



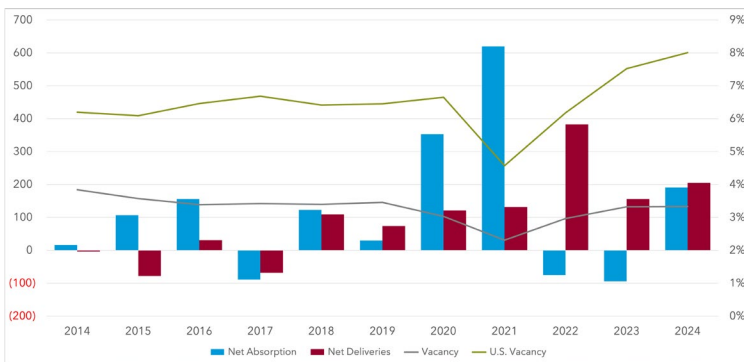
### MULTIFAMILY MARKET OVERVIEW

ROBERT LEVEEN, *Senior Vice President*

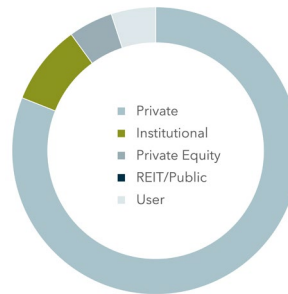
As of this writing the 10 Year Treasury Note is 4.769%, an increase of 74 BPS from the last report. Regardless of what the Fed is doing, the bond markets are forecasting higher long term interest rates. While investor demand is there, Sellers will continue to have a bumpy ride with overall values slightly eroding. Further, the recent deadly fires in Los Angeles County will have an impact on the insurance markets. The cost of insurance will most certainly see dramatic increases for acquisitions, and a continued premium spike on existing policies is a foregone conclusion. Could be a great buying opportunity with all the short term red flags flying.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Absorption Units	233	343	50	24	0
◀▶ Vacancy Rate	4.1%	4.1%	4.1%	3.6%	3.7%
▲ Asking Rent/Unit	\$1,991	\$1,979	\$1,944	\$1,910	\$1,887
▼ Sale Price/Unit	\$310,266	\$318,751	\$316,149	\$315,754	\$317,960
▼ Cap Rate	4.44%	5.39%	4.42%	4.91%	4.97%
▼ Under Construction Units	1,823	2,085	2,703	2,914	2,529
▲ Inventory Units	76,111	70,341	75,332	73,270	72,831

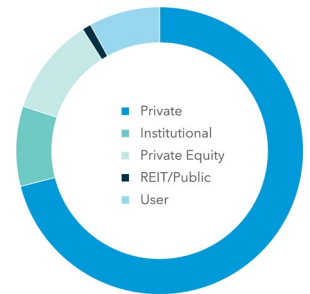
#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### 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
1499 Ridgecrest Street Monterey Park, CA	\$10,855,000 \$235,978 Per Unit	46	John Rong King Wah Chui
590 Sierra Madre Boulevard Sierra Madre, CA	\$4,900,000 \$445,455 Per Unit	11	Denise Lee Kristine Simms
6805 Rosemead Boulevard San Gabriel, CA	\$8,250,000 \$242,647 Per Unit	34	Quan Scarlett Li Edward D. Hon

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
King Wah Chui	\$10,855,000
Amelian Kot & Family Trust	\$9,900,000
Karen O'Brien	\$8,017,500
Nicholas & Diane Brown	\$7,500,000
Janelle Kerber	\$6,800,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
John Rong	\$10,855,000
Samantha Kaura	\$9,900,000
Fred M Sterman	\$8,017,500
Golden Management	\$6,800,000
Parita Patel	\$6,368,760

