



Multi-Family Submarket Report

Vancouver

Portland - OR

PREPARED BY

TMG
MULTIFAMILY
A Division of the TMG Family of Companies



MULTI-FAMILY SUBMARKET REPORT

Submarket Key Statistics	1
Vacancy	2
Rent	5
Construction	7
Sales	11
Sales Past 12 Months	13
Supply & Demand Trends	15
Vacancy & Rent	17
Sale Trends	19
Deliveries & Under Construction	21

12 Mo. Delivered Units

1,767

12 Mo. Absorption Units

1,850

Vacancy Rate

4.0%

12 Mo. Asking Rent Growth

9.0%

Vancouver has exhibited robust fundamentals and garnered increased attention from developers and investors in recent years, likely in response to increasing regulations in Portland and Oregon as a whole. Given these factors, Vancouver's profile should continue to rise further among multifamily stakeholders.

Construction in Vancouver has continued at a quicker pace than almost anywhere else in the metro. The supply wave has been ongoing over the past decade. Submarket inventory has increased by about 37.1% during that time, versus the larger metro inventory growth rate of 31.9%. But despite the construction surge, demand continues to outstrip delivering units and vacancies remain low. New development activity will

surge even higher when Gramor Development adds thousands of units on the waterfront over the next few years.

Vancouver's rent growth has outperformed the overall Portland metro for the past six years, and year-over-year submarket gains were significantly stronger than Portland's performance during the coronavirus pandemic's peak months. Investors are pouring into the area as a result, with more than \$400 million in deals recorded in both 2019 and 2020. Trading slowed in the early months of the pandemic, but one of the largest sales in submarket history capped a recorded setting fourth quarter when more than \$275 million in deals closed.

KEY INDICATORS

Current Quarter	Units	Vacancy Rate	Asking Rent	Effective Rent	Absorption Units	Delivered Units	Under Constr Units
4 & 5 Star	11,723	5.8%	\$1,716	\$1,701	0	0	420
3 Star	14,404	3.1%	\$1,471	\$1,464	5	0	74
1 & 2 Star	6,346	2.7%	\$1,115	\$1,110	0	0	0
Submarket	32,473	4.0%	\$1,511	\$1,501	5	0	494

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	-0.5%	4.9%	3.4%	7.4%	2003 Q1	3.4%	2006 Q4
Absorption Units	1,850	547	586	2,071	2021 Q2	(337)	2002 Q1
Delivered Units	1,767	571	580	1,929	2021 Q2	0	2012 Q1
Demolished Units	0	0	4	36	2000 Q4	0	2021 Q4
Asking Rent Growth (YOY)	9.0%	2.9%	5.1%	9.6%	2015 Q3	-3.2%	2003 Q3
Effective Rent Growth (YOY)	9.1%	2.9%	5.1%	9.7%	2015 Q3	-3.3%	2003 Q3
Sales Volume	\$566M	\$152.2M	N/A	\$661.5M	2021 Q3	\$23.7M	2010 Q3

Submarket vacancies in Vancouver can be volatile due to a generally heavy delivery pipeline. This is a more recent phenomenon, with more than 1,000 units opened here in 2020 and over 1,300 units delivered in 2019. Strong absorption has held vacancies below metro averages. As of the first quarter of 2022, there are an additional 490 units currently under construction, set to expand existing inventory by 1.5%. Vancouver's large population and the continued strength of local demand, with about half of all households renting, have served to temper supply-induced vacancy increases.

Continued development is anticipated. As part of a \$1.5 billion project, Gramor Development plans to deliver 3,300 apartment and condo units along the waterfront over the next several years. Population growth aside, this level of construction activity is unprecedented for the submarket and will provide a test of fundamentals. Demand for these future units could receive a big boost, too, as ZoomInfo recently announced it signed a lease to expand its global headquarters in Vancouver at Terminal 1 on the east end of the developing waterfront. Lincoln Property Company is developing the multi-story office building. Currently located at 805 Broadway St, ZoomInfo will reportedly make the move sometime in 2025.

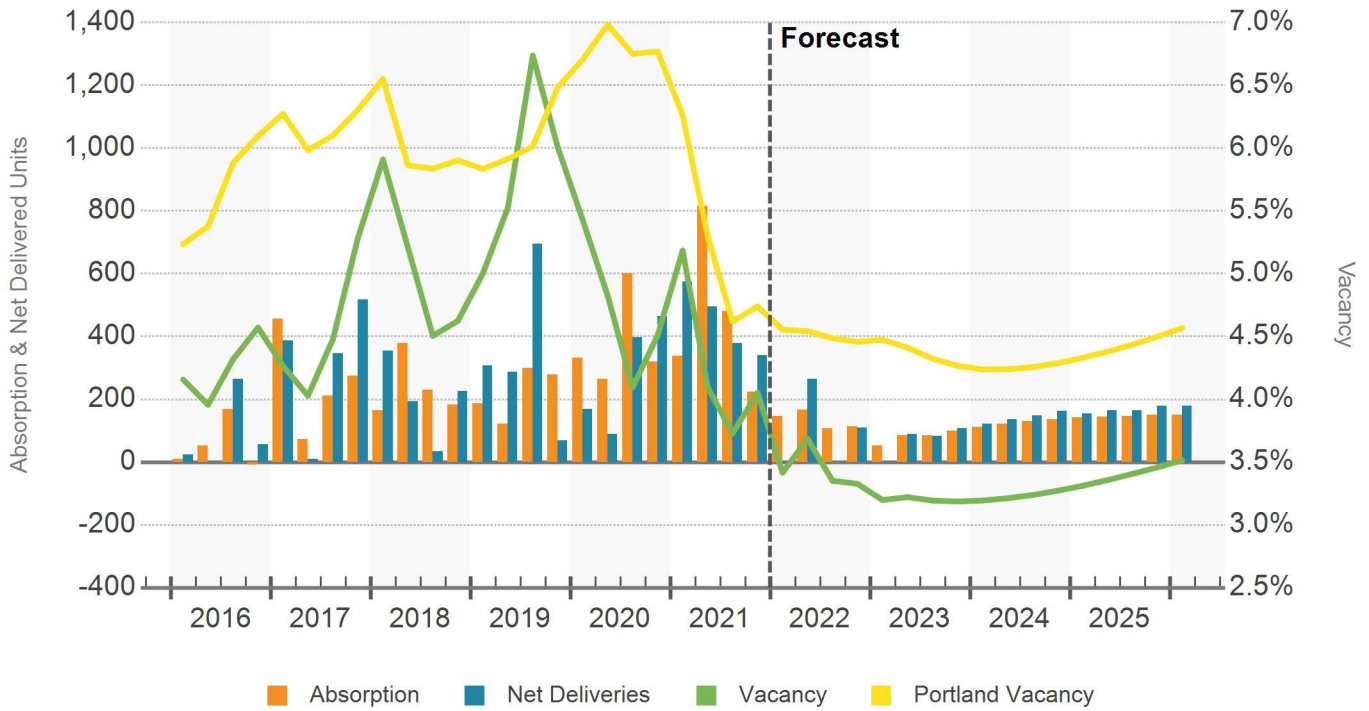
Across the river, investors and developers contend with an increasingly burdensome regulatory environment that stakeholders in Vancouver don't have to navigate. They

grapple with capped rent growth, inclusionary zoning, compliance with the Urban Growth Boundary, and sizable relocation payments for displaced tenants, among other regulations. For example, in January 2019, the executive director of Prosper Portland cited inclusionary zoning as contributing to the failure of the proposed 33-acre South Waterfront development. Meanwhile, construction at Vancouver's Waterfront development continues apace with few regulatory obstacles.

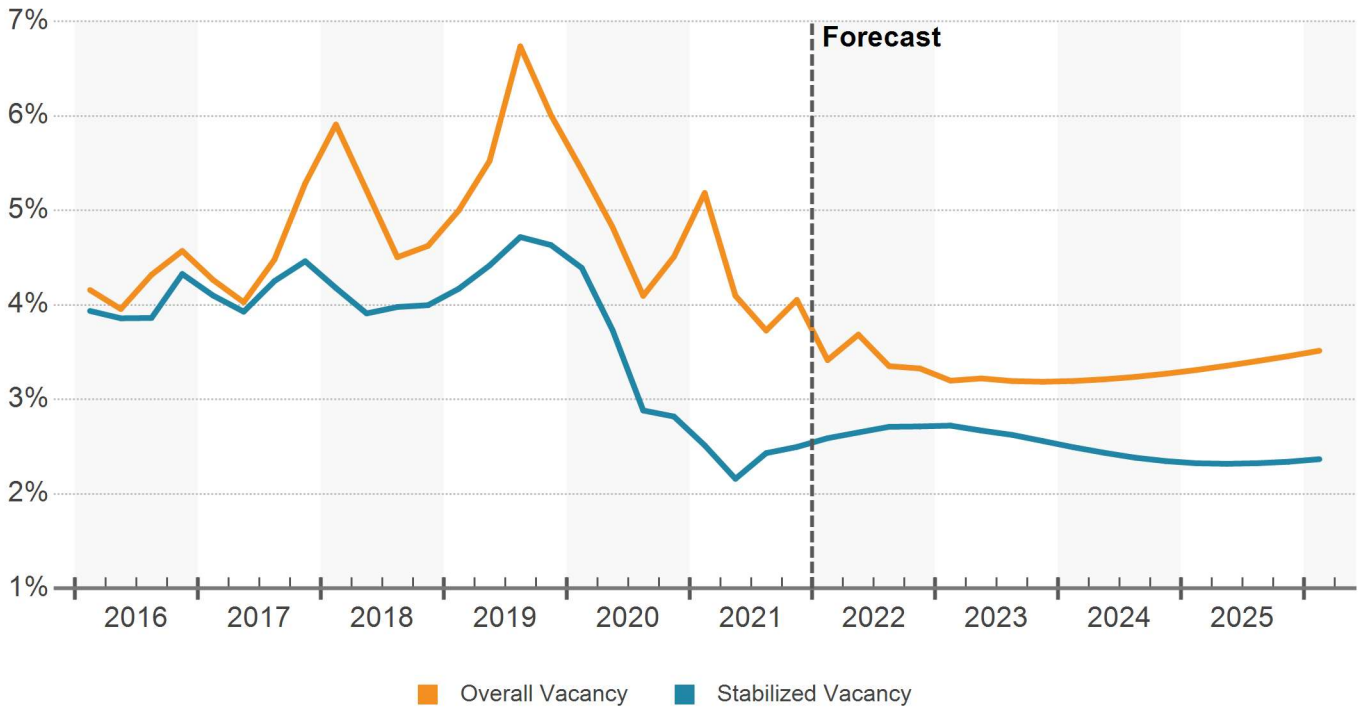
For City of Vancouver residents, the median annual household income is about \$66,000, and about 35% of residents have a four-year college degree. Local incomes may put a ceiling on future rent increases. Vancouver employers include Banfield Pet Hospital, headquartered locally, and PeaceHealth, with around 4,400 workers metro wide. Other notable Vancouver employers include DiscoverOrg and Washington State University-Vancouver, with about 3,600 enrolled students. Frito Lay also has a large presence in Vancouver, with 650,000 SF of industrial space.

Vancouver residents and businesses benefit from Washington's lack of a state income tax and have proved willing to travel to Oregon for tax-free shopping. However, regular commuters to Portland face daunting traffic or a 50-minute Amtrak ride. The mean travel time to work for all Vancouver residents is 25 minutes.

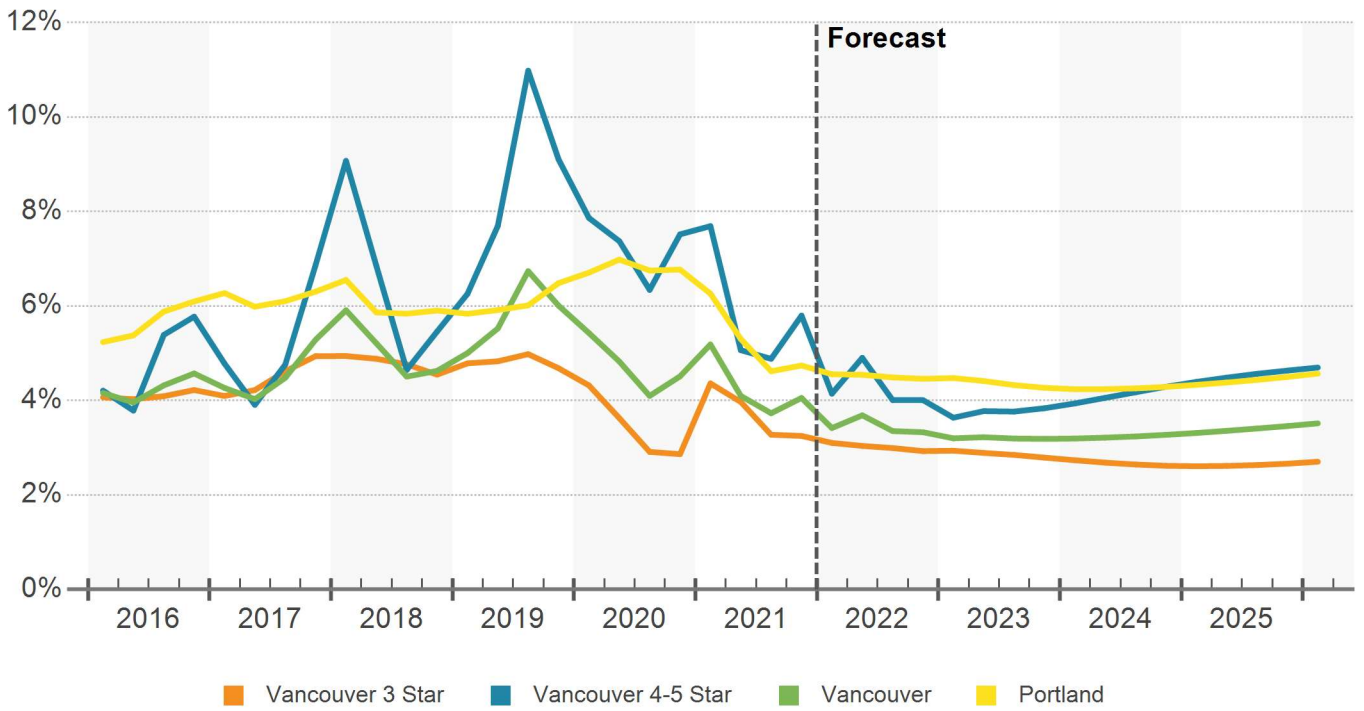
ABSORPTION, NET DELIVERIES & VACANCY



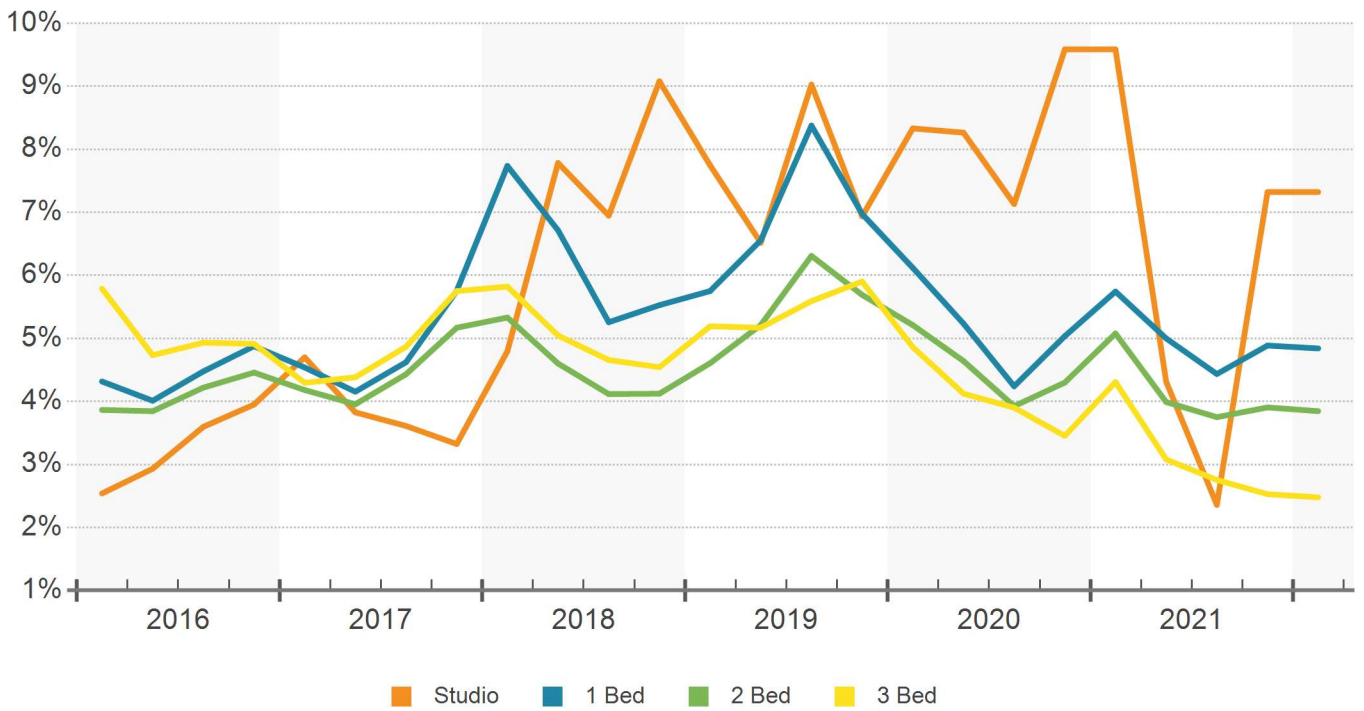
OVERALL & STABILIZED VACANCY



VACANCY RATE



VACANCY BY BEDROOM



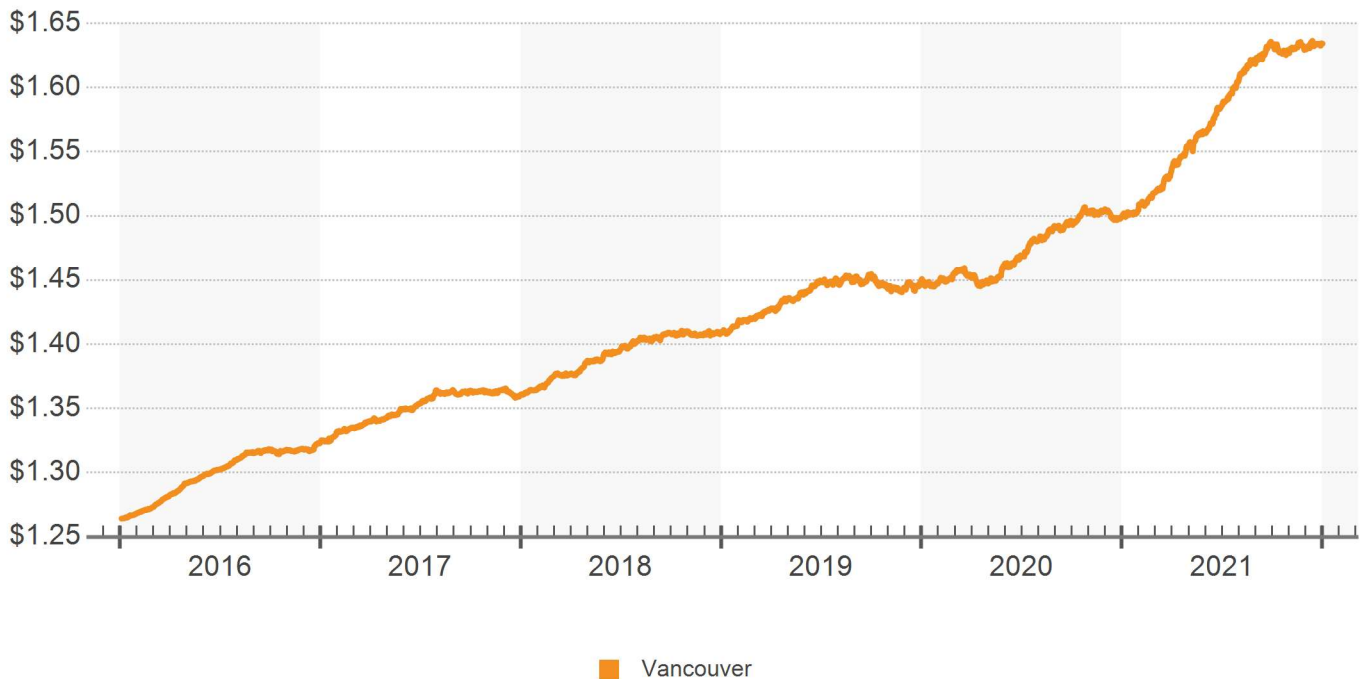
Year-over-year rent growth in Vancouver stands at 9.0%, compared with gains of 9.1% in the wider Portland metro. Even before the pandemic's onset, Vancouver consistently saw some of the strongest rent gains across Portland. Annual gains in Vancouver have averaged 4.4% over the past five years.

In February 2019, Oregon passed a statewide law capping annual rent growth at 7% plus inflation for apartments at least 15 years old. With regard to older apartments, Vancouver's peak for annual rent growth in the past decade—just under 10%, in 2015—was higher than the comparable peak of most Oregon metros with at least 4,000 units. Oregon's rent cap legislation may serve to divert investor and developer attention to Vancouver.

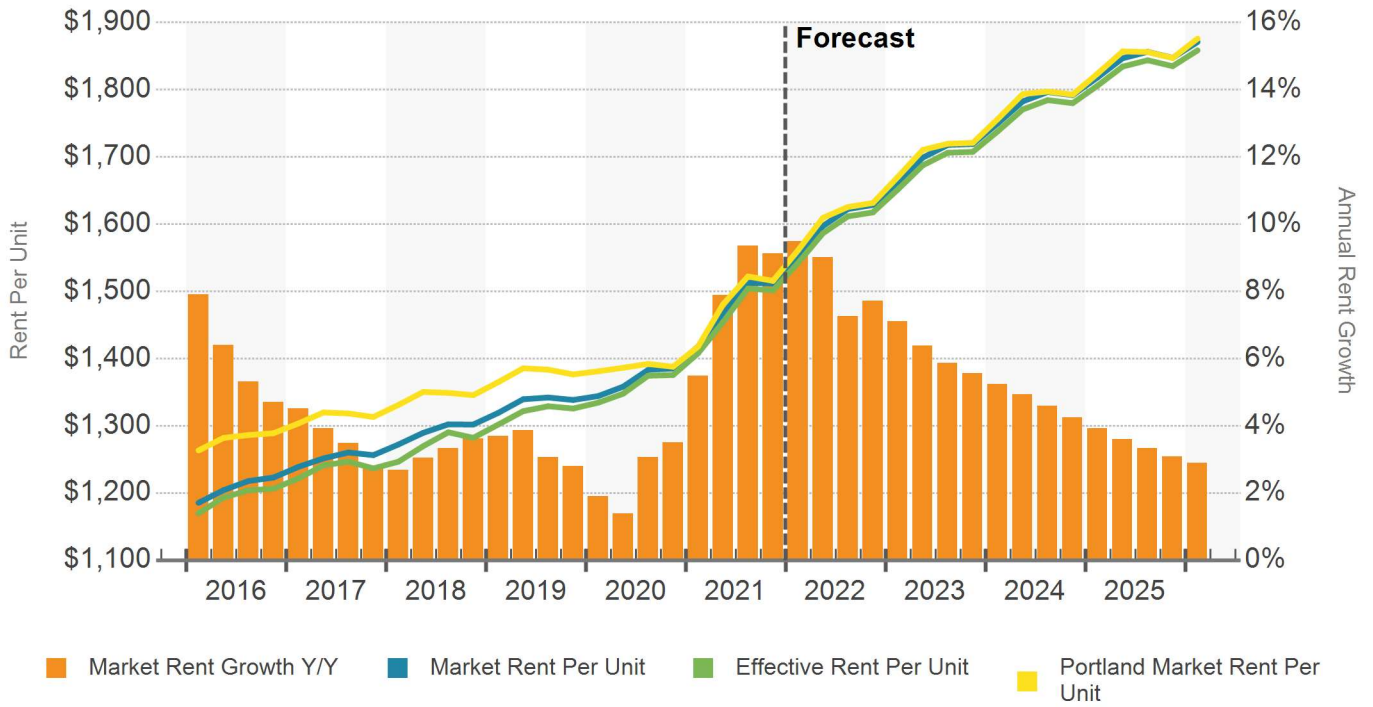
The submarket's most expensive apartments are typically found in Downtown Vancouver, though newly delivering units in the Waterfront development are also on the pricey side. At the 63-unit Rediviva at the Waterfront, average rents are around \$2,625/month, or approximately 75% above the submarket average.

Vancouver rents currently sit at \$1,510/unit, while larger metro rents average about \$1,520/unit. The gap between the Portland metro's average rent and the Vancouver rate has narrowed over time, as the submarket dependably exhibits strong rent growth. Over the past decade, cumulative rent gains in Vancouver amount to approximately 57.4%, versus the larger metro growth of 47.2% over the same period of time.

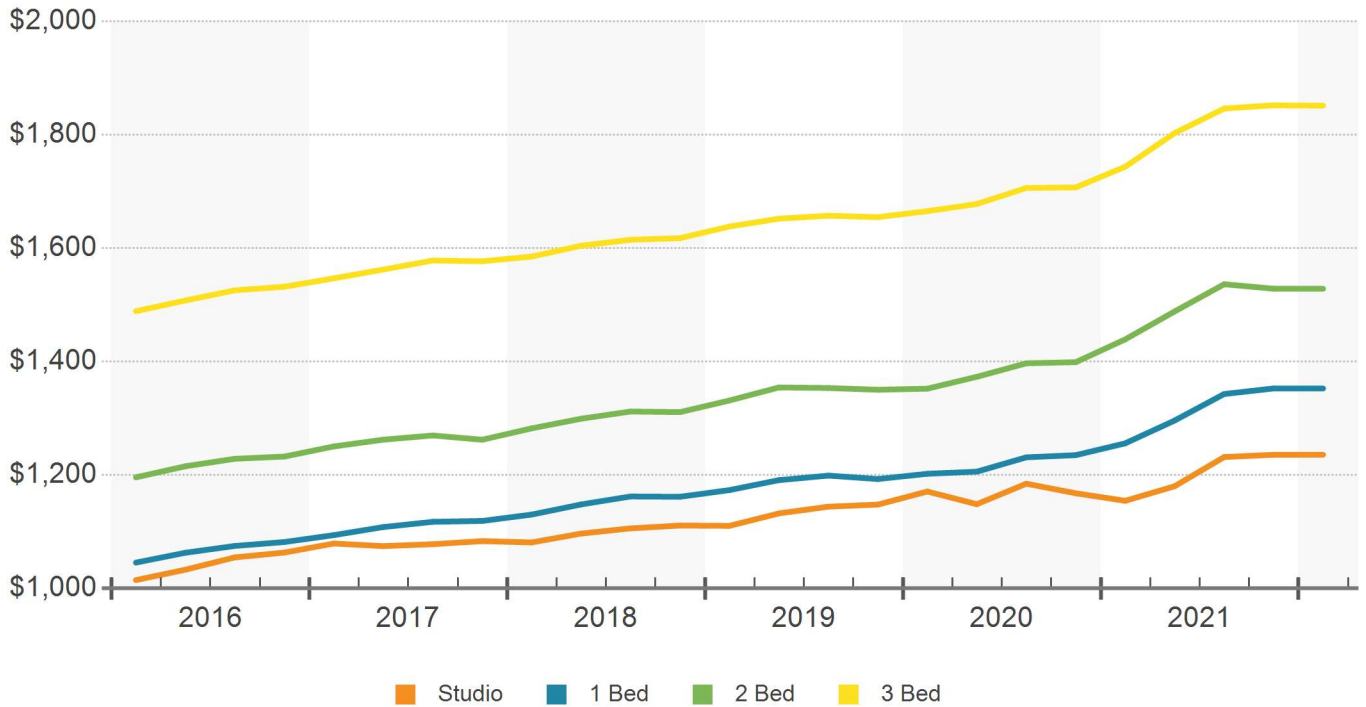
DAILY ASKING RENT PER SF



MARKET RENT PER UNIT & RENT GROWTH



MARKET RENT PER UNIT BY BEDROOM



Inclusionary zoning requirements in the City of Portland seem to be heightening Vancouver's attraction to developers. There are around 490 units under construction, adding to current Portland metro construction totals of 4,300 units. The recent wave of construction is set to expand existing inventory in Vancouver by another 1.5%. For reference, Vancouver has historically had about 810 units underway at any given time.

Submarket inventory has increased by around one-third over the past decade. Trailing year net deliveries total around 1,800 units, versus the ten-year average of 840 units per year. Despite the supply onslaught, demand has been more than enough to keep pace, as renters rush to secure units. Approximately 1,800 units were filled over the past year. And apartment demand should remain above historical averages in the near- to mid-term. Housing prices, both in the Portland metro and nationwide, are on the rise. This has forced many potential home seekers and first-time buyers to abandon their purchase plans and turn to renting in the interim.

Developers of even the largest, most recently constructed buildings tend to be locally headquartered. As Portland's Urban Growth Boundary limits urban sprawl, Vancouver isn't nearly as densely populated as its neighbor across the Columbia River.

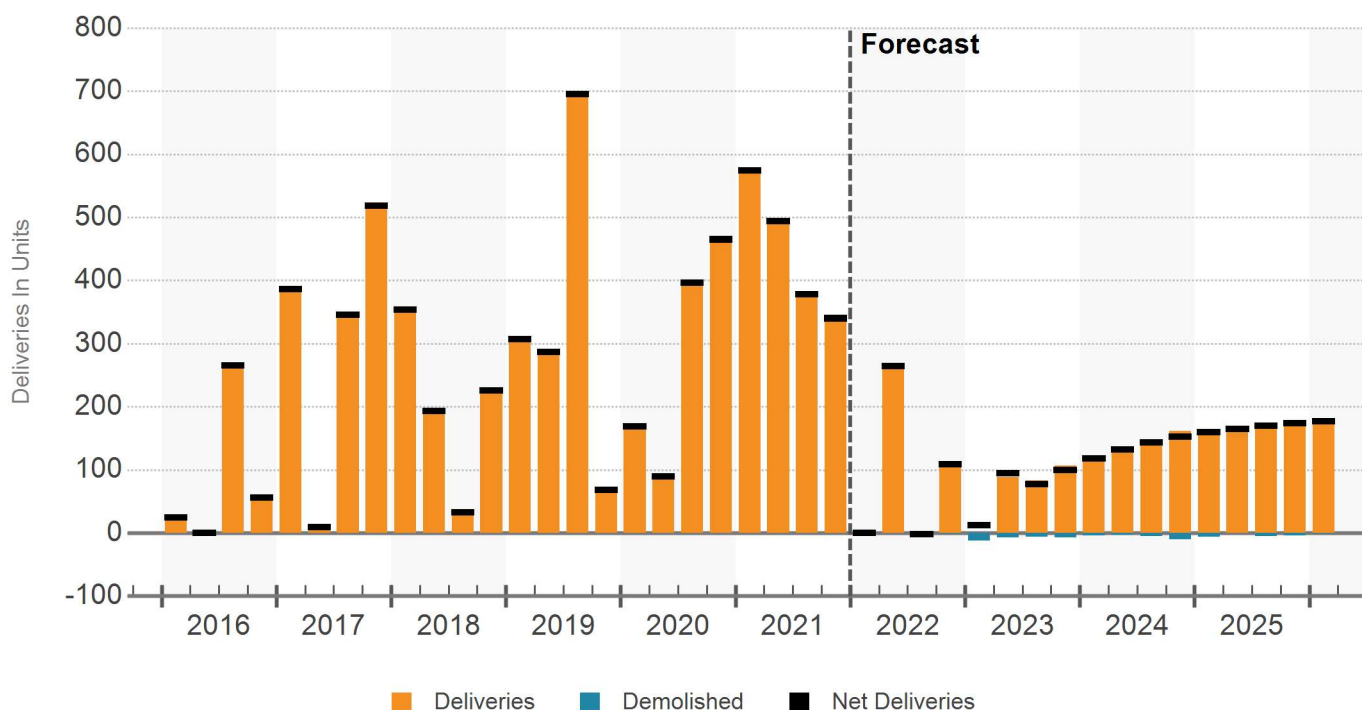
Nearly 80% of all units here are in garden-style communities. Two-bedroom units dominate the Vancouver area, making up around 55% of inventory. This extra space may be contributing to Vancouver's appeal during the pandemic, with both tight vacancies and strong rent growth evident.

Move-ins at the 276-unit Kielo at Grass Valley began in July 2020, a few months after the onset of the pandemic, and but the community was stabilized as of 21Q4. Located in Camas, the property is owned and managed by NALS Apartment Homes.

Vancouver-based Dean Kirkland Development began delivering the 169-unit 192nd West Lofts in March 2020, with construction finalized in the fall. The project is now stabilized.

Gramor Development plans to build thousands of units on a 24.5-acre tract along the Columbia River. The Waterfront project could add over 10% to the submarket's existing inventory, a record for Vancouver. The development would also add condo units, 10 park acres, 1.2 million SF of office space, and 500,000 SF of retail and hospitality space. Two projects have delivered so far: the 63-unit Rediviva at the Waterfront, delivered in December 2018, and the 216-unit RiverWest, delivered in July 2019.

DELIVERIES & DEMOLITIONS



Construction

Vancouver Multi-Family

All-Time Annual Avg. Units

568

Delivered Units Past 8 Qtrs

2,905

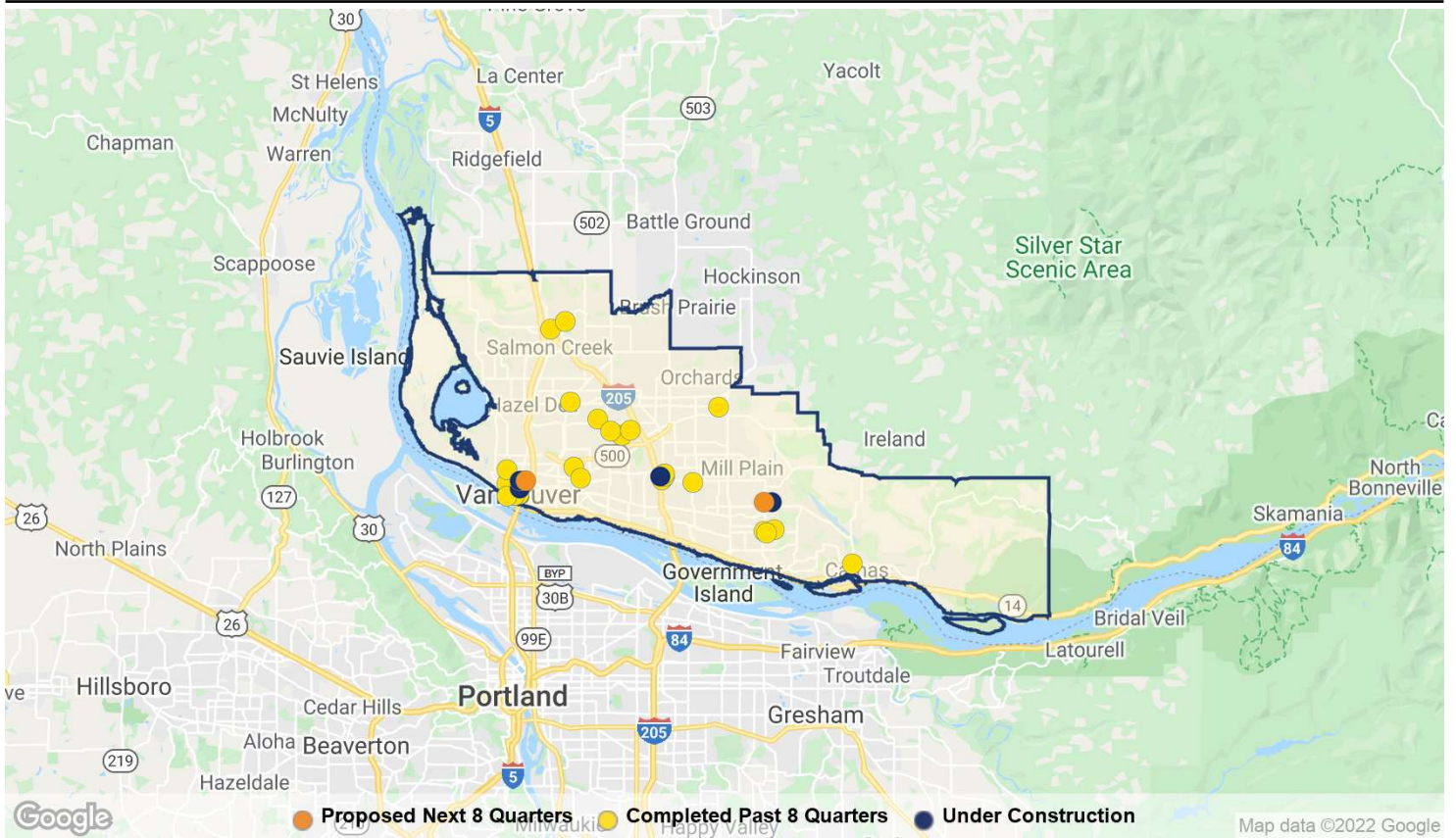
Delivered Units Next 8 Qtrs

494

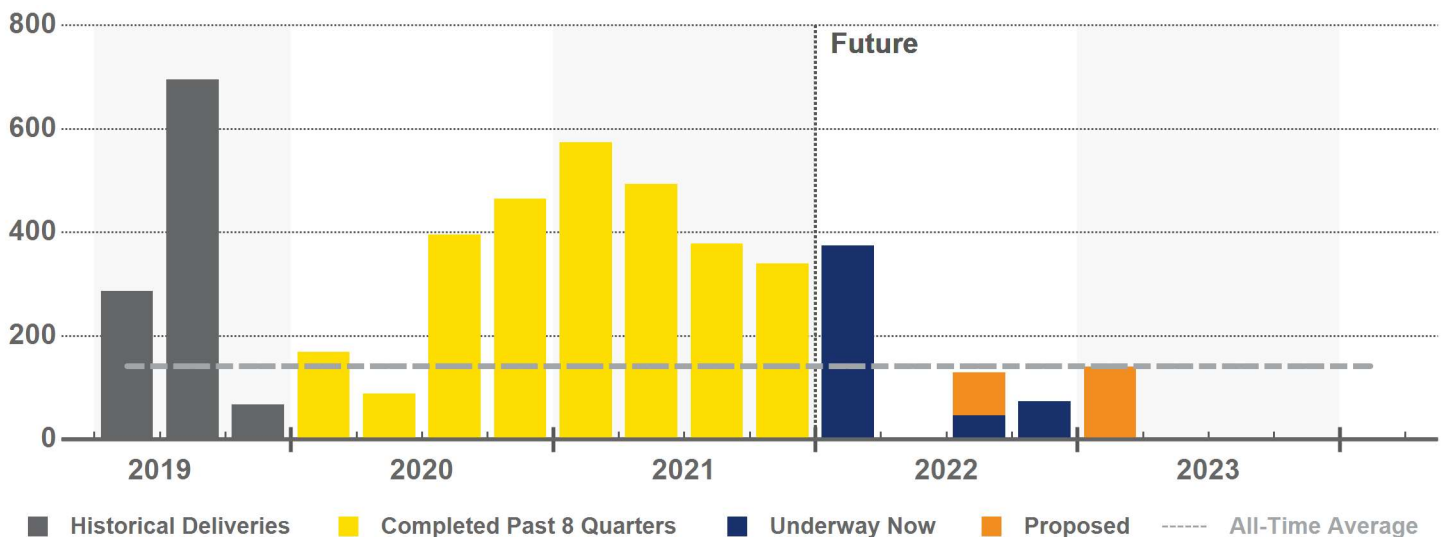
Proposed Units Next 8 Qtrs

224

PAST 8 QUARTERS DELIVERIES, UNDER CONSTRUCTION, & PROPOSED



PAST & FUTURE DELIVERIES IN UNITS



RECENT DELIVERIES

Property Name/Address	Rating	Units	Stories	Start	Complete	Developer/Owner
1 5 Points Apartments 1807 NE 112th Ave	★ ★ ★ ★ ★	92	3	Apr 2020	Nov 2021	Ginn Realty Group Ginn Realty Group
2 The Columbia at the Wat... 1111 W Columbia Way	★ ★ ★ ★ ★	248	7	Oct 2019	Nov 2021	- Jackson Square Properties
3 Kestrel Park Apartments 6900 NE 154th Ave	★ ★ ★ ★ ★	178	3	Sep 2020	Sep 2021	Hurley Development Jackson Square Properties
4 134th Street Lofts 13414 NE 23rd Ave	★ ★ ★ ★ ★	124	4	Dec 2016	Aug 2021	- iCap Enterprises, Inc.
5 Angelo Tower 330 Mill Plain Blvd	★ ★ ★ ★ ★	46	6	Mar 2019	Aug 2021	AI Angelo Company AI Angelo Company
6 Bridger Court 4242 E 18th St	★ ★ ★ ★ ★	30	3	Dec 2020	Aug 2021	Team Construction Inc. Raymond Lester
7 Westridge Lofts 2221 SE 192nd Ave	★ ★ ★ ★ ★	100	4	Jan 2020	Jun 2021	- Romano Capital
8 Minnehaha Meadows 6008 NE 64th St	★ ★ ★ ★ ★	49	2	Dec 2018	Jun 2021	Ginn Development Realty Mogul
9 Rosa A 1655 C St	★ ★ ★ ★ ★	50	4	Mar 2020	Jun 2021	- Mark R Madden Living Trust
10 The Aria 636 W 6th St	★ ★ ★ ★ ★	127	6	Apr 2016	Apr 2021	Cascadia Development Partners Cascadia Development Partners
11 Haven Hills 13914 NE Salmon Creek...	★ ★ ★ ★ ★	168	3	Aug 2020	Apr 2021	- Jackson Square Properties
12 Acero Jensen Park 7714 NE 39th Ct	★ ★ ★ ★ ★	288	3	Aug 2019	Mar 2021	- Investment Development Manage...
13 81st Avenue Apartments 8004 NE 51st St	★ ★ ★ ★ ★	20	3	Jul 2019	Feb 2021	Andrey Kaminskiy Andrey Kaminskiy
14 Acero Haagen Park 1330 NE 136th Ave	★ ★ ★ ★ ★	260	3	Jan 2019	Feb 2021	- Jeff Gordon
15 1111 W Fourth Plain Blvd	★ ★ ★ ★ ★	6	3	Jan 2020	Feb 2021	- Nevada Home Investments Llc
16 Autumn Grove Apartments 8778 NE 54th St	★ ★ ★ ★ ★	148	3	Nov 2019	Dec 2020	- The Calida Group
17 Tinnakorn Lofts 1414 Markle Ave	★ ★ ★ ★ ★	21	3	Feb 2019	Nov 2020	Saengporn Properties LLC Columbia Bank
18 Block 1618 Apartments 1618 NE 112th Ave	★ ★ ★ ★ ★	61	1	Oct 2019	Nov 2020	Prather & Pietz Properties Prather & Pietz Properties
19 Coen & Columbia 608 Washington St	★ ★ ★ ★ ★	200	7	Mar 2019	Oct 2020	- EJF Capital LLC
20 Ava Apartments 7070 NE 54th St	★ ★ ★ ★ ★	35	3	Jun 2019	Oct 2020	- Princeton Property Management

UNDER CONSTRUCTION

Property Name/Address	Rating	Units	Stories	Start	Complete	Developer/Owner
1 The Oliveen SE 197th Ave & SE 1st St	★ ★ ★ ★ ★	264	1	Mar 2021	Feb 2022	- Romano Capital

UNDER CONSTRUCTION

Property Name/Address	Rating	Units	Stories	Start	Complete	Developer/Owner
2 Block 10 808 Washington St	★★★★☆	110	6	Jun 2020	Mar 2022	Holland Partner Group Holland Partner Group
3 Bennett Apartments 1600 Washington St	★★★★☆	74	3	Dec 2021	Dec 2022	Hurley Development Hurley Development
4 Brooke Overlook Apartm... 11018 NE 118th St	★★★★☆	46	3	Mar 2021	Sep 2022	BearCreek PMG Harold & Annie T Buell

PROPOSED

Property Name/Address	Rating	Units	Stories	Start	Complete	Developer/Owner
1 The Ledges at Columbia... 19801 SE Ascension Loop	★★★★☆	141	5	Jan 2022	Jan 2023	Kirkland Development LLC KRISTIN KIRKLAND
2 Residences at Arnada 409 E 17th St	★★★★☆	83	-	Jan 2022	Jul 2022	Palindrome Communities LLC PacifiCap Properties Group

Similar to the larger metro, Vancouver multifamily investment slowed in the early months of the outbreak, but a flurry of large deals closed in 20Q4. Multifamily investments are increasingly drawn to Vancouver in the wake of Oregon's new rent control law and increasing regulations in the City of Portland. Throughout the past 10 years, most Vancouver trades have involved private investors and were typically valued under \$10 million, but institutional transactions are now becoming more common. Since the start of 2010, the market price per unit has tripled, while cap rates have compressed by close to 300 basis points.

Sales transactions in 2021 are starting to heat up, with trailing-year volume of \$566 million, versus the five-year average mark of \$335 million. Several outsized deals are worthy of mention.

In November, the 200-unit Arnada Pointe sold as part of a 62-property portfolio deal for \$3.65 billion at a 4.63% cap rate. CoStar's allocated price to Arnada Pointe was \$55.1 million (\$276,000/unit).

In late August, a 387-unit 3 Star complex rebranded to Avana One Zero Nine sold to Greystar Real Estate Partners for \$104 million (\$269,000/unit). Santa Monica, California-based Vista Investment Group and its partner had acquired the property in 2019 for \$68.8 million. Renovations since then included new flooring, upgraded lighting fixtures, stainless steel appliances and refreshed cabinets and countertops. The clubhouse, pool deck and outdoor amenities were also upgraded.

In early August, Seattle-based Rise Properties Trust acquired the 160-unit Fountain Village for \$35.6 million (\$222,000/unit). The property was fully occupied at the time of sale and traded at a 4.99% cap rate.

In June, Nevada-based The Calida Group paid \$39.5 million (\$267,000/unit), to acquire the 4-Star, 148-unit Autumn Grove Apartments. The complex has a mix of one and two-bedroom units at average asking rates of about \$1.88/SF. The seller was MAJ Commercial, a local

full-service brokerage and investment firm.

Five trades of more than \$20 million closed in the fourth quarter of 2020, marking one of the most intense periods of apartment trading in Vancouver history.

In November, Greystar paid \$71.8 million (about \$214,000/unit), to acquire the 3-Star, 336-unit Avana Evergreen. This was the largest apartment trade in Vancouver history. The asset, which has a mix of one and two-bedroom units at average asking rates of about \$1.55/SF, was acquired by Blackstone in 2016 as part of a larger portfolio sale.

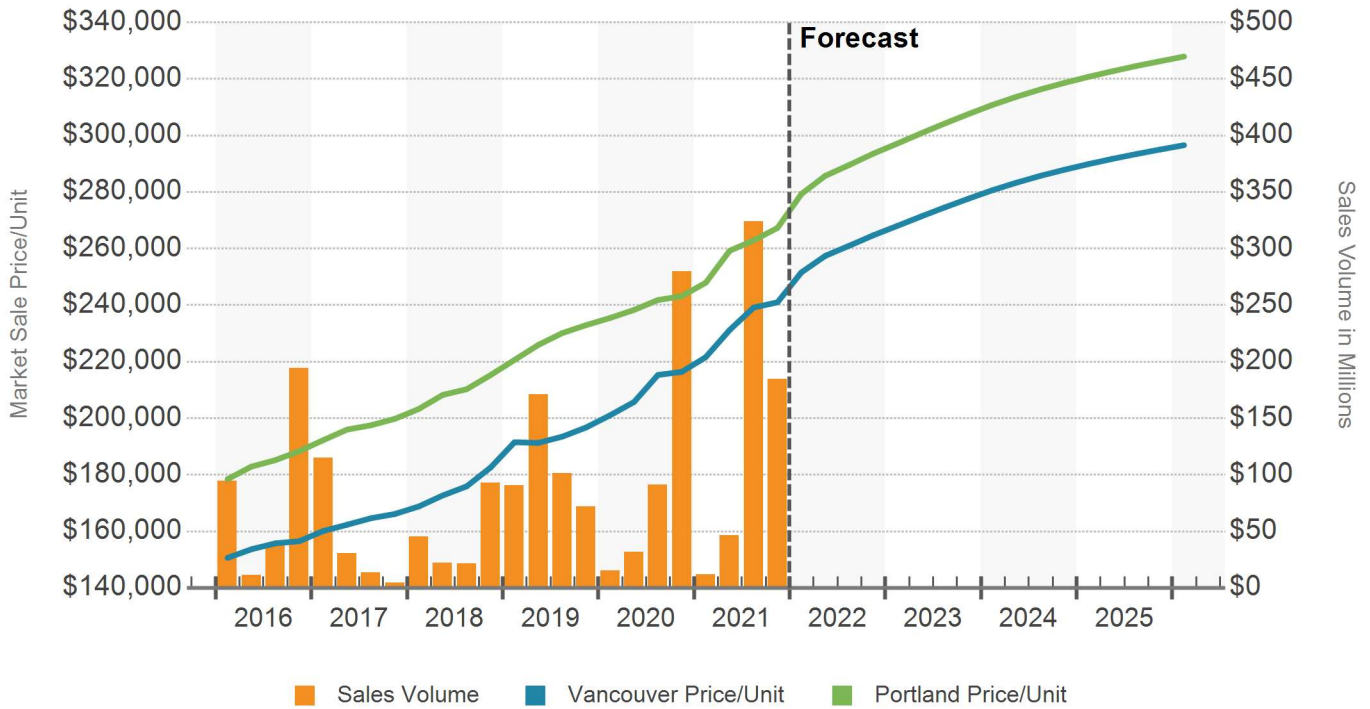
In October, a joint venture between EJV Capital and Holland Partner Group acquired two adjacent buildings for \$62.5 million (\$313,000/unit). The 118 unit **Coen** was nearing completion at the time of sale, while the 82-unit **Columbia** delivered in 2002. One block north, the buyers are developing **Block 10**, a mixed use-project with 110 apartments along with office and retail space.

In September 2020, the 179-unit Hearth sold for \$51 million (\$285,000/unit). The property delivered in August 2019. Fore, the seller, is based in Las Vegas, while buyer MG Properties Group is based in San Diego.

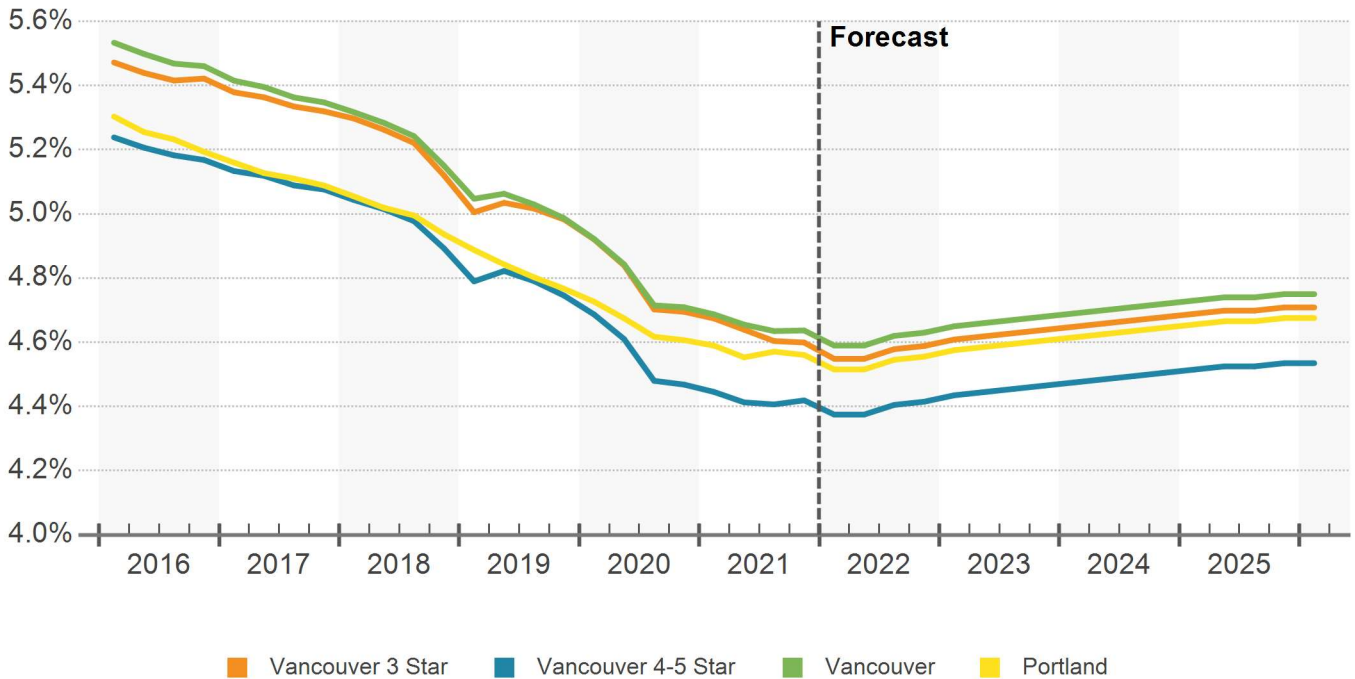
Also in September 2020, the 90-unit Latitude 45 sold for \$20.5 million (\$228,000/unit). The community finalized delivery just months earlier and quickly leased up. While seller Ginn Group is based in Vancouver, buyers Watt Companies and Bunkley Investment Management are both in California.

In June 2019, the 387-unit The Pointe sold for \$68.8 million (\$178,000/unit) at a 5.3% cap rate, in one of the largest deals of the past decade; it previously sold in 10Q4 at \$31.3 million, in 13Q4 at \$39.5 million, and in 15Q4 at \$55 million. Over the four trades, the asset's value has increased by 120%, with each successive buyer explicitly viewing the asset as a value-add opportunity.

SALES VOLUME & MARKET SALE PRICE PER UNIT



MARKET CAP RATE



Sales Past 12 Months

Vancouver Multi-Family

Sale Comparables

Avg. Price/Unit (thous.)

Average Price (mil.)

Average Vacancy at Sale

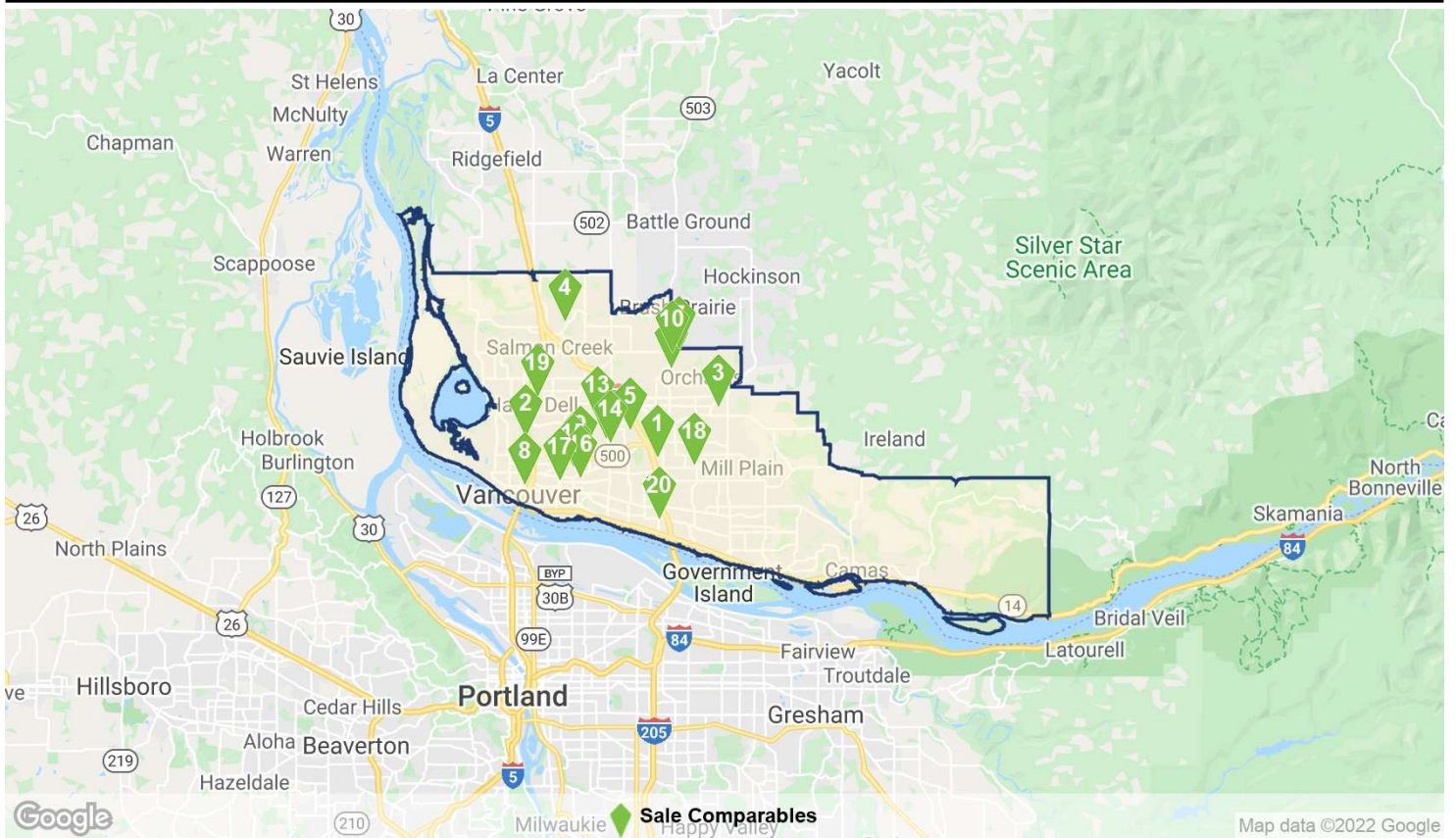
46

\$251

\$17.2

12.1%

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$800,000	\$17,156,315	\$4,190,500	\$104,000,000
Price/Unit	\$122,637	\$250,956	\$217,500	\$348,611
Cap Rate	3.6%	4.8%	4.6%	6.7%
Vacancy Rate At Sale	0%	12.1%	0%	68.0%
Time Since Sale in Months	0.4	5.4	4.8	11.9
Property Attributes	Low	Average	Median	High
Property Size in Units	6	55	22	387
Number of Floors	1	2	2	4
Average Unit SF	370	1,001	899	2,465
Year Built	1900	1991	1995	2021
Star Rating	★★★★★	★★★★★ 2.8	★★★★★	★★★★★

Sales Past 12 Months

Vancouver Multi-Family

RECENT SIGNIFICANT SALES

Property Name/Address	Property Information				Sale Information				
	Rating	Yr Built	Units	Vacancy	Sale Date	Price	Price/Unit	Price/SF	
1 Avana One Zero Nine 3708 NE 109th Ave	★★★★★	1994	387	5.9%	8/19/2021	\$104,000,000	\$268,733	\$305	
2 Arnada Pointe 4820 NE Hazel Dell Ave	★★★★★	1995	200	5.5%	11/9/2021	\$55,830,154	\$279,150	\$291	
3 Kestrel Park Apartments 6900 NE 154th Ave	★★★★★	2021	178	68.0%	8/24/2021	\$48,500,000	\$272,471	\$309	
4 Haven Hills 13914 NE Salmon Creek Ave	★★★★★	2021	168	38.1%	9/8/2021	\$48,250,000	\$287,202	\$332	
5 Autumn Grove Apartments 8778 NE 54th St	★★★★★	2020	148	15.5%	6/11/2021	\$39,500,000	\$266,891	\$295	
6 Fountain Village 11900 NE 103rd St	★★★★★	2015	160	0%	8/11/2021	\$35,550,000	\$222,187	\$249	
7 Union Park Apartments 11803 NE 124th Ave	★★★★★	2017	120	1.7%	11/18/2021	\$34,500,000	\$287,500	\$317	
8 The Felix 300 E 13th St	★★★★★	2014	101	3.0%	10/5/2021	\$27,500,000	\$272,277	\$213	
9 Ashley Terrace 4500 Nicholson Rd	★★★★★	1993	118	5.1%	8/5/2021	\$23,850,000	\$202,118	\$224	
10 Promenade 11903 NE 116th St	★★★★★	2018	100	1.0%	10/26/2021	\$23,500,000	\$235,000	\$250	
11 The Plaza On Ellsworth Apart... 1319 SE Ellsworth Rd	★★★★★	1998	84	2.4%	12/2/2021	\$20,050,000	\$238,690	\$277	
12 The Lavonne 6727 NE Vancouver Mall Dr	★★★★★	2019	75	2.7%	10/25/2021	\$18,200,000	\$242,666	\$305	
13 Minnehaha Meadows 6008 NE 64th St	★★★★★	2021	49	6.1%	9/21/2021	\$16,450,000	\$335,714	\$261	
14 Andresen Park Apartments 4602 NE 72nd Ave	★★★★★	1995	82	6.1%	8/26/2021	\$14,000,000	\$170,731	\$201	
15 Roosevelt Commons 2812 Falk Rd	★★★★★	2020	36	5.6%	9/21/2021	\$12,550,000	\$348,611	\$250	
16 Bridger Court 4242 E 18th St	★★★★★	2021	30	46.7%	8/12/2021	\$7,022,634	\$234,087	\$272	
17 Ridgewood Court Evergreen... 2904 E 16th St	★★★★★	1977	26	3.9%	7/30/2021	\$4,190,500	\$161,173	\$187	
18 Avey Court Apartments 13609 NE 28th St	★★★★★	2019	19	0%	2/5/2021	\$4,100,000	\$215,789	\$305	
19 Chalet Villa 8101 NE 13th Ave	★★★★★	1968	24	0%	8/11/2021	\$3,260,000	\$135,833	\$149	
20 Ellsworth Gardens 1301 SE Ellsworth Rd	★★★★★	1995	16	0%	3/11/2021	\$3,075,000	\$192,187	\$108	

OVERALL SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2026	35,060	720	2.1%	612	1.7%	1.2
2025	34,340	669	2.0%	581	1.7%	1.2
2024	33,671	545	1.6%	499	1.5%	1.1
2023	33,126	283	0.9%	321	1.0%	0.9
2022	32,843	370	1.1%	535	1.6%	0.7
YTD	32,473	0	0%	5	0%	0
2021	32,473	1,786	5.8%	1,856	5.7%	1.0
2020	30,687	1,119	3.8%	1,517	4.9%	0.7
2019	29,568	1,357	4.8%	886	3.0%	1.5
2018	28,211	806	2.9%	956	3.4%	0.8
2017	27,405	1,259	4.8%	1,013	3.7%	1.2
2016	26,146	345	1.3%	222	0.8%	1.6
2015	25,801	290	1.1%	246	1.0%	1.2
2014	25,511	731	2.9%	915	3.6%	0.8
2013	24,780	845	3.5%	811	3.3%	1.0
2012	23,935	242	1.0%	270	1.1%	0.9
2011	23,693	0	0%	(89)	-0.4%	0
2010	23,693	69	0.3%	372	1.6%	0.2

4 & 5 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2026	14,331	724	5.3%	658	4.6%	1.1
2025	13,607	673	5.2%	597	4.4%	1.1
2024	12,934	549	4.4%	469	3.6%	1.2
2023	12,385	288	2.4%	298	2.4%	1.0
2022	12,097	374	3.2%	508	4.2%	0.7
YTD	11,723	0	0%	-	-	-
2021	11,723	1,171	11.1%	1,285	11.0%	0.9
2020	10,552	1,048	11.0%	1,125	10.7%	0.9
2019	9,504	1,305	15.9%	887	9.3%	1.5
2018	8,199	393	5.0%	486	5.9%	0.8
2017	7,806	1,236	18.8%	1,086	13.9%	1.1
2016	6,570	265	4.2%	127	1.9%	2.1
2015	6,305	182	3.0%	237	3.8%	0.8
2014	6,123	624	11.3%	761	12.4%	0.8
2013	5,499	833	17.9%	753	13.7%	1.1
2012	4,666	202	4.5%	141	3.0%	1.4
2011	4,464	0	0%	(67)	-1.5%	0
2010	4,464	0	0%	94	2.1%	0

3 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2026	14,404	0	0%	(29)	-0.2%	0
2025	14,404	0	0%	(7)	0%	0
2024	14,404	0	0%	25	0.2%	0
2023	14,404	0	0%	20	0.1%	0
2022	14,404	0	0%	43	0.3%	0
YTD	14,404	0	0%	5	0%	0
2021	14,404	615	4.5%	544	3.8%	1.1
2020	13,789	71	0.5%	319	2.3%	0.2
2019	13,718	46	0.3%	26	0.2%	1.8
2018	13,672	413	3.1%	448	3.3%	0.9
2017	13,259	0	0%	(95)	-0.7%	0
2016	13,259	80	0.6%	59	0.4%	1.4
2015	13,179	93	0.7%	40	0.3%	2.3
2014	13,086	107	0.8%	149	1.1%	0.7
2013	12,979	12	0.1%	37	0.3%	0.3
2012	12,967	0	0%	84	0.6%	0
2011	12,967	0	0%	(20)	-0.2%	0
2010	12,967	69	0.5%	222	1.7%	0.3

1 & 2 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2026	6,325	(4)	-0.1%	(17)	-0.3%	0.2
2025	6,329	(4)	-0.1%	(9)	-0.1%	0.4
2024	6,333	(4)	-0.1%	5	0.1%	-
2023	6,337	(5)	-0.1%	3	0%	-
2022	6,342	(4)	-0.1%	(16)	-0.3%	0.3
YTD	6,346	0	0%	-	-	-
2021	6,346	0	0%	27	0.4%	0
2020	6,346	0	0%	73	1.2%	0
2019	6,346	6	0.1%	(27)	-0.4%	-
2018	6,340	0	0%	22	0.3%	0
2017	6,340	23	0.4%	22	0.3%	1.0
2016	6,317	0	0%	36	0.6%	0
2015	6,317	15	0.2%	(31)	-0.5%	-
2014	6,302	0	0%	5	0.1%	0
2013	6,302	0	0%	21	0.3%	0
2012	6,302	40	0.6%	45	0.7%	0.9
2011	6,262	0	0%	(2)	0%	0
2010	6,262	0	0%	56	0.9%	0

OVERALL VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rents	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2026	1,293	3.7%	0.2	\$1,893	\$2.05	2.9%	(0.6)	\$1,880	\$2.04
2025	1,188	3.5%	0.2	\$1,847	\$2.01	3.1%	(1.2)	\$1,835	\$1.99
2024	1,102	3.3%	0.1	\$1,792	\$1.95	4.2%	(1.3)	\$1,780	\$1.93
2023	1,056	3.2%	(0.1)	\$1,719	\$1.87	5.6%	(2.2)	\$1,707	\$1.85
2022	1,093	3.3%	(0.7)	\$1,628	\$1.77	7.7%	(1.4)	\$1,617	\$1.76
YTD	1,300	4.0%	(0.1)	\$1,511	\$1.63	9.0%	(9.1)	\$1,501	\$1.62
2021	1,316	4.1%	(0.5)	\$1,512	\$1.63	9.1%	5.6	\$1,501	\$1.62
2020	1,384	4.5%	(1.5)	\$1,385	\$1.50	3.5%	0.7	\$1,376	\$1.49
2019	1,776	6.0%	1.4	\$1,338	\$1.45	2.8%	(0.8)	\$1,326	\$1.43
2018	1,305	4.6%	(0.7)	\$1,302	\$1.41	3.6%	0.9	\$1,282	\$1.39
2017	1,448	5.3%	0.7	\$1,256	\$1.36	2.7%	(2.0)	\$1,237	\$1.34
2016	1,195	4.6%	0.5	\$1,223	\$1.32	4.7%	(4.2)	\$1,206	\$1.30
2015	1,059	4.1%	0.1	\$1,168	\$1.26	8.9%	3.9	\$1,153	\$1.25
2014	1,015	4.0%	(0.8)	\$1,072	\$1.16	5.1%	1.4	\$1,062	\$1.15
2013	1,190	4.8%	0	\$1,020	\$1.10	3.7%	1.2	\$1,012	\$1.09
2012	1,156	4.8%	(0.2)	\$984	\$1.06	2.5%	0.3	\$976	\$1.06
2011	1,183	5.0%	0.4	\$960	\$1.04	2.2%	0.3	\$954	\$1.03
2010	1,096	4.6%	(1.3)	\$939	\$1.02	1.9%	-	\$934	\$1.01

4 & 5 STAR VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rents	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2026	695	4.8%	0.2	\$2,134	\$2.22	2.7%	(0.6)	\$2,114	\$2.20
2025	630	4.6%	0.3	\$2,087	\$2.17	2.9%	(1.2)	\$2,067	\$2.15
2024	555	4.3%	0.5	\$2,028	\$2.11	4.1%	(1.4)	\$2,009	\$2.09
2023	475	3.8%	(0.2)	\$1,949	\$2.03	5.5%	(2.1)	\$1,930	\$2.01
2022	485	4.0%	(1.8)	\$1,847	\$1.93	7.6%	(2.1)	\$1,830	\$1.91
YTD	679	5.8%	0	\$1,716	\$1.79	9.6%	(9.7)	\$1,701	\$1.77
2021	679	5.8%	(1.7)	\$1,717	\$1.79	9.7%	6.3	\$1,701	\$1.77
2020	793	7.5%	(1.6)	\$1,565	\$1.63	3.3%	0.9	\$1,549	\$1.61
2019	865	9.1%	3.6	\$1,515	\$1.58	2.5%	(0.2)	\$1,502	\$1.56
2018	447	5.5%	(1.4)	\$1,478	\$1.54	2.7%	1.2	\$1,458	\$1.52
2017	536	6.9%	1.1	\$1,440	\$1.50	1.5%	(1.5)	\$1,412	\$1.47
2016	379	5.8%	2.1	\$1,418	\$1.48	3.0%	(3.7)	\$1,393	\$1.45
2015	229	3.6%	(1.0)	\$1,377	\$1.43	6.8%	3.3	\$1,358	\$1.41
2014	284	4.6%	(3.0)	\$1,290	\$1.34	3.5%	0.3	\$1,275	\$1.33
2013	420	7.6%	0.4	\$1,246	\$1.30	3.2%	1.1	\$1,234	\$1.28
2012	340	7.3%	1.0	\$1,208	\$1.26	2.0%	0	\$1,197	\$1.24
2011	279	6.2%	1.5	\$1,184	\$1.23	2.1%	0.3	\$1,176	\$1.22
2010	212	4.7%	(2.1)	\$1,160	\$1.21	1.8%	-	\$1,152	\$1.20

3 STAR VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rents	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2026	412	2.9%	0.2	\$1,852	\$2.02	3.0%	(0.6)	\$1,842	\$2.01
2025	384	2.7%	0	\$1,805	\$1.97	3.2%	(1.1)	\$1,796	\$1.96
2024	377	2.6%	(0.2)	\$1,748	\$1.91	4.4%	(1.2)	\$1,740	\$1.90
2023	402	2.8%	(0.1)	\$1,675	\$1.83	5.6%	(2.2)	\$1,667	\$1.82
2022	422	2.9%	(0.3)	\$1,586	\$1.73	7.8%	(1.9)	\$1,578	\$1.72
YTD	452	3.1%	(0.1)	\$1,471	\$1.59	9.6%	(9.7)	\$1,464	\$1.58
2021	468	3.2%	0.4	\$1,471	\$1.59	9.7%	5.8	\$1,464	\$1.58
2020	395	2.9%	(1.8)	\$1,341	\$1.45	3.9%	0.6	\$1,335	\$1.45
2019	642	4.7%	0.1	\$1,291	\$1.40	3.3%	(1.3)	\$1,277	\$1.38
2018	621	4.5%	(0.4)	\$1,250	\$1.35	4.6%	1.2	\$1,227	\$1.33
2017	655	4.9%	0.7	\$1,195	\$1.29	3.4%	(2.4)	\$1,178	\$1.28
2016	560	4.2%	0.1	\$1,155	\$1.25	5.8%	(5.5)	\$1,143	\$1.24
2015	539	4.1%	0.4	\$1,092	\$1.18	11.3%	4.4	\$1,079	\$1.17
2014	484	3.7%	(0.3)	\$982	\$1.06	6.9%	2.6	\$973	\$1.05
2013	520	4.0%	(0.2)	\$919	\$0.99	4.2%	1.4	\$913	\$0.99
2012	545	4.2%	(0.6)	\$881	\$0.95	2.9%	0.3	\$874	\$0.95
2011	628	4.8%	0.2	\$857	\$0.93	2.6%	0.5	\$851	\$0.92
2010	608	4.7%	(1.2)	\$835	\$0.90	2.1%	-	\$830	\$0.90

1 & 2 STAR VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rents	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2026	187	3.0%	0.2	\$1,406	\$1.68	3.1%	(0.6)	\$1,400	\$1.67
2025	174	2.7%	0.1	\$1,370	\$1.63	3.2%	(1.1)	\$1,364	\$1.63
2024	170	2.7%	(0.1)	\$1,327	\$1.58	4.4%	(1.3)	\$1,321	\$1.58
2023	179	2.8%	(0.1)	\$1,271	\$1.52	5.7%	(2.3)	\$1,266	\$1.51
2022	186	2.9%	0.3	\$1,203	\$1.43	7.9%	3.0	\$1,198	\$1.43
YTD	169	2.7%	0	\$1,115	\$1.33	4.9%	(4.9)	\$1,110	\$1.32
2021	169	2.7%	(0.4)	\$1,115	\$1.33	4.9%	2.4	\$1,110	\$1.32
2020	196	3.1%	(1.1)	\$1,062	\$1.27	2.6%	0.2	\$1,058	\$1.26
2019	269	4.2%	0.5	\$1,035	\$1.23	2.4%	(1.1)	\$1,026	\$1.22
2018	236	3.7%	(0.3)	\$1,011	\$1.21	3.5%	(1.3)	\$1,002	\$1.19
2017	258	4.1%	0	\$977	\$1.16	4.8%	(2.6)	\$968	\$1.15
2016	256	4.1%	(0.6)	\$932	\$1.11	7.4%	(1.9)	\$925	\$1.10
2015	291	4.6%	0.7	\$868	\$1.03	9.3%	4.2	\$858	\$1.02
2014	246	3.9%	(0.1)	\$794	\$0.95	5.1%	1.3	\$790	\$0.94
2013	251	4.0%	(0.3)	\$756	\$0.90	3.8%	0.8	\$752	\$0.89
2012	272	4.3%	(0.1)	\$728	\$0.87	3.0%	1.2	\$724	\$0.86
2011	277	4.4%	0	\$707	\$0.84	1.8%	(0.1)	\$703	\$0.84
2010	277	4.4%	(0.9)	\$695	\$0.83	1.9%	-	\$691	\$0.82

OVERALL SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/Unit	Avg Cap Rate	Price/Unit	Price Index	Cap Rate
2026	-	-	-	-	-	-	\$300,832	465	4.8%
2025	-	-	-	-	-	-	\$295,002	456	4.7%
2024	-	-	-	-	-	-	\$287,864	445	4.7%
2023	-	-	-	-	-	-	\$277,680	429	4.7%
2022	-	-	-	-	-	-	\$264,660	409	4.6%
YTD	-	-	-	-	-	-	\$242,995	376	4.6%
2021	46	\$566.2M	7.6%	\$17,156,315	\$250,957	4.8%	\$240,986	373	4.6%
2020	29	\$417.6M	7.1%	\$16,703,660	\$222,834	5.5%	\$216,405	335	4.7%
2019	30	\$433.9M	7.7%	\$16,070,747	\$197,142	5.3%	\$196,743	304	5.0%
2018	15	\$181.6M	3.4%	\$12,972,814	\$191,582	5.6%	\$182,562	282	5.1%
2017	17	\$163.4M	3.8%	\$10,890,793	\$162,226	5.9%	\$166,130	257	5.3%
2016	30	\$337.7M	9.2%	\$11,257,114	\$140,597	6.2%	\$156,507	242	5.5%
2015	25	\$173.1M	5.1%	\$6,924,048	\$132,340	6.4%	\$137,700	213	5.7%
2014	19	\$123.9M	4.5%	\$7,289,769	\$111,746	6.9%	\$121,531	188	6.0%
2013	15	\$216.6M	8.6%	\$14,441,096	\$101,889	7.2%	\$107,724	167	6.4%
2012	7	\$50.5M	2.8%	\$8,419,167	\$81,872	6.8%	\$103,878	161	6.4%
2011	6	\$65.4M	3.5%	\$10,897,500	\$79,351	6.8%	\$98,495	152	6.5%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

4 & 5 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/Unit	Avg Cap Rate	Price/Unit	Price Index	Cap Rate
2026	-	-	-	-	-	-	\$358,471	458	4.5%
2025	-	-	-	-	-	-	\$352,121	450	4.5%
2024	-	-	-	-	-	-	\$344,223	440	4.5%
2023	-	-	-	-	-	-	\$332,610	425	4.5%
2022	-	-	-	-	-	-	\$317,308	405	4.4%
YTD	-	-	-	-	-	-	\$291,677	373	4.4%
2021	11	\$284.4M	21.1%	\$35,553,769	\$266,320	4.5%	\$289,317	370	4.4%
2020	6	\$178.5M	20.6%	\$44,625,000	\$282,437	-	\$262,704	336	4.5%
2019	9	\$158.4M	23.9%	\$22,634,000	\$260,589	5.2%	\$238,627	305	4.7%
2018	1	\$14.5M	11.7%	\$14,521,000	\$170,835	-	\$223,052	285	4.9%
2017	3	\$27.7M	13.2%	\$9,216,667	\$209,470	5.4%	\$203,316	260	5.1%
2016	5	\$108.2M	36.6%	\$21,645,385	\$159,157	6.0%	\$192,007	245	5.2%
2015	3	\$57.7M	20.7%	\$19,226,667	\$147,143	5.5%	\$169,909	217	5.4%
2014	1	\$15.7M	18.6%	\$15,662,147	\$139,841	6.1%	\$149,783	191	5.7%
2013	4	\$112.9M	38.7%	\$28,213,962	\$110,211	6.3%	\$132,144	169	6.1%
2012	-	-	14.5%	-	-	-	\$127,429	163	6.1%
2011	1	\$21M	18.5%	\$21,000,000	\$86,066	6.3%	\$120,531	154	6.2%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

3 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/Unit	Avg Cap Rate	Price/Unit	Price Index	Cap Rate
2026	-	-	-	-	-	-	\$286,891	482	4.7%
2025	-	-	-	-	-	-	\$280,980	472	4.7%
2024	-	-	-	-	-	-	\$273,833	460	4.7%
2023	-	-	-	-	-	-	\$263,838	443	4.6%
2022	-	-	-	-	-	-	\$251,361	422	4.6%
YTD	-	-	-	-	-	-	\$230,781	388	4.6%
2021	13	\$255.4M	17.1%	\$21,283,136	\$251,623	4.4%	\$228,470	384	4.6%
2020	12	\$211.4M	15.8%	\$17,615,358	\$200,364	5.1%	\$202,722	341	4.7%
2019	9	\$224.9M	16.5%	\$28,112,895	\$183,146	5.3%	\$183,479	308	5.0%
2018	9	\$153.4M	7.0%	\$17,042,367	\$199,456	5.4%	\$170,657	287	5.1%
2017	9	\$120.8M	7.8%	\$17,250,628	\$162,523	5.4%	\$155,049	260	5.3%
2016	15	\$206.4M	18.1%	\$13,762,205	\$138,825	6.2%	\$146,697	246	5.4%
2015	3	\$91.3M	9.9%	\$30,449,332	\$155,618	5.5%	\$126,547	213	5.7%
2014	5	\$91.3M	8.7%	\$22,836,482	\$133,742	6.2%	\$111,286	187	6.0%
2013	6	\$99.4M	16.4%	\$16,570,098	\$97,090	6.4%	\$98,832	166	6.4%
2012	7	\$50.5M	5.2%	\$8,419,167	\$81,872	6.8%	\$95,146	160	6.4%
2011	2	\$30.2M	6.4%	\$15,087,500	\$99,260	6.0%	\$90,531	152	6.5%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

1 & 2 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/Unit	Avg Cap Rate	Price/Unit	Price Index	Cap Rate
2026	-	-	-	-	-	-	\$222,186	441	5.3%
2025	-	-	-	-	-	-	\$217,529	431	5.3%
2024	-	-	-	-	-	-	\$211,869	420	5.2%
2023	-	-	-	-	-	-	\$203,991	405	5.2%
2022	-	-	-	-	-	-	\$194,105	385	5.1%
YTD	-	-	-	-	-	-	\$177,706	352	5.1%
2021	22	\$26.3M	38.9%	\$2,025,431	\$152,200	5.3%	\$177,056	351	5.1%
2020	11	\$27.7M	34.2%	\$3,078,578	\$148,167	6.0%	\$159,027	315	5.2%
2019	12	\$50.6M	35.8%	\$4,214,083	\$138,545	5.4%	\$146,858	291	5.5%
2018	5	\$13.7M	15.1%	\$3,429,275	\$145,927	6.3%	\$132,246	262	5.7%
2017	5	\$15M	16.3%	\$2,991,500	\$113,314	6.7%	\$120,258	239	5.9%
2016	10	\$23.1M	38.0%	\$2,305,343	\$98,100	6.2%	\$110,960	220	6.1%
2015	19	\$24.1M	20.7%	\$1,267,010	\$73,171	6.8%	\$101,515	201	6.3%
2014	13	\$16.9M	18.0%	\$1,409,833	\$53,879	7.2%	\$90,845	180	6.6%
2013	5	\$4.3M	33.7%	\$868,000	\$55,641	8.8%	\$81,284	161	7.0%
2012	-	-	10.7%	-	-	-	\$78,735	156	7.0%
2011	3	\$14.2M	13.2%	\$4,736,667	\$51,486	7.2%	\$74,497	148	7.1%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

DELIVERIES & UNDER CONSTRUCTION

Year	Inventory			Deliveries		Net Deliveries		Under Construction	
	Bldgs	Units	Vacancy	Bldgs	Units	Bldgs	Units	Bldgs	Units
2026	-	35,062	3.7%	-	728	-	720	-	-
2025	-	34,342	3.5%	-	662	-	669	-	-
2024	-	33,673	3.3%	-	567	-	545	-	-
2023	-	33,128	3.2%	-	278	-	284	-	-
2022	-	32,844	3.3%	-	374	-	371	-	-
YTD	567	32,473	4.0%	0	0	0	0	4	494
2021	567	32,473	4.1%	15	1,786	15	1,786	4	494
2020	552	30,687	4.5%	11	1,119	11	1,119	16	1,896
2019	541	29,568	6.0%	13	1,357	13	1,357	19	2,281
2018	528	28,211	4.6%	15	806	15	806	17	1,826
2017	513	27,405	5.3%	10	1,259	10	1,259	24	2,153
2016	503	26,146	4.6%	5	345	5	345	13	1,564
2015	498	25,801	4.1%	9	290	9	290	6	665
2014	489	25,511	4.0%	9	731	9	731	12	733
2013	480	24,780	4.8%	5	845	5	845	12	788
2012	475	23,935	4.8%	2	242	2	242	7	1,151
2011	473	23,693	5.0%	0	0	0	0	2	242
2010	473	23,693	4.6%	2	69	2	69	2	242