

**Highland Palms Apartments GREAT DEAL!**  
23 Apartments in Highland Terrace Great Unit Mix  
\$3,995,000 Apartment Complex  
**Below Value for Quick Sale June 1, 2025, appraisal at \$3,410,000**  
Attention Non-Profits, Developers, Investors and Brokers!  
1810 E 25<sup>th</sup> Street Oakland, Ca 94606



**RECESSION PROOF INVESTMENT-TRUE HEDGE AGAINST INFLATION**

Waiver of Ad Valorem Property Taxes

Recent MAI Appraisal of \$3,410,000

40% Upside in the Rents

Great unit mix mostly 2 bedrooms

Existing Cap 9.4%, Market Cap 11.6%

Existing Cash on Cash Return 14% Market Cash on Cash Return 21%

Existing Gross Rent Multiplier 7.5 Market Gross Rent Multiplier 6.4

High growth city and area influencing great appreciation potential

No deferred maintenance - Easy Management

Strong Rent Upside. Trouble free income and management

Offers immediate scale in a supply constrained market.

Tremendous access to major employers- Drafting off of eastward migration.

Major Discount to homeownership as Oakland median home prices rise: 63% discount.

**For more information about this fabulous opportunity and a complete disclosure package  
please call Fred Lewis at office 209-522-9999 cell 209-604-9993**

**Go to [www.hotdealsoakland.com](http://www.hotdealsoakland.com)**

**OR**

**Email: [info@hotdealsoakland.com](mailto:info@hotdealsoakland.com) / [Fred@bigtymedeaalmaker.com](mailto:Fred@bigtymedeaalmaker.com)**





**Price: \$3,995,000**

**Down Payment: \$1,395,000**

**Existing Capitalization Rate: 9.4%**

**Market Cap: 11.6%**

**Price per Square Foot: \$316**

**Cost Per Residential Unit: \$173,695**

**Existing Gross Rent Multiplier: 7.5**

**Market Gross Rent Multiplier: 6.4**

**Existing Cash on Cash Return: 14%**

**Market Cash on Cash Return: 21%**

**Great time to buy in Oakland- "Be greedy when others are fearful and fearful when others are greedy"  
Warren Buffet**

**Complex Description: 23 Large Apartments**

**Assessor's Parcel Number: 22-353-16-1**

***GREAT UNIT MIX OF MOSTLY 2 BEDROOMS***

***Recent MAI Appraisal \$3,410,000!!! Recession Proof investment. True hedge against inflation***

**Building Description:** Highland Palms is a 23-unit market rate apartment complex located in Oakland. The property is comprised of 2 three story buildings with 8 one bedroom/ one bathroom, 14 two bedroom/ one bathroom, and 1 three bedroom/ one bathroom units with 19 parking spaces. Amenities include secure access, gated on-site parking, granite counter tops, dual pane windows and individually metered gas and electric. Located in Oakland's Highland Park neighborhood. Two thirds of the property were completely rebuilt resulting from a fire to include new electrical. 13 out of 23 units remodeled, kitchen w/ granite countertops, updated laminate floors, lighting, appliances, baths w/ tile, newer dual pane windows, gated on-site parking, secure access. Individually metered for gas & electricity. Part of the building has new electric. Investors will receive a full tax abatement from the regulatory agreement in place. Investor to receive a 100% waiver of Ad Valorem property taxes.

The Highland Palms Apartments, located at 1810 E 25th Street in Oakland's desirable Highland Park neighborhood, represent a compelling multi-family investment opportunity. The property is comprised of two sturdy, wood-frame buildings with stucco exteriors, offering a total of 12,608 square feet of living space on a 14,000 sq ft lot. This well-maintained complex, originally built in 1961 and renovated in 1985, features a highly sought-after unit mix designed to attract and retain a stable tenant base. The property features an optimal blend of unit types tailored to the local demand for workforce housing. Situated in East Oakland's Highland Terrace area, the property offers residents a central and accessible location. It is minutes away from everyday amenities, including shops, restaurants in the nearby Glenview District, Lake Merritt, and Highland Hospital.

Construction is typical wood framing with concrete foundation walls raised to create a partial basement on the southern portion and slab on grade foundation on the northern portion. The exterior finishes consist of painted brick veneer and stucco siding. The flat roof contains built up covering. Units are heated by electric wall heaters. Domestic hot water is provided by individual hot water heaters for each building. Domestic water lines are copper. Electrical wiring is observed as copper.

Although the property is 100% affordable, market rents in the subject area are currently lower than the max allowable rents determined by the County, making it no issue while taking advantage of the tax abatement. The Regulatory Agreement allows for a waiver of Ad Valorem property taxes.

Highland Palms in Oakland, CA, is a diverse, hilly, working-class neighborhood known for its historic Craftsman homes, strong Asian and African American communities, and proximity to Highland Hospital, offering an urban-suburban mix with parks, cafes, and good transit access, though some sources note lower-income challenges alongside its potential for renovation and vibrant local character. Features local bodegas, cafes, parks (like Peralta Hacienda Historical Park, Bella Vista Park), and is close to the Dimond District's shops and restaurants. Good access to public transit and freeways, with bus lines serving the area. Diverse, with significant Hispanic and Asian; a mix of long-time residents and newer families. A mix of historic Craftsman bungalows, many built in the 1920s, alongside smaller multi-unit buildings, with opportunities for renovation and restoration.

Highland Palms blends historic charm with urban realities, offering affordable living with great potential and a strong sense of community, particularly appealing to those seeking proximity to medical facilities and a diverse, established neighborhood.

You will appreciate the neighborhood amenities near Highland Palms. This part of Oakland is bike friendly, so you get around town easily. You can go for a walk in one of the neighborhood parks. If you like to walk, you will find streets lined with trees and sidewalks that are well-lit at night. Residents in this neighborhood consider the area to be walkable with stores, public transportation, and shops nearby. The complex is close to the Fruitvale Transit Village and Bart Station.

The property at Highland Palms in Oakland, has strong investment potential due to its proximity to major employers, transportation routes, shopping centers, dining venues, and entertainment options. It is an attractive option for renters seeking convenience and accessibility. The combination of a robust economy and desirable location make this property a promising investment opportunity in the Oakland real estate market.

**Commission-Brokers-Owner** is a principal and not a broker. A selling commission of \$80,000 will be to be paid for the procurement and actual consummation of the transaction. If a buyer is procured and the sale is not consummated for any reason a commission will not be due payable.

**One of the Hottest Apartment Markets in the Country**-Oakland continues to be one of the leaders in the nation's apartment market in rent growth.

Fruitvale Village Phase One was developed by the Fruitvale development Corporation, a support corporation of the Unity Council, and offers a unique retail opportunity because of the range of employees and daily visitors utilizing the services and transit facilities that are available at the site. The Fruitvale Village retail plaza is located at the entrance to the Fruitvale BART station, East Bay's 4<sup>th</sup> busiest station and 9<sup>th</sup> most widely traveled station in BART's 31 station system. Additionally, the Village is also adjacent to the bustling Fruitvale commercial district that has experienced a dramatic transformation over the past 10 years and has been recognized as one of the leading neighborhoods in the national Main Street Program.

Fruitvale Village Phase two is the continuation of the Unity Council's revitalization plan for Fruitvale. This plan will bring new residents and homeowners to the Village and foster 24-hour, 7-day vibrancy and sense of community that will further strengthen the commercial and retail components located at the Village retail plaza. The guiding principles for the Phase Two development will be to provide for mix-income homeownership residential units; to incorporate state of the art green building & energy saving systems; to build the maximum number of dwelling units; and that it be an award-winning architectural product.

**Location Description:** Oakland is a vibrant and diverse city located in the heart of the San Francisco Bay Area, known for its unique cultural mix. It has a thriving arts scene, a bustling downtown district, and several major sports teams. The city's housing market is highly competitive, with a mix of historic and modern properties that cater to a wide range of renters. The cost of living in Oakland is more affordable than other Bay Area cities, making it an attractive option for those seeking an urban lifestyle without breaking the bank. In terms of location, some of the most desirable neighborhoods for multifamily real estate in Oakland include Temescal, Rockridge, and Montclair

Oakland, California, sits on the eastern edge of San Francisco Bay, known for its mix of city life and natural beauty. Its diverse culture, scenic landscapes and mild weather attract outdoor enthusiasts with sweeping bay views, numerous parks, and plenty of green spaces. From historic Victorian homes to modern hillside estates, Oakland's housing options cater to a wide range of residents. Education is central to Oakland's identity, bolstered by institutions like the University of California, Berkeley, while its vibrant cultural scene thrives in museums, theaters, and lively neighborhoods like Chinatown and Fruitvale, reflecting the city's diverse population.

Recreational opportunities abound with parks, trails, and waterfront activities, highlighted by Lake Merritt, the nation's oldest wildlife refuge. Hosting major sports teams and diverse cultural events year-round, Oakland remains a growing hub of creativity, strategically located near San Francisco and Silicon Valley.

Additionally, the proximity to major employers, such as the tech companies in Silicon Valley and the healthcare industry in Oakland itself, makes these neighborhoods highly sought after by renters. Overall, Oakland's diverse neighborhoods, thriving culture, and growing economy make it an ideal location for multifamily real estate investments.

According to the California Department of Finance, the population in Alameda County was 1,510,303 in 2006, which is a 0.7% increase from the 2006 population of 1,500,228. Population for the county is anticipated to continue growing at a similar rate in the foreseeable future. Its growth and popularity can be attributed to its mild climate, close proximity to the coast, varied job opportunities and suburban residential communities. The estimated unemployment rate for Alameda County for July 2007 was 4.0%. This compares with an unadjusted unemployment rate 5.5% of California and 4.9% for the United States. In summary, Alameda County is experiencing steady growth in all areas due to its location, influx of major business opportunities, and overall economic stability. This trend is anticipated to continue into the near future.

**San Francisco** is the capital of culture, with the largest number of well-established cultural institutions. They include ballet, classical music, art, and the San Francisco Opera, which is regarded by many as one of the top 10 opera houses in the world. The city is also the news media center for all of Northern California and has been the West Coast's financial hub for 150 years. San Francisco's centrality is fading as other parts of the Bay Area grow. Some of the city's population is moving into the suburbs and the suburbs of former suburbs and Silicon Valley is spreading and transforming into other nearby parts of the Bay Area.

The East Bay possesses a diverse economic base featuring a wide range of manufacturing industries (transportation equipment, computer, food processing, fabricated metal products, non-electrical machinery, and stone-clay-glass products). In fact, East Bay has the most diversified manufacturing sector in Northern California. The fastest growing sector in the area is services, but manufacturing continues to grow. The Port of Oakland, the third largest containership port on the West Coast, is a major economic engine in the East Bay as well as the Bay Area as a whole.

Far less congested than San Francisco International, and more centrally located for the East Bay, Oakland International is becoming the people's choice for air travel. Oakland International is a West Coast distribution center for Federal Express, UPS, Airborne Express, Burlington Air Express, and Emery Worldwide, eleven commercial airlines provided more than 1,400, non-stop, direct or connecting flights weekly to destinations in the United States, Canada, Europe, and Mexico.

The growth of Bay Area trucking has been fueled by distribution needs of region's industry and agriculture. Due to the high volume of ship container traffic from the Port of Oakland and the widespread use of advanced management techniques, virtually every major trucking firm in the nation has at least one terminal in the Bay area. In fact, there are over 1,000 registered trucking carriers in the East Bay making overnight delivery service to major California cities.

The East Bay has become one of the leading biotechnology research centers in the country with the research activities at the University of California Berkeley, Lawrence Berkeley National Laboratory, Lawrence Livermore National Laboratory, and the many private Biotechnology firms, which have located near the Universities and Labs.

**Between the year 2010 and the year 2021 Alameda County population has increased each year. The population has increased 9% from 1,500,000 in 2010 to 1,600,000 in 2021. The California population grew by 5.1% and the US population by 7.3%. Alameda County's population is outpacing the state and US**

EAST BAY POPULATION
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County/Year (PMSA)	1980	1990	2000	Incr/1990	2010	Incr/1990	2021
Alameda (Oak)	1,105,379	1,304,684	1,443,741	10.66%	1,500,000	19.31%	1,600,000

**The East Bay** is a mixture of heavy industry (oil refineries, Oakland's container port); knowledge industries (software, biotech) developed around universities and scientific laboratories; and suburban offices, housing, and service industries. A bioscience cluster has developed around the University of California, Berkeley.

**Transportation-**The East Bay's transportation network has fostered the growth of all types of real estate. The Port of Oakland, an international airport, rail service by four carriers, and a network of interstate and state highways have played important roles in the development of the area. Five principal highways connect the East Bay with adjacent counties. Interstate 80 leads west to San Francisco via the Bay Bridge and east to Sacramento. Interstate 580 connects the East Bay to the Central Valley and Southern California, via Interstate 5. Interstate 680 serves the area in a north-south direction. Interstate 880 accommodates north-south traffic circulation on the east shore of San Francisco Bay. Highway 24 links Oakland with eastern Contra Costa County, passing through the Caldecott Tunnel. Transbay bridges include the San Francisco-Oakland Bay Bridge, which extends interstate 80 into San Francisco; the Richmond-San Rafael Bridge, leading into Marin County and northern areas; and the Hayward-San Mateo and Dumbarton Bridges connecting East points with San Mateo and Palo Alto on the San Francisco Peninsula.

**Sea and Air Cargo-**The Port of Oakland, an independent agency of the City of Oakland, is the third largest container-ship port on the West Coast and ranks among the top 4 in the nation and 20 in the world in terms of annual container traffic. The Port has approximately 759.3 acres of developed terminal area, served by 35 container cranes, including 29 of the post-Panamax type, and 20 deep-water berths with a total of more than 20,000 linear feet of berthing length. The fourth largest seaport in the nation, the Port of Oakland handles 99% of all containerized cargo that passes through Northern California ports. Located at the terminus of three transcontinental railroads and four interstate highways, the Port of Oakland is a Key West Coast intermodal connection and the hub of Northern California's distribution system. The Port handled the equivalent of 1,923,104 twenty-foot containers.

The Port of Oakland also operates the Oakland metropolitan International Airport, which covers an area of approximately 3,000 acres, and is located nine miles from downtown Oakland. The airport serves more than 9.8 million passengers and handles more than 1.4 billion pounds of cargo annually. Oakland Metropolitan International Airport has 10,000-foot fully instrumented main runway that can be extended to 12,500 feet and a large terminal complex, capable of servicing up to 2,500 passenger arrivals and departures per hour. A separate International Arrivals Building has customs inspection and baggage claim facilities for handling 500 passengers per hour. The runways, taxiways and plane positions at both cargo and passenger terminals have jumbo jet capacities. Primarily general aviation aircraft also use three other runways. Operations of these general aviation runways are controlled from a separate tower.

## Annual Property Operating Data

**Location:** 1810 E. 25<sup>th</sup> Street  
**Type of Property** 23 Townhomes

**Price:** \$3,995,000  
**Down Payment:** \$1,395,000  
**Loan:** \$2,600,000

### ASSESSED APPRAISED VALUES

<b>Land:</b>	\$799,000
<b>Improvements:</b>	\$3,116,100
<b>Personal Property:</b>	\$79,900
<b>Total:</b>	\$3,995,000

**1<sup>st</sup> LOAN**      **\$2,600,000 65% LTV**      **30 years**      **5.5 %**      **\$14,762 monthly**

Annual Income/ Expense	EXISTING	MARKET	SECTION 8
Total Rental Income	\$522,300	\$612,384	\$762,864
Laundry Income	\$6,000	\$6,000	\$6,000
Total Income	\$528,300	\$618,384	\$768,864
Expenses			
Management	\$12,000	\$12,000	\$12,000
Vacancy	\$18,421	\$18,421	\$18,421
Property Insurance	\$45,975	\$45,975	\$45,975
Utilities			
Electric and Gas	\$12,057	\$12,057	\$12,057
Water & Sewer	\$14,732	\$14,732	\$14,732
Garbage	\$34,910	\$34,910	\$34,910
Taxes			
City of Oakland- Business Taxes	\$3,178	\$3,178	\$3,178
City of Oakland- RAP Taxes	\$2,323	\$2,323	\$2,323
Property Taxes (waiver of ad valorem taxes)	\$9,993	\$9,993	\$9,993
<b>Total Operating Expenses</b>	<b>\$153,589</b>	<b>\$153,589</b>	<b>\$153,589</b>
<b>Net Operating Income</b>	<b>\$374,711</b>	<b>\$464,795</b>	<b>\$615,275</b>
<b>Less Debt Service</b>	<b>\$177,144</b>	<b>\$177,144</b>	<b>\$177,144</b>
<b>Cash Flow</b>	<b>\$197,567</b>	<b>\$287,651</b>	<b>\$438,131</b>

The above income and expenses are only estimates because seller has not owned the building for more than a full tax year of occupancy changes and renovation. Although the information contained herein is deemed reliable, no representations of any kind, expressed or implied are being made as to the accuracy of such information. All of the data in this prospectus are estimates and approximations to include square footage. Any prospective purchaser and their tax and legal advisor should carefully verify all information contained herein and conduct an independent investigation to include engaging contractors and engineers to complete inspections. Seller bears no liability of any errors, inaccuracies, or omissions.

# Commercial Rent Roll

Property: 1810 25th Street Highland Palms

Unit	Unit Mix	Rent Charges	Market Rent	Section 8 Rent
100	2	2395	2395	2912
101	1	1665	1795	2385
102	2	1439	2395	2912
103	2	1998	2395	2912
104	2	1439	2395	2912
201	2	2395	2395	2912
202	3	2743	2995	3724
203	1	1665	1795	2385
204	2	2395	2395	2912
205	2	1998	2395	2912
206	2	2395	2395	2912
301	2	1402	2395	2912
302	1	1795	1795	2385
303	2	2103	2395	2912
304	1	1942	1942	2385
305	2	2395	2395	2912
306	1	1168	1795	2385
401	2	2395	2395	2912
402	1	1795	1795	2385
403	2	1998	2395	2912
404	1	1795	1795	2385
405	2	1998	2395	2912
406	1	1168	1795	2385
		500	500	500
<b>Totals for</b>		<b>\$ 44,025</b>	<b>\$ 51,532</b>	<b>\$ 64,072</b>

## SALES COMPARABLES FOR APARTMENT BULDINGS

Subject Property	# of Units	Unit Mix	Sales Price	Price Per Unit	Price Per Foot	Cap Rate	Close of Escrow
<b>1810 25t Street</b>	<b>23</b>	<b>8 (1) bedrooms 14 (2) bedrooms 1 (3) bedroom</b>	<b>\$3,995,000</b>	<b>\$173,695</b>	<b>\$316</b>	<b>9.5%</b>	<b>For Sale</b>
118 Hamilton Place Oakland	5	4 two bedrooms					
		1 (3) bedroom	1,950,000	390,000	297.53	6.28	1/10/2025
6024 Chabot Rd Oakland	6	4 one bedrooms	\$2,093,500	\$348,917	\$343.99		5/9/2025
282 Wayne Ave Oakland	12	1 Studio	\$3,575,000	\$297,917	\$287.13	6.2	4/8/2025
436 Bellevue Ave Oakland	6	6 studios	\$1,600,000	\$266,667	\$184.61	7.28	6/9/2025
1930 Lakeshore Ave Oakland	16	16 Studios	\$4,250,000	\$265,625	\$279.31	5.34	4/15/2025
206 Mather Street Oakland	8	8 one bedrooms	1,950,000	245,000			4/11/2025
3320 MacArthur Blvd, Oakland	6	2 two bedrooms	\$1,400,000	\$233,333	\$234.74	8.16	6/30/2025
		4 three bedrooms					
175 Santa Rosa Ave Oakland	33	33 one bedrooms	7,700,000	233,333	221.47	9.76	2/4/2025
2023 80th Ave, Oakland	5	2 bedrooms	\$1,150,000	\$230,000	\$277.78	8.9	11/10/2025
740-744 Alcatraz Ave Oakland	5	3 Studios					
		1 one bedroom					
		1 two bedroom	1,100,000	220,000	455.86	7.93	1/23/2025
561 Oakland Ave Oakland	22	11 one bedrooms	\$4,800,000	\$218,182	\$192.31	5.82	6/26/2025
		11 two bedrooms					
2820 Park Boulevard Oakland	22		4,650,000	211,364	219.69	7.96	10/13/2025
1523 8th Ave Oakland	10	1 one bedroom	\$2,100,000	\$210,000	\$321.94	7	9/9/2025
		9 two bedrooms					
1560 Jackson St Oakland	33	33 one bedrooms	\$6,450,000	\$195,455	\$226.34	6.72	6/26/2025
138 Monte Cresta Ave Oakland	30	13 Studios	\$5,750,000	\$191,667	\$280.39	7.32	5/21/2025
		17 one bedrooms					
		2 three bedrooms					
		11 two bedrooms					
640 Brooklyn Ave Oakland	18	18 Studio - 6 bed	3,303,300	183,517	315.41		4/29/2025
85 Glen Ave Oakland	12	Studios	\$2,141,000	\$178,417	\$256.90	6.65	10/15/2025
301 Lenox Ave Oakland	32	32 one bedrooms	5,600,000	175,000	263.77	8.56	4/23/2025

ASSESSOR'S MAP 22

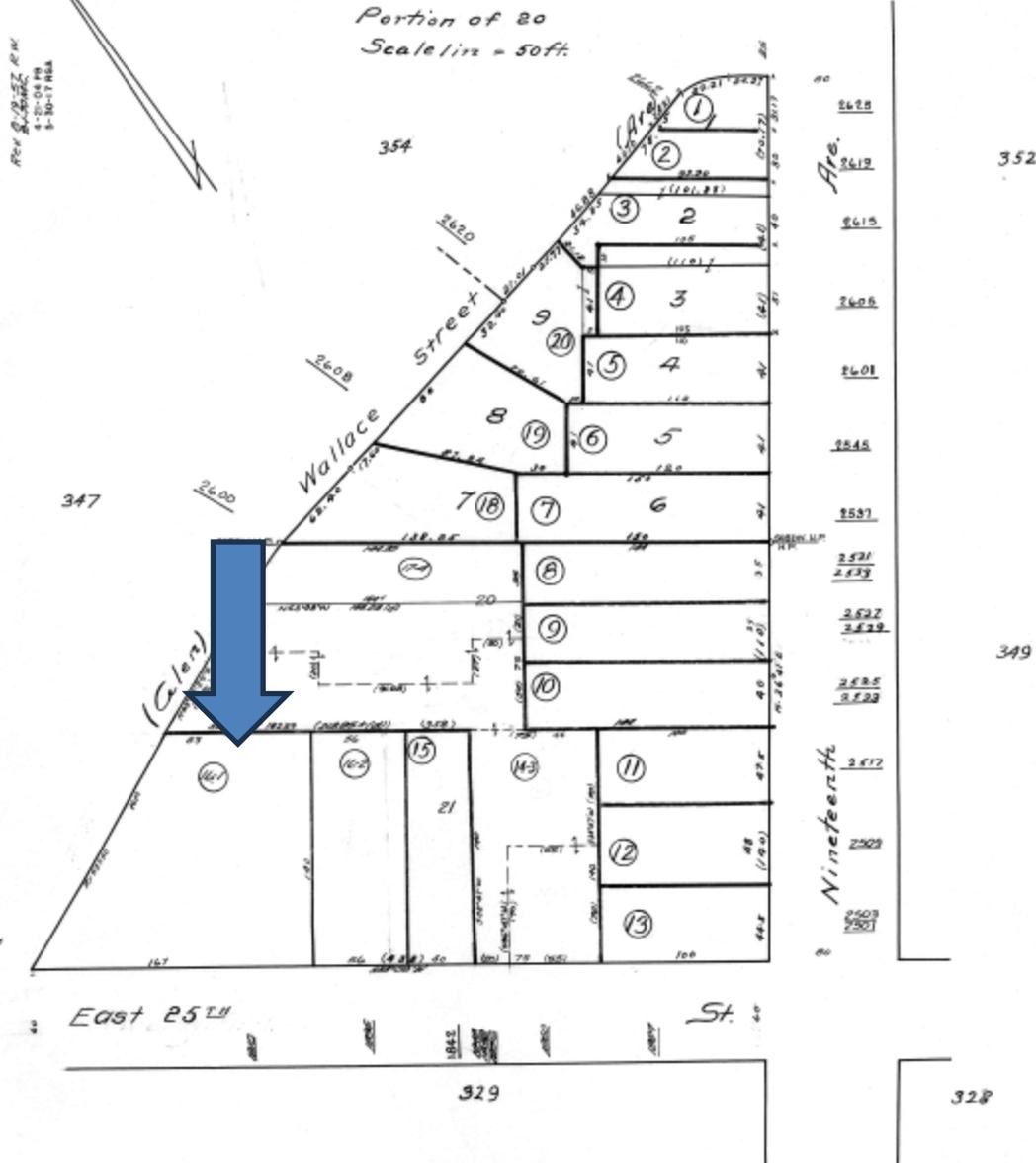
Code Area No. 17-045

22  
752

353

Map of Portion of Highland Park (BK 2, Pg 13)  
Map of Portion of Highland Park (BK 22, Pg 96)  
Sub. of Lots 18-19  
and  
Portion of 20  
Scale 1/2" = 50ft.

FOR BUREAU OF  
RECORDS  
1-10-17 P.M.



Nineteenth

East 25<sup>th</sup> St.

329

328



## VOUCHER PAYMENT STANDARDS – 2026

Effective November 1, 2025

Unit Size	2026 OHA Payment Standard
Studio	\$2,142
One-Bedroom	\$2,385
Two-Bedroom	\$2,912
Three-Bedroom	\$3,724
Four-Bedroom	\$4,413
Five-Bedroom	\$5,075
Six-Bedroom	\$5,737

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The Oakland Housing Authority's Payment Standards for Fiscal Year 2026 are set at 100 percent of the U.S. Department of Housing and Urban Development's published Fair Market Rents for Oakland, Alameda County, California.



**Regional Private Sewer  
Lateral Program**

# Compliance Certificate for Private Sewer Lateral

Parcel Address: **1810 E 25TH ST, OAKLAND**

Parcel Number: **022 -0353-016-01**

Expiration Date: **09/11/2033**

Certificate Number: **12748**

Issue Date: **09/11/2013**

Type: **Compliance: replaced lateral**

Special Instructions:

Retain this PSL certificate for your records for any future parcel sale, re-model greater than \$100,000, or change of water meter size.



November 26, 2025

Mr. Khoren Dalyan  
Genesis Capital, LLC  
15303 Ventura Boulevard, Suite 700  
Los Angeles, CA 91403

Re: Appraisal of Real Property  
1810 East 25th Street  
1810 East 25th Street  
Oakland, California 94606  
BBG File No. #0125024200; G25101343

Dear Mr. Dalyan:

In accordance with your authorization (per the engagement letter found in the addenda of this report), we have prepared an Appraisal Report of the above-referenced property. We have conducted the investigation necessary to form an opinion of the following scenarios:

- Upon Completion and Stabilization, Renovated (Unencumbered) Hypothetical Prospective Market Value of the Leased Fee interest as of June 1, 2026
- Upon Completion and Stabilization, Renovated (Encumbered) Prospective Market Value of the Leased Fee interest as of June 1, 2026
- Upon Completion, Prospective Market Value of the Leased Fee interest as of May 01, 2026
- As Is, Market value of the Leased Fee interest as of November 20, 2025

The client has also requested Insurable Value which is discussed and reported within the report.

The subject property consists of an existing residential affordable multifamily 23-unit apartment complex. The property is restricted to 80% AMI households for all units by the City of Oakland. The regulatory agreement with the city was executed on March 27th, 2018 and has a term of 55 years. The subject was initially constructed in 1961 and contains 23 dwelling units (13,198 square feet NRA) on a total of 0.32 acres of land. The property features eight (8) 1BR/1BA, twelve (12) 2BR/1BA, two (2) 2BR/1BA (Large), and one (1) 3BR/1BA units. Building construction consists of wood frame buildings on reinforced concrete slab foundations with stucco exteriors and a flat roof. The subject has a current occupancy of 65.2%.

This report is intended for use only by Genesis Capital, LLC (client), and their successors and assigns ("Lender"). The use by others is not intended by BBG, Inc. Furthermore, the report is intended only for use in collateral valuation for a proposed secured credit transaction and is not intended for any other use. The intent of the report is conformance with the Uniform Standards of Professional Appraisal Practice (USPAP) as set forth by the Appraisal Foundation and the Code of Professions Ethics and Standards of Professional Practice of the Appraisal Institute. In addition, the report has been prepared to meet any further appraisal reporting requirements of Genesis Capital, LLC, as well as Title XI, 12 CFR Part 323 (FDIC) of FIRREA, OCC, and FIL-82-2010 Interagency Guidance Appraisal and Evaluation guidelines.

**EXTRAORDINARY ASSUMPTION(S) AND HYPOTHETICAL CONDITION(S)**

The values presented within this appraisal report are subject to the extraordinary assumptions and hypothetical conditions listed below. Pursuant to the requirement within Uniform Standards of Professional Appraisal Practice Standards, it is stated here that the use of any extraordinary assumptions and/or hypothetical conditions might have affected the assignment results.

<b>Extraordinary Assumption(s)</b>	<ul style="list-style-type: none"> <li>- We are appraising the subject under the extraordinary assumption that the ownership of the subject property will have tenants that will income qualify at or below 80% AMI rent levels, which would allow the subject property to have an exemption from base real property taxes due to its regulatory agreement. For purposes of this valuation analysis and deriving a pro forma operating income subsequent to the purchase, we assume that the exemption status of the subject will preclude base real estate taxes.</li> <li>- The subject is encumbered by various legal agreements which restrict the subject units to affordable housing use. Subordination and transfer restrictions are typically included with these use restrictions. These types of agreements are legal in nature and full interpretation is beyond the scope of expertise of the appraiser. Therefore, it is an extraordinary assumption of this appraisal report that there are not aspects of these agreements which would significantly impact the value conclusions. Changes to this assumption could impact the market value estimates.</li> <li>- Prospective Market Value opinions are intended to reflect the current expectations and perceptions of market participants along with available factual data. They should be judged on market support for the forecasts when made, not whether specific items in the forecasts are realized. In forming a prospective value opinion for the property, we analyzed market trends with regard to rents, expenses, construction costs, absorption, etc. Furthermore, economic indicators such as market demographics and future competition were also analyzed. The prospective value opinion is predicated on the projections incorporated within our analyses; however, all of the projections are subject to external influences (e.g. supply/demand, economy, competition, etc.) and may or may not occur as projected within the appraisal.</li> </ul>
<b>Hypothetical Condition(s)</b>	<ul style="list-style-type: none"> <li>- The "Hypothetical As if Unencumbered" value(s) assume the subject is operated as a market-rate (unrestricted) project. This value scenario(s) provided under this hypothetical scenario do not take into consideration the conversion/absorption time (De-control Period) for the subject to convert from a low-income housing project or potential changes in market conditions. This value further assumes there is no ground lease encumbering the property.</li> </ul>

Based on our inspection of the property and the investigation and the analysis undertaken, we have developed the following value opinion(s).

Appraisal Premise	MARKET VALUE CONCLUSION(S)		
	Interest Appraised	Date of Value	Value Conclusion
Hypothetical Prospective Market Value - Upon Completion and Stabilization, Renovated (Unencumbered)	Leased Fee	June 1, 2026	\$3,620,000
Prospective Market Value - Upon Completion and Stabilization, Renovated (Encumbered)	Leased Fee	June 1, 2026	\$3,620,000
Prospective Market Value - Upon Completion (Encumbered)	Leased Fee	May 1, 2026	\$3,620,000
Market Value - As Is	Leased Fee	November 20, 2025	\$3,410,000

Based on recent market transactions, as well as discussions with market participants, a sale of the subject property at the above-stated opinions of market value would have required an exposure time of approximately 6-9 months. Furthermore, a marketing time of approximately 6-9 months is currently warranted for the subject property.

This letter must remain attached to the report, which should be transmitted in its entirety, in order for the value opinion set forth to be considered valid.

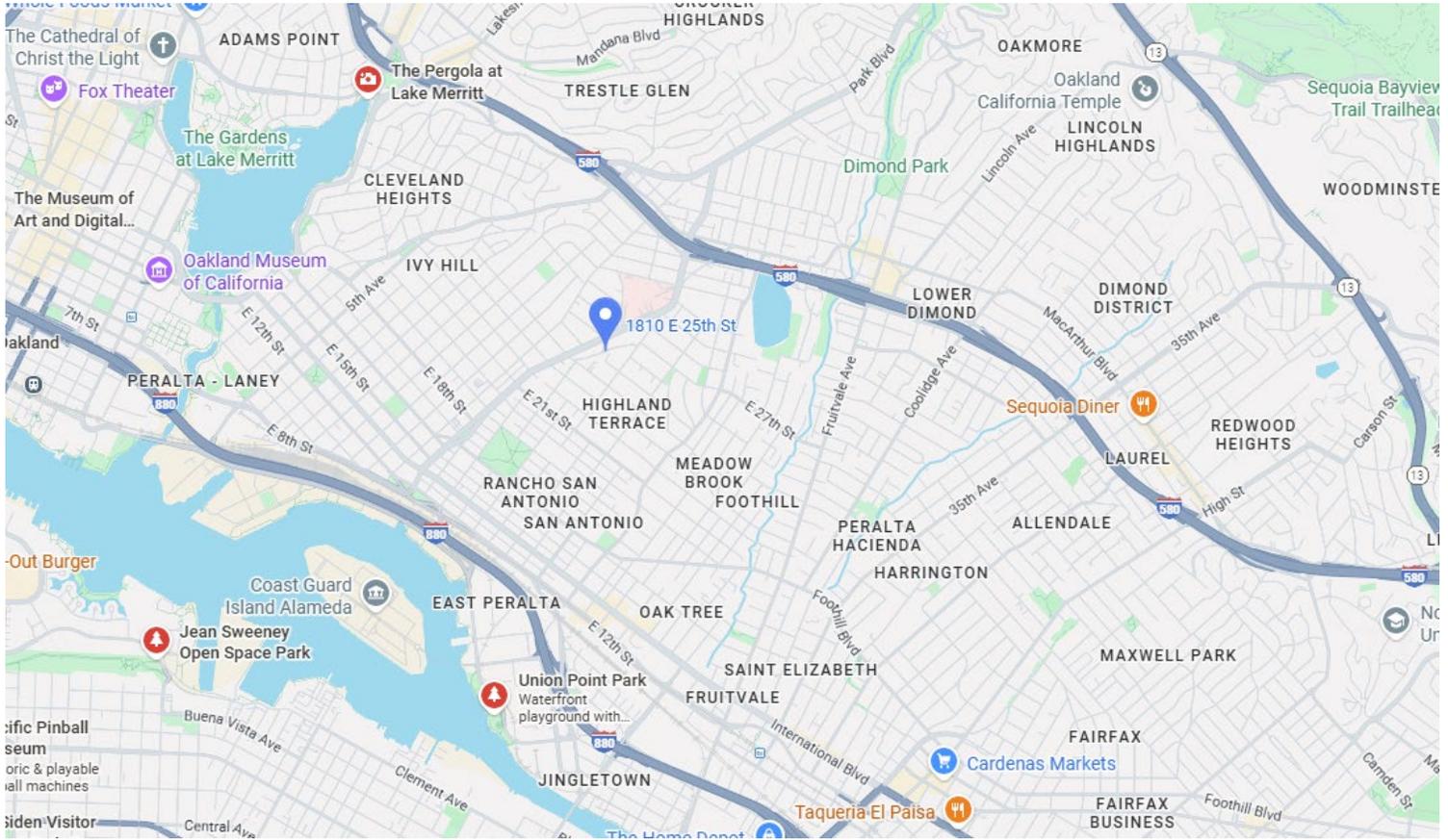
Mr. Van Deusen  
November 26, 2025  
Page 3

Our firm appreciates the opportunity to have performed this appraisal assignment on your behalf. If we may be of further service, please contact us.

Sincerely,  
BBG, Inc.



Blake Lindsay, MAI  
CA Certified General Appraiser  
License #: AG028618



AERIAL PHOTOGRAPH



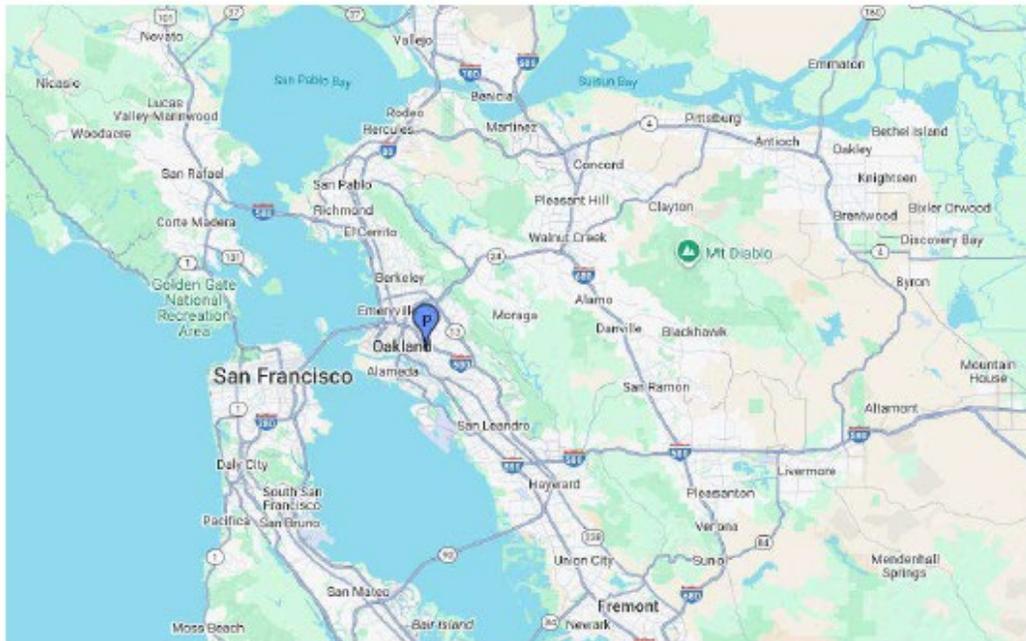
# REGIONAL ANALYSIS

Understanding the economic, geographic, and market positioning of a subject property in relation to the surrounding community is important to the appraisal process. Factors in the surrounding area will impact salability and/or the performance of income-producing property. The real estate market is influenced by geographic location, social and economic climate, and market trends. In analyzing the subject property, each of these factors must be reviewed.

## AREA ANALYSIS – (EAST BAY) OAKLAND-HAYWARD-BERKELEY MSA

The subject is part of the Oakland-Hayward-Berkeley Metropolitan Statistical Area (East Bay), as defined by the U.S. Office of Management and Budget. The following information is provided by *Moody's Analytics as of February 2025*.

### REGIONAL MAP



<b>MOODY'S</b>		<b>Oakland-Hayward-Berkeley CA</b>		<b>PRECIS<sup>®</sup></b> U.S. Metro	
<small>Data Buffer<sup>1</sup> MSA code: IUSA_DMOAK</small>					
<b>ECONOMIC DRIVERS</b>			<b>EMPLOYMENT GROWTH RANK</b>		<b>RELATIVE COSTS</b>
 FED. GOV.	 HIGH TECH	 MEDICAL CENTER	<b>2023-2028</b> <b>250</b> 4th quintile	<b>2023-2028</b> <b>267</b> 4th quintile	<b>LIVING</b> <b>148%</b>
					<b>BUSINESS</b> <b>127%</b>
					<b>RELATIVE</b> <b>0.72</b> Rank: 29
					<b>QUALITY OF LIFE</b> <b>6</b>
			<small>Rank: Worst 410</small>		<small>Rank: Worst 303</small>
			<small>U.S. = 100</small>		<small>Rank: Worst 228</small>

**2025-2026 INTERNET COPY**  
 For Fiscal Year Beginning July 1, 2025 and Ending June 30, 2026  
**ALAMEDA COUNTY**  
**SECURED PROPERTY TAX STATEMENT**

Henry C. Levy, Treasurer and Tax Collector  
 1221 Oak Street, Room 131  
 Oakland, California 94612

Parcel Number	Tracer Number	Tax-Rate Area	Special Handling
22-353-16-1	05036000	17-045	045/CoreLogic Tax

Location of Property  
 1810 E 25TH ST, OAKLAND  
 Assessed to on January 1, 2025

ASSESSEE NAME AND ADDRESS ARE NOT AVAILABLE ONLINE  
 PER CA GOV CODE §8254.21

Fixed Charges and/or Special Assessments			
Description	Exemption Code	Phone	Amount
MOSQ MSR K 1982		800-273-5167	8.74
CSA PARAMEDIC		800-273-5167	952.20
VEC CNTRL MSR A 84		800-273-5167	36.00
CITY EMERG MEDICAL		510-238-2942	93.84
CITY PARAMEDIC SRV		510-238-2942	74.86
CSA LEAD ABATEMENT		510-567-8280	230.00
OUSD MEASURE H	a,b	510-879-8611	120.00
OUSD 2008MEASURE G	b	510-879-8884	195.00
PERALTA 2016MEAS E		800-792-8021	48.00
OUSD 2016MEASUREG1	a,b	510-879-8884	120.00
VIOL RED EM RSP-NN	b	510-238-2942	1,518.00
CITY LIBRARY SRV-D	b	510-238-2942	811.78
2020 OAK MEASURE Q	b	510-238-2942	1,483.84
OAKLAND ZOO MEAS Y	b	510-238-2942	846.28
SFBRA MEASURE AA		868-508-8157	12.00
FLOOD BENEFIT 12		510-670-5241	30.84
HAZ WASTE PROGRAM		800-273-5167	179.40
VECTOR CNTRL ASMT		800-273-5167	44.02
MOSQUITO ASMT 2008		800-273-5167	19.42
EBRPD CFD NO A/C-3	b	868-512-0316	190.44
AC TRANSIT MEAS VV		800-273-5167	96.00
CITY LIBRARY SERV	b	510-238-2942	1,022.24
SEE SEC 8 ON REVERSE SIDE FOR DTLs			
Additional Total from Reverse Side			1,860.82
<b>Total Fixed Charges and/or Special Assessments</b>			<b>3,993.72</b>



**THIS IS NOT AN OFFICIAL BILL**

Tax-Rate Breakdown		
Taxing Agency	Tax Rate	Ad Valorem Tax
COUNTYWIDE TAX	1.0000 %	2,449.83
VOTER APPROVED DEBT SERVICE:		
COUNTY GO BOND	0.0084 %	20.57
CITY OF OAKLAND 1	0.1200 %	293.98
SCHOOL UNIFIED	0.0900 %	220.48
SCHOOL COMM COLL	0.0432 %	105.83
BAY AREA RAPID TRANSIT	0.0152 %	37.24
EAST BAY REGIONAL PARK	0.0011 %	2.69
<b>TOTAL AD VALOREM TAX (AV TAX)</b>	<b>1.2779 %</b>	<b>3,130.62</b>

Tax Computation Worksheet			
Description	Full Valuation	x Tax Rate	= Tax Amount
LAND IMPROVEMENTS	2,093,570		
FIXTURES	3,525,504		
TOTAL REAL PROPERTY	5,619,074		
PERSONAL PROPERTY	12,719		
GROSS ASSESSMENT & TAX	5,631,793	1.2779 %	71,968.66
HOMEOWNERS EXEMPTION			
OTHER EXEMPTION W	-5,386,810	1.2779 %	-68,838.04
<b>TOTAL AD VALOREM TAX</b>	<b>244,983</b>	<b>1.2779 %</b>	<b>3,130.62</b>
<b>Ad Valorem Tax plus Special Assessments</b>			<b>13,124.34</b>
<b>First Installment</b>			<b>\$ 6,562.17</b>
<b>Second Installment</b>			<b>\$ 6,562.17</b>
<b>Total Amount Due</b>			<b>\$ 13,124.34</b>

**Please Read Important Messages**

A fee of \$61.00 will be imposed on all returned or dishonored payments.

EChecks are accepted online without a fee @ <https://propertytax.alameda-county.ca.gov> through June 30, 2026. Visa, Mastercard, Discover, or American Express credit cards are accepted online or by phone (510)272-6800 through June 30, 2026. A transaction fee will be added to your total credit card payment.

Would you like to make installment payments on your property taxes? Set up a payment schedule using Easy Smart Pay, a third-party vendor. For more information visit [easysmartpay.net/](https://easysmartpay.net/).

This bill is as of December 11, 2025 10:53 AM and may not include pending payments and roll corrections.

**Please See Reverse For More Information**

Tax Collector's Office  
 Payment Questions/Credit Card Payments  
 (510) 272-6800

Assessor's Office  
 Valuation/Exemption  
 (510) 272-3787 (510) 272-3770

**SECOND INSTALLMENT PAYMENT, 2025-2026**

**2** INTERNET COPY  
 PARCEL NO. 22-353-16-1  
 TRACER NO. 05036000  
**THIS AMOUNT DUE FEB 1, 2026 ==> \$ 6,562.17**



After APRIL 10, 2026 pay  
**\$ 7,228.38**  
 (Includes delinquent penalty of 10% and \$10.00 cost)

Amounts Not Valid After  
 Tue, Jun 30, 2026

Make checks payable to: Henry C. Levy, Tax Collector, Alameda County

32026 5050360002 7000656217 00000000

**FIRST INSTALLMENT PAYMENT, 2025-2026**

**1** INTERNET COPY  
 PARCEL NO. 22-353-16-1  
 TRACER NO. 05036000  
**THIS AMOUNT DUE NOV 1, 2025 ==> DELINQUENT**



After DECEMBER 10, 2025 pay  
**\$ 7,218.38**  
 (Includes delinquent penalty of 10%)

Amounts Not Valid After  
 Tue, Jun 30, 2026

**\$ 13,780.55**

Make checks payable to: Henry C. Levy, Tax Collector, Alameda County

32026 7050360001 7000656217 00000000



## Oakland Bounce Back

Oakland continues to attract skilled workers drawn to its central location and strong employment base. In early 2025, the city reinstated in-person work for all employees, signaling renewed confidence in the local economy. Major employers including PG&E, Kaiser Permanente, and the Port of Oakland—are reinforcing this trend by expanding or returning staff to the office.

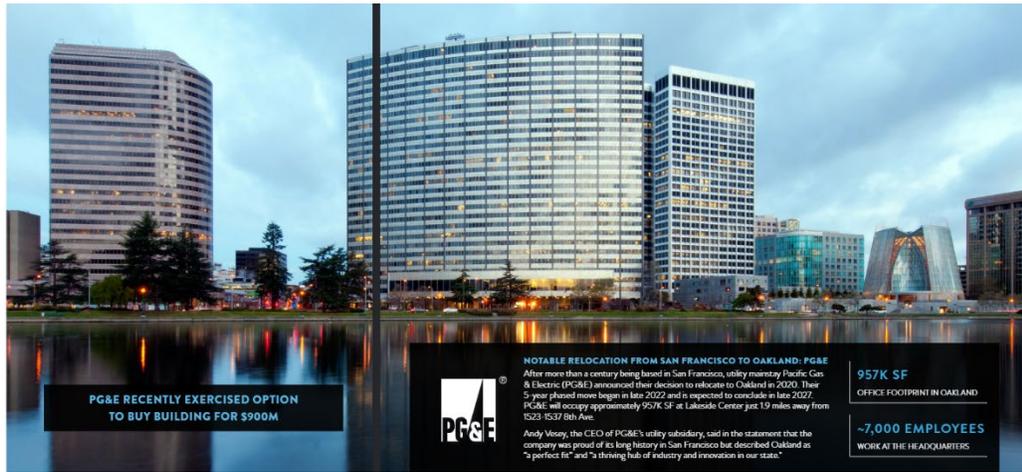
These developments underscore Oakland's continued rebound, fueled by renewed downtown activity and increasing demand for housing and services throughout the East Bay. Based on internal WDIS research, Oakland properties built after 2015 with 40 or more units have achieved year-over-year net effective rent growth of 8.8%. With no new projects currently under construction, this positive rent momentum is expected to persist in the near term.

### OAKLAND GROSS & NET EFFECTIVE RENTS

Quarter	Gross	Net
Q3 2025	\$2,920	\$2,589
Q2 2025	\$2,913	\$2,562
Q1 2025	\$2,879	\$2,483
Q4 2024	\$2,843	\$2,423
Q3 2024	\$2,825	\$2,378
<b>Delta to Q3 2024</b>	<b>\$95</b>	<b>\$210</b>

**8.8%**  
NET RENTS YTD GROWTH

**3.4%**  
GROSS RENTS YTD GROWTH



PG&E RECENTLY EXERCISED OPTION TO BUY BUILDING FOR \$900M



**NOTABLE RELOCATION FROM SAN FRANCISCO TO OAKLAND: PG&E**  
After more than a century being based in San Francisco, utility majority Pacific Gas & Electric (PG&E) announced their decision to relocate to Oakland in 2020. Their 5-year phased move began in late 2022 and is expected to conclude in late 2027. PG&E will occupy approximately 957K SF at Lakeside Center just 1.9 miles away from 552 15th Ave.

Andy Vespy, the CEO of PG&E's utility subsidiary, said in the statement that the company was proud of its long history in San Francisco but described Oakland as "a perfect fit" and "a thriving hub of industry and innovation in our state."

957K SF  
OFFICE FOOTPRINT IN OAKLAND

~7,000 EMPLOYEES  
WORK AT THE HEADQUARTERS

# Affordability Constraints

Home ownership affordability constraints are still prevalent in Oakland, where the median single-family home price is \$700,691. With many residents unable to afford the skyrocketing costs associated with home ownership, let alone the equity of \$140,138 to make an initial down payment on a home in Oakland, demand for apartment homes in Alameda County will continue to be strong and will keep upward pressure on rental rates. With median SFH prices also prohibitively high for most residents in neighboring cities, renting is the clear option for the majority of the population, even with average household incomes rising in this region.

Oakland offers one of the most compelling opportunities for rent growth in Alameda county. Nestled between high-cost neighborhoods and thriving employment hubs, Oakland provides a unique combination of relative affordability and convenient access to major employers and lifestyle amenities.

CITY	MEDIAN SFH PRICE	\$/MO	AVG RENT	DELTA (\$)
San Francisco	\$1,336,000	\$8,541	\$3,349	\$5,192
Berkeley	\$1,330,833	\$8,508	\$2,664	\$5,844
Lafayette	\$1,949,167	\$12,462	\$2,596	\$9,866
El Cerrito	\$1,015,000	\$6,489	\$2,350	\$4,139
Castro Valley	\$1,112,500	\$7,113	\$2,267	\$4,846
<b>Oakland</b>	<b>\$700,691</b>	<b>\$4,480</b>	<b>\$2,181</b>	<b>\$2,299</b>
San Leandro	\$810,833	\$5,184	\$2,088	\$3,096

**\$700,691**  
MEDIAN OAKLAND SFH PRICE

**\$2,299**  
DISCOUNT TO OWNING

The average monthly rent for an apartment in Oakland is approximately \$2,299 less than the monthly cost associated with owning a median-priced home. Payment amount includes PITI, assumes 20% down payment and 7% interest on 30-year fixed mortgage.



## Amenity Rich Neighborhood



Oakland is a city that truly has it all, blending vibrant neighborhoods, lively entertainment, and a world-class dining scene. Jack London Square is the perfect place to spend an afternoon, offering a scenic waterfront, unique shops, and the chance to step aboard the historic USS Poinsett. When the sun sets, the square transforms into a nightlife hotspot with bustling bars and restaurants like Miss Pearl's, Jam House and The Fat Lady, where you can enjoy delicious cocktails and live music by the water. Temescal District is a must-visit for food lovers, with its charming shops, artisan cafes, and upscale eateries like Pizzeria and The Wolf, offering everything from wood-fired pizzas to modern American cuisine. For a true Oakland experience, head to Uptown, where you can catch a show at the iconic Fox Theater or explore the diverse nightlife scene at The Labyrinth or Botello, where craft cocktails and live performances await. If you're looking to unwind, Lake Merritt offers a peaceful escape right in the heart of the city, perfect for a walk, picnic, or a relaxing boat ride. And when hunger strikes, enjoy the exquisite flavors at nearby gems like Brown Sugar Kitchen for soul food or Comms for an unforgettable fine dining experience. Whether you're seeking arts, food, or entertainment, Oakland's neighborhoods offer the perfect mix of modern conveniences, local charm, and unforgettable experiences.



RATED **A+** IN NIGHTLIFE, WEATHER, OUTDOOR ACTIVITIES, HEALTH & FITNESS according to [noxie.com](https://www.noxie.com)

### FOX THEATER

Located just a quick 9-minute drive from 1523-1537 8th Ave, the Fox Theater in Oakland is a must-visit venue for live entertainment. Originally opened in 1928 and beautifully restored in 2019, this historic theater boasts a stunning Art Deco design and can hold up to 2,800 attendees. Known for its excellent acoustics and intimate atmosphere, it has hosted some of the biggest names in music. Legendary performances include shows by Kendrick Lamar, Prince, and The Rolling Stones, who all graced the Fox's stage in memorable, high-energy performances. Whether you're catching a world-class concert or enjoying a Broadway show, the Fox Theater offers a truly unique experience with its rich history, remarkable architecture, and top-tier entertainment.

## Lake Merritt

Located within walking distance from 1523-1537 8th Ave is Lake Merritt, the natural centerpiece of Oakland. Always a popular place for both locals and visitors, Lake Merritt is a three-mile tidal lagoon and is home to the oldest wildlife refuge in the U.S., designated in 1870. Dotted with great cafes and restaurants surrounding the lake, and with trails for walking, biking, and rollerblading, it's easy to see why Lake Merritt is one of the best features of Oakland. Attractions on the east side of the lake include the Bruce Carleton, Rotary Nature Center, and Children's Fairyland, which draw thousands of tourists each year. On the south end is the Lake Merritt Amphitheater, and the Oakland Museum of California is just a block away.

Residents at 1523-1537 8th Ave have the option to enjoy a walk to and from Lake Merritt, grab a bite to eat at a wide variety of restaurants along the way, and get their shopping done at Whole Foods or Target before they go home - all within about a mile. Oakland is truly a walker's paradise, and it's no wonder this city shows up so frequently on lists of the top 25 healthiest cities in America.



FOX THEATER



OAKLAND MUSEUM OF CALIFORNIA



JACK LONDON SQUARE



OAKLAND MARINA & JACK LONDON SQUARE

Oakland, CA

**OVER 440,000**  
OAKLAND RESIDENTS

**1.19 MILLION**  
EMPLOYEES IN THE EAST BAY

**#2 MOST DIVERSE**  
CITY IN THE UNITED STATES

Sources: U.S. Census Bureau, EDDI, Walk4H4u



HEART OF THE EAST BAY



GORGEOUS WEATHER



EXCELLENT LOCATION

## Downtown Oakland

Oakland is located across the Bay Bridge from San Francisco and is the central hub of the East Bay. With beautiful weather year-round, a thriving restaurant and entertainment scene, and one of the most culturally diverse populations in the United States, it's plain to see why Oakland has been a hot West Coast destination for over a decade. Oakland is also much more affordable to live in compared to San Francisco and offers a far more business-friendly climate than neighboring cities in Northern California. From downtown attractions, to the shoreline, to the Oakland Hills, there is something for everyone to love about this remarkable city.



GREAT PUBLIC TRANSIT



AMAZING RESTAURANTS

# NEARBY EMPLOYERS

EMPLOYERS	EMPLOYEES
1 Krispy Kreme Holdco Inc	5,002
2 Pacific Gas and Electric Co-PG&E	3,000
3 United Parcel Service Inc-UPS	2,690
4 Kaiser Foundation Hospitals-Oakland Medical Center	2,200
5 San Francisco Bay Area Rapid-Oakland Shops/Annex	2,000
6 Thredup Inc	1,859
7 Shimmick Nicholson Constr JV	1,774
8 Peralta Community College Dst	1,420
9 Contemporary Services Corp	1,339
10 Clorox Company-Clorox	1,232
11 City of Oakland-Oakland Police Department	1,200
12 Fivetran Inc	1,198
13 Kaiser Foundation Hospitals-Kaiser Permanente	1,161
14 Novartis Vaccines Diagnostics Inc	992
15 Alameda-Contra Costa Transit District-AC Transit	980
16 Ariat International Inc	922
17 Unilab Corporation	910
18 Juvenile Justice Division Cal	903
19 California Physicians Service-Blue Shield of California	900
20 Young MINS Christn Assn of E Bay-YMCA of East Bay	852
21 Permanente Medical Group Inc	835
22 Crescent Jewelers Cal	800
23 Kaiser Foundation Hospitals-Kaiser Permanente	793
24 City of Alameda-Alameda Fire Department	776
25 Clear-Com LLC-Clear-Com Communications	772



# MARKET OVERVIEW

## OAKLAND

The Oakland/East Bay metro is located on the eastern side of the San Francisco Bay and encompasses 1,470 square miles across Alameda and Contra Costa counties. Regionally lower housing costs and quick access across the Bay lure many San Francisco workers to the East Bay. The Port of Oakland is a major economic driver for the area, with 2 million to 2.3 million TEUs passing through annually. The area also continues to be an epicenter for redevelopment and conversion projects, especially in older portions of Oakland and Hayward. These efforts are attracting businesses and residents. Delta Dental expanded its downtown Oakland office footprint in 2023, with a collection of biotech firms executing leases in the city of Alameda. High-paying jobs in these segments and the tech sector should continue to attract young professionals to the metro.



### WORLD-CLASS INSTITUTIONS

Students have access to 15 colleges and universities in the East Bay, including the University of California, Berkeley.



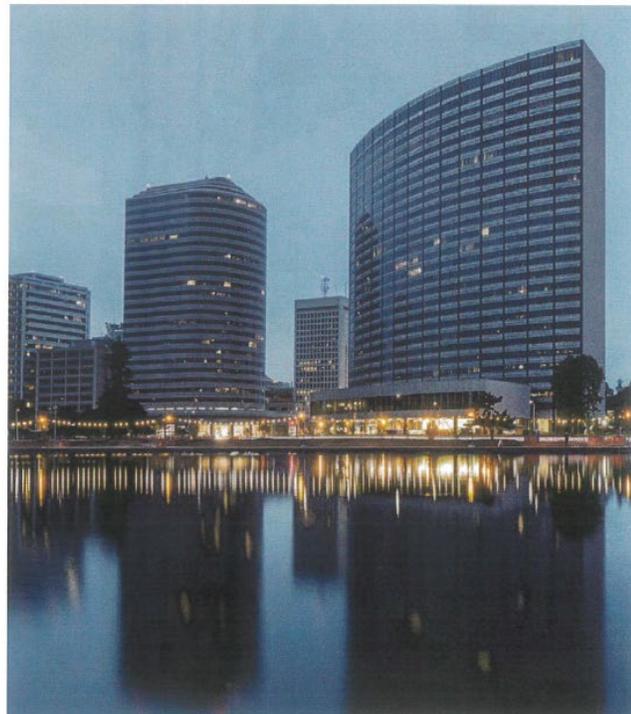
### EDUCATED WORKFORCE

The large base of skilled workers supports diversification in local industries, drawing tech and research employers.



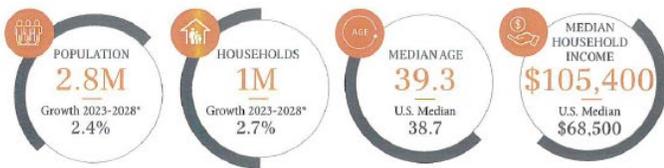
### ELEVATED HOUSEHOLD INCOME

A skilled labor pool and sizable higher-paying industries support a median household income that is nearly \$40,000 above the United States level.



# MARKET OVERVIEW

- The population will expand by about 66,000 residents during the next five years, resulting in the formation of more than 27,000 households.
- Due to high home prices and a large proportion of 20- to 40-year-olds, the homeownership rate of 56 percent is well-below the U.S. average, supporting a large renter pool.
- Roughly 42 percent of the population ages 25 and older have attained a bachelor's degree, with nearly 20 percent also holding a graduate or professional degree.



## 2023 POPULATION BY AGE



## QUALITY OF LIFE

The past decade's redevelopment of Downtown Oakland has resulted in housing, office and retail construction, which has improved the quality of life for urban dwellers. In the East Bay, residents and visitors enjoy cultural and recreational activities, including the symphony, an award-winning zoo, the Paramount Theatre, the Oakland Museum of California and numerous parks. The remaining major league sports team in the metro is the Oakland Athletics of the MLB, who play at the Oakland-Alameda County Coliseum. The organization's lease, however, expires in 2024, and the team is expected to relocate to Las Vegas. The Oakland Arena, which was the home of the NBA's Golden State Warriors, is now used for concerts and events.



## SPORTS

BASEBALL | MLB | OAKLAND ATHLETICS  
SOCCER | USL | OAKLAND ROOTS SC



## EDUCATION

UNIVERSITY OF CALIFORNIA, BERKELEY  
SAINT MARY'S COLLEGE OF CALIFORNIA  
CALIFORNIA STATE UNIVERSITY, EAST BAY  
COLLEGE OF ALAMEDA  
CHABOT COLLEGE



## ARTS & ENTERTAINMENT

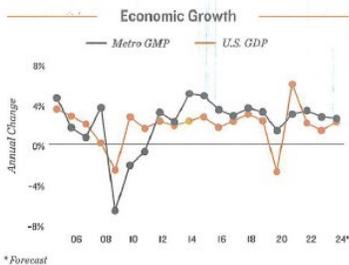
OAKLAND MUSEUM OF CALIFORNIA  
OAKLAND ZOO  
CHABOT SPACE & SCIENCE CENTER  
MUSEUM OF ART AND DIGITAL ENTERTAINMENT

\* Forecast  
Sources: Marcus & Millichap Research Services; BLS; Bureau of Economic Analysis; Experian; Fortune; Moody's Analytics; U.S. Census Bureau

# MARKET OVERVIEW

## ECONOMY

- Major employers come from a wide array of industries: education, health care, financial services, telecommunications, technology and biotech. High-tech businesses currently employ tens of thousands of workers in the East Bay.
- The metro is a Bay Area transportation hub, containing Oakland International Airport, Bay Area Rapid Transit, two major rail lines and the Port of Oakland.

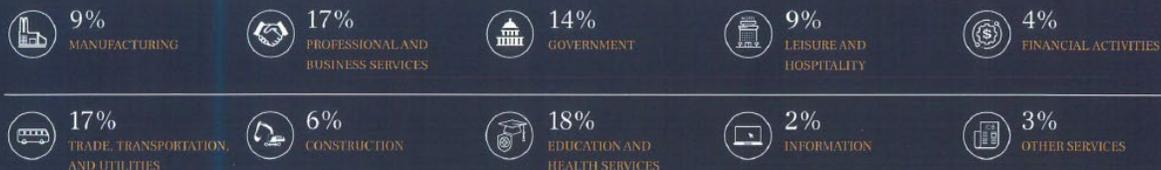


## MAJOR AREA EMPLOYERS

- Kaiser Permanente
- Oakland Unified School District
- City of Oakland
- Bay Area Rapid Transit (BART)
- Southwest Airlines
- UCSF Benioff Children's Hospitals
- Sutter Health
- East Bay Municipal Utility District
- University of California, Berkeley
- State of California



## SHARE OF 2023 TOTAL EMPLOYMENT



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BAY AREA

## This Bay Area city was named hottest real estate market in US

by: Rob Nesbitt

Posted: Nov 28, 2023 / 05:35 PM PST

Updated: Nov 28, 2023 / 08:18 PM PST



SHARE



(KRON) — Oakland has been listed as one of the hottest real estate markets in the country, [according to GoBankingRates.com](https://www.gobankingrates.com).

The website compared every city's real estate market factoring in things like sale price, number of days on the market and number of homes sold.

Oakland's Rockridge neighborhood is a quiet suburban area with a lot to offer and a lot of high-end homes. But high-end homes seem to be the hardest to sell for realtors. The article published Sunday boasts Oakland's housing opportunities saying the median number of days a home for sale is on the market is just 19 days with 72 percent of homes selling above asking price.

David Stark with the Bay East Association of Realtors said that's because of location, location, location.



HOUSING & HOMELESSNESS

## Rare opportunity to apply for Section 8 housing waitlist in Oakland

For the first time in 14 years, the Oakland Housing Authority will accept applications for the affordable housing voucher waitlist.



by **Natalie Orenstein**  
Jan. 3, 2025, 3:00 p.m.



The Oakland Housing Authority will hold a lottery for 5,000 new spots on the voucher waitlist. Credit: Florence Middleton

The [Oakland Housing Authority](#) is opening its waitlist for Section 8 housing vouchers, which can be used by low-income households to pay part of their rent.

[Applications](#) will open Jan. 7 through Jan. 26 for 5,000 new spots on the list. It's a rare opportunity for Oakland residents seeking affordable housing: the waitlist last opened in 2011.

Recipients of Housing Choice Vouchers — still commonly referred to by their former name, Section 8 — are responsible for paying 30-40% of their monthly income toward rent and utilities. The voucher covers the rest.

Even though the waitlist is reopening, the Oakland Housing Authority has not recently received any new vouchers from the federal government, which distributes them to local authorities. Instead, the agency is planning to reissue a number of existing vouchers from recipients who've moved on to other housing situations, said spokesperson Kelsey Frost.

- [Apply online](#) for the Section 8 waitlist
- Read [our guide](#) to applying for affordable housing

Interested individuals and households can apply [online](#) or in person at Oakland Housing Authority locations where staff can assist. These centers are located at 1327 65th Ave., 1540 Webster St., and 935 Union St. (See dates and times [online](#).)

The agency “encourages every family seeking affordable housing in Oakland to apply to the waiting list lottery,” Frost said. “We have staff to assist with the process, including in-person application kiosks at several locations, multilingual translation, and assistance for persons who may need additional support with the process.”

When applications close, the housing authority will run a random lottery to select the 5,000 households who will be placed on the waitlist. Depending on their spot on the list, selected households could end up receiving a Section 8 voucher in a matter of weeks — or they could wait on the list for years before getting called on.

In order to be eligible, an applicant must make under 50% of the median income for the area. That means a family of four must make under \$77,850. A household of two must make under \$62,300. (See [all current limits](#).)

Section 8 is not a public housing program, meaning voucher-holders must find their own private apartments or houses to rent, as well as landlords who will accept them as tenants. But the government determines how much the overall rent is, setting the cost at what it considers to be a fair market value.

It is illegal in Oakland for landlords to discriminate against prospective Section 8 tenants — they must give everyone a shot at applying for an open unit. But ultimately it's up to the property owner to decide whom to rent to.

When the Oakland Housing Authority received several hundred emergency vouchers early in the COVID-19 pandemic, the agency teamed up with then-Mayor Libby Schaaf to [encourage landlords to participate](#) in the program. There is a benefit to property owners, who can expect regular and timely rent payments. That campaign was successful, Frost said. The housing authority also offers incentives, like paying for some capital improvements at participating buildings and covering security deposits.

Subsidized housing is costly and slow to build, and Oakland doesn't have nearly enough, so the Section 8 program is meant to give low-income renters flexibility and a better chance to find an affordable home.

There are also some vouchers tied to specific affordable housing projects.

Because the vouchers come from the federal government, the program can receive more or less investment depending on the given administration. Some people in the affordable housing industry are concerned that President-Elect Donald Trump could scale down the program.

“Under a worst-case scenario, in which the Section 8 program is severely down-sized, some existing buildings that rely on Section 8 to maintain operations will need to seek other sources, raise rents, or face financial uncertainty,” Emily Weinstein, director of Oakland's Housing and Community Development Department, [previously told](#) The Oaklandside.

Frost said the housing authority will work with the new administration and landlords to guarantee “the highest and best use of precious federal dollars to ensure housing opportunities reach as many families in Oakland as possible.”

*Correction: This article previously incorrectly said voucher recipients pay 30-40% of the total rent cost. Voucher holders actually pay 30-40% of their household income toward the total rent cost.*



## **Job boom returns to Bay Area and California as hiring surges in May**

*South Bay powers Bay Area jobs upswing*

By George Avalos | Bay Area News Group | PUBLISHED: June 21, 2024 at 9:55 a.m. UPDATED: June 21, 2024 at 4:17 p.m.

Led by a hiring surge in the South Bay, the Bay Area powered to big job gains in May, banishing — at least for now — the ominous specter of a weak labor market and job losses that haunted the region earlier this year.

The nine-county region added 7,000 jobs in May, the most in a month since December 2023 when the area produced a gain of 11,200 positions, the state's labor agency reported Friday.

The Bay Area's upswing in hiring during May occurred despite massive job cuts in the region's tech industry, primarily in the San Francisco metro area.

The South Bay muscled up to produce a gain of 3,300 jobs, nearly half of all the hiring in the Bay

Area during May, according to the state Employment Development Department.

The East Bay added 2,100 jobs.

The San Francisco-San Mateo region added 1,000 positions, the EDD reported.

California added 43,700 jobs in May and also reached a record-high number of nonfarm payroll jobs that topped 18 million.

Both the California and the Bay Area numbers were adjusted for seasonal volatility.

"The California and Bay Area labor market firmed in May following a string of disappointing job reports, rekindling expectations for a soft landing for the Bay Area economy following two years now of higher interest rates and rapid inflation," said Scott Anderson, chief U.S. Economist for BMO Capital Markets.

The statewide unemployment rate was 5.2% in May, an improvement from 5.3% in April.

The improvement marked the first time in nearly two years that the statewide jobless rate decreased. In August 2022, the statewide unemployment rate reached a record-low level of 3.8%. Until the improvement in May, it had worsened steadily.

"The labor market performance was good enough to calm some nerves in Sacramento and raise the odds that the Bay Area expansion will continue to muddle through in the months ahead," Anderson said.

Here is how some key industries fared in the Bay Area during May, according to seasonally adjusted numbers that Beacon Economics derived from the EDD official report:

— Tech companies slashed employment by a net 2,100 jobs. They cut 2,200 jobs in the San Francisco-San Mateo region and another 400 in the South Bay. The tech industry, however, added 600 jobs in the East Bay.

— Hotels and restaurants added 1,300 jobs in the Bay Area. Hotels and restaurants gained 800 jobs in San Francisco-San Mateo and 400 in the South Bay.

— Financial services firms added 1,700 jobs in the Bay Area, driven primarily by an increase of 1,000 in the San Francisco metro area and 600 in the East Bay. This sector includes banks and other financial firms, insurance companies and real estate firms.

— Health care firms increased employment by 1,200 positions in the Bay Area in May. The South Bay added 1,000 health care jobs last month, the Beacon estimate showed.

"In the Bay Area, the volatile tech and information sectors are still negative, with growth concentrated in hospitality, health care and government," said Jeffrey Michael, executive director of the Stockton-based Center for Business and Policy Research at the University of the Pacific.

It's become clear that the Bay Area's post-coronavirus recovery has begun to lag behind California as a whole.

The state's total of 18.03 million payroll jobs in May was 1.2% higher than the jobs it had in February 2020, the final month before government-mandated business lockdowns went into effect to combat the spread of the coronavirus.

Yet the Bay Area and its three major urban centers all remain below their pre-COVID job heights.

Here is what this news organization's analysis of the EDD report shows regarding the Bay Area's post-coronavirus employment recovery. The numbers compare the May 2024 numbers with February 2020 levels:

- The Bay Area is 1.3% below the February 2020 level, or a jobs deficit of 53,300.
- The South Bay is 0.2% beneath the pre-COVID figure, or a shortfall of 1,800 positions.
- The East Bay is 0.3% below, or a gap of 3,200 jobs.
- The San Francisco-San Mateo region is 3.7% under the pre-coronavirus total, which is a jaw-dropping deficit of 44,300 jobs.

Over the most recent 12 months that ended in May, the East Bay's job totals have risen 0.9%, while the South Bay and the Bay Area are up 0.5%.

In sharp contrast, San Francisco-San Mateo's job totals are down 0.5% during the one-year period.

The San Francisco-San Mateo metro area, Michael said, is "the only one of California's 29 metro areas that has lost jobs over the past 12 months."

Over the first five months of 2024, the San Francisco metro area lost 6,400 jobs. Until the gains in May, the San Francisco region had lost jobs every month this year.

The Bay Area's hefty hiring in May of a net total of 7,000 workers provided a hopeful counterpoint to the dreary trends for the region during the first four months of the year.

From January through April, the Bay Area had lost 600 jobs. But May's upswing means the Bay Area has gained 6,400 jobs over 2024's first five months.

During that same five-month period, the East Bay gained 3,600 jobs.

The South Bay, however, is the primary driver of the Bay Area job market so far in 2024. During the first five months of the year, the South Bay added 7,500 jobs and lost jobs in only one month, February,

The various trends suggest the South Bay retains its top-notch status as a jobs engine, despite the tech sector's well-known boom-and-bust cycles, according to Russell Hancock, president of Joint

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# Strong Demand for Multifamily to Continue into 2024

Meanwhile deliveries are roaring ahead with the year expected to surge 51.1%.

By **Barbara Ballinger** | September 13, 2023

Demand continues to remain solid for the multifamily asset class as absorption in this year's first half surged to 98,429 units with an increase of 83,449 units in the second quarter of 2023, according to a new report by Newmark. This number almost quadruples absorption from last year's first half, and demand is expected to accelerate in the second half of 2023 and beyond to the first half of 2024.

So far supply – set to reach a 50-year high this year – is keeping pace. Already in this year's first half, 198,806 units were delivered, a record, and total deliveries for the entire year are projected to surge 51.1% year-over-year. Deliveries are also expected to increase in the second half through 2024.

In the four quarters ended in the 2Q of this year, the median market saw inventory growth by 2%. Ten out of 150 markets experienced growth above 5%. But over the next four quarters, change is coming with this measurement set to grow by 3.2%, including in 28 markets with inventory growth of 5% or more. As most markets reflected more new deliveries and with that expected to continue, some markets may be slower to absorb new inventory. But even if that turns out to be true, absorption in 40 of the top 50 markets is still expected to outpace the 2018-2022 annual average.

Meanwhile, for the first time in three quarters, multifamily had positive effective rent growth quarter-over-quarter in the second quarter of this year. Midwestern markets made up six of the top 10 markets for greatest YoY effective rent growth. However, rent growth continued to slow YoY.

Worth noting is that multifamily expenses increased a significant 8.3% Y-o-Y, mostly due to a 28.6% rise in insurance costs, which along with management and other expenses put a strain on landlords. Also, on the to-be-watched list is how price dislocation and the higher interest rate environment hinder the investment sales market, evidenced by the 71.8% YoY decline to \$28.2 billion in quarterly sales volume.

# Cities With the Most and Least Expensive Apartment Rents



New York City tops the list as the most expensive U.S. city to rent a one-bedroom apartment—\$3,260—while Wichita, Kansas ranks as the state with the least expensive on-bedroom rent—\$650, [according to a report](#) by Zumper, a renters assistance organization.

## Cities With Most Expensive Rents

Ranking	City	Monthly Price for One Bedroom
1	New York City	\$3,260
2	San Francisco	\$2,910
3	Boston	\$2,660
4	Miami	\$2,500
5	San Jose, California	\$2,420
6	Los Angeles	\$2,300
7	San Diego	\$2,280
8	Washington, D.C.	\$2,230
9	Oakland, California	\$2,070
10	Santa Ana, California	\$1,950

After a year of substantial rent growth, Miami passed San Jose to become the fourth most-expensive rental market, the report says. The shift in the rankings shows how quickly rent has increased in Miami and how slow rent growth in the San Francisco Bay Area continues to be.

### Cities With Least Expensive Rents

Ranking	City	Monthly Price for One Bedroom
1	Wichita, Kansas	\$650
2	Akron, Ohio	\$680
3	Lubbock, Texas	\$690
4	Shreveport, Louisiana	\$730
5	Lexington, Kentucky	\$800
6	El Paso, Texas	\$810
7	Laredo, Texas	\$810
8	Baton Rouge, Louisiana	\$820
9	Oklahoma City, Oklahoma	\$830
10	Tucson, Arizona	\$840

Rent in 2022 is rising faster than in 2021, according to the report. In March, the average one-bedroom rent nationally rose to an all-time high of \$1,400, which represents a growth of 2.5% for the calendar year so far. This is higher than the 1.9% rise experienced over the same period last year.



# TREMENDOUS ACCESS TO MAJOR EMPLOYERS



## SAN FRANCISCO MARKET OVERVIEW

San Francisco and the greater Bay Area is a world leader in the fields of technology, life sciences/biotech, hardware, software, social media and alternative energy, and is also home to the second largest corporate base of Fortune 500 companies in the United States. The region's robust venture capital community, leading research and academic institutions, and entrepreneurial and innovative spirit have spawned global technology and biotechnology giants including Google, Apple, Facebook, Salesforce, Oracle, Cisco Systems, eBay, Genentech and Gilead. In addition, the region continues to foster a host of next wave companies including Uber, Twitter, Dropbox, Airbnb, Square and Okta that draw upon the Bay Area's exceptional talent and creativity.



## OAKLAND MARKET OVERVIEW

Major office occupiers continue to look east to Oakland to be closer to employee bases. JLL reported tenant requirements nearly doubled quarter over quarter in Q4 2021. In 2021, PG&E finalized plans to move operations out of San Francisco to 87,000 SF in Oakland's 300 Lakeside, aiming to fully occupy in 2023, while Twitter finalized its expansion into Oakland's downtown. Oakland has attracted significant Bay Area office tenant attention and there have been over 2.2 million SF in total office migrations and expansions from San Francisco to Oakland over the last decade.



## 880 CORRIDOR MARKET OVERVIEW

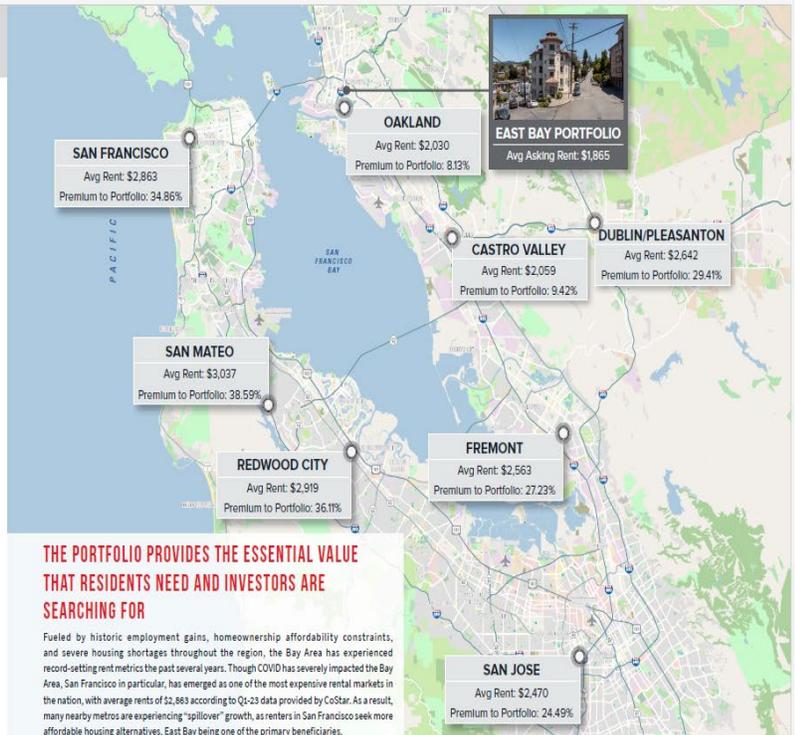
The 880 Corridor is also poised for the most growth in the Inner Bay. From East Oakland to Fremont, this is the last area to "mature," as it has been preceded in development by San Francisco, the Peninsula, and the South Bay/Silicon Valley. The 880 Corridor has formerly been home to workforce housing and industrial land uses, but its cities have been implementing more zoning for housing in recent years. Indeed, one of the characteristics of the most recent cycle has been a new activation of the 880 Corridor. In addition to its relative housing affordability at a discount to the balance of the Inner Bay, employers have been establishing outposts in the Corridor, such as Tesla's Fremont location and Facebook's Ardenwood site in Newark. BART's completed extension into San Jose and its Phase 2 to Santa Clara are further deepening the Corridor's rapid connections to all Bay Area employment hubs.

# RELATIVE AFFORDABILITY WITHIN THE BAY AREA

## SIGNIFICANT DISCOUNT TO HOME OWNERSHIP

Given the high home values in the area, the ability to put down 20% on a house can be difficult for even high wage earners, which makes renting the more attractive option for people looking to live in the Bay Area. The table to the right displays the difference between renting a unit in the Portfolio and buying a house in Oakland. It is roughly 63% more expensive on a monthly basis to buy versus rent and takes roughly \$172,510 (20%) down to purchase a home in Oakland. This analysis makes the Portfolio an attractive alternative to owning a home, especially for young professionals and families looking for a more affordable option with direct access to employment centers.

DISCOUNT TO HOME OWNERSHIP	
Average Oakland Home Price	\$862,552
Down Payment (20%)	\$172,510
Mortgage Amount	\$690,042
Interest Rate	5.93%
Monthly Principal and Interest	\$4,106
Monthly Tax Payment (\$11,878 /year)	\$989
Total Monthly Housing Payment	\$5,096
Annual Housing Payment	\$61,152
Portfolio Average Projected Asking Rent	\$1,865
Portfolio Annual Rental Payment	\$22,380
Discount to Home Ownership	63%



## THE PORTFOLIO PROVIDES THE ESSENTIAL VALUE THAT RESIDENTS NEED AND INVESTORS ARE SEARCHING FOR

Fueled by historic employment gains, homeownership affordability constraints, and severe housing shortages throughout the region, the Bay Area has experienced record-setting rent metrics the past several years. Though COVID has severely impacted the Bay Area, San Francisco in particular, has emerged as one of the most expensive rental markets in the nation, with average rents of \$2,863 according to Q1-23 data provided by CoStar. As a result, many nearby metros are experiencing "spillover" growth, as renters in San Francisco seek more affordable housing alternatives, East Bay being one of the primary beneficiaries.

# OAKLAND OVERVIEW

Oakland is the largest city in Alameda County, the third largest city in the San Francisco Bay Area, and the foundation of the East Bay market. The Oakland CBD encompasses over 22 million SF of office space, 3.7 million SF of retail, 68.5K units of multifamily residential, and 1,698 hotel rooms.

Oakland has evolved into one of the most attractive commercial real estate markets in the nation. Over the last 10 years 4.4 million SF of office space, 465,170 SF of retail space, 7.4 thousand multifamily units have been developed in Oakland. Oakland also offers a multitude of transit options including the BART, AC Transit, 1-880/980/580, and Oakland International Airport, as well as a vibrant arts and culture scene featuring numerous restaurants, cafes, entertainment options, and other lifestyle amenities.

Oakland has become well known as an alternative Bay Area office hub, due to its central location and easy access to transit within the Bay Area, better value rents, thriving cultural scene, and presence of large tech offices such as Square (356K SF), Callisto Media (78K SF), Fivetran (79K SF), and Pandora Media (124K SF), Blue Shield (277K SF), Credit Karma (170K SF), Exelxix (110K SF), Delta Dental (82KSF) and UCSF/CHO (125K SF). Most recently, Twitter announced that it will be establishing a presence in Oakland and signed a 66K SF lease at 1330 Broadway. Twitter's decision was made despite its announcement to allow employees to permanently work from home and illustrates the desire for high-quality office space, despite hybrid or work from home arrangements. Twitter's choice of Oakland was largely driven by the need to attract and retain talent in the post-COVID world, underscoring the area's strong amenity base and favorable characteristics.

Office and Multifamily developers have responded nimbly to the greater interest in Oakland and have delivered over 1.5 million SF of office space and 3,346 residential units since 2019. Developers rely on their ability to continue attracting young, well-paid workers into Downtown Oakland to fill up new projects. In a city where 60% of households rent, Oakland's population grew by over 10% from 2010 through 2020, one of the fastest rates of any East Bay city.



## ROBUST MARKET GROWTH

Oakland has evolved into one of the most attractive commercial real estate markets in the nation. The area has experienced tremendous growth with over 7.0 million SF of commercial space either approved for development or in planning. Additionally, office rents have risen 16% over the past 36 months, driven largely by growth in the technology sector, with FinTech companies taking nearly 50% of newly leased space in the past 12 months.



# OAKLAND MULTIFAMILY MARKET OVERVIEW

## DEMAND STILL OUTWEIGHS SUPPLY

Oakland's office market has produced over 1.5 million SF in new deliveries and redevelopments since 2019. In addition, there are nine projects in the pipeline totaling 7.0 million SF, with seven of the nine projects (6.1 million SF) located in Uptown Oakland.

NEW OFFICE INVENTORY OUTPACES MULTIFAMILY CONSTRUCTION, FURTHER EXACERBATING THE JOB TO HOUSING IMBALANCE

COMMERCIAL PIPELINE		RESIDENTIAL PIPELINE	
Total SF Under Construction:	7,000,000	# of Units Left to Lease-Up:	1,194
New Employees Generated: <sup>1</sup>	35,000	# of Units Under Construction:	2,497
# NEW EMPLOYEES IN NEED OF HOUSING: <sup>2</sup>	11,667	TOTAL # OF UNITS LEFT TO BE ABSORBED:	3,691

1. Analysis assumes 200 SF per employee  
2. Analysis assumes one out of every three new employees will need housing

### OAKLAND-OFFICE DELIVERIES AND PIPELINE

BUILDING NAME	ADDRESS	OWNER/DEVELOPER	BUILDING SIZE	FUTURE AVAILABLE	PRE-LEASED (SF)	PRE-LEASED %	TIMING	STATUS	TYPE
BEACON TOWER	326 21st Street	CM Group	890,000	890,000	0	0%	2023	Approved	New Development
TELEGRAPH TOWER	2201 Valley Street	TMG Partners	875,000	875,000	0	0%	2023	Approved	New Development
EASTLINE	2100 Telegraph Ave	Lane Partners	1,650,000	1,650,000	0	0%	2024	Approved	New Development
KAISER CENTER 2	344 Thomas Berkeley Way	CM Group	1,200,000	1,200,000	0	0%	2024	Approved	New Development
LAKE MERRITT BART	101 8th Street	Strada Investment Group	300,000	0	0	0%	2026	Approved	New Development
MANDELA STATION	1451 7th Street	Turner Development	382,460	0	0	0%	2026	Approved	Redevelopment
2424 WEBSTER	2424 Webster Street	Signature Development Group	161,000	0	0	0%	2024	Proposed	New Development
415 20TH STREET	415 20th Street	Hines	900,000	0	0	0%	2026	Proposed	Redevelopment
1919 WEBSTER	1919 Webster Street	ElliePartners/Intercontinental Real Estate	520,000	0	0	0%	2024	Proposed	Redevelopment



# TOP BAY AREA TENANTS BRING TOP BAY AREA TECH SALARIES TO OAKLAND

As Oakland's expansion progresses, high-profile and high-paying tenants continue to move to the market. With this, the demand for Class-A luxury apartments has never been higher.

COMPANY	WALK TIME	SCOOTER / BIKE TIME	AVERAGE SALARY
Square	7 Minutes	2 Minutes	\$169,867
Nvidia	7 Minutes	2 Minutes	\$147,640
Twitter	7 Minutes	4 Minutes	\$143,800
Pandora	9 Minutes	3 Minutes	\$136,874
Even	8 Minutes	3 Minutes	\$135,000
Oracle	4 Minutes	1 Minute	\$133,824
KPMG	9 Minutes	3 Minutes	\$127,871
GreatSchools	4 Minutes	1 Minute	\$127,907
Marqeta	12 Minutes	3 Minutes	\$125,305
Credit Karma	13 Minutes	4 Minutes	\$125,000
Deloitte	12 Minutes	3 Minutes	\$123,286
Flexera	3 Minutes	1 Minute	\$122,714
Opterra	13 Minutes	4 Minutes	\$122,005
Clorox	11 Minutes	3 Minutes	\$117,134
Clovis Oncology	10 Minutes	3 Minutes	\$114,830
Fluid	6 Minutes	2 Minutes	\$112,536
Accenture	9 Minutes	3 Minutes	\$107,224
Arup	10 Minutes	3 Minutes	\$100,501
<b>Average Tech Salary</b>			<b>\$126,448</b>
<b>Average Oakland Income</b>			<b>\$85,000</b>



## COMPELLING VALUE COMPARED TO SAN FRANCISCO

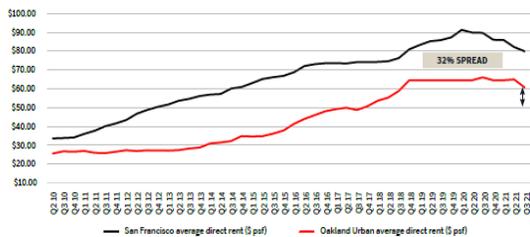
### RENTAL SPREAD AND LACK OF AVAILABILITY DRIVING IN-BOUND MIGRATION

With the rental spread between San Francisco and the Oakland CBD currently at 32%, Oakland offers San Francisco users a compelling value proposition to San Francisco's rapidly escalating cost environment. This, in combination with a lack of expansion options, and lack of any significant new San Francisco deliveries is fueling an acceleration of in-bound migration to the Oakland CBD. Since the beginning of 2011, Oakland has seen nearly 2.9 million SF of inbound migration, the vast majority of which has come from San Francisco.

### LIMITED LARGE BLOCK AVAILABILITY

The acceleration of this in-migration has only further pressured the supply demand imbalance for office space within the Oakland CBD. The newly proposed office supply in Oakland will be welcomed by prospective tenants.

SAN FRANCISCO VS. OAKLAND URBAN METRO RENTAL RATES



- 32%  
Rental spread to San Francisco
- ◆
- 81%  
Of in-bound migrations relocated from San Francisco
- ◆
- 14  
Minutes to Oakland International Airport
- ◆
- 12  
Minutes to San Francisco on BART

## BENEFITS BEYOND THE RENTAL SPREAD

Beyond rental spreads, the Oakland CBD offers users the additional benefit of lower associated operating costs and compelling tax efficiencies. The City of San Francisco has historically charged businesses a payroll tax however, beginning in 2014, the City has begun converting to a gross receipts based tax structure. While the City of Oakland charges a similar gross receipts based tax, the associated rates in Oakland are equivalent to roughly half that of those charged by the city of San Francisco.

### RELEVANT BUSINESS TAX CLASSIFICATIONS & RATES

OAKLAND	
CLASSIFICATION	TAX RATE
Commercial / Rental <sup>1</sup>	1.355%
Business / Personal Services	0.16%
Professional / Semi-Professional	0.36%
Administrative Headquarters	0.12%
Media Firms	0.12%
Public Utilities	0.10%
<b>Total</b>	<b>2.28%</b>
SAN FRANCISCO	
CLASSIFICATION	TAX RATE
Total Commercial Gross Receipt Tax <sup>2</sup>	3.50%
Information Services	0.125-0.475%
Civic	0.075-0.150%
Utilities, Arts, & Entertainment	0.300-0.400%
Private Education, Health, Administrative	0.525-0.650%
Finance, Insurance, Prof., Scientific, Technical Serv	0.400-0.550%
<b>Total</b>	<b>5.225%-6.045%</b>

<sup>1</sup> San Francisco Gross Receipt Tax reflects incremental tax range based upon gross revenue.  
<sup>2</sup> Commercial Gross Receipt taxes are generally 100% passed through from Landlord to Tenant.

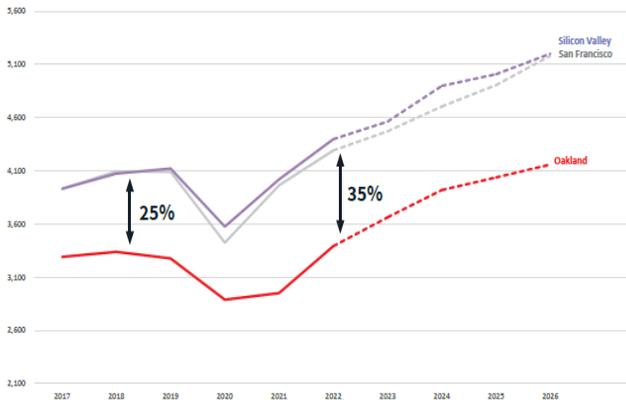


## OAKLAND ANTICIPATED TO EXPERIENCE SIGNIFICANT RENT GROWTH AS THE RENTAL GAP NORMALIZES

Oakland is anticipated to experience significant rent growth, bringing the rental gap between Silicon Valley & San Francisco back in-line with its pre-pandemic gap.

The rental gap between Silicon Valley and San Francisco relative to Oakland has grown and been further exacerbated by the pandemic. As the graph below highlights, Oakland rents were on average approximately 25% below Silicon Valley and San Francisco prior to 2020. Today, the rental gap has increased more than 35%, respectively. Moving forward, this suggests a clear "snap-back" of rent growth or tightening of the gap between these respective markets as Oakland continues to experience positive absorption and concession burn-off as the supply demand re-balances.

MARKET ASKING RENT PER UNIT



## OAKLAND: A STRATEGIC ALTERNATIVE TO SAN FRANCISCO TENANTS & RENTERS

The severe Jobs : Housing imbalance will have meaningful impact on San Francisco and Oakland multifamily market;

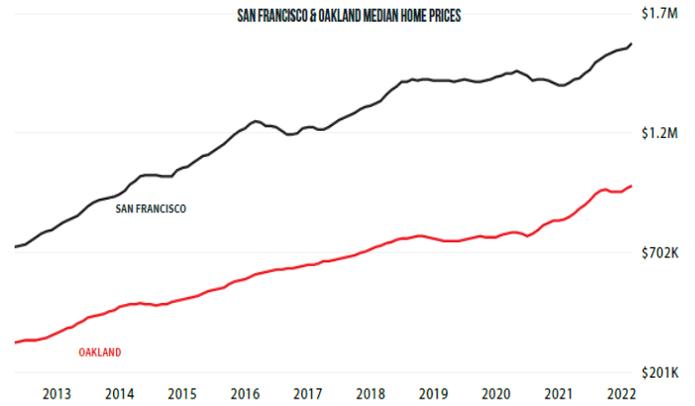
### SAN FRANCISCO

- Rents will continue to rise
- Renters will transition to Oakland, seeking rent relief in a metropolitan setting

### OAKLAND

- Net absorption will remain high
- Rents will continue to rise
- Concessions will decline

SAN FRANCISCO & OAKLAND MEDIAN HOME PRICES

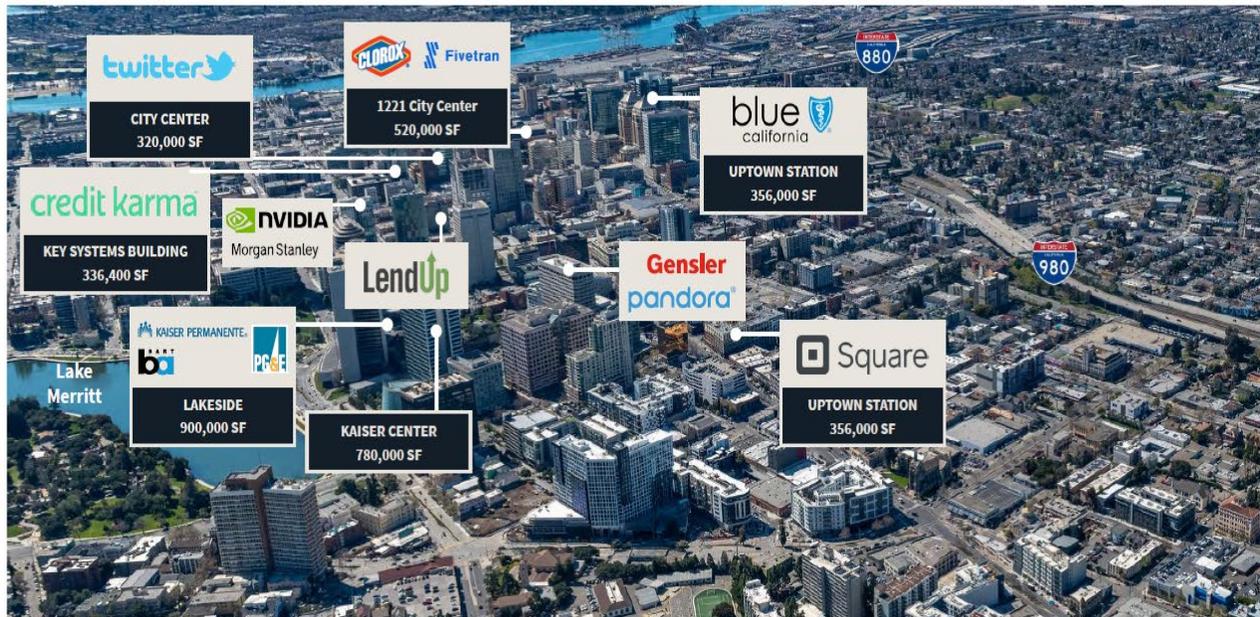


## OAKLAND A CENTER OF JOB GROWTH

As Oakland office market continues to expand, it is attracting high profile and high-paying tenants emigrating from San Francisco. As the office, residential and retail infrastructure in Oakland grows, both employers and employees are increasingly selecting Oakland as a strategic alternative to San Francisco. Along with this, companies in San Francisco and the Peninsula are moving across the Bay to accommodate their large base of employees who live in the East Bay.

Recent leases from companies such as Square and Credit Karma are quickly turning Oakland into the Fintech epicenter of the Bay Area, with FinTech companies taking 44% of newly leased space in the past three quarters. Last year, tech unicorn, Fivetran, executed the city's largest lease of the year (80,000 SF) and moved-in late December. More recently, Twitter announced it signed a 66,000 SF lease at 1330 Broadway St., representing not only the ongoing wave of tenant migration from San Francisco, but also that remote work will not stop tech growth & its expansion efforts.

Oakland has over 7M SF of office space in its pipeline, which will begin delivering this year. These newly built and renovated office spaces will continue to drive Oakland's expansion into additional tech and the higher-wage salaries that follow.



# BAY AREA RECOVERY - ECONOMIC INDICATORS ARE HERE

Prior to the pandemic, the Bay Area ranked number one among large metropolitan areas in average annual GDP growth over the previous decade. Unemployment stood at historic lows in the Bay Area at 2.7% in February 2020 prior to the pandemic. The region has rebounded quickly with unemployment reaching 2.2% in May 2022, while continuing to achieve more than 30% of U.S. venture capital investment.

According to Oxford Economics, the Bay Area is forecasted to grow the fastest on a GDP per worker basis amongst major U.S. metros. Bay Area's technology, research, and life science concentrations place the region at the center of advanced industries, be it advanced mobility, artificial intelligence, therapeutics, or cloud solutions.

## ROBUST ECONOMY

- #1** Attracting, Growing, and Maintaining Talent (2021 - Bloomberg)
- #1** Attainment of Bachelor Degrees
- #3** Largest Metro Area In The U.S. In Terms Of Real GDP
- #5** Largest Metro Area In The U.S. With A Population Of Over 8.8 M
- #19** Largest Economic Market In The World With An Annual GDP Of Over \$800 Billion

## A FEW OF THE BAY AREA'S REMARKABLE ATTRIBUTES INCLUDE

- 44%** Bay Area share of U.S. Venture Capital (Q3 - 2021)
- 286:1,000** Highest Concentration Of High-Tech Workers In The U.S.
- 15.4%** Of All Registered U.S. Patents (2020)
- 8.1%** Highest Concentration Of Millionaires
- \$250K** Highest Average Tech Salaries In The U.S.
- 49%** Of Population Over The Age Of 25 Holds A Bachelor's Degree

## LARGEST PUBLICLY TRADED COMPANIES - S&P 500

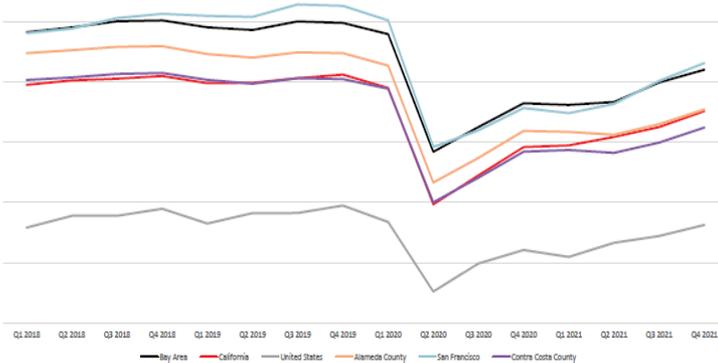
COMPANY	HQ LOCATION	MARKET CAP
Apple	Cupertino, CA	\$2.8T
Google	Mountain View, CA	\$1.9T
Tesla	Palo Alto, CA	\$1.1T
Nvidia	Santa Clara, CA	\$702M
Meta Platforms (Facebook)	Menlo Park, CA	\$628T



# NOT ENOUGH SAN FRANCISCO BAY AREA HOUSING: THE GREATEST JOBS TO HOUSING IMBALANCE IN THE COUNTRY

Job creation has outpaced the infrastructure available to accommodate the needs of a rapidly growing economy. Housing is the most critical challenge to regional growth. In the past six years, there was one new housing unit built for every 6.9 Bay Area jobs created. This is far behind the national and statewide rates of 2.5 and 5.3 jobs per unit, respectively, and a larger shortfall than that experienced during the late 1990s. Inadequate supply has led to greatly increased prices; a trend that will likely continue.

BAY AREA'S JOBS: HOUSING RATIO CONTINUES TO WEIGH HEAVILY TO EMPLOYMENT, DENOTING THE LACK OF HOUSING UNITS



# RIISING HOME COSTS OUTPRICE BUYERS

## HOUSEHOLD INCOME VS. MEDIAN SALE PRICE QUALIFICATION

Based on the average household income for Oakland and the larger Alameda market, residents require over 600% more income in order to qualify for the purchase of a home at the median sale price.

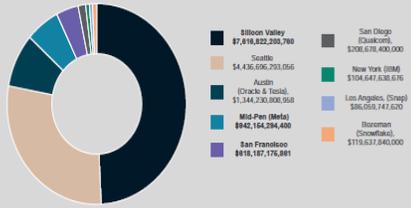
### HOMEOWNERSHIP AFFORDABILITY



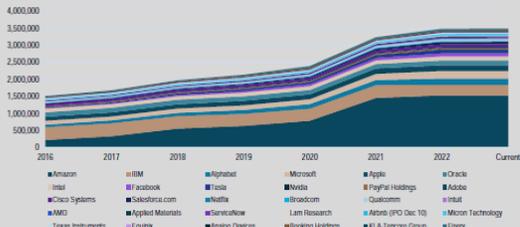
## BAY AREA TECH CONTINUES TO GROW

More than 64% of the market cap of the Top 25 technology companies are headquartered in the Bay Area

BIG TECH MARKET CAP BY CORPORATE HEADQUARTERS OFFICE MARKET



TOP 30 TECHNOLOGY COMPANY EMPLOYEES BY YEAR



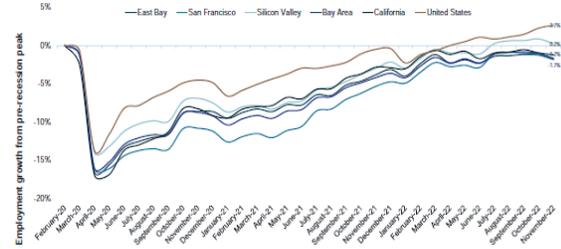
Headcounts have grown incrementally and reflect the revenue gain and importance of technology in the global economy. Total headcount of big tech alone is over 3.5 million workers globally

## BAY AREA ECONOMIC OUTLOOK

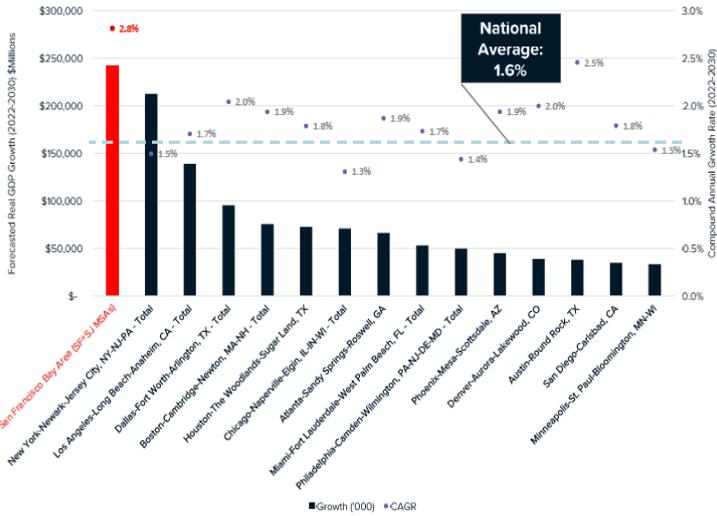
Bay Area employment levels now sit 1.7% below pre-pandemic peak



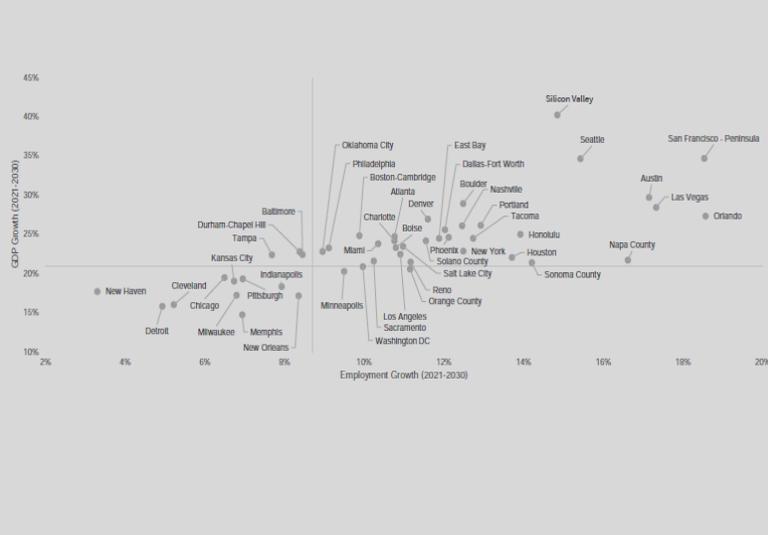
Silicon Valley is still the only Bay Area market to exceed its pre-pandemic employment levels



## THE BAY AREA REMAINS THE MOST PRODUCTIVE MAJOR METRO REGION IN THE COUNTRY AND CONTINUES TO OUTPACE ALL OTHER MARKETS IN GDP GROWTH



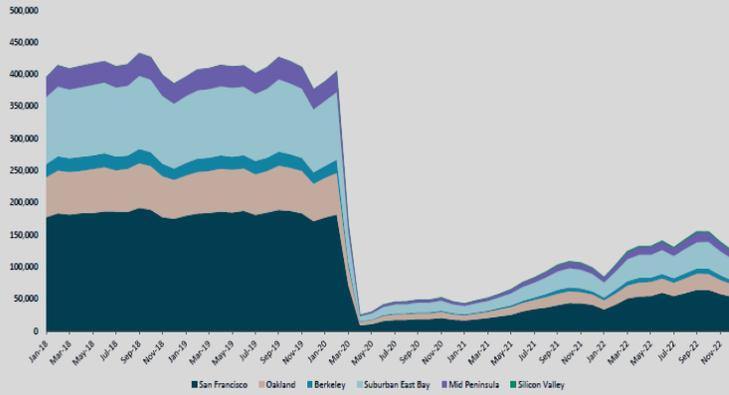
## THE BAY AREA IS FORECASTED TO RECOVER FASTER & GROW STRONGER THAN THE NATIONAL ECONOMY OVERALL - OXFORD ECONOMICS



## BAY AREA OCCUPANCY RATES & TRANSIT RIDERSHIP

TRANSIT RIDERSHIP IN GATEWAY CITIES HAS RECOVERED TO ~50% IF NORMAL LEVELS ON AVERAGE

### BART RIDERSHIP

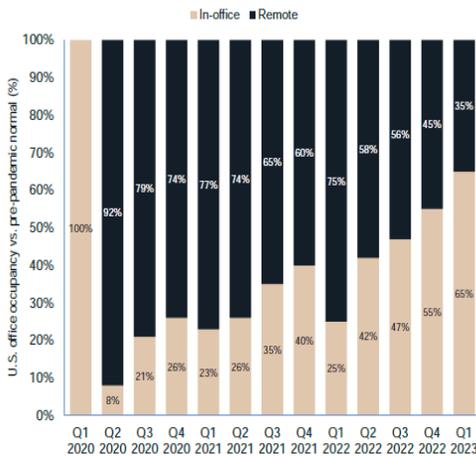


## TECH LAYOFFS ARE MAKING HEADLINES - BUT TOTAL HEADCOUNT IS STILL UP 20% SINCE Q2 2020 AMONGST THESE COMPANIES



## BAY AREA OFFICE OCCUPANCY

OFFICE RE-ENTRY REACHES POST-PANDEMIC HIGH FOLLOWING LABOR DAY RETURN TO OFFICE MANDATES; FORMER LAGGING GATEWAY MARKETS BENEFIT



Market	Re-entry rate (%)
Austin	60.5%
Houston	57.6%
Dallas	53.8%
Los Angeles	45.0%
Washington, DC	44.4%
Chicago	45.2%
New York	46.6%
Philadelphia	40.8%
San Francisco	39.2%
Silicon Valley	40.4%

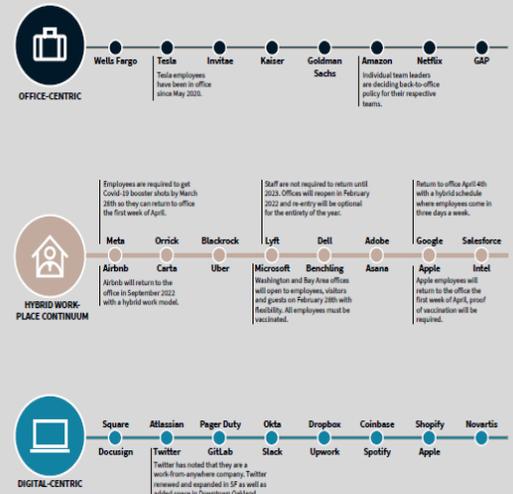
Includes non-desk-using employees, such as janitorial and mail room staff, who reported to the office throughout the pandemic. As of 9/26/22.

## TELLING THE RETURN-TO-WORK OFFICE RE-ENTRY STORY

Reductions in COVID cases and relaxation of masking rules has led to a number of recent re-entry announcements. Below is a list of Bay Area companies that have reopened their office. The extent of re-entry remains on a full spectrum with many allowing a flexible in-office work week.

- MARCH**
- Microsoft
  - Uber
  - Blackrock
  - Wells Fargo
  - Lyft
  - Asana
  - Invitae
  - Orrick
  - Gap
  - Visa
  - Twitter
- APRIL**
- Benchling
  - Apple
  - Meta
  - Google
  - Carta
- MAY**
- Salesforce
  - September
  - AirBnB

OF THESE BAY AREA TENANTS, OVER 12.5M SF OF LEASED SPACE IN SILICON VALLEY WILL BE RE-ENTERED



# IDEAL NEIGHBORHOOD DIVERSIFICATION

## OPPORTUNITY TO ACQUIRE SCALE AT THE BASE OF THE EAST BAY'S MOST DESIRABLE NEIGHBORHOODS

### GRAND LAKE

Grand Lake offers a Saturday-by-the-lake, relaxed feel in the sunny neighborhood proximate to Lake Merritt. From boutique shopping, restaurants, nightlife and theaters, Grand Lake has it all.

### CLEVELAND HEIGHTS

Cleveland Heights attracts residents by offering the numerous conveniences of an urban setting among the comforts of a quieter suburban environment.

### ADAMS POINT

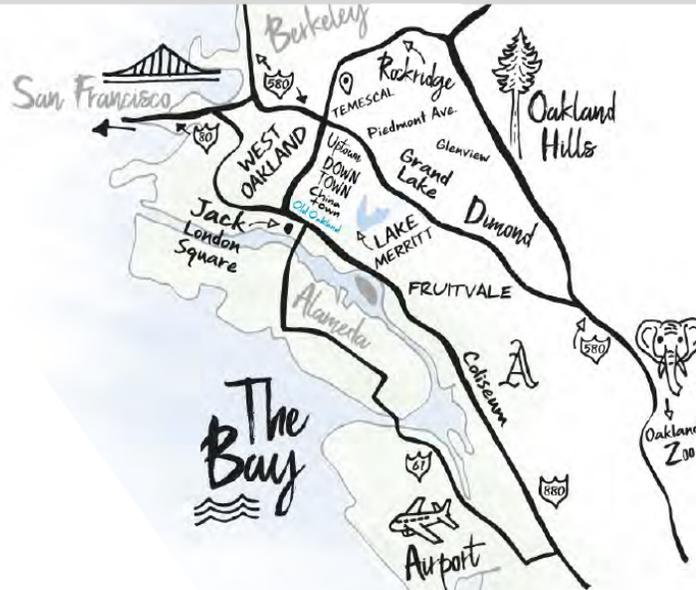
Adams Point is best known for being home to Oakland's crown jewel, Lake Merritt, which provides residents and visitors with over three miles of continuous waterfront parks and green spaces.

### ROCKRIDGE

At the foot of the Oakland Hills, Rockridge is a suburb-like haven, perfect for those raising families and living the quiet life.

### CASTRO VALLEY

Castro Valley is ideally located less than a half hour from some of the finest attractions the Bay Area has to offer. The city offers residents a suburban environment, perfect for families of all sizes.



National Geographic's  
**28 Best Places**  
to Visit in the World for 2019

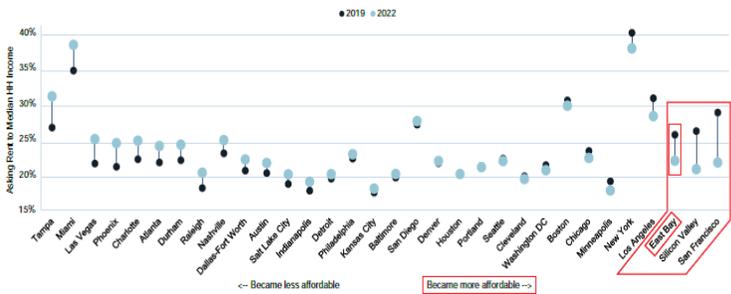
Huffington Post's  
**Most Exciting City**  
in America

USA Today's #1  
**West Coast Food**  
City of 2015

Forbes Ranked #12  
**Coolest City**  
in America of 2014

## BAY AREA MARKETS DISPLAYED THE LARGEST SHIFT IN AFFORDABILITY OF ANY MARKET IN THE US THROUGHOUT THE PANDEMIC

INCOMES IN THE EAST BAY HAVE GROWN 12% SINCE THE ONSET OF THE PANDEMIC, WHILE EFFECTIVE RENTS HAVE ONLY GROWN 3.6% OVER THE SAME TIME PERIOD. SHIFTING THE PRE-PANDEMIC RENT-TO-INCOME RATIO IN THE EAST BAY FROM 26.4% TO 24.1% TODAY - THIS SUGGESTS THAT BAY AREA MARKETS WILL EXPERIENCE OUT-SIZED RENT GROWTH AS THESE METRICS NORMALIZE



## EAST BAY RENTAL RESILIENCE & RECOVERY REINFORCES DEMAND & GROWTH POTENTIAL

EFFECTIVE RENTS IN THE EAST BAY SURPASSED PRE-PANDEMIC LEVELS IN 2021 AND CONTINUE TO TREND IN A POSITIVE DIRECTION IN 2023

