



Multi-Family Market Report

San Francisco - CA USA

PREPARED BY



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MULTI-FAMILY MARKET REPORT

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12 Mo Delivered Units	12 Mo Absorption Units	Vacancy Rate	12 Mo Asking Rent Growth
1,425	4,399	4.4%	5.9%

The past year has seen a sharp increase in demand for apartments in San Francisco. A subdued development pipeline has reduced the availability of new units to satisfy the growing demand, causing occupancy rates to fall and rents to surge. San Francisco now has the highest annual rent growth in the nation.

The demand surge has its roots in the vibrant and growing AI sector. Over the past two years, billions of dollars of investment capital have flowed into start-up tech companies, leading them to lease office space and recruit staff.

After several years of population decline, San Francisco's demographics have stabilized, with a modest population increase reported in 2024. Apartment property owners have noted that this stabilization has played a crucial role in boosting the demand for apartments.

Submarkets in San Mateo County, including San Mateo and Redwood City, continue to lead in net absorption. However, the past year has also been notable for falling vacancies and growing rents in some of the neighborhoods around downtown San Francisco, which have seen improvements in safety and security. Concerns such as homelessness, drug-related issues, and crime had previously dissuaded workers, visitors, and residents. Initiatives by the City of San Francisco aimed at addressing these challenges are yielding beneficial effects.

In the fourth quarter of 2025, 12-month net absorption was 4,400 units, matching the peak demand levels seen during the previous boom cycle in the mid-2010s.

While downtown San Francisco experiences subdued construction, many new developments have received approvals and are ready to move forward once the economic conditions improve. For instance, the South of Market Submarket has 25 proposed projects totaling over 5,000 units awaiting development.

As demand continues to grow alongside limited new construction, the vacancy rate has dropped to 4.4%, the lowest level in the past 10 years, and well below the national rate of 8.1%.

Strong demand has translated into rent growth, with year-over-year rent increases reaching 5.9% in the current quarter. San Francisco now has the highest rate of rent growth in the nation. As a result, the average rent in San Francisco, \$3,310/month, has finally surpassed the peak reached in 2019.

Reflecting the impact of growing demand from the tech economy, rent growth is highest in the submarkets that have newer luxury/premium properties in neighborhoods close to where AI companies are leasing space, such as Mission Bay and South of Market. Nevertheless, all quality segments and most neighborhoods are seeing rent growth.

Leasing managers have expressed confidence that the resurgence in population growth and a strengthening economy will further boost apartment demand. With new construction remaining constrained, the outlook is for continued rent growth over the next year. The risk could well be to the upside, with owners taking advantage of competition between renters to push rents higher.

KEY INDICATORS

Current Quarter	Units	Vacancy Rate	Asking Rent	Effective Rent	Absorption Units	Delivered Units	Under Constr Units
4 & 5 Star	43,649	6.1%	\$4,156	\$4,126	34	0	1,774
3 Star	50,672	3.9%	\$3,149	\$3,133	8	0	240
1 & 2 Star	95,874	3.8%	\$2,493	\$2,479	1	0	0
Market	190,195	4.4%	\$3,308	\$3,288	43	0	2,014

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy	-1.6% (YOY)	5.4%	4.1%	10.6%	2020 Q4	2.9%	2000 Q1
Absorption Units	4,399	1,396	1,003	7,783	2021 Q4	(6,022)	2020 Q3
Delivered Units	1,425	1,603	731	4,438	2016 Q2	30	2012 Q1
Demolished Units	0	38	9	350	2013 Q3	0	2025 Q3
Asking Rent Growth	5.9%	1.9%	3.4%	19.0%	2001 Q1	-11.7%	2002 Q4
Effective Rent Growth	6.1%	1.9%	3.4%	19.0%	2001 Q1	-11.6%	2002 Q4
Sales Volume	\$2.9B	\$1.6B	N/A	\$3.1B	2020 Q1	\$319.4M	2009 Q3

The first half of 2025 saw the largest expansion in multifamily demand in four years. By the fourth quarter, annual net absorption reached 4,400 units, one of the highest levels in the past decade. Absorption is outpacing new deliveries, causing the vacancy rate to drop to 4.4%, the lowest since 2014.

Local property managers in San Francisco attribute the growing demand to a return to population growth, expansions by growing AI companies, the extension of return-to-office mandates, and the success of efforts to mitigate the negative impacts of crime and homelessness.

All quality segments have seen positive absorption. However, 4 & 5 Star buildings have captured the largest share, with annual net absorption of 2,500 units. This reflects the delivery of 1,100 new units in this segment over the past year. The return of high-income renters has helped lower the vacancy rate for 4 & 5 Star properties to 6.1%.

Mid-tier assets in San Francisco are performing robustly. In the current quarter, the vacancy rate for 3 Star properties stands at 3.9%, while 1 & 2 Star properties have a slightly lower vacancy rate of 3.8%. Both figures

have fallen slightly in the last year.

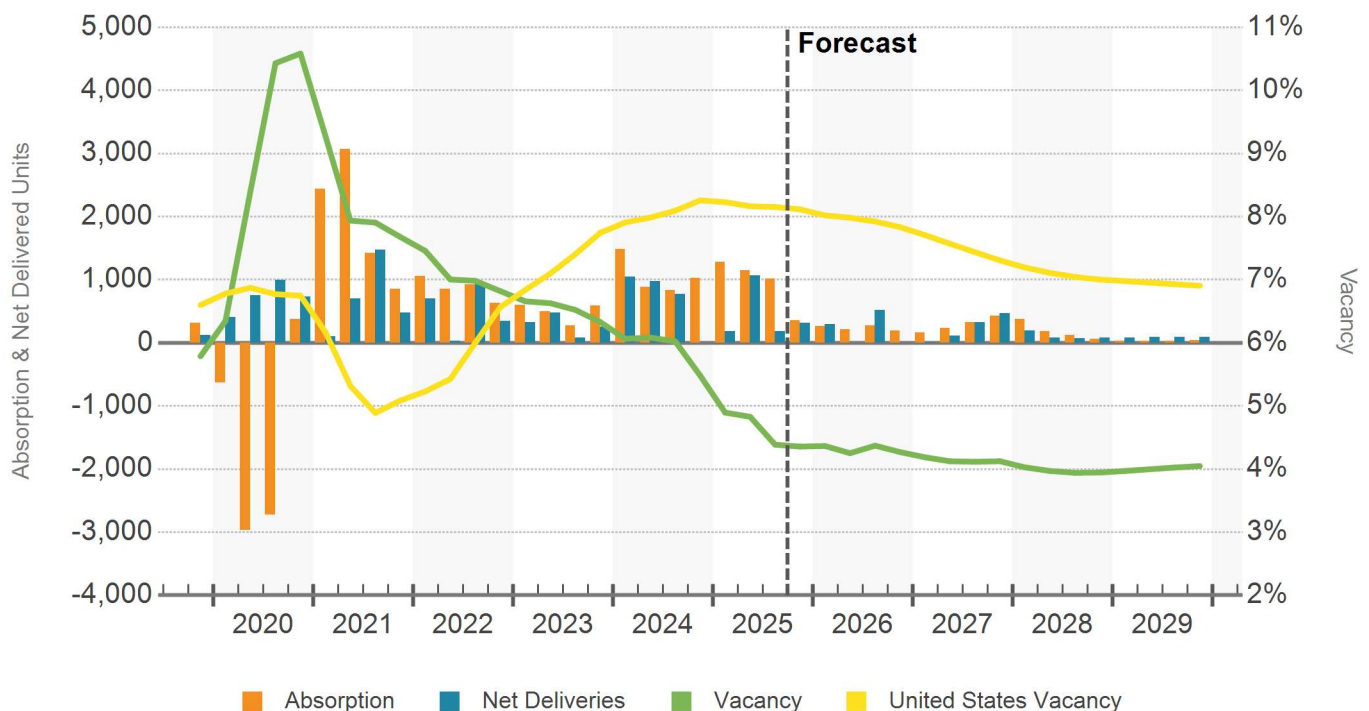
Property managers and leasing brokers confirm that some of the most challenging neighborhoods in the past five years are now seeing a rebound. These include sections of Downtown San Francisco, South of Market, Haight-Ashbury/Castro/Noe Valley, and Civic Center/Tenderloin.

The highest levels of new absorption are in the submarkets that have seen new deliveries of 4 & 5 Star communities. These include Redwood City/Menlo Park, San Mateo/Burlingame, and Mission Bay.

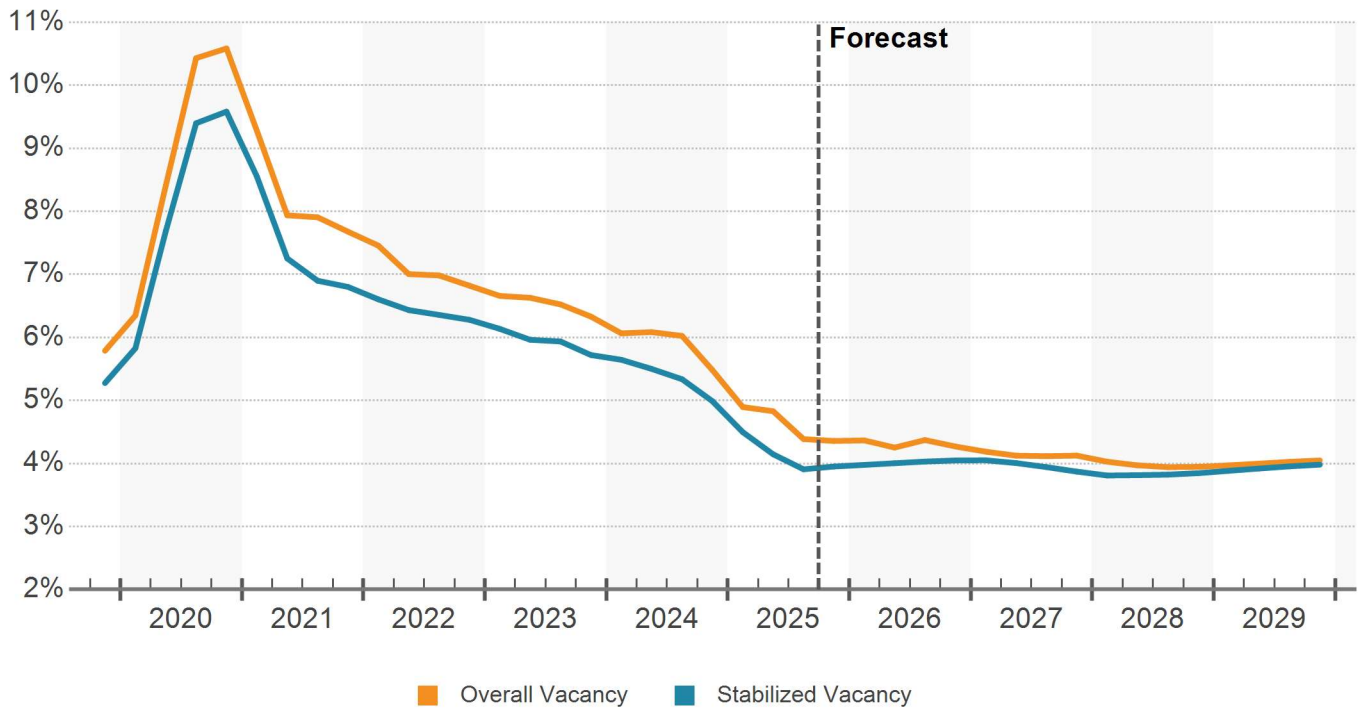
The strongest demand growth in the mid-tier quality segment has been seen in the Haight-Ashbury/Castro/Noe Valley submarket. The popularity of older buildings has returned, pushing down the vacancy rate in this segment by more than 200 basis points in the past year.

In the long run, San Francisco's apartment market benefits from the high prices in the single-family home and condo segments. With high mortgage rates posing barriers to homeownership, this situation continues to underpin strong demand for rental properties in the area.

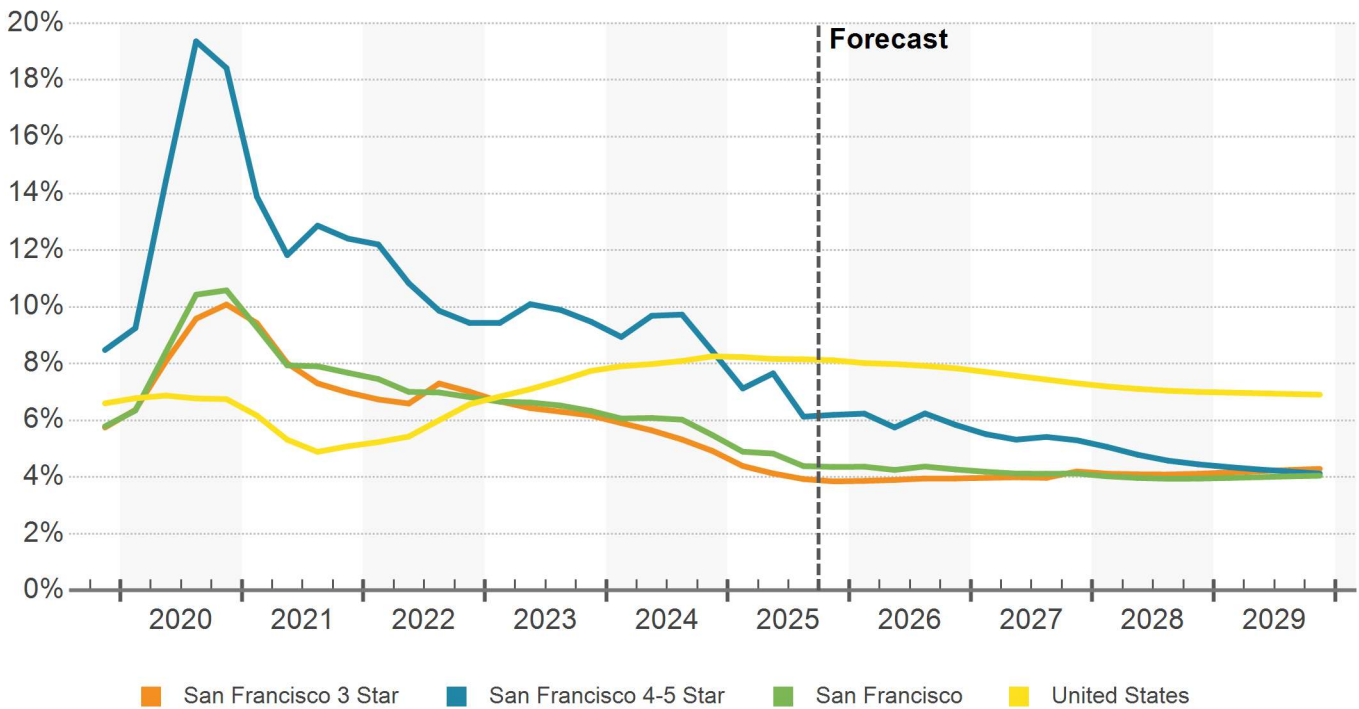
ABSORPTION, NET DELIVERIES & VACANCY



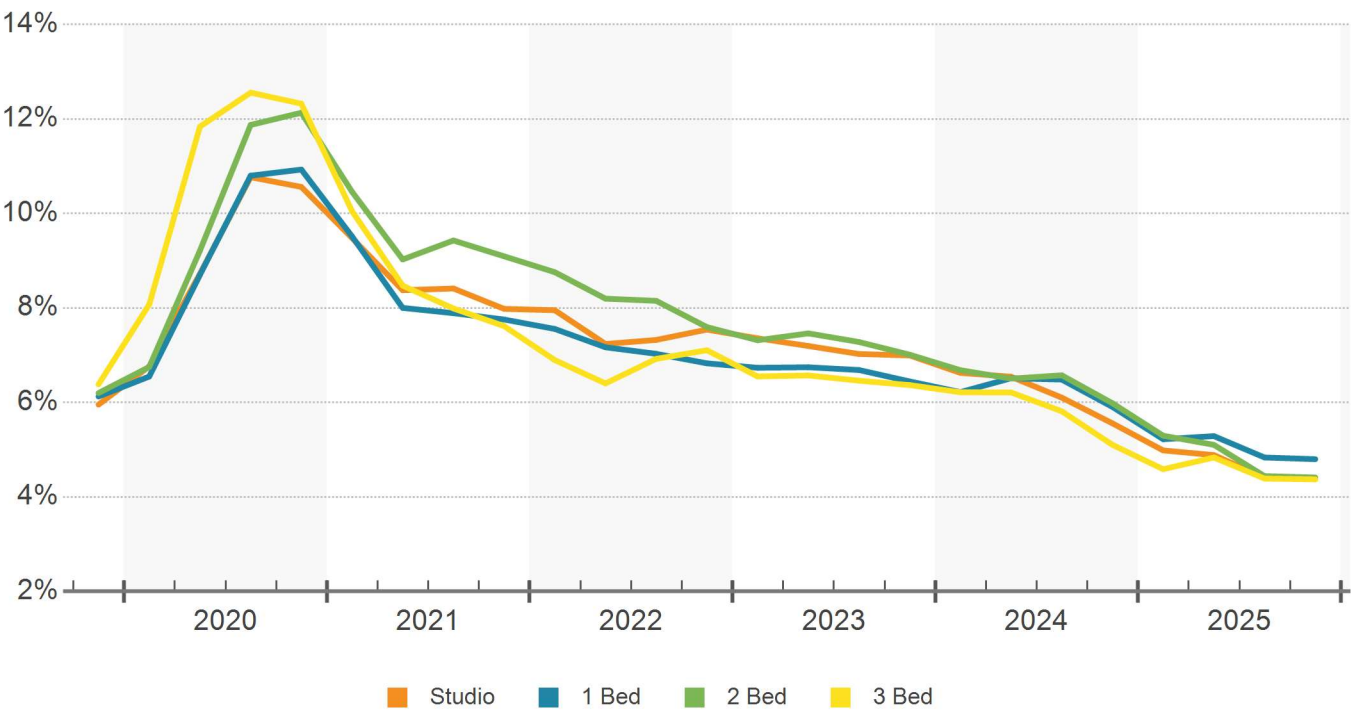
OVERALL & STABILIZED VACANCY



VACANCY RATE



VACANCY BY BEDROOM



Rent growth in San Francisco has surged to the highest in the nation, 5.9% on an annual basis.

Currently, the average rent for apartments in San Francisco is \$3,310/month, significantly higher than the national average of \$1,760/month. Before the pandemic, San Francisco had the highest rental rates in the country. However, stagnant rent growth after 2020 allowed New York to reclaim the title of the most expensive market, with San Jose also experiencing notable increases. Several neighborhoods in the San Jose metro area now exceed rental prices found in San Francisco.

The current trend is a sharp turnaround from just two years ago. Property managers noted that high inflation and rising interest rates in 2022 impacted demand, leading to a deceleration in rent growth that continued into 2023, resulting in a slight decline in rents that year.

At its current rate of growth, San Francisco will reclaim the top spot in average rent from New York in the next year.

Over the past five years, rent affordability has improved as income growth has outpaced rent increases. In contrast, the affordability of homes for sale has deteriorated due to persistently high mortgage rates. These factors have played a crucial role in maintaining demand for rental apartments.

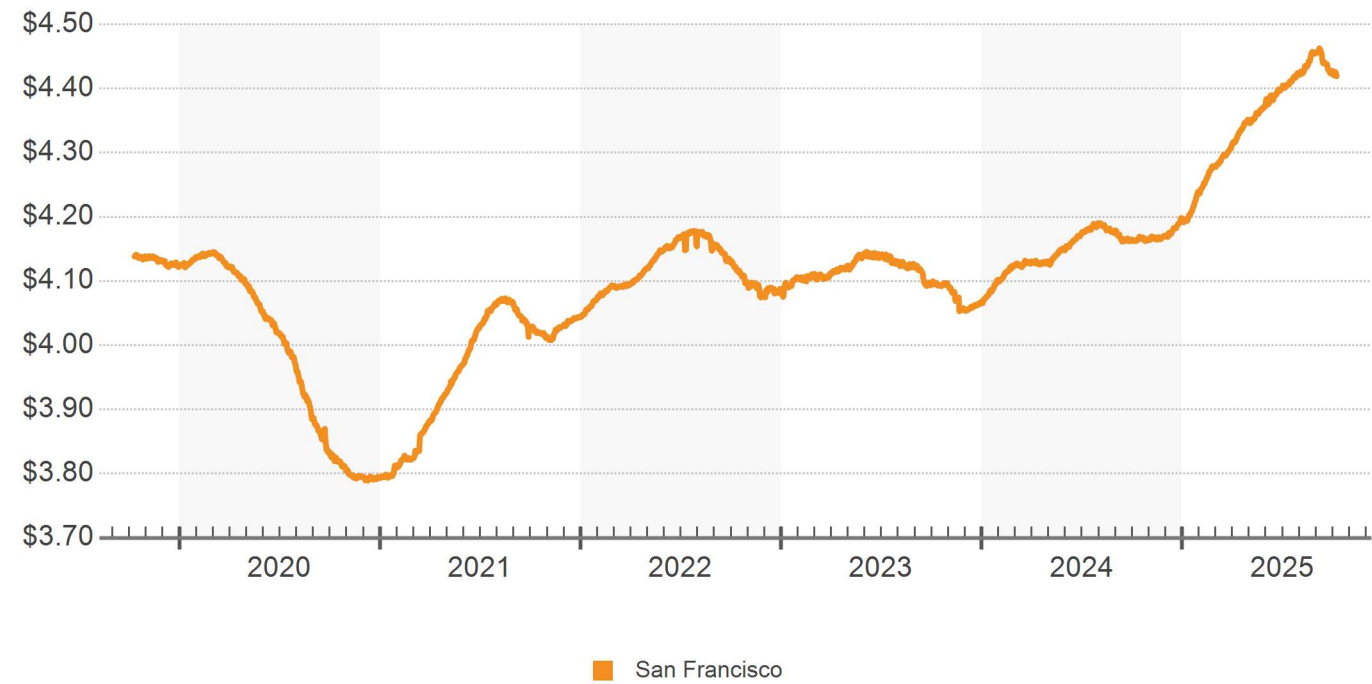
A key characteristic of the current uptick is that demand for premium apartments has intensified. Asking rents for 4 & 5 Star properties have experienced a year-over-year increase of 8.0%, compared to a 5.8% rise for 3 Star properties and a 2.2% increase for 1 & 2 Star buildings.

The highest rental prices are found in Downtown San Francisco, Mission Bay, and South of Market. These areas saw significant construction throughout the 2010s, primarily in the luxury/premium quality segment. More recently, these areas are located at the heart of the recent boom in AI company leasing and recruitment. Leasing managers report strong interest from tech workers moving to these neighborhoods to take up new positions. Moreover, competition for scarce apartments is fueling rent increases.

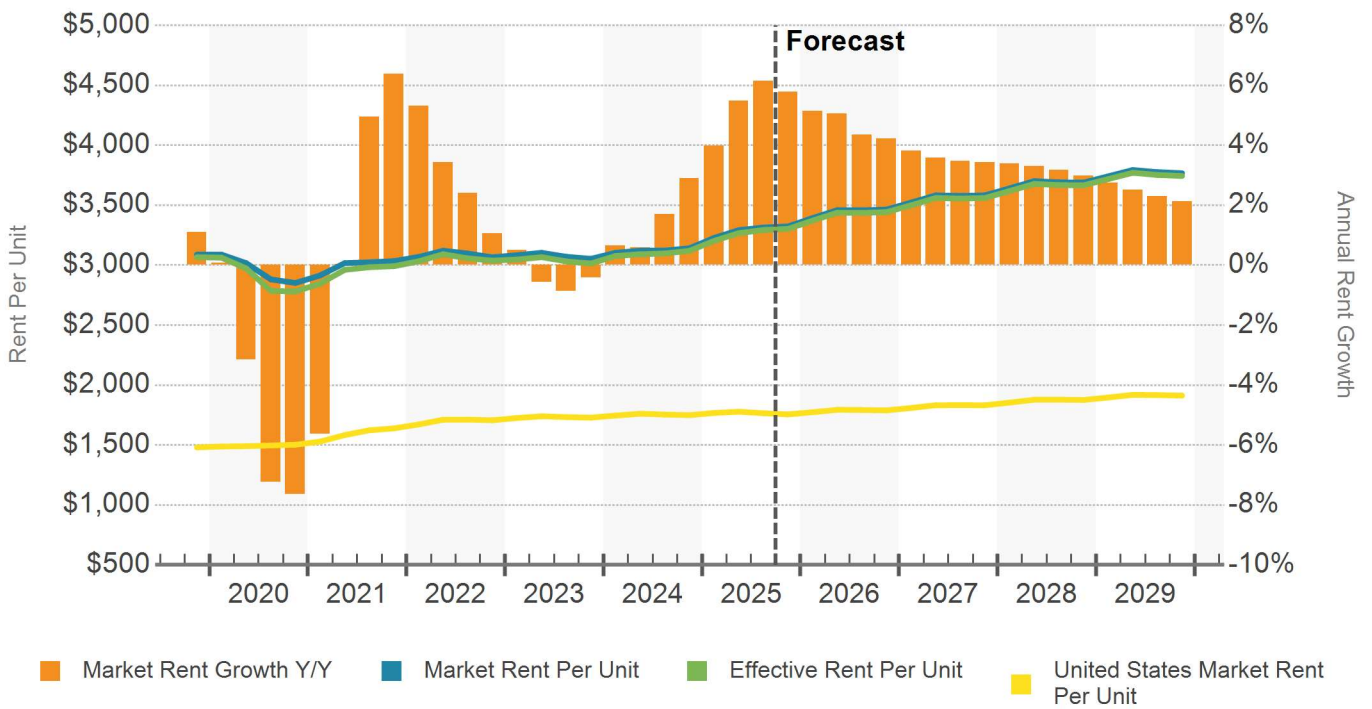
Additionally, rent growth has begun to accelerate in certain San Francisco neighborhoods, such as Civic Center/Tenderloin and South of Market, which have faced social challenges related to crime, drug use, and homelessness. Some success has recently been achieved in addressing these issues, and leasing agents have noted a significant upturn in inquiries from renters in these submarkets.

The positive momentum is expected to continue pushing rents higher in the coming quarters.

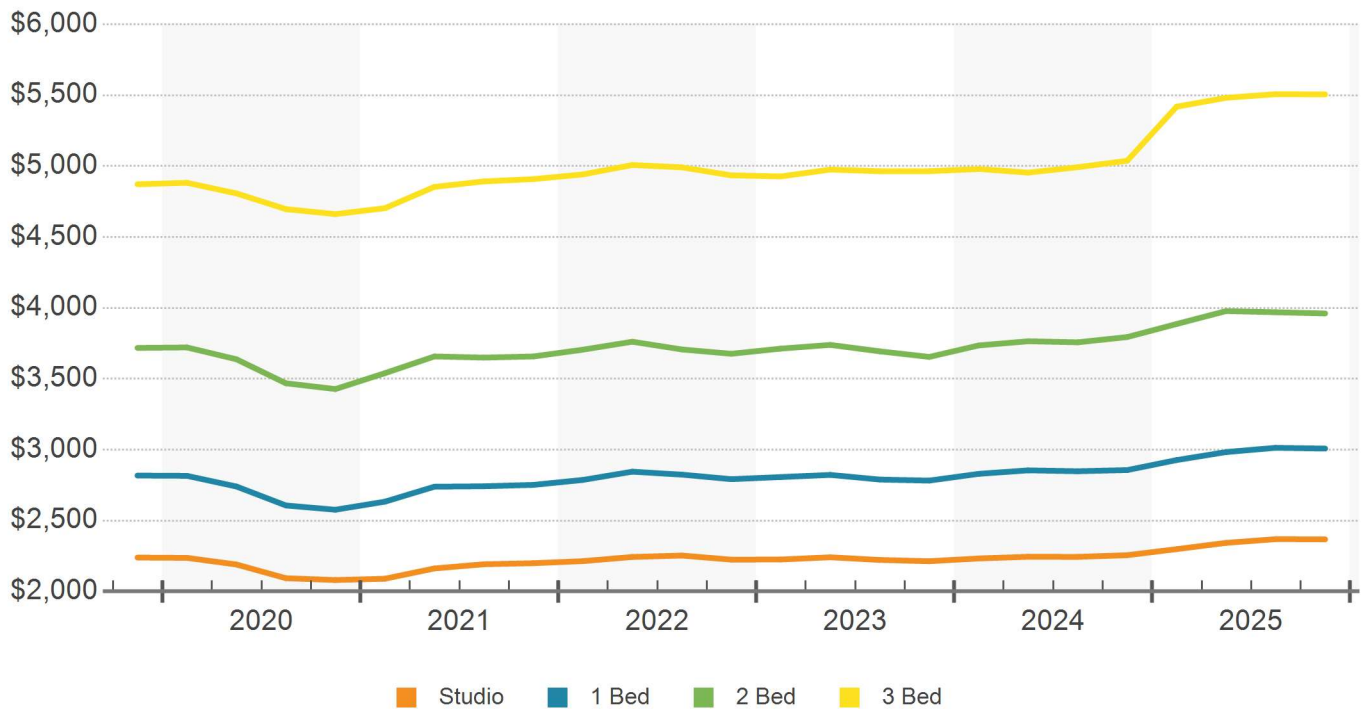
DAILY ASKING RENT PER SF



MARKET RENT PER UNIT & RENT GROWTH



MARKET RENT PER UNIT BY BEDROOM



4 & 5 STAR EXPENSES PER SF (ANNUAL)

Market / Cluster	Operating Expenses								Capital Expenditures			Total
	Mgmt.	Admin.	Payroll	Water	Utilities	Maint.	Insurance	Taxes	Appliance	Structural	Other	
San Francisco	\$1.20	\$1.53	\$1.08	\$0.98	\$1.86	\$1.76	\$0.70	\$2.76	\$0.16	\$1.32	\$1.38	\$14.73
Bayview/Visitacion...	\$1.15	\$1.58	\$1.05	\$1.05	\$2.05	\$1.82	\$0.89	\$2.77	\$0.17	\$1.34	\$1.40	\$15.27
Civic Center/Tender...	\$1.15	\$1.58	\$1.05	\$1.05	\$2.05	\$1.82	\$0.89	\$2.77	\$0.17	\$1.34	\$1.40	\$15.27
Daly City/Brisbane	\$1.35	\$1.58	\$1.20	\$0.91	\$1.70	\$1.82	\$0.46	\$2.78	\$0.17	\$1.34	\$1.40	\$14.71
Downtown San Fra...	\$1.12	\$1.53	\$1.04	\$1.02	\$1.99	\$1.78	\$0.86	\$2.67	\$0.16	\$1.29	\$1.36	\$14.82
Foster City/Redwoo...	\$1.34	\$1.46	\$1.20	\$0.90	\$1.69	\$1.68	\$0.46	\$2.76	\$0.16	\$1.34	\$1.39	\$14.38
Haight-Ashbury/Cas...	\$1.12	\$1.55	\$1.05	\$1.04	\$2.04	\$1.79	\$0.88	\$2.75	\$0.15	\$1.33	\$1.39	\$15.09
Marina/Pacific Heig...	\$1.15	\$1.58	\$1.05	\$1.05	\$2.05	\$1.82	\$0.89	\$2.77	\$0.17	\$1.34	\$1.40	\$15.27
Mission Bay/China...	\$1.15	\$1.58	\$1.05	\$0.95	\$1.74	\$1.82	\$0.64	\$3.03	\$0.17	\$1.34	\$1.40	\$14.87
Pacifica	\$1.45	\$1.58	\$1.24	\$0.97	\$1.83	\$1.82	\$0.49	\$2.82	\$0.17	\$1.34	\$1.40	\$15.11
Redwood City/Menl...	\$1.20	\$1.34	\$1.09	\$0.83	\$1.51	\$1.53	\$0.42	\$2.34	\$0.14	\$1.11	\$1.22	\$12.73
Richmond/Western...	\$1.15	\$1.58	\$1.05	\$1.05	\$2.05	\$1.82	\$0.89	\$2.77	\$0.17	\$1.34	\$1.40	\$15.27
S San Francisco/Sa...	\$1.35	\$1.58	\$1.20	\$0.91	\$1.70	\$1.82	\$0.46	\$2.78	\$0.17	\$1.34	\$1.40	\$14.71
San Mateo/Burlinga...	\$1.33	\$1.35	\$1.19	\$0.90	\$1.68	\$1.54	\$0.45	\$2.75	\$0.14	\$1.33	\$1.39	\$14.05
South Of Market	\$1.15	\$1.58	\$1.05	\$0.98	\$1.82	\$1.82	\$0.70	\$2.96	\$0.17	\$1.34	\$1.40	\$14.97
Sunset/Lakeshore	\$1.15	\$1.58	\$0.94	\$1.09	\$2.05	\$1.82	\$0.95	\$2.77	\$0.17	\$1.34	\$1.40	\$15.26

Expenses are estimated using NCREIF, IREM, and CoStar data using the narrowest possible geographical definition from Zip Code to region.

3 STAR EXPENSES PER SF (ANNUAL)

Market / Cluster	Operating Expenses								Capital Expenditures			Total
	Mgmt.	Admin.	Payroll	Water	Utilities	Maint.	Insurance	Taxes	Appliance	Structural	Other	
San Francisco	\$1.01	\$1.03	\$0.97	\$0.89	\$1.67	\$1.25	\$0.61	\$2.40	\$0.07	\$1.14	\$1.23	\$12.27
Bayview/Visitacion...	\$0.96	\$1.41	\$1	\$1	\$1.95	\$1.68	\$0.85	\$2.64	\$0.06	\$1.28	\$1.34	\$14.17
Civic Center/Tender...	\$0.95	\$1.38	\$0.99	\$0.98	\$1.90	\$1.65	\$0.82	\$2.55	\$0.06	\$1.23	\$1.30	\$13.81
Daly City/Brisbane	\$1.19	\$0.70	\$1.07	\$0.82	\$1.49	\$0.78	\$0.41	\$2.35	\$0.07	\$1.12	\$1.22	\$11.22
Downtown San Fra...	\$0.96	\$1.39	\$1	\$0.98	\$1.92	\$1.67	\$0.83	\$2.58	\$0.07	\$1.25	\$1.31	\$13.96
Foster City/Redwoo...	\$1.31	\$0.99	\$1.17	\$0.88	\$1.64	\$1.12	\$0.44	\$2.70	\$0.10	\$1.30	\$1.36	\$13.01
Haight-Ashbury/Cas...	\$0.95	\$1.36	\$0.98	\$0.96	\$1.85	\$1.64	\$0.79	\$2.47	\$0.07	\$1.19	\$1.27	\$13.53
Marina/Pacific Heig...	\$0.92	\$1.30	\$0.95	\$0.92	\$1.75	\$1.60	\$0.74	\$2.32	\$0.06	\$1.11	\$1.20	\$12.87
Mission Bay/China...	\$1.04	\$1	\$1	\$0.91	\$1.66	\$1.68	\$0.61	\$2.88	\$0.06	\$1.28	\$1.34	\$13.46
Outlying San Mateo...	\$1.28	\$0.64	\$1.15	\$0.87	\$1.62	\$0.72	\$0.43	\$2.65	\$0.06	\$1.28	\$1.34	\$12.04
Pacifica	\$1.30	\$0.91	\$1.11	\$0.89	\$1.65	\$0.89	\$0.45	\$2.39	\$0.08	\$1.12	\$1.22	\$12.01
Redwood City/Menl...	\$1.06	\$0.63	\$0.98	\$0.74	\$1.32	\$0.71	\$0.38	\$2.03	\$0.06	\$0.88	\$1.03	\$9.82
Richmond/Western...	\$0.93	\$1.32	\$0.96	\$0.93	\$1.79	\$1.61	\$0.76	\$2.38	\$0.06	\$1.14	\$1.23	\$13.11
S San Francisco/Sa...	\$1.24	\$0.64	\$1.11	\$0.84	\$1.56	\$0.71	\$0.42	\$2.50	\$0.06	\$1.20	\$1.28	\$11.56
San Mateo/Burlinga...	\$1.19	\$0.70	\$1.07	\$0.82	\$1.49	\$0.78	\$0.41	\$2.35	\$0.07	\$1.12	\$1.21	\$11.21
South Of Market	\$1.07	\$1.41	\$1.03	\$0.96	\$1.79	\$1.75	\$0.70	\$2.88	\$0.12	\$1.31	\$1.37	\$14.39
Sunset/Lakeshore	\$0.54	\$1.10	\$0.47	\$0.96	\$1.75	\$1.61	\$0.81	\$2.33	\$0.07	\$1.11	\$1.21	\$11.96

Expenses are estimated using NCREIF, IREM, and CoStar data using the narrowest possible geographical definition from Zip Code to region.

1 & 2 STAR EXPENSES PER SF (ANNUAL)

Market / Cluster	Operating Expenses								Capital Expenditures			Total
	Mgmt.	Admin.	Payroll	Water	Utilities	Maint.	Insurance	Taxes	Appliance	Structural	Other	
San Francisco	\$0.74	\$0.75	\$0.71	\$0.60	\$0.97	\$0.99	\$0.32	\$1.10	\$0.06	\$0.44	\$0.69	\$7.37
Bayview/Visitacion...	\$0.77	\$0.89	\$0.74	\$0.61	\$1	\$1.30	\$0.34	\$1.12	\$0.06	\$0.46	\$0.70	\$7.99
Civic Center/Tender...	\$0.79	\$0.95	\$0.77	\$0.66	\$1.11	\$1.35	\$0.40	\$1.29	\$0.06	\$0.55	\$0.78	\$8.71
Daly City/Brisbane	\$0.76	\$0.61	\$0.73	\$0.59	\$0.95	\$0.68	\$0.31	\$1.05	\$0.06	\$0.42	\$0.68	\$6.84
Downtown San Fra...	\$0.77	\$0.90	\$0.75	\$0.62	\$1.01	\$1.31	\$0.35	\$1.14	\$0.06	\$0.47	\$0.71	\$8.09
Foster City/Redwoo...	\$0.77	\$0.61	\$0.74	\$0.60	\$0.96	\$0.68	\$0.31	\$1.08	\$0.06	\$0.43	\$0.69	\$6.93
Haight-Ashbury/Cas...	\$0.76	\$0.87	\$0.73	\$0.59	\$0.95	\$1.29	\$0.32	\$1.05	\$0.06	\$0.42	\$0.68	\$7.72
Marina/Pacific Heig...	\$0.76	\$0.87	\$0.73	\$0.60	\$0.96	\$1.29	\$0.32	\$1.06	\$0.06	\$0.42	\$0.68	\$7.75
Mission Bay/China...	\$0.76	\$0.86	\$0.73	\$0.59	\$0.94	\$1.28	\$0.31	\$1.03	\$0.06	\$0.41	\$0.67	\$7.64
Outlying San Mateo...	\$0.76	\$0.61	\$0.73	\$0.59	\$0.94	\$0.68	\$0.31	\$1.03	\$0.06	\$0.41	\$0.67	\$6.79
Pacifica	\$0.77	\$0.70	\$0.73	\$0.59	\$0.95	\$0.64	\$0.31	\$1.05	\$0.06	\$0.42	\$0.67	\$6.89
Redwood City/Menl...	\$0.75	\$0.61	\$0.72	\$0.58	\$0.93	\$0.68	\$0.31	\$1.05	\$0.06	\$0.40	\$0.66	\$6.75
Richmond/Western...	\$0.77	\$0.89	\$0.74	\$0.61	\$0.98	\$1.30	\$0.33	\$1.10	\$0.06	\$0.44	\$0.69	\$7.91
S San Francisco/Sa...	\$0.76	\$0.61	\$0.73	\$0.59	\$0.94	\$0.68	\$0.31	\$1.03	\$0.06	\$0.41	\$0.67	\$6.79
San Mateo/Burlinga...	\$0.80	\$0.61	\$0.76	\$0.61	\$0.99	\$0.68	\$0.32	\$1.15	\$0.06	\$0.47	\$0.72	\$7.17
South Of Market	\$0.86	\$0.93	\$0.83	\$0.71	\$1.22	\$1.43	\$0.43	\$1.71	\$0.06	\$0.73	\$0.92	\$9.83
Sunset/Lakeshore	\$0.48	\$0.86	\$0.42	\$0.59	\$0.94	\$1.28	\$0.31	\$1.03	\$0.06	\$0.41	\$0.67	\$7.05

Expenses are estimated using NCREIF, IREM, and CoStar data using the narrowest possible geographical definition from Zip Code to region.

The current imbalance between demand and supply results from low levels of new construction coinciding with a strong increase in demand.

Construction activity started to decline in the wake of the pandemic, a response to the increase in vacancies, which occurred as workers and residents left San Francisco. More recently, the high costs of construction and scarcity of lending combined to make multifamily development unfeasible, including for those projects that had already secured permits.

In the 2010s, San Francisco typically saw over 3,000 units start construction. In the 2020s, this number fell below 2,000, and in 2024, less than 400 units in market-rate projects broke ground.

By the fourth quarter of 2025, around 1,400 units had been completed in the past year. Although this marks an increase compared to the previous 12-month period, it still falls short of the totals recorded in any other year over the last decade.

Currently, 2,000 1,200 units are under construction, significantly below the five-year average of 3,600 units. This figure represents only 1.1% of the existing housing stock, compared to the national average of 2.6%. The premium luxury segment accounts for almost all recent deliveries and buildings underway.

In terms of geographic focus, construction in the 2010s

primarily took place in redevelopment zones near downtown San Francisco, such as South of Market and the Mission Bay/China Basin/Potrero Hill areas.

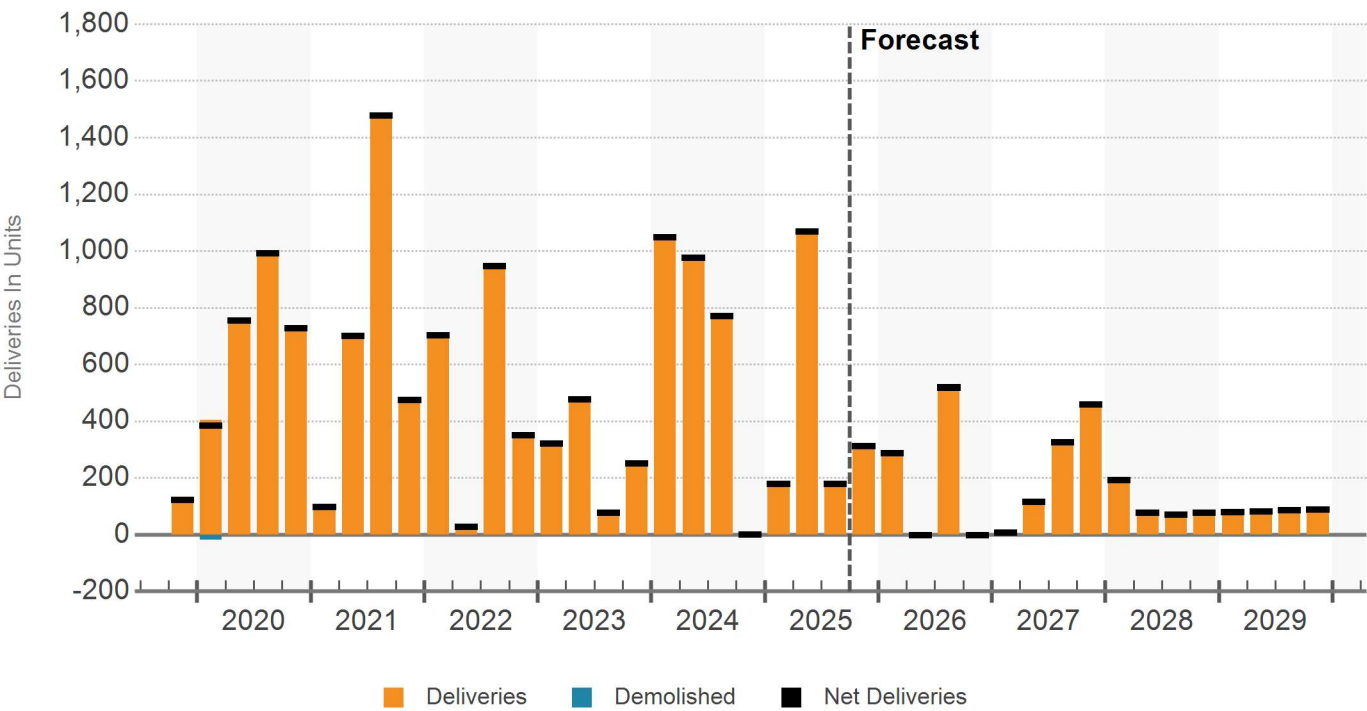
In the past five years, construction activity shifted to the south of San Francisco. Fueled by growth in the life sciences and biotechnology sectors, most recent deliveries are in Peninsula employment hubs like South San Francisco, San Mateo, and Redwood City, which have emerged as preferred sites for transit-oriented developments around Caltrain.

A recent example of this trend is The Hayden, a 177-unit mid-rise residential building in Belmont. Completed in March 2024, it achieved 98% occupancy within a year and an average asking rent of approximately \$3,900.

In the past 18 months, a few construction projects began in San Francisco. For instance, Strada Investment Group developed the Quincy, a mixed-use development at 555 Bryant St., located near the Caltrain station. This development features 501 apartment units and began leasing in early 2025.

While the strong growth in renter demand has yet to translate to more construction starts, developers continue to advance new projects through the planning phases. Several have commented that the prospect of higher rent growth is helping improve project viability and they expect to see an increase in construction in the coming months.

DELIVERIES & DEMOLITIONS

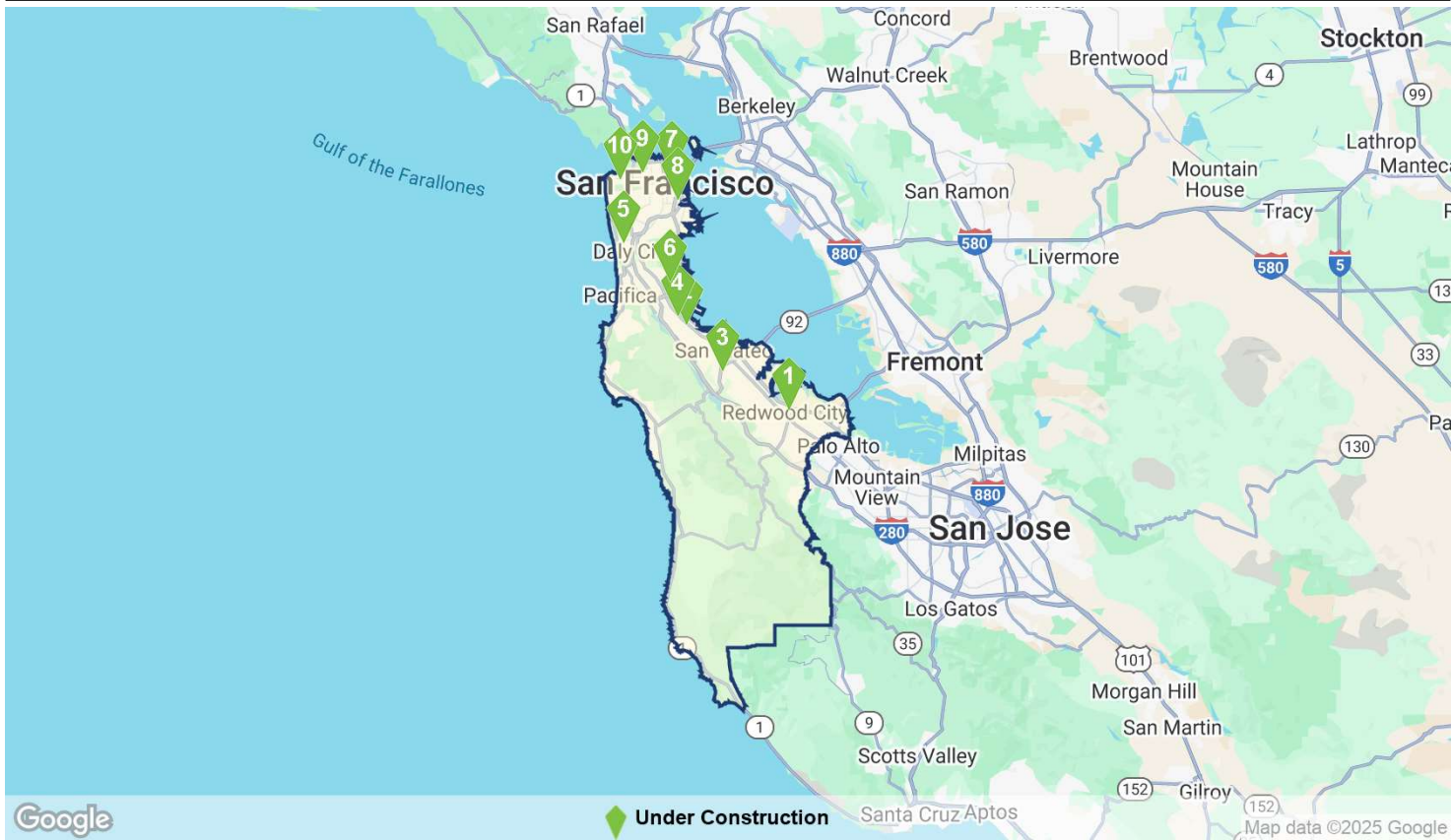


Under Construction Properties

San Francisco Multi-Family

Properties	Units	Percent of Inventory	Avg. No. Units
10	2,014	1.1%	201

UNDER CONSTRUCTION PROPERTIES



UNDER CONSTRUCTION

	Property Name/Address	Rating	Units	Stories	Start	Complete	Developer/Owner
1	Broadway Plaza 1401 Broadway St	★★★★★	520	10	Aug 2023	Aug 2026	The Sobrato Organization Longs Drug Stores Cal Inc
2	Revery 1766 El Camino Real	★★★★★	311	8	Nov 2023	Nov 2025	Carmel Partners Carmel Partners
3	Peninsula Heights 2810 Point Reyes Way	★★★★★	290	4	Mar 2024	Jan 2026	Harvest Properties Harvest Properties
4	One Meadow Glen 959 El Camino Real	★★★★★	278	6	Sep 2025	Sep 2027	High Street Residential Trammell Crow Company
5	The Chester at Westlake 99 Southgate Ave	★★★★★	214	3	Sep 2025	Dec 2027	Kimco Realty Corporation The Bozzuto Group
6	100 Produce Ave	★★★★★	186	7	Sep 2025	Dec 2027	Trammell Crow Residential Trammell Crow Residential
7	785 Market St	★★★★★	124	19	Oct 2024	Nov 2025	Forge Development Partners Zimmerman & Associates

Under Construction Properties

UNDER CONSTRUCTION

	Property Name/Address	Rating	Units	Stories	Start	Complete	Developer/Owner
8	Potrero Hope Phase IV 1095 Connecticut St	★★★★☆	65	5	Nov 2023	Jan 2026	BRIDGE Housing Corporation SF Housing Authority Lessor
9	3637-3657 Sacramento St	★★★★☆	18	4	Apr 2025	Apr 2027	Litke Properties, Inc. Litke Properties, Inc.
10	562 28th Ave	★★★★☆	8	4	Jan 2024	Apr 2026	- Roman Knop

After several years of hovering below the historical long-term average, investment activity surged in the latter half of 2024.

This momentum continued into 2025. By the fourth quarter, the trailing 12-month sales volume has reached \$2.9 billion, comparable to some of the peak years for sales activity in the market.

San Francisco has historically attracted investors due to its robust fundamentals and promising rent growth potential. The scarcity of available development sites instills confidence among buyers that demand will consistently exceed supply in the long term, leading to improved operating income.

According to local investment professionals, institutional investors are taking a much more active role as buyers. In the past year, more than 50% of sales volume has been attributed to institutional and REIT buyers. By comparison, over the past five years, private investors accounted for more than two-thirds of sales volume.

An example of a recent institutional acquisition is Arc Light, a 4 Star 94-unit adaptive reuse community in Mission Bay. Tidewater Capital acquired the property from PGIM in July 2025, paying \$37.8 million, or \$402,000/unit.

In March 2025, Essex Property Trust acquired two 4 Star mid-rise buildings from PGIM and Cityview. One Hundred Grand, a community in Foster City with 166 units, was bought for \$105 million, or \$634,000 per unit.

ROEN Menlo Park, a 146-unit property, sold for \$79 million, or \$539,000 per unit.

Essex Property Trust also bought The Plaza in Foster City in February for \$161 million, which equates to \$526,000 per unit for the 307-unit property.

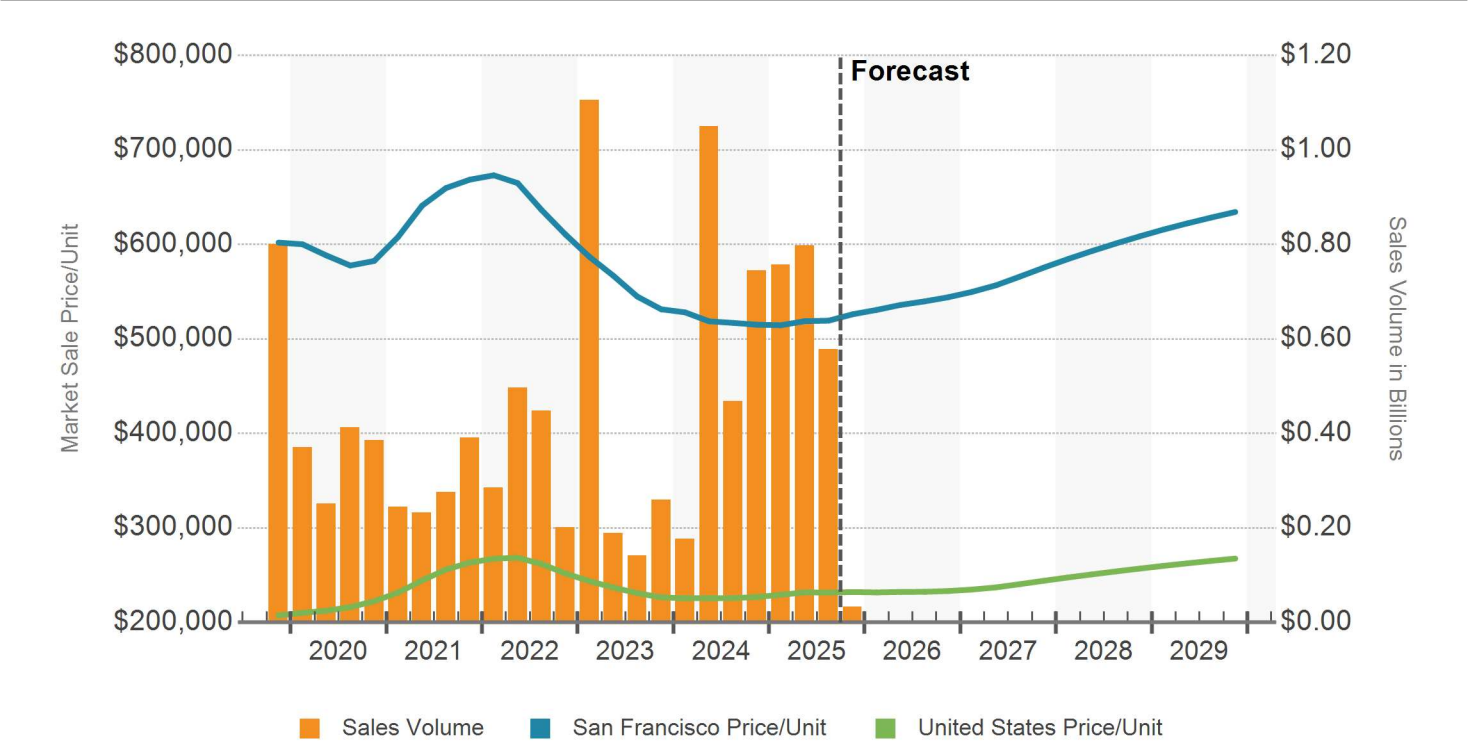
A total of 370 sales closed in the past year, aligning with the 10-year average of 350 transactions. This illustrates the importance of both large and small deals in recent quarters.

Most sales that closed in the past year are smaller 1 & 2 Star buildings, generally consisting of six to twelve units. These purchases were predominantly made by local private investors, and the sale prices have declined compared to earlier years. The average sale price for 1 & 2 Star properties in the past year was \$311,000 per unit, reflecting a 15% drop from the five-year average of \$366,000 per unit.

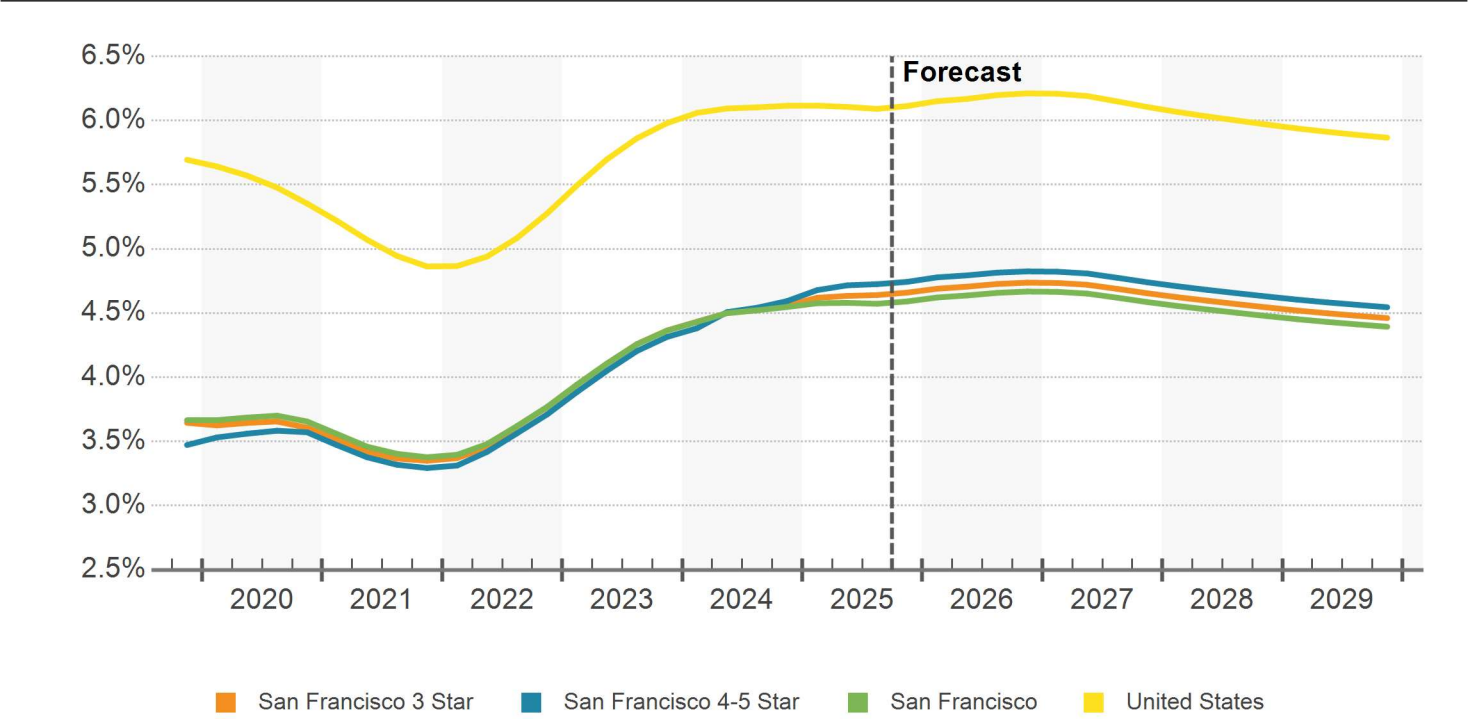
Investment brokers indicate that cap rates are currently about 150 basis points higher than they were three years ago, a trend supported by the data. Over the past year, the average cap rate for 1 & 2 Star sales was 5.6%, up from 4.2% for transactions that took place between 2020 and 2022.

In the past few months, sales prices appear to have bottomed out as market sentiment improves. Similarly, cap rates have been flat for a while and are projected to fall slightly in the coming year.

SALES VOLUME & MARKET SALE PRICE PER UNIT



MARKET CAP RATE

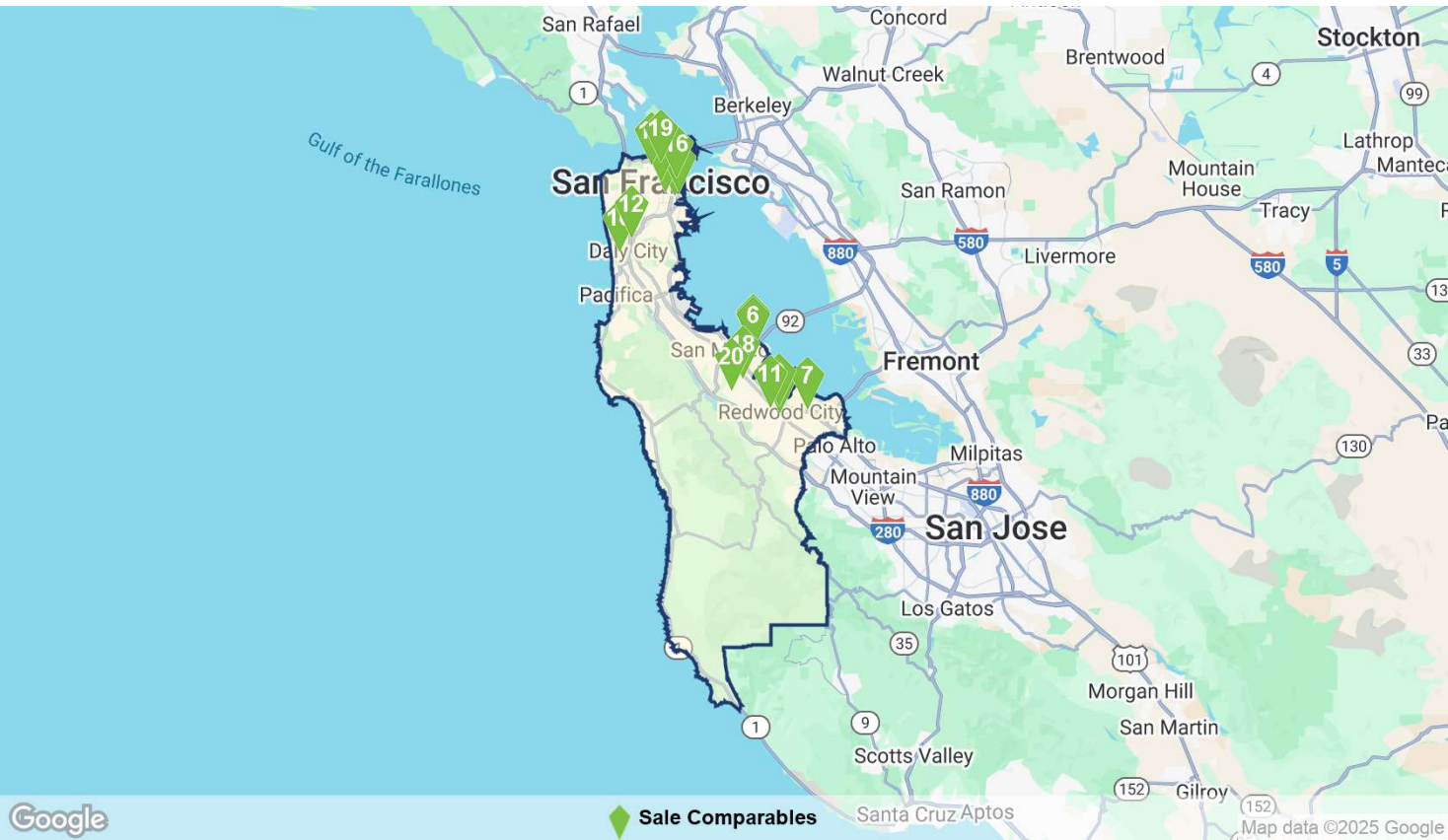


Sales Past 12 Months

San Francisco Multi-Family

Sale Comparables	Avg. Price/Unit (thous.)	Average Price (mil.)	Average Vacancy at Sale
373	\$390	\$8.6	4.8%

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$395,000	\$8,619,607	\$3,700,000	\$184,000,000
Price/Unit	\$26,333	\$389,907	\$350,357	\$1,112,500
Cap Rate	2.0%	5.6%	5.5%	11.1%
Vacancy Rate At Sale	0%	4.8%	0%	100%
Time Since Sale in Months	0.0	6.0	5.4	12.0
Property Attributes	Low	Average	Median	High
Property Size in Units	5	21	12	307
Number of Floors	1	3	3	14
Average Unit SF	189	839	768	3,835
Year Built	1875	1937	1927	2027
Star Rating	★★★★★	★★★★★ 2.3	★★★★★	★★★★★

Sales Past 12 Months

San Francisco Multi-Family

RECENT SIGNIFICANT SALES

Property Name/Address		Property Information				Sale Information			
		Rating	Yr Built	Units	Vacancy	Sale Date	Price	Price/Unit	Price/SF
1	Franklin 299 Apartments 299 Franklin St	★★★★★	2015	304	7.9%	10/16/2024	\$184,000,000	\$605,263	\$402
2	The Plaza 1 Plaza View Ln	★★★★★	2013	307	5.9%	2/3/2025	\$161,375,000	\$525,651	\$350
3	The Landing 1395 22nd St	★★★★★	2019	263	3.8%	11/22/2024	\$148,500,000	\$564,638	\$500
4	The Triton 55 Triton Park Ln	★★★★★	2018	220	5.0%	2/28/2025	\$131,617,500	\$598,261	\$658
5	The Madelon 2000 Bryant St	★★★★★	2020	203	4.9%	8/8/2025	\$119,320,000	\$587,783	\$567
6	One Hundred Grand 100 Grand Ln	★★★★★	2016	166	3.0%	3/3/2025	\$105,250,000	\$634,036	\$493
7	ROEN Menlo Park 3645 Haven Ave	★★★★★	2017	146	4.1%	3/3/2025	\$78,750,000	\$539,383	\$387
8	Brick + Iron Lofts at Dogpatch 2235 3rd St	★★★★★	2012	196	0%	8/21/2025	\$76,000,000	\$387,755	\$314
9	Encore 855 Veterans Blvd	★★★★★	2019	90	3.3%	11/18/2024	\$66,000,000	\$733,333	\$721
10	Terrace View 26 Terrace View Ct	★★★★★	1970	122	9.0%	1/30/2025	\$53,000,000	\$434,426	\$386
11	The Heltsley 1212 Whipple Ave	★★★★★	1962	112	3.6%	12/6/2024	\$44,180,000	\$394,464	\$455
12	88 Hillside 6543 Misson Blvd	★★★★★	2011	95	2.1%	12/19/2024	\$44,000,000	\$463,157	\$301
13	Vance 830 Eddy St	★★★★★	2021	137	6.6%	9/5/2025	\$43,300,000	\$316,058	\$333
14	Keystone Apartments 1369 Hyde St	★★★★★	1911	89	6.7%	4/29/2025	\$42,539,000	\$477,966	\$429
15	Olume 1401 Mission St	★★★★★	2015	121	7.4%	4/3/2025	\$39,750,000	\$328,512	\$287
16	Arc Light 21 Clarence Pl	★★★★★	2012	94	8.5%	7/23/2025	\$37,750,000	\$401,595	\$528
17	Vallejo Street Apartments 2030 Vallejo St	★★★★★	1966	53	0%	8/28/2025	\$36,108,558	\$681,293	\$379
18	Sofi Belmont Glen 200 Davey Glen Rd	★★★★★	1963	69	5.8%	7/18/2025	\$32,000,000	\$463,768	\$402
19	1000 Green Apartments 1000 Green St	★★★★★	1950	62	4.8%	5/5/2025	\$31,036,000	\$500,580	\$286
20	The Riley at Belmont Hills 1039 Continentals Way	★★★★★	1972	71	5.6%	10/21/2024	\$23,750,000	\$334,507	\$344

A surge in investment in AI companies is setting the scene for the possible emergence of a new tech boom, centered on San Francisco. AI companies are leasing office space and recruiting staff to develop the applications and systems that are now in high demand across almost all industries.

Historically, the San Francisco Bay Area has been a global leader in IT innovation and development, home to major companies like Apple, Alphabet, NVIDIA, and Meta. San Francisco and San Jose boast the highest economic growth rates in the nation, leading to high wages and household income growth, but also some of the highest rents and real estate prices.

The tech sector's volatile growth, characterized by bursts of innovation, contrasts with the slower-moving real estate market, resulting in a history of boom and bust cycles. The current cycle began with the 2010s tech boom, driven by cloud computing and mobile technologies, leading to a surge in real estate demand and construction in downtown San Francisco.

However, the cycle turned downward in early 2020 due to affordability issues, the COVID-19 pandemic, and the adoption of distributed workforce models, causing an

exodus of businesses and residents. As of the fourth quarter of 2025, the population has started to grow again, increasing by 1.3% in the past year.

Since 2022, economic pressures from rising interest rates have led to tech sector layoffs and a decline in real estate investment sales. Downtown San Francisco has been particularly affected by the exodus of tech workers, increased crime, homelessness, and drug abuse, impacting retailers, restaurants, and hotels. Recent city actions have shown some positive impact, with increased activity and demand for office and multifamily rentals.

Total employment remains slightly below pre-pandemic levels, with flexible working practices making it unclear how many employees live in the metro area. The unemployment rate has risen to 3.8% from a 10-year low of 2.3% in 2022.

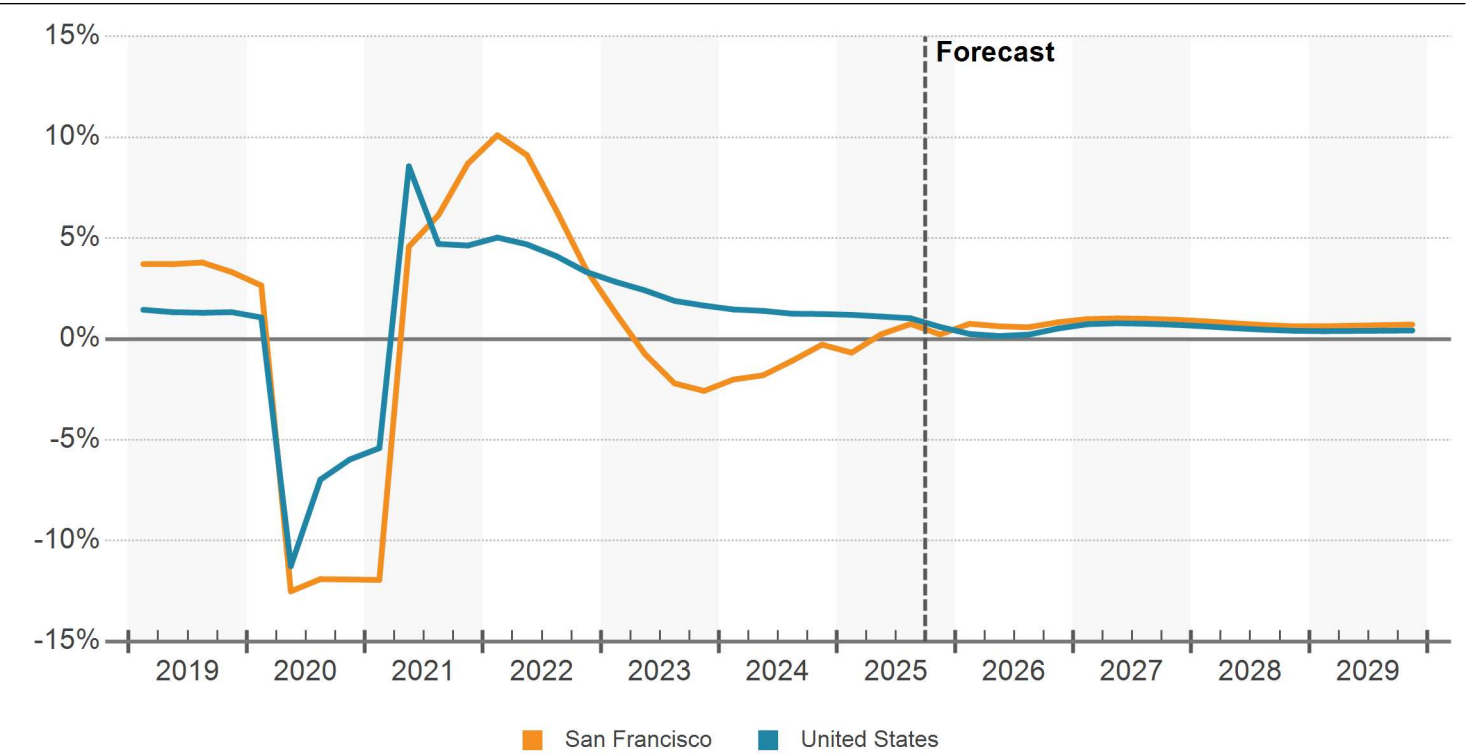
Growing investment in AI technology over the past year has positioned San Francisco as a leading location for AI startups and expanding tech companies, positively impacting office leasing. The effects are now having a wider impact on other sectors, particularly the multifamily market, where a shortage of new housing is causing rents to grow at the highest rate seen for many years.

SAN FRANCISCO EMPLOYMENT BY INDUSTRY IN THOUSANDS

Industry	CURRENT JOBS		CURRENT GROWTH		10 YR HISTORICAL		5 YR FORECAST	
	Jobs	LQ	Market	US	Market	US	Market	US
Manufacturing	30	0.3	-5.24%	-0.93%	-2.50%	0.29%	0.10%	0.13%
Trade, Transportation and Utilities	134	0.6	1.38%	0.61%	-0.63%	0.82%	0.07%	0.24%
Retail Trade	63	0.6	0.52%	0.58%	-2.59%	0.01%	-0.04%	0.16%
Financial Activities	78	1.2	0.09%	0.89%	0.23%	1.28%	0.04%	0.29%
Government	142	0.8	-0.18%	0.58%	1.38%	0.67%	0.37%	0.23%
Natural Resources, Mining and Construction	40	0.6	1.81%	1.01%	0.83%	2.08%	0.56%	0.61%
Education and Health Services	168	0.8	2.59%	3.26%	2.57%	2.20%	0.61%	0.70%
Professional and Business Services	287	1.8	0.04%	0.13%	0.98%	1.32%	1.21%	0.66%
Information	112	5.3	1.84%	0.42%	5.67%	0.66%	1.48%	0.34%
Leisure and Hospitality	126	1.0	1.02%	1.23%	-0.84%	1.13%	0.92%	0.83%
Other Services	38	0.9	-1.25%	1.12%	-0.46%	0.72%	0.65%	0.23%
Total Employment	1,154	1.0	0.69%	0.98%	0.96%	1.17%	0.74%	0.46%

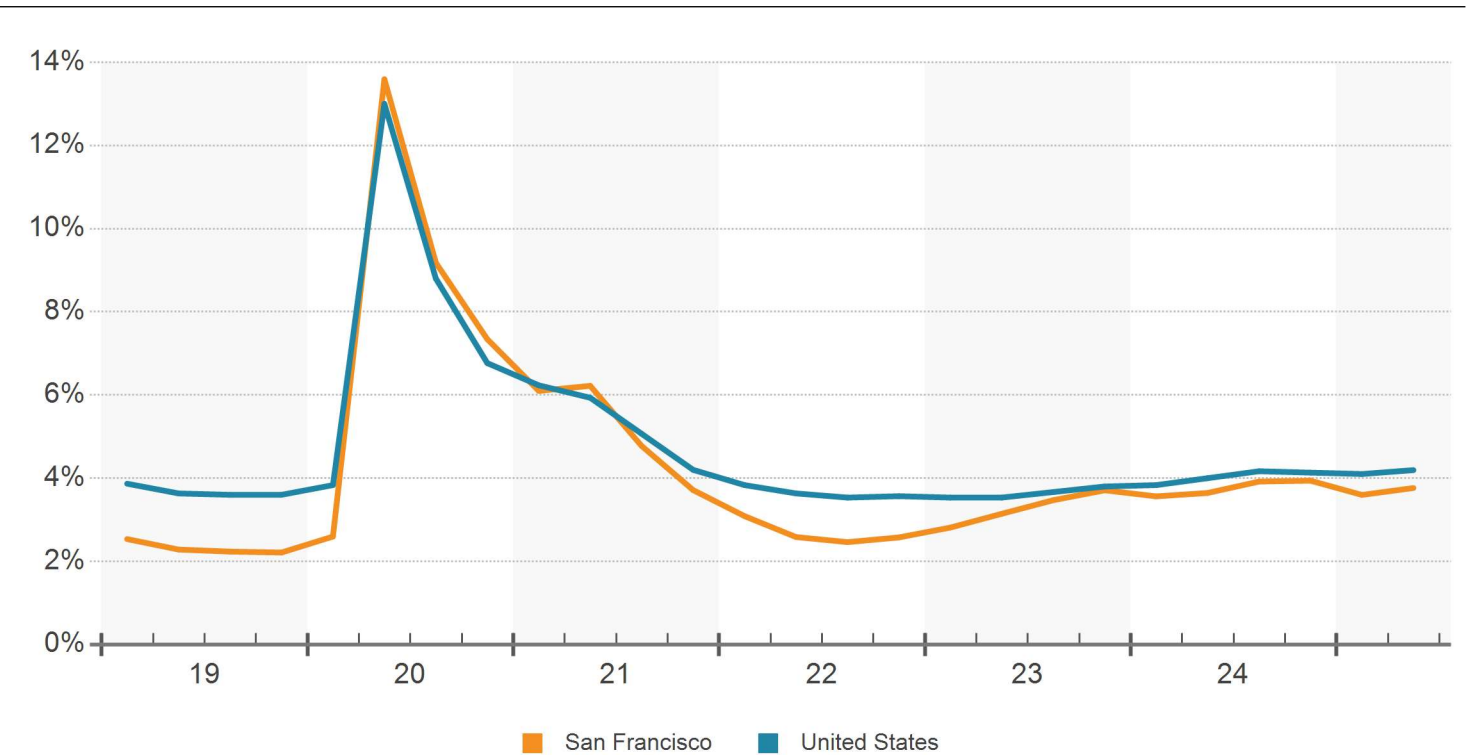
Source: Oxford Economics
LQ = Location Quotient

JOB GROWTH (YOY)

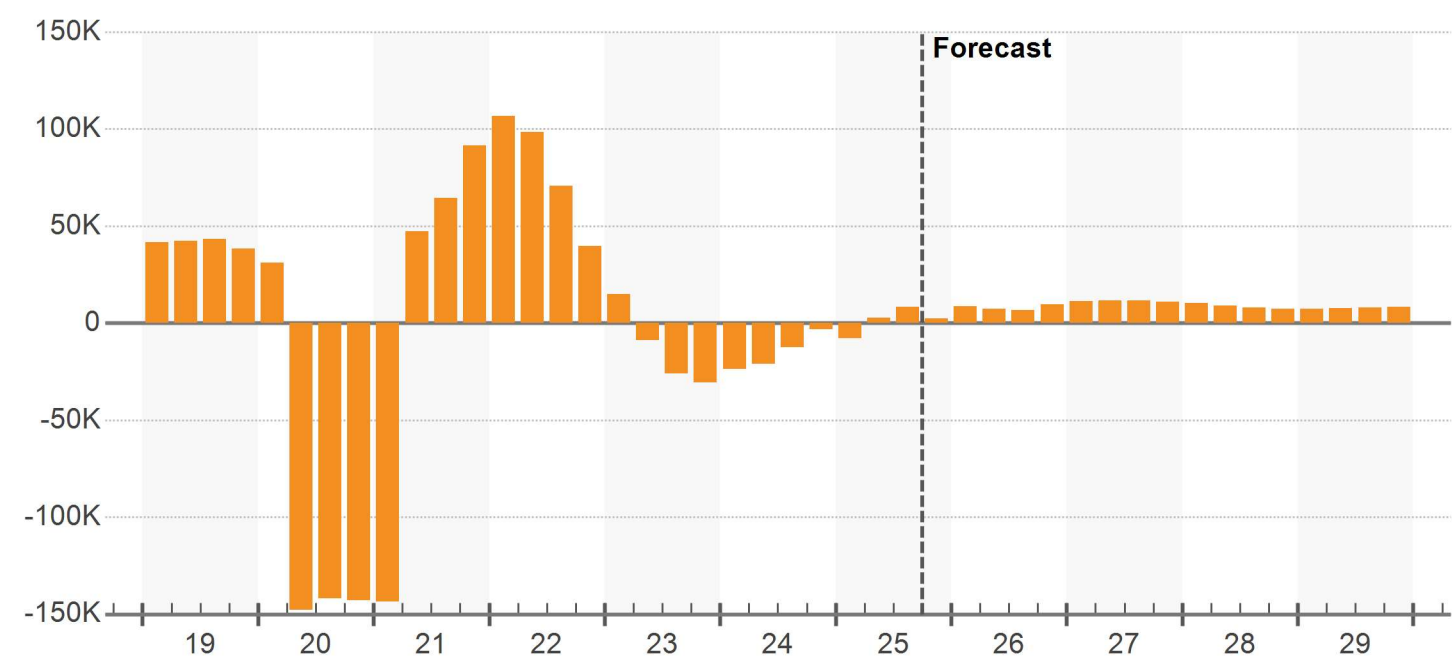


Source: Oxford Economics

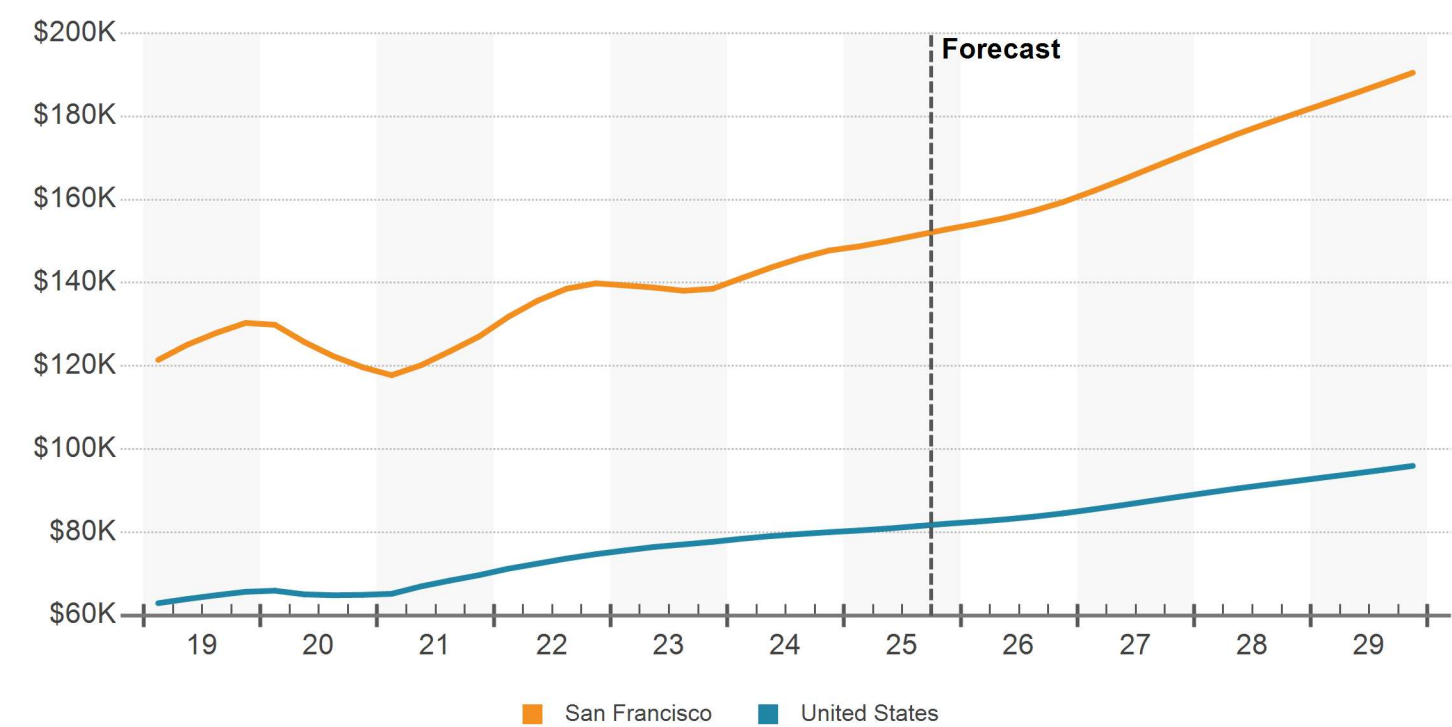
UNEMPLOYMENT RATE (%)



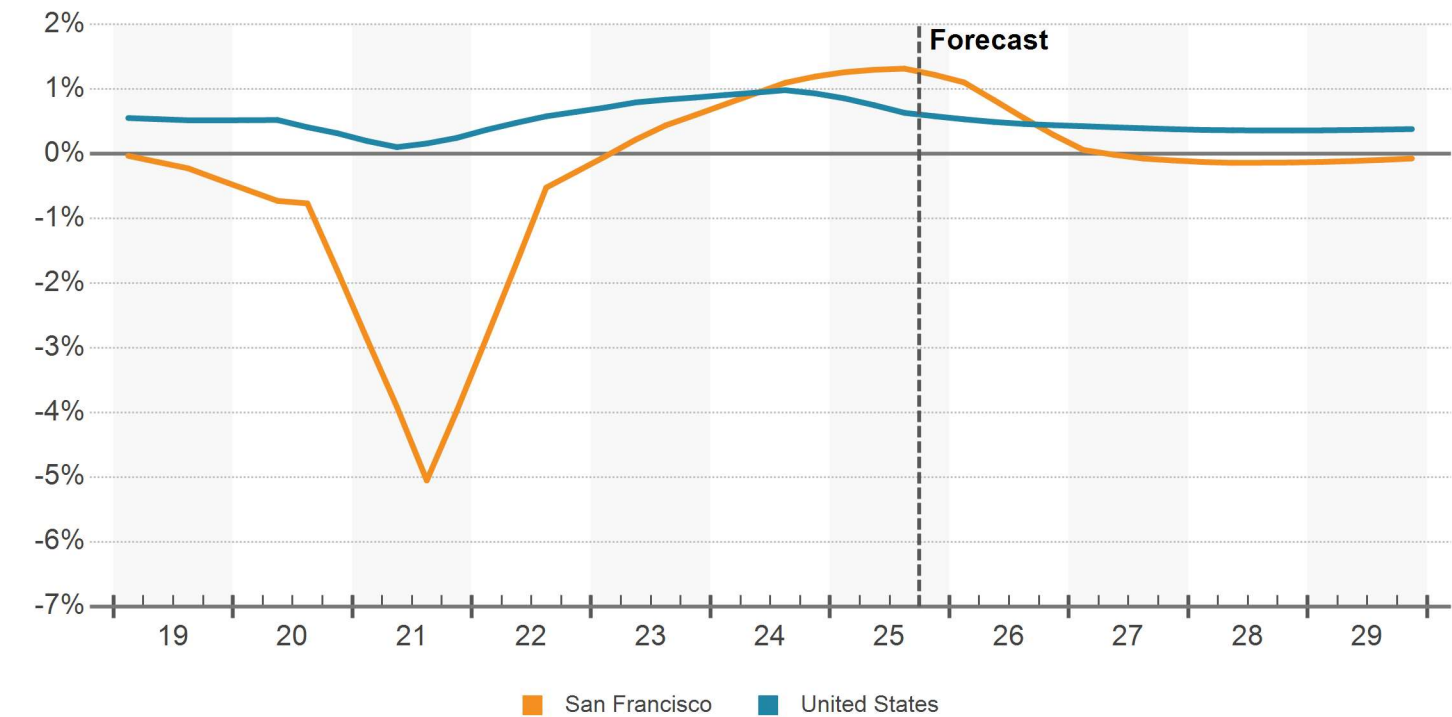
NET EMPLOYMENT CHANGE (YOY)



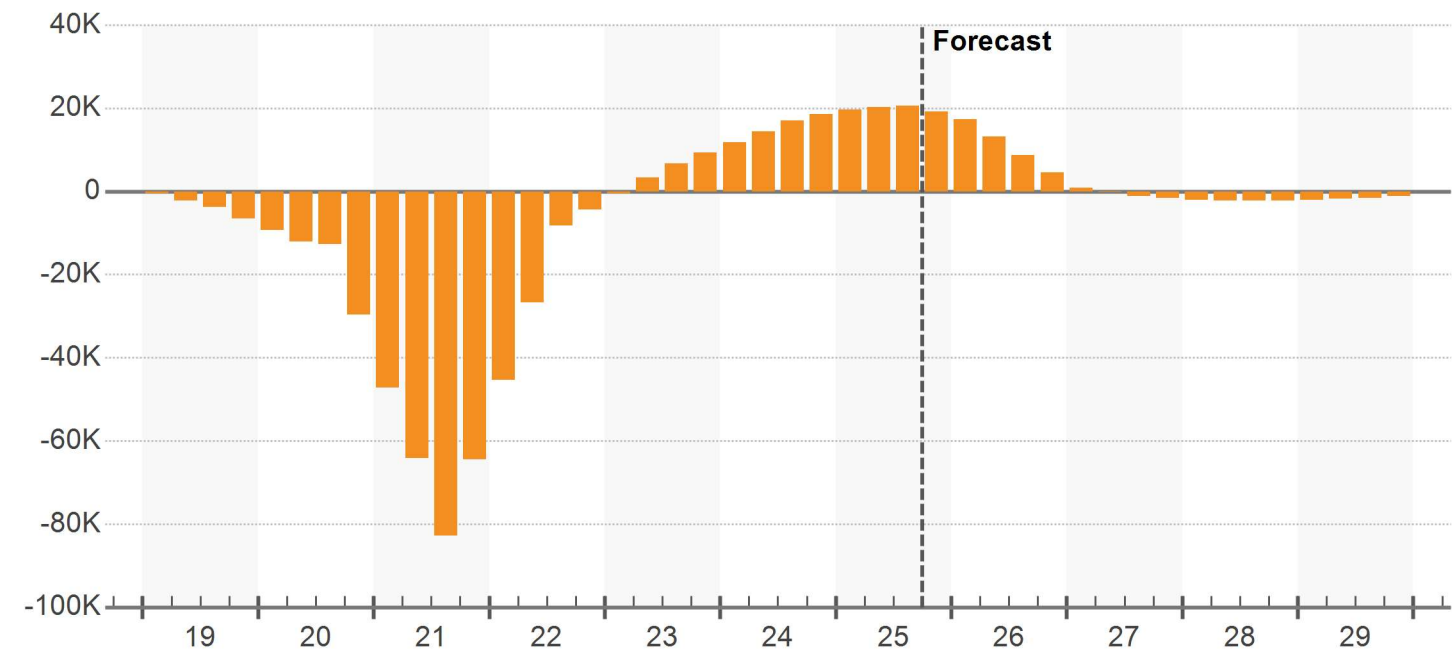
MEDIAN HOUSEHOLD INCOME



POPULATION GROWTH (YOY %)



NET POPULATION CHANGE (YOY)



DEMOGRAPHIC TRENDS

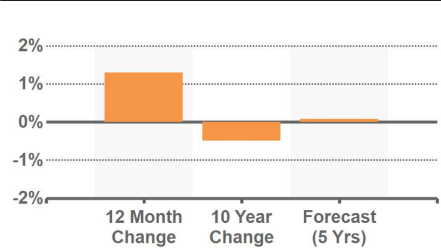
Demographic Category	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
	Metro	US	Metro	US	Metro	US	Metro	US
Population	1,591,510	342,304,656	1.3%	0.6%	-0.3%	0.6%	0%	0.4%
Households	662,190	134,599,797	1.4%	0.8%	0.4%	1.0%	0.1%	0.5%
Median Household Income	\$151,580	\$81,551	3.7%	2.4%	4.7%	3.9%	5.5%	3.9%
Labor Force	929,882	170,875,594	1.3%	1.4%	-0.5%	0.8%	0.1%	0.3%
Unemployment	3.8%	4.2%	-0.2%	0%	0%	-0.1%	-	-

Source: Oxford Economics

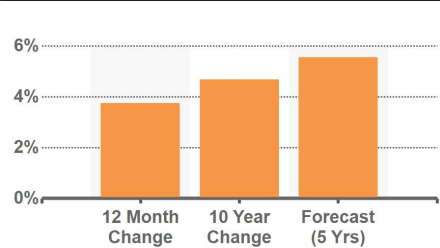
POPULATION GROWTH



LABOR FORCE GROWTH



INCOME GROWTH

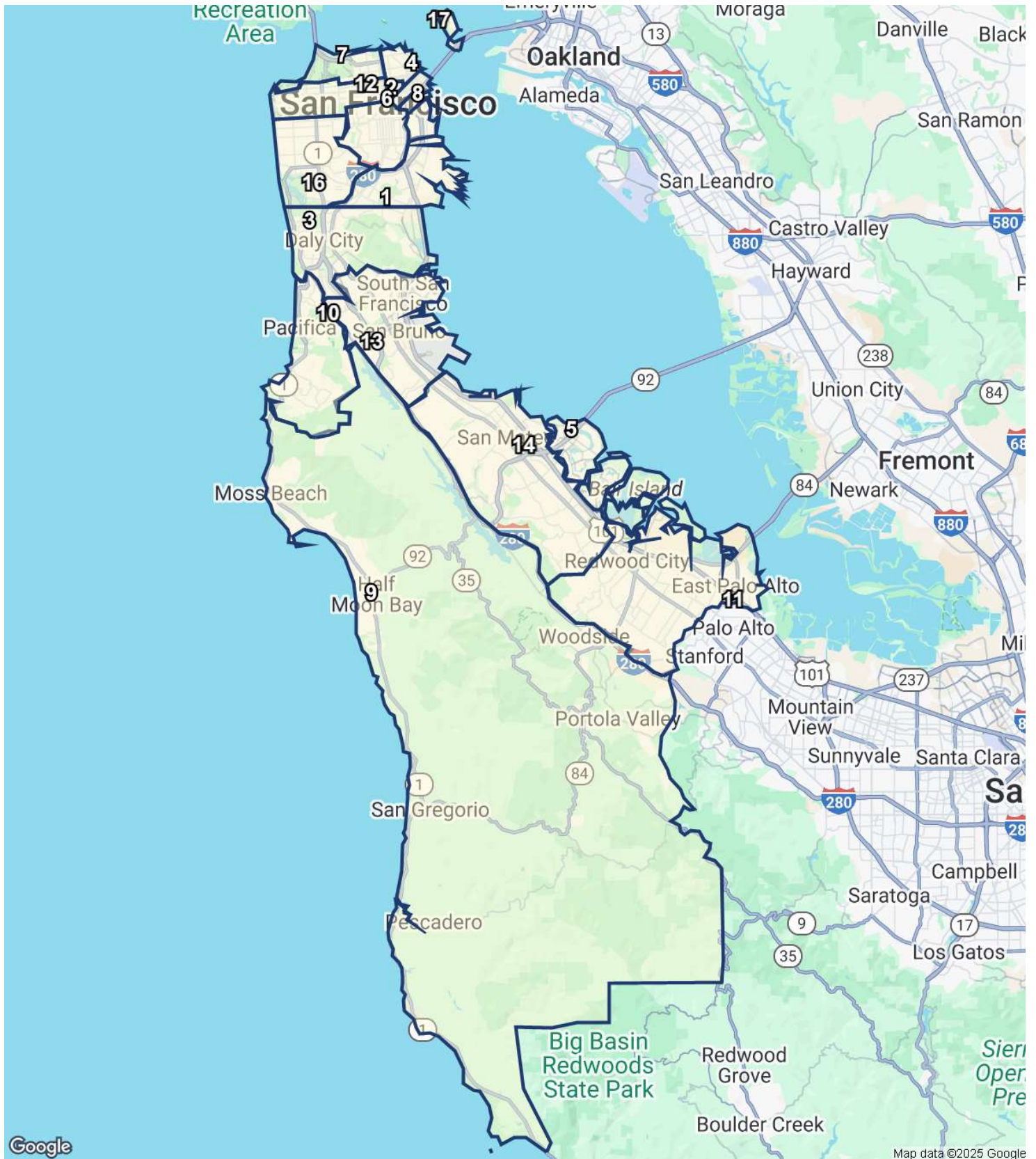


Source: Oxford Economics

Submarkets

San Francisco Multi-Family

SAN FRANCISCO SUBMARKETS



Submarkets

San Francisco Multi-Family

SUBMARKET INVENTORY

No.	Submarket	Inventory				12 Month Deliveries				Under Construction			
		Bldgs	Units	% Market	Rank	Bldgs	Units	Percent	Rank	Bldgs	Units	Percent	Rank
1	Bayview/Visitacion Valley	93	1,383	0.7%	15	1	8	0.6%	8	0	0	0%	-
2	Civic Center/Tenderloin	231	11,016	5.8%	8	0	0	0%	-	0	0	0%	-
3	Daly City/Brisbane	182	7,776	4.1%	12	0	0	0%	-	1	214	2.8%	4
4	Downtown San Francisco	1,605	25,248	13.3%	1	1	36	0.1%	6	0	0	0%	-
5	Foster City/Redwood Sho...	32	5,697	3.0%	13	0	0	0%	-	0	0	0%	-
6	Haight-Ashbury/Castro/N...	1,838	21,824	11.5%	3	1	28	0.1%	7	0	0	0%	-
7	Marina/Pacific Heights/Pr...	958	15,054	7.9%	6	0	0	0%	-	1	18	0.1%	7
8	Mission Bay/China Basin...	86	8,202	4.3%	11	1	501	6.1%	1	1	65	0.8%	6
9	Outlying San Mateo County	30	346	0.2%	17	0	0	0%	-	0	0	0%	-
10	Pacifica	79	2,294	1.2%	14	0	0	0%	-	0	0	0%	-
11	Redwood City/Menlo Park	865	17,289	9.1%	5	1	120	0.7%	5	1	520	3.0%	2
12	Richmond/Western Addition	1,474	19,225	10.1%	4	0	0	0%	-	1	8	0%	8
13	S San Francisco/San Bru...	543	8,906	4.7%	10	1	134	1.5%	4	2	464	5.2%	3
14	San Mateo/Burlingame	1,230	22,108	11.6%	2	1	420	1.9%	2	2	601	2.7%	1
15	South Of Market	132	13,562	7.1%	7	0	0	0%	-	1	124	0.9%	5
16	Sunset/Lakeshore	530	9,407	4.9%	9	0	0	0%	-	0	0	0%	-
17	Treasure/Yerba Buena Isl...	3	858	0.5%	16	1	178	20.7%	3	0	0	0%	-

SUBMARKET RENT

No.	Market	Asking Rents				Effective Rents					
		Per Unit	Per SF	Rank	Yr. Growth	Per Unit	Per SF	Rank	Yr. Growth	Concession	Rank
1	Bayview/Visitacion Valley	\$2,886	\$3.92	12	1.7%	\$2,865	\$3.89	12	1.7%	0.7%	3
2	Civic Center/Tenderloin	\$2,550	\$4.61	5	6.1%	\$2,535	\$4.59	5	6.2%	0.6%	6
3	Daly City/Brisbane	\$2,643	\$3.79	13	4.2%	\$2,632	\$3.77	13	4.4%	0.4%	16
4	Downtown San Francisco	\$2,910	\$4.86	4	5.1%	\$2,894	\$4.84	4	5.1%	0.6%	7
5	Foster City/Redwood Sho...	\$3,543	\$4.07	9	4.5%	\$3,523	\$4.04	9	4.3%	0.6%	8
6	Haight-Ashbury/Castro/N...	\$3,382	\$4.88	3	10.5%	\$3,361	\$4.85	3	10.5%	0.6%	4
7	Marina/Pacific Heights/Pr...	\$4,009	\$4.59	6	6.2%	\$3,991	\$4.57	6	6.3%	0.5%	13
8	Mission Bay/China Basin...	\$4,396	\$5.49	1	12.2%	\$4,378	\$5.47	1	12.6%	0.4%	15
9	Outlying San Mateo County	\$2,113	\$2.22	17	2.2%	\$2,101	\$2.21	17	2.0%	0.6%	9
10	Pacifica	\$2,983	\$3.96	11	6.2%	\$2,970	\$3.94	11	6.2%	0.4%	14
11	Redwood City/Menlo Park	\$3,340	\$4.11	8	4.2%	\$3,320	\$4.08	8	4.6%	0.6%	5
12	Richmond/Western Addition	\$2,833	\$4.50	7	6.3%	\$2,820	\$4.48	7	6.4%	0.5%	12
13	S San Francisco/San Bru...	\$3,147	\$3.66	14	2.8%	\$3,131	\$3.65	14	3.5%	0.5%	11
14	San Mateo/Burlingame	\$3,329	\$4.04	10	5.6%	\$3,296	\$4	10	5.6%	1.0%	2
15	South Of Market	\$3,942	\$5.30	2	11.2%	\$3,920	\$5.27	2	11.3%	0.6%	10
16	Sunset/Lakeshore	\$2,824	\$3.33	16	-7.2%	\$2,818	\$3.33	16	-5.8%	0.2%	17
17	Treasure/Yerba Buena Isl...	\$3,466	\$3.59	15	-5.8%	\$3,245	\$3.36	15	-9.6%	6.4%	1

SUBMARKET VACANCY & ABSORPTION

No.	Submarket	Vacancy			12 Month Absorption			
		Units	Percent	Rank	Units	% of Inv	Rank	Construc. Ratio
1	Bayview/Visitacion Valley	75	5.4%	14	0	0%	17	-
2	Civic Center/Tenderloin	668	6.1%	15	93	0.8%	13	-
3	Daly City/Brisbane	127	1.6%	1	113	1.4%	12	-
4	Downtown San Francisco	1,287	5.1%	13	197	0.8%	10	0.2
5	Foster City/Redwood Sho...	174	3.1%	4	49	0.9%	14	-
6	Haight-Ashbury/Castro/N...	805	3.7%	8	602	2.8%	3	0
7	Marina/Pacific Heights/Pr...	516	3.4%	6	209	1.4%	9	-
8	Mission Bay/China Basin...	365	4.4%	10	615	7.5%	2	0.8
9	Outlying San Mateo County	8	2.4%	3	2	0.6%	16	-
10	Pacifica	52	2.3%	2	32	1.4%	15	-
11	Redwood City/Menlo Park	730	4.2%	9	668	3.9%	1	0.2
12	Richmond/Western Addition	603	3.1%	5	174	0.9%	11	-
13	S San Francisco/San Bru...	320	3.6%	7	263	3.0%	7	0.5
14	San Mateo/Burlingame	1,036	4.7%	12	564	2.5%	4	0.7
15	South Of Market	622	4.6%	11	283	2.1%	6	-
16	Sunset/Lakeshore	723	7.7%	16	292	3.1%	5	-
17	Treasure/Yerba Buena Isl...	189	22.0%	17	233	27.1%	8	0.8

OVERALL SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2029	192,958	335	0.2%	123	0.1%	2.7
2028	192,623	414	0.2%	741	0.4%	0.6
2027	192,209	905	0.5%	1,142	0.6%	0.8
2026	191,304	798	0.4%	933	0.5%	0.9
2025	190,506	1,736	0.9%	3,783	2.0%	0.5
YTD	190,195	1,425	0.8%	3,473	1.8%	0.4
2024	188,770	2,792	1.5%	4,221	2.2%	0.7
2023	185,978	1,122	0.6%	1,962	1.1%	0.6
2022	184,856	2,025	1.1%	3,464	1.9%	0.6
2021	182,831	2,745	1.5%	7,783	4.3%	0.4
2020	180,086	2,855	1.6%	(5,964)	-3.3%	-
2019	177,231	2,059	1.2%	811	0.5%	2.5
2018	175,172	2,454	1.4%	2,786	1.6%	0.9
2017	172,718	3,782	2.2%	3,126	1.8%	1.2
2016	168,936	3,437	2.1%	3,263	1.9%	1.1
2015	165,499	2,492	1.5%	1,901	1.1%	1.3
2014	163,007	2,657	1.7%	2,656	1.6%	1.0
2013	160,350	2,693	1.7%	2,504	1.6%	1.1

4 & 5 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2029	45,756	228	0.5%	366	0.8%	0.6
2028	45,528	232	0.5%	605	1.3%	0.4
2027	45,296	529	1.2%	744	1.6%	0.7
2026	44,767	807	1.8%	916	2.0%	0.9
2025	43,960	1,418	3.3%	2,286	5.2%	0.6
YTD	43,649	1,107	2.6%	2,057	4.7%	0.5
2024	42,542	1,971	4.9%	2,229	5.2%	0.9
2023	40,571	1,122	2.8%	1,002	2.5%	1.1
2022	39,449	1,500	4.0%	2,493	6.3%	0.6
2021	37,949	2,694	7.6%	4,484	11.8%	0.6
2020	35,255	2,658	8.2%	(1,074)	-3.0%	-
2019	32,597	2,011	6.6%	1,298	4.0%	1.5
2018	30,586	2,436	8.7%	2,891	9.5%	0.8
2017	28,150	3,692	15.1%	3,002	10.7%	1.2
2016	24,458	3,455	16.5%	3,353	13.7%	1.0
2015	21,003	2,414	13.0%	2,196	10.5%	1.1
2014	18,589	2,632	16.5%	2,248	12.1%	1.2
2013	15,957	2,357	17.3%	2,063	12.9%	1.1

3 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2029	50,960	35	0.1%	(54)	-0.1%	-
2028	50,925	25	0%	67	0.1%	0.4
2027	50,900	230	0.5%	94	0.2%	2.4
2026	50,670	(2)	0%	(54)	-0.1%	0
2025	50,672	282	0.6%	813	1.6%	0.3
YTD	50,672	282	0.6%	780	1.5%	0.4
2024	50,390	821	1.7%	1,400	2.8%	0.6
2023	49,569	0	0%	418	0.8%	0
2022	49,569	525	1.1%	476	1.0%	1.1
2021	49,044	45	0.1%	1,564	3.2%	0
2020	48,999	216	0.4%	(1,927)	-3.9%	-
2019	48,783	30	0.1%	(89)	-0.2%	-
2018	48,753	56	0.1%	(42)	-0.1%	-
2017	48,697	121	0.2%	179	0.4%	0.7
2016	48,576	28	0.1%	(300)	-0.6%	-
2015	48,548	85	0.2%	18	0%	4.7
2014	48,463	20	0%	249	0.5%	0.1
2013	48,443	288	0.6%	269	0.6%	1.1

1 & 2 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2029	96,242	72	0.1%	(189)	-0.2%	-
2028	96,170	157	0.2%	69	0.1%	2.3
2027	96,013	146	0.2%	304	0.3%	0.5
2026	95,867	(7)	0%	71	0.1%	-
2025	95,874	36	0%	684	0.7%	0.1
YTD	95,874	36	0%	636	0.7%	0.1
2024	95,838	0	0%	592	0.6%	0
2023	95,838	0	0%	542	0.6%	0
2022	95,838	0	0%	495	0.5%	0
2021	95,838	6	0%	1,735	1.8%	0
2020	95,832	(19)	0%	(2,963)	-3.1%	0
2019	95,851	18	0%	(398)	-0.4%	0
2018	95,833	(38)	0%	(63)	-0.1%	0.6
2017	95,871	(31)	0%	(55)	-0.1%	0.6
2016	95,902	(46)	0%	210	0.2%	-
2015	95,948	(7)	0%	(313)	-0.3%	0
2014	95,955	5	0%	159	0.2%	0
2013	95,950	48	0.1%	172	0.2%	0.3

OVERALL VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rents	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2029	7,811	4.0%	0.1	\$3,767	\$5.08	2.1%	(0.9)	\$3,743	\$5.05
2028	7,601	3.9%	(0.2)	\$3,688	\$4.97	3.0%	(0.5)	\$3,666	\$4.94
2027	7,928	4.1%	(0.1)	\$3,582	\$4.83	3.4%	(0.8)	\$3,560	\$4.80
2026	8,168	4.3%	(0.1)	\$3,463	\$4.67	4.2%	(1.6)	\$3,442	\$4.64
2025	8,301	4.4%	(1.1)	\$3,323	\$4.48	5.8%	2.9	\$3,302	\$4.45
YTD	8,300	4.4%	(1.1)	\$3,308	\$4.42	5.9%	3.0	\$3,288	\$4.39
2024	10,348	5.5%	(0.8)	\$3,141	\$4.19	2.9%	3.3	\$3,120	\$4.16
2023	11,773	6.3%	(0.5)	\$3,053	\$4.06	-0.4%	(1.5)	\$3,014	\$4.01
2022	12,608	6.8%	(0.9)	\$3,066	\$4.08	1.1%	(5.3)	\$3,038	\$4.04
2021	14,037	7.7%	(2.9)	\$3,034	\$4.04	6.4%	14.0	\$2,991	\$3.98
2020	19,061	10.6%	4.8	\$2,852	\$3.79	-7.6%	(8.7)	\$2,781	\$3.69
2019	10,259	5.8%	0.6	\$3,088	\$4.12	1.1%	(1.5)	\$3,066	\$4.09
2018	9,005	5.1%	(0.3)	\$3,054	\$4.07	2.6%	0.9	\$3,022	\$4.03
2017	9,336	5.4%	0.3	\$2,977	\$3.97	1.7%	0.8	\$2,917	\$3.89
2016	8,679	5.1%	0	\$2,926	\$3.91	0.9%	(5.0)	\$2,867	\$3.82
2015	8,493	5.1%	0.3	\$2,899	\$3.87	5.9%	1.4	\$2,869	\$3.83
2014	7,900	4.8%	(0.1)	\$2,737	\$3.65	4.5%	0.3	\$2,715	\$3.62
2013	7,891	4.9%	0	\$2,618	\$3.49	4.3%	-	\$2,600	\$3.47

4 & 5 STAR VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rents	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2029	1,887	4.1%	(0.3)	\$4,798	\$5.73	2.5%	(1.0)	\$4,760	\$5.68
2028	2,026	4.4%	(0.8)	\$4,682	\$5.59	3.5%	(0.3)	\$4,645	\$5.55
2027	2,400	5.3%	(0.5)	\$4,524	\$5.40	3.8%	(0.7)	\$4,489	\$5.36
2026	2,616	5.8%	(0.4)	\$4,358	\$5.21	4.5%	(3.1)	\$4,324	\$5.16
2025	2,723	6.2%	(2.2)	\$4,172	\$4.98	7.6%	3.4	\$4,139	\$4.94
YTD	2,642	6.1%	(2.4)	\$4,156	\$4.91	8.0%	3.8	\$4,126	\$4.87
2024	3,591	8.4%	(1.0)	\$3,877	\$4.57	4.3%	6.3	\$3,843	\$4.53
2023	3,846	9.5%	0	\$3,718	\$4.38	-2.0%	(2.3)	\$3,664	\$4.31
2022	3,723	9.4%	(3.0)	\$3,794	\$4.47	0.3%	(9.4)	\$3,760	\$4.43
2021	4,708	12.4%	(6.0)	\$3,782	\$4.45	9.7%	21.2	\$3,703	\$4.36
2020	6,494	18.4%	9.9	\$3,449	\$4.06	-11.5%	(12.4)	\$3,313	\$3.90
2019	2,765	8.5%	1.8	\$3,897	\$4.58	0.9%	(1.7)	\$3,870	\$4.55
2018	2,046	6.7%	(2.2)	\$3,863	\$4.55	2.6%	0.9	\$3,808	\$4.48
2017	2,499	8.9%	1.5	\$3,766	\$4.43	1.7%	1.2	\$3,656	\$4.30
2016	1,807	7.4%	(0.7)	\$3,705	\$4.36	0.5%	(4.4)	\$3,604	\$4.24
2015	1,691	8.0%	0.1	\$3,688	\$4.34	4.9%	0.7	\$3,644	\$4.29
2014	1,471	7.9%	1.2	\$3,517	\$4.14	4.1%	0.7	\$3,488	\$4.11
2013	1,079	6.8%	1.0	\$3,377	\$3.98	3.5%	-	\$3,349	\$3.94

3 STAR VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rents	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2029	2,185	4.3%	0.2	\$3,525	\$4.92	1.8%	(0.7)	\$3,509	\$4.90
2028	2,096	4.1%	(0.1)	\$3,463	\$4.83	2.5%	(0.4)	\$3,448	\$4.81
2027	2,138	4.2%	0.2	\$3,378	\$4.71	3.0%	(0.9)	\$3,363	\$4.69
2026	2,002	4.0%	0.1	\$3,281	\$4.58	3.9%	(1.5)	\$3,266	\$4.56
2025	1,950	3.8%	(1.1)	\$3,158	\$4.41	5.4%	3.5	\$3,144	\$4.39
YTD	1,983	3.9%	(1.0)	\$3,149	\$4.37	5.8%	3.8	\$3,133	\$4.34
2024	2,481	4.9%	(1.2)	\$2,996	\$4.15	2.0%	0.8	\$2,981	\$4.13
2023	3,058	6.2%	(0.8)	\$2,939	\$4.07	1.2%	(0.4)	\$2,892	\$4.01
2022	3,476	7.0%	0	\$2,904	\$4.02	1.6%	(4.0)	\$2,871	\$3.98
2021	3,425	7.0%	(3.1)	\$2,858	\$3.96	5.6%	12.1	\$2,832	\$3.92
2020	4,941	10.1%	4.3	\$2,708	\$3.75	-6.6%	(7.4)	\$2,661	\$3.68
2019	2,804	5.7%	0.2	\$2,898	\$4.02	0.9%	(1.6)	\$2,874	\$3.99
2018	2,684	5.5%	0.2	\$2,873	\$3.99	2.4%	1.0	\$2,849	\$3.95
2017	2,587	5.3%	(0.1)	\$2,804	\$3.89	1.4%	1.3	\$2,759	\$3.83
2016	2,645	5.4%	0.7	\$2,765	\$3.84	0.1%	(6.9)	\$2,711	\$3.76
2015	2,318	4.8%	0.1	\$2,761	\$3.84	7.1%	2.8	\$2,729	\$3.79
2014	2,251	4.6%	(0.5)	\$2,579	\$3.58	4.3%	(1.0)	\$2,554	\$3.54
2013	2,481	5.1%	0	\$2,473	\$3.43	5.3%	-	\$2,458	\$3.41

1 & 2 STAR VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rents	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2029	3,740	3.9%	0.3	\$2,823	\$4.19	1.9%	(0.7)	\$2,809	\$4.16
2028	3,479	3.6%	0.1	\$2,771	\$4.11	2.5%	(0.7)	\$2,757	\$4.09
2027	3,391	3.5%	(0.2)	\$2,702	\$4.01	3.3%	(0.9)	\$2,689	\$3.99
2026	3,551	3.7%	(0.1)	\$2,616	\$3.88	4.2%	1.3	\$2,603	\$3.86
2025	3,628	3.8%	(0.7)	\$2,511	\$3.72	2.9%	1.3	\$2,499	\$3.70
YTD	3,675	3.8%	(0.6)	\$2,493	\$3.67	2.2%	0.6	\$2,479	\$3.65
2024	4,276	4.5%	(0.6)	\$2,440	\$3.59	1.6%	1.1	\$2,427	\$3.57
2023	4,869	5.1%	(0.6)	\$2,402	\$3.53	0.5%	(1.2)	\$2,389	\$3.51
2022	5,409	5.6%	(0.5)	\$2,389	\$3.51	1.8%	0.1	\$2,373	\$3.49
2021	5,904	6.2%	(1.8)	\$2,348	\$3.45	1.7%	3.3	\$2,332	\$3.43
2020	7,625	8.0%	3.1	\$2,309	\$3.39	-1.6%	(3.4)	\$2,288	\$3.36
2019	4,690	4.9%	0.4	\$2,346	\$3.46	1.8%	(1.2)	\$2,334	\$3.44
2018	4,275	4.5%	0	\$2,306	\$3.40	2.9%	0.7	\$2,291	\$3.38
2017	4,250	4.4%	0	\$2,240	\$3.30	2.2%	(0.8)	\$2,223	\$3.28
2016	4,226	4.4%	(0.3)	\$2,192	\$3.23	3.0%	(3.6)	\$2,175	\$3.21
2015	4,484	4.7%	0.3	\$2,129	\$3.13	6.6%	1.0	\$2,117	\$3.12
2014	4,178	4.4%	(0.2)	\$1,998	\$2.93	5.6%	1.0	\$1,985	\$2.91
2013	4,332	4.5%	(0.1)	\$1,891	\$2.77	4.6%	-	\$1,881	\$2.75

OVERALL SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/Unit	Avg Cap Rate	Price/Unit	Price Index	Cap Rate
2029	-	-	0%	-	-	-	\$634,233	241	4.4%
2028	-	-	0%	-	-	-	\$608,478	232	4.5%
2027	-	-	0%	-	-	-	\$575,458	219	4.6%
2026	-	-	0%	-	-	-	\$544,105	207	4.7%
2025	-	-	-	-	-	-	\$526,035	200	4.6%
YTD	296	\$2.2B	3.3%	\$8,045,983	\$375,628	5.6%	\$520,266	198	4.6%
2024	251	\$2.4B	3.1%	\$10,128,052	\$417,384	5.5%	\$515,045	196	4.5%
2023	182	\$1.7B	2.8%	\$9,305,803	\$320,890	5.2%	\$531,319	202	4.4%
2022	238	\$1.4B	1.8%	\$6,010,860	\$432,738	4.2%	\$610,373	232	3.8%
2021	213	\$1.1B	1.5%	\$5,363,848	\$420,346	4.3%	\$668,486	254	3.4%
2020	172	\$1.4B	1.8%	\$8,343,902	\$451,022	4.1%	\$582,455	222	3.7%
2019	467	\$2.9B	4.3%	\$11,308,320	\$552,349	4.0%	\$601,851	229	3.7%
2018	583	\$2.5B	5.4%	\$7,903,229	\$448,902	3.7%	\$581,616	221	3.7%
2017	611	\$1.5B	3.9%	\$5,087,082	\$369,334	3.6%	\$550,914	210	3.8%
2016	429	\$2.6B	4.7%	\$8,861,519	\$385,746	3.8%	\$523,022	199	3.8%
2015	381	\$2.1B	3.7%	\$7,960,806	\$452,318	3.9%	\$499,425	190	3.8%
2014	485	\$2.6B	6.8%	\$7,459,416	\$294,384	4.2%	\$454,643	173	4.0%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred. The price index is not smoothed.

4 & 5 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/Unit	Avg Cap Rate	Price/Unit	Price Index	Cap Rate
2029	-	-	0%	-	-	-	\$739,999	201	4.5%
2028	-	-	0%	-	-	-	\$703,171	191	4.6%
2027	-	-	0%	-	-	-	\$656,971	179	4.7%
2026	-	-	0%	-	-	-	\$614,597	167	4.8%
2025	-	-	-	-	-	-	\$589,614	160	4.7%
YTD	11	\$800.3M	4.2%	\$80,031,250	\$498,637	4.2%	\$582,372	158	4.7%
2024	9	\$1B	4.4%	\$113,766,159	\$543,469	4.5%	\$605,091	165	4.6%
2023	2	\$41.2M	0.2%	\$20,575,000	\$623,485	6.1%	\$652,803	177	4.3%
2022	1	\$206M	0.7%	\$206,000,000	\$792,308	-	\$756,485	206	3.7%
2021	2	\$146.6M	0.7%	\$73,300,000	\$523,571	3.6%	\$842,451	229	3.3%
2020	4	\$377.3M	2.3%	\$94,330,713	\$461,275	3.9%	\$733,663	199	3.6%
2019	10	\$1.4B	6.5%	\$178,482,500	\$773,070	4.1%	\$799,250	217	3.5%
2018	12	\$345.9M	4.9%	\$49,419,686	\$379,318	3.7%	\$797,417	217	3.4%
2017	5	\$285.3M	2.8%	\$57,066,625	\$359,362	-	\$756,508	206	3.5%
2016	5	\$774.7M	4.6%	\$154,930,000	\$687,966	3.9%	\$719,257	196	3.5%
2015	5	\$368.2M	3.6%	\$92,050,000	\$1,061,095	3.8%	\$689,597	187	3.5%
2014	5	\$1.2B	20.4%	\$232,826,000	\$307,077	5.7%	\$643,556	175	3.6%

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3 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/Unit	Avg Cap Rate	Price/Unit	Price Index	Cap Rate
2029	-	-	0%	-	-	-	\$554,007	244	4.5%
2028	-	-	0%	-	-	-	\$533,537	235	4.5%
2027	-	-	0%	-	-	-	\$506,705	223	4.7%
2026	-	-	0%	-	-	-	\$481,836	212	4.7%
2025	-	-	-	-	-	-	\$467,928	206	4.7%
YTD	81	\$555.6M	3.6%	\$7,508,363	\$308,506	5.9%	\$463,237	204	4.6%
2024	45	\$444.7M	2.1%	\$10,341,035	\$428,799	6.0%	\$466,228	205	4.6%
2023	35	\$1.2B	8.0%	\$34,747,343	\$308,591	5.5%	\$483,426	213	4.4%
2022	34	\$384.9M	1.8%	\$11,321,514	\$424,401	4.4%	\$557,295	245	3.8%
2021	35	\$219.1M	1.2%	\$6,258,614	\$375,088	4.2%	\$618,023	272	3.4%
2020	39	\$413.4M	1.9%	\$10,600,942	\$445,034	3.8%	\$545,499	240	3.6%
2019	82	\$520.8M	3.3%	\$9,859,517	\$417,331	4.0%	\$551,161	242	3.6%
2018	109	\$886M	6.3%	\$11,358,467	\$456,210	3.9%	\$525,142	231	3.7%
2017	105	\$411.1M	3.1%	\$5,789,510	\$353,444	3.6%	\$496,943	219	3.8%
2016	68	\$506.6M	2.9%	\$9,211,311	\$398,601	3.7%	\$471,435	207	3.8%
2015	69	\$938.5M	4.6%	\$15,385,019	\$484,005	3.8%	\$445,749	196	3.8%
2014	80	\$434.9M	6.1%	\$6,039,802	\$258,695	4.0%	\$397,820	175	4.0%

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(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred. The price index is not smoothed.

1 & 2 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/Unit	Avg Cap Rate	Price/Unit	Price Index	Cap Rate
2029	-	-	0%	-	-	-	\$626,725	271	4.3%
2028	-	-	0%	-	-	-	\$603,410	260	4.4%
2027	-	-	0%	-	-	-	\$573,348	247	4.5%
2026	-	-	0%	-	-	-	\$543,773	235	4.6%
2025	-	-	-	-	-	-	\$526,768	227	4.5%
YTD	204	\$808.4M	2.6%	\$4,369,936	\$343,140	5.6%	\$521,126	225	4.5%
2024	197	\$972.3M	3.1%	\$5,144,448	\$332,183	5.5%	\$498,307	215	4.5%
2023	145	\$436.3M	1.3%	\$3,009,305	\$343,312	5.1%	\$499,195	215	4.4%
2022	203	\$838.4M	2.2%	\$4,136,223	\$392,511	4.2%	\$569,334	246	3.8%
2021	176	\$776.8M	1.9%	\$4,413,910	\$419,012	4.3%	\$612,862	265	3.4%
2020	129	\$627.7M	1.5%	\$4,942,549	\$449,001	4.1%	\$530,440	229	3.7%
2019	375	\$944.5M	4.0%	\$4,843,670	\$440,745	4.0%	\$535,246	231	3.8%
2018	462	\$1.3B	5.0%	\$5,488,903	\$466,969	3.7%	\$509,363	220	3.8%
2017	501	\$809.4M	4.6%	\$3,679,036	\$381,787	3.6%	\$482,168	208	3.9%
2016	356	\$1.3B	5.6%	\$5,602,471	\$302,126	3.8%	\$457,444	197	3.9%
2015	307	\$763.1M	3.2%	\$3,913,453	\$333,242	3.9%	\$437,830	189	3.9%
2014	400	\$996.9M	4.6%	\$3,678,528	\$297,932	4.2%	\$395,315	171	4.1%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred. The price index is not smoothed.

DELIVERIES & UNDER CONSTRUCTION

Year	Inventory			Deliveries		Net Deliveries		Under Construction	
	Bldgs	Units	Vacancy	Bldgs	Units	Bldgs	Units	Bldgs	Units
2029	-	192,960	4.0%	-	346	-	335	-	-
2028	-	192,625	3.9%	-	425	-	414	-	-
2027	-	192,211	4.1%	-	913	-	904	-	-
2026	-	191,307	4.3%	-	810	-	801	-	-
2025	-	190,506	4.4%	-	1,736	-	1,736	-	-
YTD	9,911	190,195	4.4%	8	1,425	8	1,425	10	2,014
2024	9,903	188,770	5.5%	10	2,792	10	2,792	14	2,743
2023	9,893	185,978	6.3%	6	1,122	6	1,122	17	4,921
2022	9,887	184,856	6.8%	16	2,025	16	2,025	16	4,087
2021	9,871	182,831	7.7%	25	2,745	25	2,745	22	3,389
2020	9,846	180,086	10.6%	22	2,874	21	2,855	39	4,993
2019	9,825	177,231	5.8%	18	2,059	18	2,059	46	6,724
2018	9,807	175,172	5.1%	14	2,492	12	2,453	41	5,479
2017	9,795	172,718	5.4%	23	3,820	19	3,782	30	4,781
2016	9,776	168,936	5.1%	19	3,483	15	3,437	30	5,654
2015	9,761	165,499	5.1%	17	2,499	16	2,492	38	8,298
2014	9,745	163,007	4.8%	17	2,657	17	2,657	32	6,452
2013	9,728	160,350	4.9%	19	2,733	16	2,693	29	5,608