



Multi-Family Market Report

Kennewick-Richland - WA (USA)

PREPARED BY

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MULTI-FAMILY MARKET REPORT

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12 Mo Delivered Units

515

12 Mo Absorption Units

555

Vacancy Rate

7.7%

12 Mo Asking Rent Growth

1.9%

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 7.7%. 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 \$1,370/month. The market's 12-month rent growth now sits at 1.7%, down from an all-time high of 12.0%, reached in 2021. Over the long term, annual rent growth in the Tri-Cities

area has averaged 2.7%.

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 2,900 units. About 510 of those were completed within the past 12 months. Another 680 market-rate apartment units are actively under construction as of the second quarter of 2024. That is enough to increase the inventory by 5.0%, a modest pace compared to many multifamily markets across the nation.

Over the past five years, 12-month sales volume averaged \$122 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 \$120 million.

KEY INDICATORS

Current Quarter	Units	Vacancy Rate	Asking Rent	Effective Rent	Absorption Units	Delivered Units	Under Constr Units
4 & 5 Star	4,412	6.6%	\$1,628	\$1,622	0	0	369
3 Star	5,317	11.0%	\$1,334	\$1,316	1	0	315
1 & 2 Star	3,960	4.7%	\$1,115	\$1,109	0	0	0
Market	13,689	7.7%	\$1,375	\$1,364	1	0	684

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	-0.6%	6.6%	7.0%	9.3%	2004 Q4	3.7%	2020 Q3
Absorption Units	555	230	271	767	2005 Q3	(98)	2002 Q2
Delivered Units	515	257	241	788	2005 Q3	0	2015 Q2
Demolished Units	0	0	4	0	2024 Q1	0	2024 Q1
Asking Rent Growth (YOY)	1.9%	2.7%	3.2%	12.0%	2021 Q4	-4.5%	2009 Q4
Effective Rent Growth (YOY)	1.7%	2.7%	3.2%	12.4%	2021 Q4	-4.5%	2009 Q4
Sales Volume	\$121M	\$63.8M	N/A	\$242.4M	2022 Q3	\$0	2009 Q4

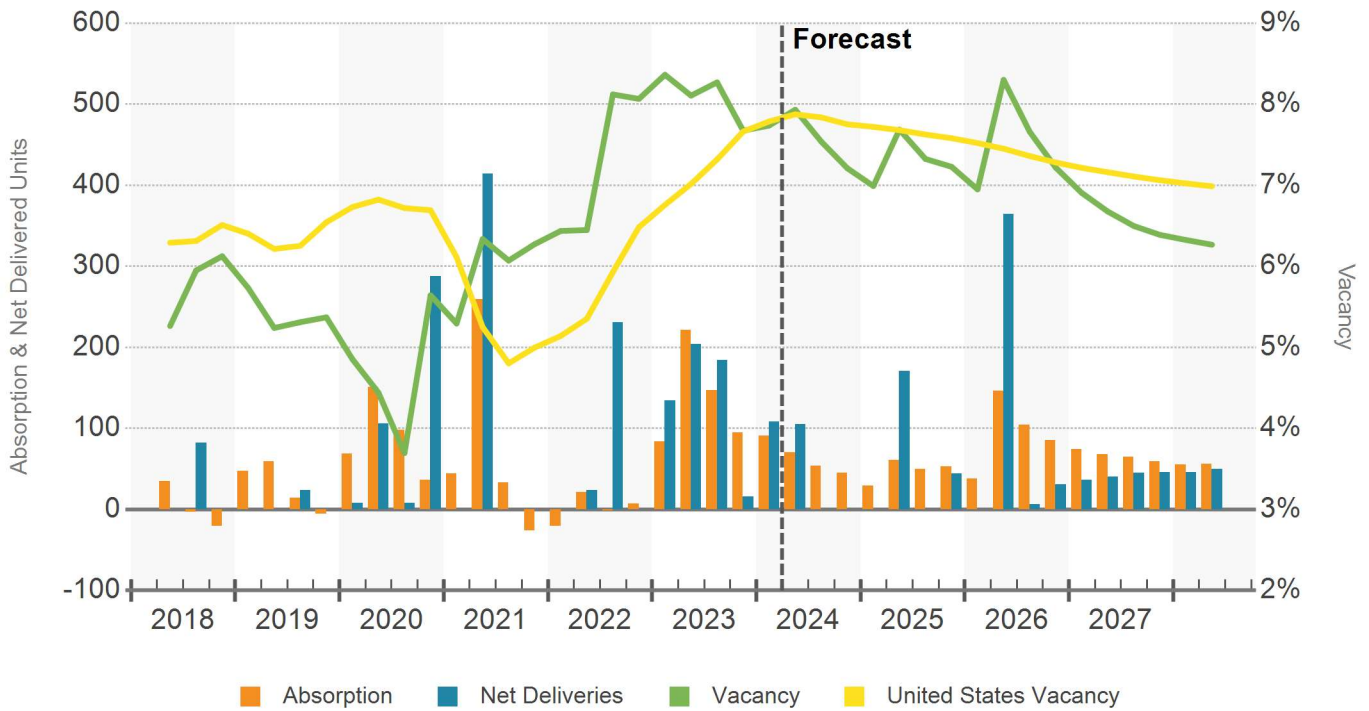
The Tri-Cities has seen relatively strong performance. In the most recently completed quarter, trailing 12-month absorption came in at 550 units against the 510 units developers added to the market in the preceding 12 months. The result was that the vacancy rate was relatively flat over that stretch.

The market also performed better than the national benchmark. While vacancy was relatively flat in the Tri-Cities, it rose nationwide. National vacancy rose from about 7.0% to 7.8% over the past year. As a result, the Tri-Cities vacancy rate is now roughly in line with the national benchmark.

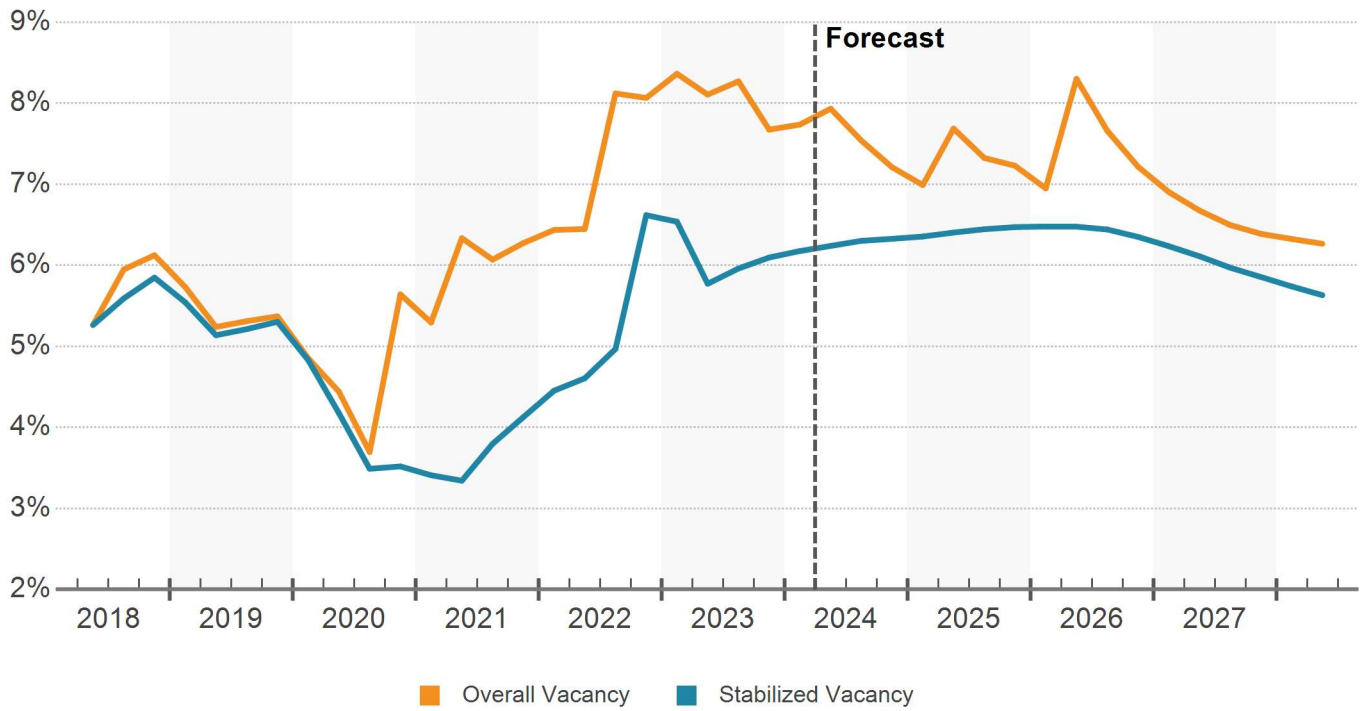
Absorption of new units has been concentrated in the 3 Star tier, where most of the new inventory sits. That segment ended last quarter with 310 units trailing 12-month absorption against the 510 delivered over that stretch.

With most new construction in 3 Star properties, that segment also saw the largest jump in vacancy. The 3 Star tier saw 10.5% vacancy one year ago and ended last quarter with vacancy at 11.0%. Meanwhile, without new units added, the luxury tier saw its vacancy rate decline from 8.6% one year ago to 6.6%.

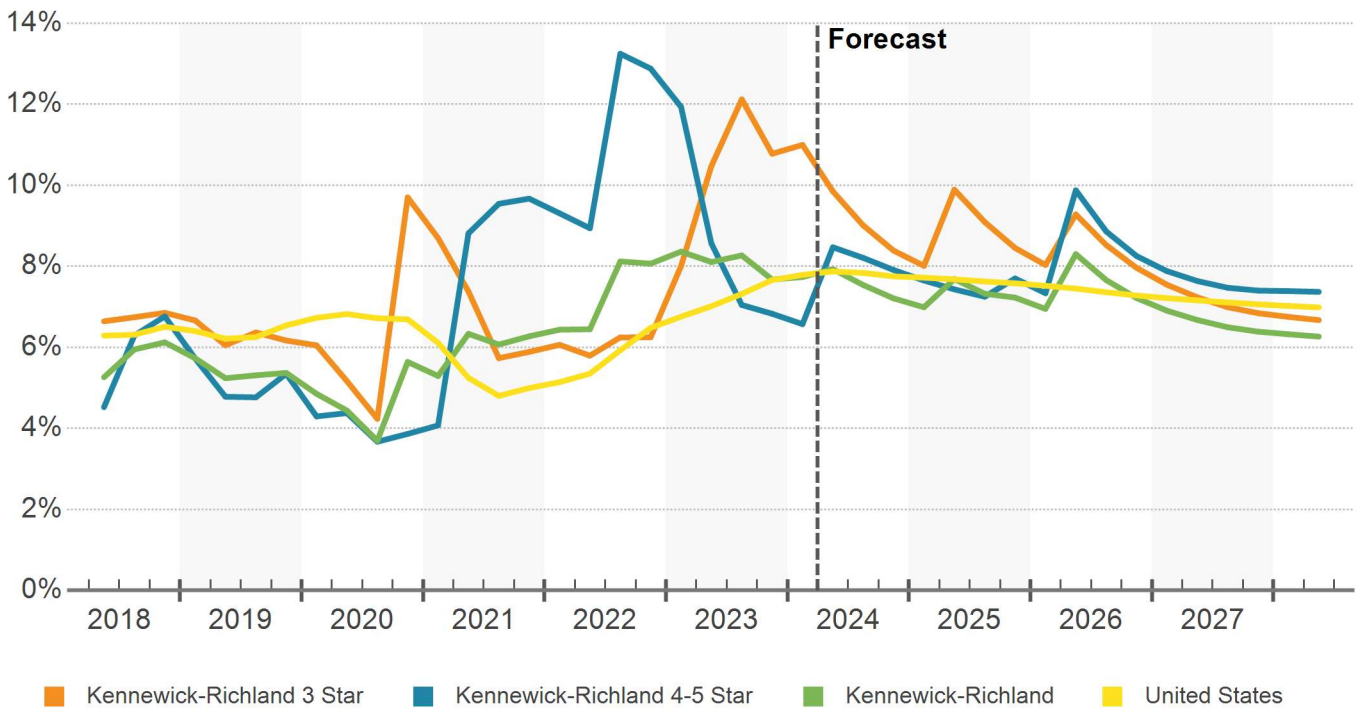
ABSORPTION, NET DELIVERIES & VACANCY



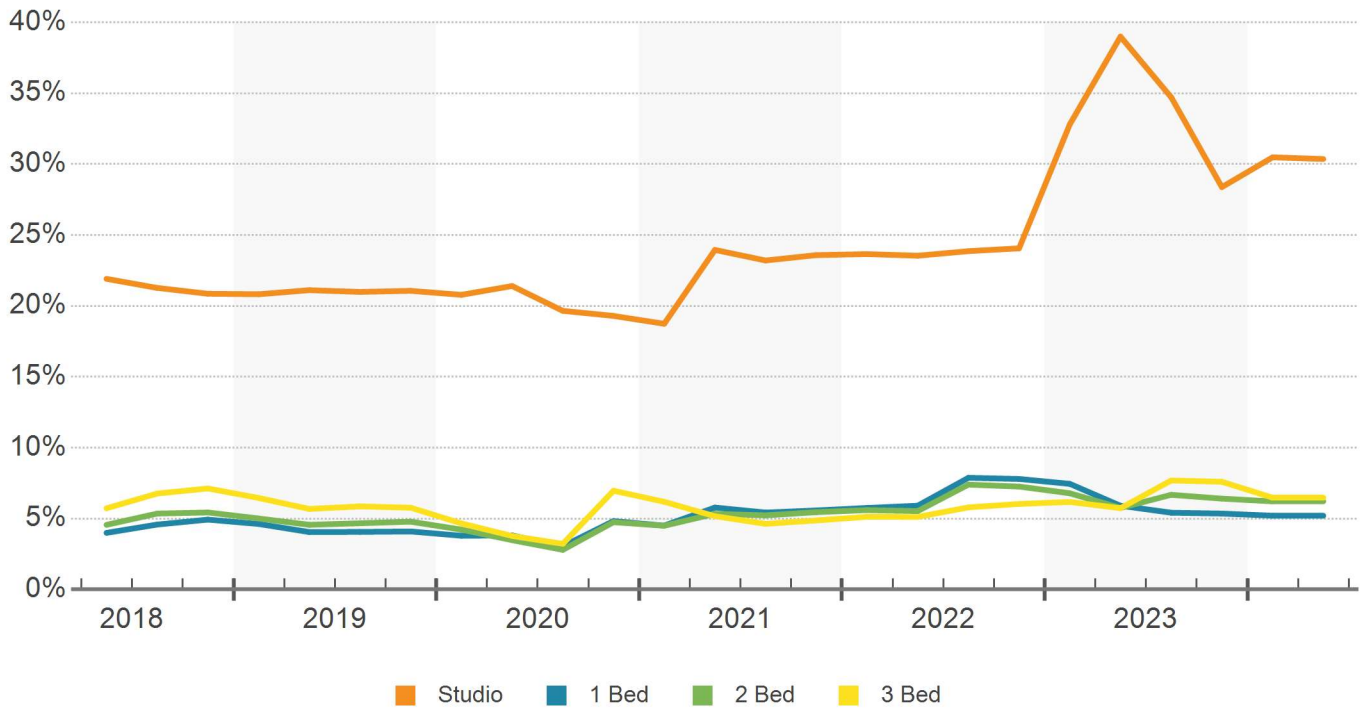
OVERALL & STABILIZED VACANCY



VACANCY RATE



VACANCY BY BEDROOM



The average rent in the market sits at \$1,370/month, compared to the national benchmark of \$1,690/month.

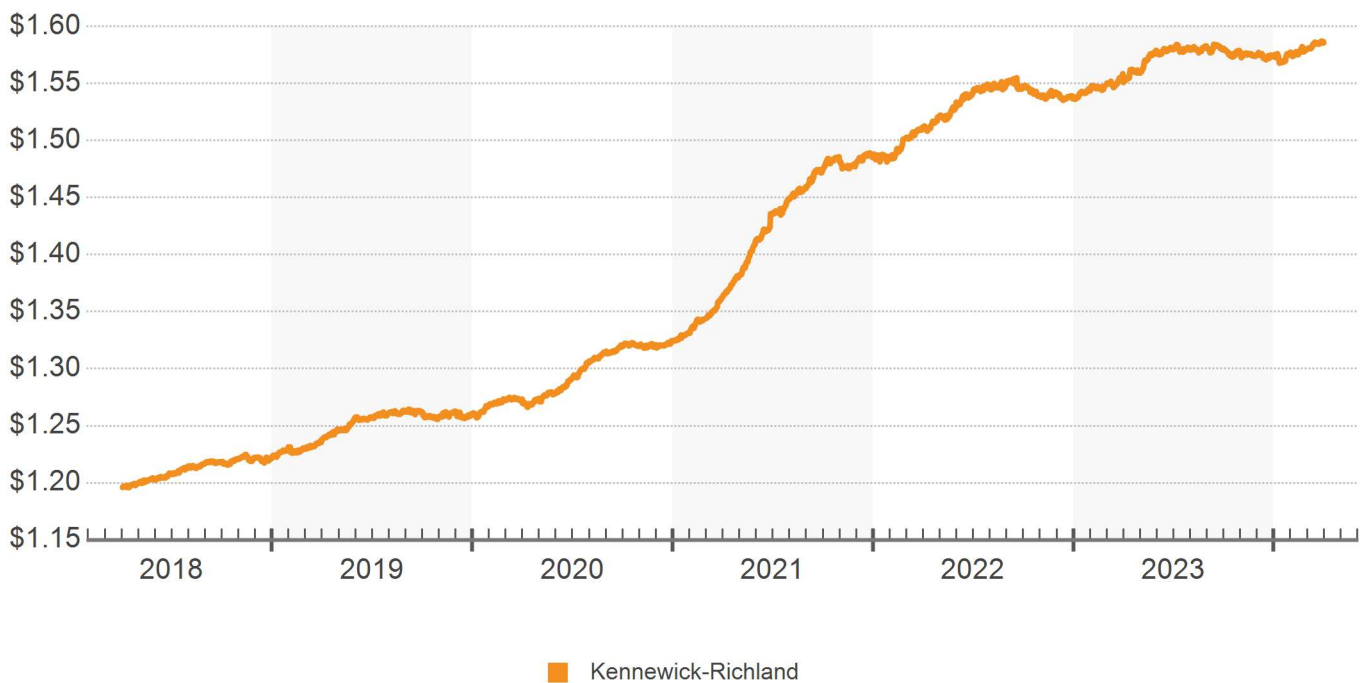
Rents grew 1.7% over the past year. This was a better performance than most metros but does represent a slowdown. Annual rent growth peaked in 2021 at more than 13%. The market's 10-year average annual rent growth is 4.4%.

The metro has outperformed over the long term, with 54.1% growth over the past decade, compared to 39.4%

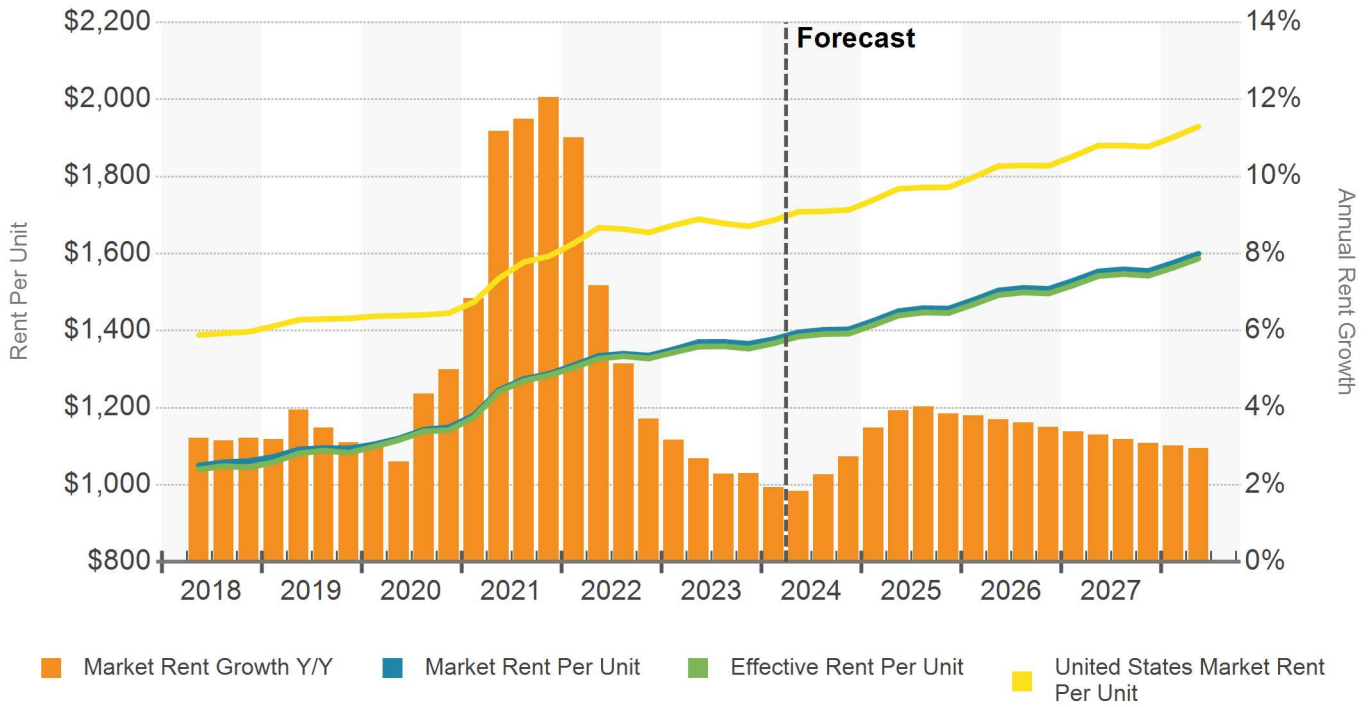
growth nationally.

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.

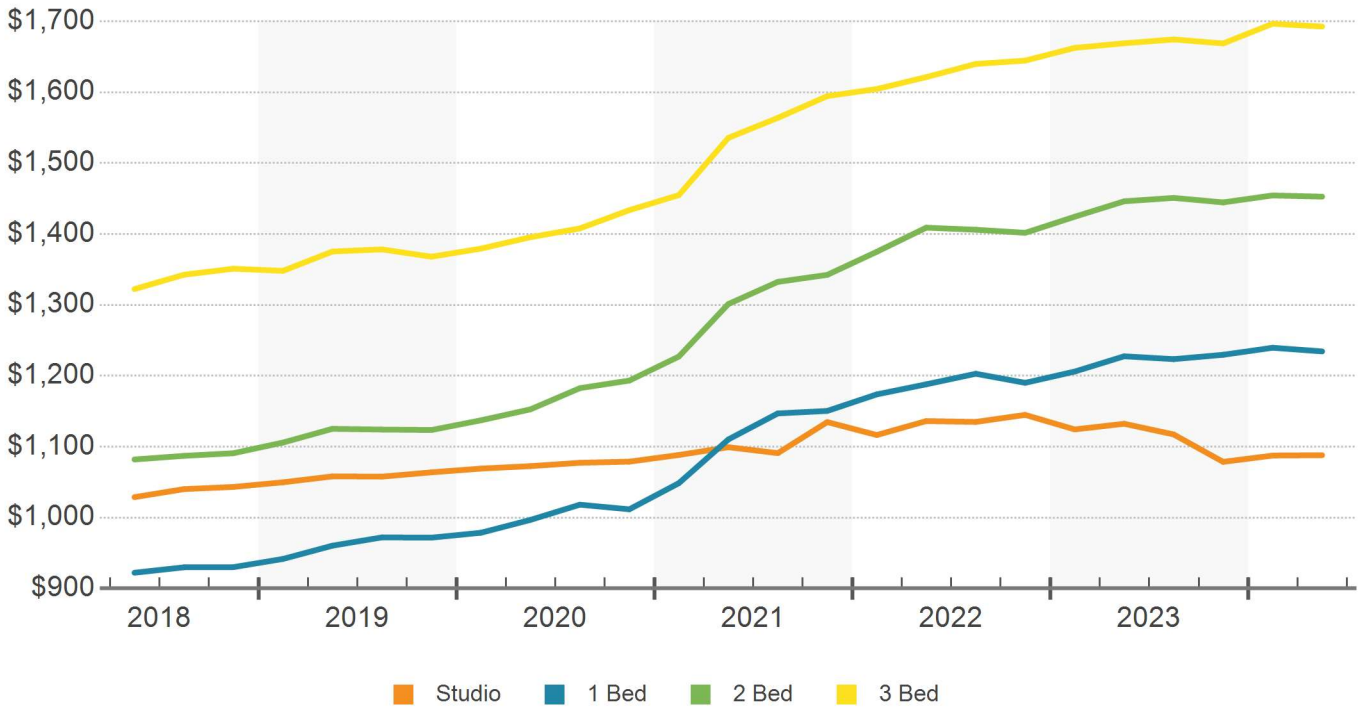
DAILY ASKING RENT PER SF



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 1,700 units were added to the inventory in the Tri-Cities multifamily market.

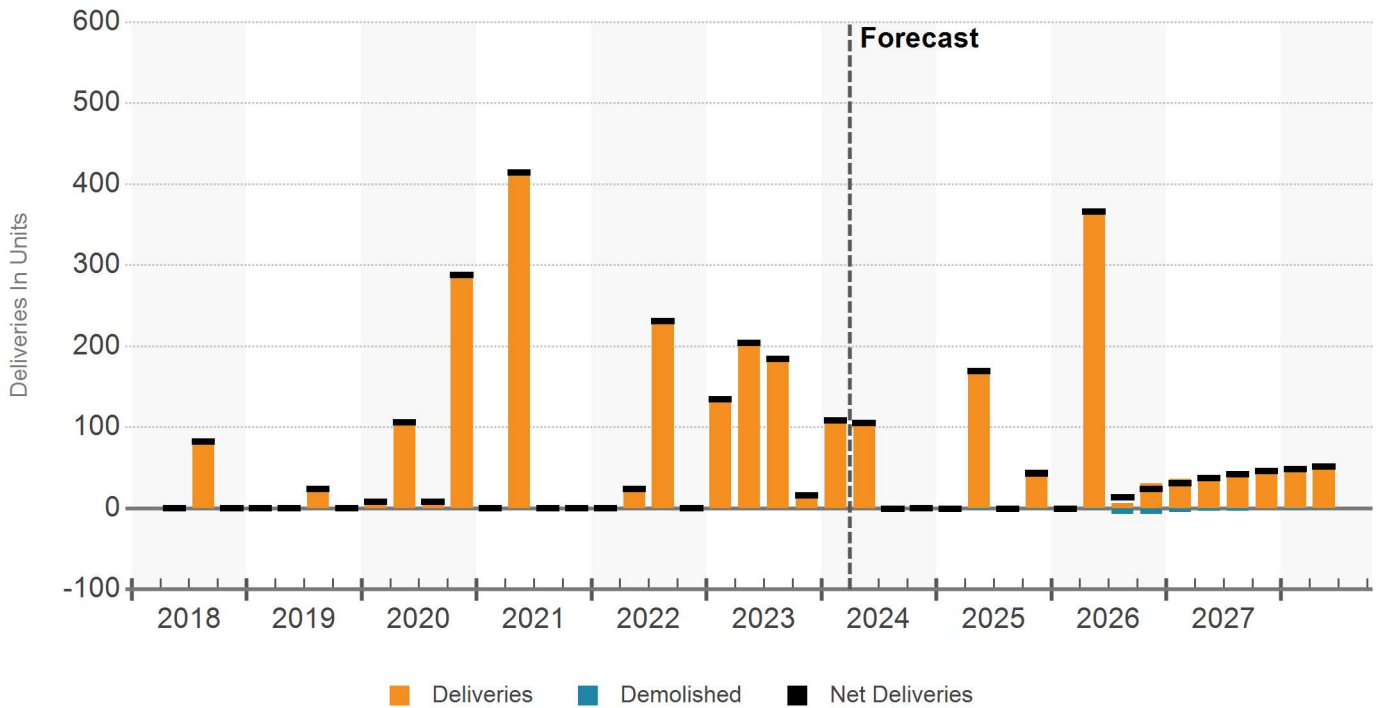
With increasing costs of both construction and debt, along with slowing absorption, fewer projects are getting funded. Construction starts slowed in 2023, and that could lead to a slowdown in deliveries by the end of

2024.

About 680 units remain under construction, enough to increase inventory by 5.0%.

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

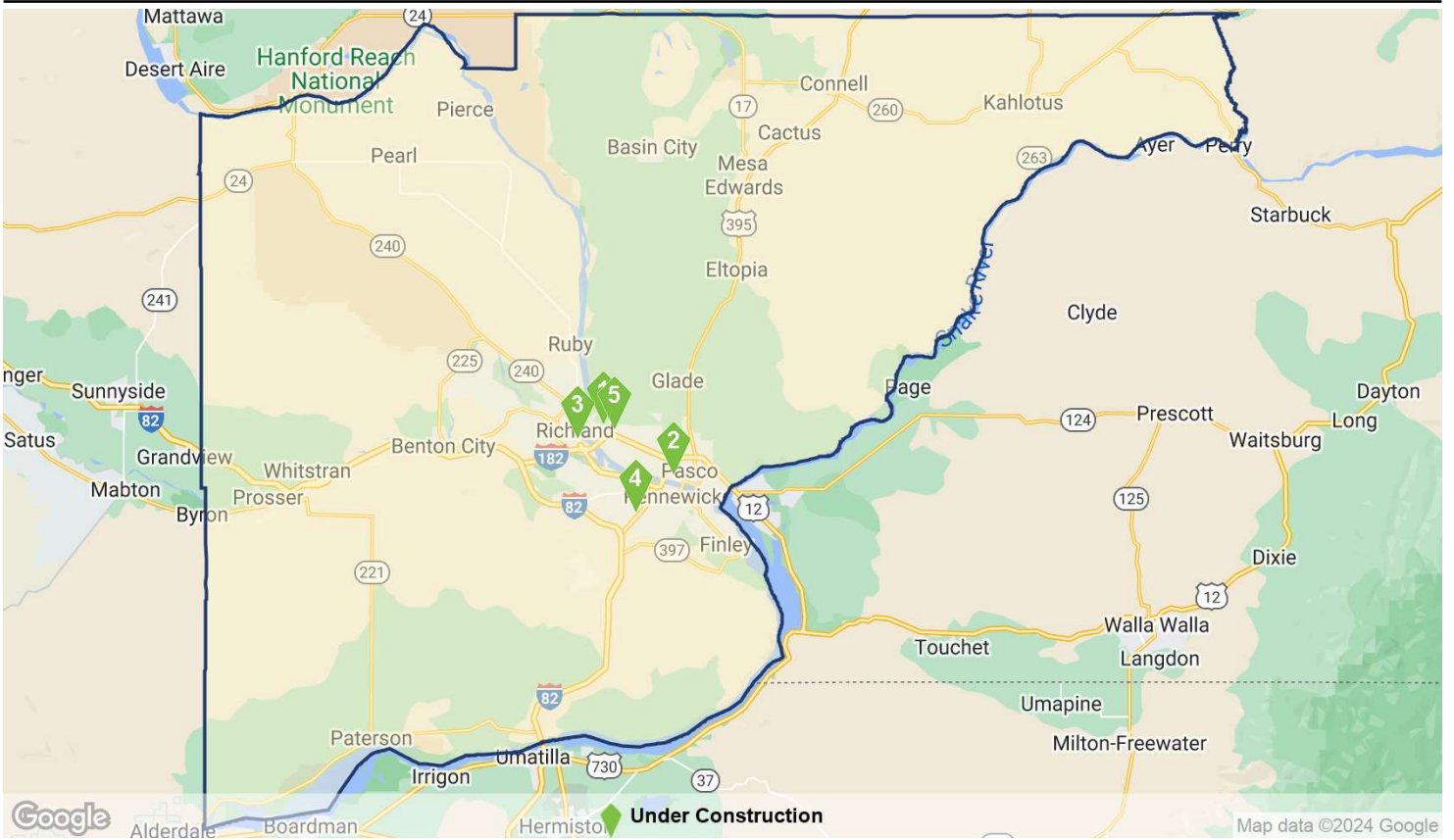
5

684

5.0%

137

UNDER CONSTRUCTION PROPERTIES



UNDER CONSTRUCTION

Property Name/Address	Rating	Units	Stories	Start	Complete	Developer/Owner
1 Goat at Broodmoor 10602 Burns Road Rd	★★★★☆	220	-	Dec 2023	May 2024	-
2 The Clark 1801 W Lewis St	★★★★☆	171	2	Oct 2022	May 2024	Fortify Holdings
3 The Banks on Bradley 355 Bradley Blvd	★★★★☆	144	3	May 2023	May 2024	Cedar and Sage Homes Sra Ch Richland I Llc
4 The Falls 4112 W 24th Ave	★★★★☆	105	4	Jan 2023	May 2024	Elite Construction & Developmnet Rdg Llc
5 5710 Rd 92	★★★★☆	44	2	May 2023	May 2024	-

Over the past five years, 12-month sales volume in the Tri-Cities averaged \$122 million. During that time, it reached a high of \$242 million. Over the past 12 months, specifically, \$120 million traded hands.

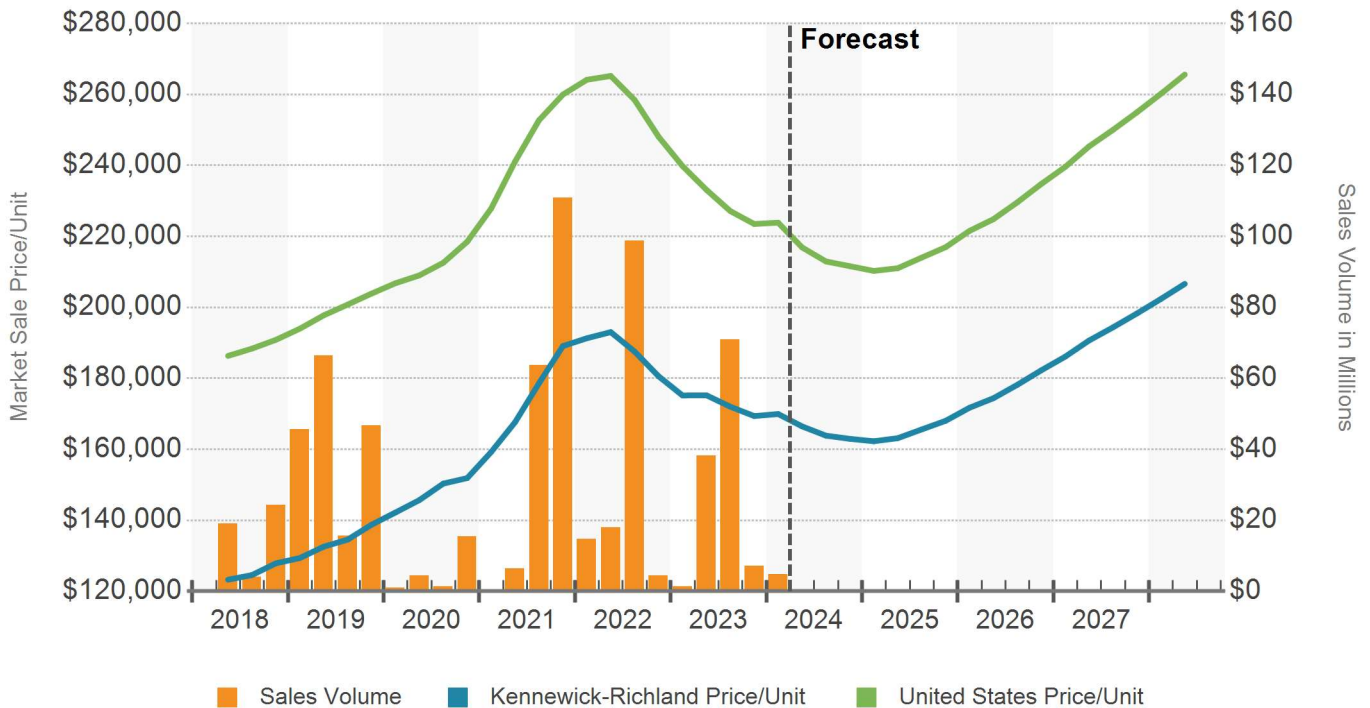
Transactions over the past 12 months have averaged \$190,000/SF, compared to \$210,000/SF nationally. For those transactions where it has been reported, typical cap rates have shown up in the low-6% range.

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 in 2023.

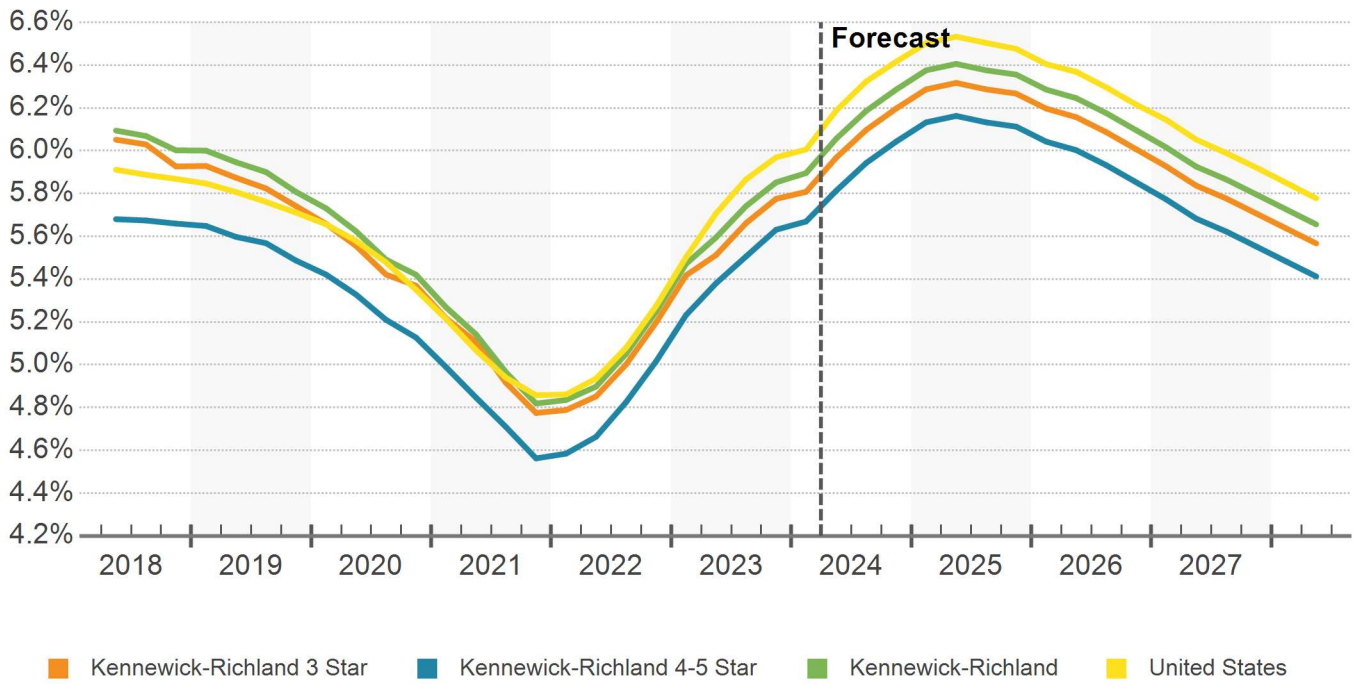
Among the largest deals in 2023 was the 300-unit Crossings at Chapel Hill, built in 2006. Seattle-based Investors Capital Group sold the asset to San Francisco-based Glencrest Group for \$65 million (\$217,000/unit) in 23Q3. The buyer described the purchase as a “generational investment.”

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

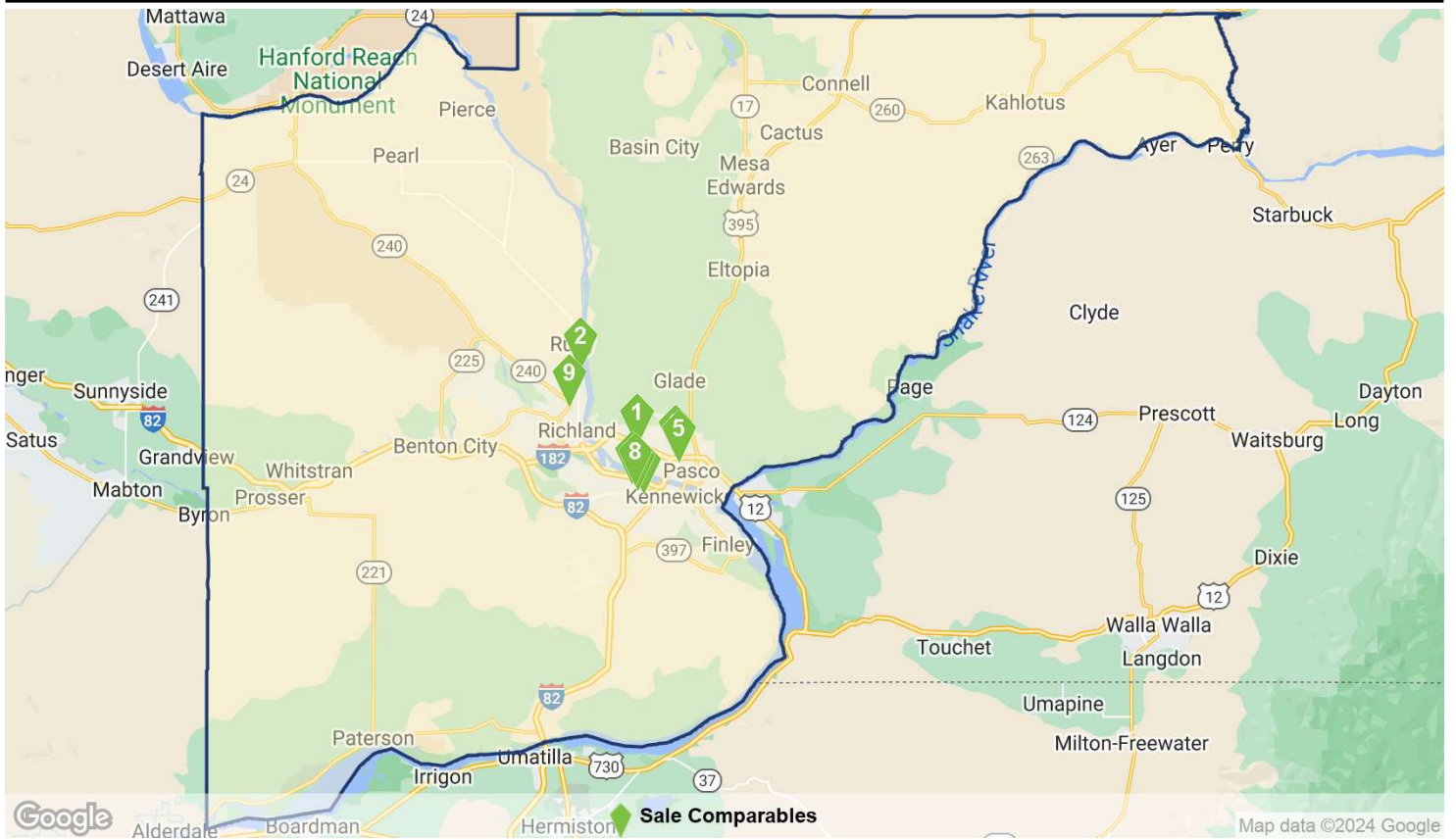


Sales Past 12 Months

Kennewick-Richland Multi-Family

Sale Comparables	Avg. Price/Unit (thous.)	Average Price (mil.)	Average Vacancy at Sale
9	\$195	\$13.4	6.0%

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$1,300,000	\$13,420,107	\$4,100,000	\$65,000,000
Price/Unit	\$119,423	\$194,807	\$146,250	\$235,986
Cap Rate	5.6%	6.3%	6.4%	6.8%
Vacancy Rate At Sale	0%	6.0%	3.2%	15.9%
Time Since Sale in Months	0.6	6.8	8.3	10.9
Property Attributes	Low	Average	Median	High
Property Size in Units	8	68	31	300
Number of Floors	2	2	2	4
Average Unit SF	650	1,051	1,000	1,726
Year Built	1961	1983	1978	2021
Star Rating	★★★★★	★★★★★ 2.3	★★★★★	★★★★★

Sales Past 12 Months

Kennewick-Richland 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 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 Kamden Place 1919 W Jay St	★★★★★	1961	59	1.7%	12/15/2023	\$7,046,000	\$119,423	\$126
4 720 Arthur Apartments 718-722 N Arthur St	★★★★★	1976	40	5.0%	9/29/2023	\$5,850,000	\$146,250	\$122
5 Victory Manor Apartments 1525 N 16th Ave	★★★★★	1979	31	3.2%	6/9/2023	\$4,100,000	\$132,258	\$126
6 313 S Johnson St	★★★★★	1978	20	5.0%	5/5/2023	\$3,025,000	\$151,250	\$148
7 Kamden Court 30 N Sheppard Pl	★★★★★	-	21	0%	3/14/2024	\$2,696,850	\$128,421	\$131
8 Kamden Terrace 609 N Tweedt St	★★★★★	1978	15	0%	3/1/2024	\$2,028,791	\$135,252	\$60
9 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 320,000 as of the second quarter of 2024. The population has grown 3.0% over the past year, one of the fastest growth rates in the Pacific Northwest.

With an average median annual household income of \$87,000, higher than the figure for Washington State as a whole. That said, nearly a third of area households make 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 1.8% over the past year, compared to a national benchmark of 1.5%. 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.

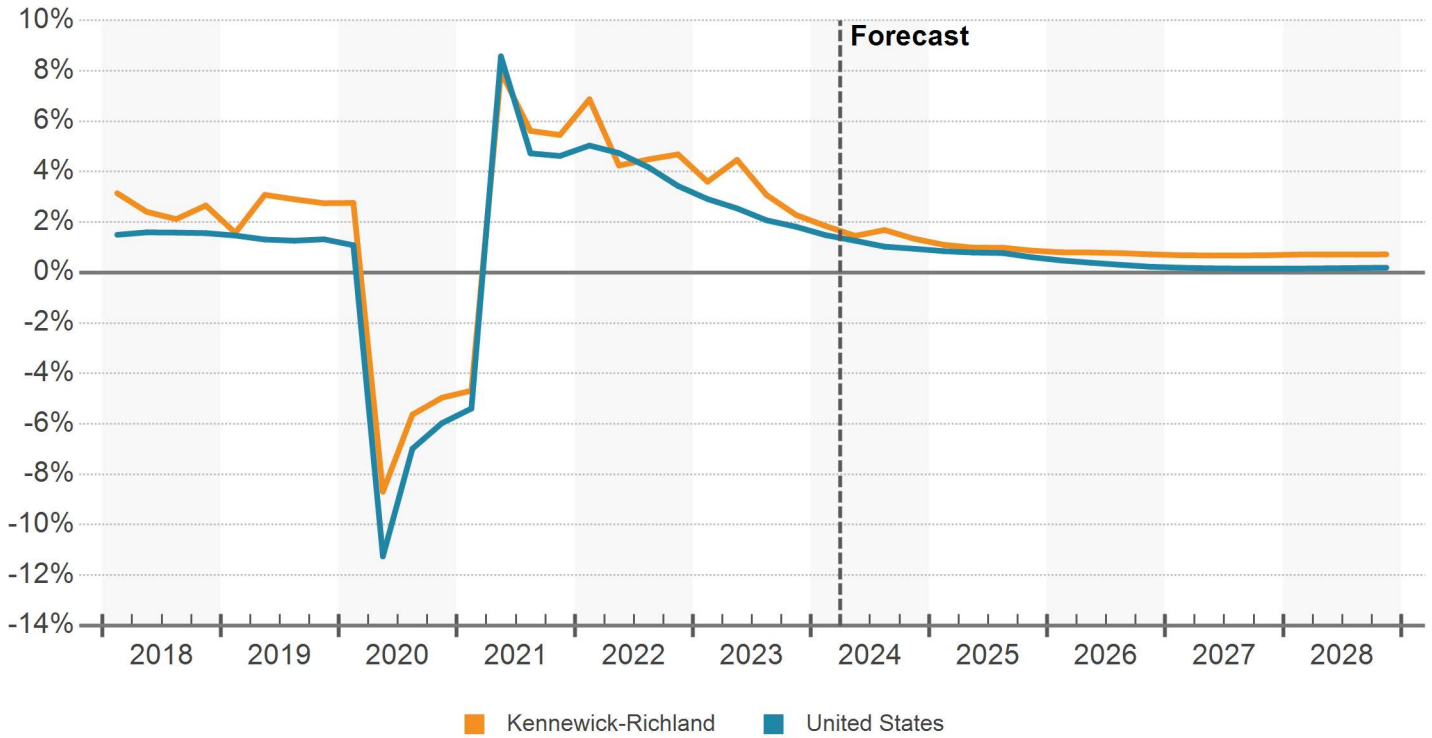
Job growth in the market over the past decade was 25.9%, compared to a national benchmark of 14.4%.

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	9	0.9	-7.17%	0.03%	1.65%	0.71%	1.21%	0.14%
Trade, Transportation and Utilities	22	0.9	-0.38%	0.08%	1.96%	1.04%	0.56%	0.14%
Retail Trade	14	1.1	-1.62%	-0.16%	1.56%	0.19%	0.42%	0.13%
Financial Activities	4	0.6	0.36%	0.61%	0.77%	1.45%	0.43%	0.18%
Government	20	1.0	2.50%	2.39%	0.85%	0.55%	1.27%	0.33%
Natural Resources, Mining and Construction	11	1.5	2.47%	2.21%	5.73%	2.38%	1.25%	0.25%
Education and Health Services	22	1.0	7.98%	3.45%	4.55%	1.98%	1.44%	0.64%
Professional and Business Services	23	1.2	1.25%	0.75%	1.42%	1.98%	-0.45%	0.48%
Information	1	0.3	-4.33%	-1.80%	-1.69%	1.10%	-0.27%	0.22%
Leisure and Hospitality	13	1.0	3.00%	2.55%	3.08%	1.52%	1.03%	0.70%
Other Services	4	0.8	2.99%	1.52%	1.49%	0.66%	1.24%	0.27%
Total Employment	129	1.0	1.84%	1.48%	2.33%	1.35%	0.81%	0.37%

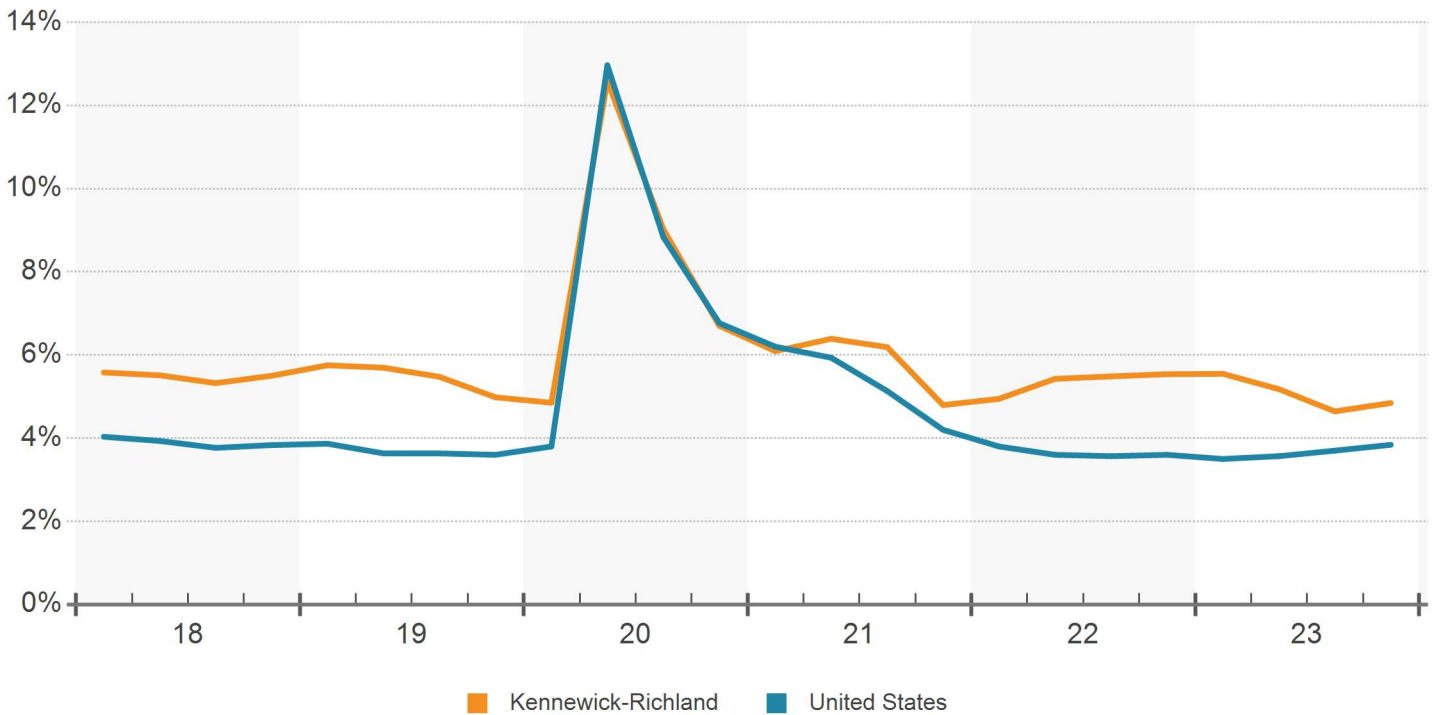
Source: Oxford Economics
LQ = Location Quotient

JOB GROWTH (YOY)

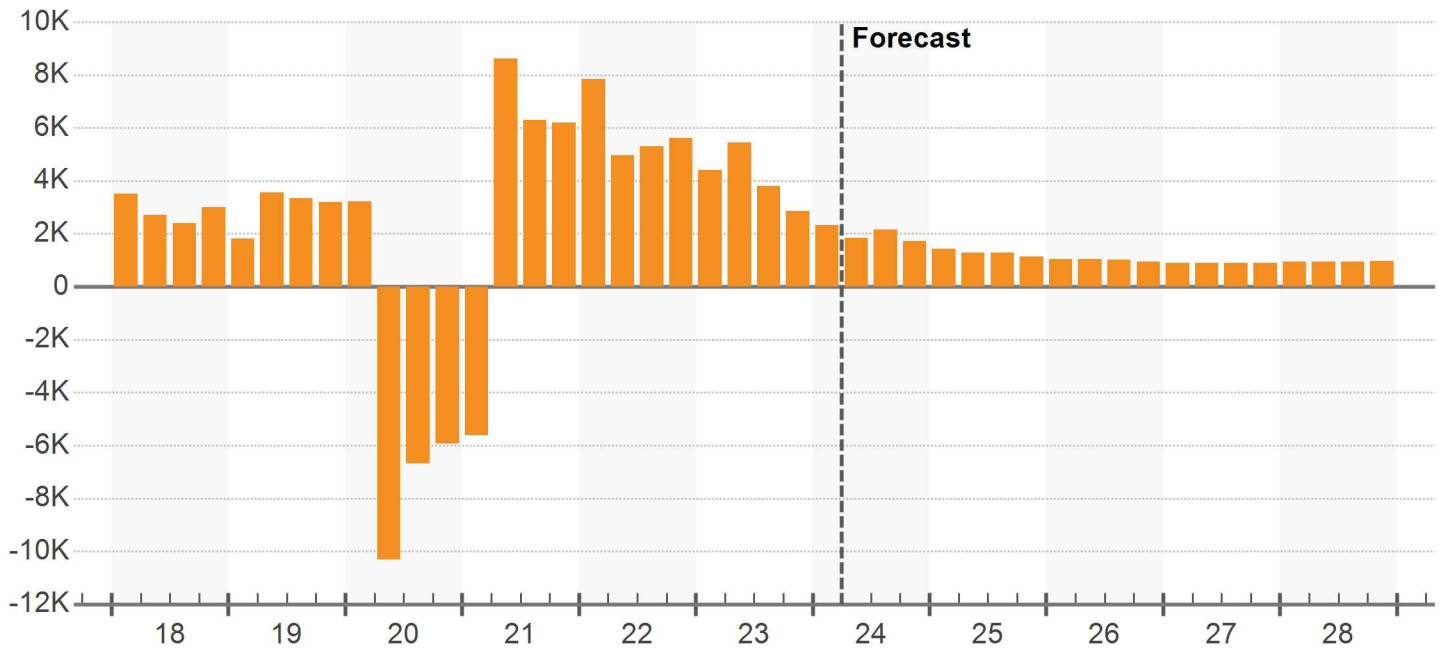


Source: Oxford Economics

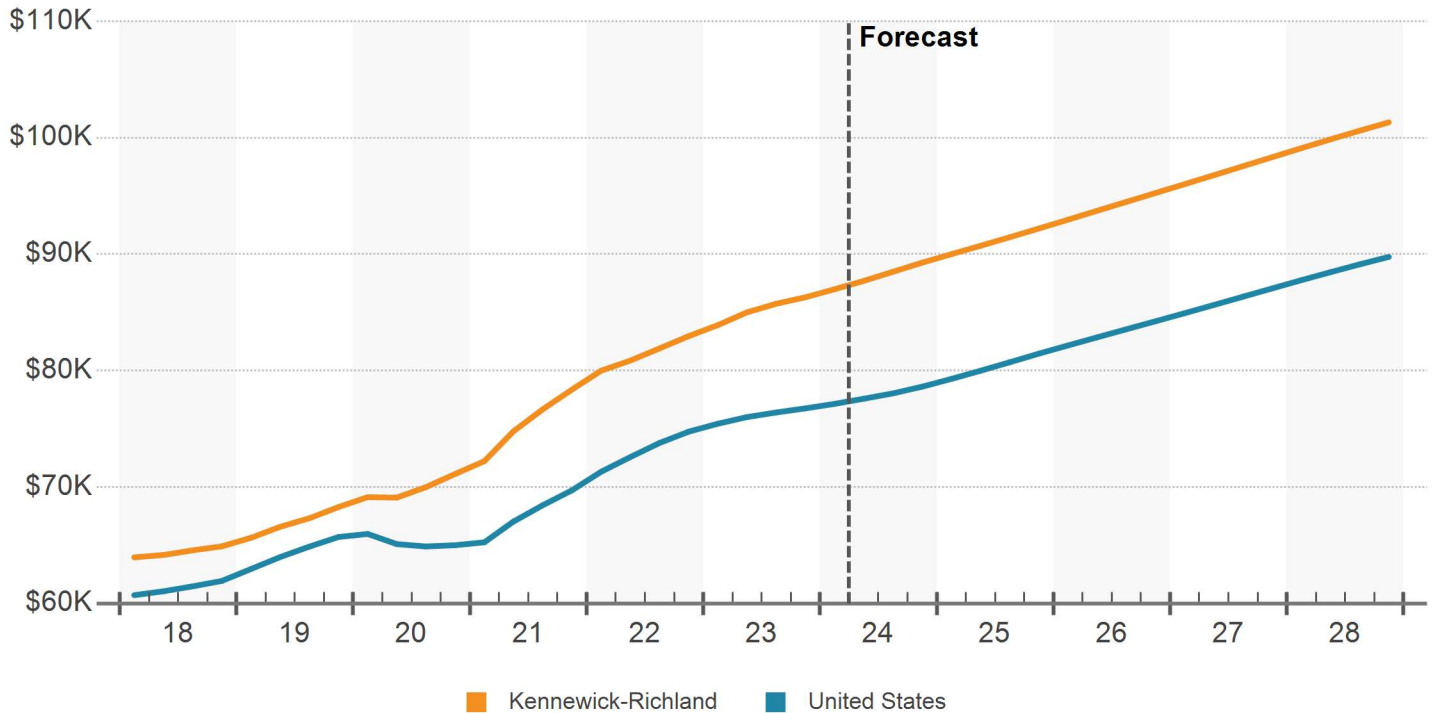
UNEMPLOYMENT RATE (%)



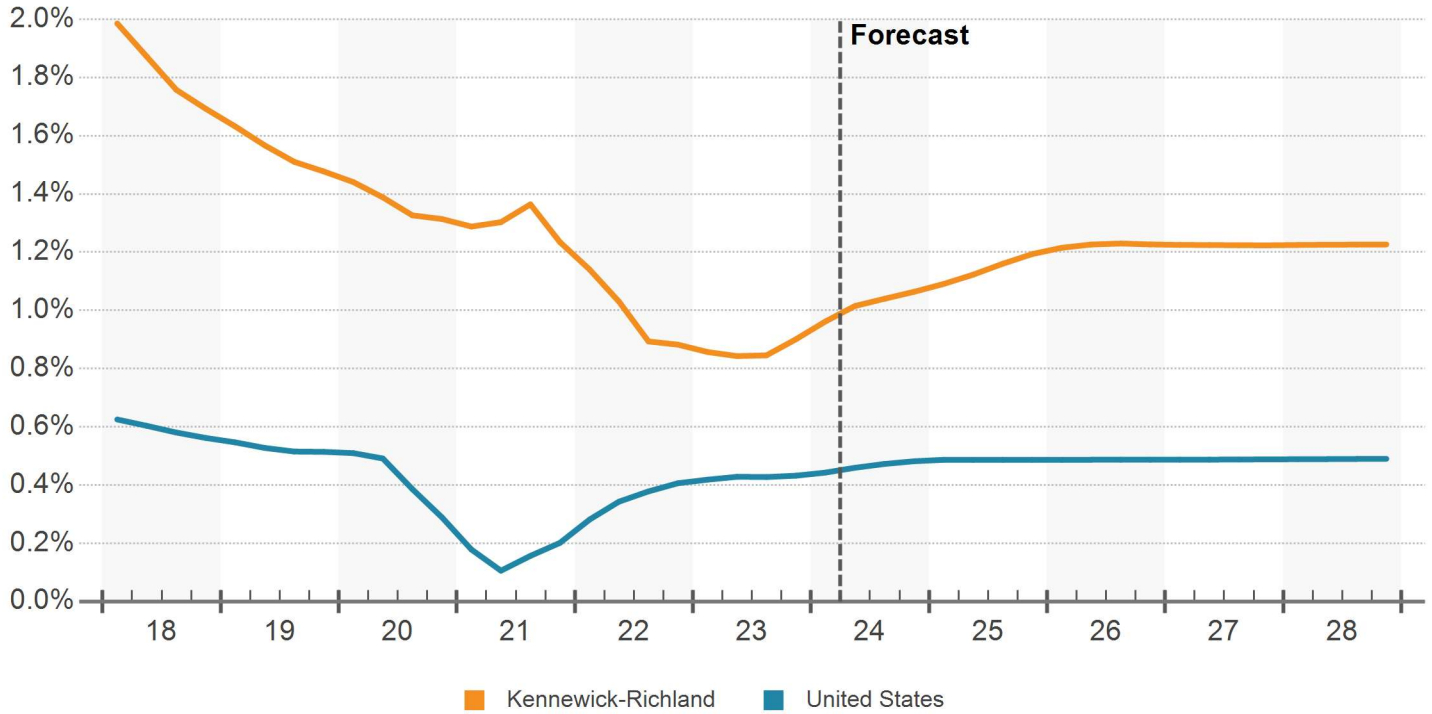
NET EMPLOYMENT CHANGE (YOY)



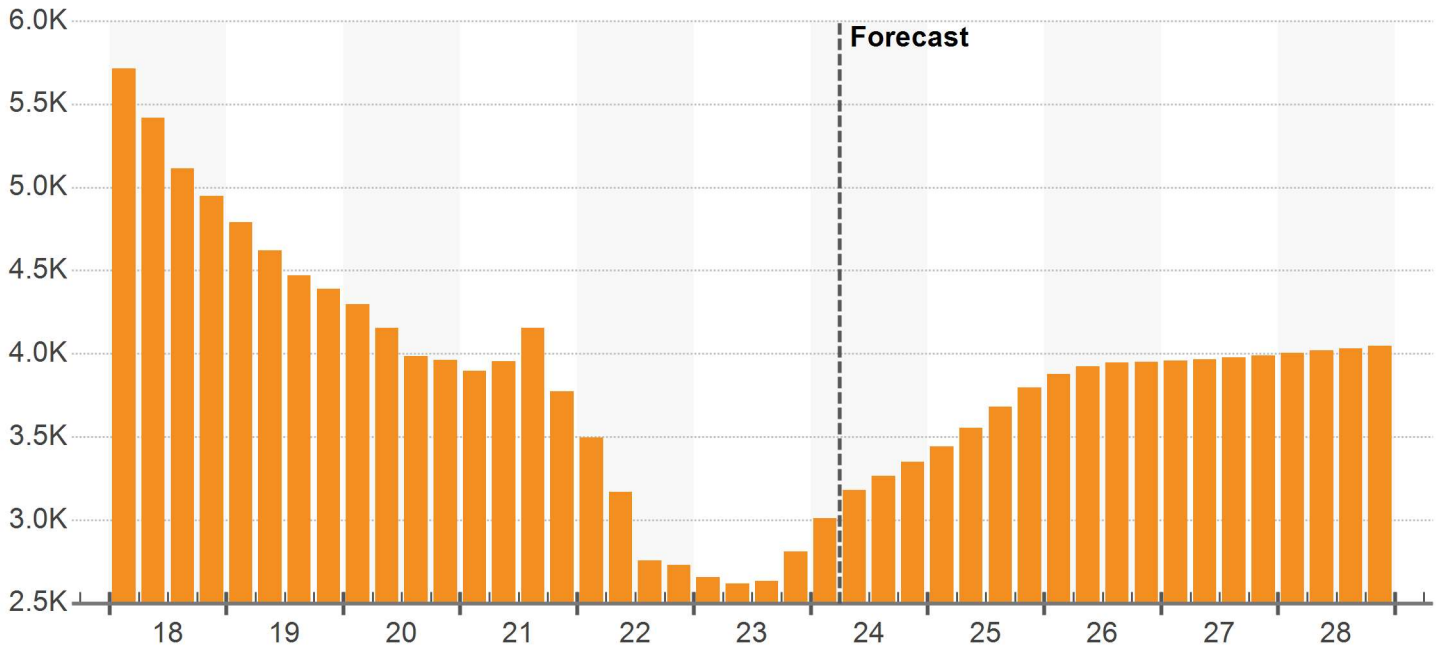
MEDIAN HOUSEHOLD INCOME



POPULATION GROWTH (YOY %)



NET POPULATION CHANGE (YOY)

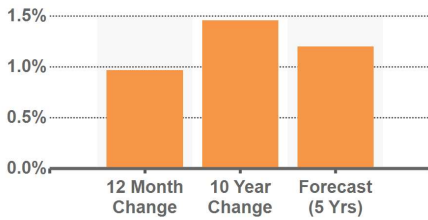


DEMOGRAPHIC TRENDS

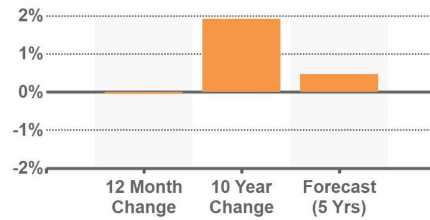
Demographic Category	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
	Metro	US	Metro	US	Metro	US	Metro	US
Population	315,741	335,503,156	1.0%	0.4%	1.5%	0.5%	1.2%	0.5%
Households	110,274	131,034,789	1.1%	0.6%	1.4%	0.9%	1.3%	0.6%
Median Household Income	\$87,002	\$77,154	3.7%	2.3%	4.1%	3.9%	3.2%	3.2%
Labor Force	154,064	169,033,328	-0.1%	1.7%	1.9%	0.8%	0.5%	0.1%
Unemployment	4.8%	3.8%	-0.7%	0.3%	-0.3%	-0.3%	-	-

Source: Oxford Economics

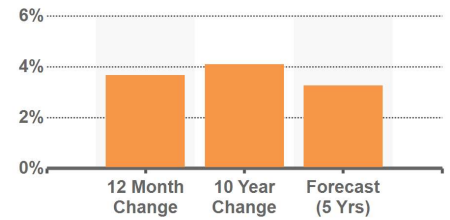
POPULATION GROWTH



LABOR FORCE GROWTH



INCOME GROWTH



Source: Oxford Economics

OVERALL SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2028	14,764	205	1.4%	225	1.5%	0.9
2027	14,559	156	1.1%	265	1.8%	0.6
2026	14,403	401	2.9%	375	2.6%	1.1
2025	14,002	210	1.5%	194	1.4%	1.1
2024	13,792	211	1.6%	261	1.9%	0.8
YTD	13,689	108	0.8%	92	0.7%	1.2
2023	13,581	538	4.1%	548	4.0%	1.0
2022	13,043	255	2.0%	5	0%	51.0
2021	12,788	414	3.3%	308	2.4%	1.3
2020	12,374	410	3.4%	354	2.9%	1.2
2019	11,964	24	0.2%	113	0.9%	0.2
2018	11,940	82	0.7%	(45)	-0.4%	-
2017	11,858	244	2.1%	295	2.5%	0.8
2016	11,614	772	7.1%	642	5.5%	1.2
2015	10,842	39	0.4%	172	1.6%	0.2
2014	10,803	25	0.2%	225	2.1%	0.1
2013	10,778	512	5.0%	502	4.7%	1.0
2012	10,266	408	4.1%	303	3.0%	1.3

4 & 5 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2028	5,192	209	4.2%	199	3.8%	1.1
2027	4,983	161	3.3%	190	3.8%	0.8
2026	4,822	261	5.7%	216	4.5%	1.2
2025	4,561	44	1.0%	50	1.1%	0.9
2024	4,517	105	2.4%	50	1.1%	2.1
YTD	4,412	0	0%	11	0.2%	0
2023	4,412	0	0%	267	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%	29	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	5,632	0	0%	16	0.3%	0
2027	5,632	0	0%	62	1.1%	0
2026	5,632	144	2.6%	160	2.8%	0.9
2025	5,488	171	3.2%	153	2.8%	1.1
2024	5,317	108	2.1%	221	4.2%	0.5
YTD	5,317	108	2.1%	86	1.6%	1.3
2023	5,209	538	11.5%	268	5.1%	2.0
2022	4,671	0	0%	(16)	-0.3%	0
2021	4,671	126	2.8%	292	6.3%	0.4
2020	4,545	296	7.0%	118	2.6%	2.5
2019	4,249	24	0.6%	51	1.2%	0.5
2018	4,225	0	0%	(51)	-1.2%	0
2017	4,225	0	0%	55	1.3%	0
2016	4,225	130	3.2%	87	2.1%	1.5
2015	4,095	13	0.3%	74	1.8%	0.2
2014	4,082	0	0%	(23)	-0.6%	0
2013	4,082	176	4.5%	243	6.0%	0.7
2012	3,906	180	4.8%	124	3.2%	1.5

1 & 2 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2028	3,940	(4)	-0.1%	10	0.3%	-
2027	3,944	(5)	-0.1%	13	0.3%	-
2026	3,949	(4)	-0.1%	(1)	0%	4.0
2025	3,953	(5)	-0.1%	(9)	-0.2%	0.6
2024	3,958	(2)	-0.1%	(10)	-0.3%	0.2
YTD	3,960	0	0%	(5)	-0.1%	0
2023	3,960	0	0%	13	0.3%	0
2022	3,960	0	0%	(67)	-1.7%	0
2021	3,960	0	0%	(19)	-0.5%	0
2020	3,960	8	0.2%	79	2.0%	0.1
2019	3,952	0	0%	8	0.2%	0
2018	3,952	0	0%	(23)	-0.6%	0
2017	3,952	0	0%	(15)	-0.4%	0
2016	3,952	0	0%	5	0.1%	0
2015	3,952	0	0%	69	1.7%	0
2014	3,952	25	0.6%	40	1.0%	0.6
2013	3,927	0	0%	5	0.1%	0
2012	3,927	0	0%	(14)	-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	909	6.2%	(0.2)	\$1,599	\$1.84	2.8%	(0.3)	\$1,586	\$1.83
2027	930	6.4%	(0.8)	\$1,555	\$1.79	3.1%	(0.4)	\$1,543	\$1.78
2026	1,040	7.2%	0	\$1,508	\$1.74	3.5%	(0.3)	\$1,497	\$1.73
2025	1,012	7.2%	0	\$1,457	\$1.68	3.8%	1.1	\$1,446	\$1.67
2024	995	7.2%	(0.5)	\$1,403	\$1.62	2.7%	0.4	\$1,392	\$1.61
YTD	1,058	7.7%	0.1	\$1,375	\$1.59	1.7%	(0.6)	\$1,364	\$1.57
2023	1,042	7.7%	(0.4)	\$1,366	\$1.58	2.3%	(1.4)	\$1,353	\$1.56
2022	1,052	8.1%	1.8	\$1,335	\$1.54	3.7%	(8.3)	\$1,328	\$1.53
2021	802	6.3%	0.6	\$1,288	\$1.49	12.0%	7.1	\$1,284	\$1.48
2020	698	5.6%	0.3	\$1,149	\$1.33	5.0%	1.9	\$1,142	\$1.32
2019	643	5.4%	(0.8)	\$1,094	\$1.26	3.1%	(0.1)	\$1,083	\$1.25
2018	731	6.1%	1.0	\$1,062	\$1.22	3.2%	(0.8)	\$1,045	\$1.20
2017	603	5.1%	(0.6)	\$1,029	\$1.19	4.1%	0.2	\$1,017	\$1.17
2016	656	5.6%	0.8	\$988	\$1.14	3.9%	(0.8)	\$977	\$1.13
2015	526	4.8%	(1.2)	\$952	\$1.10	4.7%	2.4	\$939	\$1.08
2014	657	6.1%	(1.9)	\$909	\$1.05	2.3%	1.9	\$900	\$1.04
2013	858	8.0%	(0.3)	\$889	\$1.02	0.4%	(0.6)	\$873	\$1.01
2012	846	8.2%	0.7	\$885	\$1.02	1.0%	-	\$870	\$1

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	379	7.3%	(0.1)	\$1,877	\$1.97	2.6%	(0.3)	\$1,870	\$1.96
2027	369	7.4%	(0.9)	\$1,829	\$1.92	2.9%	(0.5)	\$1,821	\$1.91
2026	398	8.3%	0.6	\$1,777	\$1.86	3.4%	(0.4)	\$1,770	\$1.86
2025	351	7.7%	(0.2)	\$1,718	\$1.80	3.8%	1.5	\$1,711	\$1.80
2024	357	7.9%	1.1	\$1,655	\$1.74	2.3%	(0.6)	\$1,648	\$1.73
YTD	290	6.6%	(0.3)	\$1,628	\$1.71	2.2%	(0.8)	\$1,622	\$1.70
2023	301	6.8%	(6.1)	\$1,618	\$1.70	3.0%	0.1	\$1,606	\$1.69
2022	568	12.9%	3.2	\$1,571	\$1.65	2.9%	(11.1)	\$1,559	\$1.64
2021	402	9.7%	5.8	\$1,528	\$1.60	14.0%	9.1	\$1,524	\$1.60
2020	150	3.9%	(1.5)	\$1,340	\$1.41	4.9%	1.6	\$1,333	\$1.40
2019	201	5.3%	(1.4)	\$1,278	\$1.34	3.3%	0.8	\$1,259	\$1.32
2018	255	6.8%	1.4	\$1,238	\$1.30	2.5%	(1.5)	\$1,211	\$1.27
2017	199	5.4%	(0.7)	\$1,207	\$1.27	4.0%	0.6	\$1,186	\$1.24
2016	211	6.1%	1.9	\$1,160	\$1.22	3.4%	(2.1)	\$1,145	\$1.20
2015	119	4.3%	(0.1)	\$1,122	\$1.18	5.6%	2.3	\$1,101	\$1.16
2014	120	4.4%	(7.5)	\$1,062	\$1.11	3.3%	2.4	\$1,055	\$1.11
2013	329	11.9%	1.7	\$1,028	\$1.08	0.9%	1.2	\$996	\$1.05
2012	247	10.2%	0.5	\$1,019	\$1.07	-0.3%	-	\$988	\$1.04

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	369	6.5%	(0.3)	\$1,555	\$1.91	2.9%	(0.2)	\$1,534	\$1.89
2027	386	6.8%	(1.1)	\$1,511	\$1.86	3.2%	(0.3)	\$1,491	\$1.83
2026	449	8.0%	(0.5)	\$1,464	\$1.80	3.5%	(0.3)	\$1,445	\$1.78
2025	464	8.5%	0.1	\$1,415	\$1.74	3.8%	0.8	\$1,396	\$1.72
2024	446	8.4%	(2.4)	\$1,363	\$1.68	3.0%	1.2	\$1,345	\$1.65
YTD	584	11.0%	0.2	\$1,334	\$1.64	1.0%	(0.8)	\$1,316	\$1.62
2023	562	10.8%	4.5	\$1,324	\$1.63	1.8%	(1.5)	\$1,306	\$1.61
2022	292	6.2%	0.4	\$1,301	\$1.60	3.3%	(8.7)	\$1,296	\$1.59
2021	275	5.9%	(3.8)	\$1,260	\$1.55	12.0%	6.0	\$1,256	\$1.54
2020	441	9.7%	3.5	\$1,125	\$1.38	6.0%	3.7	\$1,114	\$1.37
2019	262	6.2%	(0.7)	\$1,061	\$1.31	2.3%	(0.9)	\$1,051	\$1.29
2018	290	6.9%	1.2	\$1,037	\$1.28	3.2%	0.1	\$1,025	\$1.26
2017	239	5.7%	(1.3)	\$1,005	\$1.24	3.1%	(1.0)	\$999	\$1.23
2016	294	7.0%	0.8	\$975	\$1.20	4.0%	(0.1)	\$963	\$1.18
2015	251	6.1%	(1.5)	\$937	\$1.15	4.1%	2.4	\$926	\$1.14
2014	311	7.6%	0.6	\$900	\$1.11	1.7%	1.6	\$889	\$1.09
2013	289	7.1%	(2.0)	\$885	\$1.09	0.1%	(1.5)	\$877	\$1.08
2012	356	9.1%	1.0	\$884	\$1.09	1.6%	-	\$876	\$1.08

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	161	4.1%	(0.4)	\$1,311	\$1.56	3.0%	(0.3)	\$1,304	\$1.55
2027	176	4.5%	(0.4)	\$1,273	\$1.52	3.2%	(0.4)	\$1,266	\$1.51
2026	193	4.9%	(0.1)	\$1,233	\$1.47	3.7%	(0.3)	\$1,226	\$1.46
2025	197	5.0%	0.2	\$1,190	\$1.42	4.0%	0.9	\$1,183	\$1.41
2024	191	4.8%	0.3	\$1,144	\$1.36	3.1%	1.1	\$1,137	\$1.36
YTD	184	4.7%	0.1	\$1,115	\$1.33	1.9%	0	\$1,109	\$1.32
2023	179	4.5%	(0.3)	\$1,109	\$1.32	1.9%	(4.2)	\$1,103	\$1.31
2022	192	4.8%	1.7	\$1,088	\$1.30	6.1%	(2.5)	\$1,083	\$1.29
2021	125	3.2%	0.4	\$1,026	\$1.22	8.6%	5.0	\$1,021	\$1.22
2020	108	2.7%	(1.8)	\$944	\$1.12	3.6%	(0.5)	\$941	\$1.12
2019	179	4.5%	(0.2)	\$911	\$1.08	4.1%	(0.4)	\$907	\$1.08
2018	187	4.7%	0.6	\$875	\$1.04	4.5%	(1.3)	\$863	\$1.02
2017	165	4.2%	0.4	\$837	\$0.99	5.8%	1.5	\$829	\$0.98
2016	151	3.8%	(0.1)	\$791	\$0.94	4.3%	0.2	\$786	\$0.93
2015	156	3.9%	(1.7)	\$758	\$0.90	4.1%	2.7	\$753	\$0.89
2014	225	5.7%	(0.4)	\$728	\$0.86	1.5%	1.5	\$721	\$0.85
2013	240	6.1%	(0.1)	\$718	\$0.85	0%	(2.1)	\$711	\$0.84
2012	244	6.2%	0.4	\$718	\$0.85	2.1%	-	\$713	\$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	-	-	-	-	-	-	\$213,701	376	5.5%
2027	-	-	-	-	-	-	\$198,270	349	5.8%
2026	-	-	-	-	-	-	\$182,258	321	6.1%
2025	-	-	-	-	-	-	\$168,030	296	6.4%
2024	-	-	-	-	-	-	\$162,953	287	6.3%
YTD	2	\$4.7M	0.3%	\$2,362,821	\$131,268	-	\$171,869	303	5.8%
2023	8	\$117.5M	4.4%	\$14,681,916	\$195,433	6.3%	\$169,376	298	5.9%
2022	15	\$135.9M	6.3%	\$10,452,296	\$182,634	-	\$180,579	318	5.2%
2021	14	\$180.9M	7.7%	\$12,924,941	\$182,593	4.8%	\$189,093	333	4.8%
2020	8	\$22.2M	1.9%	\$3,168,386	\$95,598	5.6%	\$151,900	268	5.4%
2019	15	\$174.3M	11.1%	\$11,617,135	\$131,614	6.4%	\$138,762	244	5.8%
2018	18	\$130.4M	10.4%	\$7,668,096	\$105,382	6.5%	\$127,895	225	6.0%
2017	7	\$50.8M	5.7%	\$8,469,543	\$78,422	6.3%	\$115,459	203	6.2%
2016	14	\$146.2M	13.1%	\$10,445,767	\$96,211	7.3%	\$110,944	195	6.3%
2015	6	\$28.8M	3.7%	\$4,793,750	\$70,844	7.0%	\$101,257	178	6.4%
2014	1	\$540K	0.1%	\$540,000	\$41,538	-	\$93,965	166	6.6%
2013	4	\$9.9M	1.3%	\$2,462,500	\$70,357	7.6%	\$86,163	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	-	-	-	-	-	-	\$288,579	357	5.3%
2027	-	-	-	-	-	-	\$267,896	331	5.6%
2026	-	-	-	-	-	-	\$246,315	305	5.9%
2025	-	-	-	-	-	-	\$227,074	281	6.1%
2024	-	-	-	-	-	-	\$220,340	272	6.0%
YTD	-	-	-	-	-	-	\$232,766	288	5.6%
2023	1	\$65M	6.8%	\$65,000,000	\$216,667	-	\$228,695	283	5.6%
2022	-	-	-	-	-	-	\$246,742	305	5.0%
2021	3	\$99M	10.3%	\$33,005,059	\$230,268	3.8%	\$261,947	324	4.6%
2020	-	-	-	-	-	-	\$211,554	262	5.1%
2019	1	\$44.6M	8.0%	\$44,555,000	\$148,517	6.0%	\$194,215	240	5.5%
2018	4	\$79M	13.9%	\$19,738,725	\$151,255	5.8%	\$179,754	222	5.7%
2017	-	-	-	-	-	-	\$165,100	204	5.8%
2016	2	\$73.9M	18.0%	\$36,950,000	\$119,773	6.2%	\$158,074	195	5.9%
2015	-	-	-	-	-	-	\$144,801	179	6.0%
2014	-	-	-	-	-	-	\$134,560	166	6.2%
2013	-	-	-	-	-	-	\$123,218	152	6.4%

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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	-	-	-	-	-	-	\$198,486	400	5.5%
2027	-	-	-	-	-	-	\$183,911	370	5.7%
2026	-	-	-	-	-	-	\$168,878	340	6.0%
2025	-	-	-	-	-	-	\$155,624	313	6.3%
2024	-	-	-	-	-	-	\$150,979	304	6.2%
YTD	-	-	-	-	-	-	\$159,308	321	5.8%
2023	1	\$29.7M	2.4%	\$29,734,325	\$235,987	-	\$156,822	316	5.8%
2022	3	\$100M	9.4%	\$33,326,667	\$226,712	-	\$165,275	333	5.2%
2021	6	\$39M	5.2%	\$6,506,500	\$159,343	4.6%	\$172,147	347	4.8%
2020	-	-	-	-	-	-	\$138,192	278	5.4%
2019	5	\$105.5M	16.7%	\$21,092,000	\$148,955	5.6%	\$125,961	254	5.7%
2018	3	\$27M	7.3%	\$8,995,000	\$87,614	5.9%	\$116,004	234	5.9%
2017	3	\$33.7M	9.2%	\$11,241,000	\$86,915	5.9%	\$102,694	207	6.2%
2016	7	\$68.7M	19.2%	\$9,821,120	\$84,561	6.8%	\$98,402	198	6.3%
2015	3	\$21.5M	6.8%	\$7,180,000	\$77,762	6.2%	\$89,317	180	6.4%
2014	-	-	-	-	-	-	\$82,611	166	6.6%
2013	2	\$8.7M	2.7%	\$4,325,000	\$77,928	7.1%	\$75,867	153	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.

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	-	-	-	-	-	-	\$143,933	384	6.0%
2027	-	-	-	-	-	-	\$133,703	356	6.2%
2026	-	-	-	-	-	-	\$123,099	328	6.5%
2025	-	-	-	-	-	-	\$113,604	303	6.8%
2024	-	-	-	-	-	-	\$109,934	293	6.7%
YTD	2	\$4.7M	0.9%	\$2,362,821	\$131,268	-	\$115,401	308	6.3%
2023	6	\$22.7M	4.4%	\$3,786,833	\$129,834	6.3%	\$114,828	306	6.2%
2022	12	\$35.9M	9.5%	\$3,589,985	\$118,481	-	\$121,616	324	5.6%
2021	5	\$42.9M	8.0%	\$8,579,000	\$135,744	5.2%	\$124,304	331	5.2%
2020	8	\$22.2M	6.1%	\$3,168,386	\$95,598	5.6%	\$98,607	263	5.9%
2019	9	\$24.2M	8.0%	\$2,693,558	\$76,715	7.0%	\$89,306	238	6.3%
2018	11	\$24.4M	10.6%	\$2,441,773	\$59,994	7.3%	\$81,527	217	6.5%
2017	4	\$17.1M	7.2%	\$5,698,087	\$65,747	6.8%	\$73,071	195	6.8%
2016	5	\$3.6M	2.3%	\$718,580	\$39,921	8.3%	\$71,312	190	6.8%
2015	3	\$7.2M	3.3%	\$2,407,500	\$55,988	7.7%	\$65,146	174	6.9%
2014	1	\$540K	0.3%	\$540,000	\$41,538	-	\$60,623	162	7.1%
2013	2	\$1.2M	0.7%	\$600,000	\$41,379	8.0%	\$55,630	148	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	-	14,765	6.2%	-	206	-	204	-	-
2027	-	14,561	6.4%	-	167	-	156	-	-
2026	-	14,405	7.2%	-	401	-	402	-	-
2025	-	14,003	7.2%	-	215	-	210	-	-
2024	-	13,793	7.2%	-	213	-	212	-	-
YTD	159	13,689	7.7%	1	108	1	108	5	684
2023	158	13,581	7.7%	7	538	7	538	6	792
2022	151	13,043	8.1%	2	255	2	255	9	817
2021	149	12,788	6.3%	2	414	2	414	8	829
2020	147	12,374	5.6%	4	410	4	410	2	414
2019	143	11,964	5.4%	1	24	1	24	4	248
2018	142	11,940	6.1%	1	82	1	82	1	24
2017	141	11,858	5.1%	2	244	2	244	1	82
2016	139	11,614	5.6%	4	772	4	772	2	244
2015	135	10,842	4.8%	2	39	2	39	4	772
2014	133	10,803	6.1%	1	25	1	25	2	39
2013	132	10,778	8.0%	3	512	3	512	1	25
2012	129	10,266	8.2%	2	408	2	408	4	537