



## Multi-Family Submarket Report

# Southeast Los Angeles

Los Angeles Market

PREPARED BY



Jared Levine

Senior Vice President, Multifamily Investments



**MULTI-FAMILY SUBMARKET REPORT**

Submarket Key Statistics	<b>2</b>
Vacancy	<b>3</b>
Rent	<b>5</b>
Construction	<b>7</b>
Sales	<b>10</b>
Sales Past 12 Months	<b>11</b>
Supply & Demand Trends	<b>13</b>
Vacancy & Rent	<b>15</b>
Sale Trends	<b>17</b>
Deliveries & Under Construction	<b>19</b>

# Overview

## Southeast Los Angeles Multi-Family

12 Mo. Delivered Units

**155**

12 Mo. Absorption Units

**(1)**

Vacancy Rate

**3.1%**

12 Mo. Asking Rent Growth

**3.6%**

Southeast LA is a densely populated area, primarily composed of single-family housing and industrial product. Apartment fundamentals are tight, and it's been more than two decades since any major market-rate housing development was constructed. However, the submarket sits next to red-hot Downtown LA, and evidence suggests that Downtown's momentum is beginning to have an impact here. A few small communities are under construction in Watts and Whittier, and there are plans to convert a former Sears industrial building in Boyle Heights to modern mixed-use district with more than 1,000 apartment units.

Low vacancies have translated into healthy rent growth in recent quarters, and rents continue to grow faster than the metro average, although rent levels remain among the metro's lowest. Apartments here are generally smaller, older, and less luxurious than in other parts of LA. The combination of low vacancies, healthy rent growth, below-average prices, and proximity to Downtown has attracted investors priced out of other parts of town. Southeast LA has ranked near the top of the metro in both number of units traded and total transactions for several consecutive years, and average per unit pricing has jumped nearly 65% since 2012.

### KEY INDICATORS

Current Quarter	Units	Vacancy Rate	Asking Rent	Effective Rent	Absorption Units	Delivered Units	Under Constr Units
4 & 5 Star	422	17.7%	\$2,030	\$2,011	10	76	135
3 Star	8,219	4.9%	\$1,604	\$1,590	(10)	0	50
1 & 2 Star	45,179	2.6%	\$1,314	\$1,305	(152)	0	0
<b>Submarket</b>	<b>53,820</b>	<b>3.1%</b>	<b>\$1,378</b>	<b>\$1,367</b>	<b>(152)</b>	<b>76</b>	<b>185</b>

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	0.3%	3.5%	3.1%	4.6%	2009 Q3	2.2%	2000 Q4
Absorption Units	(1)	(19)	23	434	2016 Q1	(557)	2001 Q4
Delivered Units	155	36	93	150	2016 Q1	0	2017 Q4
Demolished Units	0	50	8	370	2012 Q2	0	2018 Q4
Asking Rent Growth (YOY)	3.6%	2.6%	1.5%	6.6%	2016 Q4	-5.8%	2009 Q4
Effective Rent Growth (YOY)	3.5%	2.6%	1.4%	6.7%	2016 Q4	-5.9%	2009 Q4
Sales Volume	\$490 M	\$250.8M	N/A	\$447.9M	2018 Q4	\$61.8M	2010 Q4

Vacancy rates in Southeast LA have declined for most of the post-recessionary period. They currently stand at about 3.1%. In stark contrast to what has occurred in some of the ritzier submarkets to the northwest, pent-up demand during the recovery and declining vacancy rates did not translate into new development for much of the cycle. The Miro Apartments, a 4 Star, 150-unit complex in Santa Fe Springs, was the first major new market-rate development built in Southeast LA since the recession. It opened in mid-2015 and was fully leased by 16Q1, an indication of appetite for modern apartments in Southeast LA.

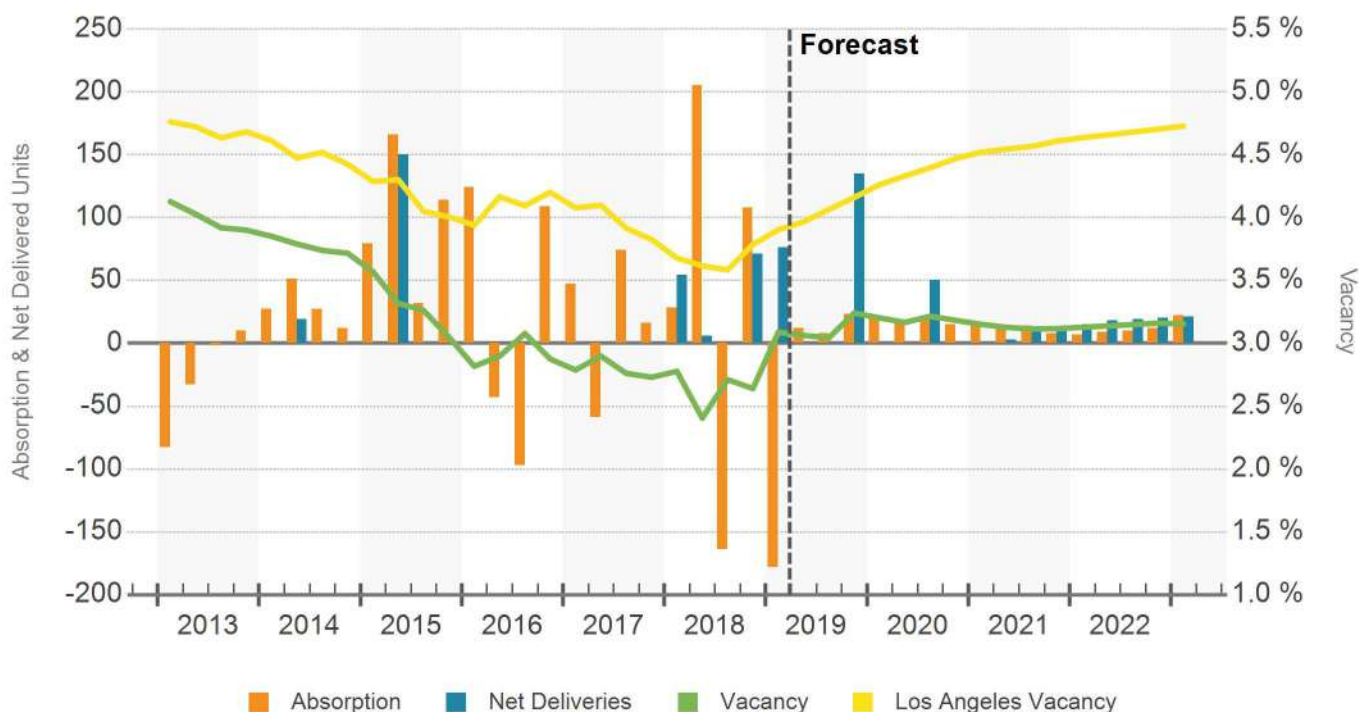
Demographic realities make the Southeast LA Submarket unappealing for some owners and investors. It is one of the poorer submarkets in Los Angeles, with a median household income of approximately \$57,000, compared to an average of about \$65,000 in the greater metro area. Only about 15% of the population has earned a bachelor's degree or more, a figure that's closer to 32% in the wider metro. There is a large renter pool, as over half the households rent instead of owning their homes, but economic realities will continue to push renters towards older, lower-quality, less-expensive housing options.

There are some bright spots in Southeast LA. The area

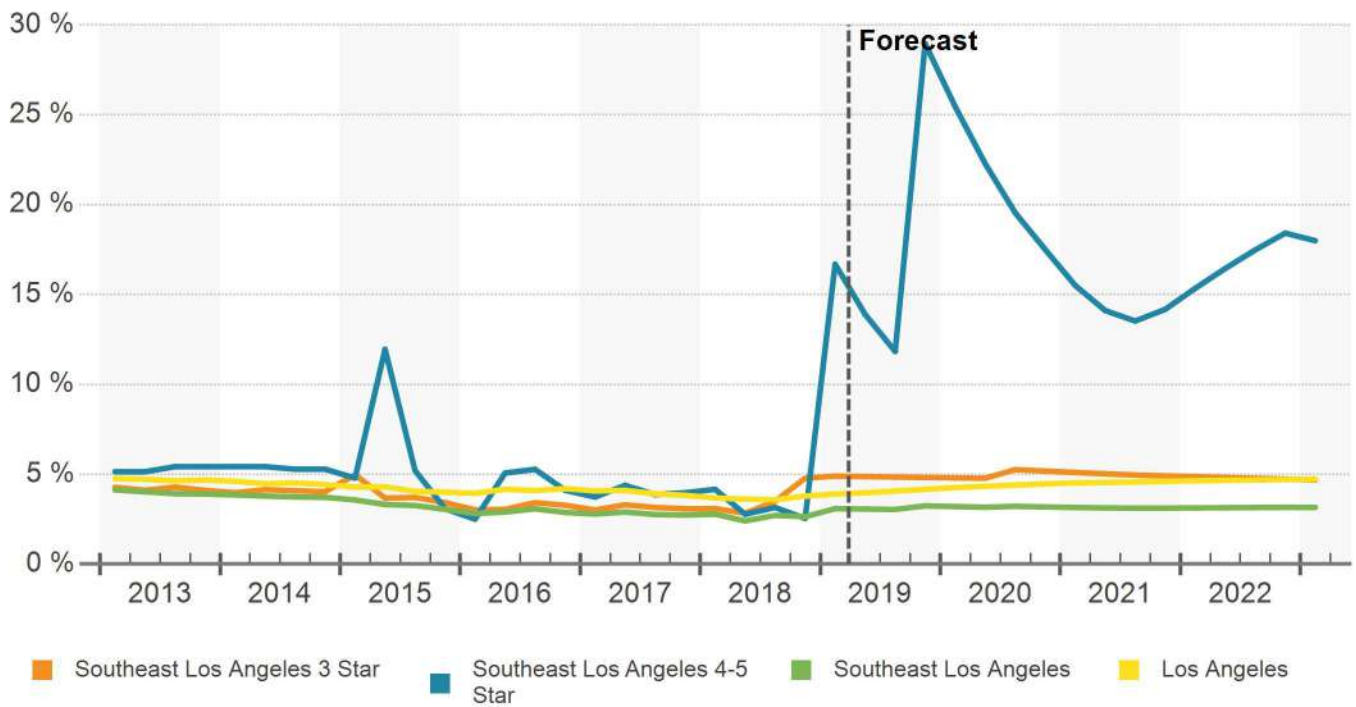
lies on the doorstep of Downtown LA and is sometimes known as the Gateway Cities, with easy access provided by the I-5 and I-710 that run through the heart of the submarket. Packaging and distribution companies are strongly represented among local employers. Low property values and the proximity to employment and cultural centers may eventually attract the attention of developers and wealthier households, but at this point only Boyle Heights is seeing evidence of the gentrification going on in neighboring Downtown.

The submarket contains several prominent industrial hubs, which contribute jobs and revenue to the local economy. Commerce bills itself the "No Tax City," as it imposes no utility users tax, payroll tax, or gross receipts tax. BNSF operates an intermodal facility here as well as the Hobart Rail Yard nearby. Besides national logistics and distribution firms, nearby Santa Fe Springs has a cluster of manufacturing firms specializing in automotive and aerospace components. The official seal of the city of Vernon prominently displays the phrase "Exclusively Industrial." Its location is a major strength—because this submarket is near downtown LA's historic manufacturing core, businesses here can draw on a wide workforce. It also contains the Hobart Rail Yard intermodal facility, one of the busiest in the country, and a portion of the Alameda Rail Corridor.

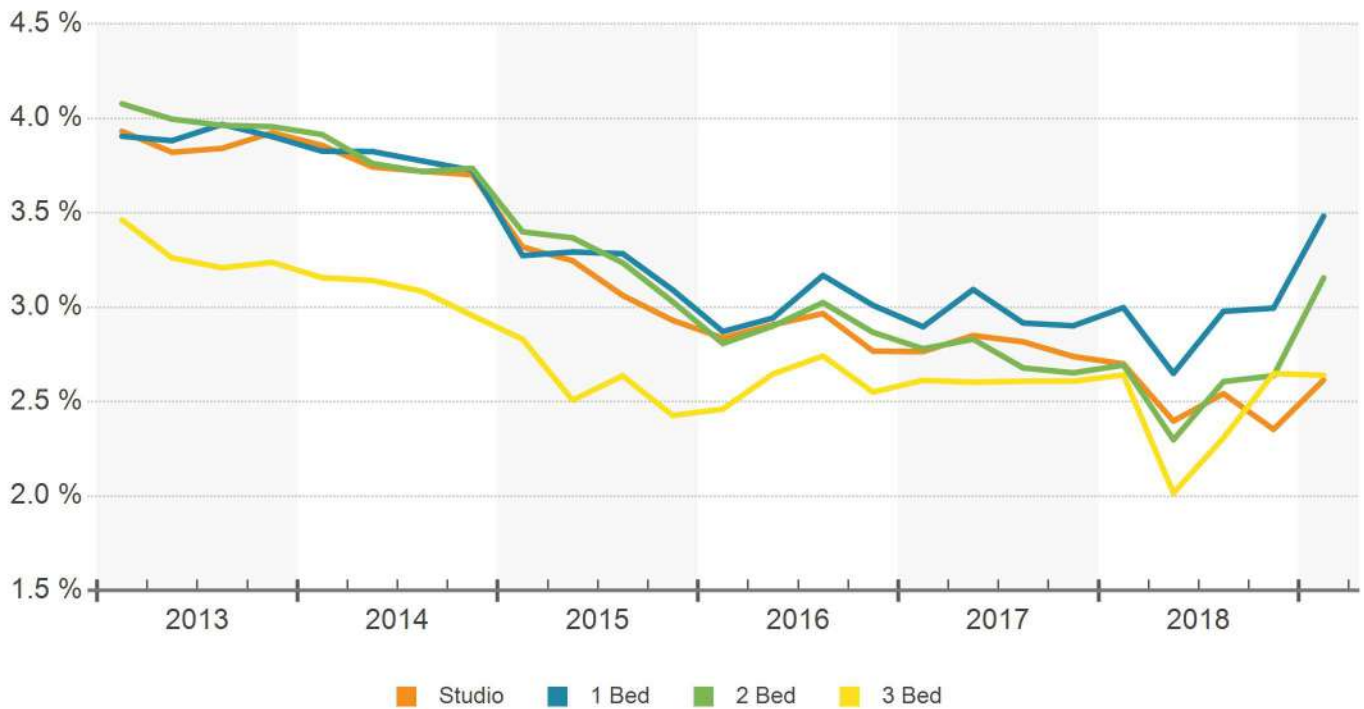
### ABSORPTION, NET DELIVERIES & VACANCY



### VACANCY RATE



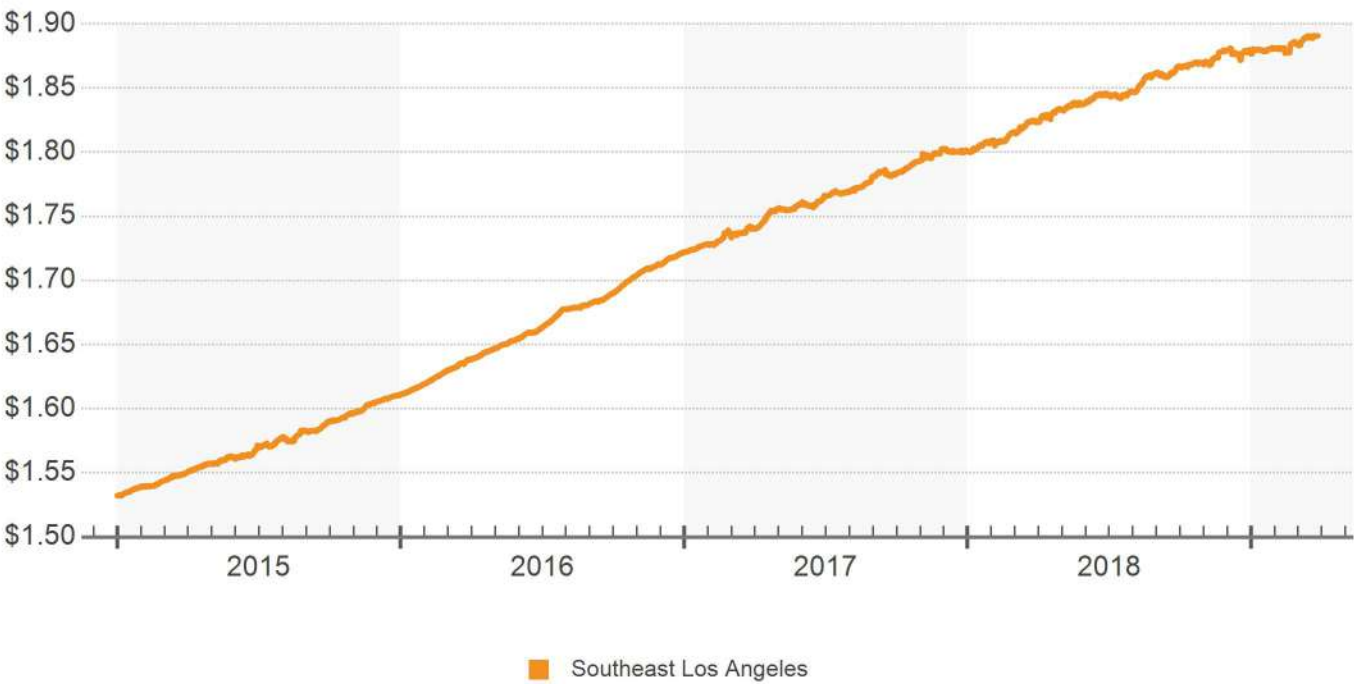
### VACANCY BY BEDROOM



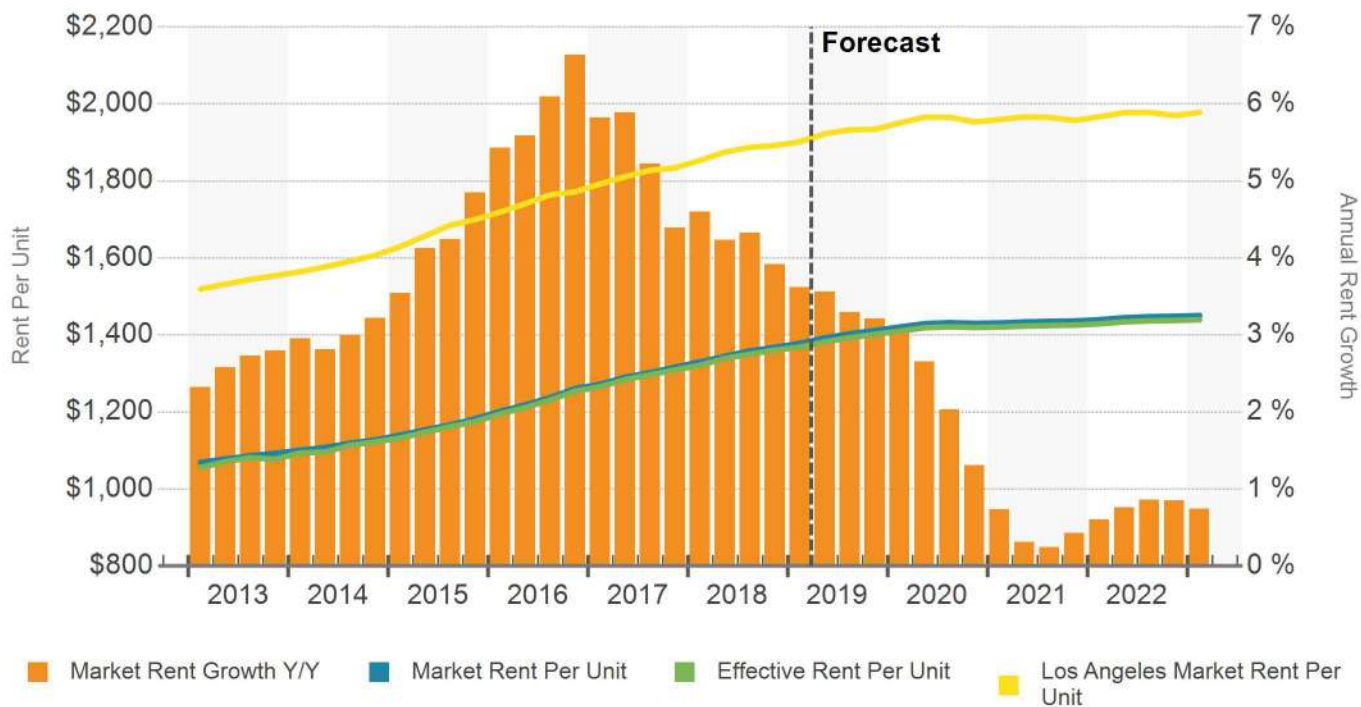
Rents in Southeast LA, at around \$1,380 /unit, are among the lowest in all of Los Angeles. Rent growth has traditionally trailed the larger metro, as the subpar quality of inventory suppresses the gains that might be expected in a submarket with record-low vacancies. Since 2016 though, rents have grown at a faster pace than the metro's, mirroring a wider LA trend where submarkets with the lowest rent levels are enjoying some of the

strongest rent growth. With the lion's share of new development in LA targeting the top of the market, competition for more-affordable, lower-quality units is increasing. This is allowing landlords to push rents even in older, less-amenitized product, and driving above-average growth in previously overlooked parts of LA.

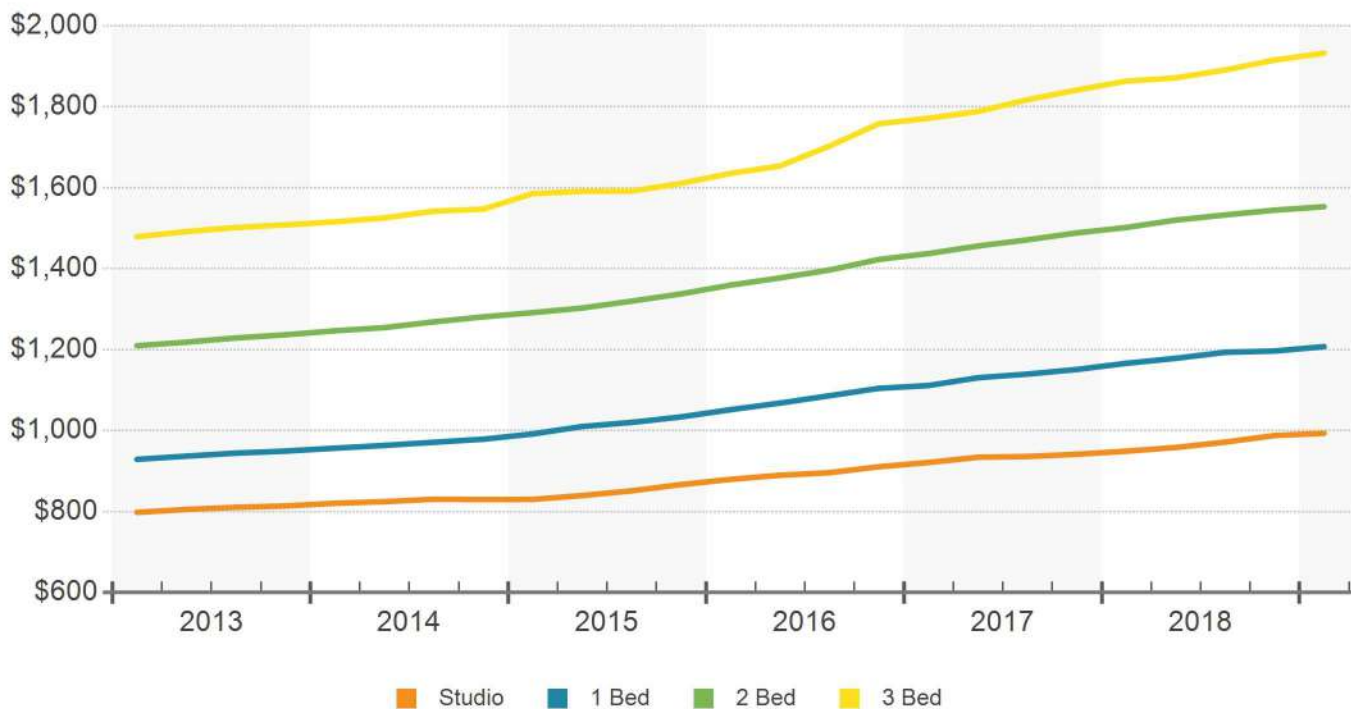
DAILY ASKING RENT PER SF



### MARKET RENT PER UNIT & RENT GROWTH



### MARKET RENT PER UNIT BY BEDROOM



Southeast LA has about 50,000 units—more than 80% of which are in 1 & 2 Star properties. There's an abundance of small complexes of fewer than 20 units. Higher-end 4 & 5 Star properties are virtually nonexistent. Deliveries are few and far between, so almost all inventory is more than 20 years old. Construction is largely confined to garden-style and low-rise complexes, with only a scattering of market-rate mid-rise developments.

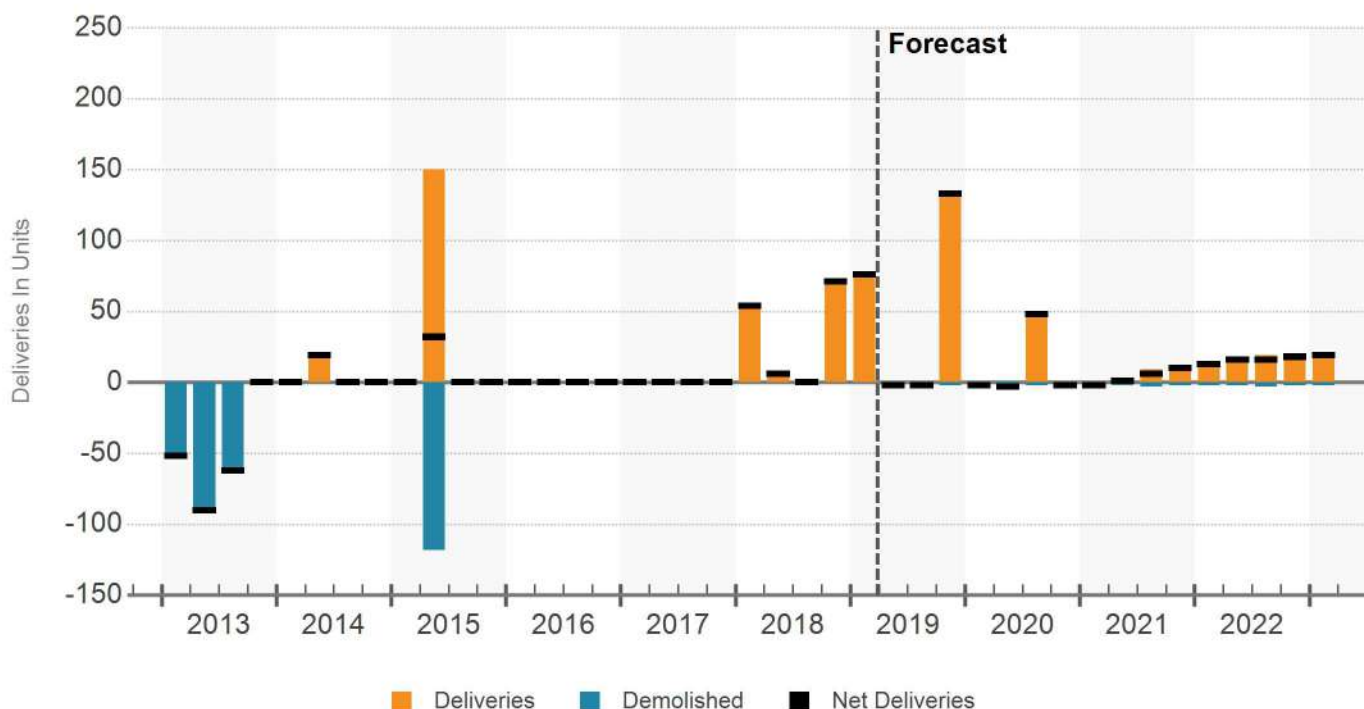
Southeast LA has traditionally been a dead zone for new market-rate construction, averaging fewer than 40 new units annually. The redevelopment of the Sears Tower in Boyle Heights into a mixed-use project featuring more than 1,000 units will help gauge renter appetite for the traditionally overlooked submarket, although that project is years from completion.

In addition to the Sears Tower redevelopment, several additional mega-projects with the potential to significantly reshape the area are working their way through the pipeline. The LA planning commission recently approved a proposal for a large multi-block development just south of the 10 Freeway in the Greater Inglewood Submarket, where it borders Downtown and

Southeast LA. Known as "The Reef," the project would add more than 1 million SF of new construction, including more than 1,000 residential units, a hotel, a grocery store, and several public gathering areas. If it moves forward successfully, it could spur further new development in this previously overlooked portion of the metro. A massive mixed-use redevelopment dubbed New Wyvernwood that would add more than 1,000 units is proposed in the gentrifying Boyle Heights neighborhood, but that proposal has languished for several years and its future is unclear. It stands to reason that the building boom in Downtown will also buoy nearby areas of Southeast LA, but it remains to be seen whether developers are willing to make substantial investment in the area.

It should be noted that multiple new housing projects have been completed in Southeast LA in recent years, but as they are designated for low-income, affordable, or senior housing, they would not be included in CoStar's market statistics. The Metropolitan Transit Authority has proposed a number of mixed-use projects centered around the Gold Line metro stations, but these are expected to be rent-controlled as well.

### DELIVERIES & DEMOLITIONS



All-Time Annual Avg. Units

12

Delivered Units Past 4 Qtrs

154

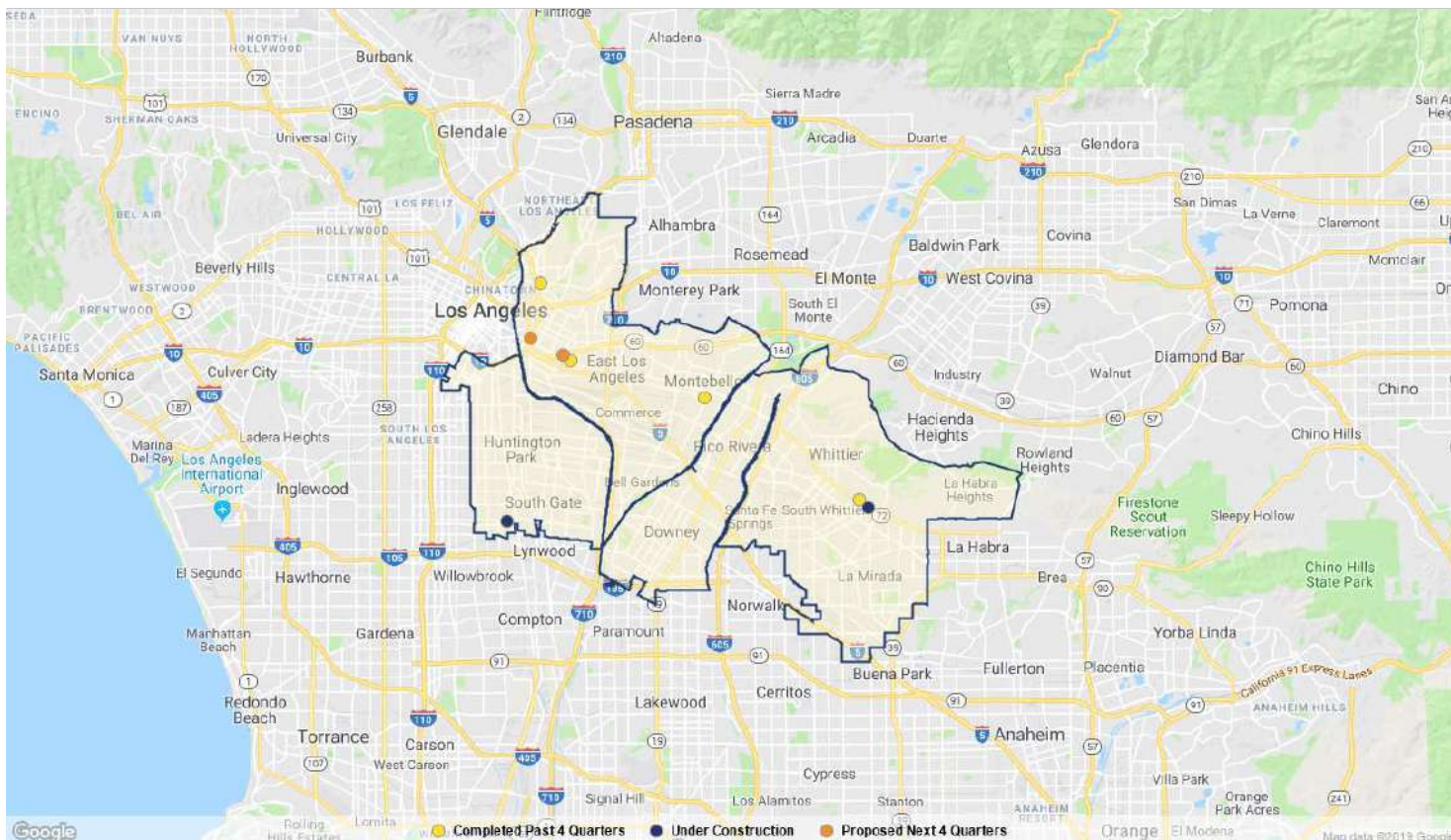
Delivered Units Next 4 Qtrs

185

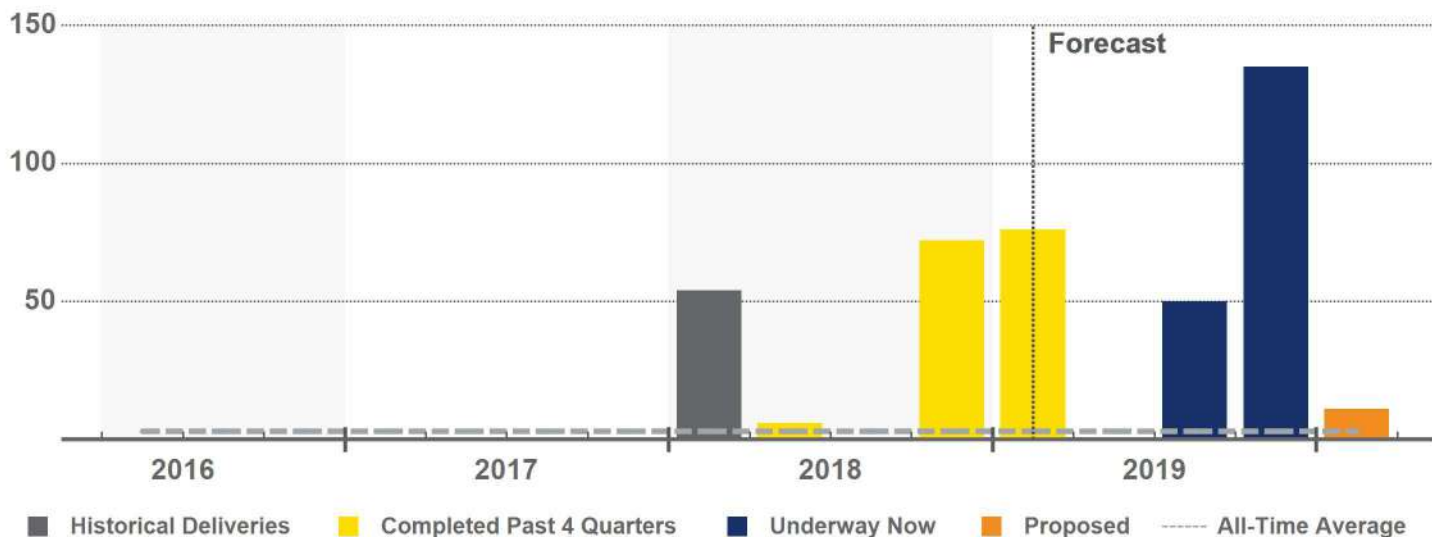
Proposed Units Next 4 Qtrs

11

### PAST 4 QUARTERS DELIVERIES, UNDER CONSTRUCTION, & PROPOSED



### PAST & FUTURE DELIVERIES IN UNITS



### RECENT DELIVERIES

Property Name/Address	Rating	Units	Stories	Start	Complete	Developer/Owner
1 <a href="#">Catalina Luxury Apartme...</a> 14339 Whittier Blvd	★ ★ ★ ★ ★	76	3	Dec-2015	Mar-2019	Excel Property Management Svc... Charles Company
2 <a href="#">Montebello Collection A...</a> 303-311 Mission Rd	★ ★ ★ ★ ★	44	2	Jun-2018	Dec-2018	Lewis Management Corp. -
3 <a href="#">1836 Sichel St</a>	★ ★ ★ ★ ★	27	-	Jan-2018	Oct-2018	- -
4 <a href="#">3638 Percy St</a>	★ ★ ★ ★ ★	6	2	Apr-2017	Apr-2018	- Zhuguang Jin
5 <a href="#">Cielito Lindo</a> 2407-2421 E 1st St	★ ★ ★ ★ ★	49	6	May-2016	Jan-2018	East LA Community Corporation East LA Community Corporation
6 <a href="#">937 S Soto St</a>	★ ★ ★ ★ ★	5	2	Mar-2017	Jan-2018	- 937 Soto Llc

### UNDER CONSTRUCTION

Property Name/Address	Rating	Units	Stories	Start	Complete	Developer/Owner
1 <a href="#">Jordan Downs - Phase IB</a> 2060-2390 E Century Blvd	★ ★ ★ ★ ★	135	3	Nov-2018	Nov-2019	The Michaels Organization Housing Authority of the City of L...
2 <a href="#">Park Place</a> 14640-14660 Whittier Blvd	★ ★ ★ ★ ★	50	3	Sep-2017	Jul-2019	- Danny Rojani

### PROPOSED

Property Name/Address	Rating	Units	Stories	Start	Complete	Developer/Owner
1 <a href="#">3429 Percy St</a>	★ ★ ★ ★ ★	6	2	Mar-2019	Feb-2020	- Percy 1 Llc
2 <a href="#">731-733 S Boyle Ave</a>	★ ★ ★ ★ ★	5	3	May-2019	Mar-2020	Toledo Capital Development, LLC Toledo Capital Development, LLC

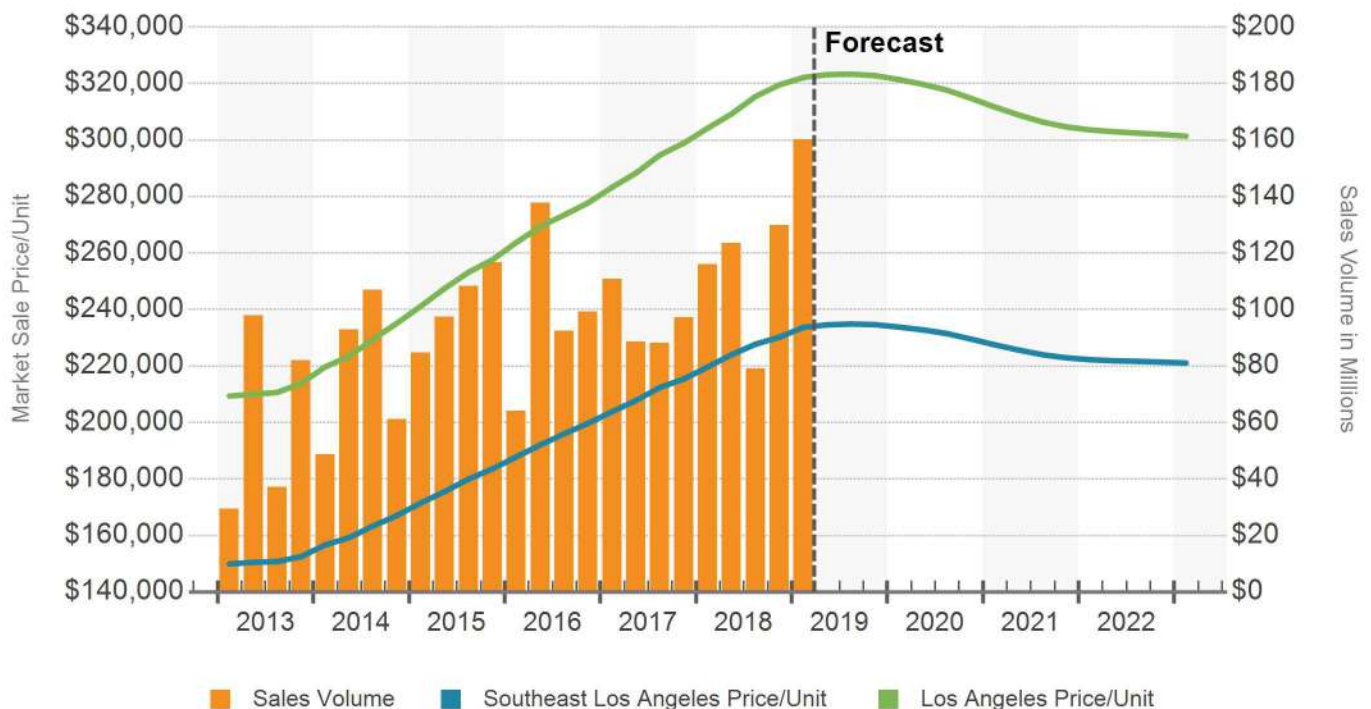
Demographics and low-quality inventory have historically depressed prices in Southeast LA. Things have picked up this cycle, however, and median prices have grown by over 65% since 2012. Small-scale investors priced out of LA's premier submarkets are scouring Southeast LA for opportunities, and the submarket continues to rank near the top of the metro for both number of transactions and units traded. The combination of low property values and proximity to the booming Downtown area has helped drive investment.

A lack of institutional-grade inventory means that most deals involve private buyers trading smaller complexes. One of the most notable trades of 2018 occurred in November, when a private buyer acquired the ground lease to the 3-Star 138-unit Citrus Court Apartments for \$27.5 million (\$200,000/unit). The asset was fully leased

at the time of sale and traded at a 4% cap rate. The complex had traded less than four years earlier for \$13.4 million (\$97,000/unit).

This cycle's largest trade was the Praedium Group's acquisition of the 150-unit, 4 Star Miro Apartments in Santa Fe Springs, completed in mid-2015. The Miro Apartments was the first market-rate multifamily delivery with more than 50 units in Southeast LA in at least a decade, and Santa Fe Springs' first new project in 40 years. Developer Fairfield Residential stabilized it within a year of completion, then sold the complex to Praedium in April 2016 for \$47 million (about \$314,000/unit). In a press release, the buyer cited the lack of new development and the submarket's dense concentration of industrial employers as motivating factors.

### SALES VOLUME & MARKET SALE PRICE PER UNIT



# Sales Past 12 Months

## Southeast Los Angeles Multi-Family

Sale Comparables

**328**

Avg. Price/Unit (thous.)

**\$205**

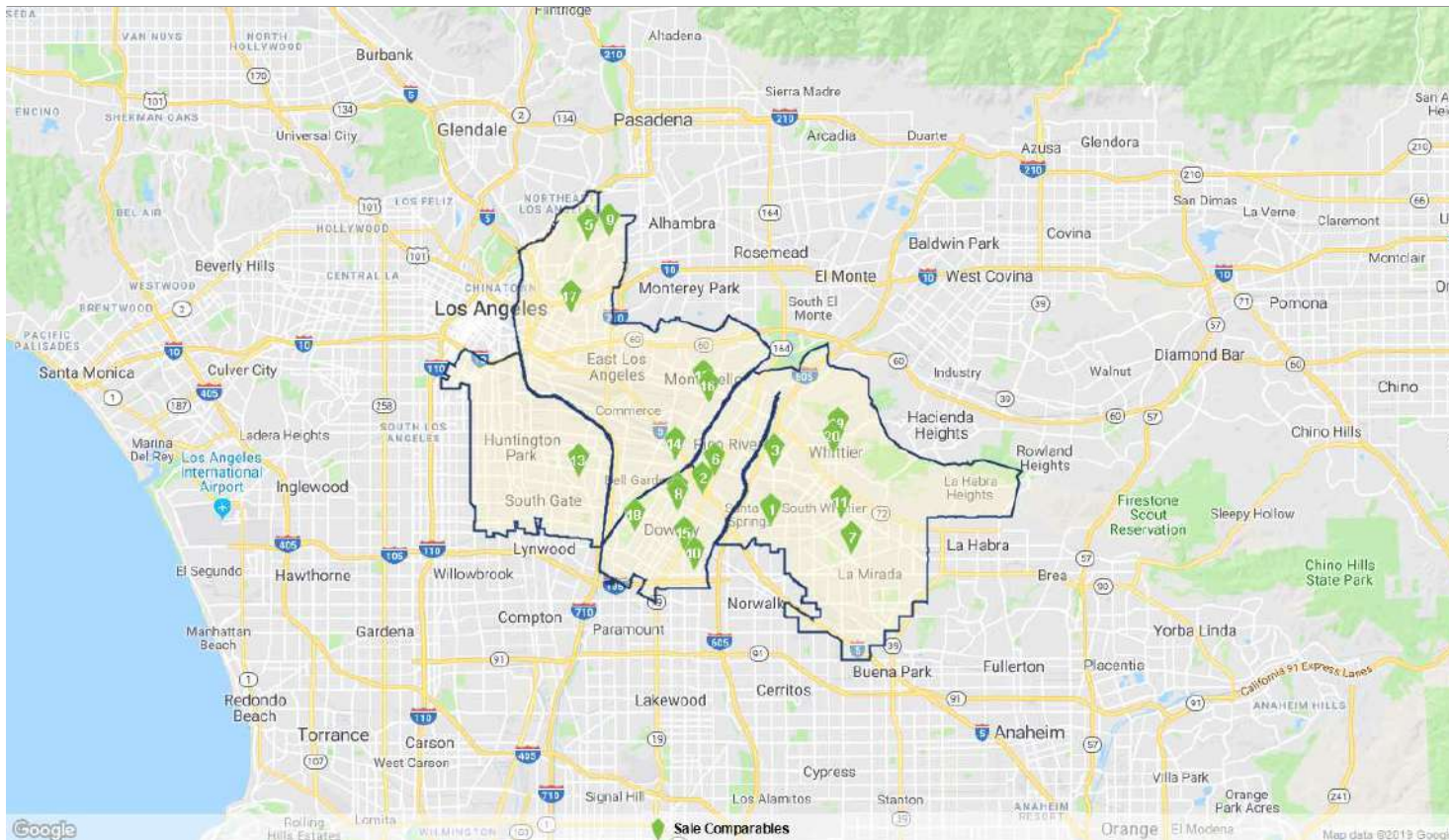
Average Price (mil.)

**\$2.6**

Average Vacancy at Sale

**2.7%**

### SALE COMPARABLE LOCATIONS



### SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$150,000	\$2,630,480	\$1,442,000	\$56,764,500
Price Per Unit	\$8,428	\$205,140	\$183,333	\$633,472
Cap Rate	1.3%	4.5%	4.4%	9.2%
Vacancy Rate at Sale	0%	2.7%	0%	33.3%
Time Since Sale in Months	0.2	6.4	6.7	12.0
Property Attributes	Low	Average	Median	High
Property Size in Units	4	11	8	150
Number of Floors	1	1	2	3
Average Unit SF	0	730	727	1,520
Year Built	1895	1950	1956	2018
Star Rating	★ ★ ★ ★ ★	★ ★ ★ ★ ★ 2.1	★ ★ ★ ★ ★	★ ★ ★ ★ ★

# Sales Past 12 Months

## Southeast Los Angeles 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	Miro Apartments 12257 Heritage Springs Dr	★★★★★	2015	150	3.3%	2/28/2019	\$56,764,500	\$378,430	\$495
2	Parc@5 Apartments 9140 Brookshire Ave	★★★★★	1964	104	3.9%	4/30/2018	\$37,500,000	\$360,576	\$306
3	Citrus Court Apartments 8121 Broadway Ave	★★★★★	1967	138	5.8%	11/8/2018	\$27,500,000	\$199,275	\$240
4	Eden Roc 10237 Western Ave	★★★★★	1960	36	2.8%	1/23/2019	\$22,805,000	\$633,472	\$330
5	El Sereno Apartments 4601-4689 Grey Dr	★★★★★	1964	98	2.0%	1/24/2019	\$18,600,000	\$189,795	\$260
6	The Island Apartments 8222 Rosemead Blvd	★★★★★	1957	78	2.6%	7/26/2018	\$12,550,000	\$160,897	\$331
7	Colima Villa Apartments 11442 Colima Rd	★★★★★	1965	45	0%	1/30/2019	\$11,500,000	\$255,555	\$295
8	The Brentwood 10429 La Reina Ave	★★★★★	1960	41	2.4%	3/14/2019	\$10,000,000	\$243,902	\$335
9	Casa Portola 5112 Oakland St	★★★★★	1987	36	2.8%	6/29/2018	\$7,325,000	\$203,472	\$276
10	Saturn Apartments 12417 Benedict Ave	★★★★★	1963	28	7.1%	11/28/2018	\$7,150,000	\$255,357	\$311
11	Kona Palms Apartments 14119 Mulberry Dr	★★★★★	1959	37	5.4%	12/28/2018	\$6,200,000	\$167,567	\$246
12	Taylor View Apartments 1119 W Los Angeles Ave	★★★★★	1977	20	5.0%	7/27/2018	\$4,920,000	\$246,000	\$287
13	4436 Clara St	★★★★★	1963	22	4.6%	1/24/2019	\$4,675,000	\$212,500	\$272
14	7119-7125 E Gage Ave	★★★★★	1965	40	2.5%	8/10/2018	\$4,500,000	\$112,500	\$251
15	Chateau Du Roi Apartments 11724 Bellflower Blvd	★★★★★	1972	17	0%	1/15/2019	\$4,060,000	\$238,823	\$250
16	552 S Montebello Blvd	★★★★★	1957	18	5.6%	9/28/2018	\$4,000,000	\$222,222	\$270
17	3118 Wabash Ave	★★★★★	1966	24	4.2%	11/2/2018	\$4,000,000	\$166,666	\$220
18	La Paz Apartments 11990 Old River School Rd	★★★★★	1968	14	3.6%	9/4/2018	\$3,925,000	\$280,357	\$282
19	13456 Camilla St	★★★★★	1963	12	33.3%	8/24/2018	\$3,900,000	\$325,000	\$322
20	7052 Friends Ave	★★★★★	1968	14	0%	10/19/2018	\$3,850,000	\$275,000	\$315

## OVERALL SUPPLY &amp; DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2023	54,144	77	0.1%	61	0.1%	1.3
2022	54,067	63	0.1%	37	0.1%	1.7
2021	54,004	15	0%	50	0.1%	0.3
2020	53,989	41	0.1%	71	0.1%	0.6
2019	53,948	204	0.4%	(135)	-0.3%	-
YTD	53,820	76	0.1%	(152)	-0.3%	-
2018	53,744	131	0.2%	177	0.3%	0.7
2017	53,613	0	0%	78	0.1%	0
2016	53,613	0	0%	92	0.2%	0
2015	53,613	32	0.1%	390	0.7%	0.1
2014	53,581	19	0%	117	0.2%	0.2
2013	53,562	(204)	-0.4%	(105)	-0.2%	1.9
2012	53,766	(263)	-0.5%	(78)	-0.1%	3.4
2011	54,029	(98)	-0.2%	(192)	-0.4%	0.5
2010	54,127	(140)	-0.3%	68	0.1%	-
2009	54,267	101	0.2%	(168)	-0.3%	-
2008	54,166	12	0%	(411)	-0.8%	0
2007	54,154	68	0.1%	0	0%	-

## 4 &amp; 5 STAR SUPPLY &amp; DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2023	739	86	13.2%	59	8.0%	1.5
2022	653	72	12.4%	34	5.2%	2.1
2021	581	24	4.3%	40	6.9%	0.6
2020	557	0	0%	64	11.5%	0
2019	557	211	61.0%	49	8.8%	4.3
YTD	422	76	22.0%	10	2.4%	7.6
2018	346	54	18.5%	57	16.5%	0.9
2017	292	0	0%	1	0.3%	0
2016	292	0	0%	(4)	-1.4%	0
2015	292	150	105.6%	149	51.0%	1.0
2014	142	0	0%	0	0%	-
2013	142	0	0%	0	0%	-
2012	142	0	0%	0	0%	-
2011	142	0	0%	0	0%	-
2010	142	0	0%	0	0%	-
2009	142	80	129.0%	76	53.5%	1.1
2008	62	0	0%	0	0%	-
2007	62	0	0%	0	0%	-

### 3 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2023	8,269	0	0%	14	0.2%	0
2022	8,269	0	0%	15	0.2%	0
2021	8,269	0	0%	22	0.3%	0
2020	8,269	50	0.6%	19	0.2%	2.6
2019	8,219	0	0%	(4)	0%	0
YTD	8,219	0	0%	(10)	-0.1%	0
2018	8,219	77	0.9%	(65)	-0.8%	-
2017	8,142	0	0%	16	0.2%	0
2016	8,142	0	0%	12	0.1%	0
2015	8,142	(118)	-1.4%	(65)	-0.8%	1.8
2014	8,260	0	0%	7	0.1%	0
2013	8,260	(14)	-0.2%	17	0.2%	-
2012	8,274	0	0%	1	0%	0
2011	8,274	9	0.1%	14	0.2%	0.6
2010	8,265	0	0%	12	0.1%	0
2009	8,265	21	0.3%	(17)	-0.2%	-
2008	8,244	12	0.1%	(58)	-0.7%	-
2007	8,232	68	0.8%	72	0.9%	0.9

### 1 & 2 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2023	45,136	(9)	0%	(12)	0%	0.8
2022	45,145	(9)	0%	(12)	0%	0.8
2021	45,154	(9)	0%	(12)	0%	0.8
2020	45,163	(9)	0%	(12)	0%	0.8
2019	45,172	(7)	0%	(180)	-0.4%	0
YTD	45,179	0	0%	(152)	-0.3%	0
2018	45,179	0	0%	185	0.4%	0
2017	45,179	0	0%	61	0.1%	0
2016	45,179	0	0%	84	0.2%	0
2015	45,179	0	0%	306	0.7%	0
2014	45,179	19	0%	110	0.2%	0.2
2013	45,160	(190)	-0.4%	(122)	-0.3%	1.6
2012	45,350	(263)	-0.6%	(79)	-0.2%	3.3
2011	45,613	(107)	-0.2%	(206)	-0.5%	0.5
2010	45,720	(140)	-0.3%	56	0.1%	-
2009	45,860	0	0%	(227)	-0.5%	0
2008	45,860	0	0%	(353)	-0.8%	0
2007	45,860	0	0%	(72)	-0.2%	0

## OVERALL VACANCY &amp; RENT

Year	Vacancy			Market Rent				Effective Rent	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Per Unit	Per SF
2023	1,723	3.2%	0	\$1,453	\$2.01	0.3%	(0.5)	\$1,442	\$1.99
2022	1,709	3.2%	0	\$1,449	\$2.00	0.8%	0.4	\$1,438	\$1.99
2021	1,683	3.1%	(0.1)	\$1,436	\$1.99	0.4%	(0.9)	\$1,426	\$1.97
2020	1,718	3.2%	(0.1)	\$1,430	\$1.98	1.3%	(1.9)	\$1,420	\$1.96
2019	1,748	3.2%	0.6	\$1,412	\$1.95	3.2%	(0.7)	\$1,401	\$1.93
YTD	1,646	3.1%	0.4	\$1,378	\$1.89	0.7%	(3.2)	\$1,367	\$1.88
2018	1,419	2.6%	(0.1)	\$1,368	\$1.88	3.9%	(0.5)	\$1,361	\$1.87
2017	1,464	2.7%	(0.1)	\$1,316	\$1.80	4.4%	(2.2)	\$1,309	\$1.79
2016	1,541	2.9%	(0.2)	\$1,261	\$1.73	6.6%	1.8	\$1,254	\$1.72
2015	1,634	3.0%	(0.7)	\$1,183	\$1.61	4.8%	1.6	\$1,175	\$1.60
2014	1,991	3.7%	(0.2)	\$1,128	\$1.53	3.2%	0.4	\$1,122	\$1.52
2013	2,089	3.9%	(0.2)	\$1,093	\$1.48	2.8%	0.5	\$1,078	\$1.46
2012	2,186	4.1%	(0.3)	\$1,063	\$1.44	2.3%	1.5	\$1,056	\$1.43
2011	2,371	4.4%	0.2	\$1,039	\$1.41	0.8%	1.6	\$1,034	\$1.40
2010	2,277	4.2%	(0.4)	\$1,032	\$1.39	-0.8%	5.0	\$1,026	\$1.39
2009	2,486	4.6%	0.5	\$1,040	\$1.41	-5.8%	(6.7)	\$1,034	\$1.40
2008	2,215	4.1%	0.8	\$1,104	\$1.50	0.9%	(3.8)	\$1,098	\$1.49
2007	1,792	3.3%	0.1	\$1,094	\$1.49	4.7%	-	\$1,089	\$1.48

## 4 &amp; 5 STAR VACANCY &amp; RENT

Year	Vacancy			Market Rent				Effective Rent	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Per Unit	Per SF
2023	147	19.9%	1.5	\$2,041	\$2.12	-0.7%	(0.7)	\$2,021	\$2.10
2022	120	18.4%	4.2	\$2,056	\$2.13	-0.1%	0.3	\$2,036	\$2.11
2021	82	14.2%	(3.3)	\$2,058	\$2.14	-0.4%	(0.5)	\$2,038	\$2.12
2020	97	17.5%	(11.5)	\$2,065	\$2.14	0.2%	(0.4)	\$2,045	\$2.12
2019	161	29.0%	26.4	\$2,061	\$2.14	0.6%	(2.8)	\$2,042	\$2.12
YTD	75	17.7%	15.2	\$2,030	\$2.11	-0.9%	(4.4)	\$2,011	\$2.09
2018	9	2.5%	(1.4)	\$2,049	\$2.13	3.4%	0.1	\$2,041	\$2.12
2017	12	4.0%	(0.1)	\$1,981	\$2.06	3.3%	2.3	\$1,972	\$2.05
2016	12	4.1%	1.0	\$1,918	\$1.99	1.0%	(0.4)	\$1,884	\$1.96
2015	9	3.1%	(2.2)	\$1,898	\$1.97	1.5%	3.6	\$1,884	\$1.96
2014	8	5.3%	(0.1)	\$1,871	\$1.94	-2.1%	(3.9)	\$1,864	\$1.94
2013	8	5.4%	0.3	\$1,911	\$1.98	1.8%	(0.4)	\$1,904	\$1.98
2012	7	5.1%	(0.2)	\$1,878	\$1.95	2.2%	1.1	\$1,862	\$1.93
2011	8	5.4%	(0.4)	\$1,838	\$1.91	1.1%	2.6	\$1,825	\$1.89
2010	8	5.7%	(0.2)	\$1,818	\$1.89	-1.5%	6.5	\$1,804	\$1.87
2009	8	5.9%	(0.9)	\$1,845	\$1.92	-8.0%	(8.5)	\$1,829	\$1.90
2008	4	6.8%	0.8	\$2,006	\$2.08	0.4%	(4.3)	\$1,992	\$2.07
2007	4	6.0%	(0.6)	\$1,997	\$2.07	4.8%	-	\$1,982	\$2.06

### 3 STAR VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rent	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Per Unit	Per SF
2023	377	4.6%	(0.2)	\$1,694	\$2.12	0.2%	(0.5)	\$1,678	\$2.10
2022	391	4.7%	(0.2)	\$1,690	\$2.11	0.8%	0.4	\$1,675	\$2.09
2021	406	4.9%	(0.3)	\$1,678	\$2.10	0.4%	(1.0)	\$1,662	\$2.08
2020	428	5.2%	0.4	\$1,672	\$2.09	1.4%	(2.6)	\$1,656	\$2.07
2019	396	4.8%	0	\$1,649	\$2.06	3.9%	(0.3)	\$1,634	\$2.04
YTD	403	4.9%	0.1	\$1,604	\$1.98	1.1%	(3.1)	\$1,590	\$1.96
2018	393	4.8%	1.7	\$1,587	\$1.96	4.2%	0.4	\$1,577	\$1.95
2017	251	3.1%	(0.2)	\$1,522	\$1.88	3.8%	(2.1)	\$1,513	\$1.87
2016	267	3.3%	(0.2)	\$1,466	\$1.81	5.9%	0.6	\$1,456	\$1.79
2015	279	3.4%	(0.6)	\$1,384	\$1.70	5.4%	1.8	\$1,373	\$1.69
2014	333	4.0%	(0.1)	\$1,314	\$1.61	3.6%	0.7	\$1,306	\$1.60
2013	339	4.1%	(0.4)	\$1,268	\$1.55	2.9%	(0.1)	\$1,254	\$1.54
2012	369	4.5%	0	\$1,232	\$1.51	3.1%	0.8	\$1,226	\$1.50
2011	370	4.5%	(0.1)	\$1,196	\$1.46	2.2%	3.1	\$1,189	\$1.45
2010	375	4.5%	(0.2)	\$1,170	\$1.43	-0.9%	5.8	\$1,163	\$1.42
2009	388	4.7%	0.4	\$1,180	\$1.44	-6.6%	(8.0)	\$1,173	\$1.43
2008	350	4.2%	0.8	\$1,264	\$1.55	1.4%	(3.9)	\$1,257	\$1.54
2007	281	3.4%	(0.1)	\$1,246	\$1.52	5.3%	-	\$1,240	\$1.52

### 1 & 2 STAR VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rent	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Per Unit	Per SF
2023	1,199	2.7%	0	\$1,387	\$1.97	0.4%	(0.5)	\$1,378	\$1.96
2022	1,197	2.7%	0	\$1,382	\$1.96	0.9%	0.4	\$1,373	\$1.95
2021	1,195	2.6%	0	\$1,370	\$1.95	0.5%	(0.9)	\$1,360	\$1.93
2020	1,193	2.6%	0	\$1,363	\$1.94	1.3%	(1.7)	\$1,354	\$1.92
2019	1,190	2.6%	0.4	\$1,346	\$1.91	3.1%	(0.8)	\$1,336	\$1.90
YTD	1,169	2.6%	0.3	\$1,314	\$1.86	0.6%	(3.2)	\$1,305	\$1.84
2018	1,017	2.3%	(0.4)	\$1,306	\$1.85	3.8%	(0.7)	\$1,299	\$1.84
2017	1,201	2.7%	(0.1)	\$1,257	\$1.77	4.6%	(2.4)	\$1,251	\$1.76
2016	1,263	2.8%	(0.2)	\$1,202	\$1.69	7.0%	2.2	\$1,196	\$1.68
2015	1,346	3.0%	(0.7)	\$1,124	\$1.57	4.8%	1.5	\$1,118	\$1.56
2014	1,651	3.7%	(0.2)	\$1,072	\$1.49	3.3%	0.5	\$1,067	\$1.49
2013	1,742	3.9%	(0.1)	\$1,039	\$1.44	2.8%	0.7	\$1,023	\$1.42
2012	1,810	4.0%	(0.4)	\$1,010	\$1.40	2.1%	1.7	\$1,004	\$1.39
2011	1,994	4.4%	0.2	\$990	\$1.37	0.3%	1.1	\$984	\$1.37
2010	1,894	4.1%	(0.4)	\$987	\$1.37	-0.8%	4.8	\$981	\$1.36
2009	2,090	4.6%	0.5	\$994	\$1.38	-5.5%	(6.3)	\$989	\$1.37
2008	1,861	4.1%	0.8	\$1,053	\$1.47	0.8%	(3.7)	\$1,047	\$1.46
2007	1,508	3.3%	0.2	\$1,044	\$1.46	4.5%	-	\$1,039	\$1.45

## 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
2023	-	-	-	-	-	-	\$220,158	195	5.3%
2022	-	-	-	-	-	-	\$221,365	197	5.2%
2021	-	-	-	-	-	-	\$222,869	198	5.2%
2020	-	-	-	-	-	-	\$229,528	204	5.0%
2019	-	-	-	-	-	-	\$234,623	208	4.9%
YTD	60	\$160.1 M	1.5%	\$5,001,609	\$269,901	4.4%	\$233,622	207	4.8%
2018	311	\$447.9 M	6.3%	\$2,345,231	\$186,641	4.6%	\$230,197	204	4.8%
2017	358	\$384.6 M	7.0%	\$1,756,194	\$162,487	4.6%	\$215,380	191	4.9%
2016	249	\$393.2 M	5.4%	\$2,016,282	\$165,687	5.0%	\$199,726	177	5.0%
2015	266	\$407.0 M	6.0%	\$2,004,858	\$150,680	5.2%	\$183,606	163	5.1%
2014	251	\$309.5 M	5.2%	\$1,531,979	\$127,245	6.0%	\$167,034	148	5.3%
2013	192	\$246.2 M	4.1%	\$1,529,298	\$127,310	6.4%	\$152,533	135	5.6%
2012	185	\$185.8 M	4.1%	\$1,366,410	\$110,417	7.0%	\$148,954	132	5.5%
2011	107	\$110.2 M	2.2%	\$1,360,642	\$109,664	7.0%	\$142,678	127	5.6%
2010	67	\$61.8 M	1.3%	\$1,048,009	\$102,712	7.0%	\$131,368	117	5.7%
2009	79	\$108.0 M	2.2%	\$1,542,460	\$109,616	6.7%	\$101,218	90	6.3%
2008	101	\$134.7 M	2.4%	\$1,464,341	\$121,369	5.8%	\$112,630	100	6.1%

(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.

## 4 &amp; 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
2023	-	-	-	-	-	-	\$582,053	177	3.8%
2022	-	-	-	-	-	-	\$586,532	179	3.8%
2021	-	-	-	-	-	-	\$592,453	181	3.7%
2020	-	-	-	-	-	-	\$615,919	188	3.6%
2019	-	-	-	-	-	-	\$641,552	196	3.4%
YTD	1	\$56.8 M	35.5%	\$56,764,500	\$378,430	-	\$655,558	200	3.3%
2018	-	-	-	-	-	-	\$651,294	199	3.3%
2017	-	-	-	-	-	-	\$619,527	189	3.3%
2016	1	\$47.0 M	51.4%	\$47,050,000	\$313,667	4.8%	\$583,630	178	3.4%
2015	-	-	-	-	-	-	\$546,762	167	3.5%
2014	-	-	-	-	-	-	\$505,006	154	3.6%
2013	-	-	-	-	-	-	\$460,641	140	3.7%
2012	-	-	-	-	-	-	\$443,387	135	3.7%
2011	-	-	-	-	-	-	\$425,988	130	3.8%
2010	-	-	-	-	-	-	\$387,151	118	3.9%
2009	-	-	-	-	-	-	\$297,308	91	4.3%
2008	-	-	-	-	-	-	\$327,929	100	4.2%

(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.

## 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
2023	-	-	-	-	-	-	\$237,593	195	5.2%
2022	-	-	-	-	-	-	\$239,043	197	5.2%
2021	-	-	-	-	-	-	\$240,748	198	5.1%
2020	-	-	-	-	-	-	\$247,803	204	5.0%
2019	-	-	-	-	-	-	\$252,606	208	4.8%
YTD	3	\$5.2 M	0.5%	\$2,606,500	\$274,368	-	\$250,436	206	4.7%
2018	26	\$121.6 M	6.8%	\$5,790,143	\$243,186	4.7%	\$246,289	203	4.8%
2017	35	\$51.4 M	5.9%	\$1,904,000	\$172,510	4.3%	\$228,638	188	4.8%
2016	21	\$40.4 M	3.3%	\$2,124,897	\$175,535	4.9%	\$213,326	175	4.9%
2015	13	\$75.1 M	4.9%	\$5,776,577	\$189,635	5.0%	\$196,821	162	5.1%
2014	14	\$68.9 M	5.4%	\$5,740,875	\$158,734	6.1%	\$179,359	148	5.2%
2013	14	\$23.3 M	2.2%	\$1,941,667	\$142,945	6.1%	\$164,349	135	5.4%
2012	11	\$31.0 M	3.7%	\$3,439,056	\$171,953	6.4%	\$161,577	133	5.4%
2011	2	\$6.8 M	0.5%	\$3,400,000	\$154,545	6.0%	\$154,235	127	5.4%
2010	1	\$1.9 M	0.2%	\$1,930,000	\$148,462	7.2%	\$143,103	118	5.6%
2009	4	\$36.6 M	3.2%	\$9,156,250	\$138,731	6.6%	\$110,003	90	6.1%
2008	5	\$10.9 M	0.9%	\$2,178,093	\$141,435	4.7%	\$121,556	100	5.9%

(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.

## 1 &amp; 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
2023	-	-	-	-	-	-	\$204,255	197	5.3%
2022	-	-	-	-	-	-	\$205,302	198	5.3%
2021	-	-	-	-	-	-	\$206,615	200	5.2%
2020	-	-	-	-	-	-	\$212,610	206	5.1%
2019	-	-	-	-	-	-	\$217,037	210	4.9%
YTD	56	\$98.1 M	1.4%	\$3,381,862	\$231,307	4.4%	\$215,723	209	4.8%
2018	285	\$326.3 M	6.3%	\$1,919,683	\$171,761	4.6%	\$212,460	205	4.9%
2017	323	\$333.2 M	7.2%	\$1,735,408	\$161,043	4.7%	\$198,757	192	4.9%
2016	227	\$305.8 M	5.5%	\$1,747,154	\$153,413	5.0%	\$183,751	178	5.0%
2015	253	\$331.9 M	6.2%	\$1,746,793	\$143,987	5.2%	\$168,430	163	5.2%
2014	237	\$240.6 M	5.2%	\$1,266,154	\$120,405	6.0%	\$152,906	148	5.4%
2013	178	\$222.9 M	4.5%	\$1,496,087	\$125,871	6.5%	\$139,548	135	5.6%
2012	174	\$154.9 M	4.2%	\$1,219,530	\$103,047	7.1%	\$136,302	132	5.6%
2011	105	\$103.4 M	2.6%	\$1,309,013	\$107,609	7.0%	\$130,611	126	5.7%
2010	66	\$59.9 M	1.5%	\$1,032,802	\$101,702	7.0%	\$120,235	116	5.8%
2009	75	\$71.3 M	2.0%	\$1,081,018	\$98,956	6.7%	\$92,723	90	6.4%
2008	96	\$123.8 M	2.7%	\$1,423,321	\$119,873	5.9%	\$103,434	100	6.2%

(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.

## DELIVERIES &amp; UNDER CONSTRUCTION

Year	Inventory			Deliveries		Net Deliveries		Under Construction	
	Bldgs	Units	Vacancy	Bldgs	Units	Bldgs	Units	Bldgs	Units
2023	-	54,146	3.2%	-	86	-	78	-	-
2022	-	54,068	3.2%	-	72	-	63	-	-
2021	-	54,005	3.1%	-	24	-	15	-	-
2020	-	53,990	3.2%	-	50	-	41	-	-
2019	-	53,949	3.2%	-	193	-	187	-	-
YTD	4,055	53,838	3.1%	1	76	1	76	2	185
2018	4,054	53,762	2.6%	5	131	5	131	3	261
2017	4,049	53,631	2.7%	0	0	0	0	5	186
2016	4,049	53,631	2.9%	0	0	0	0	2	125
2015	4,049	53,631	3.0%	1	150	(1)	32	1	76
2014	4,050	53,599	3.7%	1	19	1	19	1	150
2013	4,049	53,580	3.9%	0	0	(8)	(204)	2	169
2012	4,057	53,784	4.1%	0	0	(23)	(263)	0	0
2011	4,080	54,047	4.4%	1	9	(4)	(98)	0	0
2010	4,084	54,145	4.2%	0	0	(5)	(140)	1	9
2009	4,089	54,285	4.6%	5	119	4	101	0	0
2008	4,085	54,184	4.1%	1	12	1	12	5	119
2007	4,084	54,172	3.3%	6	94	5	68	2	27