



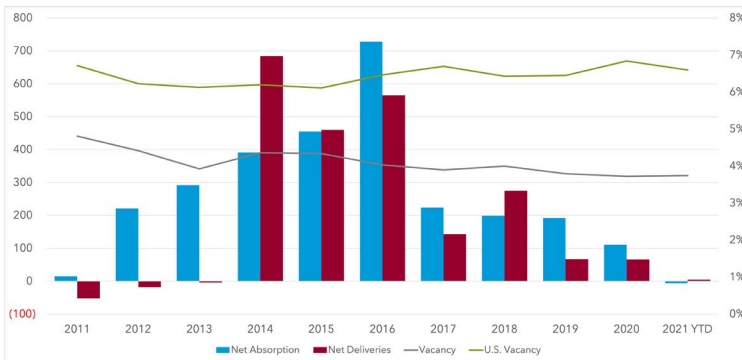
### MULTIFAMILY MARKET OVERVIEW

ROBERT LEVEEN, *Senior Vice President*

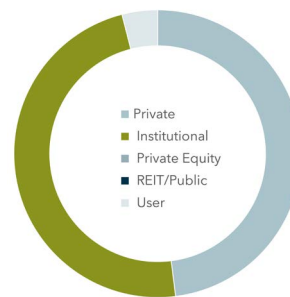
Despite the pandemic, eviction moratoria, and lockdowns, investment demand for multifamily housing remains strong. A sense of optimism is in the air, buoyed by lower interest rates, continued liquidity, and confidence that the vaccine will be effective. Class A rents will take longer to recover, as delivery of new inventory increases supply. B & C product will stabilize much more quickly. Given the current indicators, investors are still willing to power through the short-term bumps ahead, confident the economy in the Los Angeles MSA will return to pre-COVID levels and upward pressure on rents will resume.

MARKET INDICATORS	Q1 2021	Q4 2020	Q3 2020	Q2 2020	Q1 2020
▼ Absorption Units 12 Mo.	8	119	88	(168)	84
◀▶ Vacancy Rate	3.5%	3.5%	3.6%	3.7%	3.5%
▲ Asking Rent/Unit	\$1,623.00	\$1,607.00	\$1,597.00	\$1,579.00	\$1,578.00
▲ Inventory Units	69,095	69,074	69,019	68,991	68,991
▲ Units Under Construction	1,349	1,004	1,006	800	637

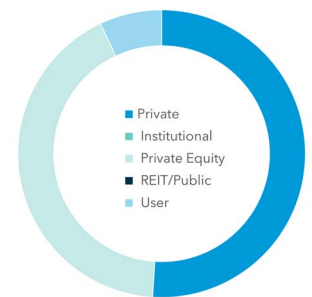
#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### 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 BY SF	SALE PRICE	NUMBER OF UNITS	BUYER / SELLER
1001-1005 W Huntington Drive Arcadia, CA	\$6,000,000	20	M.B. Equity, LLC J&T Nally Living Trust
833 W Duarte Road Arcadia, CA	\$3,617,000	12	Victor Chan Imaad Zuberi & Willa Wei Rao
1301 College View Drive Monterey Park, CA	\$2,762,500	10	Huai C Deng Alan C. Woo Property Trjust

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Fairmont Management Company	\$49,700,000
Rockpoint Group, L.L.C.	\$47,900,000
Benedict Canyon Equities Inc.	\$47,900,000
Foundation for Quality Housing Opp	\$21,850,000
Lina Leung	\$18,000,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Clarion Partners	\$95,800,000
Landmark Realty & Property Mgmt LLC	\$32,650,000
Silver Star Real Estate	\$24,850,000
Harbor Group International, LLC	\$24,850,000
Positive Investments	\$18,790,000

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