



Multi-Family Market Report

Kennewick-Richland - WA USA

PREPARED BY

TMG MULTIFAMILY
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Jamie King



MULTI-FAMILY MARKET REPORT

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12 Mo Delivered Units

1,013

12 Mo Absorption Units

899

Vacancy Rate

8.5%

12 Mo Asking Rent Growth

3.3%

In the Kennewick-Richland multifamily market, developers added about 1,000 units over the past 12 months, while households absorbed 900 units. This pushed the vacancy rate from 7.5% a year ago to 8.5% today. The overall vacancy rate does include properties in lease-up. When those are excluded, the vacancy rate is just over 5%.

Absorption of new units has been concentrated in the 3 Star tier. That segment ended last quarter with 600 units trailing 12-month absorption against the 610 delivered over that stretch. The 3 Star tier saw 10.7% vacancy one year ago and ended last quarter with vacancy at 11.2%. Meanwhile, the luxury 4 & 5 Star tier saw its vacancy rate decline from 6.5% one year ago to 9.1%.

Rents have steadily risen in the Tri-Cities, though the growth rate has slowed over the past couple of years. Rent growth over the past 12 months came in at 3.3%. That compares to the national benchmark of 1.0% over the same period. The Tri-Cities area saw an average annual asking rent growth of 5.3% over the past five years and reached a record 11.7% annual growth during that stretch.

The Tri-Cities is expected to outpace the nation and other Pacific Northwest metros for economic growth, and the population is projected to expand more rapidly on a percentage basis than that of the nation. Along with strong income growth, this could push the average rent growth closer to the metro's 10-year average of 4.6% within the next two years.

KEY INDICATORS

Current Quarter	Units	Vacancy Rate	Asking Rent	Effective Rent	Absorption Units	Delivered Units	Under Constr Units
4 & 5 Star	4,530	9.0%	\$1,701	\$1,675	1	0	696
3 Star	5,986	11.2%	\$1,398	\$1,367	0	0	32
1 & 2 Star	4,005	3.7%	\$1,191	\$1,186	0	0	0
Market	14,521	8.5%	\$1,443	\$1,421	1	0	728

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy	0.2% (YOY)	5.9%	6.3%	9.4%	2024 Q2	3.0%	2020 Q3
Absorption Units	899	246	470	907	2024 Q3	(98)	2002 Q2
Delivered Units	1,013	283	407	1,014	2024 Q3	0	2015 Q2
Demolished Units	0	0	4	0	2024 Q3	0	2024 Q3
Asking Rent Growth	3.3%	2.8%	3.5%	11.7%	2021 Q4	-4.6%	2009 Q4
Effective Rent Growth	2.7%	2.7%	3.4%	12.0%	2021 Q4	-4.6%	2009 Q4
Sales Volume	\$153M	\$67.2M	N/A	\$242.4M	2022 Q3	\$445K	2009 Q3

With significant new construction, the Tri-Cities has seen its vacancy rate rise over the past few years. Last year, demand largely kept up, keeping the vacancy rate stable at around 8% for most of the year. However, a new wave of construction pushed the vacancy rate close to double-digit territory in the first half of 2024.

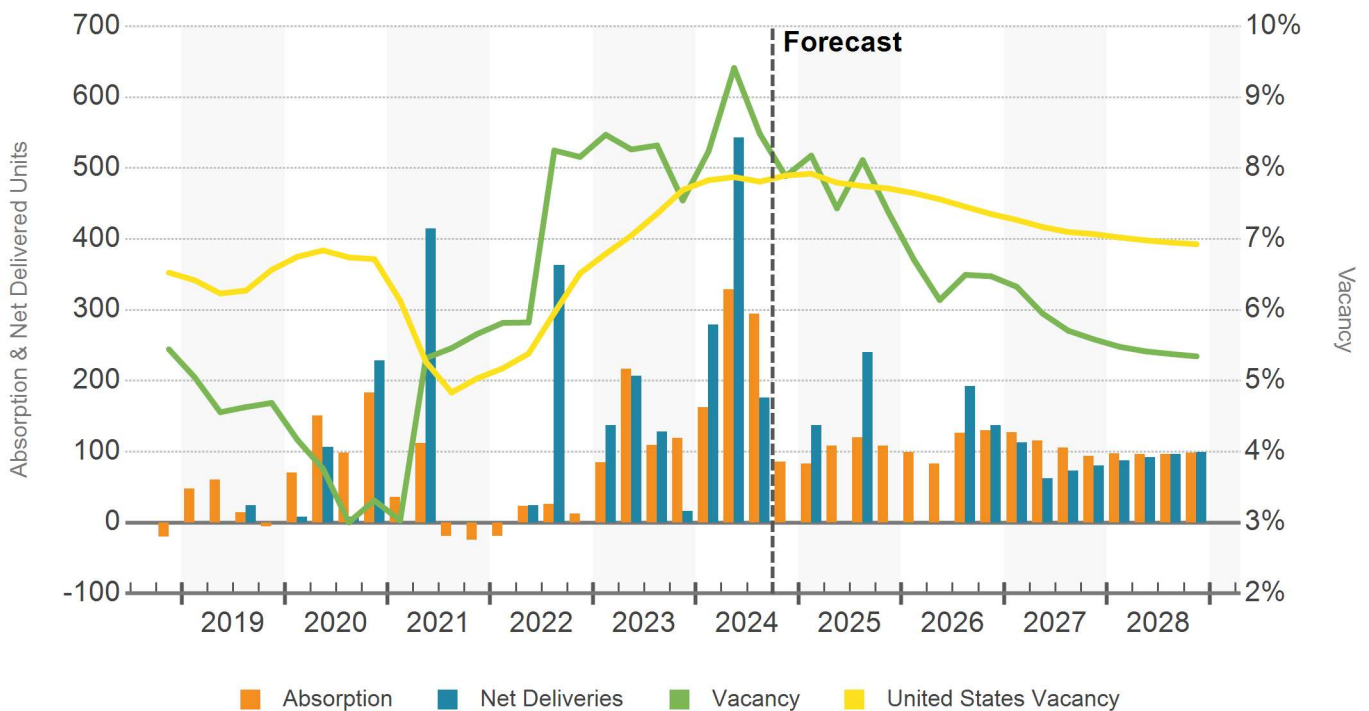
Vacancy for 4 & 5 Star sits at 9.0%, while the 3 Star segment has a 11.2% vacancy rate. The area's generally older, more affordable 1 & 2 Star properties are seeing a vacancy rate of 3.7%.

Despite some high vacancy rates, absorption has been

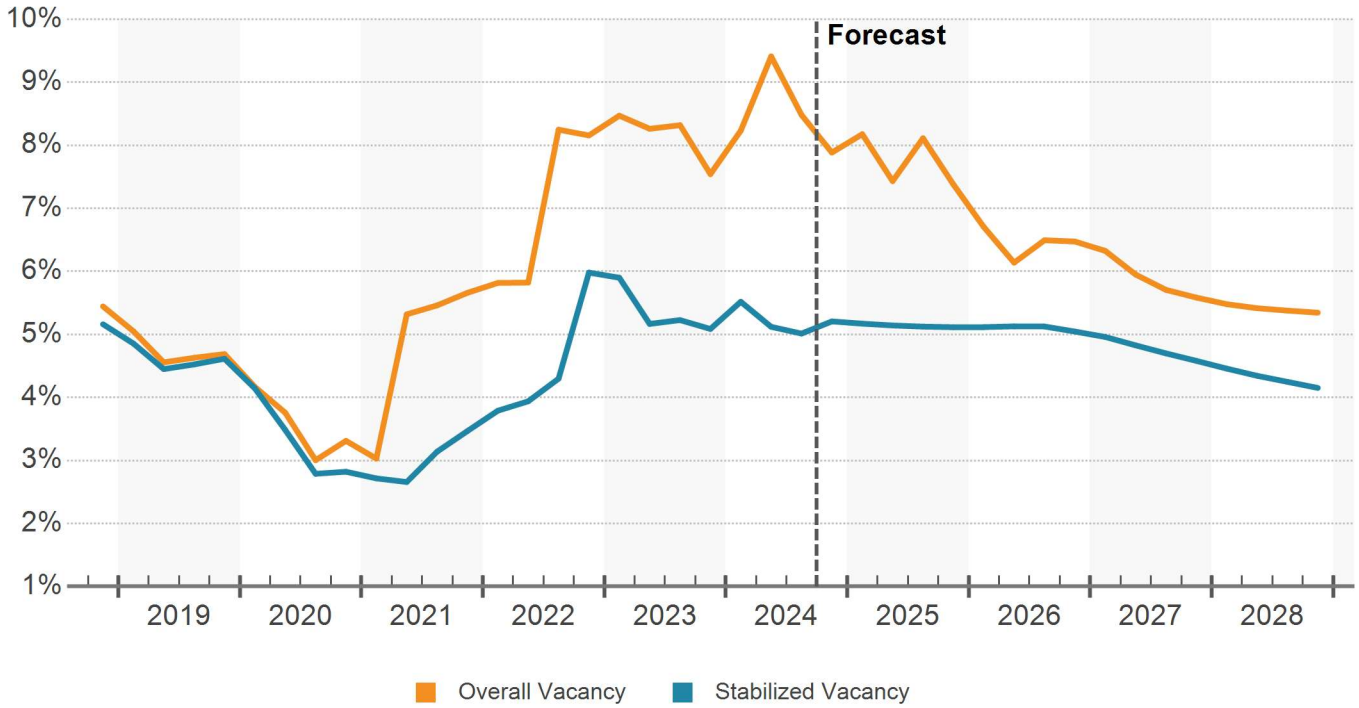
strong. Over the past year, households absorbed about 900 apartment units. The luxury segment saw 270 units absorbed, while the mid-tier saw 600 units absorbed.

The Tri-Cities continues to see an influx of residents, and the vacancy rate should improve as the recent wave of development leases up. Market participants have reported extended lease-up periods for new construction, but stabilized properties that have already completed lease-up see vacancy rates around 5%. We anticipate that the Tri-Cities will see the overall vacancy rate fall to about 7.9% by the end of 2024 with vacancy moving closer to its long term average by 2026.

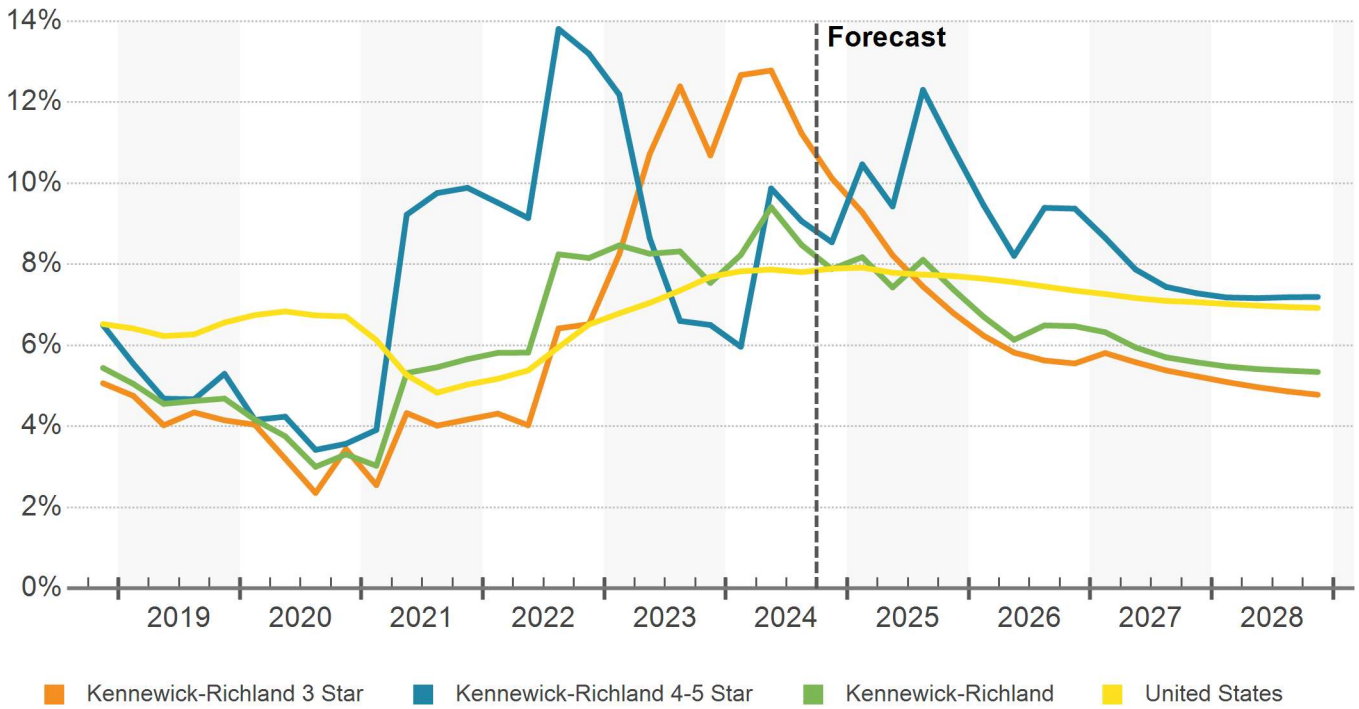
ABSORPTION, NET DELIVERIES & VACANCY



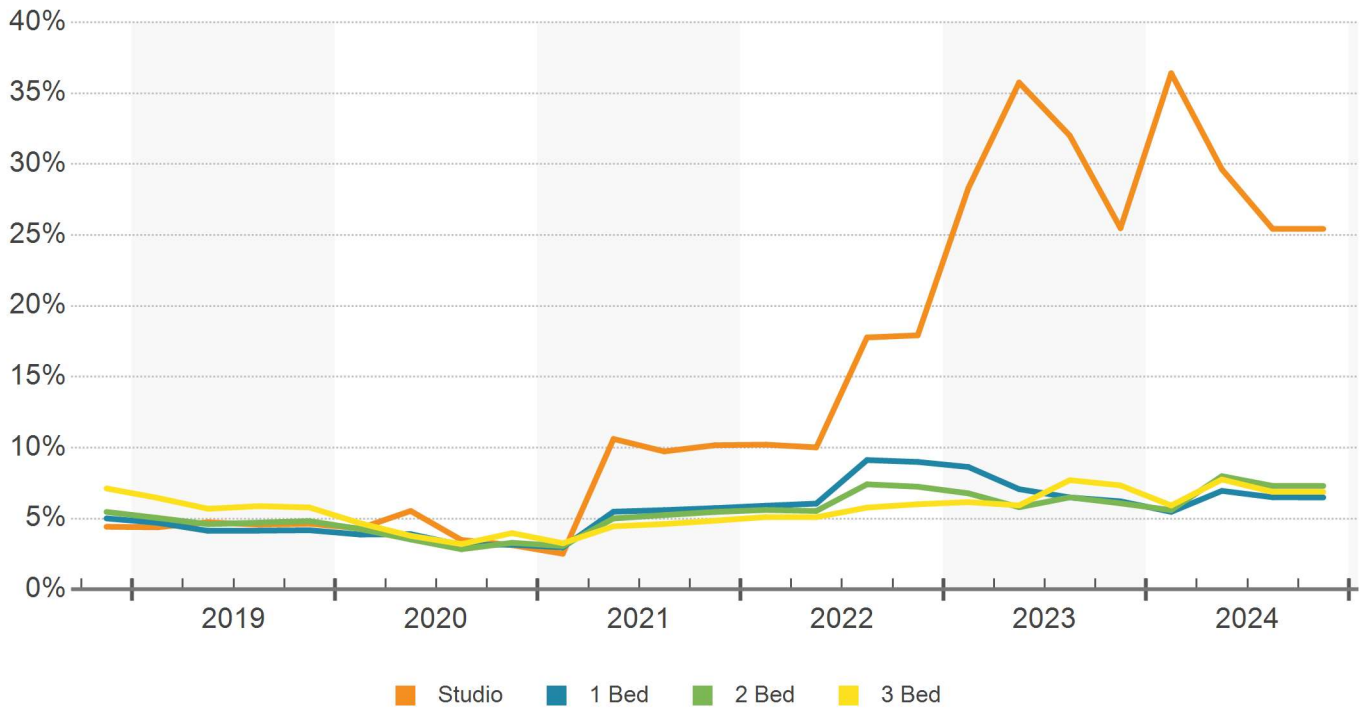
OVERALL & STABILIZED VACANCY



VACANCY RATE



VACANCY BY BEDROOM



Annual rent growth has been on a downward trend since reaching a record high of 12.0% in 2021. Over the past 12 months, annual rent growth came in at 3.3%. That compares to 1.0% average annual rent growth across the nation.

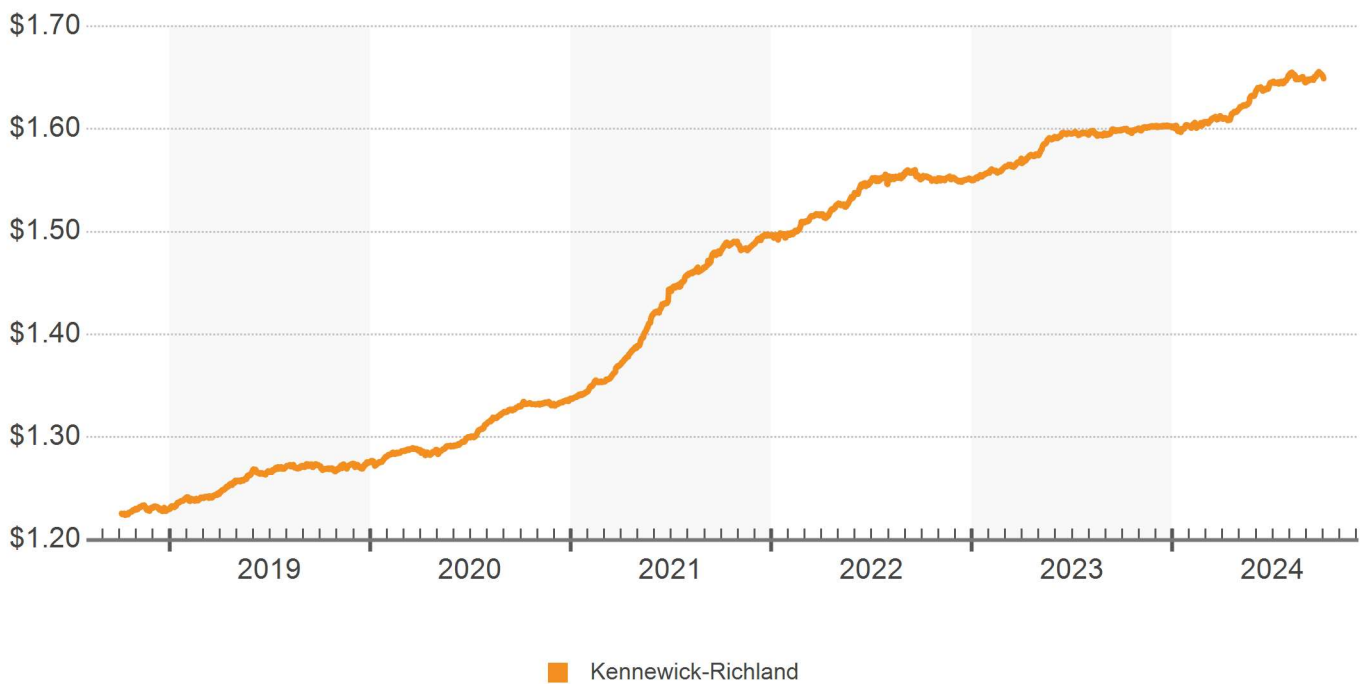
The Tri-Cities has outperformed the nation over the long term. Despite increased construction activity, strong in-migration has driven demand for units. Unlike many U.S. metros, the Tri-Cities has seen annual rent growth every quarter since 2010. Over the past decade, rents grew a cumulative 57.2% in the Tri-Cities, compared to the national benchmark of 39.0%.

Rent growth has been strongest among the 1 & 2 Star quality segment, as residents seek affordable options in a market that saw costs rise quickly in the wake of pandemic population shifts.

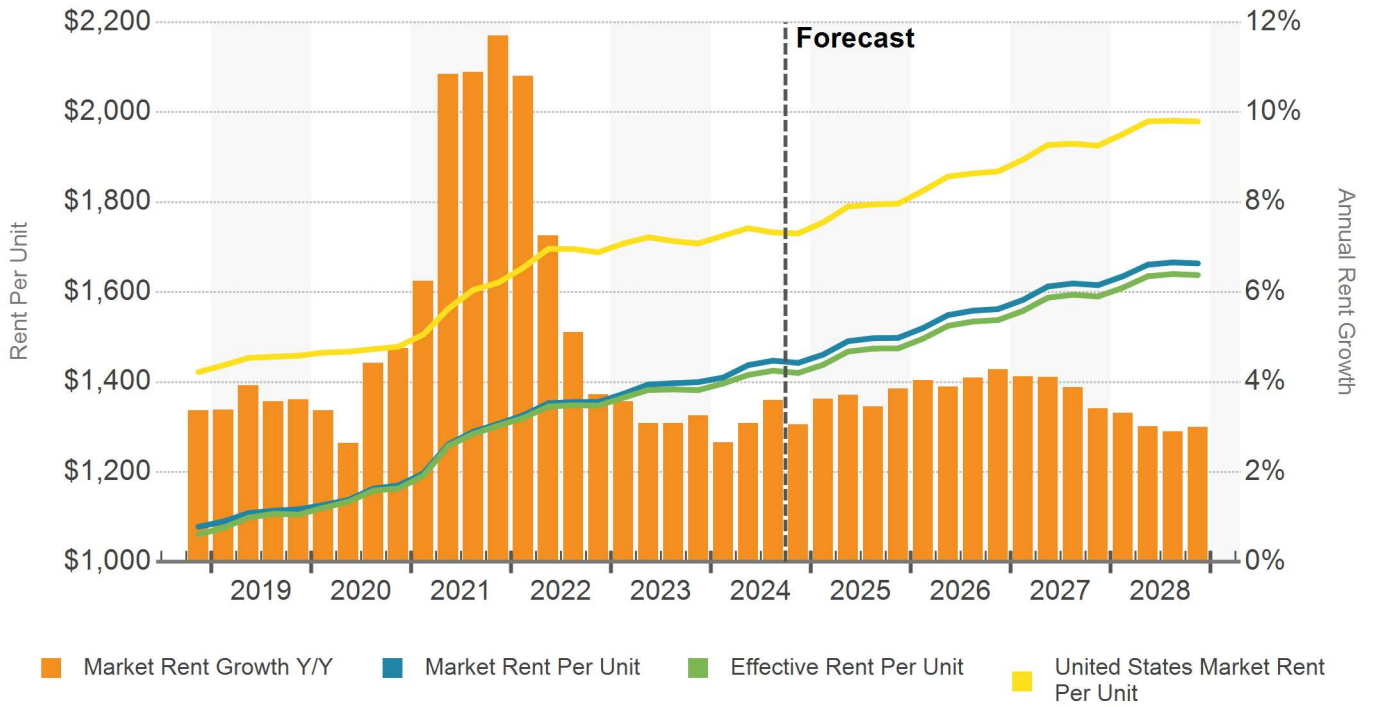
Concessions have been a major factor, and when those are included, annual effective rent growth was just 2.7%. That still represents an outperformance compared to the national benchmark of 0.9% annual effective rent growth.

With a slowdown in construction and continued in-migration, we anticipate that demand for apartments will hold steady, vacancy will improve, and rents will continue to grow.

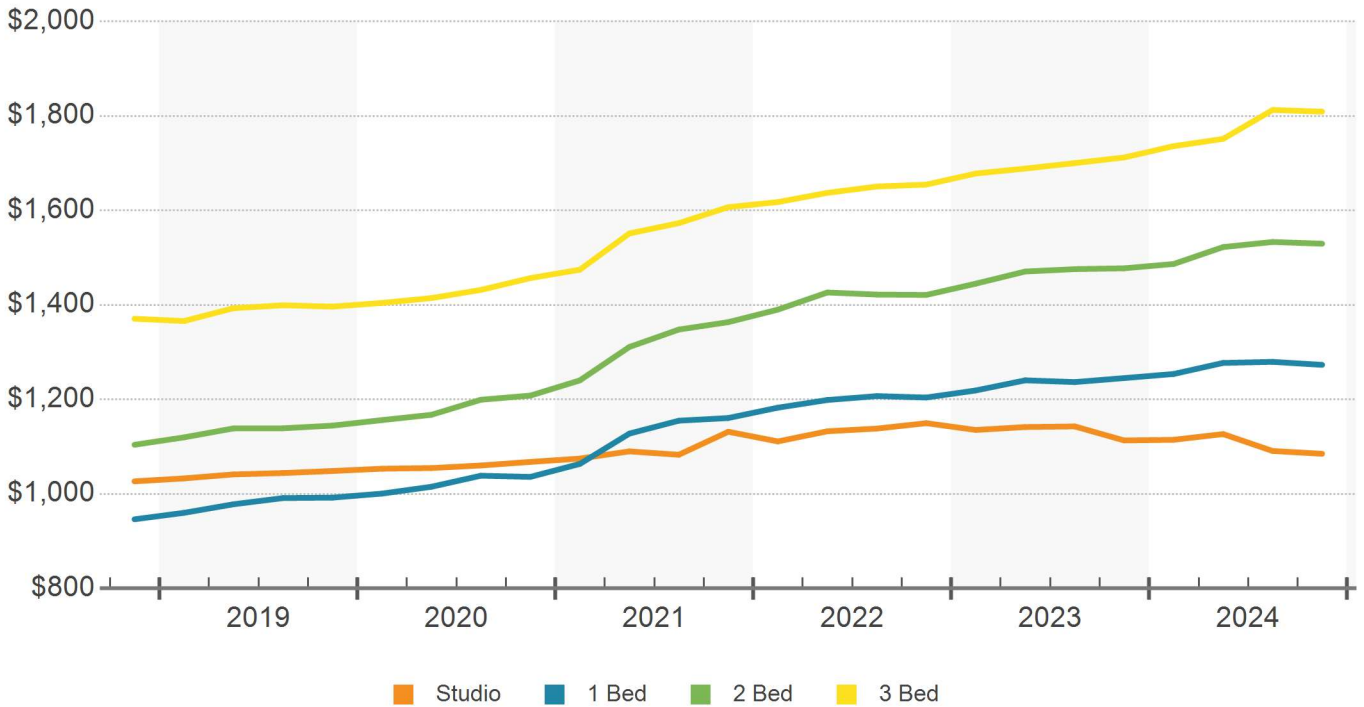
DAILY ASKING RENT PER SF



MARKET RENT PER UNIT & RENT GROWTH



MARKET RENT PER UNIT BY BEDROOM



Over the past year, developers added 1,000 units to the Tri-Cities multifamily inventory. About 400 of these were in the luxury 4 & 5 Star segment, and about 610 in the mid-tier 3 Star segment.

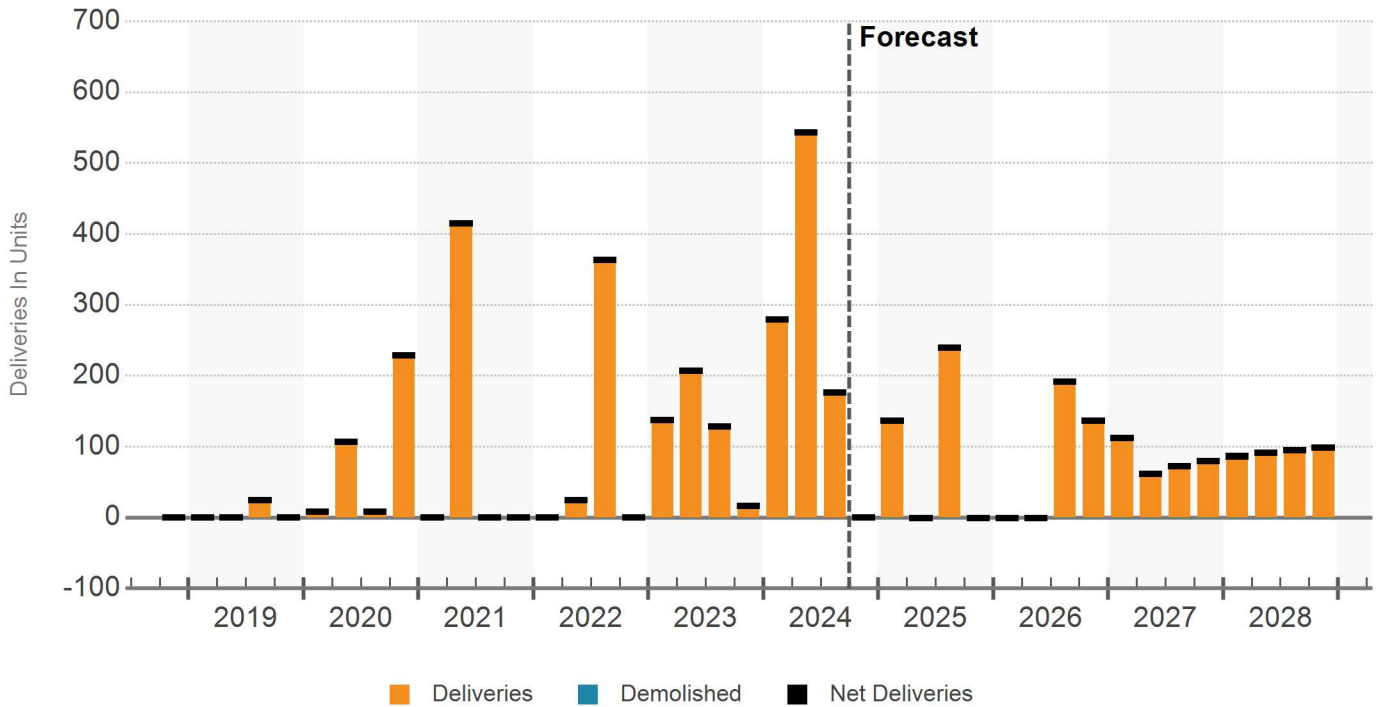
The wave of construction that added 2,600 units to the metro is wrapping up with the 105-unit The Falls apartments in the Creekstone area. Once completed, no major market-rate apartment projects will be under construction in the region.

Richland had been the epicenter for development in the region, but Pasco saw some significant new additions over the past year. This includes the largest delivery in

the region. Inland Group developed The Goat at Broadmoor, a 240-unit garden-style community with a mix of bedroom types ranging from one- to three-bedroom. The property was offering concessions of two free months upon opening.

As the recent wave of development wraps up, the market may have a chance to rebalance, and the overall vacancy rate should recover over the next few quarters. There are some large proposed projects, but even if they break ground this year, that will not translate to additional new units until 2026. By then, the vacancy rate should be close to its long-term average, and the market should be ready to absorb additional inventory.

DELIVERIES & DEMOLITIONS



Under Construction Properties

Kennewick-Richland Multi-Family

Properties

Units

Percent of Inventory

Avg. No. Units

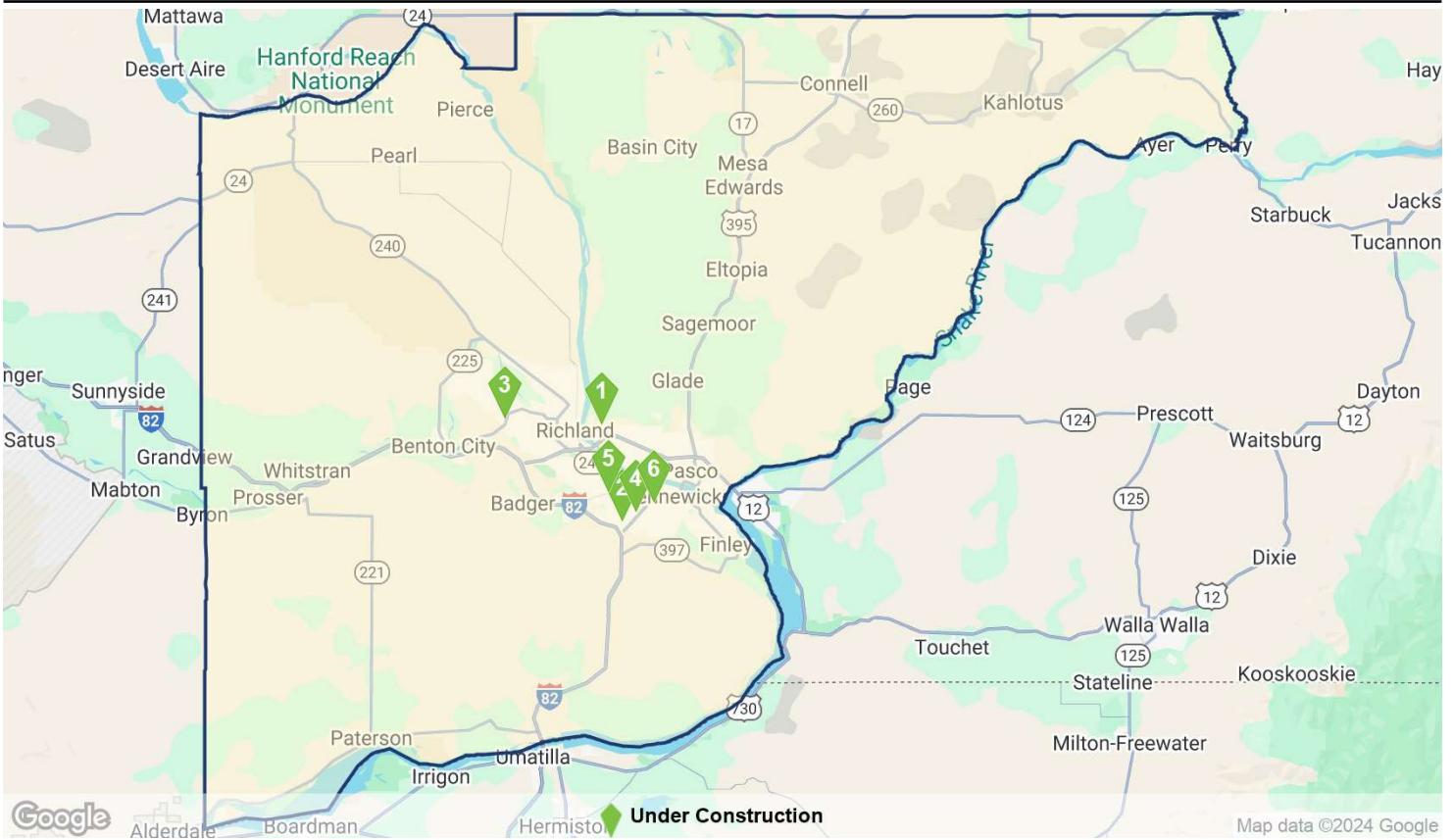
6

728

5.0%

121

UNDER CONSTRUCTION PROPERTIES



UNDER CONSTRUCTION

Property Name/Address	Rating	Units	Stories	Start	Complete	Developer/Owner
1 Hydro at Broadmoor Bruns Rd	★★★★☆	240	3	May 2024	Jul 2025	- Adams Investments
2 3700 Southridge Blvd	★★★★☆	182	4	Jul 2024	Jul 2025	- Mountain West Investment Corpo...
3 Westland Townhomes 8152 Paradise Way	★★★★☆	137	2	Jan 2023	Nov 2024	- Frank Tiegs Llc
4 The Falls 4112 W 24th Ave	★★★★☆	105	4	Jan 2023	Nov 2024	Elite Construction & Development Rdg Llc
5 Clearwater Lofts 7275 Clearwater Ave	★★★☆☆	32	2	Jan 2024	Dec 2024	- Preferred Rentals
6 1929 W 10th Ave	★★★★☆	32	2	May 2024	Mar 2025	- Thomas Wei

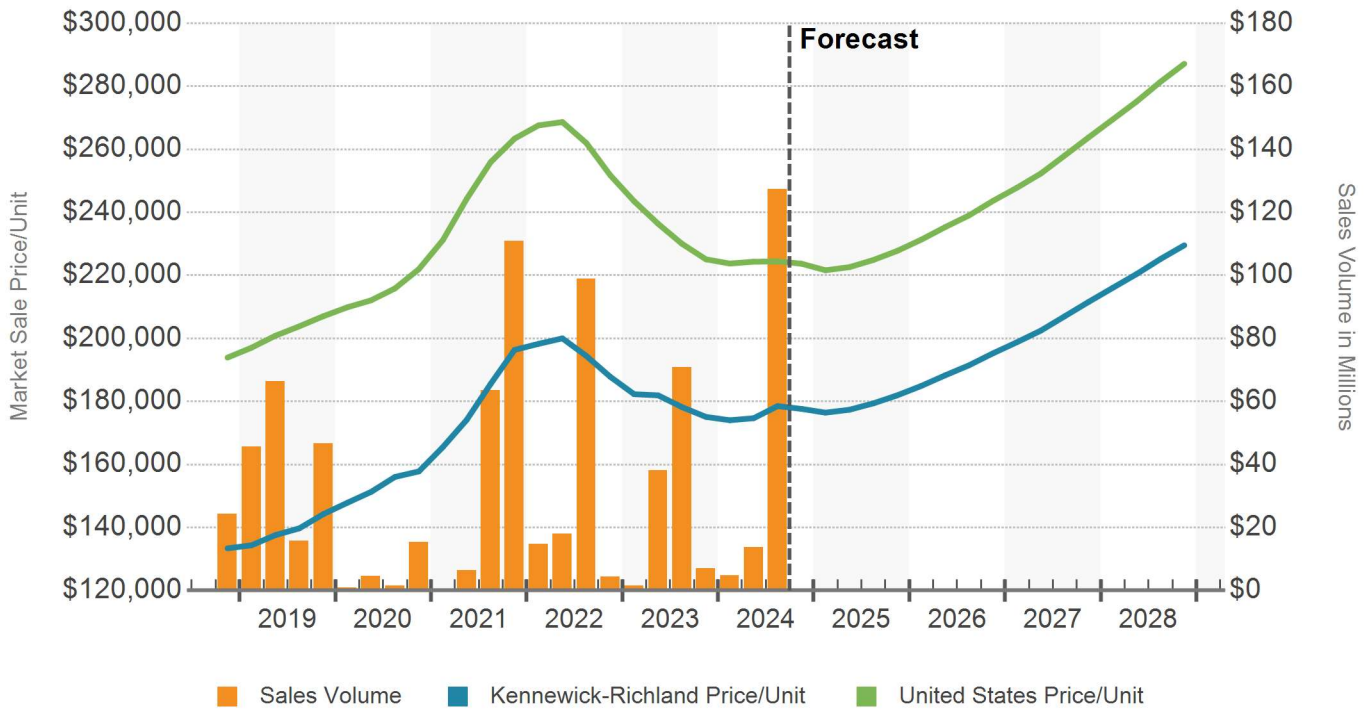
Over the past five years, 12-month sales volume in the Tri-Cities averaged \$122 million. During that time, it reached a high of \$242 million. Over the past 12 months, specifically, \$152 million in multifamily properties traded hands.

Transactions over the past 12 months have averaged \$180,000/SF, compared to \$200,000/SF nationally. Cap

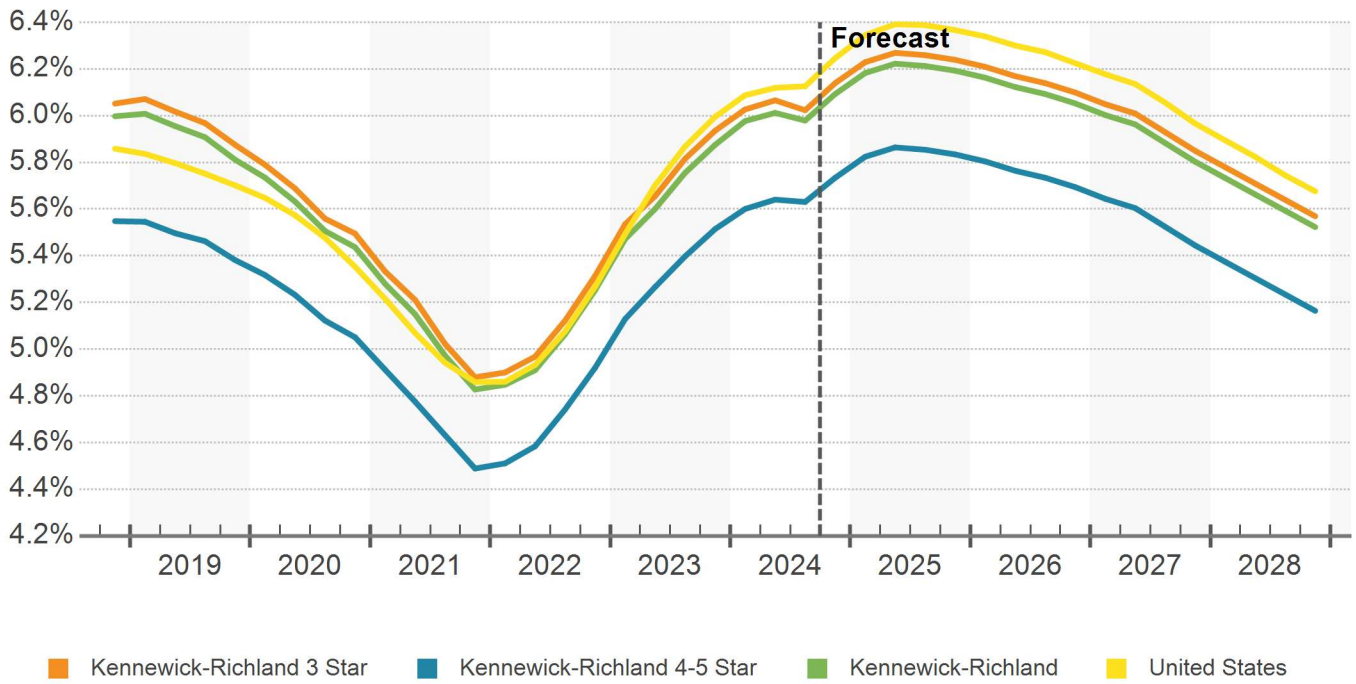
rates have been trending toward the high-6% range.

Last year, two large deals drove sales volume to \$117 million. So far in 2024, activity has been more subdued, with sales of older, smaller properties trading for less than \$5 million being the norm. Private investors typically make up the buyer pool in this market, which continues to be the case.

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

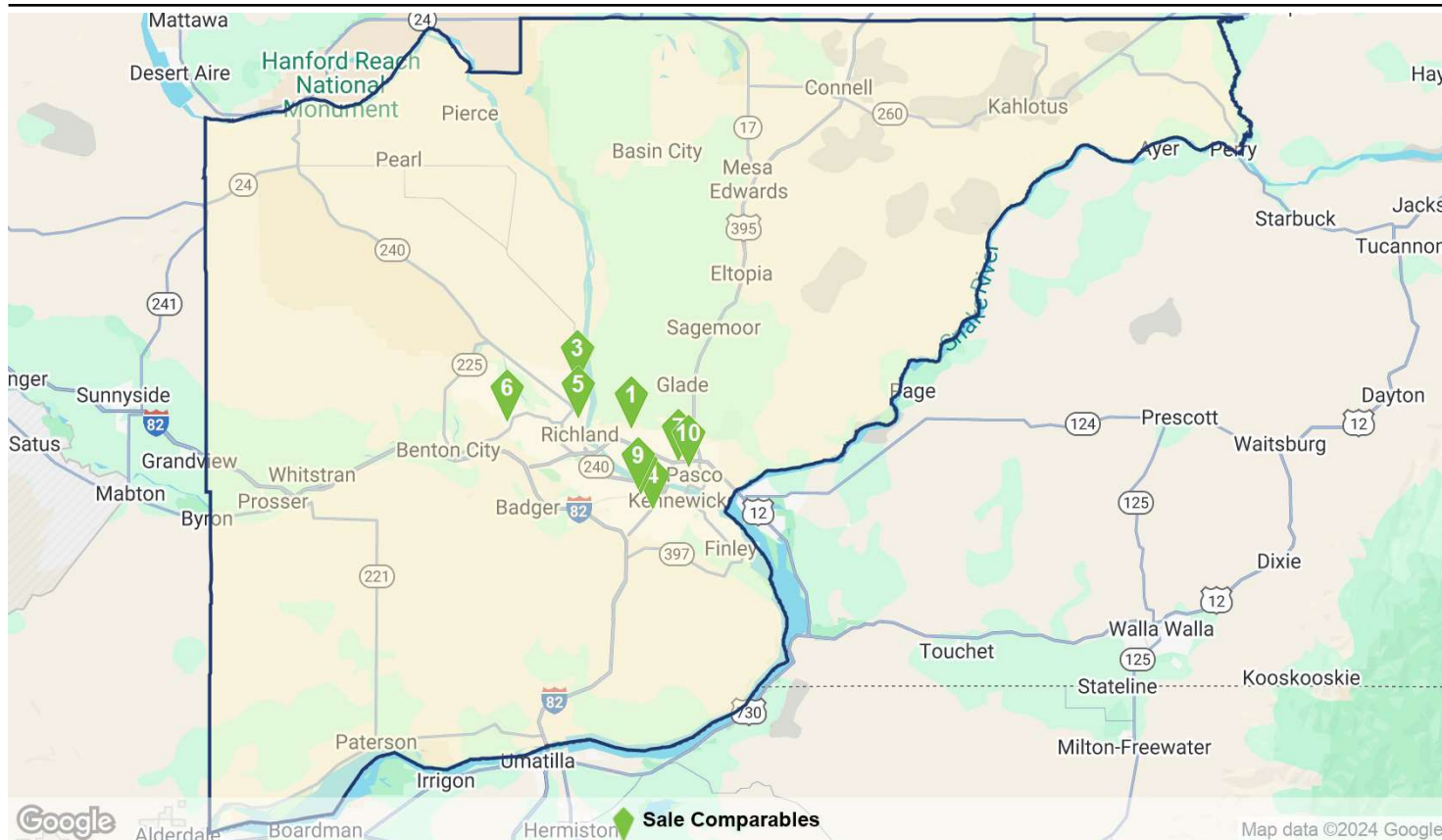
11

\$183

\$13.9

12.8%

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$571,000	\$13,887,538	\$13,025,000	\$36,350,000
Price/Unit	\$71,375	\$182,512	\$143,750	\$250,000
Cap Rate	6.1%	6.9%	6.8%	7.9%
Vacancy Rate At Sale	0%	12.8%	5.0%	68.2%
Time Since Sale in Months	1.7	3.9	2.6	9.7
Property Attributes	Low	Average	Median	High
Property Size in Units	8	82	73	176
Number of Floors	2	2	2	3
Average Unit SF	634	916	923	1,142
Year Built	1961	1998	2013	2024
Star Rating	★★★★★	★★★★★ 2.8	★★★★★	★★★★★

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 Navigator Villas 6212 Rd 68	★★★★☆	2013	176	5.1%	8/8/2024	\$36,350,000	\$206,534	\$210
2 The Lofts at Innovation Center 2895 Pauling Ave	★★★★☆	2013	160	5.0%	7/17/2024	\$33,072,758	\$206,704	\$178
3 The Commons at Innovation... 2894 Salk Ave	★★★★☆	2017	150	4.7%	7/17/2024	\$29,227,242	\$194,848	\$244
4 Ridgecrest 2652 W 15th Ave	★★★★☆	2024	56	16.1%	7/22/2024	\$14,000,000	\$250,000	\$207
5 Cedar North Apartments 1621 George Washington Way	★★★★☆	1975	96	8.3%	6/28/2024	\$13,595,280	\$141,617	\$126
6 Paradise 88 7850 Paradise Way	★★★★☆	2024	88	68.2%	8/14/2024	\$13,025,000	\$148,011	\$159
7 Kamden Place 1919 W Jay St	★★★★☆	1961	59	8.5%	12/15/2023	\$7,046,000	\$119,423	\$126
8 Kamden Court 30 N Sheppard Pl	★★★★☆	-	21	0%	3/14/2024	\$2,696,850	\$128,421	\$131
9 Kamden Terrace 609 N Tweedt St	★★★★☆	1978	15	0%	3/1/2024	\$2,028,791	\$135,252	\$60
10 724 W Ruby St	★★★★☆	1977	8	6.3%	7/17/2024	\$1,150,000	\$143,750	\$156
10 724 W Ruby St	★★★★☆	1977	8	6.3%	7/17/2024	\$571,000	\$71,375	\$77

Food processing and manufacturing have an outsized impact on the Tri-Cities economy. Industries related to fruit and vegetable preserving and specialty food manufacturing are about 34 times more concentrated in the metro compared to the national benchmark. The sectors with the largest job concentrations are wholesale and retail, education and health, and government.

According to Oxford Economics, the Tri-Cities region is home to about 130,000 jobs, and annual employment growth sits at 2.8%. That compares to the national average of 1.7% yearly growth and the metro's 10-year average of 2.4%. The region's unemployment rate sits at 5.2%, compared to the national benchmark of 3.8% and the metro's 10-year average of 6.0%.

Income growth has outpaced the nation over the past few years, and the Tri-Cities saw its median annual household income rise 3.5% to about \$88,000 over the past year. That compares to the national median annual household income of \$78,000, and a rise of 2.3% over

that same stretch.

The Tri-Cities has seen strong in-migration over the past few years, with many moving from other Pacific Northwest metros. Over the past year, the region's population has changed by 1.2%, compared to the national average of 0.5% and the metro's 10-year average of 1.5%. Among the 3,800 total residents gained annually, 550 stems from net migration, an important growth driver in the labor market. The largest source for new residents is nearby Portland, Oregon.

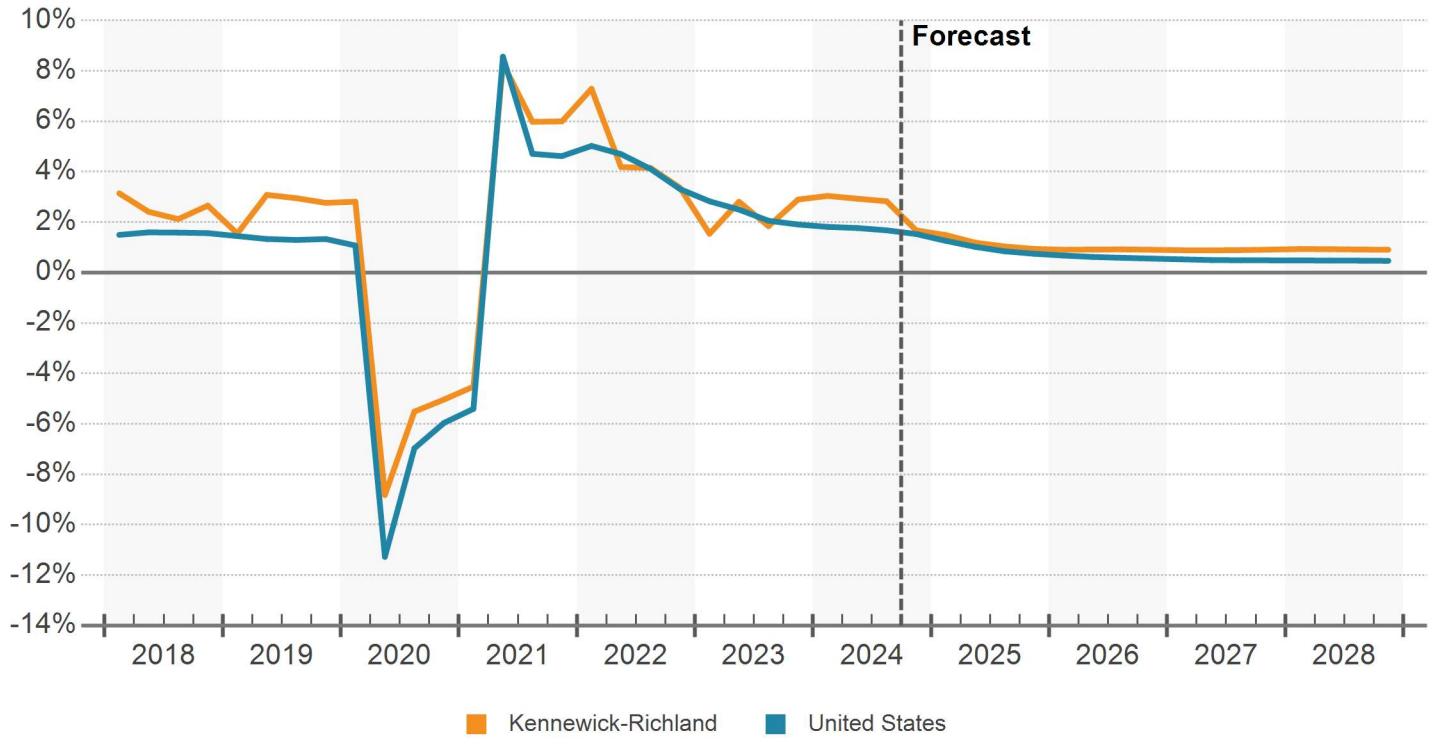
Oxford projects an average GDP growth of about 1.9% annually over the next five years. That compares to about 2% for the national benchmark. Total employment is expected to outperform over that stretch, with an annual growth rate of about 1.3% annually. Oxford also projects about 1.2% population growth annually over that stretch, with net migration adding 11,400 residents annually.

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	11	1.1	8.44%	0.37%	3.91%	0.62%	1.21%	0.34%
Trade, Transportation and Utilities	22	0.9	0.74%	0.81%	1.82%	1.00%	0.64%	0.28%
Retail Trade	14	1.1	-0.57%	0.83%	1.36%	0.25%	0.43%	0.21%
Financial Activities	5	0.6	2.74%	0.38%	1.58%	1.48%	0.50%	0.35%
Government	20	1.1	3.25%	2.27%	0.94%	0.66%	1.39%	0.51%
Natural Resources, Mining and Construction	11	1.5	1.43%	2.38%	5.63%	2.27%	1.50%	0.73%
Education and Health Services	21	1.0	4.24%	3.58%	3.90%	2.07%	1.54%	0.77%
Professional and Business Services	23	1.2	1.42%	0.79%	0.95%	1.81%	-0.29%	0.59%
Information	1	0.3	0.44%	0.51%	-0.50%	1.02%	-0.09%	0.54%
Leisure and Hospitality	13	0.9	2.34%	2.26%	2.79%	1.47%	1.26%	0.99%
Other Services	4	0.7	2.64%	1.40%	0.69%	0.61%	1.14%	0.49%
Total Employment	130	1.0	2.78%	1.67%	2.29%	1.33%	0.93%	0.56%

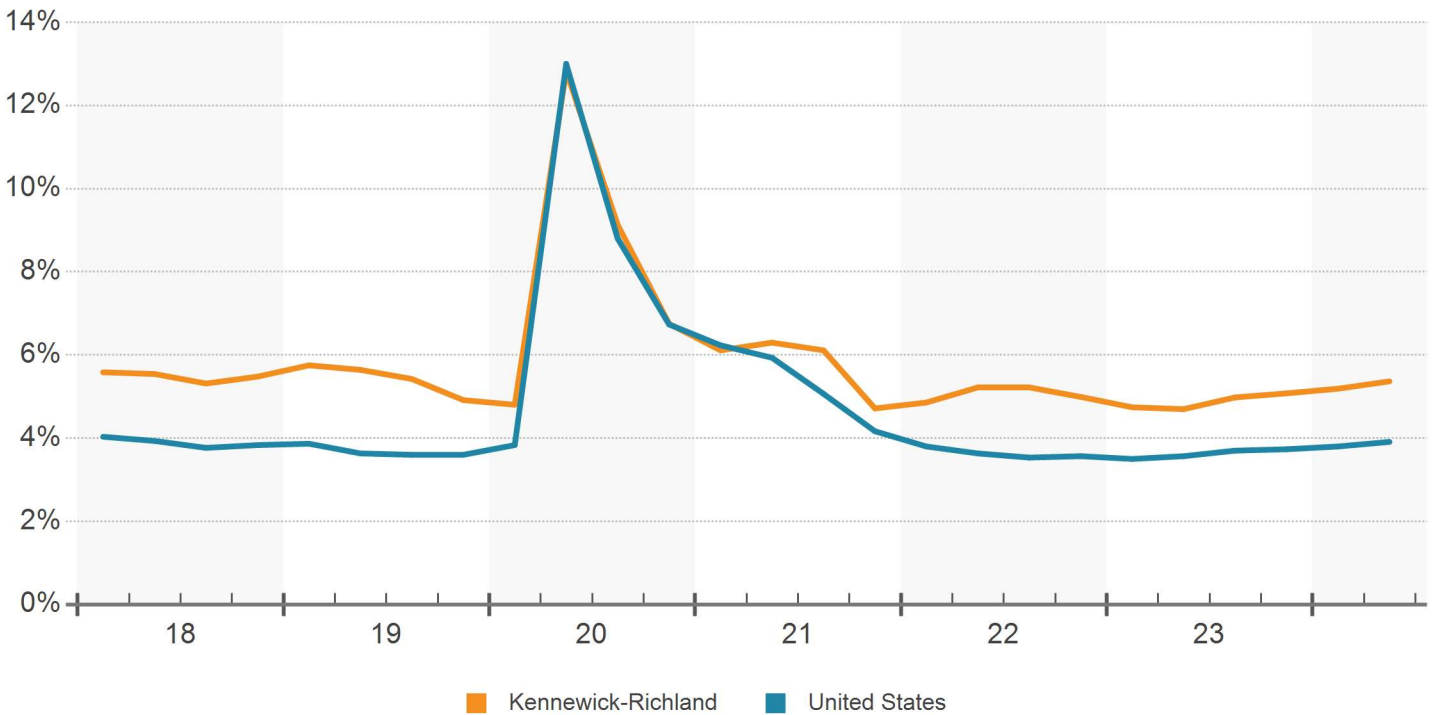
Source: Oxford Economics
LQ = Location Quotient

JOB GROWTH (YOY)

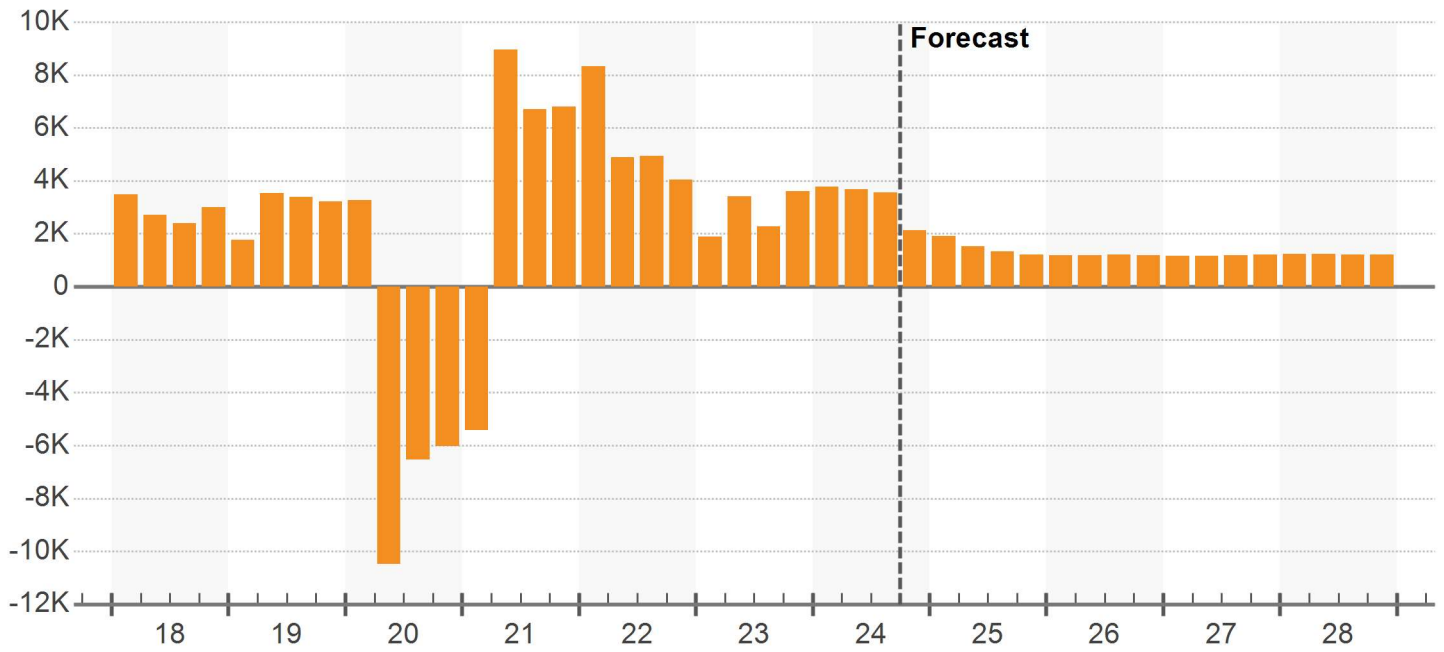


Source: Oxford Economics

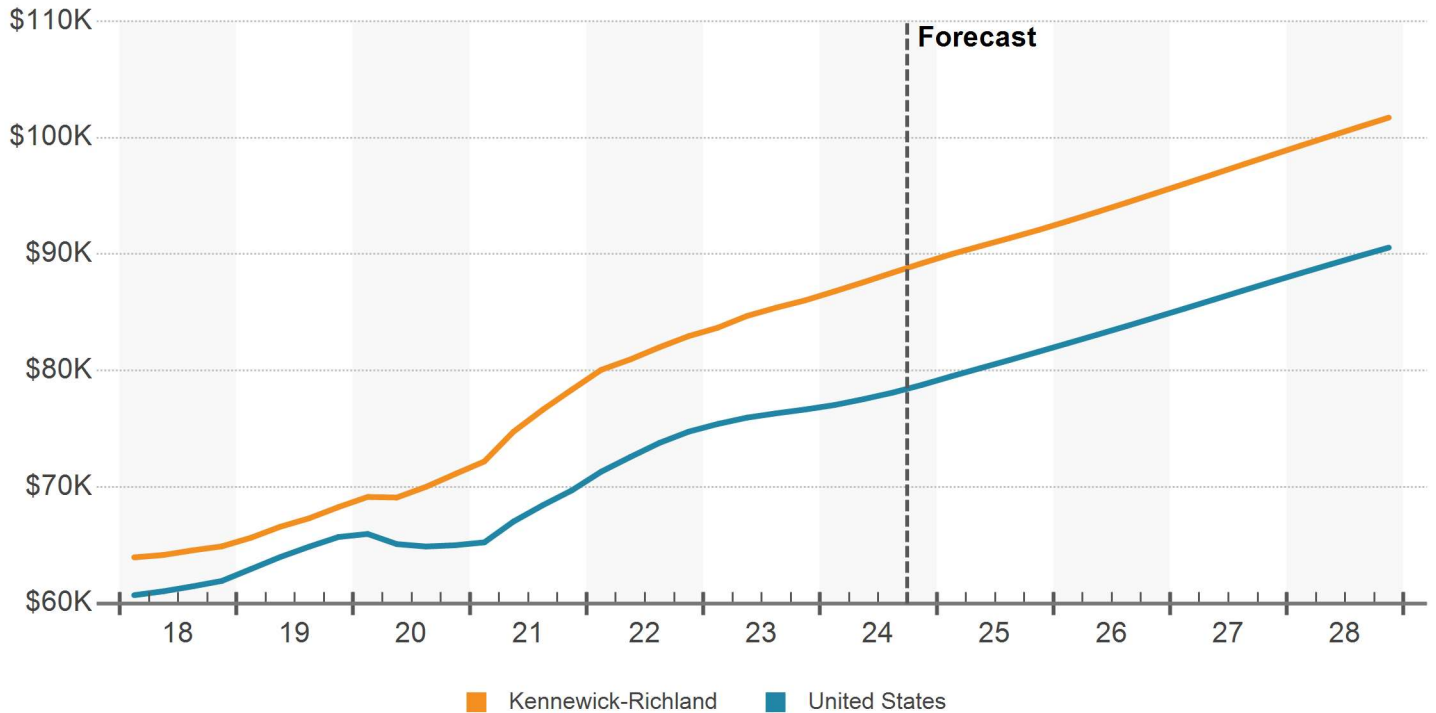
UNEMPLOYMENT RATE (%)



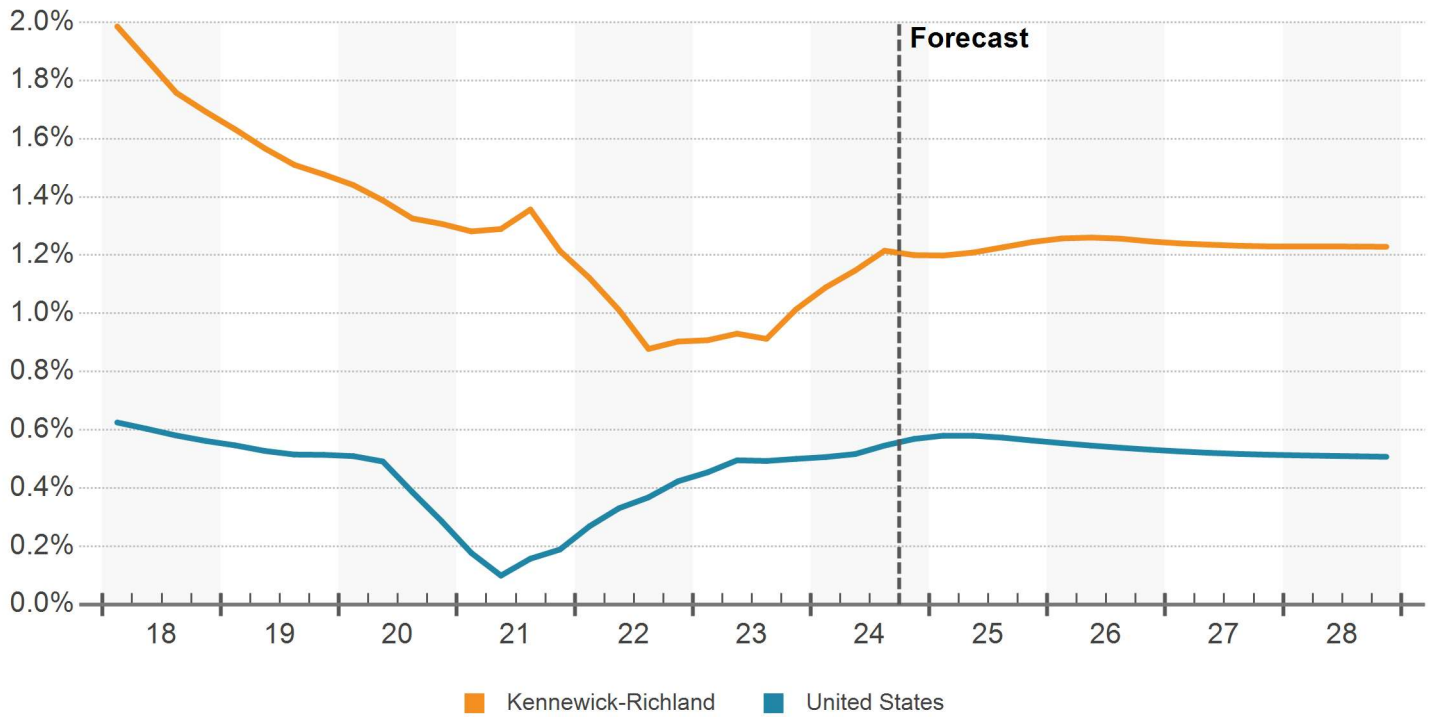
NET EMPLOYMENT CHANGE (YOY)



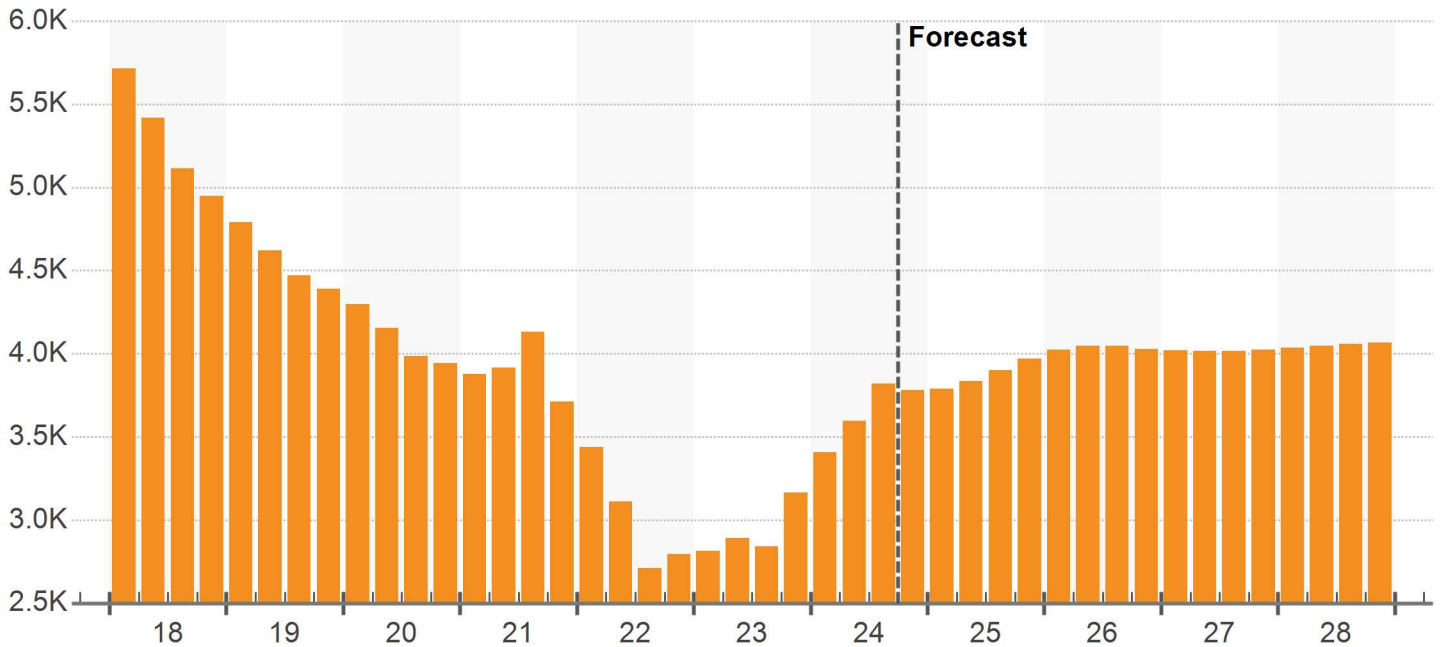
MEDIAN HOUSEHOLD INCOME



POPULATION GROWTH (YOY %)



NET POPULATION CHANGE (YOY)



DEMOGRAPHIC TRENDS

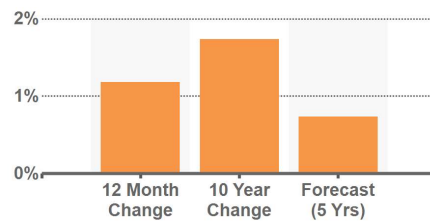
Demographic Category	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
	Metro	US	Metro	US	Metro	US	Metro	US
Population	318,115	336,765,688	1.2%	0.5%	1.5%	0.5%	1.2%	0.5%
Households	111,177	131,624,250	1.4%	0.7%	1.5%	0.9%	1.3%	0.6%
Median Household Income	\$88,452	\$78,143	3.5%	2.4%	4.3%	3.9%	3.3%	3.5%
Labor Force	152,255	168,390,531	1.2%	0.5%	1.7%	0.8%	0.7%	0.5%
Unemployment	5.4%	3.9%	0.4%	0.2%	-0.2%	-0.2%	-	-

Source: Oxford Economics

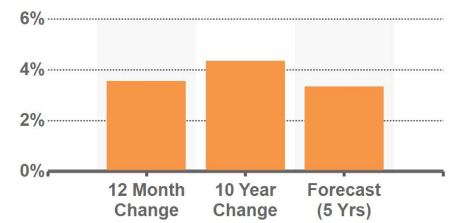
POPULATION GROWTH



LABOR FORCE GROWTH



INCOME GROWTH



Source: Oxford Economics

OVERALL SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2028	15,912	370	2.4%	387	2.4%	1.0
2027	15,542	324	2.1%	443	2.9%	0.7
2026	15,218	325	2.2%	439	2.9%	0.7
2025	14,893	372	2.6%	418	2.8%	0.9
2024	14,521	998	7.4%	872	6.0%	1.1
YTD	14,521	998	7.4%	788	5.4%	1.3
2023	13,523	488	3.7%	531	3.9%	0.9
2022	13,035	387	3.1%	42	0.3%	9.2
2021	12,648	414	3.4%	104	0.8%	4.0
2020	12,234	350	2.9%	500	4.1%	0.7
2019	11,884	24	0.2%	116	1.0%	0.2
2018	11,860	82	0.7%	(39)	-0.3%	-
2017	11,778	244	2.1%	300	2.5%	0.8
2016	11,534	772	7.2%	641	5.6%	1.2
2015	10,762	39	0.4%	179	1.7%	0.2
2014	10,723	25	0.2%	219	2.0%	0.1
2013	10,698	512	5.0%	501	4.7%	1.0
2012	10,186	408	4.2%	304	3.0%	1.3

4 & 5 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2028	5,906	374	6.8%	351	5.9%	1.1
2027	5,532	296	5.7%	384	6.9%	0.8
2026	5,236	329	6.7%	371	7.1%	0.9
2025	4,907	377	8.3%	231	4.7%	1.6
2024	4,530	404	9.8%	286	6.3%	1.4
YTD	4,530	404	9.8%	263	5.8%	1.5
2023	4,126	0	0%	276	6.7%	0
2022	4,126	255	6.6%	95	2.3%	2.7
2021	3,871	288	8.0%	34	0.9%	8.5
2020	3,583	106	3.0%	161	4.5%	0.7
2019	3,477	0	0%	45	1.3%	0
2018	3,477	82	2.4%	46	1.3%	1.8
2017	3,395	244	7.7%	243	7.2%	1.0
2016	3,151	642	25.6%	562	17.8%	1.1
2015	2,509	26	1.0%	36	1.4%	0.7
2014	2,483	0	0%	194	7.8%	0
2013	2,483	336	15.6%	262	10.6%	1.3
2012	2,147	228	11.9%	187	8.7%	1.2

3 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2028	6,018	0	0%	28	0.5%	0
2027	6,018	32	0.5%	50	0.8%	0.6
2026	5,986	0	0%	74	1.2%	0
2025	5,986	0	0%	198	3.3%	0
2024	5,986	594	11.0%	561	9.4%	1.1
YTD	5,986	594	11.0%	498	8.3%	1.2
2023	5,392	488	10.0%	231	4.3%	2.1
2022	4,904	132	2.8%	11	0.2%	12.0
2021	4,772	126	2.7%	87	1.8%	1.4
2020	4,646	236	5.4%	259	5.6%	0.9
2019	4,410	24	0.5%	63	1.4%	0.4
2018	4,386	0	0%	(64)	-1.5%	0
2017	4,386	0	0%	70	1.6%	0
2016	4,386	130	3.1%	74	1.7%	1.8
2015	4,256	13	0.3%	67	1.6%	0.2
2014	4,243	0	0%	(8)	-0.2%	0
2013	4,243	176	4.3%	235	5.5%	0.7
2012	4,067	180	4.6%	131	3.2%	1.4

1 & 2 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2028	3,988	(4)	-0.1%	8	0.2%	-
2027	3,992	(4)	-0.1%	9	0.2%	-
2026	3,996	(4)	-0.1%	(6)	-0.2%	0.7
2025	4,000	(5)	-0.1%	(11)	-0.3%	0.5
2024	4,005	0	0%	25	0.6%	0
YTD	4,005	0	0%	27	0.7%	0
2023	4,005	0	0%	24	0.6%	0
2022	4,005	0	0%	(64)	-1.6%	0
2021	4,005	0	0%	(17)	-0.4%	0
2020	4,005	8	0.2%	80	2.0%	0.1
2019	3,997	0	0%	8	0.2%	0
2018	3,997	0	0%	(21)	-0.5%	0
2017	3,997	0	0%	(13)	-0.3%	0
2016	3,997	0	0%	5	0.1%	0
2015	3,997	0	0%	76	1.9%	0
2014	3,997	25	0.6%	33	0.8%	0.8
2013	3,972	0	0%	4	0.1%	0
2012	3,972	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	851	5.3%	(0.2)	\$1,664	\$1.91	3.0%	(0.4)	\$1,638	\$1.88
2027	868	5.6%	(0.9)	\$1,616	\$1.85	3.4%	(0.9)	\$1,590	\$1.82
2026	985	6.5%	(0.9)	\$1,562	\$1.79	4.3%	0.4	\$1,538	\$1.76
2025	1,099	7.4%	(0.5)	\$1,498	\$1.72	3.9%	0.8	\$1,475	\$1.69
2024	1,145	7.9%	0.3	\$1,443	\$1.65	3.1%	(0.2)	\$1,420	\$1.63
YTD	1,230	8.5%	0.9	\$1,443	\$1.65	3.3%	0	\$1,421	\$1.63
2023	1,020	7.5%	(0.6)	\$1,400	\$1.60	3.3%	(0.5)	\$1,382	\$1.58
2022	1,063	8.2%	2.5	\$1,356	\$1.55	3.7%	(8.0)	\$1,348	\$1.54
2021	716	5.7%	2.3	\$1,307	\$1.50	11.7%	7.0	\$1,303	\$1.49
2020	405	3.3%	(1.4)	\$1,170	\$1.34	4.8%	1.1	\$1,163	\$1.33
2019	557	4.7%	(0.8)	\$1,117	\$1.28	3.6%	0.2	\$1,105	\$1.26
2018	646	5.4%	1.0	\$1,078	\$1.23	3.4%	(0.6)	\$1,061	\$1.21
2017	518	4.4%	(0.6)	\$1,043	\$1.19	3.9%	0.1	\$1,031	\$1.18
2016	571	5.0%	0.9	\$1,004	\$1.15	3.8%	(0.6)	\$992	\$1.13
2015	441	4.1%	(1.3)	\$967	\$1.10	4.5%	2.3	\$953	\$1.09
2014	580	5.4%	(1.8)	\$925	\$1.06	2.1%	1.6	\$916	\$1.05
2013	772	7.2%	(0.2)	\$906	\$1.03	0.5%	(0.5)	\$889	\$1.02
2012	760	7.5%	0.7	\$901	\$1.03	1.0%	-	\$886	\$1.01

4 & 5 STAR VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rents	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2028	425	7.2%	(0.1)	\$1,936	\$2.01	2.7%	(0.4)	\$1,907	\$1.98
2027	403	7.3%	(2.1)	\$1,884	\$1.96	3.2%	(0.9)	\$1,856	\$1.93
2026	491	9.4%	(1.5)	\$1,827	\$1.90	4.1%	0.4	\$1,799	\$1.87
2025	533	10.9%	2.3	\$1,755	\$1.82	3.7%	1.1	\$1,729	\$1.80
2024	387	8.5%	2.0	\$1,693	\$1.76	2.6%	(0.2)	\$1,668	\$1.73
YTD	409	9.0%	2.5	\$1,701	\$1.77	2.6%	(0.2)	\$1,675	\$1.74
2023	268	6.5%	(6.7)	\$1,650	\$1.72	2.8%	(0.8)	\$1,638	\$1.70
2022	545	13.2%	3.3	\$1,605	\$1.67	3.6%	(8.7)	\$1,594	\$1.66
2021	383	9.9%	6.3	\$1,549	\$1.61	12.3%	8.2	\$1,545	\$1.61
2020	128	3.6%	(1.7)	\$1,379	\$1.43	4.1%	0	\$1,372	\$1.42
2019	184	5.3%	(1.2)	\$1,325	\$1.38	4.1%	1.1	\$1,305	\$1.35
2018	226	6.5%	1.1	\$1,273	\$1.32	3.0%	(0.3)	\$1,245	\$1.29
2017	184	5.4%	(0.3)	\$1,235	\$1.28	3.4%	(0.1)	\$1,220	\$1.27
2016	181	5.8%	1.7	\$1,195	\$1.24	3.4%	(1.8)	\$1,181	\$1.23
2015	102	4.1%	(0.4)	\$1,156	\$1.20	5.2%	2.7	\$1,133	\$1.18
2014	110	4.4%	(7.8)	\$1,099	\$1.14	2.5%	1.9	\$1,091	\$1.13
2013	305	12.3%	1.5	\$1,072	\$1.11	0.7%	0.2	\$1,039	\$1.08
2012	230	10.7%	0.8	\$1,064	\$1.10	0.5%	-	\$1,036	\$1.07

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	288	4.8%	(0.5)	\$1,621	\$1.97	3.2%	(0.4)	\$1,584	\$1.92
2027	315	5.2%	(0.3)	\$1,571	\$1.91	3.6%	(0.8)	\$1,535	\$1.86
2026	332	5.6%	(1.2)	\$1,517	\$1.84	4.4%	0.5	\$1,483	\$1.80
2025	407	6.8%	(3.3)	\$1,453	\$1.76	3.9%	0.7	\$1,421	\$1.72
2024	606	10.1%	(0.6)	\$1,399	\$1.70	3.2%	(0.4)	\$1,367	\$1.66
YTD	673	11.2%	0.5	\$1,398	\$1.70	3.5%	(0.1)	\$1,367	\$1.66
2023	576	10.7%	4.2	\$1,356	\$1.64	3.6%	1.3	\$1,325	\$1.61
2022	320	6.5%	2.4	\$1,309	\$1.59	2.2%	(10.0)	\$1,302	\$1.58
2021	199	4.2%	0.7	\$1,280	\$1.55	12.3%	6.4	\$1,276	\$1.55
2020	160	3.4%	(0.7)	\$1,140	\$1.38	5.9%	3.2	\$1,131	\$1.37
2019	183	4.2%	(0.9)	\$1,077	\$1.31	2.7%	(0.4)	\$1,067	\$1.29
2018	222	5.1%	1.5	\$1,049	\$1.27	3.1%	(0.5)	\$1,037	\$1.26
2017	158	3.6%	(1.6)	\$1,018	\$1.23	3.5%	(0.5)	\$1,005	\$1.22
2016	228	5.2%	1.2	\$983	\$1.19	4.0%	0.1	\$969	\$1.17
2015	172	4.0%	(1.3)	\$945	\$1.15	3.9%	1.8	\$932	\$1.13
2014	225	5.3%	0.2	\$909	\$1.10	2.1%	1.5	\$898	\$1.09
2013	217	5.1%	(1.6)	\$890	\$1.08	0.6%	(0.2)	\$880	\$1.07
2012	275	6.8%	0.9	\$884	\$1.07	0.9%	-	\$873	\$1.06

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	138	3.5%	(0.3)	\$1,392	\$1.66	3.2%	(0.4)	\$1,386	\$1.65
2027	149	3.7%	(0.3)	\$1,350	\$1.61	3.6%	(0.8)	\$1,344	\$1.60
2026	162	4.0%	0.1	\$1,303	\$1.55	4.4%	0.3	\$1,297	\$1.55
2025	160	4.0%	0.2	\$1,248	\$1.49	4.1%	0.5	\$1,242	\$1.48
2024	152	3.8%	(0.6)	\$1,199	\$1.43	3.6%	0.1	\$1,194	\$1.42
YTD	148	3.7%	(0.7)	\$1,191	\$1.42	3.9%	0.5	\$1,186	\$1.41
2023	175	4.4%	(0.6)	\$1,157	\$1.38	3.5%	(3.1)	\$1,151	\$1.37
2022	199	5.0%	1.6	\$1,118	\$1.33	6.6%	(3.0)	\$1,112	\$1.32
2021	134	3.3%	0.4	\$1,048	\$1.25	9.6%	5.7	\$1,044	\$1.24
2020	117	2.9%	(1.8)	\$956	\$1.13	4.0%	(0.4)	\$953	\$1.13
2019	190	4.7%	(0.2)	\$920	\$1.09	4.4%	(0.1)	\$916	\$1.09
2018	197	4.9%	0.5	\$881	\$1.04	4.5%	(1.2)	\$870	\$1.03
2017	176	4.4%	0.3	\$844	\$1	5.7%	1.4	\$835	\$0.99
2016	162	4.1%	(0.1)	\$798	\$0.94	4.3%	0.1	\$792	\$0.94
2015	168	4.2%	(1.9)	\$765	\$0.90	4.2%	2.7	\$760	\$0.90
2014	244	6.1%	(0.2)	\$735	\$0.87	1.5%	1.5	\$727	\$0.86
2013	251	6.3%	(0.1)	\$724	\$0.86	0%	(2.3)	\$717	\$0.85
2012	255	6.4%	0.4	\$724	\$0.86	2.3%	-	\$719	\$0.85

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	-	-	-	-	-	-	\$229,553	390	5.5%
2027	-	-	-	-	-	-	\$211,583	359	5.8%
2026	-	-	-	-	-	-	\$195,262	331	6.1%
2025	-	-	-	-	-	-	\$181,942	309	6.2%
2024	-	-	-	-	-	-	\$177,636	301	6.1%
YTD	10	\$145.7M	5.4%	\$14,571,692	\$187,297	7.0%	\$180,148	306	6.0%
2023	8	\$117.5M	4.4%	\$14,681,916	\$195,433	6.3%	\$175,101	297	5.9%
2022	15	\$135.9M	6.3%	\$10,452,296	\$182,634	-	\$187,826	319	5.3%
2021	14	\$180.9M	7.8%	\$12,924,941	\$182,593	4.8%	\$196,355	333	4.8%
2020	8	\$22.2M	1.9%	\$3,168,386	\$101,273	5.6%	\$157,801	268	5.4%
2019	15	\$174.3M	11.1%	\$11,617,135	\$132,515	6.4%	\$144,220	245	5.8%
2018	18	\$130.4M	10.5%	\$7,668,096	\$105,382	6.5%	\$133,398	226	6.0%
2017	7	\$50.8M	5.7%	\$8,469,543	\$78,422	6.3%	\$120,944	205	6.2%
2016	14	\$146.2M	13.2%	\$10,445,767	\$96,211	7.3%	\$116,206	197	6.3%
2015	6	\$28.8M	3.8%	\$4,793,750	\$70,844	7.0%	\$105,976	180	6.4%
2014	1	\$540K	0.1%	\$540,000	\$41,538	-	\$97,709	166	6.6%
2013	4	\$9.9M	1.3%	\$2,462,500	\$70,357	7.6%	\$89,787	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. The price index is not smoothed.

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	-	-	-	-	-	-	\$311,346	374	5.2%
2027	-	-	-	-	-	-	\$286,872	345	5.4%
2026	-	-	-	-	-	-	\$264,713	318	5.7%
2025	-	-	-	-	-	-	\$246,723	296	5.8%
2024	-	-	-	-	-	-	\$241,311	290	5.7%
YTD	2	\$62.3M	6.8%	\$31,150,000	\$200,968	-	\$244,844	294	5.6%
2023	1	\$65M	7.3%	\$65,000,000	\$216,667	-	\$238,696	287	5.5%
2022	-	-	-	-	-	-	\$257,606	309	4.9%
2021	3	\$99M	11.1%	\$33,005,059	\$230,268	3.8%	\$272,256	327	4.5%
2020	-	-	-	-	-	-	\$219,808	264	5.1%
2019	1	\$44.6M	8.6%	\$44,555,000	\$148,517	6.0%	\$202,524	243	5.4%
2018	4	\$79M	15.0%	\$19,738,725	\$151,255	5.8%	\$187,721	226	5.5%
2017	-	-	-	-	-	-	\$171,757	206	5.7%
2016	1	\$36.5M	10.5%	\$36,500,000	\$110,272	5.3%	\$164,481	198	5.8%
2015	-	-	-	-	-	-	\$149,761	180	5.9%
2014	-	-	-	-	-	-	\$138,621	167	6.1%
2013	-	-	-	-	-	-	\$127,225	153	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	-	-	-	-	-	-	\$211,798	407	5.6%
2027	-	-	-	-	-	-	\$195,212	375	5.8%
2026	-	-	-	-	-	-	\$180,131	346	6.1%
2025	-	-	-	-	-	-	\$167,808	322	6.2%
2024	-	-	-	-	-	-	\$163,724	315	6.1%
YTD	4	\$77M	6.9%	\$19,242,570	\$185,025	6.1%	\$165,000	317	6.0%
2023	1	\$29.7M	2.3%	\$29,734,325	\$235,987	-	\$160,321	308	5.9%
2022	3	\$100M	9.0%	\$33,326,667	\$226,712	-	\$171,178	329	5.3%
2021	6	\$39M	5.1%	\$6,506,500	\$159,343	4.6%	\$178,440	343	4.9%
2020	-	-	-	-	-	-	\$143,219	275	5.5%
2019	5	\$105.5M	15.9%	\$21,092,000	\$150,657	5.6%	\$130,026	250	5.9%
2018	3	\$27M	7.0%	\$8,995,000	\$87,614	5.9%	\$120,453	231	6.1%
2017	3	\$33.7M	8.8%	\$11,241,000	\$86,915	5.9%	\$108,240	208	6.3%
2016	8	\$106.1M	25.1%	\$13,268,480	\$96,586	6.9%	\$103,836	200	6.3%
2015	3	\$21.5M	6.5%	\$7,180,000	\$77,762	6.2%	\$94,762	182	6.5%
2014	-	-	-	-	-	-	\$86,803	167	6.7%
2013	2	\$8.7M	2.6%	\$4,325,000	\$77,928	7.1%	\$79,889	154	7.0%

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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	-	-	-	-	-	-	\$151,184	397	5.9%
2027	-	-	-	-	-	-	\$139,491	366	6.2%
2026	-	-	-	-	-	-	\$128,805	338	6.4%
2025	-	-	-	-	-	-	\$119,985	315	6.6%
2024	-	-	-	-	-	-	\$116,766	307	6.5%
YTD	4	\$6.4M	1.3%	\$1,611,660	\$123,974	7.9%	\$117,601	309	6.4%
2023	6	\$22.7M	4.4%	\$3,786,833	\$129,834	6.3%	\$115,658	304	6.2%
2022	12	\$35.9M	9.4%	\$3,589,985	\$118,481	-	\$123,257	324	5.6%
2021	5	\$42.9M	7.9%	\$8,579,000	\$135,744	5.2%	\$125,825	330	5.2%
2020	8	\$22.2M	5.7%	\$3,168,386	\$101,273	5.6%	\$100,101	263	5.8%
2019	9	\$24.2M	7.9%	\$2,693,558	\$76,959	7.0%	\$90,702	238	6.3%
2018	11	\$24.4M	10.4%	\$2,441,773	\$59,994	7.3%	\$83,107	218	6.5%
2017	4	\$17.1M	7.1%	\$5,698,087	\$65,747	6.8%	\$74,810	196	6.7%
2016	5	\$3.6M	2.3%	\$718,580	\$39,921	8.3%	\$72,835	191	6.8%
2015	3	\$7.2M	3.2%	\$2,407,500	\$55,988	7.7%	\$66,633	175	6.9%
2014	1	\$540K	0.3%	\$540,000	\$41,538	-	\$61,595	162	7.1%
2013	2	\$1.2M	0.7%	\$600,000	\$41,379	8.0%	\$56,618	149	7.4%

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DELIVERIES & UNDER CONSTRUCTION

Year	Inventory			Deliveries		Net Deliveries		Under Construction	
	Bldgs	Units	Vacancy	Bldgs	Units	Bldgs	Units	Bldgs	Units
2028	-	15,913	5.3%	-	374	-	370	-	-
2027	-	15,543	5.6%	-	328	-	324	-	-
2026	-	15,219	6.5%	-	329	-	325	-	-
2025	-	14,894	7.4%	-	377	-	373	-	-
2024	-	14,521	7.9%	-	998	-	998	-	-
YTD	168	14,521	8.5%	10	998	10	998	6	728
2023	158	13,523	7.5%	6	488	6	488	12	1,240
2022	152	13,035	8.2%	3	387	3	387	9	823
2021	149	12,648	5.7%	2	414	2	414	9	967
2020	147	12,234	3.3%	4	350	4	350	2	414
2019	143	11,884	4.7%	1	24	1	24	4	248
2018	142	11,860	5.4%	1	82	1	82	1	24
2017	141	11,778	4.4%	2	244	2	244	1	82
2016	139	11,534	5.0%	4	772	4	772	2	244
2015	135	10,762	4.1%	2	39	2	39	4	772
2014	133	10,723	5.4%	1	25	1	25	2	39
2013	132	10,698	7.2%	3	512	3	512	1	25
2012	129	10,186	7.5%	2	408	2	408	4	537