San Francisco Housing Action Coalition
SAN FRANCISCO ANNUAL MULTI-FAMILY COMPLETIONS

Source: Polaris Pacific
SAN FRANCISCO HOUSING SUPPLY AND DEMAND

Number of Units
- New Housing Units
- Shortfall

SHORTFALL OF 15,175 UNITS

Source: CBRE, EDD, Polaris Pacific
SAN FRANCISCO RENTS

SF OCCUPANCY RATES REMAINED AT AN AVERAGE OF 95% FROM Q4-11

AVERAGE RENT
$3,056

Source: Real Facts
SAN FRANCISCO CONDOMINIUM PRICES AND SALES

Source: SFARMLS

PREVIOUS PEAK
PRICE
$762,500

PRICE, 24.6% OVER PEAK
PURCHASING POWER - HOUSEHOLD INCOME AND HOME PRICES

<table>
<thead>
<tr>
<th>Income</th>
<th>$75k</th>
<th>$100k</th>
<th>$125k</th>
<th>$150k</th>
<th>$200k</th>
</tr>
</thead>
<tbody>
<tr>
<td>5.50%</td>
<td>$280,000</td>
<td>$405,000</td>
<td>$530,000</td>
<td>$655,000</td>
<td>$905,000</td>
</tr>
<tr>
<td>5%</td>
<td>$295,000</td>
<td>$425,000</td>
<td>$555,000</td>
<td>$685,000</td>
<td>$945,000</td>
</tr>
<tr>
<td>4.50%</td>
<td>$305,000</td>
<td>$440,000</td>
<td>$580,000</td>
<td>$715,000</td>
<td>$985,000</td>
</tr>
<tr>
<td>4.10%</td>
<td>$315,000</td>
<td>$455,000</td>
<td>$600,000</td>
<td>$740,000</td>
<td>$1,020,000</td>
</tr>
</tbody>
</table>

*Purchase price assumes a 20% down payment. The table displays the maximum home price a buyer could afford using the shown interest rate, 41% debt to income ratio, 360-month fixed rate term with an average HOA due of $600 per month and property taxes at 1.2%.*