Data from 08-24-2016 survey of Craigslist.com for 1 and 2 bedroom apartments available in Sunnyvale

* The survey was limited to apartments in complexes with less than 50 units and privately available units,
to fill in the gap of data collected by Real Facts.
SUNNYVALE

| Unit Type | Price | Sq/Ft | Deposit | Notes | Averages per unit |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1-Bedroom | \$2,100 | 740 | N/A | Laundry room, Patio, Swimming Pool |  |
| 1-Bedroom | \$1,925 | 575 | \$750 | Small pets allowed, Dishwasher, Breakfast bar |  |
| 1-Bedroom | \$2,548 | 700 | \$550 | All stainless steel appliances |  |
| 1-Bedroom | \$1,850 | 600 | \$1,850 | Carport, Coin Laundry, Small Pets allowed |  |
| 1-Bedroom | \$2,200 | 733 | N/A | Carport, Pets allowed, Laundry on site |  |
| 1-Bedroom | \$2,100 | N/A | N/A | Cats are allowed, Carport, Laundry on site |  |
| 1-Bedroom | \$1,950 | 700 | \$1,950 | Quick access to SV commuter routes |  |
| 1-Bedroom | \$2,245 | 715 | \$600 | No pets allowed, Patio, Fitness Center |  |
| 1-Bedroom | \$2,225 | 625 | N/A | Near El Camino Real, Lawrence Expwy, Central Expwy |  |
| 1-Bedroom | \$1,950 | 500 | N/A | Two blocks from 280 freeway |  |
| 1-Bedroom | \$1,950 | 648 | \$500 | Carport, Shared Laundry, No Pets |  |
|  |  |  |  |  | HUD 1-Bdrm \$1,582 |
|  |  |  |  |  | 1-Bedroom Avg: \$2,095 |
| 2-Bedroom | \$2,595 | 850 | \$800 | Carport, extra storage, shared laundry, Fridge included |  |
| 2-Bedroom | \$2,100 | N/A | \$2,600 | No pets allowed, Upstairs unit |  |
| 2-Bedroom | \$2,675 | 860 | \$1,300 | Pets allowed, New carpet and windows |  |
| 2-Bedroom | \$2,820 | 1100 | N/A | Near Santa Row and Westfield Valley Fair Mall |  |
| 2-Bedroom | \$2,300 | 1000 | N/A | Gardening service, no pets, carport assigned |  |
| 2-Bedroom | \$2,650 | 1080 | \$2,850 | Hardwood floors, 24 hour laundry, Swimming pool |  |
| 2-Bedroom | \$2,795 | 1000 | \$500 | No smoking, Cats are allowed, Private patio |  |
| 2-Bedroom | \$2,595 | 900 | \$2,500 | Fitness center, Barbecue, On-street parking |  |
| 2-Bedroom | \$2,625 | 920 | \$750 | Two blocks from 101 freeway |  |
| 2-Bedroom | \$2,550 | N/A | N/A | Storage area, Swimming pool, on-site laundry |  |
| 2-Bedroom | \$2,350 | 940 | N/A | No pets allowed, Shared laundry, Carport |  |

HUD 2-Bdrm \$1,994

## Data from 08-30-2016 survey of Craigslist.com for 1 and $\mathbf{2}$ bedroom apartments available in Sunnyvale

* The survey was limited to apartments in complexes with less than 50 units and privately available units,
to fill in the gap of data collected by Real Facts.
SUNNYVALE

| Unit Type | Price | Sq/Ft | Deposit | Notes | Averages per unit |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1-Bedroom | \$1,650 | 700 | N/A | Rent includes all utilities and high speed internert |  |
| 1-Bedroom | \$1,950 | 648 | \$500 | Carpot, Shared Laundry, No Pets |  |
| 1-Bedroom | \$2,220 | 580 | N/A | Fitness center, Kids Playground, Whirlpool Appliances |  |
| 1-Bedroom | \$2,390 | 800 | N/A | Pet friendly, No smoking, Utilities not included |  |
| 1-Bedroom | \$2,495 | 700 | N/A | Laundry center, swimming pool, BBQ area |  |
| 1-Bedroom | \$1,750 | 600 | N/A | New carpets and floors, laundry on site, carport |  |
| 1-Bedroom | \$2,200 | 733 | N/A | 2 Parking spots, large storage room, modern kitchen |  |
| 1-Bedroom | \$1,795 | N/A | \$1,795 | Full kitchen, street parking |  |
| 1-Bedroom | \$1,850 | 600 | \$1,850 | Carport, Coin Laundry, Small Pets allowed |  |
| 1-Bedroom | \$2,245 | 715 | \$600 | No pets, Fitness Center, Patio included |  |
| 1-Bedroom | \$1,925 | N/A | \$800 | Carport, Air Conditioning, Wood floor |  |
|  |  |  |  |  | HUD 1-Bdrm \$1,582 |
|  |  |  |  |  | 1-Bedroom Avg: \$2,043 |
| 2-Bedroom | \$2,240 | 940 | N/A | Pet friendly, Laundry Facility, Garbage Disposal |  |
| 2-Bedroom | \$2,350 | 825 | N/A | Onsite laundry, carport, storage locker |  |
| 2-Bedroom | \$2,495 | 975 | \$900 | Laundry facility, two swimming pools, free storage |  |
| 2-Bedroom | \$2,300 | 847 | \$2,000 | Gardening service, no pets, carport assigned |  |
| 2-Bedroom | \$2,700 | 1100 | \$1,500 | Priavte Patio, Onsite Laundry, Utility not included |  |
| 2-Bedroom | \$3,195 | 1100 | N/A | Pet friendly, 2 parking spots, modern kitchen |  |
| 2-Bedroom | \$2,595 | 850 | \$800 | Carport, Fitness center, BBQ area |  |
| 2-Bedroom | \$2,100 | N/A | \$2,600 | No pets, laundry facility |  |
| 2-Bedroom | \$2,795 | 1075 | N/A | Cats allowed, 1 parking space |  |
| 2-Bedroom | \$2,395 | N/A | \$1,000 | Carport, extra storage, shared laundry, Fridge included |  |
|  |  |  |  |  | HUD 2-Bdrm \$1,994 |
|  |  |  |  |  | 2-Bedroom Avg: \$2,517 |

Rental Trends

## City Sunnyvale

All Classes
Quarterly Trend

| Average Asking Rent |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q2014 | 3Q2014 | 4Q2014 | 1 Q2015 | 2 Q 2015 | 3Q2015 | 4Q2015 | 1 Q2016 | 2Q2016 | 1 Yr. Change |
| AVERAGE | \$2,297 | \$2,351 | \$2,385 | \$2,495 | \$2,607 | \$2,609 | \$2,587 | \$2,628 | \$2,655 | 1.9\% |
| studio | \$1,637 | \$1,707 | \$1,716 | \$1,774 | \$1,841 | \$1,878 | \$1,844 | \$1,896 | \$1,903 | 3.3\% |
| 1bd 1bth | \$2,095 | \$2,145 | \$2,164 | \$2,284 | \$2,385 | \$2,404 | \$2,391 | \$2,434 | \$2,440 | 2.3\% |
| 2bd 1bth | \$2,299 | \$2,339 | \$2,408 | \$2,479 | \$2,608 | \$2,622 | \$2,562 | \$2,599 | \$2,599 | -0.4\% |
| 2bd 2bth | \$2,755 | \$2,818 | \$2,857 | \$2,993 | \$3,118 | \$3,087 | \$3,067 | \$3,117 | \$3,177 | 1.9\% |
| 2bd TH | \$2,744 | \$2,700 | \$2,746 | \$2,842 | \$3,037 | \$3,001 | \$3,050 | \$2,987 | \$3,111 | 2.4\% |
| 3bd 2bth | \$3,110 | \$3,248 | \$3,370 | \$3,447 | \$3,569 | \$3,606 | \$3,448 | \$3,516 | \$3,770 | 5.6\% |
| 3bd TH | \$3,589 | \$3,639 | \$3,783 | \$3,842 | \$3,956 | \$3,946 | \$3,956 | \$3,956 | \$3,934 | -0.6\% |



## Average Occupancy Rate

|  | $\mathbf{2 Q 2 0 1 4}$ | $\mathbf{3 Q 2 0 1 4}$ | $\mathbf{4 Q 2 0 1 4}$ | $\mathbf{1 Q 2 0 1 5}$ | $\mathbf{2 Q 2 0 1 5}$ | $\mathbf{3 Q 2 0 1 5}$ | $\mathbf{4 Q 2 0 1 5}$ | 1Q2016 | 2Q2016 | 1 Yr. Change |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| AVERAGE | $97.4 \%$ | $95.5 \%$ | $96.1 \%$ | $97.0 \%$ | $97.0 \%$ | $96.0 \%$ | $96.4 \%$ | $96.1 \%$ | $95.8 \%$ | $-1.2 \%$ |



## Average of Combined Real Facts Data and Craigslist.com Data

REAL FACTS Data for Q2 2016* CRAIGSLIST Average Average Sunnyvale Rent

| Studio | $\$ 1,903$ | $\mathrm{~N} / \mathrm{A}$ | $\mathbf{\$ 1 , 9 0 3}$ |
| :---: | ---: | ---: | ---: |
| 1-bedroom | $\$ 2,440$ | $\$ 2,069$ | $\mathbf{\$ 2 , 2 5 5}$ |
| 2-bedroom | $\$ 2,599$ | $\$ 2,534$ | $\mathbf{N 2 , 5 6 7}$ |
| 3-bedroom | $\$ 3,770$ | $\mathrm{~N} / \mathrm{A}$ | $\mathbf{\$ 3 , 7 7 0}$ |

Average rent from surveys of Craigslist.com data

| 1-BR | $2-\mathrm{BR}$ |  |
| ---: | ---: | ---: |
| $08-24-2016$ | $\$ 2,095$ | $\$ 2,550$ |
| $08-30-2016$ | $\$ 2,043$ | $\$ 2,517$ |
| AVERAGE | $\$ 2,069$ | $\$ 2,534$ |

*REAL FACTS data can be ordered online at www.realanswers.biz. Real Answers is a research organization and database publisher specializing in the multifamily housing market.
Rent and Occupancy Trend Reports accommodate nine data time points (eight plus the current).
Access historical trends from 1993 to present on a single property or by geographic hierarchy and property class.

