



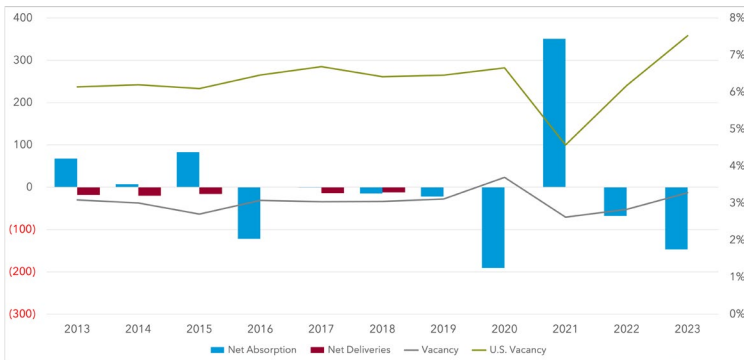
MULTIFAMILY MARKET OVERVIEW

ROBERT LEVEEN, *Senior Vice President*

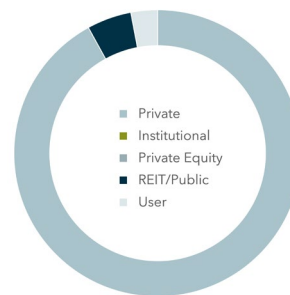
As of this writing the 10 Year Treasury Note is 4.013%, a decrease of 60 bps since the last report. It is important to note the 10 Year peaked above 5% in late October, and briefly fell below 4% in late December. As a result, interest rates for multi-family loans have retreated back to the low 6% range, and in some cases high 5%. With an ongoing shortage of units in the Los Angeles MSA, this should help drive transactions in our local markets, even though rents have plateaued, and it is a presidential election year.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Absorption Units	6	400	44	33	(137)
▲ Vacancy Rate	3.6%	3.5%	3.8%	3.4%	2.9%
▼ Asking Rent/Unit (\$)	\$2,407	\$2,414	\$2,414.00	\$2,392.00	\$2,371.00
▲ Under Construction Units	1,484	1,362	1,657	1,747	2,041
▲ Inventory Units	58,419	58,028	57,571	57,524	57,159

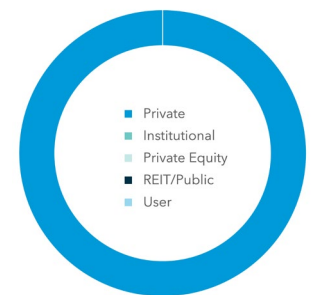
NET ABSORPTION, NET DELIVERIES, & VACANCY



SALE BY BUYER TYPE



SALE BY SELLER TYPE



**Sale by Buyer and Sale by Seller Data is comprised of data from the previous 12 months.

TOP SALE TRANSACTIONS	SALE PRICE	NUMBER OF UNITS	BUYER / SELLER
416 Pioneer Drive Glendale, CA	\$7,710,000 \$296,538 Per Unit	26	416 Pioneer Dr LLC TC&M LLC
600 E Garfield Avenue Glendale, CA	\$5,375,000 \$223,958 Per Unit	24	Veer Partners Towers LLC KMCK LLC
219 E Maple Street Glendale, CA	\$4,375,000 \$437,500 Per Unit	10	Afton Investment LLC Ashod Mooradian

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Peter M. Fertig	\$15,175,000
Kristen Kaplanis Mcgregor Trust	\$7,500,000
Diana Duenas	\$6,100,000
Jorge S Alcazar	\$5,350,000
Marimo Holdings Inc	\$4,800,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Pink Tillman	\$9,800,000
Abbas Family Revocable Trust	\$7,900,000
Varant & Sevan Markarian	\$7,710,000
Carmeon Yadidi Brock	\$7,050,000
Vana Mehrabian	\$6,100,000

