



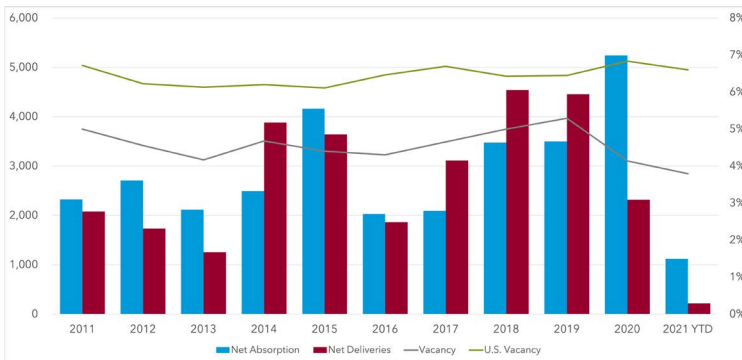
### MULTIFAMILY MARKET OVERVIEW

ERIC VON BLUECHER, Associate

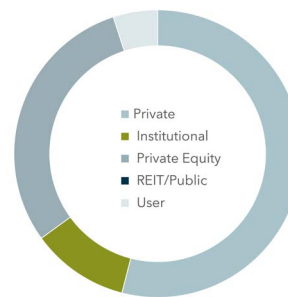
San Diego's apartment market experienced price per unit on a steady rise and cap rates declining. Vacancy rates at 3.8%, the lowest in a decade, rents declined in the past year since experienced steady growth, more leasing activity and growth found in suburban, outer markets featuring more space and affordability. San Diego is undersupplied though has 9,000 units under construction as of Q1-2021. Eviction moratoriums and economic uncertainty are looming over investors, unless the deal makes sense with a today cap rate and has upside, aggressively priced deals experience price adjustments and extended market time, ultimately equating to about half of the sales activity in the past year compared to the previous 12 month period.

| MARKET INDICATORS          | Q1 2021 | Q4 2020 | Q3 2020 | Q2 2020 | Q1 2020 |
|----------------------------|---------|---------|---------|---------|---------|
| ▲ Absorption Units 12 Mo.  | 5,756   | 5,244   | 4,401   | 3,629   | 3,475   |
| ▼ Vacancy Rate             | 3.8%    | 4.1%    | 4.7%    | 5.0%    | 5.1%    |
| ▲ Asking Rent/Unit         | \$1,922 | \$1,892 | \$1,883 | \$1,857 | \$1,862 |
| ▲ Inventory Units          | 263,189 | 262,971 | 262,500 | 261,507 | 260,811 |
| ▲ Units Under Construction | 8,988   | 8,569   | 8,019   | 7,657   | 7,641   |

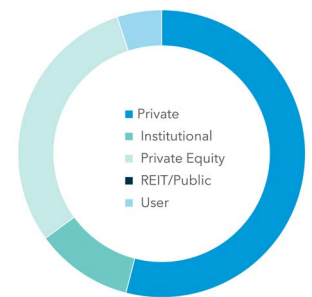
#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### 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 BY SF              | SALE PRICE   | NUMBER OF UNITS | BUYER / SELLER   |
|--|--------------|-----------------|--|
| 1320 Via Terrassa<br>Encinitas, CA       | \$94,100,000 | 196             | Interstate Equity Corp.<br>Mission Ridge, LLC          |
| 5474 Reservoir Drive<br>San Diego, CA    | \$49,250,000 | 203             | 29th Street Capital<br>Huber Enterprises, LLC          |
| 502-514 E Barham Drive<br>San Marcos, CA | \$25,750,000 | 84              | San Juan Diego Company, LP<br>Woodspear Casa Loma, LLC |

| TOP SELLERS (PAST 12 MONTHS)   | SALES VOLUME  |
|--------------------------------|---------------|
| Equity Residential             | \$312,500,000 |
| Prudential Financial, Inc.     | \$209,500,000 |
| GK Management Company, Inc.    | \$107,000,000 |
| Wood Partners                  | \$78,000,000  |
| Apartment Inv and Mgmt Company | \$75,024,714  |

| TOP BUYERS (PAST 12 MONTHS)       | SALES VOLUME  |
|-----------------------------------|---------------|
| Brookfield Asset Management, Inc. | \$312,500,000 |
| Abacus Capital Group LLC          | \$209,500,000 |
| Prime Group                       | \$107,000,000 |
| R&V Management                    | \$103,166,250 |
| Interstate Equities Corporation   | \$94,100,000  |

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