



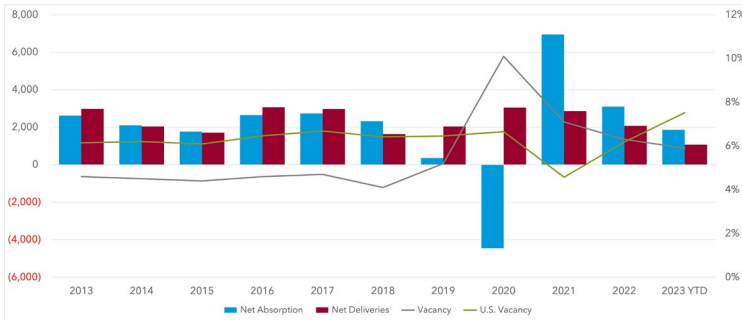
MULTIFAMILY MARKET OVERVIEW

RYAN ABEL, *Vice President*

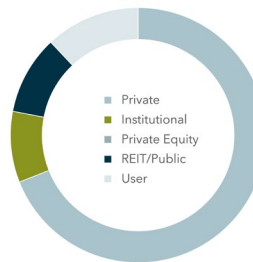
Q42023 continued the trend with low sale volume, lower net absorption and vacancy rates hovering around 6%. Rents have stayed steady and varied very little from the overall average of the past 3 quarters. The largest activity as of last quarter was the purchase of troubled multifamily loans by Brookfield and Ballast from Veritas totaling over 2,000 units and 76 buildings. This is a continuation of Veritas downsizing their portfolio, positioning Brookfield to foreclose on the loan if they so choose. Given the correction in the marketplace for 2023, we do expect volume of transactions to increase in the coming year. Given the new state mandates to streamline construction, we should see an increase in new units to meet demand that hasn't really wavered in the difficult financial climate.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Absorption Units	1,898	2,100	2,472	2,640	2,887
▼ Vacancy Rate	5.9%	6.3%	5.9%	6.1%	6.3%
▼ Asking Rent/Unit (\$)	\$2,838	\$2,875	\$2,908	\$2,897	\$2,891
▲ Under Construction Units	2,065	1,307	1,021	1,214	1,404
▲ Inventory Units	158,939	147,663	147,448	147,165	146,885

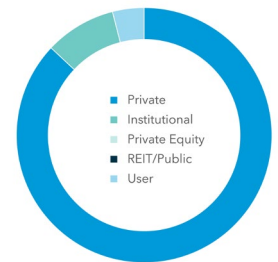
NET ABSORPTION, NET DELIVERIES, & VACANCY



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
1174-1178 Folsom Street San Francisco, CA	\$27,150,000 \$646,429 Per Unit	42	City and County of San Francisco Elizabeth Liu
603 Tennessee Street San Francisco, CA	\$14,000,000 \$583,333 Per Unit	24	Hadad Enterprises, Inc. Avidbank
725-727 Van Ness Avenue San Francisco, CA	\$4,600,000 \$153,333 Per Unit	30	Jeffrey Litke Denis Marie Hart

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
BUILD	\$49,565,752
Elizabeth Liu	\$27,150,000
The Lembi Group	\$15,125,000
Avidbank	\$14,000,000
Common Living, Inc.	\$12,160,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
UDR, Inc	\$49,565,752
City and County of San Francisco	\$27,150,000
Hadad Enterprises	\$14,000,000
Starwood Capital Group	\$12,160,000
The Jeremy Ryan Devich living trust	\$12,025,000

