os Angeles-Long Beach-Anaheim, CA Metro Area

### Demographics and Economy

## Demographics

-1.0%	52.1%	3.0%	Net Migration -101,387
population growth	share of renters	renter household formation	(2023)
(2022) U.S.: 0.4%	(2022) <b>U.S.: 34.8</b> %	(2022) <b>U.S.: 2.4</b> %	<b>-126,053</b> (2022)

### Economy

8.0%	80,600	1.3%	4.4%
GDP growth (2022) <b>U.S.: 9.1%</b>	12-month job creation (June 2024)	1-year job growth (June 2024) U.S.: 1.7%	1-year wage growth (June 2024) U.S.: 3.5%
\$69,280	5.0%	17.2%	International Migration 53,247
Average wage per year (June 2024) U.S.: \$62,410	unemployment rate (June 2024) U.S.: 4.1%	share of workers teleworking (2022) U.S.: 17.9%	45,352 (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
2024 Q2	-449,542	-5,425,748	0.5%	\$42	16.1%
2023 Q2	-544,922	-3,933,925	-0.9%	\$41	14.8%
	Inventory SF	Net Delivered SF	Net Delivered SF 12 Months	Total Sales Volume	Market Cap Rate
2024 Q2	441,168,013	162,817	320,245	\$303.79M	7.0%

## 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
2024 Q2	401	4,205	0.6%	\$2,269	\$2,251	5.4%
2023 Q2	378	2,148	1.0%	\$2,255	\$2,238	5.0%
	Inventory Un	its Net D	Delivered Units	Net Delivered Un	its 12 Mo Ma	rket Cap Rate
2024 Q2	1,038,322		2,720	9,243		5.0%
2023 Q2	1,029,079		3,748	11,490		4.6%

## 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
2024 Q2	-859,603	-524,151	0.0%	\$36	5.5%
2023 Q2	-302,124	-323,941	2.3%	\$36	5.2%
	Inventory SF	Market Cap	Rate Total Sa	les Volume	Transaction Sale Price/SF
2024 Q2	454,307,255	5.4%	\$727.79M		\$552
2023 Q2	453,764,769	5.4%	\$701.05M		\$457

**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
2024 Q2	-3,276,028	-11,453,655	-1.3%	\$19	5.4%
2023 Q2	-6,320,603	-15,045,248	8.5%	\$19	3.8%
	Inventory SF	Net Delivered SF	Net Delivered SF 12 Months	Market Cap Rate	Total Sales Volume
2024 Q2	962,842,465	2,134,934	3,802,377	5.1%	\$624.82M
2023 O2	959.038.288	474.624	2.926.838	4.7%	\$734.87M

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



an Bernardino-Ontario, CA Metro Area

## Demographics and Economy

## Demographics

0.3%	34.2%	-1.5%	Net Migration <b>3,012</b> (2023)
population growth	share of renters	renter household formation	9,653
(2022)	(2022)	(2022)	
U.S.: 0.4%	<b>U.S.: 34.8</b> %	U.S.: 2.4%	

### Economy

8.9%	31,700	1.9%	3.9%
GDP growth (2022) <b>U.S.: 9.1%</b>	12-month job creation (June 2024)	1-year job growth (June 2024) <i>U.S.:</i> 1.7%	1-year wage growth (June 2024) U.S.: 3.5%
\$56,950	5.2%	11.3%	International Migration <b>6,589</b> (2023)
Average wage per year (June 2024) U.S.: \$62,410	unemployment rate (June 2024) U.S.: 4.1%	share of workers teleworking (2022) <b>U.S.: 17.9</b> %	<b>4,554</b> (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
2024 Q2	310,880	245,890	2.6%	\$28	5.6%
2023 Q2	-131,322	174,006	4.0%	\$27	5.8%

	Inventory SF	Net Delivered SF	Net Delivered SF 12 Months	Total Sales Volume	Market Cap Rate
2024 Q2	77,514,781	10,843	162,082	\$117.75M	8.5%
2023 Q2	77,352,699	0	127,959	\$97.72M	8.3%

## 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
2024 Q2	1,315	2,336	0.7%	\$2,046	\$2,030	6.3%
2023 Q2	-126	-2,077	0.6%	\$2,032	\$2,019	5.9%
	Inventory Un	its Net D	Delivered Units	Net Delivered Un	its 12 Mo Mai	rket Cap Rate
2024 Q2	175,685		548	3,326		5.2%
2023 Q2	172,359		380	2,290		4.9%

## 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
2024 Q2	-341,203	72,462	4.3%	\$27	5.8%
2023 Q2	107,188	1,132,061	5.3%	\$26	5.9%
	Inventory SF	Market Cap	Rate Total Sa	les Volume	Transaction Sale Price/SF
2024 Q2	202,459,877	5.9%	\$209.47M		\$358
2023 Q2	202,615,915	5.9%	\$271.04M		\$330

**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
2024 Q2	3,819,046	4,360,704	1.1%	\$14	7.1%
2023 Q2	-3,535,273	6,171,462	10.9%	\$14	3.8%
	Inventory SF	Net Delivered SF	Net Delivered SF 12 Months	Market Cap Rate	Total Sales Volume
2024 Q2	770,818,376	5,735,707	30,563,028	4.6%	\$1,015.37M
2023 O2	740.255.348	3.118.221	25.402.871	4.3%	\$1.658.41M

iources: 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 Q2 2024**

to-Roseville-Folsom, CA Metro Area

### Demographics and Economy

## Demographics

0.2%	37.2%	-0.8%	Net Migration -1,101 (2023)
population growth	share of renters	renter household formation	<b>3,660</b> (2022)
(2022)	(2022)	(2022)	
<b>U.S.: 0.4</b> %	<b>U.S.: 34.8</b> %	U.S.: 2.4%	

### Economy

7.7%	24,600	2.3%	3.3%
GDP growth (2022) <b>U.S.: 9.1</b> %	12-month job creation (June 2024)	1-year job growth (June 2024) <i>U.S.: 1.7</i> %	1-year wage growth (June 2024) U.S.: 3.5%
\$61,500	4.7%	19.8%	International Migration 10,313 (2023)
Average wage per year (June 2024) U.S.: \$62,410	unemployment rate (June 2024) U.S.: 4.1%	share of workers teleworking (2022) <b>U.S.: 17.9</b> %	<b>9,066</b> (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

	Net Absorption SF	Mo Mo	Market Rent Growth 12 Mo	Market Rent/SF	Vacancy Rate
2024 Q2	1,396,771	995,517	0.2%	\$27	11.0%
2023 Q2	-273,982	-592,449	1.5%	\$27	10.9%
	Inventory SF	Net Delivered SF	Net Delivered SF 12 Months	Total Sales Volume	Market Cap Rate

	Inventory SF	Net Delivered SF	Net Delivered SF 12 Months	Total Sales Volume	Market Cap Rate
2024 Q2	111,162,229	1,283,000	1,242,464	\$157.72M	9.0%
2023 Q2	109,919,765	38,489	290,078	\$78.83M	8.5%

## 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
2024 Q2	949	3,024	1.5%	\$1,825	\$1,810	6.6%
2023 Q2	365	487	-0.3%	\$1,798	\$1,784	6.6%
	Inventory Ur	nits Net D	Delivered Units	Net Delivered Un	ts 12 Mo Ma	arket Cap Rate
2024 Q2	144,194		885	3,287		5.3%
2023 Q2	140,907		406	2,928		4.9%

## 3. Retail

**Demand** for retail space is **stronger than nationwide** as this area has a faster absorption of retail space. Despite strong conditions, rent prices 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
2024 Q2	66,042	456,154	0.2%	\$23	6.0%
2023 Q2	151,941	151,678	2.7%	\$23	5.8%
	Inventory SF	Market Cap	Rate Total Sa	les Volume	Transaction Sale Price/SF
2024 Q2	112,684,954	6.4%	\$14	i0.21M	\$201
2023 Q2	112,073,151	6.4%	\$10	02.63M	\$288

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

	Net Absorption SF	Net Absorption SF 12 Months	Market Rent Growth 12 Months	Market Rent/SF	Vacancy Rate
2024 Q2	524,868	77,473	6.1%	\$12	5.8%
2023 Q2	1,047,284	3,048,934	7.2%	\$11	4.0%
	Inventory SF	Net Delivered SF	Net Delivered SF 12 Months	Market Cap Rate	Total Sales Volume
2024 Q2	194,431,018	190,839	3,617,631	7.4%	\$191.16M
2023 O2	190 813 387	525 399	3 451 076	7.0%	\$206.84M

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

-0.3%	45.5%	0.4%	Net Migration -19,978
population growth	share of renters	renter household formation	(2023)
(2022) <b>U.S.: 0.4</b> %	(2022) <b>U.S.: 34.8</b> %	(2022) <b>U.S.: 2.4</b> %	-7,525 (2022)

### Economy

8.4%	10,200	0.7%	11.7%
(2022)	(June 2024)	(June 2024)	(June 2024)
<b>U.S.: 9.1%</b>		<b>U.S.: 1.7%</b>	U.S.: 3.5%
\$69,400	4.4%	18.6%	International Migration 10,767 (2023)
Average wage per year	unemployment rate	share of workers teleworking	<b>8,431</b> (2022)
(June 2024)	(June 2024)	(2022)	
U.S.: \$62,410	U.S.: 4.1%	U.S.: 17.9%	

## 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
2024 Q2	290,473	96,925	0.6%	\$38	11.7%
2023 Q2	-292,854	-1,085,591	1.6%	\$38	11.0%

	Inventory SF	Net Delivered SF	Net Delivered SF 12 Months	Total Sales Volume	Market Cap Rate
2024 Q2	119,385,642	764,137	1,077,839	\$189.17M	7.7%
2023 Q2	118,307,803	-75,080	-439,655	\$188.43M	7.3%

## 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
2024 Q2	557	258	-0.1%	\$2,463	\$2,442	5.5%
2023 Q2	429	504	2.8%	\$2,466	\$2,450	3.9%
	Inventory Un	nits Net D	elivered Units	Net Delivered Un	its 12 Mo Ma	rket Cap Rate
2024 Q2	280,364		1,938	5,049		4.7%
2023 Q2	275,315		664	2,608		4.4%

## 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
2024 Q2	65,903	-31,643	4.3%	\$36	4.3%
2023 Q2	-37,973	-166,623	5.1%	\$35	4.4%
	Inventory SF	Market Cap	Rate Total Sa	iles Volume	Transaction Sale Price/SF
2024 Q2	140,213,417	5.5%	\$36	51.29M	\$588
2023 Q2	140,362,406	5.5%	\$23	6.99M	\$354

**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	
2024 Q2	-234,763	-2,359,812	3.6%	\$23	6.9%	
2023 Q2	-842,374	-1,169,331	8.5%	\$22	4.5%	
	Inventory SF	Net Delivered SF	Net Delivered SF 12 Months	Market Cap Rate	Total Sales Volume	
2024 Q2	211,070,475	531,395	2,813,698	6.0%	\$406.18M	
2023 02	208.256.777	633.405	2.413.310	5.6%	\$366.77M	

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 Q2 2024**

isco-Oakland-Berkeley, CA Metro Area

## Demographics and Economy

## Demographics

-0.9%	43.8%	0.5%	Net Migration -23,654
population growth	share of renters	renter household formation	(2023)
(2022) <b>U.S.: 0.4</b> %	(2022) <b>U.S.: 34.8</b> %	(2022) <b>U.S.: 2.4</b> %	<b>-53,155</b>

### Economy

,	4.5% GDP growth (2022) U.S.: 9.1%	11,800 12-month job creation (June 2024)	0.5%  1-year job growth (June 2024) U.S.: 1.7%	7.4%  1-year wage growth (June 2024)
	\$83,880	4.1%	27.0%	U.S.: 3.5%  International Migration
Ave	erage wage per year (June 2024) U.S.: \$62,410	unemployment rate (June 2024) U.S.: 4.1%	share of workers teleworking (2022) U.S.: 17.9%	30,506 (2023) 27,328 (2022)

## Commercial Real Estate by Sector

192.526.267

191,348,928

**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
2024 Q2	-604,007	-6,055,159	-1.8%	\$53	22.3%
2023 Q2	-2,381,486	-6,247,115	-8.7%	\$53	18.6%
	Inventory SF	Net Delivered SF	Net Delivered SF 12 Months	Total Sales Volume	Market Cap Rate

1.177.339

1.722.426

\$200.36M

\$41.83M

6.4%

5.9%

631.034

279,730

## 2. Multifamily

2024 02

2023 02

**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
2024 Q2	1,050	2,681	1.0%	\$3,076	\$3,049	6.2%
2023 Q2	453	2,436	-0.5%	\$3,047	\$3,011	6.7%
	Inventory Un	its Net D	elivered Units	Net Delivered Un	its 12 Mo M	arket Cap Rate
2024 Q2	185,557		1,118	1,738		4.5%
2023 Q2	183,819		476	2,029		4.1%

## 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
2024 Q2	-91,577	-1,091,357	-2.2%	\$43	6.5%
2023 Q2	34,495	-73,403	0.8%	\$44	5.2%
	Inventory SF	Market Cap	Rate Total Sa	les Volume	Transaction Sale Price/SF
2024 Q2	82,074,992	4.8%	\$16	8.84M	\$371
2023 Q2	82,066,789	4.6%	\$6	7.93M	\$496

**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
2024 Q2	-409,106	-2,104,506	0.5%	\$28	11.7%
2023 Q2	-384,873	-610,450	4.3%	\$27	7.5%
	Inventory SF	Net Delivered SF	Net Delivered SF 12 Months	Market Cap Rate	Total Sales Volume
2024 Q2	100,884,973	601,102	2,321,282	5.7%	\$80.80M
2023 O2	98 563 691	0	868 657	5.2%	\$87.81M

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 -8,529
population growth	share of renters	renter household formation	-14,450
(2022)	(2022)	(2022)	
U.S.: 0.4%	<b>U.S.: 34.8</b> %	<b>U.S.: 2.4</b> %	

### Economy

2.0%	5,200	0.4%	9.9%
GDP growth (2022) <b>U.S.: 9.1%</b>	12-month job creation (June 2024)	1-year job growth (June 2024) U.S.: 1.7%	1-year wage growth (June 2024) <i>U.S.:</i> 3.5%
\$100,320	4.0%	24.4%	International Migration 20,422
Average wage per year (June 2024) U.S.: \$62,410	unemployment rate (June 2024) U.S.: 4.1%	share of workers teleworking (2022) U.S.: 17.9%	(2023) <b>18,318</b> (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 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
2024 Q2	572,309	-198,228	0.4%	\$57	15.4%
2023 Q2	-1,487,235	50,216	-5.1%	\$57	13.3%
	Inventory SF	Net Delivered SF	Net Delivered SF 12 Months	Total Sales Volume	Market Cap Rate
2024 Q2	145,536,797	27,143	3,315,837	\$349.69M	6.5%

## 2. Multifamily

2023 O2

**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

142,220,960 113,476 1,158,582 \$297.21M 6.0%

	Absorption Units	Absorption Units 12 Months	Market Asking Rent Growth 12 Months	Market Asking Rent/Unit	Market Effective Rent/Unit	Vacancy Rate
2024 Q2	929	1,816	2.8%	\$3,072	\$3,052	4.7%
2023 Q2	492	1,250	-1.0%	\$2,990	\$2,951	4.9%
	Inventory Un	nits Net D	Delivered Units	Net Delivered Un	its 12 Mo Ma	rket Cap Rate
2024 Q2	159,415		853	1,690		4.6%
2023 Q2	157,725		0	1,728		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/Si	Vacancy Rate	
2024 Q2	-37,595	-225,885	0.4%	\$40	4.6%	
2023 Q2	129,311	456,483	0.3%	\$40	4.2%	
	Inventory SF	Market Cap	Rate Total Sa	les Volume	Transaction Sale Price/SF	
2024 Q2	80,604,558	5.4%	\$12	0.25M	\$378	

**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	
2024 Q2	-67,583	-960,102	0.5%	\$26	7.6%	
2023 Q2	-295,795	56,170	3.3%	\$26	6.3%	
	Inventory SF	Net Delivered SF	Net Delivered SF 12 Months	Market Cap Rate	Total Sales Volume	
2024 Q2	199,691,971	627,005	1,566,178	6.1%	\$592.10M	
2023 O2	198 125 793	29.572	-683.338	5.6%	\$256.76M	

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

