



Multi-Family Market Report

Portland - OR

PREPARED BY

TMG
MULTIFAMILY
A Division of the TMG Family of Companies



MULTI-FAMILY MARKET REPORT

Market Key Statistics	1
Vacancy	2
Rent	5
Construction	11
Under Construction Properties	13
Sales	15
Sales Past 12 Months	17
Economy	19
Market Submarkets	25
Supply & Demand Trends	29
Vacancy & Rent	31
Sale Trends	33
Deliveries & Under Construction	35

12 Mo. Delivered Units

3,517

12 Mo. Absorption Units

4,213

Vacancy Rate

4.6%

12 Mo. Asking Rent Growth

5.2%

Strong leasing activity in the Portland metro area persists into the historically busy summer months. While net absorption in the region is beginning to recalibrate from the record performance turned in during 2021, supply has not kept pace and vacancies have compressed to 4.6%.

As a result, occupancy has climbed to 95.4% metro wide, a figure well above the long-term average. Driving this trend is a recovery in the urban core areas that saw an exodus during the pandemic. In downtown, for example, occupancy has risen to 92%, well above the historical average and a 900-basis-point upswing from the low point reached in late 2020.

This degree of demand has given rents the runway needed to surpass record highs. The market asking rate now sits above \$1,600/unit, reflecting year-over-year growth of 5.2%. Many suburban submarkets have seen rents grow well into the double digits on a percentage basis, and in supply-constrained communities such as Hillsboro and Lake Oswego, asking rates are nearing \$2,000/unit.

Significant downward pressure on rents is unlikely to materialize anytime soon, but construction starts in the region have recently picked up. Units underway total over 6,000, which is a boost from the seven-year low

reached at the end of 2021, but still below the 10-year average. Permitting activity has also gained steam, but the latest data still suggests approvals for new units remain approximately 30% below the 2017 peak. This was formed as developers raced to get projects approved before Portland's inclusionary zoning policy was implemented.

However, most of these communities have since opened their doors. CoStar's base case forecast projects annual deliveries will steadily erode into the 2024 calendar year. This means that in the near term, while developers ramp up construction, prospective tenants will have noticeably fewer competing options coming on line to choose from when selecting a unit.

Rent growth and a lack of competing supply have boosted Portland multifamily asset attractiveness, prompting buyers to converge on the area to place capital. Suburban assets with good linkages to employment nodes are pushing pricing to the largest degree, but value-add plays have also been popular for investors targeting an upside in rents. In addition, when examining deals over \$25 million in value occurring since the start of 2021, the distribution across the metro area has been fairly uniform. This points to the desirability of the larger region, as buyers appear willing to secure assets wherever they can find them.

KEY INDICATORS

Current Quarter	Units	Vacancy Rate	Asking Rent	Effective Rent	Absorption Units	Delivered Units	Under Constr Units
4 & 5 Star	75,468	6.3%	\$1,863	\$1,845	92	0	5,921
3 Star	78,142	4.0%	\$1,604	\$1,596	29	0	2,778
1 & 2 Star	63,875	3.3%	\$1,203	\$1,197	0	0	284
Market	217,485	4.6%	\$1,609	\$1,598	121	0	8,983

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	-0.4%	5.5%	4.8%	7.4%	2004 Q1	3.5%	2000 Q3
Absorption Units	4,213	3,078	4,219	10,970	2021 Q2	(2,851)	2002 Q1
Delivered Units	3,517	3,326	4,586	8,274	2021 Q2	440	2011 Q2
Demolished Units	62	26	29	152	2009 Q3	0	2022 Q2
Asking Rent Growth (YOY)	5.2%	2.7%	4.2%	9.3%	2022 Q1	-4.2%	2009 Q4
Effective Rent Growth (YOY)	5.5%	2.7%	4.2%	9.9%	2021 Q4	-4.4%	2009 Q4
Sales Volume	\$3.6B	\$1.3B	N/A	\$4.4B	2022 Q2	\$209.4M	2009 Q3

Strengthening apartment demand over the past 18 months came by way of relocations amidst strong regional migration figures. Nonetheless, leasing has cooled from the record-setting mid-2021 performance, with trailing four-quarter net absorption equating to 4,200 units, versus the average annual figure of 6,600 units over the past five years.

Vacancies still remain below the frictional 5% mark, at 4.6%, reflecting a 50-basis point decline over the previous 12 months. This is primarily because construction to-date has not kept pace with demand. Metrowide, vacancies over the past five years have averaged 5.9%.

In addition, homeownership is still out of reach for many residents and will likely continue to be in the near term. As such, renters as a whole comprise over 45% of Portland households. The inexorable rise of Portland's median home price has only quickened following the peak months of the COVID-19 outbreak. Relief in the form of new single-family residential units isn't around the corner, either. Construction remains sparse, especially in areas with access to an urban lifestyle. Despite an expansion of the Urban Growth Boundary – which is an artificial restrictor to urban sprawl – other restrictions such as wetlands and farmland protection, open space and density requirements make Portland a very land-constrained market. There are relatively few large tracts of land suitable for single-family subdivisions.

These factors are forcing a healthy percentage of residents to turn to apartment living options, and should provide a relatively steady stream of renters for landlords in quarters to come.

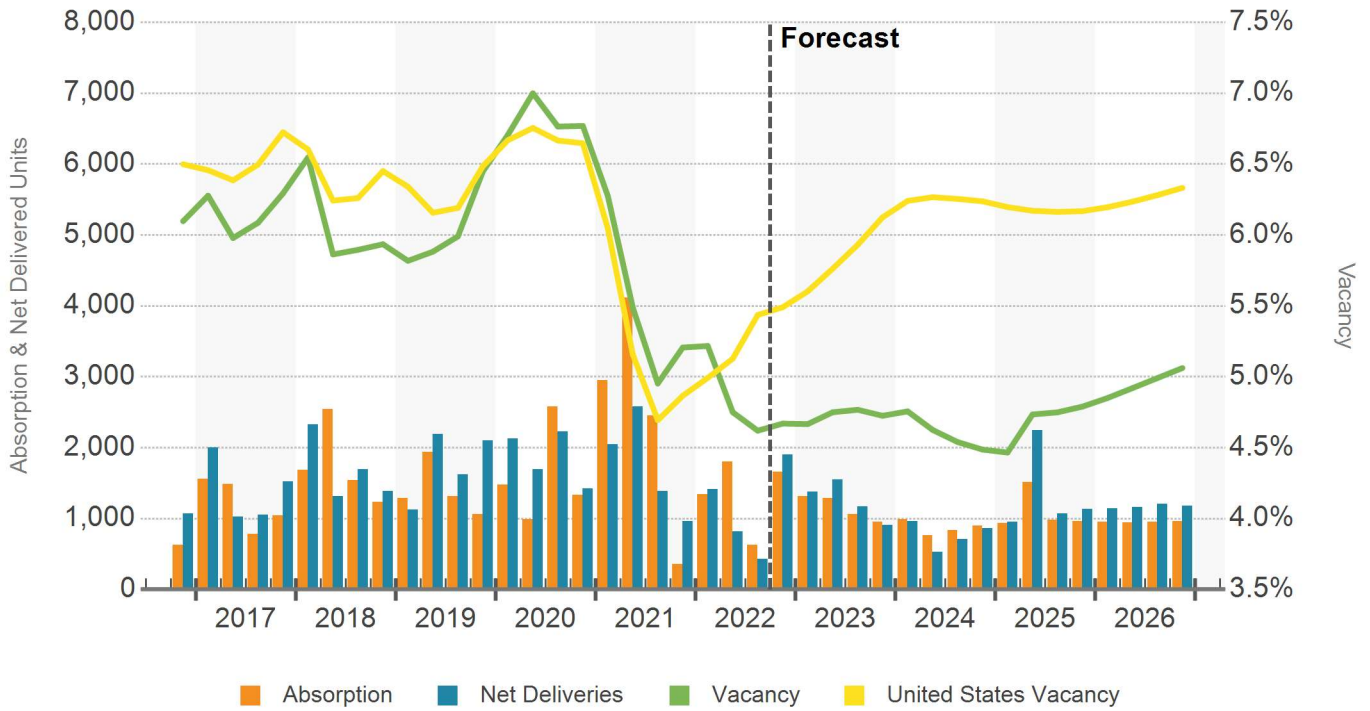
Given Portland's land constraints, the few large tracts that are available have been identified and almost all are being developed. On a locational basis, some of the largest of these tracts suitable for multifamily projects are found in the South Waterfront area of the Southwest Portland submarket. Here, vacancies are plummeting towards the sub-5% mark and rents are maintaining a steady upward trajectory, despite the area having seen

nearly 2,000 units added since 2016, over 300 of which came online in the past year. The recent vacancy compression is attributable to tenants – a large portion of whom are employed at Oregon Health and Science University – who are drawn to the neighborhood's proximity to downtown amenities in addition to its upscale and exclusive feel. And with OHSU intending to begin a major hospital expansion in 2022 that will create an additional 4,000 jobs when complete, demand here will remain outsized over the long term. With inventory needs rising in Southwest Portland, developers appear committed to keeping tenants from bleeding into other neighborhoods. The South Waterfront 45 will bring another 291 4 Star units out of the ground by late 2023, with additional phases in the works.

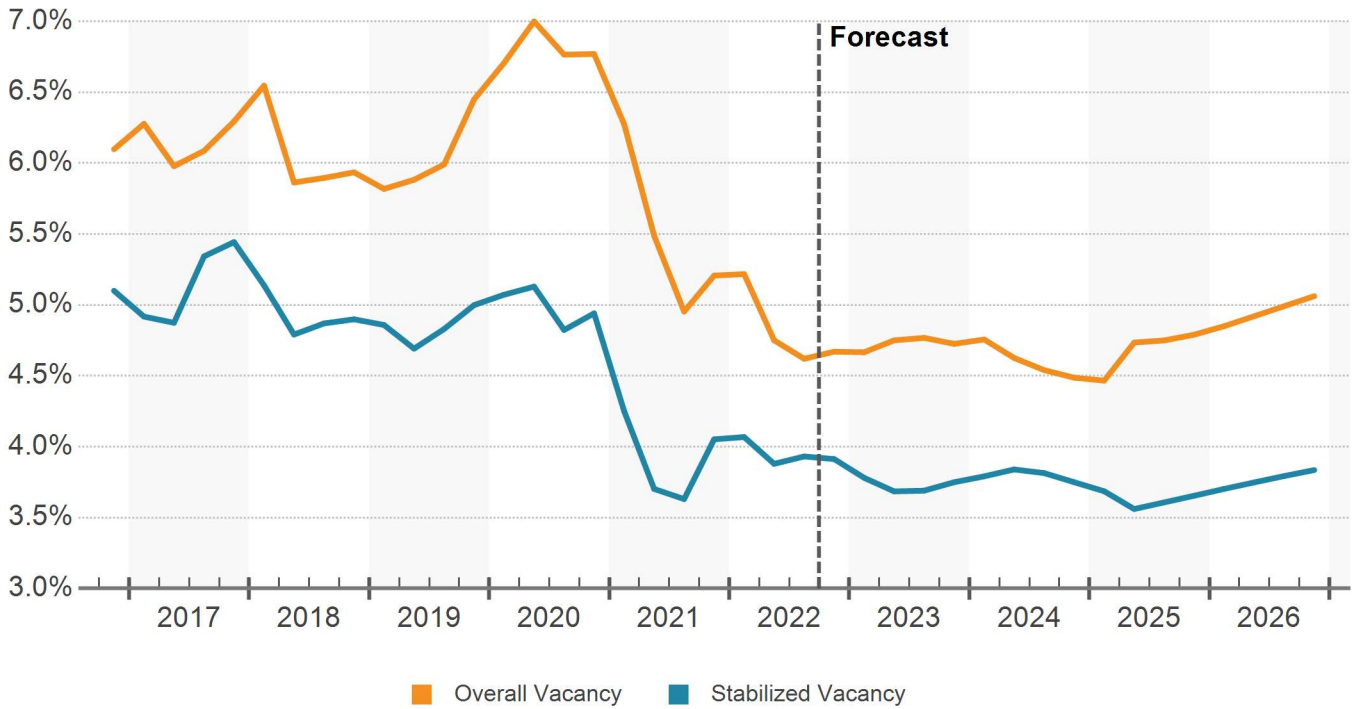
Another area that could serve to meet near-term demand with existing product is Portland's Downtown core. Here, vacancies remain elevated relative to the rest of the metro, at above 8%, but have compressed approximately 300 basis points over the last year. Contributing to the decline are renters that left the pricey business district during the height of the pandemic, but are being drawn back to Portland's busiest hub as restaurants, offices and other offerings open back up and the necessity to be proximate to these services grows. This pent-up demand could push vacancies even lower and give rents a long runway to expand again.

Further outside of the urban cores, western suburbs like Hillsboro and Beaverton benefit from the presence of Intel and Nike, among the metro's largest employers who have recently completed major expansions. These submarkets consistently receive the most institutional interest relative to other suburbs, and for good reason. Heavy demand here is generated by tenants' desire to live close to these major employers and supply has not kept pace. Absorption has exceeded deliveries over the past year, and just one project remains in the pipeline. As such, vacancies in the coming quarters are projected to remain well below 4% in both submarkets, which gives landlords major pricing leverage. Resulting rent growth is forecast to continue to post near double-digit figures on a year-over-year basis.

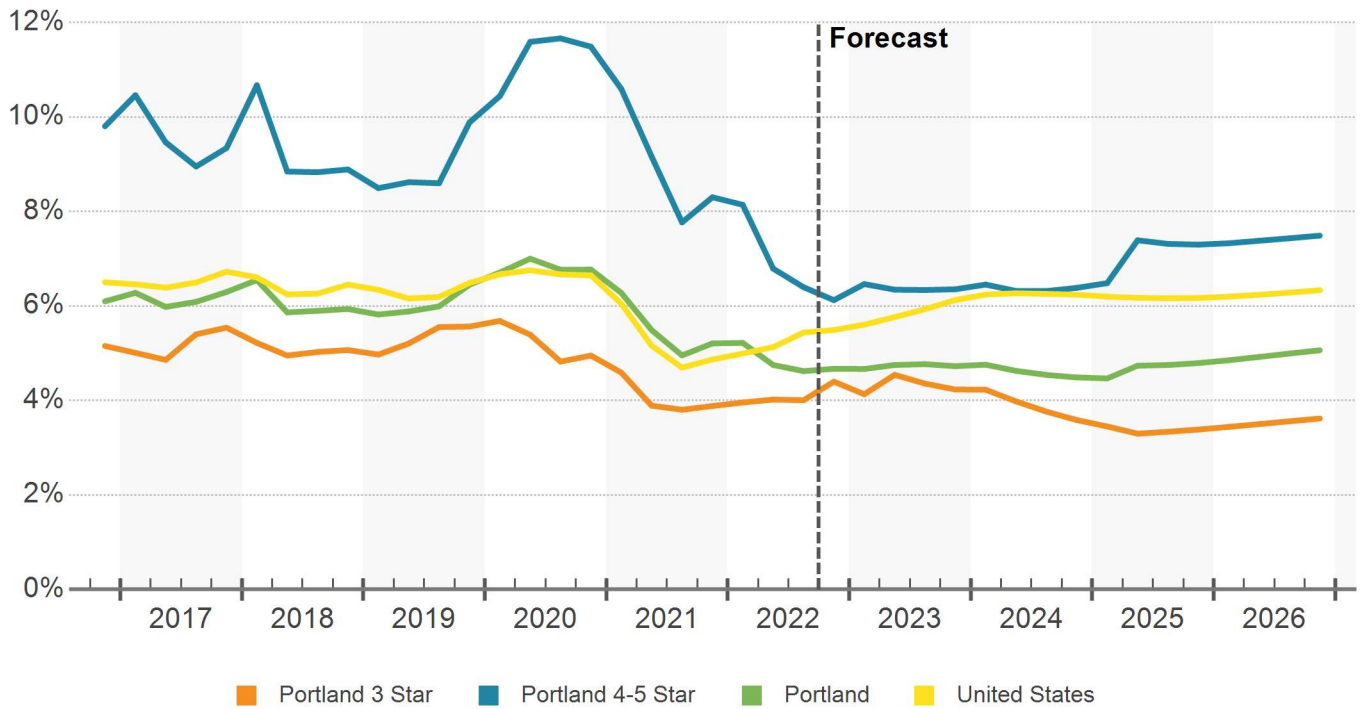
ABSORPTION, NET DELIVERIES & VACANCY



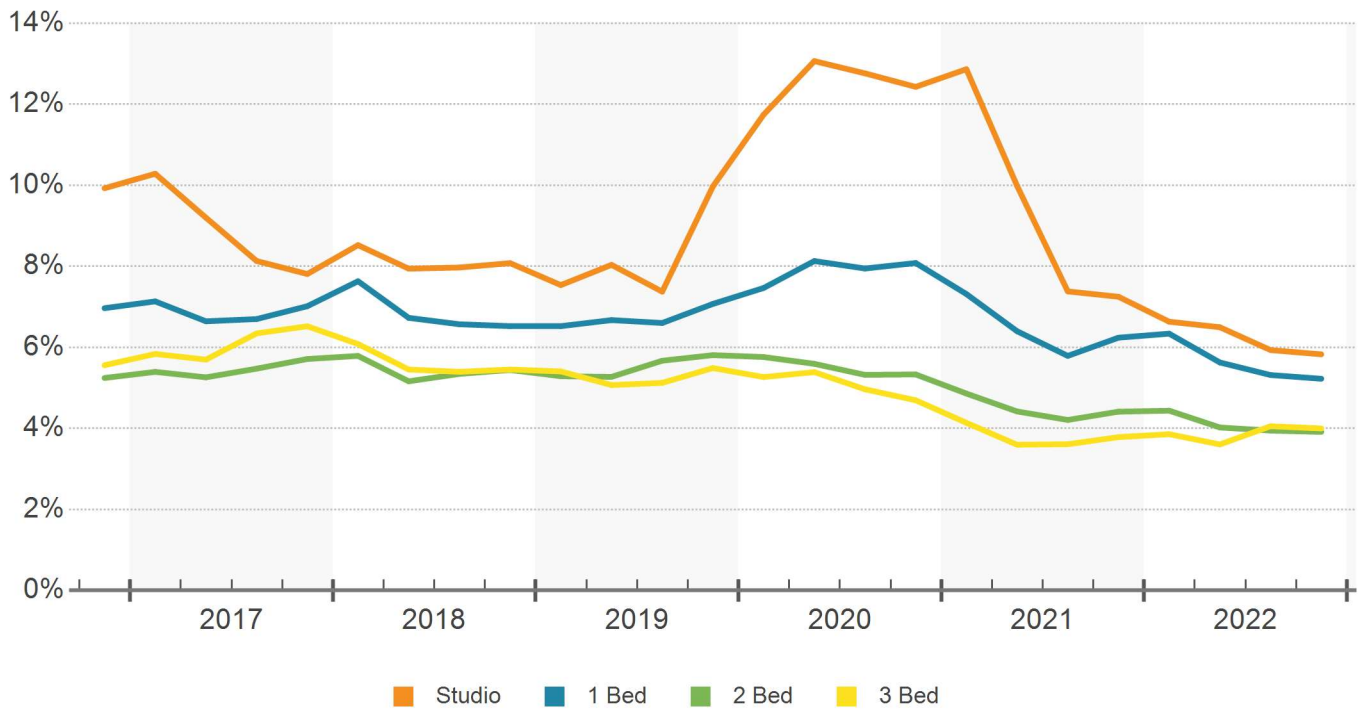
OVERALL & STABILIZED VACANCY



VACANCY RATE



VACANCY BY BEDROOM



As of the fourth quarter of 2022, market rent in Portland has reached \$1,610 per month, reflecting year-over-year growth of 5.2%. By comparison, the national index posted average growth of 5.3% over the same period. Over the past ten years, Portland has averaged rent growth of 4.2% per year, putting the increase of late into perspective.

High in-migration figures have put added pressure on housing needs, as new residents scramble to find well-located units. New supply in the pipeline will serve to loosen the market in future quarters, but in the meantime, landlords should maintain pricing power.

Portland's outlying suburban communities continue to post the strongest rent growth. As renter preferences shifted and the importance of a central location diminished during the worst of the pandemic, tenants found suburban apartments more appealing. Some who relocated will likely stay there permanently, allowing landlords to push rents at a rapid clip. The Hillsboro, Wilsonville, Sherwood and Aloha submarkets have all seen trailing four quarter rent growth of well over 10%.

2021 and early 2022 have also given way to rent growth in the pricier, central submarkets. Downtown rents have grown by around 5% year-over-year, but companies will need to continue to commit workers to the urban areas for this trend to continue. Tech and apparel sector office leases have been the bright spot of downtown activity

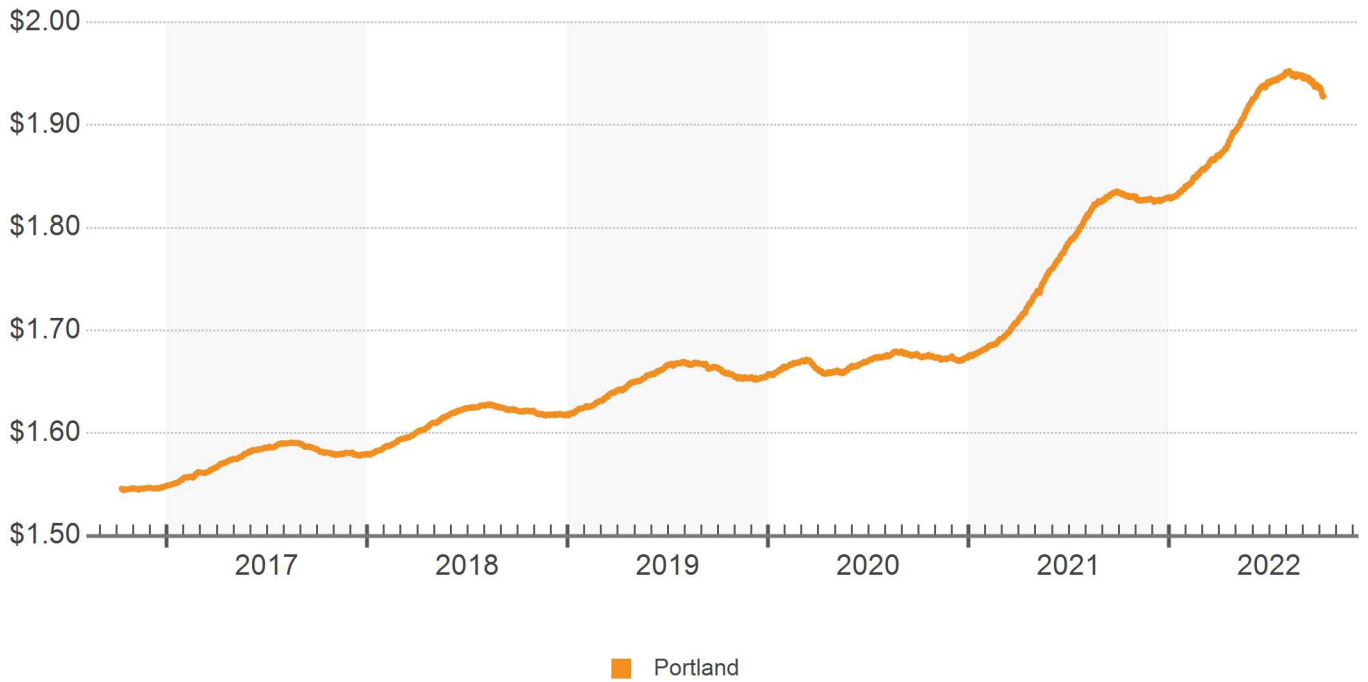
over the past year, but the central business core remains a shell of its pre-pandemic form. The upcoming departure of the Umpqua Bank headquarters will deal another significant blow to central Portland in the coming months.

The State of Oregon capped annual rent increases at 7% plus inflation for assets 15 years old or older in 2019. This, coupled with ongoing legislative efforts by the Portland City Council, temporarily helped bring down rent growth from the highs seen in 2015. However, given the majority of new units to come online since this time have been rated 3 Star and above, utilitarian units now make up the minority of market share. Rents in the luxury assets will naturally be higher, noting finishes, and given new projects aren't required to adhere to these policies for 15 years, rent growth naturally ballooned and eclipsed its prior 2015 peak by the end of 2021.

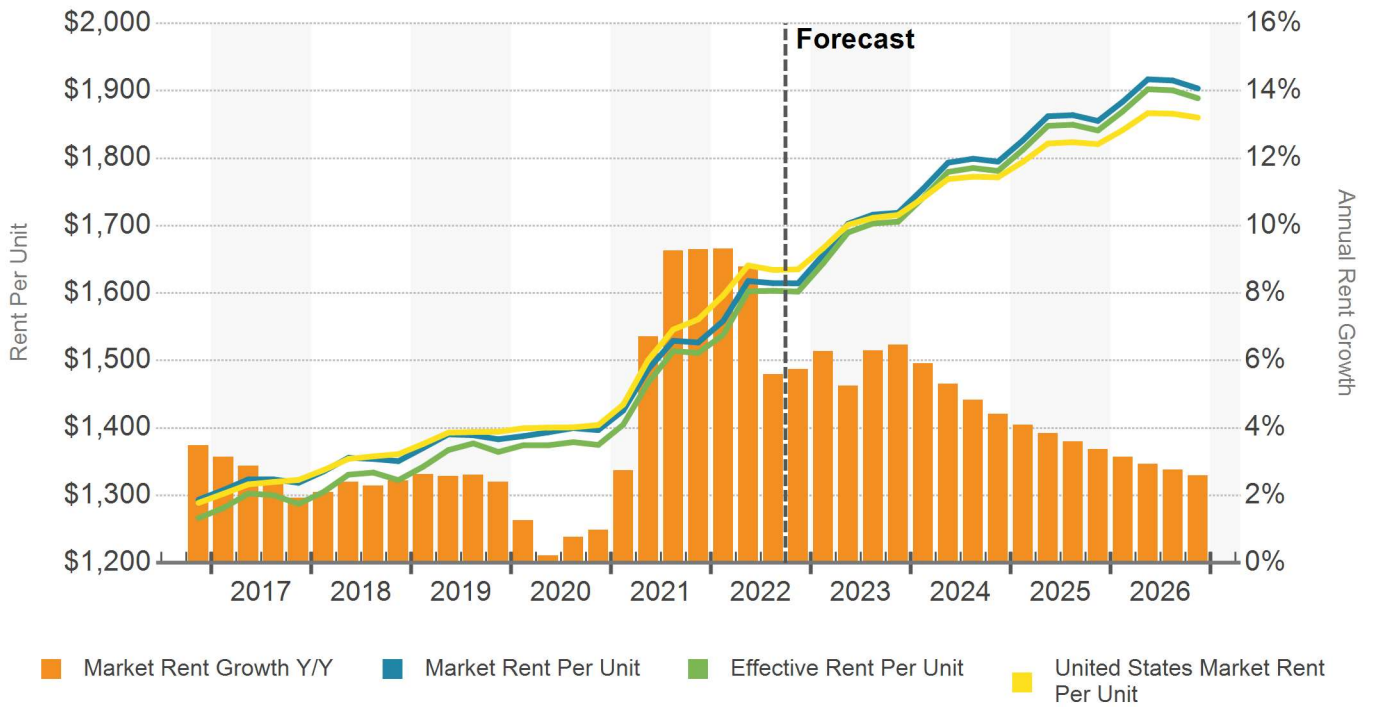
In turn, a rent increase cap of 7% plus inflation is actually a large premium to the metropolitan area's historical average rent growth of 2.7%. Investors, for their part, seem unfazed by the cap. Sales volume in the region posted an outsized record in 2021 and elevated activity has continued into 2022.

In the last decade, the typical rent for a market-rate Portland apartment has increased by 51.9%. By comparison, national rent growth was 43.8% over this period.

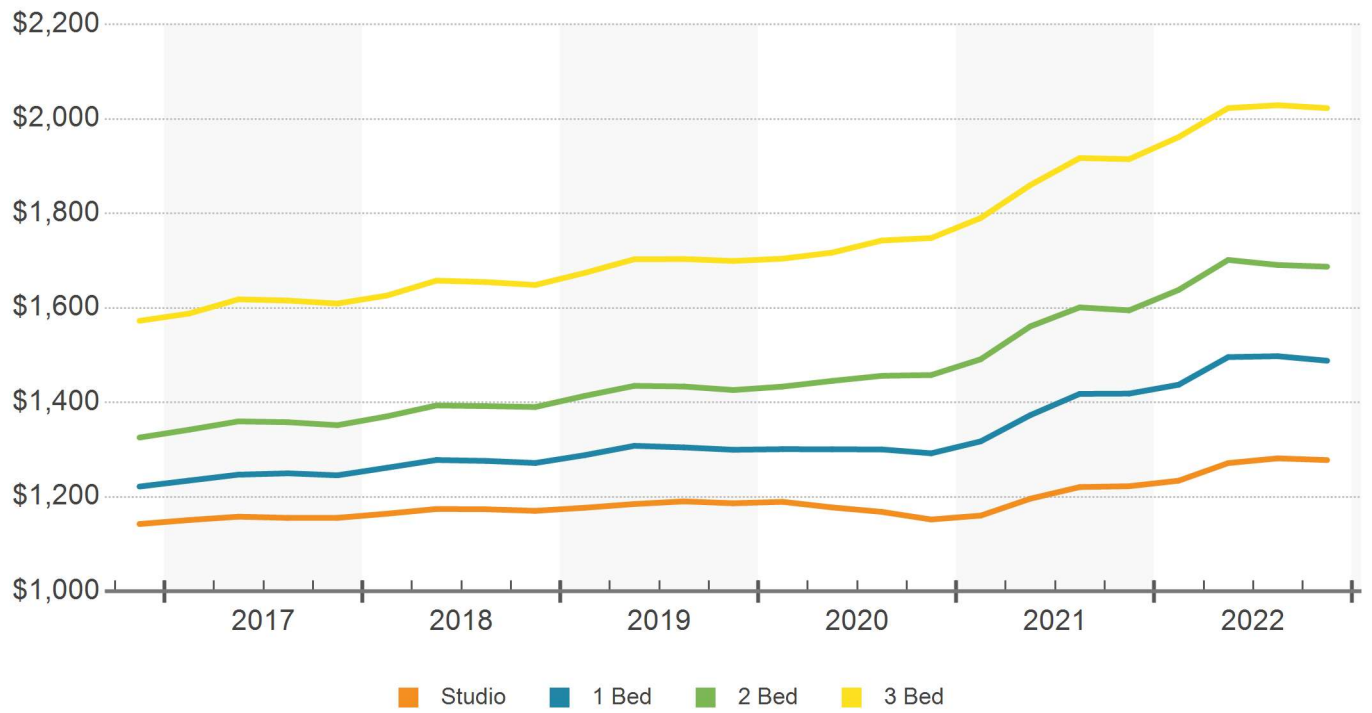
DAILY ASKING RENT PER SF



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	
Portland	\$0.53	\$0.73	\$0.82	\$0.67	\$0.86	\$0.97	\$0.26	\$1.40	\$0.29	\$1.80	\$3.05	\$11.38
Aloha	\$0.38	\$0.79	\$0.53	\$0.64	\$0.79	\$0.51	\$0.26	\$1.29	\$0.32	\$1.84	\$3.09	\$10.44
Beaverton	\$0.48	\$0.74	\$0.62	\$0.70	\$0.86	\$0.90	\$0.25	\$1.32	\$0.28	\$1.69	\$2.85	\$10.69
Central Northeast	\$0.57	\$0.77	\$1.40	\$0.85	\$0.98	\$1.15	\$0.30	\$1.53	\$0.30	\$1.94	\$3.25	\$13.04
Clackamas County	\$0.52	\$0.77	\$1.13	\$1.14	\$1.17	\$2.74	\$0.25	\$1.74	\$0.30	\$1.94	\$3.25	\$14.95
Clark County	\$0.52	\$0.65	\$0.36	\$0.44	\$0.69	\$0.58	\$0.24	\$1.10	\$0.30	\$1.94	\$3.25	\$10.07
Damascus	\$0.52	\$0.77	\$0.53	\$0.57	\$0.76	\$0.93	\$0.25	\$1.53	\$0.30	\$1.94	\$3.25	\$11.35
Downtown Portland	\$0.60	\$0.74	\$0.64	\$0.53	\$0.99	\$0.62	\$0.25	\$1.51	\$0.28	\$1.76	\$2.98	\$10.90
East Portland	\$0.52	\$0.77	\$1.22	\$1.10	\$1.13	\$2.53	\$0.25	\$1.71	\$0.30	\$1.94	\$3.25	\$14.72
Hillsboro	\$0.38	\$0.79	\$0.53	\$0.64	\$0.79	\$0.54	\$0.26	\$1.30	\$0.32	\$1.84	\$3.09	\$10.48
Lake Oswego	\$0.51	\$0.70	\$0.45	\$0.56	\$0.70	\$0.91	\$0.22	\$1.25	\$0.23	\$1.19	\$2.15	\$8.87
North Portland	\$0.56	\$0.77	\$1.31	\$0.95	\$1.04	\$1.68	\$0.28	\$1.60	\$0.30	\$1.94	\$3.25	\$13.68
Northeast Portland	\$0.58	\$0.77	\$1.40	\$0.85	\$0.98	\$1.15	\$0.30	\$1.53	\$0.30	\$1.94	\$3.25	\$13.05
Northwest Portland	\$0.53	\$0.77	\$0.53	\$0.55	\$0.93	\$0.55	\$0.25	\$1.44	\$0.30	\$1.89	\$3.18	\$10.92
Outlying Washingto...	\$0.52	\$0.77	\$1.13	\$1.14	\$1.17	\$2.74	\$0.25	\$1.74	\$0.30	\$1.94	\$3.25	\$14.95
Sherwood/Tualatin	\$0.53	\$0.73	\$1.12	\$0.70	\$0.91	\$1.14	\$0.24	\$1.51	\$0.28	\$1.69	\$2.89	\$11.74
Southeast Portland	\$0.59	\$0.75	\$1.37	\$0.81	\$0.94	\$1.14	\$0.29	\$1.52	\$0.29	\$1.82	\$3.07	\$12.59
Southwest Portland	\$0.60	\$0.77	\$0.53	\$0.50	\$1	\$0.59	\$0.25	\$1.53	\$0.30	\$1.94	\$3.25	\$11.26
Tigard	\$0.53	\$0.72	\$1.12	\$0.70	\$0.92	\$1.14	\$0.24	\$1.50	\$0.27	\$1.64	\$2.81	\$11.59
Troutdale/Gresham	\$0.53	\$0.73	\$1.17	\$0.71	\$0.81	\$1.14	\$0.24	\$1.51	\$0.28	\$1.73	\$2.94	\$11.79
Vancouver	\$0.52	\$0.64	\$0.36	\$0.44	\$0.69	\$0.57	\$0.24	\$1.09	\$0.29	\$1.82	\$3.10	\$9.76
Wilsonville	\$0.49	\$0.64	\$0.46	\$0.55	\$0.70	\$0.90	\$0.22	\$1.28	\$0.21	\$1.31	\$2.27	\$9.03

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

3 STAR EXPENSES PER SF (ANNUAL)

Market / Cluster	Operating Expenses								Capital Expenditures			Total
	Mgmt.	Admin.	Payroll	Water	Utilities	Maint.	Insurance	Taxes	Appliance	Structural	Other	
Portland	\$0.50	\$0.57	\$0.67	\$0.62	\$0.78	\$0.98	\$0.20	\$1.26	\$0.18	\$0.49	\$1.20	\$7.45
Aloha	\$0.36	\$0.54	\$0.51	\$0.61	\$0.78	\$0.49	\$0.20	\$1.23	\$0.17	\$0.44	\$1.06	\$6.39
Beaverton	\$0.49	\$0.54	\$0.52	\$0.67	\$0.78	\$1.01	\$0.20	\$1.37	\$0.17	\$0.46	\$1.08	\$7.29
Central Northeast	\$0.51	\$0.55	\$1.08	\$0.68	\$0.79	\$1.10	\$0.20	\$1.41	\$0.18	\$0.49	\$1.13	\$8.12
Clackamas County	\$0.49	\$0.63	\$1.07	\$1.09	\$1.11	\$2.61	\$0.19	\$1.66	\$0.24	\$0.44	\$1.06	\$10.59
Clark County	\$0.51	\$0.54	\$0.35	\$0.42	\$0.65	\$0.55	\$0.20	\$1.04	\$0.17	\$0.39	\$1.38	\$6.20
Columbia County	\$0.49	\$0.63	\$1.07	\$1.09	\$1.11	\$2.61	\$0.19	\$1.66	\$0.24	\$0.44	\$1.06	\$10.59
Damascus	\$0.49	\$0.61	\$0.36	\$0.54	\$0.65	\$0.88	\$0.19	\$0.96	\$0.16	\$0.44	\$1.04	\$6.32
Downtown Portland	\$0.56	\$0.60	\$0.67	\$0.53	\$0.92	\$0.59	\$0.21	\$1.44	\$0.20	\$0.80	\$1.58	\$8.10
East Portland	\$0.49	\$0.62	\$1.07	\$1.08	\$1.10	\$2.54	\$0.20	\$1.64	\$0.23	\$0.49	\$1.12	\$10.58
Hillsboro	\$0.36	\$0.55	\$0.51	\$0.61	\$0.78	\$0.51	\$0.20	\$1.24	\$0.18	\$0.54	\$1.20	\$6.68
Lake Oswego	\$0.50	\$0.61	\$0.38	\$0.53	\$0.67	\$0.83	\$0.19	\$0.99	\$0.16	\$0.44	\$1.04	\$6.34
North Portland	\$0.50	\$0.57	\$1.07	\$0.88	\$0.94	\$1.84	\$0.20	\$1.51	\$0.20	\$0.44	\$1.04	\$9.19
Northeast Portland	\$0.52	\$0.57	\$1.12	\$0.70	\$0.81	\$1.10	\$0.21	\$1.42	\$0.19	\$0.68	\$1.41	\$8.73
Northwest Portland	\$0.52	\$0.56	\$0.51	\$0.50	\$0.91	\$0.35	\$0.20	\$1.36	\$0.17	\$0.46	\$1.08	\$6.62
Oregon City	\$0.50	\$0.63	\$0.36	\$0.54	\$0.65	\$0.88	\$0.20	\$0.97	\$0.17	\$0.44	\$1.06	\$6.40
Outlying Washingto...	\$0.50	\$0.65	\$1.08	\$1.10	\$1.12	\$2.63	\$0.20	\$1.67	\$0.25	\$0.63	\$1.33	\$11.16
Sherwood/Tualatin	\$0.51	\$0.54	\$1.02	\$0.67	\$0.77	\$1.08	\$0.20	\$1.38	\$0.17	\$0.44	\$1.06	\$7.84
Southeast Portland	\$0.51	\$0.54	\$1.08	\$0.71	\$0.80	\$1.18	\$0.20	\$1.42	\$0.18	\$0.49	\$1.12	\$8.23
Southwest Portland	\$0.56	\$0.55	\$0.50	\$0.46	\$0.94	\$0.30	\$0.20	\$1.37	\$0.16	\$0.44	\$1.03	\$6.51
Tigard	\$0.50	\$0.54	\$1.04	\$0.68	\$0.78	\$1.09	\$0.20	\$1.40	\$0.17	\$0.44	\$1.05	\$7.89
Troutdale/Gresham	\$0.51	\$0.56	\$1.08	\$0.71	\$0.81	\$1.22	\$0.20	\$1.43	\$0.18	\$0.51	\$1.16	\$8.37
Vancouver	\$0.51	\$0.53	\$0.34	\$0.42	\$0.65	\$0.55	\$0.20	\$1.04	\$0.17	\$0.43	\$1.42	\$6.26
Wilsonville	\$0.50	\$0.62	\$0.51	\$0.57	\$0.68	\$0.93	\$0.20	\$1.07	\$0.18	\$0.49	\$1.13	\$6.88
Yamhill County	\$0.49	\$0.62	\$1.07	\$1.08	\$1.09	\$2.53	\$0.20	\$1.63	\$0.23	\$0.51	\$1.14	\$10.59

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	
Portland	\$0.43	\$0.39	\$0.60	\$0.54	\$0.68	\$0.71	\$0.18	\$1.04	\$0.07	\$0.41	\$0.96	\$6.01
Aloha	\$0.34	\$0.47	\$0.48	\$0.58	\$0.74	\$0.46	\$0.19	\$1.06	\$0.07	\$0.42	\$0.86	\$5.67
Beaverton	\$0.47	\$0.47	\$0.47	\$0.64	\$0.74	\$1	\$0.19	\$1.08	\$0.08	\$0.42	\$0.87	\$6.43
Central Northeast	\$0.46	\$0.31	\$1.02	\$0.61	\$0.71	\$0.87	\$0.19	\$1.10	\$0.07	\$0.42	\$0.86	\$6.62
Clackamas County	\$0.38	\$0.23	\$1.01	\$0.78	\$0.58	\$0.61	\$0.19	\$1.05	\$0.06	\$0.42	\$0.86	\$6.17
Clark County	\$0.45	\$0.41	\$0.21	\$0.40	\$0.63	\$0.52	\$0.14	\$0.99	\$0.06	\$0.37	\$1.31	\$5.49
Columbia County	\$0.42	\$0.34	\$1.03	\$0.87	\$0.73	\$1.18	\$0.19	\$1.22	\$0.11	\$0.43	\$0.91	\$7.43
Damascus	\$0.44	\$0.43	\$0.35	\$0.52	\$0.62	\$0.84	\$0.19	\$0.92	\$0.06	\$0.42	\$0.86	\$5.65
Downtown Portland	\$0.47	\$0.42	\$0.70	\$0.52	\$0.78	\$0.54	\$0.19	\$1.13	\$0.09	\$0.42	\$0.89	\$6.15
East Portland	\$0.37	\$0.28	\$0.94	\$0.66	\$0.66	\$0.76	\$0.18	\$1.06	\$0.06	\$0.42	\$0.86	\$6.25
Hillsboro	\$0.34	\$0.47	\$0.48	\$0.58	\$0.74	\$0.48	\$0.19	\$1.06	\$0.07	\$0.42	\$0.86	\$5.69
Lake Oswego	\$0.44	\$0.44	\$0.39	\$0.49	\$0.67	\$0.66	\$0.19	\$0.96	\$0.06	\$0.42	\$0.86	\$5.58
North Portland	\$0.43	\$0.27	\$1.01	\$0.71	\$0.66	\$0.73	\$0.19	\$1.08	\$0.07	\$0.42	\$0.86	\$6.43
Northeast Portland	\$0.48	\$0.31	\$1.02	\$0.64	\$0.74	\$0.86	\$0.19	\$1.10	\$0.08	\$0.42	\$0.86	\$6.70
Northwest Portland	\$0.46	\$0.45	\$0.48	\$0.44	\$0.81	\$0.29	\$0.19	\$1.11	\$0.08	\$0.42	\$0.89	\$5.62
Oregon City	\$0.44	\$0.43	\$0.35	\$0.52	\$0.62	\$0.84	\$0.19	\$0.92	\$0.06	\$0.42	\$0.86	\$5.65
Outlying Washingto...	\$0.39	\$0.24	\$1	\$0.78	\$0.59	\$0.64	\$0.19	\$1.06	\$0.06	\$0.42	\$0.86	\$6.23
Sherwood/Tualatin	\$0.38	\$0.50	\$0.20	\$0.61	\$0.73	\$0.98	\$0.17	\$1.19	\$0.09	\$0.42	\$0.86	\$6.13
Southeast Portland	\$0.48	\$0.34	\$1.02	\$0.64	\$0.74	\$0.95	\$0.19	\$1.10	\$0.07	\$0.42	\$0.86	\$6.81
Southwest Portland	\$0.44	\$0.43	\$0.48	\$0.44	\$0.77	\$0.29	\$0.19	\$1.05	\$0.06	\$0.42	\$0.86	\$5.43
Tigard	\$0.35	\$0.51	\$0.16	\$0.64	\$0.74	\$0.99	\$0.19	\$1.11	\$0.07	\$0.42	\$0.86	\$6.04
Troutdale/Gresham	\$0.31	\$0.37	\$1	\$0.51	\$0.64	\$0.81	\$0.17	\$1.06	\$0.05	\$0.42	\$0.86	\$6.20
Vancouver	\$0.45	\$0.41	\$0.21	\$0.40	\$0.63	\$0.52	\$0.14	\$0.99	\$0.06	\$0.37	\$1.31	\$5.49
Wilsonville	\$0.44	\$0.43	\$0.35	\$0.52	\$0.62	\$0.84	\$0.19	\$0.92	\$0.06	\$0.42	\$0.86	\$5.65
Yamhill County	\$0.39	\$0.24	\$1.01	\$0.79	\$0.59	\$0.66	\$0.19	\$1.06	\$0.06	\$0.42	\$0.86	\$6.27

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

The metro area apartment pipeline peaked at nearly 13,000 units under development in mid-2018, part of a decade-long expansion that boosted Portland's apartment inventory by 32.8%. This was the largest construction cycle in metro history that brought a wave of mostly high-end supply, which substantially altered the dynamics of Portland's housing market. Rent per unit has grown by 51.9% over the last ten years.

Since this time, a noticeable slowdown in construction may indicate historical legislative changes to address affordability have impacted the region's development appeal slightly. Other factors, however, are also at play. Elevated materials costs as a result of the global supply chain crunch, as well as labor shortages may also be inhibiting the ground-breaking of new projects. Permitting activity has thus trailed off metrowide, with data suggesting total permits issued in 2021 were 30% below the 2017 peak.

Regardless, there are 9,000 units currently under construction, which will expand existing inventory by 4.1%. And this represents an uptick since the start of the year, meaning developers may be starting to react in earnest to the historically heavy leasing of the past year. Not all of these units will be hitting the market immediately, however. Net deliveries over the last 12 months totaled 3,500 units, indicating a noticeable shortage has formed in the short term, based on trailing-year net absorption of 4,200 units.

Locationally, Downtown Portland underwent the region's most dramatic shift last decade as apartment inventory grew by almost 85%. All of these new developments are luxury 4 & 5 Star projects. In particular, the Pearl District, flush with restaurants and other urban amenities, was a popular target.

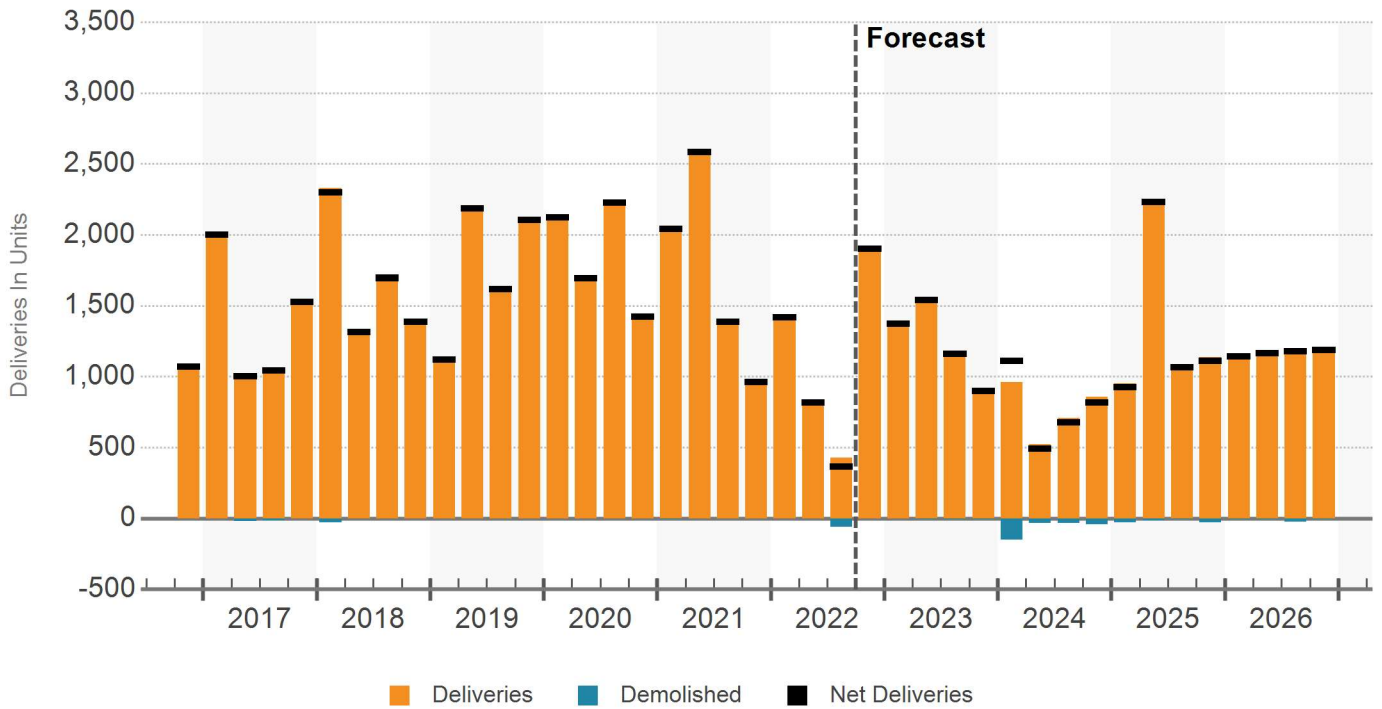
Dense hubs such as downtown, though, often require a more complex development path. With virtually no vacant land available, developers often have to purchase

previously underdeveloped sites and raze existing structures. The process is time-consuming and adds additional expenses. Therefore, much of the development in and around the urban cores has shifted to Southwest Portland, where some of the last remaining vacant tracts of readily buildable land remain. The South Waterfront area alone has seen nearly 2,000 units added since 2016, over 300 of which came online in the past year. The Dylan is the largest project to recently deliver here. It is a 232 unit, 4 Star mid-rise complex developed by Texas-based Alamo Manhattan in late 2021. Occupancy has risen to well over 40%. The South Waterfront 45 will bring another 291 4 Star units out of the ground by late 2023, with additional phases in the works.

In the west suburbs, the Tigard submarket remains an affordable commuter suburb and alternative to expensive areas such as Hillsboro. The neighborhood's access to major employment nodes has drawn more renters in recent quarters and it remains undersupplied at around 7,500 units. Thus, the 219-unit Overland was developed in light of these trends. The complex includes ground floor retail and office space, with a parking structure and surface parking lot.

Vancouver, Washington, is a popular destination for builders too, with over 1,500 units delivered in 2021, ranking near the top of all Portland submarkets. Projects located here offer manageable commutes to Portland but are not subject to Oregon's rent control laws and Portland's zoning requirements. As a result, permitting in Vancouver continues to trend upward. Since 2017, permits issued in greater Clark County on a yearly basis have risen by over 30%. Demand for these units may already be heating up. Washington's favorable tax laws – such as a lack of a personal income tax – have drawn more residents to consider a move across the river in recent years to work remotely and avoid Oregon's income tax.

DELIVERIES & DEMOLITIONS



Under Construction Properties

Portland Multi-Family

Properties

Units

Percent of Inventory

Avg. No. Units

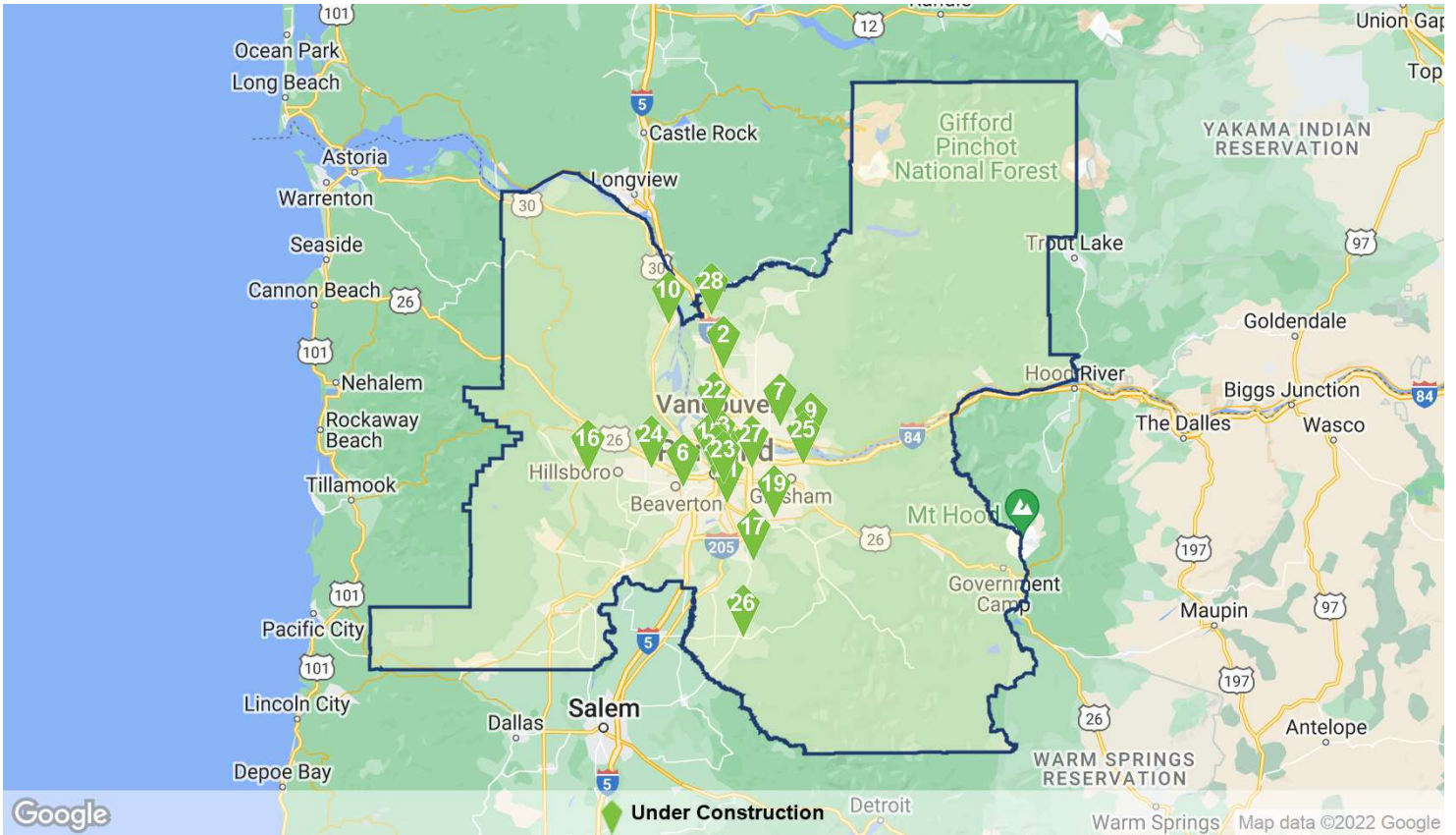
59

8,983

4.1%

152

UNDER CONSTRUCTION PROPERTIES



UNDER CONSTRUCTION

Property Name/Address	Rating	Units	Stories	Start	Complete	Developer/Owner
1 SW River Parkway	★★★★★	1,226	23	Aug 2022	Apr 2025	- Michael E Schmidt
2 South Ridge Apartments 1920 NE 179th St	★★★★☆	413	3	Jan 2022	Jan 2023	Capstone Partners -
3 The Willamette Tower (Bl...) 4100 SW River Pky	★★★★☆	343	23	Nov 2021	Mar 2023	Alamo Manhattan LLC Prometheus Real Estate Group, I...
4 Alta Amberglen 19602-19698 Northwest V...	★★★★☆	326	5	Sep 2022	Jan 2024	Wood Partners -
5 110 N Tomahawk Island Dr	★★★☆☆	284	1	Jun 2022	Sep 2023	- -
6 Modera Raleigh 4840 SW Western Ave	★★★★☆	270	5	Sep 2022	Sep 2023	- -
7 The Oliveen Apartments 19814 SE 1st St	★★★★☆	264	1	Mar 2021	Nov 2022	- Romano Capital

Under Construction Properties

Portland Multi-Family

UNDER CONSTRUCTION

Property Name/Address	Rating	Units	Stories	Start	Complete	Developer/Owner
8 Modera Morrison 1120 SE Morrison St	★★★★☆	247	7	Sep 2021	Jul 2023	Mill Creek Residential Trust LLC Mill Creek Residential Trust LLC
9 Ninebark 198 S 6th St	★★★★☆	242	3	Apr 2022	May 2023	Killian Pacific Killian Pacific
10 Broadleaf Arbor 2298 Gable Rd	★★★★☆	239	4	Jan 2021	Aug 2023	LMC Construction Atlas Investments
11 The Sutton 1550 NW Naito Pky	★★★★☆	236	17	Mar 2021	Jan 2023	Lincoln Property Company Lincoln Property Company
12 The Residences at Eleve... 1102 SW Washington St	★★★★☆	222	24	Feb 2020	Jan 2023	Downtown Development Group Downtown Development Group
13 Zeal Lofts 3185 N Williams Ave	★★★★☆	215	6	Mar 2022	Sep 2023	Vibrant Cities -
14 1140 SW Washington St	★★★★☆	213	3	Oct 2021	Jan 2023	Downtown Development Group -
15 Slabtown Square/Block... 1417 NW 20th Ave	★★★★★	200	6	Apr 2022	Mar 2024	Guardian Real Estate Services Guardian Real Estate Services
16 The Reserve at Fern Hill 1900 Poplar St	★★★★☆	196	3	May 2021	Nov 2022	J.T. Smith Companies JT Smith Companies Inc
17 Timberview 19896 S Beaver creek Rd	★★★★☆	180	3	Apr 2021	Jan 2023	- Gregg A Mecham
18 Sonder Fields 14798 SE Parklane Dr	★★★★☆	180	2	Nov 2021	Dec 2022	- -
19 Cobalt Apartments 14721 SE 172nd Ave	★★★★☆	180	2	May 2022	Jul 2023	- HV PARKLANE LLC
20 Waterleaf Phase II 2065 SW River Pky	★★★★☆	178	6	Jan 2021	Nov 2022	BRIDGE Housing Corporation Portland Housing Bureau
21 Henley Place 10300 SE Main St	★★★★☆	178	6	May 2022	Jan 2024	Pahlisch Homes -
22 Broadstone Claro 1000 W Columbia Way	★★★★☆	177	7	Mar 2021	Mar 2023	Alliance Residential Company Vancouver Waterfront Apts Owne
23 Brookland 4245 SE Milwaukie Ave	★★★★☆	166	4	Aug 2021	Jan 2023	Ethos Development Ethos Development
24 Hana 1250 NE Compton Dr	★★★★☆	162	5	Jan 2022	Jan 2024	Fore Property Company Fore Property Company
25 Fox Ridge 910 SW Halsey Loop	★★★★☆	162	2	Mar 2022	Nov 2023	- Stan C Fisher
26 Cascade Place 201 Leroy St	★★★★☆	151	5	Jan 2022	Aug 2023	- I & E Construction, Inc.
27 Alena Apartments 708 NE 99th Ave	★★★★☆	150	2	Apr 2022	Oct 2023	- -
28 East Fork Commons 1724 W 15th St	★★★★☆	144	3	Jun 2021	Nov 2022	- Luke & Lars Sasse

Portland has become a major market for institutional investors chasing both population growth and a diverse economic base. Annual investment has rounded to \$1.5 billion or higher in each of the past six years. Cap rates for Portland multifamily assets are consistently lower than office, industrial, and retail properties. Multifamily cap rates have tightened over the past five years, trending to 4.3%, versus the national rate of 4.9%. And this compression has done little to deter more capital from entering the market.

Given added institutional interest in the market, many Portland communities are transacting as part of much larger portfolio deals. Investors have increasingly sought to add Portland assets to their balance sheets.

A massive portfolio deal in May 2022 saw the national holdings of Resource REIT acquired by Blackstone Real Estate Investment Trust (BREIT) for \$3.7 billion, or \$292,000/unit. Blackstone completed the deal by purchasing all shares of common stock. The assets in the portfolio span 13 states, including Oregon, Arizona, Colorado, Florida, Georgia and Texas. The two Oregon communities include the 81 Fifty at West Hills Apartment Homes and Montclair Terrace. 81 Fifty is located in the Hillsboro submarket and is made up of 357 units. It was built in 1986 and renovated in 2013. The allocated price of \$154.8 million equates to \$434,000/unit. Montclair Terrace is located in Beaverton and the 188-unit community was built in 1968 and remodeled in 2015. It was operating at stabilization. The allocated price was \$71 million (378,000/unit).

Another portfolio deal in January 2022 saw three properties change hands in Vancouver. ColRich, based in San Diego, CA, acquired the Silver Oak Apartments, Sedona at Bridgecreek, and Larkspur Place for a combined sale price of \$137 million (\$271,000/unit). The seller was Starwood Capital Group, who had previously acquired the assets in 2017. The three facilities totaled over 500 units.

Outside of portfolio deals, the largest standalone trades

have been taking place in the suburbs. In July 2022, Oak Street Lofts, located in Tigard, sold for \$81.5 million (\$436,000/unit) to JLL Income Property Trust. New York-based Abacus Capital Group offloaded the stabilized asset. The 4 Star community features 187 studio, one-, and two-bedroom units. It was built in 2019. Suburban Portland communities like Tigard with strong population growth and access to employment nodes have enticed investors to push pricing on deals like these. Home ownership has also become increasingly out of reach for most buyers, lending support to continued strong leasing, at least mid-term.

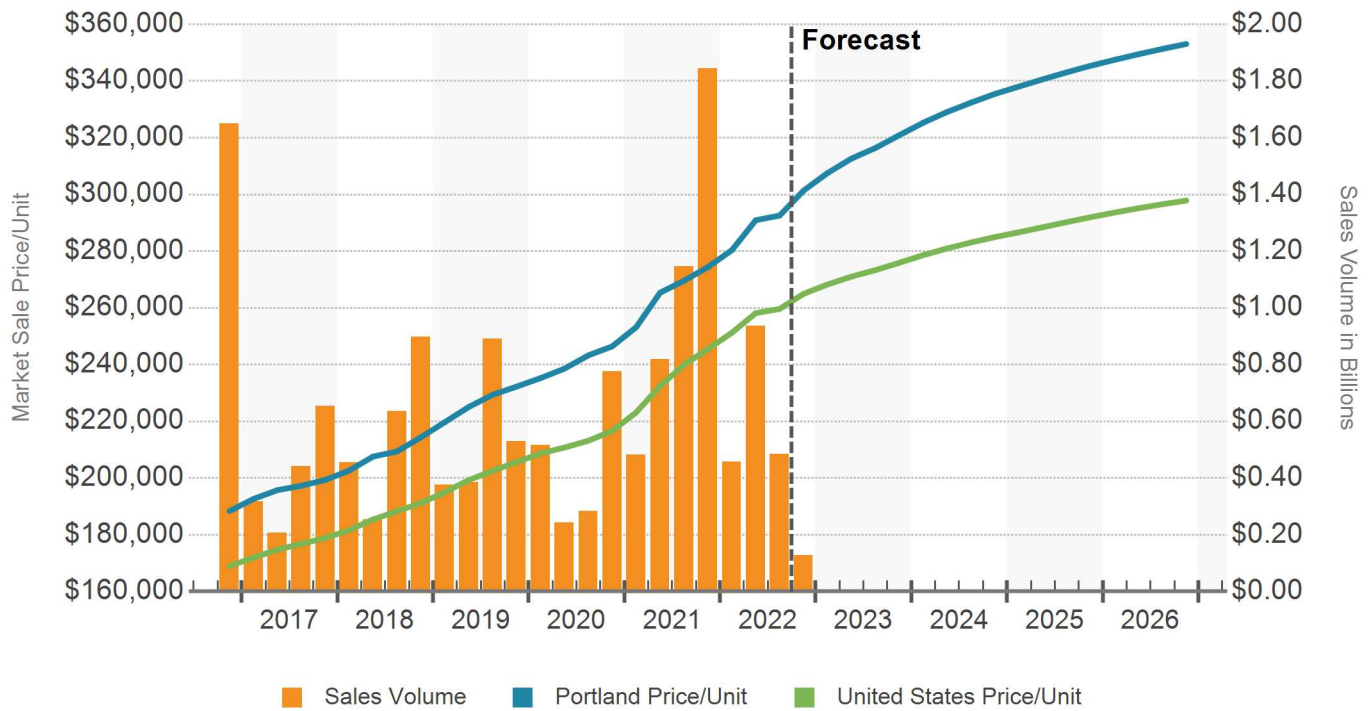
Value-add plays in the region have been popular as well, as investors aim for attractive pricing in a growing market. Given Portland's recent run in rent growth, buyers appear confident that underserved properties with an added facelift offer attractive upside potential.

For example, in October 2021, Greystar purchased the 423-unit Seven West at the Trails in Beaverton. Closing price was equal to \$145.2 million (\$343,000/unit). Many of the units had received recent upgrades and Greystar had planned to complete more renovations. The complex was stabilized at the time of sale.

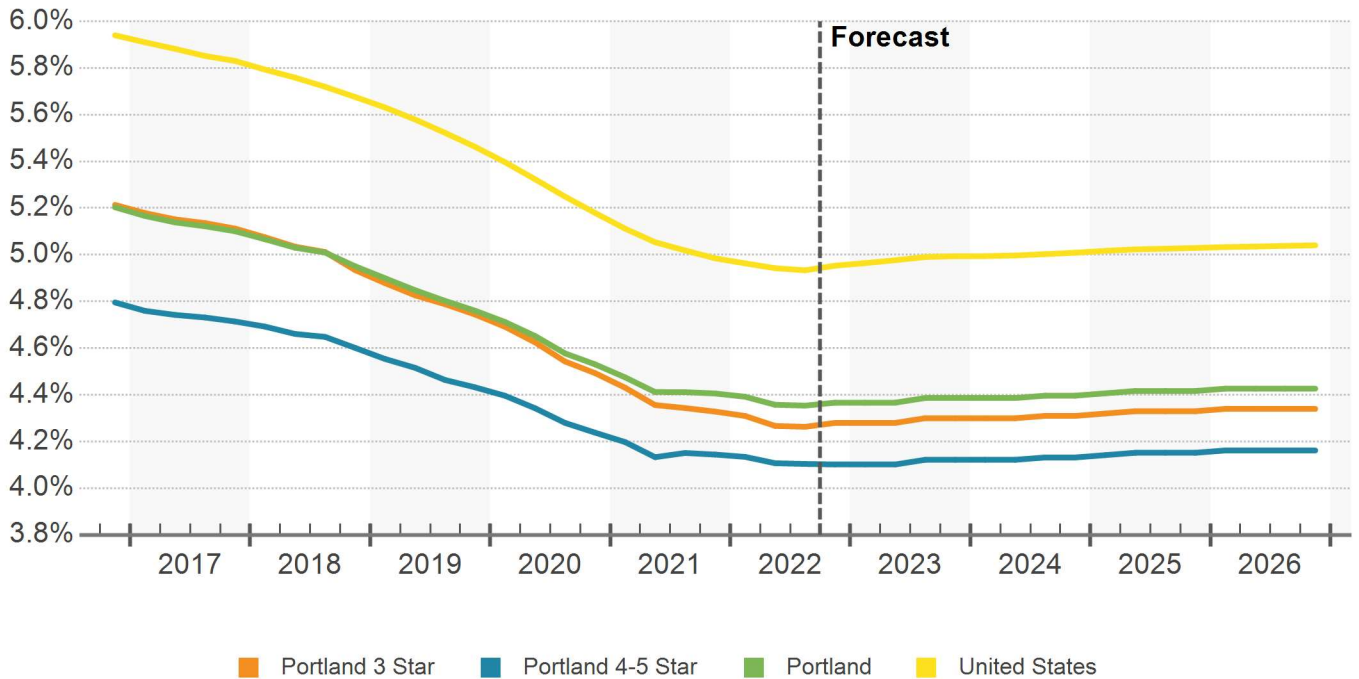
In late August, another value-add play was the 387-unit, 3 Star complex in Vancouver rebranded to Avana One Zero Nine. It sold to Greystar Real Estate Partners for \$104 million (\$269,000/unit). Santa Monica, California-based Vista Investment Group and its partner had acquired the property in 2019 for \$68.8 million. Renovations since then included new flooring, upgraded lighting fixtures, stainless steel appliances and refreshed cabinets and countertops. The clubhouse, pool deck and outdoor amenities were also upgraded.

Trailing four quarter volume as a result of these deals equates to \$3.6 billion, compared with the ten-year average of \$2.2 billion per year. The market sale price has swelled to \$300,000 per unit, in comparison to the national index of \$260,000 per unit.

SALES VOLUME & MARKET SALE PRICE PER UNIT



MARKET CAP RATE



Sales Past 12 Months

Portland Multi-Family

Sale Comparables

Avg. Price/Unit (thous.)

Average Price (mil.)

Average Vacancy at Sale

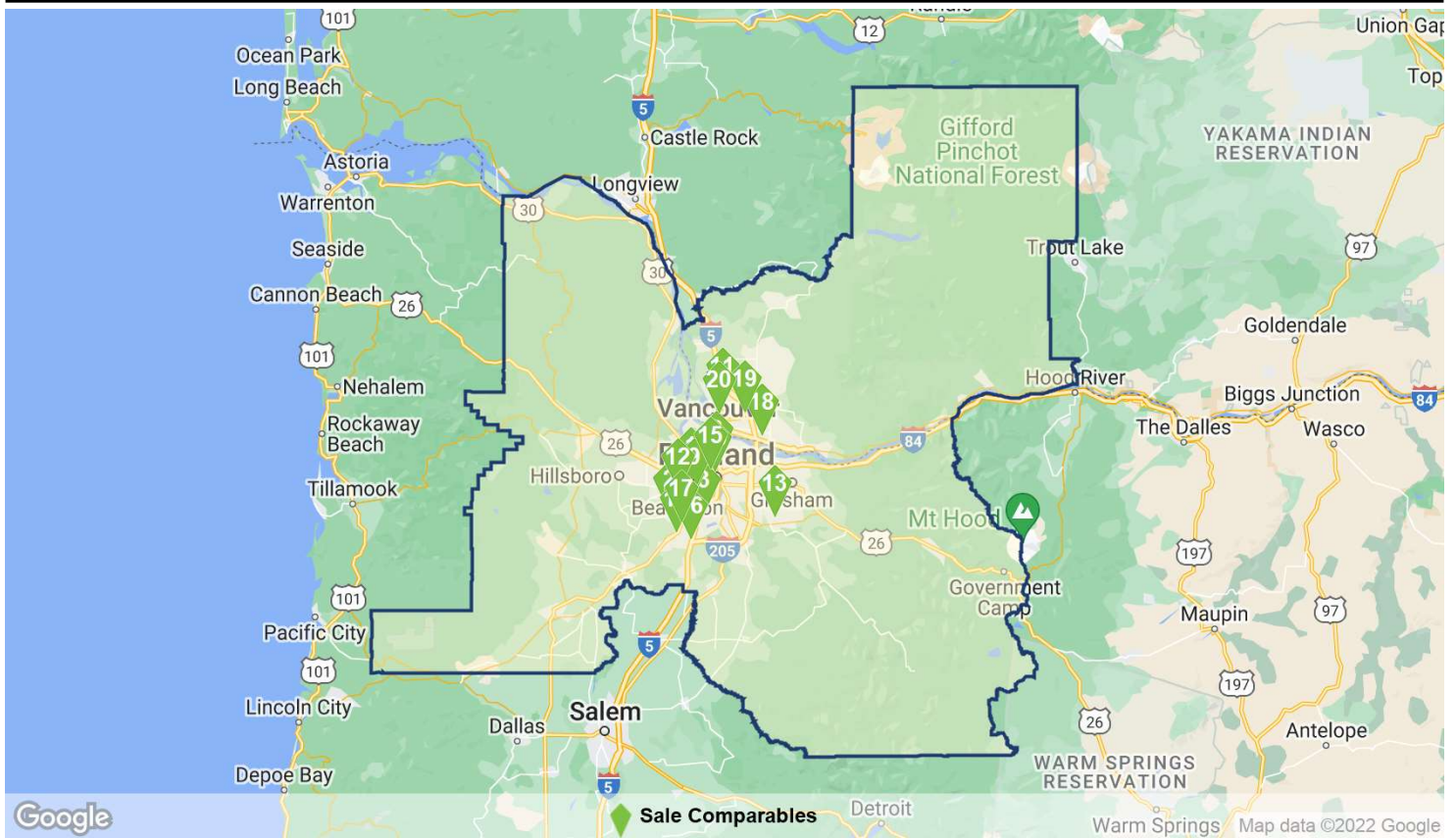
340

\$283

\$13.6

5.5%

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$735,000	\$13,605,546	\$3,612,500	\$155,438,416
Price/Unit	\$16,346	\$283,099	\$200,000	\$517,346
Cap Rate	3.6%	5.0%	5.0%	7.6%
Vacancy Rate At Sale	0%	5.5%	0%	53.3%
Time Since Sale in Months	0.0	6.8	7.1	12.0
Property Attributes	Low	Average	Median	High
Property Size in Units	5	43	16	423
Number of Floors	1	2	2	8
Average Unit SF	100	824	810	5,443
Year Built	1893	1973	1973	2022
Star Rating	★ ★ ★ ★ ★	★ ★ ★ ★ ★ 2.5	★ ★ ★ ★ ★	★ ★ ★ ★ ★

Sales Past 12 Months

Portland 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 81 Fifty at West Hills Apartme... 8150 SW Barnes Rd	★★★★★	1986	357	6.7%	5/19/2022	\$155,438,416	\$435,401	\$575
2 Seven West at the Trails 14790 SW Scholls Ferry Rd	★★★★★	1996	423	8.5%	10/19/2021	\$145,250,000	\$343,380	\$418
3 One Jefferson 1 Jefferson Pky	★★★★★	1987	347	6.1%	10/6/2022	\$124,000,000	\$357,348	\$341
4 Arbor Heights 15199 SW Royalty Pky	★★★★★	1997	348	2.9%	12/4/2021	\$120,750,000	\$346,982	\$423
5 Waterline 2080 NW Front Ave	★★★★★	2015	243	4.5%	11/8/2021	\$115,310,492	\$474,528	\$422
6 Oak Street Lofts 8920 SW Oak St	★★★★★	2019	187	5.9%	7/15/2022	\$81,500,000	\$435,828	\$408
7 Kado NW 1378 NW 18th Ave	★★★★★	2020	196	9.7%	12/31/2021	\$80,600,000	\$411,224	\$353
8 Revere Apartments 3309 N Mississippi Ave	★★★★★	2019	211	9.0%	12/9/2021	\$78,500,000	\$372,037	\$489
9 Montclair Terrace 4835 SW Oleson Rd	★★★★★	1968	188	4.8%	5/19/2022	\$75,168,058	\$399,830	\$436
10 10th @ Hoyt 911-925 NW Hoyt St	★★★★★	2004	178	12.9%	12/8/2021	\$75,000,000	\$421,348	\$387
11 Portola Bridge Creek 9211 NE 15th Ave	★★★★★	1989	270	4.8%	1/20/2022	\$75,000,000	\$277,777	\$299
12 Verso 4815 SW Lombard Ave	★★★★★	2021	172	4.1%	12/17/2021	\$74,000,000	\$430,232	\$448
13 Heather Lodge 13432 SE 169th Ave	★★★★★	2021	178	3.9%	1/11/2022	\$71,000,000	\$398,876	\$473
14 River Ridge Apartments 17865 SW Pacific Hwy	★★★★★	2017	180	2.8%	6/9/2022	\$70,000,000	\$388,888	\$389
15 Q21 2112 NW Quimby St	★★★★★	2017	166	15.1%	12/30/2021	\$65,000,000	\$391,566	\$500
16 Alden Apartments 7800 SW Sagert St	★★★★★	1978	210	7.6%	12/22/2021	\$61,150,000	\$291,190	\$376
17 The Hudson 10635-10695 SW Murdock Ln	★★★★★	1974	227	2.2%	7/29/2022	\$59,200,000	\$260,792	\$317
18 Aspenridge Apartments 13719 SE 18th St	★★★★★	1985	240	2.5%	5/24/2022	\$57,150,000	\$238,125	\$196
19 Silver Oak Apartment Homes 8701 NE 54th St	★★★★★	1989	204	5.9%	1/14/2022	\$55,700,000	\$273,039	\$273
20 Arnada Pointe 4820 NE Hazel Dell Ave	★★★★★	1995	200	4.5%	11/9/2021	\$55,198,029	\$275,990	\$287

Portland's economy continues its incremental recovery from the severe strain caused by the COVID-19 pandemic. The local unemployment rate peaked at nearly 15% in April 2020, but has since trended downward to 3.9%.

The economic shock from the pandemic is still causing some disruption to the labor markets and certain commercial property sectors, however, operations have been able to resume at full capacity for places like restaurants. This follows an early spring statewide lifting of most remaining restrictions in place to fight the pandemic. Barring any major shifts in the latest variants of COVID-19, this will drive demand for more in-person activities.

Already, consumers have shown resilience in spending, despite decades-high inflation. With peak tourism season descending on Portland, more jobs could be added to payrolls, as hotels and other service providers look to boost hirings to meet demand.

The end result to these factors should be a very slow, but steady increase in demand for retail and office space. Over the past year, 62,000 jobs have been added to nonfarm payrolls in Portland, for a change of 5.3%. Total job growth in the U.S. over the past year was 3.9%. While the Federal Reserve should maintain a hawkish stance on its battle with inflation, consumers appear much more prepared to deal with a slight downturn in the economy. Thus, rate hikes by the Central Bank to tame surging prices are likely to continue, given recent positive job growth and spending reports.

Outside of seasonal shifts and on a more permanent basis, incomes in Portland exceed the national average, and population growth remains steady. The advent of remote work during the pandemic drove many residents to the city from other more expensive metro areas; of the 11 West Coast metros with at least 1 million residents, only Fresno, California, has cheaper average apartment rents than Portland. Portland is popular with millennials looking for creative, affordable, eco-friendly spaces close to transit hubs that allow them to take advantage of the region's high quality of life. The lack of a sales tax in Oregon and the lack of an income tax in Washington also appeal. In addition, the area is home to several employers with a global reach.

Intel and Nike, the metro's largest non-government, non-healthcare employers, are both midway through substantial expansions of their corporate campuses. In

July 2019, Intel broke ground on a 1.5-million-SF expansion to D1X at its Ronler Acres campus in Hillsboro that has now been completed. Previously, the multibillion-dollar D1X development delivered 2.2 million SF in 2015, marking the largest capital project in Oregon's history.

Nike's relationship with the state government has been somewhat volatile, but this changed after the legislature agreed to lock in Nike's state tax rate at current levels. The company's commitment to the region has culminated in the construction of 1.4 million SF of office space at its Beaverton campus. Nike now occupies 350 acres of contiguous real estate, one of the largest corporate campuses in America.

Nike has attracted a skilled workforce—as well as a number of competitors—to the metro. Dr. Martens, Columbia Sportswear, and Lacrosse Footwear all have headquarters in the region, and Adidas North America is nearing completion of a 425,000-SF office expansion of its headquarters. Under Armour moved into a former YMCA building in Southwest Portland in 2017.

Along with Intel, job sector growth by way of biotechnology firms is beginning to pick up speed and could drive population and wage gains. Drawn to the area's affordability and dynamic work force, San Francisco-based Genentech and Twist Biosciences have each made significant investments in the metro area of late. Genentech recently completed a \$175 million expansion in Hillsboro, adding nearly 130,000 SF to its facility, while Twist doubled its footprint at the ParkWorks Industry Center in Wilsonville to 190,000 SF. The company is expected to contribute an additional \$70 million in capital for the project, which will be operational sometime in late 2022 and accommodate around 400 additional bioscience employees. Moves such as these are likely to draw more companies to the area in search of talent.

Aiding in this talent pipeline will be Oregon Health & Science University, whose board of directors approved a \$650-million hospital expansion last fall, expected to break ground in the near term. The project will accommodate an additional 4,000 staff members to serve the facilities when complete.

Amazon is another major contributor to Portland's economy and has invested around \$2.8 billion into Oregon. After acquiring Portland-based Elemental Technologies for \$296 million in October 2015, the

company has leased about 200,000 SF of office space in the CBD, along with about 2.5 million SF of industrial space in the greater Portland metro. Amazon's industrial footprint includes a sortation center in Hillsboro employing 1,000 workers and fulfillment centers in North

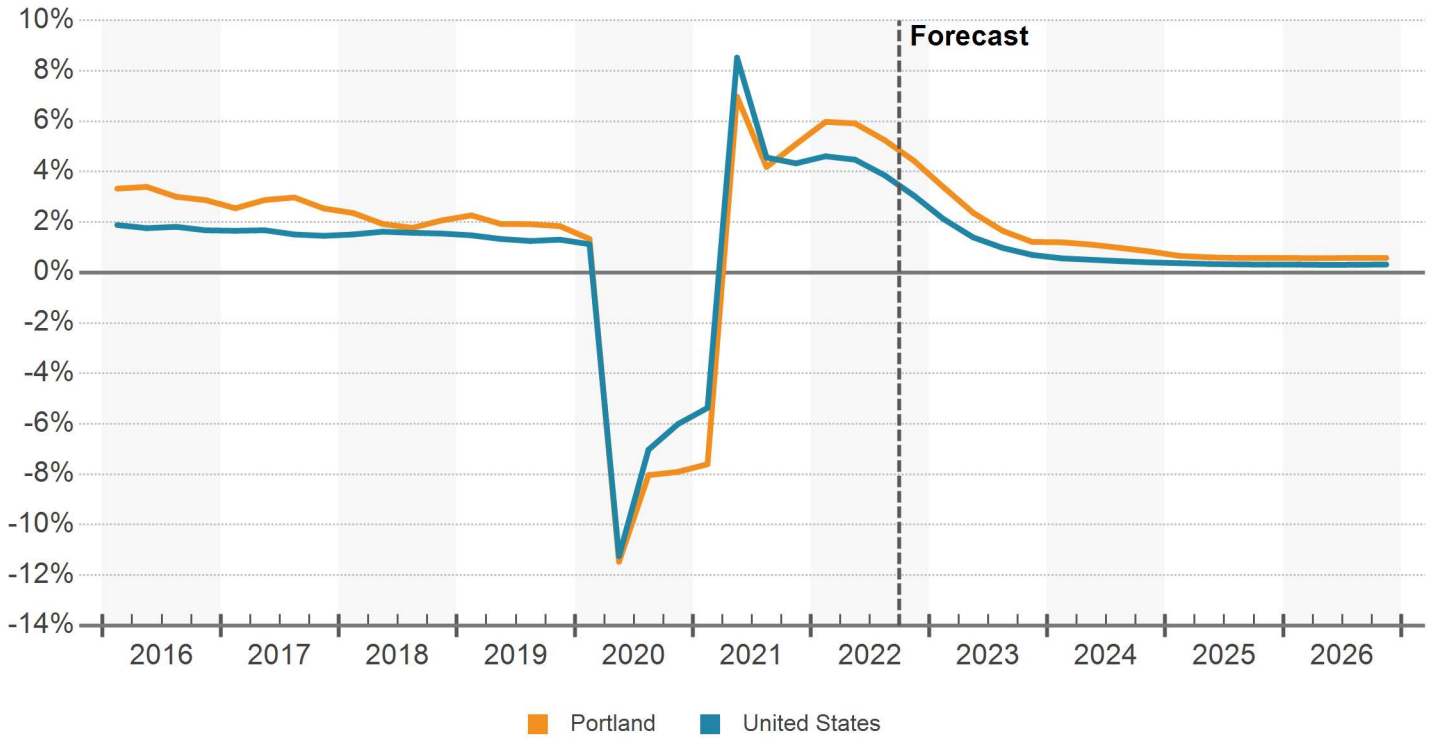
Portland (918,000 SF) and Troutdale (860,000 SF), both delivered in 18Q3, that collectively employ about 3,000 workers. Other major facilities underway for the e-commerce titan include a fulfillment facility in Woodburn, along Interstate 5.

PORTLAND 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	129	1.2	5.17%	3.35%	1.22%	0.69%	1.09%	0.14%
Trade, Transportation and Utilities	229	1.0	3.37%	3.16%	1.81%	1.23%	0.10%	0.12%
Retail Trade	119	0.9	2.39%	2.20%	1.26%	0.63%	0.29%	0.10%
Financial Activities	78	1.1	5.39%	1.91%	2.17%	1.40%	0.42%	0.24%
Government	150	0.8	1.88%	0.96%	0.53%	0.18%	0.90%	0.53%
Natural Resources, Mining and Construction	81	1.2	4.85%	4.33%	4.81%	2.52%	1.22%	0.30%
Education and Health Services	187	0.9	3.98%	2.68%	2.15%	1.59%	1.34%	0.67%
Professional and Business Services	194	1.1	3.26%	4.32%	2.68%	2.12%	0.62%	0.43%
Information	28	1.1	4.74%	4.09%	1.43%	1.09%	1.26%	0.43%
Leisure and Hospitality	123	0.9	18.04%	10.86%	1.99%	1.51%	1.57%	1.32%
Other Services	43	0.9	8.39%	4.90%	1.44%	0.61%	0.97%	0.55%
Total Employment	1,241	1.0	5.16%	3.77%	1.95%	1.28%	0.87%	0.48%

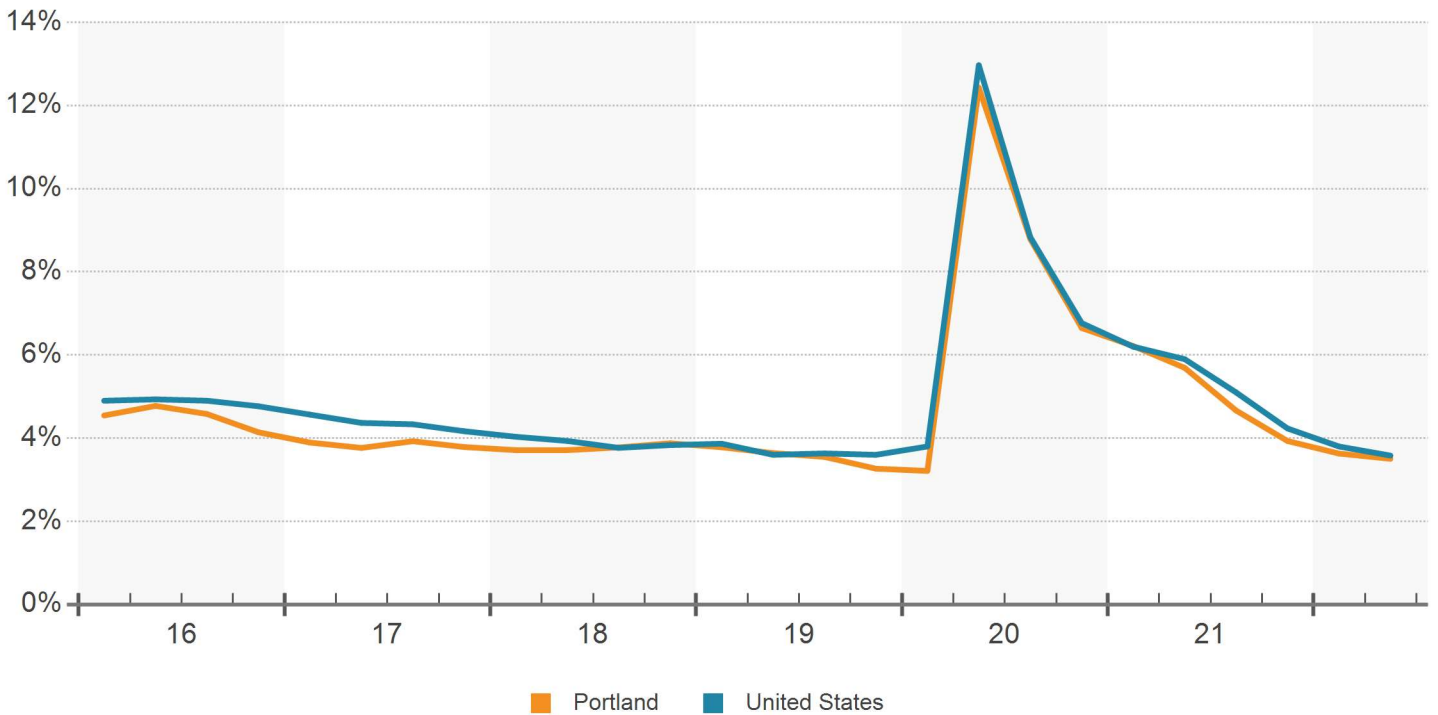
Source: Oxford Economics
LQ = Location Quotient

JOB GROWTH (YOY)

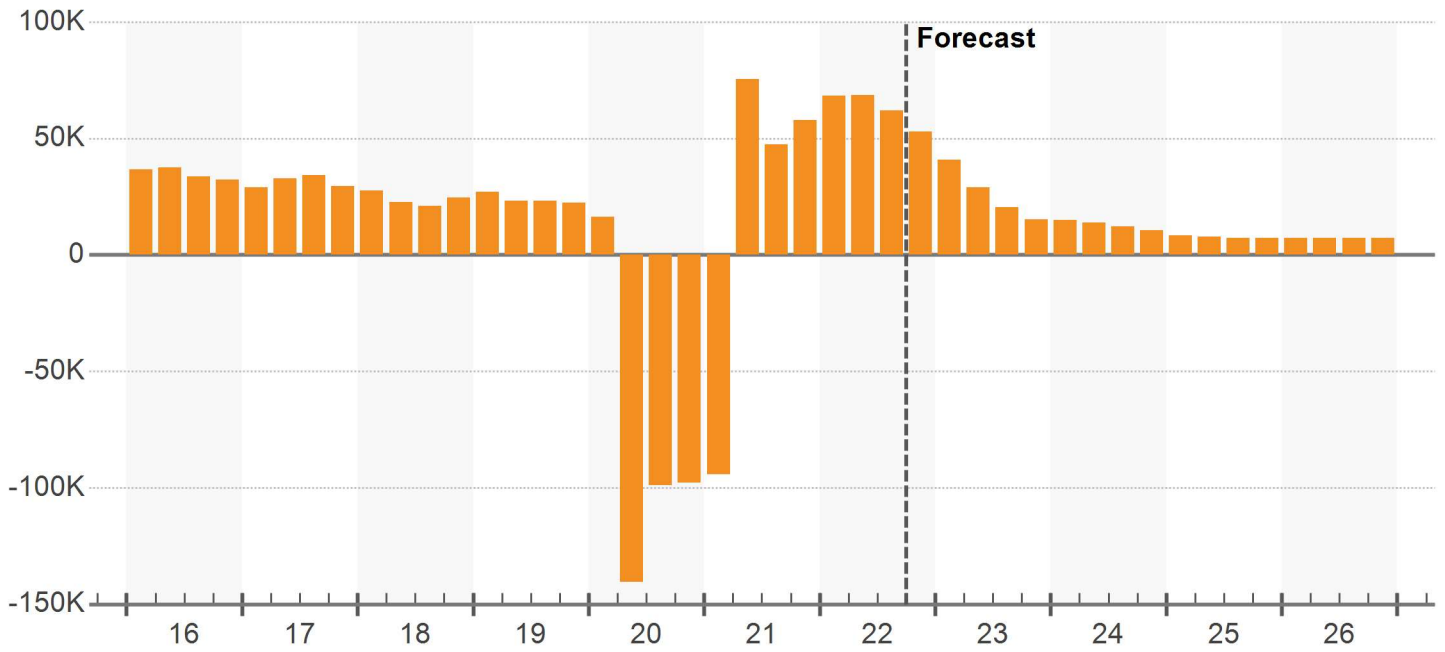


Source: Oxford Economics

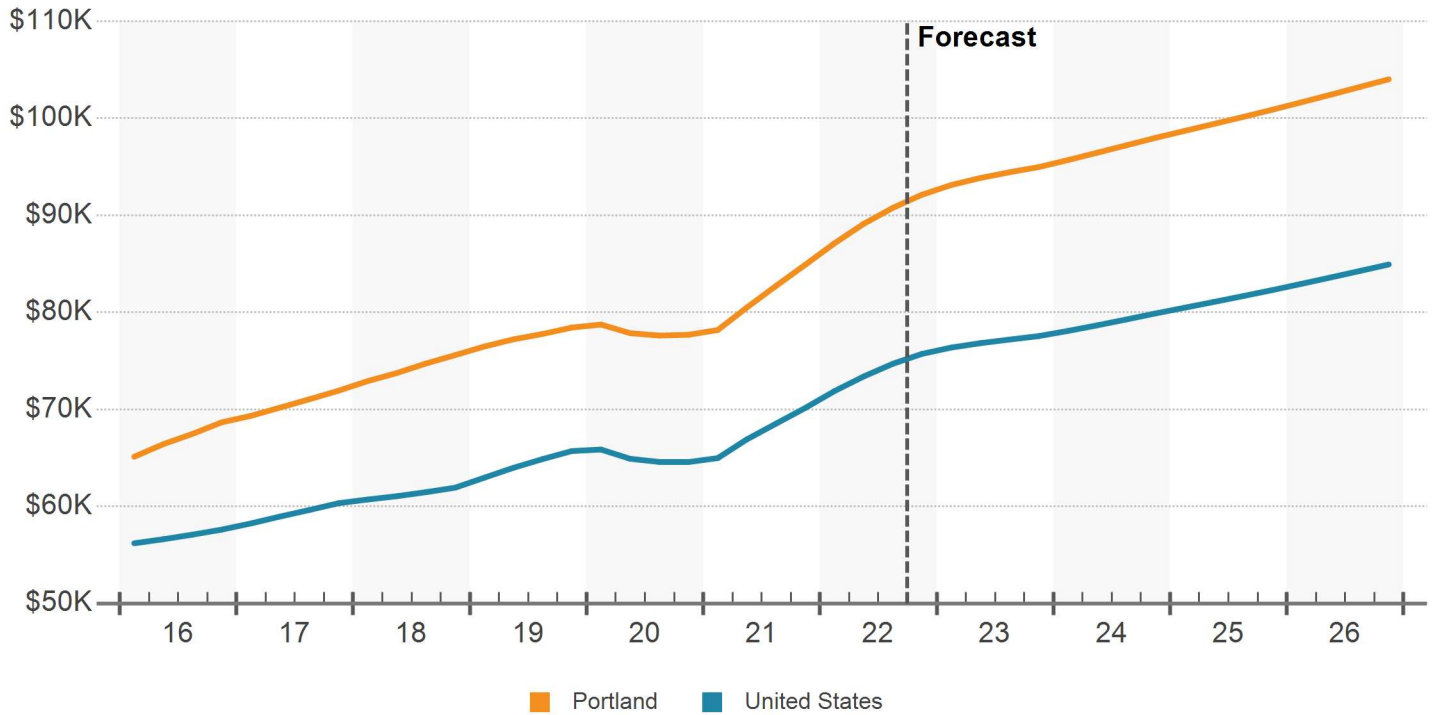
UNEMPLOYMENT RATE (%)



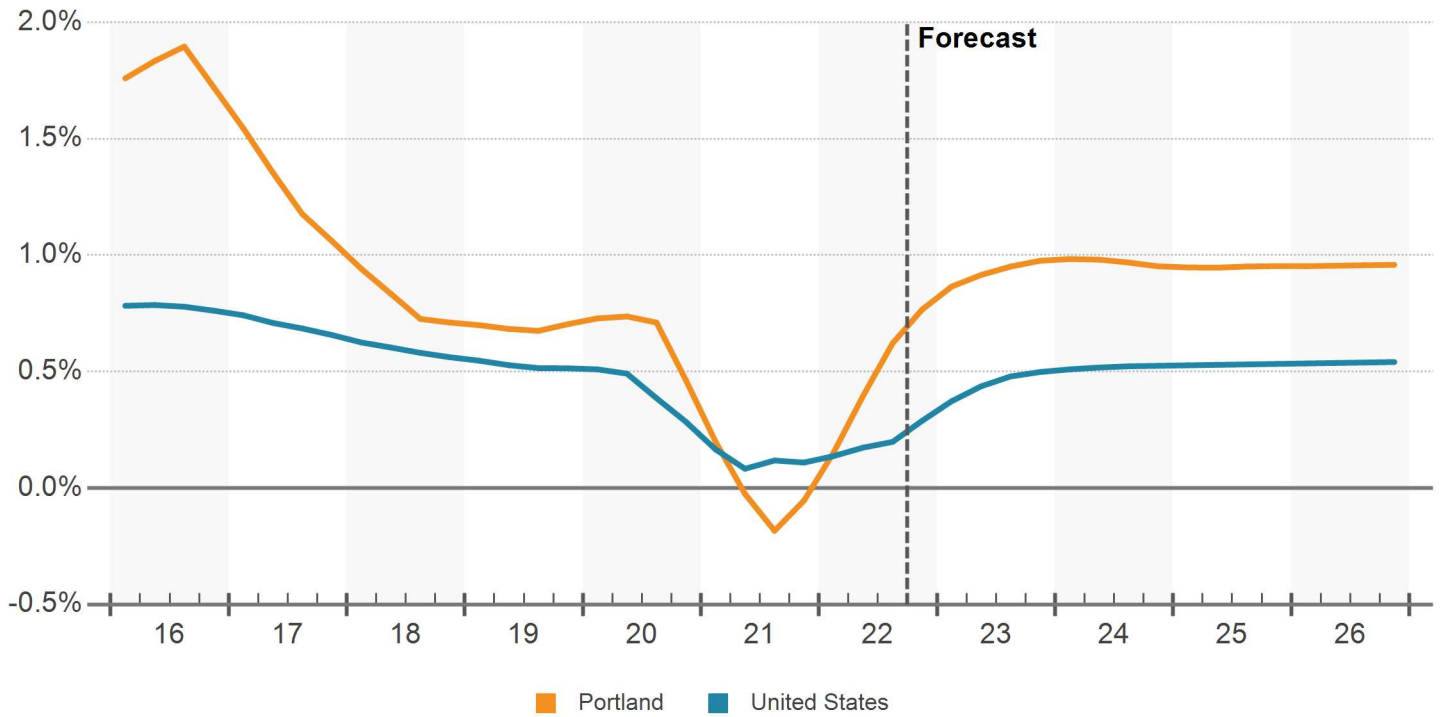
NET EMPLOYMENT CHANGE (YOY)



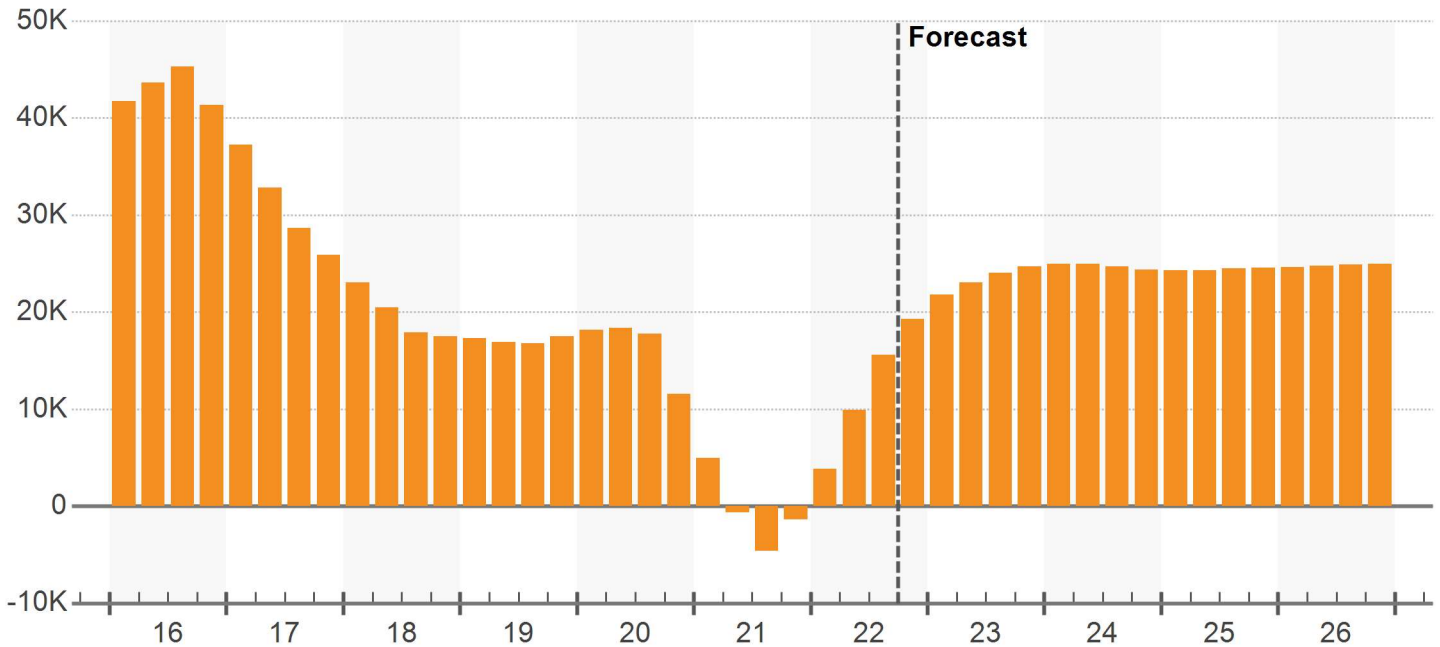
MEDIAN HOUSEHOLD INCOME



POPULATION GROWTH (YOY %)



NET POPULATION CHANGE (YOY)

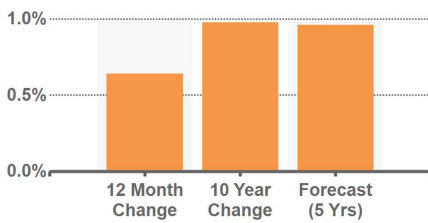


DEMOGRAPHIC TRENDS

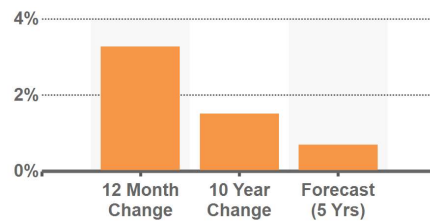
Demographic Category	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
	Metro	US	Metro	US	Metro	US	Metro	US
Population	2,528,066	332,618,500	0.6%	0.2%	1.0%	0.6%	1.0%	0.5%
Households	976,559	124,160,758	0.6%	0.1%	1.1%	0.7%	0.9%	0.5%
Median Household Income	\$90,922	\$74,818	9.6%	8.9%	4.9%	3.9%	3.2%	3.1%
Labor Force	1,385,867	165,137,609	3.3%	2.2%	1.5%	0.6%	0.7%	0.4%
Unemployment	3.5%	3.6%	-1.1%	-1.4%	-0.4%	-0.5%	-	-

Source: Oxford Economics

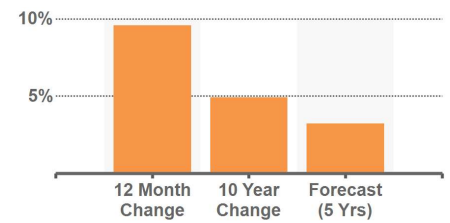
POPULATION GROWTH



LABOR FORCE GROWTH

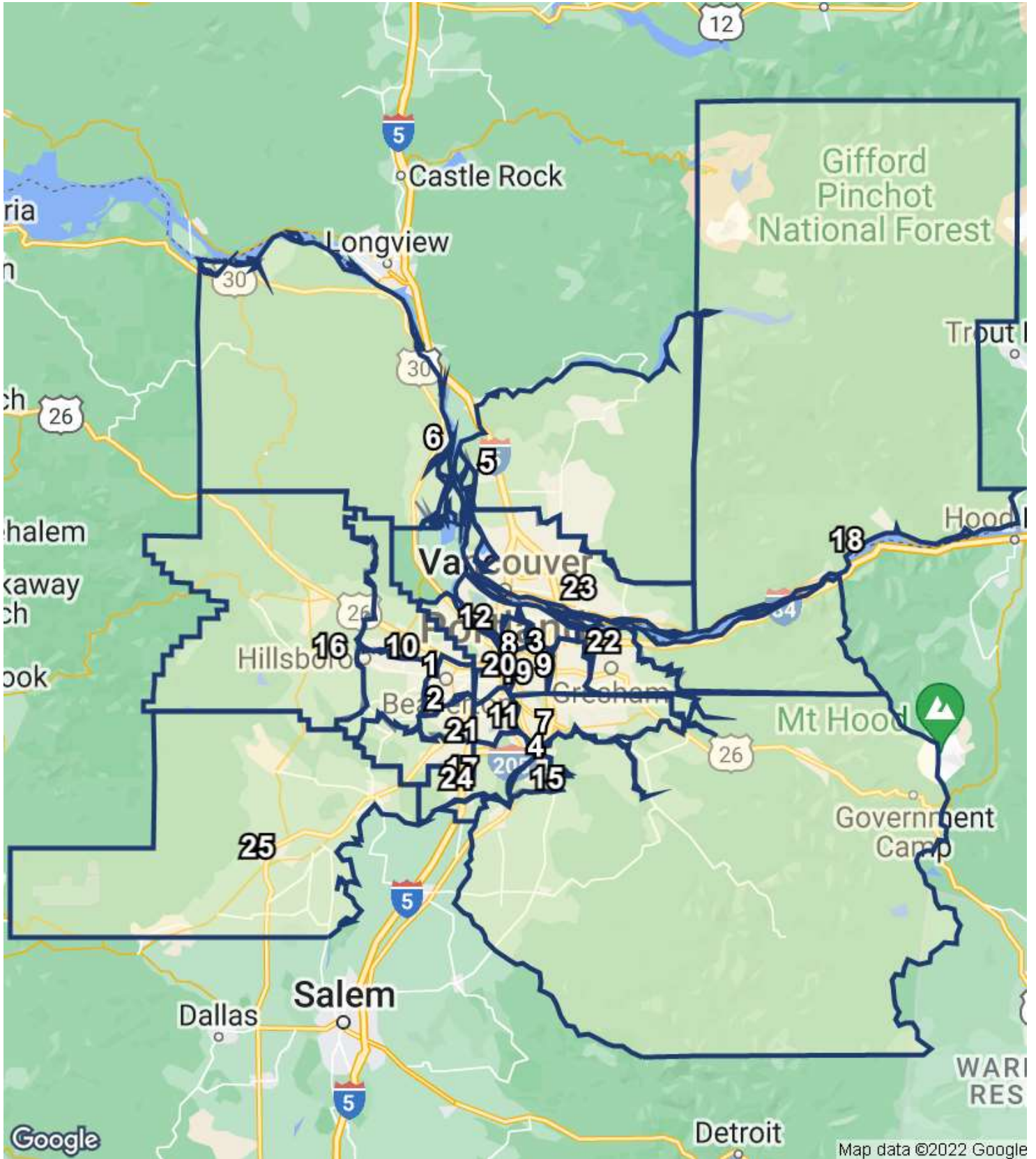


INCOME GROWTH



Source: Oxford Economics

PORTLAND SUBMARKETS



SUBMARKET INVENTORY

No.	Submarket	Inventory				12 Month Deliveries				Under Construction			
		Bldgs	Units	% Market	Rank	Bldgs	Units	Percent	Rank	Bldgs	Units	Percent	Rank
1	Aloha	153	7,235	3.3%	12	0	0	0%	-	0	0	0%	-
2	Beaverton	302	15,874	7.3%	4	0	0	0%	-	1	270	1.7%	13
3	Central Northeast	183	4,287	2.0%	16	1	17	0.4%	13	1	10	0.2%	17
4	Clackamas County	63	2,145	1.0%	20	0	0	0%	-	5	433	20.2%	7
5	Clark County	31	1,502	0.7%	23	0	0	0%	-	1	144	9.6%	16
6	Columbia County	28	820	0.4%	24	0	0	0%	-	2	319	38.9%	10
7	Damascus	219	12,756	5.9%	7	0	0	0%	-	4	553	4.3%	6
8	Downtown Portland	110	12,733	5.9%	8	1	196	1.5%	8	4	849	6.7%	3
9	East Portland	412	10,280	4.7%	9	1	31	0.3%	11	1	150	1.5%	15
10	Hillsboro	118	20,008	9.2%	3	2	436	2.2%	4	3	592	3.0%	5
11	Lake Oswego	66	4,090	1.9%	17	0	0	0%	-	0	0	0%	-
12	North Portland	205	4,530	2.1%	15	11	177	3.9%	9	4	361	8.0%	9
13	Northeast Portland	331	7,581	3.5%	11	2	25	0.3%	12	4	377	5.0%	8
14	Northwest Portland	381	12,820	5.9%	6	4	661	5.2%	2	2	307	2.4%	11
15	Oregon City	44	2,076	1.0%	21	0	0	0%	-	0	0	0%	-
16	Outlying Washington Cou...	68	1,595	0.7%	22	0	0	0%	-	1	196	12.3%	14
17	Sherwood/Tualatin	43	3,888	1.8%	18	0	0	0%	-	0	0	0%	-
18	Skamania County	4	38	0%	25	0	0	0%	-	0	0	0%	-
19	Southeast Portland	1,034	21,830	10.0%	2	12	438	2.0%	3	7	813	3.7%	4
20	Southwest Portland	212	6,933	3.2%	13	2	301	4.3%	5	3	1,583	22.8%	2
21	Tigard	122	7,707	3.5%	10	1	219	2.8%	7	0	0	0%	-
22	Troutdale/Gresham	322	15,781	7.3%	5	3	226	1.4%	6	3	295	1.9%	12
23	Vancouver	580	33,201	15.3%	1	11	742	2.2%	1	13	1,731	5.2%	1
24	Wilsonville	57	4,809	2.2%	14	0	0	0%	-	0	0	0%	-
25	Yamhill County	93	2,966	1.4%	19	1	49	1.7%	10	0	0	0%	-

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	Aloha	\$1,694	\$1.87	12	5.5%	\$1,686	\$1.87	12	5.7%	0.5%	18
2	Beaverton	\$1,559	\$1.82	14	6.0%	\$1,552	\$1.82	14	6.0%	0.5%	17
3	Central Northeast	\$1,333	\$1.79	15	5.6%	\$1,327	\$1.78	15	6.2%	0.5%	15
4	Clackamas County	\$1,574	\$1.72	18	4.9%	\$1,570	\$1.72	18	4.8%	0.2%	25
5	Clark County	\$1,511	\$1.76	16	4.4%	\$1,505	\$1.76	16	4.3%	0.4%	21
6	Columbia County	\$1,349	\$1.72	19	4.6%	\$1,344	\$1.71	19	4.5%	0.3%	22
7	Damascus	\$1,595	\$1.83	13	7.3%	\$1,586	\$1.82	13	7.0%	0.6%	8
8	Downtown Portland	\$1,848	\$2.55	1	1.5%	\$1,819	\$2.51	1	3.7%	1.5%	1
9	East Portland	\$1,214	\$1.47	23	4.9%	\$1,207	\$1.46	23	4.7%	0.5%	10
10	Hillsboro	\$1,867	\$2.03	7	7.2%	\$1,857	\$2.02	7	6.9%	0.6%	9
11	Lake Oswego	\$1,905	\$2.05	6	5.7%	\$1,894	\$2.04	6	6.3%	0.5%	11
12	North Portland	\$1,478	\$2.02	8	3.3%	\$1,468	\$2	8	4.3%	0.7%	6
13	Northeast Portland	\$1,591	\$2.39	3	4.6%	\$1,573	\$2.37	3	6.1%	1.1%	4
14	Northwest Portland	\$1,609	\$2.49	2	0.8%	\$1,590	\$2.46	2	1.3%	1.2%	3
15	Oregon City	\$1,580	\$1.68	21	10.3%	\$1,571	\$1.67	21	10.1%	0.5%	13
16	Outlying Washington Cou...	\$1,276	\$1.61	22	8.2%	\$1,272	\$1.60	22	8.1%	0.3%	24
17	Sherwood/Tualatin	\$1,781	\$1.94	9	6.5%	\$1,773	\$1.94	9	6.5%	0.4%	20
18	Skamania County	\$1,198	-	-	-	\$1,195	-	-	-	0.3%	23
19	Southeast Portland	\$1,451	\$2.22	4	3.4%	\$1,440	\$2.20	4	4.7%	0.7%	5
20	Southwest Portland	\$1,637	\$2.10	5	5.5%	\$1,615	\$2.07	5	6.1%	1.4%	2
21	Tigard	\$1,610	\$1.88	11	7.2%	\$1,600	\$1.87	11	6.6%	0.6%	7
22	Troutdale/Gresham	\$1,498	\$1.68	20	6.5%	\$1,491	\$1.68	20	6.8%	0.5%	16
23	Vancouver	\$1,621	\$1.75	17	6.0%	\$1,612	\$1.74	17	6.0%	0.5%	12
24	Wilsonville	\$1,787	\$1.91	10	3.2%	\$1,778	\$1.90	10	3.0%	0.5%	14
25	Yamhill County	\$1,188	\$1.39	24	3.8%	\$1,183	\$1.38	24	3.6%	0.4%	19

SUBMARKET VACANCY & ABSORPTION

No.	Submarket	Vacancy			12 Month Absorption			
		Units	Percent	Rank	Units	% of Inv	Rank	Construc. Ratio
1	Aloha	259	3.6%	11	183	2.5%	11	-
2	Beaverton	498	3.1%	9	93	0.6%	13	-
3	Central Northeast	202	4.7%	18	84	2.0%	15	-
4	Clackamas County	53	2.5%	6	0	0%	21	-
5	Clark County	36	2.4%	5	40	2.7%	18	-
6	Columbia County	12	1.5%	3	(3)	-0.4%	23	-
7	Damascus	452	3.5%	10	223	1.8%	8	-
8	Downtown Portland	951	7.5%	25	257	2.0%	7	0.5
9	East Portland	318	3.1%	8	64	0.6%	16	0.5
10	Hillsboro	892	4.5%	17	215	1.1%	9	2.0
11	Lake Oswego	166	4.1%	15	116	2.8%	12	-
12	North Portland	288	6.4%	22	270	6.0%	6	0.7
13	Northeast Portland	531	7.0%	24	209	2.8%	10	0.3
14	Northwest Portland	824	6.4%	23	728	5.7%	1	0.5
15	Oregon City	83	4.0%	13	(7)	-0.3%	25	-
16	Outlying Washington Cou...	23	1.4%	2	(4)	-0.2%	24	-
17	Sherwood/Tualatin	105	2.7%	7	5	0.1%	19	-
18	Skamania County	1	1.7%	4	0	0%	-	-
19	Southeast Portland	1,290	5.9%	21	280	1.3%	4	1.6
20	Southwest Portland	331	4.8%	19	272	3.9%	5	0.3
21	Tigard	329	4.3%	16	85	1.1%	14	2.6
22	Troutdale/Gresham	769	4.9%	20	324	2.1%	3	0.7
23	Vancouver	1,283	3.9%	12	713	2.1%	2	0.6
24	Wilsonville	195	4.0%	14	(1)	0%	22	-
25	Yamhill County	32	1.1%	1	64	2.1%	17	0.8

OVERALL SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2026	237,390	4,669	2.0%	3,804	1.6%	1.2
2025	232,721	5,328	2.3%	4,380	1.9%	1.2
2024	227,393	3,091	1.4%	3,488	1.5%	0.9
2023	224,302	4,968	2.3%	4,614	2.1%	1.1
2022	219,334	4,500	2.1%	5,431	2.5%	0.8
YTD	217,485	2,651	1.2%	3,893	1.8%	0.7
2021	214,834	6,971	3.4%	9,874	4.6%	0.7
2020	207,863	7,461	3.7%	6,366	3.1%	1.2
2019	200,402	7,026	3.6%	5,593	2.8%	1.3
2018	193,376	6,695	3.6%	6,997	3.6%	1.0
2017	186,681	5,568	3.1%	4,873	2.6%	1.1
2016	181,113	5,095	2.9%	2,739	1.5%	1.9
2015	176,018	4,286	2.5%	3,792	2.2%	1.1
2014	171,732	4,676	2.8%	4,754	2.8%	1.0
2013	167,056	2,654	1.6%	3,016	1.8%	0.9
2012	164,402	2,294	1.4%	1,927	1.2%	1.2
2011	162,108	417	0.3%	163	0.1%	2.6
2010	161,691	649	0.4%	2,822	1.7%	0.2

4 & 5 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2026	92,322	4,654	5.3%	4,142	4.5%	1.1
2025	87,668	5,320	6.5%	4,175	4.8%	1.3
2024	82,348	2,764	3.5%	2,565	3.1%	1.1
2023	79,584	3,192	4.2%	2,814	3.5%	1.1
2022	76,392	2,572	3.5%	4,046	5.3%	0.6
YTD	75,468	1,648	2.2%	3,022	4.0%	0.5
2021	73,820	5,807	8.5%	7,500	10.2%	0.8
2020	68,013	6,209	10.0%	4,546	6.7%	1.4
2019	61,804	5,682	10.1%	4,568	7.4%	1.2
2018	56,122	5,385	10.6%	5,146	9.2%	1.0
2017	50,737	4,935	10.8%	4,694	9.3%	1.1
2016	45,802	4,539	11.0%	3,087	6.7%	1.5
2015	41,263	3,769	10.1%	3,340	8.1%	1.1
2014	37,494	4,117	12.3%	4,045	10.8%	1.0
2013	33,377	2,202	7.1%	2,017	6.0%	1.1
2012	31,175	1,599	5.4%	1,086	3.5%	1.5
2011	29,576	31	0.1%	(55)	-0.2%	-
2010	29,545	575	2.0%	1,453	4.9%	0.4

3 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2026	81,013	40	0%	(150)	-0.2%	-
2025	80,973	34	0%	195	0.2%	0.2
2024	80,939	359	0.4%	868	1.1%	0.4
2023	80,580	1,513	1.9%	1,580	2.0%	1.0
2022	79,067	1,882	2.4%	1,327	1.7%	1.4
YTD	78,142	957	1.2%	854	1.1%	1.1
2021	77,185	1,157	1.5%	1,930	2.5%	0.6
2020	76,028	1,092	1.5%	1,507	2.0%	0.7
2019	74,936	1,280	1.7%	850	1.1%	1.5
2018	73,656	1,260	1.7%	1,560	2.1%	0.8
2017	72,396	643	0.9%	334	0.5%	1.9
2016	71,753	510	0.7%	18	0%	28.3
2015	71,243	483	0.7%	368	0.5%	1.3
2014	70,760	609	0.9%	593	0.8%	1.0
2013	70,151	408	0.6%	697	1.0%	0.6
2012	69,743	661	1.0%	812	1.2%	0.8
2011	69,082	396	0.6%	271	0.4%	1.5
2010	68,686	95	0.1%	923	1.3%	0.1

1 & 2 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2026	64,055	(25)	0%	(188)	-0.3%	0.1
2025	64,080	(26)	0%	10	0%	-
2024	64,106	(32)	0%	55	0.1%	-
2023	64,138	263	0.4%	220	0.3%	1.2
2022	63,875	46	0.1%	58	0.1%	0.8
YTD	63,875	46	0.1%	17	0%	2.7
2021	63,829	7	0%	444	0.7%	0
2020	63,822	160	0.3%	313	0.5%	0.5
2019	63,662	64	0.1%	175	0.3%	0.4
2018	63,598	50	0.1%	291	0.5%	0.2
2017	63,548	(10)	0%	(155)	-0.2%	0.1
2016	63,558	46	0.1%	(366)	-0.6%	-
2015	63,512	34	0.1%	84	0.1%	0.4
2014	63,478	(50)	-0.1%	116	0.2%	-
2013	63,528	44	0.1%	302	0.5%	0.1
2012	63,484	34	0.1%	29	0%	1.2
2011	63,450	(10)	0%	(53)	-0.1%	0.2
2010	63,460	(21)	0%	446	0.7%	0

OVERALL VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rents	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2026	12,016	5.1%	0.3	\$1,903	\$2.29	2.6%	(0.8)	\$1,889	\$2.27
2025	11,147	4.8%	0.3	\$1,855	\$2.23	3.4%	(1.1)	\$1,841	\$2.21
2024	10,203	4.5%	(0.2)	\$1,795	\$2.16	4.4%	(2.1)	\$1,781	\$2.14
2023	10,599	4.7%	0.1	\$1,719	\$2.07	6.5%	0.7	\$1,706	\$2.05
2022	10,243	4.7%	(0.5)	\$1,615	\$1.94	5.8%	(3.5)	\$1,602	\$1.93
YTD	9,924	4.6%	(0.6)	\$1,609	\$1.93	5.2%	(4.1)	\$1,598	\$1.91
2021	11,186	5.2%	(1.6)	\$1,527	\$1.83	9.3%	8.3	\$1,511	\$1.81
2020	14,070	6.8%	0.3	\$1,397	\$1.67	1.0%	(1.4)	\$1,375	\$1.65
2019	12,924	6.4%	0.5	\$1,383	\$1.66	2.4%	0	\$1,365	\$1.63
2018	11,477	5.9%	(0.4)	\$1,351	\$1.62	2.4%	0.5	\$1,323	\$1.58
2017	11,749	6.3%	0.2	\$1,319	\$1.58	1.9%	(1.6)	\$1,288	\$1.54
2016	11,043	6.1%	1.2	\$1,294	\$1.55	3.5%	(4.9)	\$1,267	\$1.51
2015	8,679	4.9%	0.2	\$1,250	\$1.50	8.4%	4.1	\$1,235	\$1.48
2014	8,176	4.8%	(0.2)	\$1,153	\$1.38	4.3%	0.5	\$1,141	\$1.36
2013	8,245	4.9%	(0.3)	\$1,106	\$1.32	3.8%	0.9	\$1,097	\$1.31
2012	8,605	5.2%	0.2	\$1,066	\$1.27	2.9%	1.1	\$1,058	\$1.26
2011	8,229	5.1%	0.1	\$1,036	\$1.24	1.8%	0.2	\$1,030	\$1.23
2010	7,976	4.9%	(1.4)	\$1,018	\$1.22	1.6%	-	\$1,012	\$1.21

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
2026	6,912	7.5%	0.2	\$2,183	\$2.63	2.3%	(0.8)	\$2,160	\$2.60
2025	6,396	7.3%	0.9	\$2,133	\$2.57	3.1%	(1.1)	\$2,110	\$2.54
2024	5,255	6.4%	0	\$2,068	\$2.49	4.3%	(2.1)	\$2,046	\$2.46
2023	5,055	6.4%	0.2	\$1,984	\$2.39	6.4%	0.6	\$1,962	\$2.36
2022	4,676	6.1%	(2.2)	\$1,865	\$2.24	5.7%	(5.0)	\$1,845	\$2.22
YTD	4,731	6.3%	(2.0)	\$1,863	\$2.23	5.0%	(5.8)	\$1,845	\$2.21
2021	6,126	8.3%	(3.2)	\$1,764	\$2.11	10.8%	11.4	\$1,735	\$2.08
2020	7,810	11.5%	1.6	\$1,592	\$1.91	-0.6%	(2.2)	\$1,550	\$1.86
2019	6,107	9.9%	1.0	\$1,602	\$1.92	1.6%	(0.2)	\$1,569	\$1.88
2018	4,987	8.9%	(0.5)	\$1,577	\$1.89	1.8%	0.7	\$1,535	\$1.84
2017	4,739	9.3%	(0.5)	\$1,550	\$1.86	1.0%	(0.3)	\$1,501	\$1.80
2016	4,488	9.8%	2.5	\$1,534	\$1.84	1.4%	(5.2)	\$1,484	\$1.78
2015	3,024	7.3%	0.4	\$1,513	\$1.81	6.6%	3.5	\$1,489	\$1.78
2014	2,590	6.9%	(0.6)	\$1,419	\$1.70	3.1%	(0.2)	\$1,399	\$1.67
2013	2,511	7.5%	0.1	\$1,376	\$1.65	3.4%	0.7	\$1,362	\$1.63
2012	2,326	7.5%	1.3	\$1,331	\$1.59	2.6%	1.2	\$1,319	\$1.58
2011	1,811	6.1%	0.3	\$1,297	\$1.55	1.5%	0.1	\$1,289	\$1.54
2010	1,724	5.8%	(3.2)	\$1,278	\$1.53	1.4%	-	\$1,269	\$1.52

3 STAR VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rents	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2026	2,931	3.6%	0.2	\$1,905	\$2.22	2.8%	(0.8)	\$1,894	\$2.21
2025	2,741	3.4%	(0.2)	\$1,854	\$2.16	3.5%	(1.0)	\$1,843	\$2.15
2024	2,901	3.6%	(0.6)	\$1,790	\$2.09	4.5%	(2.0)	\$1,780	\$2.07
2023	3,410	4.2%	(0.2)	\$1,713	\$2	6.5%	(0.1)	\$1,704	\$1.98
2022	3,477	4.4%	0.5	\$1,609	\$1.87	6.6%	(3.6)	\$1,600	\$1.86
YTD	3,098	4.0%	0.1	\$1,604	\$1.86	6.4%	(3.8)	\$1,596	\$1.85
2021	2,997	3.9%	(1.1)	\$1,510	\$1.75	10.2%	8.0	\$1,501	\$1.74
2020	3,763	4.9%	(0.6)	\$1,370	\$1.58	2.2%	(1.2)	\$1,358	\$1.57
2019	4,169	5.6%	0.5	\$1,340	\$1.55	3.4%	0.4	\$1,328	\$1.54
2018	3,731	5.1%	(0.5)	\$1,296	\$1.50	3.0%	0.7	\$1,270	\$1.47
2017	4,011	5.5%	0.4	\$1,258	\$1.45	2.3%	(2.8)	\$1,231	\$1.42
2016	3,697	5.2%	0.7	\$1,229	\$1.42	5.1%	(5.7)	\$1,213	\$1.40
2015	3,205	4.5%	0.1	\$1,170	\$1.35	10.8%	5.4	\$1,157	\$1.34
2014	3,086	4.4%	0	\$1,056	\$1.22	5.4%	1.1	\$1,046	\$1.21
2013	3,068	4.4%	(0.4)	\$1,002	\$1.16	4.3%	1.1	\$996	\$1.15
2012	3,355	4.8%	(0.3)	\$960	\$1.11	3.3%	0.9	\$953	\$1.10
2011	3,500	5.1%	0.2	\$930	\$1.07	2.3%	0.4	\$924	\$1.07
2010	3,375	4.9%	(1.2)	\$908	\$1.05	1.9%	-	\$903	\$1.04

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
2026	2,174	3.4%	0.3	\$1,446	\$1.83	2.8%	(0.8)	\$1,439	\$1.82
2025	2,011	3.1%	(0.1)	\$1,406	\$1.78	3.6%	(1.0)	\$1,400	\$1.77
2024	2,046	3.2%	(0.1)	\$1,357	\$1.72	4.6%	(2.0)	\$1,351	\$1.71
2023	2,134	3.3%	0.1	\$1,298	\$1.64	6.6%	2.5	\$1,292	\$1.63
2022	2,090	3.3%	0	\$1,217	\$1.54	4.1%	0	\$1,212	\$1.53
YTD	2,094	3.3%	0	\$1,203	\$1.52	3.4%	(0.7)	\$1,197	\$1.51
2021	2,063	3.2%	(0.7)	\$1,169	\$1.48	4.1%	1.8	\$1,164	\$1.47
2020	2,497	3.9%	(0.2)	\$1,123	\$1.42	2.3%	(0.2)	\$1,117	\$1.41
2019	2,648	4.2%	(0.2)	\$1,097	\$1.38	2.5%	(0.4)	\$1,091	\$1.38
2018	2,758	4.3%	(0.4)	\$1,071	\$1.35	2.9%	(0.5)	\$1,062	\$1.34
2017	3,000	4.7%	0.2	\$1,041	\$1.31	3.4%	(2.4)	\$1,031	\$1.30
2016	2,857	4.5%	0.6	\$1,006	\$1.27	5.8%	(2.7)	\$998	\$1.26
2015	2,450	3.9%	(0.1)	\$951	\$1.20	8.5%	3.4	\$944	\$1.19
2014	2,500	3.9%	(0.3)	\$877	\$1.10	5.1%	1.3	\$872	\$1.10
2013	2,666	4.2%	(0.4)	\$834	\$1.05	3.7%	1.0	\$830	\$1.04
2012	2,923	4.6%	0	\$804	\$1.01	2.8%	1.4	\$800	\$1.01
2011	2,918	4.6%	0.1	\$783	\$0.98	1.4%	(0.2)	\$778	\$0.98
2010	2,876	4.5%	(0.7)	\$772	\$0.97	1.6%	-	\$768	\$0.96

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
2026	-	-	-	-	-	-	\$353,054	370	4.4%
2025	-	-	-	-	-	-	\$345,367	362	4.4%
2024	-	-	-	-	-	-	\$335,441	351	4.4%
2023	-	-	-	-	-	-	\$320,886	336	4.4%
2022	-	-	-	-	-	-	\$301,365	316	4.4%
YTD	220	\$2B	3.8%	\$11,651,192	\$272,320	5.0%	\$297,778	312	4.3%
2021	395	\$4.3B	8.2%	\$13,889,564	\$262,404	5.1%	\$274,398	287	4.4%
2020	237	\$1.8B	4.1%	\$10,040,819	\$229,758	5.5%	\$246,441	258	4.5%
2019	307	\$2.2B	5.8%	\$9,485,550	\$221,693	5.5%	\$232,242	243	4.8%
2018	353	\$2.2B	6.4%	\$9,221,014	\$211,547	5.4%	\$214,379	224	5.0%
2017	301	\$1.6B	5.3%	\$8,340,533	\$201,854	5.5%	\$199,357	209	5.1%
2016	309	\$3B	9.0%	\$11,570,117	\$188,305	5.5%	\$188,379	197	5.2%
2015	318	\$2.2B	8.6%	\$7,981,992	\$151,022	5.8%	\$176,094	184	5.3%
2014	233	\$1.5B	6.3%	\$7,438,555	\$144,410	6.3%	\$158,027	165	5.6%
2013	196	\$928.1M	5.4%	\$5,185,035	\$106,619	6.5%	\$143,691	150	5.9%
2012	190	\$868.4M	5.1%	\$5,231,559	\$107,733	6.6%	\$137,407	144	5.9%
2011	149	\$953.2M	5.7%	\$7,221,144	\$111,576	6.6%	\$130,953	137	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.

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
2026	-	-	-	-	-	-	\$464,646	339	4.2%
2025	-	-	-	-	-	-	\$455,460	332	4.2%
2024	-	-	-	-	-	-	\$443,239	323	4.1%
2023	-	-	-	-	-	-	\$424,539	309	4.1%
2022	-	-	-	-	-	-	\$399,084	291	4.1%
YTD	21	\$565.1M	2.6%	\$29,742,395	\$343,112	4.6%	\$395,003	288	4.1%
2021	62	\$2.3B	10.0%	\$43,590,346	\$321,974	4.5%	\$363,153	265	4.1%
2020	33	\$871.9M	4.4%	\$29,064,257	\$324,982	5.1%	\$331,821	242	4.2%
2019	39	\$1.3B	8.4%	\$37,618,579	\$297,104	4.7%	\$316,273	231	4.4%
2018	33	\$949M	6.4%	\$33,894,122	\$311,363	4.8%	\$292,799	213	4.6%
2017	28	\$655.5M	6.5%	\$29,793,591	\$265,691	4.9%	\$275,821	201	4.7%
2016	37	\$1.8B	15.7%	\$49,306,783	\$247,255	4.6%	\$261,911	191	4.8%
2015	29	\$971.6M	12.7%	\$33,502,868	\$185,913	5.3%	\$248,434	181	4.9%
2014	24	\$641.5M	7.8%	\$26,728,317	\$220,062	5.5%	\$225,363	164	5.1%
2013	15	\$418.9M	7.7%	\$27,927,827	\$162,813	5.7%	\$206,832	151	5.4%
2012	15	\$296.4M	7.4%	\$19,759,848	\$128,533	5.8%	\$197,296	144	5.4%
2011	17	\$560.8M	13.1%	\$35,047,113	\$159,260	5.6%	\$188,573	137	5.5%

(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.

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
2026	-	-	-	-	-	-	\$331,299	414	4.3%
2025	-	-	-	-	-	-	\$323,556	404	4.3%
2024	-	-	-	-	-	-	\$313,802	392	4.3%
2023	-	-	-	-	-	-	\$299,935	375	4.3%
2022	-	-	-	-	-	-	\$281,579	352	4.3%
YTD	61	\$950.4M	4.4%	\$17,932,159	\$286,612	4.9%	\$278,173	348	4.2%
2021	105	\$1.5B	8.2%	\$16,555,246	\$246,446	4.9%	\$255,231	319	4.3%
2020	65	\$618.2M	4.1%	\$10,657,949	\$202,146	5.3%	\$224,044	280	4.5%
2019	64	\$497.9M	3.7%	\$9,762,354	\$192,009	5.7%	\$208,483	260	4.7%
2018	90	\$925.5M	6.6%	\$12,019,857	\$199,081	5.3%	\$192,069	240	4.9%
2017	75	\$717.6M	5.4%	\$11,764,256	\$195,218	5.3%	\$175,808	220	5.1%
2016	84	\$936.9M	8.5%	\$12,010,906	\$156,350	5.5%	\$165,755	207	5.2%
2015	86	\$891.2M	8.6%	\$12,730,914	\$148,478	5.4%	\$151,872	190	5.4%
2014	66	\$729.9M	8.0%	\$11,405,447	\$129,584	6.0%	\$134,992	169	5.7%
2013	53	\$357.2M	5.6%	\$7,441,669	\$94,547	6.3%	\$121,276	152	6.0%
2012	47	\$430.1M	5.6%	\$10,001,459	\$114,929	6.4%	\$115,950	145	6.0%
2011	43	\$277M	5.0%	\$7,101,836	\$87,428	6.5%	\$110,192	138	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
2026	-	-	-	-	-	-	\$238,974	384	4.9%
2025	-	-	-	-	-	-	\$233,259	375	4.9%
2024	-	-	-	-	-	-	\$226,026	364	4.8%
2023	-	-	-	-	-	-	\$215,861	347	4.8%
2022	-	-	-	-	-	-	\$202,396	326	4.8%
YTD	138	\$488.5M	4.6%	\$4,884,950	\$203,879	5.1%	\$199,241	321	4.8%
2021	228	\$518.6M	6.0%	\$3,124,397	\$161,926	5.3%	\$186,018	299	4.8%
2020	139	\$327.3M	3.9%	\$3,519,349	\$150,899	5.7%	\$166,416	268	4.9%
2019	204	\$404.8M	5.8%	\$2,791,480	\$137,535	5.6%	\$155,645	250	5.2%
2018	230	\$366.1M	6.0%	\$2,653,202	\$126,474	5.6%	\$143,070	230	5.4%
2017	198	\$245M	4.3%	\$2,207,070	\$130,798	5.8%	\$132,092	213	5.6%
2016	188	\$261.6M	4.8%	\$1,829,546	\$99,857	5.7%	\$123,668	199	5.7%
2015	203	\$364.2M	5.9%	\$2,023,492	\$103,533	6.0%	\$114,911	185	5.9%
2014	143	\$146M	3.6%	\$1,258,939	\$74,509	6.8%	\$101,689	164	6.2%
2013	128	\$152M	3.9%	\$1,310,377	\$64,573	6.8%	\$91,895	148	6.5%
2012	128	\$142M	3.4%	\$1,314,614	\$70,531	6.9%	\$88,526	142	6.5%
2011	89	\$115.5M	3.1%	\$1,499,552	\$62,279	6.9%	\$84,070	135	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.

DELIVERIES & UNDER CONSTRUCTION

Year	Inventory			Deliveries		Net Deliveries		Under Construction	
	Bldgs	Units	Vacancy	Bldgs	Units	Bldgs	Units	Bldgs	Units
2026	-	237,391	5.1%	-	4,684	-	4,667	-	-
2025	-	232,724	4.8%	-	5,407	-	5,329	-	-
2024	-	227,395	4.5%	-	3,052	-	3,092	-	-
2023	-	224,303	4.7%	-	4,989	-	4,969	-	-
2022	-	219,334	4.7%	-	4,562	-	4,500	-	-
YTD	5,181	217,485	4.6%	46	2,660	45	2,598	59	8,983
2021	5,136	214,834	5.2%	77	6,976	76	6,971	72	6,248
2020	5,060	207,863	6.8%	82	7,461	82	7,461	108	9,524
2019	4,978	200,402	6.4%	109	7,026	109	7,026	128	12,323
2018	4,869	193,376	5.9%	94	6,723	93	6,694	150	12,449
2017	4,776	186,681	6.3%	67	5,601	64	5,566	136	12,405
2016	4,712	181,113	6.1%	62	5,106	61	5,095	106	9,601
2015	4,651	176,018	4.9%	59	4,286	59	4,286	86	8,772
2014	4,592	171,732	4.8%	57	4,760	54	4,676	75	7,039
2013	4,538	167,056	4.9%	35	2,654	35	2,654	69	6,811
2012	4,503	164,402	5.2%	25	2,300	24	2,294	49	4,438
2011	4,479	162,108	5.1%	6	445	3	417	34	3,290
2010	4,476	161,691	4.9%	13	696	8	649	11	1,158