Multi-Family Market Report

Nashville - TN (USA)

PREPARED BY

SouthState

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CoStar™

MULTI-FAMILY MARKET REPORT

Overview

12 Mo Delivered Units	12 Mo Absorption Units	Vacancy Rate	12 Mo Asking Rent Growth
12,316	8,293	12.1%	-1.8%

Nashville's multifamily market is seeking stabilization amid a record-setting wave of supply inundating the area. By the close of 2023, more than 11,000 units opened their doors. That was an astounding total, especially considering that not one of the previous 15 years leading up to then ever once topped 9,000 units.

Keeping pace with that number of units has been challenging, even as demand increased by about 85% year over year in 2023. Thus, it may take several years of even above-average demand by Nashville's standards to catch up to the sheer number of units opening their doors. After all, demand has only once topped the 9,000-unit mark in a calendar year during the pandemic. Thus, even though demand has been soaring above historical norms, it just hasn't been able to keep pace with the record-setting number of openings.

The lofty supply-side pressures that have been ever-present have resulted in an increasing vacancy rate, with the current rate of 12.1% near 20-year highs and rising. That is an overall rate, though, which includes properties in lease-up. When just examining the stabilized rate, which sits at about 7.5%, it is much lower. Nonetheless, both are being affected by the ever-growing number of options that renters have, particularly in locales such as Downtown Nashville.

Shifting market dynamics have also begun to play out when it comes to pricing power. Asking rents declined by -1.9% in 2023, which marked the first year of declines in Nashville since 2009. That was a sharp change of pace following back-to-back years of outsized gains in 2021 and 2022. Yet, as communities have been delivering, options for renters have increased. Furthermore, with additional units on the way, subdued growth is likely for the coming quarters, and concession offerings are expected to remain elevated.

The rise in interest rates over the past year and a half has impacted investment activity within the capital markets. Four-quarter trailing investment activity is down by about 63% year over year and also down about 37% relative to pre-pandemic norms. However, given that asset pricing is still elevated versus a few years ago, Nashville's four-quarter trailing sales volume total aligned with pre-pandemic norms at the close of 2023.

KEY INDICATORS

Current Quarter	Units	Vacancy Rate	Asking Rent	Effective Rent	Absorption Units	Delivered Units	Under Constr Units
4 & 5 Star	84,729	15.6%	$1,885	$1,837	78	570	15,090
3 Star	57,803	9.7%	$1,464	$1,448	107	106	4,076
1 & 2 Star	25,475	5.8%	$1,250	$1,240	5	0	0
Market	**168,007**	**12.1%**	**$1,657**	**$1,625**	**190**	**676**	**19,166**

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	1.6%	6.9%	11.2%	12.1%	2024 Q2	3.6%	2000 Q1
Absorption Units	8,293	3,062	6,412	10,118	2021 Q3	(226)	2003 Q4
Delivered Units	12,316	3,794	6,698	12,452	2023 Q4	0	2003 Q4
Demolished Units	0	40	42	298	2013 Q4	0	2024 Q1
Asking Rent Growth (YOY)	-1.8%	2.1%	2.4%	14.7%	2022 Q1	-2.6%	2009 Q4
Effective Rent Growth (YOY)	-2.2%	2.1%	2.3%	15.7%	2022 Q1	-3.2%	2023 Q4
Sales Volume	$1.6B	$1.1B	N/A	$6B	2022 Q2	$0	2003 Q4

Vacancy

Vacancies are rising in Nashville, as the metro is amid its largest supply wave in the past two decades. Over 11,000 units opened their doors in 2023, the largest annual total in the past 20 years. In turn, owners and property managers are facing a lofty level of competition in some development-heavy submarkets, such as Downtown Nashville. As a result, at 12.1%, vacancies are at 20-year highs in Nashville and are only expected to continue climbing in the near term.

The supply story is significant in Nashville as the area's rapid growth by way of job and population gains in the late 2010s, and then through COVID, led to an unprecedented number of developers making their way to the area. Demand for those units has been steadfast, too, within the high-end piece of the market, as more than 4,500 units have been absorbed within the 4 & 5 Star segment of the market in the past two years. Yet, given the sheer number of units that have opened their doors, not even the pandemic-driven highs of 2021 saw demand come anywhere near the nearly 12,000 units that opened in 2023.

However, not all market segments have seen demand remain overwhelmingly positive. In fact, on an annual basis, more than 85% of all demand typically falls within the 4 & 5 Star cohort. To put that into perspective, since the beginning of 2020, more than 22,000 units have been absorbed on a net basis within the 4 & 5 Star cohort. On the other hand, the totals within the 3 Star and 1 & 2 Star cohorts stand at about 3,000 and -400 units, respectively. Nonetheless, given the lack of supply-side pressures, the 3 Star (9.7%) and 1 & 2 Star (5.8%) vacancy rates are still significantly tighter than the 4 & 5 Star rate (15.6%).

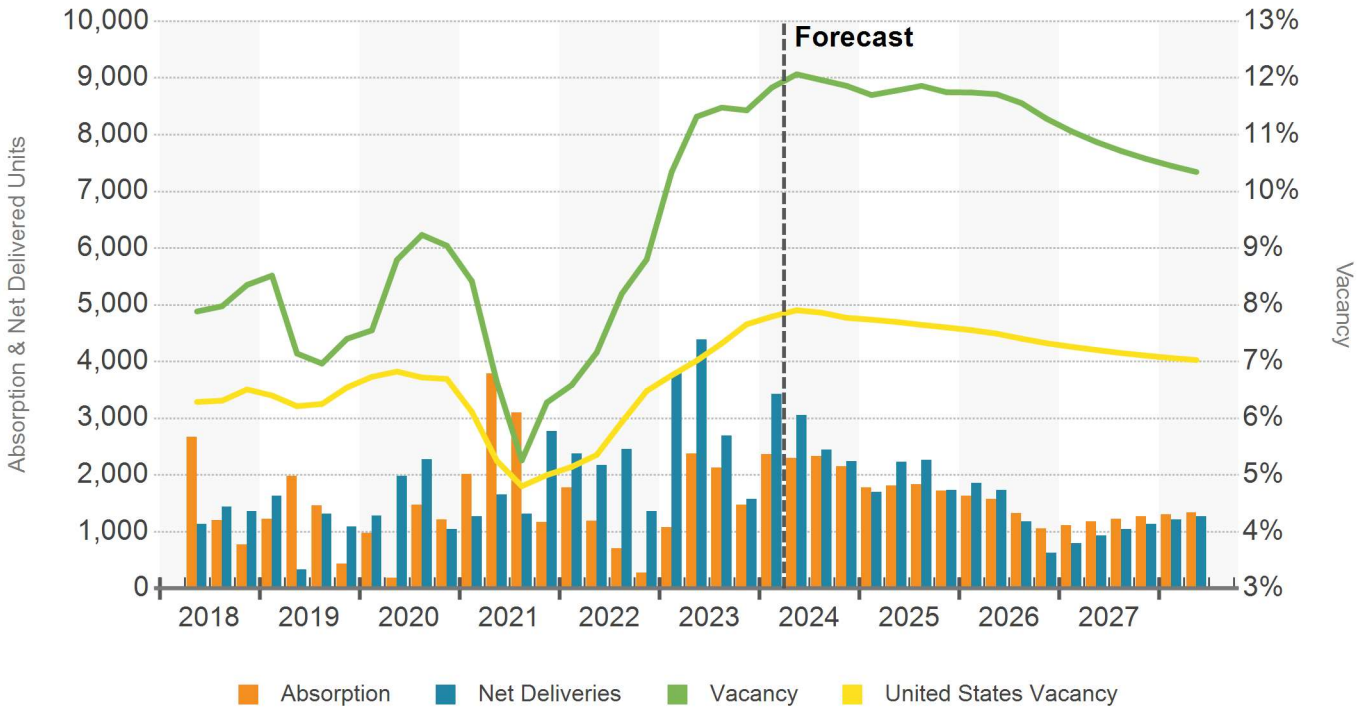
From a demographic and a multifamily perspective, Downtown Nashville remains top of mind for many market participants. Home to sizable offices of Amazon, Asurion, AllianceBernstein, and Oracle, its share of high-paying jobs has increased. At the same time, Downtown Nashville has been one of the fastest-growing multifamily submarkets in recent years, as nearly 45% of its existing inventory has come on line since the beginning of 2020 alone.

There has been a differing performance between Downtown Nashville and the rest of the metropolitan area. Since the beginning of 2020, more than 10,000 units have opened their doors in Downtown Nashville. Not one other submarket has been on the receiving end of at least 6,000 units over that same period. Thus, Downtown's overall vacancy rate, which includes properties in lease-up, has been expanding rapidly. In fact, as of early 2024, the Nashville metro had more than 6,000 units in lease-up for the fourth quarter in a row. Over 2,000 units could be found in Downtown Nashville, with all other submarkets having fewer than 1,500 units. So, it's a tale of two cities in many ways.

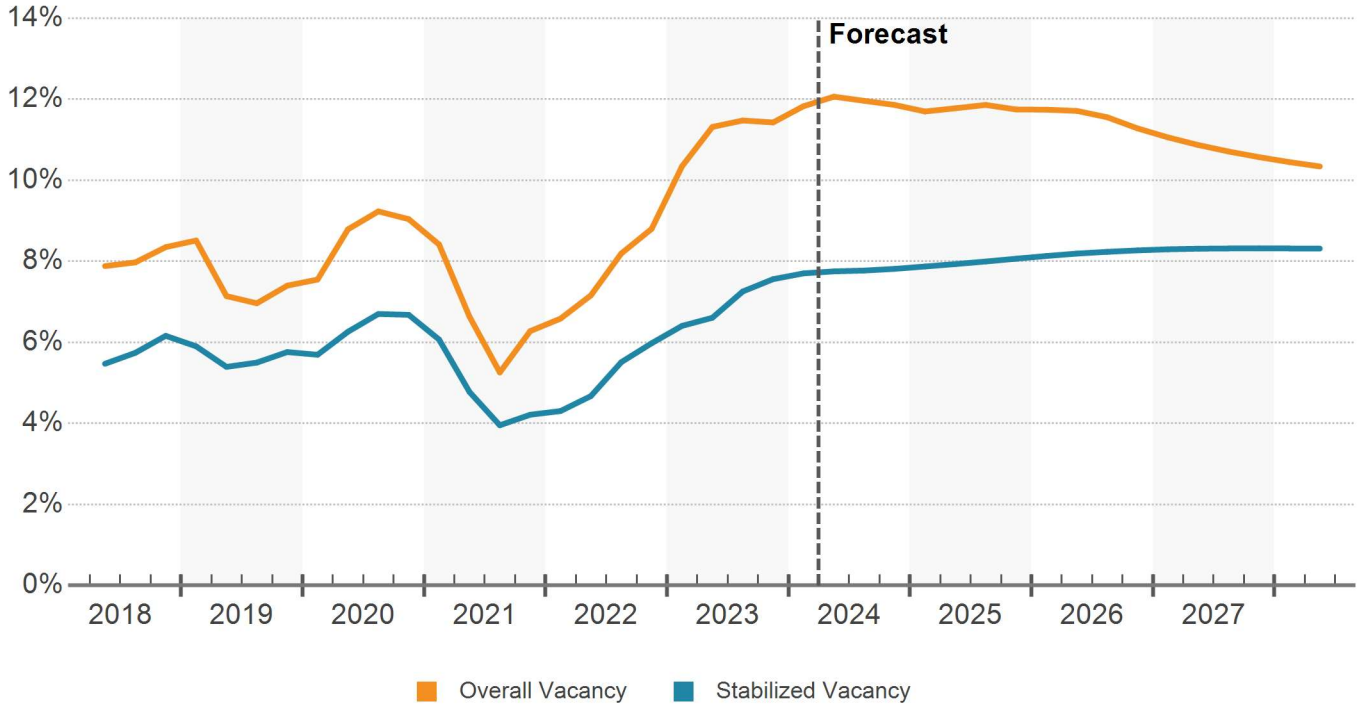
A positive for owners and operators is that Nashville's population continues to grow. According to the Census Bureau, the Nashville metro's population grew by nearly 36,000 individuals between July 2021 and July 2022, the most recently released data set. Although that total fell short of the 63,000-individual growth from 2020 amid the pandemic, it exceeded pre-pandemic norms for Nashville and further exemplified the growth the metro has been experiencing.

Vacancy

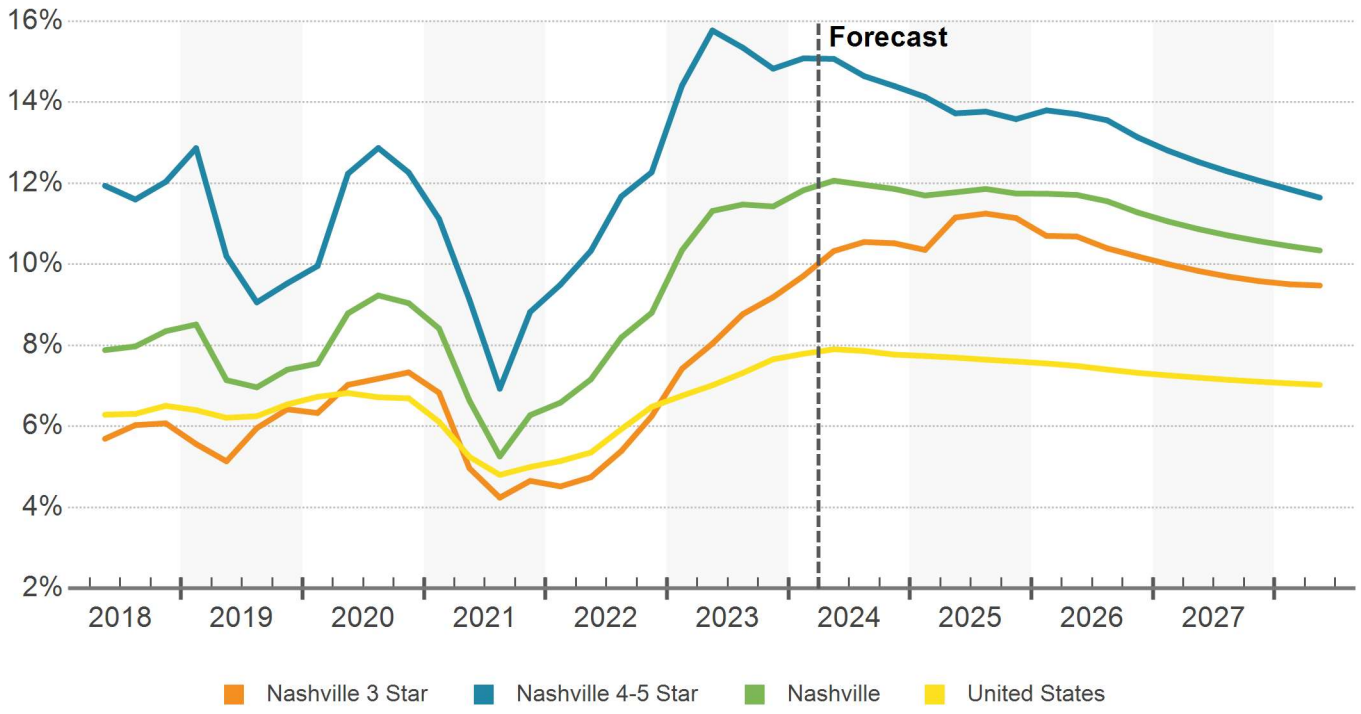
ABSORPTION, NET DELIVERIES & VACANCY



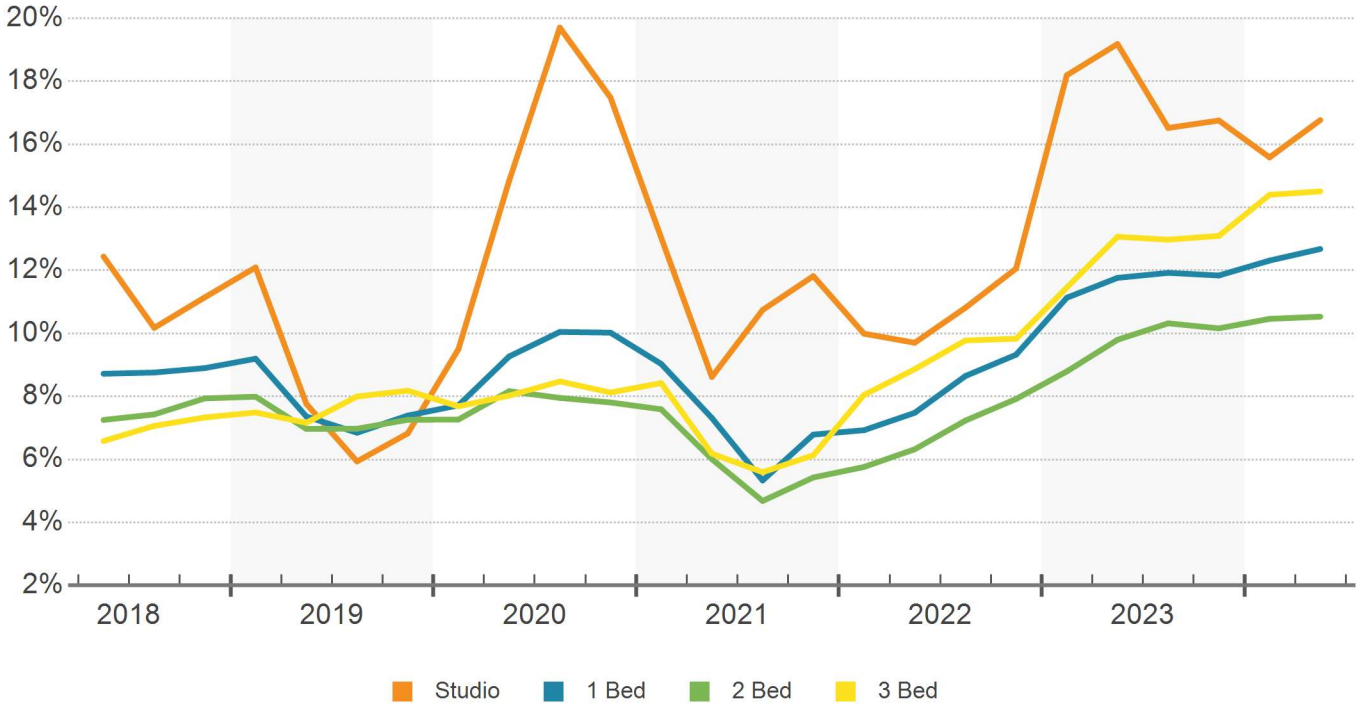
OVERALL & STABILIZED VACANCY



VACANCY RATE



VACANCY BY BEDROOM



Asking rents declined in Nashville in 2023. That was a first for the greater metropolitan area since 2009, as 15-year high vacancies have begun to remove pricing power from property managers.

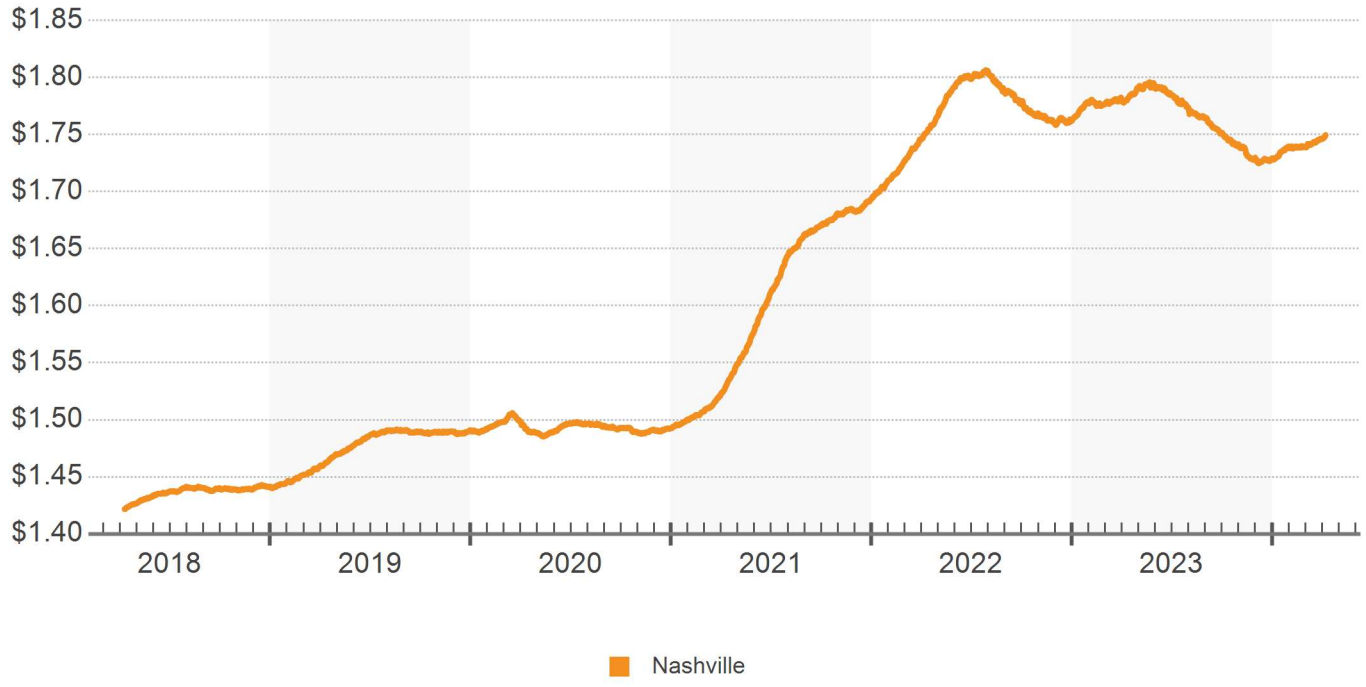
This has been quite a change of pace for Nashville. After all, asking rents grew by more than 13% in 2021 and then by over 4% in 2022. Yet, as the arrival of more than 11,000 units in 2023 provided a long list of options for renters, particularly in places like Downtown Nashville and Southeast Nashville, properties have been faced with dropping rents to entice renters. That was evidenced by the second half of 2023 when asking rents declined by about 3.6%. That marked the most negative two-quarter stretch of rent declines in the past 15 years in Nashville.

Asking rent declines have not been limited to certain geographies within Nashville, as 11 of the metro's 16 submarkets saw asking rents decline in 2023. However, the rates of decline varied widely, with places such as West Nashville and Downtown Nashville each seeing rent decline by at least 4% last year. Furthermore, just one submarket saw asking rents grow by at least 1%, which was Robertson County.

Rising vacancy and levels of competition for renters have also resulted in an uptick in concession offerings throughout Nashville. By the end of 2023, roughly 30% of all communities surveyed offered some concession. While that offering varied from a waived fee to as high as three months of free rent in places like Downtown Nashville, that was the highest percentage registered in the metro since late 2020, amid the second wave of COVID.

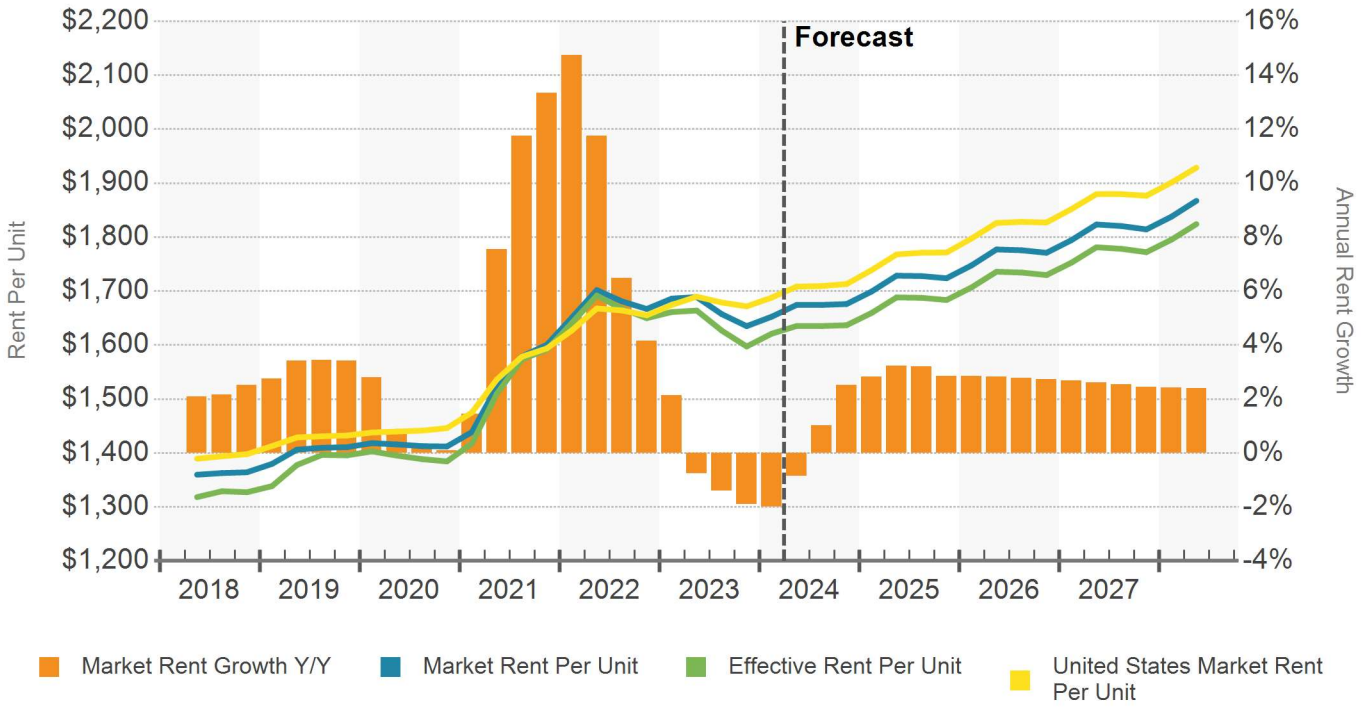
Property managers in Nashville will likely be fighting an uphill battle for several more months. With a glut of units early in lease-up and an additional 9,000 units slated to open their doors in 2024, it may take all of this year to work through the newly delivered units. Thus, asking rents are expected to continue declining at least through the first half of 2024, with minimal gains forecast by the close of the year.

DAILY ASKING RENT PER SF

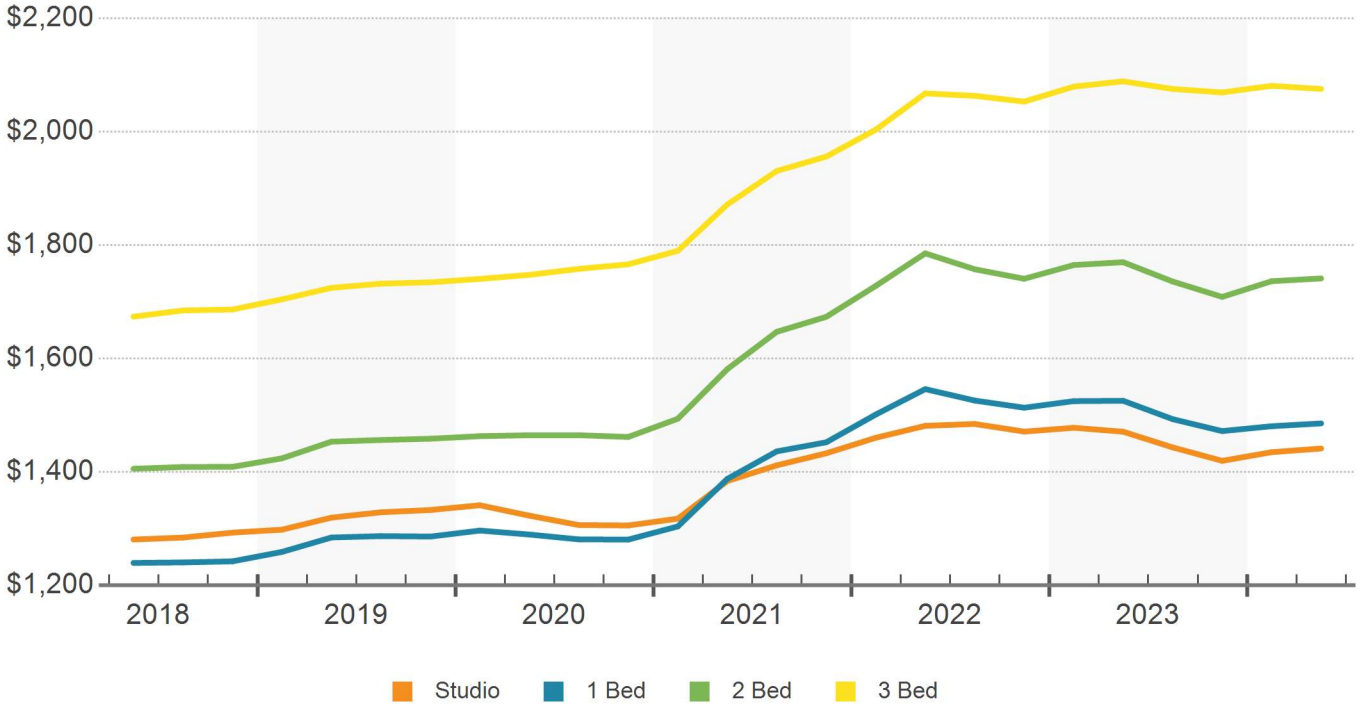


Rent

MARKET RENT PER UNIT & RENT GROWTH



MARKET RENT PER UNIT BY BEDROOM



4 & 5 STAR EXPENSES PER SF (ANNUAL)

	Operating Expenses								Capital Expenditures			
Market / Cluster	Mgmt.	Admin.	Payroll	Water	Utilities	Maint.	Insurance	Taxes	Appliance	Structural	Other	Total
Nashville	$0.51	$0.58	$1.21	$0.49	$1.24	$1.24	$0.28	$1.13	$0.12	$0.21	$0.85	**$7.86**
Bellevue	$0.61	$0.56	$1.15	$0.61	$1.60	$1.61	$0.28	$1.42	$0.19	$0.29	$0.81	**$9.13**
Donelson/Hermitage	$0.50	$0.50	$1.12	$0.56	$0.56	$0.51	$0.27	$0.93	$0.14	$0.22	$0.80	**$6.11**
Downtown Nashville	$0.61	$0.55	$1.40	$0.41	$1.60	$1.61	$0.25	$1.42	$0.12	$0.29	$0.81	**$9.07**
Madison/Rivergate	$0.40	$0.72	$1.20	$0.65	$0.89	$0.87	$0.33	$0.83	$0.10	$0.24	$0.81	**$7.04**
Murfreesboro	$0.33	$0.21	$1.21	$0.52	$0.70	$0.77	$0.26	$0.57	$0.09	$0.03	$1.38	**$6.07**
Outlying Northeast	$0.34	$0.63	$0.91	$0.54	$0.73	$0.69	$0.29	$0.58	$0.08	$0.06	$1.15	**$6**
Outlying West	$0.34	$0.63	$0.91	$0.54	$0.73	$0.69	$0.29	$0.58	$0.08	$0.06	$1.15	**$6**
Robertson County	$0.34	$0.63	$0.91	$0.54	$0.73	$0.69	$0.29	$0.58	$0.08	$0.06	$1.15	**$6**
Smyrna/La Vergne	$0.35	$0.80	$1.18	$0.61	$0.87	$0.84	$0.31	$0.89	$0.10	$0.12	$0.53	**$6.60**
Southeast Nashville	$0.30	$0.62	$1.10	$0.55	$0.79	$0.80	$0.28	$0.86	$0.10	$0.11	$0.54	**$6.05**
Sumner County	$0.39	$0.75	$0.91	$0.54	$0.73	$0.78	$0.29	$0.58	$0.08	$0.06	$1.15	**$6.26**
West End Nashville	$0.61	$0.55	$1.38	$0.43	$1.58	$1.59	$0.28	$1.42	$0.12	$0.29	$0.80	**$9.05**
West Nashville	$0.61	$0.53	$1.15	$0.57	$1.60	$1.61	$0.28	$1.42	$0.28	$0.29	$0.81	**$9.15**
Williamson County	$0.42	$0.68	$0.58	$0.50	$0.68	$0.60	$0.24	$0.61	$0.08	$0.06	$1.13	**$5.58**
Wilson County	$0.34	$0.63	$0.91	$0.54	$0.73	$0.69	$0.29	$0.58	$0.08	$0.06	$1.15	**$6**

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

3 STAR EXPENSES PER SF (ANNUAL)

	Operating Expenses								Capital Expenditures			
Market / Cluster	Mgmt.	Admin.	Payroll	Water	Utilities	Maint.	Insurance	Taxes	Appliance	Structural	Other	Total
Nashville	$0.43	$0.49	$0.93	$0.48	$0.79	$0.81	$0.25	$0.85	$0.07	$0.16	$0.53	**$5.79**
Bellevue	$0.55	$0.56	$0.98	$0.56	$0.95	$0.97	$0.27	$1.22	$0.06	$0.28	$0.41	**$6.81**
Donelson/Hermitage	$0.44	$0.39	$0.98	$0.54	$0.56	$0.44	$0.26	$0.68	$0.09	$0.13	$0.71	**$5.22**
Downtown Nashville	$0.56	$0.51	$0.94	$0.40	$0.89	$0.92	$0.25	$1.16	$0.07	$0.26	$0.33	**$6.29**
Madison/Rivergate	$0.38	$0.68	$1.17	$0.52	$0.73	$0.86	$0.30	$0.59	$0.10	$0.11	$0.48	**$5.92**
Murfreesboro	$0.34	$0.23	$0.70	$0.50	$0.67	$0.66	$0.26	$0.54	$0.08	$0.03	$0.94	**$4.95**
Outlying Northeast	$0.33	$0.59	$0.66	$0.48	$0.67	$0.68	$0.27	$0.55	$0.07	$0.05	$0.81	**$5.16**
Outlying West	$0.33	$0.59	$0.66	$0.48	$0.67	$0.68	$0.27	$0.55	$0.07	$0.05	$0.81	**$5.16**
Robertson County	$0.33	$0.59	$0.66	$0.48	$0.67	$0.68	$0.27	$0.55	$0.07	$0.05	$0.81	**$5.16**
Smyrna/La Vergne	$0.27	$0.45	$1.05	$0.58	$0.82	$0.70	$0.22	$0.74	$0.06	$0.07	$0.50	**$5.46**
Southeast Nashville	$0.27	$0.27	$1.03	$0.55	$0.76	$0.73	$0.22	$0.63	$0.07	$0.09	$0.70	**$5.32**
Sumner County	$0.36	$0.70	$0.70	$0.38	$0.49	$0.74	$0.27	$0.31	$0.07	$0.06	$0.82	**$4.90**
West End Nashville	$0.56	$0.53	$0.96	$0.42	$0.91	$0.94	$0.25	$1.18	$0.07	$0.27	$0.34	**$6.43**
West Nashville	$0.49	$0.50	$0.92	$0.47	$0.70	$0.83	$0.22	$1.02	$0.06	$0.21	$0.32	**$5.74**
Williamson County	$0.38	$0.65	$0.56	$0.48	$0.67	$0.57	$0.23	$0.59	$0.07	$0.05	$0.84	**$5.09**
Wilson County	$0.33	$0.59	$0.66	$0.48	$0.67	$0.68	$0.27	$0.55	$0.07	$0.05	$0.81	**$5.16**

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

1 & 2 STAR EXPENSES PER SF (ANNUAL)

	Operating Expenses								Capital Expenditures			
Market / Cluster	Mgmt.	Admin.	Payroll	Water	Utilities	Maint.	Insurance	Taxes	Appliance	Structural	Other	Total
Nashville	$0.38	$0.35	$0.84	$0.43	$0.67	$0.73	$0.23	$0.70	$0.07	$0.08	$0.46	**$4.94**
Bellevue	$0.46	$0.22	$0.74	$0.52	$0.81	$0.79	$0.26	$0.85	$0.05	$0.09	$0.31	**$5.10**
Donelson/Hermitage	$0.42	$0.32	$0.90	$0.37	$0.53	$0.45	$0.22	$0.61	$0.07	$0.09	$0.60	**$4.58**
Downtown Nashville	$0.45	$0.23	$0.90	$0.33	$0.74	$0.78	$0.22	$0.87	$0.06	$0.11	$0.31	**$5**
Madison/Rivergate	$0.34	$0.55	$0.91	$0.50	$0.66	$0.74	$0.30	$0.53	$0.09	$0.08	$0.46	**$5.16**
Murfreesboro	$0.27	$0.12	$0.75	$0.52	$0.67	$0.67	$0.20	$0.52	$0.09	$0.03	$0.88	**$4.72**
Outlying Northeast	$0.32	$0.56	$0.64	$0.47	$0.65	$0.66	$0.26	$0.53	$0.07	$0.05	$0.79	**$5**
Outlying West	$0.31	$0.55	$0.63	$0.46	$0.64	$0.65	$0.26	$0.52	$0.07	$0.04	$0.77	**$4.90**
Robertson County	$0.31	$0.55	$0.63	$0.46	$0.64	$0.65	$0.26	$0.52	$0.07	$0.04	$0.77	**$4.90**
Smyrna/La Vergne	$0.26	$0.43	$0.79	$0.51	$0.66	$0.68	$0.21	$0.61	$0.06	$0.07	$0.48	**$4.76**
Southeast Nashville	$0.28	$0.27	$0.84	$0.48	$0.70	$0.68	$0.21	$0.58	$0.06	$0.08	$0.60	**$4.78**
Sumner County	$0.35	$0.56	$0.62	$0.31	$0.41	$0.71	$0.26	$0.26	$0.07	$0.05	$0.79	**$4.39**
West End Nashville	$0.44	$0.21	$0.89	$0.35	$0.71	$0.76	$0.22	$0.86	$0.06	$0.10	$0.31	**$4.91**
West Nashville	$0.41	$0.39	$0.89	$0.44	$0.56	$0.80	$0.19	$0.80	$0.05	$0.09	$0.31	**$4.93**
Williamson County	$0.37	$0.61	$0.55	$0.47	$0.66	$0.56	$0.23	$0.57	$0.07	$0.05	$0.80	**$4.94**
Wilson County	$0.31	$0.56	$0.63	$0.46	$0.64	$0.66	$0.26	$0.53	$0.07	$0.04	$0.78	**$4.94**

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

Multifamily development has soared to new heights in Nashville. Among the 50 largest markets throughout the country, Nashville has the fourth-largest percentage of units underway compared to its existing inventory. At 11.4%, that exceeds the national average of 4.6% by a wide margin but trails markets such as Miami, Charlotte, and Austin, which all boasted a greater-than-13% rate as of the first quarter of 2024.

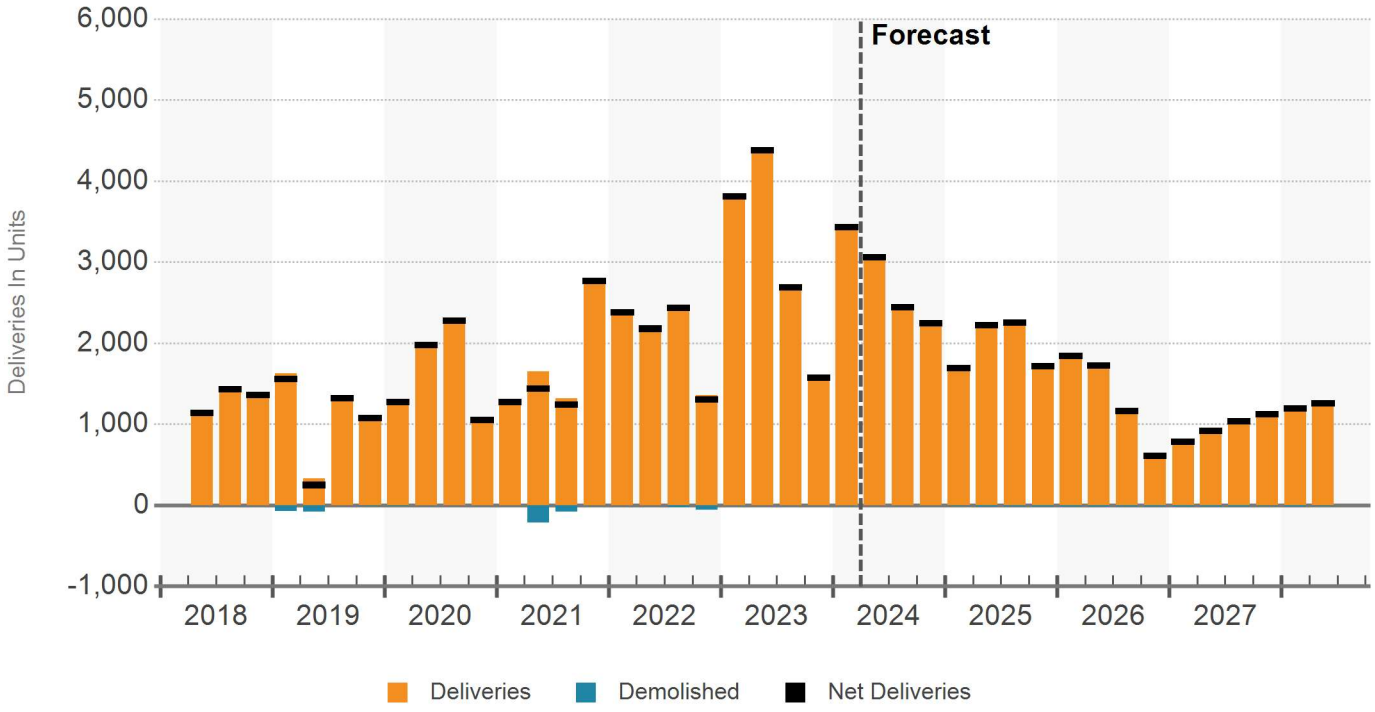
On a nominal basis, the Nashville metro has about 19,000 units under construction. That total has been falling, though as construction starts have been slimming. Given that the cost to borrow capital has essentially doubled over the past year and a half, fewer projects have been breaking ground. In turn, roughly 4,500 units got underway in Nashville in 2023. That marked the lowest annual total to break ground in Nashville since 2012, significantly less than the 15,000 units in 2022. While that slowing will not be felt for several quarters, as it will take two to three years for the current pipeline to empty out, the impact of such a slowing may start to play out by 2026.

Downtown Nashville has been one of the most actively developed submarkets throughout the country in recent years. Still, it ranks as one of the top submarkets in the country regarding units underway. Nearly 45% of Downtown Nashville's existing inventory has opened its doors since the beginning of 2020 alone. Yet, the breakneck pace of supply additions has shown signs of slowing as well. After all, just 400 units broke ground in Downtown Nashville in 2023. That paled in comparison to the greater-than-7,000 units that broke ground in 2022.

Despite the slowing of groundbreakings in Nashville's core, Downtown Nashville has been the far and away leader in units delivered since the beginning of 2023. By the end of the year, more than 4,400 units opened their doors. That total was headlined by Southeastern Real Estate Group's 467-unit Soundwater, Albion Residential's 415-unit Albion in the Gulch, and Mill Creek Residential's 400-unit Modera Germantown Phase I. Each property opened its doors during the spring and summer leasing seasons and, as of early 2024, was advertising anywhere from two to three months of free rent on new leases.

While Downtown Nashville typically garners all of the headlines regarding the wave of supply that has inundated the greater Nashville area in recent years, Southeast Nashville has been growing at a rapid clip in its own right. Roughly 5,300 units have come on line in Southeast Nashville since the beginning of 2020, easily the second-highest total of any submarket throughout Nashville. Most recently, deliveries in that part of the metro have been clustered in and around Antioch, with local and national developers adding to their portfolios. Namely, 2nd Wave Development completed its 362-unit Maxwell Apartments this summer, and Oxford Properties completed its 332-unit Mainstead Century Farms.

DELIVERIES & DEMOLITIONS

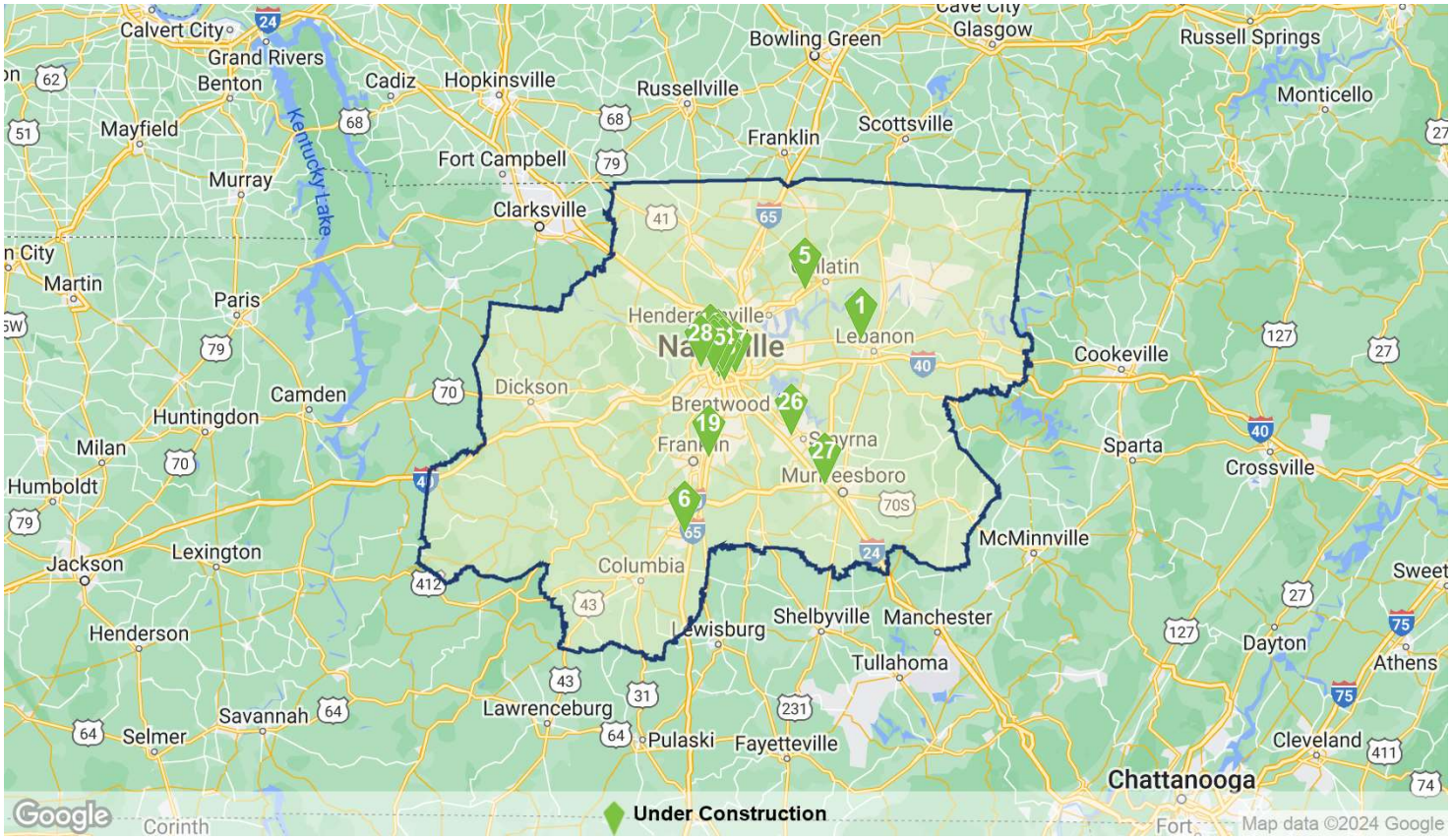


Under Construction Properties

Nashville Multi-Family

Properties	Units	Percent of Inventory	Avg. No. Units
69	19,166	11.4%	278

UNDER CONSTRUCTION PROPERTIES



UNDER CONSTRUCTION

	Property Name/Address	Rating	Units	Stories	Start	Complete	Developer/Owner
1	**Cedar Farm Village** 409 Carver Ln	★★★★☆	732	3	Sep 2023	Sep 2024	- Valor Residential Group
2	**The Everett and The Em…** 119 10th Ave N	★★★★☆	650	35	Mar 2021	Nov 2024	Southwest Value Partners StreetLights Residential
3	**The Everett and The Em…** 1001 Church St	★★★★★	650	36	May 2023	Jul 2026	Lincoln Property Company Southwest Value Partners
4	**Neuhoff District Apartme…** 1315 Adams St	★★★★☆	542	9	Feb 2022	Oct 2024	New City Properties New City Properties
5	**Chartwell Commons at G…** 300 Harris Ln	★★★★☆	528	3	Apr 2023	May 2025	Chartwell Holdings G43 Properties Llc
6	**Hathaway at Kingsley Pl…** 1000 Hathaway Blvd	★★★☆☆	516	3	Jan 2023	May 2024	- -
7	**Society Nashville** 915 Division St	★★★★☆	471	16	Sep 2022	Feb 2025	Property Markets Group, Inc. Property Markets Group, Inc.

Under Construction Properties

UNDER CONSTRUCTION

	Property Name/Address	Rating	Units	Stories	Start	Complete	Developer/Owner
8	**The Reservoir** 809 Edgehill Ave	★★★★☆	445	4	Jan 2024	Jan 2026	SLI Capital SLI Capital
9	**Modera SoBro Phase II** 825 6th Ave S	★★★☆☆	404	11	Dec 2023	Jun 2025	- Mill Creek Residential
10	**Modera Riverview** 1410 Adams St	★★★★☆	400	6	Aug 2022	Jun 2024	- Mill Creek Residential
11	**Chartwell at Marathon** 801 12th Ave N	★★★☆☆	398	6	Jun 2022	May 2024	Franklin Construction Group Schaedle, John B
12	**Modera McGavock** 1212 McGavock St	★★★★★	396	29	Sep 2022	May 2024	- Mill Creek Residential
13	**Gulch Apartment Tower** 125 11th Ave N	★★★★☆	393	30	Jun 2021	May 2024	- Tidal Real Estate Partners
14	**The Residences at The F…** 622 Merritt Ave	★★★★☆	383	6	Jul 2021	May 2024	C.B. Ragland Company Hines
15	**19th & Church** 1815 Church St	★★★★☆	383	16	Nov 2022	Sep 2024	Ascend Real Estate Group Landmark Realty & Development,…
16	**The Chartwell at Watkins** 550 Great Circle Rd	★★★★☆	377	5	Aug 2022	May 2024	Chartwell Hospitality EJF Capital LLC
17	**Alta City Side** 1301 Lebanon Pike	★★★★☆	368	3	Dec 2022	Jun 2024	Wood Partners Wood Partners
18	**The Starling** 820 4th Ave N	★★★★☆	363	7	Sep 2022	May 2024	Portman Holdings Portman Holdings
19	**Aureum** 5091 Carothers Pky	★★★★☆	355	12	Aug 2023	Feb 2025	SouthStar -
20	**Prime** 801 Church St	★★★★☆	350	39	May 2022	Aug 2024	Giarratana Development Giarratana Development
21	**Emblem Park** 1414 4th Ave S	★★★★☆	346	4	May 2022	Jul 2024	SomeraRoad Holdings, LLC SomeraRoad Holdings, LLC
22	**1301 Herman** 1301 Herman St	★★★★☆	345	7	Jun 2023	Jun 2026	CRG Leftbank Holdings
23	**445 Park Commons** 445 Benton Ave	★★★☆☆	335	6	Jan 2023	Jul 2024	- Market Street
24	**Peabody Union Apartme…** 30 Peabody St	★★★★★	330	27	May 2022	Oct 2024	Stiles Retail Group Metropolitan Development and H…
25	**1805 Church St**	★★★☆☆	330	15	Sep 2022	Sep 2024	- Ascend Real Estate Group
26	**Vintage Stonetrace** 4000 White Birch Ave	★★★★☆	325	4	Aug 2022	May 2024	TDK Development, LLC Smyrna Land Holdings Llc
27	**Clari Park** 2685 Wilkinson Pike	★★★★☆	320	4	Jul 2023	Apr 2025	- Goodworks Unlimited LLC
28	**Livano Nations** 4000 Dr Walter S Davis Blvd	★★★★☆	319	5	Jan 2023	Dec 2024	LIV Development LIV Development

Over the past year and a half, rising interest rates have significantly impacted transactional activity within Nashville's multifamily market. The cost to borrow capital has essentially doubled over that period, making it more difficult for investors to pencil deals. As a result, four-quarter trailing transactional activity at the end of 2023 came in about 37% below pre-pandemic norms in Nashville. Furthermore, given that sales activity soared to all-time highs in 2022, activity dropped by about 63% year over year.

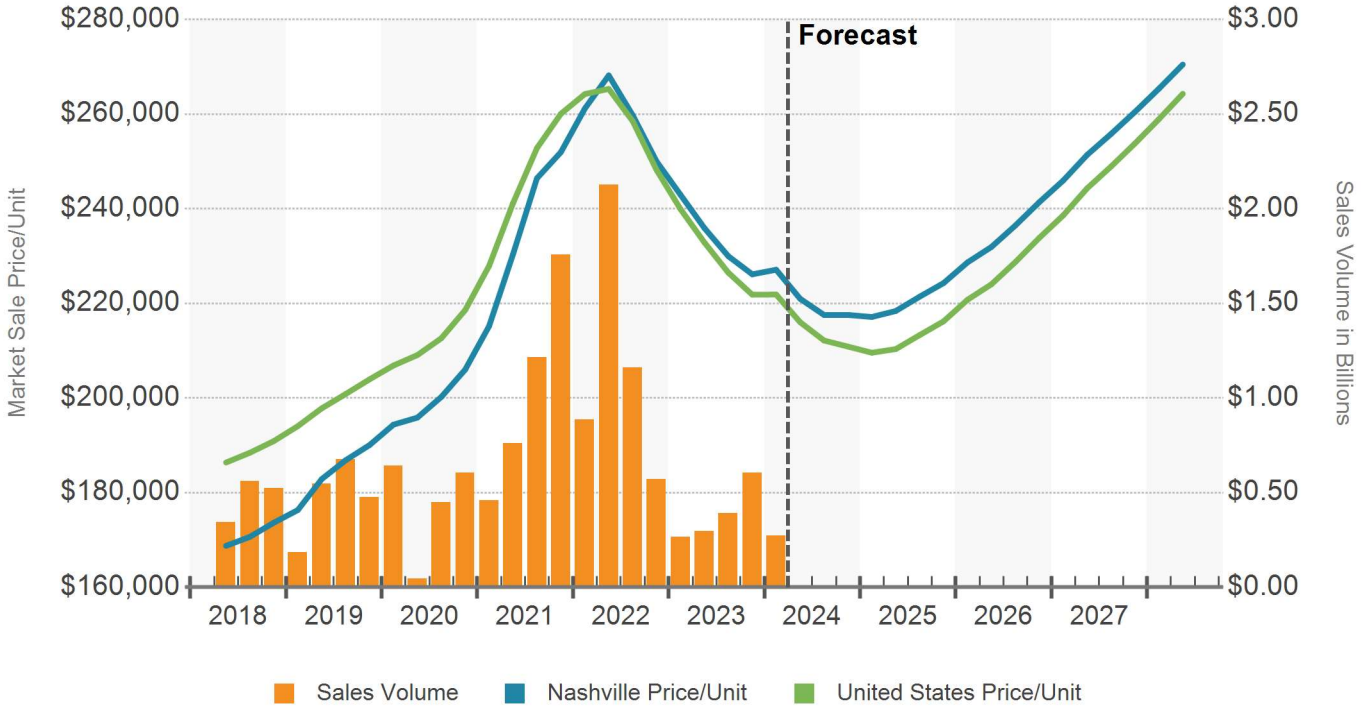
From a volume perspective, Nashville's pre-pandemic four-quarter trailing average was about $1.4 billion in sales. That level rose to as high as $6 billion in mid-2022 but has since come back down to about $1.4 billion at the close of 2023. So, investment activity has been declining, but recent activity has been quite normal by Nashville's standards, and pricing is still elevated relative to the pre-pandemic years.

While there is a likelihood that pricing has peaked, newly built assets in Nashville's urban core are still trading for $300,000/unit or more. In Germantown, Weinstein Properties of Virginia purchased the 342-unit community known as Bexley Stockyards in November 2023 for $114.5 million ($335,000/unit). The 2020-built community was sold by ShopCore Properties, an affiliate of Blackstone, and occupancy at the time of sale was 96.5%. ShopCore had initially acquired the complex in late 2020 for $105 million ($307,020/unit). For Weinstein Properties, this marked the firm's fifth multifamily acquisition in Nashville since the beginning of 2020. The firm has purchased five communities totaling 1,257 units for $401.5 million.

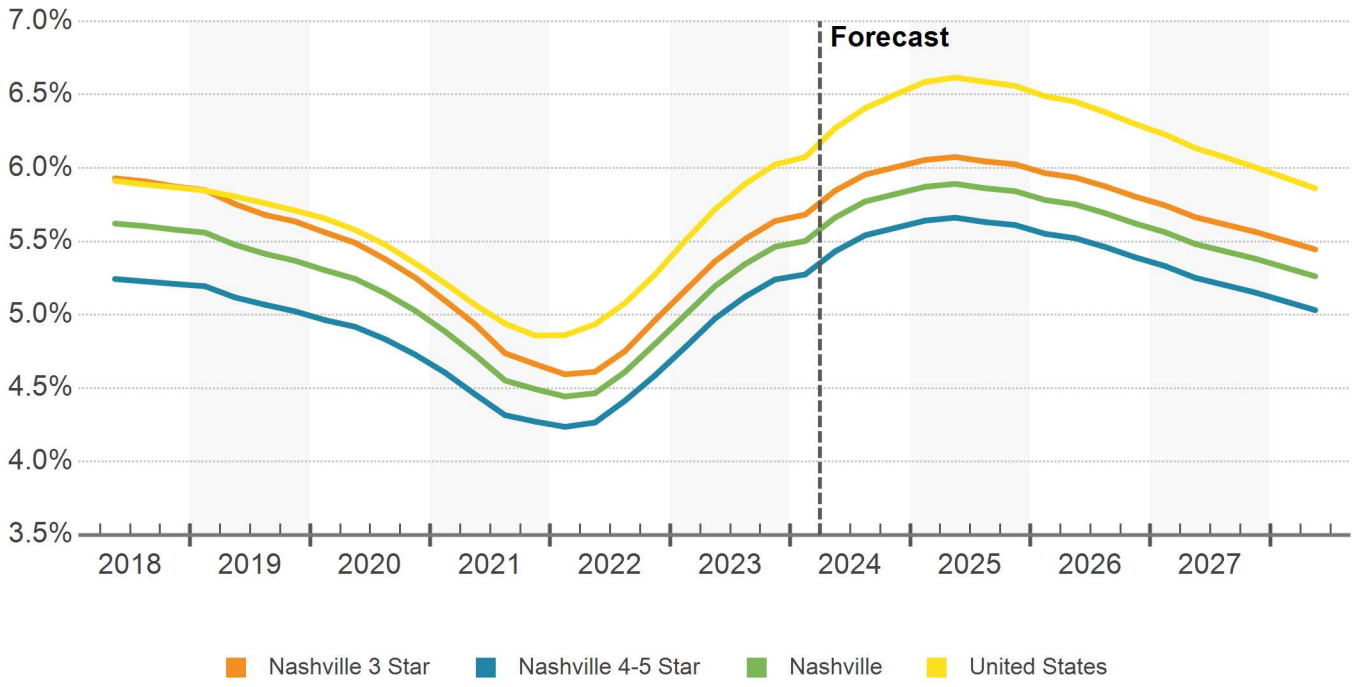
Blackstone has been an active seller in Nashville of late. In 2023 alone, it sold four communities totaling 1,016 units spanning Murfreesboro to Hendersonville. While that still leaves its local holdings at more than 1,400 units, that total has dropped by about 40% compared to the end of 2022.

High-priced deals have not just been limited to urban neighborhoods, either. In October 2023, Boston-based TA Realty purchased a two-property portfolio with assets in Nashville and Cary, North Carolina. The Nashville asset was NOVEL Harpeth Heights, a 2023-built community in Bellevue that features 322 units. Crescent Communities sold the portfolio for $204.6 million, and NOVEL Harpeth Heights was valued at $99.3 million ($308,500/unit). The property had opened its doors in April 2023 and was still in lease-up at the time of sale, with occupancy at about 31% by the time the deal closed.

SALES VOLUME & MARKET SALE PRICE PER UNIT



MARKET CAP RATE

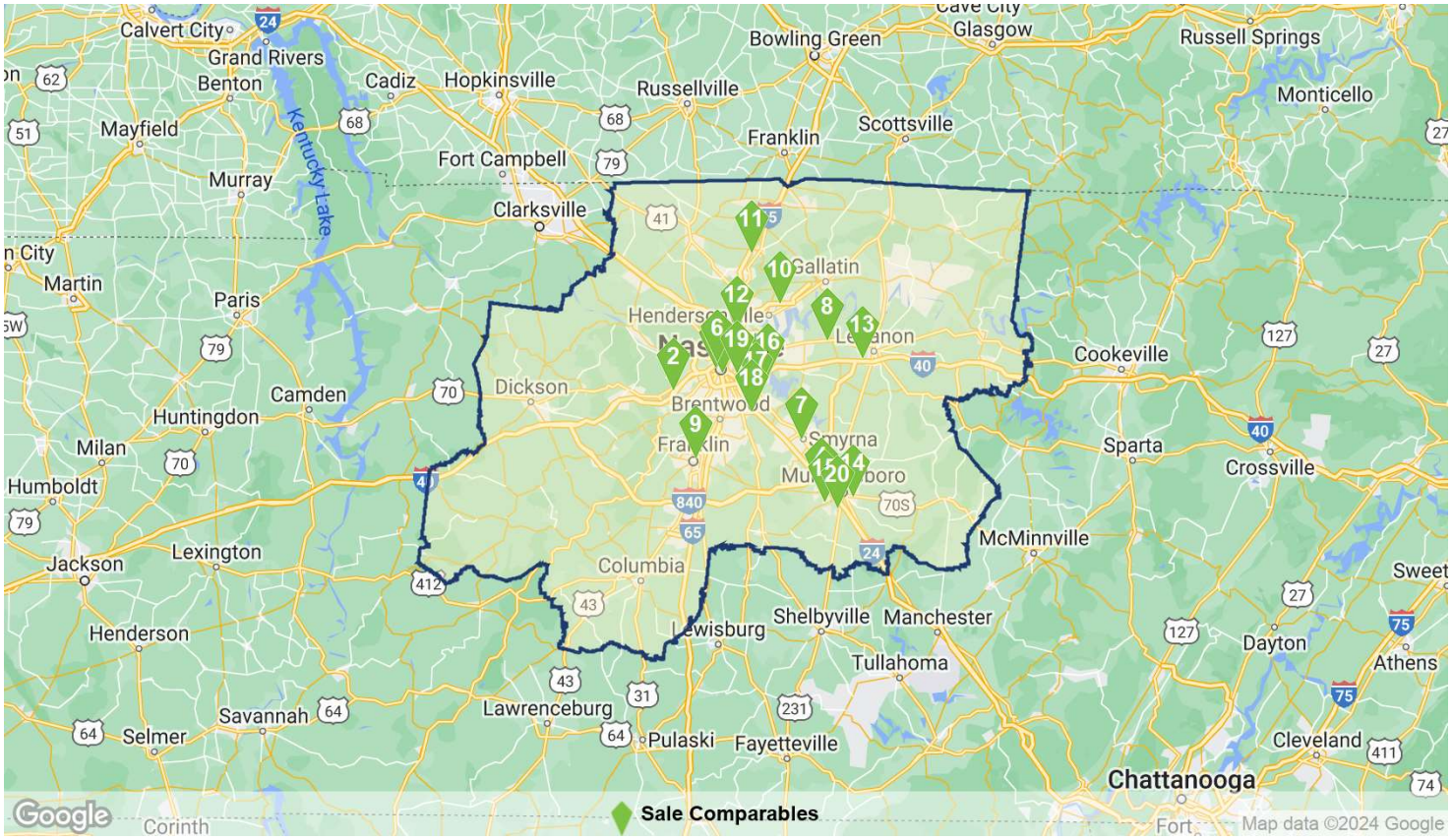


Sales Past 12 Months

Nashville Multi-Family

Sale Comparables	Avg. Price/Unit (thous.)	Average Price (mil.)	Average Vacancy at Sale
54	$212	$29.3	11.6%

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	$800,000	$29,337,595	$20,750,000	$114,570,000
Price/Unit	$48,000	$211,694	$166,666	$750,000
Cap Rate	5.0%	5.8%	5.5%	7.1%
Vacancy Rate At Sale	0%	11.6%	5.2%	59.3%
Time Since Sale in Months	0.6	6.1	6.2	11.6
Property Attributes	**Low**	**Average**	**Median**	**High**
Property Size in Units	5	138	106	354
Number of Floors	1	2	2	8
Average Unit SF	317	1,002	963	2,000
Year Built	1900	1987	1987	2023
Star Rating	★☆☆☆☆	★★☆☆☆ 2.9	★★★☆☆	★★★★☆

Sales Past 12 Months

RECENT SIGNIFICANT SALES

		Property Information				Sale Information			
	Property Name/Address	Rating	Yr Built	Units	Vacancy	Sale Date	Price	Price/Unit	Price/SF
1	Bexley Stockyards 222 Stockyard St	★★★★☆	2020	342	5.9%	11/29/2023	$114,570,000	$335,000	$327
2	NOVEL Harpeth Heights 615 Old Hickory Blvd	★★★★☆	2023	322	59.3%	10/6/2023	$99,337,000	$308,500	$291
3	The Guthrie North Gulch 600 11th Ave N	★★★★☆	2018	271	3.7%	6/27/2023	$96,500,000	$356,088	$336
4	Preston at Hillwood 210 Hillwood Blvd	★★★★☆	2010	354	4.5%	7/27/2023	$83,500,000	$235,875	$197
5	Broadstone SoBro 800 4th Ave S	★★★★☆	2022	226	12.0%	9/28/2023	$78,500,000	$347,345	$323
6	Peyton Stakes 1401 3rd Ave N	★★★★☆	2016	249	2.4%	12/19/2023	$78,000,000	$313,253	$292
7	101 Depot 101 S Lowry St	★★★★☆	2022	308	16.9%	11/29/2023	$78,000,000	$253,246	$269
8	Provenza at Park Place 100 Township Blvd	★★★★☆	2022	290	4.8%	9/15/2023	$77,000,000	$265,517	$299
9	The Everly at Historic Franklin 413 Brick Path Ln	★★★★☆	2013	218	5.1%	3/21/2024	$66,500,000	$305,045	$314
10	Cantare at Indian Lake Village 120 Cinema Dr	★★★★☆	2013	206	5.3%	8/14/2023	$57,065,000	$277,014	$265
11	The Standard at White House… 126 Madeline Way	★★★☆☆	2015	240	1.7%	12/13/2023	$50,600,000	$210,833	$195
12	Hickory Chase Apartments 600 Heritage Dr	★★★☆☆	1973	349	6.9%	10/30/2023	$49,557,500	$141,998	$142
13	The Fitzroy at Lebanon Mark… 100 Aviation Way	★★★★☆	2021	240	10.4%	2/12/2024	$49,500,000	$206,250	$281
14	Landmark Apartments 2827 S Rutherford Blvd	★★★★☆	2001	264	7.6%	11/27/2023	$45,100,000	$170,833	$208
15	Easton Place 1709 Cason Ln	★★★★☆	2019	184	6.5%	9/20/2023	$40,000,000	$217,391	$217
16	Priest Lake 3555 Bell Rd	★★★☆☆	1984	300	45.7%	3/6/2024	$37,366,190	$124,553	$133
17	Newport Apartments 1901 Murfreesboro Pike	★★★☆☆	1986	235	27.7%	3/6/2024	$35,558,153	$151,311	$95
18	Timberlake Village Apartments 325 Blue Lake Cir	★★★☆☆	1986	252	9.9%	2/28/2024	$34,250,000	$135,912	$162
19	City Side Flats 1441 Lebanon Pike	★★★☆☆	1973	201	8.0%	3/6/2024	$29,418,233	$146,359	$159
20	Summerlake 207 National Dr	★★★☆☆	1988	176	3.4%	6/30/2023	$28,050,000	$159,375	$183

Nashville's economy continues to grow, and according to preliminary data from the first quarter of 2024, the metro's total nonfarm payroll employment figure was more than 95,000 jobs above its level from February 2020.

The city's Metropolitan Statistical Area, which includes 14 counties, added just over 31,000 residents in 2023 from the prior year. This marks the second consecutive year that Tennessee's capital has added more than 30,000 residents; the population increased by 37,000 in 2022. With 2.1 million people, it sits below Indianapolis and Indiana but above San Jose, California, among other MSAs.

Since 2020, Nashville has added nearly 81,000 people, an increase of 4%. This growth has made Nashville the eighth fastest-growing MSA with at least 2 million people, on par with Phoenix and just behind Houston. According to the data, Nashville was one of just four cities among the top 10 in growth that was not in Texas or Florida.

This pace of population growth is familiar to Nashville. From 2010 to 2019, the MSA averaged nearly 32,000 new residents per year, increasing the area's population by almost 2% annually.

In addition, the MSA boasts a tight employment market. As of January, Nashville's unemployment rate was 2.8%, the seventh straight month below 3%. This comes as the MSA's labor force and the number of people employed hover near record levels.

Apartment developers have taken notice of the area's population growth. Of the 165,000 apartment units in the market, 47% have been built since 2010. During that time, the city's population increased by more than 400,000.

This growth has caught the attention of major corporations such as Amazon, Oracle, AllianceBernstein and Capgemini, which are at various stages of adding new jobs in Nashville.

The industrial market also has helped attract new residents thanks to a growing auto sector. General Motors, Nissan, Mitsubishi, and Bridgestone Americas operate sizable offices in the city, while GM and Nissan also have major manufacturing facilities here.

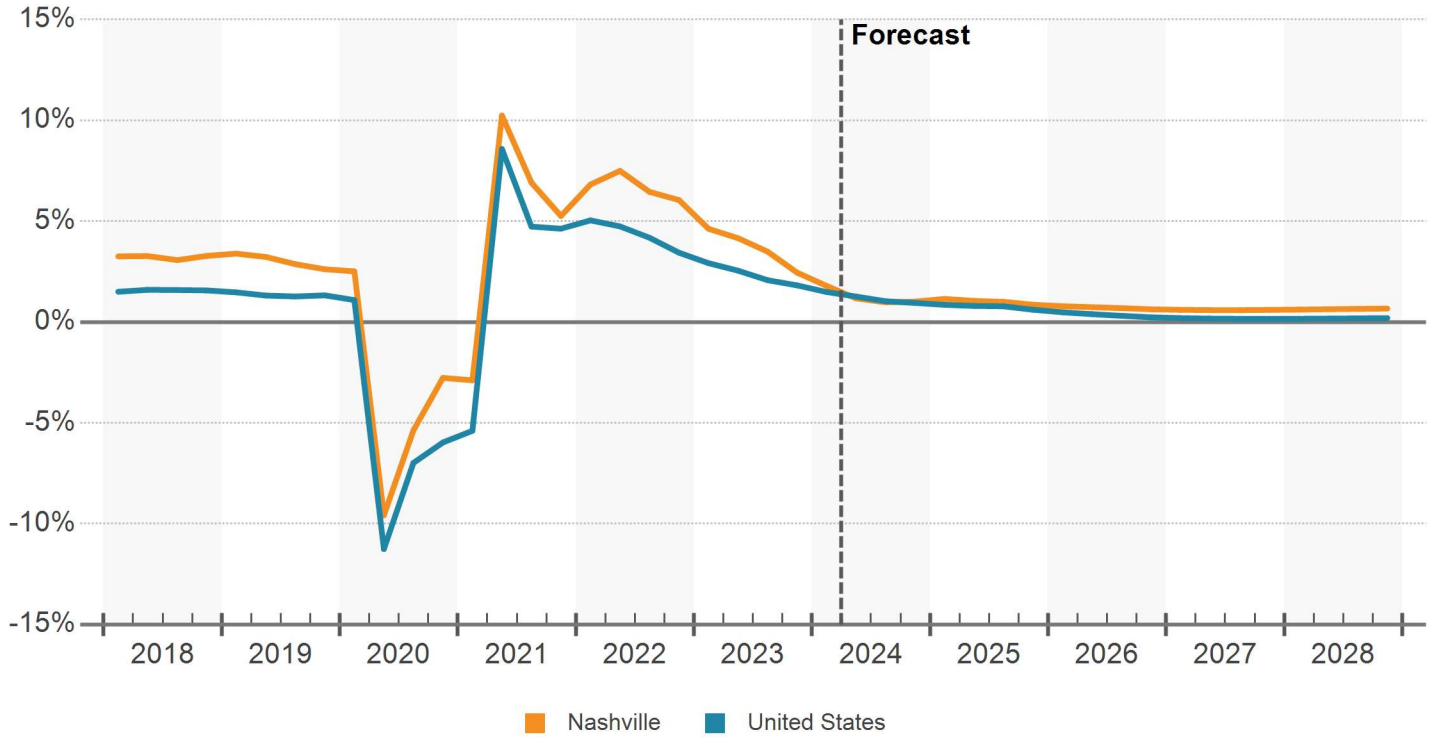
Nashville contains multiple major universities, including Vanderbilt University, Belmont University, Tennessee State University, and Middle Tennessee State University. These schools have a collective enrollment of about 50,000 students. Many companies choose to locate high-value operations in Nashville, thanks to the large base of highly educated graduates from these universities. As a result, many college students are now deciding to stay in Nashville to begin their careers after graduation.

NASHVILLE EMPLOYMENT BY INDUSTRY IN THOUSANDS

	CURRENT JOBS		CURRENT GROWTH		10 YR HISTORICAL		5 YR FORECAST	
Industry	**Jobs**	**LQ**	**Market**	**US**	**Market**	**US**	**Market**	**US**
Manufacturing	89	0.9	1.86%	0.04%	1.46%	0.70%	-0.04%	0.13%
Trade, Transportation and Utilities	229	1.1	0.46%	0.07%	3.00%	1.04%	0.57%	0.14%
Retail Trade	104	0.9	0.27%	-0.16%	1.27%	0.19%	0.44%	0.13%
Financial Activities	78	1.2	2.16%	0.58%	3.52%	1.45%	0.56%	0.18%
Government	124	0.7	2.03%	2.37%	1.29%	0.55%	0.65%	0.33%
Natural Resources, Mining and Construction	59	0.9	-1.42%	2.19%	5.60%	2.37%	0.80%	0.25%
Education and Health Services	175	0.9	3.84%	3.39%	2.63%	1.98%	1.07%	0.64%
Professional and Business Services	208	1.2	2.77%	0.72%	4.60%	1.98%	1.04%	0.48%
Information	33	1.5	1.01%	-1.78%	4.99%	1.10%	0.40%	0.22%
Leisure and Hospitality	130	1.0	0.25%	2.56%	3.35%	1.52%	1.13%	0.70%
Other Services	48	1.1	2.55%	1.50%	2.64%	0.66%	0.61%	0.27%
Total Employment	**1,174**	**1.0**	**1.72%**	**1.46%**	**3.10%**	**1.35%**	**0.76%**	**0.37%**

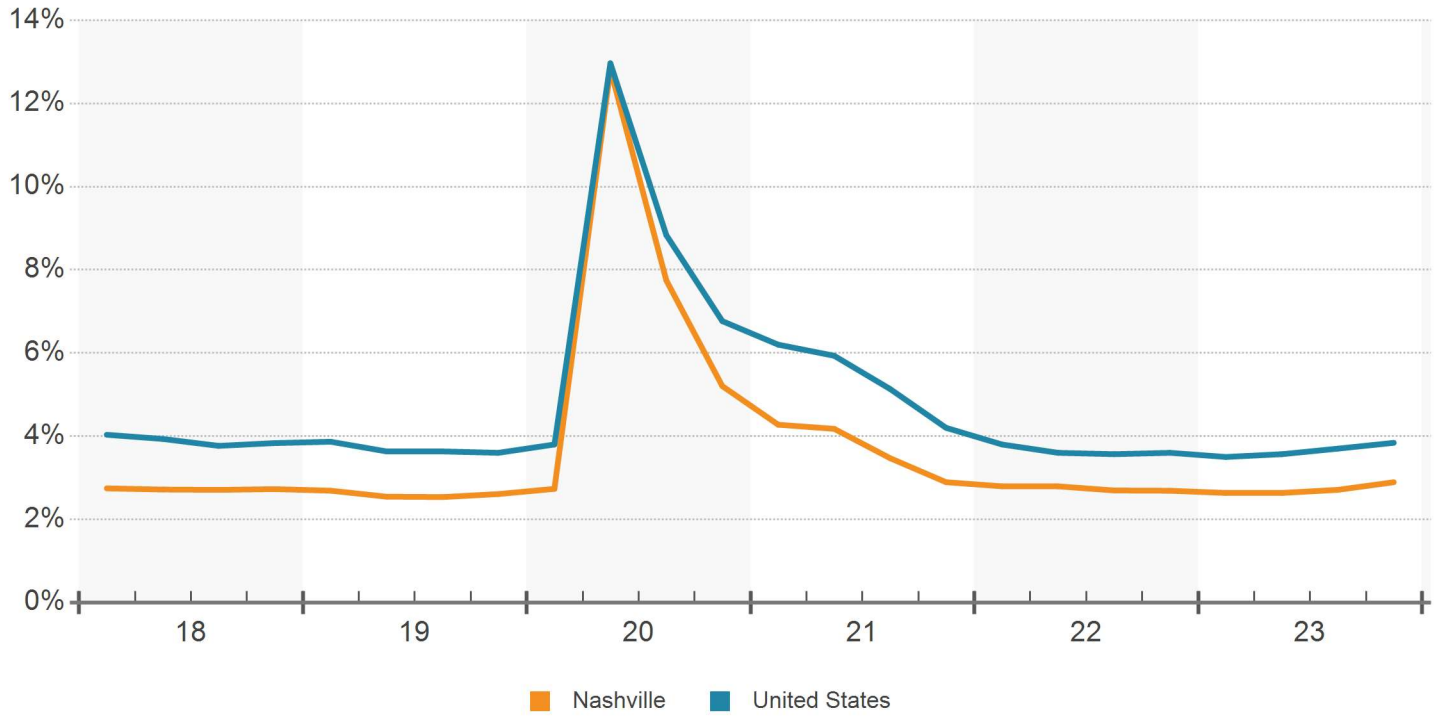
Source: Oxford Economics
LQ = Location Quotient

JOB GROWTH (YOY)

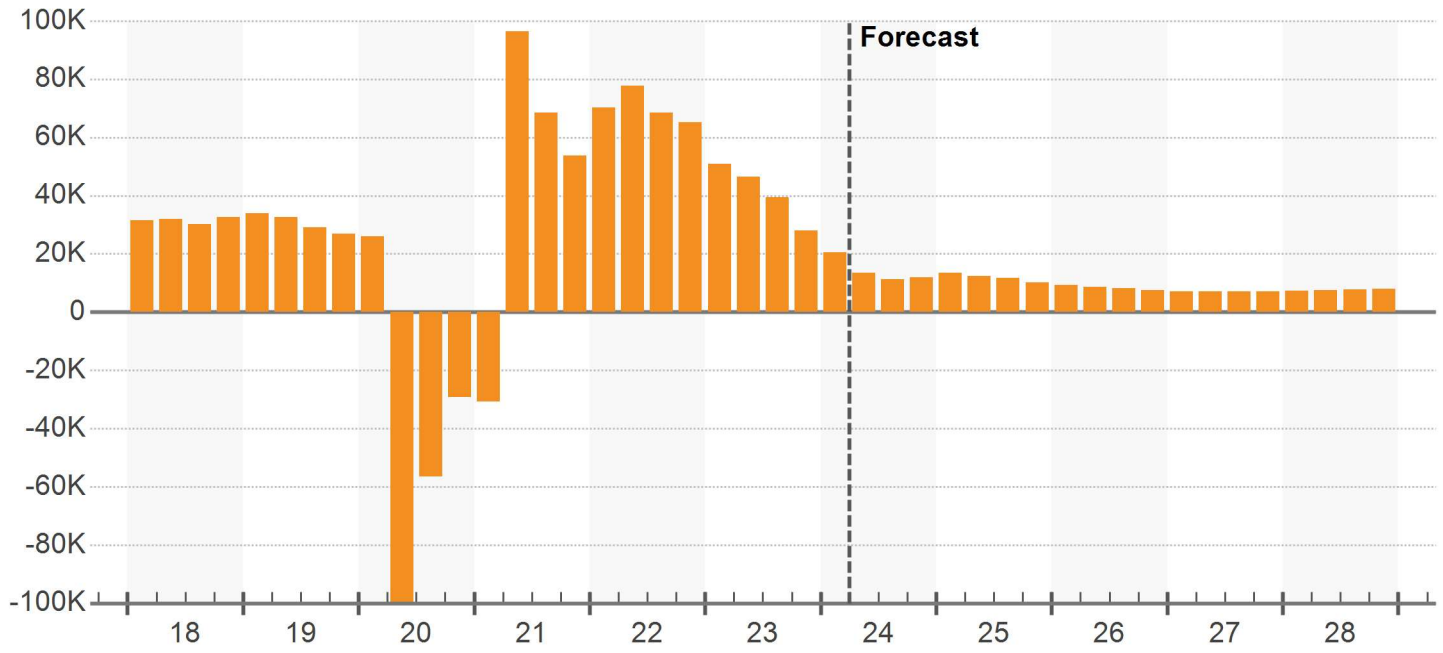


Source: Oxford Economics

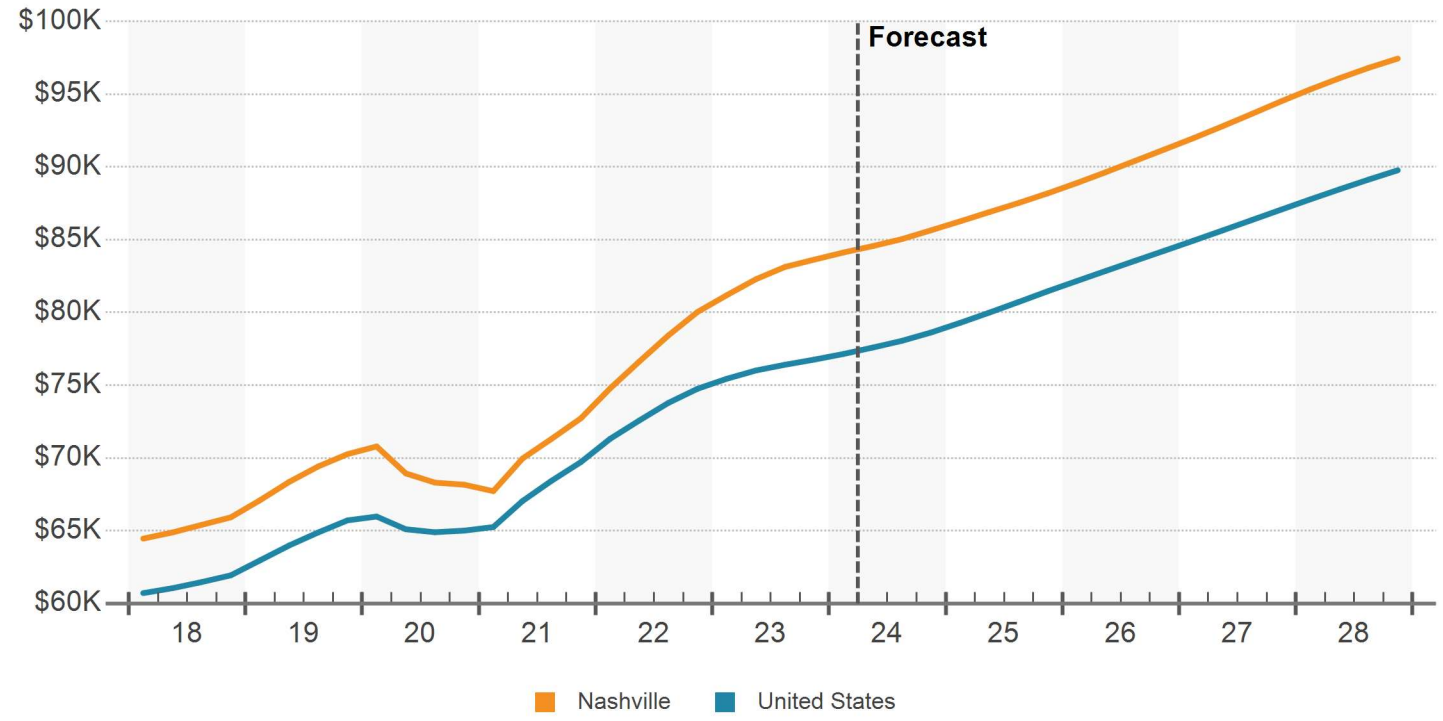
UNEMPLOYMENT RATE (%)



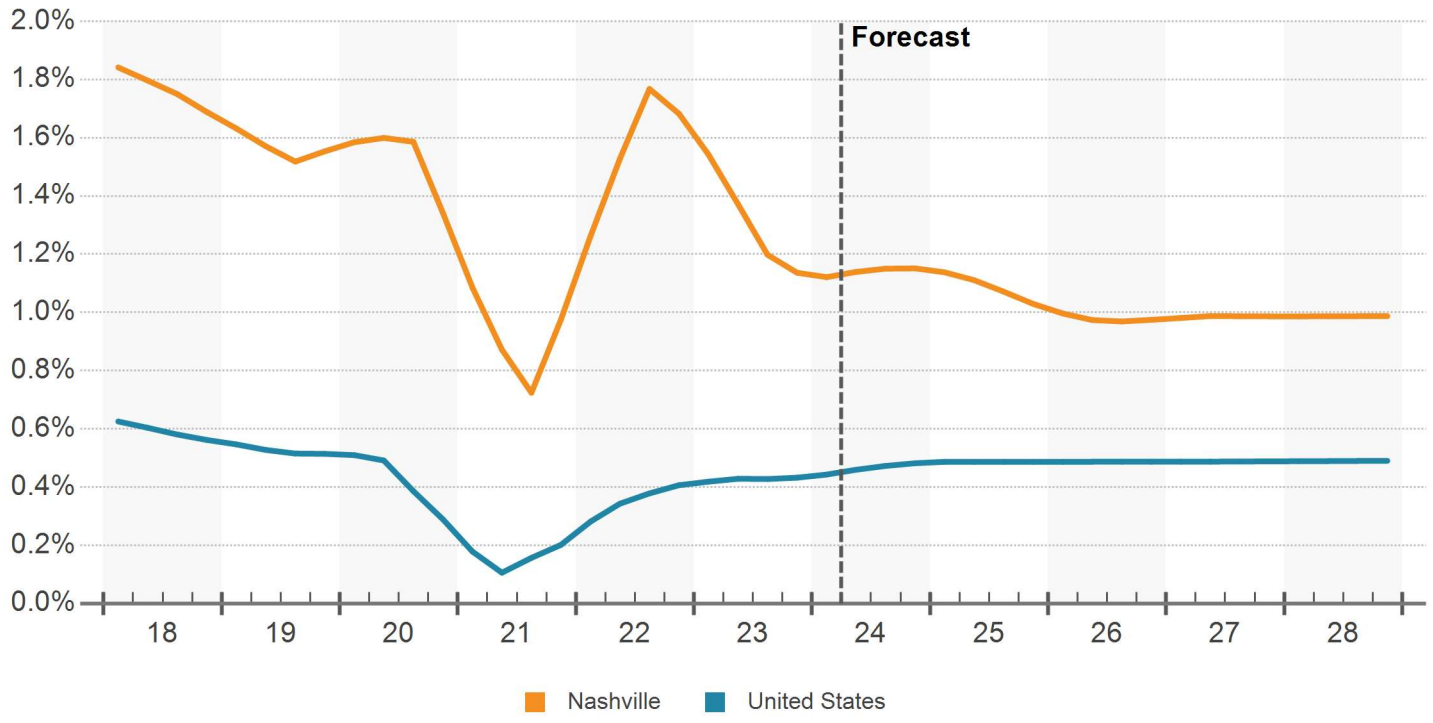
NET EMPLOYMENT CHANGE (YOY)



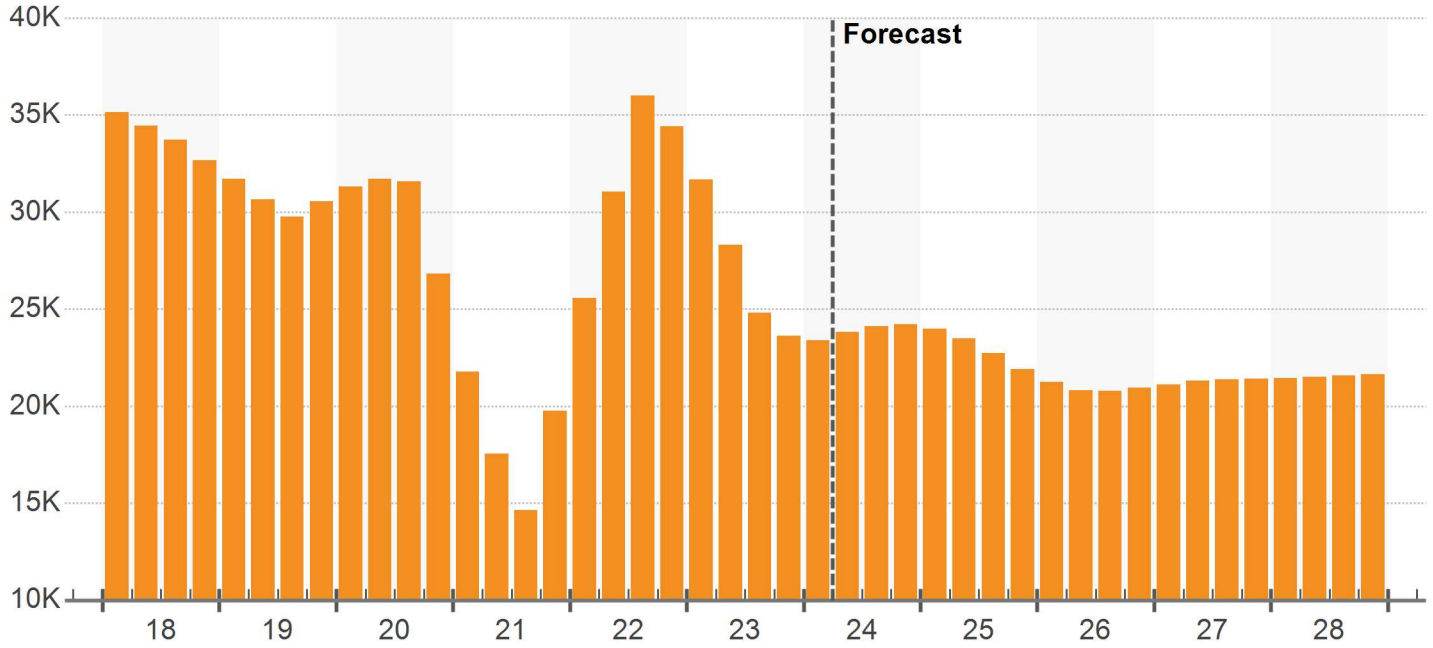
MEDIAN HOUSEHOLD INCOME



POPULATION GROWTH (YOY %)



NET POPULATION CHANGE (YOY)

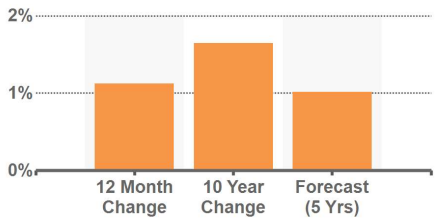


DEMOGRAPHIC TRENDS

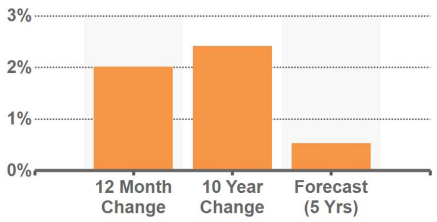
	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
Demographic Category	**Metro**	**US**	**Metro**	**US**	**Metro**	**US**	**Metro**	**US**
Population	2,109,785	335,539,375	1.1%	0.4%	1.6%	0.5%	1.0%	0.5%
Households	848,457	131,053,133	1.3%	0.6%	2.1%	0.9%	1.1%	0.6%
Median Household Income	$84,165	$77,193	3.5%	2.2%	4.9%	3.9%	3.1%	3.2%
Labor Force	1,155,269	169,050,641	2.0%	1.6%	2.4%	0.8%	0.5%	0.1%
Unemployment	2.9%	3.8%	0.3%	0.3%	-0.2%	-0.3%	-	-

Source: Oxford Economics

POPULATION GROWTH



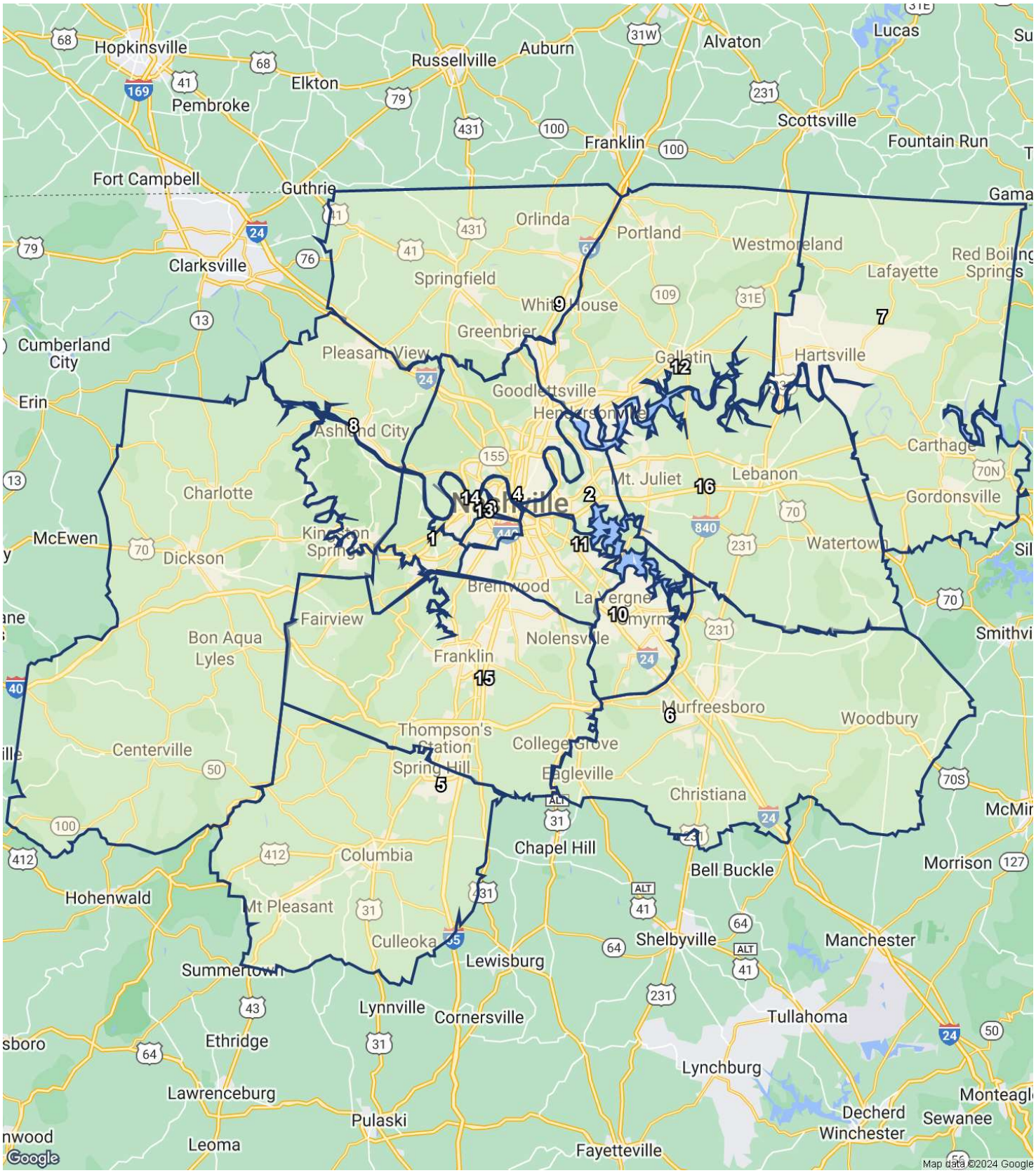
LABOR FORCE GROWTH



INCOME GROWTH

Source: Oxford Economics

NASHVILLE SUBMARKETS



SUBMARKET INVENTORY

		Inventory				12 Month Deliveries				Under Construction			
No.	Submarket	Bldgs	Units	% Market	Rank	Bldgs	Units	Percent	Rank	Bldgs	Units	Percent	Rank
1	Bellevue	22	6,775	4.0%	10	1	291	4.3%	11	0	0	0%	-
2	Donelson/Hermitage	63	10,835	6.4%	6	5	713	6.6%	6	1	368	3.4%	12
3	Downtown Nashville	211	26,215	15.6%	2	11	2,875	11.0%	1	28	9,938	37.9%	1
4	Madison/Rivergate	142	11,534	6.9%	5	10	1,644	14.3%	3	7	1,408	12.2%	2
5	Maury County	55	5,506	3.3%	12	2	362	6.6%	8	3	1,126	20.5%	3
6	Murfreesboro	123	18,757	11.2%	3	1	168	0.9%	13	1	320	1.7%	13
7	Outlying Northeast	16	358	0.2%	16	1	5	1.4%	15	0	0	0%	-
8	Outlying West	28	1,405	0.8%	14	1	60	4.3%	14	0	0	0%	-
9	Robertson County	11	717	0.4%	15	0	0	0%	-	3	448	62.5%	11
10	Smyrna/La Vergne	40	5,436	3.2%	13	4	288	5.3%	12	2	492	9.1%	10
11	Southeast Nashville	161	34,478	20.5%	1	11	2,329	6.8%	2	6	765	2.2%	7
12	Sumner County	82	10,592	6.3%	7	1	297	2.8%	10	4	1,078	10.2%	4
13	West End Nashville	136	7,219	4.3%	9	1	302	4.2%	9	3	750	10.4%	8
14	West Nashville	59	6,540	3.9%	11	2	380	5.8%	7	3	592	9.1%	9
15	Williamson County	52	12,679	7.5%	4	3	1,070	8.4%	5	4	847	6.7%	6
16	Wilson County	65	8,961	5.3%	8	10	1,536	17.1%	4	4	1,034	11.5%	5

SUBMARKET RENT

		Asking Rents				Effective Rents					
No.	Market	Per Unit	Per SF	Rank	Yr. Growth	Per Unit	Per SF	Rank	Yr. Growth	Concession	Rank
1	Bellevue	$1,654	$1.58	7	-2.3%	$1,639	$1.56	7	-2.1%	0.9%	13
2	Donelson/Hermitage	$1,452	$1.61	6	-3.3%	$1,435	$1.59	5	-3.9%	1.2%	9
3	Downtown Nashville	$2,148	$2.69	1	-3.2%	$2,063	$2.58	1	-3.8%	4.0%	1
4	Madison/Rivergate	$1,479	$1.61	5	-0.9%	$1,447	$1.58	6	-2.5%	2.2%	2
5	Maury County	$1,594	$1.39	15	-0.4%	$1,564	$1.37	15	-1.4%	1.8%	5
6	Murfreesboro	$1,474	$1.50	10	1.2%	$1,459	$1.49	10	1.0%	1.0%	11
7	Outlying Northeast	$653	$0.72	16	0.6%	$650	$0.72	16	0.5%	0.5%	16
8	Outlying West	$1,361	$1.40	14	3.2%	$1,349	$1.39	14	3.1%	0.9%	12
9	Robertson County	$1,597	$1.54	8	7.0%	$1,564	$1.51	9	5.3%	2.0%	3
10	Smyrna/La Vergne	$1,541	$1.45	13	0.6%	$1,529	$1.44	13	0.5%	0.8%	14
11	Southeast Nashville	$1,427	$1.54	9	-2.6%	$1,402	$1.51	8	-3.4%	1.8%	6
12	Sumner County	$1,503	$1.49	11	-0.8%	$1,492	$1.48	11	-0.9%	0.7%	15
13	West End Nashville	$1,934	$2.23	2	-0.8%	$1,904	$2.19	2	0.7%	1.6%	7
14	West Nashville	$1,680	$1.90	4	-4.4%	$1,656	$1.87	4	-4.2%	1.4%	8
15	Williamson County	$1,986	$1.91	3	-1.4%	$1,964	$1.89	3	-1.5%	1.1%	10
16	Wilson County	$1,628	$1.49	12	-2.1%	$1,597	$1.46	12	-3.4%	1.9%	4

SUBMARKET VACANCY & ABSORPTION

		Vacancy			12 Month Absorption			
No.	Submarket	Units	Percent	Rank	Units	% of Inv	Rank	Construc. Ratio
1	Bellevue	632	9.3%	6	112	1.6%	12	-
2	Donelson/Hermitage	1,367	12.6%	11	347	3.2%	7	1.6
3	Downtown Nashville	4,046	15.4%	14	3,377	12.9%	1	0.5
4	Madison/Rivergate	1,973	17.1%	16	443	3.8%	6	3.0
5	Maury County	742	13.5%	12	450	8.2%	5	0.3
6	Murfreesboro	1,424	7.6%	3	224	1.2%	8	0.8
7	Outlying Northeast	14	3.9%	2	2	0.6%	14	2.4
8	Outlying West	230	16.3%	15	(103)	-7.3%	16	-
9	Robertson County	26	3.6%	1	(12)	-1.7%	15	-
10	Smyrna/La Vergne	438	8.1%	5	140	2.6%	10	2.1
11	Southeast Nashville	4,250	12.3%	10	1,213	3.5%	2	1.1
12	Sumner County	806	7.6%	4	64	0.6%	13	4.7
13	West End Nashville	871	12.1%	9	151	2.1%	9	2.0
14	West Nashville	719	11.0%	7	121	1.9%	11	3.1
15	Williamson County	1,412	11.1%	8	568	4.5%	4	1.5
16	Wilson County	1,332	14.9%	13	1,200	13.4%	3	0.9

OVERALL SUPPLY & DEMAND

	Inventory			Absorption		
Year	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2028	197,228	5,096	2.7%	5,403	2.7%	0.9
2027	192,132	3,851	2.0%	4,781	2.5%	0.8
2026	188,281	5,330	2.9%	5,584	3.0%	1.0
2025	182,951	7,875	4.5%	7,149	3.9%	1.1
2024	175,076	11,176	6.8%	9,150	5.2%	1.2
YTD	168,007	4,107	2.5%	2,559	1.5%	1.6
2023	163,900	12,452	8.2%	7,045	4.3%	1.8
2022	151,448	8,292	5.8%	3,948	2.6%	2.1
2021	143,156	6,717	4.9%	10,070	7.0%	0.7
2020	136,439	6,570	5.1%	3,849	2.8%	1.7
2019	129,869	4,200	3.3%	5,089	3.9%	0.8
2018	125,669	5,771	4.8%	6,469	5.1%	0.9
2017	119,898	8,365	7.5%	6,771	5.6%	1.2
2016	111,533	5,817	5.5%	3,571	3.2%	1.6
2015	105,716	4,890	4.8%	4,117	3.9%	1.2
2014	100,826	4,964	5.2%	4,230	4.2%	1.2
2013	95,862	3,150	3.4%	2,398	2.5%	1.3
2012	92,712	1,293	1.4%	1,761	1.9%	0.7

4 & 5 STAR SUPPLY & DEMAND

	Inventory			Absorption		
Year	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2028	110,093	5,147	4.9%	5,467	5.0%	0.9
2027	104,946	3,905	3.9%	4,519	4.3%	0.9
2026	101,041	5,116	5.3%	4,873	4.8%	1.0
2025	95,925	5,937	6.6%	5,864	6.1%	1.0
2024	89,988	8,968	11.1%	8,030	8.9%	1.1
YTD	84,729	3,709	4.6%	2,535	3.0%	1.5
2023	81,020	10,696	15.2%	7,313	9.0%	1.5
2022	70,324	7,722	12.3%	4,615	6.6%	1.7
2021	62,602	5,164	9.0%	6,685	10.7%	0.8
2020	57,438	5,330	10.2%	3,253	5.7%	1.6
2019	52,108	3,698	7.6%	4,562	8.8%	0.8
2018	48,410	4,914	11.3%	6,003	12.4%	0.8
2017	43,496	8,187	23.2%	6,572	15.1%	1.2
2016	35,309	5,552	18.7%	3,851	10.9%	1.4
2015	29,757	4,284	16.8%	3,587	12.1%	1.2
2014	25,473	4,724	22.8%	3,803	14.9%	1.2
2013	20,749	3,182	18.1%	2,261	10.9%	1.4
2012	17,567	1,277	7.8%	1,200	6.8%	1.1

3 STAR SUPPLY & DEMAND

	Inventory			Absorption		
Year	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2028	61,879	0	0%	46	0.1%	0
2027	61,879	0	0%	377	0.6%	0
2026	61,879	274	0.4%	830	1.3%	0.3
2025	61,605	1,992	3.3%	1,399	2.3%	1.4
2024	59,613	2,208	3.8%	1,213	2.0%	1.8
YTD	57,803	398	0.7%	69	0.1%	5.8
2023	57,405	1,729	3.1%	(70)	-0.1%	-
2022	55,676	648	1.2%	(272)	-0.5%	-
2021	55,028	1,838	3.5%	3,180	5.8%	0.6
2020	53,190	1,250	2.4%	688	1.3%	1.8
2019	51,940	669	1.3%	453	0.9%	1.5
2018	51,271	855	1.7%	614	1.2%	1.4
2017	50,416	188	0.4%	262	0.5%	0.7
2016	50,228	265	0.5%	(237)	-0.5%	-
2015	49,963	615	1.2%	610	1.2%	1.0
2014	49,348	276	0.6%	244	0.5%	1.1
2013	49,072	89	0.2%	290	0.6%	0.3
2012	48,983	16	0%	354	0.7%	0

1 & 2 STAR SUPPLY & DEMAND

	Inventory			Absorption		
Year	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2028	25,256	(51)	-0.2%	(110)	-0.4%	0.5
2027	25,307	(54)	-0.2%	(115)	-0.5%	0.5
2026	25,361	(60)	-0.2%	(119)	-0.5%	0.5
2025	25,421	(54)	-0.2%	(114)	-0.4%	0.5
2024	25,475	0	0%	(93)	-0.4%	0
YTD	25,475	0	0%	(45)	-0.2%	0
2023	25,475	27	0.1%	(198)	-0.8%	-
2022	25,448	(78)	-0.3%	(395)	-1.6%	0.2
2021	25,526	(285)	-1.1%	205	0.8%	-
2020	25,811	(10)	0%	(92)	-0.4%	0.1
2019	25,821	(167)	-0.6%	74	0.3%	-
2018	25,988	2	0%	(148)	-0.6%	0
2017	25,986	(10)	0%	(63)	-0.2%	0.2
2016	25,996	0	0%	(43)	-0.2%	0
2015	25,996	(9)	0%	(80)	-0.3%	0.1
2014	26,005	(36)	-0.1%	183	0.7%	-
2013	26,041	(121)	-0.5%	(153)	-0.6%	0.8
2012	26,162	0	0%	207	0.8%	0

OVERALL VACANCY & RENT

	Vacancy			Market Rent				Effective Rents	
Year	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2028	20,012	10.1%	(0.4)	$1,858	$1.97	2.4%	0	$1,815	$1.92
2027	20,315	10.6%	(0.7)	$1,814	$1.92	2.4%	(0.3)	$1,772	$1.88
2026	21,243	11.3%	(0.5)	$1,771	$1.88	2.7%	(0.1)	$1,730	$1.83
2025	21,496	11.7%	(0.1)	$1,724	$1.83	2.8%	0.3	$1,684	$1.78
2024	20,766	11.9%	0.4	$1,676	$1.78	2.5%	4.4	$1,637	$1.73
YTD	20,281	12.1%	0.6	$1,657	$1.75	-1.8%	0.1	$1,625	$1.72
2023	18,734	11.4%	2.6	$1,635	$1.73	-1.9%	(6.1)	$1,597	$1.69
2022	13,333	8.8%	2.5	$1,667	$1.76	4.1%	(9.2)	$1,650	$1.74
2021	8,989	6.3%	(2.8)	$1,601	$1.69	13.3%	13.3	$1,592	$1.68
2020	12,338	9.0%	1.6	$1,412	$1.49	0.1%	(3.3)	$1,384	$1.46
2019	9,612	7.4%	(1.0)	$1,411	$1.49	3.4%	0.9	$1,396	$1.47
2018	10,496	8.4%	(1.0)	$1,364	$1.44	2.5%	0.9	$1,327	$1.40
2017	11,190	9.3%	0.7	$1,331	$1.41	1.7%	(1.6)	$1,286	$1.36
2016	9,589	8.6%	1.6	$1,309	$1.38	3.2%	(1.6)	$1,278	$1.35
2015	7,345	6.9%	0.4	$1,268	$1.34	4.9%	2.0	$1,252	$1.32
2014	6,570	6.5%	0.4	$1,209	$1.28	2.8%	0.1	$1,193	$1.26
2013	5,832	6.1%	0.6	$1,176	$1.24	2.8%	0.2	$1,164	$1.23
2012	5,079	5.5%	(0.6)	$1,144	$1.21	2.5%	-	$1,134	$1.20

4 & 5 STAR VACANCY & RENT

	Vacancy			Market Rent				Effective Rents	
Year	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2028	12,344	11.2%	(0.9)	$2,104	$2.21	2.2%	0	$2,039	$2.14
2027	12,662	12.1%	(1.1)	$2,058	$2.16	2.3%	(0.3)	$1,994	$2.10
2026	13,275	13.1%	(0.4)	$2,012	$2.11	2.6%	(0.1)	$1,950	$2.05
2025	13,031	13.6%	(0.8)	$1,960	$2.06	2.8%	(0.1)	$1,900	$2
2024	12,958	14.4%	(0.4)	$1,908	$2.01	2.9%	5.8	$1,849	$1.94
YTD	13,188	15.6%	0.7	$1,885	$1.98	-2.2%	0.7	$1,837	$1.93
2023	12,015	14.8%	2.6	$1,855	$1.94	-3.0%	(6.1)	$1,796	$1.88
2022	8,631	12.3%	3.4	$1,911	$2	3.1%	(9.0)	$1,888	$1.98
2021	5,525	8.8%	(3.4)	$1,854	$1.94	12.1%	12.5	$1,841	$1.93
2020	7,046	12.3%	2.7	$1,653	$1.73	-0.3%	(3.3)	$1,614	$1.69
2019	4,966	9.5%	(2.5)	$1,659	$1.74	2.9%	1.1	$1,637	$1.72
2018	5,827	12.0%	(3.9)	$1,611	$1.69	1.8%	0.9	$1,562	$1.64
2017	6,914	15.9%	0.9	$1,583	$1.66	1.0%	(1.2)	$1,521	$1.59
2016	5,291	15.0%	2.9	$1,568	$1.64	2.1%	(1.4)	$1,523	$1.60
2015	3,591	12.1%	0.7	$1,535	$1.61	3.5%	1.5	$1,513	$1.59
2014	2,893	11.4%	1.9	$1,484	$1.56	2.0%	(0.3)	$1,463	$1.53
2013	1,971	9.5%	3.5	$1,455	$1.53	2.3%	0.2	$1,438	$1.51
2012	1,046	6.0%	0	$1,423	$1.49	2.0%	-	$1,409	$1.48

3 STAR VACANCY & RENT

	Vacancy			Market Rent				Effective Rents	
Year	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2028	5,886	9.5%	(0.1)	$1,648	$1.71	2.6%	0	$1,627	$1.68
2027	5,932	9.6%	(0.6)	$1,606	$1.66	2.7%	(0.2)	$1,585	$1.64
2026	6,310	10.2%	(0.9)	$1,564	$1.62	2.9%	0	$1,544	$1.60
2025	6,865	11.1%	0.6	$1,521	$1.58	2.9%	0.8	$1,501	$1.55
2024	6,272	10.5%	1.3	$1,478	$1.53	2.1%	2.6	$1,459	$1.51
YTD	5,605	9.7%	0.5	$1,464	$1.51	-1.1%	(0.5)	$1,448	$1.50
2023	5,276	9.2%	2.9	$1,447	$1.49	-0.5%	(6.0)	$1,431	$1.48
2022	3,481	6.3%	1.6	$1,455	$1.50	5.4%	(10.3)	$1,445	$1.49
2021	2,562	4.7%	(2.7)	$1,380	$1.43	15.7%	15.5	$1,375	$1.42
2020	3,901	7.3%	0.9	$1,193	$1.23	0.2%	(3.9)	$1,175	$1.21
2019	3,336	6.4%	0.3	$1,191	$1.23	4.1%	0.6	$1,181	$1.22
2018	3,116	6.1%	0.4	$1,144	$1.18	3.5%	1.0	$1,118	$1.15
2017	2,875	5.7%	(0.2)	$1,105	$1.14	2.5%	(2.2)	$1,075	$1.11
2016	2,949	5.9%	1.0	$1,078	$1.11	4.7%	(2.9)	$1,059	$1.09
2015	2,448	4.9%	(0.1)	$1,030	$1.06	7.5%	3.1	$1,019	$1.05
2014	2,443	5.0%	0	$958	$0.99	4.4%	0.4	$944	$0.97
2013	2,409	4.9%	(0.4)	$918	$0.95	3.9%	0.4	$910	$0.94
2012	2,612	5.3%	(0.7)	$883	$0.91	3.5%	-	$877	$0.90

1 & 2 STAR VACANCY & RENT

	Vacancy			Market Rent				Effective Rents	
Year	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2028	1,781	7.1%	0.3	$1,427	$1.65	2.7%	(0.1)	$1,414	$1.64
2027	1,721	6.8%	0.3	$1,389	$1.61	2.8%	(0.3)	$1,376	$1.59
2026	1,659	6.5%	0.2	$1,351	$1.56	3.1%	(0.1)	$1,338	$1.55
2025	1,600	6.3%	0.3	$1,311	$1.52	3.2%	1.7	$1,298	$1.50
2024	1,537	6.0%	0.4	$1,270	$1.47	1.6%	1.3	$1,258	$1.46
YTD	1,489	5.8%	0.2	$1,250	$1.44	-1.2%	(1.5)	$1,240	$1.43
2023	1,444	5.7%	0.9	$1,250	$1.44	0.3%	(6.5)	$1,240	$1.43
2022	1,221	4.8%	1.3	$1,247	$1.44	6.8%	(7.3)	$1,239	$1.43
2021	901	3.5%	(1.9)	$1,168	$1.35	14.1%	11.5	$1,162	$1.34
2020	1,391	5.4%	0.3	$1,024	$1.18	2.6%	(1.8)	$1,015	$1.17
2019	1,310	5.1%	(0.9)	$998	$1.15	4.4%	0.1	$994	$1.15
2018	1,552	6.0%	0.6	$956	$1.10	4.3%	0.2	$938	$1.08
2017	1,401	5.4%	0.2	$917	$1.06	4.0%	(2.9)	$901	$1.04
2016	1,349	5.2%	0.2	$881	$1.02	6.9%	(0.2)	$873	$1.01
2015	1,307	5.0%	0.3	$824	$0.95	7.1%	2.7	$818	$0.94
2014	1,234	4.7%	(0.8)	$769	$0.89	4.4%	1.2	$764	$0.88
2013	1,453	5.6%	0.1	$737	$0.85	3.2%	(0.2)	$733	$0.84
2012	1,421	5.4%	(0.8)	$714	$0.82	3.4%	-	$710	$0.82

OVERALL SALES

	Completed Transactions (1)						Market Pricing Trends (2)		
Year	Deals	Volume	Turnover	Avg Price	Avg Price/Unit	Avg Cap Rate	Price/Unit	Price Index	Cap Rate
2028	-	-	-	-	-	-	$279,116	344	5.2%
2027	-	-	-	-	-	-	$260,444	321	5.4%
2026	-	-	-	-	-	-	$241,363	297	5.6%
2025	-	-	-	-	-	-	$224,279	276	5.8%
2024	-	-	-	-	-	-	$217,545	268	5.8%
YTD	11	$270.8M	0.9%	$24,616,052	$174,133	5.3%	$228,895	282	5.5%
2023	55	$1.6B	4.2%	$28,813,444	$225,007	5.8%	$226,134	278	5.5%
2022	128	$4.7B	13.8%	$39,166,875	$247,103	4.5%	$249,978	308	4.8%
2021	127	$4.2B	14.5%	$35,788,489	$220,719	4.6%	$251,941	310	4.5%
2020	71	$1.7B	7.4%	$29,020,070	$183,362	6.1%	$206,014	254	5.0%
2019	82	$1.9B	9.2%	$24,768,886	$171,865	6.4%	$190,058	234	5.4%
2018	71	$1.7B	8.9%	$26,565,186	$156,337	5.7%	$173,664	214	5.6%
2017	80	$1.4B	11.6%	$20,171,815	$118,942	6.9%	$162,066	200	5.7%
2016	78	$1.1B	10.6%	$15,890,914	$107,745	6.2%	$154,879	191	5.7%
2015	73	$1.2B	10.5%	$16,494,034	$106,854	6.1%	$147,441	182	5.8%
2014	71	$1.1B	11.0%	$15,905,445	$98,765	7.2%	$134,319	165	6.0%
2013	47	$631.9M	10.0%	$15,796,825	$88,859	6.2%	$123,924	153	6.3%

(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

	Completed Transactions (1)						Market Pricing Trends (2)		
Year	Deals	Volume	Turnover	Avg Price	Avg Price/Unit	Avg Cap Rate	Price/Unit	Price Index	Cap Rate
2028	-	-	-	-	-	-	$350,822	332	5.0%
2027	-	-	-	-	-	-	$327,300	310	5.2%
2026	-	-	-	-	-	-	$303,238	287	5.4%
2025	-	-	-	-	-	-	$281,679	267	5.6%
2024	-	-	-	-	-	-	$273,367	259	5.6%
YTD	3	$122.6M	0.6%	$40,874,667	$231,366	-	$288,174	273	5.3%
2023	13	$1B	4.4%	$77,913,231	$281,666	5.1%	$284,097	269	5.2%
2022	50	$3B	15.7%	$67,069,106	$319,478	4.1%	$315,612	299	4.6%
2021	39	$2.6B	14.8%	$69,575,969	$291,014	3.6%	$320,819	304	4.3%
2020	21	$1.1B	9.2%	$60,118,796	$240,932	4.7%	$265,082	251	4.7%
2019	24	$1.2B	11.6%	$55,595,003	$227,806	5.2%	$246,193	233	5.0%
2018	20	$1.2B	12.0%	$59,348,669	$204,721	5.0%	$225,348	214	5.2%
2017	18	$837.6M	12.0%	$52,353,110	$186,351	5.5%	$210,350	199	5.3%
2016	15	$602M	9.5%	$40,134,138	$180,028	5.8%	$201,462	191	5.3%
2015	17	$710.5M	14.9%	$41,796,044	$159,922	5.0%	$191,880	182	5.4%
2014	12	$553.1M	14.3%	$46,093,242	$151,332	8.9%	$175,272	166	5.6%
2013	8	$246.5M	11.4%	$35,209,157	$142,300	5.9%	$163,243	155	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.

3 STAR SALES

	Completed Transactions (1)						Market Pricing Trends (2)		
Year	Deals	Volume	Turnover	Avg Price	Avg Price/Unit	Avg Cap Rate	Price/Unit	Price Index	Cap Rate
2028	-	-	-	-	-	-	$212,844	365	5.4%
2027	-	-	-	-	-	-	$198,640	340	5.6%
2026	-	-	-	-	-	-	$184,166	316	5.8%
2025	-	-	-	-	-	-	$171,260	293	6.0%
2024	-	-	-	-	-	-	$166,036	284	6.0%
YTD	6	$142.9M	1.8%	$23,808,763	$141,019	5.3%	$174,153	298	5.7%
2023	21	$351.8M	3.6%	$17,589,810	$168,727	5.1%	$172,652	296	5.6%
2022	45	$1.3B	13.2%	$28,836,868	$176,889	5.3%	$189,213	324	5.0%
2021	48	$1.2B	15.9%	$28,428,153	$163,380	5.0%	$187,703	322	4.7%
2020	25	$511.6M	7.4%	$20,464,079	$130,477	6.5%	$150,987	259	5.3%
2019	30	$425.9M	7.1%	$15,211,263	$124,682	6.7%	$137,139	235	5.6%
2018	20	$304.1M	5.0%	$17,889,454	$124,640	5.8%	$124,973	214	5.9%
2017	30	$434.3M	13.2%	$16,085,703	$79,240	6.9%	$116,744	200	6.0%
2016	27	$427.5M	13.1%	$19,431,609	$79,342	6.1%	$111,114	190	6.1%
2015	24	$377.3M	10.0%	$15,720,593	$75,625	7.0%	$105,872	181	6.1%
2014	30	$459.2M	11.4%	$15,833,494	$82,496	6.6%	$95,727	164	6.3%
2013	20	$338.7M	11.5%	$19,925,800	$83,372	6.4%	$86,264	148	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.

1 & 2 STAR SALES

	Completed Transactions (1)						Market Pricing Trends (2)		
Year	Deals	Volume	Turnover	Avg Price	Avg Price/Unit	Avg Cap Rate	Price/Unit	Price Index	Cap Rate
2028	-	-	-	-	-	-	$159,125	383	5.6%
2027	-	-	-	-	-	-	$148,603	358	5.8%
2026	-	-	-	-	-	-	$137,848	332	6.1%
2025	-	-	-	-	-	-	$128,155	308	6.3%
2024	-	-	-	-	-	-	$123,934	298	6.3%
YTD	2	$5.3M	0%	$2,650,000	$441,667	-	$129,591	312	6.0%
2023	21	$191.3M	4.8%	$9,107,513	$154,990	6.5%	$128,926	310	5.9%
2022	33	$423.4M	9.8%	$13,658,808	$176,721	4.2%	$140,403	338	5.3%
2021	40	$390.5M	10.6%	$10,554,913	$147,761	5.1%	$138,087	332	4.9%
2020	25	$87.3M	3.7%	$5,459,070	$104,730	6.8%	$108,226	260	5.7%
2019	28	$233.4M	8.6%	$8,978,074	$107,671	7.1%	$98,642	237	6.1%
2018	31	$235.6M	10.9%	$8,415,821	$83,948	6.9%	$89,422	215	6.3%
2017	32	$119.9M	7.8%	$4,611,210	$69,462	7.6%	$82,961	200	6.4%
2016	36	$82.9M	7.5%	$2,510,803	$52,046	6.8%	$78,654	189	6.5%
2015	32	$99.7M	6.5%	$3,217,531	$59,301	6.8%	$74,289	179	6.6%
2014	29	$69.3M	6.8%	$2,565,928	$40,046	8.2%	$67,589	163	6.8%
2013	19	$46.7M	6.0%	$2,916,894	$35,464	5.4%	$61,340	148	7.2%

(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

	Inventory			Deliveries		Net Deliveries		Under Construction	
Year	Bldgs	Units	Vacancy	Bldgs	Units	Bldgs	Units	Bldgs	Units
2028	-	197,229	10.1%	-	5,147	-	5,096	-	-
2027	-	192,133	10.6%	-	3,904	-	3,851	-	-
2026	-	188,282	11.3%	-	5,391	-	5,330	-	-
2025	-	182,952	11.7%	-	7,929	-	7,876	-	-
2024	-	175,076	11.9%	-	11,176	-	11,176	-	-
YTD	1,266	168,007	12.1%	18	4,107	18	4,107	69	19,166
2023	1,248	163,900	11.4%	68	12,452	68	12,452	82	21,799
2022	1,180	151,448	8.8%	42	8,378	32	8,292	124	27,818
2021	1,148	143,156	6.3%	49	7,008	45	6,717	89	20,470
2020	1,103	136,439	9.0%	31	6,580	30	6,570	77	13,906
2019	1,073	129,869	7.4%	25	4,367	15	4,200	50	9,414
2018	1,058	125,669	8.4%	25	5,785	24	5,771	41	7,766
2017	1,034	119,898	9.3%	38	8,375	37	8,365	38	8,412
2016	997	111,533	8.6%	27	5,817	27	5,817	46	10,817
2015	970	105,716	6.9%	24	4,917	22	4,890	46	10,955
2014	948	100,826	6.5%	20	5,000	19	4,964	34	7,391
2013	929	95,862	6.1%	19	3,351	15	3,053	24	6,009
2012	913	92,712	5.5%	7	1,293	7	1,293	24	4,514