Multi-Family Market Report

Salem - OR USA

PREPARED BY

TMG MULTIFAMILY
MANAGEMENT | LEASING
A Division of the TMG Family of Companies

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CoStar™

MULTI-FAMILY MARKET REPORT

12 Mo Delivered Units	12 Mo Absorption Units	Vacancy Rate	12 Mo Asking Rent Growth
558	853	5.5%	0.6%

Salem is the state's capital and sits in the heart of the Willamette Valley, approximately halfway between Portland to the north and Eugene to the south. It is anchored by government services, agriculture, food processing, and increasingly, healthcare and education, with institutions like Willamette University and Salem Health contributing significantly. Scenic desirability includes the Willamette River and easy access to vineyards, forests, and the Oregon Coast. These factors make it an attractive place to live and work.

Multifamily absorption in Salem equates to 850 units on a trailing 12-month basis, below its mid-2021 peak of 1,300 units, but ahead of the five-year average of 750 units. Concessions, however, remain prevalent in order to get renters in the door, a theme that could persist in the coming months.

Leasing has been steady overall. For example, the 157-unit Rivenwood—which boasts walkability to many of the state government offices further west—has achieved a lease-up rate in the 10-15 units/month range since it was delivered in mid-2024. It is nearing stabilization. Further north in Woodburn, the 300-unit Woodburn Villas is nearing stabilization after completing in late 2023.

Due to increased construction financing costs, no meaningful starts have occurred in the past few months. Developers are most active in the northern part of the metro area, targeting commuter cities such as Woodburn. There are currently 700 units underway in Salem that will expand total inventory by 2.2%. Apartment inventory has increased by approximately 27.1% over the past decade, with 6,700 units delivered during this period.

As a result of these factors, the vacancy rate is currently hovering around 5.5%, reflecting a one-year change of -1.1%. While vacancies could have more room to briefly run, slowing construction starts and stabilizing leasing suggest rates are likely close to a ceiling.

Less competing supply delivering over the next 18 months and early indications of demand stabilization forming mean rents could see a boost over the mid-term. Annual rent growth of 0.6% reflects the lowest performance mark over the past decade. Still, cumulative growth over the same period of 50.1% significantly outpaces the national performance of 33.5%.

Rents are forecast to witness some acceleration over the back half of 2025, reaching nearly 2.5% annual growth by mid-2026. That said, the risks to this outlook appear to be weighted slightly to the downside. While deliveries over the coming quarters are unlikely to overwhelm the market, major layoffs or other macroeconomic events that could negatively impact the market's residents mean a leasing shock is a possible, though somewhat unlikely scenario. If it played out, this would work to hold vacancies within current ranges and keep rents from accelerating.

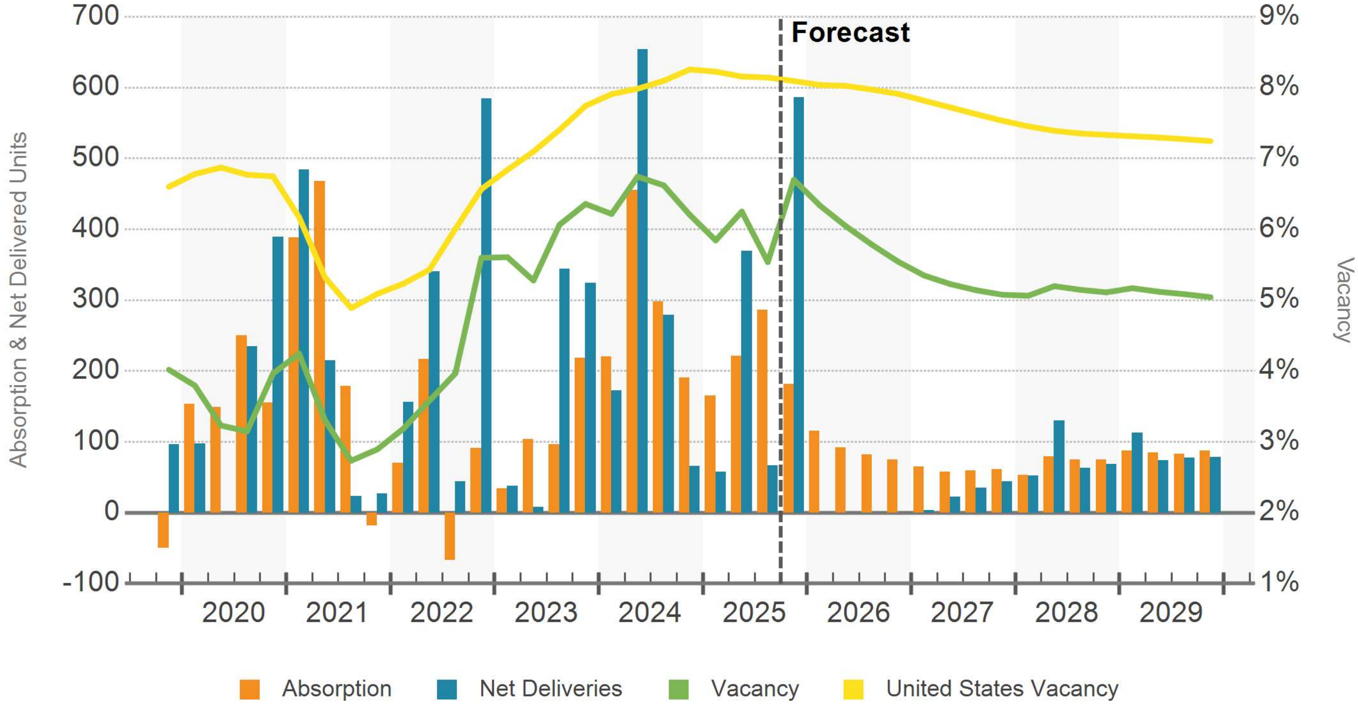
Overview

KEY INDICATORS

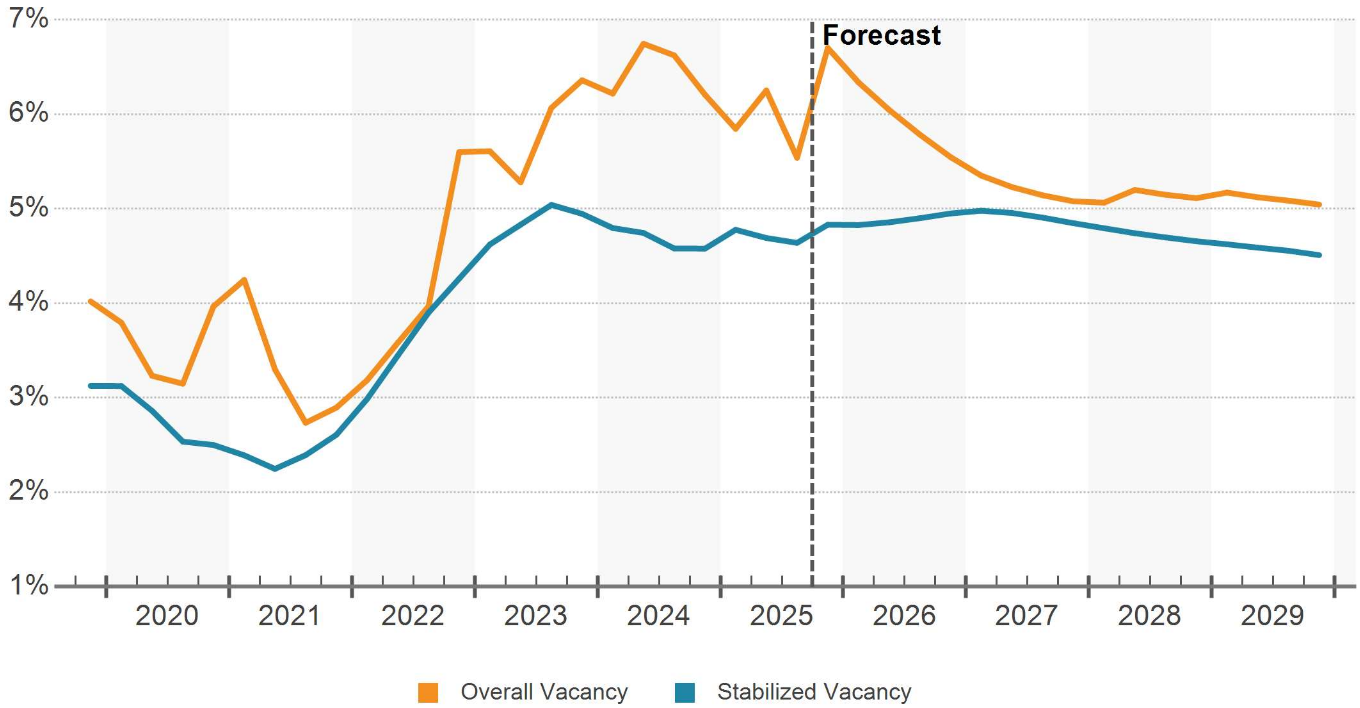
Current Quarter	Units	Vacancy Rate	Asking Rent	Effective Rent	Absorption Units	Delivered Units	Under Constr Units
4 & 5 Star	5,388	5.7%	$1,722	$1,709	0	0	586
3 Star	13,136	6.7%	$1,416	$1,403	(1)	0	114
1 & 2 Star	12,776	4.3%	$1,195	$1,186	0	0	0
Market	**31,300**	**5.5%**	**$1,399**	**$1,388**	**(1)**	**0**	**700**

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy	-1.1% (YOY)	4.5%	5.4%	6.7%	2024 Q2	2.7%	2021 Q3
Absorption Units	853	391	381	1,262	2021 Q2	(93)	2002 Q1
Delivered Units	558	433	343	1,494	2024 Q2	0	2013 Q1
Demolished Units	0	1	4	25	2011 Q4	0	2025 Q3
Asking Rent Growth	0.6%	2.8%	2.6%	8.5%	2001 Q1	-6.0%	2009 Q4
Effective Rent Growth	0.6%	2.8%	2.7%	8.5%	2001 Q1	-6.1%	2009 Q4
Sales Volume	$63.7M	$51.7M	N/A	$237M	2022 Q3	$0	2005 Q1

ABSORPTION, NET DELIVERIES & VACANCY



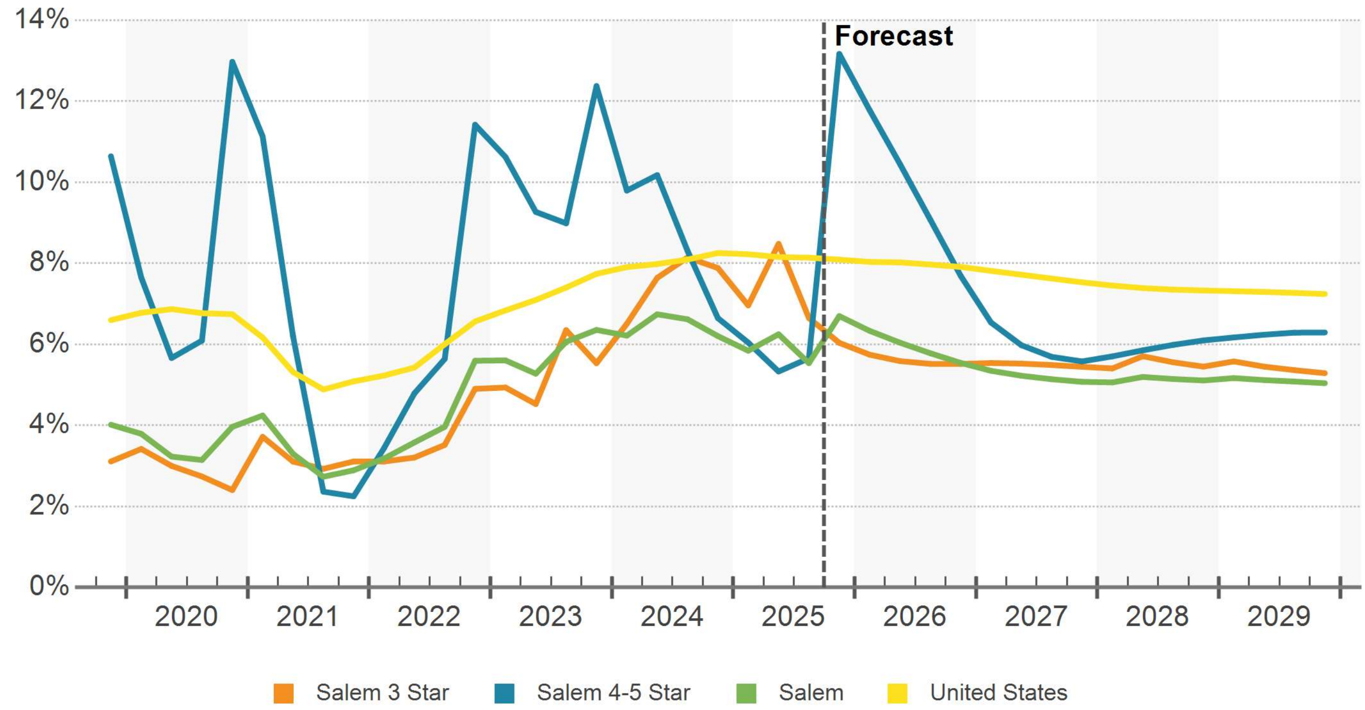
OVERALL & STABILIZED VACANCY



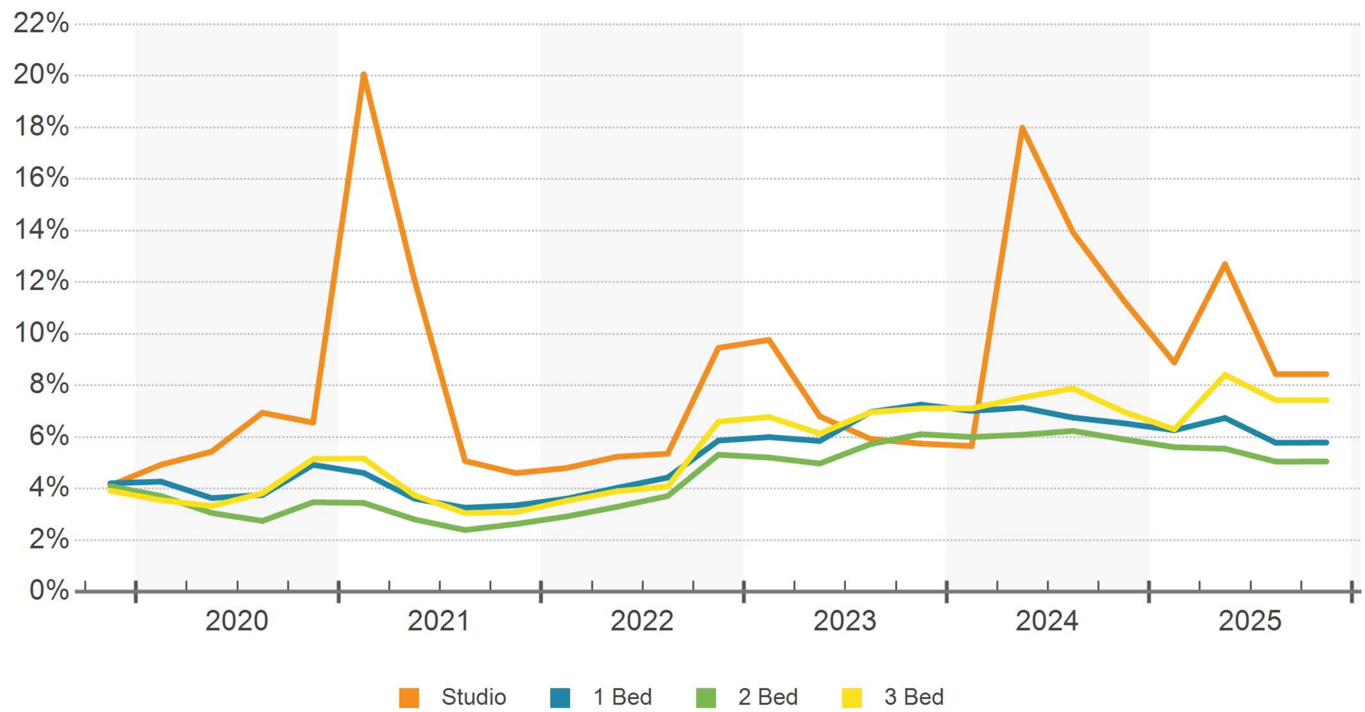
Vacancy

Salem Multi-Family

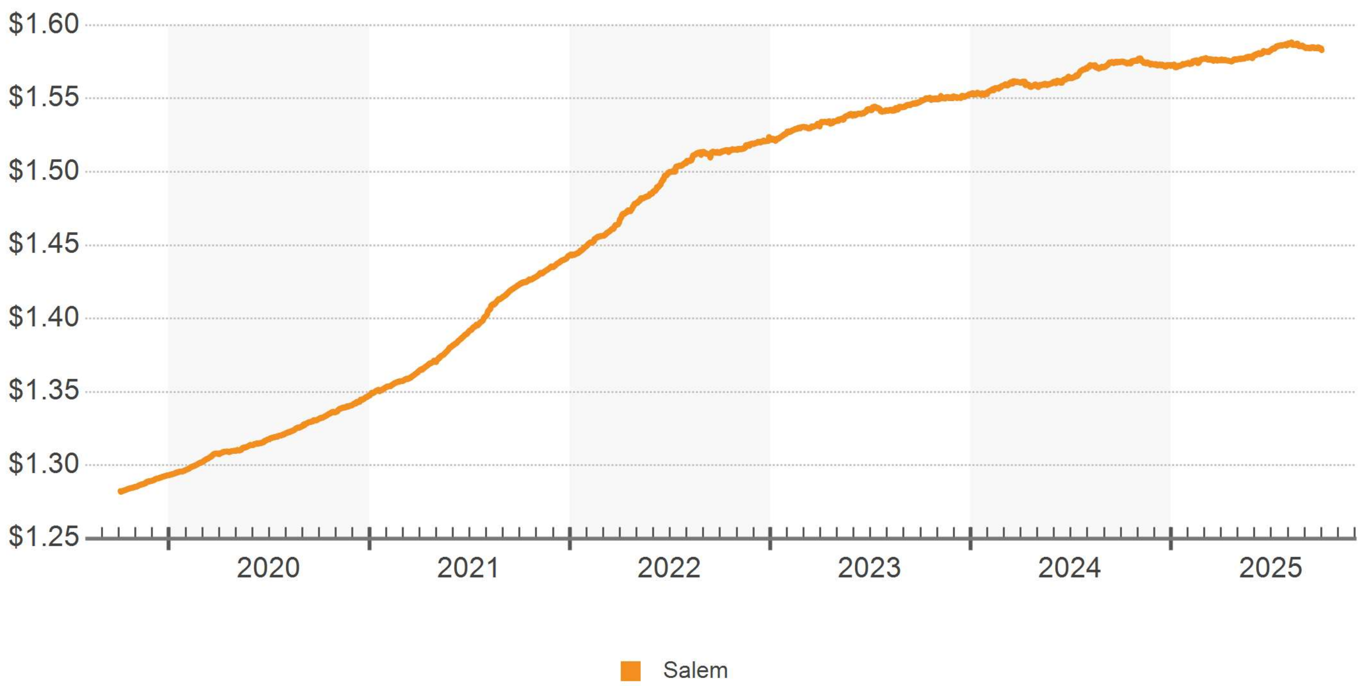
VACANCY RATE



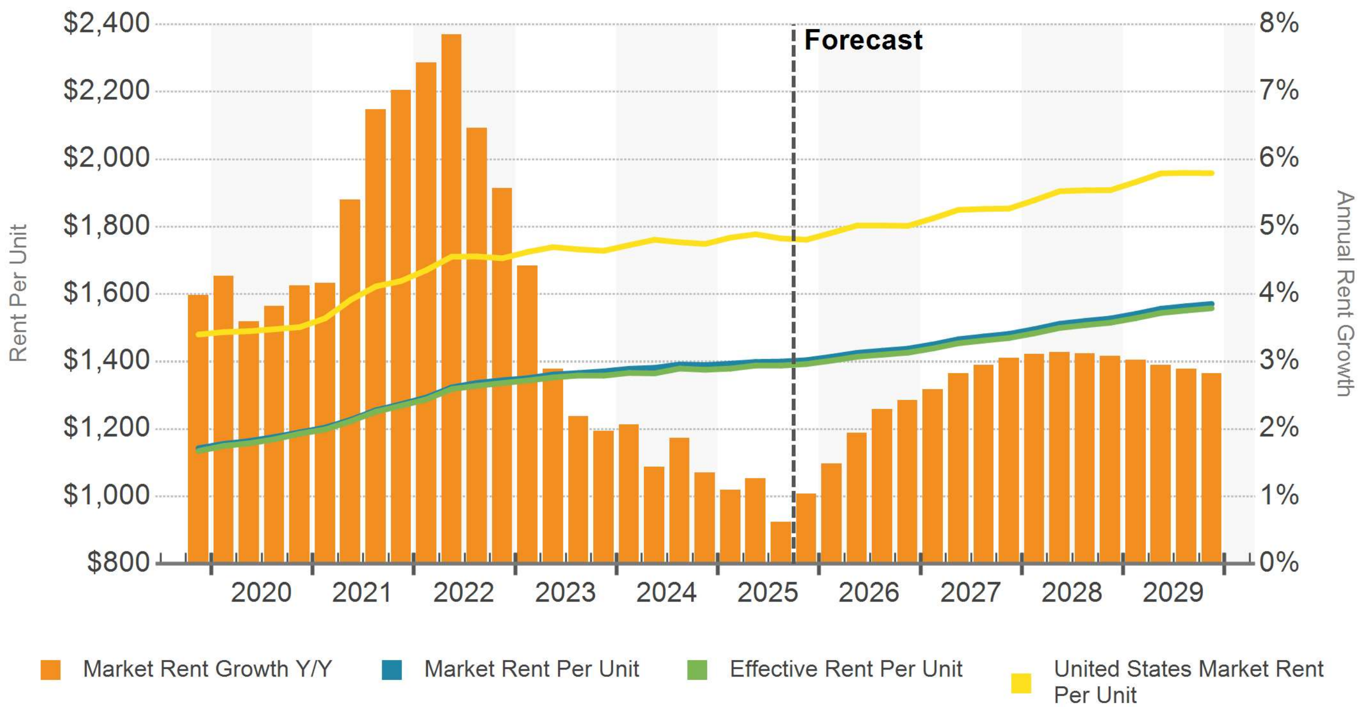
VACANCY BY BEDROOM



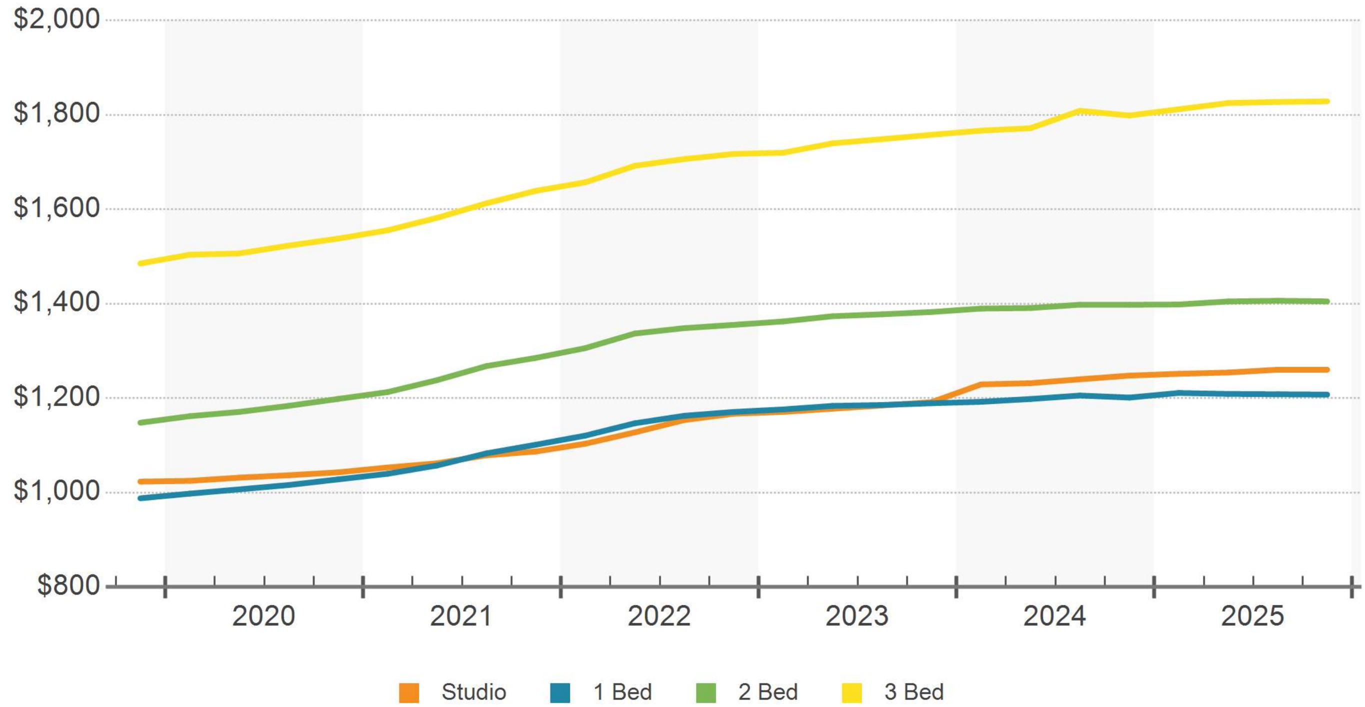
DAILY ASKING RENT PER SF



MARKET RENT PER UNIT & RENT GROWTH



MARKET RENT PER UNIT BY BEDROOM



4 & 5 STAR EXPENSES PER SF (ANNUAL)

	Operating Expenses								Capital Expenditures			
Market / Cluster	Mgmt.	Admin.	Payroll	Water	Utilities	Maint.	Insurance	Taxes	Appliance	Structural	Other	Total
Salem	$0.45	$0.83	$0.62	$0.53	$0.79	$0.59	$0.26	$1.81	$0.24	$1.94	$0.97	**$9.03**
Central	$0.45	$0.83	$0.62	$0.53	$0.79	$0.59	$0.26	$1.81	$0.24	$1.94	$0.97	**$9.03**
East	$0.45	$0.83	$0.62	$0.53	$0.79	$0.59	$0.26	$1.81	$0.24	$1.94	$0.97	**$9.03**
Keizer	$0.45	$0.83	$0.62	$0.53	$0.79	$0.59	$0.26	$1.81	$0.24	$1.94	$0.97	**$9.03**
Monmouth/Indepen…	$0.45	$0.83	$0.62	$0.53	$0.79	$0.59	$0.26	$1.81	$0.24	$1.94	$0.97	**$9.03**
North Marion County	$0.45	$0.83	$0.62	$0.53	$0.79	$0.59	$0.26	$1.81	$0.24	$1.94	$0.97	**$9.03**
Outlying Polk County	$0.45	$0.83	$0.62	$0.53	$0.79	$0.59	$0.26	$1.81	$0.24	$1.94	$0.97	**$9.03**
South	$0.45	$0.83	$0.62	$0.53	$0.79	$0.59	$0.26	$1.81	$0.24	$1.94	$0.97	**$9.03**
West	$0.45	$0.83	$0.62	$0.53	$0.79	$0.59	$0.26	$1.81	$0.24	$1.94	$0.97	**$9.03**

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)

	Operating Expenses								Capital Expenditures			
Market / Cluster	Mgmt.	Admin.	Payroll	Water	Utilities	Maint.	Insurance	Taxes	Appliance	Structural	Other	Total
Salem	$0.42	$0.62	$0.58	$0.50	$0.75	$0.56	$0.21	$1.42	$0.17	$0.49	$0.92	**$6.64**
Central	$0.43	$0.63	$0.59	$0.50	$0.76	$0.57	$0.22	$1.43	$0.17	$0.53	$0.93	**$6.76**
East	$0.43	$0.64	$0.59	$0.50	$0.76	$0.57	$0.22	$1.45	$0.18	$0.57	$0.93	**$6.84**
Keizer	$0.42	$0.62	$0.58	$0.50	$0.76	$0.56	$0.21	$1.42	$0.17	$0.44	$0.93	**$6.61**
Monmouth/Indepen…	$0.42	$0.62	$0.58	$0.50	$0.76	$0.56	$0.21	$1.42	$0.17	$0.44	$0.93	**$6.61**
North Marion County	$0.42	$0.62	$0.58	$0.50	$0.76	$0.56	$0.21	$1.42	$0.17	$0.44	$0.93	**$6.61**
Outlying Marion Co…	$0.42	$0.62	$0.58	$0.50	$0.76	$0.56	$0.21	$1.42	$0.17	$0.44	$0.93	**$6.61**
Outlying Polk County	$0.42	$0.62	$0.58	$0.50	$0.76	$0.56	$0.21	$1.42	$0.17	$0.44	$0.93	**$6.61**
South	$0.42	$0.61	$0.58	$0.50	$0.75	$0.56	$0.21	$1.39	$0.16	$0.44	$0.92	**$6.54**
West	$0.42	$0.61	$0.58	$0.50	$0.75	$0.56	$0.21	$1.38	$0.16	$0.44	$0.92	**$6.53**

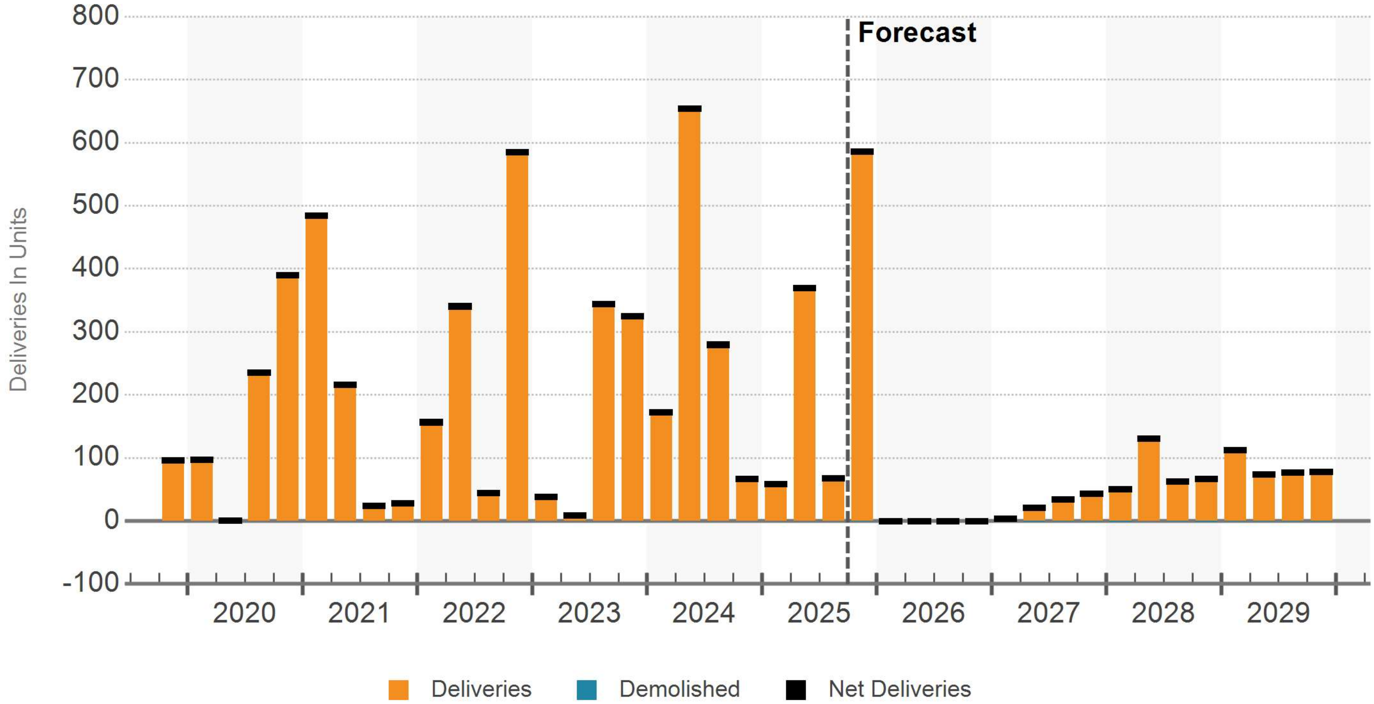
Expenses are estimated using NCREIF, IREM, and CoStar data using the narrowest possible geographical definition from Zip Code to region.

1 & 2 STAR EXPENSES PER SF (ANNUAL)

	Operating Expenses								Capital Expenditures			
Market / Cluster	Mgmt.	Admin.	Payroll	Water	Utilities	Maint.	Insurance	Taxes	Appliance	Structural	Other	Total
Salem	$0.40	$0.49	$0.56	$0.48	$0.72	$0.54	$0.20	$1.05	$0.07	$0.43	$0.86	**$5.80**
Central	$0.40	$0.49	$0.56	$0.48	$0.72	$0.54	$0.20	$1.05	$0.06	$0.43	$0.86	**$5.79**
East	$0.40	$0.50	$0.56	$0.48	$0.72	$0.54	$0.20	$1.07	$0.07	$0.42	$0.86	**$5.82**
Keizer	$0.40	$0.49	$0.56	$0.48	$0.72	$0.54	$0.20	$1.06	$0.07	$0.42	$0.86	**$5.80**
Monmouth/Indepen…	$0.40	$0.49	$0.56	$0.48	$0.72	$0.54	$0.20	$1.04	$0.06	$0.42	$0.86	**$5.77**
North Marion County	$0.40	$0.49	$0.56	$0.48	$0.72	$0.54	$0.20	$1.04	$0.06	$0.42	$0.86	**$5.77**
Outlying Marion Co…	$0.41	$0.51	$0.56	$0.48	$0.72	$0.54	$0.20	$1.10	$0.08	$0.42	$0.87	**$5.89**
Outlying Polk County	$0.40	$0.49	$0.56	$0.48	$0.72	$0.54	$0.20	$1.04	$0.06	$0.42	$0.86	**$5.77**
South	$0.40	$0.49	$0.56	$0.48	$0.72	$0.54	$0.20	$1.05	$0.06	$0.42	$0.86	**$5.78**
West	$0.40	$0.49	$0.56	$0.48	$0.72	$0.54	$0.20	$1.04	$0.06	$0.42	$0.86	**$5.77**

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

DELIVERIES & DEMOLITIONS

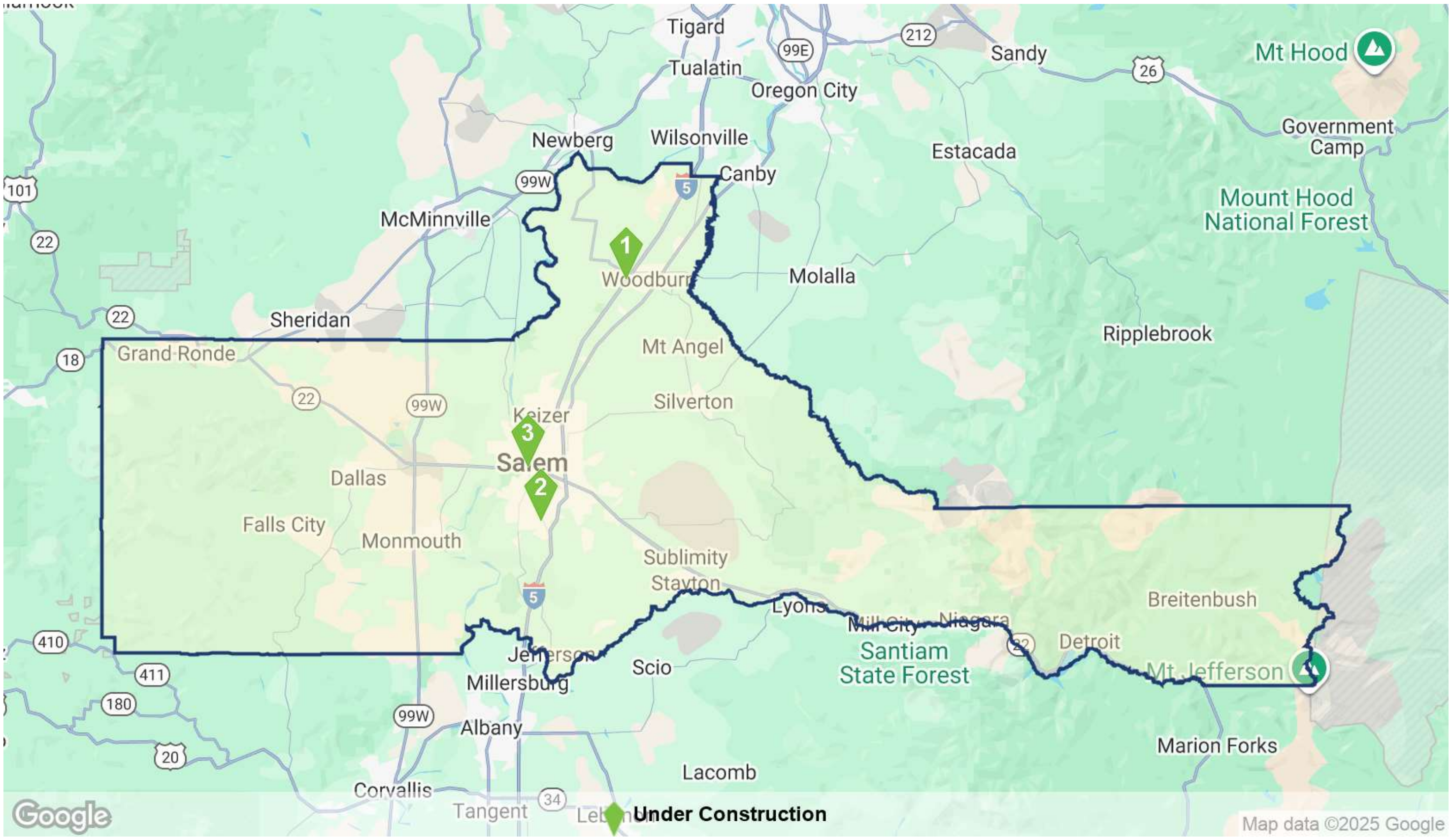


Under Construction Properties

Salem Multi-Family

Properties	Units	Percent of Inventory	Avg. No. Units
3	700	2.2%	233

UNDER CONSTRUCTION PROPERTIES



UNDER CONSTRUCTION

	Property Name/Address	Rating	Units	Stories	Start	Complete	Developer/Owner
1	**Allison Summit** Stacy Allison Way	★★★★☆	586	3	Jul 2023	Nov 2025	West Coast Home Solutions, LLC Eugene Labunsky
2	**Anthony's Corner** 5775 Commercial St	★★★☆☆	72	4	Sep 2023	Nov 2025	Rushing Real Estate, Inc. Rushing Real Estate, Inc.
3	**The Cartwright** 1035 SE Commercial St	★★★☆☆	42	5	Sep 2024	Nov 2025	FXG Construction Coursey Enterprises Llc

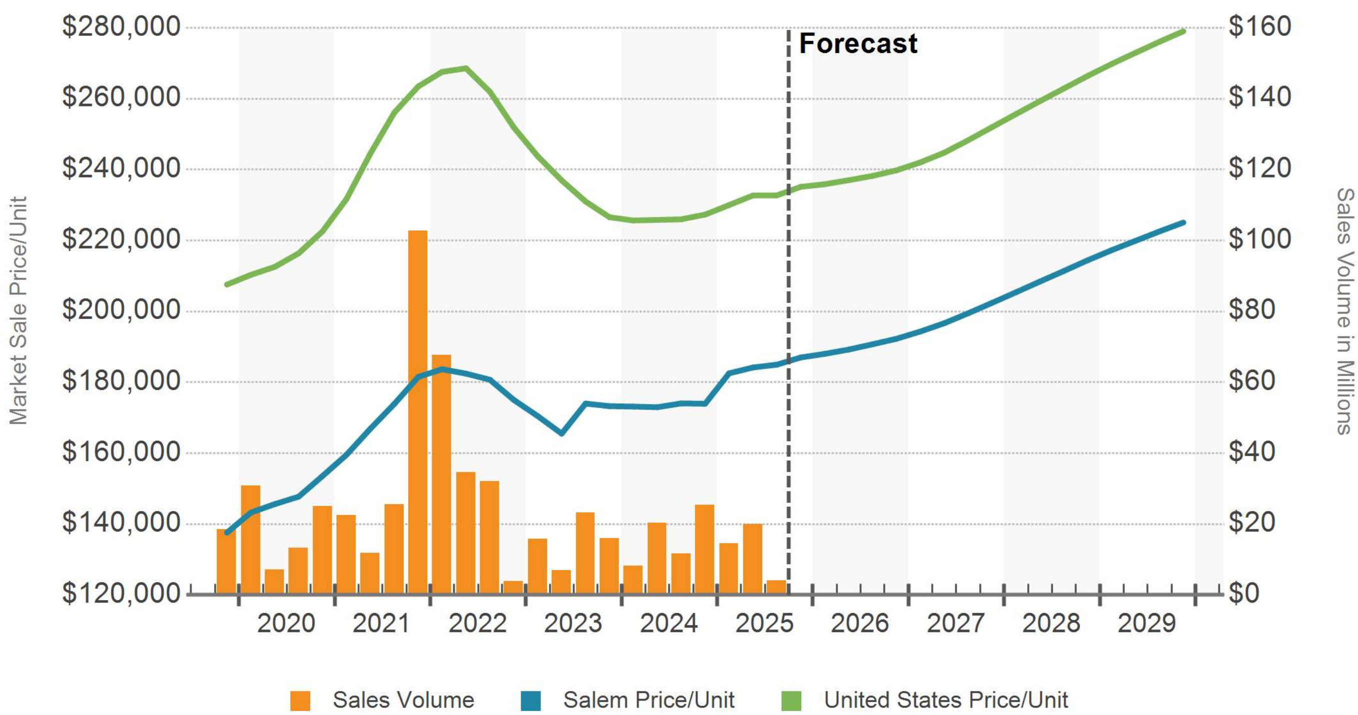
Institutional and other midsize regional investors haven't targeted Salem with the same frequency as other Oregon markets, preferring to focus more on Portland further north, Eugene further south, and Bend to the east. However, given the shift in buyer profiles across the state, Salem's higher yields are attractive and could meaningfully boost capital market activity in the coming years.

Trailing-year investment volume equates to $63.7 million, which compares to the five-year average pace of $97.4 million per year. Over the past year, approximately 29 assets have traded hands, an even steeper drop from the previous five-year average rate of 33 trades. However, that these figures are heavily skewed by record-breaking activity that took place from 21Q3 to 22Q3.

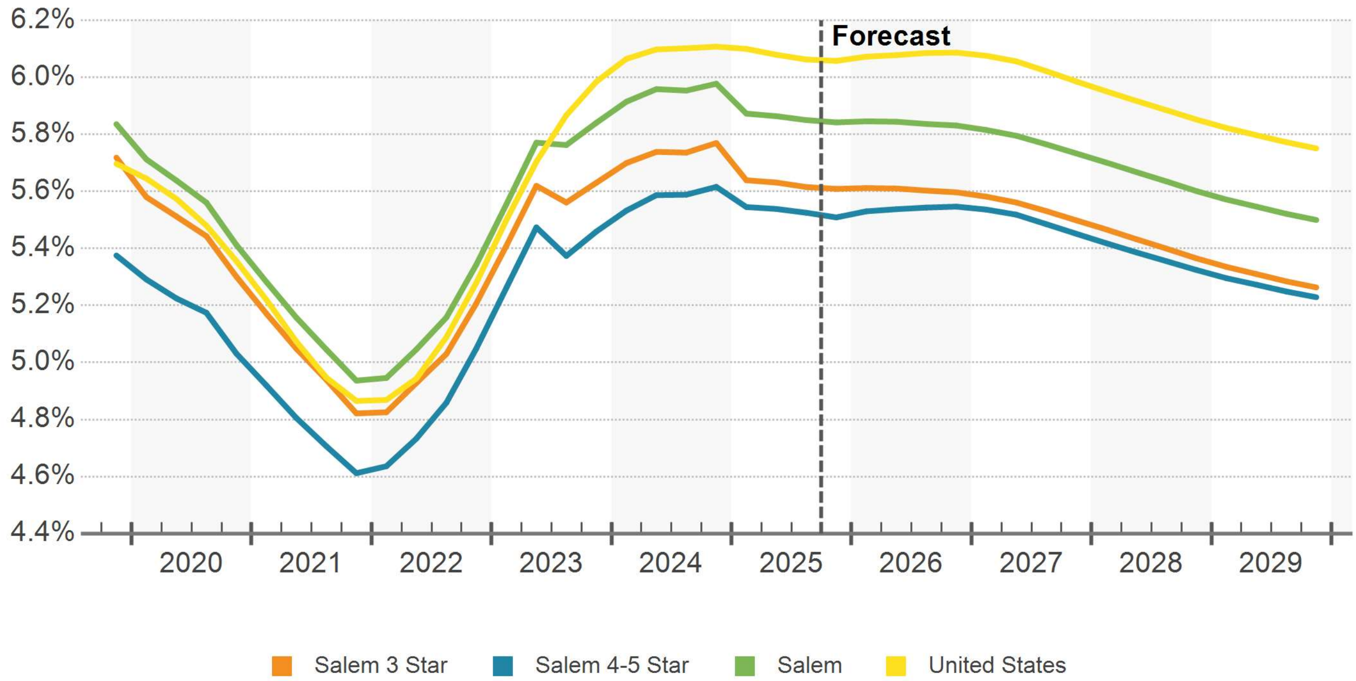
The largest deal to trade hands in the past few quarters was Cleveland Crossing in Woodburn, a 42-unit community built in 2024. The asset was purchased by Vanamor Investments for $9.4 million ($224,000/unit). The net operating income for 2025 was reported to be approximately $564,000, yielding a cap rate of 6%.

Other active investors are targeting value-add deals or newer stabilized assets with varied income streams. Examples include a portfolio of three communities, with two—the Chancellor and Falcon View Apartments—located in Salem at a blended price of just under $150,000/unit. The 1990s and 2000s vintages make these well-suited for light updates and rent increases.

SALES VOLUME & MARKET SALE PRICE PER UNIT



MARKET CAP RATE

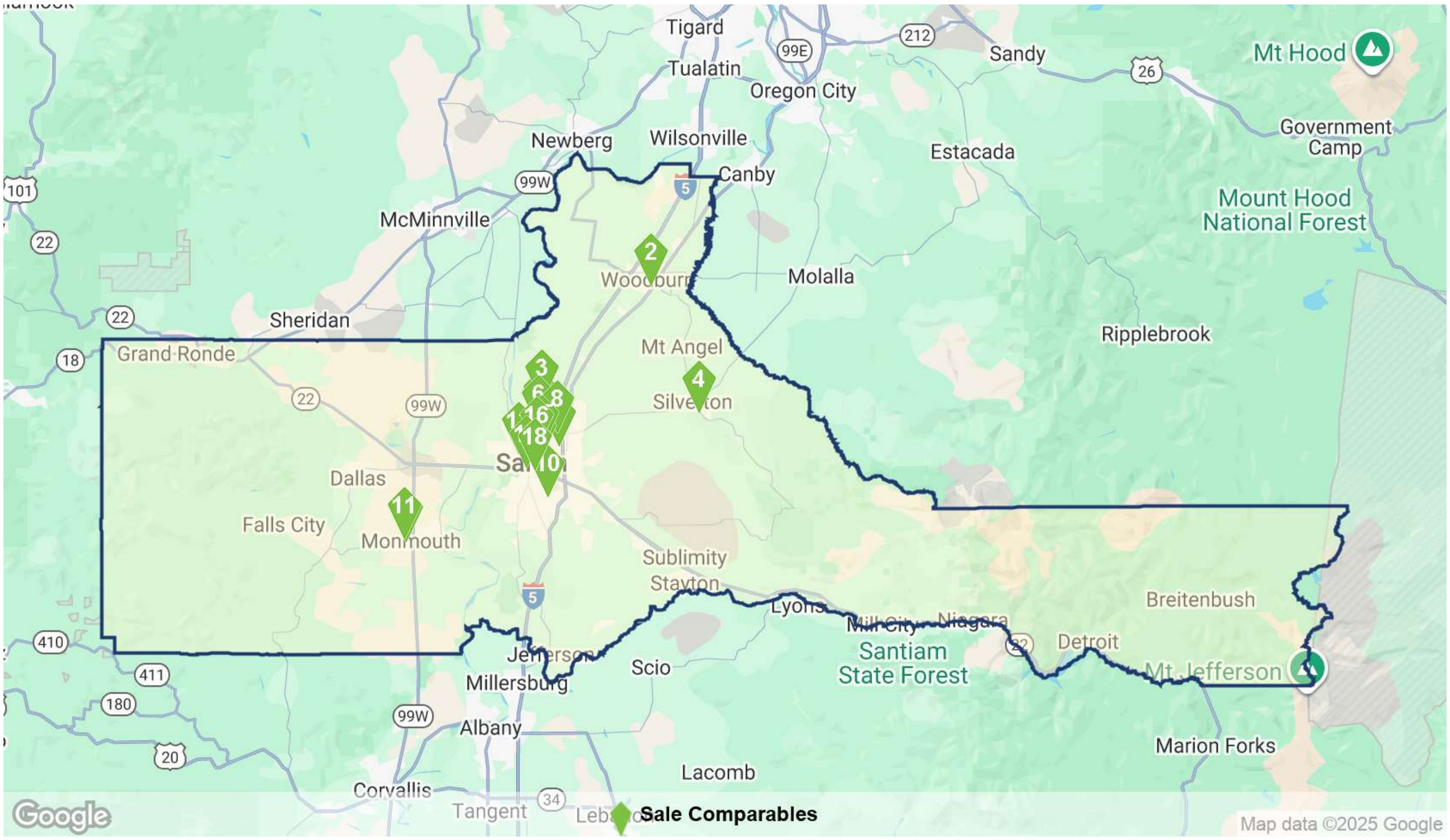


Sales Past 12 Months

Salem Multi-Family

Sale Comparables	Avg. Price/Unit (thous.)	Average Price (mil.)	Average Vacancy at Sale
28	**$196**	**$3.9**	**4.8%**

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	$825,000	$3,923,191	$2,425,000	$11,388,049
Price/Unit	$100,500	$196,028	$158,814	$295,000
Cap Rate	5.2%	5.8%	5.9%	6.5%
Vacancy Rate At Sale	0%	4.8%	0%	8.5%
Time Since Sale in Months	1.1	5.8	6.2	11.4
Property Attributes	**Low**	**Average**	**Median**	**High**
Property Size in Units	6	16	13	59
Number of Floors	1	1	2	4
Average Unit SF	183	773	770	2,741
Year Built	1925	1975	1968	2024
Star Rating	★★☆☆☆	★★☆☆☆ 2.4	★★☆☆☆	★★★★☆

Sales Past 12 Months

Salem Multi-Family

RECENT SIGNIFICANT SALES

		Property Information				Sale Information			
	Property Name/Address	Rating	Yr Built	Units	Vacancy	Sale Date	Price	Price/Unit	Price/SF
1	Cherry City Crossing 3930-3960 Cherry Ave NE	★★★★☆	2022	40	7.5%	11/1/2024	$11,388,049	$284,701	$298
2	Cleveland Crossing 1430 E Cleveland St	★★★☆☆	2024	42	4.8%	3/31/2025	$9,400,000	$223,809	$250
3	Bluebird Keizer 812-898 Lockhaven Dr NE	★★★☆☆	2000	59	8.5%	6/17/2025	$9,300,000	$157,627	$122
4	SilverRidge Apartments 1119-1201 S Water St	★★★☆☆	1998	38	0%	6/26/2025	$7,500,000	$197,368	$218
5	2415 Strong Heights Ln SE	★★★☆☆	2023	16	6.3%	12/30/2024	$4,720,000	$295,000	$72
6	Plymouth Duster 621-647 Plymouth Dr NE	★★★☆☆	2023	13	7.7%	3/4/2025	$3,150,000	$242,307	$324
7	Debbie Way 2015-2085 Debbie Way NE	★★☆☆☆	1973	13	0%	12/30/2024	$2,650,000	$203,846	$193
8	Silverleaf Apartments 3414-3458 30th Ave NE	★★☆☆☆	1979	18	5.6%	12/2/2024	$2,500,000	$138,888	$162
9	Martha Washington Apartments 302 Monmouth Ave S	★★☆☆☆	1969	15	0%	6/20/2025	$2,350,000	$156,666	$156
10	3773 Saw Ln SE	★★★☆☆	2023	8	0%	12/30/2024	$2,333,000	$291,625	$106
11	160 Whitman St N	★★★☆☆	1964	16	6.3%	1/8/2025	$1,900,000	$118,750	$146
12	Quintero Apartments 1053-1081 Ruge St NW	★★★☆☆	1968	13	7.7%	10/21/2024	$1,690,000	$130,000	$136
13	The Park View Apartments 1104-1120 Waller St SE	★★☆☆☆	1965	9	0%	8/29/2025	$1,100,000	$122,222	$140
14	1230 Chemeketa St NE	★★☆☆☆	1925	10	0%	7/14/2025	$1,005,000	$100,500	$106
15	1710 Capitol St NE	★★☆☆☆	1930	6	0%	7/7/2025	$960,000	$160,000	$204
16	1281-1295 Church St NE	★★☆☆☆	1960	6	0%	6/30/2025	$825,000	$137,500	$216
17	1127-1145 Saginaw St S	★★☆☆☆	1960	10	0%	2/5/2025	-	-	-
18	1140-1156 Hines St SE	★★☆☆☆	1959	8	6.3%	3/28/2025	-	-	-
18	1140-1156 Hines St SE	★★☆☆☆	1959	8	6.3%	3/28/2025	-	-	-
19	2463-2479 Lee St SE	★★☆☆☆	1962	8	0%	2/5/2025	-	-	-

Economy

The Salem, Oregon metropolitan area, which includes Marion and Polk counties, presents a modest but steady economic profile shaped by its role as the state capital and a regional hub for government, agriculture, and education.

Employment in the region has grown gradually, supported by public sector stability and a mix of private industries. State government remains the largest employer, with agencies and administrative offices concentrated in downtown Salem. Other significant employers include Salem Health, Willamette University, and Kaiser Permanente, along with food processing firms and agricultural cooperatives that reflect the area's rural economic base.

Population growth in Salem has been consistent, though slower on a percentage basis than in other Oregon metros like Bend. The metro area's population is estimated at around 450,000, with growth driven primarily by in-state migration and affordability relative to Portland. The region has attracted retirees and young families seeking lower housing costs and a quieter lifestyle, though housing supply constraints and rising prices have begun to challenge that narrative in recent years.

Higher education contributes meaningfully to Salem's workforce and civic life. Willamette University, a private liberal arts institution, anchors the city's academic landscape and supports research and public service initiatives. Chemeketa Community College also plays a vital role in workforce development, offering vocational training and transfer pathways that align with local labor market needs. These institutions help supply talent to healthcare, education, and public administration sectors.

Quality of life in Salem is shaped by its blend of small-city amenities and access to nature. The city offers a walkable downtown, historic architecture, and proximity to the Willamette River and wine country. Commute times remain short, and the region's transportation infrastructure supports access to the I-5 corridor and Amtrak service.

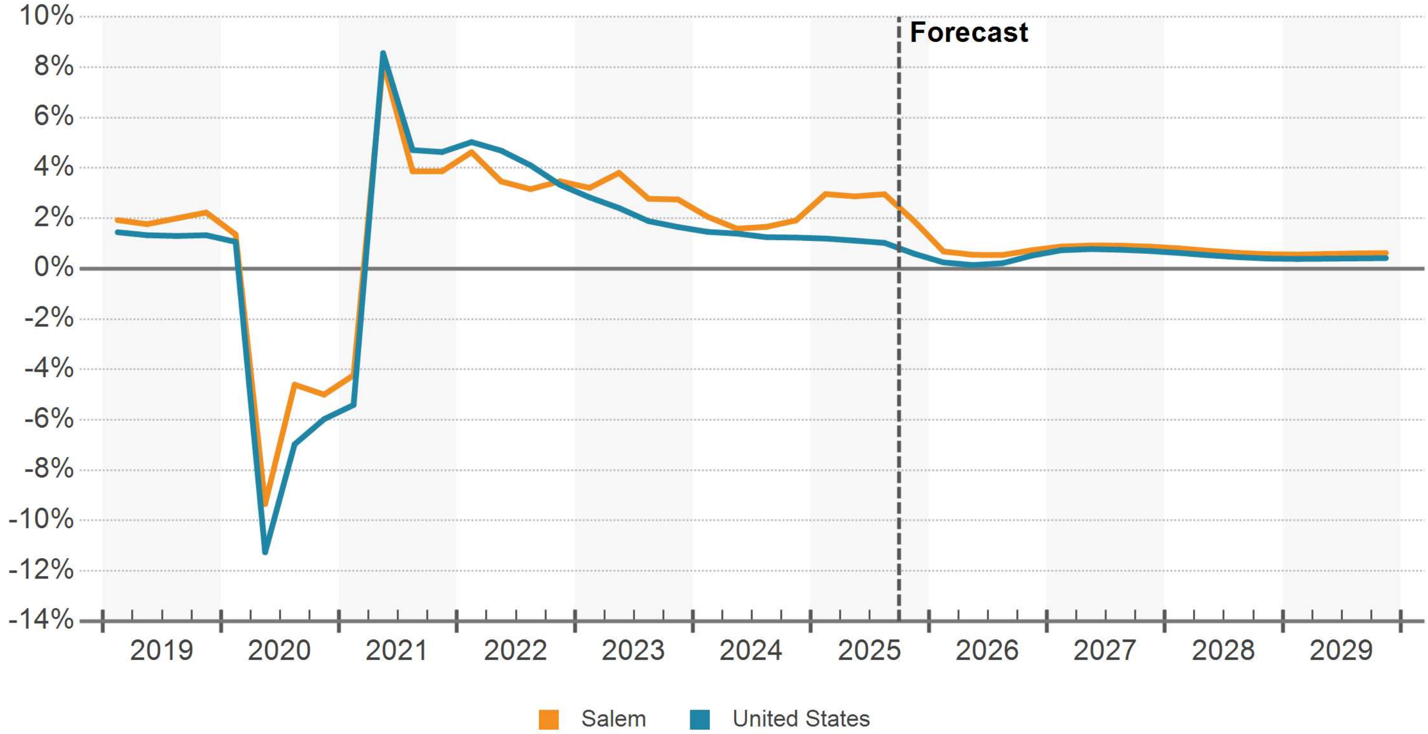
Overall, Salem's economic outlook is stable. While it lacks the dynamism of larger urban centers, its strengths in governance, healthcare, and education provide a reliable foundation. Continued investment in housing, infrastructure, and workforce development will be essential to sustaining growth and maintaining livability.

SALEM EMPLOYMENT BY INDUSTRY IN THOUSANDS

	CURRENT JOBS		CURRENT GROWTH		10 YR HISTORICAL		5 YR FORECAST	
Industry	**Jobs**	**LQ**	**Market**	**US**	**Market**	**US**	**Market**	**US**
Manufacturing	12	0.8	-1.51%	-0.90%	-1.24%	0.30%	-0.46%	0.12%
Trade, Transportation and Utilities	30	0.9	0.11%	0.63%	1.21%	0.82%	0.56%	0.24%
Retail Trade	19	1.0	-0.81%	0.58%	0.14%	0.01%	0.46%	0.16%
Financial Activities	6	0.5	-2.80%	0.93%	-1.27%	1.29%	0.00%	0.29%
Government	45	1.6	2.03%	0.63%	1.06%	0.67%	0.30%	0.23%
Natural Resources, Mining and Construction	14	1.4	1.67%	1.05%	4.27%	2.09%	1.56%	0.60%
Education and Health Services	39	1.2	7.86%	3.31%	4.31%	2.21%	1.08%	0.70%
Professional and Business Services	19	0.7	7.09%	0.12%	3.91%	1.32%	1.01%	0.66%
Information	2	0.5	3.69%	0.42%	6.32%	0.66%	1.00%	0.34%
Leisure and Hospitality	17	0.8	2.36%	1.29%	1.38%	1.14%	0.86%	0.82%
Other Services	6	0.8	0.25%	1.15%	0.88%	0.73%	0.18%	0.23%
Total Employment	**190**	**1.0**	**2.92%**	**1.01%**	**1.96%**	**1.17%**	**0.67%**	**0.45%**

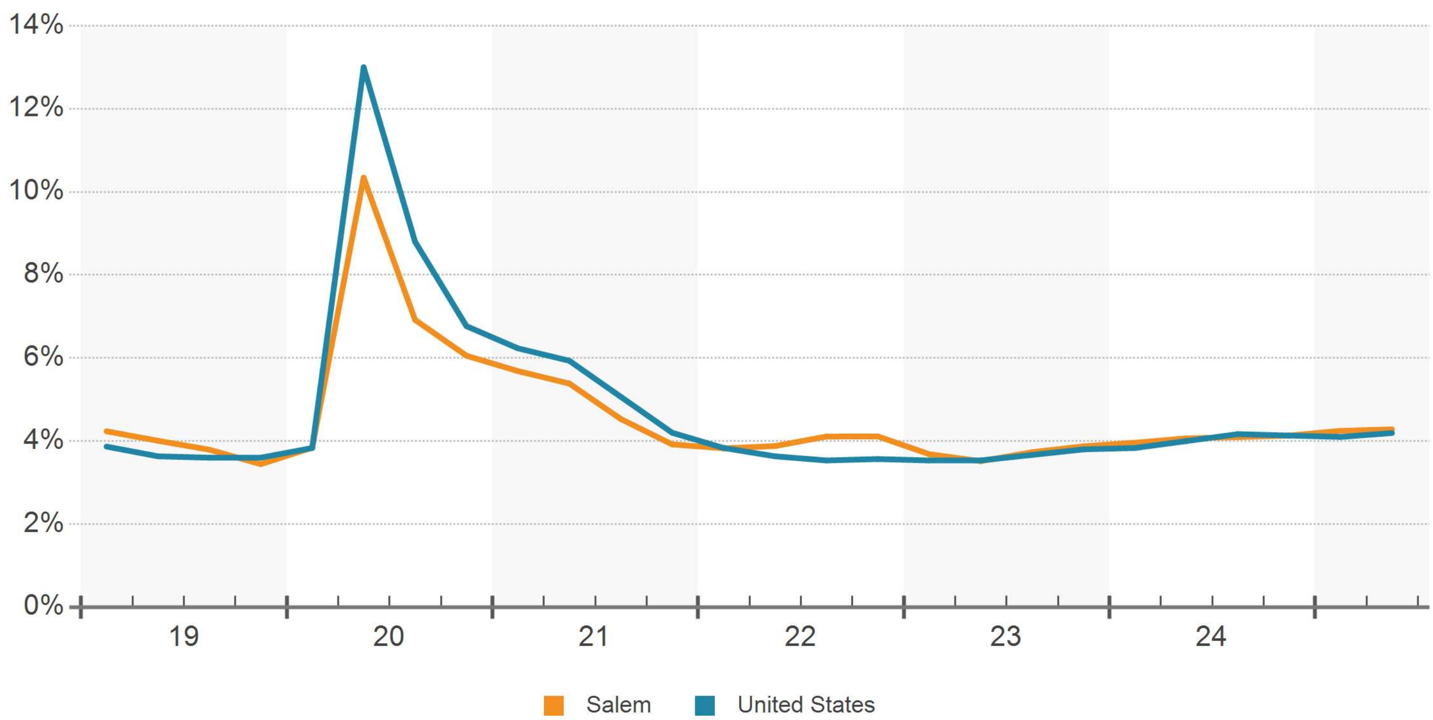
Source: Oxford Economics
LQ = Location Quotient

JOB GROWTH (YOY)

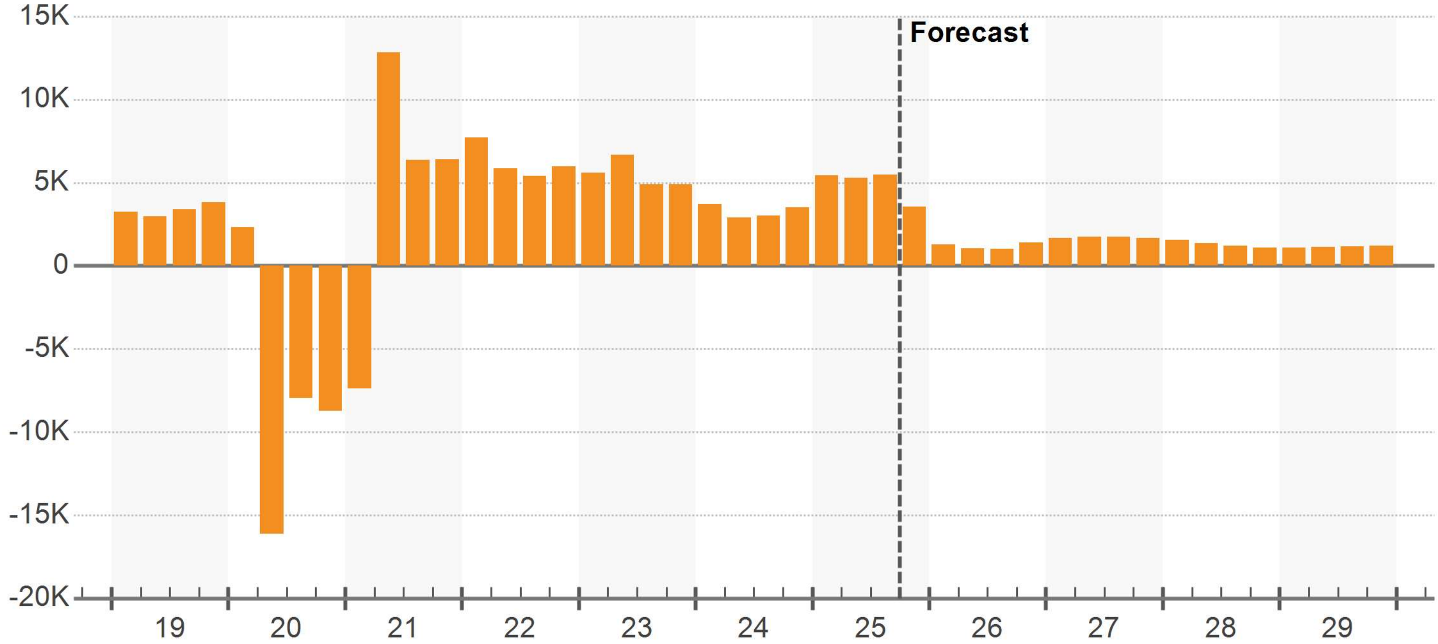


Source: Oxford Economics

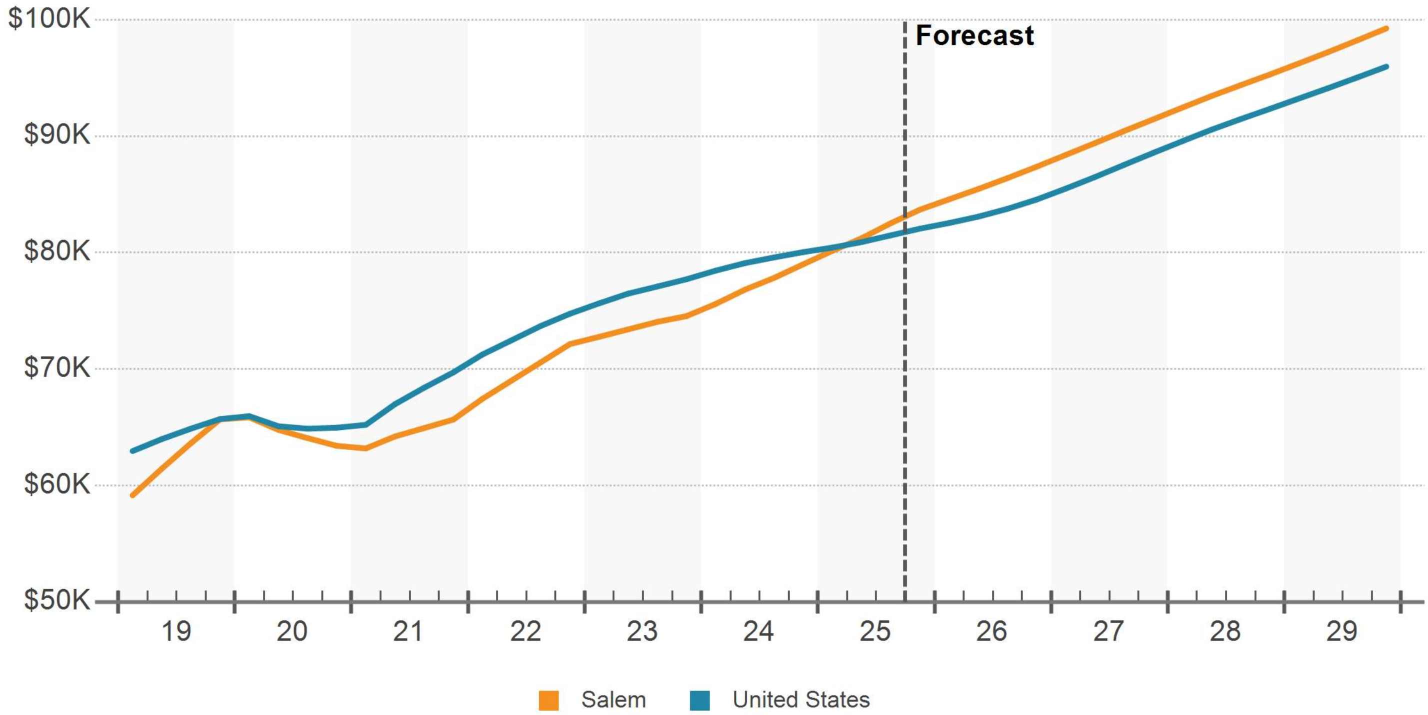
UNEMPLOYMENT RATE (%)



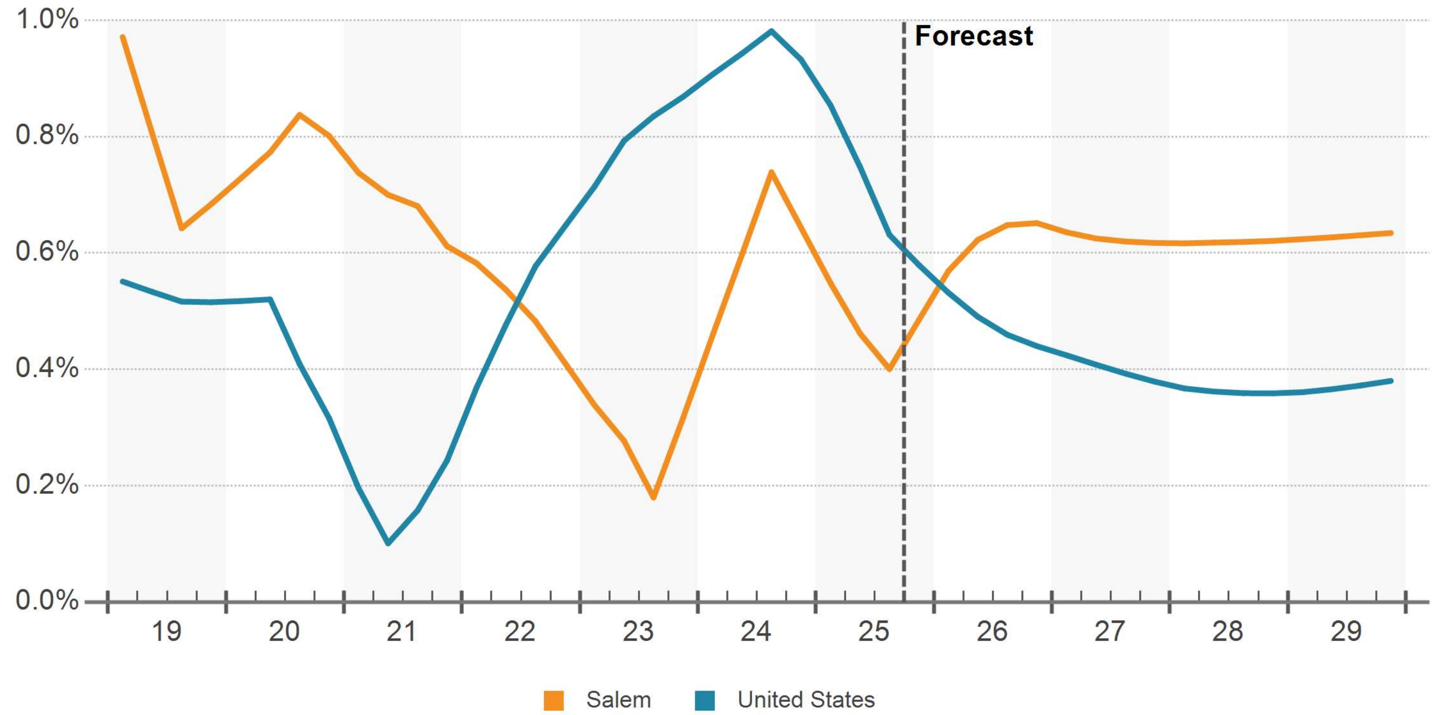
NET EMPLOYMENT CHANGE (YOY)



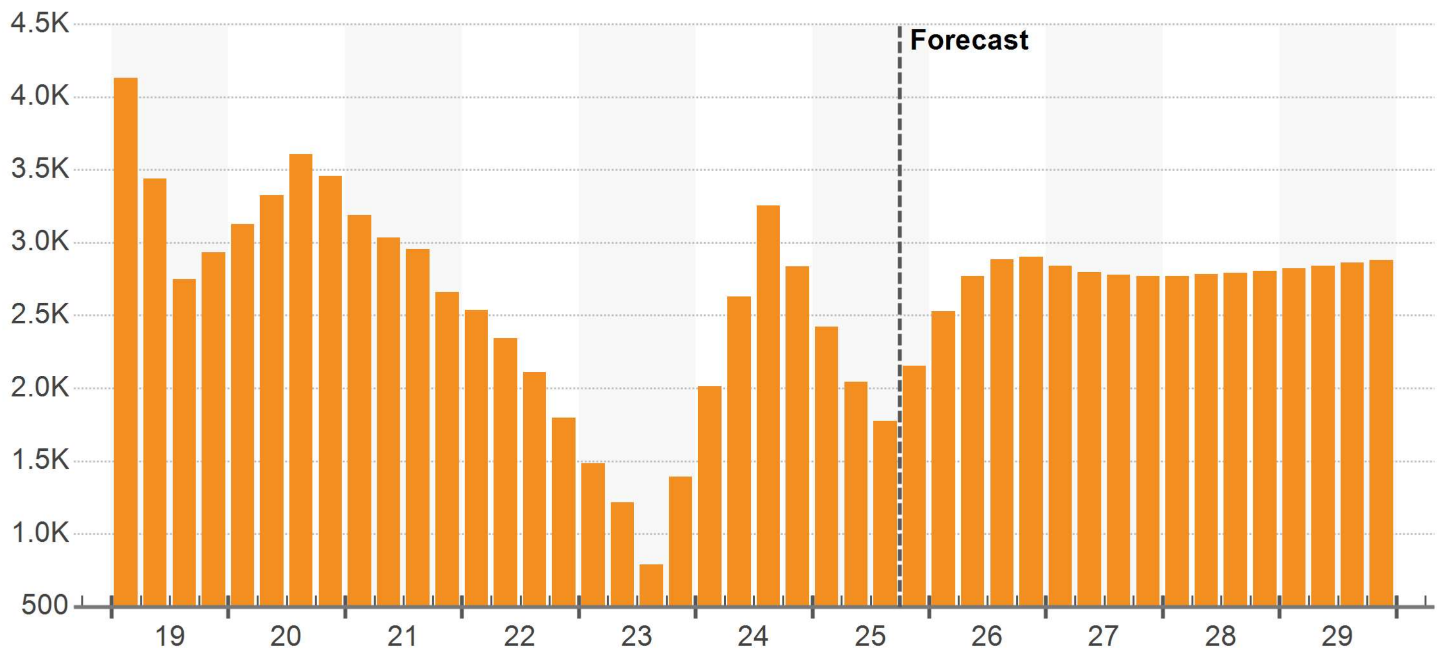
MEDIAN HOUSEHOLD INCOME



POPULATION GROWTH (YOY %)



NET POPULATION CHANGE (YOY)



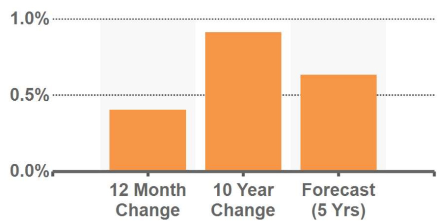
Economy

DEMOGRAPHIC TRENDS

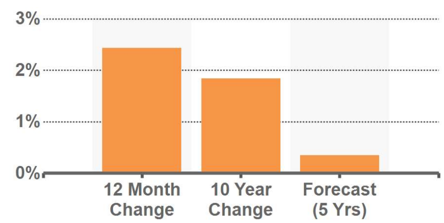
	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
Demographic Category	**Metro**	**US**	**Metro**	**US**	**Metro**	**US**	**Metro**	**US**
Population	445,215	342,271,719	0.4%	0.6%	0.9%	0.6%	0.6%	0.4%
Households	165,892	134,584,250	0.5%	0.8%	1.4%	1.0%	0.7%	0.5%
Median Household Income	$82,563	$81,507	6.0%	2.4%	4.8%	4.0%	4.4%	3.9%
Labor Force	225,917	170,857,188	2.4%	1.4%	1.8%	0.9%	0.3%	0.3%
Unemployment	4.3%	4.2%	0.2%	0%	-0.1%	-0.1%	-	-

Source: Oxford Economics

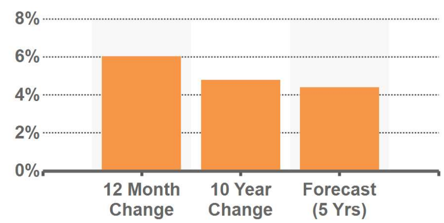
POPULATION GROWTH



LABOR FORCE GROWTH

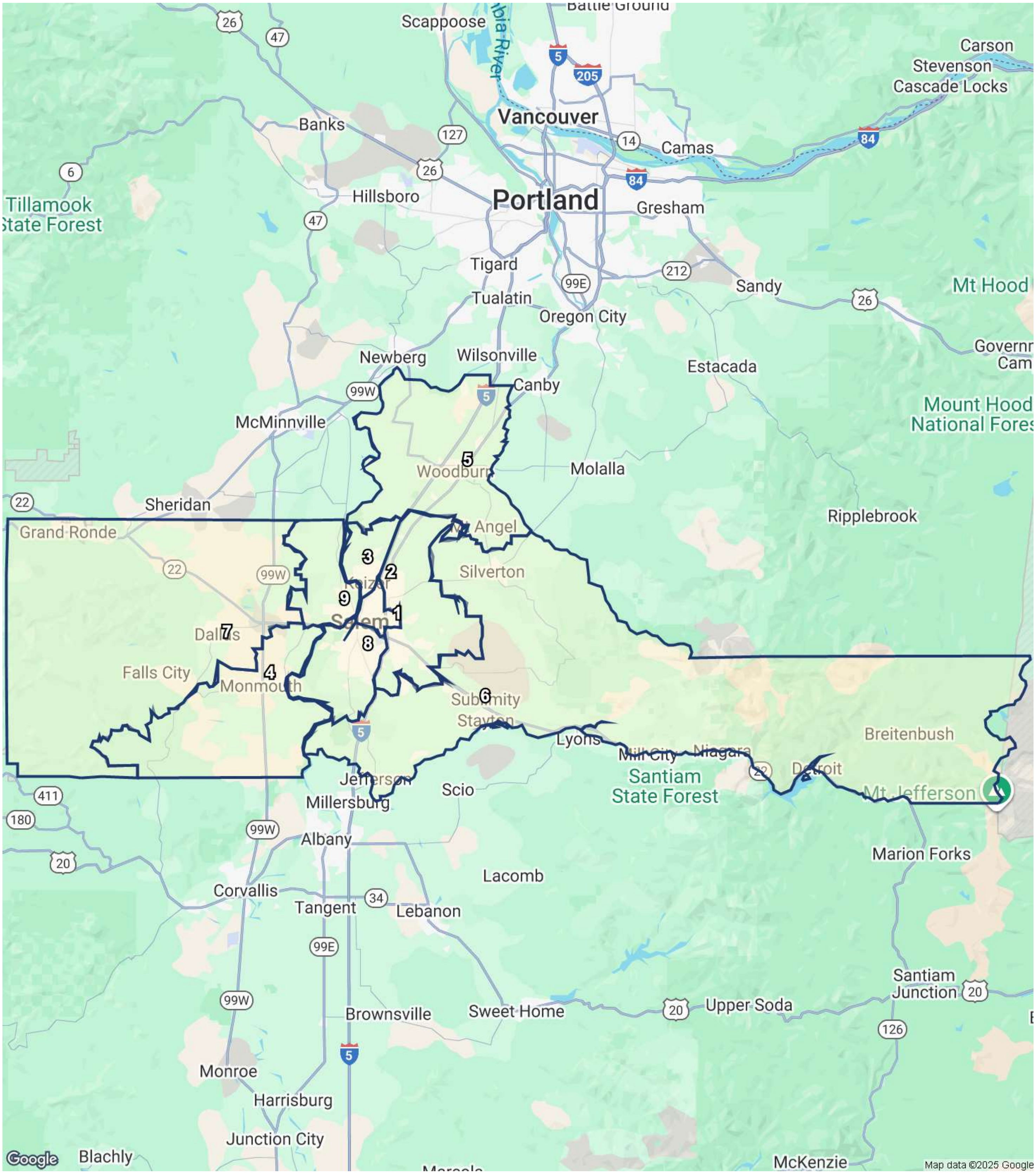


INCOME GROWTH



Source: Oxford Economics

SALEM SUBMARKETS



SUBMARKET INVENTORY

		Inventory				12 Month Deliveries				Under Construction			
No.	Submarket	Bldgs	Units	% Market	Rank	Bldgs	Units	Percent	Rank	Bldgs	Units	Percent	Rank
1	Central	258	6,812	21.8%	2	1	369	5.4%	1	0	0	0%	-
2	East	88	5,652	18.1%	3	0	0	0%	-	0	0	0%	-
3	Keizer	109	3,633	11.6%	4	1	64	1.8%	3	0	0	0%	-
4	Monmouth/Independence	39	1,343	4.3%	8	0	0	0%	-	0	0	0%	-
5	North Marion County	53	2,593	8.3%	5	0	0	0%	-	1	586	22.6%	1
6	Outlying Marion County	60	1,370	4.4%	7	0	0	0%	-	0	0	0%	-
7	Outlying Polk County	35	638	2.0%	9	0	0	0%	-	0	0	0%	-
8	South	187	6,971	22.3%	1	2	58	0.8%	4	2	114	1.6%	2
9	West	46	2,288	7.3%	6	1	67	2.9%	2	0	0	0%	-

SUBMARKET RENT

		Asking Rents				Effective Rents					
No.	Market	Per Unit	Per SF	Rank	Yr. Growth	Per Unit	Per SF	Rank	Yr. Growth	Concession	Rank
1	Central	$1,280	$1.61	4	1.0%	$1,264	$1.59	4	0.7%	1.2%	2
2	East	$1,443	$1.58	5	-1.1%	$1,433	$1.57	5	-1.0%	0.7%	4
3	Keizer	$1,329	$1.49	7	0.4%	$1,316	$1.47	7	0.1%	1.0%	3
4	Monmouth/Independence	$1,518	$1.68	2	1.7%	$1,508	$1.67	2	1.8%	0.6%	5
5	North Marion County	$1,563	$1.74	1	0.4%	$1,543	$1.72	1	1.6%	1.3%	1
6	Outlying Marion County	$1,304	$1.48	8	3.3%	$1,296	$1.47	8	3.2%	0.6%	6
7	Outlying Polk County	$1,138	$1.20	9	1.3%	$1,134	$1.20	9	1.3%	0.4%	9
8	South	$1,407	$1.56	6	1.1%	$1,400	$1.55	6	1.1%	0.5%	8
9	West	$1,504	$1.64	3	0.8%	$1,496	$1.63	3	0.9%	0.6%	7

SUBMARKET VACANCY & ABSORPTION

		Vacancy			12 Month Absorption			
No.	Submarket	Units	Percent	Rank	Units	% of Inv	Rank	Construc. Ratio
1	Central	409	6.0%	7	354	5.2%	1	1.0
2	East	308	5.4%	5	112	2.0%	3	-
3	Keizer	144	4.0%	2	95	2.6%	4	-
4	Monmouth/Independence	74	5.5%	6	14	1.0%	7	-
5	North Marion County	171	6.6%	8	199	7.7%	2	-
6	Outlying Marion County	72	5.2%	3	(3)	-0.2%	9	-
7	Outlying Polk County	15	2.3%	1	0	0%	-	-
8	South	376	5.4%	4	59	0.8%	5	1.0
9	West	166	7.3%	9	25	1.1%	6	2.7

OVERALL SUPPLY & DEMAND

	Inventory			Absorption		
Year	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2029	32,625	337	1.0%	342	1.0%	1.0
2028	32,288	309	1.0%	282	0.9%	1.1
2027	31,979	99	0.3%	245	0.8%	0.4
2026	31,880	(4)	0%	364	1.1%	0
2025	31,884	1,078	3.5%	851	2.7%	1.3
YTD	31,300	494	1.6%	670	2.1%	0.7
2024	30,806	1,171	4.0%	1,161	3.8%	1.0
2023	29,635	714	2.5%	451	1.5%	1.6
2022	28,921	1,124	4.0%	312	1.1%	3.6
2021	27,797	749	2.8%	1,017	3.7%	0.7
2020	27,048	721	2.7%	706	2.6%	1.0
2019	26,327	586	2.3%	351	1.3%	1.7
2018	25,741	266	1.0%	444	1.7%	0.6
2017	25,475	565	2.3%	293	1.2%	1.9
2016	24,910	180	0.7%	313	1.3%	0.6
2015	24,730	483	2.0%	776	3.1%	0.6
2014	24,247	420	1.8%	427	1.8%	1.0
2013	23,827	308	1.3%	365	1.5%	0.8

4 & 5 STAR SUPPLY & DEMAND

	Inventory			Absorption		
Year	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2029	6,619	300	4.7%	268	4.0%	1.1
2028	6,319	241	4.0%	195	3.1%	1.2
2027	6,078	104	1.7%	226	3.7%	0.5
2026	5,974	0	0%	327	5.5%	0
2025	5,974	711	13.5%	274	4.6%	2.6
YTD	5,388	125	2.4%	170	3.2%	0.7
2024	5,263	247	4.9%	534	10.1%	0.5
2023	5,016	308	6.5%	224	4.5%	1.4
2022	4,708	856	22.2%	405	8.6%	2.1
2021	3,852	160	4.3%	552	14.3%	0.3
2020	3,692	493	15.4%	355	9.6%	1.4
2019	3,199	480	17.7%	233	7.3%	2.1
2018	2,719	0	0%	53	1.9%	0
2017	2,719	354	15.0%	273	10.0%	1.3
2016	2,365	180	8.2%	207	8.8%	0.9
2015	2,185	356	19.5%	431	19.7%	0.8
2014	1,829	294	19.2%	211	11.5%	1.4
2013	1,535	0	0%	(11)	-0.7%	0

3 STAR SUPPLY & DEMAND

	Inventory			Absorption		
Year	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2029	13,250	42	0.3%	62	0.5%	0.7
2028	13,208	72	0.5%	67	0.5%	1.1
2027	13,136	0	0%	10	0.1%	0
2026	13,136	0	0%	68	0.5%	0
2025	13,136	369	2.9%	581	4.4%	0.6
YTD	13,136	369	2.9%	501	3.8%	0.7
2024	12,767	924	7.8%	575	4.5%	1.6
2023	11,843	382	3.3%	292	2.5%	1.3
2022	11,461	268	2.4%	57	0.5%	4.7
2021	11,193	589	5.6%	496	4.4%	1.2
2020	10,604	215	2.1%	282	2.7%	0.8
2019	10,389	106	1.0%	137	1.3%	0.8
2018	10,283	258	2.6%	347	3.4%	0.7
2017	10,025	211	2.1%	64	0.6%	3.3
2016	9,814	0	0%	53	0.5%	0
2015	9,814	127	1.3%	201	2.0%	0.6
2014	9,687	126	1.3%	191	2.0%	0.7
2013	9,561	264	2.8%	285	3.0%	0.9

1 & 2 STAR SUPPLY & DEMAND

	Inventory			Absorption		
Year	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2029	12,756	(5)	0%	12	0.1%	-
2028	12,761	(4)	0%	20	0.2%	-
2027	12,765	(5)	0%	9	0.1%	-
2026	12,770	(4)	0%	(31)	-0.2%	0.1
2025	12,774	(2)	0%	(4)	0%	0.5
YTD	12,776	0	0%	(1)	0%	0
2024	12,776	0	0%	52	0.4%	0
2023	12,776	24	0.2%	(65)	-0.5%	-
2022	12,752	0	0%	(150)	-1.2%	0
2021	12,752	0	0%	(31)	-0.2%	0
2020	12,752	13	0.1%	69	0.5%	0.2
2019	12,739	0	0%	(19)	-0.1%	0
2018	12,739	8	0.1%	44	0.3%	0.2
2017	12,731	0	0%	(44)	-0.3%	0
2016	12,731	0	0%	53	0.4%	0
2015	12,731	0	0%	144	1.1%	0
2014	12,731	0	0%	25	0.2%	0
2013	12,731	44	0.3%	91	0.7%	0.5

OVERALL VACANCY & RENT

	Vacancy			Market Rent				Effective Rents	
Year	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2029	1,645	5.0%	(0.1)	$1,571	$1.78	2.8%	(0.3)	$1,558	$1.77
2028	1,650	5.1%	0	$1,528	$1.73	3.1%	0	$1,515	$1.72
2027	1,624	5.1%	(0.5)	$1,482	$1.68	3.1%	0.6	$1,470	$1.67
2026	1,768	5.5%	(1.2)	$1,438	$1.63	2.4%	1.4	$1,426	$1.62
2025	2,136	6.7%	0.5	$1,404	$1.59	1.0%	(0.3)	$1,393	$1.58
YTD	1,734	5.5%	(0.7)	$1,399	$1.58	0.6%	(0.8)	$1,388	$1.57
2024	1,912	6.2%	(0.2)	$1,390	$1.57	1.4%	(0.6)	$1,376	$1.56
2023	1,884	6.4%	0.8	$1,371	$1.55	2.0%	(3.6)	$1,358	$1.54
2022	1,619	5.6%	2.7	$1,345	$1.52	5.6%	(1.5)	$1,336	$1.51
2021	805	2.9%	(1.1)	$1,274	$1.44	7.0%	2.9	$1,269	$1.44
2020	1,073	4.0%	(0.1)	$1,190	$1.35	4.1%	0.1	$1,186	$1.34
2019	1,058	4.0%	0.8	$1,143	$1.29	4.0%	(0.1)	$1,135	$1.28
2018	822	3.2%	(0.7)	$1,099	$1.24	4.0%	(1.0)	$1,089	$1.23
2017	999	3.9%	1.0	$1,057	$1.19	5.1%	(1.3)	$1,043	$1.18
2016	728	2.9%	(0.6)	$1,006	$1.14	6.4%	(0.6)	$998	$1.13
2015	861	3.5%	(1.3)	$945	$1.07	7.0%	3.9	$935	$1.06
2014	1,155	4.8%	(0.1)	$883	$1	3.1%	1.1	$873	$0.99
2013	1,162	4.9%	(0.3)	$857	$0.97	2.0%	-	$850	$0.96

4 & 5 STAR VACANCY & RENT

	Vacancy			Market Rent				Effective Rents	
Year	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2029	417	6.3%	0.2	$1,914	$2.06	2.6%	(0.3)	$1,899	$2.05
2028	385	6.1%	0.5	$1,865	$2.01	2.9%	0	$1,851	$1.99
2027	339	5.6%	(2.1)	$1,813	$1.95	2.9%	0.7	$1,798	$1.94
2026	460	7.7%	(5.5)	$1,761	$1.90	2.2%	0.4	$1,747	$1.88
2025	787	13.2%	6.5	$1,722	$1.85	1.9%	(0.5)	$1,709	$1.84
YTD	305	5.7%	(1.0)	$1,722	$1.85	0.9%	(1.4)	$1,709	$1.84
2024	350	6.6%	(5.7)	$1,691	$1.82	2.3%	2.7	$1,671	$1.80
2023	621	12.4%	1.0	$1,653	$1.78	-0.4%	(8.0)	$1,634	$1.76
2022	538	11.4%	9.2	$1,659	$1.79	7.7%	(0.1)	$1,649	$1.78
2021	87	2.3%	(10.7)	$1,541	$1.66	7.8%	5.0	$1,537	$1.65
2020	479	13.0%	2.3	$1,430	$1.54	2.8%	(1.5)	$1,425	$1.53
2019	341	10.6%	7.2	$1,390	$1.50	4.3%	0.6	$1,367	$1.47
2018	93	3.4%	(2.0)	$1,333	$1.43	3.7%	(0.2)	$1,316	$1.42
2017	146	5.4%	2.6	$1,285	$1.38	4.0%	(1.5)	$1,258	$1.35
2016	65	2.8%	(1.5)	$1,235	$1.33	5.5%	0.7	$1,222	$1.31
2015	92	4.2%	(4.9)	$1,171	$1.26	4.8%	2.5	$1,148	$1.23
2014	167	9.2%	3.7	$1,117	$1.20	2.3%	0.6	$1,098	$1.18
2013	84	5.5%	0.8	$1,092	$1.17	1.7%	-	$1,085	$1.17

3 STAR VACANCY & RENT

	Vacancy			Market Rent				Effective Rents	
Year	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2029	701	5.3%	(0.2)	$1,592	$1.75	2.9%	(0.2)	$1,577	$1.73
2028	720	5.5%	0	$1,547	$1.70	3.1%	0	$1,533	$1.68
2027	716	5.4%	(0.1)	$1,501	$1.65	3.1%	0.6	$1,487	$1.63
2026	725	5.5%	(0.5)	$1,456	$1.60	2.5%	1.9	$1,443	$1.58
2025	793	6.0%	(1.8)	$1,421	$1.56	0.6%	(0.5)	$1,408	$1.54
YTD	875	6.7%	(1.2)	$1,416	$1.55	0.3%	(0.7)	$1,403	$1.54
2024	1,007	7.9%	2.3	$1,413	$1.55	1.1%	(1.3)	$1,396	$1.53
2023	656	5.5%	0.6	$1,398	$1.53	2.4%	(2.0)	$1,383	$1.51
2022	562	4.9%	1.8	$1,366	$1.49	4.4%	(2.8)	$1,356	$1.48
2021	348	3.1%	0.7	$1,308	$1.43	7.2%	2.8	$1,303	$1.43
2020	255	2.4%	(0.7)	$1,220	$1.34	4.4%	0.9	$1,217	$1.33
2019	323	3.1%	(0.3)	$1,169	$1.28	3.4%	(0.1)	$1,165	$1.28
2018	354	3.4%	(1.0)	$1,131	$1.24	3.6%	(1.5)	$1,121	$1.23
2017	442	4.4%	1.4	$1,092	$1.19	5.1%	(1.3)	$1,078	$1.18
2016	295	3.0%	(0.5)	$1,039	$1.14	6.4%	(1.3)	$1,032	$1.13
2015	349	3.6%	(0.8)	$977	$1.07	7.7%	4.8	$968	$1.06
2014	422	4.4%	(0.7)	$907	$0.99	2.9%	0.6	$898	$0.98
2013	488	5.1%	(0.4)	$881	$0.96	2.4%	-	$874	$0.96

1 & 2 STAR VACANCY & RENT

	Vacancy			Market Rent				Effective Rents	
Year	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2029	528	4.1%	(0.1)	$1,349	$1.65	2.9%	(0.2)	$1,340	$1.64
2028	545	4.3%	(0.2)	$1,311	$1.60	3.2%	0.1	$1,302	$1.59
2027	569	4.5%	(0.1)	$1,270	$1.55	3.1%	0.6	$1,262	$1.54
2026	583	4.6%	0.2	$1,232	$1.50	2.5%	1.5	$1,223	$1.49
2025	556	4.4%	0	$1,201	$1.47	1.1%	0	$1,193	$1.46
YTD	555	4.3%	0	$1,195	$1.45	0.6%	(0.4)	$1,186	$1.44
2024	555	4.3%	(0.4)	$1,189	$1.44	1.0%	(2.2)	$1,181	$1.43
2023	608	4.8%	0.7	$1,176	$1.43	3.3%	(2.4)	$1,170	$1.42
2022	519	4.1%	1.2	$1,139	$1.38	5.7%	(0.5)	$1,133	$1.38
2021	370	2.9%	0.2	$1,078	$1.31	6.1%	1.3	$1,074	$1.30
2020	339	2.7%	(0.4)	$1,015	$1.23	4.8%	0.3	$1,011	$1.23
2019	394	3.1%	0.1	$969	$1.17	4.5%	(0.5)	$964	$1.17
2018	375	2.9%	(0.3)	$927	$1.12	5.0%	(1.0)	$920	$1.11
2017	410	3.2%	0.3	$882	$1.07	6.0%	(1.2)	$875	$1.06
2016	367	2.9%	(0.4)	$833	$1	7.2%	(0.7)	$828	$1
2015	421	3.3%	(1.1)	$777	$0.93	7.9%	3.8	$772	$0.93
2014	565	4.4%	(0.2)	$720	$0.86	4.1%	2.4	$714	$0.86
2013	590	4.6%	(0.4)	$691	$0.83	1.7%	-	$687	$0.82

OVERALL SALES

	Completed Transactions (1)						Market Pricing Trends (2)		
Year	Deals	Volume	Turnover	Avg Price	Avg Price/Unit	Avg Cap Rate	Price/Unit	Price Index	Cap Rate
2029	-	-	0%	-	-	-	$225,069	354	5.5%
2028	-	-	0%	-	-	-	$214,425	337	5.6%
2027	-	-	0%	-	-	-	$202,412	318	5.7%
2026	-	-	0%	-	-	-	$192,278	302	5.8%
2025	-	-	-	-	-	-	$187,007	294	5.8%
YTD	23	$38.4M	1.7%	$3,495,036	$93,769	5.7%	$185,797	292	5.8%
2024	16	$65.3M	1.4%	$4,356,270	$192,755	6.1%	$173,954	273	6.0%
2023	21	$61.9M	1.6%	$3,094,250	$142,264	6.0%	$173,274	272	5.8%
2022	34	$138.2M	3.0%	$4,605,700	$169,327	5.3%	$175,019	275	5.3%
2021	57	$162.6M	4.1%	$4,064,028	$173,676	5.8%	$181,514	285	4.9%
2020	45	$76M	2.8%	$2,713,712	$128,786	5.8%	$153,578	241	5.4%
2019	52	$83.4M	3.5%	$2,001,053	$101,460	5.9%	$137,584	216	5.8%
2018	51	$46.8M	2.7%	$1,613,300	$110,867	6.3%	$127,456	200	6.0%
2017	48	$68.1M	3.9%	$2,064,476	$82,579	6.3%	$118,710	187	6.1%
2016	65	$86.9M	4.8%	$1,498,095	$77,511	6.4%	$110,871	174	6.3%
2015	45	$86M	5.1%	$2,150,740	$72,477	6.5%	$102,976	162	6.4%
2014	34	$56.8M	4.5%	$2,028,749	$59,357	7.3%	$93,304	147	6.6%

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4 & 5 STAR SALES

	Completed Transactions (1)						Market Pricing Trends (2)		
Year	Deals	Volume	Turnover	Avg Price	Avg Price/Unit	Avg Cap Rate	Price/Unit	Price Index	Cap Rate
2029	-	-	0%	-	-	-	$324,541	334	5.2%
2028	-	-	0%	-	-	-	$309,602	318	5.3%
2027	-	-	0%	-	-	-	$292,355	301	5.5%
2026	-	-	0%	-	-	-	$277,469	285	5.5%
2025	-	-	-	-	-	-	$271,050	279	5.5%
YTD	1	$955.4K	3.6%	$955,396	$4,874	-	$269,749	277	5.5%
2024	2	$13.5M	0.9%	$6,744,025	$281,001	5.1%	$255,371	263	5.6%
2023	3	$2M	1.6%	$666,667	$24,390	-	$255,808	263	5.5%
2022	-	-	0%	-	-	-	$256,798	264	5.0%
2021	2	$56.5M	4.8%	$28,247,500	$307,038	5.1%	$273,291	281	4.6%
2020	-	-	0%	-	-	-	$232,859	239	5.0%
2019	2	$5.2M	1.0%	$2,897,180	$160,938	5.5%	$211,727	218	5.4%
2018	-	-	0%	-	-	-	$197,918	204	5.5%
2017	2	$470K	0.4%	$235,000	$47,000	-	$186,239	192	5.6%
2016	-	-	0%	-	-	-	$176,616	182	5.7%
2015	1	$3.7M	1.7%	$3,700,000	$100,000	-	$165,897	171	5.7%
2014	1	$5.1M	2.8%	$5,100,000	$100,000	-	$150,376	155	6.0%

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3 STAR SALES

	Completed Transactions (1)						Market Pricing Trends (2)		
Year	Deals	Volume	Turnover	Avg Price	Avg Price/Unit	Avg Cap Rate	Price/Unit	Price Index	Cap Rate
2029	-	-	0%	-	-	-	$235,061	365	5.3%
2028	-	-	0%	-	-	-	$223,950	347	5.4%
2027	-	-	0%	-	-	-	$211,384	328	5.5%
2026	-	-	0%	-	-	-	$200,880	312	5.6%
2025	-	-	-	-	-	-	$195,560	303	5.6%
YTD	6	$31.3M	1.3%	$6,250,000	$186,012	5.9%	$194,316	301	5.6%
2024	7	$37.8M	2.2%	$6,302,167	$191,944	6.0%	$180,338	280	5.8%
2023	4	$29.4M	1.5%	$9,800,000	$213,043	5.5%	$180,037	279	5.6%
2022	10	$75.5M	3.2%	$8,389,667	$210,326	4.9%	$178,392	277	5.2%
2021	20	$53.4M	4.2%	$3,559,000	$144,675	5.5%	$183,401	285	4.8%
2020	10	$36.7M	2.5%	$4,587,993	$149,203	5.8%	$154,506	240	5.3%
2019	15	$51.5M	4.6%	$3,432,000	$108,379	5.8%	$138,085	214	5.7%
2018	7	$11M	1.5%	$3,671,667	$135,988	5.6%	$127,718	198	5.9%
2017	7	$24.6M	2.9%	$4,910,000	$89,599	5.2%	$118,656	184	6.0%
2016	9	$18.5M	1.6%	$2,053,933	$116,996	7.0%	$110,185	171	6.2%
2015	15	$52.9M	7.3%	$3,778,442	$78,368	6.4%	$101,622	158	6.3%
2014	11	$21M	3.3%	$2,097,104	$78,543	6.7%	$92,111	143	6.5%

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1 & 2 STAR SALES

	Completed Transactions (1)						Market Pricing Trends (2)		
Year	Deals	Volume	Turnover	Avg Price	Avg Price/Unit	Avg Cap Rate	Price/Unit	Price Index	Cap Rate
2029	-	-	0%	-	-	-	$168,194	358	5.9%
2028	-	-	0%	-	-	-	$160,044	340	6.0%
2027	-	-	0%	-	-	-	$151,051	321	6.1%
2026	-	-	0%	-	-	-	$143,523	305	6.2%
2025	-	-	-	-	-	-	$138,837	295	6.2%
YTD	16	$6.2M	1.3%	$1,248,000	$135,652	5.4%	$137,707	293	6.2%
2024	7	$14M	0.7%	$2,006,143	$149,394	6.4%	$129,262	275	6.4%
2023	14	$30.5M	1.7%	$2,177,500	$141,791	6.1%	$127,668	271	6.2%
2022	24	$62.7M	3.8%	$2,984,000	$137,120	5.5%	$133,281	283	5.6%
2021	35	$52.7M	3.9%	$2,290,483	$137,549	6.0%	$136,641	291	5.2%
2020	35	$39.3M	3.9%	$1,964,000	$114,186	5.9%	$115,545	246	5.7%
2019	35	$26.8M	3.3%	$1,070,794	$84,984	6.1%	$102,395	218	6.2%
2018	44	$35.8M	4.2%	$1,375,796	$104,899	6.4%	$94,237	200	6.4%
2017	39	$43.1M	5.4%	$1,657,988	$79,682	6.6%	$87,191	185	6.5%
2016	56	$68.4M	8.1%	$1,396,002	$71,032	6.2%	$80,840	172	6.7%
2015	29	$29.4M	4.0%	$1,177,257	$61,961	6.6%	$74,959	159	6.8%
2014	22	$30.7M	5.6%	$1,807,879	$48,097	8.2%	$67,856	144	7.1%

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DELIVERIES & UNDER CONSTRUCTION

	Inventory			Deliveries		Net Deliveries		Under Construction	
Year	Bldgs	Units	Vacancy	Bldgs	Units	Bldgs	Units	Bldgs	Units
2029	-	32,627	5.0%	-	342	-	338	-	-
2028	-	32,289	5.1%	-	313	-	308	-	-
2027	-	31,981	5.1%	-	104	-	100	-	-
2026	-	31,881	5.5%	-	0	-	(4)	-	-
2025	-	31,885	6.7%	-	1,080	-	1,079	-	-
YTD	875	31,300	5.5%	4	494	4	494	3	700
2024	871	30,806	6.2%	14	1,171	14	1,171	7	1,194
2023	857	29,635	6.4%	12	714	12	714	19	2,256
2022	845	28,921	5.6%	11	1,124	11	1,124	15	800
2021	834	27,797	2.9%	10	749	10	749	15	1,297
2020	824	27,048	4.0%	9	721	9	721	15	1,462
2019	815	26,327	4.0%	6	586	6	586	13	1,015
2018	809	25,741	3.2%	6	266	6	266	7	616
2017	803	25,475	3.9%	7	565	7	565	8	328
2016	796	24,910	2.9%	1	180	1	180	9	670
2015	795	24,730	3.5%	4	483	4	483	3	343
2014	791	24,247	4.8%	4	420	4	420	3	375
2013	787	23,827	4.9%	4	308	4	308	4	394