The San Francisco Bay Area Apartment Building Market

Mid-Year 2017 Market Report
Main Focus on 5+ Unit Buildings

For San Francisco, Alameda & Marin Counties
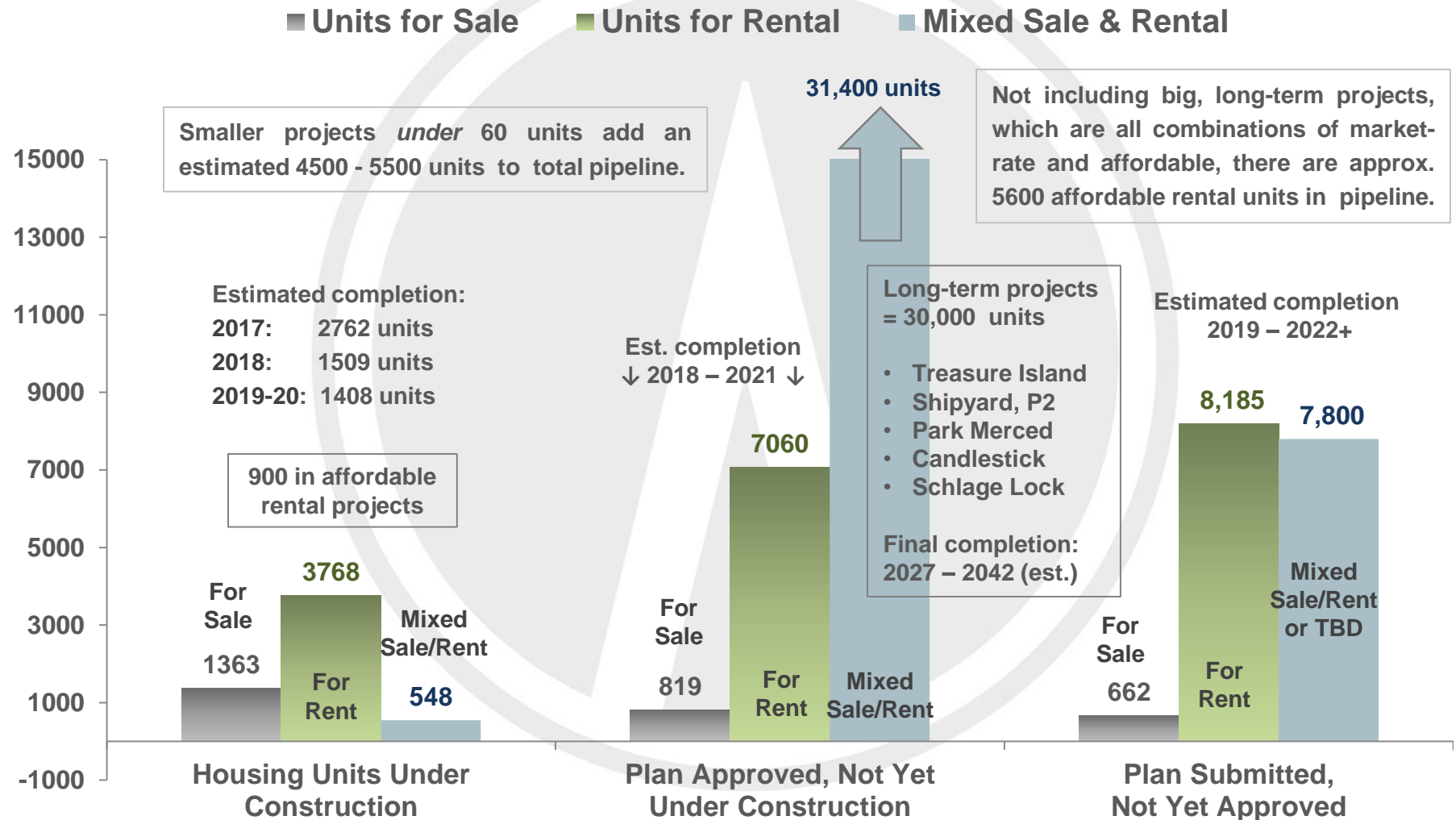
San Francisco New Construction Breakdown

For Sale & Rental Housing, Projects of 60+ Units

■ Units for Sale   **■ Units for Rental**   **■ Mixed Sale & Rental**

Smaller projects *under* 60 units add an estimated 4500 - 5500 units to total pipeline.

31,400 units

Not including big, long-term projects, which are all combinations of market-rate and affordable, there are approx. 5600 affordable rental units in pipeline.

Estimated completion:
2017: 2762 units
2018: 1509 units
2019-20: 1408 units

Est. completion
↓ 2018 – 2021 ↓

Long-term projects = 30,000 units

- Treasure Island
- Shipyard, P2
- Park Merced
- Candlestick
- Schlage Lock

Estimated completion 2019 – 2022+

8,185

7,800

Final completion: 2027 – 2042 (est.)

900 in affordable rental projects

3768

For Sale

7060

For
Sale

For
Rent

Mixed
Sale/Rent

Mixed
Sale/Rent
or TBD

For Sale

For
Rent

Mixed
Sale/Rent

For Sale

For
Rent

1363

819

662

548

Y-axis: 15000, 13000, 11000, 9000, 7000, 5000, 3000, 1000, -1000

Housing Units Under Construction   **Plan Approved, Not Yet Under Construction**   **Plan Submitted, Not Yet Approved**
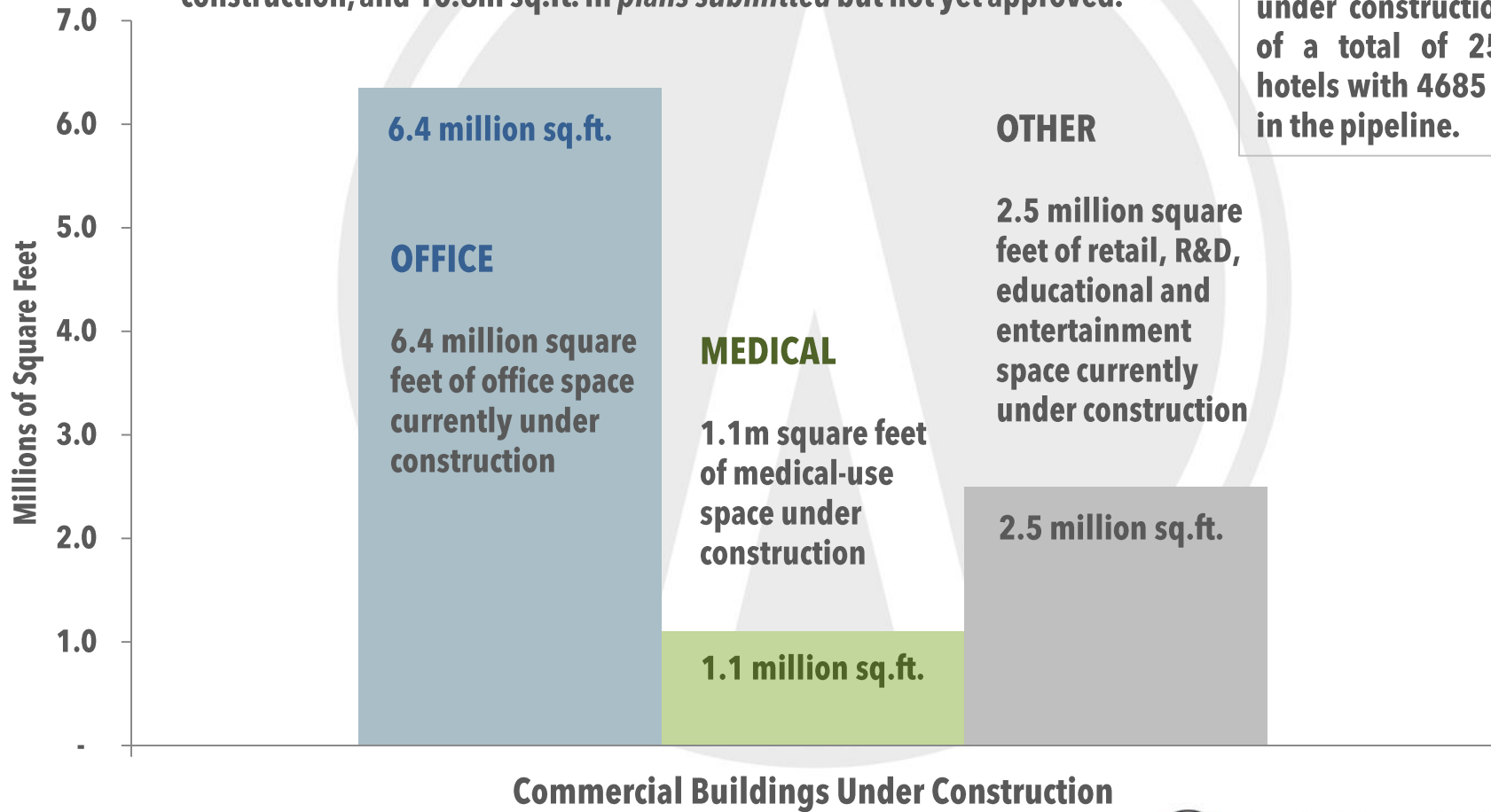
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San Francisco Commercial Construction Projects
San Francisco Business Times Analysis, Projects 50,000+ sq.ft. [6/23/17]

Besides the 10 million sq.ft. of commercial construction underway in SF as charted below, there is 10.8m sq.ft. *approved* but not yet under construction, and 10.8m sq.ft. in *plans submitted* but not yet approved.

and ... 5 hotels with 1400 new hotel rooms under construction, out of a total of 25 new hotels with 4685 rooms in the pipeline.

Millions of Square Feet

7.0

6.0 — **6.4 million sq.ft.**

OFFICE

5.0

6.4 million square feet of office space currently under construction

OTHER

2.5 million square feet of retail, R&D, educational and entertainment space currently under construction

4.0

MEDICAL

3.0

1.1m square feet of medical-use space under construction

2.0 — **2.5 million sq.ft.**

1.0 — **1.1 million sq.ft.**

-

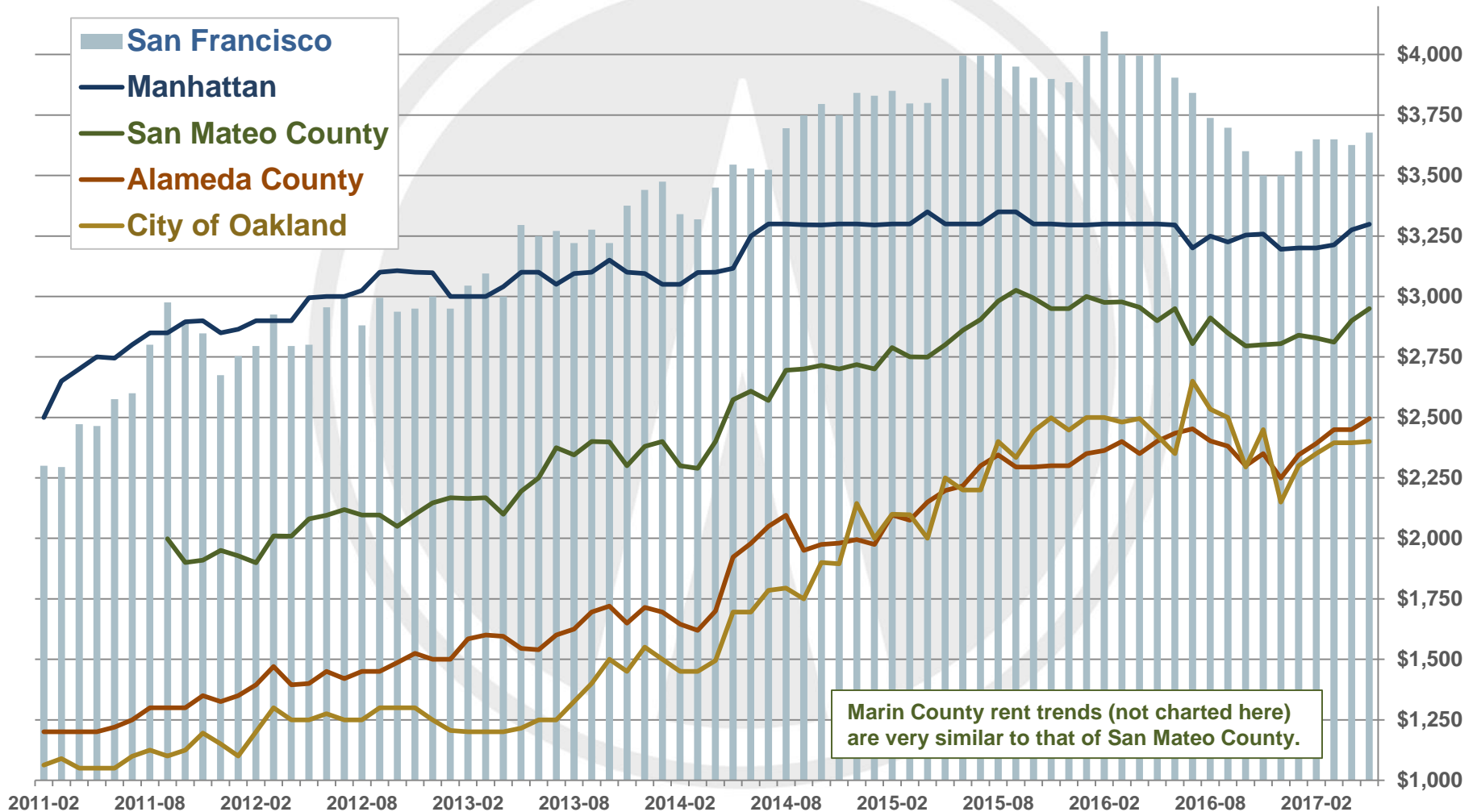**Commercial Buildings Under Construction**

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Median List Rents since 2011

Selected Bay Area Counties & NYC

Data per Zillow, 5+ unit
buildings through May 2017

Legend:
- **San Francisco**
- **Manhattan**
- **San Mateo County**
- **Alameda County**
- **City of Oakland**

Marin County rent trends (not charted here)
are very similar to that of San Mateo County.

X-axis labels: 2011-02, 2011-08, 2012-02, 2012-08, 2013-02, 2013-08, 2014-02, 2014-08, 2015-02, 2015-08, 2016-02, 2016-08, 2017-02

Y-axis labels: $1,000, $1,250, $1,500, $1,750, $2,000, $2,250, $2,500, $2,750, $3,000, $3,250, $3,500, $3,750, $4,000
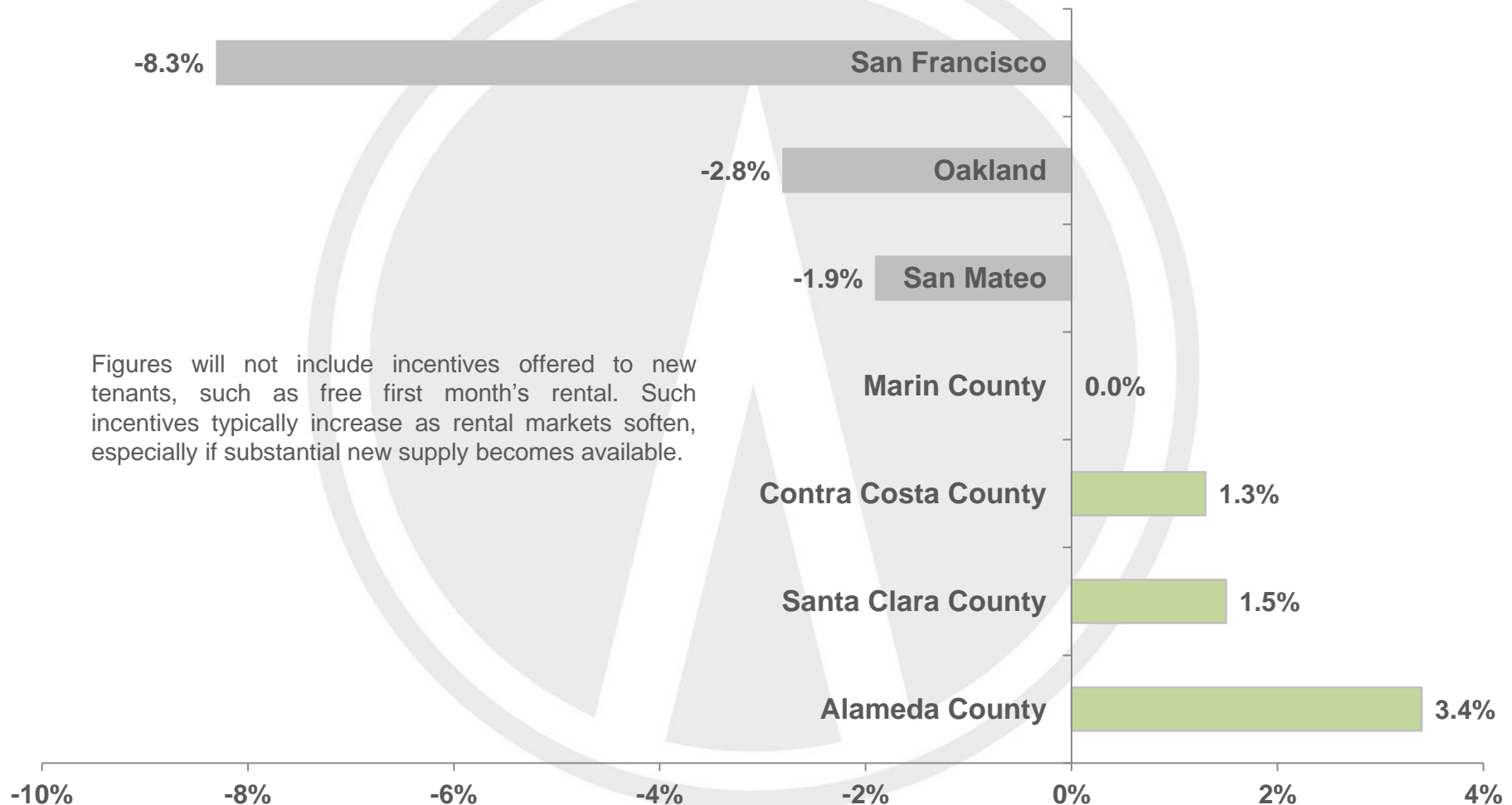
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Bay Area Residential Rent Trends

Median List Rent, Year-over-Year Changes, Spring 2016 to Spring 2017

Data per Zillow for 5+ unit buildings.

-8.3% **San Francisco**

-2.8% **Oakland**

-1.9% **San Mateo**

Marin County 0.0%

Figures will not include incentives offered to new tenants, such as free first month's rental. Such incentives typically increase as rental markets soften, especially if substantial new supply becomes available.

Contra Costa County 1.3%

Santa Clara County 1.5%

Alameda County 3.4%

-10%   -8%   -6%   -4%   -2%   0%   2%   4%

Comparing March-May 2016 with March-May 2017, averaging the 3 months data.
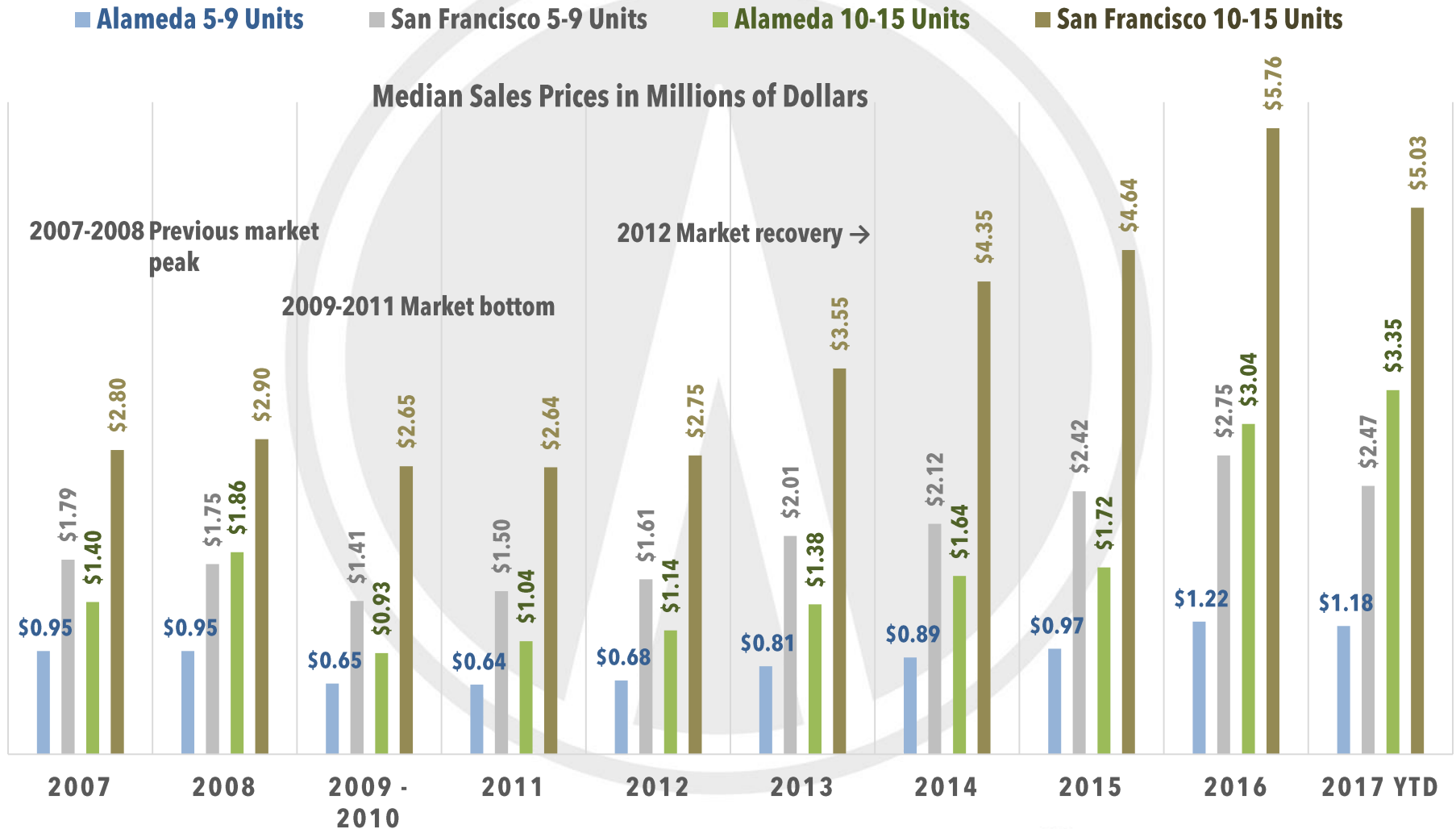Data per Zillow deemed reliable but may contain errors and subject to revision.

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Median Sales Prices in Millions of Dollars
San Francisco & Alameda 5-15 Unit Building Sales

County residential multi-unit sales reported to MLS through 6/30/17.

■ **Alameda 5-9 Units**　■ **San Francisco 5-9 Units**　■ **Alameda 10-15 Units**　■ **San Francisco 10-15 Units**

Median Sales Prices in Millions of Dollars

2007-2008 Previous market peak

2009-2011 Market bottom

2012 Market recovery →

Year	Alameda 5-9 Units	San Francisco 5-9 Units	Alameda 10-15 Units	San Francisco 10-15 Units
2007	$0.95	$1.79	$1.40	$2.80
2008	$0.95	$1.75	$1.86	$2.90
2009 - 2010	$0.65	$1.41	$0.93	$2.65
2011	$0.64	$1.50	$1.04	$2.64
2012	$0.68	$1.61	$1.14	$2.75
2013	$0.81	$2.01	$1.38	$3.55
2014	$0.89	$2.12	$1.64	$4.35
2015	$0.97	$2.42	$1.72	$4.64
2016	$1.22	$2.75	$3.04	$5.76
2017 YTD	$1.18	$2.47	$3.35	$5.03

Because of the relatively small number of sales and the huge variety in buildings sold, this is a very general statistic when applied to investment property MLS sales. Data is from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.
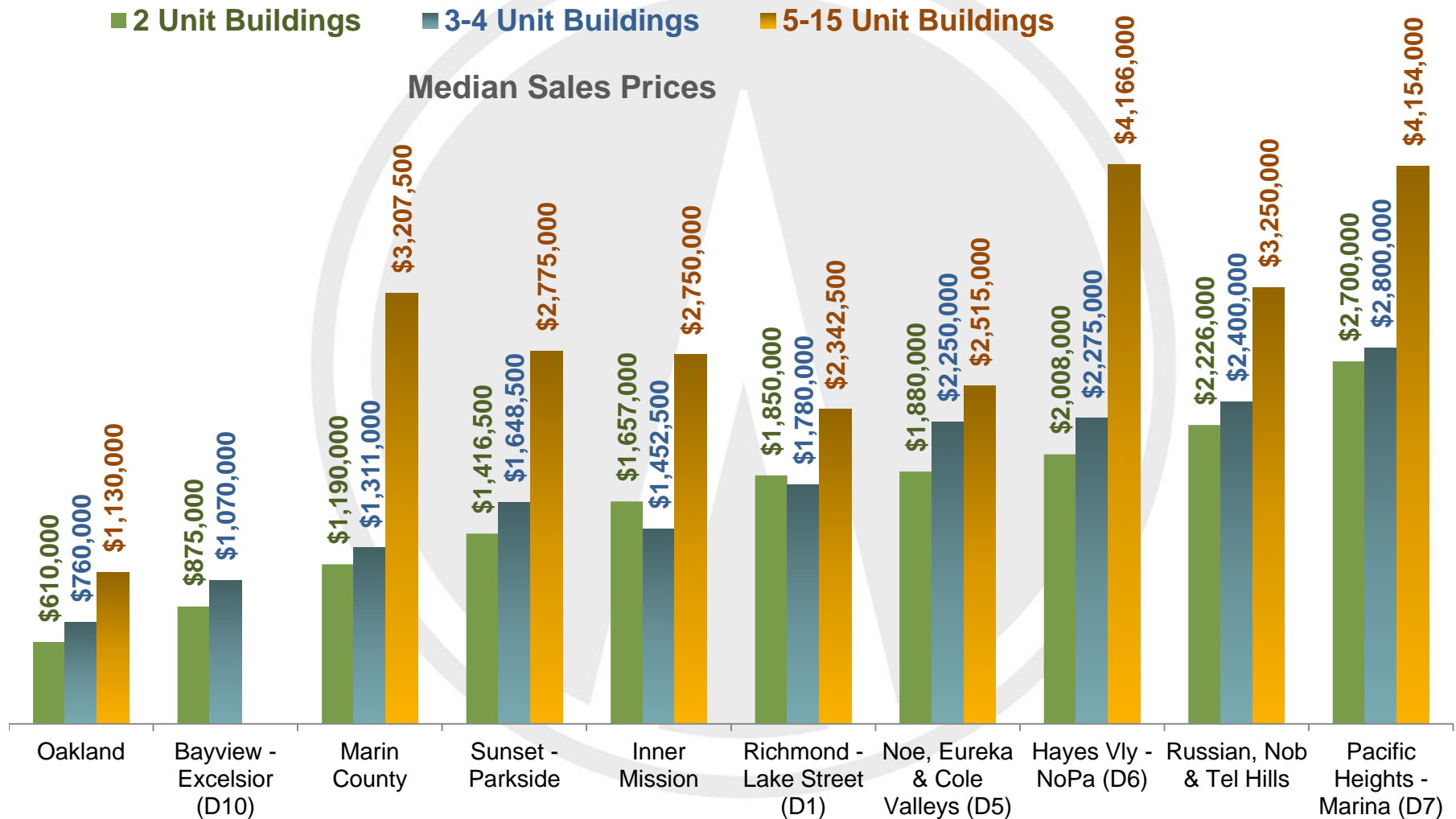
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San Francisco, Oakland & Marin County

Residential Multi-Unit Properties, Median Sales Prices

■ **2 Unit Buildings** ■ **3-4 Unit Buildings** ■ **5-15 Unit Buildings**

Median Sales Prices

Neighborhood	2 Unit Buildings	3-4 Unit Buildings	5-15 Unit Buildings
Oakland	$610,000	$760,000	$1,130,000
Bayview - Excelsior (D10)	$875,000	$1,070,000	
Marin County	$1,190,000	$1,311,000	$3,207,500
Sunset - Parkside	$1,416,500	$1,648,500	$2,775,000
Inner Mission	$1,657,000	$1,452,500	$2,750,000
Richmond - Lake Street (D1)	$1,850,000	$1,780,000	$2,342,500
Noe, Eureka & Cole Valleys (D5)	$1,880,000	$2,250,000	$2,515,000
Hayes Vly - NoPa (D6)	$2,008,000	$2,275,000	$4,166,000
Russian, Nob & Tel Hills	$2,226,000	$2,400,000	$3,250,000
Pacific Heights - Marina (D7)	$2,700,000	$2,800,000	$4,154,000

Neighborhood titles often stand for larger districts. Some markets had relatively few sales in the period. Data from sources deemed reliable but may contain errors and subject to revision.
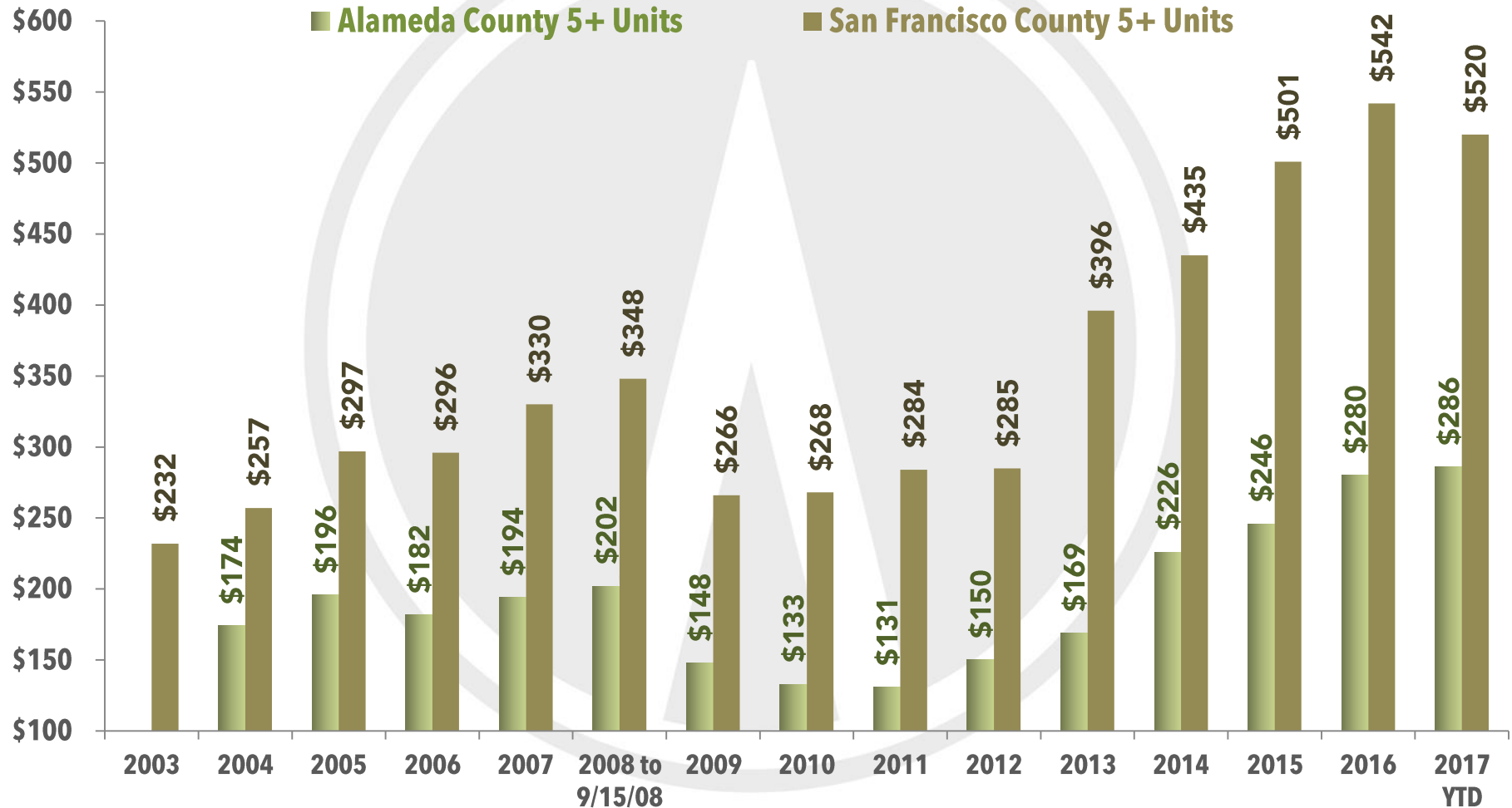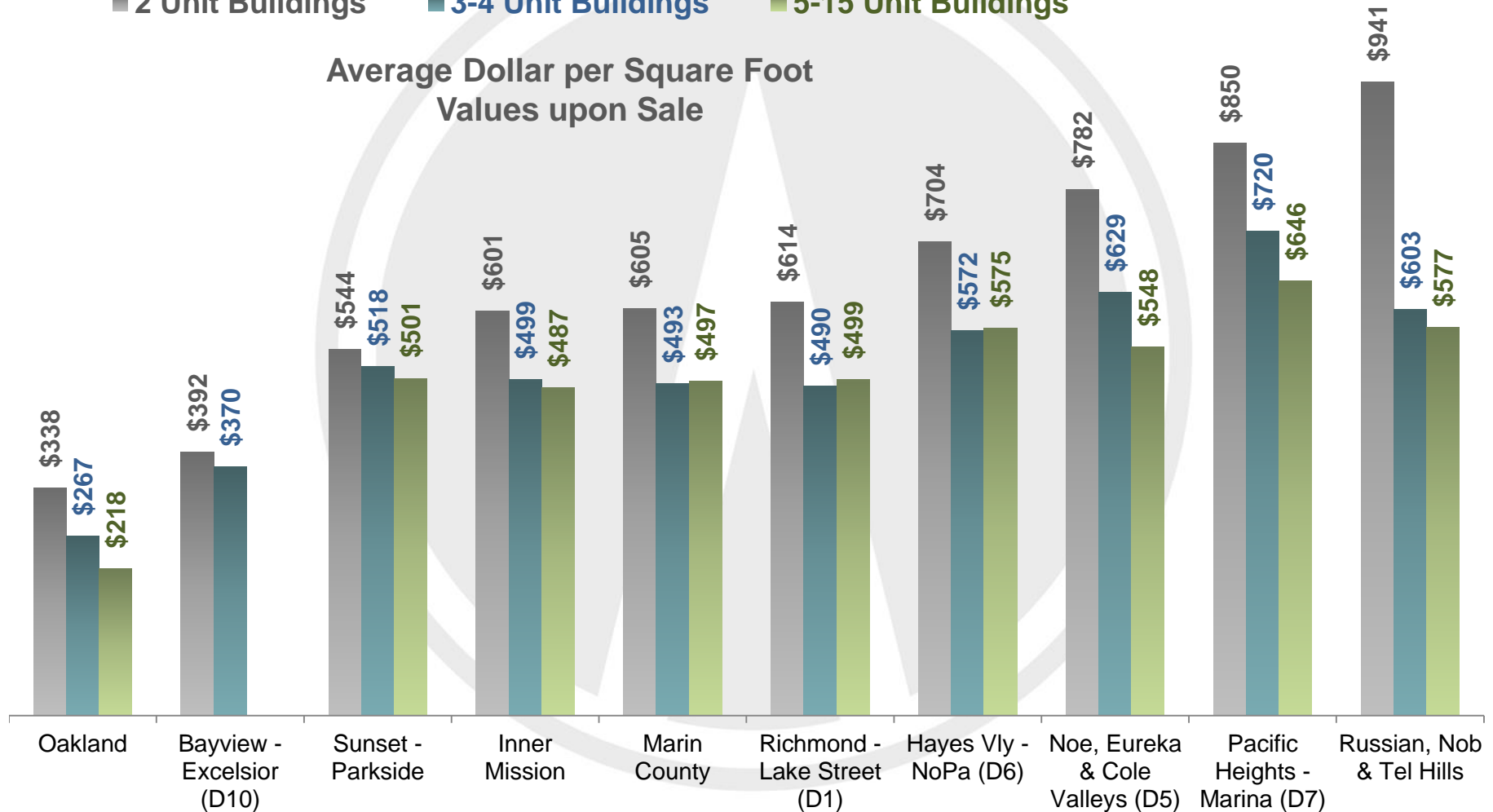
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Average Dollar per Square Foot Values
San Francisco & Alameda, 5+ Unit Apartment Building Sales

Sales reported to MLS.

■ Alameda County 5+ Units   ■ San Francisco County 5+ Units

Year	Alameda County 5+ Units	San Francisco County 5+ Units
2003		$232
2004	$174	$257
2005	$196	$297
2006	$182	$296
2007	$194	$330
2008 to 9/15/08	$202	$348
2009	$148	$266
2010	$133	$268
2011	$131	$284
2012	$150	$285
2013	$169	$396
2014	$226	$435
2015	$246	$501
2016	$280	$542
2017 YTD	$286	$520

Because of the relatively small number of sales and the huge variety in buildings sold, average dollar per square foot is a very general statistic when applied to investment property sales. Data is from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

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San Francisco, Oakland & Marin County

Residential Multi-Unit Properties, Average Dollar per Square Foot

MLS Sales reported
3/22/16 – 3/21/17

■ 2 Unit Buildings   ■ 3-4 Unit Buildings   ■ 5-15 Unit Buildings

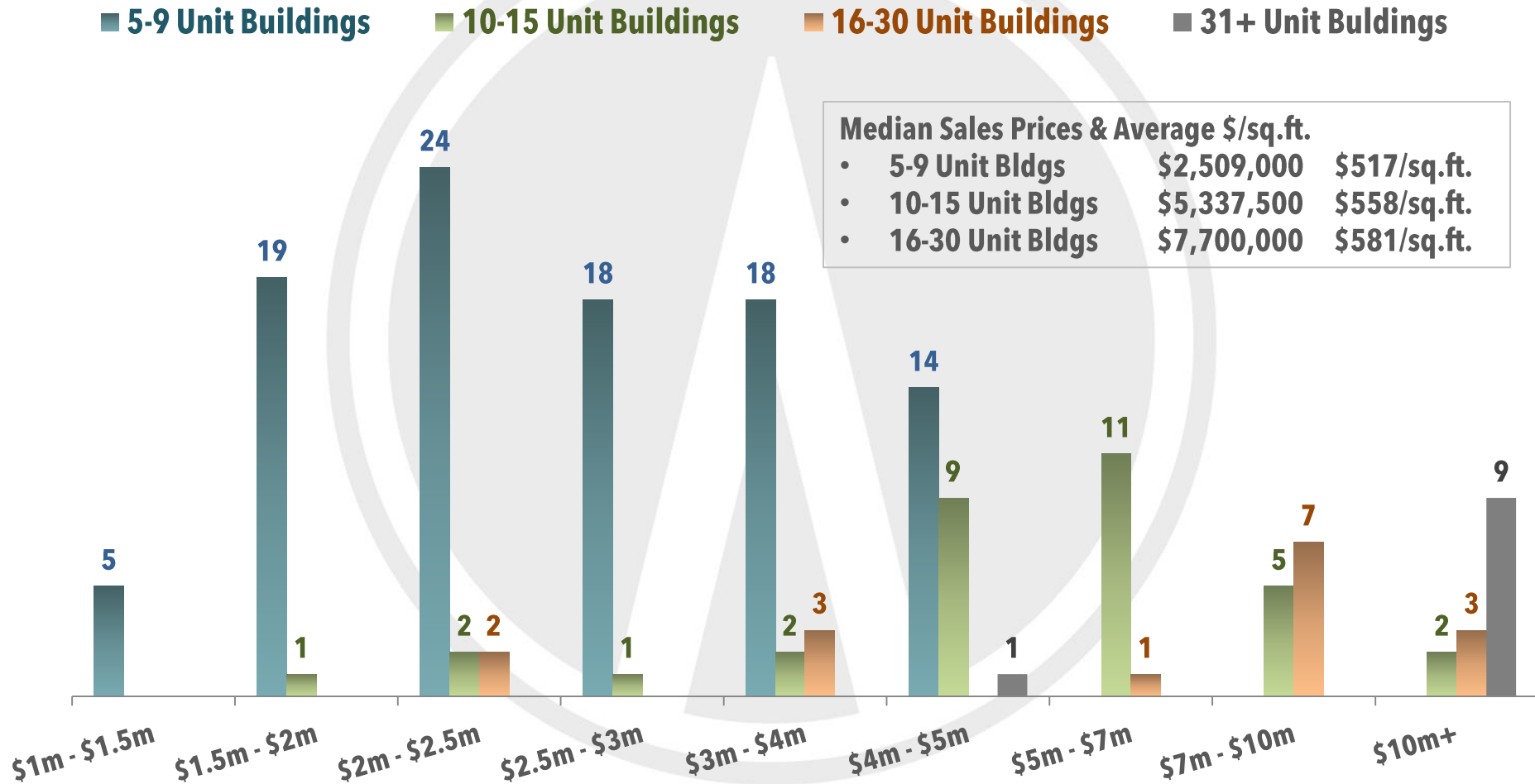**Average Dollar per Square Foot**
Values upon Sale

Neighborhood	2 Unit Buildings	3-4 Unit Buildings	5-15 Unit Buildings
Oakland	$338	$267	$218
Bayview - Excelsior (D10)	$392	$370	
Sunset - Parkside	$544	$518	$501
Inner Mission	$601	$499	$487
Marin County	$605	$493	$497
Richmond - Lake Street (D1)	$614	$490	$499
Hayes Vly - NoPa (D6)	$704	$572	$575
Noe, Eureka & Cole Valleys (D5)	$782	$629	$548
Pacific Heights - Marina (D7)	$850	$720	$646
Russian, Nob & Tel Hills	$941	$603	$577

Neighborhood titles often stand for larger districts. Some markets had relatively few sales in the period. Outlier sales excluded when identified. Data from sources deemed reliable but may contain errors and subject to revision.

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San Francisco 5+ Unit Apartment Building Sales
12 Months Sales by Price Segment, Mid-Year 2017 Analysis

- ■ **5-9 Unit Buildings**
- ■ **10-15 Unit Buildings**
- ■ **16-30 Unit Buildings**
- ■ **31+ Unit Buldings**

Median Sales Prices & Average $/sq.ft.
- 5-9 Unit Bldgs $2,509,000 $517/sq.ft.
- 10-15 Unit Bldgs $5,337,500 $558/sq.ft.
- 16-30 Unit Bldgs $7,700,000 $581/sq.ft.

Price Segment	5-9 Unit	10-15 Unit	16-30 Unit	31+ Unit
$1m - $1.5m	5			
$1.5m - $2m	19	1		
$2m - $2.5m	24	2	2	
$2.5m - $3m	18	1		
$3m - $4m	18	2	3	
$4m - $5m	14	9		1
$5m - $7m		11	1	
$7m - $10m		5	7	
$10m+		2	3	9

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San Francisco Multi-Unit Residential Building Market
2016 Sales Activity and Values
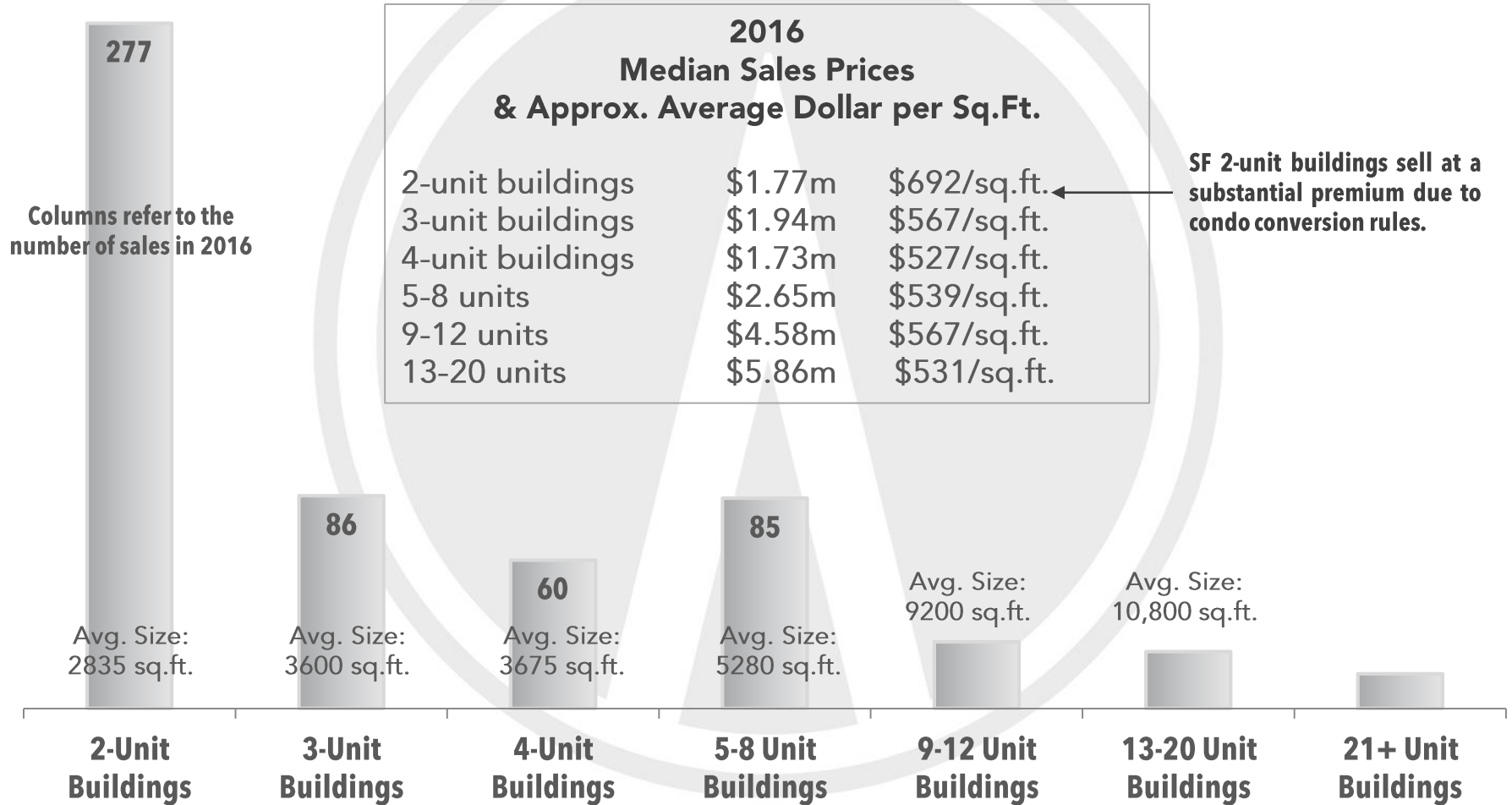
Columns refer to the number of sales in 2016

2016
Median Sales Prices
& Approx. Average Dollar per Sq.Ft.

2-unit buildings	$1.77m	$692/sq.ft.
3-unit buildings	$1.94m	$567/sq.ft.
4-unit buildings	$1.73m	$527/sq.ft.
5-8 units	$2.65m	$539/sq.ft.
9-12 units	$4.58m	$567/sq.ft.
13-20 units	$5.86m	$531/sq.ft.

SF 2-unit buildings sell at a substantial premium due to condo conversion rules.

277

86

60

85

Avg. Size: 2835 sq.ft.

Avg. Size: 3600 sq.ft.

Avg. Size: 3675 sq.ft.

Avg. Size: 5280 sq.ft.

Avg. Size: 9200 sq.ft.

Avg. Size: 10,800 sq.ft.

| 2-Unit Buildings | 3-Unit Buildings | 4-Unit Buildings | 5-8 Unit Buildings | 9-12 Unit Buildings | 13-20 Unit Buildings | 21+ Unit Buildings |

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Average Cap Rates
San Francisco 5+ Unit Apartment Building Sales
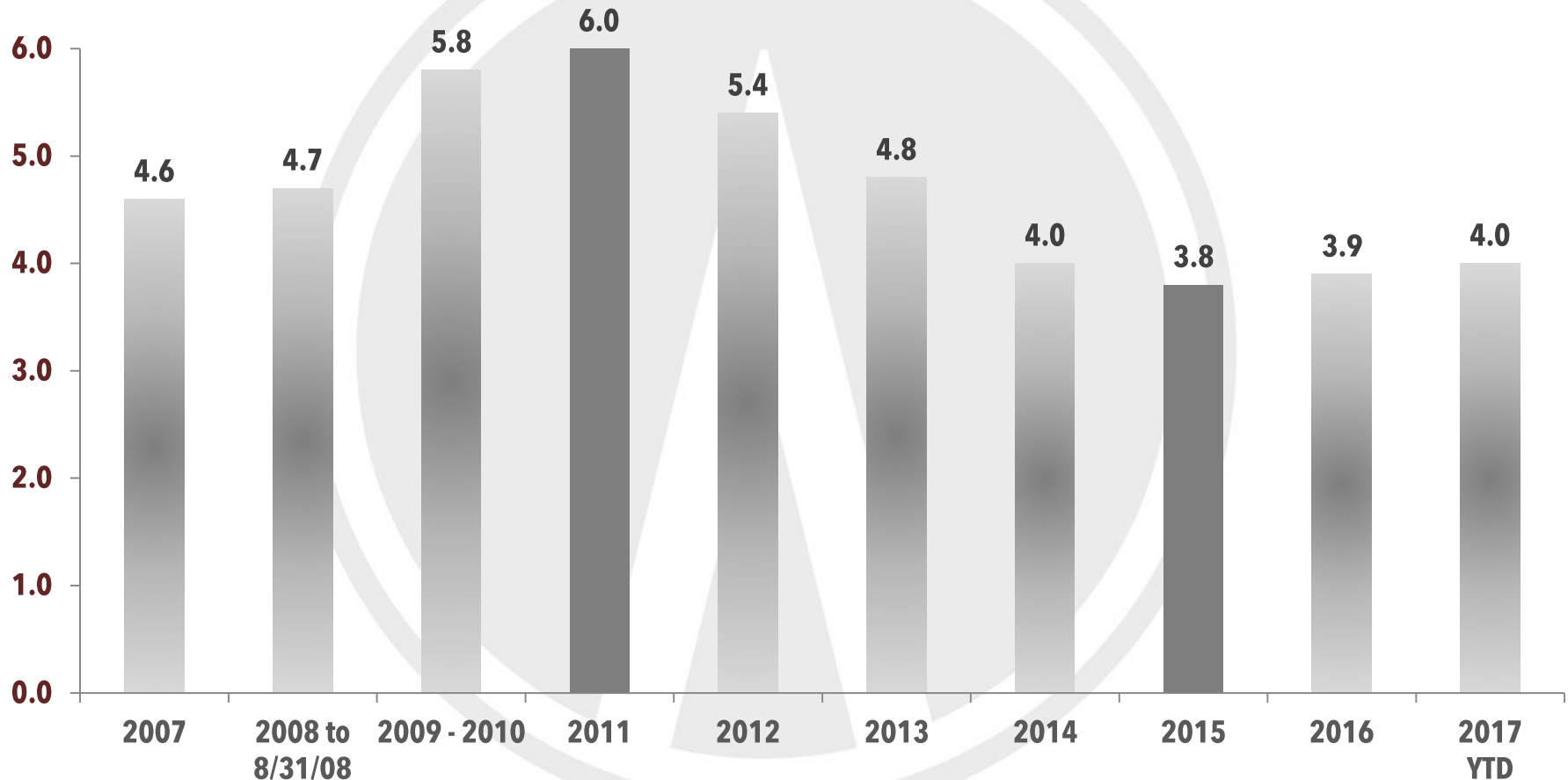
Sales through 6/30/17

Year	Cap Rate
2007	4.6
2008 to 8/31/08	4.7
2009 - 2010	5.8
2011	6.0
2012	5.4
2013	4.8
2014	4.0
2015	3.8
2016	3.9
2017 YTD	4.0

Capitalization rate calculations – sales price divided by net income (excluding mortgage costs), or return on investment as if the property had been purchased all cash – are only as good as the income and expense data provided by listing agents, and should be considered general approximations. Data from sources deemed reliable, but may contain errors and is subject to revision. Outlier sales that would distort the statistic were deleted from analysis when identified.
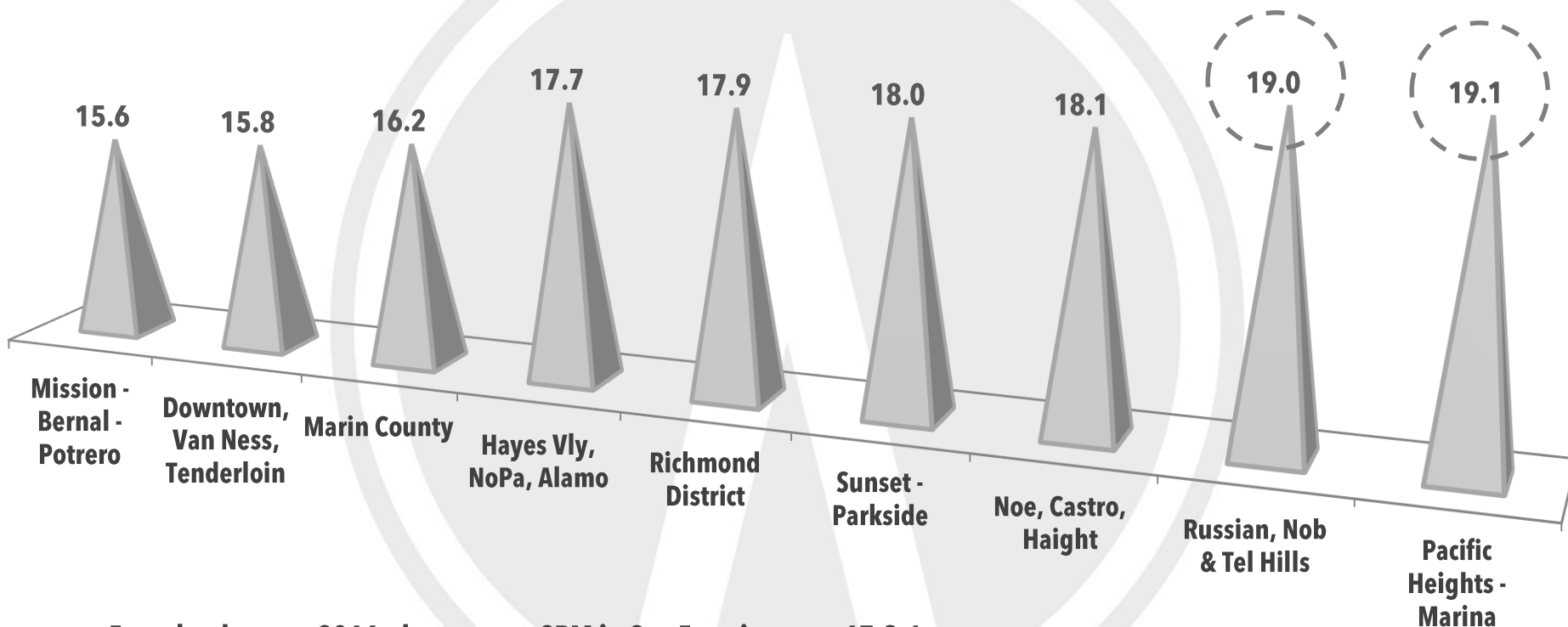
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Average Cap Rates
By Submarket, Sales of 5+ Unit Buildings [3/22/16 – 3/21/17]

The higher the cap rate, the greater the return on investment as measured by net income over purchase price. These calculations are being performed on properties of a wide variety of sizes, conditions, and rental upside potential.
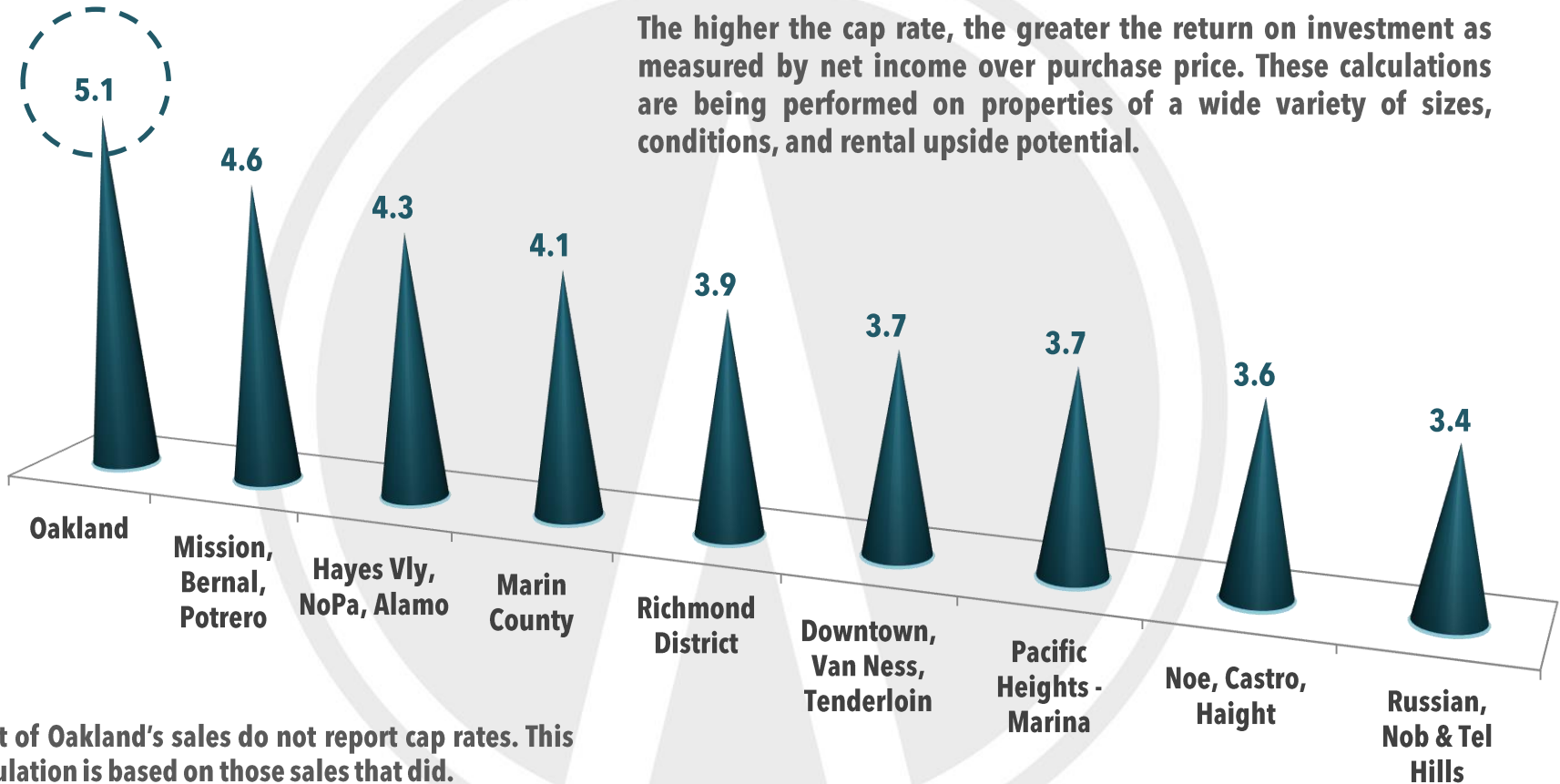
5.1 Oakland

4.6 Mission, Bernal, Potrero

4.3 Hayes Vly, NoPa, Alamo

4.1 Marin County

3.9 Richmond District

3.7 Downtown, Van Ness, Tenderloin

3.7 Pacific Heights - Marina

3.6 Noe, Castro, Haight

3.4 Russian, Nob & Tel Hills

Most of Oakland's sales do not report cap rates. This calculation is based on those sales that did.

Capitalization rate calculations – sales price divided by net income (excluding mortgage costs), or return on investment as if the property had been purchased all cash – are only as good as the income and expense data provided by listing agents, so these numbers should be considered very general approximations. Data from sources deemed reliable, but may contain errors and subject to revision. Outlier sales removed from analysis when identified.

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Average Gross Rent Multiples
San Francisco 5+ Unit Apartment Building Sales

Sales through 6/30/17

Year	Value
2007	14.3
2008 to 8/31/08	16.0
2009 - 2010	12.5
2011	12.1
2012	13.2
2013	15.3
2014	16.5
2015	17.6
2016	17.8
2017 YTD	17.3
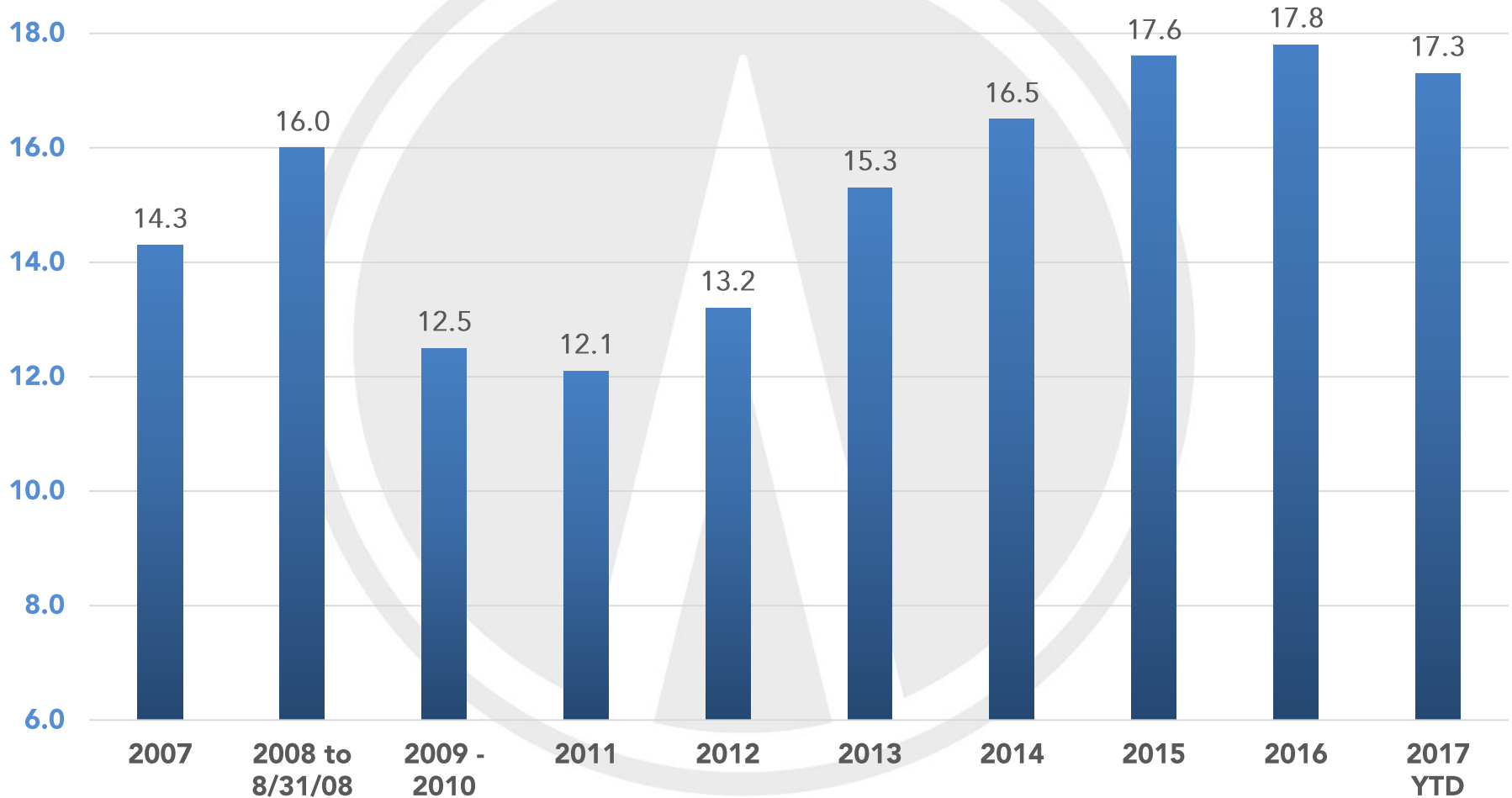
GRM is calculated by dividing the sales price by the annual gross rents. It is a very general statistic and all numbers should be considered approximate. This data is from sources deemed reliable, but may contain errors and subject to revision. Outlier sales that would distort the statistic were deleted from the analysis when identified.

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Average Gross Rent Multiple (GRM)
San Francisco & Marin, 5+ Unit Buildings [3/22/16 – 3/21/17]

Sales of 5+ unit buildings reported to MLS.

15.6 — Mission - Bernal - Potrero

15.8 — Downtown, Van Ness, Tenderloin

16.2 — Marin County

17.7 — Hayes Vly, NoPa, Alamo

17.9 — Richmond District

18.0 — Sunset - Parkside

18.1 — Noe, Castro, Haight

19.0 — Russian, Nob & Tel Hills

19.1 — Pacific Heights - Marina

For calendar year 2016, the average GRM in San Francisco was 17.8. In 2011, at the bottom of the market, it was 12.1.

Gross Rent Multiple is simply the sales price divided by the total rental income of the property. It is a very general statistic, which doesn't account for expenses or income upside potential, and only as good as the data provided in MLS by listing agents. Data from sources deemed reliable, but may contain errors and subject to revision. Outliers removed from analysis, when identified.
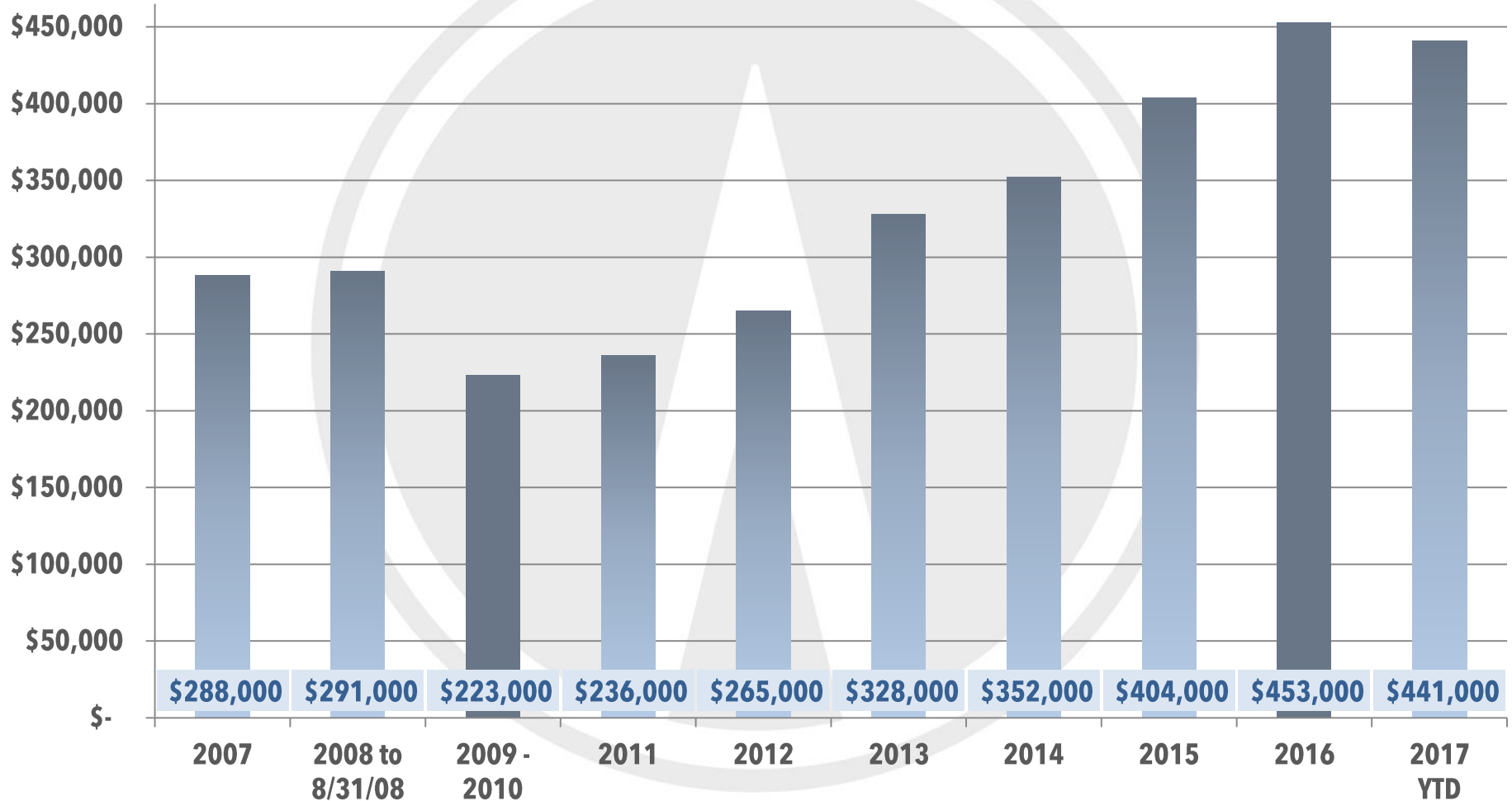
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Average Price per Unit
San Francisco 5+ Unit Apartment Building Sales

Sales through 6/30/17

Year	Price
2007	$288,000
2008 to 8/31/08	$291,000
2009 - 2010	$223,000
2011	$236,000
2012	$265,000
2013	$328,000
2014	$352,000
2015	$404,000
2016	$453,000
2017 YTD	$441,000

Because of the huge variety in buildings sold, this is a very general statistic when applied to SF investment property sales. This data is from sources deemed reliable, but may contain errors and subject to revision. All numbers should be considered approximate.

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Average Price per Unit – Selected Submarkets
5+ Unit Apartment Building Sales [3/22/16 – 3/21/17]

Size of the building, average size of the units, location, condition, and current and potential rent-generation of the unit all affect this metric. SF's northern prestige neighborhoods usually dominate highest price-per-unit values.
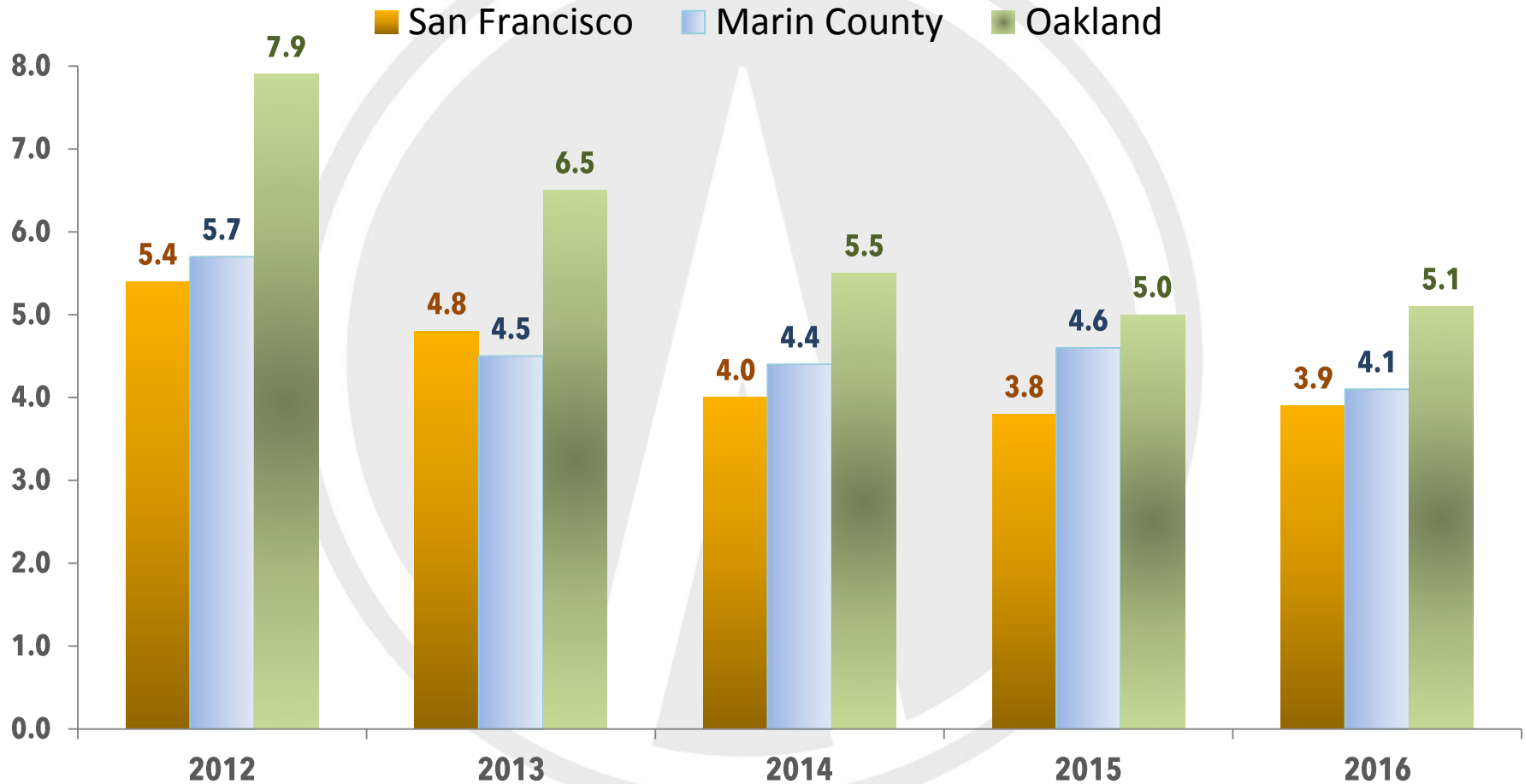
Submarket	Price per Unit
Oakland	$170,000
Tenderloin	$173,000
SoMa	$261,000
Marin County	$328,000
Inner Mission	$359,000
Inner/Central Richmond	$371,000
Inner Sunset	$403,000
Noe, Eureka, Cole Valleys	$437,000
Hayes Vly - NoPa	$464,000
Russian Hill	$515,000
Pacific Heights - Marina	$592,000
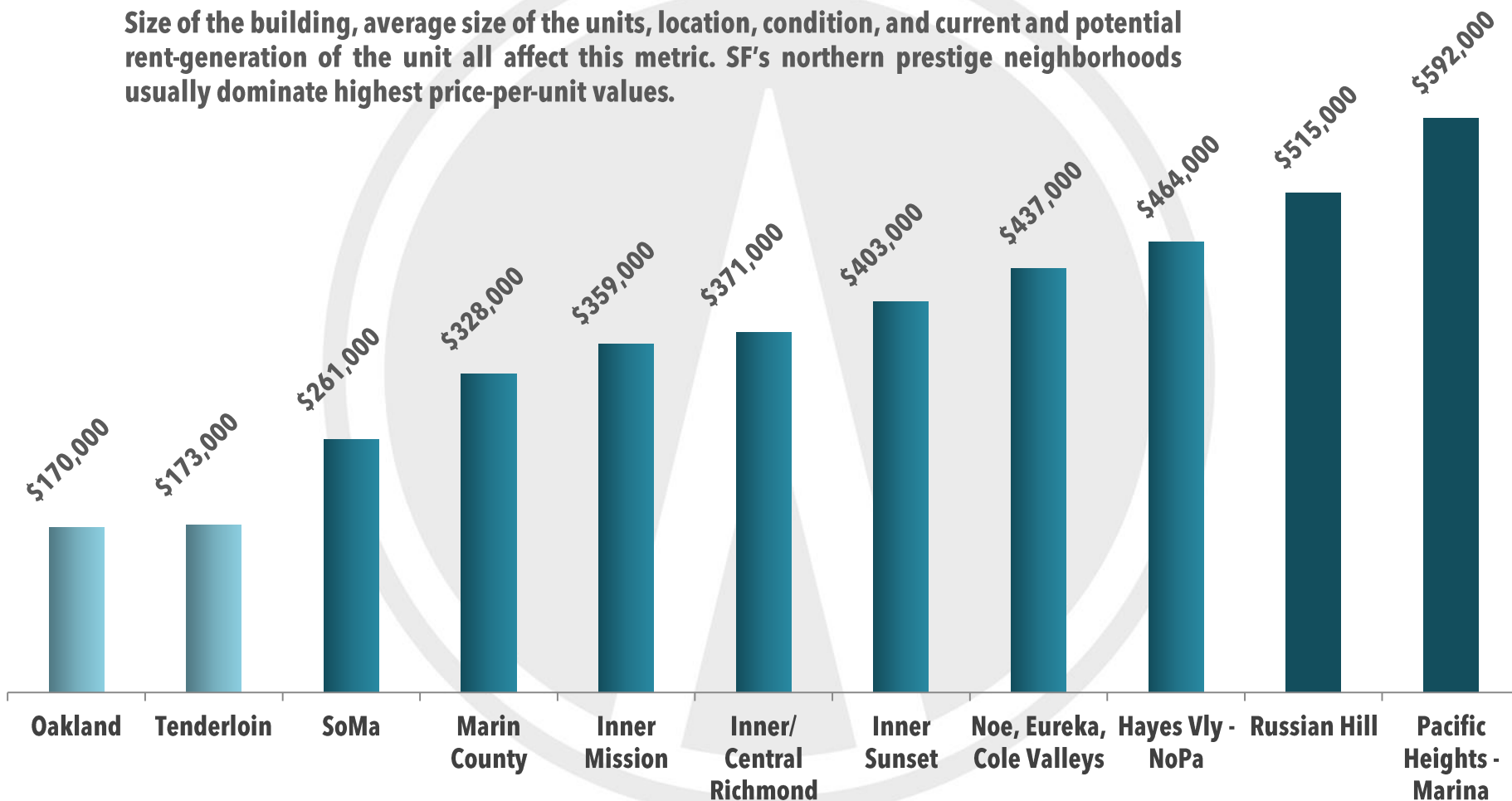
Oakland number based on last 6 months sales. Neighborhood titles often stand for larger districts. Data from sources deemed reliable but may contain errors and subject to revision. Outliers adjusted for when identified. All numbers should be considered approximate.

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Average Cap Rates
5+ Unit Apartment Building Sales: San Francisco, Marin & Oakland

Legend: ■ San Francisco ■ Marin County ■ Oakland

Year	San Francisco	Marin County	Oakland
2012	5.4	5.7	7.9
2013	4.8	4.5	6.5
2014	4.0	4.4	5.5
2015	3.8	4.6	5.0
2016	3.9	4.1	5.1

Capitalization rate calculations – sales price divided by net income (excluding mortgage costs), or return on investment as if the property had been purchased all cash – are only as good as the income and expense data provided by listing agents, and should be considered very general approximations. Data from sources deemed reliable, but may contain errors and is subject to revision.
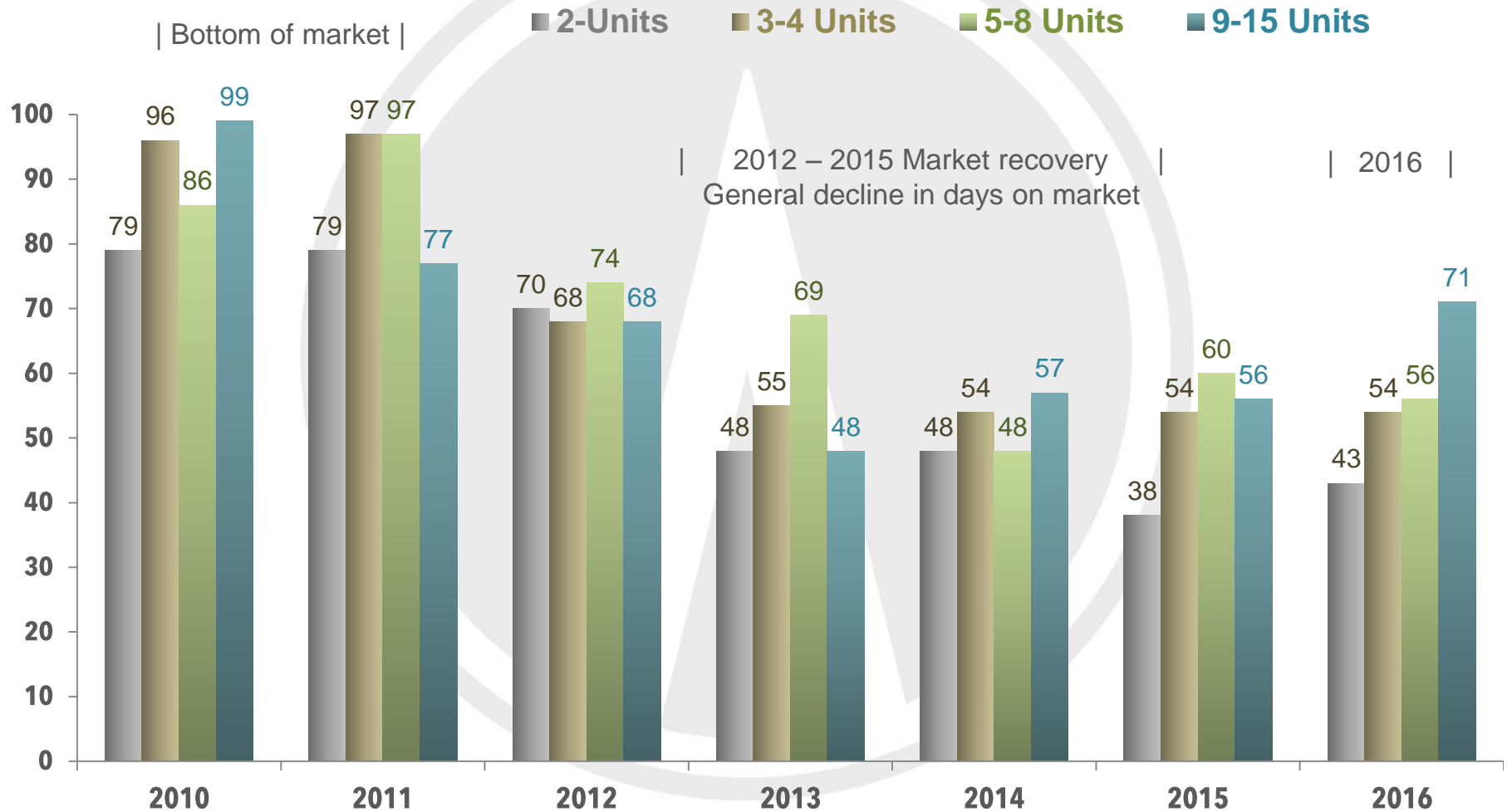
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Average Days on Market until Acceptance of Offer

San Francisco Multi-Unit Residential Sales: 2010 – 2016

Per MLS sales data.

| Bottom of market |

■ 2-Units ■ 3-4 Units ■ 5-8 Units ■ 9-15 Units

| 2012 – 2015 Market recovery
General decline in days on market

| 2016 |

2010: 79, 96, 86, 99
2011: 79, 97, 97, 77
2012: 70, 68, 74, 68
2013: 48, 55, 69, 48
2014: 48, 54, 48, 57
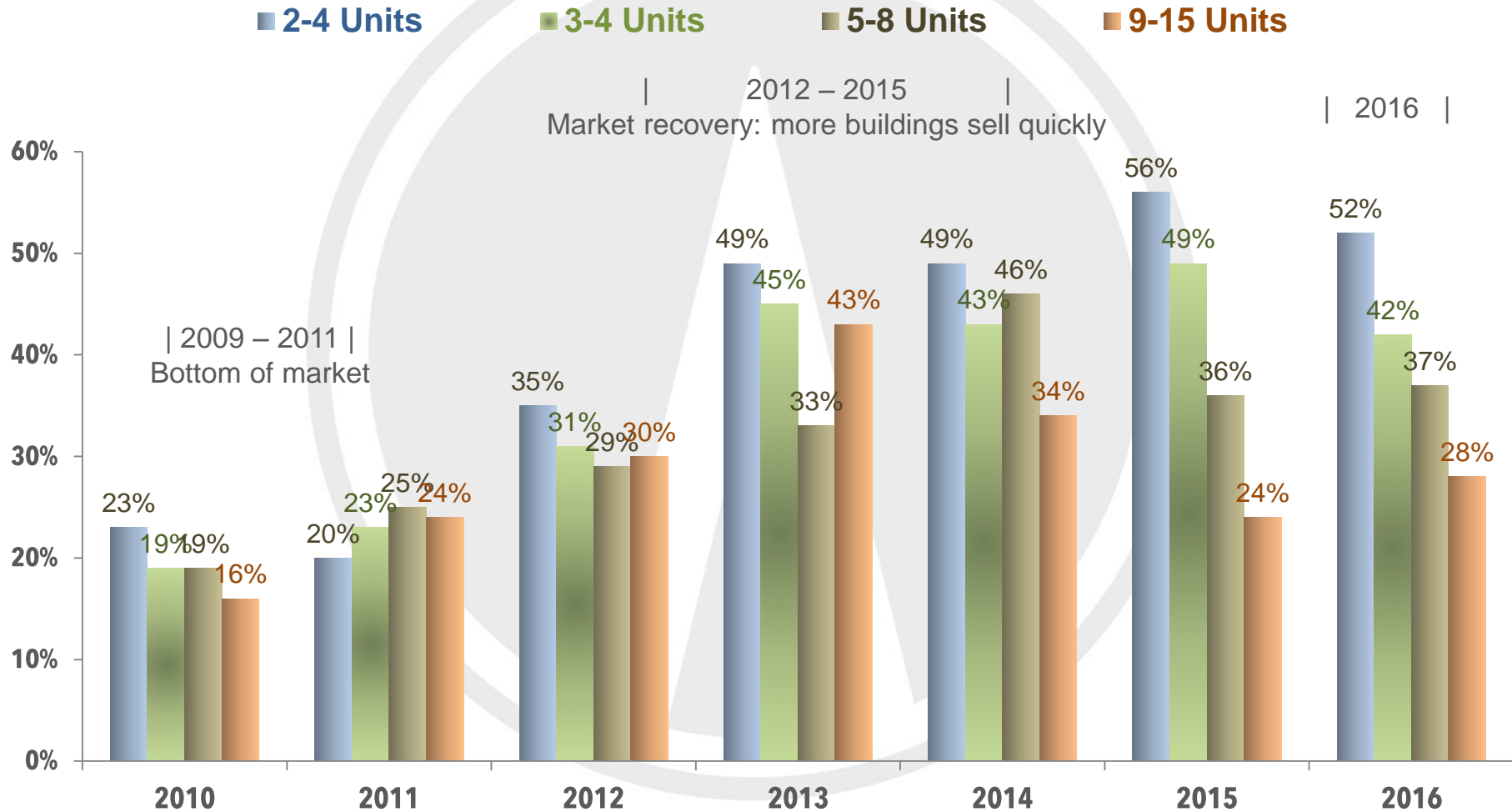**2015:** 38, 54, 60, 56
2016: 43, 54, 56, 71

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% of Sales Selling Within 30 Days of Coming on Market

San Francisco Multi-Unit Residential Sales: 2010 – 2016

Per MLS sales data.

■ **2-4 Units** ■ **3-4 Units** ■ **5-8 Units** ■ **9-15 Units**

| 2012 – 2015 |
Market recovery: more buildings sell quickly

| 2016 |

| 2009 – 2011 |
Bottom of market

Year	2-4 Units	3-4 Units	5-8 Units	9-15 Units
2010	23%	19%	19%	16%
2011	20%	23%	25%	24%
2012	35%	31%	29%	30%
2013	49%	45%	33%	43%
2014	49%	43%	46%	34%
2015	56%	49%	36%	24%
2016	52%	42%	37%	28%

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The selling period refers to the time between a listing coming on market and accepting an offer. These analyses were performed in good faith with data derived from sources deemed reliable, but may contain errors and are subject to revision. All numbers to be considered approximate.
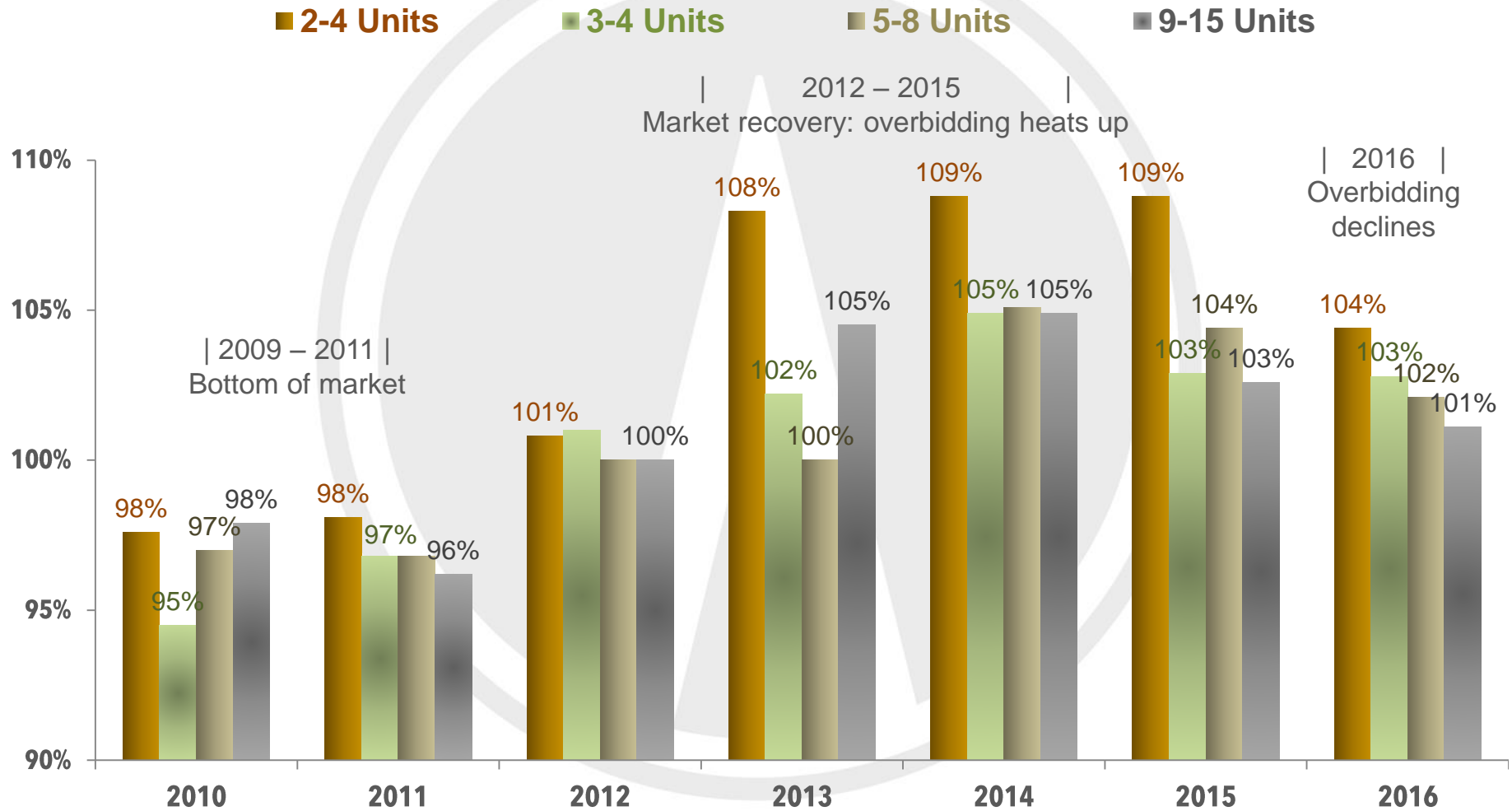
Avg. Sales Price to Final List Price Percentage

San Francisco Multi-Unit Residential Sales: 2010 – 2016

Per MLS sales data.

■ **2-4 Units**   ■ **3-4 Units**   ■ **5-8 Units**   ■ **9-15 Units**

| 2012 – 2015 |
Market recovery: overbidding heats up

| 2016 |
Overbidding
declines

| 2009 – 2011 |
Bottom of market

Comparison of sales price to final list price. Outliers removed when identified. These analyses were performed in good faith with data derived from sources deemed reliable, but may contain errors and are subject to revision. All numbers to be considered approximate.
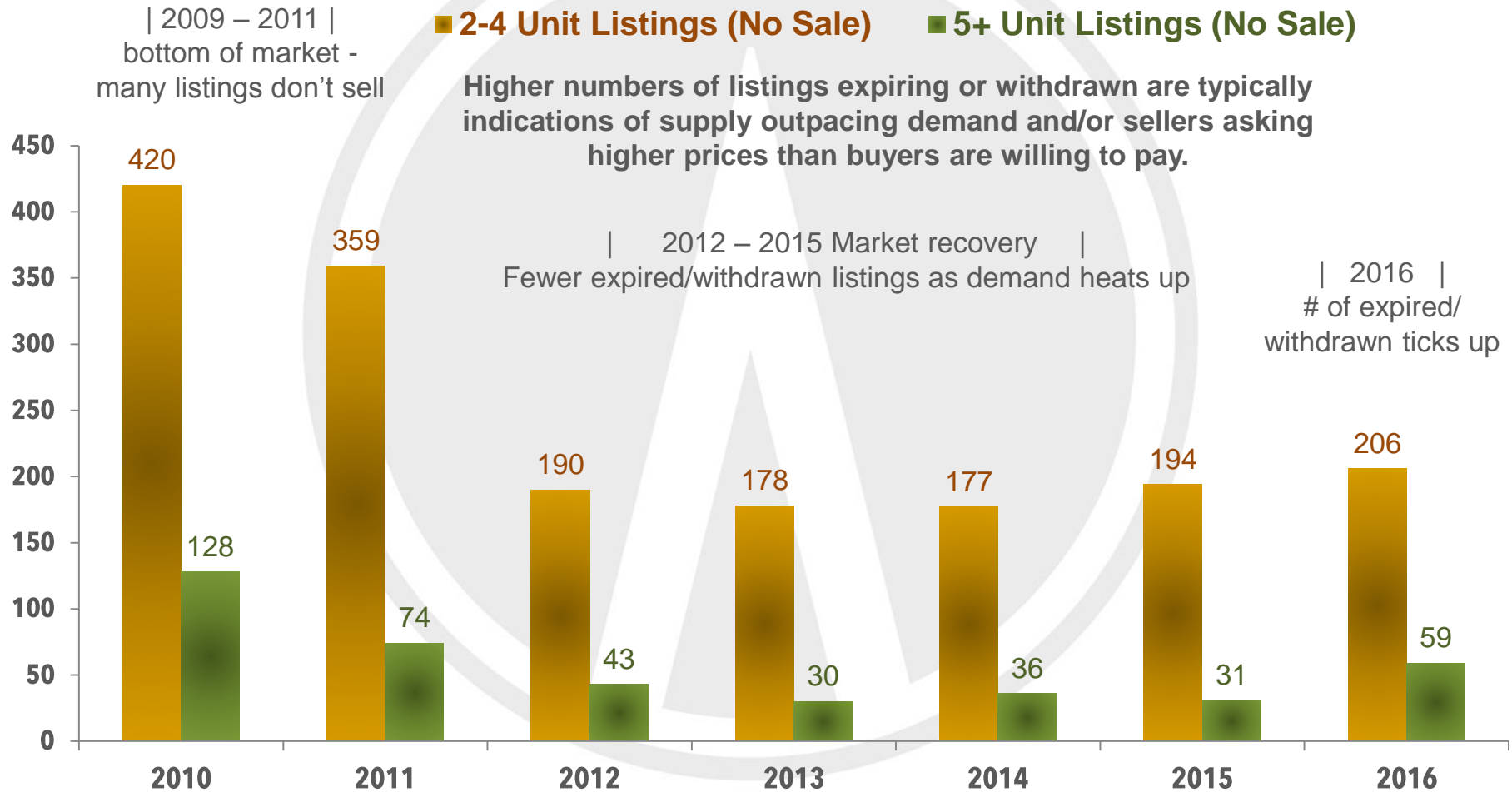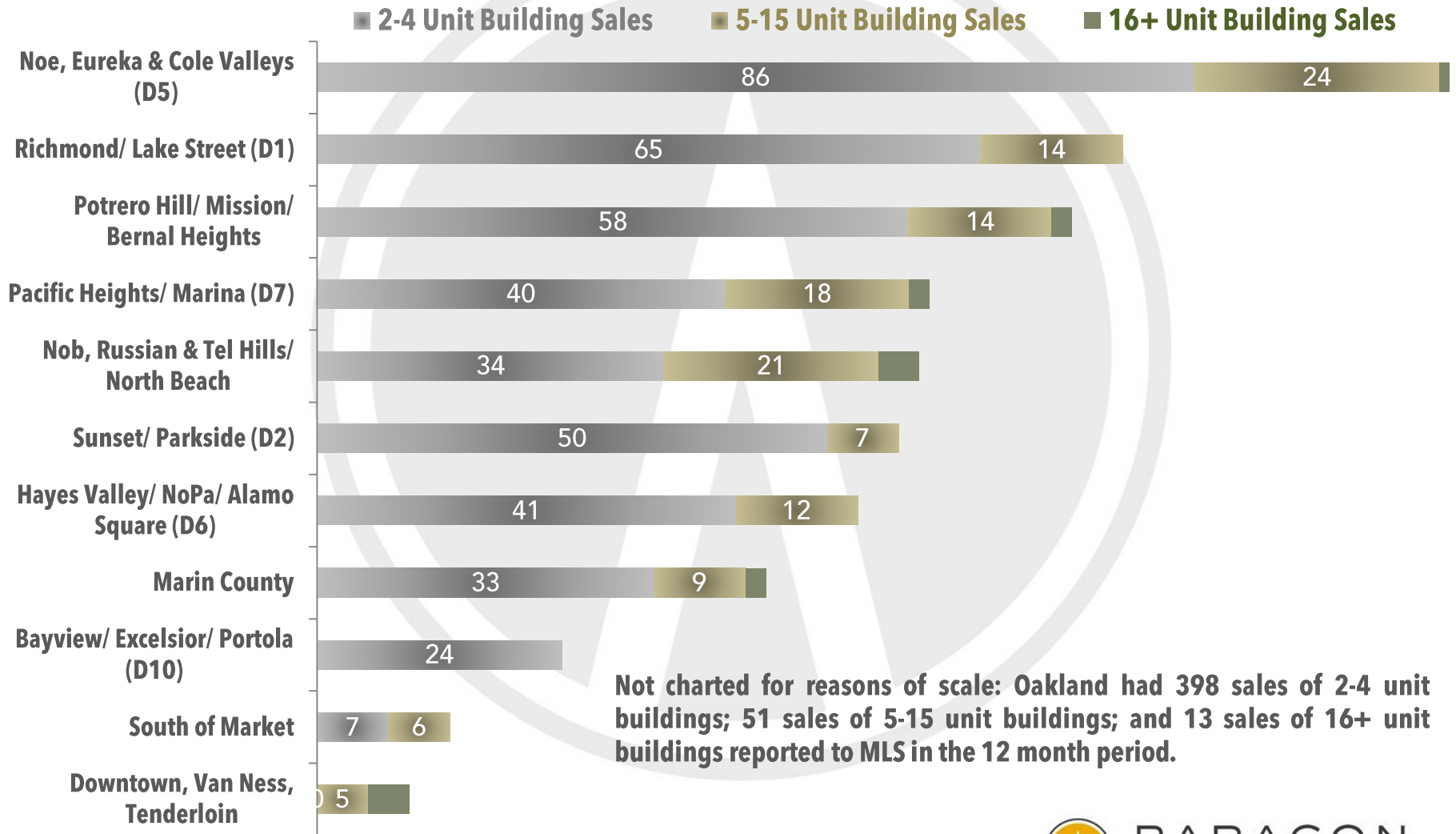
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Listings Expired or Withdrawn [No Sale]

San Francisco Multi-Unit Residential Market: 2010 – 2016

Per MLS data.

| 2009 – 2011 |
bottom of market -
many listings don't sell

■ **2-4 Unit Listings (No Sale)**   ■ **5+ Unit Listings (No Sale)**

Higher numbers of listings expiring or withdrawn are typically indications of supply outpacing demand and/or sellers asking higher prices than buyers are willing to pay.

| 2012 – 2015 Market recovery |
Fewer expired/withdrawn listings as demand heats up

| 2016 |
# of expired/
withdrawn ticks up

Year	2-4 Unit (No Sale)	5+ Unit (No Sale)
2010	420	128
2011	359	74
2012	190	43
2013	178	30
2014	177	36
2015	194	31
2016	206	59

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These analyses were performed in good faith with data derived from sources deemed reliable, but may contain errors and are subject to revision. All numbers to be considered approximate.

Multi-Unit Residential Property Sales

San Francisco Districts, Marin & Oakland [3/22/16 – 3/21/17]

Legend		
■ 2-4 Unit Building Sales	■ 5-15 Unit Building Sales	■ 16+ Unit Building Sales

District	2-4 Unit	5-15 Unit
Noe, Eureka & Cole Valleys (D5)	86	24
Richmond/ Lake Street (D1)	65	14
Potrero Hill/ Mission/ Bernal Heights	58	14
Pacific Heights/ Marina (D7)	40	18
Nob, Russian & Tel Hills/ North Beach	34	21
Sunset/ Parkside (D2)	50	7
Hayes Valley/ NoPa/ Alamo Square (D6)	41	12
Marin County	33	9
Bayview/ Excelsior/ Portola (D10)	24	
South of Market	7	6
Downtown, Van Ness, Tenderloin	0	5

Not charted for reasons of scale: Oakland had 398 sales of 2-4 unit buildings; 51 sales of 5-15 unit buildings; and 13 sales of 16+ unit buildings reported to MLS in the 12 month period.

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Does not include sales unreported to MLS. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate

San Francisco 5+ Unit Apartment Building Market

Units for Sale vs. Listings Accepting Offers in Quarter

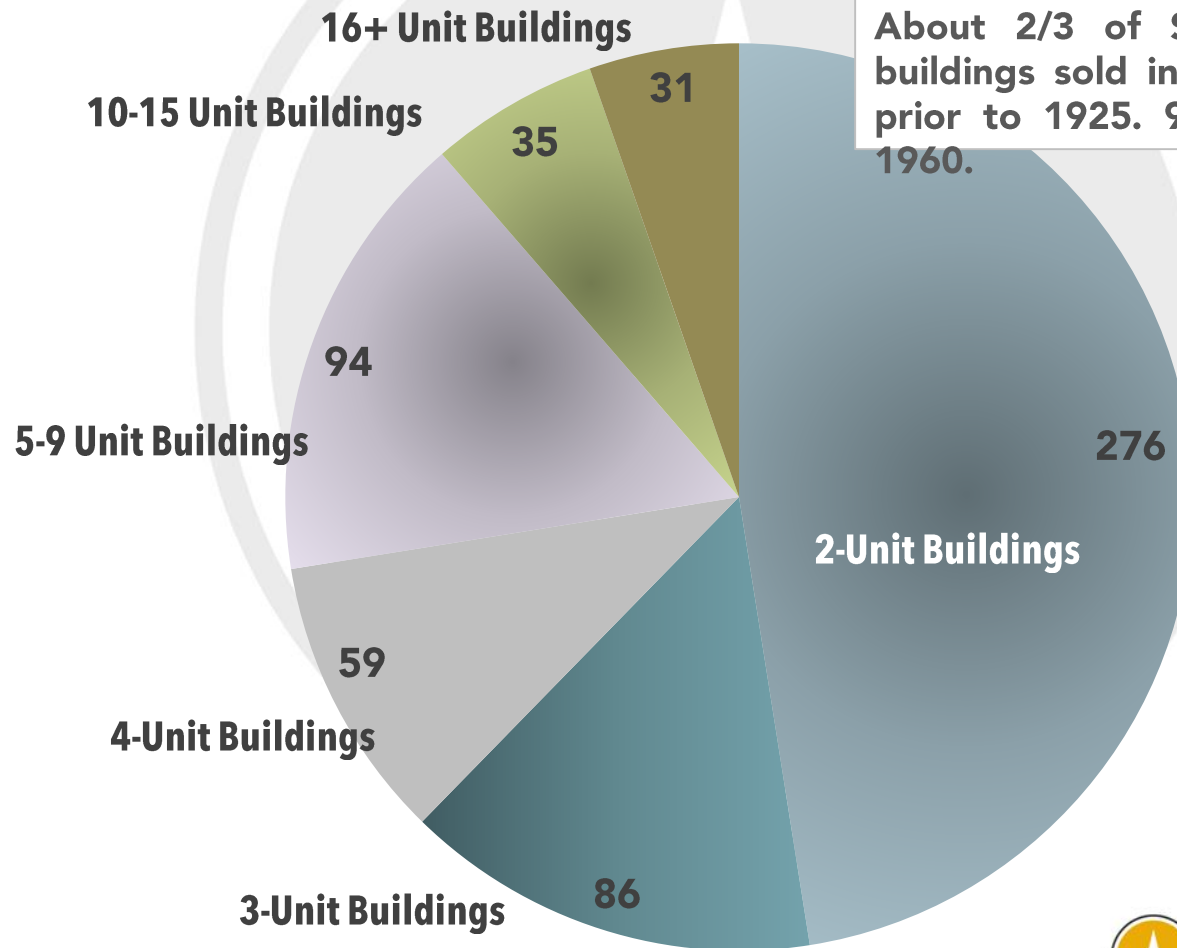Legend: Listings for Sale · Listings Accepting Offers

Data from sources deemed reliable, but may contain errors and subject to revision. Q4 2016 estimated from data reported to MLS by 1/7/17. All numbers approximate and subject to revision.

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San Francisco Multi-Unit Residential Buildings
2016 Sales by Building Unit Count

About 2/3 of San Francisco multi-unit buildings sold in 2016 were constructed prior to 1925. 90% were built prior to 1960.

16+ Unit Buildings
31

10-15 Unit Buildings
35

94

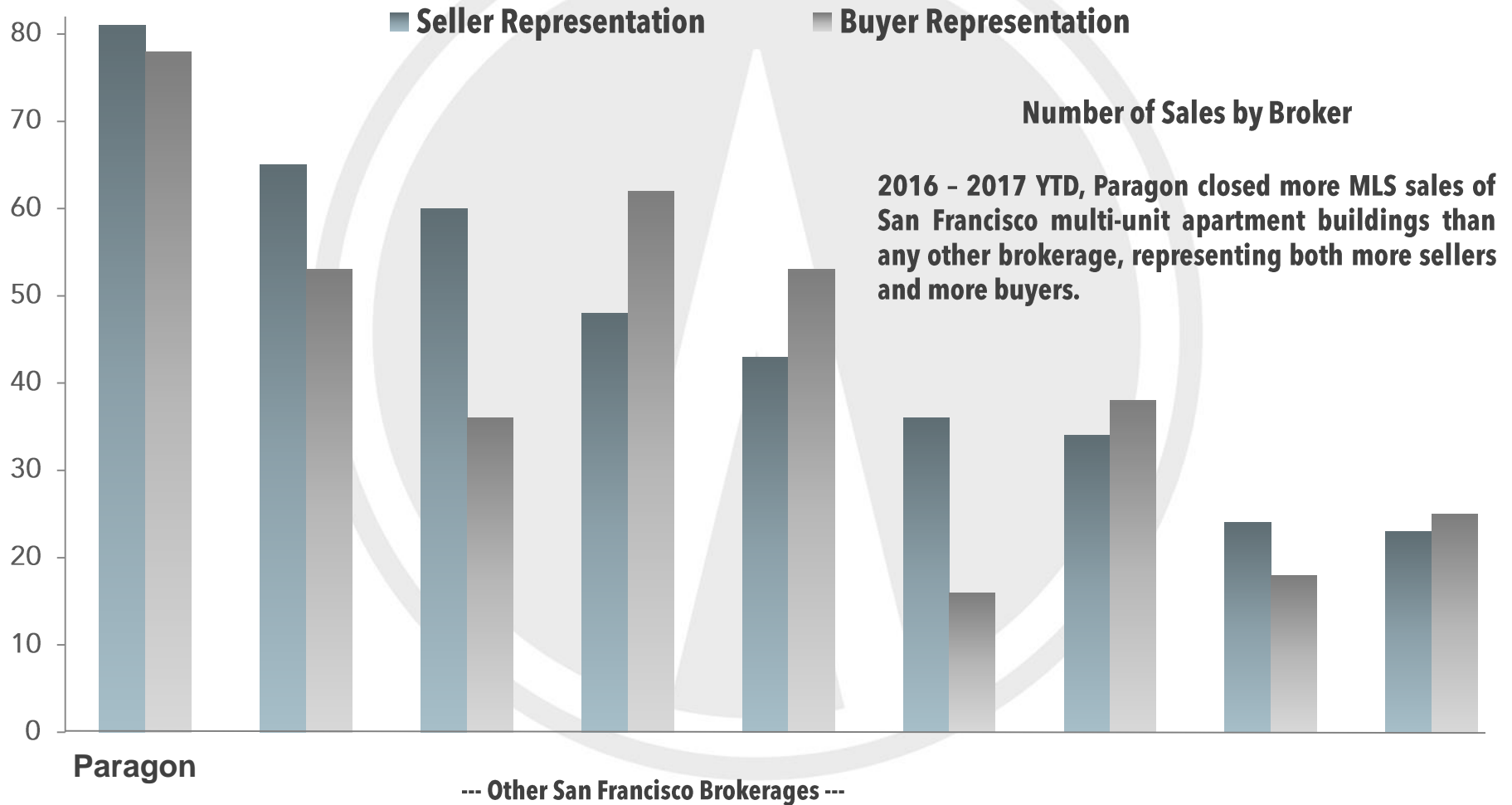5-9 Unit Buildings

59

4-Unit Buildings

86

3-Unit Buildings

2-Unit Buildings
276

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San Francisco Apartment Building Sales by Broker
Multi-Unit Residential Property MLS Sales, 2016 – Q2 2017

Transaction sides for MLS sales of 2-4, 5+ unit bldgs.

■ **Seller Representation**   ■ **Buyer Representation**

Number of Sales by Broker

2016 – 2017 YTD, Paragon closed more MLS sales of San Francisco multi-unit apartment buildings than any other brokerage, representing both more sellers and more buyers.

Paragon

--- **Other San Francisco Brokerages** ---

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Sales 1/1/16 through 6/30/17, reported to MLS by 7/5/17, per Broker Metrics.
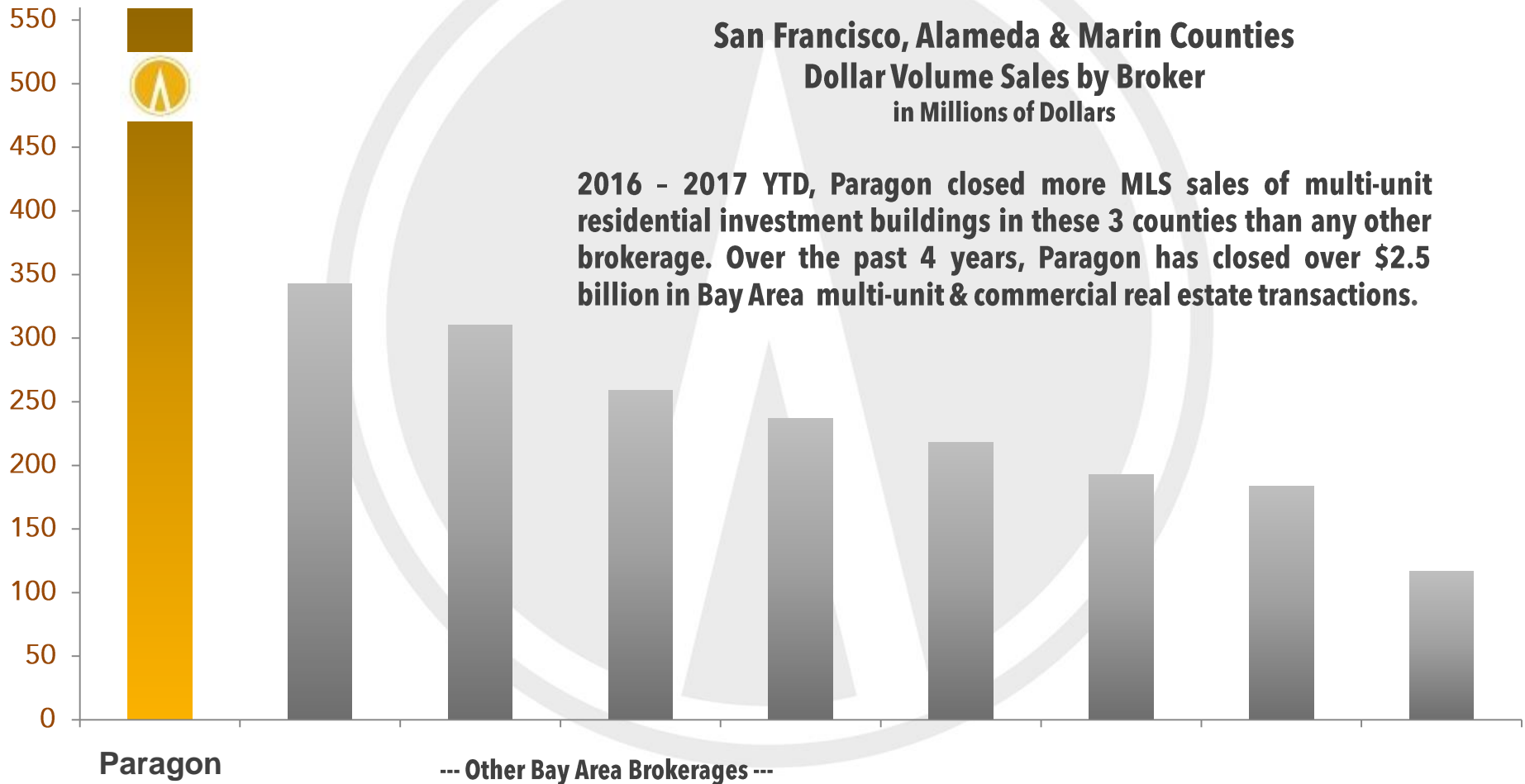
Multi-Unit Residential Building Sales by Broker
San Francisco, Alameda & Marin Counties, MLS Sales, 2016 – Q2 2017

Transaction sides for MLS sales of 2-4, 5+ unit bldgs.

San Francisco, Alameda & Marin Counties
Dollar Volume Sales by Broker
in Millions of Dollars

2016 – 2017 YTD, Paragon closed more MLS sales of multi-unit residential investment buildings in these 3 counties than any other brokerage. Over the past 4 years, Paragon has closed over $2.5 billion in Bay Area multi-unit & commercial real estate transactions.

Paragon

--- Other Bay Area Brokerages ---

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COMMERCIAL BROKERAGE

Sales 1/1/16 through 6/30/17, reported to MLS by 7/5/17, per Broker Metrics.
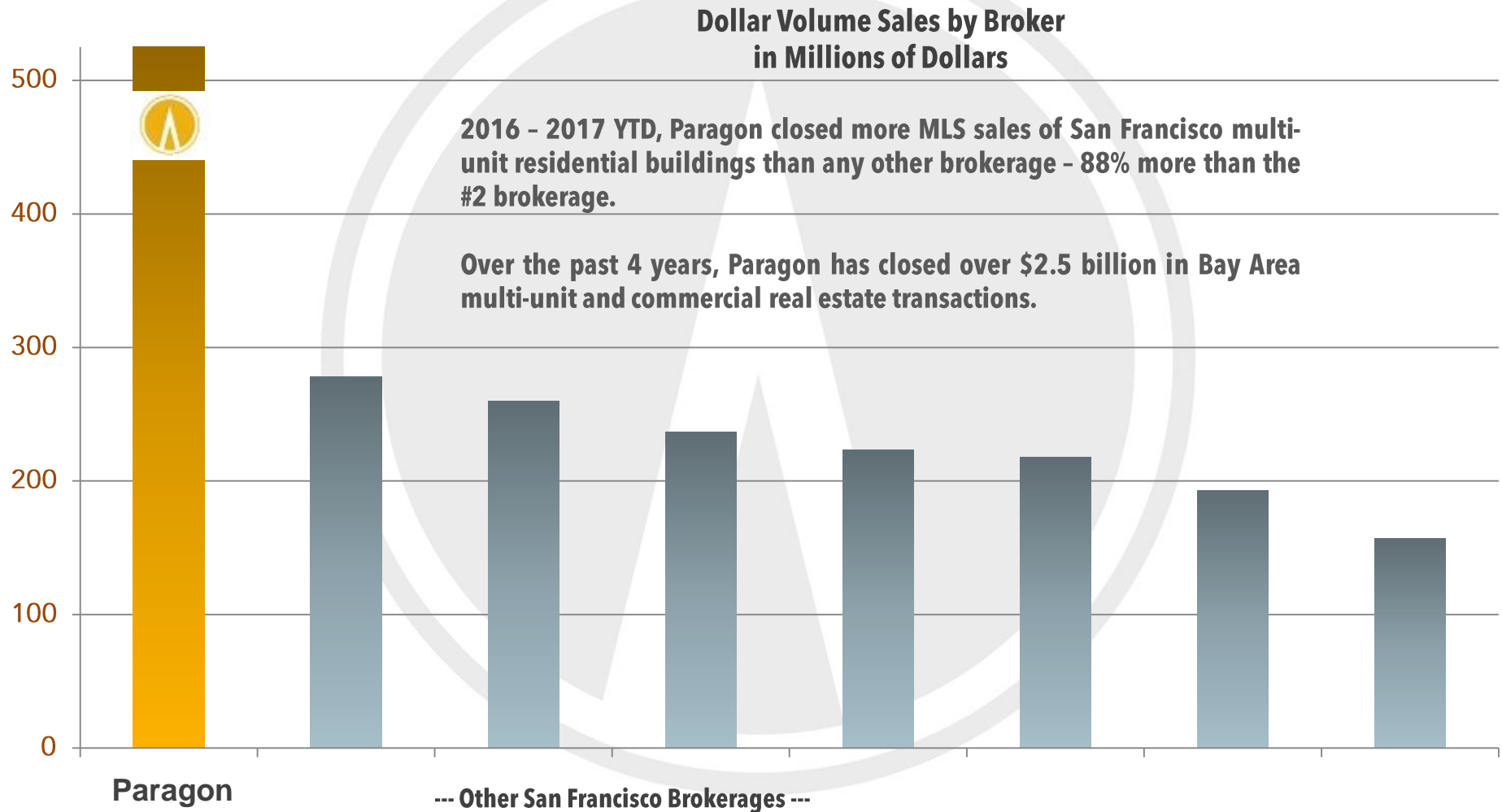
San Francisco Multi-Unit Building Sales by Broker
Multi-Unit Residential Property MLS Sales, 2016 – Q2 2017
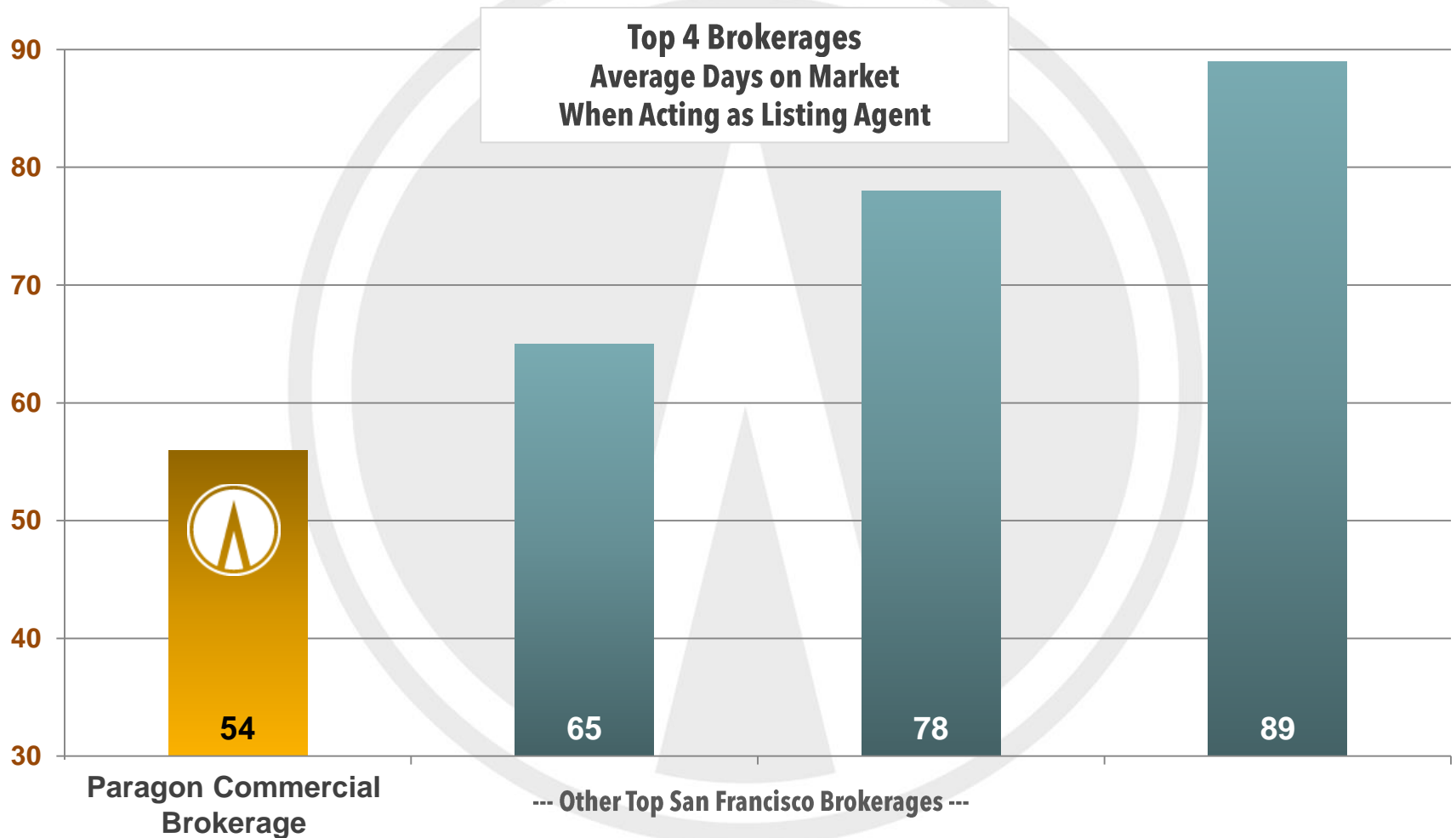
Transaction sides for MLS sales of 2+ unit bldgs.

**Dollar Volume Sales by Broker
in Millions of Dollars**

2016 – 2017 YTD, Paragon closed more MLS sales of San Francisco multi-unit residential buildings than any other brokerage – 88% more than the #2 brokerage.

Over the past 4 years, Paragon has closed over $2.5 billion in Bay Area multi-unit and commercial real estate transactions.

Paragon

--- Other San Francisco Brokerages ---

PARAGON
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Sales 1/1/16 through 6/30/17, reported to MLS by 4/4/17, per Broker Metrics.

Average Days on Market by Listing Broker
San Francisco 5+ Unit Multi-Family Investment Property Sales in 2016

**Top 4 Brokerages
Average Days on Market
When Acting as Listing Agent**

54
65
78
89

**Paragon Commercial
Brokerage**

--- **Other Top San Francisco Brokerages** ---

Sales of San Francisco multi-family buildings of 5+ units as
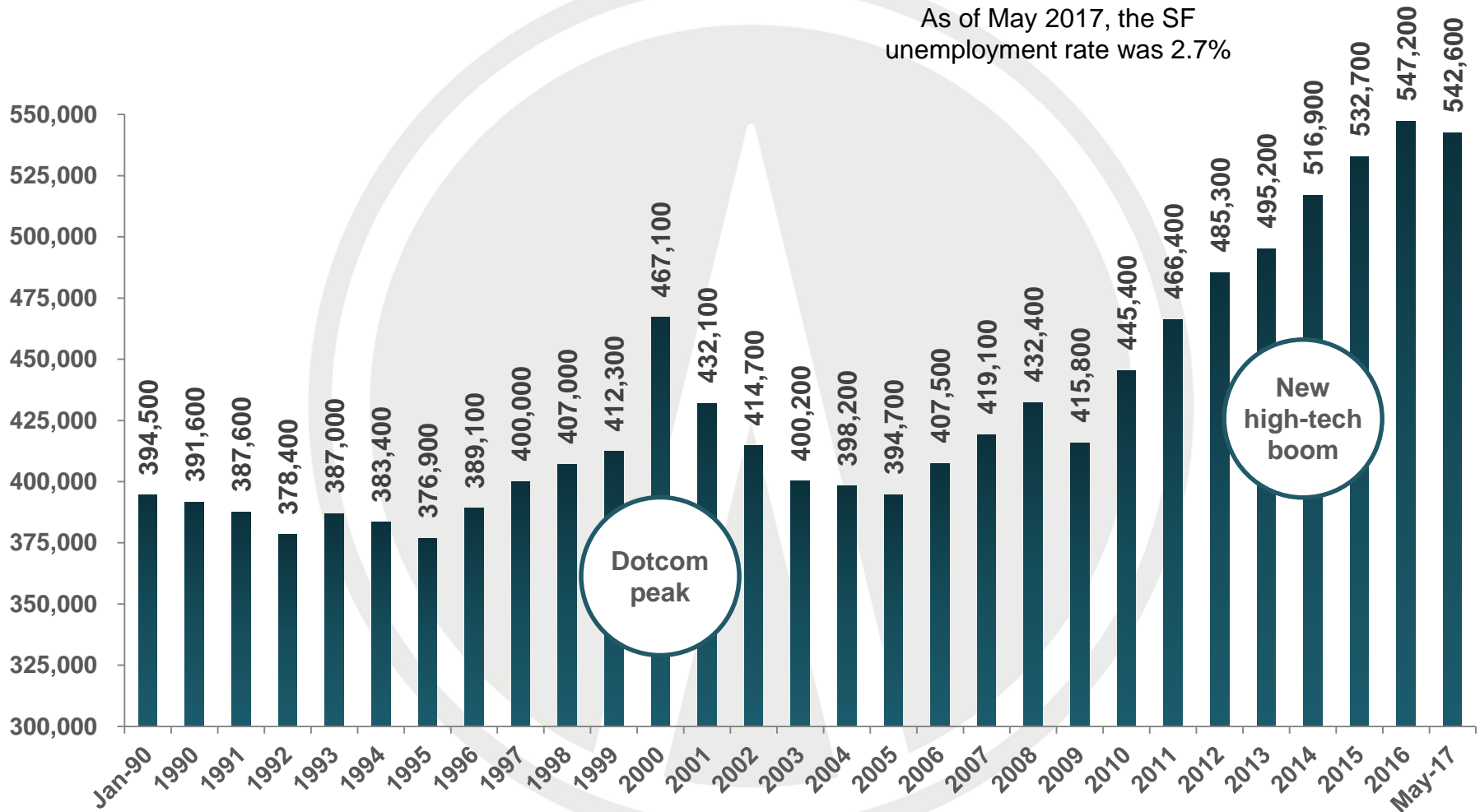reported in 2016 to San Francisco MLS, per Broker Metrics.

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San Francisco Employment

Employed Residents by Year

As of May 2017, the SF
unemployment rate was 2.7%

Data by year:

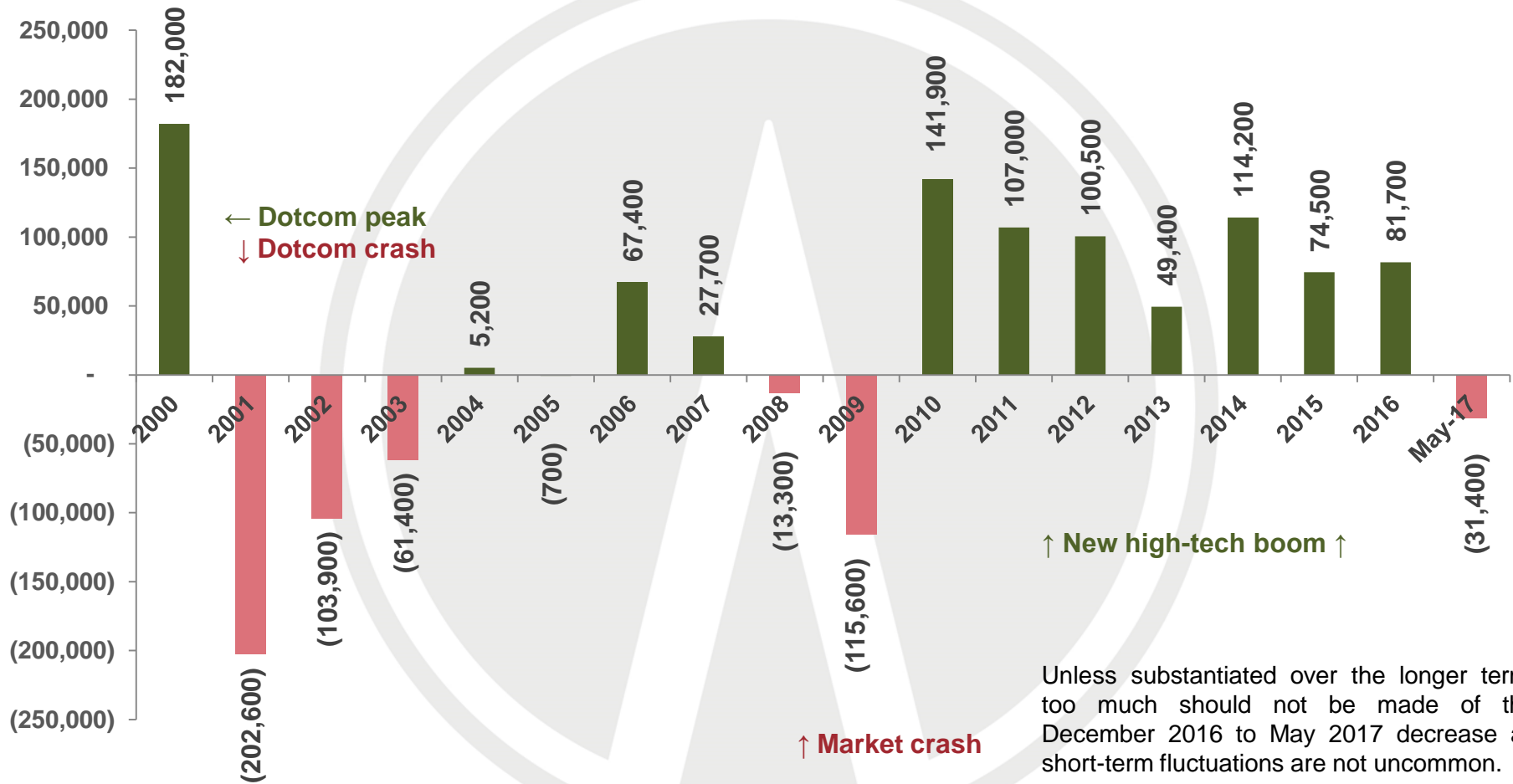| Year	Employed Residents
Jan-90	394,500
1990	391,600
1991	387,600
1992	378,400
1993	387,000
1994	383,400
1995	376,900
1996	389,100
1997	400,000
1998	407,000
1999	412,300
2000	467,100
2001	432,100
2002	414,700
2003	400,200
2004	398,200
2005	394,700
2006	407,500
2007	419,100
2008	432,400
2009	415,800
2010	445,400
2011	466,400
2012	485,300
2013	495,200
2014	516,900
2015	532,700
2016	547,200
May-17	542,600

Dotcom peak

New high-tech boom

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Change in Bay Area Employment*

Increase/Decrease in Employed Residents by Year

Bar chart of December-to-December changes in employed Bay Area residents by year:

- 2000: 182,000
- 2001: (202,600)
- 2002: (103,900)
- 2003: (61,400)
- 2004: 5,200
- 2005: (700)
- 2006: 67,400
- 2007: 27,700
- 2008: (13,300)
- 2009: (115,600)
- 2010: 141,900
- 2011: 107,000
- 2012: 100,500
- 2013: 49,400
- 2014: 114,200
- 2015: 74,500
- 2016: 81,700
- May-17: (31,400)

← Dotcom peak
↓ Dotcom crash

↑ New high-tech boom ↑

↑ Market crash

Unless substantiated over the longer term, too much should not be made of the December 2016 to May 2017 decrease as short-term fluctuations are not uncommon.

For San Francisco, San Mateo, Santa Clara, Alameda, Contra Costa and Marin Counties. December to December changes except for last data point as noted. Year 2000 figure estimated. Data from sources deemed reliable but may contain errors and subject to revision.
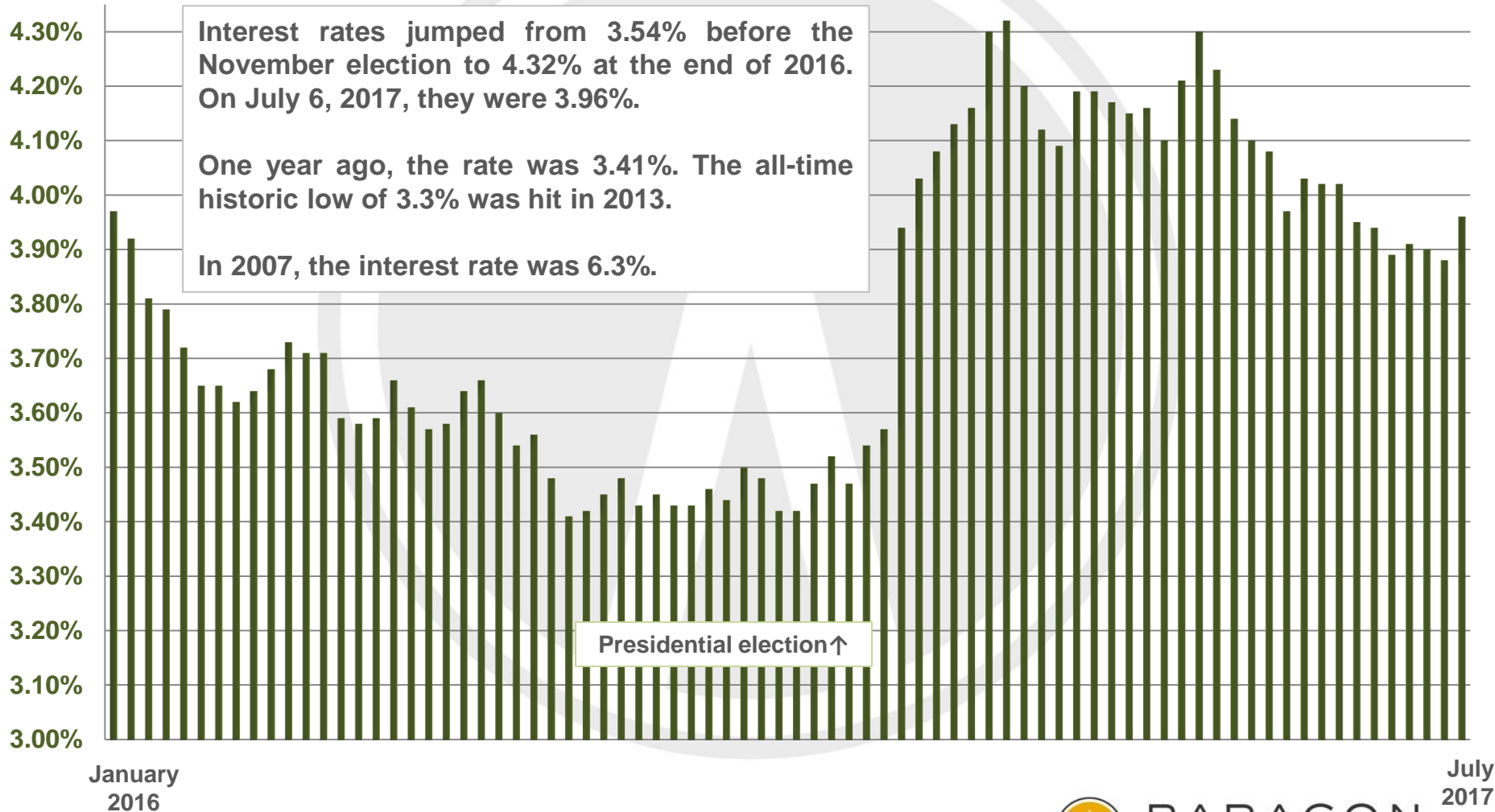
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Mortgage Interest Rate Trends in 2016 – 2017

30-Year Conforming Loans, Weekly Readings
January 7, 2016 – July 6, 2017

Interest rates jumped from 3.54% before the November election to 4.32% at the end of 2016. On July 6, 2017, they were 3.96%.

One year ago, the rate was 3.41%. The all-time historic low of 3.3% was hit in 2013.

In 2007, the interest rate was 6.3%.

Presidential election↑

January 2016

July 2017

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Note that the quantity of sales in any given local submarket is usually relatively small and/or the number of sales that report the necessary financial information can be limited. Buildings of different ages, qualities and sizes selling in different periods can cause these average and median figures to fluctuate significantly. Furthermore, the reliability of some of these calculations depends upon the quality of the income and expense figures provided by the listing agents, and sometimes instead of actual numbers, much less meaningful projected or scheduled figures are used. Therefore, the above statistics should be considered very general indicators, and how they apply to any particular property without a specific comparative market analysis is unknown. If you would like such a specific analysis, please contact me.

These analyses were made in good faith with data from sources deemed reliable, but they may contain errors and are subject to revision. Statistics are generalities and all numbers should be considered approximate.

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