



# Multi-Family Market Report

## Portland - OR

PREPARED BY

**TMG**  
MULTIFAMILY  
A Division of the TMG Family of Companies



**MULTI-FAMILY MARKET REPORT**

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12 Mo. Delivered Units

**7,269**

12 Mo. Absorption Units

**2,479**

Vacancy Rate

**7.0%**

12 Mo. Asking Rent Growth

**-2.0%**

Multifamily demand in Portland continues its drastic recalibration from recent highs. Net absorption as of the fourth quarter of 2023 totals 2,500 units on a trailing 12-month basis, a massive reduction from peak performance of 11,000 units in the third quarter of 2021, and now closer to the historical average of 3,000 units.

The slowdown has affected 4 & 5 Star properties the most, with annual net absorption dwindling to 1,700 units, after nearly 7,000 units were absorbed during 2021. The luxury unit type's construction ratio has, in turn, ballooned to 4.1 at the mid-year mark, meaning there are 4.1 units being built for every one unit leased at current paces. 3 Star units, on the other hand, have seen an uptick in leasing since the end of 2022, with net absorption as a percentage of inventory rising from 0.7% to 1.2% over the last two quarters. The construction ratio for the middle market units projects to erode to below 1.0 by year-end 2024.

Potentially even more concerning for landlords of luxury communities, Portland's unit mix currently under construction heavily favors high-end product. Upon completion of this cycle, the balance of existing inventory will move the 4 & 5 Star class essentially even with 3 Star product. The timing could be a challenge, as residents scrutinize spending to battle historic inflation, with some even delaying household formations altogether. This could create concentrated downward pressure on rent growth at the high end. Vacancies in 4 & 5 Star units are already running nearly 200 basis points above metro averages. 3 Star properties will face less supply pressure in coming quarters, and with a potentially growing and cost-sensitive prospective renter pool, mid-market rent growth projects to trend above metro performance. Portland's market asking rate currently reflects year-over-year growth of -2.0%, a large retreat from the peak of 9.0% during early 2022 and below national growth of 0.8%.

Overall, deliveries of new product will remain steady in the coming quarters, keeping upward pressure on metro vacancies. Portland's construction pipeline uptick to 7,800 units will increase market inventory by 3.4%. However, while the latest 2022 preliminary census data suggests the pace of permits pulled in the region is projected to surpass the 2021 mark of around 6,500 units, starts have slowed dramatically since the beginning of 2022. Debt and equity scarcity and tougher underwriting requirements could force some developers to pull back mid-term, potentially giving the market time to catch up with the current wave of units.

Aside from brisk construction in Vancouver and Portland's urban core submarkets, suburbs like Hillsboro, Damascus, Tigard and Beaverton are seeing strong activity as well. Access to job nodes and above-average incomes have pushed developers into areas like the Amberglen neighborhood, with Hana recently adding 162 units and the Lark Apartments expected to add 104 units to the submarket upon completion by late-2023. The 4 Star mid-rise complex is being developed by Colorado-based Grand Peaks Properties, Inc. The Alta Amberglen communities will combine to add over 500 units to Hillsboro as well.

Near term rent growth challenges aside, multifamily continues to be the favored property type for investors in Portland. Investment activity in 2023 has continued to erode, however. Second quarter volume was already down nearly 90% from a year ago and trailing 12-month sales volume amounts to \$1.5 billion. This is a sharp decline from the recent peak of \$4.6 billion. Lending conditions are deteriorating amidst the Federal Reserve's battle against inflation. As the cost of debt rises, bid-to-ask spreads are widening, and buyers and sellers remain mostly at odds over property valuations. Thus, downward pressure on pricing is expected over the coming quarters, with cap rates having already risen about 60 basis points thus far in 2023.

### KEY INDICATORS

Current Quarter	Units	Vacancy Rate	Asking Rent	Effective Rent	Absorption Units	Delivered Units	Under Constr Units
4 & 5 Star	78,500	9.8%	\$1,822	\$1,800	19	0	5,400
3 Star	82,764	6.3%	\$1,590	\$1,579	1	0	2,269
1 & 2 Star	64,194	4.6%	\$1,254	\$1,246	1	0	100
<b>Market</b>	<b>225,458</b>	<b>7.0%</b>	<b>\$1,602</b>	<b>\$1,587</b>	<b>21</b>	<b>0</b>	<b>7,769</b>

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	2.0%	5.6%	6.7%	7.4%	2004 Q1	3.5%	2000 Q3
Absorption Units	2,479	3,030	3,525	10,884	2021 Q2	(2,783)	2002 Q1
Delivered Units	7,269	3,478	3,702	8,331	2020 Q3	459	2011 Q4
Demolished Units	0	27	18	152	2009 Q3	0	2023 Q3
Asking Rent Growth (YOY)	-2.0%	2.5%	2.6%	9.0%	2022 Q1	-4.2%	2009 Q4
Effective Rent Growth (YOY)	-2.2%	2.5%	2.5%	9.5%	2021 Q4	-4.4%	2009 Q4
Sales Volume	\$1.5B	\$1.4B	N/A	\$4.6B	2022 Q2	\$209.4M	2009 Q3

Leasing has cooled drastically from its record-setting mid-2021 performance. Trailing four-quarter net absorption as of the fourth quarter of 2023 now equates to 2,500 units, versus the average annual figure of 5,800 units over the past five years. Vacancies have trended to 7.0% in response, which reflects a trailing 12-month change of 2.0%.

Upward pressure on vacancies isn't just a result of slowing demand, construction has picked up and developers are expected to bring a wave of units online in coming quarters. Most of this product reflects communities rated 4 & 5 Star. The timing of delivering luxury product at this scale could be a challenge for property managers, as residents scrutinize spending to battle inflation, or even delay household formations altogether. Concentrated downward pressure is thus expected on rent growth, especially in high-end communities.

While concerning given other external factors, an onslaught of supply on the horizon may not be a death sentence for Portland's multifamily market. Financing homes is still out of reach for many residents and will likely continue to be in the near term, given elevated interest rates as a result of the Fed's battle against inflation. Multiple residential brokers across Portland have noted that their client bases in the 25 to 35 age category are struggling to make home ownership pencil out. One broker noted that around 95% of their younger clients have elected to rent an apartment in the near-term, while waiting out interest rates and hoping pricing doesn't rebound heavily to the upside.

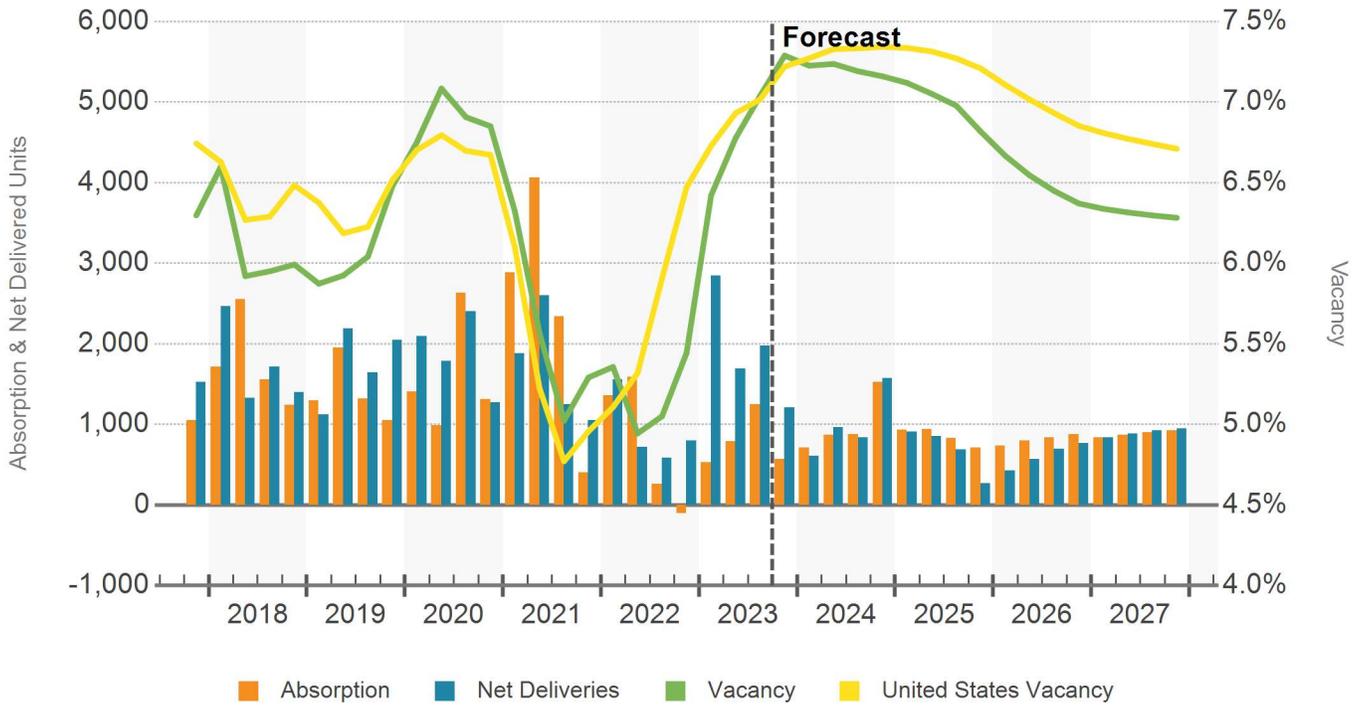
Renters as a whole comprise about 45% of Portland households. Relief in the form of new single-family residential units isn't around the corner, either. Despite

an expansion of the Urban Growth Boundary – which is an artificial restrictor to urban sprawl – other restrictions such as wetlands and farmland protection, open space and density requirements make Portland a very land-constrained market. There are relatively few large tracts of land suitable for single-family subdivisions. Thus, the absence of new single-family home supply in large quantities could keep forcing a healthy percentage of residents to turn to apartment living options.

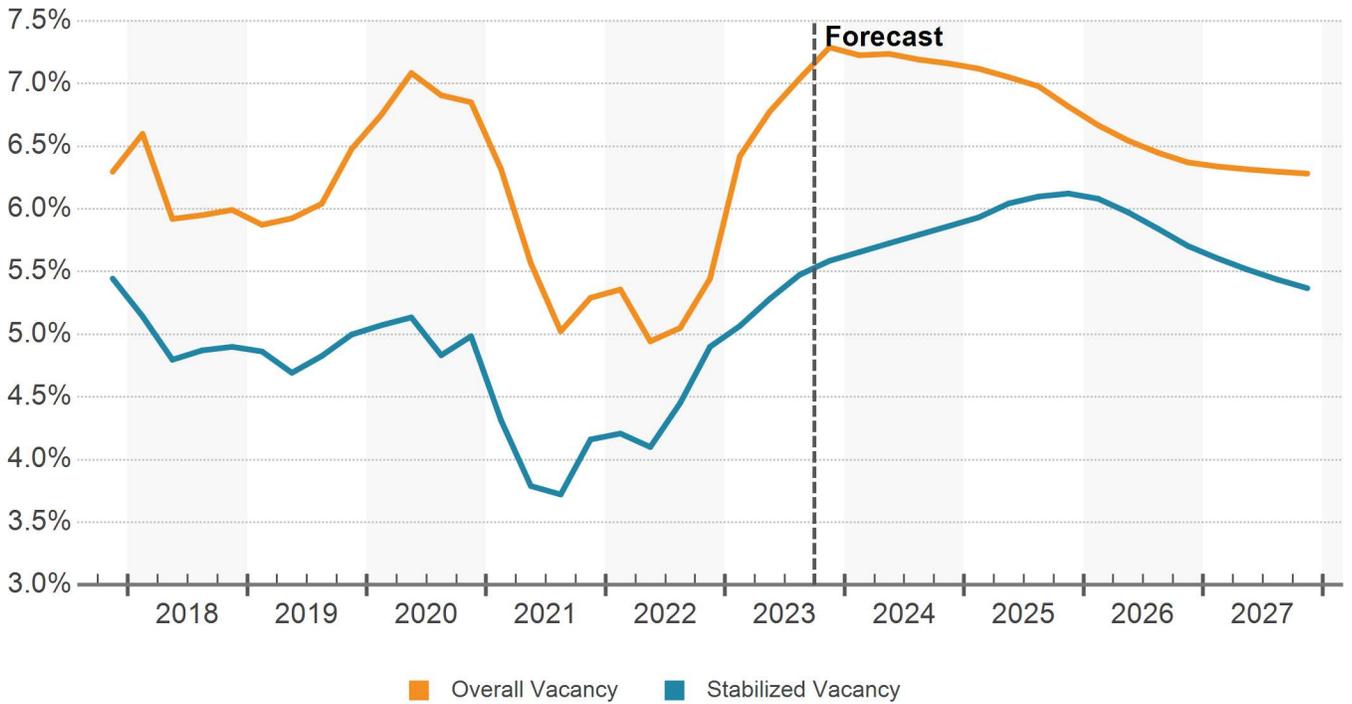
Shifts in locational preferences have also formed over the past year, as some pandemic-era leasing hotspots are no longer drawing renters en masse. One area where this has been notable is Portland's Downtown core. Here, despite some recent high-rise apartment deliveries, vacancies are approximately 600 basis-points below their 2020 peak of over 16%. Contributing to the decline are renters that left during the height of the pandemic, some of whom are now being drawn back to Portland's busiest hub as restaurants and other entertainment offerings have scaled back up to full capacity.

Conversely, suburban submarkets expected to outperform metro occupancy readings include exurban communities such as Yamhill County and Outlying Washington County. Asking rates currently fall below metro averages, mixing affordability with relative proximity to job nodes. Further in, Beaverton is a well amenitized community with direct access to large employment centers. For tenants less willing to adopt an urban lifestyle, a desire to live close to major employers like Nike and Intel drives structural demand here. Resulting rent growth could continue to post above-trend figures on a year-over-year basis, as construction pipelines here remain comparatively light.

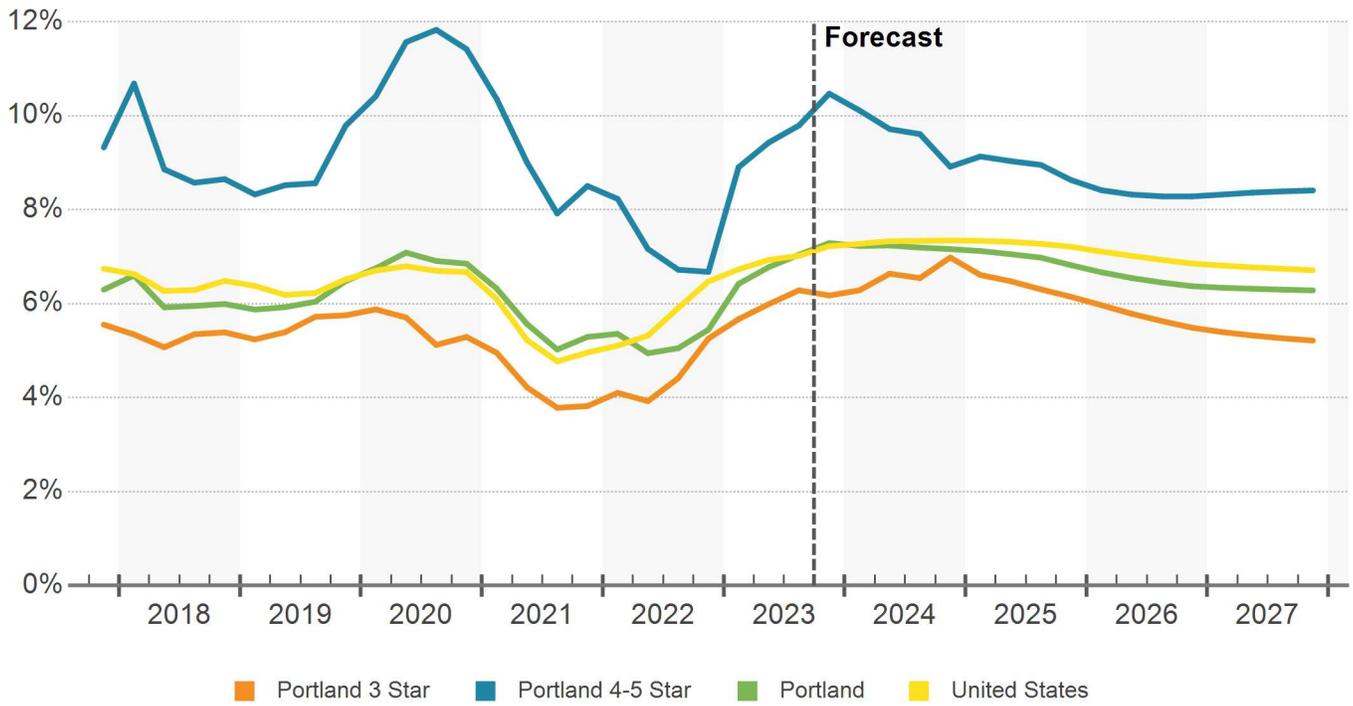
## ABSORPTION, NET DELIVERIES & VACANCY



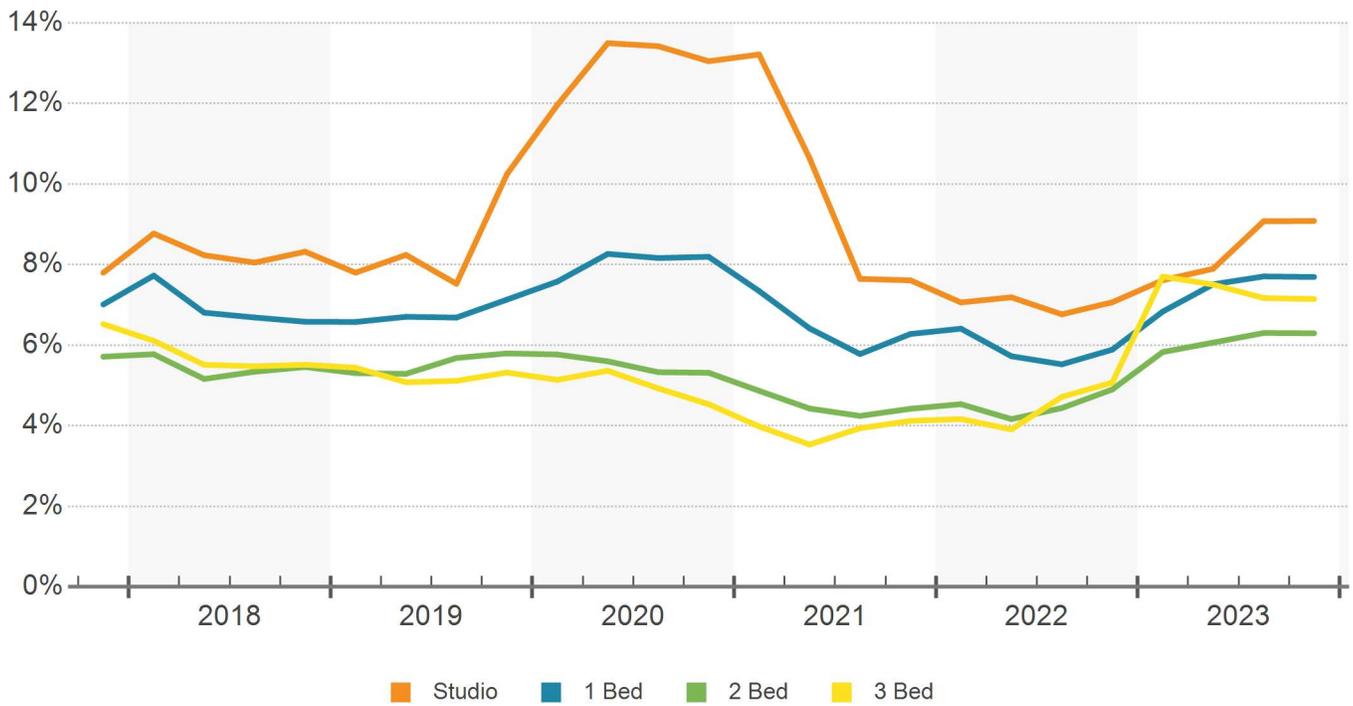
## OVERALL & STABILIZED VACANCY



## VACANCY RATE



## VACANCY BY BEDROOM



As of the fourth quarter of 2023, market rent in Portland reflects some stagnation at \$1,600/unit. Year-over-year growth of -2.0% compares to the national index of 0.8% over the same period. Over the past ten years, Portland has averaged rent growth of 3.8% per year.

High in-migration figures put added pressure on housing needs during 2021 and early 2022. New supply currently in the pipeline, however, will serve to loosen the market in future quarters. This, coupled with tempered leasing, will place some downward pressure on rent growth, particularly in the 4 & 5 Star rated communities, which make up over 75% of the current pipeline. In fact, the current wave of construction will pull luxury unit inventory essentially even with 3 Star inventory. Previously, 3 Star inventory made up the largest share. Annual rent growth in 4 & 5 Star communities trends to -3.6%, with vacancies of 9.8% sitting above the metro average, as well as the 3 Star average figure of 6.3%.

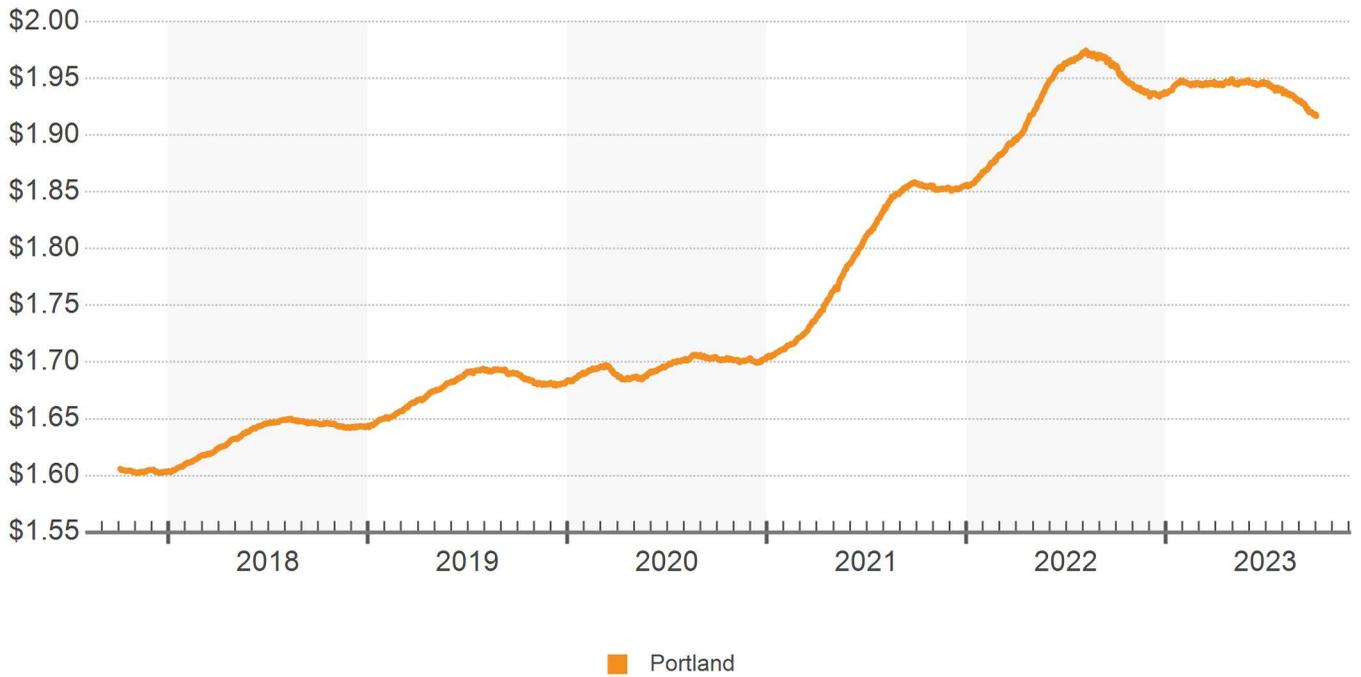
Those looking for higher end units will have more options to choose from, leading to more leverage in pricing negotiations. This will be especially true inside the urban cores where construction is heavily clustered and concessions have started to return in earnest. Some communities are offering over one month free on select units. Downtown, rents had bounced back by mid-2022 in response to some renters returning, but companies will need to continue to commit workers to the core for this

trend to continue at scale.

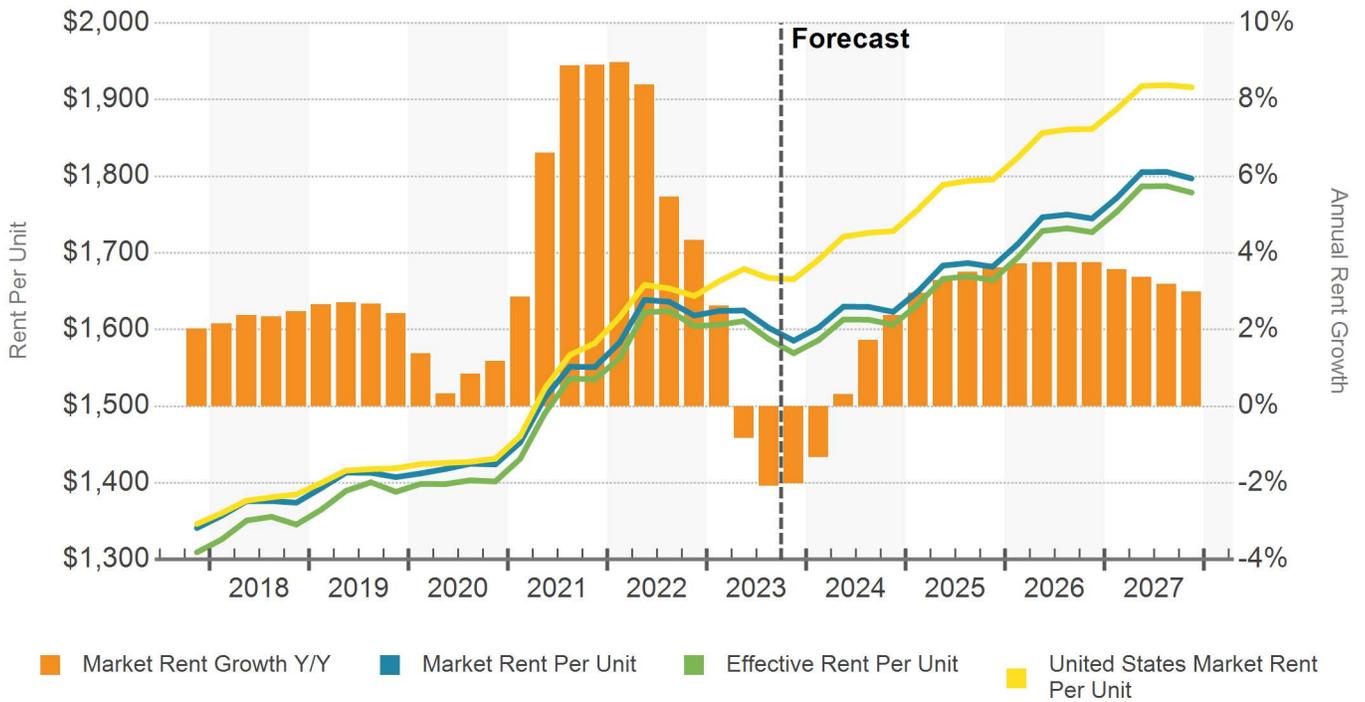
Meanwhile, exurban and a select number of Portland's suburban communities should continue to post the strongest rent growth. As renter preferences shifted and the importance of a central location diminished during the worst of the pandemic, tenants found suburban apartments more appealing. Some who relocated will likely stay there permanently, allowing landlords to keep some slight pressure on rental rates. The Vancouver, Tigard, Clackamas County and Yamhill County submarkets have all seen trailing four quarter rent growth comfortably outpace metro averages.

The State of Oregon capped annual rent increases at 7% plus inflation for assets 15 years old or older in 2019. While more changes to the state rent cap are in the works, legislative efforts by the Portland City Council also temporarily helped bring down rent growth from the highs seen after the end of the Great Recession. However, a rent increase limit of 7% plus inflation is actually a premium to the metropolitan area's historical average performance of 2.5%. In the last decade, the typical rent for a market-rate Portland apartment has increased by 42.7%. By comparison, national rent growth was 40.4% over this period. Therefore, it appears the organically growing pipeline will serve as a more outsized deterrent to rent growth than legislative initiatives.

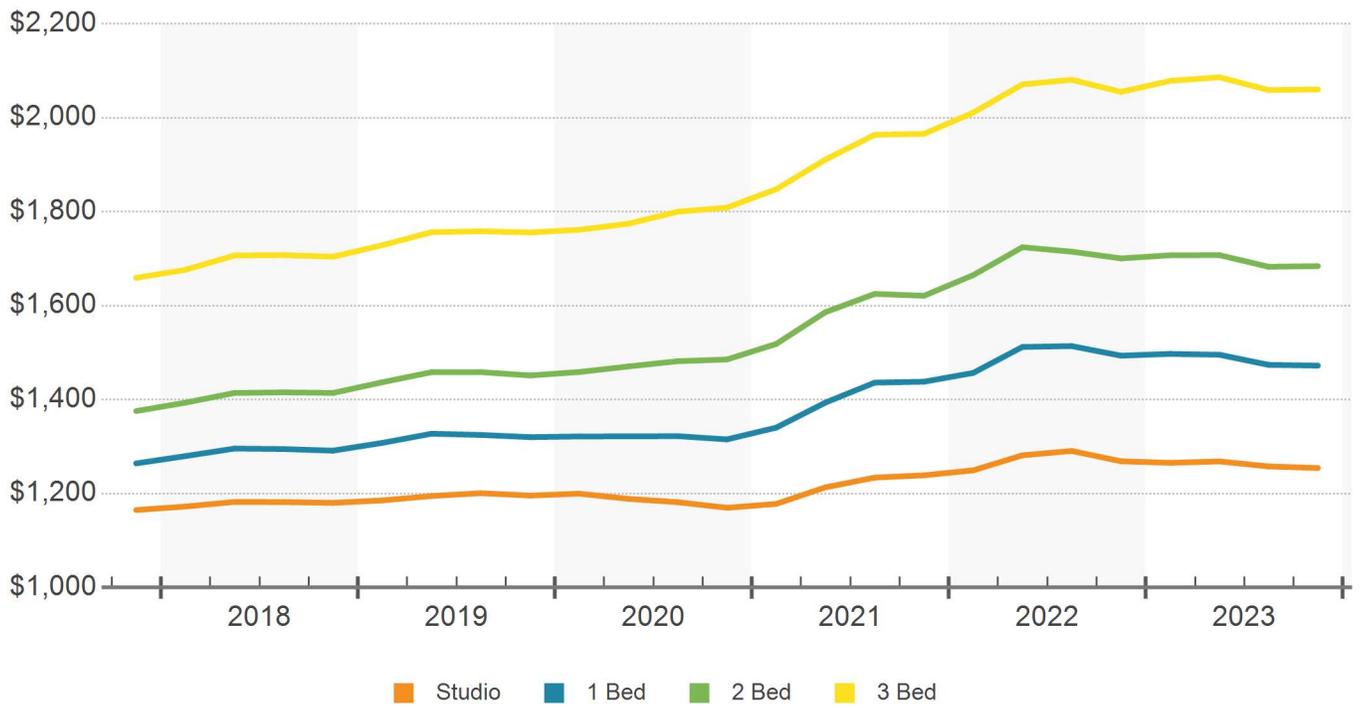
### DAILY ASKING RENT PER SF



### MARKET RENT PER UNIT & RENT GROWTH



### MARKET RENT PER UNIT BY BEDROOM



### 4 & 5 STAR EXPENSES PER SF (ANNUAL)

Market / Cluster	Operating Expenses								Capital Expenditures			Total
	Mgmt.	Admin.	Payroll	Water	Utilities	Maint.	Insurance	Taxes	Appliance	Structural	Other	
<b>Portland</b>	\$0.53	\$0.73	\$0.82	\$0.67	\$0.86	\$0.97	\$0.26	\$1.40	\$0.29	\$1.80	\$3.05	<b>\$11.38</b>
Aloha	\$0.38	\$0.79	\$0.53	\$0.64	\$0.79	\$0.51	\$0.26	\$1.29	\$0.32	\$1.84	\$3.09	<b>\$10.44</b>
Beaverton	\$0.48	\$0.74	\$0.62	\$0.70	\$0.86	\$0.90	\$0.25	\$1.32	\$0.28	\$1.69	\$2.85	<b>\$10.69</b>
Central Northeast	\$0.57	\$0.77	\$1.40	\$0.85	\$0.98	\$1.15	\$0.30	\$1.53	\$0.30	\$1.94	\$3.25	<b>\$13.04</b>
Clackamas County	\$0.52	\$0.77	\$1.13	\$1.14	\$1.17	\$2.74	\$0.25	\$1.74	\$0.30	\$1.94	\$3.25	<b>\$14.95</b>
Clark County	\$0.52	\$0.65	\$0.36	\$0.44	\$0.69	\$0.58	\$0.24	\$1.10	\$0.30	\$1.94	\$3.25	<b>\$10.07</b>
Damascus	\$0.52	\$0.77	\$0.53	\$0.57	\$0.76	\$0.93	\$0.25	\$1.53	\$0.30	\$1.94	\$3.25	<b>\$11.35</b>
Downtown Portland	\$0.60	\$0.74	\$0.64	\$0.53	\$0.99	\$0.62	\$0.25	\$1.51	\$0.28	\$1.76	\$2.98	<b>\$10.90</b>
East Portland	\$0.52	\$0.77	\$1.22	\$1.10	\$1.13	\$2.53	\$0.25	\$1.71	\$0.30	\$1.94	\$3.25	<b>\$14.72</b>
Hillsboro	\$0.38	\$0.79	\$0.53	\$0.64	\$0.79	\$0.54	\$0.26	\$1.30	\$0.32	\$1.83	\$3.08	<b>\$10.46</b>
Lake Oswego	\$0.51	\$0.70	\$0.45	\$0.56	\$0.70	\$0.91	\$0.22	\$1.25	\$0.23	\$1.19	\$2.15	<b>\$8.87</b>
North Portland	\$0.56	\$0.77	\$1.31	\$0.95	\$1.04	\$1.68	\$0.28	\$1.60	\$0.30	\$1.94	\$3.25	<b>\$13.68</b>
Northeast Portland	\$0.58	\$0.77	\$1.40	\$0.85	\$0.98	\$1.15	\$0.30	\$1.53	\$0.30	\$1.94	\$3.25	<b>\$13.05</b>
Northwest Portland	\$0.53	\$0.77	\$0.53	\$0.55	\$0.93	\$0.55	\$0.25	\$1.44	\$0.30	\$1.89	\$3.18	<b>\$10.92</b>
Outlying Washingto...	\$0.52	\$0.77	\$1.13	\$1.14	\$1.17	\$2.74	\$0.25	\$1.74	\$0.30	\$1.94	\$3.25	<b>\$14.95</b>
Sherwood/Tualatin	\$0.53	\$0.73	\$1.12	\$0.70	\$0.91	\$1.14	\$0.24	\$1.51	\$0.28	\$1.69	\$2.89	<b>\$11.74</b>
Southeast Portland	\$0.59	\$0.75	\$1.37	\$0.81	\$0.94	\$1.14	\$0.29	\$1.52	\$0.29	\$1.82	\$3.07	<b>\$12.59</b>
Southwest Portland	\$0.60	\$0.77	\$0.53	\$0.50	\$1	\$0.59	\$0.25	\$1.53	\$0.30	\$1.94	\$3.25	<b>\$11.26</b>
Tigard	\$0.53	\$0.72	\$1.12	\$0.70	\$0.92	\$1.14	\$0.24	\$1.50	\$0.27	\$1.64	\$2.81	<b>\$11.59</b>
Troutdale/Gresham	\$0.53	\$0.73	\$1.17	\$0.71	\$0.81	\$1.14	\$0.24	\$1.51	\$0.28	\$1.73	\$2.94	<b>\$11.79</b>
Vancouver	\$0.52	\$0.64	\$0.36	\$0.44	\$0.69	\$0.57	\$0.24	\$1.09	\$0.29	\$1.82	\$3.10	<b>\$9.76</b>
Wilsonville	\$0.49	\$0.64	\$0.46	\$0.55	\$0.70	\$0.90	\$0.22	\$1.28	\$0.21	\$1.31	\$2.27	<b>\$9.03</b>

Expenses are estimated using NCREIF, IREM, and CoStar data using the narrowest possible geographical definition from Zip Code to region.

### 3 STAR EXPENSES PER SF (ANNUAL)

Market / Cluster	Operating Expenses								Capital Expenditures			Total
	Mgmt.	Admin.	Payroll	Water	Utilities	Maint.	Insurance	Taxes	Appliance	Structural	Other	
<b>Portland</b>	\$0.50	\$0.56	\$0.68	\$0.62	\$0.78	\$0.98	\$0.20	\$1.26	\$0.18	\$0.49	\$1.20	<b>\$7.45</b>
Aloha	\$0.36	\$0.54	\$0.51	\$0.61	\$0.78	\$0.49	\$0.20	\$1.23	\$0.17	\$0.44	\$1.06	<b>\$6.39</b>
Beaverton	\$0.49	\$0.54	\$0.52	\$0.67	\$0.78	\$1.01	\$0.20	\$1.37	\$0.17	\$0.46	\$1.08	<b>\$7.29</b>
Central Northeast	\$0.51	\$0.55	\$1.08	\$0.68	\$0.79	\$1.10	\$0.20	\$1.41	\$0.18	\$0.49	\$1.13	<b>\$8.12</b>
Clackamas County	\$0.49	\$0.63	\$1.07	\$1.09	\$1.11	\$2.61	\$0.19	\$1.66	\$0.24	\$0.44	\$1.06	<b>\$10.59</b>
Clark County	\$0.51	\$0.54	\$0.35	\$0.42	\$0.65	\$0.55	\$0.20	\$1.04	\$0.17	\$0.39	\$1.38	<b>\$6.20</b>
Columbia County	\$0.49	\$0.63	\$1.07	\$1.09	\$1.11	\$2.61	\$0.19	\$1.66	\$0.24	\$0.44	\$1.06	<b>\$10.59</b>
Damascus	\$0.49	\$0.61	\$0.36	\$0.54	\$0.65	\$0.88	\$0.19	\$0.96	\$0.16	\$0.44	\$1.04	<b>\$6.32</b>
Downtown Portland	\$0.56	\$0.60	\$0.67	\$0.53	\$0.92	\$0.59	\$0.21	\$1.44	\$0.20	\$0.80	\$1.58	<b>\$8.10</b>
East Portland	\$0.49	\$0.62	\$1.07	\$1.07	\$1.09	\$2.51	\$0.20	\$1.63	\$0.23	\$0.49	\$1.12	<b>\$10.52</b>
Hillsboro	\$0.36	\$0.56	\$0.51	\$0.61	\$0.78	\$0.51	\$0.20	\$1.24	\$0.18	\$0.56	\$1.23	<b>\$6.74</b>
Lake Oswego	\$0.50	\$0.61	\$0.38	\$0.53	\$0.67	\$0.83	\$0.19	\$0.99	\$0.16	\$0.44	\$1.04	<b>\$6.34</b>
North Portland	\$0.50	\$0.57	\$1.07	\$0.88	\$0.94	\$1.84	\$0.20	\$1.51	\$0.20	\$0.44	\$1.04	<b>\$9.19</b>
Northeast Portland	\$0.52	\$0.57	\$1.12	\$0.70	\$0.81	\$1.10	\$0.21	\$1.42	\$0.19	\$0.68	\$1.41	<b>\$8.73</b>
Northwest Portland	\$0.52	\$0.56	\$0.51	\$0.50	\$0.91	\$0.35	\$0.20	\$1.36	\$0.17	\$0.46	\$1.08	<b>\$6.62</b>
Oregon City	\$0.50	\$0.63	\$0.36	\$0.54	\$0.65	\$0.88	\$0.20	\$0.97	\$0.17	\$0.44	\$1.06	<b>\$6.40</b>
Outlying Washingto...	\$0.50	\$0.65	\$1.08	\$1.10	\$1.12	\$2.63	\$0.20	\$1.67	\$0.25	\$0.63	\$1.33	<b>\$11.16</b>
Sherwood/Tualatin	\$0.51	\$0.55	\$1.01	\$0.67	\$0.77	\$1.08	\$0.20	\$1.37	\$0.17	\$0.44	\$1.06	<b>\$7.83</b>
Southeast Portland	\$0.51	\$0.53	\$1.08	\$0.70	\$0.80	\$1.17	\$0.20	\$1.40	\$0.17	\$0.50	\$1.13	<b>\$8.19</b>
Southwest Portland	\$0.56	\$0.55	\$0.50	\$0.46	\$0.94	\$0.30	\$0.20	\$1.37	\$0.16	\$0.44	\$1.03	<b>\$6.51</b>
Tigard	\$0.50	\$0.54	\$1.04	\$0.68	\$0.78	\$1.09	\$0.20	\$1.40	\$0.17	\$0.44	\$1.05	<b>\$7.89</b>
Troutdale/Gresham	\$0.51	\$0.56	\$1.08	\$0.71	\$0.81	\$1.22	\$0.20	\$1.43	\$0.18	\$0.51	\$1.16	<b>\$8.37</b>
Vancouver	\$0.50	\$0.53	\$0.34	\$0.42	\$0.65	\$0.55	\$0.20	\$1.04	\$0.17	\$0.43	\$1.42	<b>\$6.25</b>
Wilsonville	\$0.50	\$0.62	\$0.51	\$0.57	\$0.68	\$0.93	\$0.20	\$1.07	\$0.18	\$0.49	\$1.13	<b>\$6.88</b>
Yamhill County	\$0.49	\$0.62	\$1.07	\$1.08	\$1.09	\$2.53	\$0.20	\$1.63	\$0.23	\$0.51	\$1.14	<b>\$10.59</b>

Expenses are estimated using NCREIF, IREM, and CoStar data using the narrowest possible geographical definition from Zip Code to region.

### 1 & 2 STAR EXPENSES PER SF (ANNUAL)

Market / Cluster	Operating Expenses								Capital Expenditures			Total
	Mgmt.	Admin.	Payroll	Water	Utilities	Maint.	Insurance	Taxes	Appliance	Structural	Other	
<b>Portland</b>	\$0.43	\$0.39	\$0.60	\$0.54	\$0.68	\$0.71	\$0.18	\$1.04	\$0.07	\$0.41	\$0.96	<b>\$6.01</b>
Aloha	\$0.34	\$0.47	\$0.48	\$0.58	\$0.74	\$0.46	\$0.19	\$1.06	\$0.07	\$0.42	\$0.86	<b>\$5.67</b>
Beaverton	\$0.47	\$0.47	\$0.47	\$0.64	\$0.74	\$1	\$0.19	\$1.08	\$0.08	\$0.42	\$0.87	<b>\$6.43</b>
Central Northeast	\$0.46	\$0.31	\$1.02	\$0.61	\$0.71	\$0.87	\$0.19	\$1.10	\$0.07	\$0.42	\$0.86	<b>\$6.62</b>
Clackamas County	\$0.38	\$0.23	\$1.01	\$0.78	\$0.58	\$0.61	\$0.19	\$1.05	\$0.06	\$0.42	\$0.86	<b>\$6.17</b>
Clark County	\$0.45	\$0.41	\$0.21	\$0.40	\$0.63	\$0.52	\$0.14	\$0.99	\$0.06	\$0.37	\$1.31	<b>\$5.49</b>
Columbia County	\$0.42	\$0.34	\$1.03	\$0.87	\$0.73	\$1.18	\$0.19	\$1.22	\$0.11	\$0.43	\$0.91	<b>\$7.43</b>
Damascus	\$0.44	\$0.43	\$0.35	\$0.52	\$0.62	\$0.84	\$0.19	\$0.92	\$0.06	\$0.42	\$0.86	<b>\$5.65</b>
Downtown Portland	\$0.47	\$0.42	\$0.70	\$0.52	\$0.78	\$0.54	\$0.19	\$1.13	\$0.09	\$0.42	\$0.89	<b>\$6.15</b>
East Portland	\$0.37	\$0.28	\$0.94	\$0.66	\$0.66	\$0.76	\$0.18	\$1.06	\$0.06	\$0.42	\$0.86	<b>\$6.25</b>
Hillsboro	\$0.34	\$0.47	\$0.48	\$0.58	\$0.74	\$0.48	\$0.19	\$1.06	\$0.07	\$0.42	\$0.86	<b>\$5.69</b>
Lake Oswego	\$0.44	\$0.44	\$0.39	\$0.49	\$0.67	\$0.66	\$0.19	\$0.96	\$0.06	\$0.42	\$0.86	<b>\$5.58</b>
North Portland	\$0.44	\$0.28	\$1.02	\$0.71	\$0.66	\$0.75	\$0.19	\$1.09	\$0.07	\$0.42	\$0.87	<b>\$6.50</b>
Northeast Portland	\$0.48	\$0.31	\$1.02	\$0.64	\$0.74	\$0.86	\$0.19	\$1.10	\$0.08	\$0.42	\$0.86	<b>\$6.70</b>
Northwest Portland	\$0.46	\$0.45	\$0.48	\$0.44	\$0.81	\$0.29	\$0.19	\$1.11	\$0.08	\$0.42	\$0.89	<b>\$5.62</b>
Oregon City	\$0.44	\$0.43	\$0.35	\$0.52	\$0.62	\$0.84	\$0.19	\$0.92	\$0.06	\$0.42	\$0.86	<b>\$5.65</b>
Outlying Washingto...	\$0.39	\$0.24	\$1	\$0.78	\$0.59	\$0.64	\$0.19	\$1.06	\$0.06	\$0.42	\$0.86	<b>\$6.23</b>
Sherwood/Tualatin	\$0.38	\$0.50	\$0.22	\$0.61	\$0.73	\$0.98	\$0.17	\$1.19	\$0.09	\$0.42	\$0.87	<b>\$6.16</b>
Southeast Portland	\$0.48	\$0.34	\$1.02	\$0.64	\$0.74	\$0.95	\$0.19	\$1.10	\$0.07	\$0.42	\$0.86	<b>\$6.81</b>
Southwest Portland	\$0.44	\$0.43	\$0.48	\$0.44	\$0.77	\$0.29	\$0.19	\$1.05	\$0.06	\$0.42	\$0.86	<b>\$5.43</b>
Tigard	\$0.35	\$0.51	\$0.16	\$0.64	\$0.74	\$0.99	\$0.19	\$1.11	\$0.07	\$0.42	\$0.86	<b>\$6.04</b>
Troutdale/Gresham	\$0.31	\$0.37	\$1	\$0.51	\$0.64	\$0.81	\$0.17	\$1.06	\$0.05	\$0.42	\$0.86	<b>\$6.20</b>
Vancouver	\$0.45	\$0.41	\$0.21	\$0.40	\$0.63	\$0.52	\$0.14	\$0.99	\$0.06	\$0.37	\$1.31	<b>\$5.49</b>
Wilsonville	\$0.44	\$0.43	\$0.35	\$0.52	\$0.62	\$0.84	\$0.19	\$0.92	\$0.06	\$0.42	\$0.86	<b>\$5.65</b>
Yamhill County	\$0.39	\$0.24	\$1.01	\$0.79	\$0.59	\$0.66	\$0.19	\$1.06	\$0.06	\$0.42	\$0.86	<b>\$6.27</b>

Expenses are estimated using NCREIF, IREM, and CoStar data using the narrowest possible geographical definition from Zip Code to region.

Portland's apartment construction pipeline now stands at 7,800 units underway as of the fourth quarter of 2023, which will expand existing inventory by 3.4%. While not all of these units will be hitting the market immediately, net deliveries over the past 12 months total 7,300 units. This indicates a surplus has formed, based on trailing-year net absorption of 2,500 units.

Locationally, Downtown Portland and other surrounding urban submarkets underwent the region's most dramatic shift last decade, with almost all new developments reflective of luxury 4 & 5 Star projects. In particular, the Pearl District and Northwest Portland, flush with restaurants and other urban amenities, have been popular targets. Dense hubs such as downtown, though, often require a more complex development path. With virtually no vacant land available, developers often have to purchase previously underdeveloped sites and raze existing structures. The process is time-consuming and adds additional expenses.

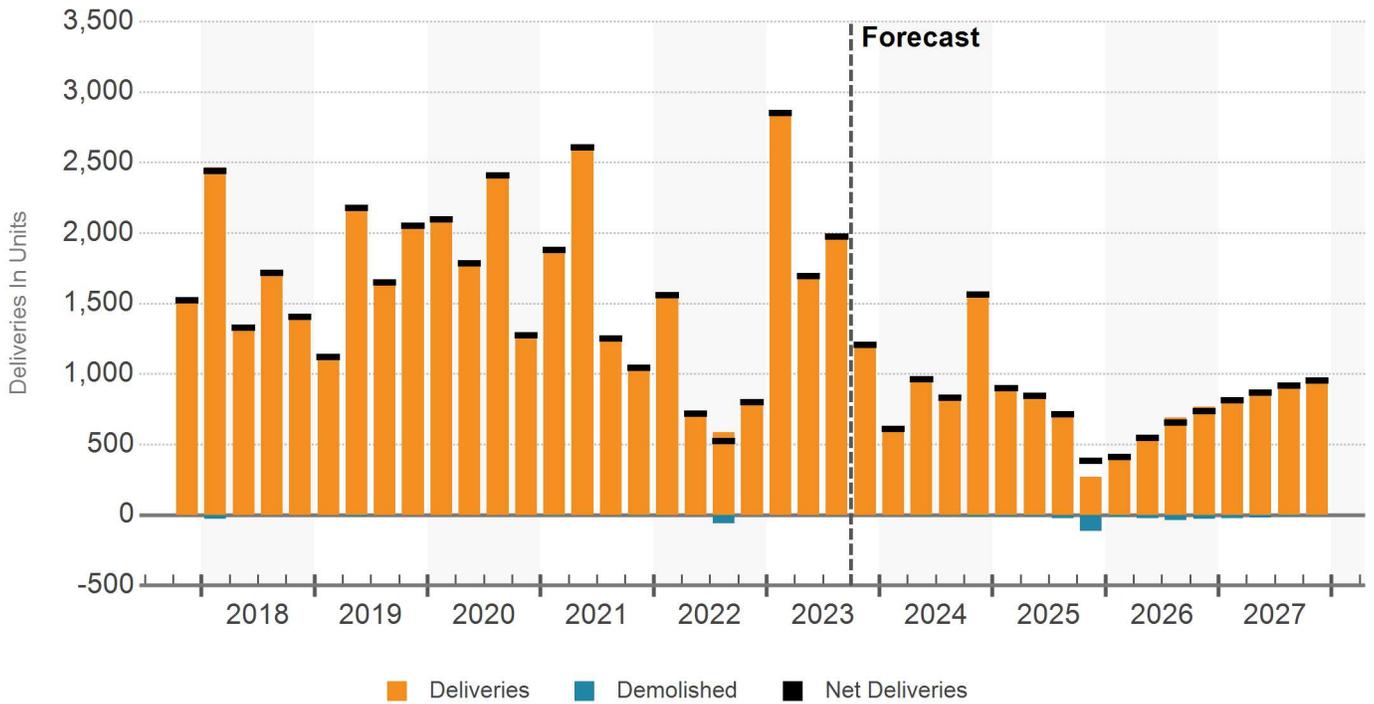
Given Portland's land constraints, a large share of the development in and around the urban cores has shifted to Southwest Portland, where some of the last remaining vacant tracts of readily buildable land remain. The South Waterfront area in particular has seen a heavy dose of deliveries recently. Texas-based Alamo Manhattan, who is the most active developer in the area, has another 1,200 units in the works that will span five-buildings and include 22,000 SF of ground level retail space. The first phases of the project are the Willamette Tower and the Olivia, which will bring more than 500 units online in coming months.

Southwest Portland is thus primed to be a dominant player for future development, as well as leasing. A large portion of renters here are employed at Oregon Health and Science University, drawn to the nearby South Waterfront's proximity to downtown amenities in addition to its upscale and exclusive feel. OHSU also broke ground on a major hospital expansion in mid-2022 that will create an additional 3,000 jobs when complete. This could keep demand here outsized over the long term.

Vancouver, Washington, is a popular destination for builders as well. Over 3,500 units have delivered here since the beginning of 2021 and Vancouver's construction pipeline ranks near the top of all Portland submarkets. Projects located here offer manageable commutes to Portland but are not subject to Oregon's rent control laws and Portland's zoning requirements. As a result, permitting in Vancouver continues to trend upward. Since 2017, permits issued in greater Clark County on a yearly basis have risen by over 30%. Demand for these units may remain structural because Washington's favorable tax laws – such as a lack of a personal income tax – have drawn more residents to consider a move across the river in recent years.

In the west suburbs, the Tigard submarket remains an affordable commuter suburb and alternative to expensive areas such as Hillsboro. The neighborhood's access to major employment nodes has drawn more renters in recent quarters and it remains comparatively undersupplied at around 7,700 units. In addition to the completion of the 219-unit Overland, several other communities are underway, including the 76-unit Pacific Ridge Apartments.

## DELIVERIES & DEMOLITIONS



# Under Construction Properties

Portland Multi-Family

Properties

Units

Percent of Inventory

Avg. No. Units

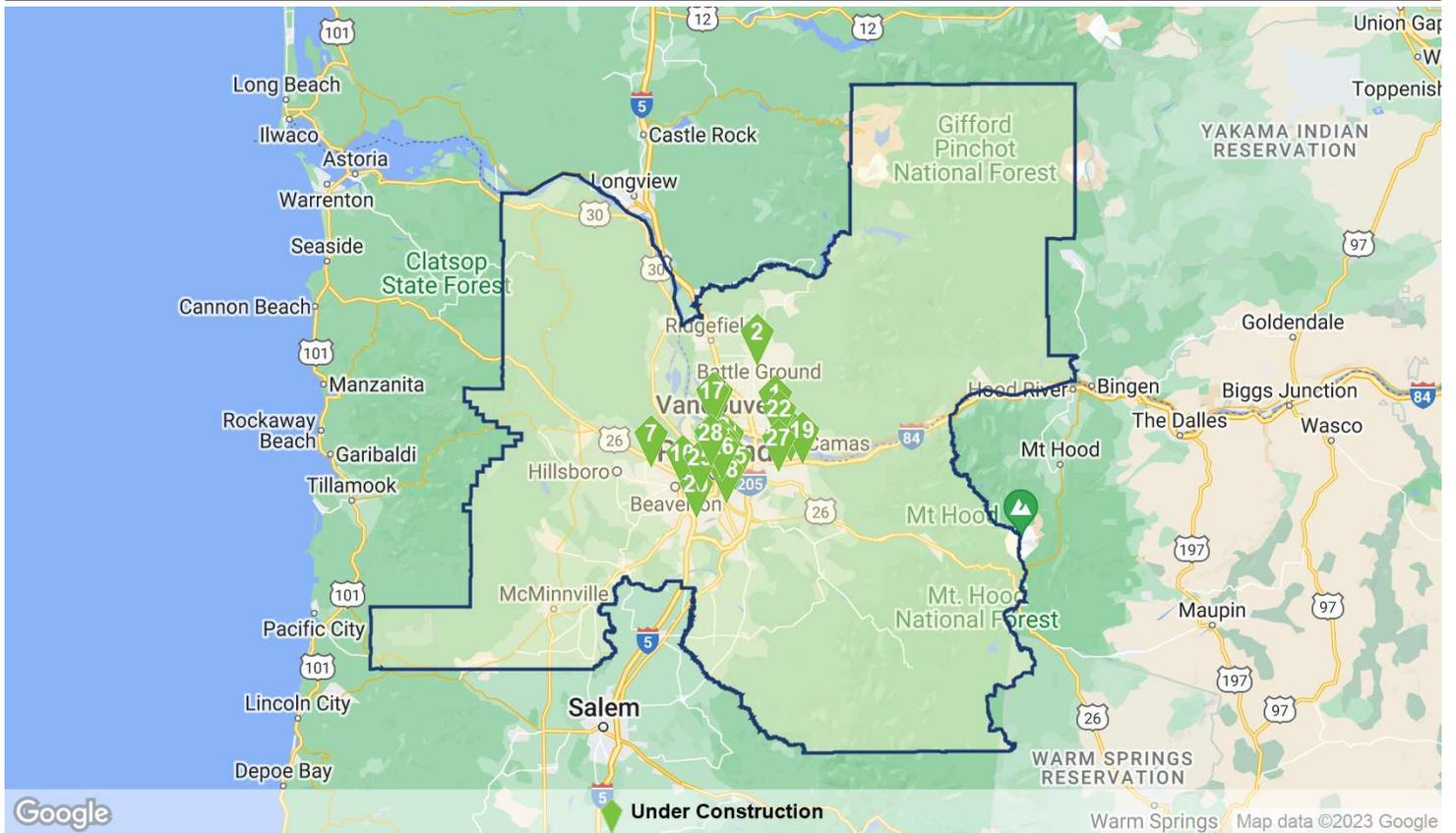
52

7,769

3.4%

149

## UNDER CONSTRUCTION PROPERTIES



## UNDER CONSTRUCTION

Property Name/Address	Rating	Units	Stories	Start	Complete	Developer/Owner
1 <b>Bennington on First</b> 18515 SE 1st St	★★★★☆	588	3	Mar 2022	Nov 2024	-
2 <b>Prose Battleground</b> 18717 NE 122nd Ave	★★★★☆	508	3	Jan 2022	Nov 2023	Hurley Development Alliance Residential Company
3 <b>1985-1988 NW Savier St</b>	★★★★☆	364	7	Apr 2023	Jun 2024	Greystar Real Estate Partners -
4 <b>Block 44</b> 3860 S Bond Ave	★★★★☆	344	13	Jun 2023	Jan 2025	Alamo Manhattan Alamo Manhattan
5 <b>The Press Blocks – Resi...</b> 1621 SW Taylor St	★★★★☆	341	24	Oct 2022	Dec 2023	Urban Renaissance Group Security Properties, Inc.
6 <b>The Willamette Tower - B...</b> 4100 SE River Pky	★★★★☆	340	23	Nov 2021	Nov 2023	Alamo Manhattan LLC Alamo Manhattan LLC
7 <b>Alta Amberglen</b> 19602-19698 Northwest V...	★★★★☆	326	5	Sep 2022	Jan 2024	Wood Partners -

# Under Construction Properties

Portland Multi-Family

## UNDER CONSTRUCTION

Property Name/Address	Rating	Units	Stories	Start	Complete	Developer/Owner
8 <b>Prose Apartments</b> 110 N Tomahawk Island Dr	★ ★ ★ ★ ★	284	5	Jun 2022	Jan 2024	Alliance Residential Company Alliance Residential Company
9 <b>Sunshine Dairy Apartme...</b> 801 NE 21st Ave	★ ★ ★ ★ ★	271	7	Aug 2023	Sep 2024	NBP Capital -
10 <b>Modera Raleigh Hills</b> 4822 SW Western Ave	★ ★ ★ ★ ★	270	5	Oct 2022	Sep 2024	Mill Creek Residential Trust LLC Mill Creek Residential Trust LLC
11 <b>Splash Apartments</b> 2505 NE Pacific St	★ ★ ★ ★ ★	219	8	Nov 2022	Aug 2024	Security Properties, Inc. -
12 <b>Zeal Lofts</b> 3185 N Williams Ave	★ ★ ★ ★ ★	215	6	Mar 2022	Jan 2024	Vibrant Cities Segrin Living Trust
13 <b>Slabtown Square/Block...</b> 1417 NW 20th Ave	★ ★ ★ ★ ★	200	6	Apr 2022	Mar 2024	Guardian Real Estate Services Guardian Real Estate Services
14 <b>Fairview Meadows</b> 22199 NE Sandy Blvd	★ ★ ★ ★ ★	196	4	Jun 2022	Jan 2024	West Coast Home Solutions, LLC West Coast Home Solutions, LLC
15 <b>Modera Woodstock</b> 4804 SE Woodstock Blvd	★ ★ ★ ★ ★	194	5	Feb 2023	Apr 2024	Mill Creek Residential Trust LLC Mill Creek Residential Trust LLC
16 <b>Adera Apartments</b> 412 W 4th St	★ ★ ★ ★ ★	186	6	Jun 2022	May 2024	Hurley Development -
17 <b>Broadstone Block 19</b> 1110 W Columbia Way	★ ★ ★ ★ ★	180	7	Jan 2022	Mar 2024	Alliance Residential Company Alliance Residential Company
18 <b>Henley Place</b> 10300 SE Main St	★ ★ ★ ★ ★	178	6	May 2022	Jan 2024	Pahlisch Homes -
19 <b>Fox Ridge</b> 910 SW Halsey Loop	★ ★ ★ ★ ★	162	2	Mar 2022	Nov 2023	- Carla Properties
20 <b>5600 Meadows Rd</b>	★ ★ ★ ★ ★	158	3	Oct 2022	Nov 2023	- Kruse Development Llc
21 <b>Pine Street Lofts</b> 306 SE 8th Ave	★ ★ ★ ★ ★	144	7	Sep 2022	Feb 2025	Specht 306 Llc 29th Street Capital
22 <b>The Ledges at Columbia...</b> 19801 SE Ascension Loop	★ ★ ★ ★ ★	141	5	Oct 2022	Jun 2024	Kirkland Development LLC KRISTIN KIRKLAND
23 <b>Troy Laundry North</b> 1010 SE Ash St	★ ★ ★ ★ ★	132	6	Mar 2022	Nov 2023	AJ Capital Partners AJ Capital Partners
24 <b>District Office</b> 550 SE Martin Luther King...	★ ★ ★ ★ ★	132	13	Jan 2023	Mar 2025	Beam Development Burns Bros, Inc.
25 <b>6825 SW 45th Ave</b>	★ ★ ★ ★ ★	121	3	Dec 2022	Jan 2024	Winkler Development Corp James Winkler
26 <b>Brooklyn Apartments</b> 3260 SE Milwaukie Ave	★ ★ ★ ★ ★	121	5	May 2023	Dec 2024	- Trammell Crow Company
27 <b>Aviva</b> 18604-18688 SE Stark St	★ ★ ★ ★ ★	108	4	Apr 2022	Mar 2024	RKM Development, Inc. -
28 <b>North 18</b> 1714 Northrup Ave	★ ★ ★ ★ ★	107	6	May 2022	Nov 2023	HMS Development Andersen Construction

As of the fourth quarter of 2023, trailing four quarter sales volume has slowed to \$1.5 billion, compared with the ten-year average of \$2.3 billion per year in multifamily deals. Volume previously peaked at \$4.6 billion in early 2022. The market sale price trends to \$260,000 per unit, in comparison to the national index of \$240,000 per unit. Multifamily cap rates had previously tightened by over 170 basis-points through early 2022, but have now shown steady upward pressure over the past few quarters in the face of widening bid to ask spreads and pricing declines. Deteriorating lending conditions as a result of the Fed's ongoing battle with inflation have increased the cost of debt and could slow sales volume further over the remainder of 2023.

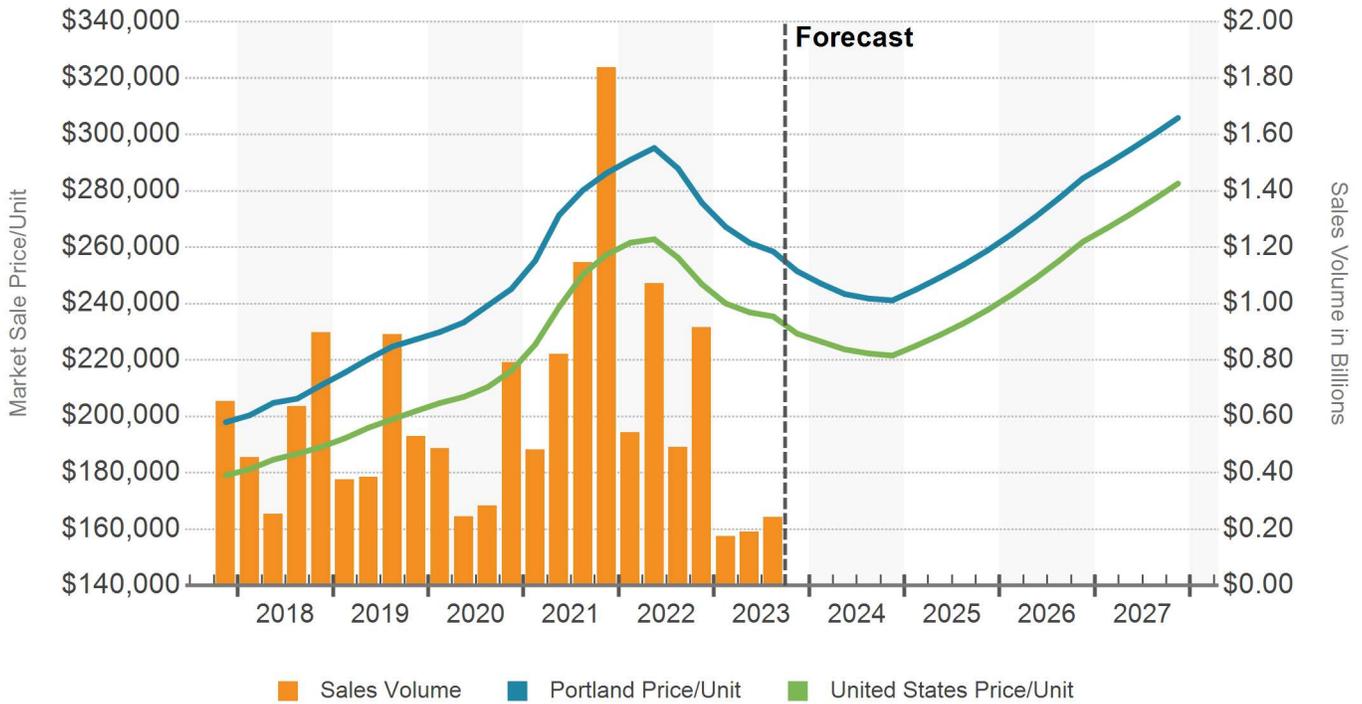
Private capital dominates Portland's multifamily market, but this doesn't mean that most buyers are local investors. Private buyers generated over 70% of sales volume in the past year, but 90% had headquarters outside of the Portland metro area.

This is because Portland remains attractive from a pricing standpoint, relative to some of its other Western gateway peer markets, and certain investors have shown a willingness to execute deals creatively in a time of high inflation and high rates. One example includes Greystar's 23Q1 purchase of the Heatherbrae Commons in Milwaukie. The institutional giant took on the asset from LivCor through a debt assumption, which allowed them to secure a lower rate executed prior to the Federal Reserve's current rate hike cycle. The 174-unit community was built in 1995 and fully renovated in 2014. Closing price totaled \$49 million (\$282,000/unit).

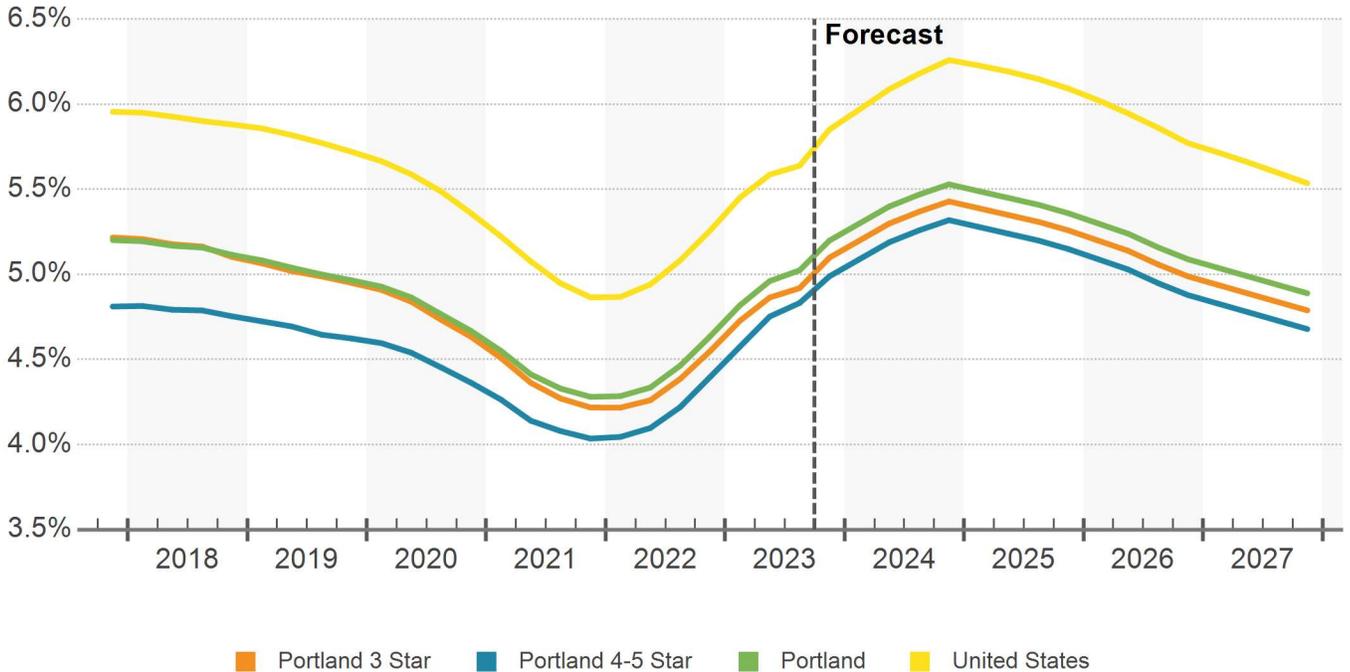
Conversely, some of the largest conventional trades over the past year have been taking place in the suburbs. For example, in 23Q1, the 100-unit Westridge Lofts in Camas sold for \$31 million (\$310,000/unit) to a local investor. The community was built in 2021, hovering near full occupancy. In addition, during 22Q4, the 347-unit One Jefferson in Lake Oswego sold for \$124 million (\$357,000/unit). The 4 Star garden complex was built in 1987, with a fully modernized renovation in 2019. Abacus Capital Group LLC acquired the property from Security Properties, Inc. and Pacific Life Insurance Company. Security had originally purchased the asset in 2016 for \$78 million and the sale met their return and time horizon goals.

Lastly, discussions with several representatives of larger financial institutions that are active in much larger markets indicate they have interest in Portland from a repositioning standpoint, especially in the core markets. Some commented that the negative press that has engulfed downtown for the last few years could provide an opportunity to enter the market at reduced pricing. This may already be taking place for those that are well-capitalized. For example, in 23Q2, Chicago-based Waterton, with \$10.7 billion in total assets re-entered the market with the purchase of the 177-unit Parker in the Pearl District. Astor Pacific, LLC, Argosy Real Estate Management, and Invesco sold the multifamily property. Closing price was equal to \$52 million (\$294,000/unit). A light refresh of some of the luxury units is anticipated, along with a new operating strategy to boost occupancy and ROI.

### SALES VOLUME & MARKET SALE PRICE PER UNIT



### MARKET CAP RATE



# Sales Past 12 Months

Portland Multi-Family

Sale Comparables

Avg. Price/Unit (thous.)

Average Price (mil.)

Average Vacancy at Sale

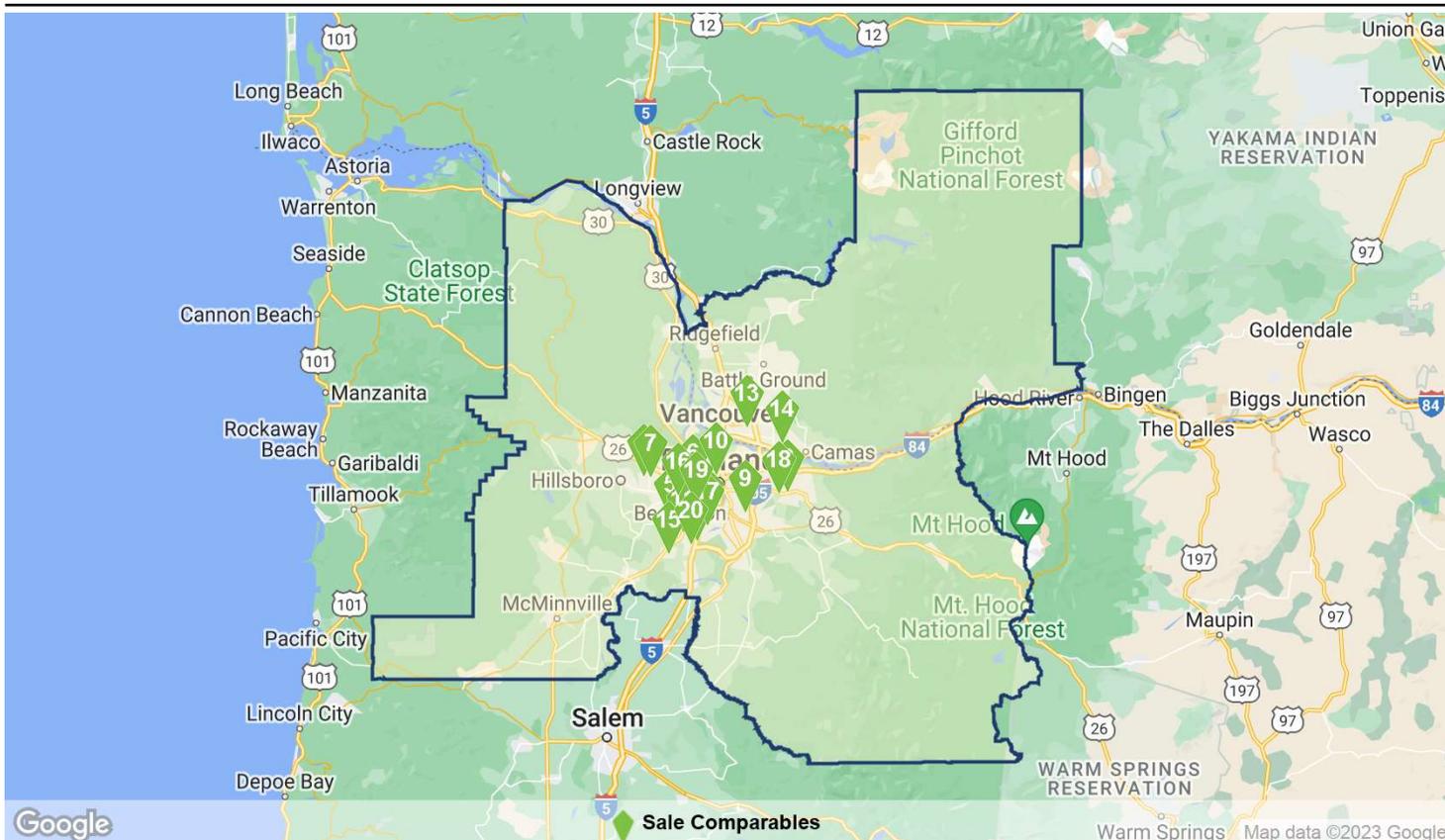
146

\$257

\$13.2

6.8%

## SALE COMPARABLE LOCATIONS



## SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$789,092	\$13,190,815	\$3,750,000	\$124,000,000
Price/Unit	\$64,845	\$257,152	\$200,869	\$466,666
Cap Rate	3.5%	5.3%	5.2%	8.1%
Vacancy Rate At Sale	0%	6.8%	3.1%	77.4%
Time Since Sale in Months	0.2	6.7	6.9	12.0
Property Attributes	Low	Average	Median	High
Property Size in Units	5	45	14	440
Number of Floors	1	2	2	6
Average Unit SF	338	867	850	2,329
Year Built	1888	1975	1973	2023
Star Rating	★ ★ ★ ★ ★	★ ★ ★ ★ ★ 2.5	★ ★ ★ ★ ★	★ ★ ★ ★ ★

# Sales Past 12 Months

Portland 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 One Jefferson 1 Jefferson Pky	★★★★★	1987	347	10.7%	10/6/2022	\$124,000,000	\$357,348	\$341
2 Lumina Apartments 2700 W Powell Blvd	★★★★★	1994	440	5.2%	8/22/2023	\$98,000,000	\$222,727	\$262
3 Timbers at Tualatin 6765 SW Nyberg St	★★★★★	1994	300	3.0%	10/4/2022	\$96,500,000	\$321,666	\$268
4 Avery at Orenco Station 6199 NE Alder St	★★★★★	2004	264	3.8%	10/4/2022	\$96,200,000	\$364,393	\$348
5 Skyline at Murrayhill 11601 SW Teal Blvd	★★★★★	1990	312	7.4%	10/4/2022	\$90,000,000	\$288,461	\$187
6 Haven at Golf Creek 1807 SW Golf Creek Dr	★★★★★	1990	282	9.9%	10/4/2022	\$82,300,000	\$291,843	\$328
7 The Jones 1099 NW Ordonez Pl	★★★★★	2012	193	6.7%	10/4/2022	\$69,500,000	\$360,103	\$290
8 The Parker 1447 NW 12th Ave	★★★★★	2014	177	9.0%	6/30/2023	\$52,000,000	\$293,785	\$254
9 Heatherbrae Commons 10303 SE Bell Ave	★★★★★	1995	174	5.8%	2/16/2023	\$49,000,000	\$281,609	\$272
10 Reveal 1411 NW Quimby St	★★★★★	2019	147	16.3%	11/7/2022	\$48,000,000	\$326,530	\$201
11 Woodspring Apartments 16100 SW 113th Ave	★★★★★	1991	172	5.8%	7/6/2023	\$46,600,000	\$270,930	\$254
12 Terra at Hazel Dell 2600 NE Minnehaha St	★★★★★	1991	206	1.0%	10/4/2022	\$39,500,000	\$191,747	\$232
13 Meadow Brook Place 2231 NE Bridgecreek Ave	★★★★★	1996	154	1.3%	12/13/2022	\$38,500,000	\$250,000	\$129
14 Westridge Lofts 2221 SE 192nd Ave	★★★★★	2021	100	3.0%	3/1/2023	\$31,000,000	\$310,000	\$370
15 Cannery Row 22550 SW Highland Dr	★★★★★	2014	101	2.0%	10/13/2022	\$30,000,000	\$297,029	\$353
16 Westline 4545 SW Angel Ave	★★★★★	2017	87	7.9%	10/13/2022	\$30,000,000	\$344,827	\$417
17 Haven Lake Oswego 15000 Davis Ln	★★★★★	1987	82	3.7%	11/29/2022	\$27,725,000	\$338,109	\$374
18 Township Eastside 17310 SE Naegeli Dr	★★★★★	1991	168	6.6%	2/7/2023	\$26,850,000	\$159,821	\$161
19 Village at Garden Home 7164 SW Oleson Rd	★★★★★	1971	115	1.7%	10/28/2022	\$23,100,000	\$200,869	\$200
20 ReNew West Tualatin 19545-19605 SW Boones Fer...	★★★★★	1968	95	10.5%	12/7/2022	\$19,350,000	\$203,684	\$228

Over the past year, 30,000 jobs have been added to nonfarm payrolls in Portland, for a change of 2.4%. Total job growth in the U.S. over the past year was 1.5%. While the Federal Reserve could maintain a hawkish stance on its battle with inflation, consumers appear much more prepared to deal with a slight downturn in the economy, showing some resilience in spending despite decades-high CPI growth. Rate hikes by the Central Bank to tame surging prices are likely to continue in the near term, given recent labor market tightness. Therefore, unemployment, despite currently sitting below long-run averages, may trend upward as a result. One leading indicator of job losses—which is the erosion of job openings—has declined just under 15% nationally over the past year.

Incomes in Portland, however, exceed the national average and the advent of the pandemic drove many residents to the city from other more expensive metro areas. Of the 11 West Coast metros with at least 1 million residents, only Fresno, California, has cheaper average apartment rents than Portland. Popular with millennials, Portland offers creative, affordable, eco-friendly spaces close to transit hubs that allow residents to take advantage of the region's quality of life. The lack of a sales tax in Oregon and the lack of an income tax across the Columbia River in Vancouver, Washington also appeal. In addition, the area is home to several employers with a global reach.

Intel and Nike, the metro's largest non-government, non-healthcare employers, have both recently expanded their corporate campuses. In July 2019, Intel broke ground on a 1.5-million-SF expansion to D1X at its Ronler Acres campus in Hillsboro that has now been completed. Previously, the multibillion-dollar D1X development delivered 2.2 million SF in 2015, marking the largest capital project in Oregon's history.

Nike's relationship with the state government, on the other hand, has been somewhat volatile, but this changed after the legislature agreed to lock in Nike's state tax rate at current levels. The company's commitment to the region has culminated in the construction of an additional 1.4 million SF of office space at its Beaverton campus. Nike now occupies 350 acres of contiguous real estate, which is one of the largest corporate campuses in America.

Nike has attracted a skilled workforce—as well as a number of competitors—to the metro. Dr. Martens, Columbia Sportswear, and Lacrosse Footwear all have

headquarters in the region, as does major competitor Adidas. North American operations for Adidas has now completed a 425,000-SF office expansion of its headquarters. Under Armour moved into a former YMCA building in Southwest Portland in 2017, as well.

Along with Intel, job sector growth by way of biotechnology firms has picked up speed and could drive population and wage gains. Drawn to the area's affordability and dynamic work force, San Francisco-based Genentech and Twist Biosciences have each made significant investments in the metro area of late. Genentech recently completed a \$175 million expansion in Hillsboro, adding nearly 130,000 SF to its facility, while Twist doubled its footprint at the ParkWorks Industry Center in Wilsonville to 190,000 SF. The company is expected to contribute an additional \$70 million in capital for the project that can accommodate around 400 additional bioscience employees. Moves such as these are likely to draw more companies to the area in search of talent. Aiding in this talent pipeline will be Oregon Health & Science University, whose board of directors approved a \$650-million hospital expansion that has broken ground. The project will accommodate an additional 4,000 staff members to serve the facilities when complete.

Amazon is another major contributor to Portland's economy and has invested around \$2.8 billion into Oregon. After acquiring Portland-based Elemental Technologies for \$296 million in October 2015, the company has leased about 200,000 SF of office space in the CBD, along with millions of square feet of industrial space in the greater Portland metro. Amazon's industrial footprint includes a sortation center in Hillsboro employing 1,000 workers and fulfillment centers in North Portland (918,000 SF) and Troutdale (860,000 SF), both delivered in 18Q3, that collectively employ about 3,000 workers. Other major facilities delivering for the e-commerce titan include a fulfillment facility in Woodburn, along Interstate 5.

Another factor becoming more entrenched in the market is increased exposure to trade by way of the Port of Portland. Since the beginning of 2021, total containerized cargo volume at the port has doubled. To handle this rising demand, port officials have added weekly container service from Mediterranean shipper MSC, in addition to increased vessel calls from South Korea-based container carrier SM Line. Port officials hope this volume and service from other lines will build over time, and they have committed resources to ramp up port marketing in

an effort to attract more shipping partners. Should the Port of Portland's profile continue to rise, more logistics service providers could be enticed to establish a presence in the region and keep demand for industrial

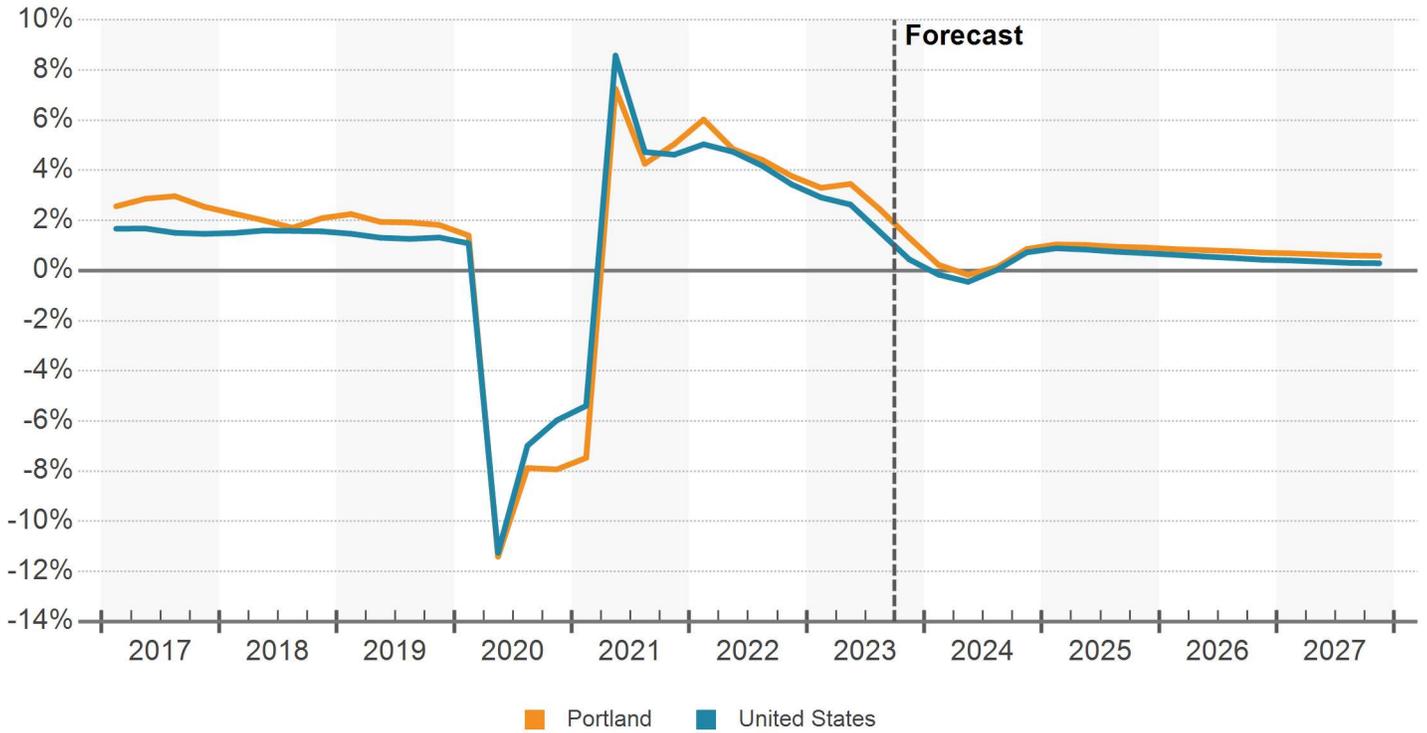
product elevated. From a logistical standpoint, Portland can reach nearly 8.5 million people within just a four-hour truck drive, including the Seattle metropolitan area further north.

### PORTLAND EMPLOYMENT BY INDUSTRY IN THOUSANDS

Industry	CURRENT JOBS		CURRENT GROWTH		10 YR HISTORICAL		5 YR FORECAST	
	Jobs	LQ	Market	US	Market	US	Market	US
Manufacturing	128	1.2	0.46%	0.32%	1.06%	0.74%	0.77%	0.07%
Trade, Transportation and Utilities	228	1.0	1.07%	0.30%	1.47%	1.12%	-0.01%	0.11%
Retail Trade	118	0.9	2.16%	0.19%	0.82%	0.29%	0.15%	0.10%
Financial Activities	78	1.1	1.94%	0.47%	2.00%	1.43%	0.27%	0.13%
Government	151	0.8	0.63%	1.34%	0.71%	0.31%	0.78%	0.43%
Natural Resources, Mining and Construction	87	1.2	5.59%	1.71%	4.80%	2.38%	0.93%	0.23%
Education and Health Services	189	0.9	2.34%	2.74%	2.09%	1.77%	0.98%	0.69%
Professional and Business Services	207	1.1	3.06%	1.20%	2.73%	2.08%	0.46%	0.37%
Information	28	1.1	0.97%	-1.52%	1.74%	1.24%	0.88%	0.29%
Leisure and Hospitality	122	0.9	6.09%	4.21%	1.53%	1.52%	1.00%	0.89%
Other Services	43	0.9	4.06%	1.84%	1.43%	0.61%	0.64%	0.29%
<b>Total Employment</b>	<b>1,262</b>	<b>1.0</b>	<b>2.39%</b>	<b>1.49%</b>	<b>1.86%</b>	<b>1.31%</b>	<b>0.62%</b>	<b>0.39%</b>

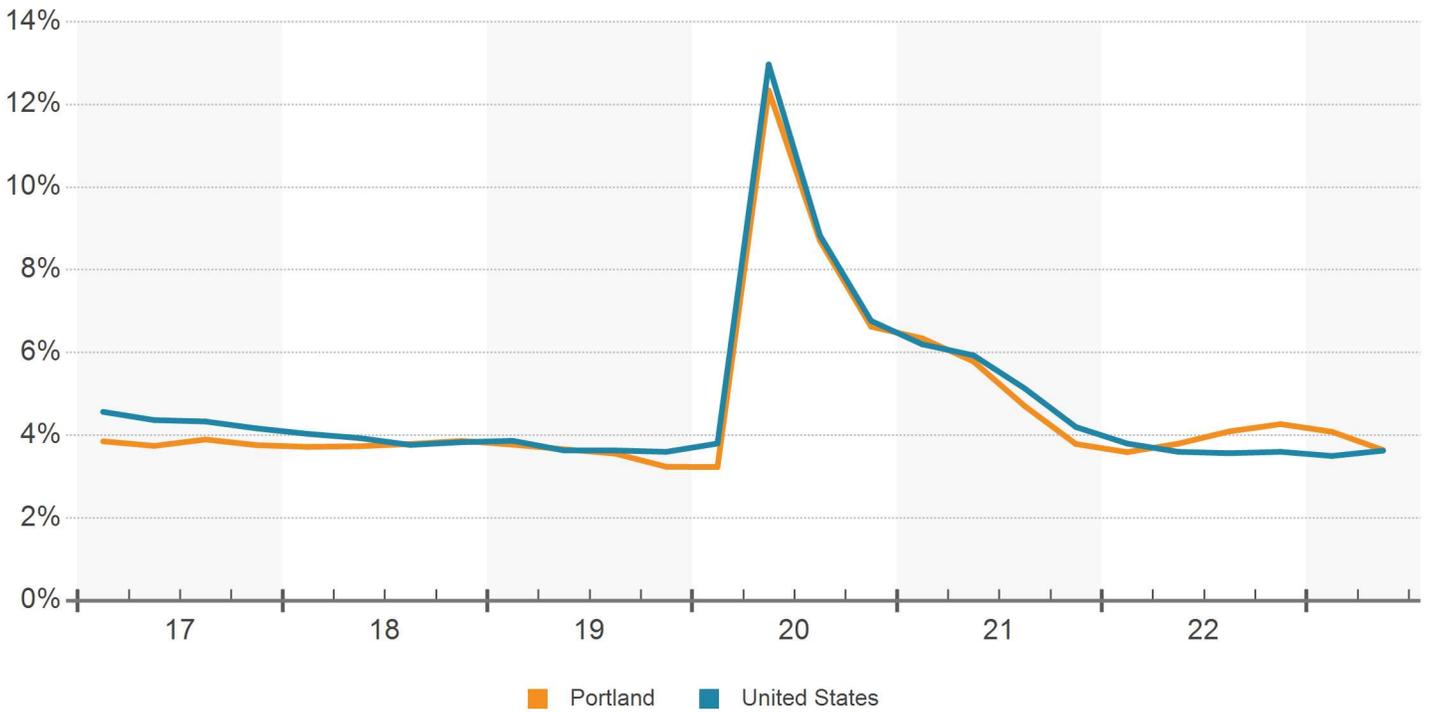
Source: Oxford Economics  
LQ = Location Quotient

## JOB GROWTH (YOY)

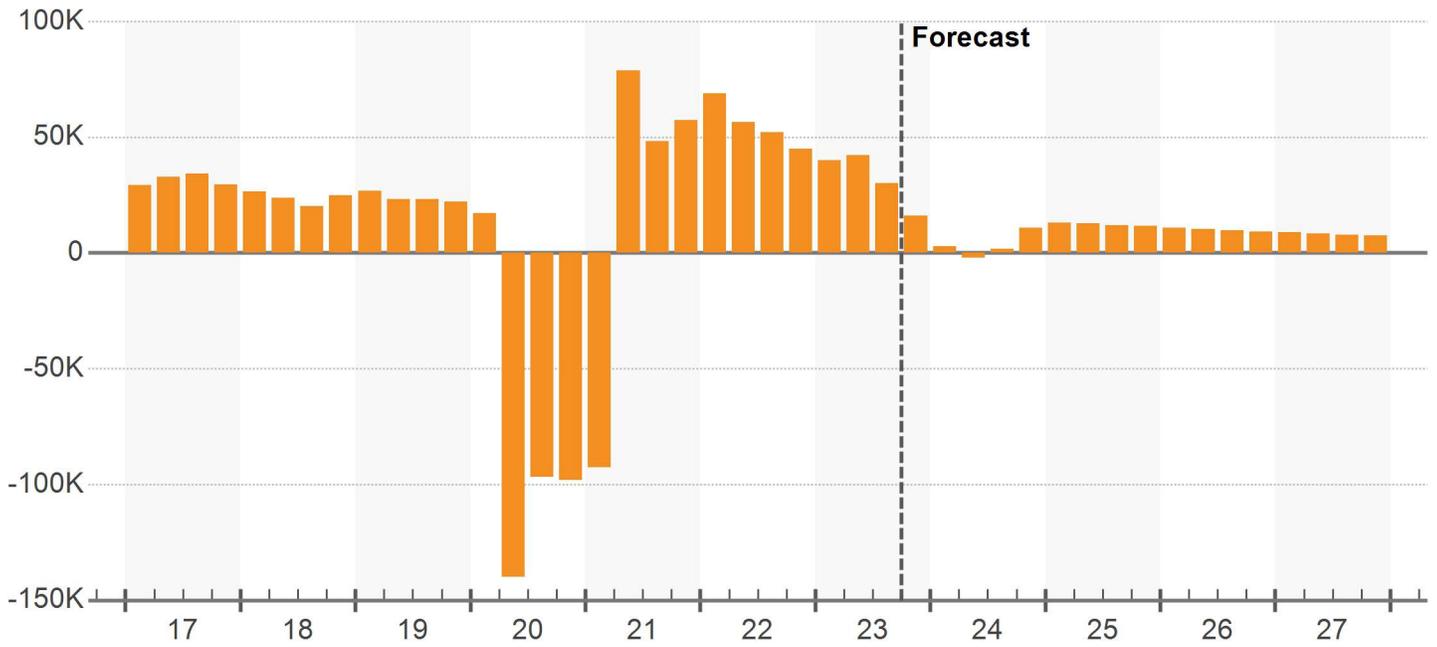


Source: Oxford Economics

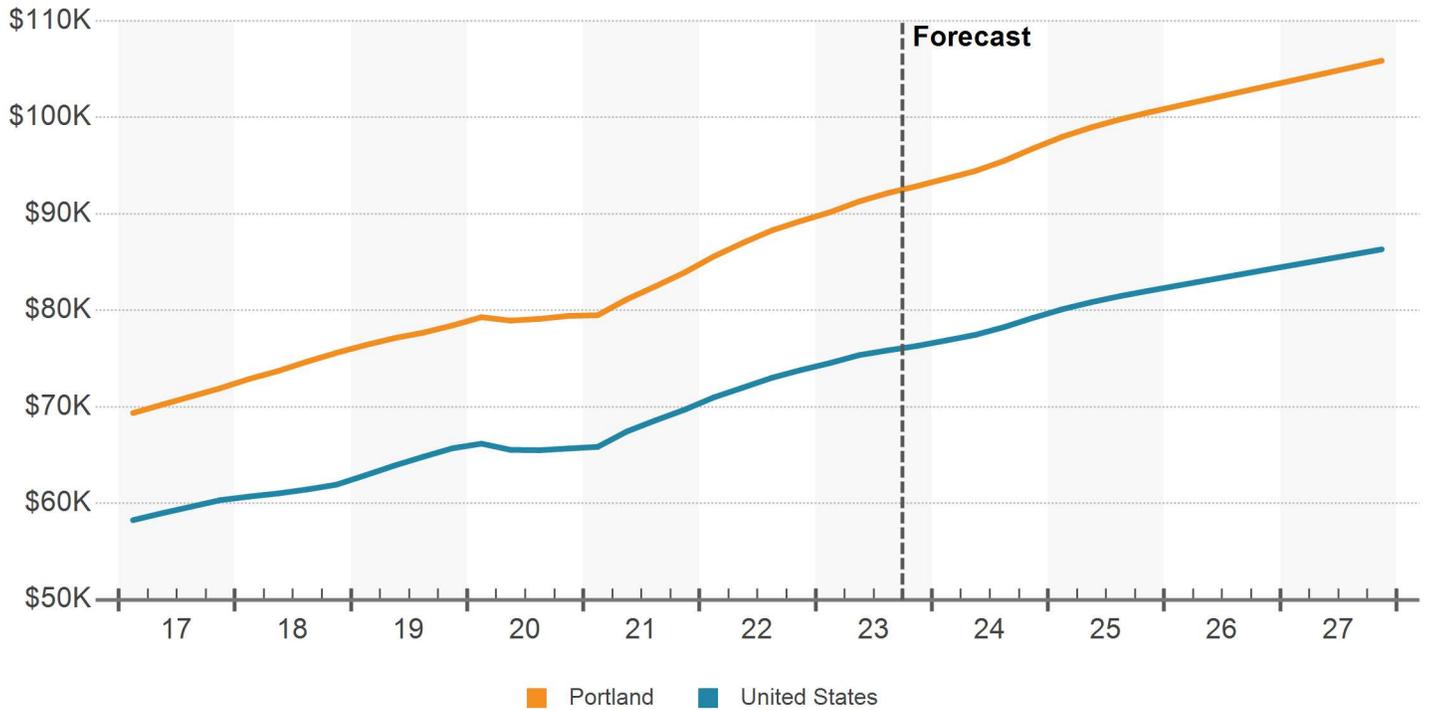
## UNEMPLOYMENT RATE (%)



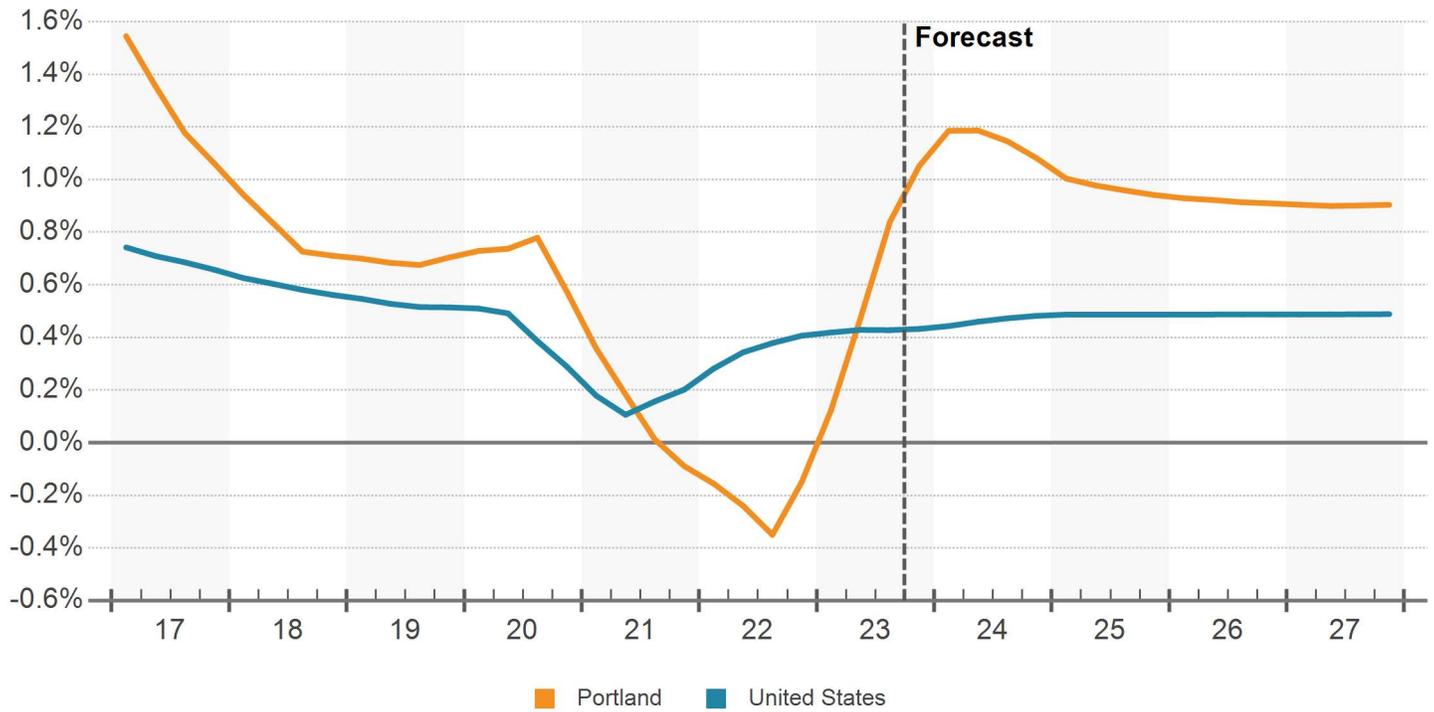
## NET EMPLOYMENT CHANGE (YOY)



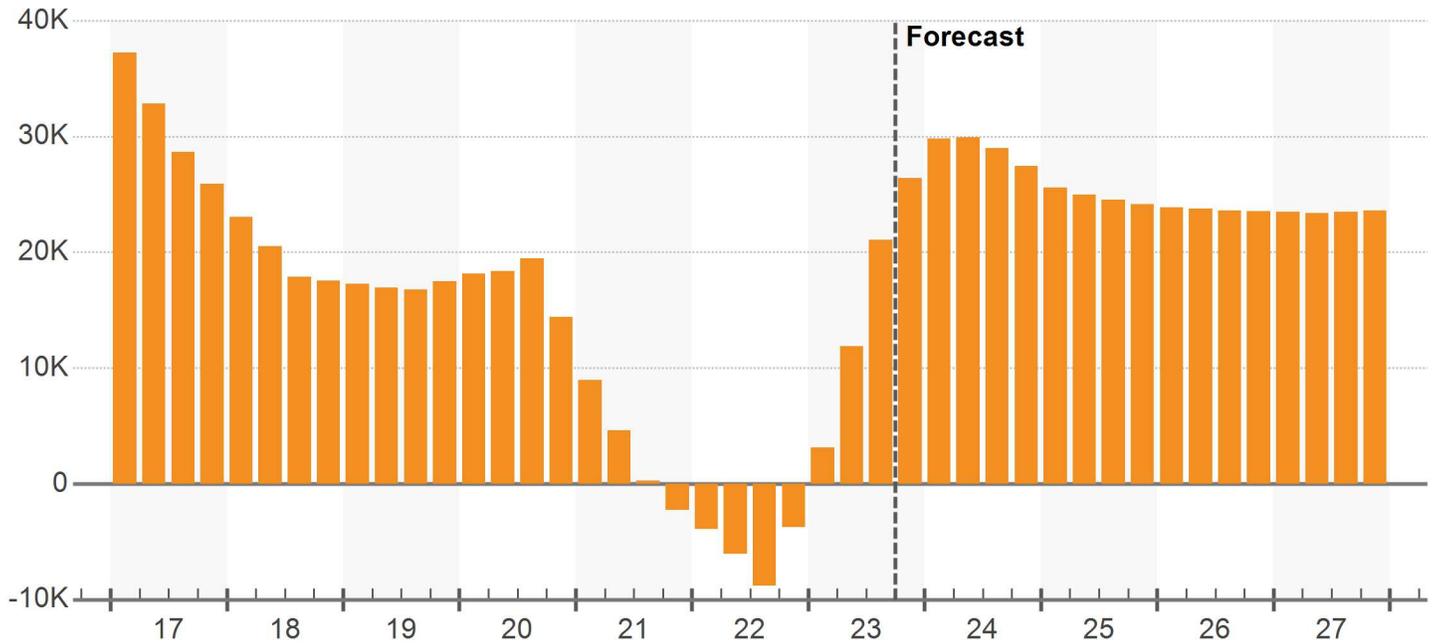
## MEDIAN HOUSEHOLD INCOME



## POPULATION GROWTH (YOY %)



## NET POPULATION CHANGE (YOY)



### DEMOGRAPHIC TRENDS

Demographic Category	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
	Metro	US	Metro	US	Metro	US	Metro	US
Population	2,531,001	334,744,781	0.8%	0.4%	0.9%	0.5%	1.0%	0.5%
Households	1,020,493	130,001,625	1.0%	0.6%	1.3%	0.9%	1.1%	0.6%
Median Household Income	\$92,203	\$75,887	4.4%	3.9%	4.6%	3.8%	3.2%	3.0%
Labor Force	1,382,484	165,922,344	1.1%	0.9%	1.6%	0.6%	0.5%	0.4%
Unemployment	3.6%	3.6%	-0.5%	0.1%	-0.3%	-0.4%	-	-

Source: Oxford Economics

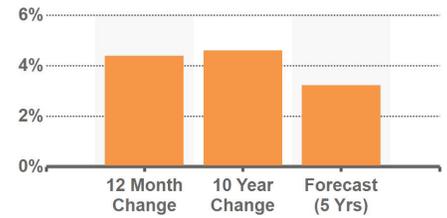
#### POPULATION GROWTH



#### LABOR FORCE GROWTH

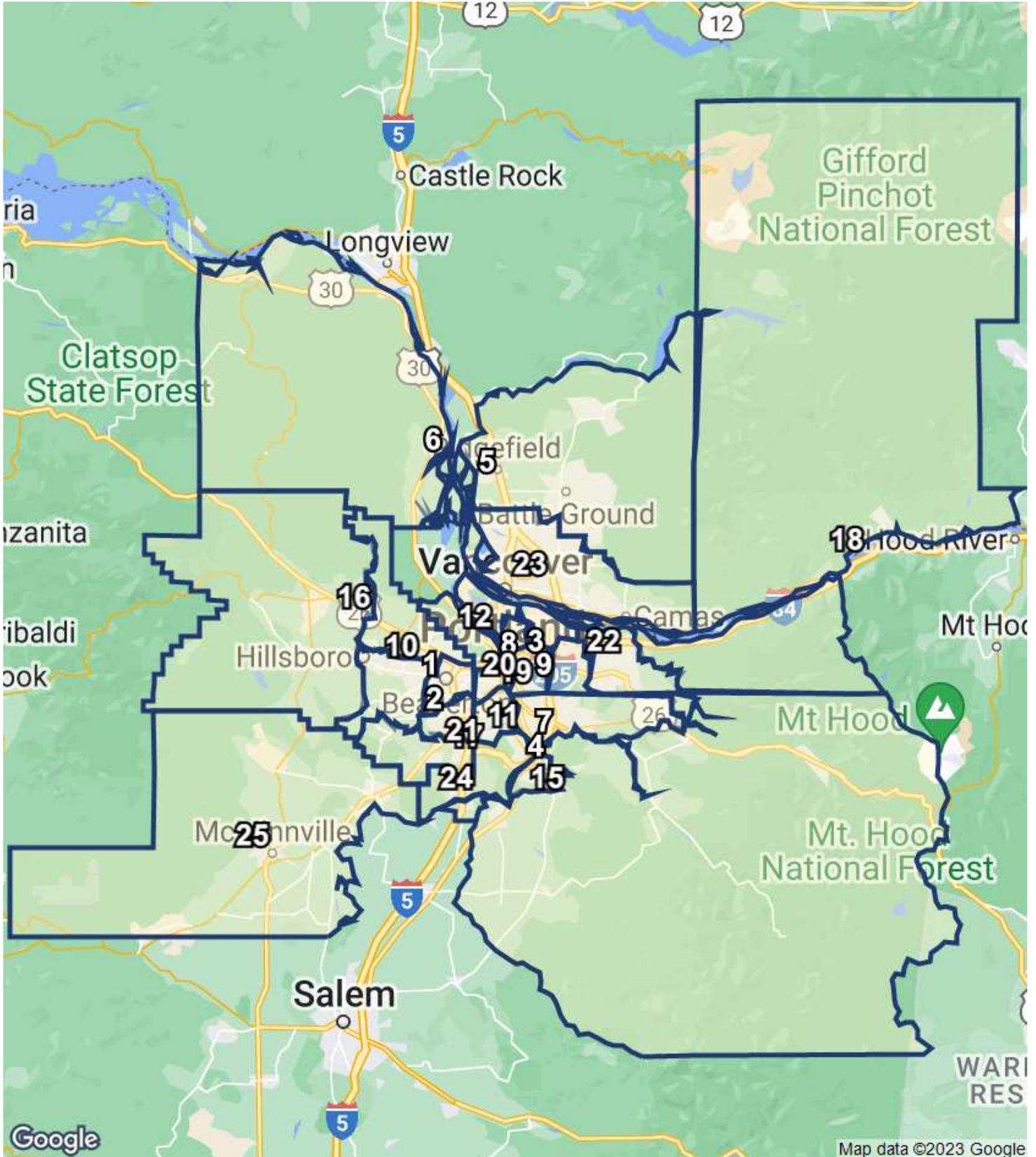


#### INCOME GROWTH



Source: Oxford Economics

## PORTLAND SUBMARKETS



# Submarkets

## SUBMARKET INVENTORY

No.	Submarket	Inventory				12 Month Deliveries				Under Construction			
		Bldgs	Units	% Market	Rank	Bldgs	Units	Percent	Rank	Bldgs	Units	Percent	Rank
1	Aloha	153	7,235	3.2%	12	0	0	0%	-	0	0	0%	-
2	Beaverton	304	15,908	7.1%	4	0	0	0%	-	1	270	1.7%	10
3	Central Northeast	188	4,343	1.9%	16	1	10	0.2%	17	1	9	0.2%	17
4	Clackamas County	70	2,684	1.2%	20	6	467	17.4%	5	0	0	0%	-
5	Clark County	32	1,666	0.7%	23	1	138	8.3%	12	1	508	30.5%	6
6	Columbia County	33	1,182	0.5%	24	2	319	27.0%	6	0	0	0%	-
7	Damascus	228	13,475	6.0%	6	5	745	5.5%	2	1	178	1.3%	11
8	Downtown Portland	113	13,230	5.9%	7	3	507	3.8%	4	0	0	0%	-
9	East Portland	423	10,385	4.6%	9	2	14	0.1%	16	2	129	1.2%	13
10	Hillsboro	120	20,287	9.0%	3	2	266	1.3%	7	1	326	1.6%	9
11	Lake Oswego	65	4,030	1.8%	18	0	0	0%	-	2	173	4.3%	12
12	North Portland	228	4,846	2.1%	14	16	231	4.8%	10	4	346	7.1%	8
13	Northeast Portland	345	7,806	3.5%	10	6	119	1.5%	13	3	392	5.0%	7
14	Northwest Portland	383	12,933	5.7%	8	1	38	0.3%	14	5	1,119	8.7%	3
15	Oregon City	45	2,106	0.9%	21	0	0	0%	-	0	0	0%	-
16	Outlying Washington Cou...	73	1,827	0.8%	22	2	198	10.8%	11	0	0	0%	-
17	Sherwood/Tualatin	44	4,153	1.8%	17	1	264	6.4%	8	0	0	0%	-
18	Skamania County	4	38	0%	25	0	0	0%	-	0	0	0%	-
19	Southeast Portland	1,052	22,542	10.0%	2	10	595	2.6%	3	9	1,257	5.6%	1
20	Southwest Portland	217	7,212	3.2%	13	2	246	3.4%	9	5	896	12.4%	4
21	Tigard	122	7,703	3.4%	11	0	0	0%	-	2	116	1.5%	15
22	Troutdale/Gresham	327	15,786	7.0%	5	2	38	0.2%	14	5	611	3.9%	5
23	Vancouver	611	36,291	16.1%	1	26	3,085	8.5%	1	6	1,201	3.3%	2
24	Wilsonville	57	4,797	2.1%	15	0	0	0%	-	1	100	2.1%	16
25	Yamhill County	95	2,993	1.3%	19	0	0	0%	-	2	126	4.2%	14

### SUBMARKET RENT

No.	Market	Asking Rents				Effective Rents					
		Per Unit	Per SF	Rank	Yr. Growth	Per Unit	Per SF	Rank	Yr. Growth	Concession	Rank
1	Aloha	\$1,657	\$1.83	13	-2.5%	\$1,648	\$1.82	13	-2.3%	0.6%	16
2	Beaverton	\$1,566	\$1.82	14	-0.9%	\$1,555	\$1.81	14	-1.1%	0.7%	14
3	Central Northeast	\$1,355	\$1.82	15	0.4%	\$1,348	\$1.81	15	0.5%	0.5%	22
4	Clackamas County	\$1,623	\$1.75	18	-0.1%	\$1,600	\$1.73	18	-1.3%	1.4%	3
5	Clark County	\$1,867	\$1.77	17	1.1%	\$1,857	\$1.75	16	0.8%	0.5%	17
6	Columbia County	\$1,357	\$1.67	22	4.3%	\$1,353	\$1.67	22	4.1%	0.3%	24
7	Damascus	\$1,637	\$1.87	11	-0.5%	\$1,625	\$1.85	12	-0.8%	0.7%	11
8	Downtown Portland	\$1,839	\$2.50	1	-4.2%	\$1,814	\$2.46	1	-3.7%	1.4%	4
9	East Portland	\$1,246	\$1.50	24	0%	\$1,239	\$1.49	24	0%	0.6%	15
10	Hillsboro	\$1,777	\$1.93	8	-5.1%	\$1,763	\$1.91	8	-5.4%	0.7%	9
11	Lake Oswego	\$1,873	\$2.02	6	-4.1%	\$1,861	\$2	6	-4.2%	0.7%	13
12	North Portland	\$1,447	\$2.01	7	-2.0%	\$1,416	\$1.97	7	-3.4%	2.2%	1
13	Northeast Portland	\$1,555	\$2.38	3	-3.2%	\$1,544	\$2.36	3	-2.4%	0.7%	12
14	Northwest Portland	\$1,551	\$2.44	2	-3.2%	\$1,524	\$2.40	2	-3.6%	1.7%	2
15	Oregon City	\$1,589	\$1.69	20	2.3%	\$1,581	\$1.69	20	3.5%	0.5%	21
16	Outlying Washington Cou...	\$1,372	\$1.71	19	1.3%	\$1,365	\$1.70	19	1.1%	0.5%	19
17	Sherwood/Tualatin	\$1,715	\$1.90	9	-4.7%	\$1,701	\$1.88	9	-5.1%	0.8%	8
18	Skamania County	\$1,213	-	-	-	\$1,210	-	-	-	0.3%	25
19	Southeast Portland	\$1,448	\$2.22	4	-0.9%	\$1,435	\$2.20	4	-0.9%	0.9%	7
20	Southwest Portland	\$1,622	\$2.09	5	-0.9%	\$1,604	\$2.07	5	-0.7%	1.1%	5
21	Tigard	\$1,605	\$1.87	10	-0.9%	\$1,596	\$1.86	10	-1.0%	0.5%	18
22	Troutdale/Gresham	\$1,495	\$1.68	21	-0.6%	\$1,484	\$1.67	21	-0.9%	0.7%	10
23	Vancouver	\$1,633	\$1.77	16	-2.1%	\$1,615	\$1.75	17	-2.8%	1.1%	6
24	Wilsonville	\$1,745	\$1.86	12	-3.0%	\$1,736	\$1.85	11	-3.0%	0.5%	20
25	Yamhill County	\$1,316	\$1.52	23	3.6%	\$1,311	\$1.51	23	3.6%	0.3%	23

### SUBMARKET VACANCY & ABSORPTION

No.	Submarket	Vacancy			12 Month Absorption			
		Units	Percent	Rank	Units	% of Inv	Rank	Construc. Ratio
1	Aloha	412	5.7%	11	(86)	-1.2%	23	-
2	Beaverton	791	5.0%	7	(181)	-1.1%	25	-
3	Central Northeast	242	5.6%	10	3	0.1%	14	3.7
4	Clackamas County	288	10.7%	23	243	9.1%	2	1.6
5	Clark County	83	5.0%	6	104	6.3%	11	-
6	Columbia County	169	14.3%	25	169	14.3%	6	1.9
7	Damascus	1,117	8.3%	19	184	1.4%	4	4.1
8	Downtown Portland	1,298	9.8%	22	167	1.3%	8	3.0
9	East Portland	478	4.6%	5	(52)	-0.5%	20	-
10	Hillsboro	1,168	5.8%	12	127	0.6%	10	2.1
11	Lake Oswego	264	6.6%	15	(60)	-1.5%	21	-
12	North Portland	349	7.2%	16	171	3.5%	5	1.1
13	Northeast Portland	584	7.5%	17	71	0.9%	12	0.6
14	Northwest Portland	1,081	8.4%	20	(88)	-0.7%	24	-
15	Oregon City	107	5.1%	8	0	0%	16	-
16	Outlying Washington Cou...	44	2.4%	2	185	10.1%	3	0.1
17	Sherwood/Tualatin	451	10.9%	24	(70)	-1.7%	22	-
18	Skamania County	1	2.9%	3	0	0%	-	-
19	Southeast Portland	1,707	7.6%	18	163	0.7%	9	3.0
20	Southwest Portland	450	6.2%	14	168	2.3%	7	1.4
21	Tigard	330	4.3%	4	47	0.6%	13	-
22	Troutdale/Gresham	911	5.8%	13	(25)	-0.2%	18	-
23	Vancouver	3,213	8.9%	21	1,278	3.5%	1	2.3
24	Wilsonville	266	5.5%	9	(35)	-0.7%	19	-
25	Yamhill County	46	1.5%	1	0	0%	17	-

### OVERALL SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2027	239,345	3,539	1.5%	3,526	1.5%	1.0
2026	235,806	2,343	1.0%	3,233	1.4%	0.7
2025	233,463	2,837	1.2%	3,411	1.5%	0.8
2024	230,626	3,963	1.7%	3,975	1.7%	1.0
2023	226,663	7,718	3.5%	3,131	1.4%	2.5
YTD	225,458	6,513	3.0%	2,585	1.1%	2.5
2022	218,945	3,594	1.7%	3,103	1.4%	1.2
2021	215,351	6,775	3.2%	9,687	4.5%	0.7
2020	208,576	7,453	3.7%	6,336	3.0%	1.2
2019	201,123	6,993	3.6%	5,614	2.8%	1.2
2018	194,130	6,881	3.7%	7,061	3.6%	1.0
2017	187,249	5,603	3.1%	4,924	2.6%	1.1
2016	181,646	5,134	2.9%	2,747	1.5%	1.9
2015	176,512	4,285	2.5%	3,775	2.1%	1.1
2014	172,227	4,656	2.8%	4,754	2.8%	1.0
2013	167,571	2,656	1.6%	3,073	1.8%	0.9
2012	164,915	2,265	1.4%	1,906	1.2%	1.2
2011	162,650	431	0.3%	204	0.1%	2.1

### 4 & 5 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2027	90,051	3,529	4.1%	3,122	3.5%	1.1
2026	86,522	2,349	2.8%	2,447	2.8%	1.0
2025	84,173	2,550	3.1%	2,537	3.0%	1.0
2024	81,623	1,990	2.5%	3,051	3.7%	0.7
2023	79,633	5,405	7.3%	1,984	2.5%	2.7
YTD	78,500	4,272	5.8%	1,559	2.0%	2.7
2022	74,228	1,906	2.6%	3,133	4.2%	0.6
2021	72,322	5,603	8.4%	7,076	9.8%	0.8
2020	66,719	5,852	9.6%	4,325	6.5%	1.4
2019	60,867	5,388	9.7%	4,239	7.0%	1.3
2018	55,479	5,132	10.2%	5,033	9.1%	1.0
2017	50,347	4,982	11.0%	4,664	9.3%	1.1
2016	45,365	4,369	10.7%	3,017	6.7%	1.4
2015	40,996	3,738	10.0%	3,327	8.1%	1.1
2014	37,258	4,065	12.2%	3,967	10.6%	1.0
2013	33,193	2,202	7.1%	2,043	6.2%	1.1
2012	30,991	1,629	5.5%	1,126	3.6%	1.4
2011	29,362	33	0.1%	(36)	-0.1%	-

### 3 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2027	85,118	40	0%	272	0.3%	0.1
2026	85,078	26	0%	584	0.7%	0
2025	85,052	324	0.4%	1,013	1.2%	0.3
2024	84,728	1,892	2.3%	1,090	1.3%	1.7
2023	82,836	2,251	2.8%	1,384	1.7%	1.6
YTD	82,764	2,179	2.7%	1,219	1.5%	1.8
2022	80,585	1,642	2.1%	424	0.5%	3.9
2021	78,943	1,127	1.4%	2,240	2.8%	0.5
2020	77,816	1,417	1.9%	1,702	2.2%	0.8
2019	76,399	1,550	2.1%	1,196	1.6%	1.3
2018	74,849	1,699	2.3%	1,744	2.3%	1.0
2017	73,150	631	0.9%	414	0.6%	1.5
2016	72,519	713	1.0%	92	0.1%	7.8
2015	71,806	513	0.7%	369	0.5%	1.4
2014	71,293	641	0.9%	663	0.9%	1.0
2013	70,652	410	0.6%	719	1.0%	0.6
2012	70,242	614	0.9%	766	1.1%	0.8
2011	69,628	396	0.6%	274	0.4%	1.4

### 1 & 2 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2027	64,176	(30)	0%	132	0.2%	-
2026	64,206	(32)	0%	202	0.3%	-
2025	64,238	(37)	-0.1%	(139)	-0.2%	0.3
2024	64,275	81	0.1%	(166)	-0.3%	-
2023	64,194	62	0.1%	(237)	-0.4%	-
YTD	64,194	62	0.1%	(193)	-0.3%	-
2022	64,132	46	0.1%	(454)	-0.7%	-
2021	64,086	45	0.1%	371	0.6%	0.1
2020	64,041	184	0.3%	309	0.5%	0.6
2019	63,857	55	0.1%	179	0.3%	0.3
2018	63,802	50	0.1%	284	0.4%	0.2
2017	63,752	(10)	0%	(154)	-0.2%	0.1
2016	63,762	52	0.1%	(362)	-0.6%	-
2015	63,710	34	0.1%	79	0.1%	0.4
2014	63,676	(50)	-0.1%	124	0.2%	-
2013	63,726	44	0.1%	311	0.5%	0.1
2012	63,682	22	0%	14	0%	1.6
2011	63,660	2	0%	(34)	-0.1%	-

### OVERALL VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rents	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2027	15,035	6.3%	(0.1)	\$1,797	\$2.16	3.0%	(0.8)	\$1,779	\$2.14
2026	15,022	6.4%	(0.4)	\$1,745	\$2.10	3.7%	0.1	\$1,727	\$2.08
2025	15,914	6.8%	(0.3)	\$1,682	\$2.03	3.6%	1.3	\$1,665	\$2
2024	16,514	7.2%	(0.1)	\$1,623	\$1.95	2.4%	4.4	\$1,606	\$1.93
2023	16,522	7.3%	1.8	\$1,586	\$1.91	-2.0%	(6.4)	\$1,569	\$1.89
YTD	15,851	7.0%	1.6	\$1,602	\$1.92	-2.0%	(6.4)	\$1,587	\$1.90
2022	11,920	5.4%	0.2	\$1,618	\$1.94	4.3%	(4.6)	\$1,605	\$1.92
2021	11,395	5.3%	(1.6)	\$1,551	\$1.86	8.9%	7.7	\$1,535	\$1.84
2020	14,289	6.9%	0.4	\$1,424	\$1.70	1.2%	(1.2)	\$1,402	\$1.68
2019	13,031	6.5%	0.5	\$1,408	\$1.68	2.4%	0	\$1,388	\$1.66
2018	11,633	6.0%	(0.3)	\$1,374	\$1.64	2.5%	0.4	\$1,346	\$1.61
2017	11,792	6.3%	0.2	\$1,341	\$1.60	2.0%	(1.4)	\$1,309	\$1.57
2016	11,103	6.1%	1.2	\$1,315	\$1.57	3.4%	(4.7)	\$1,287	\$1.54
2015	8,709	4.9%	0.2	\$1,271	\$1.52	8.1%	3.9	\$1,255	\$1.50
2014	8,191	4.8%	(0.2)	\$1,176	\$1.40	4.2%	0.5	\$1,163	\$1.39
2013	8,279	4.9%	(0.3)	\$1,129	\$1.35	3.7%	0.9	\$1,120	\$1.34
2012	8,676	5.3%	0.1	\$1,088	\$1.30	2.8%	1.1	\$1,080	\$1.29
2011	8,314	5.1%	0.1	\$1,059	\$1.26	1.7%	-	\$1,052	\$1.26

### 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
2027	7,569	8.4%	0.1	\$2,027	\$2.43	2.8%	(0.8)	\$1,999	\$2.40
2026	7,162	8.3%	(0.3)	\$1,972	\$2.36	3.6%	0.1	\$1,944	\$2.33
2025	7,261	8.6%	(0.3)	\$1,903	\$2.28	3.5%	1.3	\$1,877	\$2.25
2024	7,275	8.9%	(1.6)	\$1,838	\$2.20	2.2%	5.7	\$1,813	\$2.17
2023	8,335	10.5%	3.8	\$1,798	\$2.16	-3.5%	(7.7)	\$1,773	\$2.13
YTD	7,667	9.8%	3.1	\$1,822	\$2.17	-3.7%	(7.8)	\$1,800	\$2.14
2022	4,955	6.7%	(1.8)	\$1,863	\$2.22	4.2%	(5.7)	\$1,842	\$2.19
2021	6,150	8.5%	(2.9)	\$1,789	\$2.13	9.9%	10.1	\$1,758	\$2.09
2020	7,615	11.4%	1.6	\$1,628	\$1.94	-0.2%	(1.7)	\$1,585	\$1.89
2019	5,955	9.8%	1.1	\$1,632	\$1.94	1.5%	(0.3)	\$1,598	\$1.90
2018	4,798	8.6%	(0.7)	\$1,607	\$1.91	1.8%	0.7	\$1,566	\$1.86
2017	4,694	9.3%	(0.3)	\$1,579	\$1.88	1.1%	(0.3)	\$1,529	\$1.82
2016	4,370	9.6%	2.3	\$1,562	\$1.86	1.4%	(5.0)	\$1,513	\$1.80
2015	3,013	7.3%	0.4	\$1,541	\$1.83	6.3%	3.3	\$1,516	\$1.81
2014	2,596	7.0%	(0.5)	\$1,449	\$1.72	3.0%	(0.2)	\$1,428	\$1.70
2013	2,488	7.5%	0	\$1,406	\$1.67	3.3%	0.7	\$1,392	\$1.66
2012	2,315	7.5%	1.3	\$1,361	\$1.62	2.6%	1.2	\$1,349	\$1.61
2011	1,811	6.2%	0.2	\$1,327	\$1.58	1.5%	-	\$1,319	\$1.57

### 3 STAR VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rents	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2027	4,438	5.2%	(0.3)	\$1,788	\$2.10	3.1%	(0.7)	\$1,773	\$2.08
2026	4,669	5.5%	(0.7)	\$1,734	\$2.04	3.8%	0.2	\$1,719	\$2.02
2025	5,226	6.1%	(0.8)	\$1,670	\$1.96	3.7%	1.2	\$1,656	\$1.94
2024	5,915	7.0%	0.8	\$1,611	\$1.89	2.4%	4.0	\$1,597	\$1.88
2023	5,113	6.2%	0.9	\$1,573	\$1.85	-1.6%	(6.4)	\$1,560	\$1.83
YTD	5,200	6.3%	1.0	\$1,590	\$1.85	-1.7%	(6.6)	\$1,579	\$1.84
2022	4,235	5.3%	1.4	\$1,598	\$1.86	4.8%	(5.2)	\$1,588	\$1.85
2021	3,015	3.8%	(1.5)	\$1,524	\$1.78	10.0%	7.8	\$1,517	\$1.77
2020	4,117	5.3%	(0.5)	\$1,385	\$1.61	2.2%	(1.2)	\$1,374	\$1.60
2019	4,394	5.8%	0.4	\$1,355	\$1.58	3.5%	0.5	\$1,342	\$1.56
2018	4,032	5.4%	(0.2)	\$1,309	\$1.52	3.0%	0.5	\$1,282	\$1.49
2017	4,062	5.6%	0.3	\$1,271	\$1.48	2.5%	(2.3)	\$1,244	\$1.45
2016	3,839	5.3%	0.8	\$1,240	\$1.44	4.8%	(5.6)	\$1,222	\$1.42
2015	3,214	4.5%	0.2	\$1,183	\$1.38	10.4%	5.1	\$1,170	\$1.36
2014	3,067	4.3%	(0.1)	\$1,071	\$1.24	5.3%	1.1	\$1,061	\$1.23
2013	3,088	4.4%	(0.5)	\$1,017	\$1.18	4.3%	1.1	\$1,010	\$1.17
2012	3,394	4.8%	(0.3)	\$975	\$1.13	3.1%	0.9	\$968	\$1.12
2011	3,542	5.1%	0.1	\$946	\$1.10	2.3%	-	\$940	\$1.09

### 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
2027	3,028	4.7%	(0.3)	\$1,428	\$1.80	3.2%	(0.7)	\$1,419	\$1.79
2026	3,191	5.0%	(0.4)	\$1,384	\$1.75	3.9%	0.1	\$1,375	\$1.74
2025	3,427	5.3%	0.2	\$1,332	\$1.68	3.8%	1.2	\$1,323	\$1.67
2024	3,323	5.2%	0.4	\$1,283	\$1.62	2.6%	1.8	\$1,275	\$1.61
2023	3,074	4.8%	0.5	\$1,251	\$1.58	0.8%	(2.9)	\$1,243	\$1.57
YTD	2,984	4.6%	0.4	\$1,254	\$1.58	1.4%	(2.3)	\$1,246	\$1.57
2022	2,730	4.3%	0.8	\$1,241	\$1.56	3.7%	(0.7)	\$1,235	\$1.55
2021	2,230	3.5%	(0.5)	\$1,197	\$1.51	4.4%	1.8	\$1,192	\$1.50
2020	2,556	4.0%	(0.2)	\$1,147	\$1.44	2.5%	(0.1)	\$1,141	\$1.43
2019	2,681	4.2%	(0.2)	\$1,119	\$1.41	2.6%	(0.4)	\$1,113	\$1.40
2018	2,803	4.4%	(0.4)	\$1,091	\$1.37	3.0%	(0.5)	\$1,082	\$1.36
2017	3,036	4.8%	0.2	\$1,059	\$1.33	3.5%	(2.4)	\$1,049	\$1.32
2016	2,894	4.5%	0.6	\$1,024	\$1.29	5.8%	(2.6)	\$1,016	\$1.28
2015	2,483	3.9%	(0.1)	\$967	\$1.21	8.4%	3.4	\$961	\$1.21
2014	2,528	4.0%	(0.3)	\$892	\$1.12	5.0%	1.3	\$887	\$1.11
2013	2,702	4.2%	(0.4)	\$850	\$1.06	3.7%	1.0	\$845	\$1.06
2012	2,968	4.7%	0	\$819	\$1.03	2.7%	1.3	\$814	\$1.02
2011	2,961	4.7%	0.1	\$797	\$1	1.4%	-	\$793	\$0.99

### 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
2027	-	-	-	-	-	-	\$305,845	318	4.9%
2026	-	-	-	-	-	-	\$284,447	296	5.1%
2025	-	-	-	-	-	-	\$258,863	269	5.4%
2024	-	-	-	-	-	-	\$241,142	251	5.5%
2023	-	-	-	-	-	-	\$251,488	261	5.2%
YTD	90	\$608.1M	1.4%	\$8,445,169	\$221,998	5.4%	\$261,225	272	5.0%
2022	291	\$3B	5.5%	\$13,374,493	\$276,697	5.0%	\$275,744	287	4.6%
2021	396	\$4.3B	8.1%	\$13,913,398	\$262,051	5.1%	\$286,278	298	4.3%
2020	236	\$1.8B	4.1%	\$9,975,031	\$228,195	5.5%	\$245,213	255	4.7%
2019	303	\$2.2B	5.7%	\$9,525,617	\$222,158	5.5%	\$227,333	236	5.0%
2018	353	\$2.2B	6.3%	\$9,218,939	\$211,499	5.4%	\$211,022	219	5.1%
2017	303	\$1.6B	5.3%	\$8,271,650	\$201,497	5.5%	\$197,937	206	5.2%
2016	309	\$3B	9.0%	\$11,570,117	\$188,305	5.5%	\$187,182	195	5.3%
2015	319	\$2.2B	8.6%	\$7,956,676	\$151,022	5.8%	\$177,463	185	5.3%
2014	234	\$1.5B	6.3%	\$7,409,191	\$144,477	6.3%	\$159,126	165	5.6%
2013	196	\$928.1M	5.4%	\$5,185,035	\$106,619	6.5%	\$144,935	151	5.9%
2012	190	\$868.4M	5.1%	\$5,231,559	\$107,733	6.6%	\$138,334	144	5.9%

(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
2027	-	-	-	-	-	-	\$398,570	287	4.7%
2026	-	-	-	-	-	-	\$370,912	267	4.9%
2025	-	-	-	-	-	-	\$337,566	243	5.1%
2024	-	-	-	-	-	-	\$314,517	227	5.3%
2023	-	-	-	-	-	-	\$328,750	237	5.0%
YTD	7	\$114.4M	0.5%	\$16,340,947	\$272,999	5.2%	\$341,463	246	4.8%
2022	27	\$916.1M	4.0%	\$36,644,660	\$346,489	4.7%	\$362,574	261	4.4%
2021	59	\$2.3B	10.2%	\$46,720,323	\$325,925	4.5%	\$380,709	274	4.0%
2020	30	\$861.9M	4.5%	\$30,780,895	\$317,212	5.0%	\$332,056	239	4.4%
2019	38	\$1.3B	8.5%	\$37,618,579	\$297,104	4.7%	\$310,900	224	4.6%
2018	32	\$933.9M	6.4%	\$34,587,533	\$309,431	4.8%	\$289,499	209	4.8%
2017	28	\$650.5M	6.5%	\$29,566,318	\$269,676	4.9%	\$274,697	198	4.8%
2016	37	\$1.8B	15.9%	\$49,306,783	\$247,255	4.6%	\$260,968	188	4.9%
2015	28	\$967M	13.1%	\$35,814,192	\$185,815	5.3%	\$250,790	181	4.9%
2014	24	\$641.5M	7.8%	\$26,728,317	\$220,062	5.5%	\$227,061	164	5.1%
2013	15	\$418.9M	7.8%	\$27,927,827	\$162,813	5.7%	\$209,046	151	5.4%
2012	15	\$296.4M	7.4%	\$19,759,848	\$128,533	5.8%	\$199,138	143	5.4%

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(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
2027	-	-	-	-	-	-	\$286,302	361	4.8%
2026	-	-	-	-	-	-	\$265,854	335	5.0%
2025	-	-	-	-	-	-	\$241,618	304	5.3%
2024	-	-	-	-	-	-	\$224,894	283	5.4%
2023	-	-	-	-	-	-	\$234,587	296	5.1%
YTD	26	\$345M	2.2%	\$14,997,833	\$231,666	4.9%	\$243,748	307	4.9%
2022	82	\$1.5B	6.8%	\$20,860,607	\$285,280	4.9%	\$256,179	323	4.5%
2021	109	\$1.5B	7.9%	\$15,378,062	\$241,394	4.9%	\$262,839	331	4.2%
2020	67	\$616.3M	4.0%	\$10,271,934	\$203,674	5.3%	\$220,538	278	4.6%
2019	62	\$497.6M	3.6%	\$9,951,402	\$192,782	5.7%	\$202,128	255	4.9%
2018	91	\$940.2M	6.6%	\$12,053,805	\$200,940	5.3%	\$187,177	236	5.1%
2017	77	\$725.8M	5.5%	\$11,520,629	\$192,980	5.3%	\$172,953	218	5.2%
2016	85	\$938.6M	8.5%	\$11,881,287	\$156,099	5.5%	\$163,051	205	5.3%
2015	88	\$879.7M	8.4%	\$12,218,250	\$147,851	5.5%	\$151,556	191	5.4%
2014	66	\$731.1M	7.9%	\$11,423,479	\$129,789	6.0%	\$134,529	169	5.7%
2013	53	\$357.2M	5.6%	\$7,441,669	\$94,547	6.3%	\$120,886	152	6.0%
2012	47	\$430.1M	5.5%	\$10,001,459	\$114,929	6.4%	\$115,226	145	6.0%

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(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
2027	-	-	-	-	-	-	\$210,650	335	5.3%
2026	-	-	-	-	-	-	\$196,168	312	5.5%
2025	-	-	-	-	-	-	\$178,933	285	5.8%
2024	-	-	-	-	-	-	\$166,848	266	5.9%
2023	-	-	-	-	-	-	\$172,984	275	5.6%
YTD	57	\$148.7M	1.5%	\$3,540,843	\$178,960	5.7%	\$179,626	286	5.4%
2022	182	\$583.7M	5.6%	\$4,560,115	\$198,401	5.1%	\$188,274	300	5.1%
2021	228	\$535.1M	6.2%	\$3,262,896	\$163,294	5.3%	\$194,009	309	4.7%
2020	139	\$327.3M	3.9%	\$3,519,349	\$150,899	5.7%	\$164,478	262	5.1%
2019	203	\$404.8M	5.6%	\$2,791,480	\$138,004	5.6%	\$151,576	241	5.4%
2018	230	\$366.1M	6.0%	\$2,653,202	\$126,474	5.6%	\$140,113	223	5.6%
2017	198	\$245M	4.2%	\$2,207,070	\$130,798	5.8%	\$130,773	208	5.7%
2016	187	\$259.9M	4.8%	\$1,829,959	\$99,982	5.7%	\$122,772	195	5.8%
2015	203	\$381.2M	6.0%	\$2,105,924	\$105,940	6.0%	\$116,001	185	5.9%
2014	144	\$146.3M	3.6%	\$1,250,444	\$74,454	6.8%	\$102,970	164	6.2%
2013	128	\$152M	3.9%	\$1,310,377	\$64,573	6.8%	\$93,046	148	6.5%
2012	128	\$142M	3.4%	\$1,314,614	\$70,531	6.9%	\$89,516	143	6.5%

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(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
2027	-	239,348	6.3%	-	3,588	-	3,540	-	-
2026	-	235,808	6.4%	-	2,449	-	2,343	-	-
2025	-	233,465	6.8%	-	2,721	-	2,838	-	-
2024	-	230,627	7.2%	-	3,982	-	3,964	-	-
2023	-	226,663	7.3%	-	7,718	-	7,718	-	-
YTD	5,332	225,458	7.0%	73	6,513	73	6,513	52	7,769
2022	5,259	218,945	5.4%	69	3,656	68	3,594	105	12,071
2021	5,191	215,351	5.3%	78	6,788	76	6,775	99	7,510
2020	5,115	208,576	6.9%	86	7,553	86	7,553	113	9,368
2019	5,029	201,123	6.5%	107	7,002	106	6,993	134	12,369
2018	4,923	194,130	6.0%	96	6,909	95	6,880	152	12,406
2017	4,828	187,249	6.3%	67	5,636	64	5,601	136	12,528
2016	4,764	181,646	6.1%	65	5,145	64	5,134	107	9,740
2015	4,700	176,512	4.9%	59	4,285	59	4,285	88	8,799
2014	4,641	172,227	4.8%	56	4,740	53	4,656	74	7,026
2013	4,588	167,571	4.9%	35	2,656	35	2,656	67	6,778
2012	4,553	164,915	5.3%	25	2,271	24	2,265	49	4,440
2011	4,529	162,650	5.1%	7	459	4	431	34	3,261