

# Multifamily Market Outlook

## Orange County Q3 2024



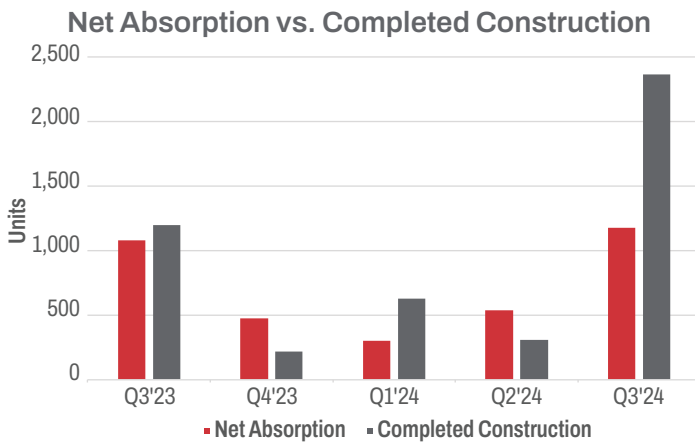
### MARKET STATISTICS\*

Submarket	Existing Inventory (Units)	Under Construction (Units)	Total Vacancy (%)	Average Asking Rent (\$/Unit)	YTD Units Sold	YTD Sales Volume (\$/Unit)	Average Sale Price (\$/Unit)	Average Cap Rate (%)
Airport	74,573	4,258	2.9%	\$3,162	884	\$65,254,920	\$462,024	4.2%
Central	41,645	5	6.2%	\$2,516	524	\$159,580,202	\$245,562	4.7%
South	38,380	65	5.2%	\$2,956	117	\$57,820,000	\$474,032	4.2%
North	75,182	540	4.4%	\$2,416	987	\$384,646,352	\$321,082	4.5%
West	81,818	744	3.1%	\$2,313	1,662	\$568,221,051	\$317,474	4.5%
<b>Orange County</b>	<b>311,598</b>	<b>5,612</b>	<b>4.1%</b>	<b>\$2,669</b>	<b>4,174</b>	<b>\$1,235,522,525</b>	<b>\$311,499</b>	<b>4.5%</b>

\* Inventory includes all multifamily buildings. Rents reflect all market rate units.

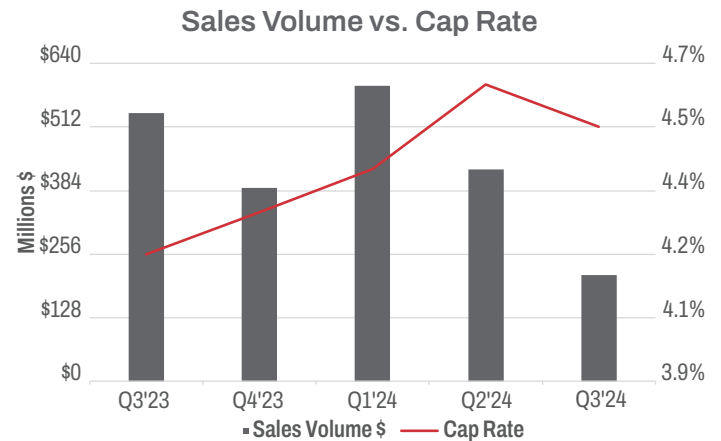
### LEASING TRENDS

Over the past five quarters, 4,708 new units were added to the market, while only 3,563 units were absorbed, highlighting shifting supply and demand dynamics. Year-to-date through Q3, newly completed units increased by 97.0% compared to the same period last year, underscoring a growing gap between the influx of new units and the pace of demand for multifamily housing.



### SALES TRENDS

While third-quarter data highlights a downward trend in sales volume, influenced by the Fed's interest rate cut, year-to-date sales volume by Q3 2024 reached approximately \$1.2 billion, reflecting a 19.9% increase compared to 2023. Meanwhile, the average cap rate for investment sales rose by 30 basis points year-over-year, reaching 4.5%.



### SELECT SALES TRANSACTIONS

Address : Building Name	City	Submarket	Units	Sale Price
1100-1200 E Fairhaven Ave - The Arbors at Santa Ana	Santa Ana	Central	160	\$40.75M
12122-32 Bailey St	Garden Grove	West	32	\$3.1M
14141-14151 Flower St - Canterbury Square Apartments	Garden Grove	West	22	\$8.2M
314 E Pearson Ave - Pearson Gardens	Anaheim	North	20	\$5.8M
111 S Flower Ave	Brea	North	18	\$6.68M
931-935 S Trident St	Anaheim	North	16	\$4.8M
224 Avocado St	Costa Mesa	Airport	15	\$6.03M
560 Hamilton St	Costa Mesa	Airport	15	\$5.63M
319 S Birch St - Birch Manor	Santa Ana	Central	14	\$3.34M
1201 W Diamond St - Diamond Apartments	Anaheim	North	14	\$4.13M
3221 S Main St	Santa Ana	Central	14	\$2M
2200 S Coast Hwy	Laguna Beach	South	13	\$5.1M