

## Unlocking Electrification Opportunities in California's Multifamily Housing Market



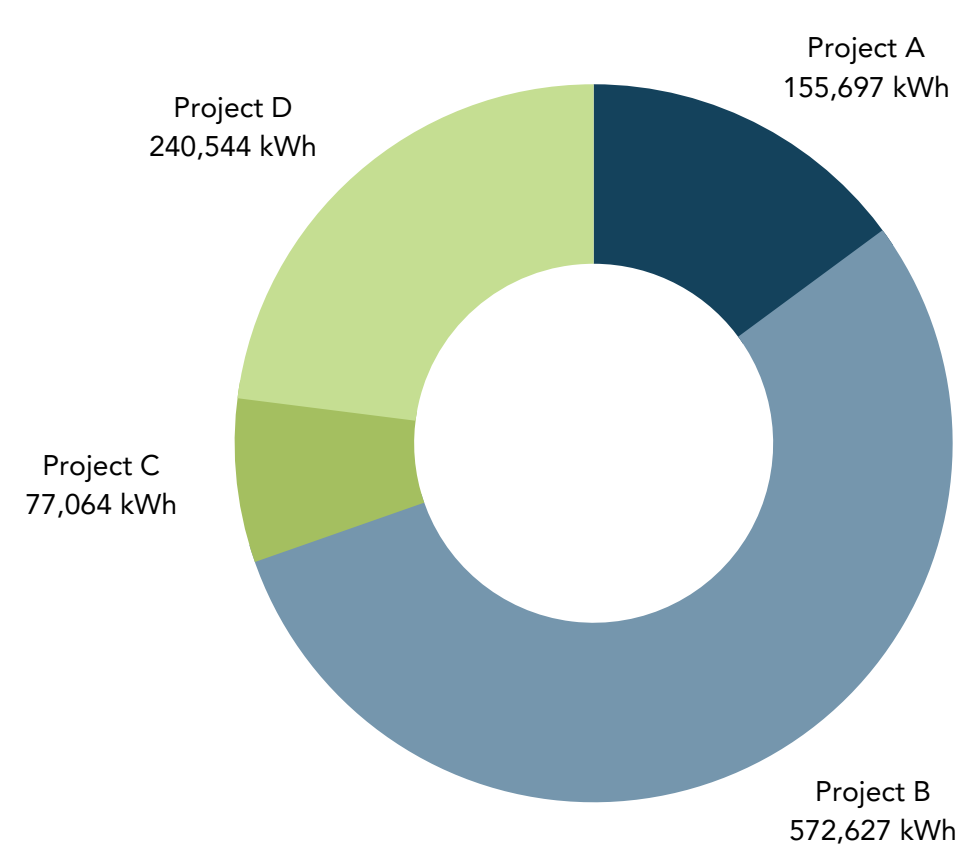
### Growing Segment

California has the **nation's largest multifamily housing stock at over 3 million units**, most of which will require upgrades for the clean energy transition. Billions in federal and state funding will expedite demand for services.

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### Noted Trends

Between 2021 and 2022, SoCalREN noted a **400% increase** in projects with at least one fuel substitution measure.



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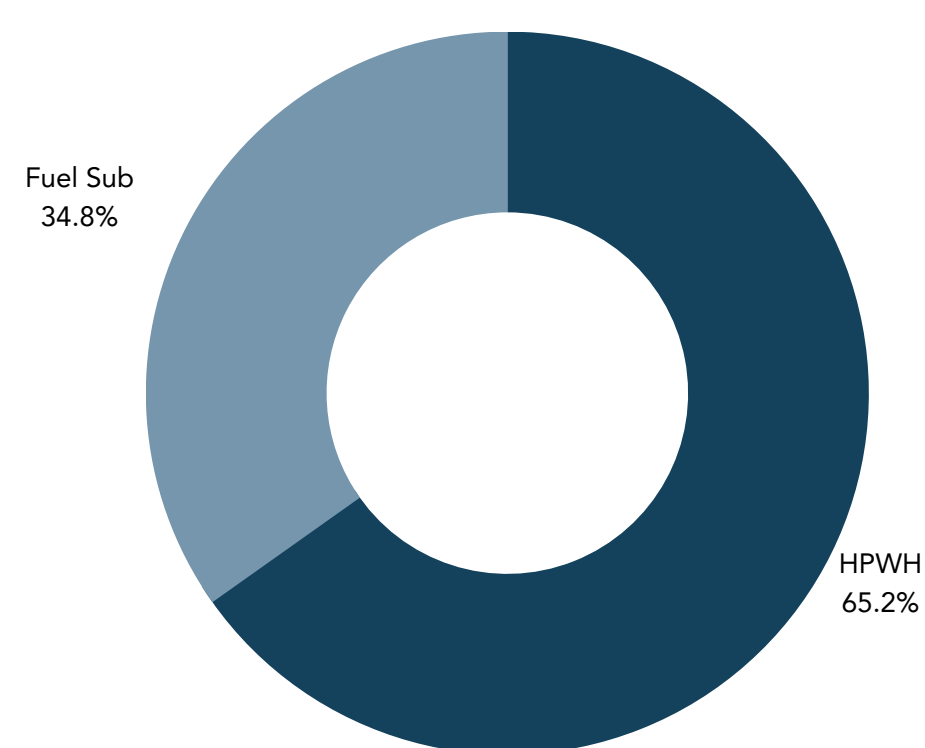


### Key Measures

In addition to heat pump space and water heating, **emerging technologies** like heat pump dryers and pool heaters and induction cooktops are well-suited for the multifamily segment.

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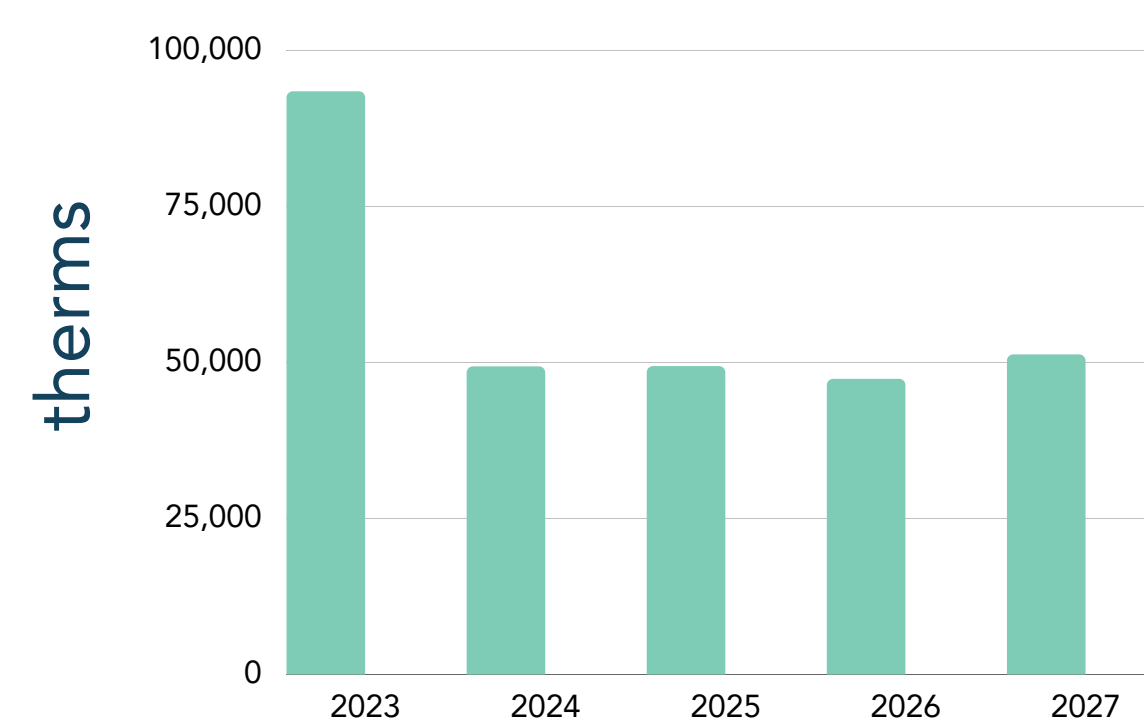
### Savings Potential



Fuel substitution projects could deliver more than **301,000 therms savings** by 2027.

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### Projections & Benefits



These savings are equivalent to the **carbon impact** of removing 450 cars from the road, or growing 33,000 trees for 10 years.

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