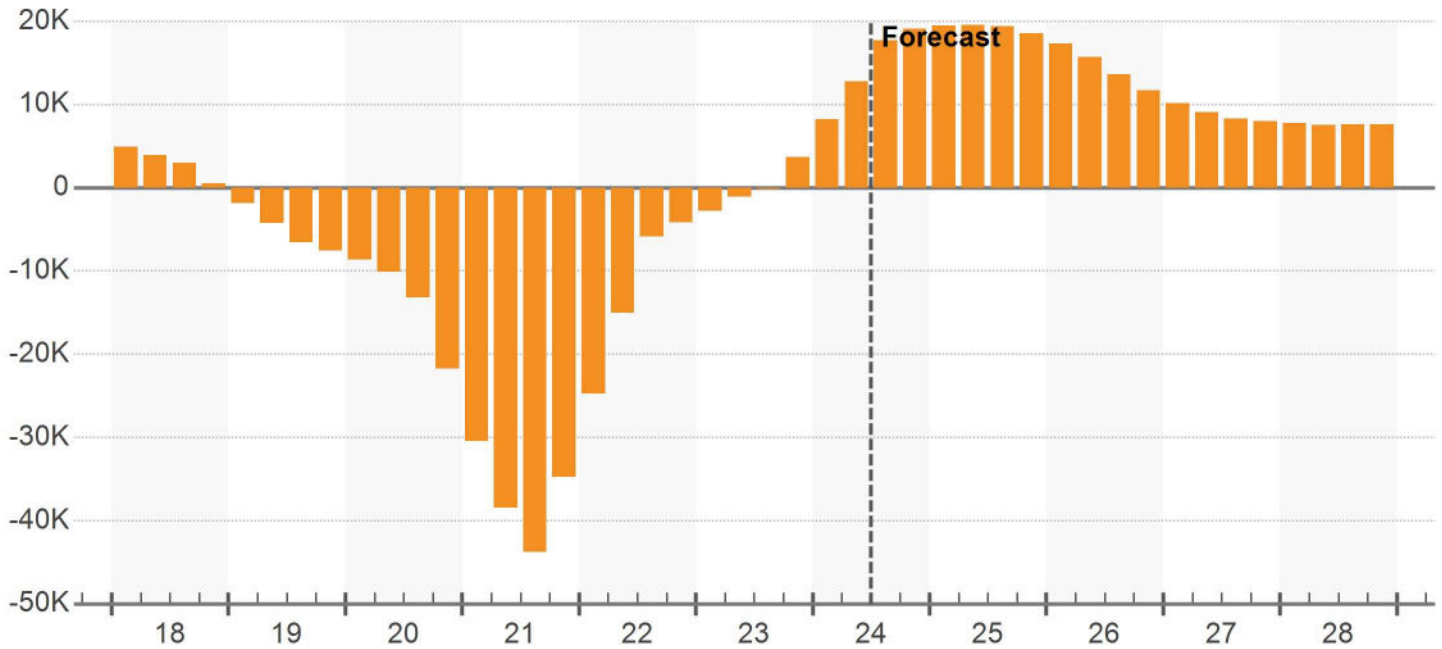
### MEDIAN HOUSEHOLD INCOME



## 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	1,959,494	336,346,094	0.7%	0.5%	0%	0.5%	0.6%	0.5%
Households	686,298	131,419,313	0.9%	0.7%	0.5%	0.9%	0.7%	0.6%
Median Household Income	\$152,609	\$77,565	3.6%	2.0%	5.0%	3.9%	4.8%	3.4%
Labor Force	1,088,612	167,938,938	0.2%	0.6%	0.7%	0.8%	0.6%	0.5%
Unemployment	3.8%	3.8%	0.5%	0.2%	-0.1%	-0.2%	-	-

Source: Oxford Economics

### POPULATION GROWTH



### LABOR FORCE GROWTH



### INCOME GROWTH



Source: Oxford Economics



### SUBMARKET INVENTORY

No.	Submarket	Inventory				12 Month Deliveries				Under Construction			
		Bldgs	Units	% Market	Rank	Bldgs	Units	Percent	Rank	Bldgs	Units	Percent	Rank
1	Campbell/Los Gatos	246	7,127	4.5%	10	0	0	0%	-	1	58	0.8%	9
2	Cupertino	65	5,584	3.5%	11	0	0	0%	-	1	13	0.2%	11
3	Downtown San Jose	586	12,733	8.0%	6	0	0	0%	-	2	456	3.6%	5
4	East San Jose	118	4,439	2.8%	12	0	0	0%	-	1	345	7.8%	6
5	Midtown San Jose	328	7,774	4.9%	8	0	0	0%	-	1	590	7.6%	4
6	Milpitas/Berryessa	67	8,211	5.2%	7	0	0	0%	-	2	122	1.5%	8
7	Morgan Hill/Gilroy	163	3,478	2.2%	14	1	389	11.2%	3	0	0	0%	-
8	Mountain View/Los Altos	458	15,246	9.6%	4	1	464	3.0%	1	2	919	6.0%	3
9	North San Jose	33	13,238	8.3%	5	0	0	0%	-	0	0	0%	-
10	Palo Alto	242	4,157	2.6%	13	0	0	0%	-	0	0	0%	-
11	San Benito County	51	740	0.5%	15	1	20	2.7%	5	0	0	0%	-
12	Santa Clara	498	21,124	13.3%	2	2	433	2.0%	2	9	3,771	17.9%	1
13	South San Jose	268	17,644	11.1%	3	0	0	0%	-	1	305	1.7%	7
14	Sunnyvale	590	30,145	18.9%	1	1	286	0.9%	4	5	1,368	4.5%	2
15	West Valley San Jose	271	7,773	4.9%	9	0	0	0%	-	1	17	0.2%	10

### 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	Campbell/Los Gatos	\$2,828	\$3.44	9	3.3%	\$2,805	\$3.41	9	3.8%	0.8%	5
2	Cupertino	\$3,576	\$3.80	3	4.5%	\$3,559	\$3.78	3	5.8%	0.5%	13
3	Downtown San Jose	\$2,789	\$3.46	8	2.6%	\$2,772	\$3.44	8	3.2%	0.6%	7
4	East San Jose	\$2,439	\$3.09	13	3.1%	\$2,409	\$3.05	13	3.1%	1.2%	3
5	Midtown San Jose	\$2,701	\$3.24	11	3.1%	\$2,678	\$3.21	11	2.9%	0.9%	4
6	Milpitas/Berryessa	\$3,065	\$3.48	7	1.9%	\$3,049	\$3.46	7	4.0%	0.5%	10
7	Morgan Hill/Gilroy	\$2,687	\$2.94	14	3.0%	\$2,636	\$2.88	14	1.5%	1.9%	1
8	Mountain View/Los Altos	\$3,368	\$4.22	2	1.9%	\$3,323	\$4.16	2	4.4%	1.3%	2
9	North San Jose	\$3,335	\$3.63	6	4.3%	\$3,321	\$3.61	6	4.5%	0.4%	14
10	Palo Alto	\$3,303	\$4.24	1	3.5%	\$3,286	\$4.22	1	4.1%	0.5%	9
11	San Benito County	\$2,191	\$2.20	15	2.5%	\$2,182	\$2.20	15	2.5%	0.4%	15
12	Santa Clara	\$3,290	\$3.65	5	4.0%	\$3,271	\$3.63	5	4.0%	0.6%	8
13	South San Jose	\$2,822	\$3.17	12	1.5%	\$2,807	\$3.15	12	1.5%	0.5%	11
14	Sunnyvale	\$3,182	\$3.75	4	4.0%	\$3,162	\$3.72	4	4.8%	0.6%	6
15	West Valley San Jose	\$2,425	\$3.26	10	3.3%	\$2,413	\$3.24	10	3.4%	0.5%	12



## SUBMARKET VACANCY & ABSORPTION

No.	Submarket	Vacancy			12 Month Absorption			
		Units	Percent	Rank	Units	% of Inv	Rank	Construc. Ratio
1	Campbell/Los Gatos	303	4.2%	9	(7)	-0.1%	14	-
2	Cupertino	189	3.4%	3	62	1.1%	8	-
3	Downtown San Jose	780	6.1%	13	295	2.3%	2	-
4	East San Jose	235	5.3%	12	(11)	-0.2%	15	-
5	Midtown San Jose	347	4.5%	10	27	0.3%	11	-
6	Milpitas/Berryessa	317	3.9%	6	122	1.5%	5	-
7	Morgan Hill/Gilroy	412	11.9%	15	79	2.3%	7	4.9
8	Mountain View/Los Altos	1,319	8.6%	14	209	1.4%	4	2.2
9	North San Jose	330	2.5%	2	81	0.6%	6	-
10	Palo Alto	169	4.1%	8	24	0.6%	13	-
11	San Benito County	16	2.1%	1	24	3.3%	12	0.8
12	Santa Clara	839	4.0%	7	463	2.2%	1	-
13	South San Jose	657	3.7%	5	58	0.3%	9	-
14	Sunnyvale	1,442	4.8%	11	246	0.8%	3	1.2
15	West Valley San Jose	276	3.5%	4	34	0.4%	10	-

### OVERALL SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2028	170,012	1,949	1.2%	2,040	1.2%	1.0
2027	168,063	823	0.5%	1,404	0.8%	0.6
2026	167,240	2,575	1.6%	2,197	1.3%	1.2
2025	164,665	3,097	1.9%	2,674	1.6%	1.2
2024	161,568	3,314	2.1%	2,734	1.7%	1.2
YTD	159,413	1,159	0.7%	1,308	0.8%	0.9
2023	158,254	813	0.5%	1,862	1.2%	0.4
2022	157,441	2,696	1.7%	3,009	1.9%	0.9
2021	154,745	2,927	1.9%	8,559	5.5%	0.3
2020	151,818	3,127	2.1%	(2,434)	-1.6%	-
2019	148,691	2,816	1.9%	2,355	1.6%	1.2
2018	145,875	4,793	3.4%	3,636	2.5%	1.3
2017	141,082	1,480	1.1%	2,353	1.7%	0.6
2016	139,602	4,411	3.3%	3,031	2.2%	1.5
2015	135,191	4,326	3.3%	3,897	2.9%	1.1
2014	130,865	5,411	4.3%	4,760	3.6%	1.1
2013	125,454	1,762	1.4%	2,092	1.7%	0.8
2012	123,692	3,579	3.0%	2,569	2.1%	1.4

### 4 & 5 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2028	68,339	2,020	3.0%	1,713	2.5%	1.2
2027	66,319	895	1.4%	901	1.4%	1.0
2026	65,424	1,178	1.8%	1,525	2.3%	0.8
2025	64,246	2,236	3.6%	2,186	3.4%	1.0
2024	62,010	3,294	5.6%	2,369	3.8%	1.4
YTD	59,855	1,139	1.9%	919	1.5%	1.2
2023	58,716	813	1.4%	2,088	3.6%	0.4
2022	57,903	2,641	4.8%	2,512	4.3%	1.1
2021	55,262	3,190	6.1%	5,410	9.8%	0.6
2020	52,072	3,236	6.6%	1,168	2.2%	2.8
2019	48,836	2,775	6.0%	2,268	4.6%	1.2
2018	46,061	4,575	11.0%	3,325	7.2%	1.4
2017	41,486	1,685	4.2%	2,176	5.2%	0.8
2016	39,801	4,167	11.7%	3,905	9.8%	1.1
2015	35,634	4,251	13.5%	4,008	11.2%	1.1
2014	31,383	5,517	21.3%	4,628	14.7%	1.2
2013	25,866	1,690	7.0%	2,037	7.9%	0.8
2012	24,176	3,610	17.6%	2,466	10.2%	1.5

### 3 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2028	45,024	0	0%	231	0.5%	0
2027	45,024	0	0%	593	1.3%	0
2026	45,024	1,469	3.4%	909	2.0%	1.6
2025	43,555	926	2.2%	568	1.3%	1.6
2024	42,629	0	0%	245	0.6%	0
YTD	42,629	0	0%	252	0.6%	0
2023	42,629	0	0%	(153)	-0.4%	0
2022	42,629	55	0.1%	199	0.5%	0.3
2021	42,574	(220)	-0.5%	1,607	3.8%	-
2020	42,794	101	0.2%	(1,675)	-3.9%	-
2019	42,693	109	0.3%	134	0.3%	0.8
2018	42,584	235	0.6%	342	0.8%	0.7
2017	42,349	(192)	-0.5%	193	0.5%	-
2016	42,541	244	0.6%	(524)	-1.2%	-
2015	42,297	80	0.2%	(17)	0%	-
2014	42,217	(32)	-0.1%	142	0.3%	-
2013	42,249	93	0.2%	(54)	-0.1%	-
2012	42,156	42	0.1%	181	0.4%	0.2

### 1 & 2 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2028	56,649	(71)	-0.1%	96	0.2%	-
2027	56,720	(72)	-0.1%	(90)	-0.2%	0.8
2026	56,792	(72)	-0.1%	(237)	-0.4%	0.3
2025	56,864	(65)	-0.1%	(80)	-0.1%	0.8
2024	56,929	20	0%	120	0.2%	0.2
YTD	56,929	20	0%	137	0.2%	0.1
2023	56,909	0	0%	(73)	-0.1%	0
2022	56,909	0	0%	298	0.5%	0
2021	56,909	(43)	-0.1%	1,542	2.7%	0
2020	56,952	(210)	-0.4%	(1,927)	-3.4%	0.1
2019	57,162	(68)	-0.1%	(47)	-0.1%	1.4
2018	57,230	(17)	0%	(31)	-0.1%	0.5
2017	57,247	(13)	0%	(16)	0%	0.8
2016	57,260	0	0%	(350)	-0.6%	0
2015	57,260	(5)	0%	(94)	-0.2%	0.1
2014	57,265	(74)	-0.1%	(10)	0%	7.4
2013	57,339	(21)	0%	109	0.2%	-
2012	57,360	(73)	-0.1%	(78)	-0.1%	0.9

### OVERALL VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rents	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2028	8,099	4.8%	(0.1)	\$3,626	\$4.24	3.9%	(0.2)	\$3,600	\$4.21
2027	8,190	4.9%	(0.4)	\$3,490	\$4.08	4.1%	(0.4)	\$3,465	\$4.05
2026	8,771	5.2%	0.1	\$3,351	\$3.92	4.5%	(0.6)	\$3,327	\$3.89
2025	8,392	5.1%	0.2	\$3,207	\$3.75	5.1%	1.0	\$3,184	\$3.72
2024	7,968	4.9%	0	\$3,051	\$3.57	4.1%	3.2	\$3,029	\$3.54
YTD	7,630	4.8%	(0.1)	\$3,070	\$3.58	3.2%	2.3	\$3,049	\$3.56
2023	7,778	4.9%	(0.7)	\$2,931	\$3.42	0.9%	(3.7)	\$2,885	\$3.36
2022	8,826	5.6%	(0.3)	\$2,904	\$3.39	4.6%	(2.8)	\$2,874	\$3.35
2021	9,134	5.9%	(3.8)	\$2,777	\$3.24	7.4%	15.2	\$2,723	\$3.17
2020	14,739	9.7%	3.5	\$2,586	\$3.01	-7.8%	(9.7)	\$2,508	\$2.92
2019	9,193	6.2%	0.2	\$2,806	\$3.27	1.9%	(1.5)	\$2,776	\$3.24
2018	8,730	6.0%	0.6	\$2,754	\$3.21	3.4%	0.7	\$2,703	\$3.15
2017	7,561	5.4%	(0.7)	\$2,663	\$3.11	2.7%	2.2	\$2,605	\$3.04
2016	8,439	6.0%	0.8	\$2,592	\$3.02	0.5%	(5.9)	\$2,527	\$2.95
2015	7,073	5.2%	0.2	\$2,578	\$3.01	6.5%	0.9	\$2,544	\$2.97
2014	6,638	5.1%	0.3	\$2,422	\$2.82	5.5%	(0.4)	\$2,391	\$2.79
2013	5,987	4.8%	(0.3)	\$2,295	\$2.68	5.9%	0.9	\$2,268	\$2.64
2012	6,319	5.1%	0.7	\$2,168	\$2.53	5.0%	-	\$2,149	\$2.51

### 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
2028	3,907	5.7%	0.3	\$4,178	\$4.51	3.8%	(0.3)	\$4,144	\$4.47
2027	3,599	5.4%	(0.1)	\$4,025	\$4.34	4.1%	(0.4)	\$3,992	\$4.31
2026	3,605	5.5%	(0.6)	\$3,867	\$4.17	4.5%	(0.6)	\$3,836	\$4.14
2025	3,953	6.2%	(0.1)	\$3,702	\$3.99	5.1%	0.6	\$3,672	\$3.96
2024	3,903	6.3%	0.6	\$3,524	\$3.80	4.4%	3.5	\$3,495	\$3.77
YTD	3,588	6.0%	0.3	\$3,555	\$3.83	3.5%	2.6	\$3,527	\$3.80
2023	3,368	5.7%	(2.3)	\$3,375	\$3.63	0.9%	(3.0)	\$3,305	\$3.56
2022	4,642	8.0%	(0.1)	\$3,346	\$3.60	3.9%	(5.1)	\$3,295	\$3.55
2021	4,512	8.2%	(4.8)	\$3,220	\$3.47	9.0%	17.3	\$3,133	\$3.37
2020	6,729	12.9%	3.4	\$2,954	\$3.18	-8.3%	(10.4)	\$2,826	\$3.04
2019	4,664	9.6%	0.5	\$3,223	\$3.47	2.0%	(1.4)	\$3,176	\$3.42
2018	4,157	9.0%	2.0	\$3,159	\$3.40	3.4%	0.8	\$3,089	\$3.32
2017	2,907	7.0%	(1.5)	\$3,055	\$3.29	2.6%	2.1	\$2,994	\$3.22
2016	3,398	8.5%	(0.3)	\$2,977	\$3.20	0.6%	(4.7)	\$2,896	\$3.12
2015	3,137	8.8%	(0.4)	\$2,960	\$3.19	5.3%	1.1	\$2,916	\$3.14
2014	2,890	9.2%	1.5	\$2,811	\$3.03	4.2%	(0.9)	\$2,767	\$2.98
2013	2,000	7.7%	(2.0)	\$2,699	\$2.91	5.1%	1.5	\$2,650	\$2.85
2012	2,347	9.7%	3.9	\$2,568	\$2.77	3.6%	-	\$2,539	\$2.73

### 3 STAR VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rents	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2028	1,830	4.1%	(0.5)	\$3,602	\$4.17	4.0%	(0.2)	\$3,580	\$4.14
2027	2,060	4.6%	(1.3)	\$3,463	\$4.01	4.2%	(0.3)	\$3,441	\$3.98
2026	2,654	5.9%	1.1	\$3,325	\$3.85	4.5%	(0.7)	\$3,304	\$3.82
2025	2,094	4.8%	0.7	\$3,182	\$3.68	5.2%	1.0	\$3,162	\$3.66
2024	1,736	4.1%	(0.6)	\$3,026	\$3.50	4.2%	3.5	\$3,007	\$3.48
YTD	1,729	4.1%	(0.6)	\$3,069	\$3.55	3.6%	2.9	\$3,050	\$3.53
2023	1,980	4.6%	0.4	\$2,904	\$3.36	0.7%	(5.4)	\$2,865	\$3.31
2022	1,827	4.3%	(0.3)	\$2,883	\$3.34	6.1%	(1.8)	\$2,867	\$3.32
2021	1,969	4.6%	(4.2)	\$2,717	\$3.14	7.9%	17.7	\$2,674	\$3.09
2020	3,786	8.8%	4.1	\$2,518	\$2.91	-9.8%	(11.6)	\$2,469	\$2.86
2019	2,010	4.7%	(0.1)	\$2,792	\$3.23	1.8%	(2.4)	\$2,770	\$3.21
2018	2,034	4.8%	(0.3)	\$2,742	\$3.17	4.2%	0.9	\$2,695	\$3.12
2017	2,137	5.0%	(0.9)	\$2,631	\$3.04	3.3%	3.9	\$2,548	\$2.95
2016	2,526	5.9%	1.8	\$2,546	\$2.95	-0.6%	(7.8)	\$2,471	\$2.86
2015	1,762	4.2%	0.2	\$2,561	\$2.96	7.2%	0.4	\$2,525	\$2.92
2014	1,662	3.9%	(0.4)	\$2,389	\$2.76	6.8%	(0.6)	\$2,361	\$2.73
2013	1,838	4.4%	0.3	\$2,238	\$2.59	7.4%	0.1	\$2,223	\$2.57
2012	1,690	4.0%	(0.3)	\$2,083	\$2.41	7.3%	-	\$2,069	\$2.39

### 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
2028	2,363	4.2%	(0.3)	\$2,749	\$3.75	4.0%	(0.2)	\$2,733	\$3.73
2027	2,531	4.5%	0	\$2,643	\$3.61	4.2%	(0.4)	\$2,628	\$3.59
2026	2,512	4.4%	0.3	\$2,536	\$3.46	4.6%	(0.6)	\$2,522	\$3.44
2025	2,346	4.1%	0	\$2,425	\$3.31	5.2%	2.0	\$2,411	\$3.29
2024	2,329	4.1%	(0.2)	\$2,305	\$3.15	3.2%	1.8	\$2,292	\$3.13
YTD	2,313	4.1%	(0.2)	\$2,275	\$3.09	1.8%	0.4	\$2,262	\$3.07
2023	2,430	4.3%	0.1	\$2,234	\$3.03	1.4%	(2.6)	\$2,220	\$3.01
2022	2,357	4.1%	(0.5)	\$2,203	\$2.99	4.0%	1.2	\$2,191	\$2.97
2021	2,653	4.7%	(2.8)	\$2,118	\$2.87	2.8%	6.5	\$2,106	\$2.85
2020	4,224	7.4%	3.0	\$2,060	\$2.79	-3.6%	(5.3)	\$2,031	\$2.75
2019	2,519	4.4%	0	\$2,137	\$2.90	1.6%	(0.6)	\$2,126	\$2.88
2018	2,539	4.4%	0	\$2,103	\$2.85	2.3%	0.1	\$2,081	\$2.82
2017	2,516	4.4%	0	\$2,057	\$2.79	2.2%	0.1	\$2,029	\$2.75
2016	2,515	4.4%	0.6	\$2,013	\$2.73	2.1%	(6.2)	\$1,986	\$2.69
2015	2,174	3.8%	0.2	\$1,972	\$2.68	8.3%	1.2	\$1,954	\$2.65
2014	2,086	3.6%	(0.1)	\$1,820	\$2.47	7.1%	1.4	\$1,808	\$2.45
2013	2,149	3.7%	(0.2)	\$1,699	\$2.30	5.7%	0.4	\$1,691	\$2.29
2012	2,281	4.0%	0	\$1,608	\$2.17	5.3%	-	\$1,600	\$2.16

### 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
2028	-	-	-	-	-	-	\$651,373	317	4.0%
2027	-	-	-	-	-	-	\$586,326	285	4.2%
2026	-	-	-	-	-	-	\$529,024	257	4.5%
2025	-	-	-	-	-	-	\$480,908	234	4.7%
2024	-	-	-	-	-	-	\$462,252	225	4.7%
YTD	38	\$868.8M	1.5%	\$24,822,657	\$487,538	4.7%	\$467,506	227	4.5%
2023	81	\$1.2B	1.9%	\$14,241,738	\$382,360	4.9%	\$457,453	223	4.5%
2022	133	\$1.6B	2.2%	\$12,112,095	\$454,591	4.0%	\$547,612	266	3.8%
2021	130	\$951.2M	1.8%	\$7,490,020	\$433,166	4.0%	\$581,986	283	3.5%
2020	73	\$1.2B	1.6%	\$16,770,493	\$491,065	4.4%	\$501,990	244	3.8%
2019	155	\$1.9B	3.8%	\$21,330,940	\$472,934	4.5%	\$504,516	245	3.8%
2018	188	\$1.1B	2.2%	\$10,311,406	\$430,658	3.8%	\$477,284	232	3.9%
2017	256	\$1.3B	3.3%	\$10,233,269	\$384,778	4.2%	\$441,673	215	4.0%
2016	199	\$1.5B	3.6%	\$13,809,889	\$361,127	4.4%	\$417,016	203	4.1%
2015	227	\$1.1B	3.2%	\$8,059,390	\$354,011	4.5%	\$399,161	194	4.1%
2014	185	\$1.5B	5.1%	\$10,286,366	\$293,486	4.5%	\$360,199	175	4.2%
2013	173	\$1.3B	5.6%	\$9,473,169	\$272,184	5.3%	\$321,430	156	4.5%

(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 & 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
2028	-	-	-	-	-	-	\$773,832	298	3.9%
2027	-	-	-	-	-	-	\$696,783	268	4.2%
2026	-	-	-	-	-	-	\$628,602	242	4.4%
2025	-	-	-	-	-	-	\$571,312	220	4.7%
2024	-	-	-	-	-	-	\$549,462	212	4.6%
YTD	7	\$722.3M	2.4%	\$103,179,749	\$498,109	-	\$555,830	214	4.4%
2023	5	\$467M	2.0%	\$93,400,000	\$406,087	-	\$547,833	211	4.4%
2022	3	\$698M	2.1%	\$232,666,667	\$567,941	-	\$672,298	259	3.7%
2021	3	\$166.5M	1.5%	\$83,266,750	\$568,374	-	\$720,429	278	3.3%
2020	2	\$359M	1.2%	\$179,500,000	\$572,568	-	\$622,093	240	3.6%
2019	10	\$1B	5.5%	\$168,271,214	\$560,282	4.5%	\$627,572	242	3.7%
2018	3	\$246.7M	1.1%	\$82,216,667	\$507,510	4.3%	\$598,827	231	3.7%
2017	10	\$669.3M	3.4%	\$66,929,835	\$478,412	4.0%	\$546,781	211	3.8%
2016	6	\$469.1M	2.7%	\$78,188,333	\$429,213	4.9%	\$519,277	200	3.9%
2015	2	\$195M	1.1%	\$97,500,000	\$509,138	4.3%	\$499,980	193	3.9%
2014	11	\$588.6M	7.9%	\$73,577,049	\$369,038	4.8%	\$453,104	175	4.0%
2013	8	\$377M	9.4%	\$75,394,061	\$271,592	5.0%	\$407,775	157	4.3%

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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
2028	-	-	-	-	-	-	\$602,679	323	4.0%
2027	-	-	-	-	-	-	\$542,814	291	4.3%
2026	-	-	-	-	-	-	\$490,211	263	4.5%
2025	-	-	-	-	-	-	\$446,079	239	4.8%
2024	-	-	-	-	-	-	\$428,566	230	4.7%
YTD	3	\$59.9M	1.5%	\$59,900,000	\$599,000	-	\$433,033	232	4.5%
2023	13	\$342.7M	2.1%	\$26,360,923	\$382,896	6.2%	\$423,155	227	4.5%
2022	11	\$180.5M	0.9%	\$16,411,818	\$451,325	4.5%	\$513,620	275	3.8%
2021	9	\$291.4M	1.3%	\$32,376,333	\$511,205	3.9%	\$544,882	292	3.5%
2020	14	\$589.2M	2.5%	\$42,084,437	\$549,098	3.8%	\$471,573	253	3.7%
2019	9	\$522.8M	2.9%	\$58,085,556	\$417,548	5.6%	\$473,015	253	3.8%
2018	12	\$428.5M	2.3%	\$38,956,818	\$434,610	3.8%	\$442,235	237	3.9%
2017	9	\$91.7M	0.6%	\$13,100,577	\$348,685	3.3%	\$409,520	219	4.0%
2016	22	\$687.8M	4.4%	\$40,460,141	\$373,208	4.5%	\$384,909	206	4.1%
2015	19	\$499.8M	4.0%	\$33,322,100	\$406,698	5.0%	\$364,922	196	4.1%
2014	15	\$447.2M	4.3%	\$34,397,959	\$301,940	4.6%	\$329,182	176	4.3%
2013	22	\$666.8M	6.7%	\$35,092,232	\$334,883	5.0%	\$292,378	157	4.5%

(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
2028	-	-	-	-	-	-	\$549,152	346	4.0%
2027	-	-	-	-	-	-	\$493,799	311	4.3%
2026	-	-	-	-	-	-	\$445,284	281	4.6%
2025	-	-	-	-	-	-	\$404,560	255	4.8%
2024	-	-	-	-	-	-	\$388,671	245	4.7%
YTD	28	\$86.6M	0.4%	\$3,208,694	\$373,426	4.7%	\$393,265	248	4.6%
2023	63	\$343.9M	1.7%	\$5,458,552	\$353,795	4.8%	\$380,714	240	4.6%
2022	119	\$720.3M	3.3%	\$6,103,954	\$381,497	3.9%	\$431,204	272	4.0%
2021	118	\$493.3M	2.4%	\$4,252,690	\$370,077	4.1%	\$452,228	285	3.6%
2020	57	\$225M	1.2%	\$4,180,600	\$326,520	4.5%	\$388,022	245	4.0%
2019	136	\$323.4M	2.9%	\$4,491,590	\$371,718	4.4%	\$388,010	245	4.1%
2018	173	\$417.8M	3.1%	\$4,541,674	\$391,964	3.8%	\$365,323	230	4.2%
2017	237	\$528.4M	5.2%	\$4,847,610	\$312,842	4.3%	\$346,309	218	4.2%
2016	171	\$389.8M	3.6%	\$4,379,272	\$289,351	4.3%	\$324,888	205	4.3%
2015	206	\$441.5M	4.1%	\$3,560,827	\$276,309	4.5%	\$310,376	196	4.3%
2014	159	\$435.2M	4.2%	\$3,566,889	\$224,773	4.5%	\$277,961	175	4.5%
2013	143	\$263.6M	3.2%	\$2,312,058	\$185,095	5.3%	\$245,177	155	4.8%

(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
2028	-	170,012	4.8%	-	2,020	-	1,948	-	-
2027	-	168,064	4.9%	-	895	-	823	-	-
2026	-	167,241	5.2%	-	2,647	-	2,575	-	-
2025	-	164,666	5.1%	-	3,162	-	3,098	-	-
2024	-	161,568	4.9%	-	3,314	-	3,314	-	-
YTD	3,984	159,413	4.8%	4	1,159	4	1,159	26	7,964
2023	3,980	158,254	4.9%	4	813	4	813	26	8,675
2022	3,976	157,441	5.6%	15	2,696	15	2,696	26	8,404
2021	3,961	154,745	5.9%	16	3,310	13	2,927	22	3,674
2020	3,948	151,818	9.7%	16	3,337	13	3,127	25	5,181
2019	3,935	148,691	6.2%	12	2,884	9	2,816	34	8,080
2018	3,926	145,875	6.0%	20	4,810	19	4,793	30	7,446
2017	3,907	141,082	5.4%	8	1,709	5	1,480	34	8,117
2016	3,902	139,602	6.0%	15	4,411	15	4,411	25	6,435
2015	3,887	135,191	5.2%	19	4,331	18	4,326	24	6,491
2014	3,869	130,865	5.1%	13	5,517	10	5,410	30	7,291
2013	3,859	125,454	4.8%	7	1,809	1	1,762	25	8,381
2012	3,858	123,692	5.1%	8	3,652	5	3,579	18	6,152