

DENVER COLORADO

MULTIFAMILY MARKET REPORT

Q3 2024
MARKET INSIGHTS



MULTI-FAMILY MARKET REPORT

Market Key Statistics	1
Vacancy	2
Rent	5
Construction	10
Under Construction Properties	12
Sales	14
Sales Past 12 Months	16
Economy	18
Market Submarkets	23
Supply & Demand Trends	27
Vacancy & Rent	29
Sale Trends	31
Deliveries & Under Construction	33

12 Mo Delivered Units

18,722

12 Mo Absorption Units

10,257

Vacancy Rate

10.3%

12 Mo Asking Rent Growth

-0.6%

Demand for Denver apartments has returned, but the market is facing one of the most active pipelines in the country that has put significant upward pressure on the vacancy rate, increasing from the most recent low of 5.6% in mid-2021 to 10.3% in 24Q3. The imbalance will likely continue to suppress rent growth throughout the remainder of the year, particularly in areas of the metro where scheduled net deliveries as a percentage of inventory runs high.

The impact of Denver's active pipeline will vary across the market. In an encouraging sign for owners and property managers, demand has returned in the middle-tier segment, which was hit hardest by rising rent and inflation. However, vacancies are rising fastest in this segment as the rebound in demand still falls short of the near-record number of units delivering in this category. The middle-tier market pipeline is dispersed across the metro, which should lessen the impact on any one area.

Renters who qualify for high-end apartments are typically in a better position to absorb high housing costs, and these renters are driving demand for the broader multifamily market. While demand has held up best at

the top end of the market, 75% of Denver's pipeline is in the luxury category. Vacancies may not be rising fastest at this price point, but they remain the most elevated at 13.0%. The luxury pipeline is heavily concentrated in Downtown Denver, one of the only submarkets in the metro to see rents contract on an annual basis.

While construction activity is still elevated with 15,000 units underway, new construction starts have plummeted. It is incredibly difficult to build in Denver right now, according to market participants. The significant downshift in apartment starts indicates that the market should find relief from supply-side pressure by 2025, which should support stronger rent growth. Local landlords and property managers are focused on shoring up renewals, as these rates are typically higher than what could be replaced in the current competitive environment.

Vacancy is expected to remain elevated above 9% in the near-term forecast. Until Denver's supply wave subsides, rent growth will likely underperform the long-term average.

KEY INDICATORS

Current Quarter	Units	Vacancy Rate	Asking Rent	Effective Rent	Absorption Units	Delivered Units	Under Constr Units
4 & 5 Star	166,162	13.0%	\$2,109	\$2,072	1	0	11,072
3 Star	92,137	7.5%	\$1,675	\$1,659	3	0	3,933
1 & 2 Star	50,872	6.3%	\$1,329	\$1,321	0	0	0
Market	309,171	10.3%	\$1,876	\$1,848	4	0	15,005

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy	2.3% (YOY)	7.3%	9.3%	10.3%	2024 Q3	4.1%	2000 Q3
Absorption Units	10,257	5,149	7,541	12,439	2021 Q2	276	2008 Q4
Delivered Units	18,722	6,217	7,699	18,765	2024 Q3	29	2011 Q4
Demolished Units	6	97	136	862	2013 Q2	0	2024 Q2
Asking Rent Growth	-0.6%	2.2%	3.3%	11.1%	2022 Q1	-4.3%	2004 Q2
Effective Rent Growth	-1.0%	2.2%	3.3%	12.5%	2022 Q1	-4.4%	2004 Q2
Sales Volume	\$3.4B	\$3B	N/A	\$10.9B	2022 Q1	\$244.1M	2009 Q3

While demand has improved this year, Denver has one of the most aggressive supply pipelines in the country with 15,000 units under construction. With the exception of 22Q2, new supply has outpaced demand in every quarter dating back to mid-2021. Since that time, vacancy has increased by over 400 basis points to 10.3% as of the third quarter. CoStar's base case forecast calls for new supply to outpace demand through early 2025.

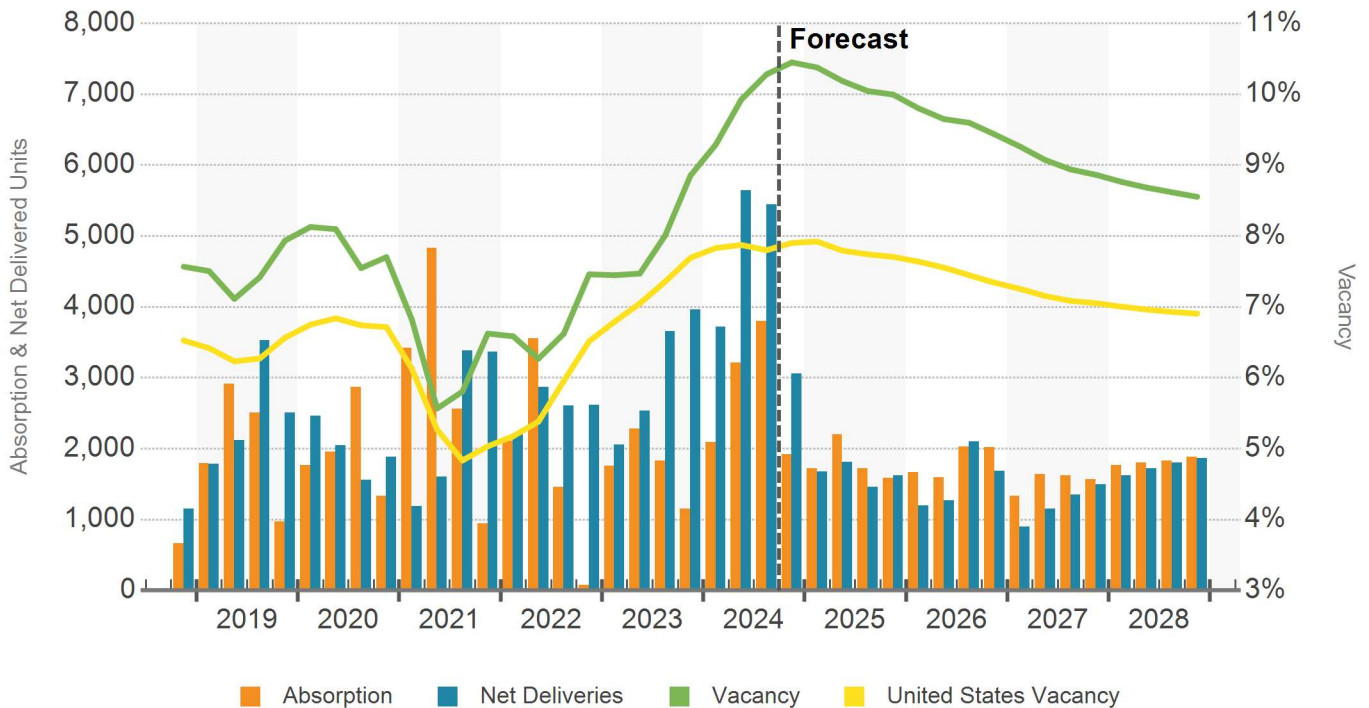
The impact of Denver's construction pipeline varies across the market. Renters of high-end units, who are typically in a better position to absorb higher living costs, continue to drive demand. In the past 12 months, net absorption in 4 & 5 Star buildings amounted to 10,000 units, accounting for 95% of total net absorption in the Denver market. This was primarily from new inventory being absorbed. Submarkets that tallied the most new deliveries over the past year, like Downtown and East Denver, also led the market in net absorption during this time. Even so, it was not enough to keep up with new supply, and vacancy at the top end of the market remains the most elevated at 13.0%. The supply and demand imbalance is felt most acutely in Downtown

Denver, where 25% of the construction pipeline is concentrated. At 11.8%, Downtown already has one of the highest vacancy rates in Denver.

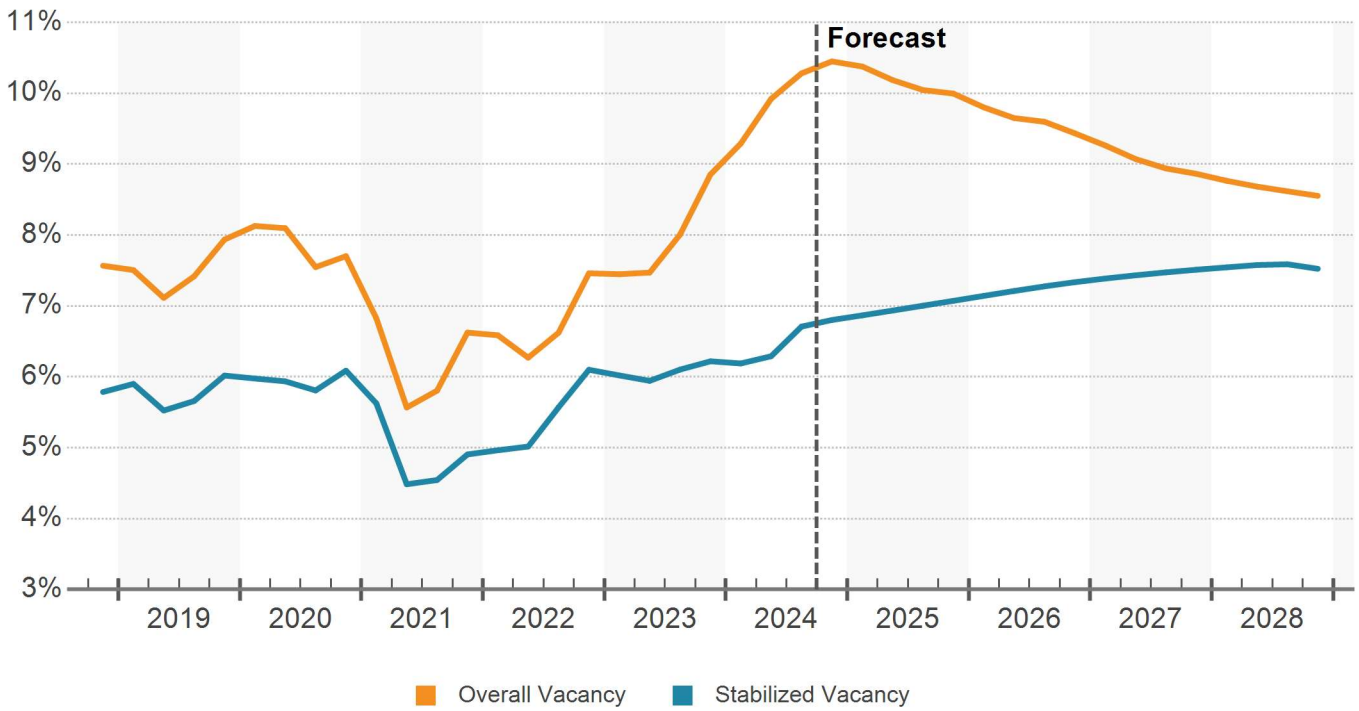
In an encouraging sign for owners and property managers, demand has returned in the middle-tier segment with 550 units absorbed in the past year. This segment of the market was hit hardest by rising rent and inflation, resulting in a pullback in household formation that negatively impacted the overall health of the multifamily market in late 2022. Vacancy in 3 Star apartments increased 60 basis points year over year to 7.5%. With roughly 3,900 3 Star units under construction, this segment will likely see additional upward pressure on vacancies in the near term. However, the middle-tier market pipeline is dispersed across the metro, which should lessen the impact on any one area.

CoStar's base case forecast calls for new supply to outpace demand through 2024, and vacancies are projected to remain elevated in the near-term. However, new construction starts have plummeted in Denver, and the significant downshift indicates that the market should find relief from supply-side pressure later in the forecast.

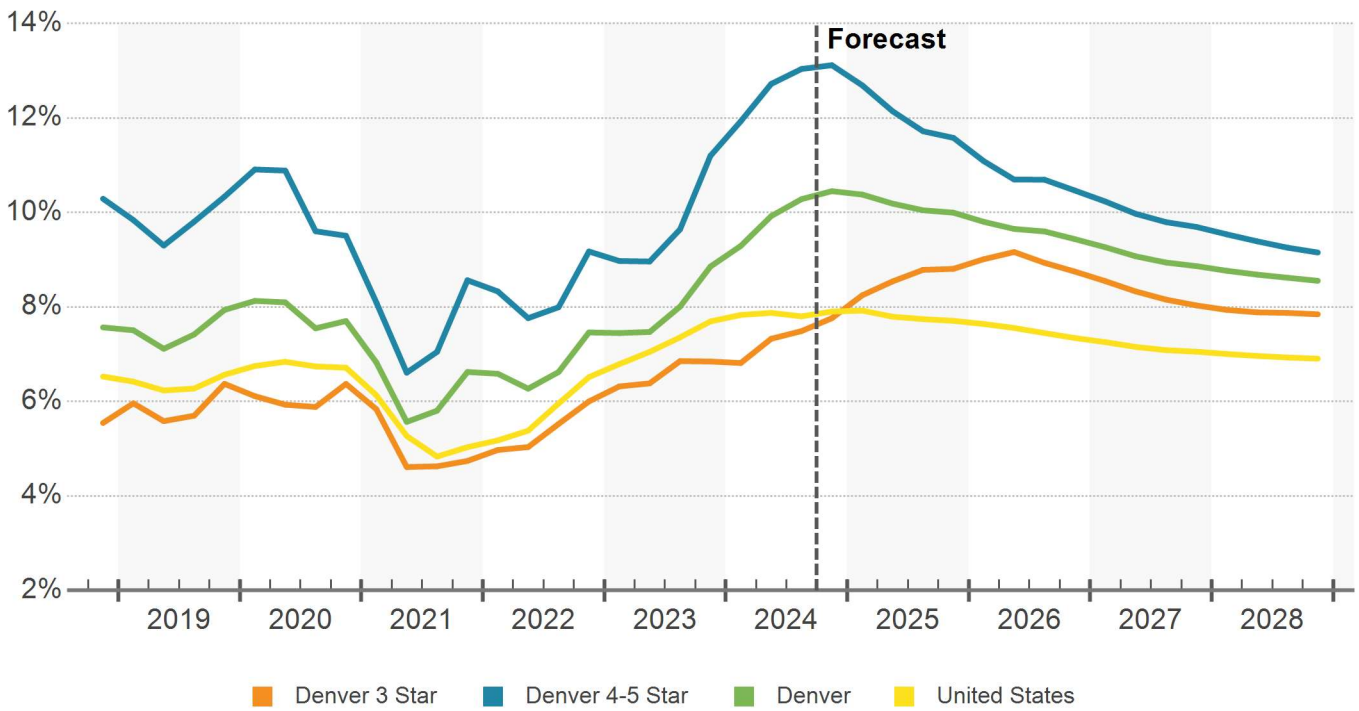
ABSORPTION, NET DELIVERIES & VACANCY



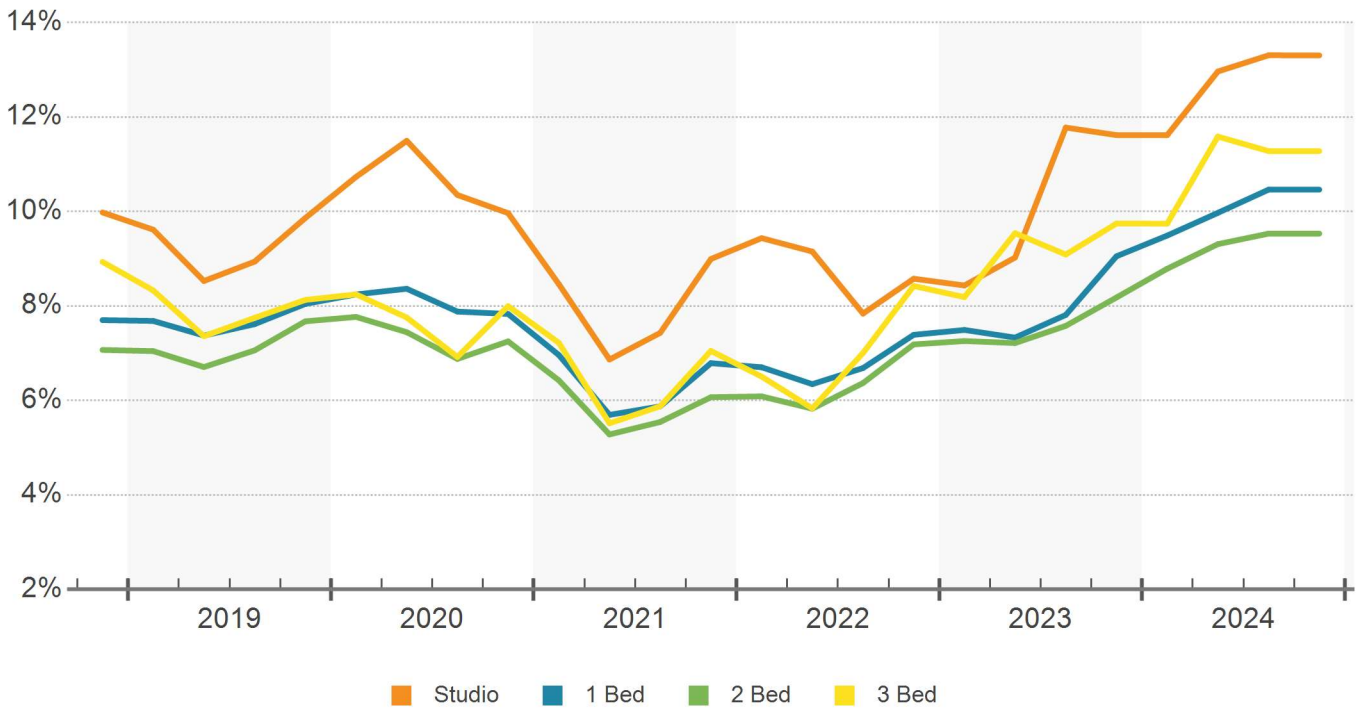
OVERALL & STABILIZED VACANCY



VACANCY RATE



VACANCY BY BEDROOM



Denver's historic supply wave continues to weigh on rent growth. Rents have increased by -0.6% in the past year, placing Denver in the bottom half of major markets across the country and lagging the national average of 1.1%. This represents a stark change from the demand surge in 2021 when annual gains exceeded 11% and lags the Denver market's ten-year annual average of 3.6%.

A strong spring leasing season resulted in modest rent gains through the first half of the year, a notable accomplishment for property owners given the sheer number of units that delivered over this timeframe. However, most apartment communities are unlikely to hold onto these gains in the back half of 2024, as a near-record number of scheduled deliveries coincides with the seasonal slowdown in demand typically experienced in the fall and winter months. CoStar projects that rents will increase by just 0.9% in 2024, the lowest year-end figure to be recorded since 2020.

With an average rent of \$1,880/month, Denver remains as the most expensive non-coastal major market across the country, motivating many renters to prioritize affordability. Suburban submarkets with lower rents and limited new supply have outperformed in the past year. Aurora and Northwest Adams County offer some of the most affordable rents in the market and are currently rent-growth leaders, with annual rents increasing by over 2%. Conversely, Downtown Denver, where new

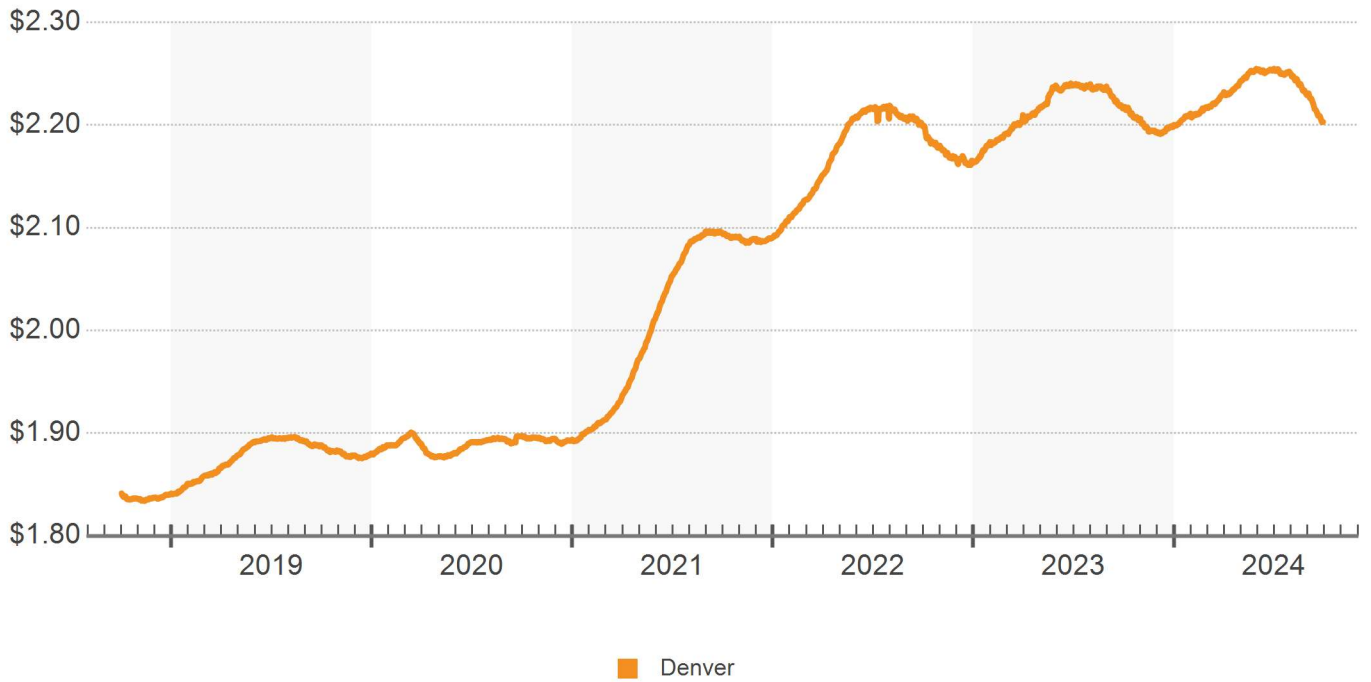
construction is concentrated, ranks near the bottom of submarkets, contracting by -1.0% in the last year.

Oversupply conditions are weighing on rent growth in the luxury category, and rents have essentially remained flat in the past year in 4 & 5 Star assets. Mid-priced units, which have experienced a release of pent-up demand in recent months and have less new construction to deal with, are driving Denver's rent growth. Annual rents in 3 Star properties increased by -0.2%.

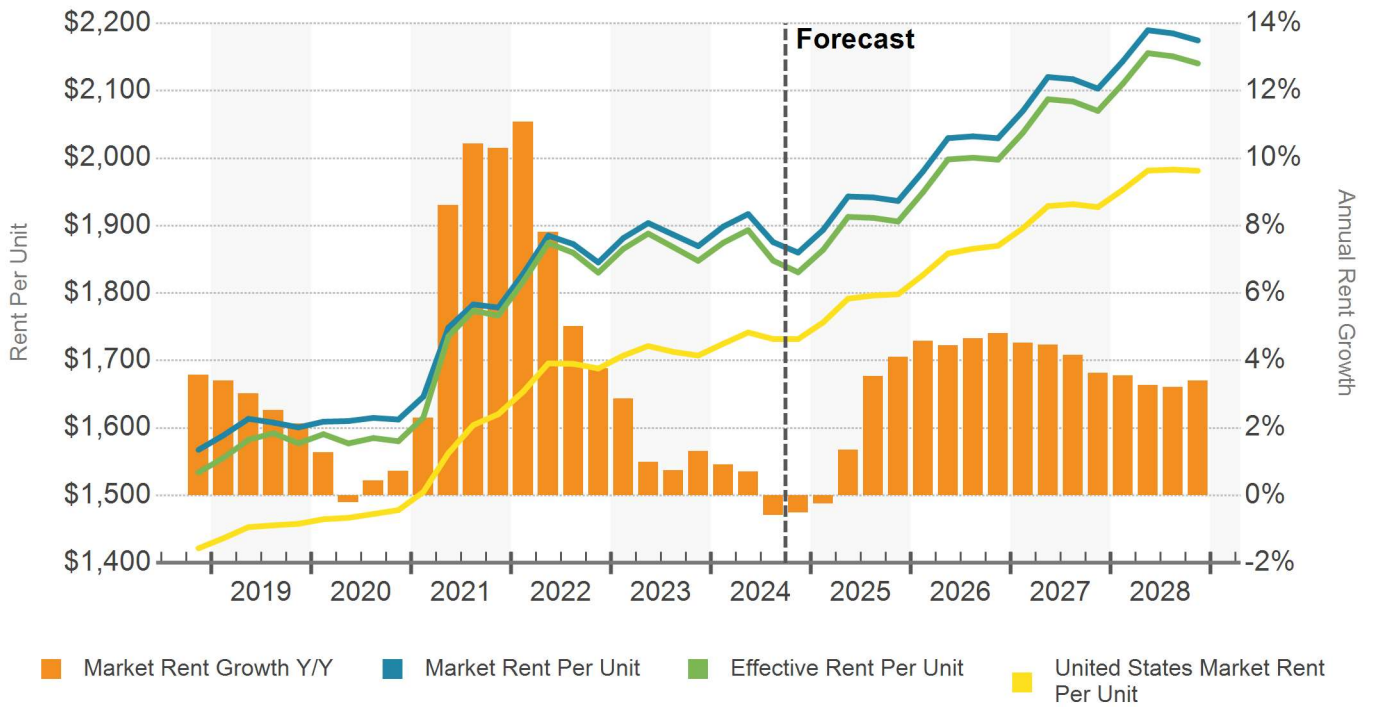
Property managers report that concessions have become necessary to secure leases, particularly in high-construction areas like Downtown and East Denver. Roughly 38% of properties offered incentives in July, up from 17% a year ago. Renters can expect up to six weeks of free rent on a one-year lease in new communities. Concessions have also become increasingly common in stabilized assets as property managers focus on shoring up renewals.

While construction activity has been a central theme in the Denver market and will put pressure on rents through the remainder of 2024, groundbreaking has fallen to a decade-low, which should support stronger rent gains in the longer term. CoStar projects that rents will increase by 4.1% in 2025, exceeding the ten-year annual average. Beyond a recession, one downside risk is the hiring slowdown in high-paying jobs, which drive demand in Denver's luxury communities.

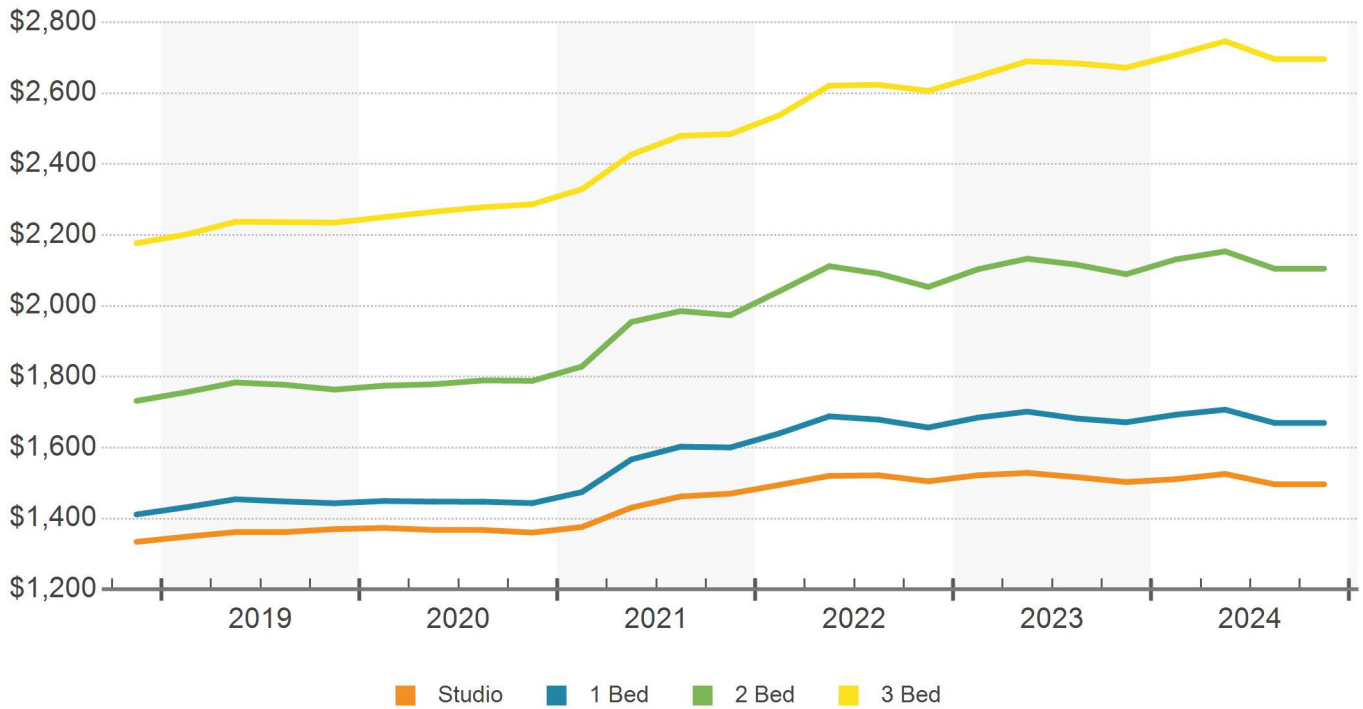
DAILY ASKING RENT PER SF



MARKET RENT PER UNIT & RENT GROWTH



MARKET RENT PER UNIT BY BEDROOM



4 & 5 STAR EXPENSES PER SF (ANNUAL)

Market / Cluster	Operating Expenses								Capital Expenditures			Total
	Mgmt.	Admin.	Payroll	Water	Utilities	Maint.	Insurance	Taxes	Appliance	Structural	Other	
Denver	\$0.62	\$0.74	\$0.62	\$0.45	\$0.95	\$1.19	\$0.30	\$1.20	\$0.13	\$0.25	\$1.01	\$7.46
Aurora	\$0.55	\$0.43	\$0.50	\$0.66	\$0.87	\$1.01	\$0.24	\$0.64	\$0.05	\$0.16	\$0.81	\$5.92
Broomfield County	\$0.54	\$0.74	\$1.01	\$0.60	\$1.01	\$0.90	\$0.22	\$1.05	\$0.07	\$0.12	\$1.19	\$7.45
Downtown Denver	\$0.64	\$0.78	\$0.86	\$0.27	\$1	\$1.44	\$0.35	\$1.93	\$0.05	\$0.42	\$1.02	\$8.76
DTC/Southeast Cor...	\$0.56	\$0.63	\$0.40	\$0.44	\$0.85	\$1.08	\$0.26	\$0.82	\$0.05	\$0.30	\$0.91	\$6.30
East Denver	\$0.70	\$0.67	\$0.67	\$0.27	\$0.85	\$0.75	\$0.23	\$0.89	\$0.07	\$0.11	\$0.99	\$6.20
Englewood/Littleton	\$0.73	\$0.90	\$0.18	\$0.43	\$1.03	\$1.72	\$0.49	\$0.84	\$0.11	\$0.37	\$0.98	\$7.78
Glendale University...	\$0.61	\$0.65	\$0.69	\$0.49	\$1.11	\$1.14	\$0.32	\$1.20	\$0.37	\$0.15	\$0.98	\$7.71
Highlands Ranch-L...	\$0.63	\$0.81	\$0.42	\$0.84	\$1.13	\$1.41	\$0.29	\$1.03	\$0.16	\$0.38	\$1.16	\$8.26
Lakewood/West Cor...	\$0.60	\$0.48	\$0.22	\$0.41	\$0.58	\$0.97	\$0.28	\$0.67	\$0.35	\$0.19	\$1.12	\$5.87
North Jefferson Cou...	\$0.67	\$0.58	\$0.39	\$0.63	\$1.15	\$0.96	\$0.26	\$0.93	\$0.25	\$0.28	\$1.18	\$7.28
Northeast Adams C...	\$0.56	\$1.05	\$0.87	\$0.58	\$1	\$1.15	\$0.28	\$1.27	\$0.21	\$0.11	\$1.11	\$8.19
Northwest Adams C...	\$0.44	\$0.53	\$1.01	\$0.38	\$0.65	\$1	\$0.19	\$0.95	\$0.10	\$0.12	\$1.19	\$6.56
South Adams County	\$0.54	\$0.65	\$0.35	\$0.48	\$0.78	\$1.14	\$0.25	\$0.80	\$0.05	\$0.38	\$0.96	\$6.38
South Douglas County	\$0.62	\$0.68	\$0.39	\$0.86	\$1.15	\$1.41	\$0.28	\$1.01	\$0.17	\$0.38	\$1.19	\$8.14
South Jefferson Co...	\$0.71	\$1	\$0.45	\$0.43	\$0.75	\$1.20	\$0.31	\$1.16	\$0.08	\$0.24	\$1.12	\$7.45
West Denver	\$0.64	\$1.31	\$0.70	\$0.49	\$1	\$1.39	\$0.35	\$1.40	\$0.18	\$0.12	\$1.01	\$8.59

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

3 STAR EXPENSES PER SF (ANNUAL)

Market / Cluster	Operating Expenses								Capital Expenditures			Total
	Mgmt.	Admin.	Payroll	Water	Utilities	Maint.	Insurance	Taxes	Appliance	Structural	Other	
Denver	\$0.51	\$0.49	\$0.46	\$0.45	\$0.82	\$0.91	\$0.27	\$0.61	\$0.13	\$0.17	\$0.93	\$5.75
Aurora	\$0.50	\$0.22	\$0.46	\$0.60	\$0.74	\$0.84	\$0.23	\$0.52	\$0.02	\$0.16	\$0.72	\$5.01
Broomfield County	\$0.50	\$0.62	\$0.94	\$0.55	\$0.93	\$0.79	\$0.20	\$0.84	\$0.04	\$0.12	\$1.15	\$6.68
Clear Creek County	\$0.54	\$0.62	\$0.54	\$0.39	\$0.73	\$0.89	\$0.22	\$0.64	\$0.10	\$0.33	\$1.07	\$6.07
Downtown Denver	\$0.58	\$0.75	\$0.71	\$0.26	\$0.90	\$1.24	\$0.32	\$0.84	\$0.05	\$0.36	\$0.95	\$6.96
DTC/Southeast Cor...	\$0.54	\$0.58	\$0.39	\$0.43	\$0.83	\$0.92	\$0.25	\$0.63	\$0.05	\$0.23	\$0.80	\$5.65
East Denver	\$0.41	\$0.56	\$0.64	\$0.26	\$0.80	\$0.67	\$0.18	\$0.65	\$0.07	\$0.10	\$0.90	\$5.24
Englewood/Littleton	\$0.53	\$0.68	\$0.17	\$0.41	\$0.72	\$0.84	\$0.35	\$0.59	\$0.09	\$0.21	\$0.66	\$5.25
Gilpin County	\$0.45	\$0.15	\$0.23	\$0.36	\$0.54	\$0.62	\$0.24	\$0.56	\$0.01	\$0.08	\$1.13	\$4.37
Glendale University...	\$0.50	\$0.44	\$0.60	\$0.44	\$1.01	\$1.06	\$0.29	\$0.52	\$0.29	\$0.14	\$0.91	\$6.20
Highlands Ranch-L...	\$0.36	\$0.81	\$0.09	\$0.51	\$0.69	\$0.49	\$0.17	\$0.87	\$0.17	\$0.38	\$1.15	\$5.69
Lakewood/West Cor...	\$0.53	\$0.22	\$0.16	\$0.38	\$0.52	\$0.74	\$0.26	\$0.40	\$0.27	\$0.10	\$1.09	\$4.67
North Jefferson Cou...	\$0.41	\$0.22	\$0.32	\$0.62	\$1.20	\$0.49	\$0.25	\$0.66	\$0.21	\$0.10	\$1.13	\$5.61
Northeast Adams C...	\$0.39	\$0.25	\$0.76	\$0.52	\$0.86	\$0.63	\$0.18	\$0.49	\$0.19	\$0.11	\$1.11	\$5.49
Northwest Adams C...	\$0.38	\$0.27	\$0.89	\$0.36	\$0.61	\$0.79	\$0.17	\$0.57	\$0.10	\$0.11	\$1.12	\$5.37
South Adams County	\$0.49	\$0.37	\$0.40	\$0.48	\$0.74	\$0.92	\$0.22	\$0.59	\$0.03	\$0.23	\$0.76	\$5.23
South Douglas County	\$0.50	\$0.65	\$0.18	\$0.54	\$0.79	\$1.15	\$0.17	\$0.70	\$0.14	\$0.34	\$1.13	\$6.29
South Jefferson Co...	\$0.53	\$0.67	\$0.43	\$0.42	\$0.72	\$0.93	\$0.28	\$0.93	\$0.08	\$0.09	\$1.09	\$6.17
West Denver	\$0.58	\$1.18	\$0.50	\$0.47	\$0.90	\$1.28	\$0.34	\$0.64	\$0.14	\$0.10	\$0.87	\$7

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

1 & 2 STAR EXPENSES PER SF (ANNUAL)

Market / Cluster	Operating Expenses								Capital Expenditures			Total
	Mgmt.	Admin.	Payroll	Water	Utilities	Maint.	Insurance	Taxes	Appliance	Structural	Other	
Denver	\$0.44	\$0.42	\$0.40	\$0.37	\$0.68	\$0.84	\$0.24	\$0.51	\$0.08	\$0.14	\$0.88	\$5
Aurora	\$0.37	\$0.21	\$0.41	\$0.51	\$0.70	\$0.68	\$0.19	\$0.49	\$0.03	\$0.16	\$0.49	\$4.24
Broomfield County	\$0.35	\$0.22	\$0.68	\$0.43	\$0.70	\$0.59	\$0.16	\$0.51	\$0.02	\$0.11	\$1.08	\$4.85
Clear Creek County	\$0.48	\$0.53	\$0.52	\$0.37	\$0.69	\$0.84	\$0.21	\$0.48	\$0.10	\$0.32	\$1.01	\$5.55
Downtown Denver	\$0.53	\$0.70	\$0.53	\$0.27	\$0.82	\$1.21	\$0.30	\$0.67	\$0.05	\$0.23	\$0.91	\$6.22
DTC/Southeast Cor...	\$0.51	\$0.60	\$0.45	\$0.33	\$0.62	\$0.71	\$0.24	\$0.51	\$0.04	\$0.15	\$0.82	\$4.98
East Denver	\$0.39	\$0.57	\$0.57	\$0.25	\$0.78	\$0.39	\$0.18	\$0.58	\$0.07	\$0.10	\$0.87	\$4.75
Elbert County	\$0.48	\$0.53	\$0.52	\$0.37	\$0.69	\$0.84	\$0.21	\$0.48	\$0.10	\$0.32	\$1.01	\$5.55
Englewood/Littleton	\$0.40	\$0.36	\$0.14	\$0.39	\$0.69	\$0.74	\$0.26	\$0.49	\$0.08	\$0.21	\$0.45	\$4.21
Glendale University...	\$0.37	\$0.33	\$0.54	\$0.28	\$0.48	\$0.89	\$0.14	\$0.49	\$0.03	\$0.13	\$0.89	\$4.57
Lakewood/West Cor...	\$0.48	\$0.20	\$0.17	\$0.37	\$0.51	\$0.72	\$0.25	\$0.37	\$0.14	\$0.08	\$1.05	\$4.34
North Jefferson Cou...	\$0.37	\$0.14	\$0.21	\$0.42	\$0.83	\$0.42	\$0.24	\$0.56	\$0.13	\$0.08	\$1.08	\$4.48
Northeast Adams C...	\$0.35	\$0.24	\$0.68	\$0.43	\$0.70	\$0.61	\$0.17	\$0.40	\$0.16	\$0.11	\$1.07	\$4.92
Northwest Adams C...	\$0.35	\$0.22	\$0.70	\$0.32	\$0.50	\$0.59	\$0.15	\$0.50	\$0.08	\$0.11	\$1.08	\$4.60
South Adams County	\$0.40	\$0.26	\$0.37	\$0.45	\$0.70	\$0.82	\$0.21	\$0.49	\$0.03	\$0.18	\$0.46	\$4.37
South Douglas County	\$0.45	\$0.62	\$0.14	\$0.11	\$0.39	\$1.04	\$0.14	\$0.61	\$0.07	\$0.23	\$1.08	\$4.88
South Jefferson Co...	\$0.42	\$0.15	\$0.22	\$0.35	\$0.51	\$0.59	\$0.23	\$0.53	\$0.01	\$0.08	\$1.08	\$4.17
West Denver	\$0.45	\$0.72	\$0.47	\$0.44	\$0.77	\$1.13	\$0.29	\$0.49	\$0.09	\$0.11	\$0.83	\$5.79

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

The high level of development activity has been a central theme in the Denver multifamily market in recent years. As of the third quarter, roughly 15,000 apartment units are under construction, down from the recent high observed in the first quarter of 2023 when nearly 32,000 units were underway. While construction is still active, new construction starts have recently plummeted as developers continue to face difficulties in obtaining financing for new projects.

According to market participants, it is incredibly difficult to build in Denver right now. Local hurdles include significant delays in the permitting approval process and the passing of the Affordable Housing Policy, which now requires new developments of 10 or more units to set aside between 8-15% of units as affordable. Leading up to its passage in mid-2022, developers rushed to submit plans to the city. However, macroeconomic issues compound local issues as developers navigate higher construction and labor costs, making potential new developments increasingly challenging to pencil out.

Still, Denver currently has a sizeable pipeline underway. Downtown Denver is one of the most heavily supplied submarkets in the nation. Roughly 4,800 units are underway on top of the 4,400 delivered in the past 12 months.

Developers continue to target the trendy RiNo neighborhood, which commands some of the highest rents in the market. Once a largely abandoned industrial

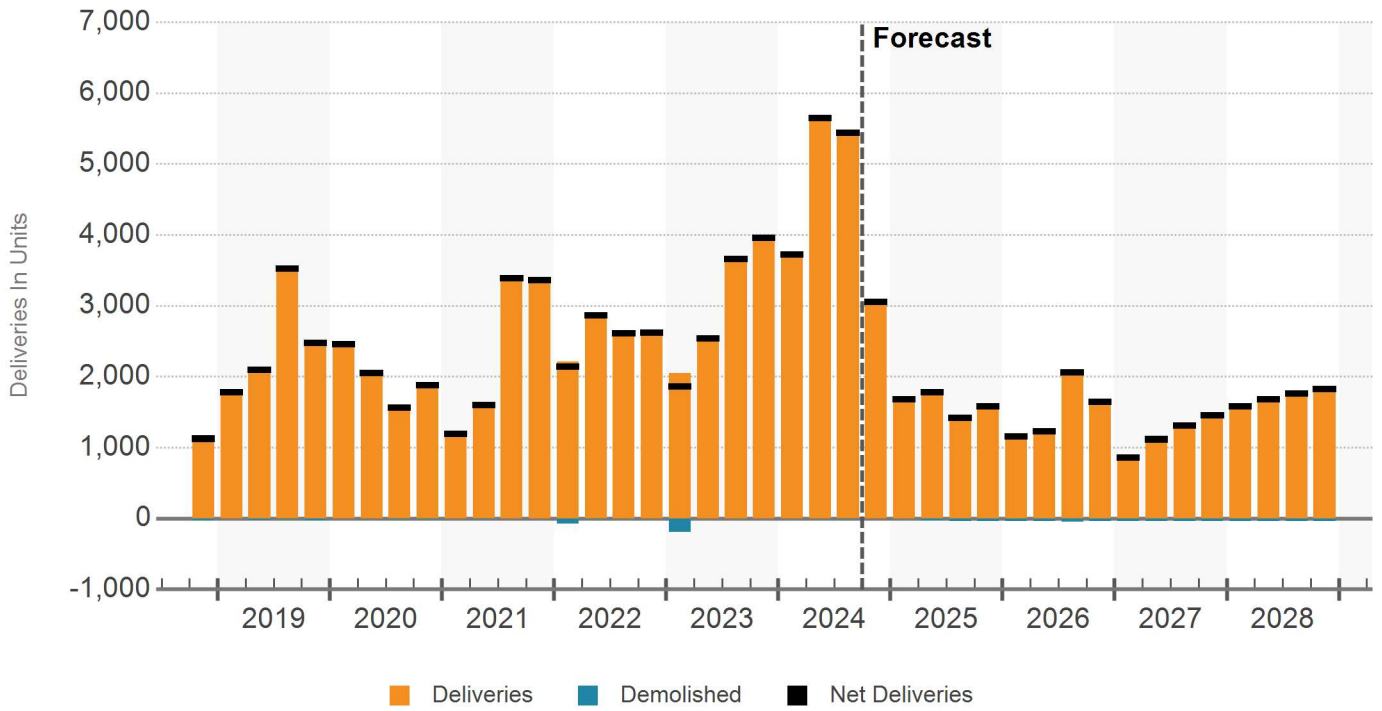
area in northeastern downtown, the neighborhood has evolved into one of the most desirable areas in Denver. New zoning in 2018 allowed developers to build up to 16 stories. Densification followed, and RiNo has reached an international audience with world-renowned architects and major development firms building innovative projects in the neighborhood.

Hines, Crescent Communities, and McWhinney are working on projects within walking distance of the 38th & Blake Station. One River North delivered this spring. The building features an unusual design with a 10-story chasm that is meant to resemble a slot canyon. The project marks the first North American apartment design by MAD Architects, a Beijing-based firm known for its futuristic, organic, and technologically advanced style.

Outside of Downtown, developers have opted mainly to concentrate on newly developing live/work/play nodes along Denver's Regional Transportation District's (RTD) Light Rail network. This trend is particularly evident along the A Line, which opened in 2016 and connects Denver International Airport with Union Station Downtown.

Roughly 10,500 units are scheduled to deliver over the next four quarters, outpacing the 10-year annual absorption average of 8,100 units. While new construction starts have slowed, Denver's robust construction pipeline is projected to keep vacancies elevated in the year ahead.

DELIVERIES & DEMOLITIONS



Under Construction Properties

Denver Multi-Family

Properties

Units

Percent of Inventory

Avg. No. Units

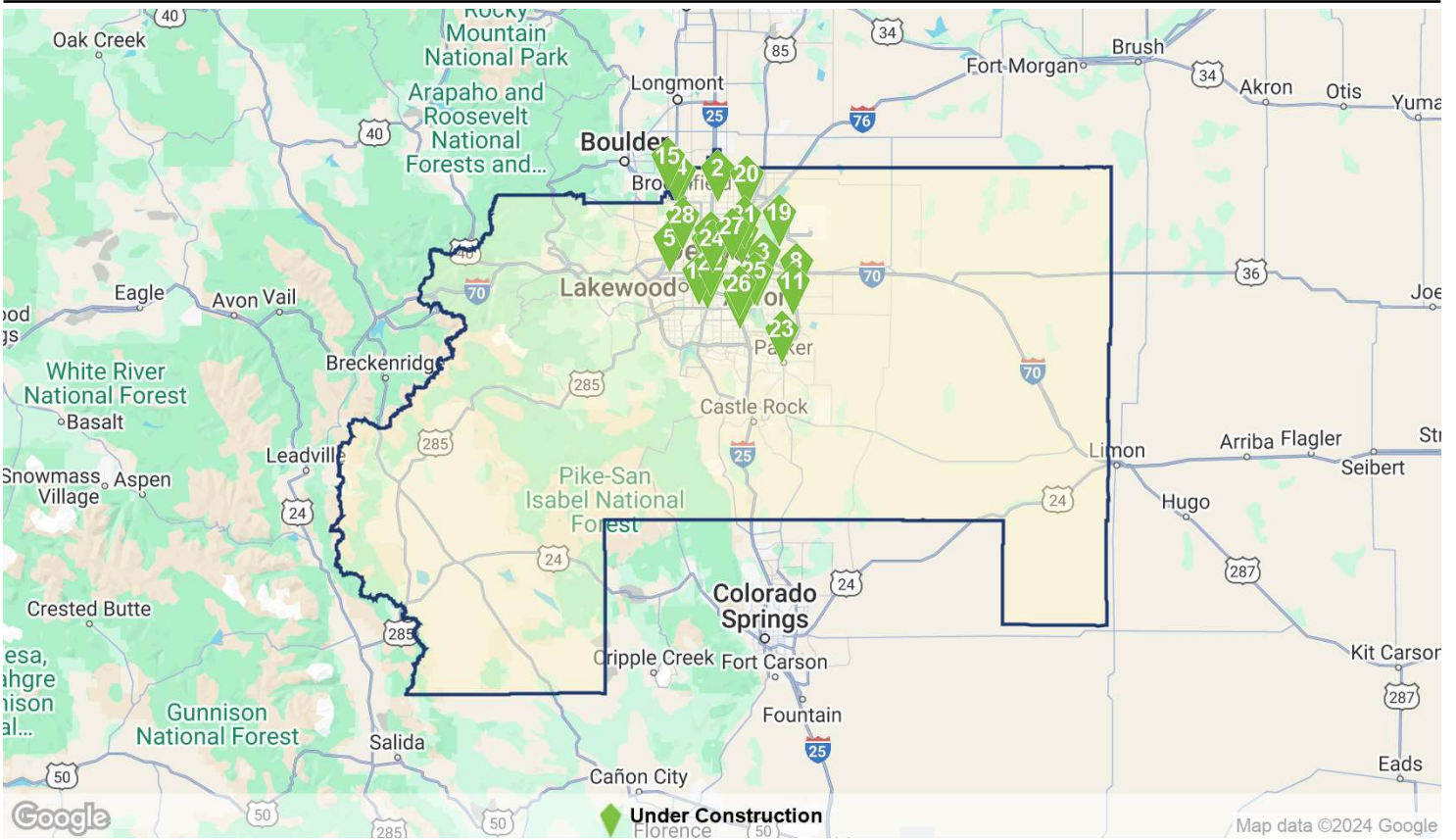
73

15,005

4.9%

206

UNDER CONSTRUCTION PROPERTIES



UNDER CONSTRUCTION

Property Name/Address	Rating	Units	Stories	Start	Complete	Developer/Owner
1 Olivean 8251 Transit Way	★★★★☆	387	3	Jul 2023	Nov 2024	- CalSTRS
2 Arden Karl's Farm 1801 E 120Th Ave	★★★★☆	385	4	Sep 2021	Nov 2024	Southern Land Company Southern Land Company
3 Legacy Metro 525 525 S Dawson St	★★★★☆	380	3	Mar 2023	Dec 2024	Legacy Partners Griffin Capital Company, LLC
4 The Finch 650 W Colfax Ave	★★★★☆	370	7	Aug 2023	Nov 2024	Embrey Partners, Ltd. Embrey Partners, Ltd.
5 Bel-Aire 11001 West Colfax Avenue	★★★★☆	354	4	Feb 2023	Jun 2025	Embrey Partners, Ltd. Embrey Partners, Ltd.
6 The Vixen 1150 E Colfax Ave	★★★★☆	344	7	Oct 2022	Nov 2024	Kairoi Residential Brian G Smith
7 The Avant 6333 Greenwood Plaza Blvd	★★★★★	337	5	Dec 2022	Mar 2025	Schnitzer West Mitsui Fudosan America, Inc.

Under Construction Properties

Denver Multi-Family

UNDER CONSTRUCTION

Property Name/Address	Rating	Units	Stories	Start	Complete	Developer/Owner
8 Prose Murphy Creek 23501 E Colorado Pl	★★★★☆	336	3	Aug 2023	Nov 2024	- Alliance Residential Company
9 The Northern 2600 Wewatta Way	★★★★☆	336	16	Sep 2023	Mar 2025	- Mitsui Fudosan America, Inc.
10 Arlo at Nine Mile Station 3155 S Vaughn Way	★★★☆☆	331	12	Dec 2022	Nov 2024	Arlo Residential Arbor Lodging Partners
11 The Madison at Copperleaf 4594 S Versailles St	★★★★☆	330	3	Dec 2023	Nov 2024	Crosslands Construction Co BMC Investments Co, LLC
12 700 N Lincoln St	★★★★☆	304	18	Sep 2022	Jul 2025	Carmel Partners Carmel Partners
13 Arden Englewood 3595 S Jason St	★★★☆☆	302	4	Oct 2022	Nov 2024	Downtown Development Authority Fifield Companies
14 Velo Interlocken 2680 W 120th Ave	★★★☆☆	300	5	Aug 2023	Jan 2025	- Arlington Properties
15 Flatiron Flats 11451 Via Varra	★★★★☆	296	4	Apr 2023	Nov 2024	Independence Realty Trust, Inc. Independence Realty Trust, Inc.
16 RYE Central Park 2999 Willow St	★★★★☆	290	5	Jan 2023	Nov 2024	Price Development Group, LLC Price Development Group, LLC
17 Sports Castle Lofts 1030 Broadway St	★★★★★	284	15	Feb 2024	Dec 2024	Cypress Real Estate Advisors, Inc. 1000 Broadway Co
18 Aura at Loretto Heights 3056 S Pancratia St	★★★★☆	284	5	Sep 2024	Nov 2026	Trinsic Residential Group Trinsic Residential Group
19 Ascend at Gateway 18905 E 60th Ave	★★★★☆	279	3	Jan 2021	Dec 2024	- -
20 Oxenfree at Commerce... 9940 E 112th Ave	★★★★☆	274	3	Jan 2024	Jun 2025	- Core Spaces
21 Solana Beeler Park 9345 E 56th Ave	★★★★☆	270	4	Jul 2022	Nov 2024	Reylenn Construction Company Equity Residential
22 OSO Apartments 1900 Acoma St	★★★☆☆	268	9	Dec 2022	Dec 2024	Milender White Palisade Partners
23 The Juniper on Mainstreet 19872 Victorian Way	★★★★☆	264	4	Jul 2024	Jun 2025	MGL Partners -
24 Novel Uptown 1557 N Logan St	★★★★☆	261	10	Sep 2022	Nov 2024	Crescent Communities LLC Crescent Communities LLC
25 Tempo Nine Mile 3160 S Parker Rd	★★★★☆	255	5	Oct 2022	Nov 2024	Mile High Development Draper and Kramer, Inc.
26 4600 S Syracuse St	★★★★☆	253	7	Jan 2024	Oct 2025	The Opus Group Miller Global Properties, LLC
27 5909 E 38th Ave	★★★★☆	253	3	Aug 2024	Jan 2026	- Mark Shaner
28 The Russell 7703 W 56th Ave	★★★★☆	252	6	Oct 2021	Dec 2024	Trammell Crow Company Trammell Crow Company

Denver multifamily investment volume appears to have found stable footing as of 24Q3. After investment volume fell sharply from its peak in late 2021 to its trough in 23Q2, investment activity essentially shuffled sideways in the past year, amounting to just over \$900 million per quarter. However, this represents a drop of about 30% compared to the market's pre-pandemic five-year quarterly average.

Elevated interest rates and a pullback in rent growth persist, which puts upward pressure on yields, making deals less attractive. The recent uptick in sales volume can largely be attributed to capitulation among sellers rather than an improvement in market fundamentals. The wide bid-ask spread that contributed to a steep decline in investment volume has narrowed, and pricing has adjusted accordingly. Average market prices fell to \$310,000/unit in 24Q3, down from a peak of \$370,000/unit in 22Q2.

Many recent sales have failed to generate the sizeable returns expected two to three years ago, underscoring the heightened challenges sellers are now facing. Jackson Square Properties sold the 1994-built Windsor Westminster community for \$81 million in October, just 0.8% more than the San Francisco-based investor paid for the property in late 2020. Similarly, New York-based Azure Partners sold Via Denver in the Golden Triangle neighborhood near downtown for \$62 million in January. The property sold for just 2.9%, or \$1.75 million more than what Azure paid for the property nearly seven years ago.

Recent deals valued above \$100 million have become increasingly rare, reshaping Denver's buyer pool. Institutional capital, which typically accounts for a third of

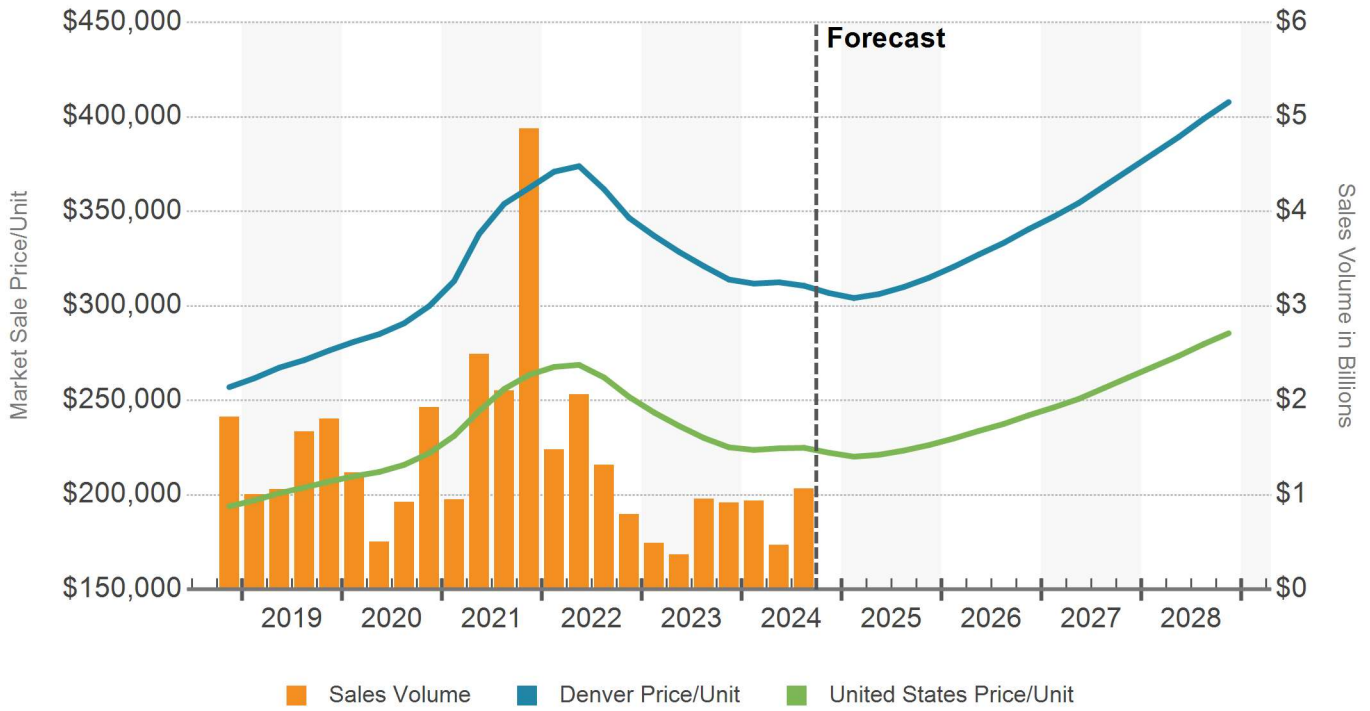
annual sales volume, accounted for just 8% of the buyer pool in the past year. Reported cap rates in properties valued over \$100 million that sold within the past year ranged from the mid-4% to the low-5% range, up by about 50 basis points from where they traded during the booming 2021 and 2022 years.

Downtown, which has been plagued with high vacancies and continued oversupply concerns, no longer leads the region in multifamily transaction volume. High-profile investors are shifting focus to sprawling suburban properties that offer value-add potential. Pacific Urban Investors, the multifamily management arm of brokerage Marcus & Millichap, paid \$117 million for the 420-unit Viridian apartment complex in Greenwood Village, an affluent Denver suburb that commands some of the highest rents in the market.

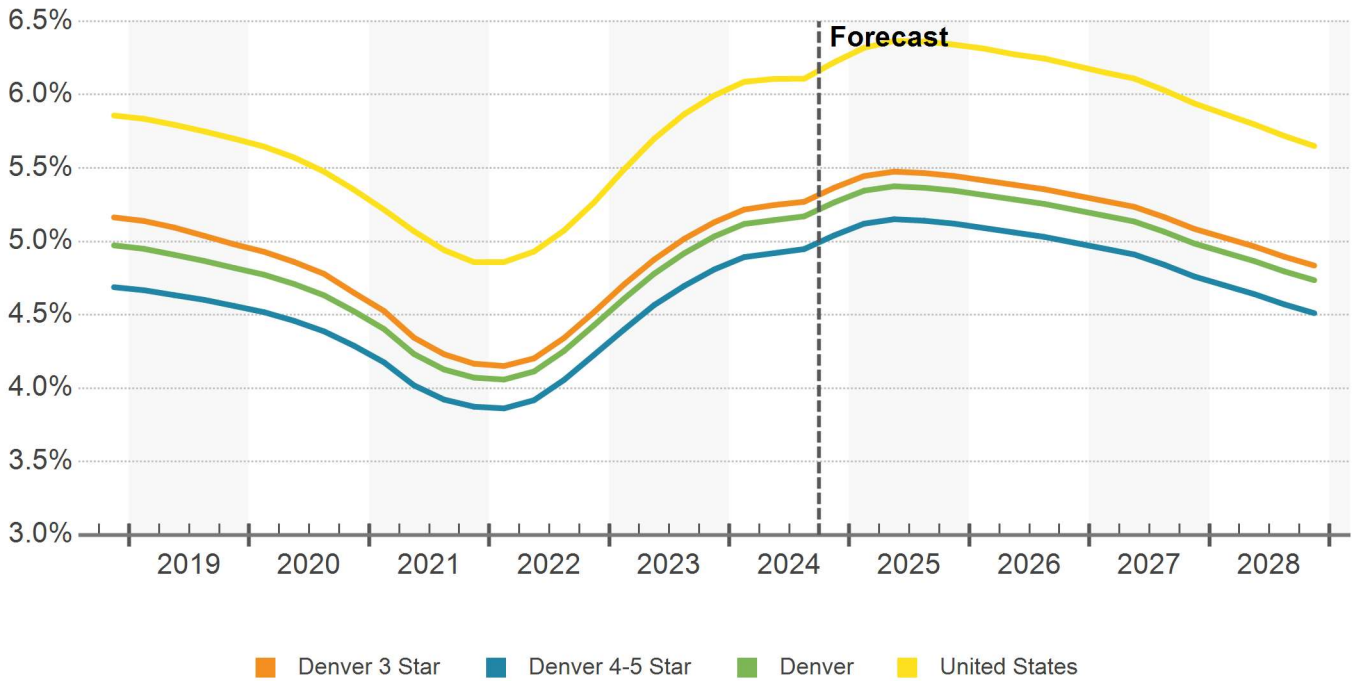
In the current high-interest rate environment, the buyer pool has shifted predominately to private investors targeting lower-priced assets, often in the 2- & 3-Star tier. Roughly 70% of transactions involved a private buyer in the past year, and about 75% of transactions during this time were valued under \$5 million. Cap rates for these types of deals vary widely depending on location, building quality, and occupancy but have generally moved up by about 70 basis points from the trough and now average in the high-5% range.

Transaction volume is projected to remain below historical norms while high borrowing costs and flat rent growth projections persist. However, a pullback in construction starts should support future upside in rent growth, which could attract more investment activity by 2025.

SALES VOLUME & MARKET SALE PRICE PER UNIT



MARKET CAP RATE



Sales Past 12 Months

Denver Multi-Family

Sale Comparables

Avg. Price/Unit (thous.)

Average Price (mil.)

Average Vacancy at Sale

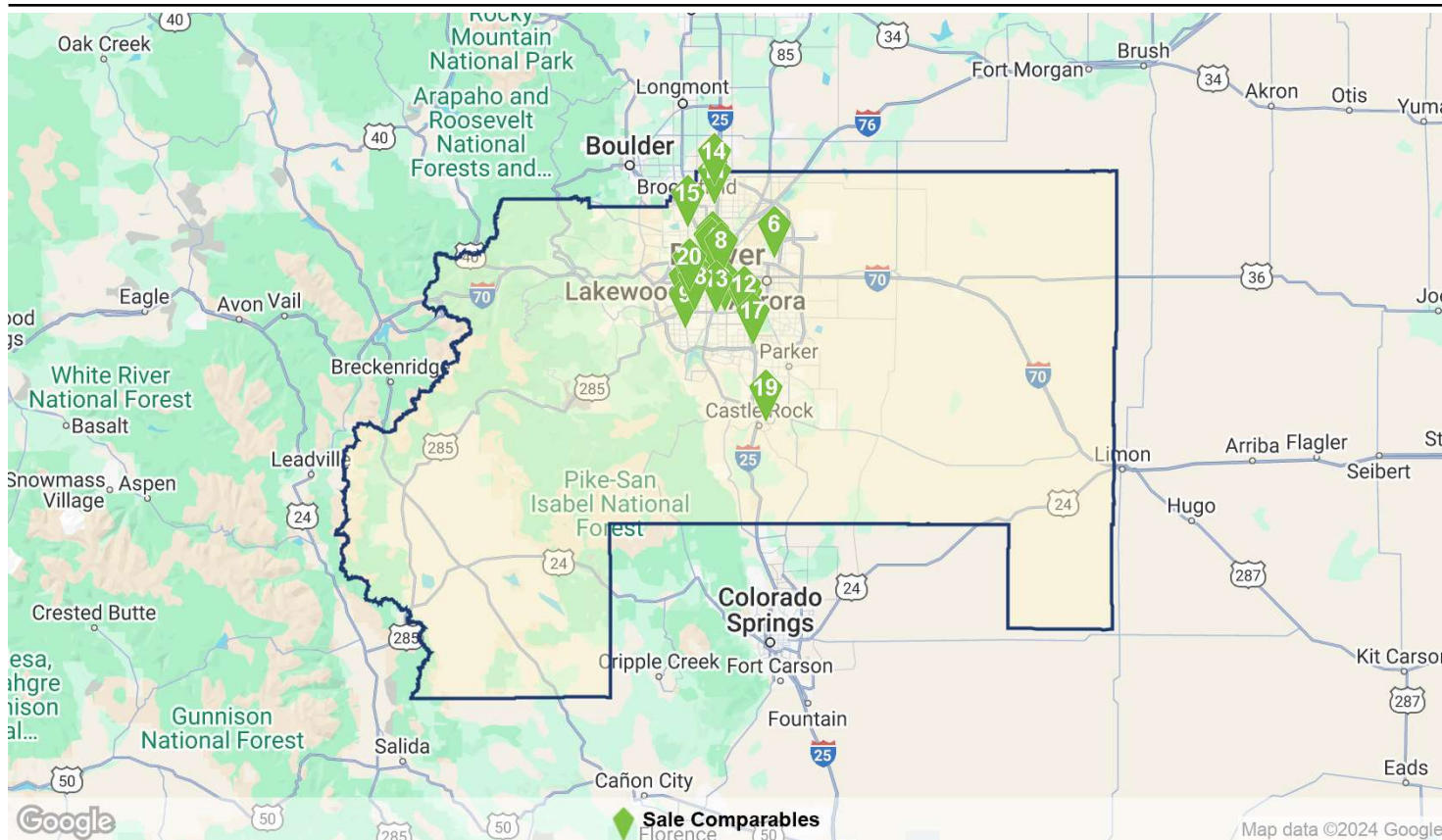
180

\$287

\$21.0

6.6%

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$687,500	\$20,977,445	\$2,537,500	\$161,000,000
Price/Unit	\$88,900	\$287,483	\$204,340	\$800,000
Cap Rate	2.9%	5.7%	5.6%	8.1%
Vacancy Rate At Sale	0%	6.6%	4.2%	25.2%
Time Since Sale in Months	0.2	5.6	5.3	12.0
Property Attributes	Low	Average	Median	High
Property Size in Units	5	117	14	6,270
Number of Floors	1	2	2	21
Average Unit SF	73	764	738	2,837
Year Built	1883	1965	1962	2024
Star Rating	★★★★★	★★★★★ 2.5	★★★★★	★★★★★

Sales Past 12 Months

Denver 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 Zia Sunnyside 4055 Inca St	★★★★★	2020	434	6.7%	10/19/2023	\$161,000,000	\$370,967	\$545	
2 Commons Park West 1550 Platte St	★★★★★	1999	339	8.6%	1/16/2024	\$145,500,000	\$429,203	\$401	
3 Kent Place Residences 3465 S Gaylord Ct	★★★★★	2014	300	6.3%	9/3/2024	\$135,000,000	\$450,000	\$450	
4 Griifis Platform Union Station 1650 Wewatta St	★★★★★	2015	287	7.0%	12/29/2023	\$125,500,000	\$437,282	\$270	
5 Windsor Townhomes and Ap... 8153 W Eastman Pl	★★★★★	1997	352	7.7%	2/15/2024	\$124,250,000	\$352,982	\$259	
6 Parkfield Apartments 16199 Green Valley Ranch Blvd	★★★★★	1999	476	3.6%	9/18/2024	\$120,000,000	\$252,100	\$230	
7 Viridian 5335 S Valentia Way	★★★★★	2002	420	7.1%	4/30/2024	\$117,000,000	\$278,571	\$184	
8 The Kendrick 1780 Marion St	★★★★★	2021	254	13.8%	10/11/2023	\$111,000,000	\$437,007	\$707	
9 Broadstone Olivine 8012 W Long Dr	★★★★★	2021	326	4.0%	12/21/2023	\$100,000,000	\$306,748	\$286	
10 7166 at Belmar Urban Flats 7166 W Custer Ave	★★★★★	2007	308	6.8%	9/4/2024	\$99,500,000	\$323,051	\$194	
11 Canyon Chase 400 W 123rd Ave	★★★★★	1986	358	5.3%	5/24/2024	\$95,273,833	\$266,128	\$320	
12 4400 Syracuse 4400 S Syracuse St	★★★★★	2021	316	4.4%	10/25/2023	\$95,250,000	\$301,424	\$281	
13 Avalon Cherry Hills 3650 S Broadway	★★★★★	2015	306	5.2%	7/30/2024	\$95,000,000	\$310,457	\$313	
14 Arbour Square Apartments 14770 Orchard Pky	★★★★★	2012	300	7.0%	8/14/2024	\$94,460,000	\$314,866	\$273	
15 Windsor Westminster 9100 Vance St	★★★★★	1993	276	4.0%	10/16/2023	\$81,000,000	\$293,478	\$343	
16 NOVEL White Fence Farm 6273 W Jewell Ave	★★★★★	2023	202	6.4%	8/8/2024	\$77,000,000	\$381,188	\$381	
17 Malbec at Vallagio 10245 Taliesin Dr	★★★★★	2017	232	3.0%	6/14/2024	\$76,256,734	\$328,692	\$211	
18 Bear Valley Park 5775 W Dartmouth Ave	★★★★★	2003	260	5.0%	12/8/2023	\$76,000,000	\$292,307	\$250	
19 Prospector Modern Apartments 3360 Esker Cir	★★★★★	2022	238	25.2%	2/7/2024	\$75,000,000	\$315,126	\$250	
20 Belmar Villas Apartments 700 S Reed Ct	★★★★★	1974	318	3.8%	2/14/2024	\$74,300,000	\$233,647	\$260	

The metro Denver region encompasses seven counties along the Front Range of Colorado and has a population nearing 3 million. The region's population has grown by 10.4% over the past decade, compared to the national benchmark of 5.4%. The region is expected to grow at a slower but steady pace over the next 10 years.

Denver's highly educated workforce, a globally connected airport, and low-tax environment have made the metro a hub for job creation. The region is home to 10 Fortune 500 Companies, including Arrow Electronics, DISH Network, and DaVita.

The Denver market recovered all jobs lost due to the pandemic by July 2021. The most recent data shows that 7,200 jobs were added in the past year, a 0.4% increase in employment. The unemployment rate of 3.4%

continues to trend below the national average. The slowdown in job growth could be a symptom of worker shortage rather than softening demand for workers.

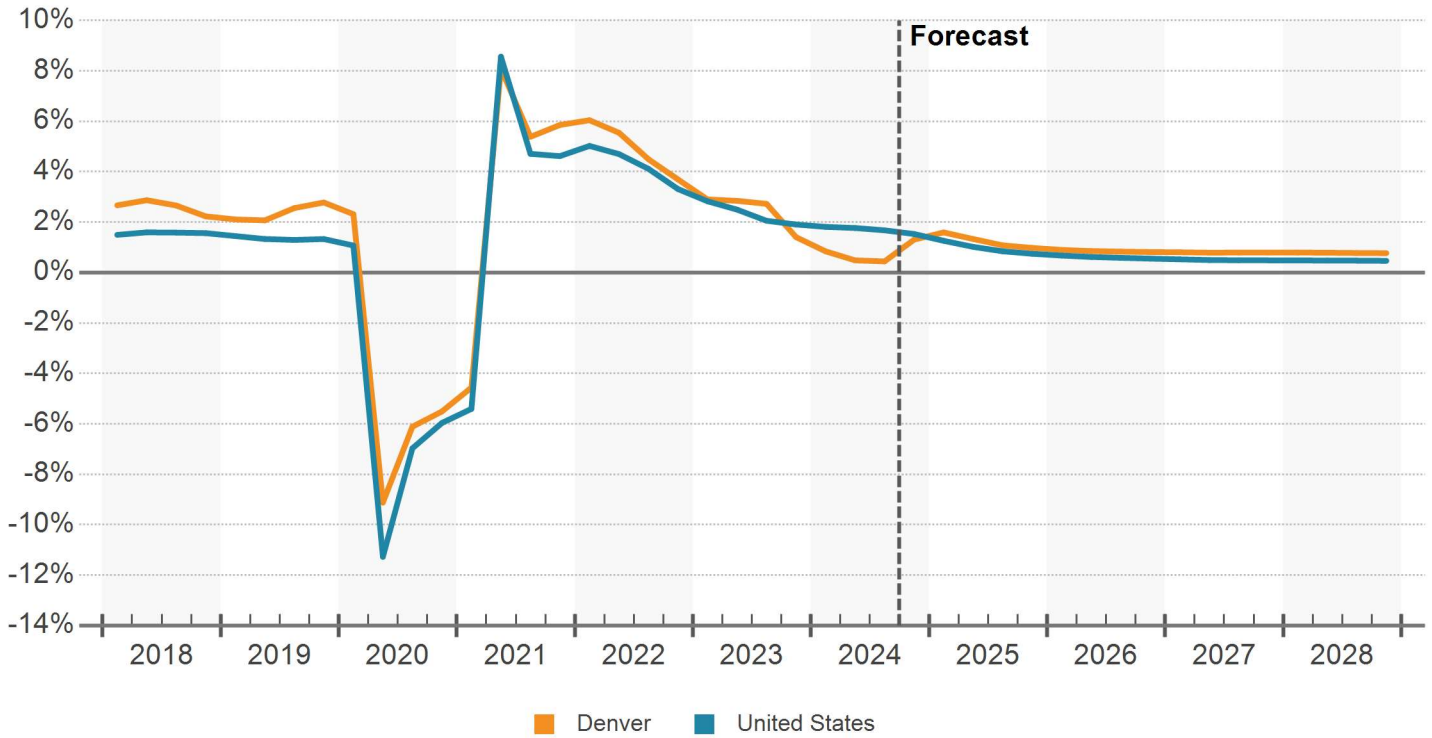
Denver has a high concentration of tech jobs, most of which are in the information sector which makes up 11% of Denver's total employment. According to Metro Denver Economic Development Corporation, the region has the fifth-highest employment concentration in the nation and was the fastest growing cluster in the region between 2016 and 2021, rising 49.2%. This sector also saw the greatest job losses over the past year as tech companies scaled back operations in the current high interest rate environment. The high concentration of tech in Denver has made the city one of the more flexible-friendly economies, which is further complicating the office market outlook.

DENVER 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	69	0.5	-0.41%	0.37%	0.60%	0.62%	0.78%	0.34%
Trade, Transportation and Utilities	291	1.0	-1.79%	0.81%	1.47%	1.01%	0.32%	0.28%
Retail Trade	138	0.8	-0.01%	0.83%	0.49%	0.25%	0.16%	0.21%
Financial Activities	122	1.3	1.49%	0.38%	2.16%	1.48%	0.58%	0.35%
Government	222	0.9	3.25%	2.28%	2.02%	0.66%	1.13%	0.51%
Natural Resources, Mining and Construction	111	1.2	-1.92%	2.39%	1.91%	2.27%	0.92%	0.73%
Education and Health Services	210	0.8	2.36%	3.60%	2.28%	2.07%	0.84%	0.77%
Professional and Business Services	325	1.4	0.01%	0.79%	2.89%	1.82%	1.01%	0.59%
Information	54	1.7	0.72%	0.50%	1.67%	1.02%	0.67%	0.54%
Leisure and Hospitality	177	1.0	0.91%	2.26%	1.73%	1.47%	1.27%	0.99%
Other Services	68	1.1	-0.66%	1.40%	2.40%	0.61%	0.92%	0.49%
Total Employment	1,649	1.0	0.45%	1.67%	2.03%	1.33%	0.85%	0.57%

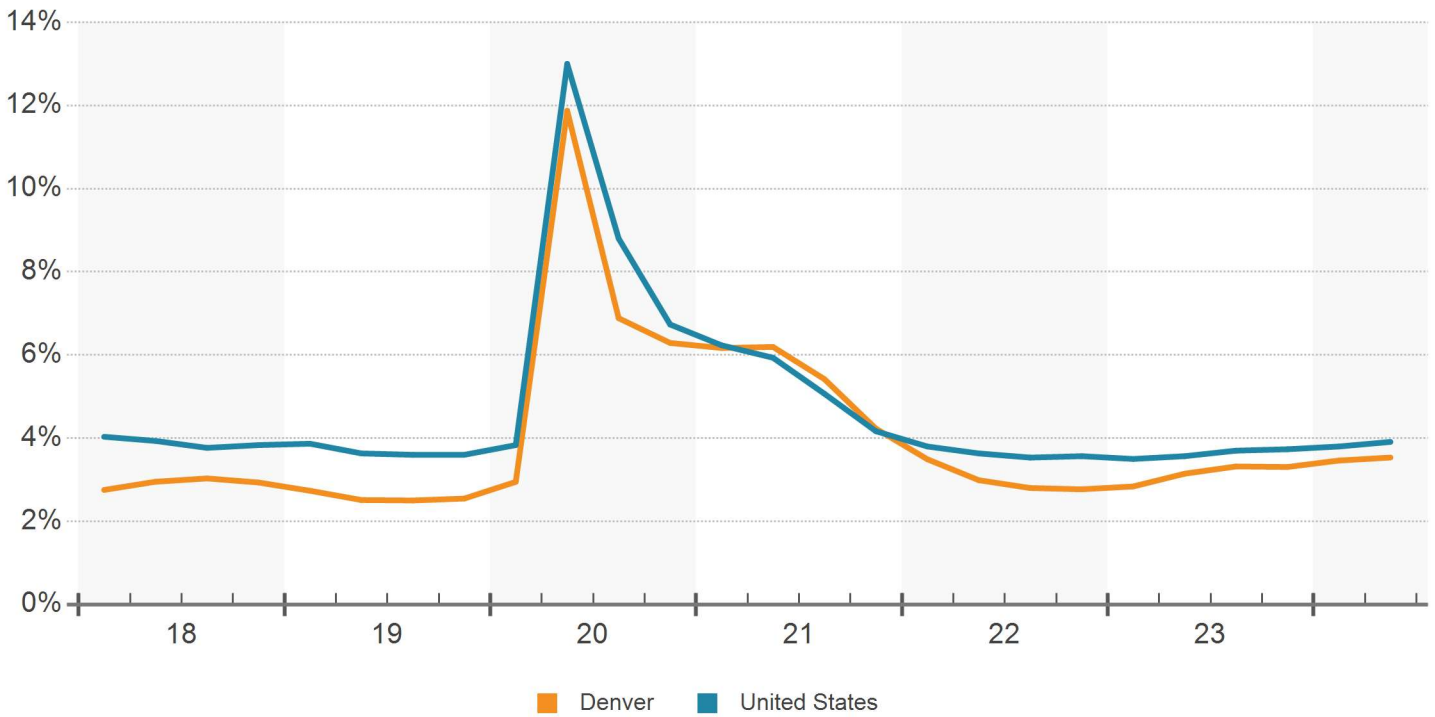
Source: Oxford Economics
LQ = Location Quotient

JOB GROWTH (YOY)

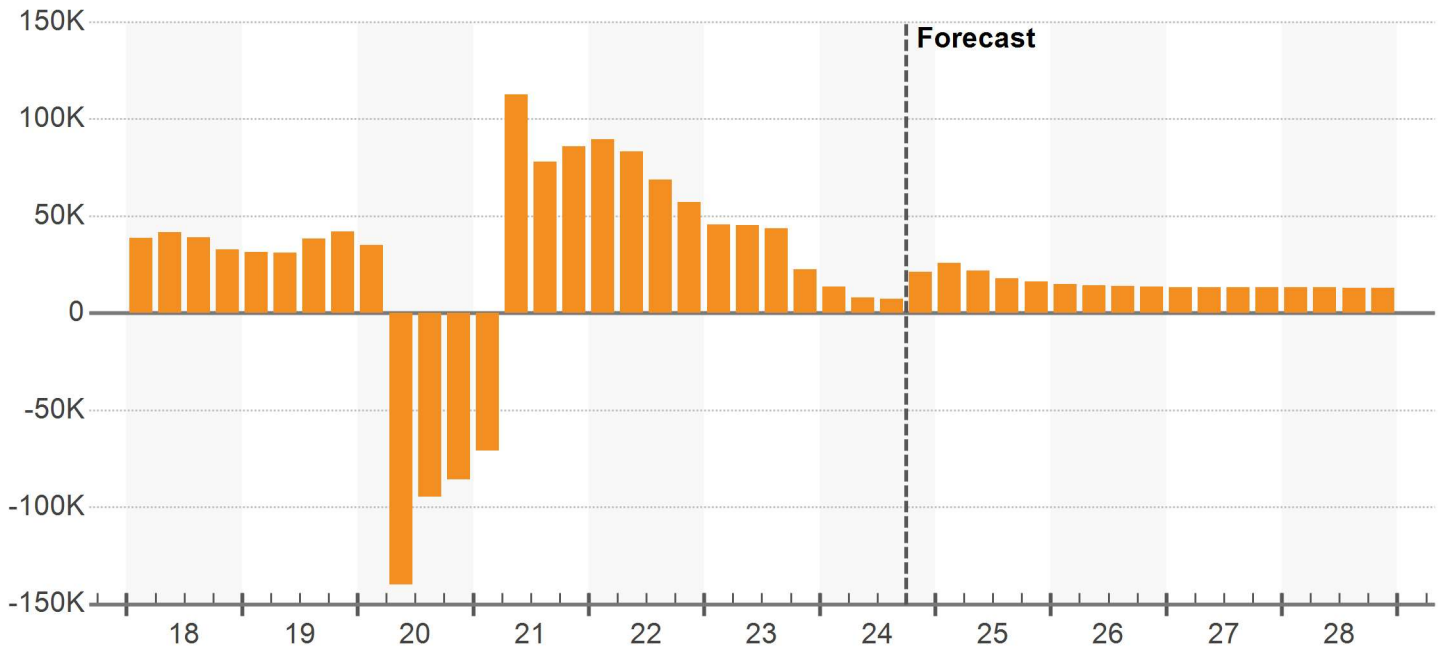


Source: Oxford Economics

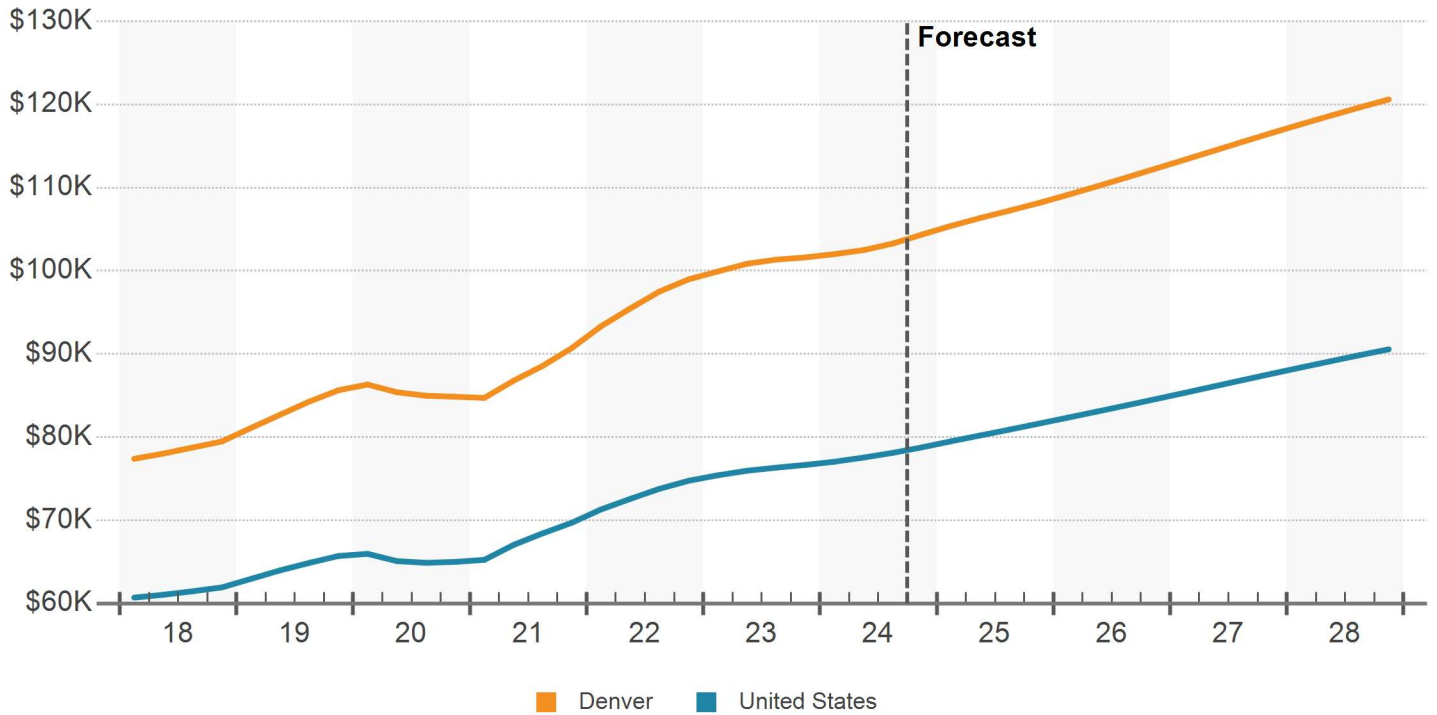
UNEMPLOYMENT RATE (%)



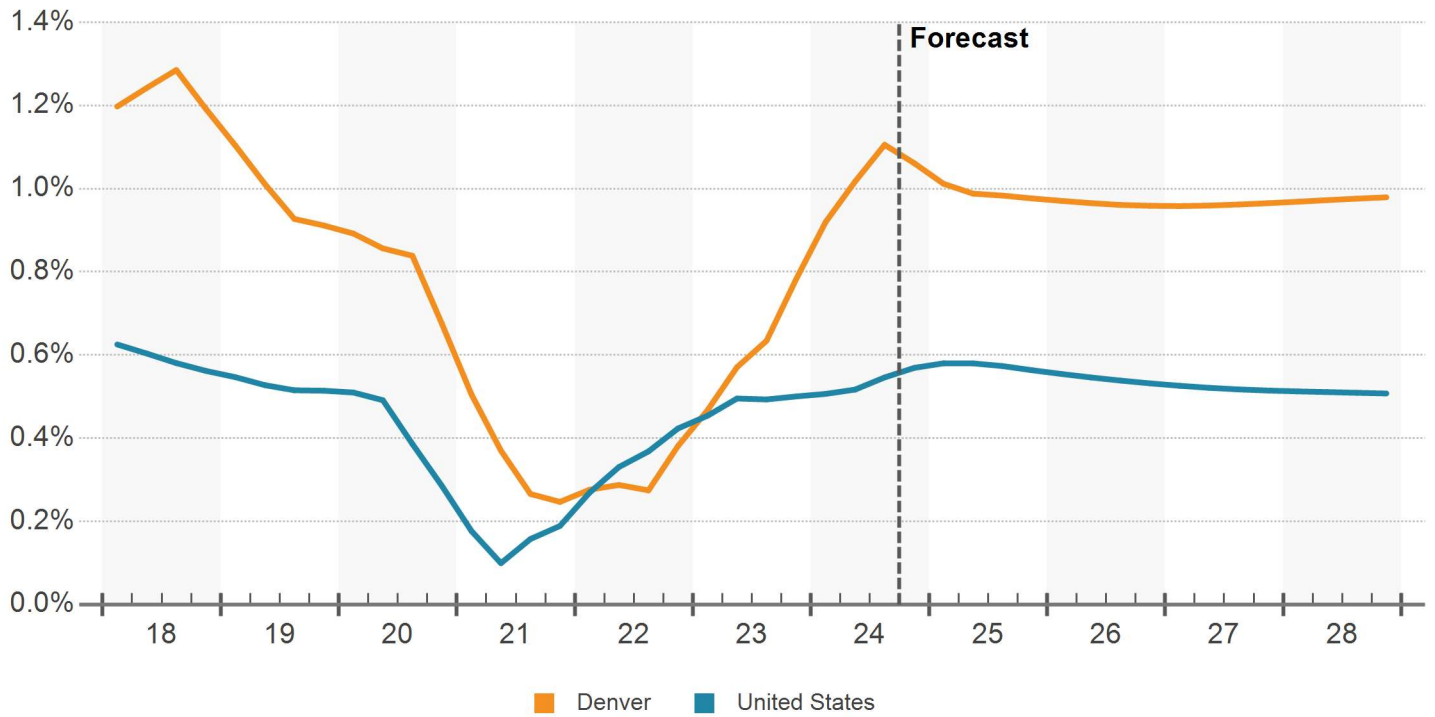
NET EMPLOYMENT CHANGE (YOY)



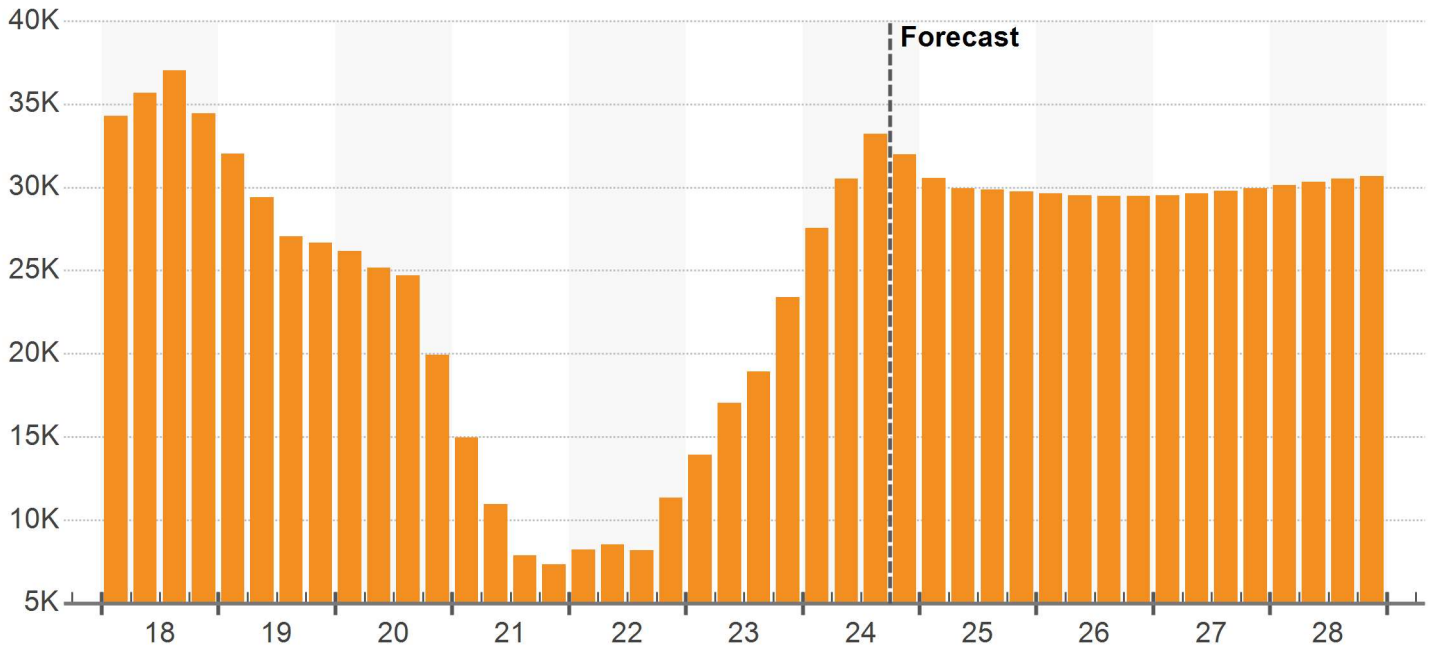
MEDIAN HOUSEHOLD INCOME



POPULATION GROWTH (YOY %)



NET POPULATION CHANGE (YOY)

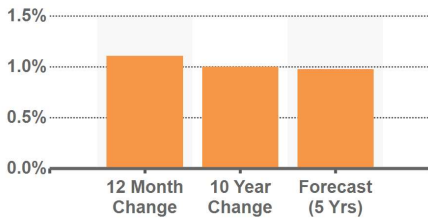


DEMOGRAPHIC TRENDS

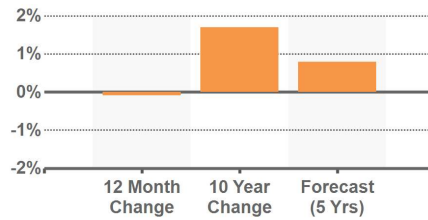
Demographic Category	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
	Metro	US	Metro	US	Metro	US	Metro	US
Population	3,038,436	336,749,188	1.1%	0.5%	1.0%	0.5%	1.0%	0.5%
Households	1,249,182	131,616,188	1.3%	0.7%	1.6%	0.9%	1.1%	0.6%
Median Household Income	\$103,293	\$78,120	1.9%	2.3%	4.6%	3.9%	3.6%	3.5%
Labor Force	1,750,706	168,379,109	-0.1%	0.5%	1.7%	0.8%	0.8%	0.5%
Unemployment	3.5%	3.9%	0.2%	0.2%	-0.1%	-0.2%	-	-

Source: Oxford Economics

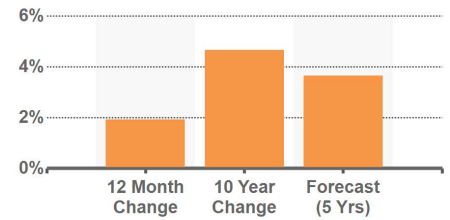
POPULATION GROWTH



LABOR FORCE GROWTH



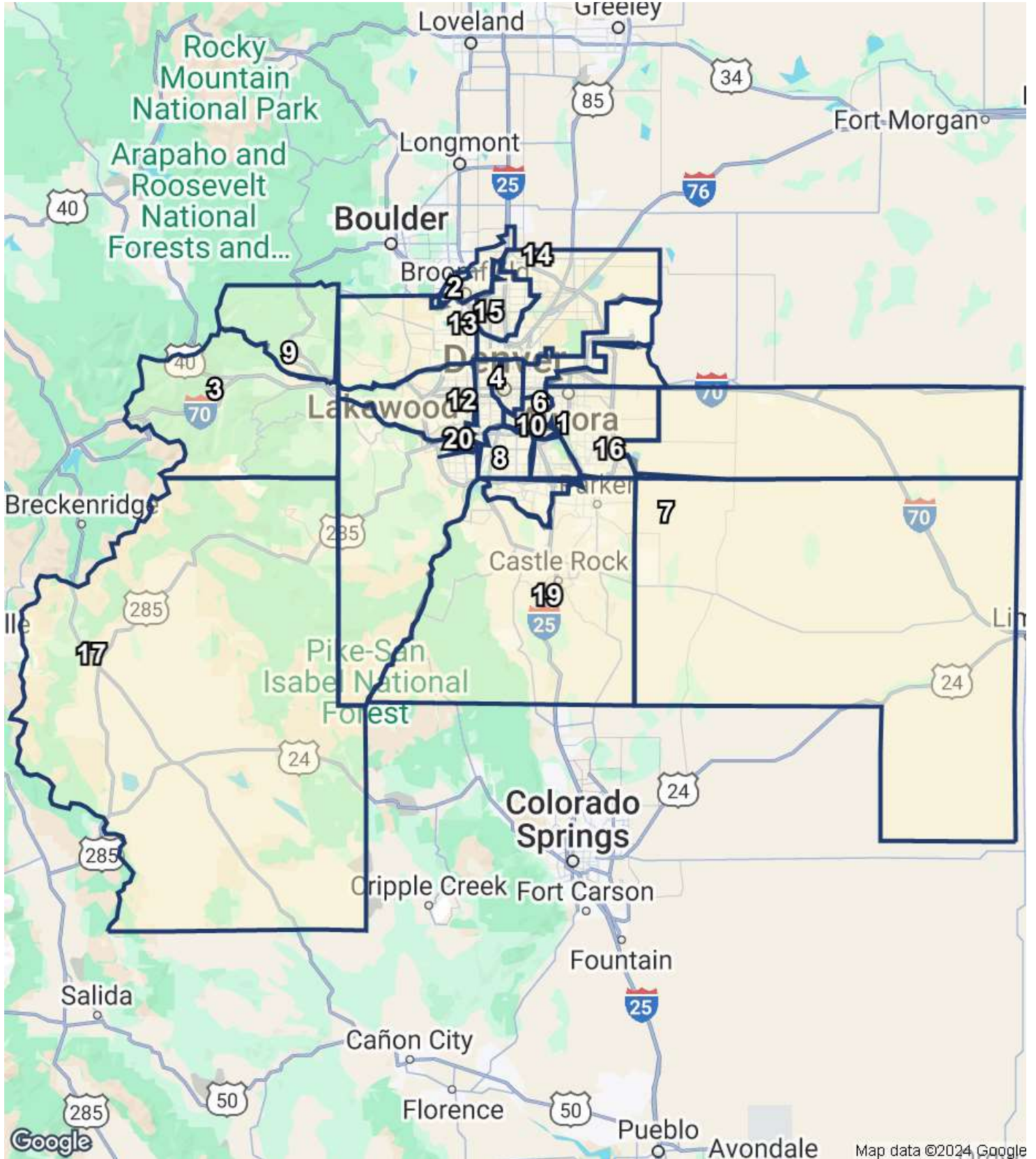
INCOME GROWTH



Source: Oxford Economics

Submarkets

DENVER SUBMARKETS



Submarkets

SUBMARKET INVENTORY

No.	Submarket	Inventory				12 Month Deliveries				Under Construction			
		Bldgs	Units	% Market	Rank	Bldgs	Units	Percent	Rank	Bldgs	Units	Percent	Rank
1	Aurora	251	38,208	12.4%	2	5	1,299	3.4%	6	12	2,766	7.2%	2
2	Broomfield County	50	10,207	3.3%	13	3	630	6.2%	11	5	1,448	14.2%	4
3	Clear Creek County	10	185	0.1%	19	0	0	0%	-	0	0	0%	-
4	Downtown Denver	1,336	62,603	20.3%	1	16	4,474	7.1%	1	15	3,354	5.4%	1
5	DTC/Southeast Corridor	57	14,742	4.8%	8	4	1,050	7.1%	8	3	826	5.6%	6
6	East Denver	220	22,478	7.3%	5	10	2,943	13.1%	2	6	1,201	5.3%	5
7	Elbert County	3	235	0.1%	18	1	80	34.0%	16	0	0	0%	-
8	Englewood/Littleton	271	13,127	4.2%	10	3	346	2.6%	14	2	542	4.1%	8
9	Gilpin County	1	168	0.1%	20	0	0	0%	-	0	0	0%	-
10	Glendale University Area	244	23,843	7.7%	4	2	299	1.3%	15	2	338	1.4%	12
11	Highlands Ranch-Lone Tr...	38	11,504	3.7%	12	2	650	5.7%	10	0	0	0%	-
12	Lakewood/West Corridor	570	25,600	8.3%	3	5	1,077	4.2%	7	2	369	1.4%	11
13	North Jefferson County	169	13,487	4.4%	9	4	724	5.4%	9	3	502	3.7%	9
14	Northeast Adams County	133	8,046	2.6%	14	4	550	6.8%	12	1	274	3.4%	13
15	Northwest Adams County	92	20,329	6.6%	7	2	534	2.6%	13	2	632	3.1%	7
16	Outlying Arapahoe County	1	270	0.1%	17	0	0	0%	-	1	146	54.1%	15
17	Park County	1	6	0%	21	0	0	0%	-	0	0	0%	-
18	South Adams County	155	6,011	1.9%	15	4	1,438	23.9%	3	0	0	0%	-
19	South Douglas County	68	12,595	4.1%	11	5	1,329	10.6%	4	2	485	3.9%	10
20	South Jefferson County	27	5,022	1.6%	16	0	0	0%	-	1	199	4.0%	14
21	West Denver	421	20,444	6.6%	6	7	1,302	6.4%	5	16	1,923	9.4%	3

SUBMARKET RENT

No.	Market	Asking Rents				Effective Rents					
		Per Unit	Per SF	Rank	Yr. Growth	Per Unit	Per SF	Rank	Yr. Growth	Concession	Rank
1	Aurora	\$1,754	\$2.01	18	-0.1%	\$1,735	\$1.98	18	-0.3%	1.1%	11
2	Broomfield County	\$2,004	\$2.13	11	-1.1%	\$1,982	\$2.11	10	-0.7%	1.1%	10
3	Clear Creek County	\$1,450	\$2.26	3	-13.7%	\$1,440	\$2.24	3	-13.6%	0.6%	18
4	Downtown Denver	\$1,997	\$2.54	1	-1.8%	\$1,957	\$2.49	1	-2.4%	2.0%	3
5	DTC/Southeast Corridor	\$2,059	\$2.20	5	-0.6%	\$2,030	\$2.17	5	-1.3%	1.4%	6
6	East Denver	\$1,909	\$2.17	7	-0.6%	\$1,864	\$2.12	8	-1.9%	2.4%	2
7	Elbert County	\$1,901	\$1.83	20	-15.9%	\$1,890	\$1.82	20	-16.4%	0.6%	20
8	Englewood/Littleton	\$1,733	\$2.10	15	1.6%	\$1,720	\$2.08	13	1.4%	0.7%	17
9	Gilpin County	\$1,535	\$1.86	19	2.0%	\$1,523	\$1.84	19	2.0%	0.8%	16
10	Glendale University Area	\$1,630	\$2.02	17	-1.3%	\$1,617	\$2	17	-0.9%	0.8%	15
11	Highlands Ranch-Lone Tr...	\$2,119	\$2.21	4	0.4%	\$2,093	\$2.18	4	-0.4%	1.2%	8
12	Lakewood/West Corridor	\$1,783	\$2.12	13	0.3%	\$1,767	\$2.10	11	-0.1%	0.9%	14
13	North Jefferson County	\$1,901	\$2.18	6	-0.7%	\$1,882	\$2.16	6	-1.0%	1.0%	12
14	Northeast Adams County	\$1,765	\$2.11	14	0.4%	\$1,744	\$2.08	14	-0.3%	1.2%	9
15	Northwest Adams County	\$1,808	\$2.09	16	1.2%	\$1,791	\$2.07	16	1.1%	0.9%	13
16	Outlying Arapahoe County	\$2,199	\$2.15	9	0.6%	\$2,185	\$2.13	7	0%	0.6%	19
17	Park County	-	-	-	-	-	-	-	-	0%	-
18	South Adams County	\$1,682	\$2.16	8	-0.2%	\$1,626	\$2.08	12	-2.6%	3.3%	1
19	South Douglas County	\$2,030	\$2.12	12	-0.6%	\$1,991	\$2.08	15	-0.9%	1.9%	4
20	South Jefferson County	\$2,055	\$2.14	10	2.1%	\$2,030	\$2.11	9	1.2%	1.2%	7
21	West Denver	\$1,883	\$2.39	2	-2.2%	\$1,849	\$2.35	2	-3.0%	1.8%	5

SUBMARKET VACANCY & ABSORPTION

No.	Submarket	Vacancy			12 Month Absorption			
		Units	Percent	Rank	Units	% of Inv	Rank	Construc. Ratio
1	Aurora	3,535	9.3%	12	248	0.6%	13	3.7
2	Broomfield County	1,074	10.5%	16	455	4.5%	9	1.4
3	Clear Creek County	9	5.0%	1	2	1.0%	15	-
4	Downtown Denver	7,865	12.6%	17	2,907	4.6%	1	1.5
5	DTC/Southeast Corridor	1,966	13.3%	18	(139)	-0.9%	21	-
6	East Denver	3,231	14.4%	19	1,301	5.8%	3	1.5
7	Elbert County	45	19.0%	20	44	18.7%	14	1.8
8	Englewood/Littleton	797	6.1%	4	294	2.2%	11	0.7
9	Gilpin County	13	7.7%	7	0	0%	-	-
10	Glendale University Area	2,017	8.5%	9	(61)	-0.3%	20	-
11	Highlands Ranch-Lone Tr...	1,017	8.8%	10	537	4.7%	7	0.8
12	Lakewood/West Corridor	1,896	7.4%	6	511	2.0%	8	1.5
13	North Jefferson County	1,294	9.6%	14	332	2.5%	10	2.2
14	Northeast Adams County	723	9.0%	11	268	3.3%	12	1.0
15	Northwest Adams County	1,604	7.9%	8	625	3.1%	5	0.9
16	Outlying Arapahoe County	14	5.1%	2	0	0%	-	-
17	Park County	0	6.3%	5	0	0%	-	-
18	South Adams County	1,150	19.1%	21	608	10.1%	6	1.1
19	South Douglas County	1,195	9.5%	13	1,640	13.0%	2	0.3
20	South Jefferson County	273	5.4%	3	(53)	-1.0%	19	-
21	West Denver	2,054	10.0%	15	714	3.5%	4	1.8

OVERALL SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2028	336,316	6,837	2.1%	7,279	2.2%	0.9
2027	329,479	4,729	1.5%	6,164	1.9%	0.8
2026	324,750	6,083	1.9%	7,292	2.2%	0.8
2025	318,667	6,441	2.1%	7,217	2.3%	0.9
2024	312,226	17,857	6.1%	11,016	3.5%	1.6
YTD	309,171	14,802	5.0%	9,097	2.9%	1.6
2023	294,369	12,006	4.3%	7,012	2.4%	1.7
2022	282,363	10,224	3.8%	7,190	2.5%	1.4
2021	272,139	9,534	3.6%	11,747	4.3%	0.8
2020	262,605	7,933	3.1%	7,923	3.0%	1.0
2019	254,672	9,874	4.0%	8,187	3.2%	1.2
2018	244,798	10,697	4.6%	10,724	4.4%	1.0
2017	234,101	9,518	4.2%	7,691	3.3%	1.2
2016	224,583	6,007	2.7%	3,216	1.4%	1.9
2015	218,576	9,228	4.4%	8,029	3.7%	1.1
2014	209,348	8,959	4.5%	7,258	3.5%	1.2
2013	200,389	3,469	1.8%	3,127	1.6%	1.1
2012	196,920	1,871	1.0%	4,081	2.1%	0.5

4 & 5 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2028	189,973	6,993	3.8%	7,346	3.9%	1.0
2027	182,980	4,893	2.7%	5,788	3.2%	0.8
2026	178,087	4,752	2.7%	6,185	3.5%	0.8
2025	173,335	4,504	2.7%	6,576	3.8%	0.7
2024	168,831	16,249	10.6%	10,886	6.4%	1.5
YTD	166,162	13,580	8.9%	9,023	5.4%	1.5
2023	152,582	10,738	7.6%	6,669	4.4%	1.6
2022	141,844	7,606	5.7%	6,092	4.3%	1.2
2021	134,238	8,754	7.0%	9,195	6.8%	1.0
2020	125,484	7,576	6.4%	7,837	6.2%	1.0
2019	117,908	8,557	7.8%	7,623	6.5%	1.1
2018	109,351	10,044	10.1%	9,643	8.8%	1.0
2017	99,307	8,921	9.9%	7,159	7.2%	1.2
2016	90,386	5,653	6.7%	4,361	4.8%	1.3
2015	84,733	8,844	11.7%	7,262	8.6%	1.2
2014	75,889	8,071	11.9%	6,532	8.6%	1.2
2013	67,818	3,770	5.9%	2,937	4.3%	1.3
2012	64,048	1,828	2.9%	2,440	3.8%	0.7

3 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2028	96,029	(8)	0%	173	0.2%	0
2027	96,037	(10)	0%	678	0.7%	0
2026	96,047	1,488	1.6%	1,412	1.5%	1.1
2025	94,559	2,042	2.2%	896	0.9%	2.3
2024	92,517	1,594	1.8%	635	0.7%	2.5
YTD	92,137	1,214	1.3%	540	0.6%	2.2
2023	90,923	1,268	1.4%	422	0.5%	3.0
2022	89,655	1,816	2.1%	605	0.7%	3.0
2021	87,839	619	0.7%	2,012	2.3%	0.3
2020	87,220	312	0.4%	293	0.3%	1.1
2019	86,908	1,347	1.6%	555	0.6%	2.4
2018	85,561	686	0.8%	1,001	1.2%	0.7
2017	84,875	622	0.7%	530	0.6%	1.2
2016	84,253	423	0.5%	(803)	-1.0%	-
2015	83,830	390	0.5%	797	1.0%	0.5
2014	83,440	896	1.1%	708	0.8%	1.3
2013	82,544	(6)	0%	191	0.2%	0
2012	82,550	8	0%	1,084	1.3%	0

1 & 2 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2028	50,314	(148)	-0.3%	(240)	-0.5%	0.6
2027	50,462	(154)	-0.3%	(302)	-0.6%	0.5
2026	50,616	(157)	-0.3%	(305)	-0.6%	0.5
2025	50,773	(105)	-0.2%	(255)	-0.5%	0.4
2024	50,878	14	0%	(505)	-1.0%	0
YTD	50,872	8	0%	(466)	-0.9%	0
2023	50,864	0	0%	(79)	-0.2%	0
2022	50,864	802	1.6%	493	1.0%	1.6
2021	50,062	161	0.3%	540	1.1%	0.3
2020	49,901	45	0.1%	(207)	-0.4%	-
2019	49,856	(30)	-0.1%	9	0%	-
2018	49,886	(33)	-0.1%	80	0.2%	-
2017	49,919	(25)	-0.1%	2	0%	-
2016	49,944	(69)	-0.1%	(342)	-0.7%	0.2
2015	50,013	(6)	0%	(30)	-0.1%	0.2
2014	50,019	(8)	0%	18	0%	-
2013	50,027	(295)	-0.6%	(1)	0%	295.0
2012	50,322	35	0.1%	557	1.1%	0.1

OVERALL VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rents	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2028	28,763	8.6%	(0.3)	\$2,175	\$2.56	3.4%	(0.2)	\$2,140	\$2.52
2027	29,202	8.9%	(0.6)	\$2,103	\$2.48	3.6%	(1.2)	\$2,070	\$2.44
2026	30,637	9.4%	(0.6)	\$2,030	\$2.39	4.8%	0.7	\$1,998	\$2.35
2025	31,848	10.0%	(0.5)	\$1,937	\$2.28	4.1%	4.6	\$1,906	\$2.25
2024	32,622	10.4%	1.6	\$1,860	\$2.19	-0.5%	(1.8)	\$1,831	\$2.16
YTD	31,779	10.3%	1.4	\$1,876	\$2.20	-0.6%	(1.9)	\$1,848	\$2.17
2023	26,059	8.9%	1.4	\$1,870	\$2.20	1.3%	(2.4)	\$1,848	\$2.17
2022	21,063	7.5%	0.8	\$1,845	\$2.17	3.8%	(6.5)	\$1,830	\$2.15
2021	18,025	6.6%	(1.1)	\$1,779	\$2.09	10.3%	9.6	\$1,767	\$2.08
2020	20,225	7.7%	(0.2)	\$1,613	\$1.89	0.7%	(1.4)	\$1,580	\$1.86
2019	20,210	7.9%	0.4	\$1,601	\$1.88	2.1%	(1.4)	\$1,577	\$1.85
2018	18,523	7.6%	(0.4)	\$1,568	\$1.84	3.6%	0.7	\$1,534	\$1.80
2017	18,541	7.9%	0.5	\$1,514	\$1.78	2.9%	0.5	\$1,478	\$1.74
2016	16,710	7.4%	1.1	\$1,471	\$1.73	2.4%	(3.2)	\$1,442	\$1.69
2015	13,915	6.4%	0.3	\$1,437	\$1.69	5.6%	1.1	\$1,416	\$1.66
2014	12,711	6.1%	0.6	\$1,361	\$1.60	4.5%	0.2	\$1,345	\$1.58
2013	11,005	5.5%	0.1	\$1,303	\$1.53	4.3%	0.1	\$1,291	\$1.52
2012	10,653	5.4%	(1.2)	\$1,250	\$1.47	4.2%	-	\$1,238	\$1.45

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	17,384	9.2%	(0.5)	\$2,439	\$2.69	3.3%	(0.2)	\$2,392	\$2.64
2027	17,735	9.7%	(0.8)	\$2,361	\$2.61	3.5%	(1.2)	\$2,316	\$2.56
2026	18,632	10.5%	(1.1)	\$2,281	\$2.52	4.7%	0.7	\$2,237	\$2.47
2025	20,067	11.6%	(1.5)	\$2,177	\$2.40	4.0%	4.8	\$2,135	\$2.36
2024	22,138	13.1%	1.9	\$2,093	\$2.31	-0.8%	(1.8)	\$2,053	\$2.27
YTD	21,656	13.0%	1.8	\$2,109	\$2.32	-1.0%	(1.9)	\$2,072	\$2.28
2023	17,082	11.2%	2.0	\$2,110	\$2.32	1.0%	(2.2)	\$2,082	\$2.29
2022	13,010	9.2%	0.6	\$2,090	\$2.30	3.2%	(7.4)	\$2,071	\$2.28
2021	11,496	8.6%	(0.9)	\$2,026	\$2.23	10.6%	10.0	\$2,010	\$2.21
2020	11,928	9.5%	(0.8)	\$1,832	\$2.01	0.6%	(1.1)	\$1,786	\$1.96
2019	12,182	10.3%	0	\$1,821	\$2	1.7%	(1.7)	\$1,787	\$1.97
2018	11,250	10.3%	(0.6)	\$1,791	\$1.97	3.4%	1.3	\$1,746	\$1.92
2017	10,843	10.9%	0.9	\$1,732	\$1.90	2.2%	0	\$1,686	\$1.85
2016	9,078	10.0%	0.9	\$1,695	\$1.86	2.1%	(2.1)	\$1,658	\$1.82
2015	7,784	9.2%	1.0	\$1,660	\$1.82	4.2%	0.5	\$1,633	\$1.79
2014	6,200	8.2%	1.3	\$1,593	\$1.75	3.7%	0.2	\$1,571	\$1.73
2013	4,657	6.9%	0.9	\$1,536	\$1.69	3.5%	0	\$1,520	\$1.67
2012	3,813	6.0%	(1.2)	\$1,484	\$1.63	3.6%	-	\$1,469	\$1.61

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	7,533	7.8%	(0.2)	\$1,943	\$2.40	3.6%	(0.2)	\$1,923	\$2.38
2027	7,713	8.0%	(0.7)	\$1,877	\$2.32	3.8%	(1.1)	\$1,857	\$2.30
2026	8,401	8.7%	(0.1)	\$1,809	\$2.24	4.9%	0.6	\$1,790	\$2.21
2025	8,326	8.8%	1.0	\$1,725	\$2.13	4.2%	4.6	\$1,707	\$2.11
2024	7,180	7.8%	0.9	\$1,655	\$2.05	-0.3%	(1.9)	\$1,638	\$2.03
YTD	6,897	7.5%	0.6	\$1,675	\$2.07	-0.2%	(1.8)	\$1,659	\$2.05
2023	6,224	6.8%	0.8	\$1,660	\$2.05	1.6%	(3.3)	\$1,645	\$2.03
2022	5,380	6.0%	1.3	\$1,634	\$2.02	4.9%	(6.6)	\$1,623	\$2
2021	4,165	4.7%	(1.6)	\$1,558	\$1.92	11.5%	10.6	\$1,550	\$1.91
2020	5,557	6.4%	0	\$1,397	\$1.72	0.9%	(2.0)	\$1,381	\$1.70
2019	5,538	6.4%	0.8	\$1,385	\$1.71	2.9%	(1.2)	\$1,373	\$1.69
2018	4,744	5.5%	(0.4)	\$1,346	\$1.66	4.1%	(0.3)	\$1,324	\$1.63
2017	5,057	6.0%	0.1	\$1,293	\$1.59	4.4%	1.8	\$1,268	\$1.56
2016	4,964	5.9%	1.4	\$1,239	\$1.53	2.5%	(5.8)	\$1,216	\$1.50
2015	3,734	4.5%	(0.5)	\$1,209	\$1.49	8.4%	2.1	\$1,195	\$1.47
2014	4,140	5.0%	0.2	\$1,116	\$1.37	6.3%	0	\$1,106	\$1.36
2013	3,951	4.8%	(0.2)	\$1,050	\$1.29	6.3%	0.1	\$1,043	\$1.29
2012	4,148	5.0%	(1.3)	\$988	\$1.22	6.2%	-	\$979	\$1.21

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	3,847	7.6%	0.2	\$1,565	\$2.24	3.6%	(0.3)	\$1,555	\$2.23
2027	3,754	7.4%	0.3	\$1,511	\$2.17	3.8%	(1.2)	\$1,501	\$2.15
2026	3,604	7.1%	0.3	\$1,456	\$2.09	5.0%	0.6	\$1,446	\$2.07
2025	3,455	6.8%	0.3	\$1,386	\$1.99	4.4%	3.4	\$1,377	\$1.97
2024	3,303	6.5%	1.1	\$1,328	\$1.90	1.0%	(2.0)	\$1,319	\$1.89
YTD	3,226	6.3%	0.9	\$1,329	\$1.90	1.2%	(1.8)	\$1,321	\$1.89
2023	2,754	5.4%	0.2	\$1,315	\$1.88	3.0%	(1.5)	\$1,305	\$1.87
2022	2,673	5.3%	0.5	\$1,277	\$1.83	4.5%	(0.8)	\$1,269	\$1.82
2021	2,364	4.7%	(0.8)	\$1,222	\$1.75	5.3%	4.2	\$1,214	\$1.74
2020	2,740	5.5%	0.5	\$1,160	\$1.66	1.2%	(1.9)	\$1,151	\$1.64
2019	2,489	5.0%	(0.1)	\$1,147	\$1.64	3.0%	(0.2)	\$1,140	\$1.63
2018	2,529	5.1%	(0.2)	\$1,113	\$1.59	3.3%	(0.8)	\$1,101	\$1.57
2017	2,640	5.3%	(0.1)	\$1,078	\$1.54	4.1%	0.3	\$1,065	\$1.52
2016	2,668	5.3%	0.6	\$1,035	\$1.48	3.8%	(4.2)	\$1,026	\$1.46
2015	2,396	4.8%	0.1	\$997	\$1.42	8.1%	2.7	\$990	\$1.41
2014	2,372	4.7%	0	\$922	\$1.31	5.3%	0.7	\$917	\$1.31
2013	2,397	4.8%	(0.6)	\$876	\$1.25	4.7%	0.8	\$871	\$1.24
2012	2,691	5.3%	(1.0)	\$837	\$1.19	3.9%	-	\$832	\$1.18

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	-	-	-	-	-	-	\$407,806	387	4.7%
2027	-	-	-	-	-	-	\$371,852	353	5.0%
2026	-	-	-	-	-	-	\$340,620	323	5.2%
2025	-	-	-	-	-	-	\$314,852	299	5.3%
2024	-	-	-	-	-	-	\$306,805	291	5.3%
YTD	140	\$2.5B	3.8%	\$20,177,431	\$273,178	5.7%	\$310,651	295	5.2%
2023	155	\$2.7B	5.3%	\$18,607,509	\$302,211	5.3%	\$313,923	298	5.0%
2022	298	\$5.7B	7.1%	\$19,870,034	\$309,029	4.6%	\$346,559	329	4.4%
2021	474	\$10.4B	14.2%	\$25,284,664	\$317,001	4.9%	\$362,372	344	4.1%
2020	280	\$4.6B	7.9%	\$18,763,366	\$240,380	5.4%	\$299,900	285	4.5%
2019	318	\$5.5B	9.3%	\$18,592,404	\$238,909	5.6%	\$276,430	262	4.8%
2018	285	\$5B	9.2%	\$19,307,626	\$227,519	5.4%	\$257,035	244	5.0%
2017	341	\$6.2B	13.2%	\$19,871,157	\$217,224	5.7%	\$239,915	228	5.1%
2016	346	\$6.5B	14.7%	\$20,241,117	\$199,101	5.9%	\$223,543	212	5.2%
2015	353	\$3.9B	12.8%	\$11,975,124	\$144,369	6.2%	\$211,638	201	5.2%
2014	345	\$3.3B	11.4%	\$10,122,136	\$142,314	6.5%	\$191,050	181	5.4%
2013	315	\$2B	10.4%	\$6,700,867	\$105,242	6.8%	\$169,940	161	5.8%

(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	-	-	-	-	-	-	\$491,938	371	4.5%
2027	-	-	-	-	-	-	\$448,286	338	4.8%
2026	-	-	-	-	-	-	\$410,446	310	5.0%
2025	-	-	-	-	-	-	\$379,322	286	5.1%
2024	-	-	-	-	-	-	\$369,974	279	5.0%
YTD	24	\$1.6B	3.8%	\$76,272,401	\$316,108	5.1%	\$374,768	283	5.0%
2023	19	\$1.9B	3.5%	\$100,306,447	\$358,709	4.9%	\$379,271	286	4.8%
2022	38	\$2.8B	5.6%	\$77,089,665	\$389,123	3.6%	\$419,292	317	4.2%
2021	87	\$8B	16.4%	\$99,736,500	\$384,508	3.8%	\$440,343	332	3.9%
2020	40	\$2.5B	6.7%	\$64,907,590	\$297,454	4.5%	\$366,756	277	4.3%
2019	50	\$3.7B	10.7%	\$74,568,315	\$294,475	4.8%	\$339,692	256	4.6%
2018	40	\$3.1B	9.9%	\$77,831,801	\$288,399	4.8%	\$317,947	240	4.7%
2017	56	\$3.8B	14.7%	\$71,400,571	\$269,840	4.8%	\$298,295	225	4.8%
2016	58	\$4.2B	18.8%	\$71,724,713	\$244,176	5.1%	\$279,000	211	4.8%
2015	39	\$1.7B	11.5%	\$47,901,925	\$189,440	5.4%	\$264,599	200	4.9%
2014	33	\$1.7B	11.5%	\$53,439,361	\$197,740	5.3%	\$239,512	181	5.1%
2013	28	\$1.1B	13.7%	\$39,065,688	\$136,030	5.9%	\$213,876	161	5.4%

(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. The price index is not smoothed.

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	-	-	-	-	-	-	\$331,800	422	4.8%
2027	-	-	-	-	-	-	\$302,605	384	5.1%
2026	-	-	-	-	-	-	\$277,225	352	5.3%
2025	-	-	-	-	-	-	\$256,306	326	5.4%
2024	-	-	-	-	-	-	\$249,454	317	5.4%
YTD	29	\$551.9M	3.7%	\$21,226,609	\$231,887	5.9%	\$252,434	321	5.3%
2023	36	\$535.7M	9.4%	\$16,740,134	\$245,502	5.3%	\$254,971	324	5.1%
2022	73	\$2B	9.1%	\$30,641,316	\$276,316	4.1%	\$280,865	357	4.5%
2021	93	\$1.4B	9.8%	\$17,139,319	\$220,071	4.8%	\$291,743	371	4.2%
2020	64	\$1.7B	10.7%	\$29,844,860	\$203,397	5.0%	\$238,429	303	4.6%
2019	68	\$1.3B	8.1%	\$19,839,505	\$185,576	5.4%	\$217,002	276	5.0%
2018	72	\$1.4B	8.7%	\$19,746,172	\$183,846	5.3%	\$198,909	253	5.2%
2017	79	\$1.8B	14.2%	\$26,135,941	\$175,645	5.5%	\$183,632	233	5.3%
2016	77	\$2B	14.7%	\$26,587,141	\$159,760	5.8%	\$169,850	216	5.4%
2015	82	\$1.6B	14.8%	\$20,094,642	\$126,760	6.2%	\$160,439	204	5.4%
2014	79	\$1.2B	12.9%	\$16,084,155	\$118,541	6.3%	\$144,389	183	5.7%
2013	68	\$635.8M	8.7%	\$9,632,815	\$88,881	6.7%	\$127,118	162	6.0%

(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.

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	-	-	-	-	-	-	\$258,198	422	5.3%
2027	-	-	-	-	-	-	\$236,305	386	5.6%
2026	-	-	-	-	-	-	\$217,044	355	5.8%
2025	-	-	-	-	-	-	\$200,784	328	5.9%
2024	-	-	-	-	-	-	\$195,012	319	5.9%
YTD	87	\$328.2M	4.1%	\$4,318,576	\$200,374	5.7%	\$197,212	322	5.8%
2023	100	\$292.3M	3.1%	\$3,060,385	\$188,457	5.4%	\$197,582	323	5.6%
2022	187	\$896M	7.9%	\$4,869,816	\$224,855	4.9%	\$217,223	355	5.0%
2021	294	\$998.7M	16.2%	\$4,026,851	\$179,325	5.3%	\$224,106	366	4.6%
2020	176	\$459.2M	6.0%	\$3,041,219	\$175,612	5.6%	\$183,063	299	5.1%
2019	200	\$597.1M	8.1%	\$3,245,224	\$155,744	5.8%	\$168,260	275	5.4%
2018	173	\$544.2M	8.5%	\$3,604,138	\$141,064	5.7%	\$154,589	253	5.6%
2017	206	\$586.1M	8.8%	\$3,100,818	\$142,905	6.1%	\$142,812	233	5.7%
2016	211	\$410.4M	7.4%	\$2,148,686	\$117,762	6.2%	\$131,731	215	5.9%
2015	232	\$636M	11.8%	\$2,971,913	\$110,819	6.5%	\$123,817	202	5.9%
2014	233	\$377.5M	8.9%	\$1,723,668	\$87,828	6.9%	\$110,332	180	6.2%
2013	219	\$326.4M	8.8%	\$1,569,335	\$76,661	7.0%	\$97,735	160	6.6%

(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.

DELIVERIES & UNDER CONSTRUCTION

Year	Inventory			Deliveries		Net Deliveries		Under Construction	
	Bldgs	Units	Vacancy	Bldgs	Units	Bldgs	Units	Bldgs	Units
2028	-	336,318	8.6%	-	6,999	-	6,837	-	-
2027	-	329,481	8.9%	-	4,896	-	4,730	-	-
2026	-	324,751	9.4%	-	6,253	-	6,081	-	-
2025	-	318,670	10.0%	-	6,558	-	6,444	-	-
2024	-	312,226	10.4%	-	17,818	-	17,812	-	-
YTD	4,121	309,216	10.3%	66	14,808	65	14,802	73	15,005
2023	4,056	294,414	8.9%	57	12,199	56	12,006	120	26,539
2022	4,000	282,408	7.5%	67	10,305	62	10,224	124	28,314
2021	3,938	272,184	6.6%	60	9,544	59	9,534	107	19,773
2020	3,879	262,650	7.7%	63	7,943	61	7,933	98	16,732
2019	3,818	254,717	7.9%	64	9,931	60	9,874	99	15,468
2018	3,758	244,843	7.6%	59	10,730	57	10,697	102	17,313
2017	3,701	234,146	7.9%	46	9,549	43	9,518	98	18,503
2016	3,658	224,628	7.4%	33	6,084	29	6,007	85	18,278
2015	3,629	218,621	6.4%	54	9,234	53	9,228	54	11,357
2014	3,576	209,393	6.1%	40	8,973	38	8,959	67	12,491
2013	3,538	200,434	5.5%	26	3,915	11	3,469	61	13,631
2012	3,527	196,965	5.4%	15	2,512	8	1,871	41	7,691