

Sale Comps Analytics

CAP RATE	SALE PRICE/UNIT	AVERAGE SALE PRICE	SALES VOLUME	SALE VS ASKING PRICE	AVERAGE UNITS	MONTHS TO SALE
4.5%	\$330,987	\$5.1M	\$7.6B	-12.0%	16	4.0

Key Metrics

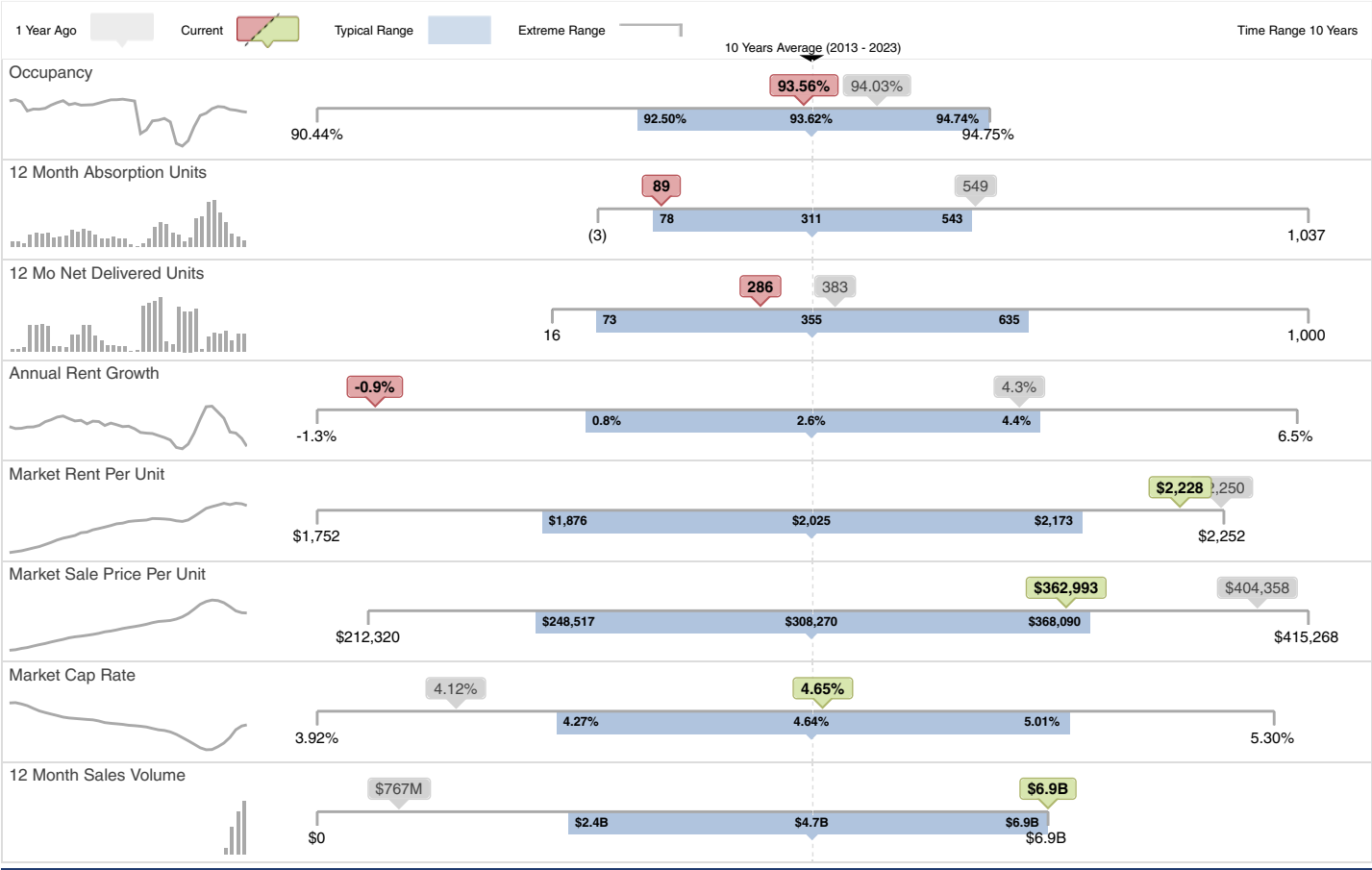
Sales Volume	Search	Lowest	Highest
Transactions	1,527	-	-
Sales Volume	\$7.6B	\$250K	\$504M
Properties Sold	1,512	-	-
Sold Units	24,477	2	685
Average Units	16	2	685

Sales Price	Search	Lowest	Highest
Cap Rate	4.5%	1.4%	11.8%
Sale Price/Unit	\$330,987	\$14,653	\$1,467,500
Average Sale Price	\$5.1M	\$250K	\$504M
Sale vs Asking Price	-12.0%	-92.0%	41.7%
% Leased at Sale	95.5%	0%	100.0%

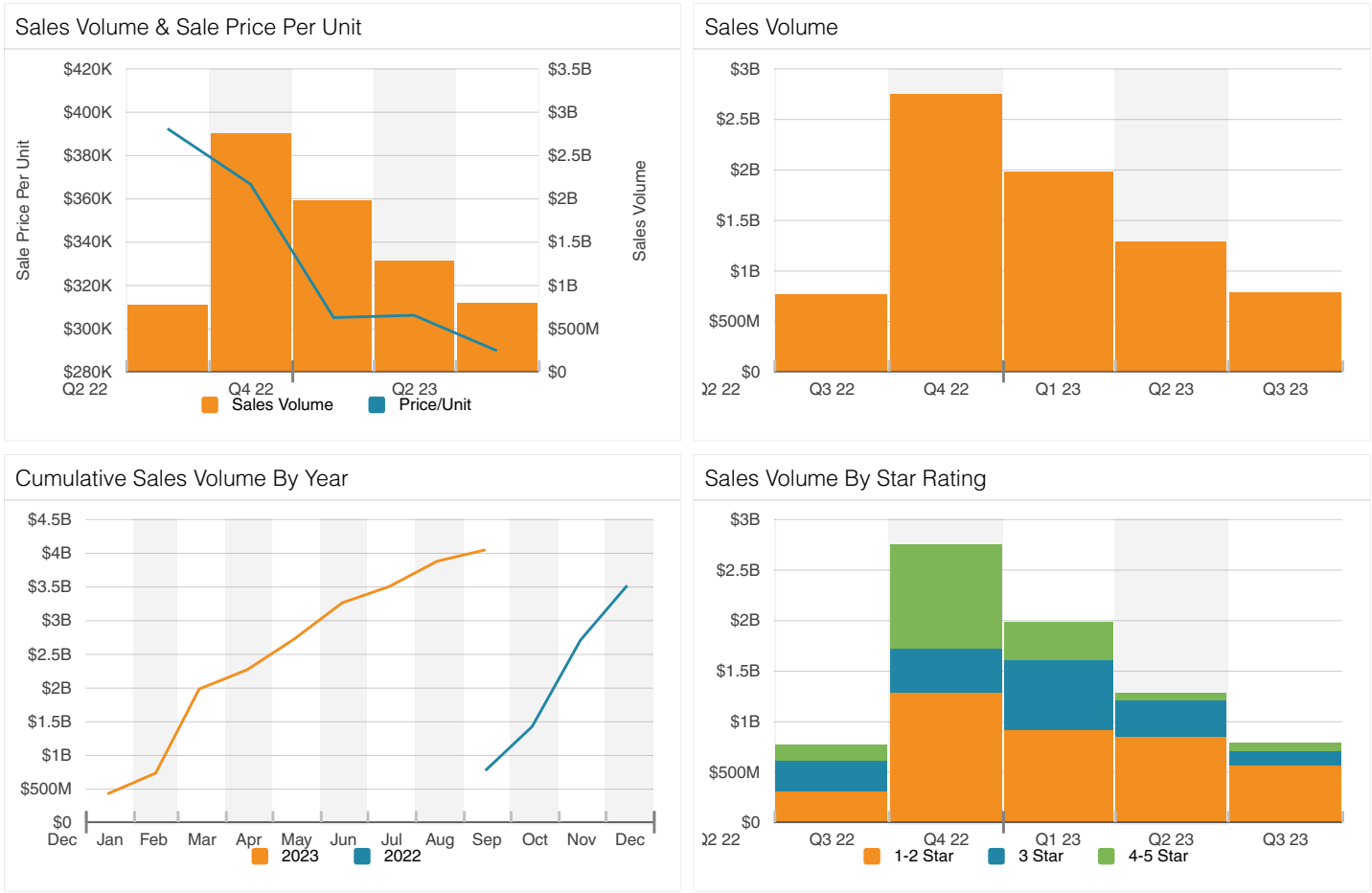
For Sale	Search	Lowest	Highest
Listings	134	-	-
For Sale Units	1.3K	1	68
List Price/Unit	\$307,721	\$27,778	\$3,895,000
Cap Rate	4.7%	1.1%	7.5%
Average Units	9	1	68

Sale Comps Analytics

Key Performance Indicators

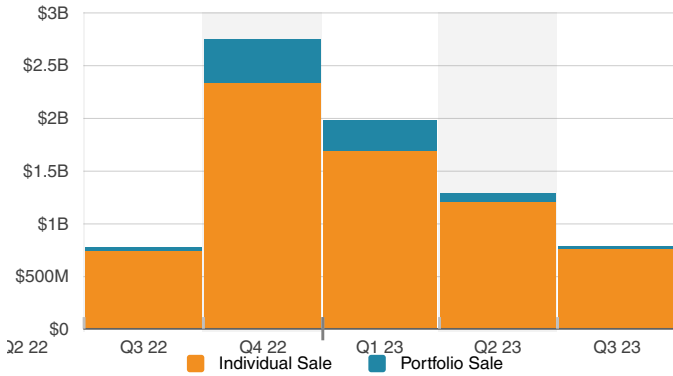


Sale Comps Analytics

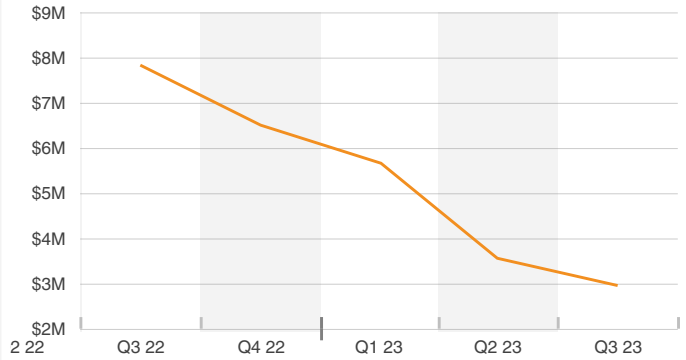


## Sale Comps Analytics

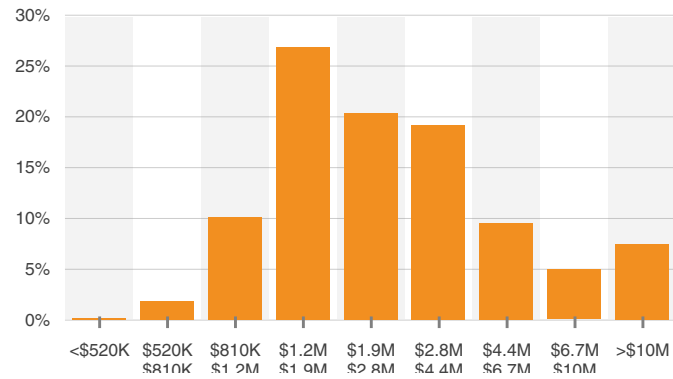
Sales Volume By Transaction Type



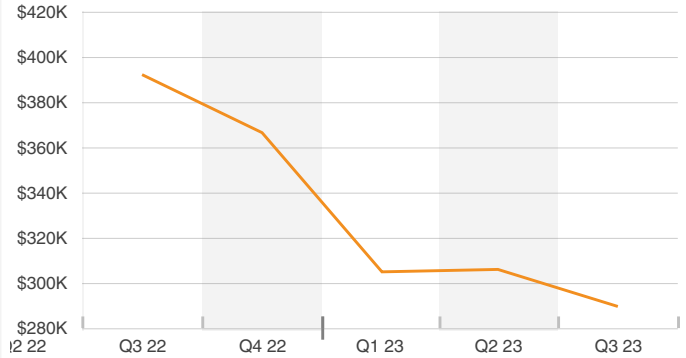
Sale Price



Sale Price Distribution

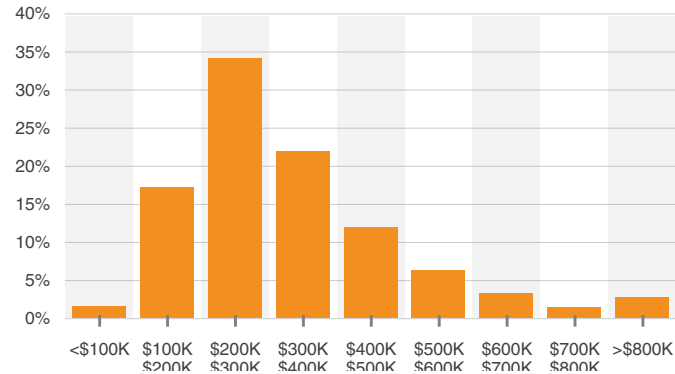


Sale Price Per Unit

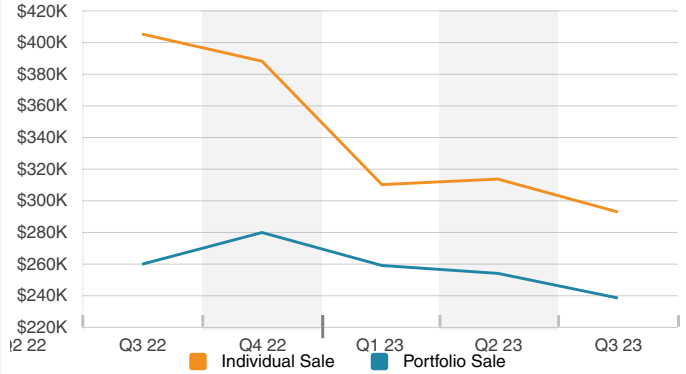


## Sale Comps Analytics

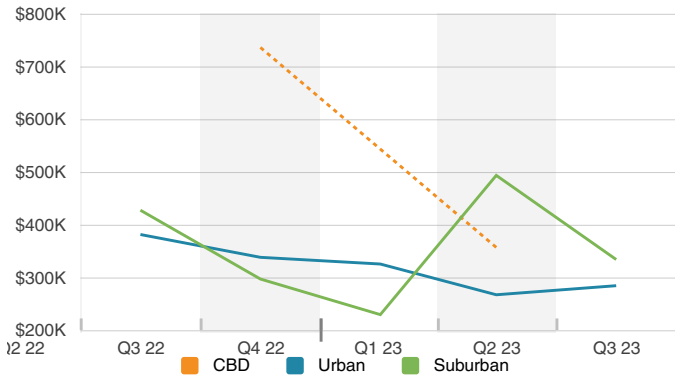
Sale Price Per Unit Distribution



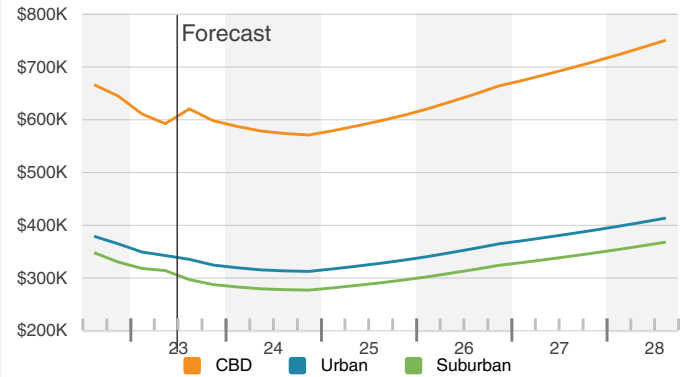
Sale Price Per Unit By Transaction Type



Sale Price Per Unit By Location Type

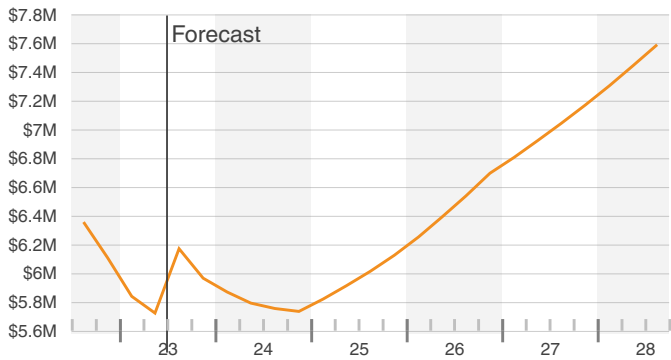


Market Sale Price Per Unit By Location Type

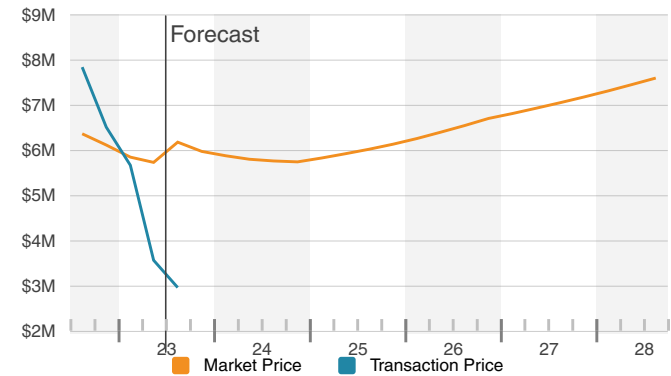


Sale Comps Analytics

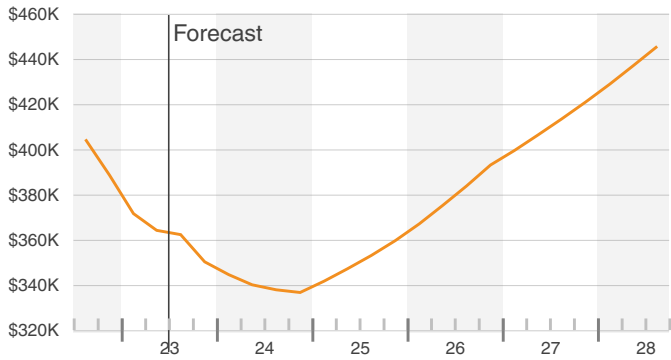
Market Price



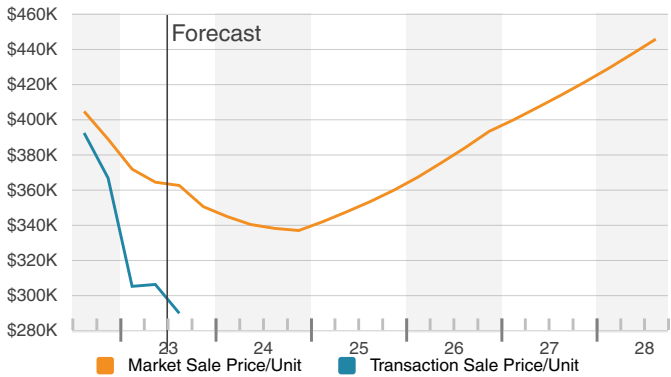
Market Price & Transaction Price



Market Sale Price Per Unit

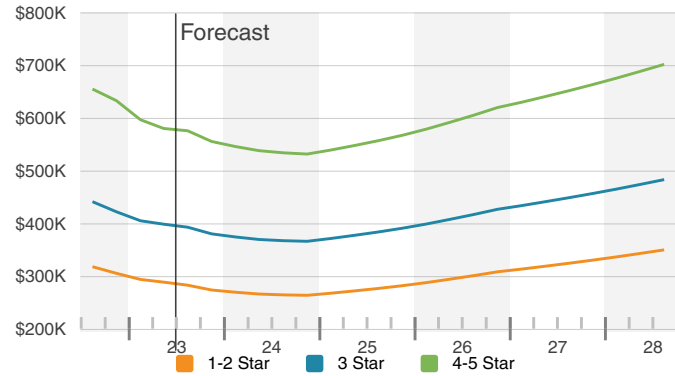


Market Sale Price & Transaction Sale Price Per Unit

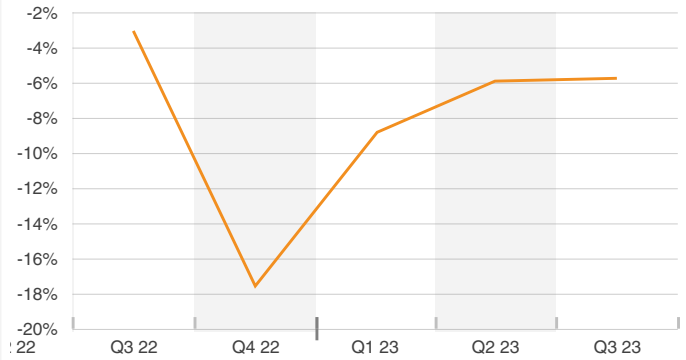


## Sale Comps Analytics

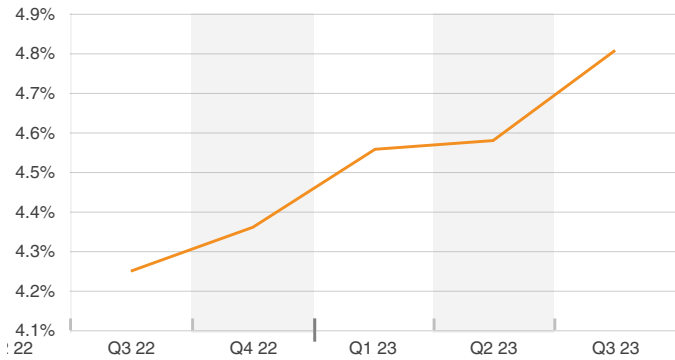
Market Sale Price Per Unit By Star Rating



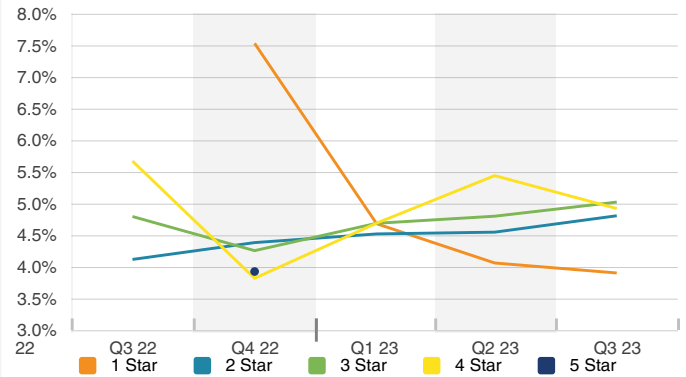
Sale To Asking Price Differential



Cap Rate

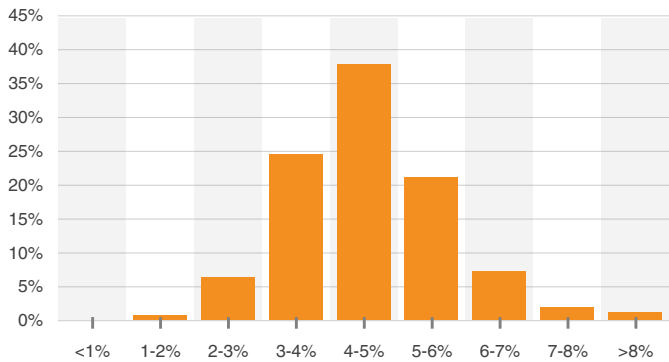


Cap Rate By Star Rating

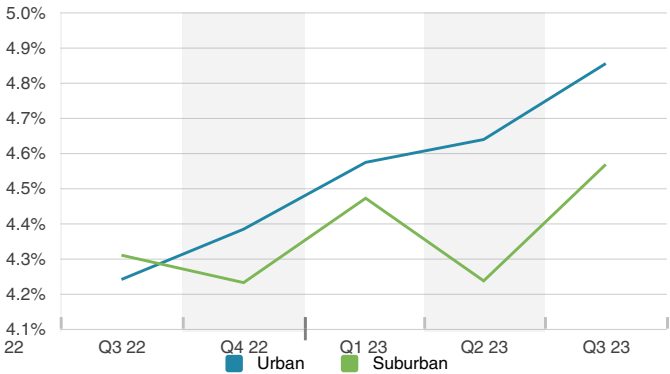


Sale Comps Analytics

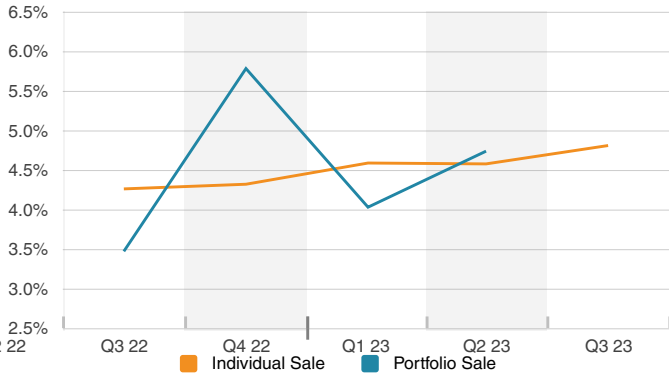
Cap Rate Distribution



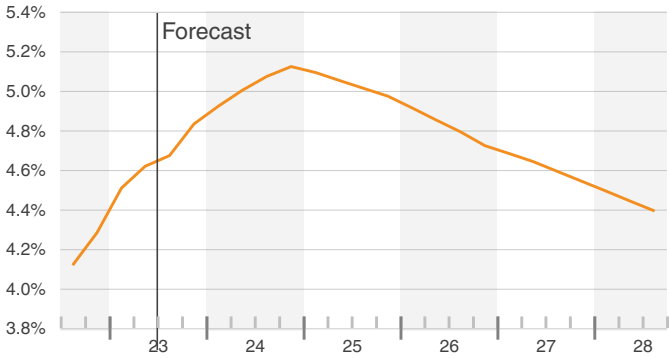
Cap Rate By Location Type



Cap Rate By Transaction Type



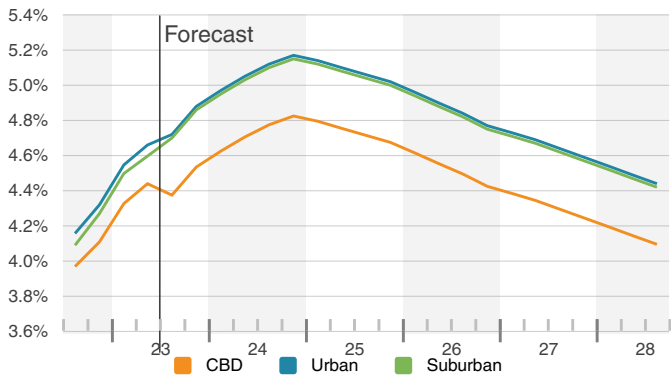
Market Cap Rate



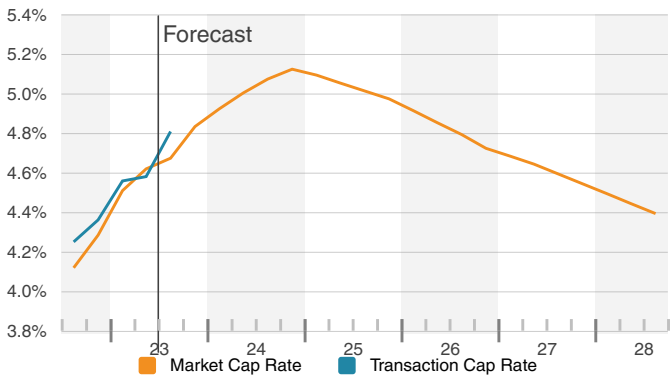


Sale Comps Analytics

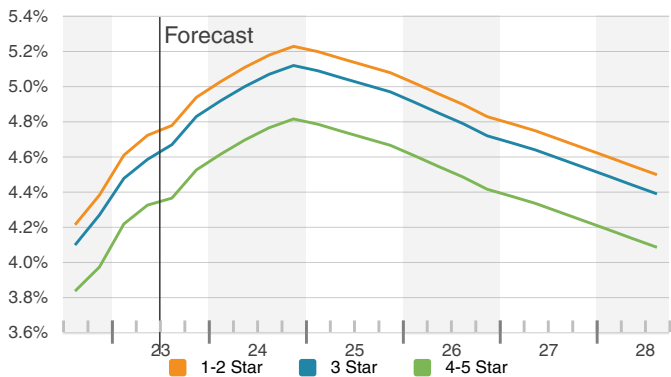
Market Cap Rate By Location Type



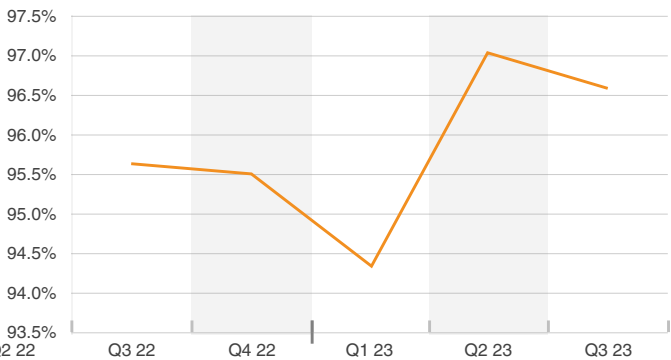
Market Cap Rate & Transaction Cap Rate



Market Cap Rate By Star Rating

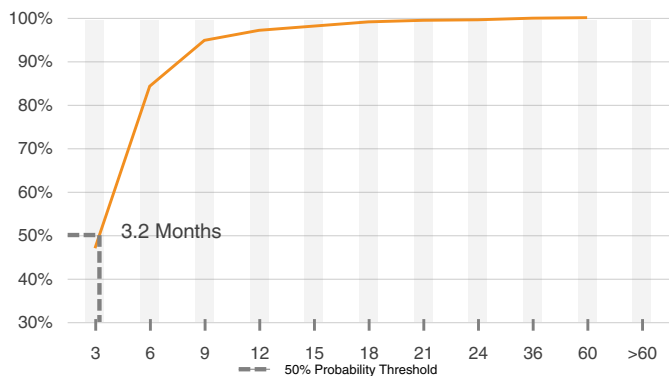


Occupancy At Sale

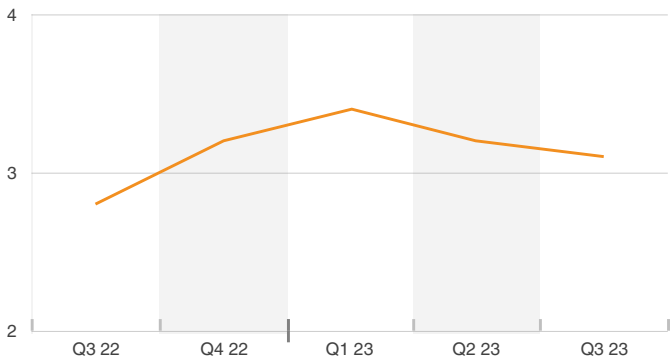


Sale Comps Analytics

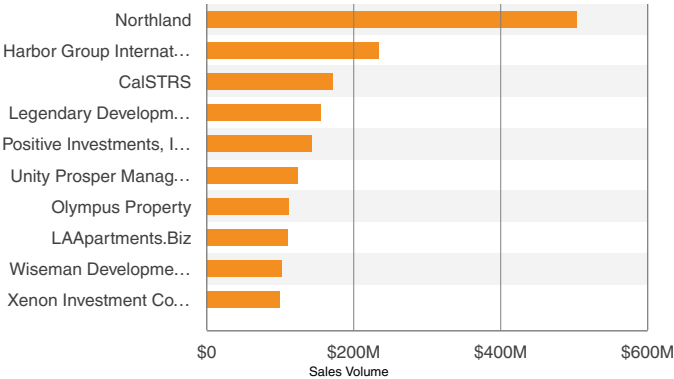
Probability Of Selling In Months



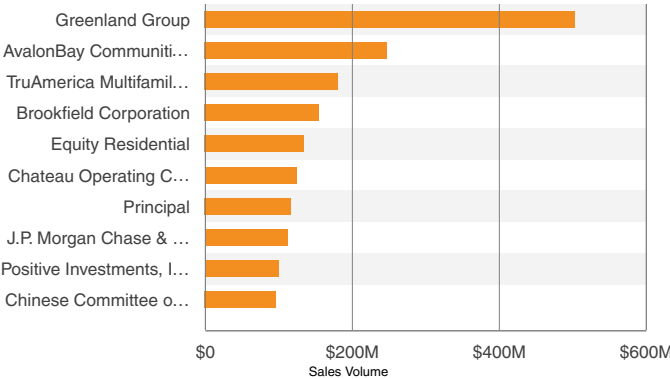
Months To Sale



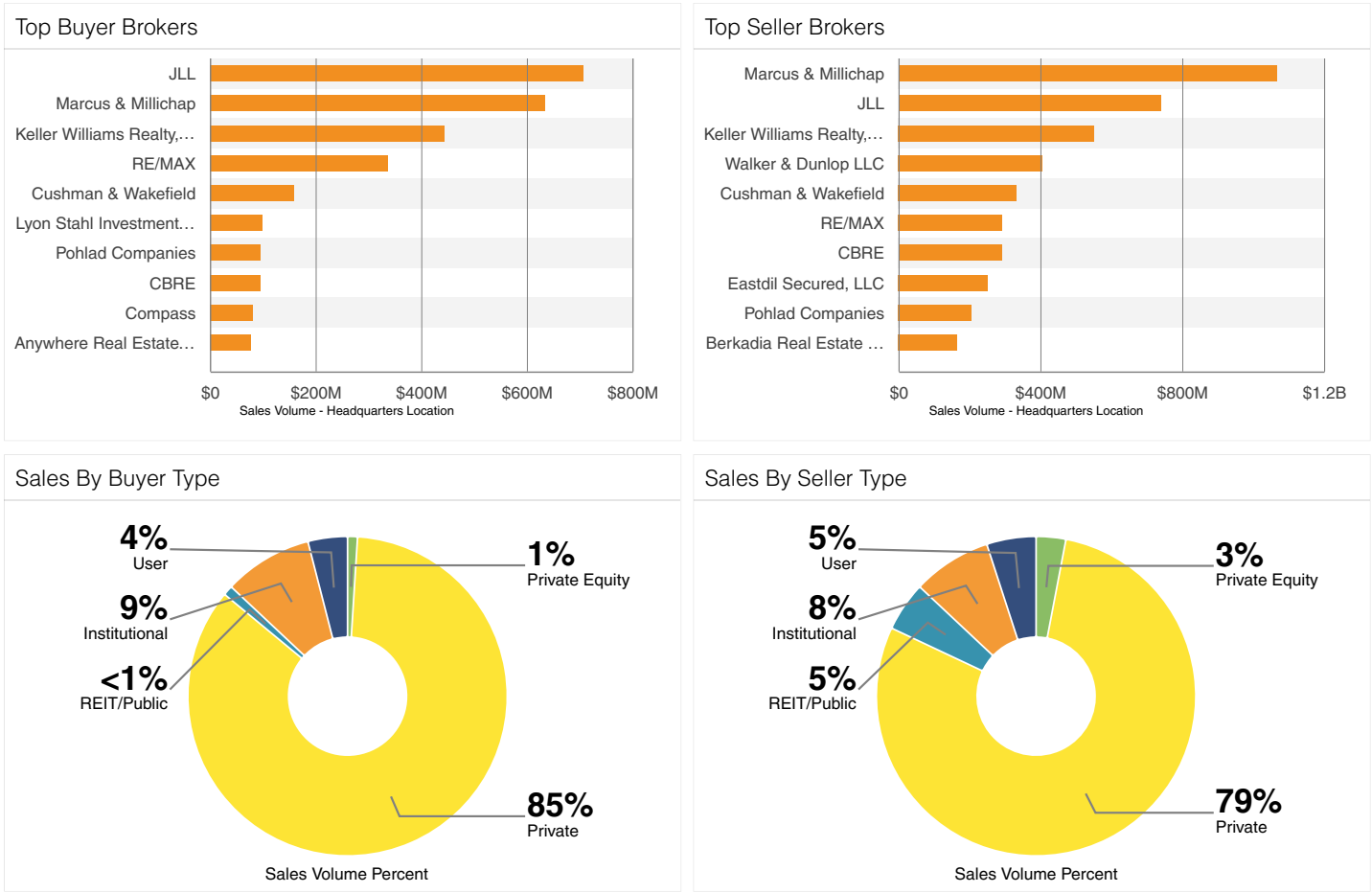
Top Buyers



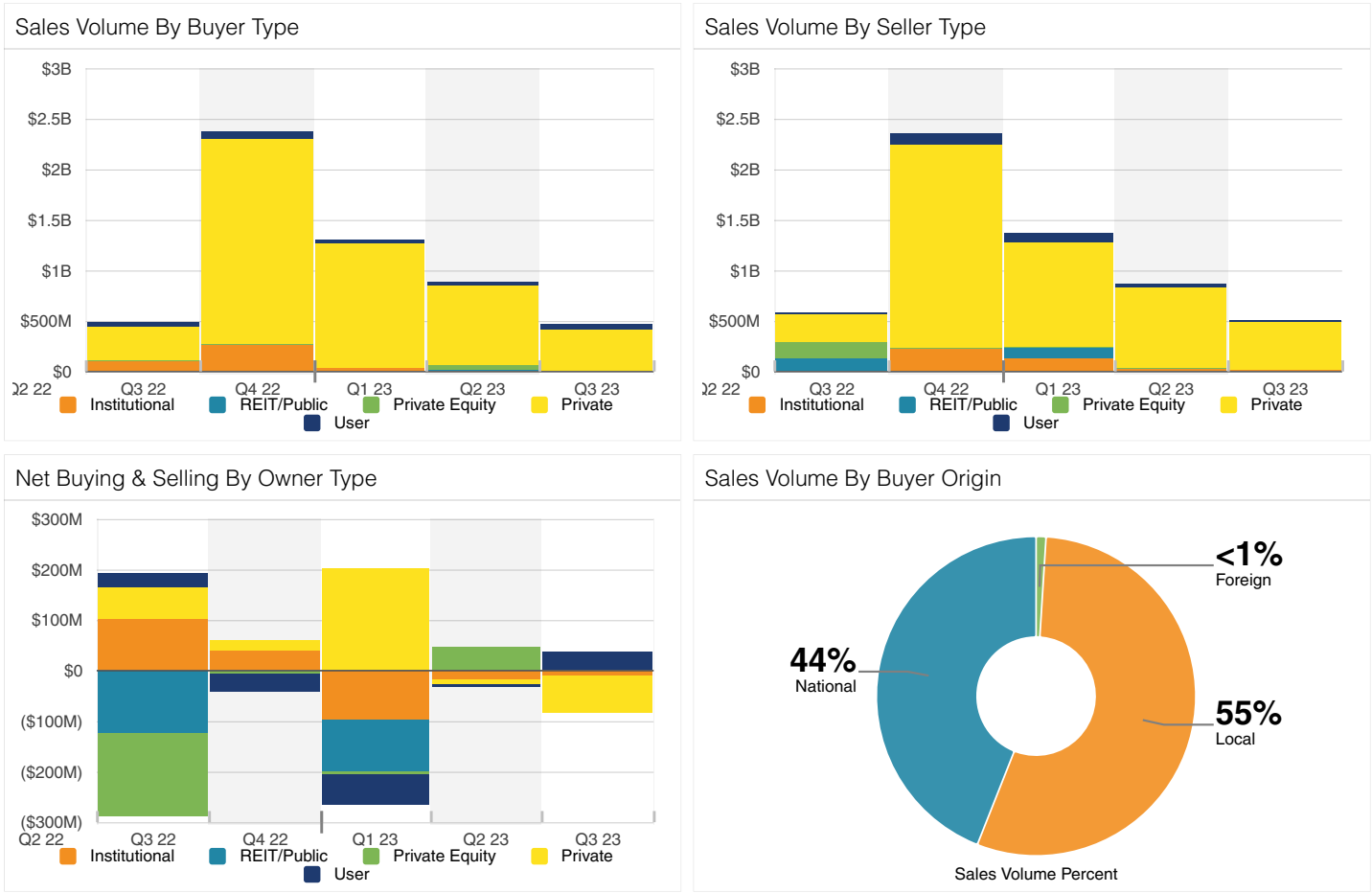
Top Sellers



Sale Comps Analytics

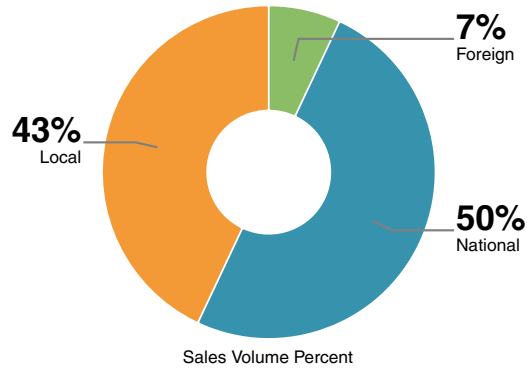


Sale Comps Analytics

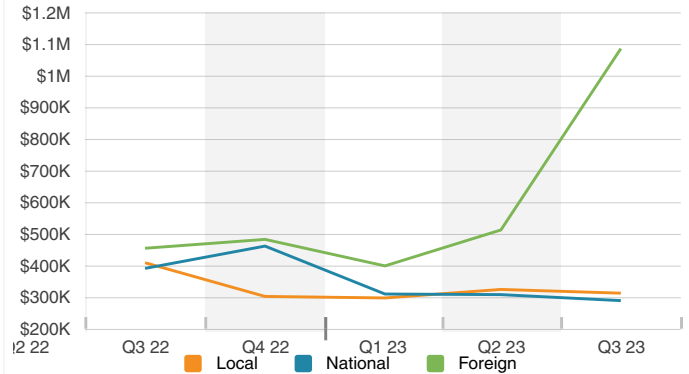


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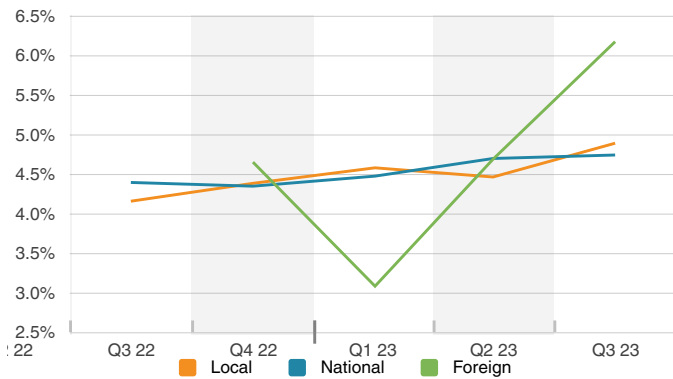
Sales Volume By Seller Origin



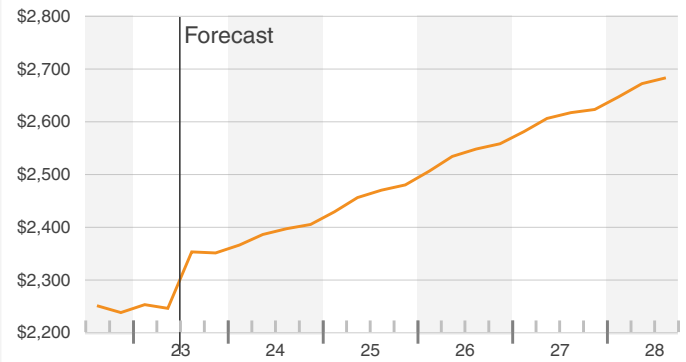
Average Price Per Unit By Buyer Origin



Average Cap Rate By Buyer Origin

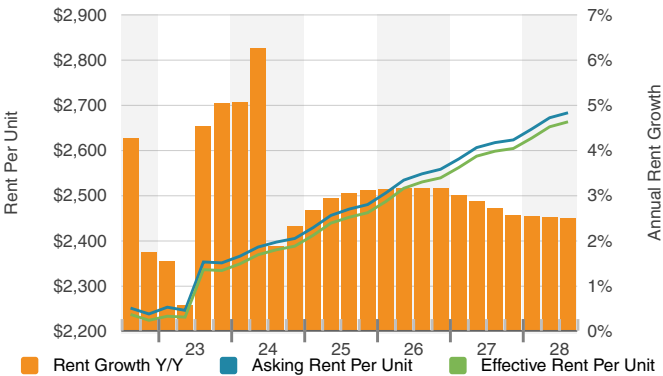


Market Asking Rent Per Unit

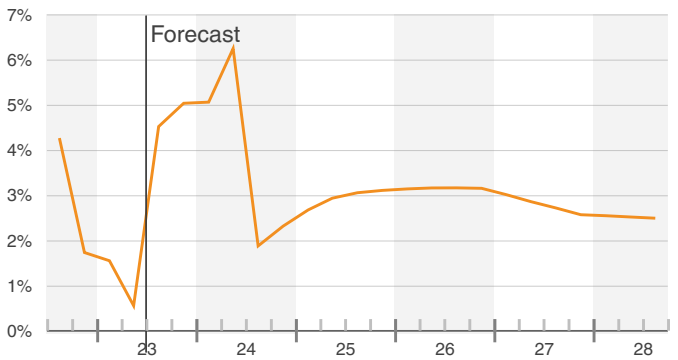


Sale Comps Analytics

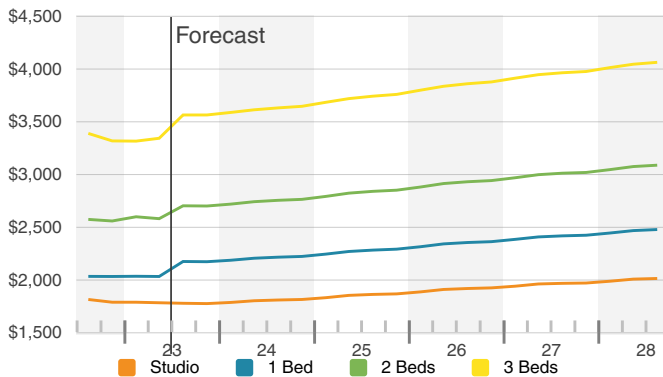
Market Rent Per Unit & Rent Growth



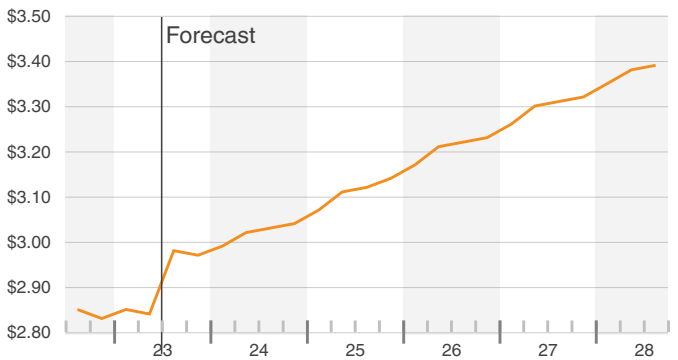
Market Rent Growth (YOY)



Market Asking Rent Per Unit By Bedroom

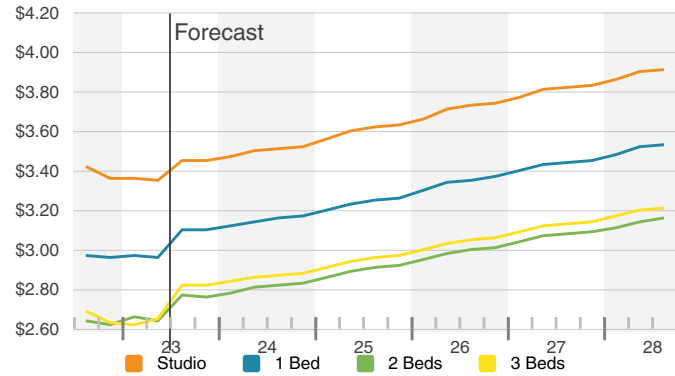


Market Asking Rent Per SF

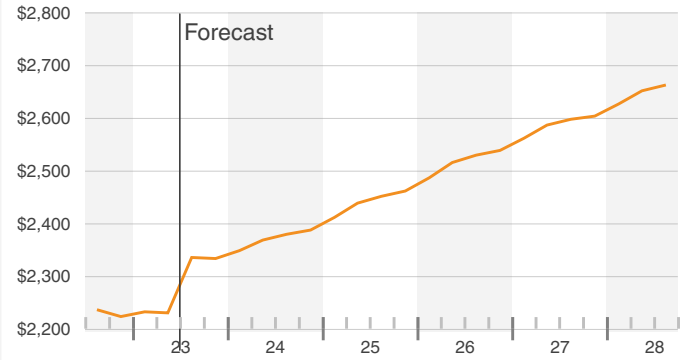


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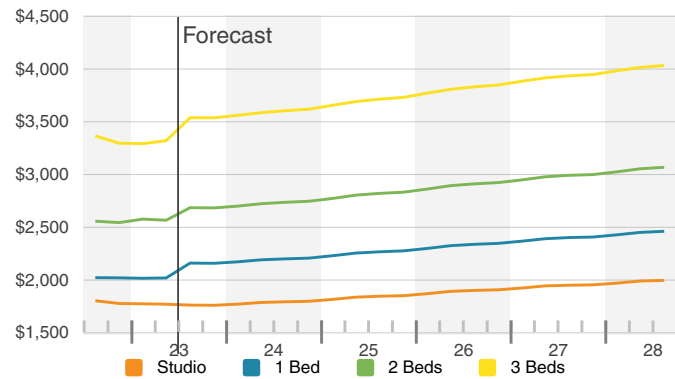
Market Asking Rent Per SF By Bedroom



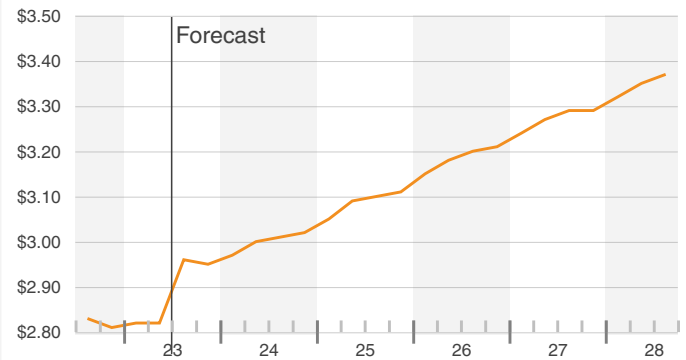
Market Effective Rent Per Unit



Market Effective Rent Per Unit By Bedroom

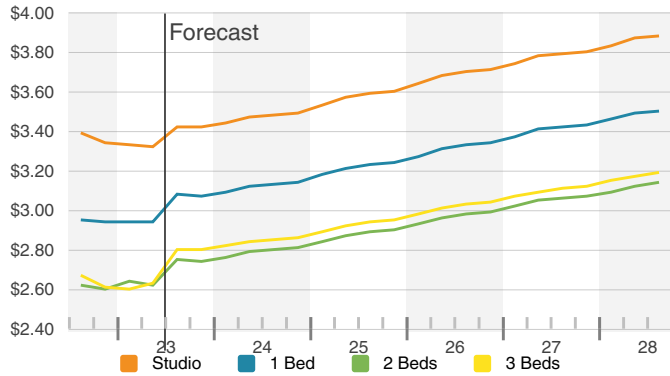


Market Effective Rent Per SF

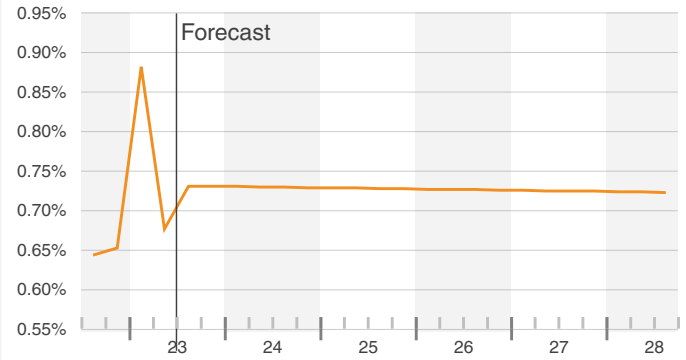


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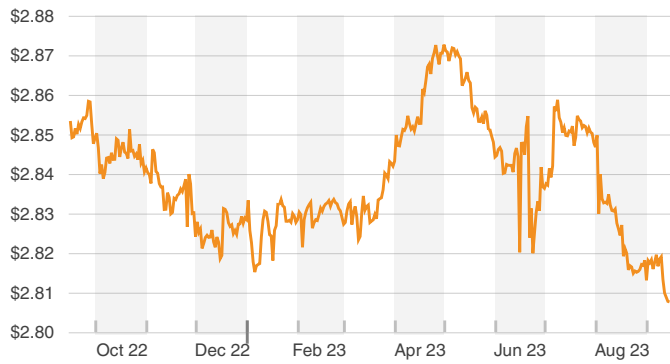
Market Effective Rent Per SF By Bedroom



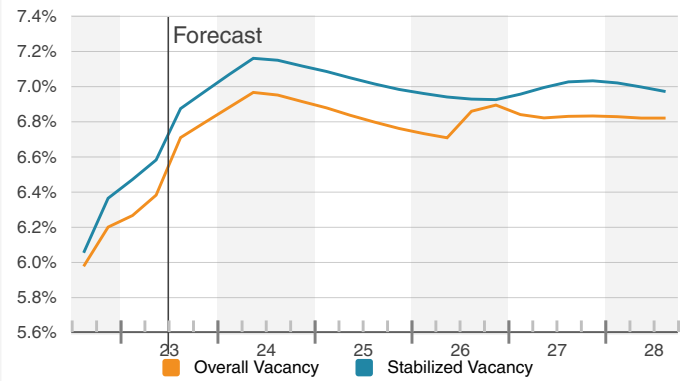
Concession Rate



Daily Asking Rent Per SF



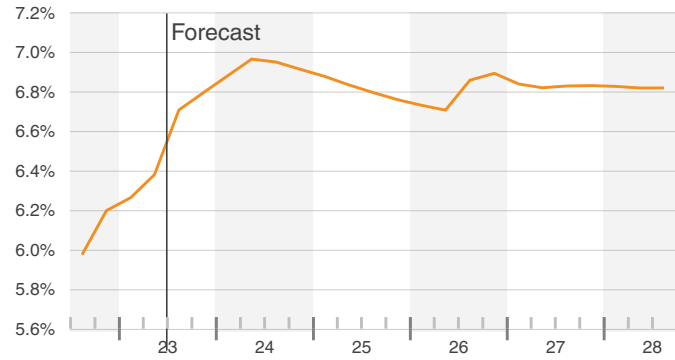
Overall & Stabilized Vacancy



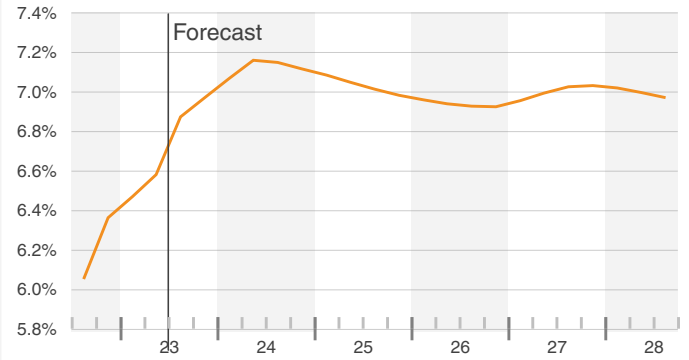


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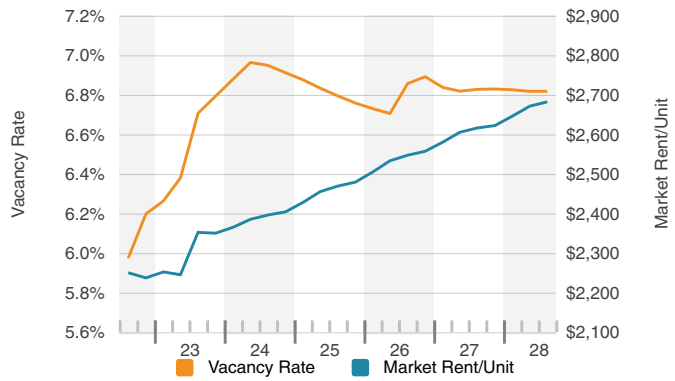
Vacancy Rate



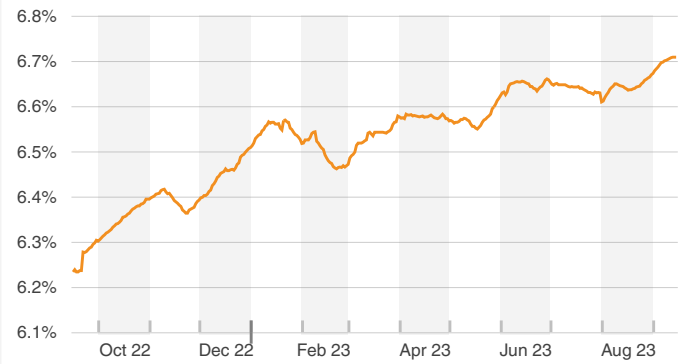
Stabilized Vacancy Rate



Vacancy & Market Asking Rent Per Unit

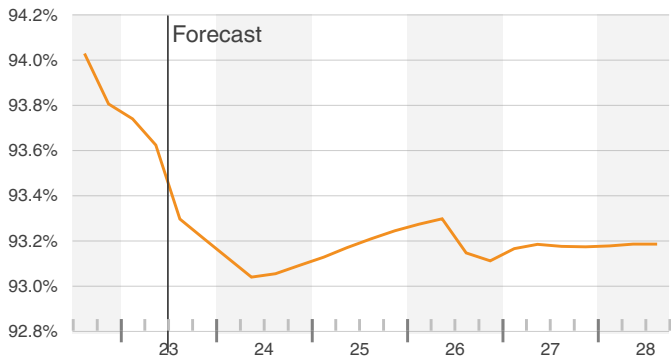


Daily Vacancy Rate

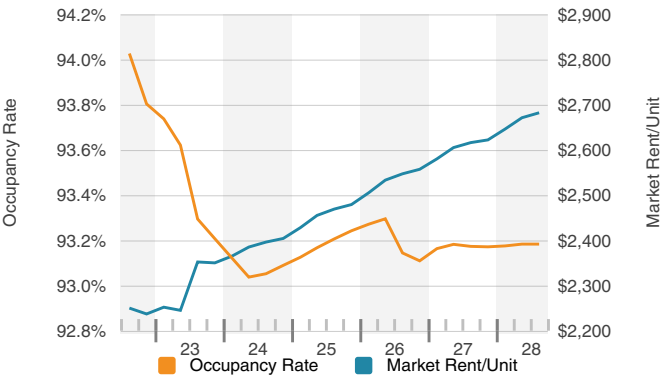


Sale Comps Analytics

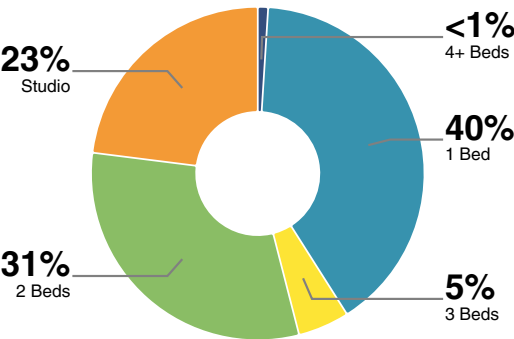
Occupancy Rate



Occupancy & Market Rent Per Unit



Total Units By Bedroom



## Report Criteria

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- 1,661 Records / 1,652 Properties
- Sale Date: After 9/15/22
- Include: Public Record Comps
- Sale Status: Sold +1
- Search On and Return Portfolio Sales as Individual Properties: Yes
- Market: Los Angeles - CA
- Property Type: Multi-Family