

SAN FRANCISCO-OAKLAND, CA

2022 MARKET AT A GLANCE

Occupancy Rate

97.1%



UP 140 BPS YOY

Effective Rent

\$2,807



UP 7.7% YOY

Rent Share of Wallet

27.9%



UP 110 BPS YOY

Bay Area Employment Growth Inspires In-Migration and Apartment Demand

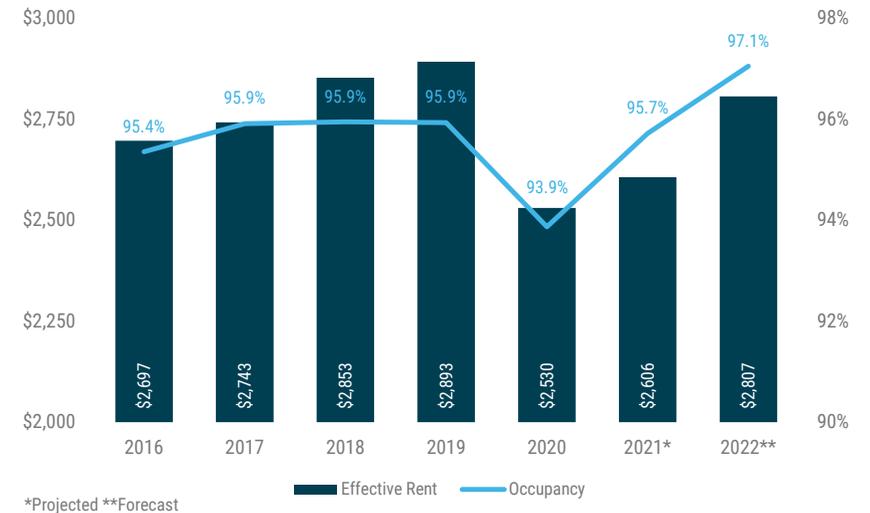
After experiencing record apartment absorption in 2021, the San Francisco-Oakland metro is forecast to have another record-breaking year of new leases in 2022. With more residents returning to the metro to be near jobs and urban entertainment, the net absorption of nearly 15,000 units is projected during 2022. Contributing to apartment demand will be 11,300 more residents moving into the metro than leaving, following 14,400 new net residents during 2021. Much of the allure of San Francisco-Oakland is due to the creation of jobs over the past year and the forecast period. Employment in 2021 rose 6.3% with the addition of 139,000 net jobs. Job growth is projected to rise in 2022, resulting in a total of 2.4 million employed workers metrowide and close to pre-pandemic levels. As pandemic restrictions have lifted, the leisure and hospitality sector has had exponential expansion and is forecast to continue to have the most growth, with approximately 21,100 jobs added to the metro in 2022. Meanwhile, professional and business service jobs will remain a significant economic supporter for the metro. Sector payrolls are projected to reach 514,400 workers by year-end, comprising 21% of the total jobs in the metro. The incoming jobs in 2022 will push down unemployment to 2.3%, the lowest rate in the metro since February 2020. To accommodate high apartment demand, 9,031 units are set to come online in 2022, a 35.6% year-over-year increase and greatest amount of new supply in at least 20 years.

Unless noted otherwise, data and images pertaining to rent, occupancy, employment, unemployment, income, price per unit, and cap rate are year-end figures. Absorption and construction figures are full-year totals, unless noted otherwise. Numbers for 2021 are projected values. 2022 figures are forecast projections. The apartment sales information represents transactions of apartment properties with a sales price of \$2.5 million or more, unless otherwise indicated.

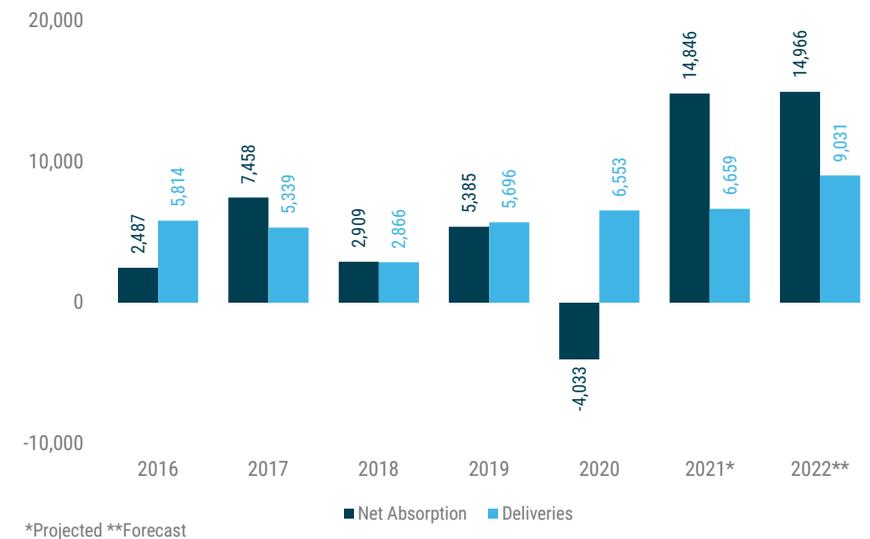
2022 FORECAST

APARTMENT TRENDS

Effective Rent & Occupancy



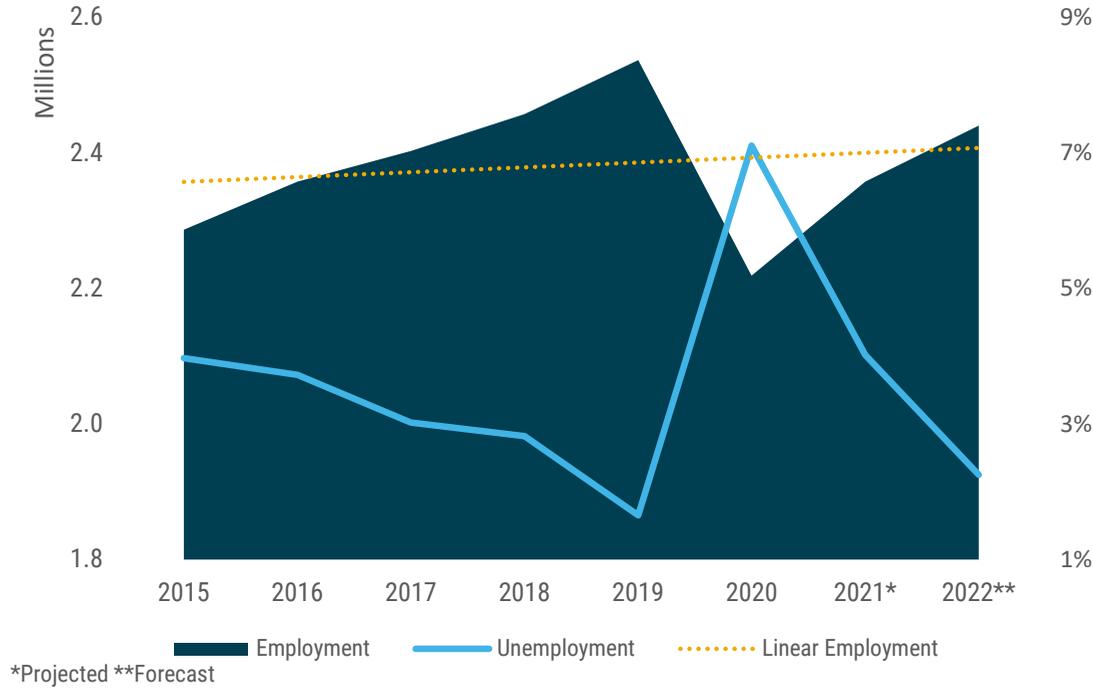
Absorption & Deliveries



SAN FRANCISCO-OAKLAND, CA

EMPLOYMENT TRENDS

Market Employment Trends



SALES TRENDS

Price Per Unit & Cap Rate



Employment

2,440,200



UP 3.5% YOY

Unemployment

2.3%



DOWN 170 BPS YOY

Median Household Income

\$120,903



UP 3.6% YOY

Price Per Unit

\$397,721



UP 9.2% YOY

Cap Rate

4.3%



UNCHANGED YOY