os Angeles-Long Beach-Anaheim, CA Metro Area

Demographics and Economy

Demographics

-1.0%	52.1%	3.0%	Net Migration in California -187,389
population growth	share of renters	renter household formation	(2023)
(2022) U.S.: 0.4 %	(2022) U.S.: 34.8 %	(2022) U.S.: 2.4 %	-206,268 (2022)

Economy

8.0%	129,900	2.1%	1.6%
GDP growth (2022) U.S.: 9.1%	12-month job creation (December 2023)	1-year job growth (December 2023) U.S.: 1.7%	1-year wage growth (December 2023) U.S.: 3.8%
\$67,780	4.9%	17.2%	International Migration in California 150,982
Average wage per year (December 2023) U.S.: \$61,120	unemployment rate (November 2023) <i>U.S.:</i> 3.7%	share of workers teleworking (2022) U.S.: 17.9%	(2023) 126,517 (2022)

Commercial Real Estate by Sector

Demand for office space is **weaker than nationwide** as this area has a slower absorption of office space. As a result, rents rose slower than nationwide and vacancy rate is higher in this area.

	Net Absorption SF	Net Absorption SF 12 Mo	Market Rent Growth 12 Mo	Market Rent/SF	Vacancy Rate
2023 Q4	-1,142,767	-3,377,647	-0.4%	\$42	15.4%
2022 Q4	-1,510,463	-2,548,131	1.2%	\$42	14.3%
	Inventory SF	Net Delivered SF	Net Delivered SF 12 Months	Total Sales Volume	Market Cap Rate
2023 Q4	440,824,283	187,625	1,929,579	\$894.60M	6.7%
2022 Q4	438,894,704	1,075,783	1,461,287	\$819.15M	6.2%

2. Multifamily

Demand for multifamily space is **weaker than nationwide** as this area has a slower absorption of multifamily space. As a result, rents rose slower than nationwide. However, vacancy rate is lower in this area.

	Absorption Units	Absorption Units 12 Months	Market Asking Rent Growth 12 Months	Market Asking Rent/Unit	Market Effective Rent/Unit	Vacancy Rate
2023 Q4	849	4,758	0.1%	\$2,222	\$2,206	5.0%
2022 Q4	-254	4,387	3.1%	\$2,220	\$2,205	4.4%
	Inventory Un	its Net D	elivered Units	Net Delivered Un	its 12 Mo Ma	rket Cap Rate
2023 Q4	1,021,626		1,443	11,314		4.7%
2022 Q4	1,010,312		3,028	9,163		4.2%

3. Retail

Demand for retail space is **weaker than nationwide** as this area has a slower absorption of retail space. As a result, rents rose slower than nationwide and vacancy rate is higher in this area.

	Net Absorption SF	Net Absorption SF 12 Months	Market Rent Growth 12 Months	Market Rent/SF	Vacancy Rate
2023 Q4	763,350	-296,975	1.4%	\$36	5.2%
2022 Q4	-86,061	551,181	3.4%	\$36	5.0%
	Inventory SF	Market Cap	Rate Total Sa	les Volume	Transaction Sale Price/SF
2023 Q4	453,169,590	5.3%	\$72	1.66M	\$446
2022 Q4	452,436,790	5.3%	\$1,43	32.89M	\$401

Demand for industrial space is **weaker than nationwide** as this area has a slower absorption of industrial space. As a result, rents rose slower than nationwide. However, vacancy rate is lower in this area.

	Net Absorption SF	Net Absorption SF 12 Months	Market Rent Growth 12 Months	Market Rent/SF	Vacancy Rate
2023 Q4	-2,058,704	-15,500,055	3.0%	\$19	4.3%
2022 Q4	-1,407,995	-2,780,200	12.4%	\$19	2.4%
	Inventory SF	Net Delivered SF	Net Delivered SF 12 Months	Market Cap Rate	Total Sales Volume
2023 Q4	956,490,865	2,128,875	3,412,781	4.8%	\$816.09M
2022 04	953 078 084	-168 399	1851250	44%	\$2,658,43M

ources: NAR analysis on data from the U.S. Census Bureau, U.S. Bureau of Labor Statistics, Bureau of Economic Analysis, CoStar



San Bernardino-Ontario, CA Metro Area

Demographics and Economy

Demographics

0.3%	34.2%	-1.5%	Net Migration in California -187,389 (2023)
(2022)	(2022)	(2022)	-206,268 (2022)
U.S.: 0.4%	U.S.: 34.8%	U.S.: 2.4%	

Economy

8.9%	32,400	1.9%	7.4%
GDP growth (2022) U.S.: 9.1%	12-month job creation (December 2023)	1-year job growth (December 2023) U.S.: 1.7%	1-year wage growth (December 2023) U.S.: 3.8%
\$56,910	5.0%	11.3%	International Migration in California 150,982
Average wage per year (December 2023) U.S.: \$61,120	unemployment rate (November 2023) <i>U.S.:</i> 3.7%	share of workers teleworking (2022) U.S.: 17.9%	(2023) 126,517 (2022)

Commercial Real Estate by Sector

Demand for office space is **stronger than nationwide** as this area has a faster absorption of office space. As a result, rent prices rose faster than nationwide and vacancy rate is lower in this area.

	Net Absorption SF	Net Absorption SF 12 Mo	Market Rent Growth 12 Mo	Market Rent/SF	Vacancy Rate
2023 Q4	9,053	-124,869	1.7%	\$27	6.0%
2022 Q4	240,831	710,833	6.7%	\$26	5.6%
	Inventory SF	Net Delivered SF	Net Delivered SF 12	Total Sales Volume	Market Cap Rate

	Inventory SF	Net Delivered SF	Net Delivered SF 12 Months	Total Sales Volume	Market Cap Rate
2023 Q4	76,991,926	97,173	196,583	\$56.89M	8.3%
2022 Q4	76,795,343	93,000	169,068	\$251.81M	8.0%

2. Multifamily

Demand for multifamily space is **weaker than nationwide** as this area has a slower absorption of multifamily space. As a result, rents rose slower than nationwide. However, vacancy rate is lower in this area.

	Absorption Units	Absorption Units 12 Months	Market Asking Rent Growth 12 Months	Market Asking Rent/Unit	Market Effective Rent/Unit	Vacancy Rate
2023 Q4	305	-252	0.0%	\$1,980	\$1,963	6.8%
2022 Q4	-799	-2,091	3.3%	\$1,980	\$1,969	5.0%
	Inventory Un	its Net D	Delivered Units	Net Delivered Un	its 12 Mo Ma	rket Cap Rate
2023 Q4	172,764		1,589	3,053		5.0%
2022 Q4	169,711		338	1,887		4.5%

3. Retail

Demand for retail space is **weaker than nationwide** as this area has a slower absorption of retail space. Despite weaker conditions, rent prices rose faster than nationwide. However, vacancy rate is higher in this area.

	Net Absorption SF	Net Absorption SF 12 Months	Market Rent Growth 12 Months	Market Rent/SF	Vacancy Rate
2023 Q4	124,135	577,208	3.8%	\$26	5.3%
2022 Q4	437,011	2,641,762	5.9%	\$25	5.7%
	Inventory SF	Market Cap	Rate Total Sa	les Volume	Transaction Sale Price/SF
2023 Q4	202,060,975	5.8%	\$24	4.82M	\$332
2022 Q4	202,249,307	5.8%	\$451.97M		\$299

Demand for industrial space is **weaker than nationwide** as this area has a slower absorption of industrial space. As a result, rents rose slower than nationwide. However, vacancy rate is lower in this area.

	Net Absorption SF	Net Absorption SF 12 Months	Market Rent Growth 12 Months	Market Rent/SF	Vacancy Rate
2023 Q4	6,071,922	2,052,799	4.3%	\$14	5.6%
2022 Q4	3,288,169	13,815,516	13.8%	\$13	2.0%
	Inventory SF	Net Delivered SF	Net Delivered SF 12 Months	Market Cap Rate	Total Sales Volume
2023 Q4	755,593,166	14,716,054	30,227,131	4.4%	\$442.14M
2022 04					

ources: NAR analysis on data from the U.S. Census Bureau, U.S. Bureau of Labor Statistics, Bureau of Economic Analysis, CoStar





COMMERCIAL REAL ESTATE REPORT Q4 2023

to-Roseville-Folsom, CA Metro Area

Demographics and Economy

Demographics

0.2%	37.2%	-0.8%	Net Migration in California -187,389
population growth	share of renters	renter household formation	(2023)
(2022) U.S.: 0.4%	(2022) U.S.: 34.8%	(2022) U.S.: 2.4 %	-206,268

Economy

7.7% GDP growth (2022) U.S.: 9.1%	29,700 12-month job creation (December 2023)	2.8% 1-year job growth (December 2023) U.S.: 1.7%	1-year wage growth (December 2023) U.S.: 3.8%
\$59,550	4.4%	19.8%	International Migration in California 150,982
rage wage per year December 2023) U.S.: \$61,120	unemployment rate (November 2023) <i>U.S.:</i> 3.7%	share of workers teleworking (2022) U.S.: 17.9%	(2023) 126,517 (2022)

Commercial Real Estate by Sector

Demand for office space is **stronger than nationwide** as this area has a faster absorption of office space. Despite strong conditions, rent prices rose slower than nationwide. However, vacancy rate is lower in this area.

	Net Absorption SF	Net Absorption SF 12 Mo	Market Rent Growth 12 Mo	Market Rent/SF	Vacancy Rate
2023 Q4	85,535	-665,722	0.0%	\$27	11.1%
2022 Q4	60,362	123,451	2.2%	\$27	10.4%

	Inventory SF	Net Delivered SF	Net Delivered SF 12 Months	Total Sales Volume	Market Cap Rate
2023 Q4	109,793,598	-2,936	80,083	\$142.89M	8.6%
2022 Q4	109,713,515	297,400	826,341	\$123.57M	8.1%

2. Multifamily

Demand for multifamily space is **weaker than nationwide** as this area has a slower absorption of multifamily space. As a result, rents rose slower than nationwide. However, vacancy rate is lower in this area.

	Absorption Units	Absorption Units 12 Months	Market Asking Rent Growth 12 Months	Market Asking Rent/Unit	Market Effective Rent/Unit	Vacancy Rate
2023 Q4	220	1,087	0.0%	\$1,776	\$1,760	7.4%
2022 Q4	-406	-373	1.4%	\$1,777	\$1,762	6.4%
	Inventory Ur	nits Net D	Delivered Units	Net Delivered Un	its 12 Mo Ma	rket Cap Rate
2023 Q4	140,506		904	2,587		5.0%
2022 Q4	137,919		665	3,284		4.5%

3. Retail

Demand for retail space is **weaker than nationwide** as this area has a slower absorption of retail space. As a result, rents rose slower than nationwide and vacancy rate is higher in this area.

	Net Absorption SF	Net Absorption SF 12 Months	Market Rent Growth 12 Months	Market Rent/SF	Vacancy Rate
2023 Q4	97,154	166,858	1.7%	\$24	5.8%
2022 Q4	-34,565	451,409	3.3%	\$23	5.6%
	Inventory SF	Market Cap	Rate Total Sa	les Volume	Transaction Sale Price/SF
2023 Q4	111,737,391	6.3%	\$19	8.18M	\$274
2022 Q4	111,244,604	6.2%	\$47	9.24M	\$274

Demand for industrial space is **weaker than nationwide** as this area has a slower absorption of industrial space. As a result, rents rose slower than nationwide and vacancy rate is higher in this area.

	Net Absorption SF	Net Absorption SF 12 Months	Market Rent Growth 12 Months	Market Rent/SF	Vacancy Rate
2023 Q4	-460,955	807,095	5.0%	\$11	5.7%
2022 Q4	554,474	2,912,903	6.9%	\$11	4.2%
	Inventory SF	Net Delivered SF	Net Delivered SF 12 Months	Market Cap Rate	Total Sales Volume
2023 Q4	192,087,681	2,049,061	3,814,970	7.1%	\$153.08M

ources: NAR analysis on data from the U.S. Census Bureau, U.S. Bureau of Labor Statistics, Bureau of Economic Analysis, CoStar



an Diego-Chula Vista-Carlsbad, CA Metro Area

Demographics and Economy

Demographics

-0.3%	45.5%	0.4%	Net Migration in California -187,389 (2023)	
population growth (2022) U.S.: 0.4%	(2022) U.S.: 34.8%	(2022) U.S.: 2.4%	-206,268 (2022)	

Economy

	8.4%	23,400	1.5%	-0.4%
	P growth (2022) . S.: 9.1 %	12-month job creation (December 2023)	1-year job growth (December 2023) U.S.: 1.7%	1-year wage growth (December 2023) U.S.: 3.8%
\$6	54.510	4.1%	18.6%	International Migration in California
	,,,,,,,			150,982 (2023)
	wage per year mber 2023)	unemployment rate (November 2023)	share of workers teleworking (2022)	
	: \$61,120	U.S.: 3.7%	U.S.: 17.9%	126,517 (2022)

Commercial Real Estate by Sector

Demand for office space is **stronger than nationwide** as this area has a faster absorption of office space. As a result, rent prices rose faster than nationwide and vacancy rate is lower in this area.

Net Absorption SF	Net Absorption SF 12 Mo	Market Rent Growth 12 Mo	Market Rent/SF	Vacancy Rate
476,890	16,403	1.3%	\$39	10.8%
-22,539	916,351	3.0%	\$38	10.6%
				Market Can Date
	.,	476,890 16,403 -22,539 916,351	Mo 12 Mo 476,890 16,403 1.3% -22,539 916,351 3.0%	Mo 12 Mo 476,890 16,403 1.3% \$39 -22,539 916,351 3.0% \$38

	Inventory SF	Net Delivered SF	Net Delivered SF 12 Months	Total Sales Volume	Market Cap Rate
2023 Q4	119,678,147	70,000	287,632	\$111.86M	7.4%
2022 Q4	119,390,515	-72,011	376,907	\$269.00M	6.9%

2. Multifamily

Demand for multifamily space is **weaker than nationwide** as this area has a slower absorption of multifamily space. Despite weaker conditions, rent prices rose faster than nationwide and vacancy rate is lower in this

	Absorption Units	Absorption Units 12 Months	Market Asking Rent Growth 12 Months	Market Asking Rent/Unit	Market Effective Rent/Unit	Vacancy Rate
2023 Q4	-204	1,616	1.3%	\$2,398	\$2,380	4.7%
2022 Q4	-472	425	5.5%	\$2,368	\$2,353	3.9%
	Inventory Un	nits Net D	elivered Units	Net Delivered Un	ts 12 Mo Ma	rket Cap Rate
2023 Q4	277,055		1,528	3,956		4.5%
2022 Q4	273,099		552	4,109		4.1%

3. Retail

Demand for retail space is **weaker than nationwide** as this area has a slower absorption of retail space. Despite weaker conditions, rent prices rose faster than nationwide and vacancy rate is lower in this area.

	Net Absorption SF	Net Absorption SF 12 Months	Market Rent Growth 12 Months	Market Rent/SF	Vacancy Rate
2023 Q4	243,460	62,049	3.8%	\$34	3.8%
2022 Q4	181,149	1,191,542	4.2%	\$33	3.9%
	Inventory SF	Market Cap	Rate Total Sa	les Volume	Transaction Sale Price/SF
2023 Q4	139,663,479	5.4%	\$18	8.05M	\$375
2022 Q4	139,740,377	5.4%	\$24	4.32M	\$450

Demand for industrial space is **weaker than nationwide** as this area has a slower absorption of industrial space. As a result, rents rose slower than nationwide and vacancy rate is higher in this area.

	Net Absorption SF	Net Absorption SF 12 Months	Market Rent Growth 12 Months	Market Rent/SF	Vacancy Rate
2023 Q4	-448,253	-2,940,037	5.8%	\$23	5.7%
2022 Q4	659,159	1,986,382	11.2%	\$21	3.2%
	Inventory SF	Net Delivered SF	Net Delivered SF 12 Months	Market Cap Rate	Total Sales Volume
2023 Q4	208,974,775	1,014,594	2,434,435	5.7%	\$334.78M
2022 Q4	206,540,340	155,600	1,832,177	5.3%	\$679.78M

ources: NAR analysis on data from the U.S. Census Bureau, U.S. Bureau of Labor Statistics, Bureau of Economic Analysis, CoStar



COMMERCIAL REAL ESTATE REPORT Q4 2023

nn Francisco-Oakland-Berkeley, CA Metro Area

Demographics and Economy

Demographics

-0.9%	43.8%	0.5%	Net Migration in California -187,389 (2023)
population growth (2022) U.S.: 0.4%	share of renters (2022) U.S.: 34.8 %	renter household formation (2022) U.S.: 2.4 %	-206,268 (2022)

Economy

4.5%	41,700	1.7%	1.5%
GDP growth (2022) U.S.: 9.1%	12-month job creation (December 2023)	1-year job growth (December 2023) U.S.: 1.7%	1-year wage growth (December 2023) U.S.: 3.8%
\$81,710	3.9%	27.0%	International Migration in California 150,982 (2023)
Average wage per year (December 2023) U.S.: \$61,120	unemployment rate (November 2023) U.S.: 3.7%	share of workers teleworking (2022) U.S.: 17.9%	126,517 (2022)

Commercial Real Estate by Sector

189,853,753

Demand for office space is **weaker than nationwide** as this area has a slower absorption of office space. As a result, rents rose slower than nationwide and vacancy rate is higher in this area.

	Net Absorption SF	Net Absorption SF 12 Mo	Market Rent Growth 12 Mo	Market Rent/SF	Vacancy Rate
2023 Q4	-2,827,308	-9,264,710	-2.7%	\$55	21.6%
2022 Q4	-1,411,301	-4,338,844	-8.6%	\$57	16.4%
	Inventory SF	Net Delivered SF	Net Delivered SF 12 Months	Total Sales Volume	Market Cap Rate
2023 Q4	190,677,744	-12,193	823,991	\$228.28M	6.0%

2. Multifamily

2022 04

Demand for multifamily space is **weaker than nationwide** as this area has a slower absorption of multifamily space. As a result, rents rose slower than nationwide. However, vacancy rate is lower in this area.

2,159,583

\$122.48M

5.5%

354,925

	Absorption Units	Absorption Units 12 Months	Market Asking Rent Growth 12 Months	Market Asking Rent/Unit	Market Effective Rent/Unit	Vacancy Rate
2023 Q4	606	1,839	-0.1%	\$2,993	\$2,958	6.4%
2022 Q4	653	3,377	0.7%	\$2,998	\$2,970	6.8%
	Inventory Un	nits Net D	Delivered Units	Net Delivered Un	its 12 Mo Ma	rket Cap Rate
2023 Q4	179,860		250	1,122		4.2%
2022 Q4	178,738		349	1,962		3.7%

3. Retail

Demand for retail space is **weaker than nationwide** as this area has a slower absorption of retail space. As a result, rents rose slower than nationwide and vacancy rate is higher in this area.

	Net Absorption SF	Net Absorption SF 12 Months	Market Rent Growth 12 Months	Market Rent/SF	Vacancy Rate
2023 Q4	-97,302	-356,685	-0.8%	\$43	5.9%
2022 Q4	-13,094	168,128	0.3%	\$43	5.4%
	Inventory SF	Market Cap	Rate Total Sa	ales Volume	Transaction Sale Price/SF
2023 Q4	82,795,763	4.7%	\$15	55.81M	\$345
2022 Q4	82,778,127	4.6%	\$9	1.53M	\$448

Demand for industrial space is **weaker than nationwide** as this area has a slower absorption of industrial space. As a result, rents rose slower than nationwide and vacancy rate is higher in this area.

	Net Absorption SF	Net Absorption SF 12 Months	Market Rent Growth 12 Months	Market Rent/SF	Vacancy Rate
2023 Q4	92,822	-1,941,698	1.5%	\$27	9.1%
2022 Q4	541,179	534,279	5.8%	\$27	6.1%
	Inventory SF	Net Delivered SF	Net Delivered SF 12 Months	Market Cap Rate	Total Sales Volume
2023 Q4	99,676,306	511,777	1,112,234	5.4%	\$57.29M
2022 Q4	98.564.072	944.466	797.283	4.9%	\$225.46M

ources: NAR analysis on data from the U.S. Census Bureau, U.S. Bureau of Labor Statistics, Bureau of Economic Analysis, CoStar



Demographics and Economy

Demographics

-0.7%	45.1%	4.0%	Net Migration in California -187,389
population growth	share of renters	renter household formation	(2023)
(2022)	(2022)	(2022)	- 206,268
U.S.: 0.4%	U.S.: 34.8 %	U.S.: 2.4%	(2022)

Economy

2.0%	13,400	1.1%	6.2%
GDP growth (2022) U.S.: 9.1%	12-month job creation (December 2023)	1-year job growth (December 2023) U.S.: 1.7%	1-year wage growth (December 2023) U.S.: 3.8%
\$93,350	3.8%	24.4%	International Migration in California 150,982
Average wage per year (December 2023) U.S.: \$61,120	unemployment rate (November 2023) U.S.: 3.7%	share of workers teleworking (2022) U.S.: 17.9 %	(2023) 126,517 (2022)

Commercial Real Estate by Sector

Demand for office space is **weaker than nationwide** as this area has a slower absorption of office space. As a result, rents rose slower than nationwide and vacancy rate is higher in this area.

	Net Absorption SF	Net Absorption SF 12 Mo	Market Rent Growth 12 Mo	Market Rent/SF	Vacancy Rate
2023 Q4	-432,465	-1,618,627	-0.8%	\$59	15.4%
2022 Q4	601,229	1,660,520	-5.2%	\$59	11.9%
	Inventory SF	Net Delivered SF	Net Delivered SF 12 Months	Total Sales Volume	Market Cap Rate
2023 Q4	144,798,362	2,005,759	3,819,499	\$248.28M	6.1%
2022 04	140 978 863	303 217	1728.004	\$659.62M	5.6%

2. Multifamily

Demand for multifamily space is **weaker than nationwide** as this area has a slower absorption of multifamily space. As a result, rents rose slower than nationwide. However, vacancy rate is lower in this area.

	Absorption Units	Absorption Units 12 Months	Market Asking Rent Growth 12 Months	Market Asking Rent/Unit	Market Effective Rent/Unit	Vacancy Rate
2023 Q4	-28	1,500	0.8%	\$2,916	\$2,884	5.2%
2022 Q4	22	3,008	4.5%	\$2,892	\$2,861	5.6%
	Inventory Un	its Net D	elivered Units	Net Delivered Un	its 12 Mo M	arket Cap Rate
2023 Q4	156,728		0 8			4.4%
2022 Q4	155,915		476	2,696		3.8%

3. Retail

Demand for retail space is **weaker than nationwide** as this area has a slower absorption of retail space. As a result, rents rose slower than nationwide and vacancy rate is higher in this area.

	Net Absorption SF	Net Absorption SF 12 Months	Market Rent Growth 12 Months	Market Rent/SF	Vacancy Rate	
2023 Q4	116,461	288,012	-0.3%	\$40	4.2%	
2022 Q4	11,989	-242,889	2.7%	\$41	4.4%	
	Inventory SF	Market Cap	Rate Total S	ales Volume	Transaction Sale Price/SF	
2023 Q4	80,755,891	5.2%	\$9	0.06M	\$244	
2022 Q4	80,607,371	5.2%	\$112.01M		\$486	

Demand for industrial space is **weaker than nationwide** as this area has a slower absorption of industrial space. As a result, rents rose slower than nationwide and vacancy rate is higher in this area.

	Net Absorption SF	Net Absorption SF 12 Months	Market Rent Growth 12 Months	Market Rent/SF	Vacancy Rate	
2023 Q4	63,834	-1,202,954	1.3%	\$26	6.7%	
2022 Q4	737,898	1,828,705	5.8%	\$26	5.7%	
	Inventory SF	Net Delivered SF	Net Delivered SF 12 Months	Market Cap Rate	Total Sales Volume	
2023 Q4	199,548,772	-6,000	800,633	5.7%	\$122.47M	
2022 04	198.748.139	-527.394	-884.193	5.3%	\$485.03M	

iources: NAR analysis on data from the U.S. Census Bureau, U.S. Bureau of Labor Statistics, Bureau of Economic Analysis, CoStar

