

ESSEX PROPERTY TRUST, INC.

Consolidated Operating Results

(Dollars in thousands, except per share amounts)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2004	2003 (1)	2004	2003 (1)
Revenues:				
Rental	\$ 69,823	\$ 60,850	\$ 201,960	\$ 182,833
Other property	2,609	2,095	7,111	6,095
Total property revenues	<u>72,432</u>	<u>62,945</u>	<u>209,071</u>	<u>188,928</u>
Expenses:				
Property operating	25,195	20,549	71,083	60,975
Depreciation and amortization	18,273	14,506	54,416	40,995
Interest	16,394	12,949	45,785	39,070
Amortization of deferred financing costs	449	380	1,179	962
General and administrative	7,761	2,288	14,193	6,962
Total expenses	<u>68,072</u>	<u>50,672</u>	<u>186,656</u>	<u>148,964</u>
				44,710
Gain on sale of real estate	7,909	-	7,909	-
Interest and other income	2,410	1,571	7,023	4,746
Equity income in co-investments	29,860	1,083	30,955	2,544
Minority interests	(9,565)	(6,173)	(20,719)	(19,517)
Income from continuing operations	<u>34,974</u>	<u>8,754</u>	<u>47,583</u>	<u>27,737</u>
Income (loss) from discontinued operations, net of minority interests	56	(19)	(403)	437
Net income	<u>35,030</u>	<u>8,735</u>	<u>47,180</u>	<u>28,174</u>
Dividends to preferred stockholders - Series F	(488)	-	(1,464)	-
Net income available to common stockholders	<u>\$ 34,542</u>	<u>\$ 8,735</u>	<u>\$ 45,716</u>	<u>\$ 28,174</u>
Net income per share - basic	<u>\$ 1.51</u>	<u>\$ 0.41</u>	<u>\$ 2.00</u>	<u>\$ 1.34</u>
Net income per share - diluted	<u>\$ 1.49</u>	<u>\$ 0.41</u>	<u>\$ 1.97</u>	<u>\$ 1.33</u>

(1) The results for the three and nine months ended September 30, 2003 have been restated to reflect the retroactive adoption of FIN 46 Revised and SFAS 123. Certain prior period balances have been reclassified to conform to the current year presentation.

See Company's 10-K and 10-Q for additional disclosures

ESSEX PROPERTY TRUST, INC.

Consolidated Operating Results

Selected Line Item Detail

(Dollars in thousands)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2004	2003	2004	2003
Property operating expenses				
Maintenance and repairs	\$ 6,210	\$ 5,040	\$ 15,418	\$ 13,869
Real estate taxes	6,340	4,809	18,080	14,431
Utilities	3,188	3,440	9,703	9,431
Administrative	6,839	5,116	21,268	17,230
Advertising	1,444	1,115	3,250	3,115
Insurance	1,174	1,029	3,364	2,899
Property operating expenses	<u>\$ 25,195</u>	<u>\$ 20,549</u>	<u>\$ 71,083</u>	<u>\$ 60,975</u>
General and administrative				
Total general and administrative	\$ 5,181	\$ 3,392	\$ 14,237	\$ 10,251
Incentive compensation attributable to Fund I sale	4,000	-	4,000	-
Allocated to property operating expenses - administrative	(1,167)	(960)	(3,319)	(2,839)
Capitalized and incremental to real estate under development	(253)	(144)	(725)	(450)
Net general and administrative	<u>\$ 7,761</u>	<u>\$ 2,288</u>	<u>\$ 14,193</u>	<u>\$ 6,962</u>
Interest and other				
Interest income	\$ 183	\$ 160	\$ 594	\$ 427
Lease income	785	-	2,354	-
Fee income	1,206	1,394	3,823	3,846
Miscellaneous - non-recurring	236	17	252	473
Interest and other	<u>\$ 2,410</u>	<u>\$ 1,571</u>	<u>\$ 7,023</u>	<u>\$ 4,746</u>
Equity income in co-investments				
Equity income in co-investments	\$ 1,466	\$ 1,083	\$ 2,561	\$ 2,544
Gain on sale of co-investment activities, net	14,069	-	14,069	-
Promote distribution from Fund I - non-recurring	14,495	-	14,495	-
Early extinguishment of debt - non-recurring	(170)	-	(170)	-
Equity income in co-investments	<u>\$ 29,860</u>	<u>\$ 1,083</u>	<u>\$ 30,955</u>	<u>\$ 2,544</u>
Minority interests				
Limited partners of Essex Portfolio, L.P.	\$ 3,535	\$ 946	\$ 4,796	\$ 3,049
Perpetual preferred distributions	3,502	4,580	11,615	13,740
Series Z and Z-1 incentive units	75	43	206	131
Third party ownership interests	(242)	(541)	(854)	(730)
Down REIT limited partners' distributions	1,120	1,145	3,381	3,327
Write off of Series E preferred unit offering costs	1,575	-	1,575	-
Minority interests	<u>\$ 9,565</u>	<u>\$ 6,173</u>	<u>\$ 20,719</u>	<u>\$ 19,517</u>

See Company's 10-K and 10-Q for additional disclosures

ESSEX PROPERTY TRUST, INC.

Consolidated Funds From Operations

(Dollars in thousands, except share and per share amounts)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2004	2003 (1)	2004	2003 (1)
Funds from operations				
Net income	\$ 35,030	\$ 8,735	\$ 47,180	\$ 28,174
Adjustments:				
Depreciation and amortization	18,273	14,506	54,416	40,995
Depr. and amort. - unconsolidated co-investments	12	535	1,816	1,764
Gain on sale of real estate	(7,909)	-	(7,909)	-
Gain on sale of co-investment activities, net	(14,069)	-	(14,069)	-
Minority interests	3,615	987	4,961	3,227
Depreciation - discontinued operations	6	33	68	105
Dividends to preferred stockholders - Series F	(488)	-	(1,464)	-
Funds from operations	\$ 34,470	\$ 24,796	\$ 84,999	\$ 74,265
Components of the change in FFO				
Same property NOI	\$ 712		\$ (4,121)	
Non-same property NOI	4,129		14,156	
Other - corporate and unconsolidated co-investments	15,024		16,671	
Interest expense and amortization of deferred financing costs	(3,514)		(6,932)	
General and administrative	(5,473)		(7,231)	
Minority interests	(764)		532	
Income from discontinued operations	75		(840)	
Depreciation - discontinued operations	(27)		(37)	
Dividends to preferred stockholders - Series F	(488)		(1,464)	
Changes in Funds from operations	\$ 9,674		\$ 10,734	
Funds from operations per share - diluted	\$ 1.35	\$ 1.05	\$ 3.34	\$ 3.16
Percentage increase	28.6%		5.7%	
Weighted average number of shares outstanding diluted (2)	25,567,451	23,647,225	25,445,165	23,535,160

(1) The results for the three and nine months ended September 30, 2003 have been restated to reflect the retroactive adoption of FIN 46 Revised and SFAS 123.

(2) Assumes conversion of the weighted average operating partnership interests in the Operating Partnership into shares of the Company's common stock.

See Company's 10-K and 10-Q for additional disclosures

ESSEX PROPERTY TRUST, INC.

Consolidated Balance Sheet

(Dollars in thousands)

	September 30, 2004	December 31, 2003 (1)
Real Estate:		
Land and land improvements	\$ 500,589	\$ 469,347
Buildings and improvements	1,720,517	1,514,775
	2,221,106	1,984,122
Less: accumulated depreciation	(317,299)	(265,763)
	1,903,807	1,718,359
Investments	88,357	79,567
Real estate under development	69,790	55,183
	2,061,954	1,853,109
Cash and cash equivalents	36,087	25,943
Other assets	39,906	29,185
Deferred charges, net	11,178	8,574
Total assets	\$ 2,149,125	\$ 1,916,811
Mortgage notes payable	\$ 1,094,209	\$ 891,798
Lines of credit	169,235	93,100
Other liabilities	66,415	57,371
Deferred gain	5,000	-
Total liabilities	1,334,859	1,042,269
Minority interests	235,807	293,143
Stockholders' Equity:		
Common stock	2	2
Series F cumulative redeemable preferred stock, liquidation value	25,000	25,000
Additional paid-in-capital	648,328	642,643
Distributions in excess of accumulated earnings	(94,871)	(86,246)
Total liabilities and stockholders' equity	\$ 2,149,125	\$ 1,916,811

(1) The December 31, 2003 consolidated balance sheet has been restated for the retroactive adoption of the provisions of FIN 46 Revised and SFAS 123.

See Company's 10-K and 10-Q for additional disclosures

ESSEX PROPERTY TRUST, INC.

Debt Summary - September 30, 2004

(Dollars in thousands)

	Percentage of Total Debt	Balance Outstanding	Weighted Average Interest Rate (1)	Weighted Average Maturity In Years
Mortgage notes payable				
Fixed rate - secured	72%	\$ 907,379	6.7%	5.9
Tax exempt variable (2)	15%	186,830	2.6%	25.0
Total mortgage notes payable	87%	<u>1,094,209</u>	6.0%	<u>9.0</u>
Line of credit - secured (3)	8%	95,235	1.7%	
Line of credit - unsecured (4)	6%	74,000	2.4%	
	13%	<u>169,235</u>	2.0%	
Total debt	100%	<u>\$ 1,263,444</u>	<u>5.4%</u>	

Scheduled principal payments (excludes lines of credit)

2004	\$ 2,852
2005	44,311
2006	24,683
2007	124,846
2008	154,484
Thereafter	<u>743,033</u>
Total	<u>\$ 1,094,209</u>

Capitalized interest for the quarter ended September 30, 2004 was \$419.

- (1) Weighted average interest rate for variable rate debt are approximate current values.
- (2) Subject to interest rate protection agreements.
- (3) Secured line of credit commitment is \$100 million and matures in January 2009.
This line is secured by five of Essex's multifamily communities. The underlying interest rate is currently the Freddie Mac Reference Rate plus .55% to .60%.
- (4) Unsecured line of credit commitment is \$185 million and matures in May 2007.
The underlying interest rate on this line is based on a tiered rate structure tied to the Company's corporate ratings and is currently at LIBOR plus 1.00%.

See Company's 10-K and 10-Q for additional disclosures

ESSEX PROPERTY TRUST, INC.

Capitalization - September 30, 2004

(Dollars and shares in thousands, except per share amounts)

Total debt	<u>\$ 1,263,444</u>	
Common stock and potentially dilutive securities		
Common stock outstanding	22,944	
Limited partnership units (1)	2,481	
Options-treasury method	<u>155</u>	
Total common stock and potentially dilutive securities	25,580	shares
Common stock price per share as of September 30, 2004	<u>\$ 71.850</u>	
Market value of common stock and potentially dilutive securities	\$ 1,837,923	
Perpetual preferred units/stock	<u>\$ 155,000</u>	7.865% weighted average pay rate
Total equity capitalization	<u>\$ 1,992,923</u>	
Total market capitalization	<u>\$ 3,256,367</u>	
Ratio of debt to total market capitalization	<u>38.8%</u>	

(1) Assumes conversion of all outstanding operating partnership interests in the Operating Partnership into shares of the Company's common stock.

See Company's 10-K and 10-Q for additional disclosures

ESSEX PROPERTY TRUST, INC.

Property Operating Results - Quarter ended September 30, 2004 and 2003

(Dollars in thousands)

	Southern California			Northern California			Pacific Northwest			Other real estate assets(1)			Total		
	2004	2003	% Change	2004	2003	% Change	2004	2003	% Change	2004	2003	% Change	2004	2003	% Change
Revenues:															
Same property revenues	\$ 25,221	\$ 24,209	4.2%	\$ 12,704	\$ 12,682	0.2%	\$ 10,377	\$ 10,032	3.4%	\$ -	\$ -	n/a	\$ 48,302	\$ 46,923	2.9%
Non same property revenues(2)	17,759	9,755		3,098	2,952		1,934	759		1,339	2,556		24,130	16,022	
Total Revenues	\$ 42,980	\$ 33,964		\$ 15,802	\$ 15,634		\$ 12,311	\$ 10,791		\$ 1,339	\$ 2,556		\$ 72,432	\$ 62,945	
Property operating expenses:															
Same property operating expenses	\$ 7,941	\$ 7,820	1.5%	\$ 4,075	\$ 3,981	2.4%	\$ 3,710	\$ 3,258	13.9%	\$ -	\$ -	n/a	\$ 15,726	\$ 15,059	4.4%
Non same property operating expenses(2)	6,376	2,760		1,365	1,077		789	245		939	1,408		9,469	5,490	
Total property operating expenses	\$ 14,317	\$ 10,580		\$ 5,440	\$ 5,058		\$ 4,499	\$ 3,503		\$ 939	\$ 1,408		\$ 25,195	\$ 20,549	
Net operating income:															
Same property net operating income	\$ 17,280	\$ 16,389	5.4%	\$ 8,629	\$ 8,701	-0.8%	\$ 6,667	\$ 6,774	-1.6%	\$ -	\$ -	n/a	\$ 32,576	\$ 31,864	2.2%
Non same property operating income(2)	11,383	6,995		1,733	1,875		1,145	514		400	1,148		14,661	10,532	
Total net operating income	\$ 28,663	\$ 23,384		\$ 10,362	\$ 10,576		\$ 7,812	\$ 7,288		\$ 400	\$ 1,148		\$ 47,237	\$ 42,396	
Same property operating margin	69%	68%		68%	69%		64%	68%		n/a	n/a		67%	68%	
Same property turnover percentage	63%	65%		60%	69%		71%	70%		n/a	n/a		64%	68%	
Same property concessions	\$ 152	\$ 267		\$ 47	\$ 519		\$ 111	\$ 508		\$ -	\$ -		\$ 310	\$ 1,294	
Average same property concessions per turn <i>(In dollars)</i>	\$ 131	\$ 224		\$ 84	\$ 806		\$ 142	\$ 660		\$ -	\$ -		\$ 124	\$ 496	
Net operating income percentage of total	60%	55%		22%	25%		17%	17%		1%	3%		100%	100%	
Loss to lease(3)	\$ 9,798			\$ 383			\$ (23)			\$ n/a			\$ 10,158		
Loss to lease as a percentage of rental income	5.4%			0.6%			-0.1%			n/a			3.5%		
Reconciliation of apartment units at end of period															
Same property consolidated apartment units	7,339	7,339		3,737	3,737		4,402	4,402		-	-		15,478	15,478	
Consolidated Apartment Units	11,669	9,503		4,411	4,177		5,457	4,703		578	578		22,115	18,961	
Joint Venture	2,905	5,277		-	116		-	741		-	-		2,905	6,134	
Under Development	456	686		370	682		-	-		-	-		826	1,368	
Total apartment units at end of period	15,030	15,466		4,781	4,975		5,457	5,444		578	578		25,846	26,463	
Percentage of total	58%	58%		19%	19%		21%	21%		2%	2%		100%	100%	
Average same property financial occupancy	96.4%	96.7%		96.3%	95.8%		95.6%	94.8%		n/a	n/a		96.2%	96.0%	

(1) Includes apartment communities located in other geographic areas, other rental properties and commercial properties.

(2) Includes properties which subsequent to June 30, 2003 were not consolidated, or either acquired or in a stage of development or redevelopment without stabilized operations.

(3) Loss to lease represents the annualized difference between market rents (without considering the impact of rental concessions) and contractual rents. These numbers include the Company's pro-rata interest in unconsolidated properties.

ESSEX PROPERTY TRUST, INC.

Same Property Revenue by County - Quarters ended September 30, 2004, September 30, 2003 and June 30, 2004

(Dollars in thousands)

	<u>Units</u>	<u>September 30, 2004</u>	<u>September 30, 2003</u>	<u>% Change</u>	<u>June 30, 2004</u>	<u>% Change</u>
Southern California						
Ventura County	1,229	\$ 4,217	\$ 4,156	1.5%	\$ 4,168	1.2%
Los Angeles County	2,271	8,884	8,393	5.9%	8,638	2.8%
Orange County	932	4,082	3,810	7.1%	3,915	4.3%
San Diego County	<u>2,907</u>	<u>8,039</u>	<u>7,850</u>	2.4%	<u>7,862</u>	2.3%
Total Southern California	<u>7,339</u>	<u>\$ 25,222</u>	<u>\$ 24,209</u>	4.2%	<u>\$ 24,583</u>	2.6%
Northern California						
San Francisco County	99	\$ 342	\$ 348	-1.7%	\$ 329	4.0%
Santa Clara County	1,696	5,921	6,009	-1.5%	5,923	0.0%
Alameda County	1,116	3,405	3,317	2.7%	3,415	-0.3%
Contra Costa County	<u>826</u>	<u>3,035</u>	<u>3,008</u>	0.9%	<u>3,003</u>	1.1%
Total Northern California	<u>3,737</u>	<u>\$ 12,703</u>	<u>\$ 12,682</u>	0.2%	<u>\$ 12,670</u>	0.3%
Pacific Northwest						
Seattle	3,527	\$ 8,549	\$ 8,331	2.6%	\$ 8,489	0.7%
Portland	<u>875</u>	<u>1,828</u>	<u>1,701</u>	7.5%	<u>1,775</u>	3.0%
Total Pacific Northwest	<u>4,402</u>	<u>\$ 10,377</u>	<u>\$ 10,032</u>	3.4%	<u>\$ 10,264</u>	1.1%
Total same property revenues	<u>15,478</u>	<u>\$ 48,302</u>	<u>\$ 46,923</u>	<u>2.9%</u>	<u>\$ 47,517</u>	<u>1.7%</u>

See Company's 10-K and 10-Q for additional disclosures

ESSEX PROPERTY TRUST, INC.

Development Communities - September 30, 2004

(Dollars in millions)

<u>Project Name</u>	<u>Location</u>	<u>Units</u>	<u>Estimated Cost</u>	<u>Total Incurred to Date</u>	<u>Estimated Remaining Cost</u>	<u>Initial Occupancy</u>	<u>Stabilized Operations</u>	<u>% Leased</u>	<u>% Occupied</u>
Development Communities									
Direct Development - Consolidated									
Hidden Valley-Parker Ranch(1)	Simi Valley, CA	324	\$ 48.3	\$ 46.8	\$ 1.5	Dec-03	Nov-04	84%	81%
The San Marcos Phase II	Richmond, CA	120	23.9	20.0	3.9	Sep-04	Jan-05	31%	22%
Pre-development			3.0	3.0	-	-	-	n/a	n/a
Subtotal - direct development		<u>444</u>	<u>75.2</u>	<u>69.8</u>	<u>5.4</u>				
Joint Venture Transactions - Unconsolidated(2)									
River Terrace	Santa Clara, CA	250	57.9	50.1	7.8	Sep-04	Jun-05	39%	16%
Kelvin Avenue	Irvine, CA	132	6.0	6.0	-	-	-	n/a	n/a
Total - development		<u>826</u>	<u>\$ 139.1</u>	<u>\$ 125.9</u>	<u>\$ 13.2</u>				

Stabilized Communities - Third Quarter 2004

None

(1) The Company acquired bond financing which closed in December 2002. The Company has a 75% interest in this development project.

(2) The Company has a 21.4% interest in development projects owned by Fund I.

ESSEX PROPERTY TRUST, INC.

Redevelopment Communities - September 30, 2004

(Dollars in thousands)

Project Name	Units	Estimated Cost	Total Incurred to date	Estimated Remaining Cost	Redevelopment Start
Hillcrest Park - Phase II	608	\$ 3,429	\$ 2,609	\$ 820	Apr-03
Kings Road	196	6,039	1,565	4,474	Jan-04
Coronado at Newport - South (1)	715	13,257	1,928	11,329	Jan-04
Mira Woods	355	4,642	17	4,625	Sep-04
Palisades	192	1,637	12	1,625	Sep-04
Total	2,066	\$ 29,004	\$ 6,131	\$ 22,873	

Re-stabilized Communities - Third Quarter 2004

None

Restabilized operations is defined as the month that the property reaches at least 95% occupancy after completion of the redevelopment project. A component of these redevelopments are upgrades to unit interiors. These will be completed in the normal course of unit turnover.

- (1) The Company has an approximate 49.9% direct ownership interest in this asset. The Fund has an approximate 49.9% direct ownership interest in this asset, of which the Company owns 21.4%. This asset is part of the announced UDR transaction anticipated to be sold in 2005.

ESSEX PROPERTY TRUST, INC.

Investments - September 30, 2004

(Dollars in thousands)

	Book Value	Estimated Value(1)	Debt				Value of Equity	Company Ownership	Essex Equity Value(2)
			Amount	Type	Interest Rate	Maturity Date			
Joint Ventures									
Essex Apartment Value Fund, L.P. (Fund I)									
The Arboretum at Lake Forest, Lake Forest, CA			\$ 22,731	Fixed	5.16%	Feb-10			
Ocean Villas, Oxnard, CA			9,830	Fixed	5.42%	Apr-13			
Villas at Carlsbad, Carlsbad, CA			9,456	Fixed	5.03%	Aug-11			
The Villas at San Dimas, San Dimas, CA			13,007	Fixed	4.67%	May-10			
The Villas at Bonita, San Dimas, CA			8,275	Fixed	4.67%	May-10			
Villa Venetia, Costa Mesa, CA			52,976	Fixed	4.58%	May-13			
Coronado at Newport - North, Newport Beach, CA - 49.9% (3)									
Coronado at Newport - South, Newport Beach, CA - 49.9% (3)			-						
Kelvin Avenue, Irvine, CA (development)			-						
Rivermark, Santa Clara, CA (development)			22,914	Var.	LIBOR+ 2%	Jan-07			
	\$ 30,488	\$ 318,426	<u>139,189</u>				\$ 179,237	21.4%	\$ 38,357
Fund I distribution (4)	34,407								34,407
Lend Lease									
Coronado at Newport - North, Newport Beach, CA			55,508	Fixed	5.30%	Dec-12			
Coronado at Newport - South, Newport Beach, CA			48,877	Fixed	5.30%	Dec-12			
	16,656	206,560	<u>104,385</u>				102,175	49.9%	50,985
Other	6,806								6,806
	<u>\$ 88,357</u>								<u>\$ 130,555</u>

- (1) Estimated value for properties in contract to sell are based on the anticipated sales price less the anticipated cost of sales.
- (2) Although the Company generally intends to hold these properties for use, the Company equity value assumes liquidation at September 30, 2004.
- (3) The Fund accounts for its investment in this property under the equity method of accounting.
- (4) Fund I distribution received in October 2004.

ESSEX PROPERTY TRUST, INC.
REAL ESTATE INFORMATION
30-Sep-04

Property Name	Address	City	State	Units	Square Footage	Year Acquired	Year Built
MULTIFAMILY COMMUNITIES							
SAN FRANCISCO BAY AREA							
Santa Clara County							
1	Pointe at Cupertino, The (Westwood)	19920 Olivewood Street	Cupertino	CA	116	135,200	1998 1963
1	Carlyle, The	2909 Nieman Boulevard	San Jose	CA	132	129,200	2000 2000
1	Waterford, The	1700 N. First Street	San Jose	CA	238	219,600	2000 2000
1	Le Parc (Plumtree)	440 N. Winchester Avenue	Santa Clara	CA	140	113,200	1994 1975
1	Marina Cove	3480 Granada Avenue	Santa Clara	CA	292	250,200	1994 1974
	River Terrace	N.E. corner Montague/Agnew	Santa Clara	CA	250	223,800	
1	Bristol Commons	732 E. Evelyn Avenue	Sunnyvale	CA	188	142,600	1995 1989
1	Brookside Oaks	1651 Belleville Way	Sunnyvale	CA	170	119,900	2000 1973
1	Oak Pointe	450 N. Mathilda Avenue	Sunnyvale	CA	390	294,100	1988 1973
1	Summerhill Park	972 Corte Madera Avenue	Sunnyvale	CA	100	78,500	1988 1988
1	Windsor Ridge	825 E. Evelyn Avenue	Sunnyvale	CA	216	161,800	1989 1989
				8%	1,982	1,644,300	
Alameda County							
1	Stevenson Place (The Apple)	4141 Stevenson Blvd.	Fremont	CA	200	146,200	1983 1971
1	Treetops	40001 Fremont Blvd.	Fremont	CA	172	131,200	1996 1978
1	Wimbeldon Woods	25200 Carlos Bee Blvd.	Hayward	CA	560	462,400	1998 1975
1	Summerhill Commons	36826 Cherry Street	Newark	CA	184	139,000	1987 1987
				4%	1,116	878,800	
Contra Costa County							
1	San Marcos (Vista del Mar)	Hilltop Drive at Richmond Pkwy	Richmond	CA	312	292,700	2003 2003
	San Marcos (Vista del Mar) - Phase II	Hilltop Drive at Richmond Pkwy	Richmond	CA	120	114,900	
1	Bel Air (The Shores)	2000 Shoreline Drive	San Ramon	CA	462	391,000	1995 1988 114 units 2000
1	Eastridge Apartments	235 East Ridge Drive	San Ramon	CA	188	174,100	1996 1988
1	Foothill Gardens	1110 Harness Drive	San Ramon	CA	132	155,100	1997 1985
1	Twin Creeks	2711-2731 Morgan Drive	San Ramon	CA	44	51,700	1997 1985
				5%	1,138	1,064,600	
San Francisco and Marin County							
1	Mt. Sutro Terrace Apartments	480 Warren Drive	San Francisco, CA	CA	99	64,000	1999 1973
1	Vista Belvedere	15 Red Hill Circle	Tiburon	CA	76	78,300	2004 1963
				1%	175	142,300	
21	Total San Francisco Bay Area			18%	4,411	3,730,000	
SOUTHERN CALIFORNIA							
Los Angeles County							
1	Hampton Court (Columbus)	1136 N. Columbus Avenue	Glendale	CA	83	71,500	1999 1974
1	Hampton Place (Lorraine)	245 W. Lorraine Street	Glendale	CA	132	141,500	1999 1970
1	Marbrisa	1809 Termino Ave.	Long Beach	CA	202	122,800	2002 1987
1	Pathways	5945 E. Pacific Coast Hwy.	Long Beach	CA	296	197,700	1991 1975
1	Bunker Hill	222 and 234 S. Figueroa St.	Los Angeles	CA	456	346,600	1998 1968
1	City Heights	209 S. Westmoreland	Los Angeles	CA	687	424,100	2000 1968
1	Cochran Apartments	612 South Cochran	Los Angeles	CA	58	51,400	1998 1989
1	Kings Road	733 North Kings Road	Los Angeles	CA	196	132,100	1997 1979
1	Park Place	400 S. Detroit Street	Los Angeles	CA	60	48,000	1997 1988
1	Windsor Court	401 S. Detroit Street	Los Angeles	CA	58	46,600	1997 1988
1	Marina City Club	4333 Admiralty Way	Marina Del Rey	CA	101	127,200	2004 1971
1	Mirabella (Marina View)	13701 Marina Point Drive	Marina Del Rey	CA	188	176,800	2000 2000
1	Hillcrest Park (Mirabella)	1800 West Hillcrest Drive	Newbury Park	CA	608	521,900	1998 1973
1	Monterra del Mar (Windsor Terrace)	280 E. Del Mar Boulevard	Pasadena	CA	123	74,400	1997 1972
1	Monterra del Rey (Glenbrook)	350 Madison	Pasadena	CA	84	73,100	1999 1972
1	Monterra del Sol (Euclid)	280 South Euclid	Pasadena	CA	85	69,200	1999 1972
1	Fountain Park	13141 Fountain Park Drive	Playa Vista	CA	705	608,900	2004 2002
1	Highridge	28125 Peacock Ridge Drive	Rancho Palos Verde	CA	255	290,200	1997 1972
1	Villas at Bonita	477 E. Bonita Ave.	San Dimas	CA	102	94,200	2003 1981
1	Villas at San Dimas Canyon	325 S. San Dimas Canyon Rd.	San Dimas	CA	156	144,600	2003 1981
1	Walnut Heights	20700 San Jose Hills Road	Walnut	CA	163	146,700	2003 1964
1	Avondale at Warner Center	22222 Victory Blvd.	Woodland Hills	CA	446	331,000	1999 1970
				21%	5,244	4,240,500	
Ventura County							
1	Camarillo Oaks	921 Paseo Camarillo	Camarillo	CA	564	459,000	1996 1985
1	Mountain View	649 E. Las Posas Road	Camarillo	CA	106	83,900	2004 1980
1	Mariner's Place	711 South B Street	Oxnard	CA	105	77,200	2000 1987
1	Ocean Villa	4202-4601 Dallas Drive	Oxnard	CA	119	108,900	2002 1974
1	Tierra Vista	Rice and Gonzales	Oxnard	CA	404	387,100	2001 2001
1	Monterey Villas (Village Apartments)	1040 Kelp Lane	Oxnard	CA	122	122,100	1997 1974
1	Meadowood	1733 Cochran Street	Simi Valley	CA	320	264,500	1996 1986
	Parker Ranch	Los Angeles and Stearns	Simi Valley	CA	324	310,900	
1	The Lofts at Pinehurst (Villa Scandia)	1021 Scandia Avenue	Ventura	CA	118	71,100	1997 1971
				7%	1,858	1,573,800	
Orange County							
1	Barkley Apartments	2400 E. Lincoln Ave.	Anaheim	CA	161	139,800	2000 1984
1	Vista Pointe	175-225 S. Rio Vista	Anaheim	CA	286	242,400	1985 1968
1	Villa Venetia	2775 Mesa Verde Drive East	Costa Mesa	CA	468	405,800	2003 1972
1	Valley Park Apartments	17300 Euclid Ave.	Fountain Valley	CA	160	169,700	2001 1969
1	Capri at Sunny Hills	2341 Daphne Place	Fullerton	CA	100	128,100	2001 1961
1	Wilshire Promenade	141 West Wilshire Avenue	Fullerton	CA	149	128,000 (1)	1997 1992
1	Montejo Apartments	12911 Dale St.	Garden Grove	CA	124	103,200	2001 1974
1	Huntington Breakers	21270 Beach Boulevard	Huntington Beach	CA	342	241,700	1997 1984
	Irvine development	2552 Kelvin Ave.	Irvine	CA	132	122,400	
1	Hillsborough Park	1501 South Beach Boulevard	La Habra	CA	235	215,500	1999 1999
1	Arboretum at Lake Forest	22700 Lake Forest Drive	Lake Forest	CA	225	215,300	2002 1970
1	Trabuco Villas	25362 Mosswood Way	Lake Forest	CA	132	131,000	1997 1985
1	Coronado At Newport-North	880 Irvine Avenue	Newport Beach	CA	732	459,600	1999 1988
1	Coronado At Newport-South	1700 16th Street	Newport Beach	CA	715	498,700	1999 1969
1	Fairways Apartments	2 Pine Valley Lane	Newport Beach	CA	74	107,100	1999 1972
1	Villa Angelina	201 E. Chapman Ave.	Placentia	CA	256	217,600	2001 1970
1	Hearthstone Apartments	2301 E. Santa Clara Ave.	Santa Ana	CA	140	154,800	2001 1970
1	Treehouse Apartments	2601 N. Grand Ave.	Santa Ana	CA	164	135,700	2001 1970
				18%	4,463	3,694,000	

San Diego County									
1	Alpine Country	2660 Alpine Blvd.	Alpine	CA	108	81,900	2002	1986	
1	Alpine Village	2055 Arnold Way	Alpine	CA	306	254,400	2002	1971	
1	Bonita Cedars	5155 Cedarwood Rd.	Bonita	CA	120	120,800	2002	1983	
1	Villas at Carlsbad	2600 Kremeyer Circle	Carlsbad	CA	102	72,900	2002	1965	
1	Cambridge	660 F. St.	Chula Vista	CA	40	22,100	2002	1965	
1	Woodlawn Colonial	245-255 Woodlawn Ave.	Chula Vista	CA	159	104,500	2002	1974	
1	Mesa Village	5265 Clairemont Mesa Blvd.	Clairemont	CA	133	43,600	2002	1963	
1	Casa Tierra	355 Orlando St.	El Cajon	CA	40	28,700	2002	1972	
1	Coral Gardens	425 East Bradley	El Cajon	CA	200	182,000	2002	1976	
1	Tierra del Sol/Norte	989 Peach Ave.	El Cajon	CA	156	117,000	2002	1969	
1	Grand Regacy	2050 E. Grand Ave.	Escondido	CA	60	42,400	2002	1967	
1	Mira Woods Villa	10360 Maya Linda Rd.	Mira Mesa	CA	355	262,600	2002	1982	
1	Country Villas	283 Douglas Drive	Oceanside	CA	180	179,700	2002	1976	
1	Bluffs II, The	6466 Friars Road	San Diego	CA	224	126,700	1997	1974	
1	Emerald Palms	2271 Palm Ave.	San Diego	CA	152	133,000	2002	1986	
1	Summit Park	8563 Lake Murray Blvd.	San Diego	CA	300	229,400	2002	1972	
1	Vista Capri - East	4666 63rd St.	San Diego	CA	26	16,800	2002	1967	
1	Vista Capri - North	3277 Berger Ave.	San Diego	CA	106	51,800	2002	1975	
1	Carlton Heights	9705 Carlton Hills Blvd.	Santee	CA	70	48,400	2002	1979	
1	Shadow Point	9830 Dale Ave.	Spring Valley	CA	172	131,200	2002	1983	
					12%	3,009	2,249,900		

67 Total Southern California

58% 14,574 11,758,200

SEATTLE METROPOLITAN AREA

1	Emerald Ridge	3010 118th Avenue SE	Bellevue	WA	180	144,000	1994	1987	
1	Foothill Commons	13800 NE 9th Place	Bellevue	WA	360	288,300	1990	1978	
1	Palisades, The	13808 NE 12th	Bellevue	WA	192	159,700	1990	1977	
1	Sammamish View	16160 SE Eastgate Way	Bellevue	WA	153	133,500	1994	1986	
1	Woodlawn Commons	13700 NE 10th Place	Bellevue	WA	236	172,300	1990	1978	
1	Canyon Pointe	1630 228th St. SE	Bothell	WA	250	210,400	2003	1990	
1	Inglennook Court	14220 Juanita Drive, NE	Bothell	WA	224	183,600	1994	1985	
1	Salmon Run at Perry Creek	2109 228th Street SE	Bothell	WA	132	117,100	2000	2000	
1	Stonehedge Village	14690 143rd Blvd., NE	Bothell	WA	196	214,800	1997	1986	
1	Park Hill at Issaquah	22516 SE 56th Street	Issaquah	WA	245	277,700	1999	1999	
1	Peregrine Point	21209 SE 42nd Street	Issaquah	WA	67	85,900	2003	2003	
1	Wandering Creek	12910 SE 240th	Kent	WA	156	124,300	1995	1986	
1	Bridle Trails	6600 130th Avenue, NE	Kirkland	WA	92	73,400	1997	1986	
1	Evergreen Heights	12233 NE 131st Way	Kirkland	WA	200	188,300	1997	1990	
1	Laurels at Mill Creek	1110 164th Street SE	Mill Creek	WA	164	134,300	1996	1981	
1	Anchor Village	9507 49th Avenue West	Mukilteo	WA	301	245,900	1997	1981	
1	Castle Creek	7000 132nd Place, SE	Newcastle	WA	216	191,900	1998	1998	
1	Brighton Ridge	2307 NE 4th Street	Renton	WA	264	201,300	1996	1986	
1	Forest View	650 Duvall Ave. NE	Renton	WA	192	182,500	2003	1998	
1	Fountain Court	2400 4th Street	Seattle	WA	320	207,000	2000	2000	
1	Linden Square	13530 Linden Avenue North	Seattle	WA	183	142,200	2000	1994	
1	Maple Leaf	7415 5th Avenue, NE	Seattle	WA	48	35,500	1997	1986	
1	Spring Lake	12528 35th Avenue, NE	Seattle	WA	69	42,300	1997	1986	
1	Wharftside Pointe	3811 14th Avenue West	Seattle	WA	142	119,200 (2)	1994	1990	
24	Total Seattle Metropolitan Area				18%	4,582	3,875,400		

PORTLAND METROPOLITAN AREA

1	Jackson School Village	300 NE Autumn Rose Way	Hillsboro	OR	200	196,800	1996	1996	
1	Landmark Apartments	3120 NW John Olsen Ave.	Hillsboro	OR	285	282,900	1996	1990	
1	Meadows @ Cascade Park	314 SE 19th Street	Vancouver	WA	198	199,300	1997	1989	
1	Village @ Cascade Park	501 SE 123rd Avenue	Vancouver	WA	192	178,100	1997	1989	
4	Total Portland Metropolitan Area				3%	875	857,100		

OTHER AREAS

1	Devonshire Apartments	2770 West Devonshire Ave.	Hemet	CA	276	207,200	2002	1988	
1	St. Cloud Apartments	6525 Hilcroft	Houston	TX	302	306,800	2002	1968	
2					2%	578	514,000		
118	Multifamily Properties					25,020	20,734,700	1998	1981
4	Multifamily Properties Under Construction					826	772,000		

Avg. square footage 829
 Avg. units per property 212
 Avg. age of property 23

(1) Also has 11,836 square feet of commercial/retail space.
 (2) Also has 9,512 square feet of commercial space.

OTHER REAL ESTATE ASSETS

Manufactured Housing Communities

Green Valley	2130 Sunset Dr.	Vista	CA	157 pads	2002	1973
Riviera	2038 Palm St.	Las Vegas	NV	450 pads	2002	1969

Recreational Vehicle Parks

Circle RV	1835 E. Main St.	El Cajon	CA	179 spaces	2002	1977
Vacationer	1581 E. Main St.	El Cajon	CA	159 spaces	2002	1973
Diamond Valley	344 N. State St.	Hemet	CA	224 spaces	2002	1974
Riviera RV	2200 Palm St.	Las Vegas	NV	136 spaces	2002	1969

Office Buildings

Essex Corporate Headquarter Bldg.	925 E. Meadow Dr.	Palo Alto	CA	17,400	1997	1988
Valley Financial Office Building	2399 Camino Del Rio South	San Diego	CA	5,200	2002	1978
Moore Street Office Building	3205 Moore St.	San Diego	CA	2,000	2002	1957
Essex Southern Cal. Office Building	22110-22120 Clarendon St.	Woodland Hills	CA	38,940	2001	1982

Essex Markets Forecast 2004: Supply, Jobs and Apartment Market Conditions

Market	Residential Supply*				Job Forecast**		Forecast Market Conditions***	
	New MF Supply	% of Total Stock	New SF Supply	% of Total Stock	Est.New Jobs Dec-Dec	% Growth	Estimated Y-o-Y Rent Growth	Estimated Year End Vacancy
Seattle	2,100	0.6%	9,000	1.4%	16,000	1.2%	0% to 1.5%	94.5%
Portland	2,400	1.1%	9,900	1.8%	9,600	1.0%	Flat	93.0%
San Francisco	1,600	0.5%	1,200	0.3%	8,200	0.9%	Flat	95.0%
Oakland	1,800	0.7%	6,100	1.0%	10,700	1.0%	Flat	95.0%
San Jose	2,000	1.0%	2,100	0.5%	2,500	0.3%	Flat	94.0%
Ventura	600	1.2%	2,400	1.2%	3,500	1.3%	2%	95.5%
Los Angeles	7,500	0.5%	8,600	0.5%	36,000	0.9%	2% to 4%	95.5%
Orange	3,200	0.9%	6,200	1.0%	16,000	1.1%	2% to 3%	95.5%
San Diego	4,200	1.1%	9,100	1.4%	25,000	2.0%	3%	95.5%
So. Cal.	15,500	0.7%	26,300	0.8%	80,500	1.1%	2% to 3%	95.5%

All data is an Essex Forecast

* **New Residential Supply**: represents Essex's internal estimate of *actual deliveries* during the year, which are related to but can differ from the 12 Month trailing *Permit Levels* reported on Appendix A.

** **Job Forecast/Performance** refers to the difference between Total Non-Farm Industry Employment (not Seasonally Adjusted) projected through December 2004 over the comparable actual figures for December 2003. The first column represents the *current* Essex forecast of the increase in Total Non-Farm Industry Employment. The second column represents these forecasted new jobs as a percent of the December 2003 base.

***The **Forecast Market Conditions** represents Essex's estimates of the Change in Rents/Vacancy Rates at the end of 2004. The Estimated Year-over-Year Rent Growth represents the forecast change in Effective **Market** Rents for December 2004 vs. December 2003 (where **Market** refers to the entire MSA apartment market, NOT the Essex portfolio). The estimated Year End Vacancy represents Essex's forecast of **Market** Vacancy Rates for December 2004.

New Residential Supply: Permits as % of Current Stock
12 Month Permit Period: September 2003 through September 2004 (inclusive)

Market	Single Family Data					Multi-Family Data			All Residential Data	
	Median SF Price (2003)	2003 SF Affordability*	SF Stock 2000	SF Permits Last 12 Months	% of Stock	MF Stock 2000	MF Permits Last 12 months	% of Stock	Total Residential Permits Last 12 Months	% of Stock
Nassau-Suffolk	\$364,500	101%	740,000	3,639	0.5%	240,000	529	0.2%	4,168	0.4%
New York PMSA	\$352,600	63%	760,000	2,566	0.3%	2,920,000	12,848	0.4%	15,414	0.4%
Boston	\$412,800	70%	1,530,000	7,097	0.5%	670,800	5,024	0.7%	12,121	0.6%
Baltimore	\$208,100	135%	797,000	7,845	1.0%	268,000	2,526	0.9%	10,371	1.0%
Philadelphia	\$168,000	163%	1,532,000	15,135	1.0%	515,100	6,479	1.3%	21,614	1.1%
Chicago	\$238,900	118%	1,700,000	35,414	2.1%	1,404,900	9,281	0.7%	44,695	1.4%
Wash. D.C. PMSA	\$286,200	109%	1,299,000	27,278	2.1%	644,300	9,612	1.5%	36,890	1.9%
Denver	\$238,200	112%	582,000	16,124	2.8%	274,900	4,273	1.6%	20,397	2.4%
Miami/Ft. Lauderdale	\$227,000	94%	717,000	22,496	3.1%	876,000	16,493	1.9%	38,989	2.4%
Minneapolis	\$199,600	147%	818,000	22,496	2.8%	351,800	6,413	1.8%	28,909	2.5%
Dallas-Ft. Worth	\$138,400	179%	1,381,000	43,909	3.2%	650,000	9,090	1.4%	52,999	2.6%
Austin	\$156,700	161%	326,000	12,925	4.0%	169,900	3,200	1.9%	16,125	3.3%
Houston	\$136,400	174%	1,027,000	40,909	4.0%	547,700	11,989	2.2%	52,898	3.4%
Atlanta	\$152,400	181%	1,122,000	58,214	5.2%	467,800	11,747	2.5%	69,961	4.4%
Phoenix	\$152,500	155%	970,000	54,786	5.6%	360,500	6,886	1.9%	61,672	4.6%
Orlando	\$145,100	152%	482,000	27,387	5.7%	201,500	6,740	3.3%	34,127	5.0%
Las Vegas	\$179,200	124%	440,000	33,639	7.6%	215,700	4,726	2.2%	38,365	5.9%
Totals	\$227,152	132%	16,223,000	431,859	2.7%	10,778,900	127,856	1.2%	559,715	2.1%
Seattle	\$268,800	106%	656,000	11,815	1.8%	354,487	3,926	1.1%	15,741	1.6%
Portland	\$192,000	125%	561,000	10,739	1.9%	225,335	4,394	1.9%	15,133	1.9%
San Francisco	\$566,400	59%	368,000	1,444	0.4%	344,000	2,466	0.7%	3,910	0.5%
Oakland	\$399,000	83%	625,000	7,026	1.1%	270,000	3,818	1.4%	10,844	1.2%
San Jose	\$473,900	76%	388,000	2,486	0.6%	192,000	2,223	1.2%	4,709	0.8%
Los Angeles	\$318,900	84%	1,877,000	11,515	0.6%	1,392,963	12,226	0.9%	23,741	0.7%
Ventura	\$388,500	80%	199,000	1,649	0.8%	53,295	852	1.6%	2,501	1.0%
Orange	\$418,600	78%	628,000	5,622	0.9%	340,800	3,283	1.0%	8,905	0.9%
San Diego	\$379,300	73%	664,000	9,935	1.5%	375,664	4,953	1.3%	14,888	1.4%
PNW	\$233,398	115%	1,217,000	22,554	1.9%	579,822	8,320	1.4%	30,874	1.7%
No Cal	\$464,651	74%	1,381,000	10,956	0.8%	806,000	8,507	1.1%	19,463	0.9%
So Cal	\$353,510	81%	3,368,000	28,721	0.9%	2,162,722	21,314	1.0%	50,035	0.9%
ESSEX	\$354,735	86%	5,966,000	62,231	1.0%	3,548,543	38,141	1.1%	100,372	1.1%

Permits: Single Family equals 1 Unit, Multi-Family equals 5 or More Units

Sources: SF Prices - National Association of Realtors, Rosen Consulting Group; Permits, Total Residential Stock - U.S. Census, Axiometrics

Median Home Prices - National Association of Realtors; DataQuick, Mortgage Rates - Freddie Mac, Median Household Incomes - US Census; BEA; Essex

Single Family - Multi-Family Breakdown of Total Residences, Rosen Consulting Group, US Census, EASI, Essex

*Single Family Affordability - Equals the ratio of the **actual** Median Household Income to the Income **required** to purchase the Median Priced Home.

The **required** Income is defined such that the Mortgage Payment is 35% of said Income, assuming a 10% Down Payment and a 30-year fixed mortgage rate (5.75%).

Median Household Income is estimated from US Census 2000 data and Income Growth from BEA and Population Growth from the US Census.