



Multi-Family Market Report

Denver - CO

PREPARED BY



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MULTI-FAMILY MARKET REPORT

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12 Mo. Delivered Units

11,000

12 Mo. Absorption Units

6,600

Vacancy Rate

7.8%

12 Mo. Asking Rent Growth

0.7%

While demand has improved in the Denver multifamily market in 2023, the headwinds that caused the swift downshift in apartment activity in the second half of 2022 are still very much in play. Looming recession fears have some delaying household formation and domestic in-migration, an important demand-driver for the Denver market, has contracted for the last two consecutive years after a decade of explosive growth.

Strong leasing activity began in January, ahead of the spring leasing season that typically doesn't gain momentum until March. The uptick in demand at the start of the year boosted annual net absorption to 6,600 units, ranking Denver ninth in the nation on a nominal basis. But activity has fallen off in recent months when the market typically logs its highest levels of net absorption for the year.

Denver is near the top of a long list of markets expected to set new supply records in 2023. Vacancy has increased by 1.2% in the past year to 7.8%, and Denver's apartment delivery timeline is projected to push vacancies to levels not seen since the dotcom bust. New construction is concentrated in the top end of the market with more than 70% of the current construction pipeline consisting of 4 & 5 Star luxury projects. Competition for

renters is eroding property managers' ability to raise rates, and rent growth in this segment is now under performing relative to the more affordable 1, 2, and 3-Star segments. This is dragging down overall market-level rent growth, which has decelerated below the national benchmark.

Downtown Denver, where 25% of new construction is occurring, ranks near the bottom of submarkets in terms of annual rent growth, increasing by just 0.5%. In the current uncertain climate, renters are seeking out affordability. Suburban submarkets that offer lower average rents like South Adams County and East have held up best, with annual rents up 3.9% and 2.7%, respectively.

Higher borrowing costs and stricter lending standards have made potential investment opportunities increasingly difficult to pencil out, discouraging both buyers and sellers from executing deals. As values fall due to the rising cost of debt, bid-ask spreads have proven too difficult to overcome in a number of scenarios, leading sellers to hold onto their assets until more favorable conditions arise. Cap rates bottomed out late last year at about 4% and since then have been on the rise, increasing to 4.6% in the third quarter of 2023.

KEY INDICATORS

Current Quarter	Units	Vacancy Rate	Asking Rent	Effective Rent	Absorption Units	Delivered Units	Under Constr Units
4 & 5 Star	150,741	9.2%	\$2,080	\$2,056	1,832	2,896	22,246
3 Star	86,706	6.8%	\$1,645	\$1,632	292	192	7,716
1 & 2 Star	52,947	5.4%	\$1,304	\$1,295	31	0	706
Market	290,394	7.8%	\$1,834	\$1,815	2,155	3,088	30,668

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	1.2%	7.2%	8.4%	9.8%	2003 Q1	4.1%	2000 Q3
Absorption Units	6,600	5,019	7,277	12,468	2021 Q2	127	2008 Q2
Delivered Units	11,000	5,769	8,478	13,736	2018 Q1	108	2011 Q4
Demolished Units	193	98	129	862	2013 Q2	0	2015 Q3
Asking Rent Growth (YOY)	0.7%	2.3%	3.1%	12.1%	2022 Q1	-4.2%	2009 Q4
Effective Rent Growth (YOY)	0.4%	2.3%	3.0%	13.5%	2022 Q1	-4.3%	2004 Q2
Sales Volume	\$2.6B	\$3B	N/A	\$10.9B	2022 Q1	\$244.4M	2009 Q3

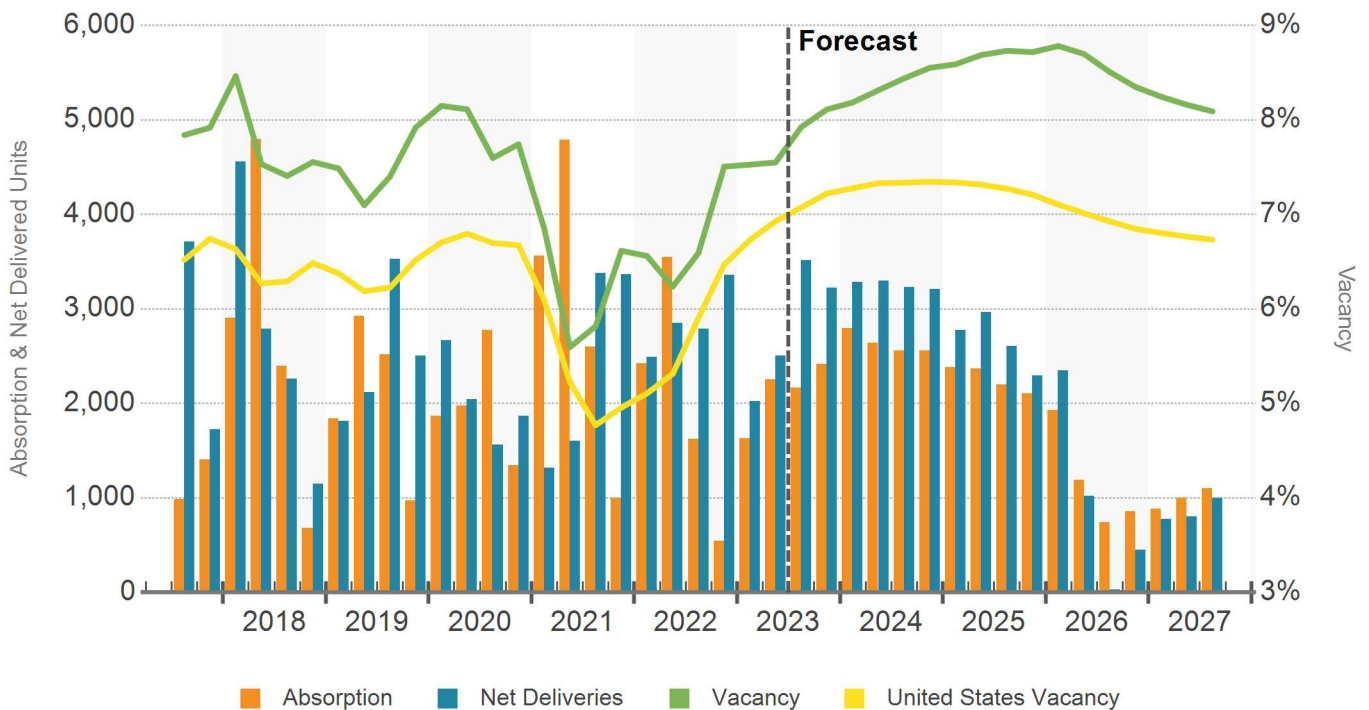
Absorption through the first half of the year registered about 3,400 units. This is down significantly from the 6,500 units absorbed in the first half of 2022 and the 8,300 units that were absorbed in the first half of 2021, but represents a return to the pre-pandemic average. However, developers accelerated plans for new projects when demand was running hot in 2021. Denver has one of the most aggressive supply pipelines in the country. These projects are now delivering to the market, and CoStar's base case forecast calls for new supply to outpace demand through 2025. As a result, vacancies are projected to increase to levels not seen since the dotcom bust.

Vacancies are rising fastest in Denver's middle-tier, 3 Star apartments as these households seek out alternative living situations amid financial pressure. Renters in this segment are now paying roughly \$3,000 more per year in housing costs than they were at the start of the pandemic. When factoring in persistent high

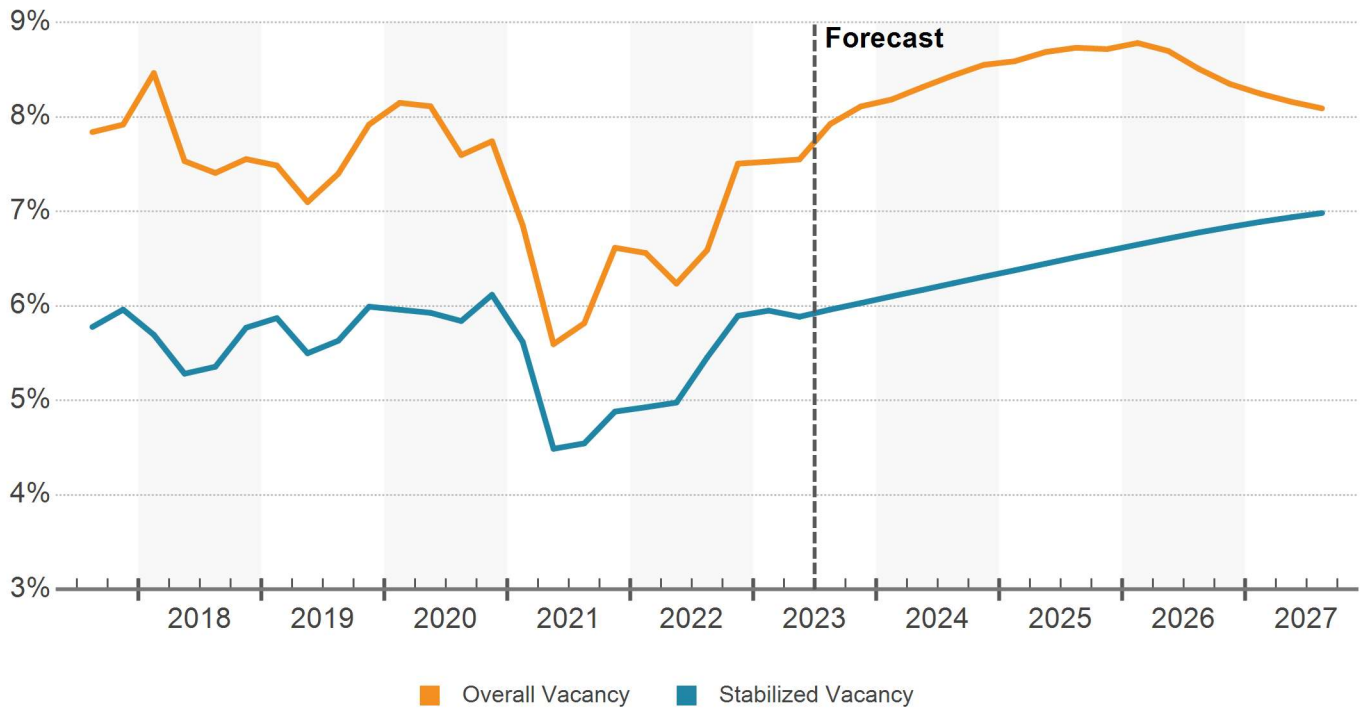
inflation and an unclear economic outlook, some renters are pulling back on their plans to lease, as the financial obligations have become too great to overcome. Vacancy in three-star apartments increased by 1.3% year over year to 6.8%. With roughly 7,700 3 Star units under construction, this segment will likely see additional upward pressure on vacancies in the near term.

Renters who qualify for high-end apartments are typically in a better position to absorb increasing housing costs, and these renters are driving demand for the broader multifamily market. Annual net absorption amounted to 6,600 units in the 4 & 5 Star category. Conversely, annual net absorption amounted to just 230 units in the 3 Star category. While demand has held up best at the top end of the market, these properties are also competing with a flood of new deliveries. Vacancies may not be rising fastest in the 4 & 5 Star category, but they remain the most elevated at 9.2%.

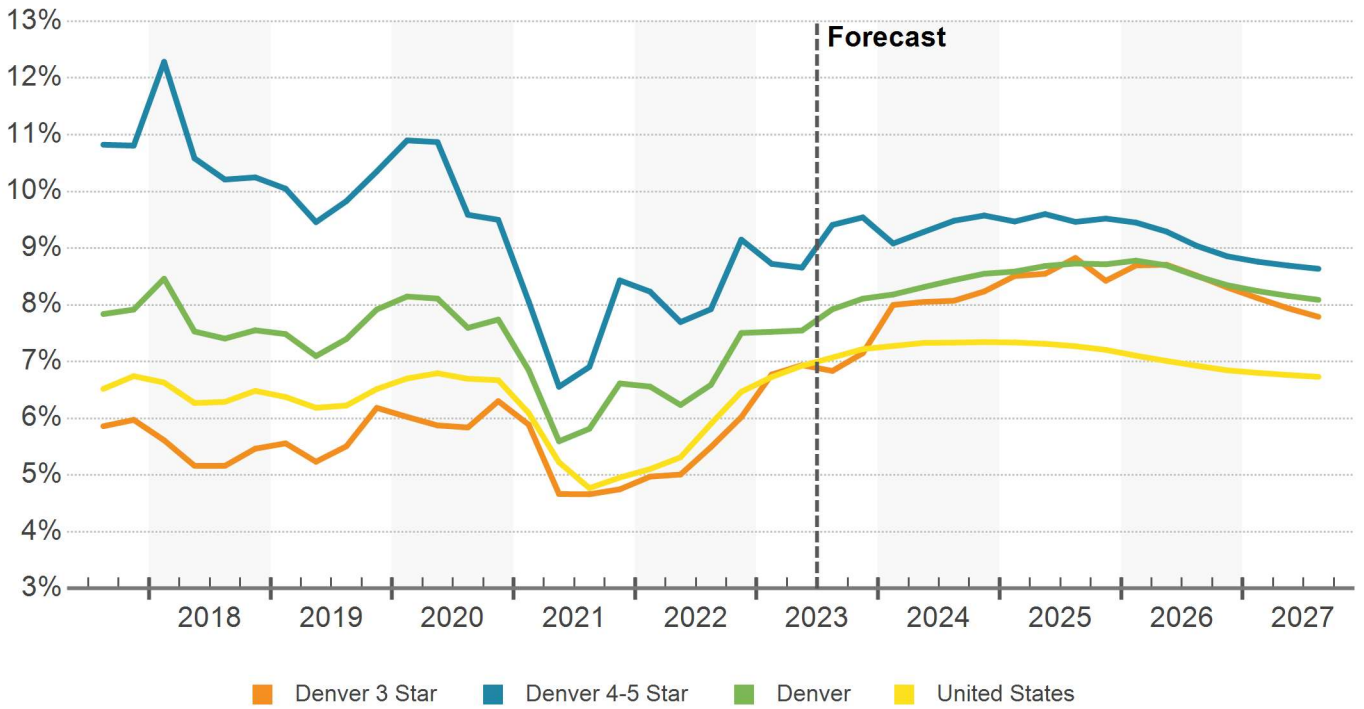
ABSORPTION, NET DELIVERIES & VACANCY



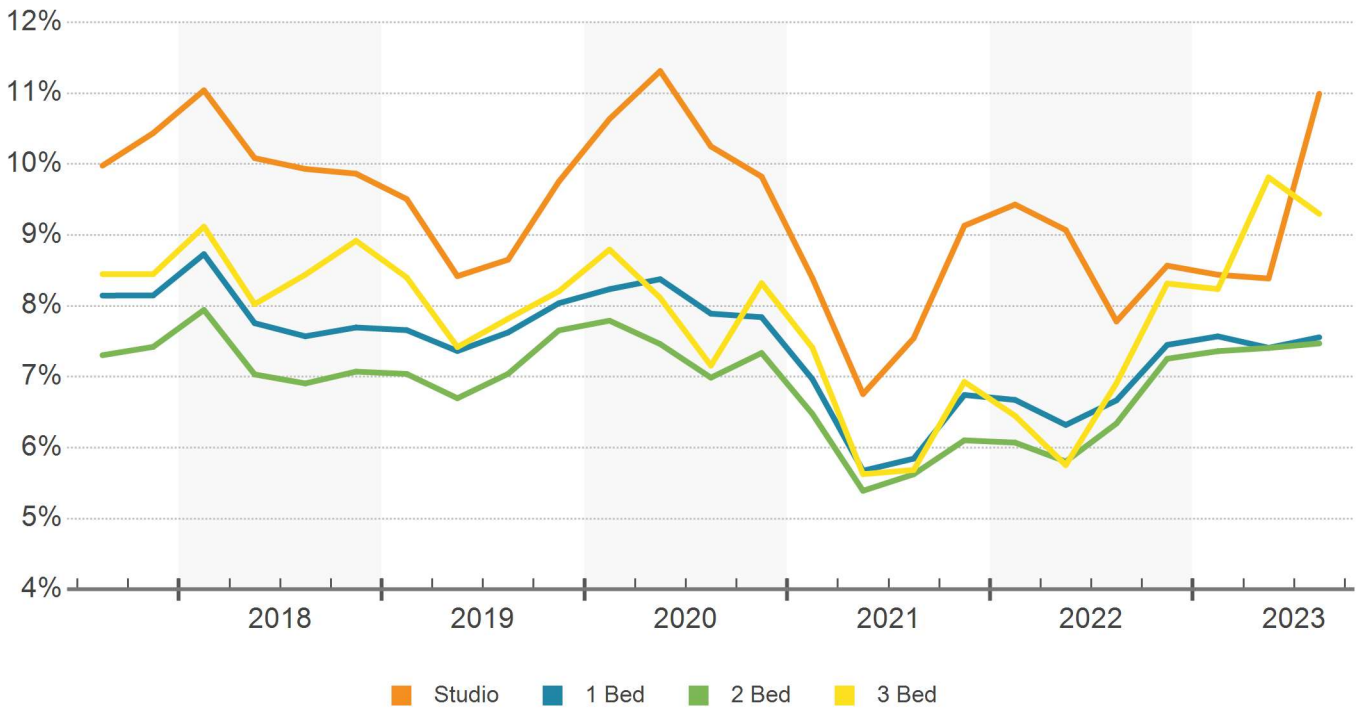
OVERALL & STABILIZED VACANCY



VACANCY RATE



VACANCY BY BEDROOM



Average rent levels in the region have reached \$1,830/month, after rising by 0.6% in the last year.

All apartment classes in Denver continue to face headwinds for various reasons. With 11,000 units delivered in the last 12 months, the luxury segment is competing with properties in lease up, eroding property manager's ability to raise rates. Over the last 12 months, annual rent growth in 4 & 5 Star assets retreated from 13.1% to 0.1%.

Demand is suppressed in the 1 & 2 Star and 3 Star segments as lower- to middle-income households seek out alternatives in the face of rising inflation. Additionally, after the steep rent increases in previous years, property managers are reporting difficulty in finding qualified renters. Annual rent growth has amounted to just 1.2% in the 3 Star segment and 2.2% in the 1 & 2 Star segment.

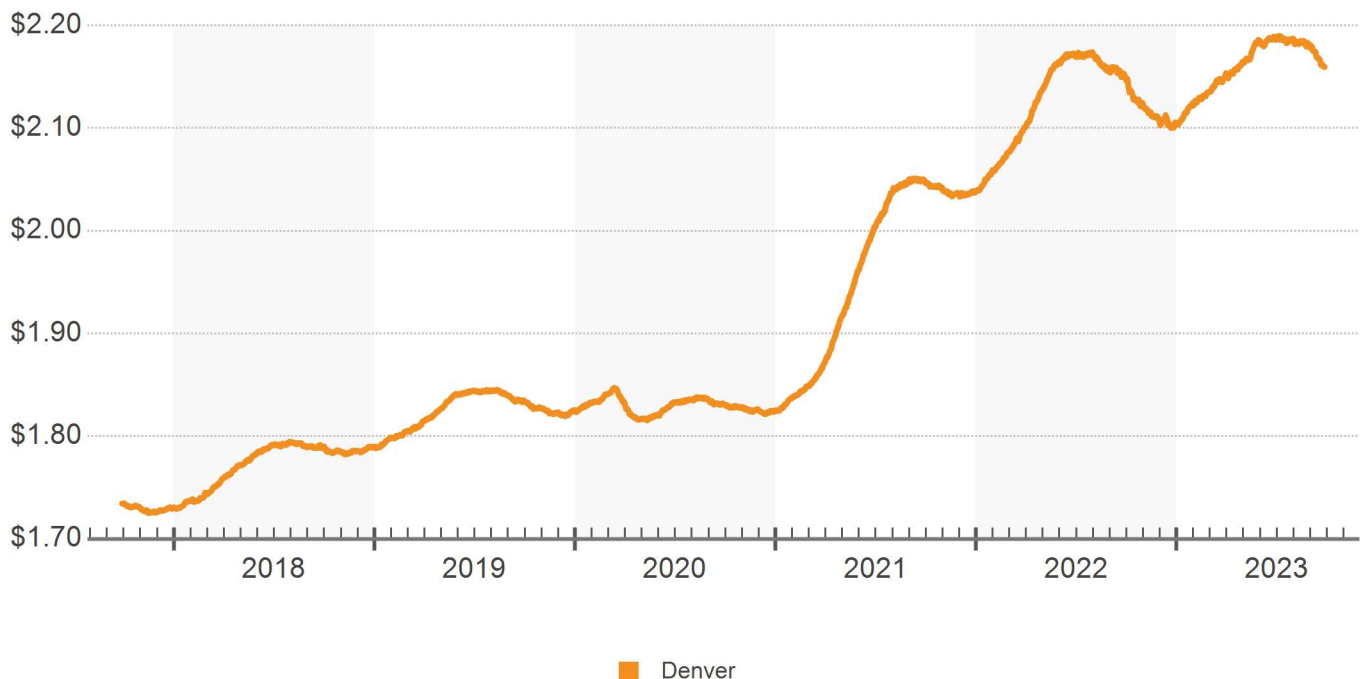
Expensive urban submarkets are no longer rent growth leaders in Denver. Downtown Denver, where new construction is concentrated, ranks near the bottom of

submarkets in terms of annual rent growth, contracting by 0.2% in the last year. In the current uncertain climate, renters are seeking out affordability. Suburban submarkets that offer lower average rents like South Adams County have held up best, with annual rents up 2.4%.

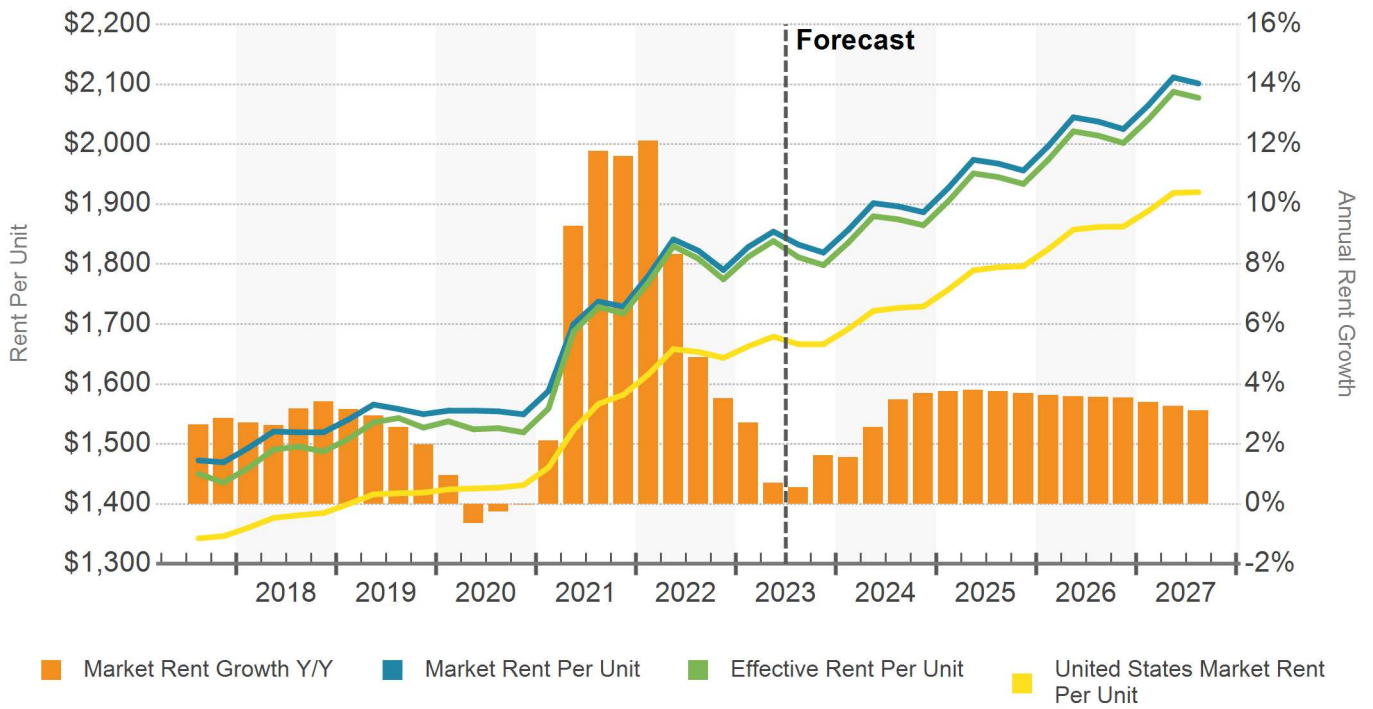
Concession activity is on the upswing to drive demand. Concessions are mainly concentrated in expensive, supply-heavy areas of Denver, particularly in Downtown where 27% of properties were offering some form of incentive in August compared with 18% of properties in the suburbs. For example, The Fitzgerald delivered in September in the LoDo neighborhood. The property is currently offering six weeks of free rent for all units with a minimum of a 13-month lease.

Denver's robust construction pipeline and continued risk of a recession are expected to weigh on rent growth through 2023. In the Base Case forecast, growth is projected to average 0.9%, below the national average of 2.1%.

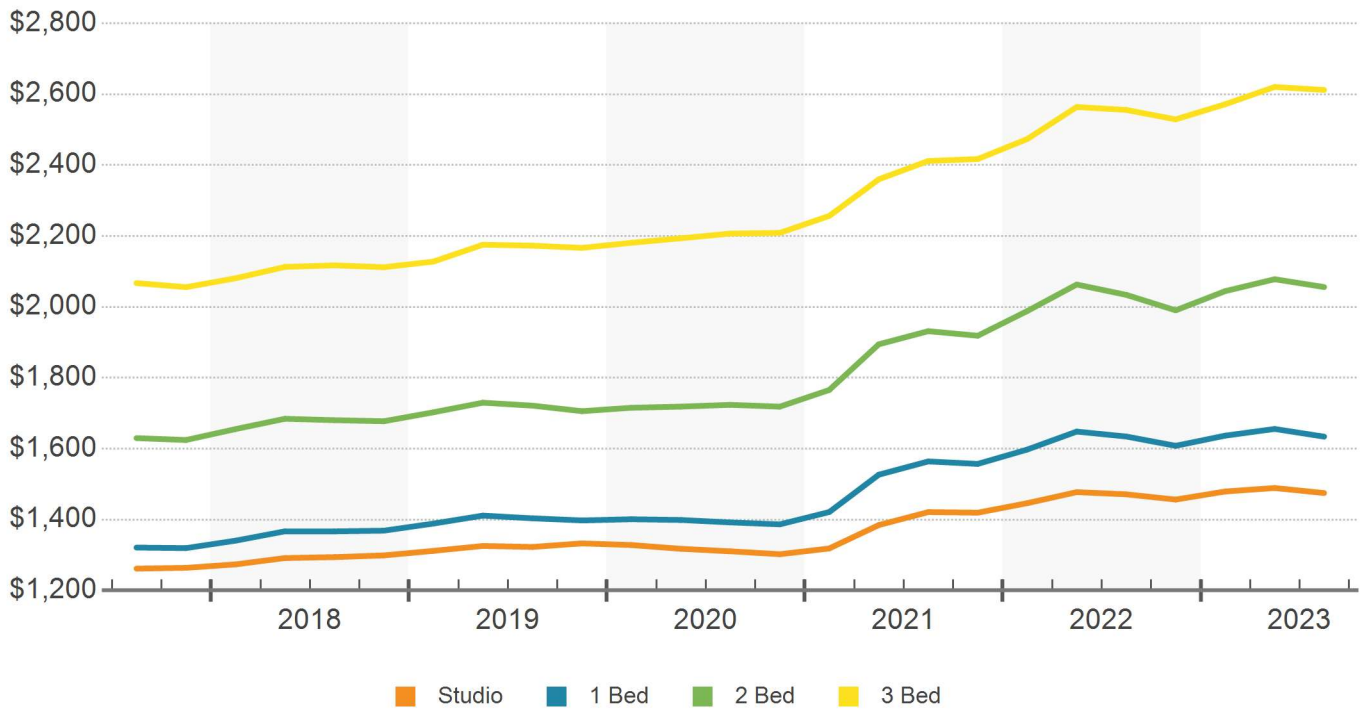
DAILY ASKING RENT PER SF



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	\$0.75	\$0.63	\$0.45	\$0.95	\$1.19	\$0.30	\$1.21	\$0.13	\$0.25	\$1.01	\$7.49
Aurora	\$0.55	\$0.43	\$0.50	\$0.66	\$0.87	\$1.01	\$0.24	\$0.63	\$0.05	\$0.16	\$0.81	\$5.91
Broomfield County	\$0.54	\$0.73	\$1.01	\$0.60	\$1.01	\$0.90	\$0.21	\$1.05	\$0.07	\$0.12	\$1.19	\$7.43
Downtown Denver	\$0.63	\$0.78	\$0.86	\$0.27	\$1	\$1.44	\$0.35	\$1.93	\$0.05	\$0.42	\$1.02	\$8.75
DTC/Southeast Cor...	\$0.56	\$0.63	\$0.40	\$0.44	\$0.85	\$1.08	\$0.26	\$0.83	\$0.05	\$0.30	\$0.91	\$6.31
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	\$0.71	\$0.89	\$0.18	\$0.43	\$1	\$1.62	\$0.49	\$0.82	\$0.11	\$0.36	\$0.95	\$7.56
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...	\$0.62	\$0.56	\$0.23	\$0.41	\$0.60	\$1.02	\$0.28	\$0.73	\$0.34	\$0.21	\$1.12	\$6.12
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	\$0.64	\$1	\$0.19	\$0.95	\$0.09	\$0.12	\$1.19	\$6.54
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	\$0.50	\$0.47	\$0.45	\$0.82	\$0.91	\$0.27	\$0.62	\$0.13	\$0.17	\$0.93	\$5.78
Aurora	\$0.51	\$0.22	\$0.46	\$0.59	\$0.74	\$0.83	\$0.23	\$0.52	\$0.03	\$0.16	\$0.71	\$5
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	\$0.76	\$0.71	\$0.26	\$0.90	\$1.24	\$0.32	\$0.84	\$0.05	\$0.36	\$0.95	\$6.97
DTC/Southeast Cor...	\$0.54	\$0.58	\$0.39	\$0.42	\$0.84	\$0.93	\$0.26	\$0.63	\$0.05	\$0.22	\$0.80	\$5.66
East Denver	\$0.42	\$0.56	\$0.64	\$0.28	\$0.80	\$0.70	\$0.18	\$0.65	\$0.07	\$0.10	\$0.90	\$5.30
Englewood/Littleton	\$0.53	\$0.68	\$0.17	\$0.41	\$0.72	\$0.84	\$0.35	\$0.59	\$0.09	\$0.22	\$0.66	\$5.26
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	\$0.45	\$0.60	\$0.44	\$1.01	\$1.07	\$0.29	\$0.53	\$0.28	\$0.14	\$0.92	\$6.23
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	\$0.23	\$0.17	\$0.39	\$0.53	\$0.75	\$0.26	\$0.41	\$0.30	\$0.10	\$1.10	\$4.77
North Jefferson Cou...	\$0.40	\$0.20	\$0.32	\$0.62	\$1.21	\$0.47	\$0.25	\$0.65	\$0.22	\$0.09	\$1.12	\$5.55
Northeast Adams C...	\$0.39	\$0.25	\$0.77	\$0.53	\$0.86	\$0.63	\$0.18	\$0.50	\$0.19	\$0.11	\$1.12	\$5.53
Northwest Adams C...	\$0.38	\$0.27	\$0.91	\$0.36	\$0.62	\$0.81	\$0.18	\$0.57	\$0.10	\$0.11	\$1.12	\$5.43
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	\$0.52	\$0.66	\$0.19	\$0.68	\$0.92	\$1.18	\$0.17	\$0.72	\$0.17	\$0.38	\$1.14	\$6.73
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	\$1.19	\$0.51	\$0.47	\$0.90	\$1.28	\$0.33	\$0.64	\$0.14	\$0.10	\$0.87	\$7.01

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	\$0.69	\$0.84	\$0.24	\$0.51	\$0.08	\$0.14	\$0.88	\$5.01
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	\$0.71	\$0.53	\$0.27	\$0.82	\$1.21	\$0.31	\$0.67	\$0.05	\$0.23	\$0.91	\$6.24
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	\$0.38	\$0.56	\$0.55	\$0.26	\$0.78	\$0.33	\$0.18	\$0.56	\$0.06	\$0.10	\$0.86	\$4.62
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	\$0.18	\$0.37	\$0.51	\$0.72	\$0.25	\$0.37	\$0.13	\$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	\$0.33	\$0.52	\$0.59	\$0.15	\$0.50	\$0.08	\$0.11	\$1.08	\$4.63
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	\$0.73	\$0.47	\$0.44	\$0.77	\$1.13	\$0.30	\$0.49	\$0.09	\$0.11	\$0.84	\$5.82

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

Denver consistently ranks among top metros nationally in terms of construction activity. The Mile High City's apartment inventory expanded by 40% in the past decade. There are roughly 31,000 units under construction, a near record high. Once this space is completed, apartment inventory in Denver will grow by another 10.6%. While construction activity has remained elevated, new construction starts have plummeted.

Only three projects broke ground in the Denver market in the second quarter. Trailbreak Partners broke ground on a 124-unit property in the Highlands, the 49-unit Allyson Townhomes broke ground in Lowry and the 115-unit Rock Mill Plaza is now underway as part of the Miller's Landing development in Castle Rock.

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.

Macroeconomic conditions are compounding these issues. Developers are navigating higher construction and labor costs, making potential new developments increasingly difficult to pencil out. In addition, the Federal Reserve's historic increase in interest rates is wreaking

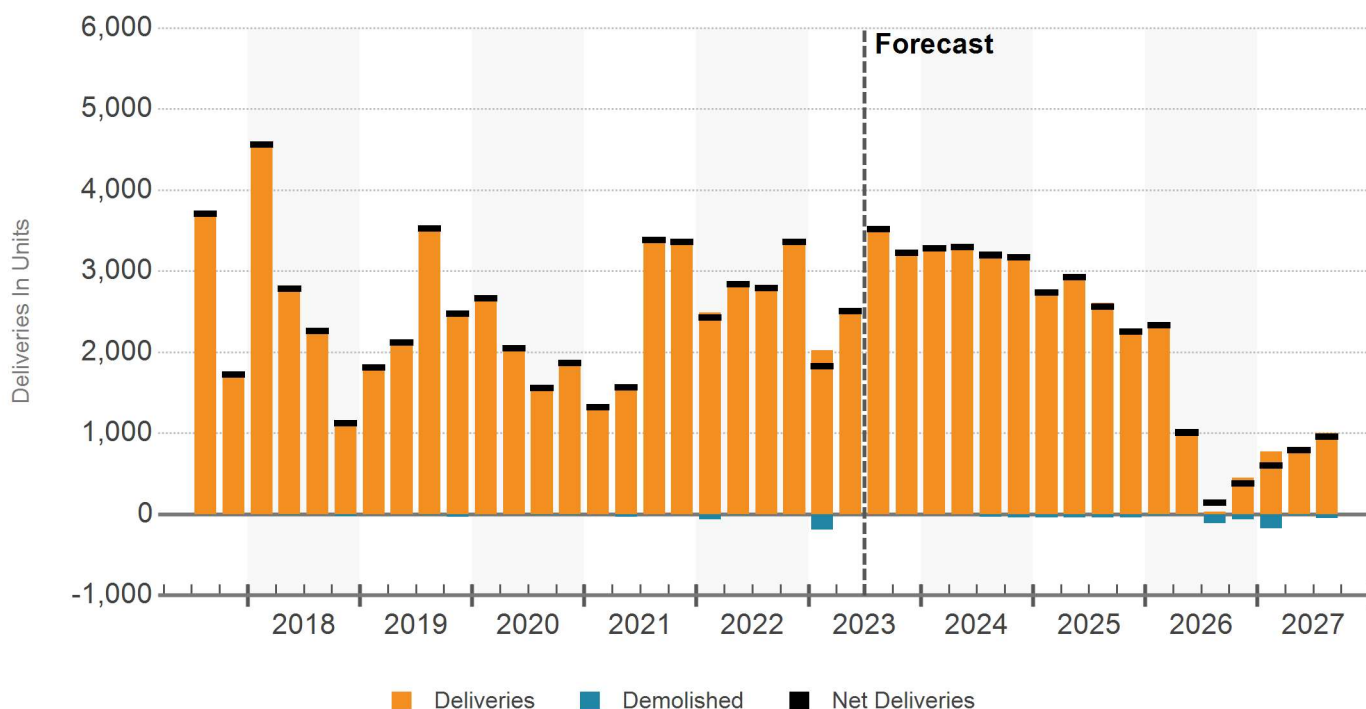
havoc on financing options, and developers are now needing to get creative when securing debt.

Still, Denver currently has a sizeable pipeline underway. Developers have largely opted 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 in Downtown.

Now that the Union Station neighborhood is essentially built out, developers have shifted their focus further north along the A Line to the RiNo neighborhood. Developers including Hines, Crescent Communities, and McWhinney are working on projects within walking distance of the 38th & Blake Station.

While most development has been concentrated near downtown, there has been a notable uptick in activity near the last light rail station before reaching the airport in east Denver, the 61st & Peña Station. The Garrett Companies recently developed several apartment communities, including the 238-unit complex AlfaCharlie and a 196-unit apartment complex at 6002 N Tower Road. Just down the road, Lennar is developing Camber Apartments totaling 72 units.

DELIVERIES & DEMOLITIONS



Under Construction Properties

Denver Multi-Family

Properties

Units

Percent of Inventory

Avg. No. Units

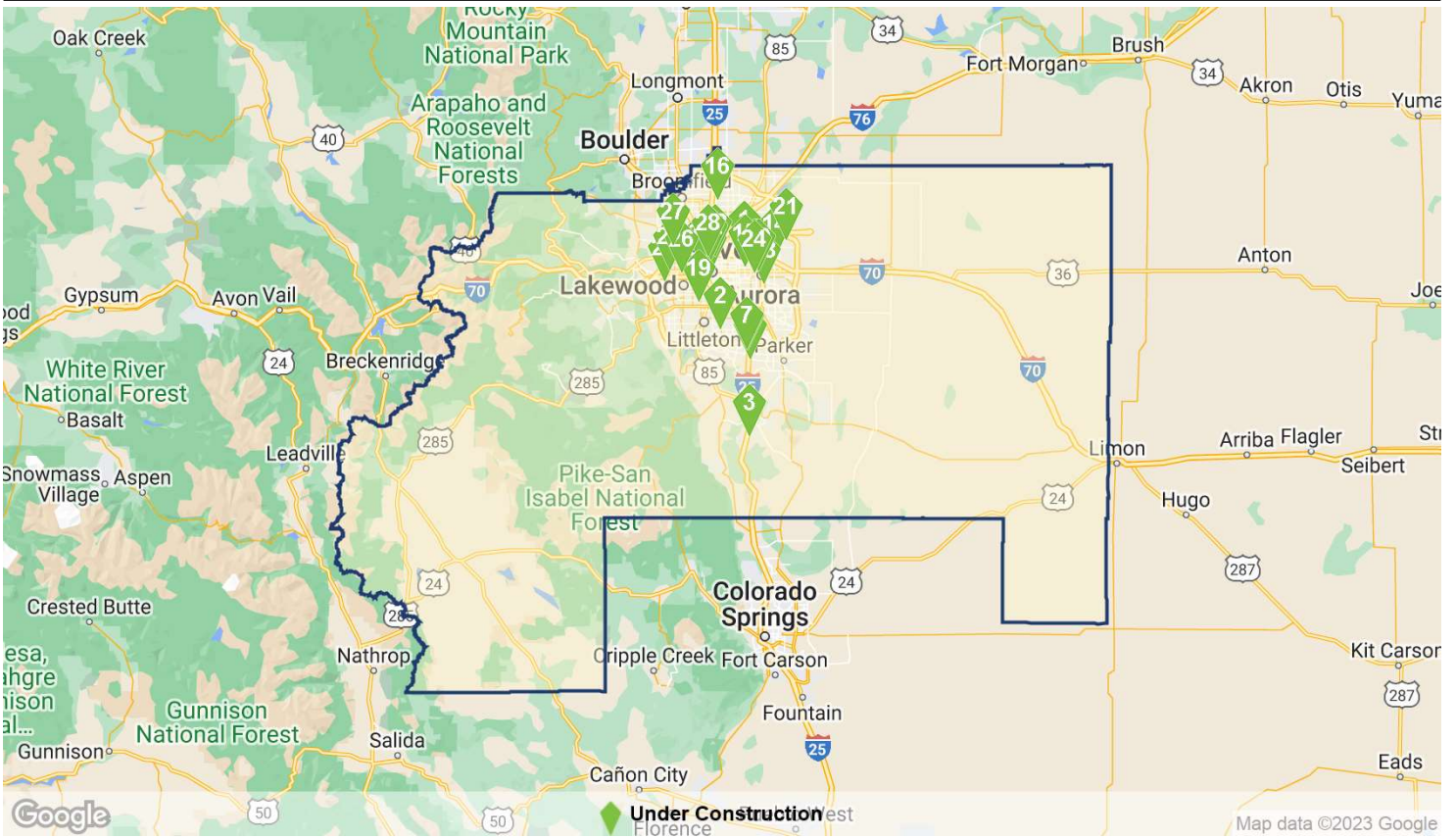
126

30,988

10.7%

246

UNDER CONSTRUCTION PROPERTIES



UNDER CONSTRUCTION

Property Name/Address	Rating	Units	Stories	Start	Complete	Developer/Owner
1 MAA Milepost 35 9590 E Northfield Blvd	★★★★☆	1,001	4	May 2022	Oct 2023	Mid-America Apartment Commun... Merchants Mortgage & Trust Cor...
2 SouthGlenn 2514 E Arapahoe Rd	★★★★☆	911	5	Jan 2023	Oct 2025	Saunders Construction Company Alberta Development Partners, LLC
3 Brightland Homes at Mo... 4616 Girardot Pt	★★★★☆	600	2	Jan 2022	Mar 2024	Brightland Homes -
4 Avra at RidgeGate Station 10900 High Note Ave	★★★★☆	540	5	Jan 2021	Oct 2023	Regency Residential Partners Regency Residential Partners
5 Vario Multi-Family 2900 Brighton Blvd	★★★★☆	426	7	Mar 2022	Oct 2023	Mass Equities, Inc. Mass Equities, Inc.
6 Lincoln Station Apartme... 10273 Park Meadows Dr	★★★★☆	425	5	Feb 2022	Mar 2024	Century Communities Century Communities
7 Lincoln Station 10275 Park Meadows Dr	★★★★☆	425	5	Mar 2022	Jun 2024	City of Lone Tree -



Under Construction Properties

Denver Multi-Family

UNDER CONSTRUCTION

Property Name/Address	Rating	Units	Stories	Start	Complete	Developer/Owner
8 The Plaza Fitzsimons 12500 E Colfax Ave	★ ★ ★ ★ ★	421	6	Sep 2021	Jan 2024	Anton Development Company, LLC Anton Development Company, LLC
9 Evans West 1140 Bannock St	★ ★ ★ ★ ★	420	19	Jan 2022	Apr 2024	- Quarterra Multifamily Living, LLC
10 Skyline at Highlands 2595 W 26th Ave	★ ★ ★ ★ ★	413	15	Oct 2021	Apr 2024	The Weitz Company Grand Peaks Properties, Inc.
11 Fellow At Fitz 12600 E Colfax Ave	★ ★ ★ ★ ★	413	6	Jan 2022	Dec 2023	- -
12 Forge 3901 Wynkoop St	★ ★ ★ ★ ★	408	6	Feb 2022	Oct 2023	Carmel Partners Carmel Partners
13 Link Apartments Fitz 12020 E Coldax Ave	★ ★ ★ ★ ★	405	5	Mar 2022	May 2024	Grubb Properties Grubb Properties
14 Flats on the A 3910 Salida St	★ ★ ★ ★ ★	398	5	Jul 2022	Nov 2023	- -
15 Alexan Montview Plaza 2060 N Chester St	★ ★ ★ ★ ★	395	5	Sep 2022	Oct 2023	- Trammell Crow Company
16 Karl's Farm 1801 E 120Th Ave	★ ★ ★ ★ ★	385	4	Jun 2021	Jan 2024	Southern Land Company Southern Land Company
17 Fox Iron Works 4245 Fox St	★ ★ ★ ★ ★	385	5	Jan 2022	Nov 2023	Martines Palmeiro Construction,... RangeWater Real Estate
18 Legacy Metro 525 525 S Dawson St	★ ★ ★ ★ ★	380	3	Mar 2023	Dec 2024	Legacy Partners Griffin Capital
19 Loretto Heights 3000 W Bates Ave	★ ★ ★ ★ ★	374	5	Jan 2023	Mar 2024	- Mercy Housing, Inc.
20 The Broadleaf 1380 Uvalda St	★ ★ ★ ★ ★	370	7	Jan 2022	Jan 2024	- The Max Collaborative
21 Claro at High Point 19151 E 65th Ave	★ ★ ★ ★ ★	365	5	Apr 2022	Oct 2023	Prime West Prime West
22 2950 Arkins Ct	★ ★ ★ ★ ★	365	8	May 2022	Mar 2024	Holland Partner Group 2950 Arkins Llc
23 Braxton 66 S Van Gordon St	★ ★ ★ ★ ★	363	5	Mar 2022	Oct 2023	- Carmel Partners
24 Vida @ Fitzsimons 12000 E 13th Ave	★ ★ ★ ★ ★	355	3	Jul 2022	Nov 2023	MGL Partners MGL Partners
25 Bel-Aire 11001 West Colfax Avenue	★ ★ ★ ★ ★	354	4	Feb 2023	Jun 2025	Embrey Partners, Ltd. -
26 Aspen Heights Lakewood 1225 Wadsworth Blvd	★ ★ ★ ★ ★	352	7	Aug 2020	May 2024	Aspen Heights Aspen Heights
27 Caroline at Ralston 9881 W 58th Ave	★ ★ ★ ★ ★	348	4	Dec 2022	Nov 2023	The Morgan Group The Morgan Group
28 Ironworks on Fox 651 W 42nd Ave	★ ★ ★ ★ ★	346	5	Oct 2022	Nov 2023	- -

Higher interest rates are having an impact on Denver multifamily investment flow, discouraging both buyers and sellers from executing deals. Higher borrowing costs and stricter lending standards have made potential investment opportunities increasingly difficult to pencil out. As values fall due to the rising cost of debt, bid-ask spreads have proven too difficult to overcome in a growing number of scenarios, leading sellers to hold onto their assets until more favorable conditions arise. Trailing 12-month sales volume totals \$2.6 billion, lagging behind the market's annual five year average of \$6.1 billion. Sales volume in 23Q1 amounted to just \$467 million, the lowest quarterly volume recorded in a decade.

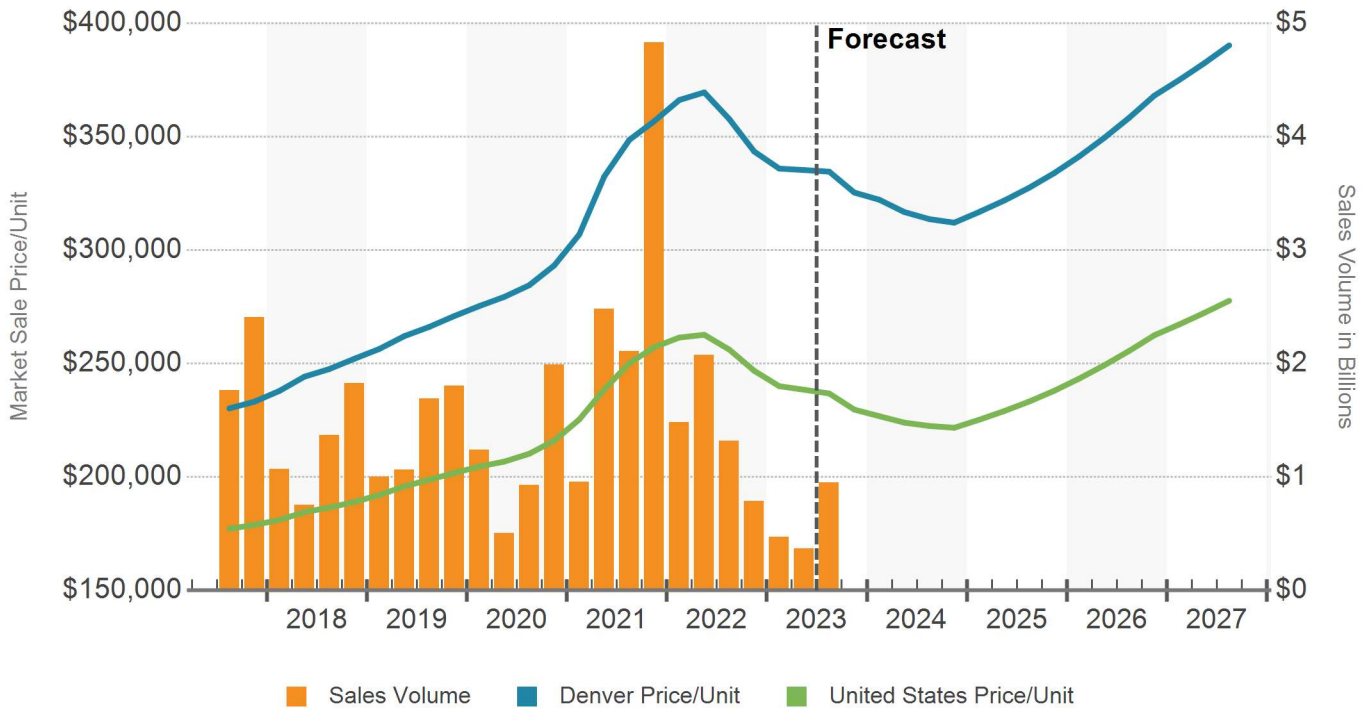
The average transaction price over the past 12 months sits at \$340,000/unit. Large institutional players retreated from the market with 90% of sales this year involving

private buyers.

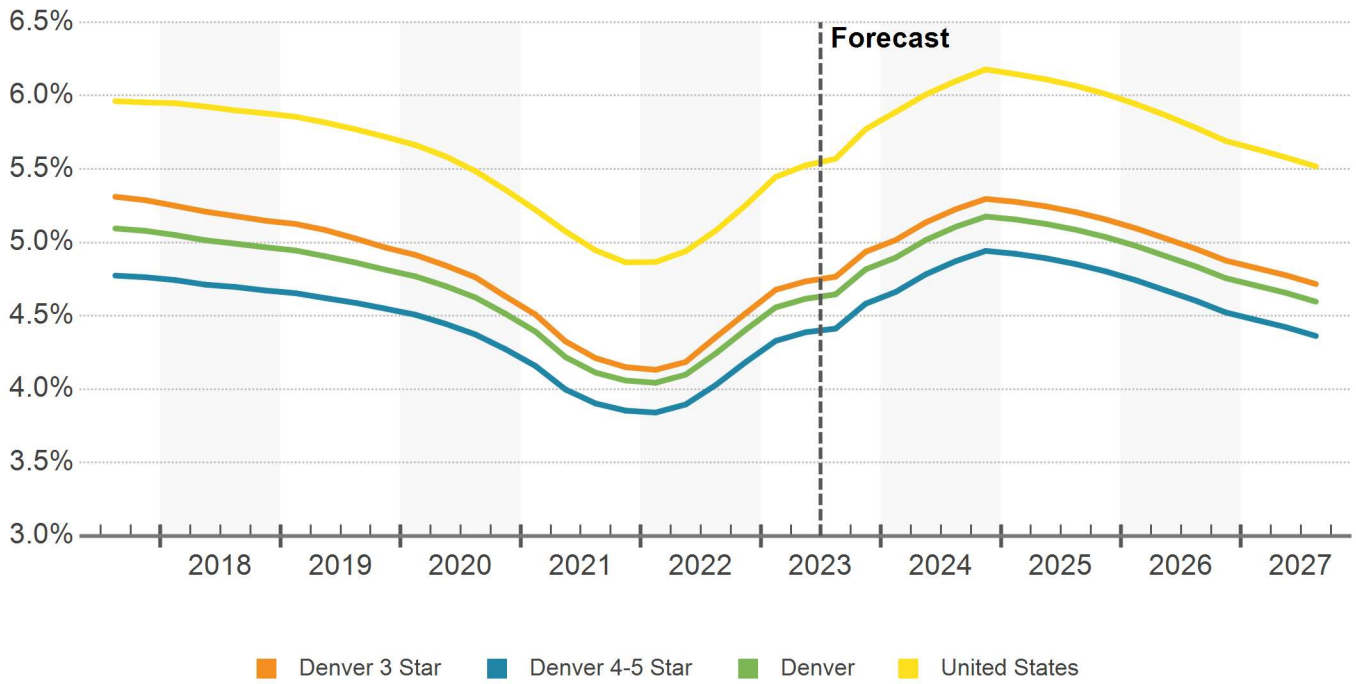
The newly-completed Vue West sold in February for \$123.5 million. The 4 Star asset located in the Denver Tech Center was completed in 2021 and was 90.2% occupied at the time of sale. Crescent Real Estate Equities sold the asset in a 1031 exchange to Sequoia Equities.

Investors are targeting assets in fast-growing Thornton, an area that has maintained high renter demand in part due to its affordability. Two large deals closed in March. Village at Thorncreek sold for \$88.1 million (\$311,452/unit) to Birge and Held. The 4 Star asset delivered in 22Q4. Amber Creek Single Family Homes sold for \$48.6 million (\$476,716/unit) to Progress Residential. The property delivered in 22Q3.

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

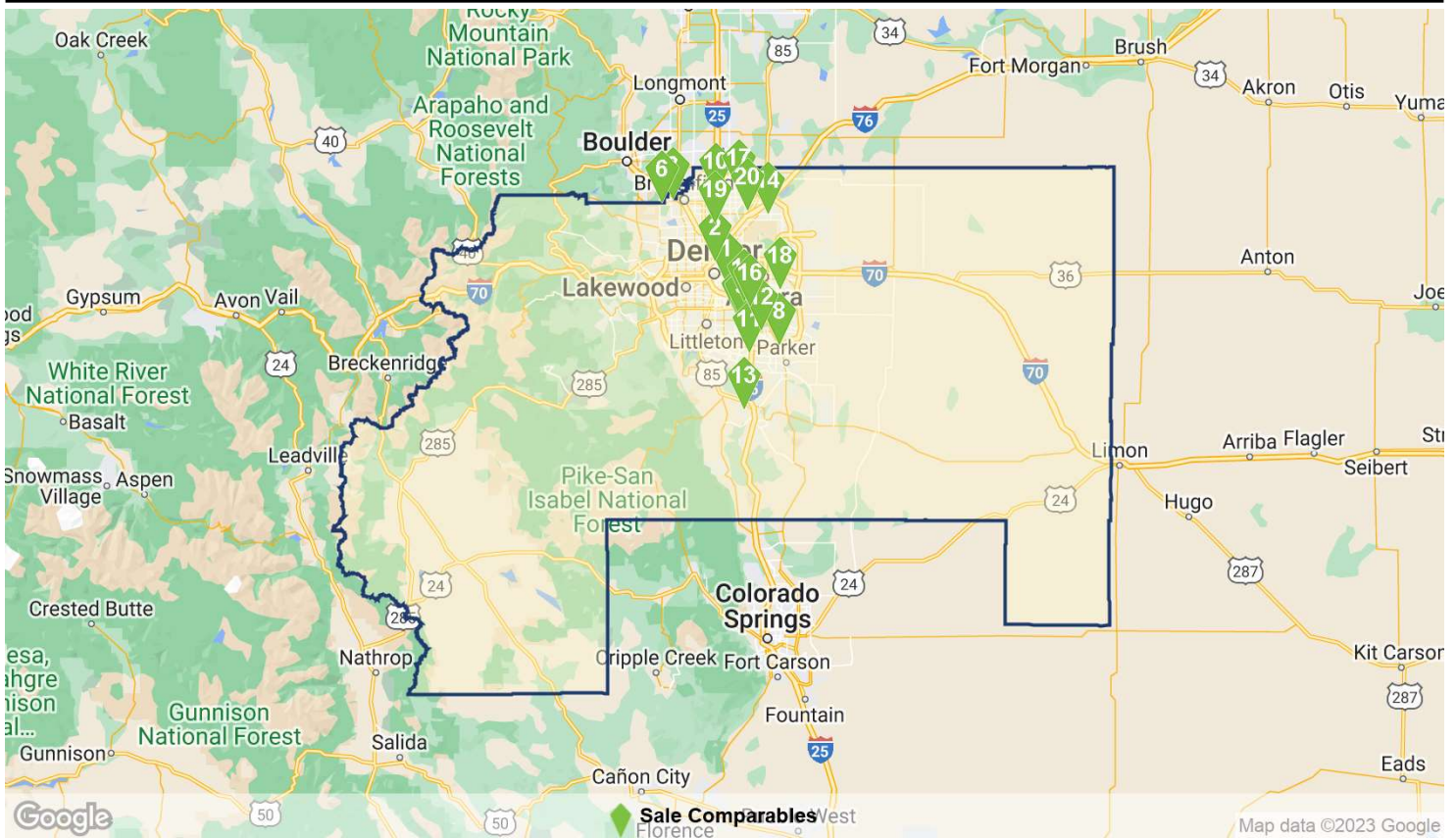
174

\$305

\$16.4

10.5%

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$309,720	\$16,434,550	\$3,700,000	\$225,000,000
Price/Unit	\$9,550	\$305,468	\$211,605	\$758,850
Cap Rate	2.1%	5.0%	4.9%	11.4%
Vacancy Rate At Sale	0%	10.5%	4.3%	82.7%
Time Since Sale in Months	0.1	6.6	6.2	12.0
Property Attributes	Low	Average	Median	High
Property Size in Units	5	57	18	587
Number of Floors	1	2	2	15
Average Unit SF	73	868	735	12,500
Year Built	1886	1970	1966	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 The Seasons of Cherry Creek 3498 E Ellsworth Ave	★★★★★	1987	587	7.0%	7/21/2023	\$225,000,000	\$383,304	\$356	
2 Modera Art Park 3299 Brighton Blvd	★★★★★	2021	417	13.9%	7/14/2023	\$182,000,000	\$436,450	\$570	
3 Heights at Interlocken 401 Interlocken Blvd	★★★★★	2014	343	8.5%	10/21/2022	\$142,500,000	\$415,451	\$371	
4 Vue West 4811 S Niagara St	★★★★★	2021	310	6.8%	2/28/2023	\$123,500,000	\$398,387	\$398	
5 The Flats at Inverness 10200 E Dry Creek	★★★★★	2008	309	7.1%	7/6/2023	\$111,100,000	\$359,546	\$308	
6 Bell Broomfield 11996 Ridge Pky	★★★★★	2017	292	8.6%	10/17/2022	\$110,252,131	\$377,575	\$312	
7 Lyra 9641 E Geddes Ave	★★★★★	2022	215	6.1%	10/4/2022	\$95,000,000	\$441,860	\$380	
8 Broadstone Wren 8521 Kings Point Way	★★★★★	2022	250	40.4%	4/21/2023	\$90,500,000	\$362,000	\$298	
9 Helios Apartments 7901 E Belleview Ave	★★★★★	2015	258	7.8%	9/25/2023	\$89,000,000	\$344,961	\$345	
10 Village at Thorncreek 12929 Washington St	★★★★★	2022	283	82.7%	3/23/2023	\$88,140,900	\$311,451	\$383	
11 Arabelle Lincoln Station 10346 Park Meadows Dr	★★★★★	2018	232	3.5%	8/16/2023	\$80,000,000	\$344,827	\$207	
12 The Wright 6465 S Xanadu Way	★★★★★	2022	203	13.3%	8/10/2023	\$78,500,000	\$386,699	\$325	
13 Ridge at Castle Rock 3715 Bilberry St	★★★★★	2020	204	4.4%	4/13/2023	\$67,150,000	\$329,166	\$322	
14 The Range at Reunion 15068 E 103rd Pl	★★★★★	2022	180	4.4%	2/24/2023	\$65,350,000	\$363,055	\$404	
15 Ascent Apartment Homes 8400 E Yale Ave	★★★★★	1994	168	13.1%	10/27/2022	\$58,100,000	\$345,833	\$364	
16 39 North 10225 E Girard Ave	★★★★★	1978	240	5.8%	12/22/2022	\$50,050,000	\$208,541	\$278	
17 Amber Creek Single Family H... 13438 Oneida Ln	★★★★★	2022	102	31.4%	3/31/2023	\$48,625,000	\$476,715	\$486	
18 Sunchase Apartments 1045 S Zeno Way	★★★★★	1985	192	4.2%	10/27/2022	\$47,350,000	\$246,614	\$262	
19 Sunset Peak Apartments 475 E Russell Blvd	★★★★★	1977	184	10.3%	1/31/2023	\$45,000,000	\$244,565	\$204	
20 9627 E 105th Pl	★★★★★	2018	167	1.8%	5/16/2023	\$43,637,508	\$261,302	\$263	



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 11.9% over the past decade, compared to the national benchmark of 5.7%. 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.

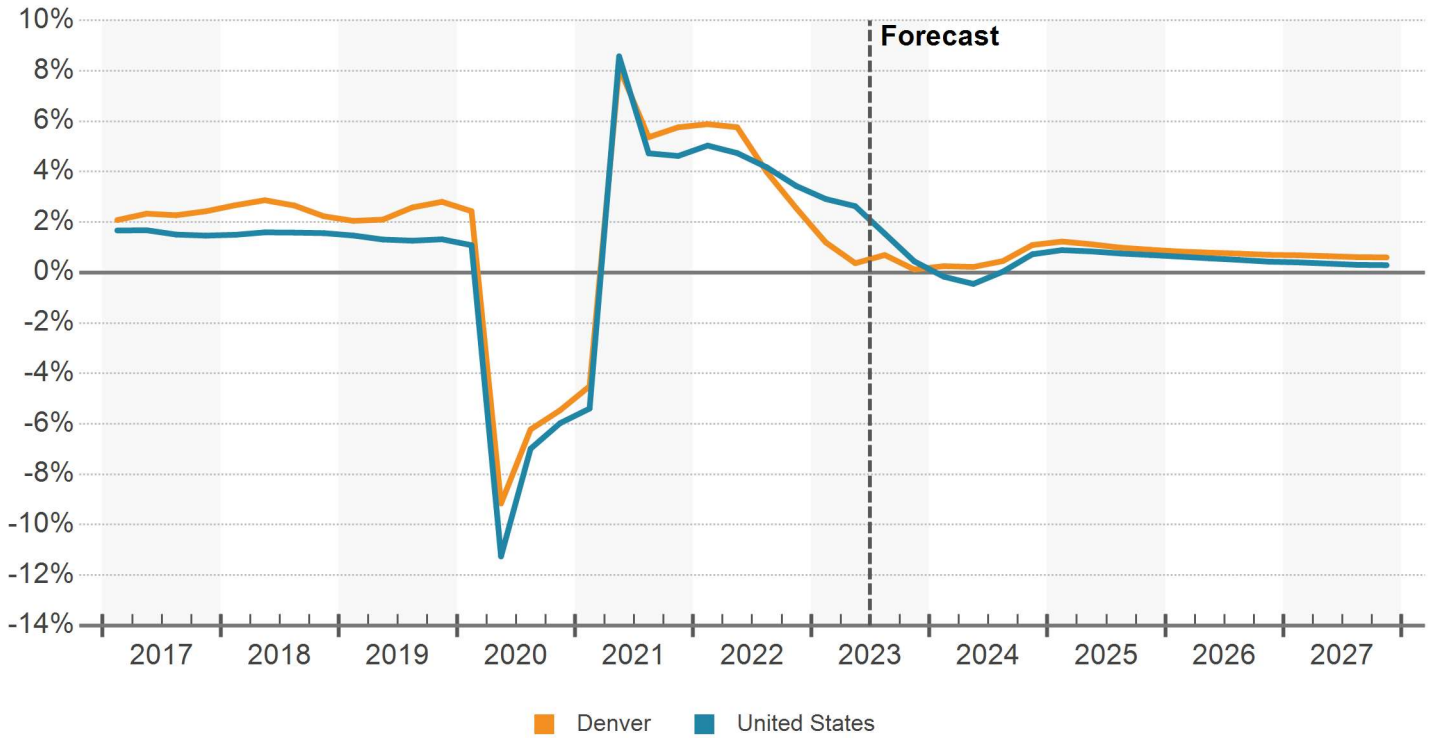
Denver has a high concentration of tech jobs, most of which are in the information sector which makes up 11% of Denver's total employment. According to Metro Denver Economic Development Corporation, the region has the fifth-highest employment concentration in the nation and was the fastest growing cluster 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	72	0.5	-0.10%	0.36%	1.20%	0.75%	0.52%	0.06%
Trade, Transportation and Utilities	288	1.0	-0.49%	0.33%	1.68%	1.13%	0.09%	0.10%
Retail Trade	136	0.8	0.04%	0.21%	0.54%	0.29%	0.10%	0.10%
Financial Activities	116	1.2	-1.16%	0.50%	1.86%	1.43%	0.35%	0.13%
Government	203	0.9	0.88%	1.36%	1.16%	0.31%	0.97%	0.43%
Natural Resources, Mining and Construction	112	1.3	-0.43%	1.76%	3.18%	2.39%	0.69%	0.22%
Education and Health Services	197	0.8	1.03%	2.80%	2.10%	1.78%	0.90%	0.69%
Professional and Business Services	315	1.3	1.10%	1.23%	3.02%	2.08%	0.85%	0.37%
Information	53	1.7	-3.80%	-1.50%	1.67%	1.24%	0.29%	0.29%
Leisure and Hospitality	177	1.0	5.32%	4.27%	2.24%	1.52%	1.16%	0.89%
Other Services	67	1.1	0.51%	1.89%	2.65%	0.62%	0.73%	0.29%
Total Employment	1,600	1.0	0.70%	1.53%	2.11%	1.32%	0.68%	0.38%

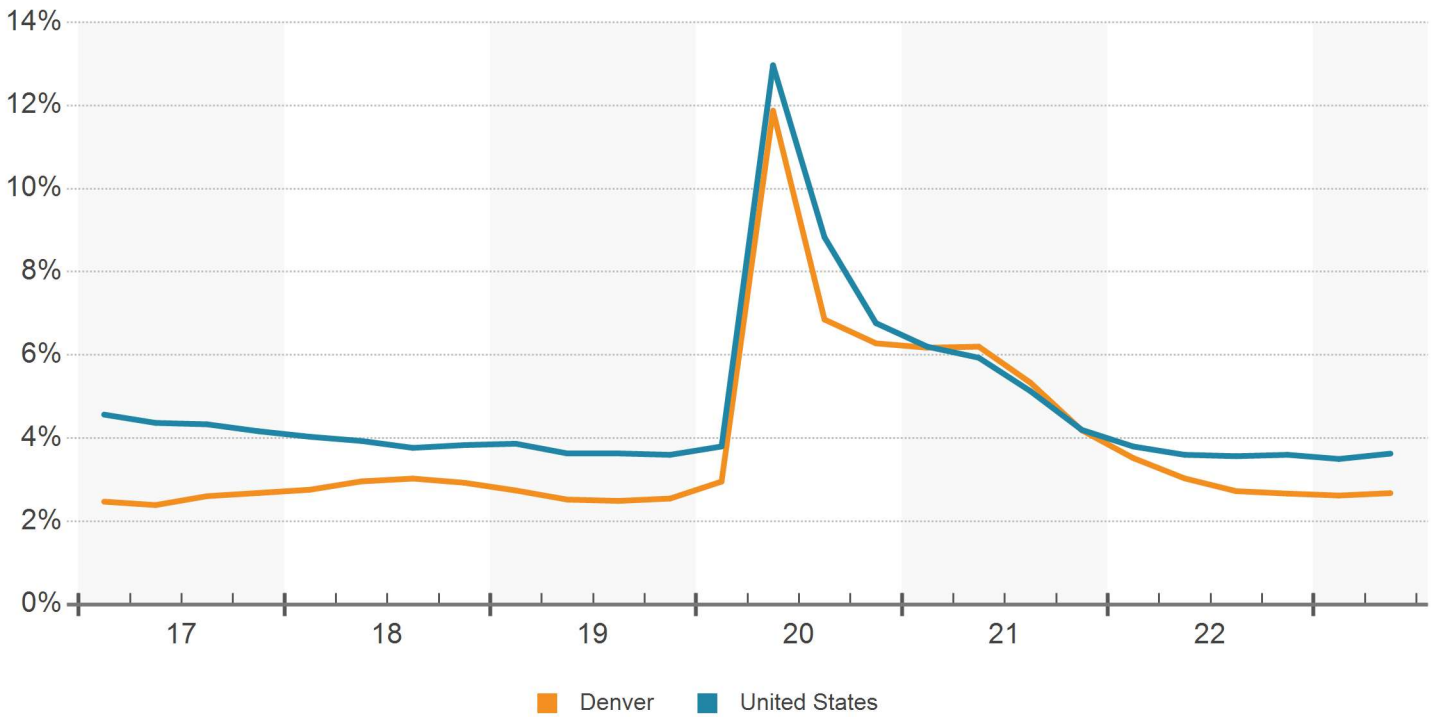
Source: Oxford Economics
LQ = Location Quotient

JOB GROWTH (YOY)

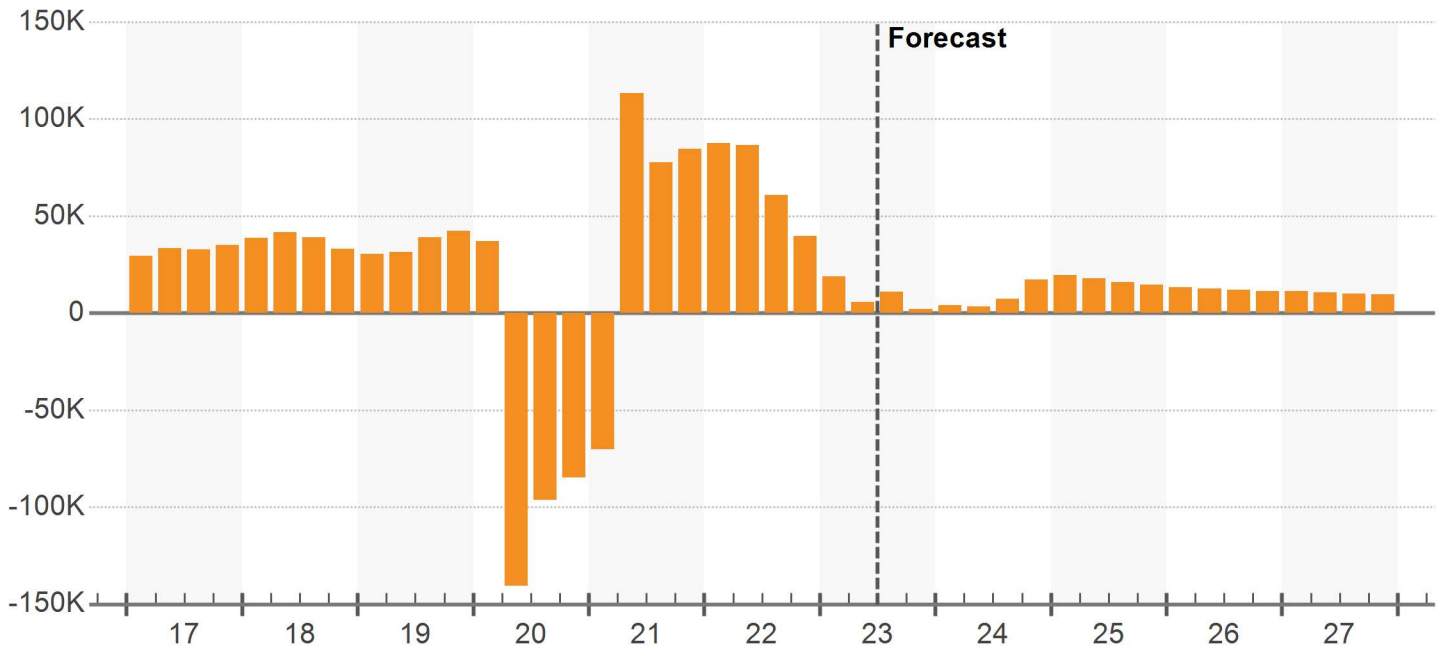


Source: Oxford Economics

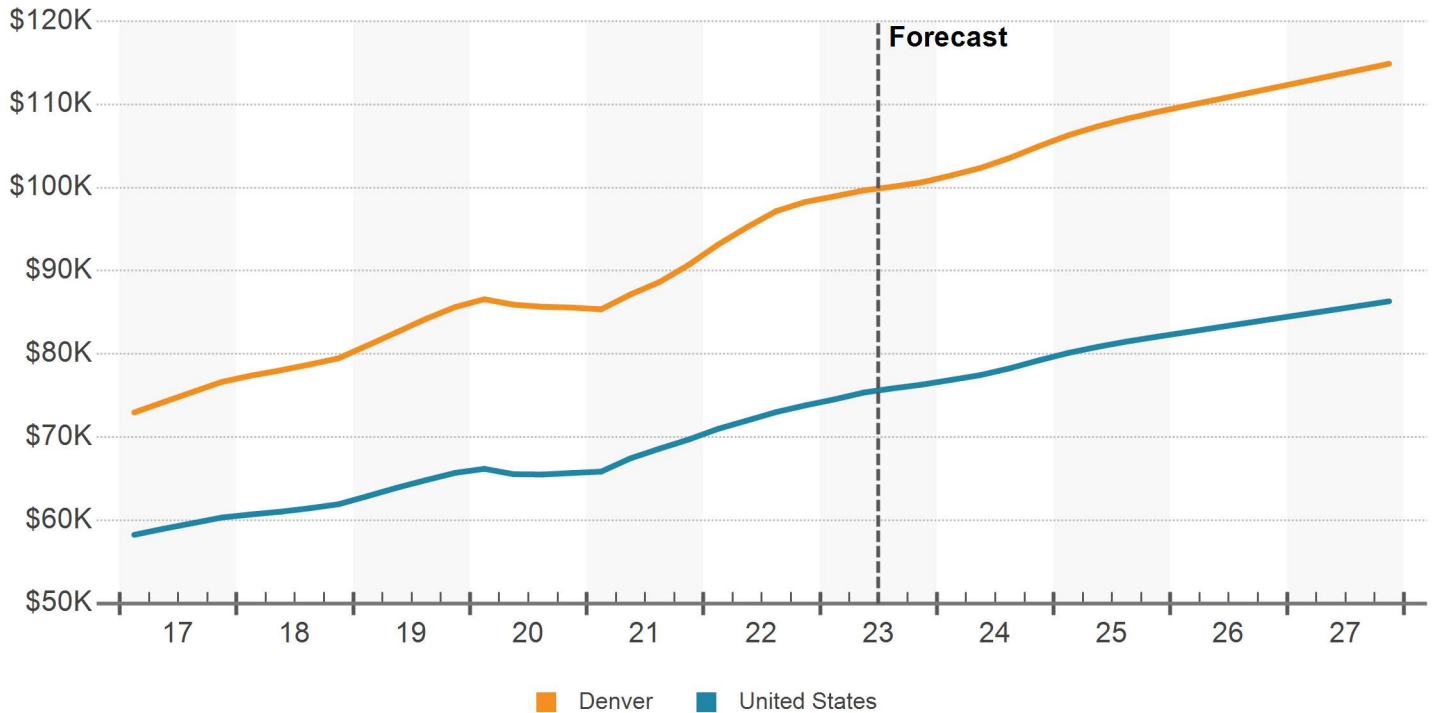
UNEMPLOYMENT RATE (%)



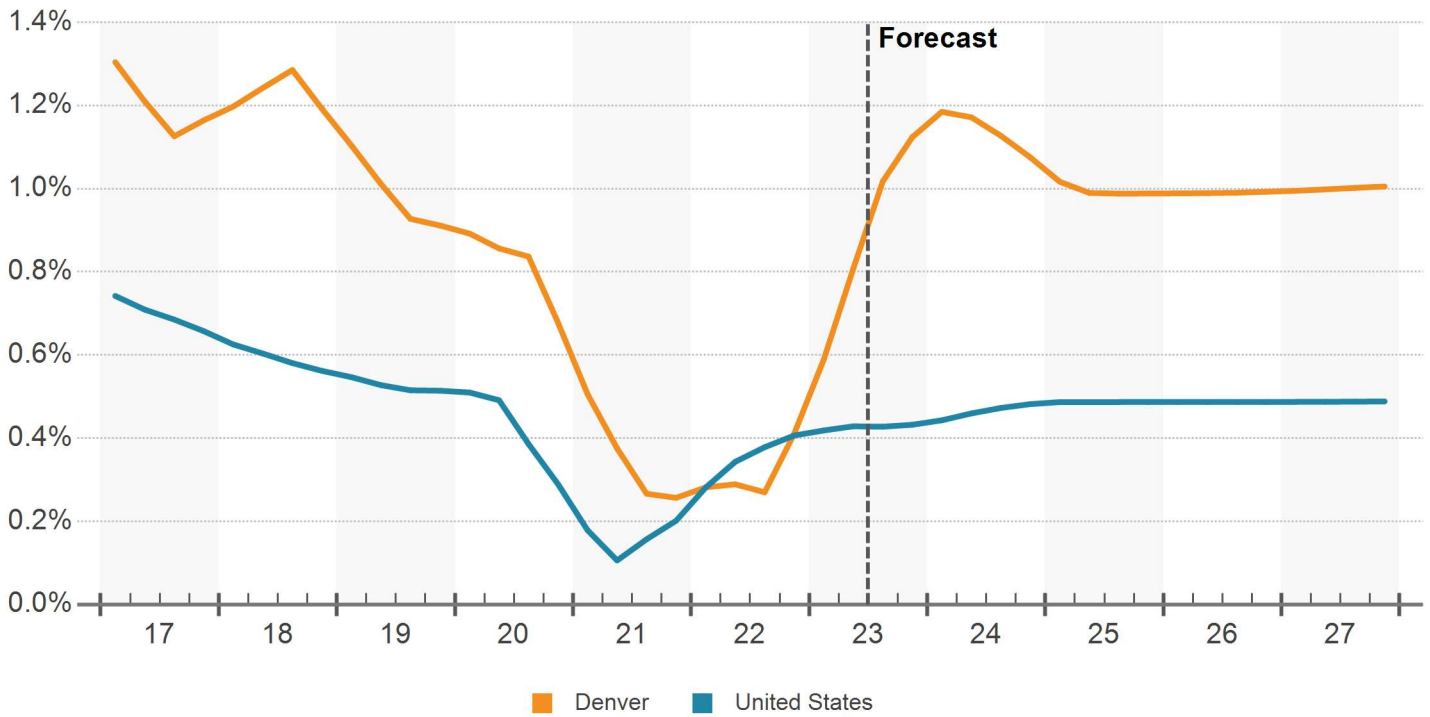
NET EMPLOYMENT CHANGE (YOY)



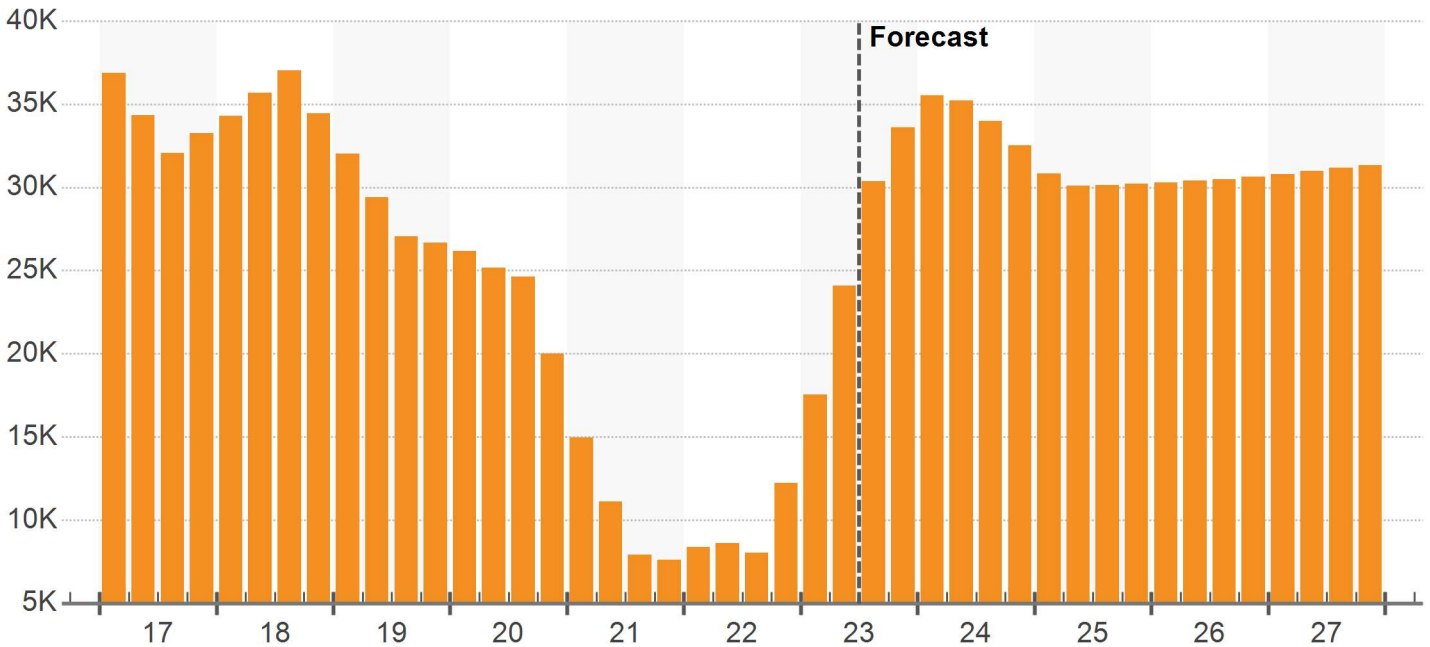
MEDIAN HOUSEHOLD INCOME



POPULATION GROWTH (YOY %)



NET POPULATION CHANGE (YOY)

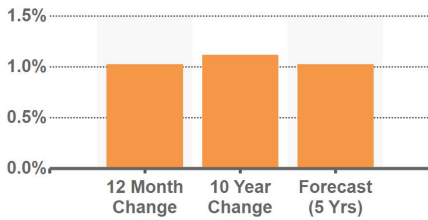


DEMOGRAPHIC TRENDS

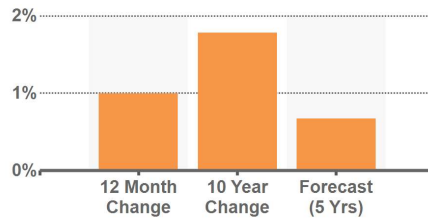
Demographic Category	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
	Metro	US	Metro	US	Metro	US	Metro	US
Population	3,016,489	334,732,125	1.0%	0.4%	1.1%	0.5%	1.0%	0.5%
Households	1,222,712	129,995,242	1.2%	0.6%	1.6%	0.9%	1.1%	0.6%
Median Household Income	\$100,121	\$75,873	3.0%	3.9%	4.8%	3.8%	3.2%	3.0%
Labor Force	1,737,755	165,909,063	1.0%	0.9%	1.8%	0.6%	0.7%	0.4%
Unemployment	2.7%	3.6%	0%	0.1%	-0.4%	-0.4%	-	-

Source: Oxford Economics

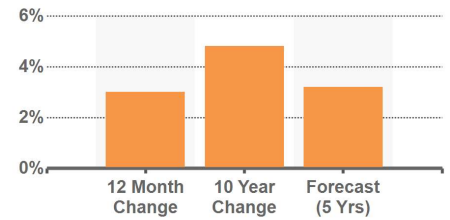
POPULATION GROWTH



LABOR FORCE GROWTH



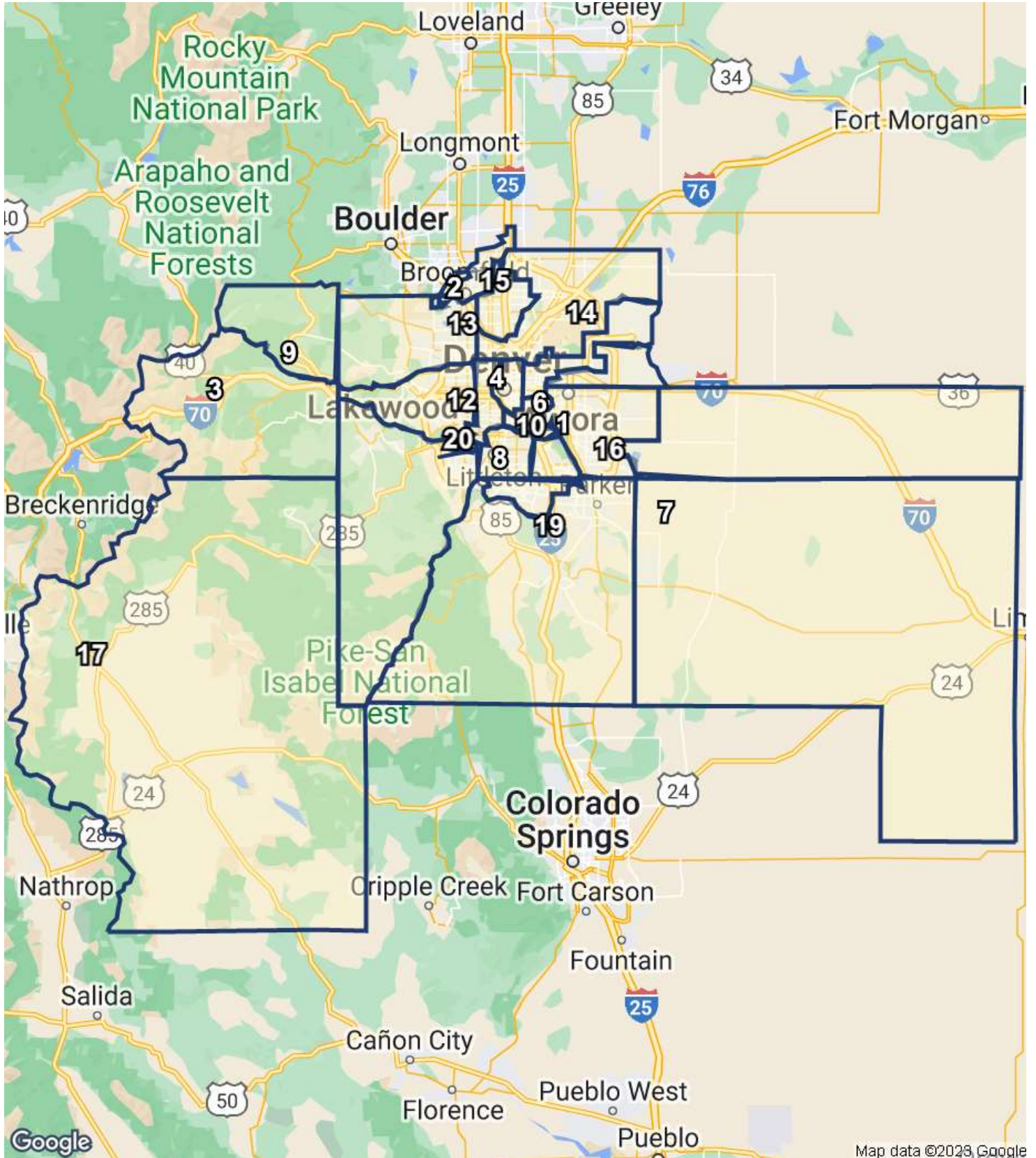
INCOME GROWTH



Source: Oxford Economics

Submarkets

DENVER SUBMARKETS



Map data ©2023, Google

SUBMARKET INVENTORY

No.	Submarket	Inventory				12 Month Deliveries				Under Construction			
		Bldgs	Units	% Market	Rank	Bldgs	Units	Percent	Rank	Bldgs	Units	Percent	Rank
1	Aurora	240	36,369	12.5%	2	1	4	0%	14	12	3,536	9.7%	2
2	Broomfield County	47	9,736	3.4%	13	3	603	6.2%	7	5	911	9.4%	12
3	Clear Creek County	10	185	0.1%	19	0	0	0%	-	0	0	0%	-
4	Downtown Denver	1,312	57,568	19.8%	1	15	3,216	5.6%	1	28	7,393	12.8%	1
5	DTC/Southeast Corridor	51	13,603	4.7%	8	0	0	0%	-	6	1,533	11.3%	9
6	East Denver	211	19,932	6.9%	6	10	1,777	8.9%	2	9	2,501	12.5%	4
7	Elbert County	3	261	0.1%	18	0	0	0%	-	1	32	12.3%	17
8	Englewood/Littleton	268	12,839	4.4%	9	2	205	1.6%	12	6	1,801	14.0%	6
9	Gilpin County	1	168	0.1%	20	0	0	0%	-	0	0	0%	-
10	Glendale University Area	241	23,669	8.2%	4	3	476	2.0%	8	2	391	1.7%	15
11	Highlands Ranch-Lone Tr...	35	10,768	3.7%	12	2	688	6.4%	6	3	1,077	10.0%	11
12	Lakewood/West Corridor	558	24,143	8.3%	3	4	260	1.1%	10	8	1,794	7.4%	7
13	North Jefferson County	164	12,613	4.3%	10	2	310	2.5%	9	9	1,688	13.4%	8
14	Northeast Adams County	128	7,927	2.7%	14	2	225	2.8%	11	4	840	10.6%	13
15	Northwest Adams County	92	20,071	6.9%	5	3	745	3.7%	5	2	607	3.0%	14
16	Outlying Arapahoe County	1	270	0.1%	17	0	0	0%	-	0	0	0%	-
17	Park County	1	6	0%	21	0	0	0%	-	0	0	0%	-
18	South Adams County	151	4,558	1.6%	16	2	172	3.8%	13	4	1,365	29.9%	10
19	South Douglas County	65	11,546	4.0%	11	7	1,213	10.5%	3	9	2,394	20.7%	5
20	South Jefferson County	25	4,902	1.7%	15	0	0	0%	-	1	280	5.7%	16
21	West Denver	411	19,199	6.6%	7	10	1,111	5.8%	4	15	2,525	13.2%	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	\$1,708	\$1.98	18	0.9%	\$1,695	\$1.96	18	1.0%	0.8%	10
2	Broomfield County	\$1,980	\$2.12	7	1.9%	\$1,952	\$2.09	8	1.0%	1.4%	3
3	Clear Creek County	\$1,556	\$2.42	2	-0.1%	\$1,544	\$2.41	2	0.9%	0.8%	11
4	Downtown Denver	\$1,984	\$2.52	1	-1.0%	\$1,956	\$2.49	1	-1.2%	1.4%	2
5	DTC/Southeast Corridor	\$1,994	\$2.15	5	-0.2%	\$1,981	\$2.14	5	-0.3%	0.7%	14
6	East Denver	\$1,831	\$2.11	9	1.4%	\$1,812	\$2.09	9	1.2%	1.0%	7
7	Elbert County	-	-	-	-	-	-	-	-	0%	-
8	Englewood/Littleton	\$1,672	\$2.04	14	1.1%	\$1,661	\$2.02	14	0.8%	0.7%	13
9	Gilpin County	\$1,596	\$1.93	19	21.4%	\$1,584	\$1.92	19	20.8%	0.8%	9
10	Glendale University Area	\$1,610	\$1.99	17	1.0%	\$1,592	\$1.97	17	0.2%	1.2%	5
11	Highlands Ranch-Lone Tr...	\$2,086	\$2.17	4	1.5%	\$2,076	\$2.15	4	1.5%	0.5%	17
12	Lakewood/West Corridor	\$1,747	\$2.07	11	1.7%	\$1,737	\$2.06	12	1.7%	0.6%	16
13	North Jefferson County	\$1,859	\$2.15	6	2.4%	\$1,847	\$2.14	6	2.4%	0.6%	15
14	Northeast Adams County	\$1,698	\$2.05	13	1.1%	\$1,686	\$2.04	13	1.4%	0.7%	12
15	Northwest Adams County	\$1,740	\$2.01	16	-0.9%	\$1,726	\$1.99	16	-1.2%	0.8%	8
16	Outlying Arapahoe County	\$2,174	\$2.12	8	7.3%	\$2,165	\$2.11	7	9.0%	0.4%	19
17	Park County	-	-	-	-	-	-	-	-	0%	-
18	South Adams County	\$1,538	\$2.03	15	1.8%	\$1,519	\$2.01	15	1.5%	1.3%	4
19	South Douglas County	\$2,023	\$2.09	10	0.9%	\$1,991	\$2.06	10	-0.1%	1.6%	1
20	South Jefferson County	\$1,979	\$2.07	12	3.5%	\$1,970	\$2.06	11	3.3%	0.4%	18
21	West Denver	\$1,847	\$2.35	3	0.1%	\$1,826	\$2.32	3	-0.3%	1.1%	6

SUBMARKET VACANCY & ABSORPTION

No.	Submarket	Vacancy			12 Month Absorption			
		Units	Percent	Rank	Units	% of Inv	Rank	Construc. Ratio
1	Aurora	2,516	6.9%	12	(175)	-0.5%	21	-
2	Broomfield County	866	8.9%	19	380	3.9%	6	1.6
3	Clear Creek County	13	6.9%	11	2	1.1%	17	-
4	Downtown Denver	6,280	10.9%	21	1,202	2.1%	2	2.5
5	DTC/Southeast Corridor	759	5.6%	6	67	0.5%	14	-
6	East Denver	1,634	8.2%	17	1,362	6.8%	1	1.3
7	Elbert County	14	5.5%	4	0	0%	-	-
8	Englewood/Littleton	766	6.0%	7	172	1.3%	12	1.2
9	Gilpin County	12	7.1%	14	(12)	-7.1%	20	-
10	Glendale University Area	1,578	6.7%	9	128	0.5%	13	3.7
11	Highlands Ranch-Lone Tr...	873	8.1%	16	351	3.3%	8	2.0
12	Lakewood/West Corridor	1,218	5.0%	3	405	1.7%	5	0.6
13	North Jefferson County	882	7.0%	13	309	2.4%	10	1.0
14	Northeast Adams County	476	6.0%	8	349	4.4%	9	0.6
15	Northwest Adams County	1,678	8.4%	18	226	1.1%	11	3.3
16	Outlying Arapahoe County	11	4.1%	1	19	7.1%	15	-
17	Park County	0	5.5%	5	0	0%	-	-
18	South Adams County	311	6.8%	10	370	8.1%	7	0.5
19	South Douglas County	1,072	9.3%	20	633	5.5%	4	1.9
20	South Jefferson County	237	4.8%	2	4	0.1%	16	-
21	West Denver	1,417	7.4%	15	812	4.2%	3	1.4

OVERALL SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2027	324,757	3,435	1.1%	4,175	1.3%	0.8
2026	321,322	3,867	1.2%	4,712	1.5%	0.8
2025	317,455	10,471	3.4%	9,049	2.9%	1.2
2024	306,984	12,943	4.4%	10,545	3.4%	1.2
2023	294,041	11,067	3.9%	8,458	2.9%	1.3
YTD	290,394	7,420	2.6%	6,036	2.1%	1.2
2022	282,974	11,412	4.2%	8,145	2.9%	1.4
2021	271,562	9,627	3.7%	11,949	4.4%	0.8
2020	261,935	8,123	3.2%	7,954	3.0%	1.0
2019	253,812	9,932	4.1%	8,255	3.3%	1.2
2018	243,880	10,721	4.6%	10,773	4.4%	1.0
2017	233,159	9,413	4.2%	7,578	3.3%	1.2
2016	223,746	6,244	2.9%	3,161	1.4%	2.0
2015	217,502	8,638	4.1%	7,774	3.6%	1.1
2014	208,864	9,164	4.6%	7,441	3.6%	1.2
2013	199,700	3,683	1.9%	3,245	1.6%	1.1
2012	196,017	1,647	0.8%	3,966	2.0%	0.4
2011	194,370	68	0%	674	0.3%	0.1

4 & 5 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2027	177,245	3,588	2.1%	3,768	2.1%	1.0
2026	173,657	2,761	1.6%	3,653	2.1%	0.8
2025	170,896	7,619	4.7%	6,981	4.1%	1.1
2024	163,277	9,446	6.1%	8,493	5.2%	1.1
2023	153,831	9,236	6.4%	7,787	5.1%	1.2
YTD	150,741	6,146	4.3%	5,514	3.7%	1.1
2022	144,595	7,905	5.8%	6,199	4.3%	1.3
2021	136,690	8,612	6.7%	9,260	6.8%	0.9
2020	128,078	7,576	6.3%	7,888	6.2%	1.0
2019	120,502	8,928	8.0%	7,886	6.5%	1.1
2018	111,574	10,148	10.0%	9,681	8.7%	1.0
2017	101,426	8,792	9.5%	7,234	7.1%	1.2
2016	92,634	6,167	7.1%	4,426	4.8%	1.4
2015	86,467	8,420	10.8%	7,102	8.2%	1.2
2014	78,047	8,276	11.9%	6,719	8.6%	1.2
2013	69,771	3,984	6.1%	3,028	4.3%	1.3
2012	65,787	1,604	2.5%	2,319	3.5%	0.7
2011	64,183	0	0%	514	0.8%	0

3 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2027	94,377	(12)	0%	577	0.6%	0
2026	94,389	1,135	1.2%	1,150	1.2%	1.0
2025	93,254	2,622	2.9%	2,232	2.4%	1.2
2024	90,632	3,369	3.9%	2,140	2.4%	1.6
2023	87,263	1,831	2.1%	737	0.8%	2.5
YTD	86,706	1,274	1.5%	515	0.6%	2.5
2022	85,432	2,256	2.7%	1,068	1.3%	2.1
2021	83,176	659	0.8%	1,911	2.3%	0.3
2020	82,517	401	0.5%	279	0.3%	1.4
2019	82,116	1,011	1.2%	367	0.4%	2.8
2018	81,105	606	0.8%	988	1.2%	0.6
2017	80,499	646	0.8%	318	0.4%	2.0
2016	79,853	102	0.1%	(901)	-1.1%	-
2015	79,751	224	0.3%	697	0.9%	0.3
2014	79,527	896	1.1%	713	0.9%	1.3
2013	78,631	(6)	0%	197	0.3%	0
2012	78,637	93	0.1%	1,074	1.4%	0.1
2011	78,544	79	0.1%	(100)	-0.1%	-

1 & 2 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2027	53,135	(141)	-0.3%	(170)	-0.3%	0.8
2026	53,276	(29)	-0.1%	(91)	-0.2%	0.3
2025	53,305	230	0.4%	(164)	-0.3%	-
2024	53,075	128	0.2%	(88)	-0.2%	-
2023	52,947	0	0%	(66)	-0.1%	0
YTD	52,947	0	0%	7	0%	0
2022	52,947	1,251	2.4%	878	1.7%	1.4
2021	51,696	356	0.7%	778	1.5%	0.5
2020	51,340	146	0.3%	(213)	-0.4%	-
2019	51,194	(7)	0%	2	0%	-
2018	51,201	(33)	-0.1%	104	0.2%	-
2017	51,234	(25)	0%	26	0.1%	-
2016	51,259	(25)	0%	(364)	-0.7%	0.1
2015	51,284	(6)	0%	(25)	0%	0.2
2014	51,290	(8)	0%	9	0%	-
2013	51,298	(295)	-0.6%	20	0%	-
2012	51,593	(50)	-0.1%	573	1.1%	-
2011	51,643	(11)	0%	260	0.5%	0

OVERALL VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rents	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2027	26,083	8.0%	(0.3)	\$2,086	\$2.46	3.0%	(0.5)	\$2,062	\$2.44
2026	26,823	8.3%	(0.4)	\$2,025	\$2.39	3.5%	(0.2)	\$2,002	\$2.37
2025	27,670	8.7%	0.2	\$1,956	\$2.31	3.7%	0	\$1,934	\$2.28
2024	26,247	8.5%	0.4	\$1,887	\$2.23	3.7%	2.1	\$1,865	\$2.20
2023	23,847	8.1%	0.6	\$1,819	\$2.15	1.6%	(1.9)	\$1,798	\$2.12
YTD	22,622	7.8%	0.3	\$1,834	\$2.16	0.6%	(2.9)	\$1,815	\$2.14
2022	21,237	7.5%	0.9	\$1,790	\$2.11	3.5%	(8.1)	\$1,775	\$2.09
2021	17,964	6.6%	(1.1)	\$1,729	\$2.04	11.6%	11.6	\$1,718	\$2.02
2020	20,278	7.7%	(0.2)	\$1,550	\$1.82	0%	(2.0)	\$1,519	\$1.79
2019	20,098	7.9%	0.4	\$1,550	\$1.82	2.0%	(1.4)	\$1,527	\$1.80
2018	18,420	7.6%	(0.4)	\$1,520	\$1.79	3.4%	0.5	\$1,488	\$1.75
2017	18,461	7.9%	0.5	\$1,470	\$1.73	2.9%	0.8	\$1,436	\$1.69
2016	16,617	7.4%	1.2	\$1,429	\$1.68	2.1%	(3.6)	\$1,400	\$1.65
2015	13,533	6.2%	0.2	\$1,399	\$1.65	5.7%	1.0	\$1,380	\$1.62
2014	12,664	6.1%	0.6	\$1,325	\$1.56	4.7%	0.3	\$1,309	\$1.54
2013	10,928	5.5%	0.1	\$1,265	\$1.49	4.4%	0.1	\$1,254	\$1.48
2012	10,487	5.3%	(1.2)	\$1,212	\$1.43	4.3%	1.6	\$1,201	\$1.41
2011	12,805	6.6%	(0.3)	\$1,162	\$1.37	2.7%	-	\$1,153	\$1.36

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
2027	15,201	8.6%	(0.3)	\$2,362	\$2.60	2.9%	(0.6)	\$2,331	\$2.57
2026	15,380	8.9%	(0.7)	\$2,294	\$2.53	3.5%	(0.1)	\$2,264	\$2.49
2025	16,273	9.5%	(0.1)	\$2,217	\$2.44	3.7%	0	\$2,188	\$2.41
2024	15,635	9.6%	0	\$2,138	\$2.35	3.7%	2.4	\$2,111	\$2.32
2023	14,680	9.5%	0.4	\$2,063	\$2.27	1.3%	(1.7)	\$2,036	\$2.24
YTD	13,865	9.2%	0	\$2,080	\$2.28	0.1%	(2.9)	\$2,056	\$2.26
2022	13,232	9.2%	0.7	\$2,037	\$2.23	3.0%	(9.5)	\$2,017	\$2.21
2021	11,526	8.4%	(1.1)	\$1,979	\$2.17	12.4%	12.6	\$1,964	\$2.15
2020	12,167	9.5%	(0.9)	\$1,760	\$1.93	-0.2%	(1.7)	\$1,715	\$1.88
2019	12,475	10.4%	0.1	\$1,763	\$1.93	1.5%	(1.8)	\$1,731	\$1.90
2018	11,434	10.2%	(0.6)	\$1,737	\$1.90	3.4%	1.2	\$1,694	\$1.86
2017	10,961	10.8%	0.7	\$1,680	\$1.84	2.1%	0.4	\$1,636	\$1.79
2016	9,396	10.1%	1.3	\$1,645	\$1.80	1.7%	(2.5)	\$1,608	\$1.76
2015	7,653	8.9%	0.7	\$1,617	\$1.77	4.2%	0.3	\$1,591	\$1.74
2014	6,333	8.1%	1.3	\$1,552	\$1.70	3.9%	0.1	\$1,530	\$1.68
2013	4,773	6.8%	1.0	\$1,493	\$1.64	3.8%	0.1	\$1,477	\$1.62
2012	3,812	5.8%	(1.3)	\$1,439	\$1.58	3.7%	1.3	\$1,424	\$1.56
2011	4,527	7.1%	(0.8)	\$1,388	\$1.52	2.4%	-	\$1,378	\$1.51

3 STAR VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rents	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2027	7,251	7.7%	(0.6)	\$1,868	\$2.32	3.1%	(0.5)	\$1,850	\$2.30
2026	7,841	8.3%	(0.1)	\$1,813	\$2.25	3.5%	(0.2)	\$1,795	\$2.23
2025	7,857	8.4%	0.2	\$1,751	\$2.17	3.7%	0	\$1,734	\$2.15
2024	7,466	8.2%	1.1	\$1,688	\$2.10	3.7%	1.6	\$1,672	\$2.08
2023	6,237	7.1%	1.1	\$1,628	\$2.02	2.1%	(2.5)	\$1,612	\$2
YTD	5,902	6.8%	0.8	\$1,645	\$2.04	1.2%	(3.3)	\$1,632	\$2.02
2022	5,144	6.0%	1.3	\$1,594	\$1.98	4.5%	(7.3)	\$1,584	\$1.96
2021	3,950	4.7%	(1.6)	\$1,525	\$1.89	11.9%	11.8	\$1,518	\$1.88
2020	5,202	6.3%	0.1	\$1,363	\$1.69	0.1%	(2.6)	\$1,349	\$1.67
2019	5,079	6.2%	0.7	\$1,362	\$1.69	2.7%	(0.9)	\$1,350	\$1.67
2018	4,433	5.5%	(0.5)	\$1,327	\$1.64	3.6%	(0.6)	\$1,304	\$1.62
2017	4,809	6.0%	0.4	\$1,281	\$1.59	4.2%	2.0	\$1,256	\$1.55
2016	4,479	5.6%	1.3	\$1,229	\$1.52	2.2%	(6.1)	\$1,207	\$1.49
2015	3,476	4.4%	(0.6)	\$1,203	\$1.49	8.3%	1.9	\$1,188	\$1.47
2014	3,948	5.0%	0.2	\$1,110	\$1.37	6.4%	0.4	\$1,100	\$1.36
2013	3,755	4.8%	(0.3)	\$1,043	\$1.29	6.1%	0	\$1,036	\$1.28
2012	3,959	5.0%	(1.3)	\$983	\$1.22	6.1%	2.2	\$975	\$1.21
2011	4,939	6.3%	0.2	\$927	\$1.15	3.9%	-	\$921	\$1.14

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
2027	3,631	6.8%	0.1	\$1,505	\$2.15	3.1%	(0.5)	\$1,494	\$2.13
2026	3,602	6.8%	0.1	\$1,459	\$2.08	3.7%	(0.2)	\$1,449	\$2.07
2025	3,541	6.6%	0.7	\$1,408	\$2.01	3.9%	0	\$1,398	\$1.99
2024	3,145	5.9%	0.4	\$1,355	\$1.93	3.9%	1.2	\$1,346	\$1.92
2023	2,930	5.5%	0.1	\$1,305	\$1.86	2.7%	(1.5)	\$1,295	\$1.85
YTD	2,856	5.4%	0	\$1,304	\$1.86	2.2%	(2.0)	\$1,295	\$1.84
2022	2,862	5.4%	0.6	\$1,271	\$1.81	4.2%	(2.0)	\$1,263	\$1.80
2021	2,488	4.8%	(0.9)	\$1,220	\$1.74	6.2%	5.4	\$1,211	\$1.72
2020	2,909	5.7%	0.7	\$1,149	\$1.63	0.8%	(2.2)	\$1,140	\$1.62
2019	2,545	5.0%	0	\$1,140	\$1.62	3.0%	(0.3)	\$1,133	\$1.61
2018	2,553	5.0%	(0.3)	\$1,107	\$1.57	3.3%	(0.7)	\$1,096	\$1.56
2017	2,691	5.3%	(0.1)	\$1,072	\$1.52	4.0%	0	\$1,059	\$1.50
2016	2,742	5.3%	0.7	\$1,031	\$1.46	4.0%	(4.1)	\$1,022	\$1.45
2015	2,403	4.7%	0	\$992	\$1.41	8.1%	2.7	\$984	\$1.40
2014	2,383	4.6%	0	\$918	\$1.30	5.4%	0.9	\$912	\$1.29
2013	2,400	4.7%	(0.6)	\$871	\$1.23	4.5%	0.4	\$866	\$1.23
2012	2,716	5.3%	(1.2)	\$833	\$1.18	4.1%	2.5	\$828	\$1.17
2011	3,339	6.5%	(0.5)	\$800	\$1.13	1.6%	-	\$795	\$1.13

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
2027	-	-	-	-	-	-	\$398,626	392	4.5%
2026	-	-	-	-	-	-	\$368,088	362	4.8%
2025	-	-	-	-	-	-	\$333,961	329	5.0%
2024	-	-	-	-	-	-	\$312,123	307	5.2%
2023	-	-	-	-	-	-	\$325,405	320	4.8%
YTD	118	\$1.8B	2.1%	\$16,903,761	\$301,700	5.2%	\$335,312	330	4.6%
2022	303	\$5.7B	7.1%	\$19,593,871	\$312,335	4.6%	\$343,458	338	4.4%
2021	474	\$10.4B	14.0%	\$25,186,921	\$322,558	4.9%	\$356,873	351	4.1%
2020	282	\$4.7B	7.9%	\$18,869,031	\$245,065	5.4%	\$293,303	289	4.5%
2019	316	\$5.6B	9.3%	\$18,704,205	\$238,398	5.6%	\$270,982	267	4.8%
2018	288	\$5B	9.2%	\$19,084,832	\$227,819	5.4%	\$252,145	248	5.0%
2017	343	\$6.2B	13.3%	\$19,747,892	\$217,405	5.7%	\$233,216	230	5.1%
2016	347	\$6.6B	14.9%	\$20,349,081	\$199,483	5.9%	\$217,368	214	5.2%
2015	352	\$3.9B	12.6%	\$12,033,756	\$148,604	6.2%	\$205,773	202	5.2%
2014	348	\$3.3B	11.6%	\$10,144,221	\$140,718	6.5%	\$185,509	183	5.4%
2013	313	\$2B	9.7%	\$6,719,318	\$113,738	6.8%	\$164,505	162	5.8%
2012	292	\$2.8B	14.4%	\$10,708,239	\$103,228	6.7%	\$155,948	153	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.

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
2027	-	-	-	-	-	-	\$474,910	377	4.3%
2026	-	-	-	-	-	-	\$438,148	348	4.5%
2025	-	-	-	-	-	-	\$397,035	316	4.8%
2024	-	-	-	-	-	-	\$370,929	295	4.9%
2023	-	-	-	-	-	-	\$387,517	308	4.6%
YTD	14	\$1.2B	2.1%	\$82,634,921	\$369,495	4.8%	\$399,609	318	4.4%
2022	38	\$2.7B	5.3%	\$76,221,167	\$402,556	3.6%	\$409,443	325	4.2%
2021	88	\$8B	16.0%	\$98,722,710	\$386,194	3.8%	\$427,203	340	3.9%
2020	42	\$2.5B	6.5%	\$63,252,861	\$307,127	4.5%	\$353,329	281	4.3%
2019	48	\$3.6B	10.3%	\$75,987,124	\$292,737	4.8%	\$328,068	261	4.5%
2018	42	\$3.2B	10.1%	\$76,542,192	\$286,037	4.8%	\$307,697	245	4.7%
2017	59	\$3.9B	15.2%	\$70,904,187	\$269,114	4.8%	\$285,931	227	4.8%
2016	59	\$4.2B	18.6%	\$71,441,244	\$244,251	5.1%	\$267,581	213	4.9%
2015	40	\$1.8B	10.9%	\$48,052,909	\$201,445	5.4%	\$253,743	202	4.9%
2014	34	\$1.8B	11.6%	\$53,484,089	\$195,414	5.3%	\$229,425	182	5.1%
2013	28	\$1.1B	11.8%	\$39,184,679	\$156,995	5.8%	\$203,966	162	5.4%
2012	38	\$1.5B	17.0%	\$42,480,759	\$138,761	5.7%	\$193,730	154	5.4%

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(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

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
2027	-	-	-	-	-	-	\$331,943	421	4.7%
2026	-	-	-	-	-	-	\$306,741	389	4.9%
2025	-	-	-	-	-	-	\$278,674	353	5.2%
2024	-	-	-	-	-	-	\$260,584	330	5.3%
2023	-	-	-	-	-	-	\$271,138	344	4.9%
YTD	30	\$390.7M	1.9%	\$15,626,393	\$262,188	5.0%	\$279,135	354	4.8%
2022	69	\$2.1B	9.8%	\$33,666,212	\$278,800	4.1%	\$286,191	363	4.5%
2021	87	\$1.4B	9.5%	\$17,284,408	\$227,426	4.7%	\$295,873	375	4.2%
2020	64	\$1.6B	10.9%	\$29,317,182	\$206,329	5.0%	\$240,558	305	4.6%
2019	66	\$1.4B	8.9%	\$21,503,943	\$190,820	5.3%	\$219,480	278	5.0%
2018	65	\$1.1B	7.7%	\$18,528,084	\$185,072	5.3%	\$201,298	255	5.1%
2017	75	\$1.7B	13.6%	\$25,382,327	\$174,978	5.5%	\$184,373	234	5.3%
2016	69	\$1.9B	14.7%	\$28,375,289	\$161,937	5.7%	\$170,651	216	5.4%
2015	78	\$1.5B	15.1%	\$20,542,589	\$127,050	6.2%	\$161,293	204	5.4%
2014	76	\$1.1B	12.7%	\$15,153,584	\$115,567	6.3%	\$144,949	184	5.7%
2013	64	\$598.8M	8.2%	\$9,658,307	\$93,741	6.7%	\$127,716	162	6.0%
2012	66	\$1.1B	16.9%	\$17,046,252	\$83,598	6.6%	\$120,526	153	6.1%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

1 & 2 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/Unit	Avg Cap Rate	Price/Unit	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$270,029	425	5.1%
2026	-	-	-	-	-	-	\$250,166	393	5.3%
2025	-	-	-	-	-	-	\$227,894	358	5.6%
2024	-	-	-	-	-	-	\$213,227	335	5.7%
2023	-	-	-	-	-	-	\$220,644	347	5.4%
YTD	74	\$244.2M	2.7%	\$3,645,522	\$185,319	5.3%	\$226,871	357	5.2%
2022	196	\$941.2M	7.9%	\$4,876,938	\$227,520	4.9%	\$231,489	364	4.9%
2021	299	\$1B	15.7%	\$4,027,793	\$185,864	5.3%	\$237,473	373	4.6%
2020	176	\$488.8M	6.3%	\$3,236,915	\$173,140	5.6%	\$192,595	303	5.1%
2019	202	\$586M	7.9%	\$3,167,556	\$155,149	5.8%	\$177,563	279	5.4%
2018	181	\$655.8M	9.7%	\$4,124,514	\$143,000	5.7%	\$162,518	256	5.6%
2017	209	\$600.5M	9.0%	\$3,127,562	\$139,261	6.1%	\$149,212	235	5.7%
2016	219	\$476.9M	8.3%	\$2,408,710	\$117,643	6.3%	\$137,687	217	5.9%
2015	234	\$636.9M	11.4%	\$2,948,746	\$111,958	6.5%	\$129,387	203	5.9%
2014	238	\$435.8M	9.9%	\$1,981,043	\$88,999	6.9%	\$115,293	181	6.2%
2013	221	\$352.3M	9.1%	\$1,677,498	\$77,645	7.0%	\$102,022	160	6.6%
2012	188	\$221.4M	7.3%	\$1,358,490	\$66,838	7.0%	\$96,471	152	6.7%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

DELIVERIES & UNDER CONSTRUCTION

Year	Inventory			Deliveries		Net Deliveries		Under Construction	
	Bldgs	Units	Vacancy	Bldgs	Units	Bldgs	Units	Bldgs	Units
2027	-	324,759	8.0%	-	3,735	-	3,436	-	-
2026	-	321,323	8.3%	-	3,846	-	3,865	-	-
2025	-	317,458	8.7%	-	10,641	-	10,472	-	-
2024	-	306,986	8.5%	-	13,014	-	12,945	-	-
2023	-	294,041	8.1%	-	11,260	-	11,067	-	-
YTD	4,016	290,394	7.8%	40	7,613	39	7,420	124	30,668
2022	3,977	282,974	7.5%	74	11,482	70	11,412	134	31,591
2021	3,907	271,562	6.6%	59	9,658	57	9,627	116	21,320
2020	3,850	261,935	7.7%	64	8,138	62	8,128	100	17,774
2019	3,788	253,812	7.9%	66	9,966	63	9,932	102	16,089
2018	3,725	243,880	7.6%	60	10,754	58	10,721	106	17,554
2017	3,667	233,159	7.9%	47	9,444	44	9,413	101	18,562
2016	3,623	223,746	7.4%	34	6,277	32	6,244	86	18,172
2015	3,591	217,502	6.2%	49	8,644	48	8,638	55	11,549
2014	3,543	208,864	6.1%	40	9,178	38	9,164	63	12,101
2013	3,505	199,700	5.5%	27	4,129	12	3,683	61	13,836
2012	3,493	196,017	5.3%	14	2,288	7	1,647	41	7,889
2011	3,486	194,370	6.6%	2	108	(2)	68	20	3,058