

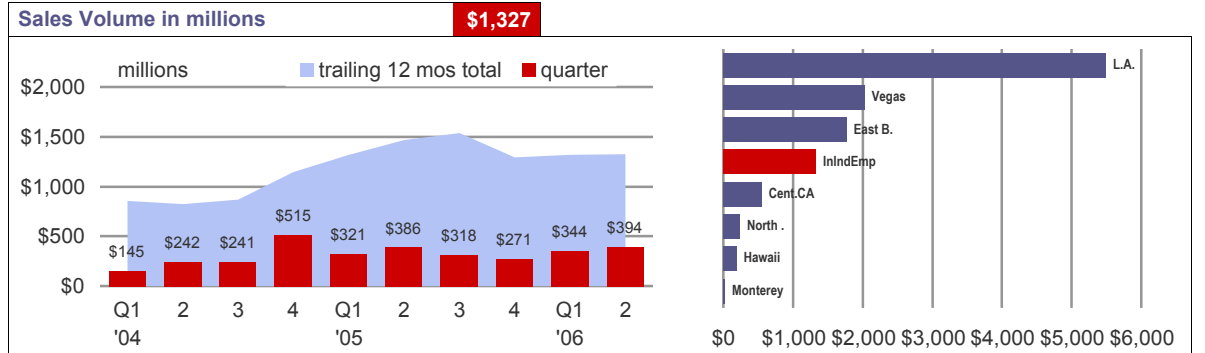
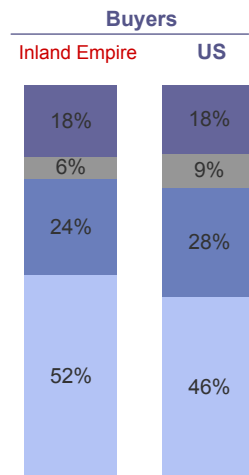
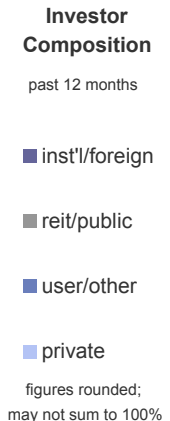
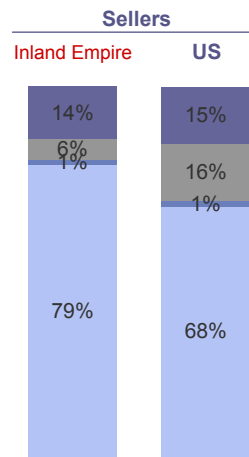
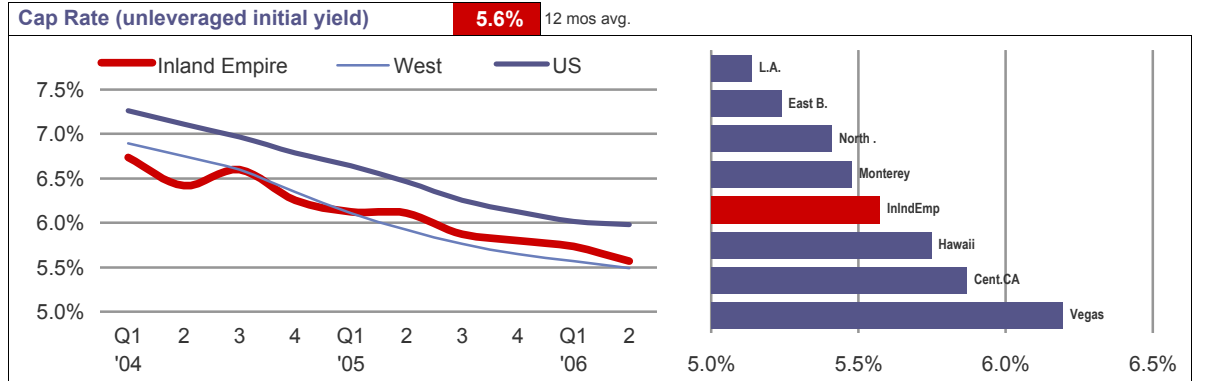
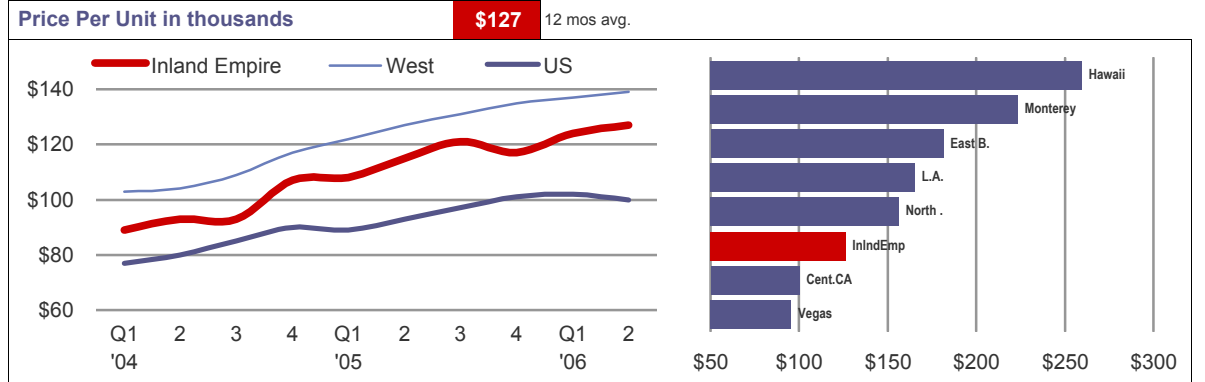


# Inland Empire

## MultiFamily Investment Market Report: Second Quarter 2006

www.LoopNet.com/MarketReports

	Inland Empire		US Total	
past 12 mos. > \$2.5 mil	Current	1 Yr. Ago	Current	1 Yr. Ago
<b>Dollar Volume (\$mil)</b>				
Garden	\$1,327	\$1,396	\$77,192	\$52,791
Mid/highrise	na	\$67	\$26,324	\$18,060
<b>Total MultiFamily</b>	<b>\$1,327</b>	<b>\$1,463</b>	<b>\$103,516</b>	<b>\$70,850</b>
<b>Price Per unit</b>				
Garden	\$127,403	\$113,857	\$88,409	\$80,680
Mid/highrise	\$0	\$153,068	\$165,997	\$155,590
<b>Total MultiFamily</b>	<b>\$127,403</b>	<b>\$115,430</b>	<b>\$100,471</b>	<b>\$92,950</b>
<b>Capitalization Rate</b>				
Garden	5.6%	6.1%	6.1%	6.5%
Mid/highrise	0.0%	4.6%	5.5%	6.0%
<b>Total MultiFamily</b>	<b>5.6%</b>	<b>6.1%</b>	<b>6.0%</b>	<b>6.5%</b>
<b>Mortgage Terms</b>				
interest rate	5.57%	5.87%	5.57%	5.40%
loan-to-value	71%	73%	74%	75%
debt service coverage	1.26x	x	1.35x	1.39x



Data believed to be accurate but not guaranteed; subject to future revision; based on properties & portfolios \$2.5 million and greater. © 2007 Real Capital Analytics  
 Cap rates: unleveraged initial yield from sales as well as refinancings



# Inland Empire

## MultiFamily Investment Market Report: Second Quarter 2006

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### Inland Empire MultiFamily Submarket Activity\*

Submarket	Vol. \$mil	#	\$k/unit	Cap Rate
Riverside County	\$914.5	38	\$134.0	5.6%
San Bernardino	\$401.3	34	\$116.0	5.6%
San Bernardino Other	\$11.6	2	\$79.0	6.1%
-	-	-	-	-
-	-	-	-	-
-	-	-	-	-
-	-	-	-	-
<b>Total</b>	<b>\$1,327.5</b>	<b>74</b>	<b>\$127.0</b>	<b>5.6%</b>

\*past 12 mos.

### Pricing & Cap Rates by Size & Year Built

Deal size	2000s	1990s	1980s	Older	Total
< \$5 mil	\$269,231	-	\$104,918	\$111,585	<b>\$120,761</b>
	5.4%	-	6.1%	5.7%	<b>5.8%</b>
\$5-\$20	-	-	\$110,194	\$99,835	<b>\$103,904</b>
	-	-	5.8%	5.5%	<b>5.7%</b>
\$20+	\$198,188	\$176,442	\$142,908	-	<b>\$148,133</b>
	6.0%	4.3%	5.2%	-	<b>5.3%</b>
<b>Market Avg.</b>	<b>\$233,709</b>	<b>\$176,442</b>	<b>\$126,569</b>	<b>\$104,451</b>	<b>\$127,403</b>
	<b>6.0%</b>	<b>4.3%</b>	<b>5.5%</b>	<b>5.6%</b>	<b>5.6%</b>

### Selected Recent Transactions

Date	Property	Address	Location	Type	Yr. Blt	unit	Price	\$k/unit	Cap Rate
Jun-06	Rancho Las Brisas	40125 Los Alamos Rd	Murrieta	Garden	1989	200	\$29,000,000	\$145	5.3%
Jun-06	Ironwood Villas	23145 Ironwood Ave	Moreno Valley	Garden	1985	47	\$6,400,000	\$136	5.2%
Jun-06	Park Village	10033 Juniper Ave	Fontana	Garden	1979	56	\$5,925,000	\$106	5.1%
May-06	1889 N Cerritos Dr	1889 N Cerritos Dr	Palm Springs	Garden	2006	13	\$3,500,000	\$269	5.4%
May-06	G Street	1102 E G St	Ontario	Garden	1963	24	\$3,550,000	\$148	5.8%
May-06	Acacia Park	29605 Solana Way	Temecula	Garden	1989	320	\$52,400,000	\$164	5.6%
May-06	El Royale	1408 N Riverside Ave	Rialto	Garden	1954	98	\$12,000,000	\$122	5.3%
May-06	Pepperwood	9055 Foothill Blvd	Rancho Cucamonga	Garden	1984	230	\$33,000,000 r	\$143	4.1%
May-06	Rodeo Drive	14200 Rodeo Dr	Victorville	Garden	1958	99	\$8,000,000	\$81	-
Apr-06	Las Casitas	132 New York St	Redlands	Garden	1979	42	\$5,000,000	\$119	5.0%
Apr-06	Villa Real	4190 N Sepulveda Ave	San Bernardino	Garden	1968	43	\$3,157,000	\$73	3.8%
Apr-06	Waterstone Magnolia	3610 Banbury Dr	Riverside	Garden	1986	304	\$39,900,000	\$131	5.0%
Apr-06	Hemet Estates	1101 E Menlo Ave	Hemet	Garden	-	78	\$8,250,000	\$106	-
Apr-06	Esplanade At Riverwal	11711 Collett Ave	Riverside	Garden	-	588	\$103,500,000	\$176	-
Mar-06	Waterstone at Corona	1171 Baywood Dr	Corona	Garden	1987	628	\$98,000,000 c	\$156	5.1%
Mar-06	University Hills	160 West Big Springs R	Riverside	Garden	1964	116	\$12,800,000	\$110	4.9%
Mar-06	Eureka Manor	1525 E Eureka St	San Bernardino	Garden	1945	64	\$5,100,000	\$80	6.9%
Mar-06	Ashford Park	1700 E Date St	San Bernardino	Garden	1973	251	\$18,300,000	\$73	-
Mar-06	Woodside	1055 Blaine Ave	Riverside	Garden	1977	132	\$16,000,000	\$121	6.5%
Mar-06	Cambridge Square	1001 N Archibald Ave	Ontario	Garden	1982	125	\$23,750,000	\$190	4.4%

c: condo conversion l: leasehold o: buyer to occupy p: partial interest r: buyer to reposition/redevelop s: single tenant

### Leading Market Players\*

Top Buyers
Griffin Investment Advisors
ScanlanKemperBard
Sequoia Equities
RREEF Funds
Equity Residential

Top Sellers
Kennedy-Wilson
Aspen Square Management
Fairfield Residential
Pacific Property Company
Hanover Financial

Top Lenders
Merrill Lynch
Eurohypo AG
JP Morgan Chase
Mass Mutual
GE Capital

\*by dollar volume in past 12 mos.

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