



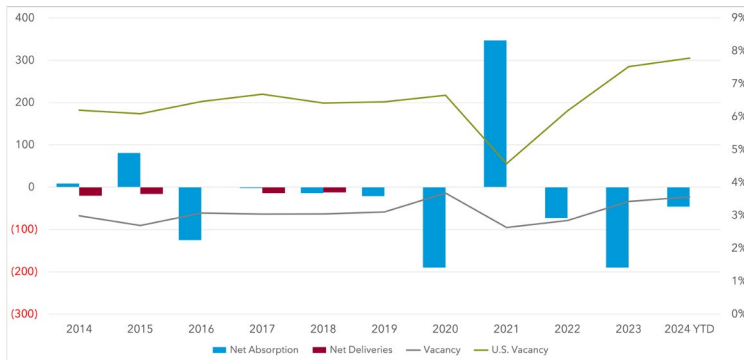
MULTIFAMILY MARKET OVERVIEW

ROBERT LEVEEN, *Senior Vice President*

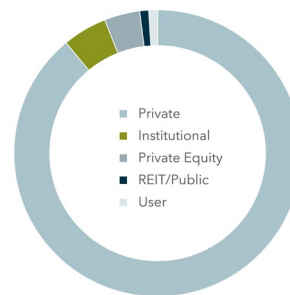
As of this writing the 10 Year Treasury Note is 4.40%. The most recent jobs report exceeded expectations, inflation is not at the targeted 2%; therefore the assumption the Federal Reserve would cut interest rates in the next few months is no longer a guarantee. The underlying investment driver in the Los Angeles MSA still exists which is an overall housing shortage. Regardless of the uptick in new multi-family deliveries over the last few years, higher interest rates and construction costs has slowed down the pace of new development. Further, many investors are waiting until after the election to pursue new acquisitions.

MARKET INDICATORS	Q1 2024	Q4 2023	Q3 2023	Q2 2023	Q1 2023
▲ 12 Mo. Absorption Units	54	6	400	44	33
▲ Vacancy Rate	4.1%	3.6%	3.5%	3.8%	3.4%
▲ Asking Rent/Unit (\$)	\$2,447	\$2,407	\$2,414	\$2,414.00	\$2,392.00
▲ Under Construction Units	1,543	1,484	1,362	1,657	1,747
▲ Inventory Units	58,954	58,419	58,028	57,571	57,524

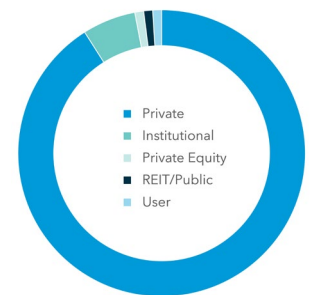
NET ABSORPTION, NET DELIVERIES, & VACANCY



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
2611 W. Olive Avenue Burbank, CA	\$11,015,000 \$141,218 Per Unit	78	Holmby Capital LLC Warren Properties, Inc.
1101 East Avenue Burbank, CA	\$6,900,000 \$690,000 Per Unit	10	Ibrahim Safar David J. Meissner
346 N. Louise Street Glendale, CA	\$11,144,500 \$301,203 Per Unit	37	Alfred Megrabyan Connie Kay Granucci Revocable Trust

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Peter M. Fertig	\$15,175,000
Robert W. Turner	\$7,710,000
David J. Meissner	\$6,900,000
Diana Duenas	\$6,100,000
Warren Properties, Inc	\$5,497,188

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
Ibrahim Safar	\$6,900,000

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