



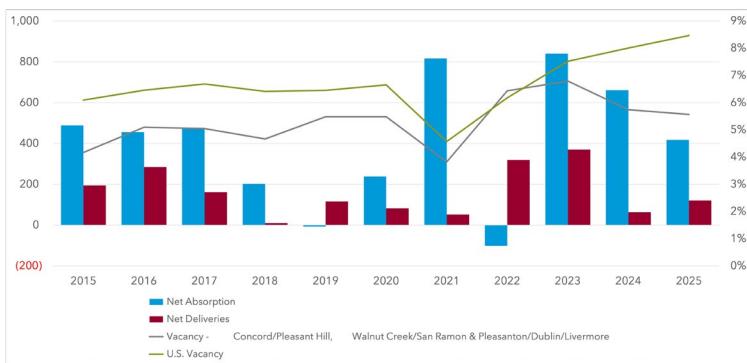
MULTIFAMILY MARKET OVERVIEW

NITA DENHOY, Principal

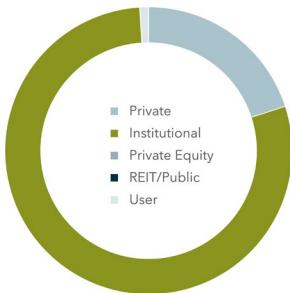
The Multifamily market closed Q4 2025 with steady but moderate performance. Net absorption totaled 418 units, reflecting measured demand. Vacancy increased to 5.6%, indicating slight softening compared to the prior quarter. Asking rents declined modestly to \$2,543 per unit, while average sales prices adjusted downward to \$369,822 per unit. Cap rates expanded slightly to 5.1%, signaling evolving investor expectations. Construction activity remained limited at 203 units, reinforcing a cautious development environment. Inventory increased to 41,684 units. Notable transactions, including a \$163 million sale in Walnut Creek, demonstrate continued institutional interest despite shifting market fundamentals.

MARKET INDICATORS	Q4 2025	Q3 2025	Q2 2025	Q1 2025	Q4 2024
▲ 12 Mo. Absorption Units	418	353	419	562	661
▲ Vacancy Rate	5.6%	5.1%	5.3%	5.5%	5.7%
▼ Asking Rent/Unit	\$2,543	\$2,544	\$2,585	\$2,569	\$2,526
▼ Sale Price/Unit	\$369,822	\$380,741	\$387,544	\$382,046	\$377,429
▲ Cap Rate	5.1%	4.9%	4.9%	4.9%	4.9%
▼ Under Construction Units	203	254	188	424	424
▲ Inventory Units	41,684	41,375	40,554	41,712	41,712

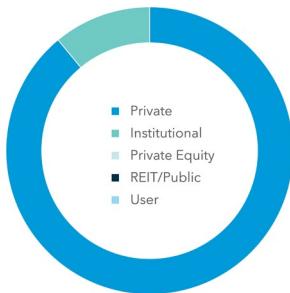
NET ABSORPTION, NET DELIVERIES, & VACANCY



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
3050 Del Hombre Lane Walnut Creek, CA	\$163,000,000 \$571,930 Per Unit	285	TA Realty Value - add Fund XIII REIT LLC Del Hombre Walnut Creek Holdings LLC
2451 Olivera Road Concord, CA	\$18,690,000 \$198,830 Per Unit	94	Manteca Property LLC John T. Hayden Revocable Trust
1128 Marilyn Way Concord, CA	\$1,060,000 \$265,000 Per Unit	4	Mohammadhosseini Neishabouri Shahrzad Nabavi Ziad Ahmadie Revocable Trust

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME	TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Mitsui Fudosan Co. Ltd.	\$190,000,000	Acacia Capital Corporation	\$190,000,000
Hanover Company	\$163,000,000	Mitsubishi Estate Co. Ltd.	\$163,000,000
Sequoia Equities, Inc.	\$98,250,000	Abacus Capital Group	\$98,250,000
Fuller Enterprises	\$43,000,000	Virtu Investments	\$43,000,000
Sequoia Equities, Inc.	\$31,000,000	Siegfried Fischer	\$31,000,000



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