



## Multi-Family Market Report

# Kennewick-Richland - WA

PREPARED BY

**TMG**  
MULTIFAMILY  
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**MULTI-FAMILY MARKET REPORT**

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12 Mo. Delivered Units

**534**

12 Mo. Absorption Units

**586**

Vacancy Rate

**7.4%**

12 Mo. Asking Rent Growth

**2.1%**

While the largest metro in eastern Washington outside of Spokane, Kennewick-Richland is a smaller multifamily market. Often referred to as the Tri-Cities area, this metro is located about a two-hour drive southwest of Spokane, along the border with the state of Oregon.

The vacancy rate in the Tri-Cities was as low as 3.7% in 2020. Since then, a wave of construction and hotel conversions was not met with enough demand to keep vacancies low, and the overall vacancy rate has risen. It now sits at 7.4%. When projects not in lease-up are excluded, vacancy sits closer to its 10-year average of 5.9%.

Average market rent in the metro sits at \$1,350/month. The market's 12-month rent growth now sits at 2.1%, down from an all-time high of 13.1%, reached in 2021. Over the long term, annual rent growth in the Tri-Cities

area has averaged 2.8%.

About one in five existing market-rate apartment units in the area have been completed in the past 10 years. Inventory over that period grew by 2,800 units. About 530 of those were completed within the past 12 months. Another 430 market-rate apartment units are actively under construction as of the first quarter of 2024. That is enough to increase the inventory by 3.2%, a modest pace compared to many multifamily markets across the nation.

Over the past five years, 12-month sales volume averaged \$120 million, reaching a high of \$242 million during that period. Sales volume has not slowed as much as in many markets, and over the past 12 months, sales volume for multifamily properties clocked in at \$110 million.

### KEY INDICATORS

Current Quarter	Units	Vacancy Rate	Asking Rent	Effective Rent	Absorption Units	Delivered Units	Under Constr Units
4 & 5 Star	4,412	6.8%	\$1,579	\$1,570	0	0	149
3 Star	5,078	10.4%	\$1,328	\$1,307	4	0	279
1 & 2 Star	3,941	4.3%	\$1,105	\$1,099	0	0	0
<b>Market</b>	<b>13,431</b>	<b>7.4%</b>	<b>\$1,351</b>	<b>\$1,339</b>	<b>4</b>	<b>0</b>	<b>428</b>

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	-0.7%	6.6%	6.5%	9.4%	2004 Q4	3.7%	2020 Q3
Absorption Units	586	229	207	766	2005 Q3	(96)	2002 Q2
Delivered Units	534	256	164	788	2005 Q3	0	2015 Q2
Demolished Units	0	0	4	0	2023 Q4	0	2023 Q4
Asking Rent Growth (YOY)	2.1%	2.8%	3.8%	13.1%	2021 Q4	-4.3%	2009 Q4
Effective Rent Growth (YOY)	1.8%	2.8%	3.8%	13.5%	2021 Q4	-4.3%	2009 Q4
Sales Volume	\$110M	\$61.2M	N/A	\$242.4M	2022 Q3	\$0	2009 Q4



The overall vacancy rate in the Tri-Cities sits at 7.4%. That compares to 8.5% one year ago. Over the past year, developers added about 530 units to the inventory, while the market absorbed 590 units.

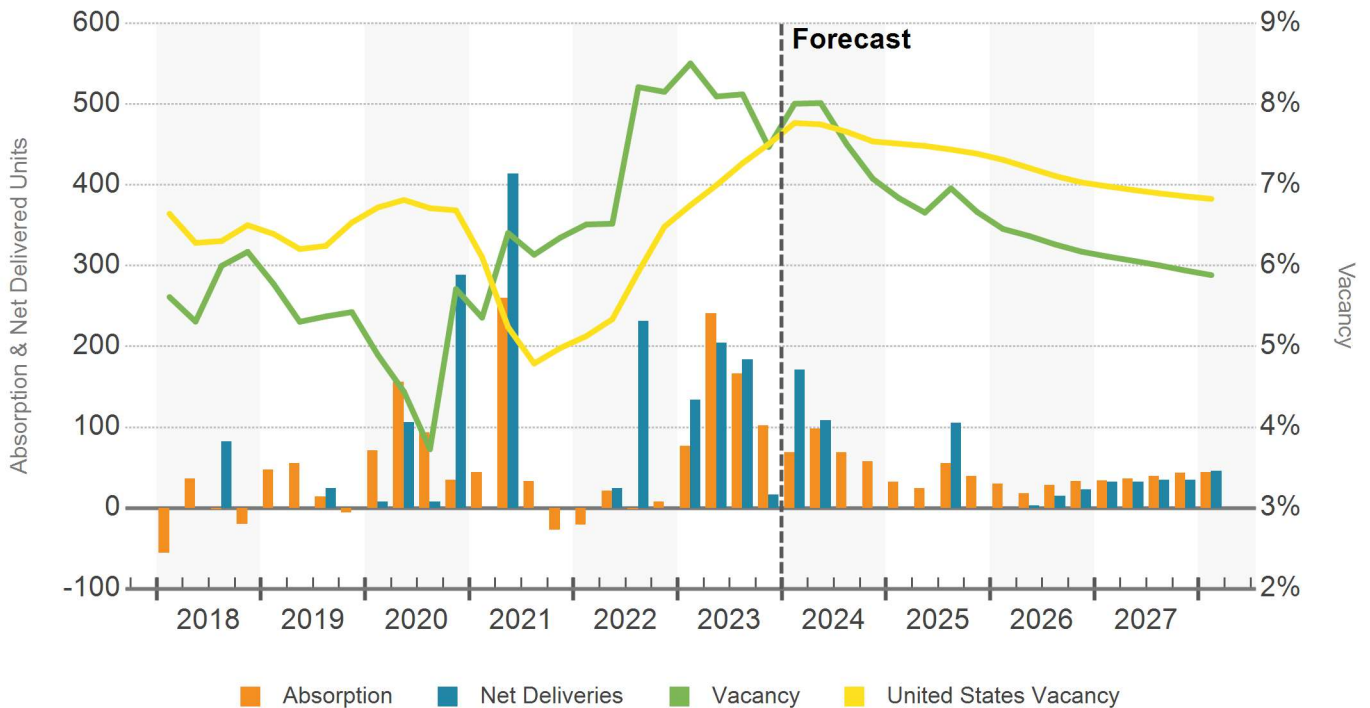
Over a longer term, the picture has been more mixed. Vacancy was as low as 3.7% in 2020, but a wave of new construction and hotel conversions has added more inventory than was absorbed over that time.

The overall vacancy rate does include properties in lease-up. Excluding these, vacancy has also risen from an all-time low of less than 3% in 2020 to close to 6%

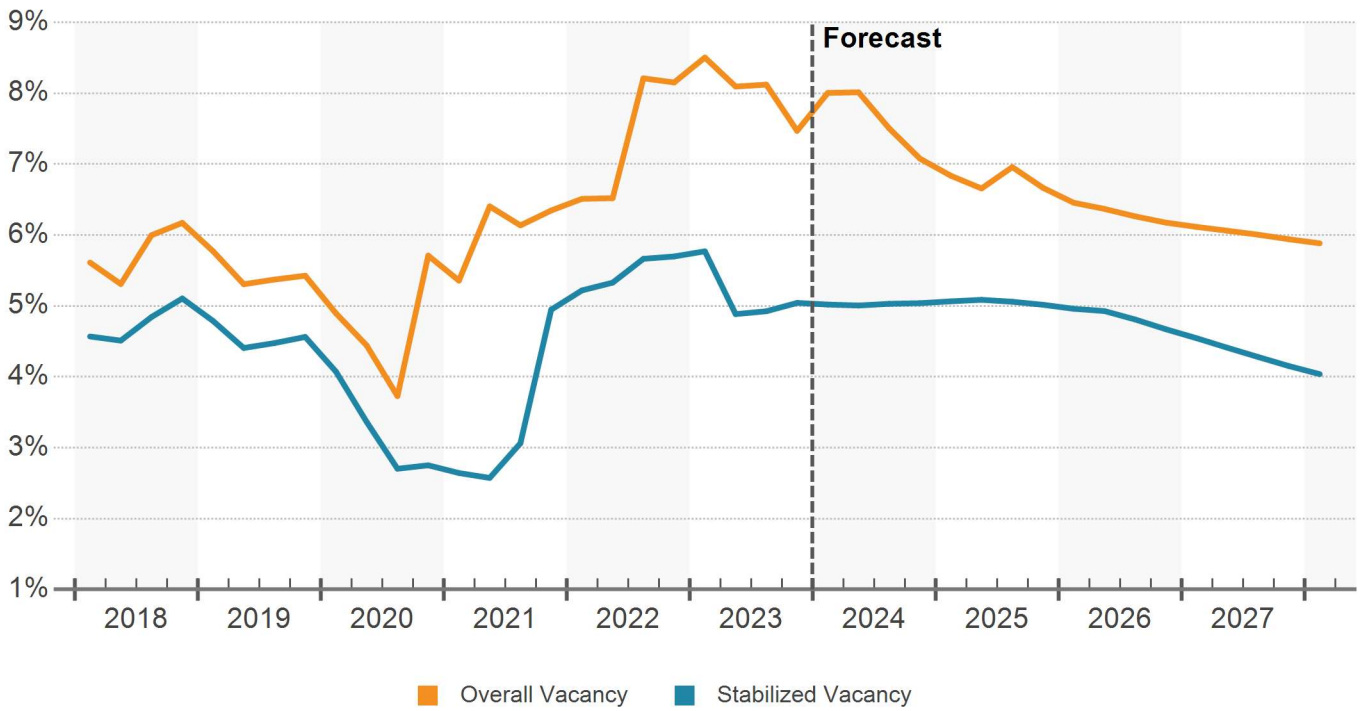
today, in line with the market's 10-year average.

According to some market players, leasing slowed toward the end of 2023, and concessions have increased. One reported seeing concessions as high as three months of free rent for hotel conversions, though one month of free rent is now the norm. New communities are seeing slower lease-up periods as well. Where it may have taken as little as six to eight months to lease up a project just over a year ago, market participants are now estimating about 12- to 18-month lease-up periods.

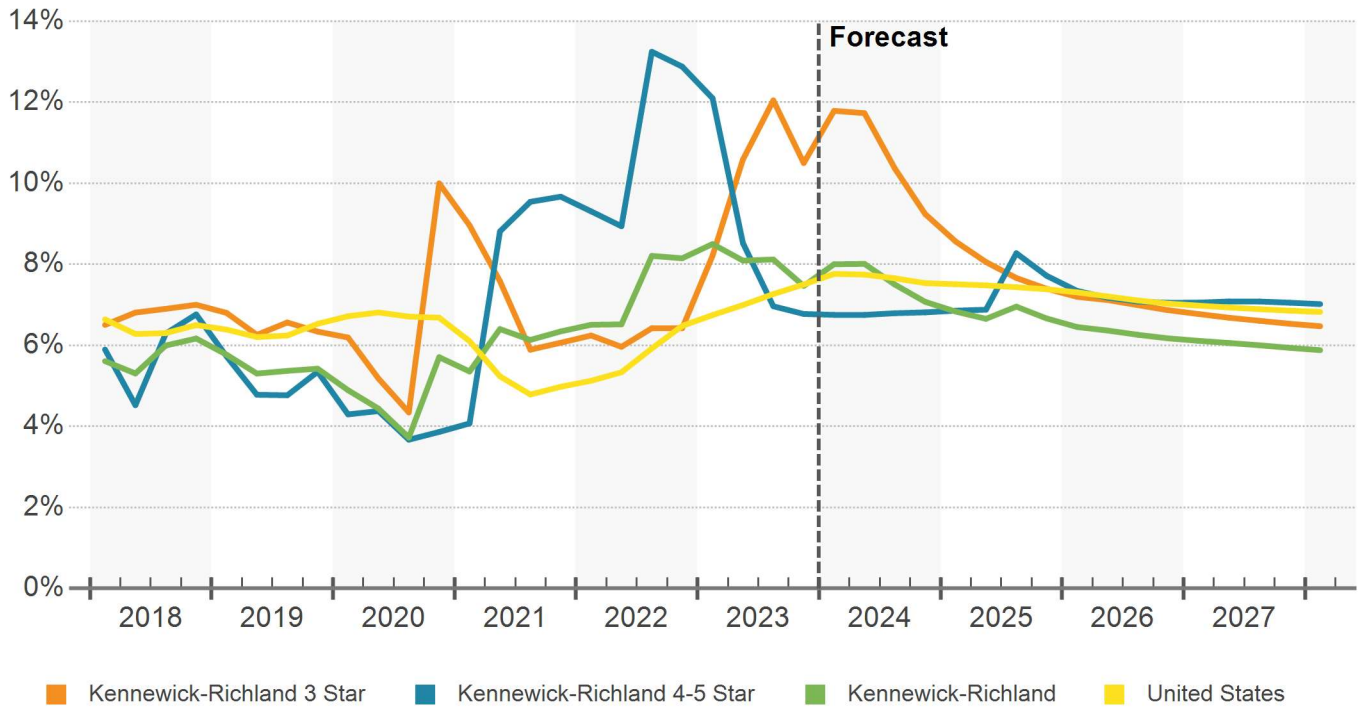
### ABSORPTION, NET DELIVERIES & VACANCY



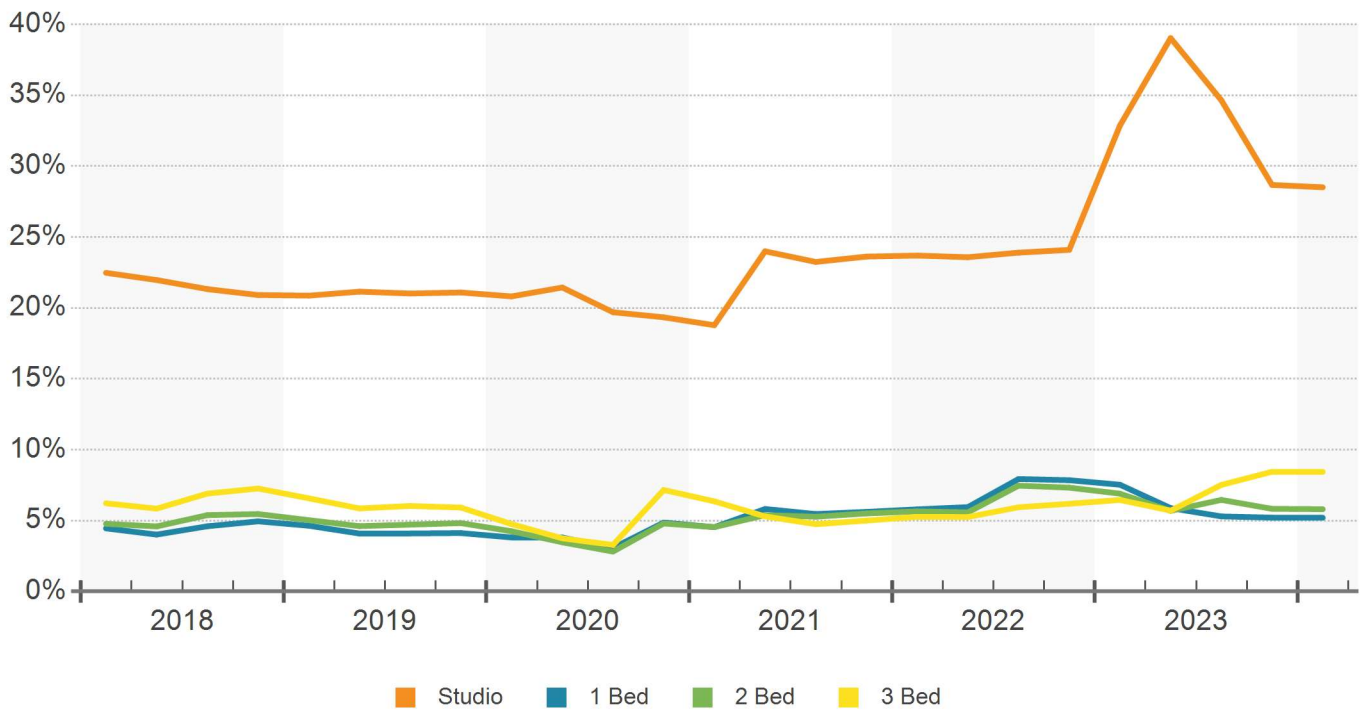
### OVERALL & STABILIZED VACANCY



### VACANCY RATE



### VACANCY BY BEDROOM



The average rent in the market sits at \$1,350/month, compared to the national benchmark of \$1,660/month.

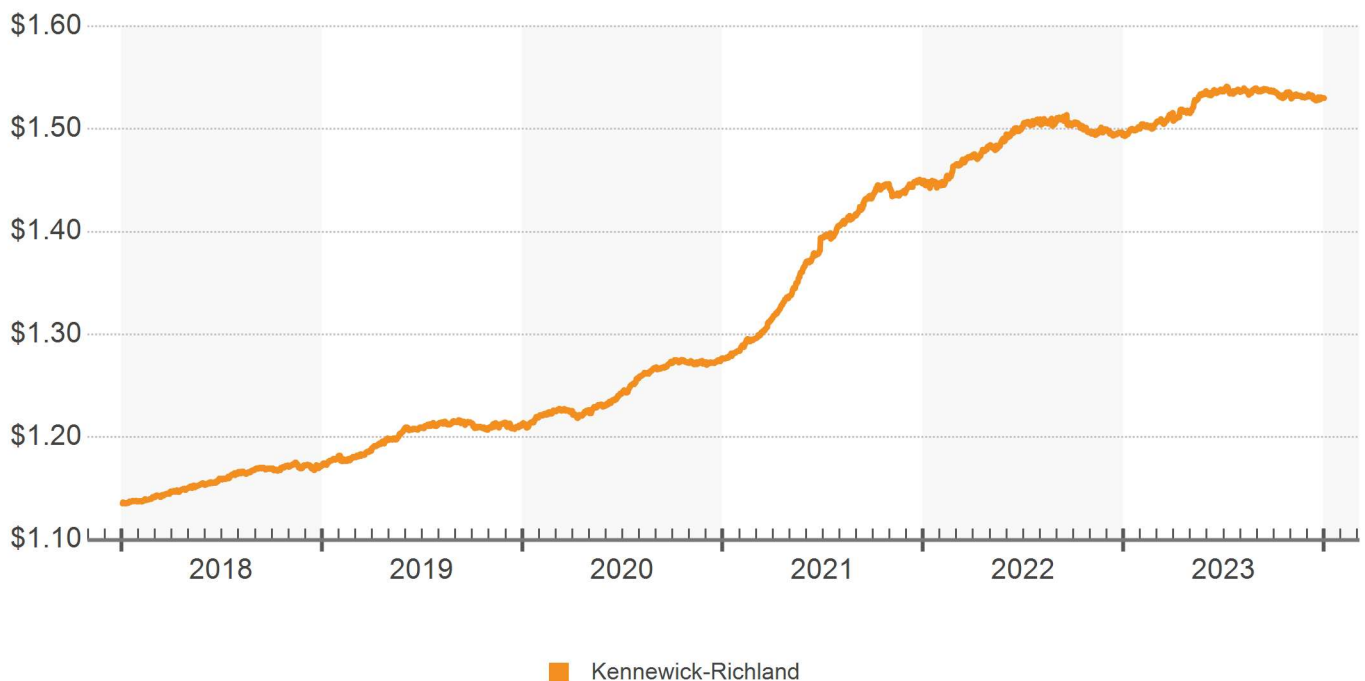
Rents grew 2.1% over the past year. This was a better performance than most metros but does represent a slowdown. Annual rent growth peaked in 2021 at more than 13%. The market's 10-year average annual rent growth is 4.6%.

The metro has outperformed over the long term, with 56.5% growth over the past decade, compared to 38.9%

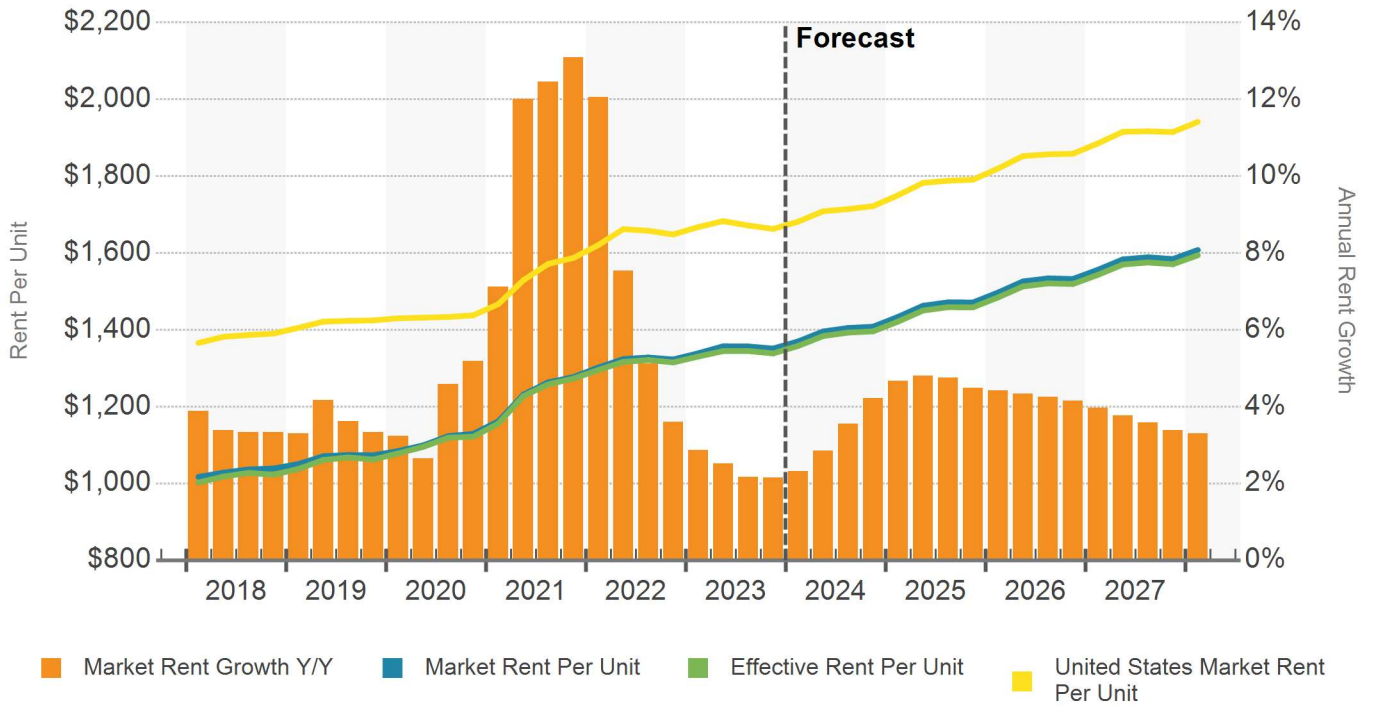
growth nationally.

Studio units were previously rare in the market. They also have tended to be in highly amenitized communities, leading to a counterintuitive trend of studios commanding higher rents than one-bedroom units. That trend shifted by 2021, and now studio rents overall are less than one-bedroom units. That said, many of these units continue to enjoy rent premiums, especially where a community can offer elevated amenities, as may be the case with some converted hotel properties.

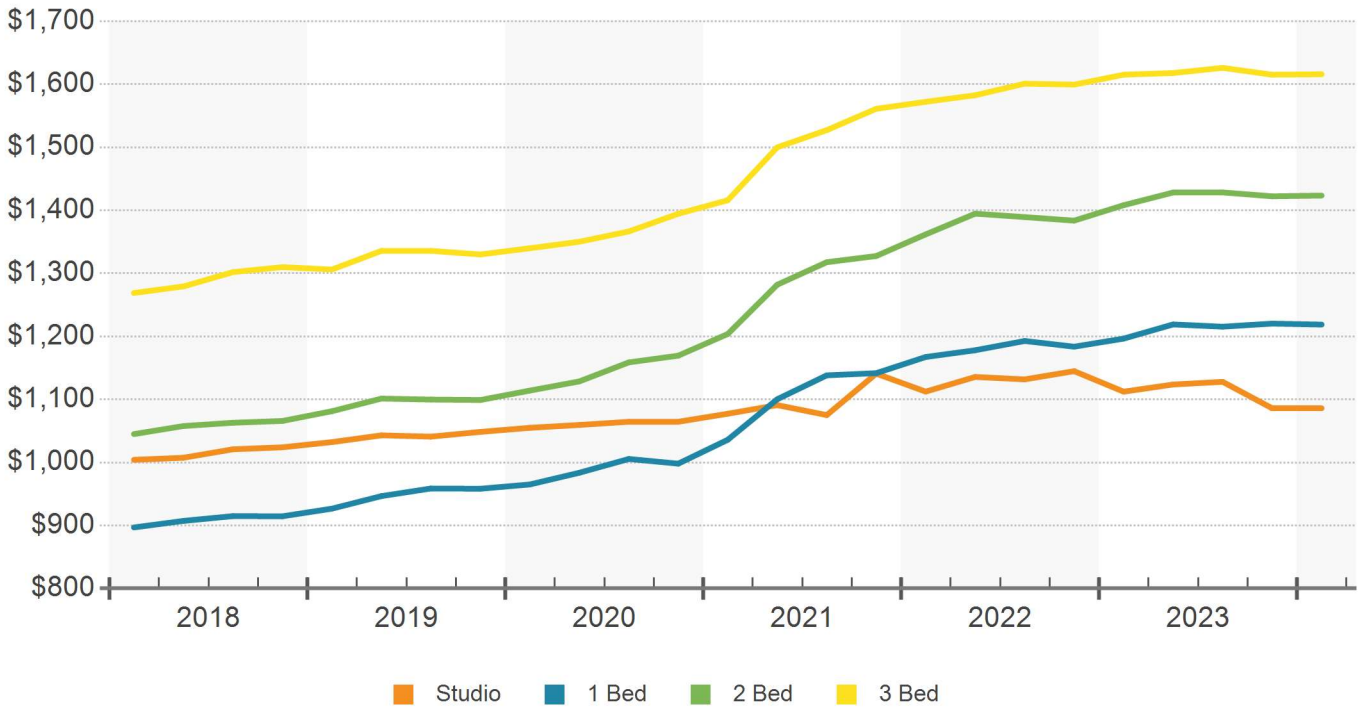
### DAILY ASKING RENT PER SF



### MARKET RENT PER UNIT & RENT GROWTH



### MARKET RENT PER UNIT BY BEDROOM





While one of the smaller markets in the nation, the Tri-Cities has grown fast. Over the past five years, about 1,600 units were added to the inventory in the Tri-Cities multifamily market.

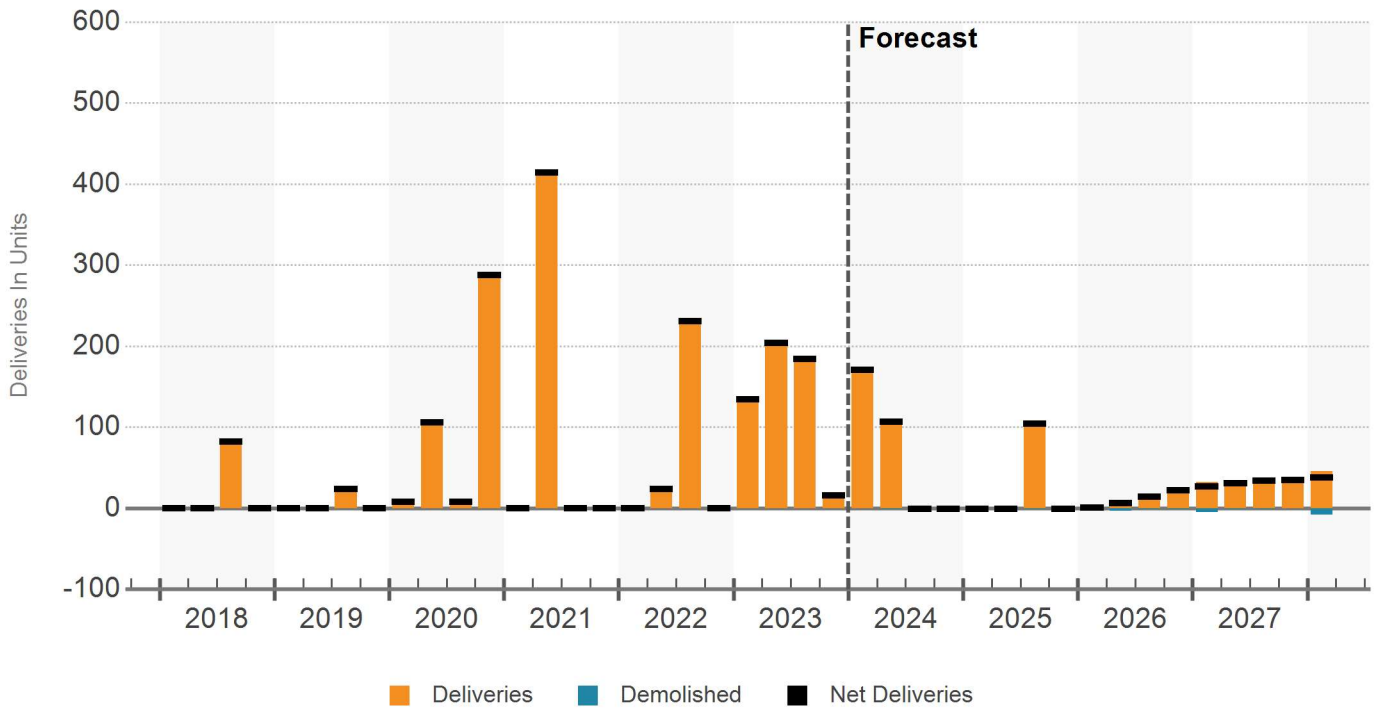
With increasing costs of both construction and debt, along with slowing absorption, fewer projects are getting funded. Construction starts slowed in 2023, and that could lead to a slowdown in deliveries by the end of

2024.

About 430 units remain under construction, enough to increase inventory by 3.2%.

Hotel conversions have been a trend of late. One example is The Franklin, a hotel conversion completed in 2023 by Fortify Holdings and managed by Avenue 5. The project added 204 units to the market in early 2023.

### DELIVERIES & DEMOLITIONS



# Under Construction Properties

Kennewick-Richland Multi-Family

Properties

Units

Percent of Inventory

Avg. No. Units

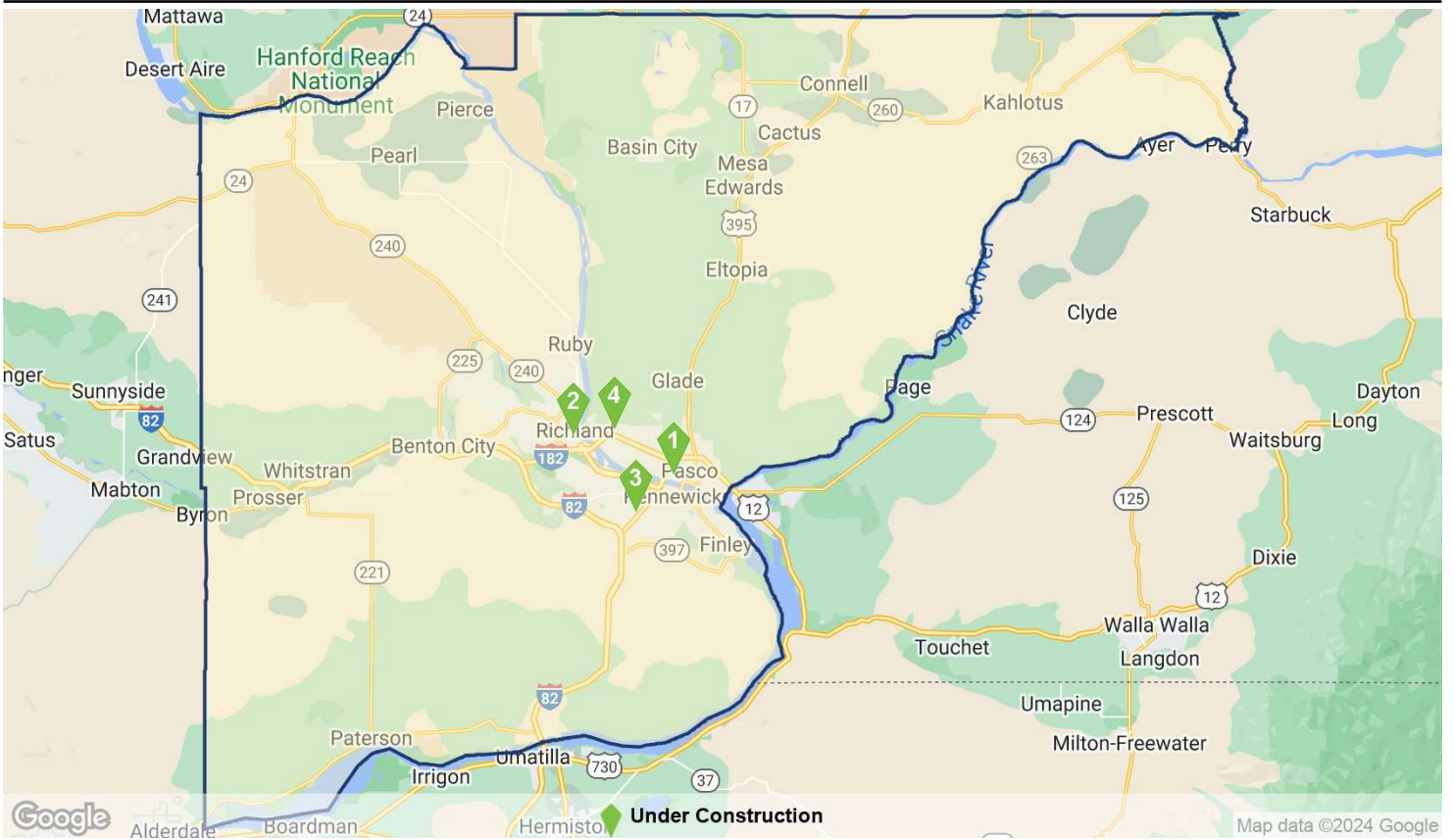
4

428

3.2%

107

## UNDER CONSTRUCTION PROPERTIES



## UNDER CONSTRUCTION

Property Name/Address	Rating	Units	Stories	Start	Complete	Developer/Owner
1 <b>The Clark</b> 1801 W Lewis St	★ ★ ★ ★ ★	171	2	Oct 2022	Feb 2024	- Fortify Holdings
2 <b>The Meriwether</b> 615 Jadwin Ave	★ ★ ★ ★ ★	108	2	Nov 2021	Feb 2024	- Metropolitan Land Group
3 <b>The Falls</b> 4112 W 24th Ave	★ ★ ★ ★ ★	105	4	Jan 2023	May 2024	Elite Construction & Developmnet Rdg Llc
4 <b>5710 Rd 92</b>	★ ★ ★ ★ ★	44	2	May 2023	May 2024	-

Over the past five years, 12-month sales volume in the Tri-Cities averaged \$120 million. During that time, it reached a high of \$242 million. Over the past 12 months, specifically, \$110 million traded hands.

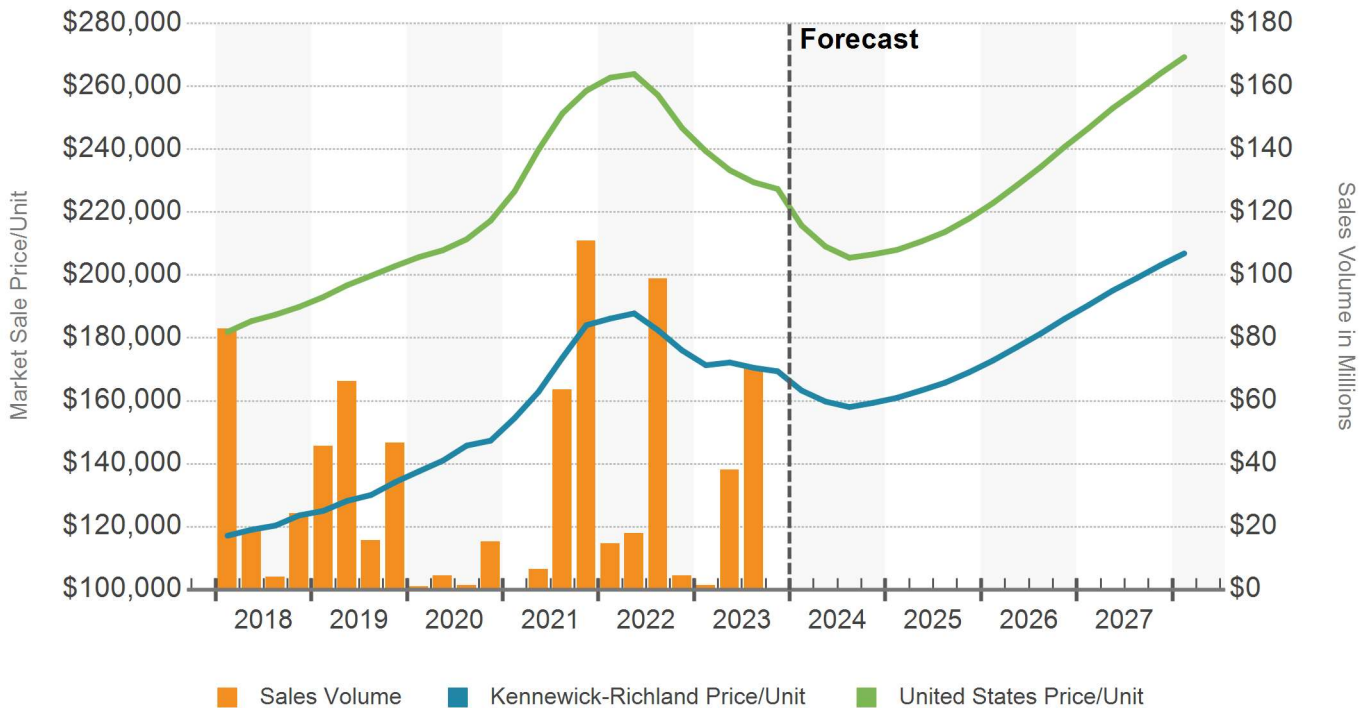
Transactions over the past 12 months have averaged \$200,000/SF, compared to \$200,000/SF nationally. For those transactions where it has been reported, typical cap rates have shown up in the low-6% range.

While sales under \$5 million for smaller properties built in the 1970s have been the norm of late, two large deals drove the vast majority of sales volume so far in 2023.

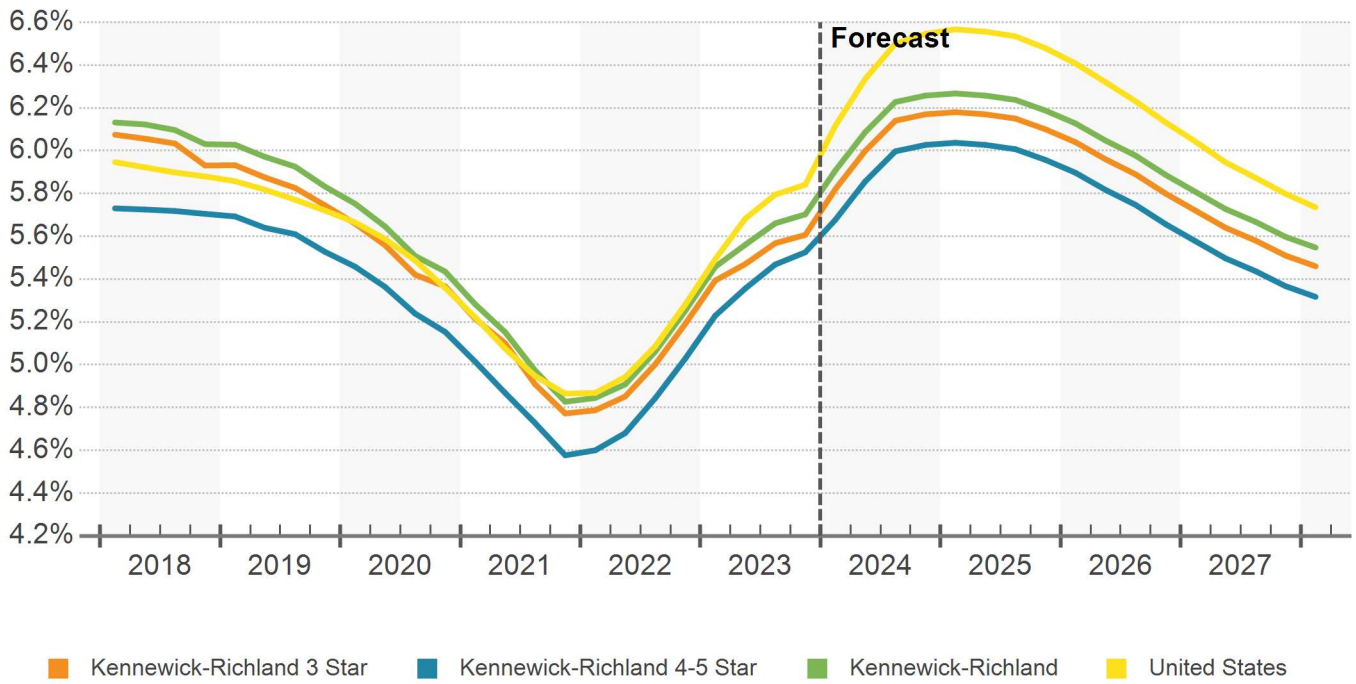
Among the largest deals in 2023 was the 300-unit Crossings at Chapel Hill, built in 2006. Seattle-based Investors Capital Group sold the asset to San Francisco-based Glencrest Group for \$65 million (\$217,000/unit) in 23Q3. The buyer described the purchase as a “generational investment.”

In 23Q2, The Tides at Willow Pointe. KAZ Enterprises, Inc. purchased this property from Cedar and Sage Homes for \$29.7 million (\$236,000/SF). The deal was part of a 1031 exchange for the buyer. The 126-unit property was reported to be about 16% vacant at the time of the sale. The property was newly built, with units averaging about 800 SF.

### SALES VOLUME & MARKET SALE PRICE PER UNIT



### MARKET CAP RATE





# Sales Past 12 Months

## Kennewick-Richland Multi-Family

Sale Comparables

Avg. Price/Unit (thous.)

Average Price (mil.)

Average Vacancy at Sale

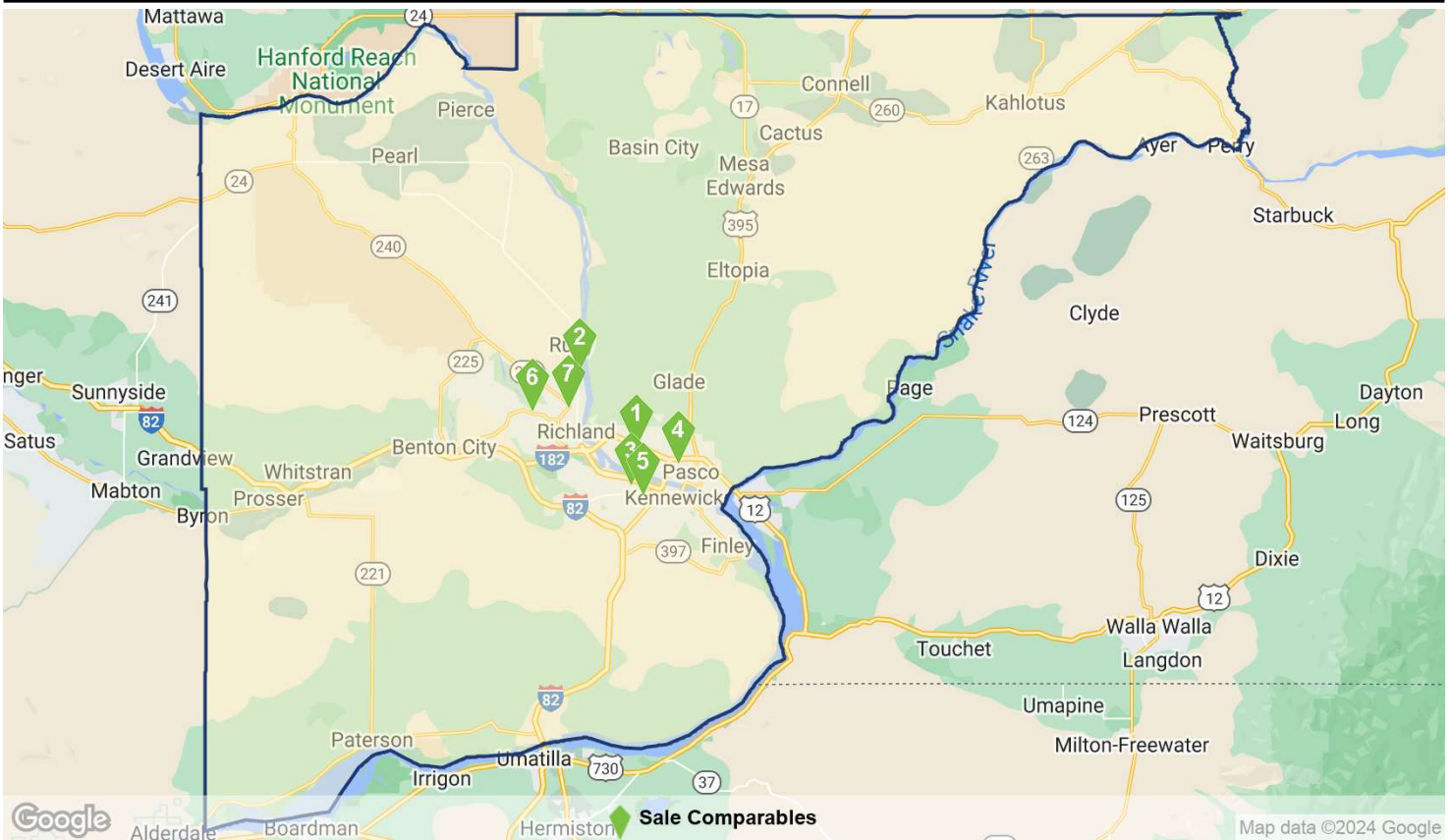
# 7

# \$204

# \$15.8

# 6.8%

### SALE COMPARABLE LOCATIONS



### SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$1,300,000	\$15,772,761	\$4,100,000	\$65,000,000
Price/Unit	\$82,352	\$203,707	\$151,250	\$235,986
Cap Rate	5.6%	6.2%	6.3%	6.5%
Vacancy Rate At Sale	0%	6.8%	5.0%	15.9%
Time Since Sale in Months	3.2	6.8	7.0	9.5
Property Attributes	Low	Average	Median	High
Property Size in Units	8	77	31	300
Number of Floors	1	2	2	4
Average Unit SF	412	1,008	1,100	1,726
Year Built	1960	1984	1978	2021
Star Rating	★★★★★	★★★★★ 2.4	★★★★★	★★★★★

# Sales Past 12 Months

## RECENT SIGNIFICANT SALES

Property Name/Address	Property Information				Sale Information			
	Rating	Yr Built	Units	Vacancy	Sale Date	Price	Price/Unit	Price/SF
1 The Crossings at Chapel Hill 6626 Chapel Hill Blvd	★★★★★	2006	300	3.7%	7/25/2023	\$65,000,000	\$216,666	\$185
2 The Tides at Willow Pointe 230 Battelle Blvd	★★★★★	2021	126	15.9%	6/5/2023	\$29,734,325	\$235,986	\$295
3 720 Arthur Apartments 718-722 N Arthur St	★★★★★	1976	40	5.0%	9/29/2023	\$5,850,000	\$146,250	\$122
4 Victory Manor Apartments 1525 N 16th Ave	★★★★★	1979	31	3.2%	6/9/2023	\$4,100,000	\$132,258	\$126
5 313 S Johnson St	★★★★★	1978	20	5.0%	5/5/2023	\$3,025,000	\$151,250	\$148
6 4335 Fallon Dr	★★★★★	1960	17	5.9%	3/21/2023	\$1,400,000	\$82,352	\$208
7 1000-1010 Catskill St	★★★★★	1972	8	0%	5/18/2023	\$1,300,000	\$162,500	\$94

The Tri-Cities area has an estimated population of 310,000 as of the first quarter of 2024. The population has grown 3.0%, one of the fastest growth rates in the larger region.

With an average household income of \$84,000, the area has a higher median income than Washington State. That said, incomes tend to be somewhat mixed, with nearly a third making less than \$30,000 annually.

Major employers in the region include Pacific Northwest

National Laboratory, Kadlec Regional Medical Center, Lamb Weston, and Bechtel National. Job growth in the market has generally outpaced the nation over the long term. It has grown by 2.3% over the past year, compared to a national benchmark of 1.3%. The manufacturing sector has seen the most rapid growth of late. Employment growth has been slowing over the past year, a trend that is expected to continue into 2024.

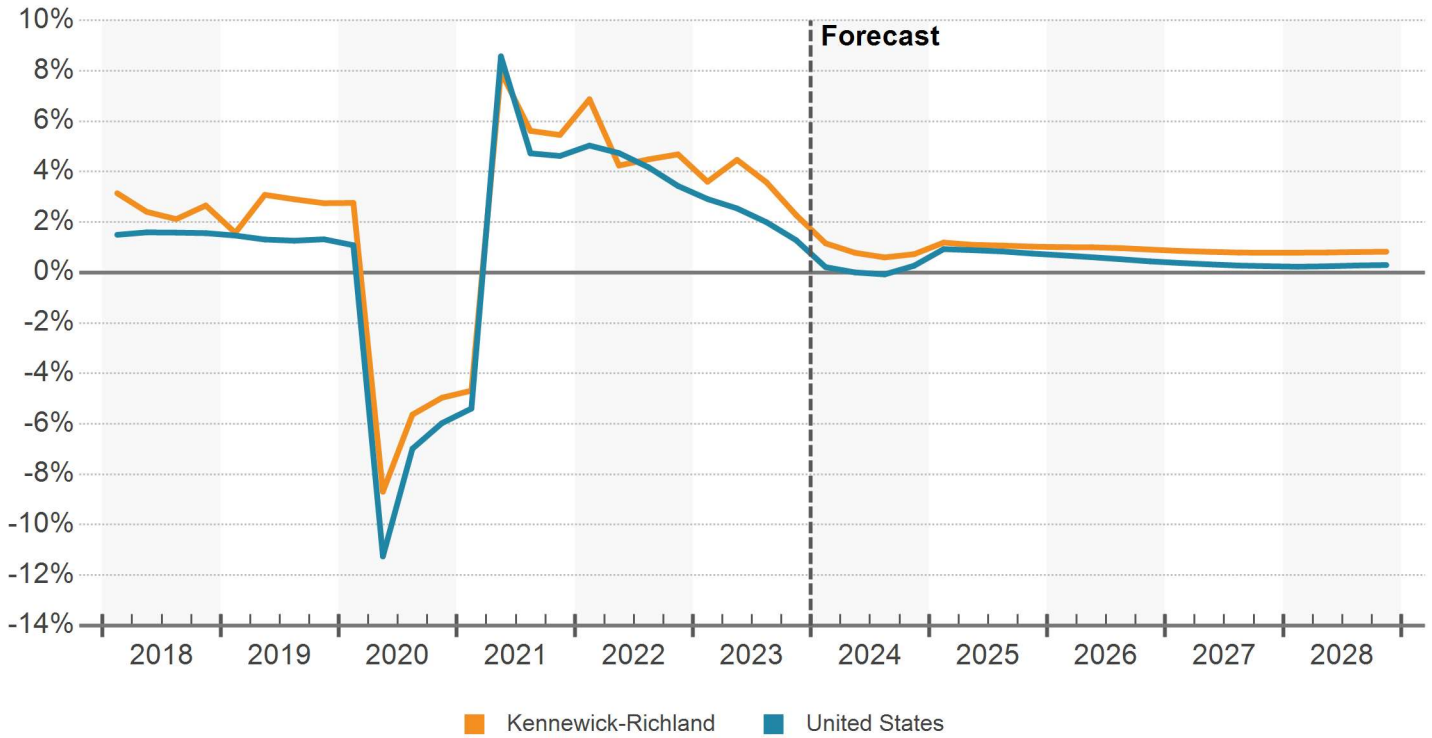
Job growth in the market over the past decade was 26.1%, compared to a national benchmark of 13.9%.

### KENNEWICK-RICHLAND 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	10	0.9	2.42%	-0.06%	2.51%	0.71%	1.14%	0.08%
Trade, Transportation and Utilities	22	0.9	1.34%	0.16%	2.12%	1.06%	0.57%	0.14%
Retail Trade	14	1.1	3.19%	0.46%	1.90%	0.24%	0.41%	0.10%
Financial Activities	4	0.6	1.19%	0.53%	0.96%	1.45%	0.35%	0.15%
Government	20	1.1	2.08%	1.52%	0.79%	0.37%	1.38%	0.40%
Natural Resources, Mining and Construction	11	1.6	1.73%	1.39%	5.90%	2.33%	1.38%	0.29%
Education and Health Services	21	1.0	5.51%	2.99%	4.27%	1.87%	1.49%	0.66%
Professional and Business Services	23	1.2	1.27%	0.70%	1.20%	2.00%	-0.38%	0.51%
Information	1	0.3	-5.11%	-2.73%	-2.32%	1.09%	-0.29%	0.34%
Leisure and Hospitality	13	1.0	1.63%	2.91%	3.16%	1.48%	1.14%	0.82%
Other Services	4	0.8	2.82%	1.64%	1.51%	0.64%	1.22%	0.27%
<b>Total Employment</b>	<b>128</b>	<b>1.0</b>	<b>2.24%</b>	<b>1.25%</b>	<b>2.35%</b>	<b>1.30%</b>	<b>0.86%</b>	<b>0.41%</b>

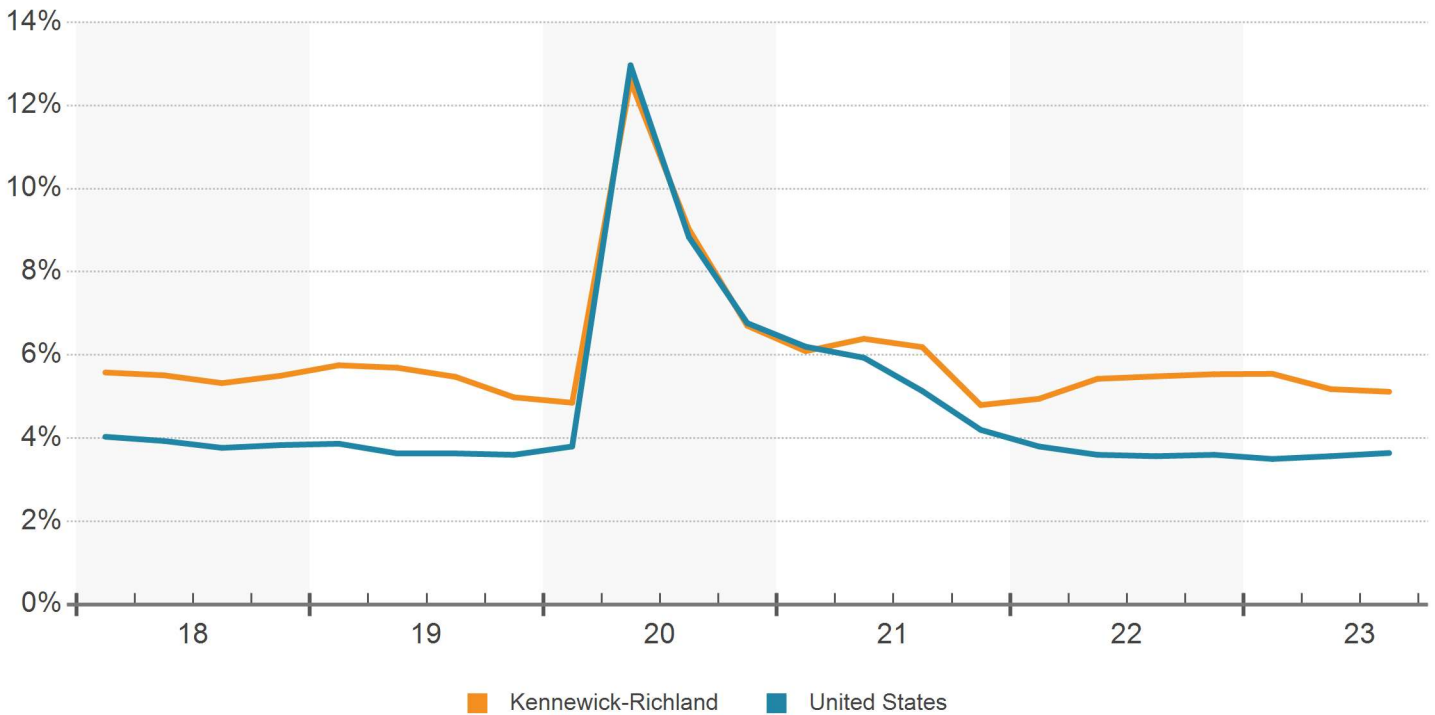
Source: Oxford Economics  
LQ = Location Quotient

### JOB GROWTH (YOY)



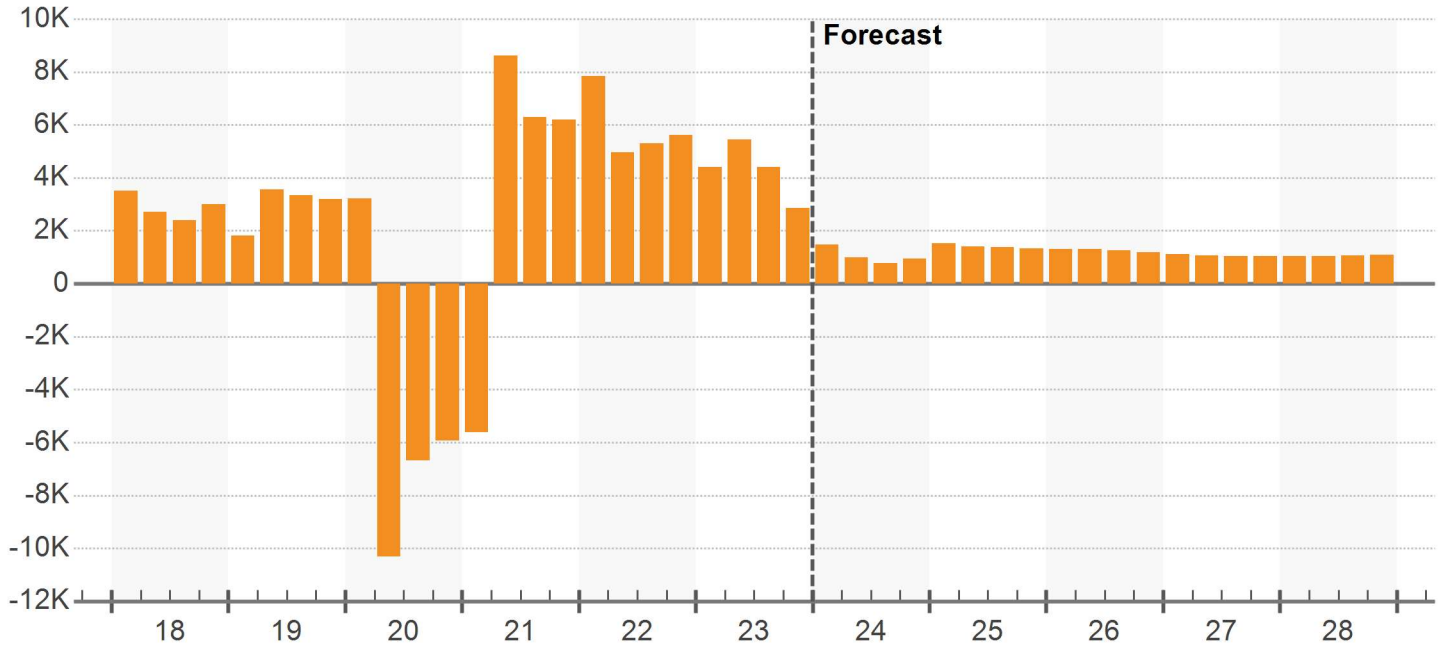
Source: Oxford Economics

### UNEMPLOYMENT RATE (%)

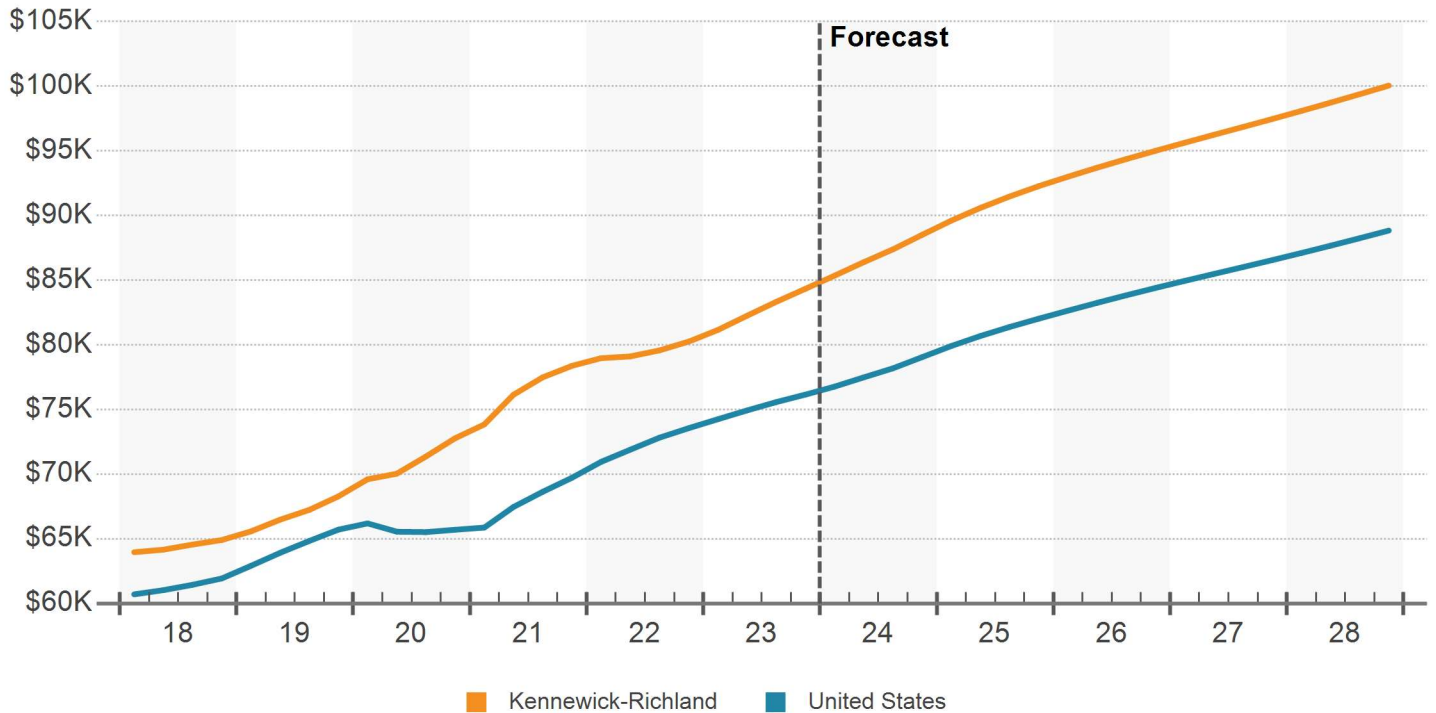




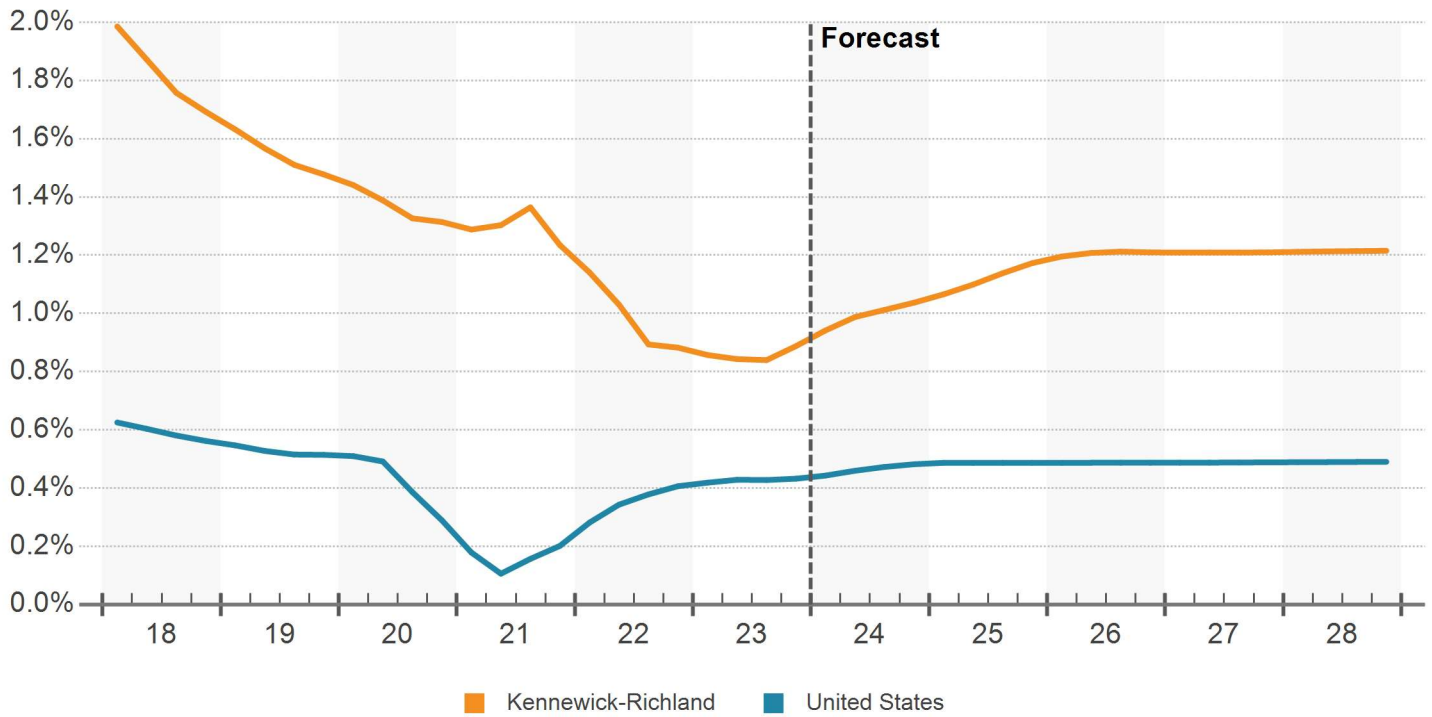
### NET EMPLOYMENT CHANGE (YOY)



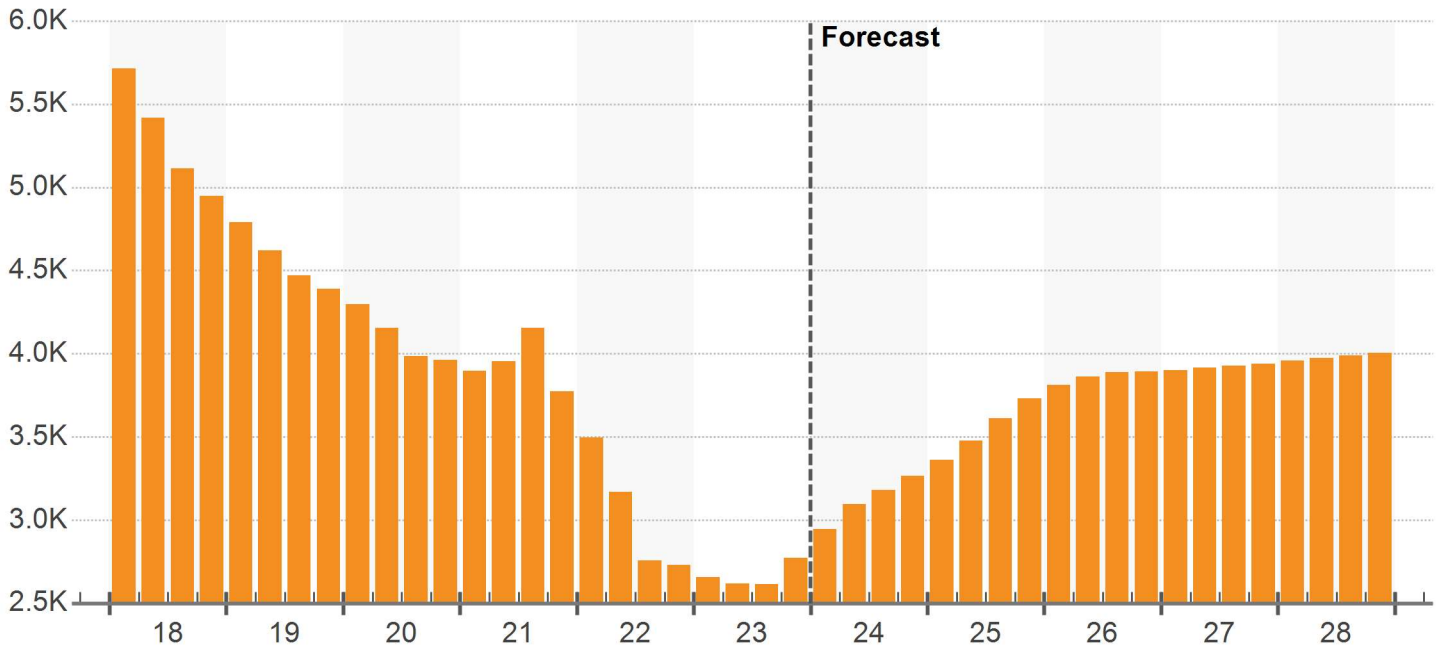
### MEDIAN HOUSEHOLD INCOME



### POPULATION GROWTH (YOY %)



### NET POPULATION CHANGE (YOY)

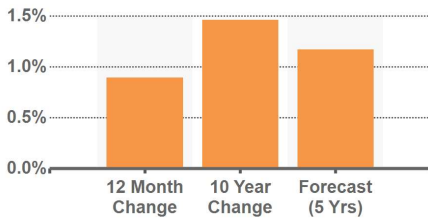


### DEMOGRAPHIC TRENDS

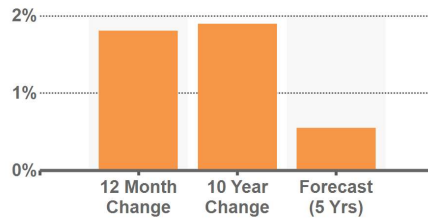
Demographic Category	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
	Metro	US	Metro	US	Metro	US	Metro	US
Population	314,895	335,116,438	0.9%	0.4%	1.5%	0.5%	1.2%	0.5%
Households	109,744	130,837,539	1.1%	0.6%	1.4%	0.9%	1.3%	0.6%
Median Household Income	\$84,354	\$76,164	5.1%	3.5%	3.7%	3.8%	3.5%	3.1%
Labor Force	154,547	167,587,422	1.8%	1.7%	1.9%	0.8%	0.6%	0.2%
Unemployment	5.1%	3.6%	-0.4%	0%	-0.3%	-0.3%	-	-

Source: Oxford Economics

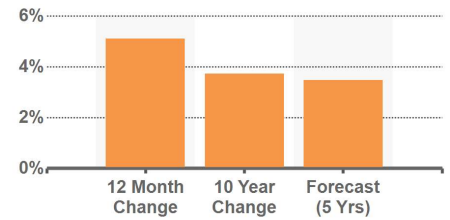
#### POPULATION GROWTH



#### LABOR FORCE GROWTH



#### INCOME GROWTH



Source: Oxford Economics

### OVERALL SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2028	14,135	158	1.1%	181	1.3%	0.9
2027	13,977	127	0.9%	152	1.1%	0.8
2026	13,850	43	0.3%	109	0.8%	0.4
2025	13,807	101	0.7%	149	1.1%	0.7
2024	13,706	275	2.0%	292	2.1%	0.9
YTD	13,431	0	0%	4	0%	0
2023	13,431	538	4.2%	586	4.4%	0.9
2022	12,893	255	2.0%	5	0%	51.0
2021	12,638	414	3.4%	308	2.4%	1.3
2020	12,224	410	3.5%	352	2.9%	1.2
2019	11,814	24	0.2%	110	0.9%	0.2
2018	11,790	82	0.7%	(42)	-0.4%	-
2017	11,708	244	2.1%	294	2.5%	0.8
2016	11,464	772	7.2%	640	5.6%	1.2
2015	10,692	39	0.4%	170	1.6%	0.2
2014	10,653	25	0.2%	229	2.1%	0.1
2013	10,628	512	5.1%	500	4.7%	1.0
2012	10,116	408	4.2%	305	3.0%	1.3

### 4 & 5 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2028	4,858	162	3.4%	160	3.3%	1.0
2027	4,696	132	2.9%	122	2.6%	1.1
2026	4,564	47	1.0%	74	1.6%	0.6
2025	4,517	105	2.4%	57	1.3%	1.8
2024	4,412	0	0%	(1)	0%	0
YTD	4,412	0	0%	0	0%	-
2023	4,412	0	0%	269	6.1%	0
2022	4,412	255	6.1%	88	2.0%	2.9
2021	4,157	288	7.4%	35	0.8%	8.2
2020	3,869	106	2.8%	157	4.1%	0.7
2019	3,763	0	0%	54	1.4%	0
2018	3,763	82	2.2%	29	0.8%	2.8
2017	3,681	244	7.1%	255	6.9%	1.0
2016	3,437	642	23.0%	550	16.0%	1.2
2015	2,795	26	0.9%	28	1.0%	0.9
2014	2,769	0	0%	208	7.5%	0
2013	2,769	336	13.8%	254	9.2%	1.3
2012	2,433	228	10.3%	193	7.9%	1.2



### 3 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2028	5,357	0	0%	12	0.2%	0
2027	5,357	0	0%	18	0.3%	0
2026	5,357	0	0%	29	0.5%	0
2025	5,357	0	0%	98	1.8%	0
2024	5,357	279	5.5%	296	5.5%	0.9
YTD	5,078	0	0%	4	0.1%	0
2023	5,078	538	11.9%	297	5.8%	1.8
2022	4,540	0	0%	(16)	-0.4%	0
2021	4,540	126	2.9%	292	6.4%	0.4
2020	4,414	296	7.2%	116	2.6%	2.6
2019	4,118	24	0.6%	49	1.2%	0.5
2018	4,094	0	0%	(49)	-1.2%	0
2017	4,094	0	0%	53	1.3%	0
2016	4,094	130	3.3%	85	2.1%	1.5
2015	3,964	13	0.3%	74	1.9%	0.2
2014	3,951	0	0%	(19)	-0.5%	0
2013	3,951	176	4.7%	241	6.1%	0.7
2012	3,775	180	5.0%	127	3.4%	1.4

### 1 & 2 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2028	3,920	(4)	-0.1%	9	0.2%	-
2027	3,924	(5)	-0.1%	12	0.3%	-
2026	3,929	(4)	-0.1%	6	0.2%	-
2025	3,933	(4)	-0.1%	(6)	-0.2%	0.7
2024	3,937	(4)	-0.1%	(3)	-0.1%	1.3
YTD	3,941	0	0%	-	-	-
2023	3,941	0	0%	20	0.5%	0
2022	3,941	0	0%	(67)	-1.7%	0
2021	3,941	0	0%	(19)	-0.5%	0
2020	3,941	8	0.2%	79	2.0%	0.1
2019	3,933	0	0%	7	0.2%	0
2018	3,933	0	0%	(22)	-0.6%	0
2017	3,933	0	0%	(14)	-0.4%	0
2016	3,933	0	0%	5	0.1%	0
2015	3,933	0	0%	68	1.7%	0
2014	3,933	25	0.6%	40	1.0%	0.6
2013	3,908	0	0%	5	0.1%	0
2012	3,908	0	0%	(15)	-0.4%	0

### OVERALL VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rents	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2028	808	5.7%	(0.2)	\$1,633	\$1.87	3.1%	(0.3)	\$1,620	\$1.85
2027	830	5.9%	(0.2)	\$1,584	\$1.81	3.4%	(0.8)	\$1,570	\$1.79
2026	855	6.2%	(0.5)	\$1,532	\$1.75	4.2%	(0.3)	\$1,519	\$1.74
2025	920	6.7%	(0.4)	\$1,471	\$1.68	4.5%	0.3	\$1,458	\$1.67
2024	970	7.1%	(0.4)	\$1,408	\$1.61	4.2%	2.1	\$1,396	\$1.59
YTD	999	7.4%	0	\$1,351	\$1.53	2.1%	0	\$1,339	\$1.52
2023	1,003	7.5%	(0.7)	\$1,351	\$1.53	2.1%	(1.4)	\$1,338	\$1.52
2022	1,051	8.2%	1.8	\$1,323	\$1.50	3.6%	(9.5)	\$1,315	\$1.49
2021	802	6.3%	0.6	\$1,277	\$1.45	13.1%	7.9	\$1,273	\$1.44
2020	698	5.7%	0.3	\$1,129	\$1.28	5.2%	1.9	\$1,122	\$1.27
2019	641	5.4%	(0.7)	\$1,073	\$1.21	3.3%	0	\$1,062	\$1.20
2018	728	6.2%	1.0	\$1,039	\$1.17	3.3%	(1.0)	\$1,023	\$1.16
2017	601	5.1%	(0.5)	\$1,006	\$1.14	4.3%	0.3	\$994	\$1.12
2016	652	5.7%	0.8	\$964	\$1.09	4.0%	(0.8)	\$953	\$1.08
2015	519	4.9%	(1.2)	\$927	\$1.05	4.9%	2.5	\$914	\$1.03
2014	650	6.1%	(1.9)	\$884	\$1	2.4%	2.1	\$875	\$0.99
2013	853	8.0%	(0.3)	\$863	\$0.97	0.3%	(0.4)	\$848	\$0.96
2012	839	8.3%	0.7	\$860	\$0.97	0.8%	-	\$845	\$0.95

### 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
2028	335	6.9%	(0.2)	\$1,903	\$2	3.0%	(0.3)	\$1,892	\$1.99
2027	331	7.1%	0	\$1,849	\$1.94	3.2%	(0.8)	\$1,838	\$1.93
2026	322	7.1%	(0.7)	\$1,791	\$1.88	4.1%	(0.4)	\$1,780	\$1.87
2025	349	7.7%	0.9	\$1,720	\$1.81	4.4%	0	\$1,710	\$1.80
2024	301	6.8%	0	\$1,647	\$1.73	4.4%	1.6	\$1,638	\$1.72
YTD	299	6.8%	0	\$1,579	\$1.66	2.9%	0.1	\$1,570	\$1.65
2023	299	6.8%	(6.1)	\$1,578	\$1.66	2.8%	0.2	\$1,568	\$1.65
2022	568	12.9%	3.2	\$1,534	\$1.61	2.6%	(12.5)	\$1,522	\$1.60
2021	402	9.7%	5.8	\$1,495	\$1.57	15.1%	10.0	\$1,492	\$1.57
2020	150	3.9%	(1.5)	\$1,300	\$1.36	5.0%	1.5	\$1,293	\$1.36
2019	201	5.4%	(1.4)	\$1,237	\$1.30	3.5%	0.8	\$1,219	\$1.28
2018	255	6.8%	1.4	\$1,195	\$1.25	2.7%	(1.6)	\$1,171	\$1.23
2017	199	5.4%	(0.7)	\$1,164	\$1.22	4.3%	0.8	\$1,143	\$1.20
2016	211	6.1%	1.9	\$1,116	\$1.17	3.5%	(2.3)	\$1,101	\$1.16
2015	119	4.3%	(0.1)	\$1,078	\$1.13	5.8%	2.4	\$1,059	\$1.11
2014	120	4.3%	(7.5)	\$1,019	\$1.07	3.4%	2.6	\$1,012	\$1.06
2013	329	11.9%	1.7	\$986	\$1.03	0.8%	1.1	\$955	\$1
2012	247	10.2%	0.5	\$978	\$1.03	-0.3%	-	\$948	\$1

### 3 STAR VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rents	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2028	338	6.3%	(0.2)	\$1,601	\$1.91	3.2%	(0.2)	\$1,579	\$1.89
2027	350	6.5%	(0.3)	\$1,551	\$1.86	3.4%	(0.7)	\$1,530	\$1.83
2026	368	6.9%	(0.5)	\$1,500	\$1.79	4.2%	(0.3)	\$1,480	\$1.77
2025	396	7.4%	(1.8)	\$1,440	\$1.72	4.4%	0.6	\$1,421	\$1.70
2024	495	9.2%	(1.3)	\$1,379	\$1.65	3.9%	2.2	\$1,360	\$1.63
YTD	530	10.4%	(0.1)	\$1,328	\$1.56	1.6%	(0.1)	\$1,307	\$1.53
2023	533	10.5%	4.1	\$1,328	\$1.56	1.6%	(1.5)	\$1,307	\$1.53
2022	292	6.4%	0.4	\$1,306	\$1.53	3.1%	(10.4)	\$1,301	\$1.52
2021	275	6.1%	(3.9)	\$1,267	\$1.48	13.5%	7.0	\$1,263	\$1.48
2020	441	10.0%	3.7	\$1,116	\$1.30	6.5%	4.1	\$1,106	\$1.29
2019	261	6.3%	(0.7)	\$1,048	\$1.22	2.4%	(0.9)	\$1,038	\$1.21
2018	287	7.0%	1.2	\$1,024	\$1.19	3.3%	0	\$1,011	\$1.18
2017	238	5.8%	(1.3)	\$991	\$1.15	3.3%	(1.0)	\$984	\$1.15
2016	291	7.1%	0.9	\$959	\$1.12	4.4%	0	\$947	\$1.10
2015	245	6.2%	(1.6)	\$919	\$1.07	4.3%	2.5	\$908	\$1.06
2014	306	7.7%	0.5	\$881	\$1.02	1.9%	1.8	\$870	\$1.01
2013	285	7.2%	(2.0)	\$865	\$1	0%	(1.0)	\$857	\$1
2012	349	9.2%	1.0	\$864	\$1	1.0%	-	\$856	\$0.99

### 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
2028	136	3.5%	(0.3)	\$1,349	\$1.61	3.3%	(0.3)	\$1,342	\$1.61
2027	149	3.8%	(0.4)	\$1,306	\$1.56	3.6%	(0.7)	\$1,299	\$1.55
2026	165	4.2%	(0.3)	\$1,261	\$1.51	4.3%	(0.3)	\$1,254	\$1.50
2025	175	4.5%	0	\$1,209	\$1.45	4.6%	0.2	\$1,202	\$1.44
2024	174	4.4%	0.1	\$1,155	\$1.38	4.4%	2.6	\$1,149	\$1.37
YTD	171	4.3%	0	\$1,105	\$1.32	1.6%	(0.1)	\$1,099	\$1.32
2023	171	4.3%	(0.5)	\$1,107	\$1.32	1.8%	(4.4)	\$1,101	\$1.32
2022	191	4.8%	1.7	\$1,087	\$1.30	6.2%	(2.9)	\$1,082	\$1.29
2021	125	3.2%	0.4	\$1,024	\$1.22	9.1%	5.7	\$1,020	\$1.22
2020	107	2.7%	(1.8)	\$939	\$1.12	3.4%	(1.1)	\$935	\$1.12
2019	179	4.5%	(0.2)	\$908	\$1.08	4.4%	0	\$904	\$1.08
2018	186	4.7%	0.6	\$869	\$1.04	4.4%	(1.5)	\$858	\$1.02
2017	164	4.2%	0.4	\$833	\$0.99	5.9%	1.6	\$825	\$0.98
2016	150	3.8%	(0.1)	\$786	\$0.93	4.4%	0.2	\$780	\$0.93
2015	155	3.9%	(1.7)	\$753	\$0.89	4.1%	2.6	\$747	\$0.89
2014	224	5.7%	(0.4)	\$723	\$0.86	1.5%	1.5	\$716	\$0.85
2013	239	6.1%	(0.1)	\$713	\$0.85	0%	(2.1)	\$706	\$0.84
2012	243	6.2%	0.4	\$713	\$0.85	2.1%	-	\$708	\$0.84

### 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
2028	-	-	-	-	-	-	\$217,997	398	5.4%
2027	-	-	-	-	-	-	\$203,089	371	5.6%
2026	-	-	-	-	-	-	\$186,115	340	5.9%
2025	-	-	-	-	-	-	\$169,076	309	6.2%
2024	-	-	-	-	-	-	\$159,397	291	6.3%
YTD	-	-	-	-	-	-	\$170,747	312	5.6%
2023	7	\$110.4M	4.0%	\$15,772,761	\$203,707	6.2%	\$169,408	310	5.7%
2022	15	\$135.9M	6.3%	\$10,452,296	\$182,634	-	\$176,078	322	5.3%
2021	14	\$180.9M	7.8%	\$12,924,941	\$182,593	4.8%	\$184,067	336	4.8%
2020	8	\$22.2M	2.0%	\$3,168,386	\$95,598	5.6%	\$147,360	269	5.4%
2019	15	\$174.3M	11.2%	\$11,617,135	\$131,614	6.4%	\$134,136	245	5.8%
2018	18	\$130.4M	10.6%	\$7,668,096	\$105,382	6.5%	\$123,612	226	6.0%
2017	6	\$35.9M	4.5%	\$7,173,452	\$70,884	6.6%	\$111,450	204	6.3%
2016	14	\$146.2M	13.3%	\$10,445,767	\$96,211	7.3%	\$107,104	196	6.3%
2015	5	\$18.9M	2.5%	\$3,772,500	\$71,449	7.4%	\$97,599	178	6.5%
2014	1	\$540K	0.1%	\$540,000	\$41,538	-	\$90,557	166	6.6%
2013	4	\$9.9M	1.3%	\$2,462,500	\$70,357	7.6%	\$82,947	152	6.9%

(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
2028	-	-	-	-	-	-	\$289,930	381	5.2%
2027	-	-	-	-	-	-	\$270,261	355	5.4%
2026	-	-	-	-	-	-	\$247,709	325	5.7%
2025	-	-	-	-	-	-	\$224,944	295	6.0%
2024	-	-	-	-	-	-	\$212,087	278	6.0%
YTD	-	-	-	-	-	-	\$227,102	298	5.4%
2023	1	\$65M	6.8%	\$65,000,000	\$216,667	-	\$224,454	295	5.5%
2022	-	-	-	-	-	-	\$236,207	310	5.0%
2021	3	\$99M	10.3%	\$33,005,059	\$230,268	3.8%	\$250,484	329	4.6%
2020	-	-	-	-	-	-	\$201,099	264	5.2%
2019	1	\$44.6M	8.0%	\$44,555,000	\$148,517	6.0%	\$183,621	241	5.5%
2018	4	\$79M	13.9%	\$19,738,725	\$151,255	5.8%	\$169,970	223	5.7%
2017	-	-	-	-	-	-	\$155,598	204	5.9%
2016	2	\$73.9M	18.0%	\$36,950,000	\$119,773	6.2%	\$149,103	196	5.9%
2015	-	-	-	-	-	-	\$136,069	179	6.1%
2014	-	-	-	-	-	-	\$126,583	166	6.2%
2013	-	-	-	-	-	-	\$115,862	152	6.5%

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### 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
2028	-	-	-	-	-	-	\$206,238	417	5.3%
2027	-	-	-	-	-	-	\$191,957	388	5.5%
2026	-	-	-	-	-	-	\$175,769	355	5.8%
2025	-	-	-	-	-	-	\$159,623	323	6.1%
2024	-	-	-	-	-	-	\$150,533	304	6.2%
YTD	-	-	-	-	-	-	\$161,462	326	5.6%
2023	1	\$29.7M	2.5%	\$29,734,325	\$235,987	-	\$160,598	325	5.6%
2022	3	\$100M	9.7%	\$33,326,667	\$226,712	-	\$165,115	334	5.2%
2021	6	\$39M	5.4%	\$6,506,500	\$159,343	4.6%	\$171,758	347	4.8%
2020	-	-	-	-	-	-	\$137,921	279	5.4%
2019	5	\$105.5M	17.2%	\$21,092,000	\$148,955	5.6%	\$125,481	254	5.7%
2018	3	\$27M	7.5%	\$8,995,000	\$87,614	5.9%	\$115,624	234	5.9%
2017	2	\$18.8M	6.0%	\$9,386,500	\$76,313	6.3%	\$102,554	207	6.2%
2016	7	\$68.7M	19.9%	\$9,821,120	\$84,561	6.8%	\$98,151	198	6.3%
2015	2	\$11.6M	3.4%	\$5,820,000	\$86,222	6.7%	\$89,218	180	6.4%
2014	-	-	-	-	-	-	\$82,369	166	6.6%
2013	2	\$8.7M	2.8%	\$4,325,000	\$77,928	7.1%	\$75,514	153	6.9%

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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
2028	-	-	-	-	-	-	\$150,561	410	5.8%
2027	-	-	-	-	-	-	\$140,323	382	6.0%
2026	-	-	-	-	-	-	\$128,752	351	6.3%
2025	-	-	-	-	-	-	\$117,141	319	6.6%
2024	-	-	-	-	-	-	\$110,345	301	6.6%
YTD	-	-	-	-	-	-	\$117,374	320	6.0%
2023	5	\$15.7M	2.9%	\$3,135,000	\$135,129	6.2%	\$116,918	318	6.0%
2022	12	\$35.9M	9.5%	\$3,589,985	\$118,481	-	\$120,589	328	5.6%
2021	5	\$42.9M	8.0%	\$8,579,000	\$135,744	5.2%	\$123,051	335	5.2%
2020	8	\$22.2M	6.1%	\$3,168,386	\$95,598	5.6%	\$97,272	265	5.9%
2019	9	\$24.2M	8.0%	\$2,693,558	\$76,715	7.0%	\$87,961	240	6.3%
2018	11	\$24.4M	10.6%	\$2,441,773	\$59,994	7.3%	\$80,191	218	6.6%
2017	4	\$17.1M	7.2%	\$5,698,087	\$65,747	6.8%	\$71,877	196	6.8%
2016	5	\$3.6M	2.3%	\$718,580	\$39,921	8.3%	\$70,132	191	6.8%
2015	3	\$7.2M	3.3%	\$2,407,500	\$55,988	7.7%	\$63,984	174	7.0%
2014	1	\$540K	0.3%	\$540,000	\$41,538	-	\$59,543	162	7.1%
2013	2	\$1.2M	0.7%	\$600,000	\$41,379	8.0%	\$54,547	149	7.4%

(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
2028	-	14,136	5.7%	-	170	-	158	-	-
2027	-	13,978	5.9%	-	134	-	127	-	-
2026	-	13,851	6.2%	-	41	-	43	-	-
2025	-	13,808	6.7%	-	105	-	101	-	-
2024	-	13,707	7.1%	-	279	-	276	-	-
YTD	156	13,431	7.4%	0	0	0	0	4	428
2023	156	13,431	7.5%	7	538	7	538	4	428
2022	149	12,893	8.2%	2	255	2	255	9	817
2021	147	12,638	6.3%	2	414	2	414	8	829
2020	145	12,224	5.7%	4	410	4	410	2	414
2019	141	11,814	5.4%	1	24	1	24	4	248
2018	140	11,790	6.2%	1	82	1	82	1	24
2017	139	11,708	5.1%	2	244	2	244	1	82
2016	137	11,464	5.7%	4	772	4	772	2	244
2015	133	10,692	4.9%	2	39	2	39	4	772
2014	131	10,653	6.1%	1	25	1	25	2	39
2013	130	10,628	8.0%	3	512	3	512	1	25
2012	127	10,116	8.3%	2	408	2	408	4	537