



MARKET AT A GLANCE



OCCUPANCY RATE **94.9%**
Down **140 bps** since 2Q19



EFFECTIVE RENT **\$2,928**
Down **3.7%** since 2Q19



RENT PAYMENT TRACKER (July 1-13) **92.5%**
Down **30 bps** since June 1-13

OCCUPANCY AND RENT TRENDS

APARTMENT DEMAND, DEVELOPMENT REMAIN FOCUSED IN OAKLAND

Coming into 2020, the San Francisco-Oakland metropolitan area was undergoing an apartment construction boom. Even with construction restrictions because of the COVID-19 pandemic, builders brought 2,125 units online in the second quarter. Additions were highest in the Oakland/Berkeley submarket. The deliveries facilitated leasing activity in the area, as it was one of the few submarkets in the metro with positive absorption in the second quarter. Many Greater San Francisco-Oakland apartment operators experienced more move-outs, especially in the Downtown San Francisco submarket, as employment contracted 11.2% over the last three months. Apartment occupancy fell 90 basis points in the second quarter to an average of 94.9%. At the same time, monthly effective rent lowered on average 3.1% from March to \$2,928 in June. Bay Area renters continue to meet their housing costs as 92.5% of apartment households made a full or partial rent payment by July 13, 490 basis points higher than the national average. The metro's resilience during the pandemic extended to apartment owners as 0.5% of surveyed CMBS and Fannie Mae loans were in forbearance, 300 basis points lower than comparable primary markets.



SAN FRANCISCO - OAKLAND

MULTIFAMILY REPORT

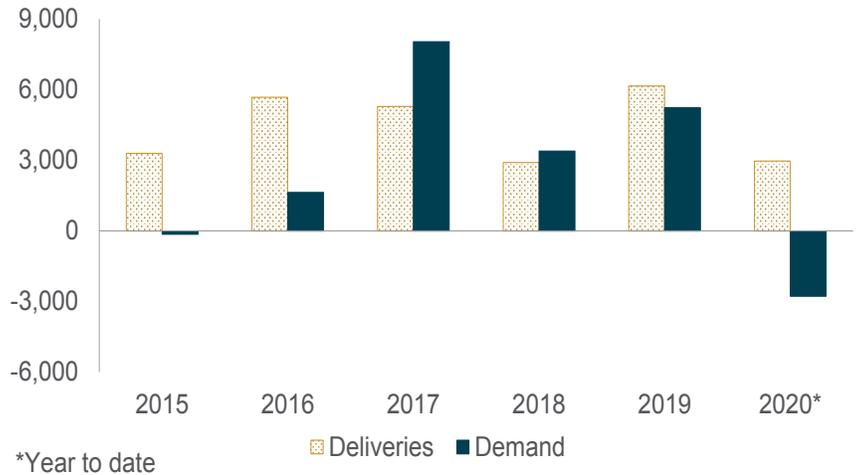
DELIVERIES AND DEMAND



DELIVERIES 2,972
Units YTD



NET ABSORPTION -2,774
Units YTD



ECONOMIC TRENDS

2019 2.7% **UNEMPLOYMENT*** 1,050 BPS CHANGE 2020 13.2%

2019 2.5m **EMPLOYMENT**** -11.4% CHANGE 2020 2.2m

2019 36.3k **EXISTING SFH SALES**** -17.9% CHANGE 2020 29.8k

2019 4.7m **POPULATION**** 0.5% CHANGE 2020 4.8m

2019 2.07% **10-YEAR TREASURY**** -130 BPS CHANGE 2020 0.73%

*May; **June



SAN FRANCISCO - OAKLAND

MULTIFAMILY REPORT

SUBMARKET BREAKDOWN

SUBMARKET NAME	OCCUPANCY			EFFECTIVE RENT			NET ABSORPTION		DELIVERED UNITS	
	2Q20	Q-o-Q Change (BPS)	Y-o-Y Change (BPS)	2Q20	Q-o-Q Change	Y-o-Y Change	2Q20	Annual	2Q20	Annual
Central San Mateo County	95.4%	-120	-150	\$3,205	-4.1%	-5.9%	-196	-71	61	264
Concord/Martinez	96.2%	-10	-80	\$2,047	-0.2%	-0.9%	-22	-124	0	0
Downtown San Francisco	94.5%	-150	-220	\$3,242	-5.4%	-6.9%	-1,273	-1,863	0	0
Fremont	96.4%	-40	-50	\$2,391	-2.8%	-2.6%	293	389	379	505
Hayward/San Leandro/Union City	96.8%	10	-30	\$2,127	-1.4%	-0.7%	18	-101	0	0
Livermore/Pleasanton	94.6%	-100	-140	\$2,451	-3.5%	-3.5%	-101	25	0	171
Marin County	95.3%	-40	-120	\$2,822	-2.9%	-1.3%	-86	-570	0	0
North San Mateo County	94.0%	10	-90	\$2,787	-2.0%	-0.6%	10	-16	0	172
Northeast Contra Costa County	95.4%	100	-110	\$1,875	-0.4%	-0.6%	131	-101	36	120
Northwest Contra Costa County	96.3%	-20	-110	\$2,158	-3.8%	-2.0%	-26	-152	0	0
Oakland/Berkeley	94.4%	-70	-70	\$2,959	-2.7%	-3.7%	184	2,520	872	3,310
San Ramon/Dublin	95.8%	20	20	\$2,406	-2.7%	-4.6%	22	28	0	0
SoMa	92.9%	-260	-380	\$3,737	-3.9%	-5.5%	-394	344	749	2,023
South San Mateo County	95.2%	-60	-30	\$3,592	-2.2%	-2.3%	-131	-60	0	0
Walnut Creek/Lafayette	94.8%	-90	-140	\$2,367	-1.9%	-3.2%	-89	70	28	254
West San Francisco	96.1%	-120	-150	\$3,145	-0.1%	0.1%	-449	-544	0	0
TOTALS	94.9%	-90	-140	\$2,928	-3.1%	-3.7%	-2,109	-228	2,125	6,819



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