



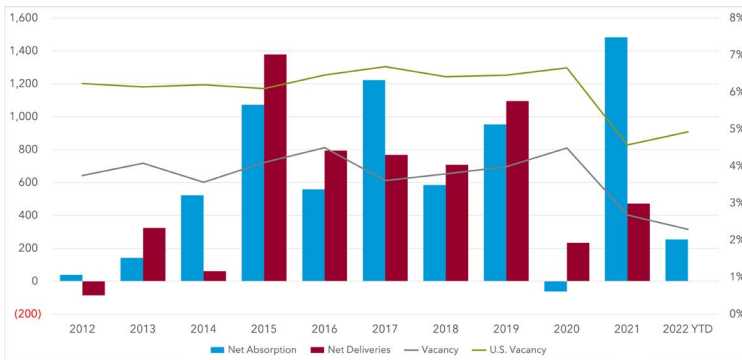
MULTIFAMILY MARKET OVERVIEW

ROBERT LEVEEN, *Senior Vice President*

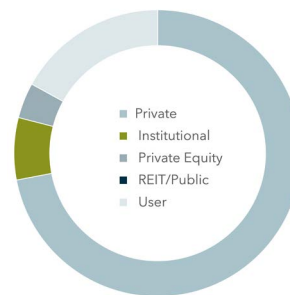
The overall Los Angeles MSA housing shortage continues to push rents upward, and drive the appetite for multifamily acquisitions. As of this writing, the 10 Year Treasury Note is at 2.817%, down from a 52 week high of 3.501% in mid-June. Interest rates are now hovering around 5% for 5 year money, up over one percent since early 2022. Additionally, there is notably more for sale inventory than six months ago, indicating some owners are making a last ditch effort to capture top of the market values. Pricing is already adjusting as a result of higher interest rates and increased inventory, however it is anticipated any market corrections will be minute.

MARKET INDICATORS	Q2 2022	Q1 2022	Q4 2021	Q3 2021	Q2 2021
▼ 12 Mo. Absorption Units	98	156	115	468	551
▼ Vacancy Rate	2.3%	2.5%	2.7%	2.9%	3.7%
▲ Asking Rent/Unit (\$)	\$2,322	\$2,295	\$2,260	\$2,237	\$2,165
▲ Under Construction Units	1,676	1,448	1,367	1,367	1,433
◀▶ Inventory Units	56,785	56,785	56,785	56,785	56,719

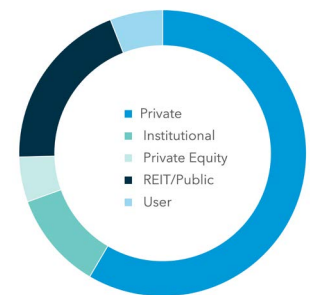
NET ABSORPTION, NET DELIVERIES, & VACANCY



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
300 N. Central Avenue Glendale, CA	\$48,000,000	80	Frank W Butler Family Trust Legendary Group
333 Monterey Road Glendale, CA	\$19,500,000	75	HumanGood be.group
1050 Raymond Avenue Glendale, CA	\$7,600,000	24	Vinit Varu Ching Yi Kong

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Equity Residential	\$280,000,000
AHDC Inc	\$223,000,000
Teachers Ins and Annuity Assoc of America	\$161,100,000
Interstate Equities Corporation	\$79,742,270
Marcus & Millichap	\$67,000,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Jonathan Rose Companies	\$223,000,000
CA Statewide Communities Dev Authority	\$213,371,135
Waterford Property Company	\$173,500,000
Clarion Partners	\$80,550,000
CityView	\$80,550,000

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