

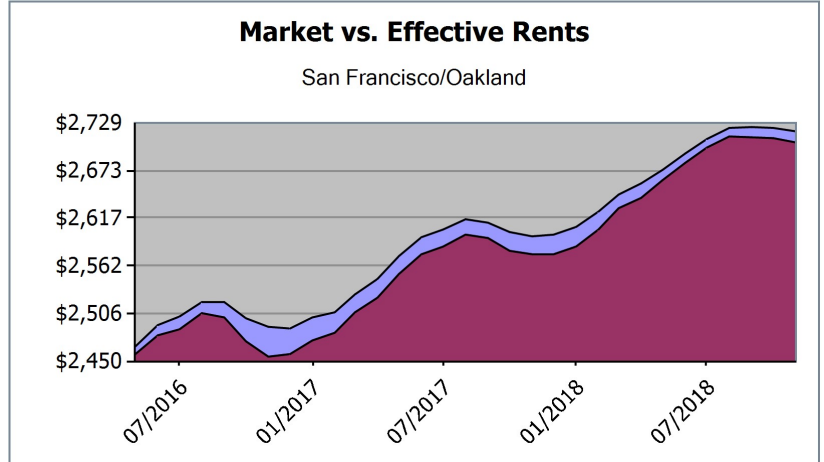
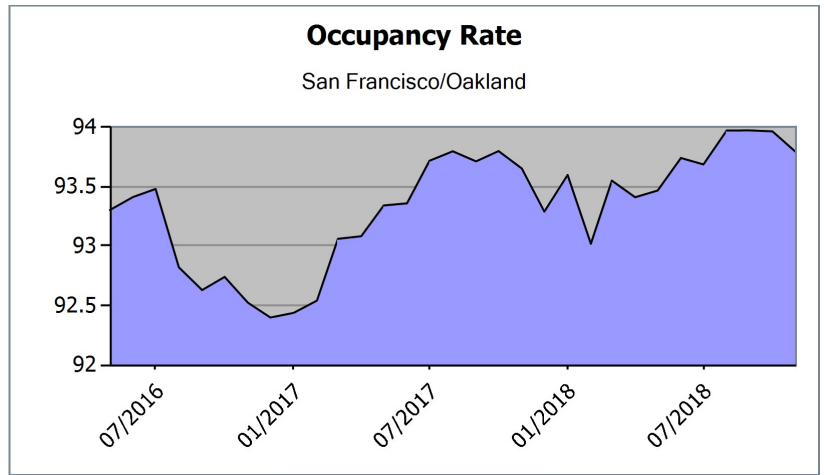
## SAN FRANCISCO/OAKLAND REVIEW

San Francisco/Oakland Market General Overview	Nov 2018	Annual Change
Occupancy:	93.6	0%
Units Added:	6,351	
Units Absorbed (Annual):	6,375	
Average Size (SF):	834	+0.5%
Asking Rent:	\$2,719	+4.7%
Asking Rent per SF:	\$3.26	+4.2%
Effective Rent:	\$2,706	+5.1%
Effective Rent per SF:	\$3.24	+4.5%
% Offering Concessions:	9%	-12.2%
Ave. Concession Package:	5.1%	-18.7%

San Francisco/Oakland Market Stabilized Properties	Jan 2016	Annual Change
Occupancy:	95.6	-0.4%
Unit Change:	623	
Units Absorbed (Annual):	-449	
Average Size (SF):	780	+998.6%
Asking Rent:	\$2,346	+1165.9%
Asking Rent per SF:	\$3.01	+16.5%
Effective Rent:	\$2,346	+1181.1%
Effective Rent per SF:	\$3.01	+17.9%
% Offering Concessions:	1%	-98.8%
Ave. Concession Package:	2.1%	+24.5%

### FLOOR PLAN BREAKDOWN-SAN FRANCISCO/OAKLAND

Plan Type	% of Mkt	Ave SqFt	Ave Market Rent/Mo	Ave Eff. Rent/Mo	Ave % Disc
Eff	9.5%	488	\$2,143	\$2,135	0.4%
1 BR	43.5%	707	\$2,389	\$2,377	0.5%
1 DEN	0.7%	893	\$2,913	\$2,901	0.4%
2 BR	38.5%	986	\$2,772	\$2,759	0.5%
2 DEN	0.3%	1,229	\$3,407	\$3,388	0.6%
3 BR	6.8%	1,235	\$2,949	\$2,937	0.4%
>3 BR	0.8%	1,340	\$2,279	\$2,276	0.1%



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OTHER MARKETS	Sacramento		San Joaquin Valley		Los Angeles		Reno	
	Nov 2018	Annual Change	Nov 2018	Annual Change	Nov 2018	Annual Change	Nov 2018	Annual Change
Occupancy:	95.4	-0.6%	97.0	+0.7%	93.3	-0.3%	94.4	+0.2%
Units Added:	1,130		366		13,015		1,141	
Units Absorbed (Annual):	579		1,079		10,970		1,124	
Average Size (SF):	840	0%	865	0%	867	-0.3%	885	-0.1%
Asking Rent:	\$1,398	+4.8%	\$1,064	+5.8%	\$2,186	+5.3%	\$1,255	+9.3%
Asking Rent per SF:	\$1.66	+4.7%	\$1.23	+5.8%	\$2.52	+5.6%	\$1.42	+9.4%
Effective Rent:	\$1,396	+4.8%	\$1,062	+5.9%	\$2,171	+5.2%	\$1,254	+9.4%
Effective Rent per SF:	\$1.66	+4.7%	\$1.23	+5.9%	\$2.50	+5.5%	\$1.42	+9.4%
% Offering Concessions:	5%	+46.9%	5%	-3.9%	9%	-1.2%	2%	-28.0%
Ave. Concession Package:	2.8%	-8.8%	3.5%	+27.7%	5.3%	+19.2%	1.5%	-15.3%