

MARKET TRENDS

BAY AREA MULTIFAMILY

↓ VACANCY ↑ UNEMPLOYMENT
 ↑ RENTAL RATES ↓ CONSTRUCTION DELIVERIES

Year-Over-Year Change

SIGNIFICANT SALE TRANSACTIONS 4Q 2025

Property	Submarket	Units	Sale Price	Price/Unit	Buyer	Seller
The Overlook at Walnut Creek	Outer Walnut Creek	285	\$163,000,000	\$571,930	TA Realty	Hanover Co.
1250 Lakeside	Lawrence Station	250	\$143,500,000	\$574,000	Essex Property Trust, Inc.	City Developments
Bay Village Apts	South Vallejo	260	\$57,000,000	\$219,231	Step Up Housing	Waterton
Vue Fremont	Centerville	134	\$50,000,000	\$373,134	Benedict Canyon Equities, Inc.	Pacific Urban Investors, LLC

SIGNIFICANT UNDER CONSTRUCTION

Property	Address	Submarket	Units	Owner	Expected Delivery Date
Coyote Creek Village	681 County Highway G4	Outer North San Jose	1318	Hanover Co.	3Q 2027
Lake Merritt Bart	8th & Oak St	Chinatown	557	Strada Investment Group	4Q 2028
7 S Linden Ave	7 S Linden Ave	Lindenville	543	Essex Property Trust	4Q 2026
Broadway Plaza	1401 Broadway St	Staumbaugh Heller	520	Longs Drug Stores	3Q 2026

SIGNIFICANT COMPLETED CONSTRUCTION 4Q 2025

Property	Address	Submarket	Units	Owner	Delivery
Avalon Pleasanton	5649 Owens Dr	Dublin/Pleasanton/Livermore	362	AvalonBay Communities	October 2025
Revery	1766 El Camino Real	Burlingame Village	311	Carmel Partners	October 2025
Middlefield Junction	2700 Middlefield Rd	Fair Oaks	179	Mercy Housing	October 2025
ArtHaus 820	820 W Macarthur Blvd	Longfellow	166	ArtHaus Partners	November 2025

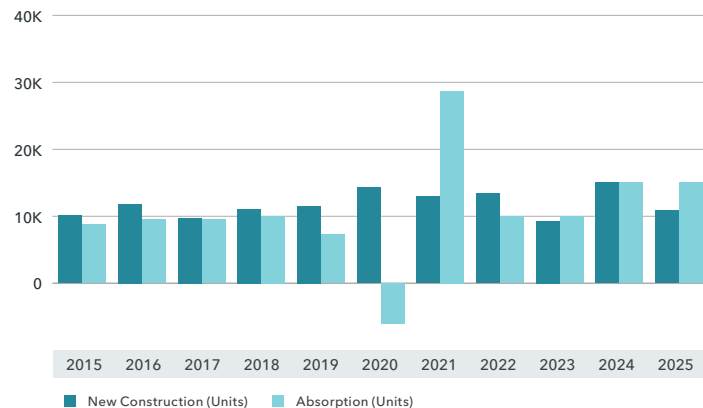
MARKET BREAKDOWN

	4Q25	3Q25	4Q24	YOY Change
Vacancy Rate	5.0%	5.0%	6%	-50 bps
Average Asking Rents	\$2,676	\$2,689	\$2,608	3%
Under Construction (SF)	13,454	14,295	16,816	-20%
Average Sales Price (Unit)	\$323,825	\$346,042	\$392,878	-18%
Average Cap Rate	6.0%	5.5%	5.2%	80 bps
	4Q25	2025	2024	YOY Change
Construction Deliveries (SF)	1,450	10,899	15,055	-28%
Net Absorption (SF)	1,298	15,079	15,052	0.2%

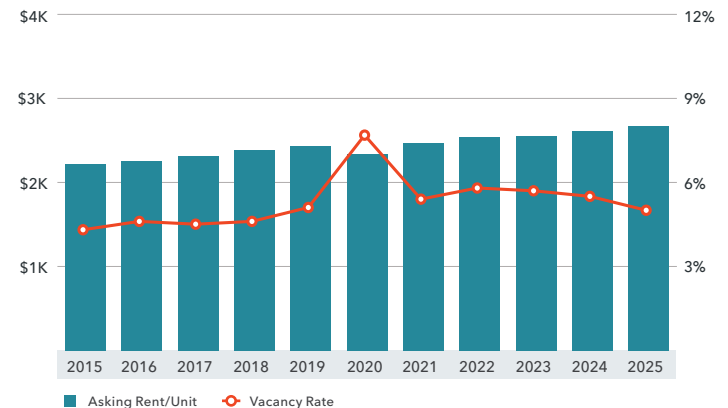
AVERAGE RENT

Unit Size	Monthly Rent
Studio	\$2,064
1 Bedroom	\$2,442
2 Bedroom	\$3,000
3 Bedroom	\$3,310

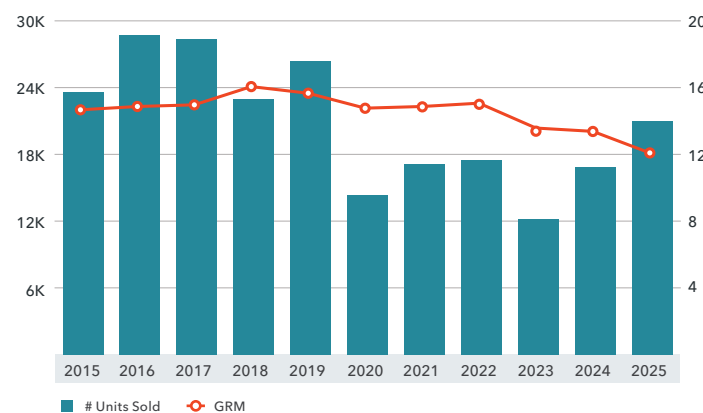
NEW CONSTRUCTION & ABSORPTION



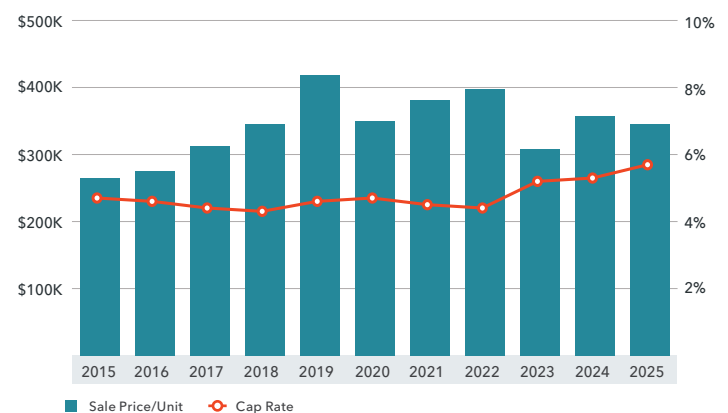
AVERAGE ASKING RENT/UNIT & VACANCY RATE



UNITS SOLD & GROSS RENT MULTIPLIER



AVERAGE SALE PRICE/UNIT & CAP RATES



Data Source: CoStar



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The information in this report was composed by the Kidder Mathews Research Group.

GARY BARAGONA
Vice President of Research
415.229.8925
gary.baragona@kidder.com

DAVID NELSON
Regional President, Brokerage
Northern California & Nevada
415.229.888
david.nelson@kidder.com
LIC N° 01716942

COMMERCIAL BROKERAGE

\$9B

AVERAGE ANNUAL TRANSACTION VOLUME

26.2M

ANNUAL SALES SF

36.7M

ANNUAL LEASING SF

ASSET SERVICES

53M SF

MANAGEMENT PORTFOLIO SIZE

800+

ASSETS UNDER MANAGEMENT

250+

CLIENTS SERVED

VALUATION ADVISORY

2,400+

AVERAGE ASSIGNMENTS

41

TOTAL APPRAISERS

23

WITH MAI DESIGNATIONS