



# Multi-Family Market Report

## Albuquerque - NM

PREPARED BY



Tom Jenkins  
Qualifying Broker



**MULTI-FAMILY MARKET REPORT**

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12 Mo. Delivered Units

**194**

12 Mo. Absorption Units

**520**

Vacancy Rate

**4.6%**

12 Mo. Asking Rent Growth

**14.9%**

After unprecedented demand led to record-breaking rent growth in 2021, the Albuquerque apartment market is showing signs of moderating. Vacancy reached all-time lows in 2021, prompting developers to break ground on a number of new construction projects. New construction starts amounted to over 1,100 units in 2021, an all-time high. As these projects deliver over the next few years, the apartment market is poised to return to a balanced supply and demand picture.

The local apartment market benefits from steady demand from the Kirtland Air Force base and University of New Mexico, but recent expansions by major companies, including Netflix and NBCUniversal, have accelerated the need for rental units. Intel recently announced a \$3.5 billion expansion with plans to hire 700 new workers,

which should keep interest in Albuquerque apartments high this year.

One of Albuquerque's biggest draws is affordability. The average rent is a fraction of the National Index, and modest rent growth over the past decade has allowed household incomes to generally keep pace with any increases in rent.

Albuquerque emerged in the last few years as a top performing market for smaller multifamily investors. New Mexico's non-disclosure status can cloud the investment picture in Albuquerque, but CoStar's research has uncovered that investors were bullish on Albuquerque's apartment market through the pandemic.

### KEY INDICATORS

Current Quarter	Units	Vacancy Rate	Asking Rent	Effective Rent	Absorption Units	Delivered Units	Under Constr Units
4 & 5 Star	8,791	4.4%	\$1,459	\$1,454	(17)	0	1,161
3 Star	27,782	4.7%	\$1,063	\$1,059	40	0	587
1 & 2 Star	15,997	4.4%	\$759	\$756	3	0	0
<b>Market</b>	<b>52,570</b>	<b>4.6%</b>	<b>\$1,068</b>	<b>\$1,064</b>	<b>26</b>	<b>0</b>	<b>1,748</b>
Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	-0.6%	6.4%	5.2%	7.6%	2009 Q2	4.6%	2022 Q1
Absorption Units	520	386	502	1,302	2016 Q1	(285)	2017 Q4
Delivered Units	194	384	684	1,278	2016 Q1	0	2011 Q3
Demolished Units	0	15	12	251	2017 Q3	0	2021 Q4
Asking Rent Growth (YOY)	14.9%	2.6%	4.5%	16.7%	2021 Q3	-2.4%	2009 Q4
Effective Rent Growth (YOY)	14.9%	2.6%	4.5%	17.1%	2021 Q3	-2.5%	2009 Q4
Sales Volume	\$235M	\$114.3M	N/A	\$601.7M	2018 Q4	\$0	2005 Q3



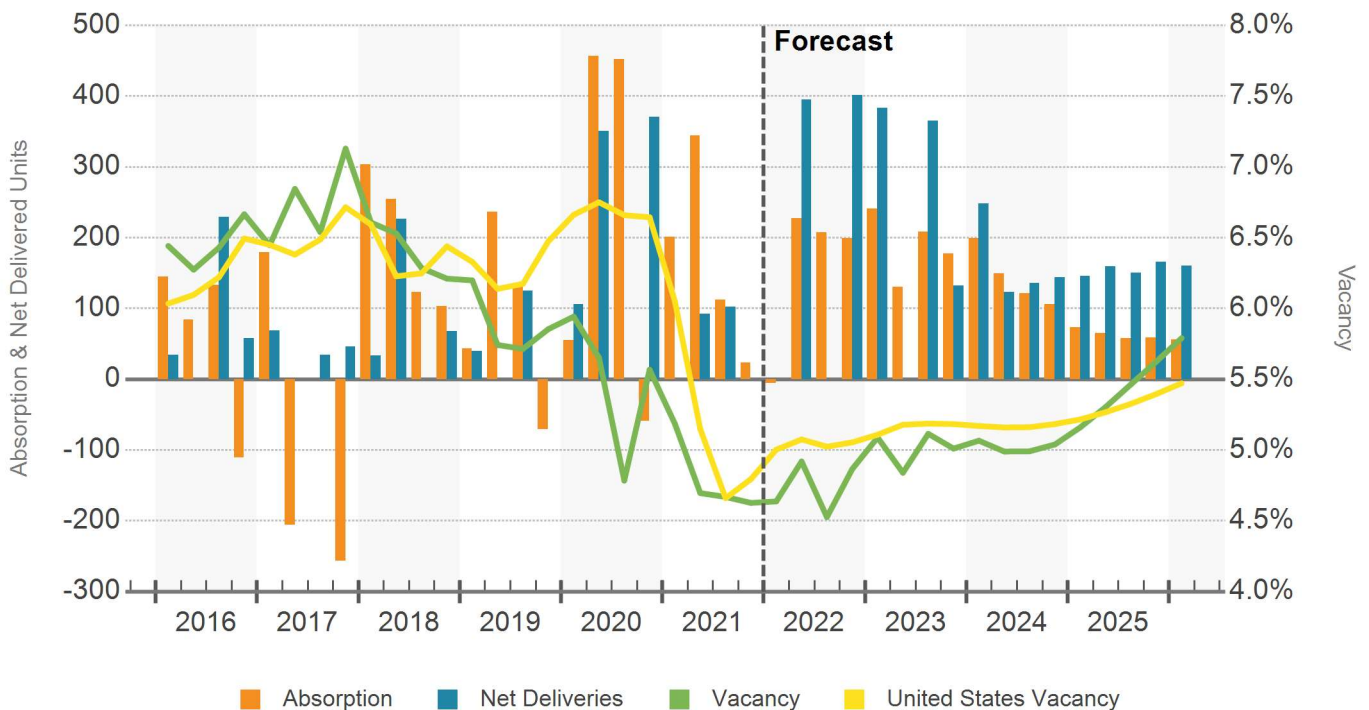
Despite supply pressure in the last two years, demand has outpaced deliveries, leading to compressed vacancies near 4.6%, an all-time low. A strong rebound in the local economy since the pandemic-induced downturn has maintained a strong need for housing. A wave of new supply will deliver to the market in this year, which should cause vacancies to steadily increase.

Albuquerque's job growth was moving closer to the national benchmark before the pandemic. Announcements of hiring sprees by Netflix, NBCUniversal, and TaskUs injected new life into the job market and brightened the outlook for housing demand. Albuquerque also had an uptick in population growth after years of stagnation. Before the pandemic, the market was gaining new residents from outside of the metro area instead of losing them.

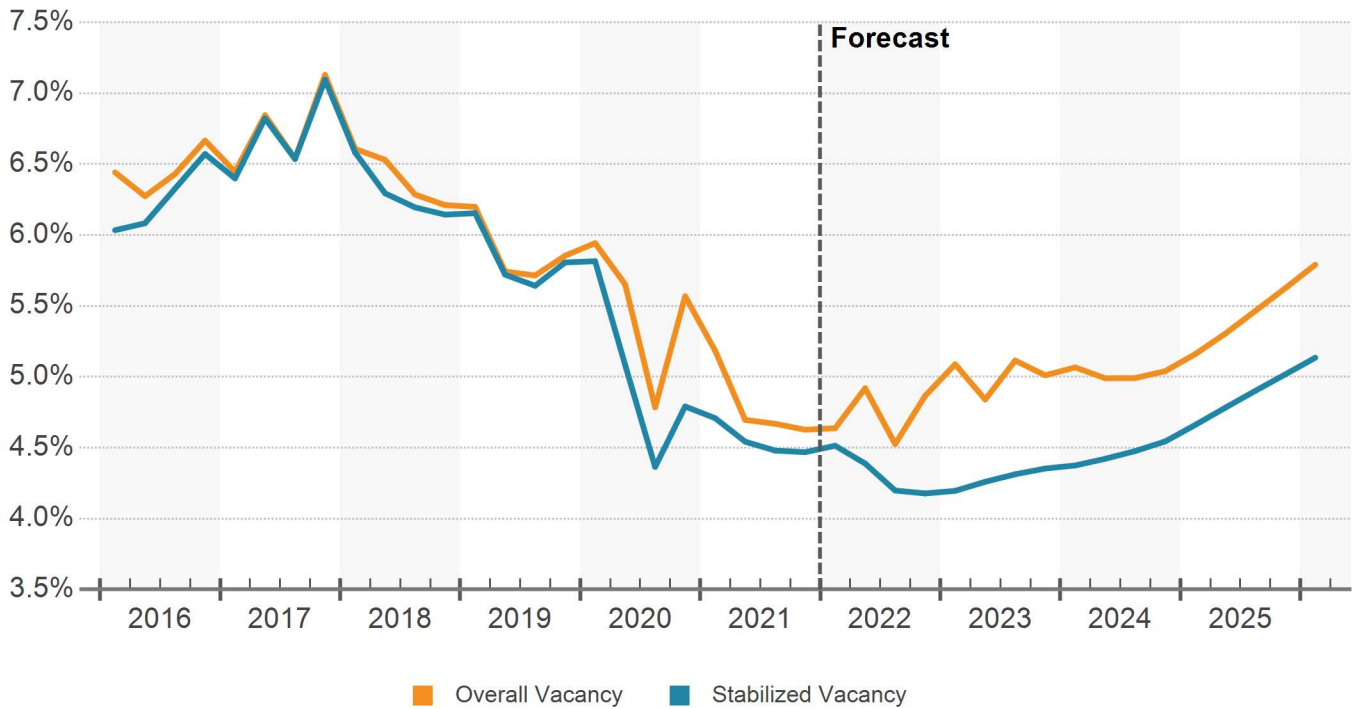
Kirtland is the sixth-largest Air Force base in the nation and employs more than 23,000 people in the metro, serving as a guarantor of apartment demand. In addition to military and manufacturing, the local economy relies on the oil and gas industry. Although most jobs in this sector are in other counties, Albuquerque is dependent on the state's tax revenue and royalties from oil and gas companies. About 20% of the metro's nonfarm jobs are tied to the government sector, which has relied heavily on state funding since federal budget cuts in 2013.

Education and health industries have been a boon for job growth, while other sectors have struggled this cycle. Albuquerque is home to the main campus of the University of New Mexico, which enrolls more than 27,000 students and employs 7,000 educators and support staff.

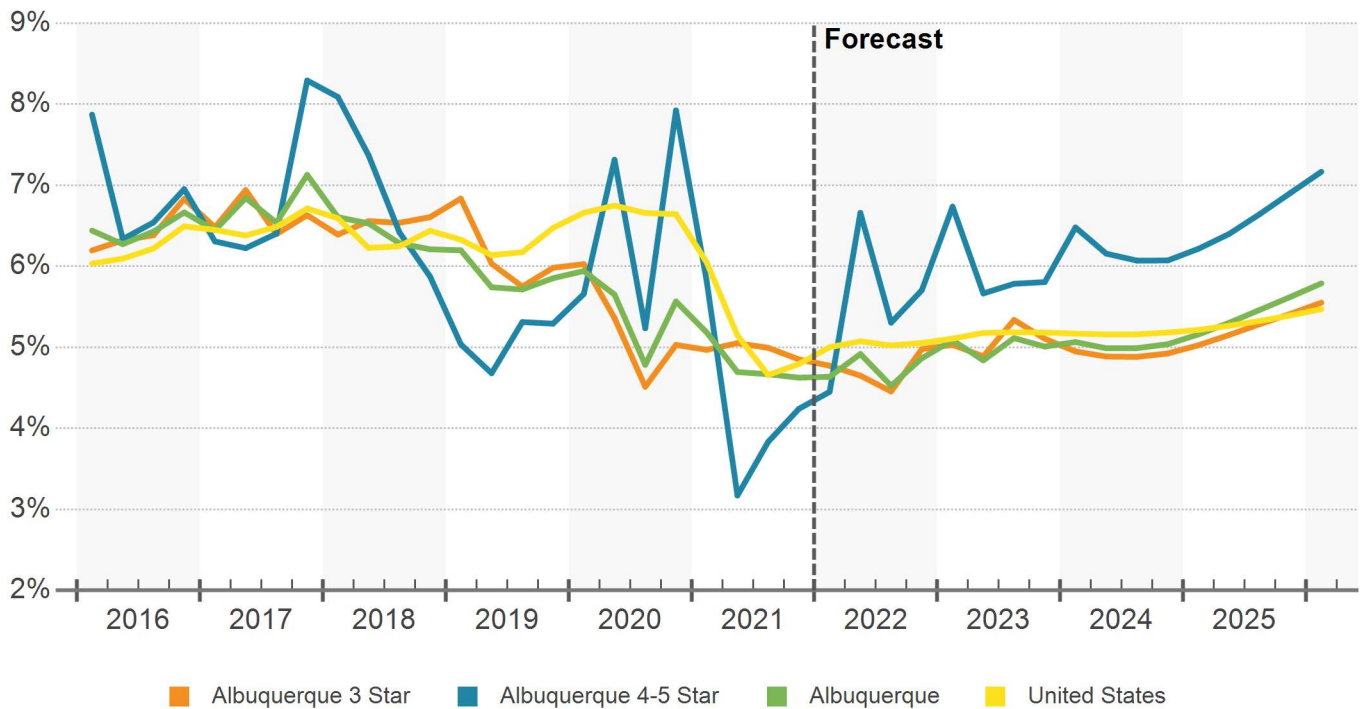
### ABSORPTION, NET DELIVERIES & VACANCY



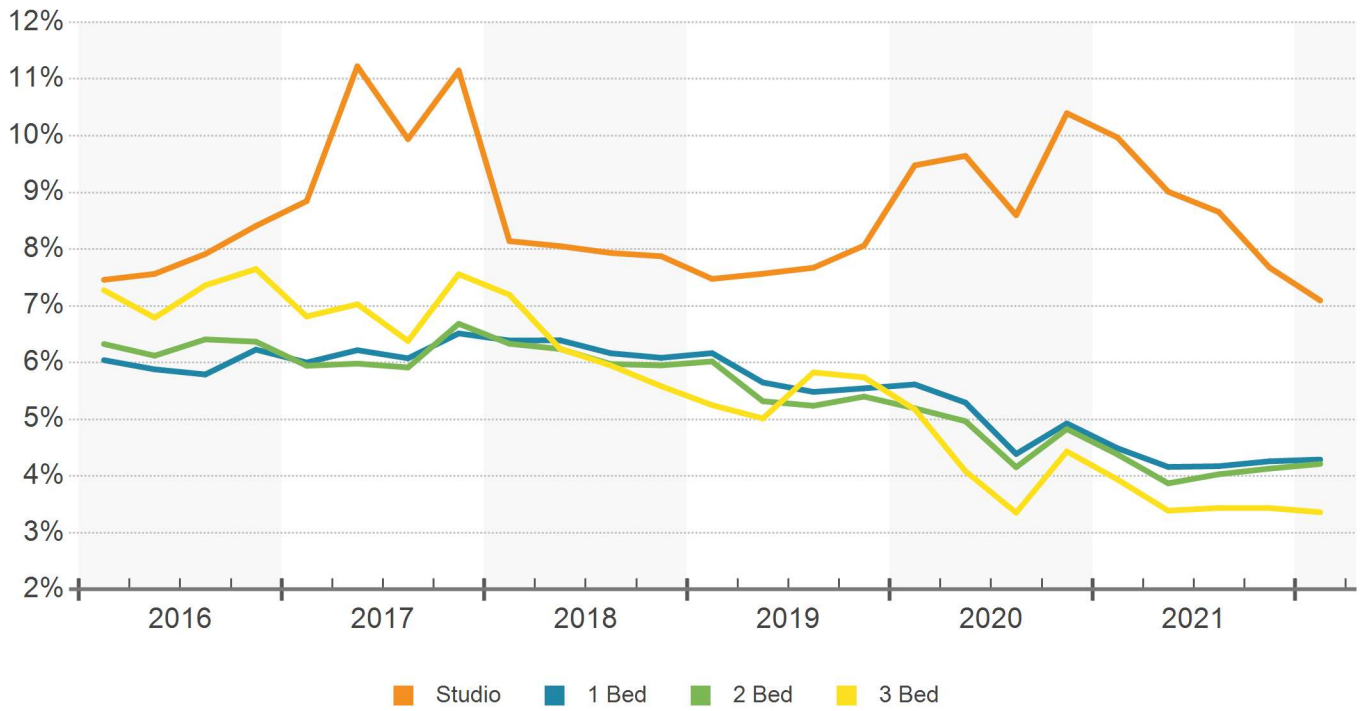
### OVERALL & STABILIZED VACANCY



### VACANCY RATE



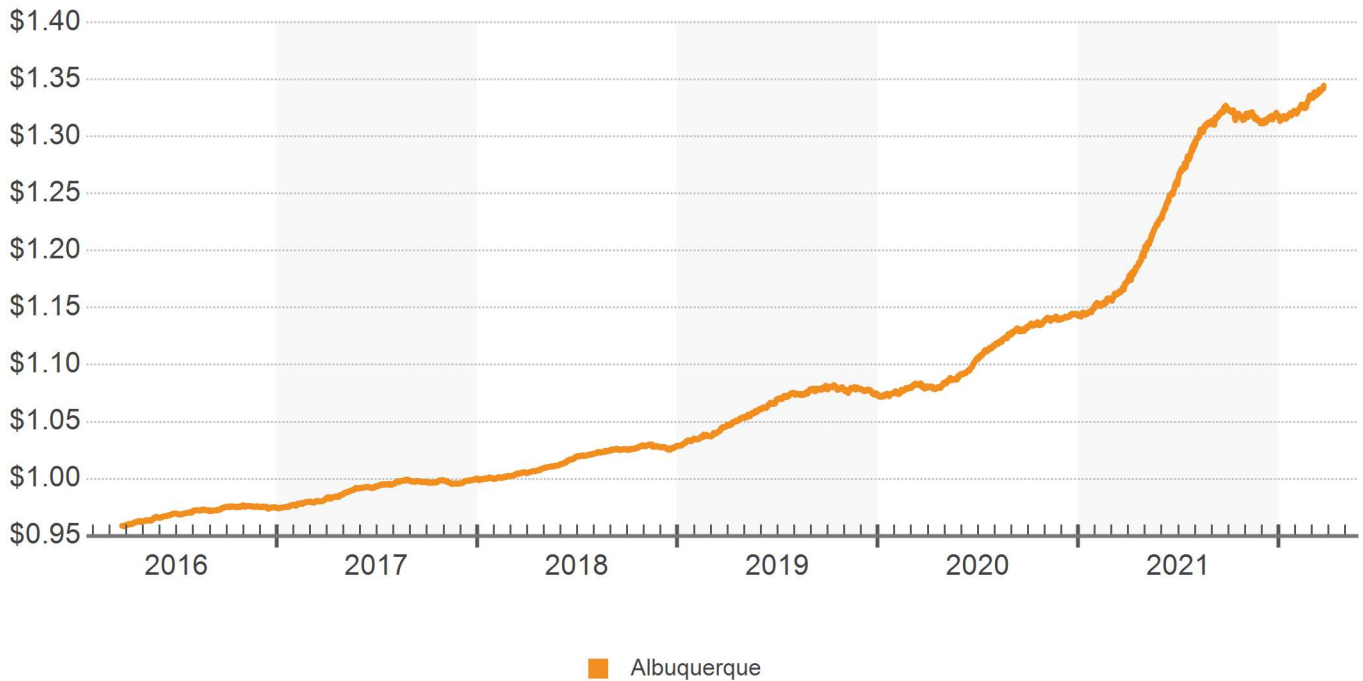
### VACANCY BY BEDROOM



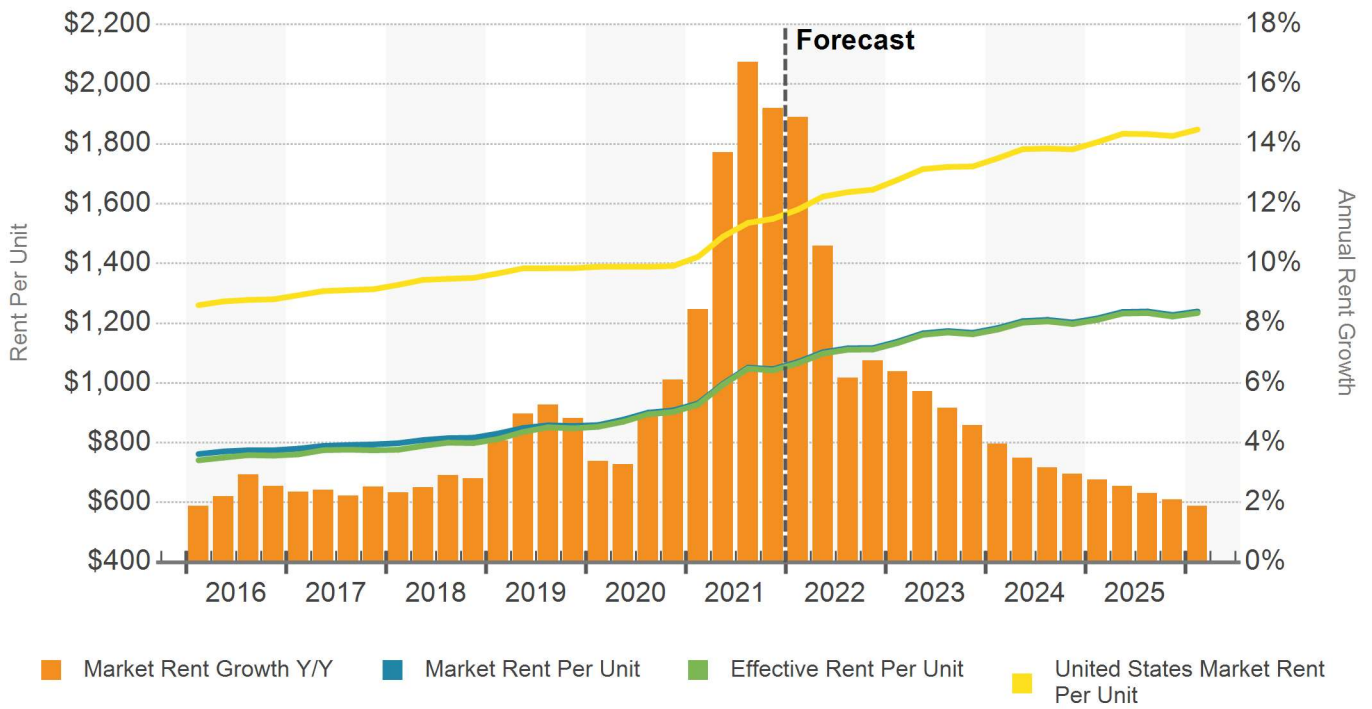
Affordability is a major draw for Albuquerque renters. Sitting at roughly \$1,060/unit, the average rent here is significantly lower than the National Index, about 25% lower than in Phoenix, and 55% lower than in Denver. Although rent growth was pedestrian most of the past cycle, gains began accelerating in 2019 and have maintained strong momentum into 2022, recording an annual rent growth of 14.8%, the best on record.

Lately, landlords have benefited from declining vacancies and the rebounding local job market. Albuquerque multifamily players are not accustomed to seeing outsized rent gains common in major Sun Belt metros. Rent growth is projected to cool later in 2022. This is not due to weakness in the market, but rather a return to normal conditions.

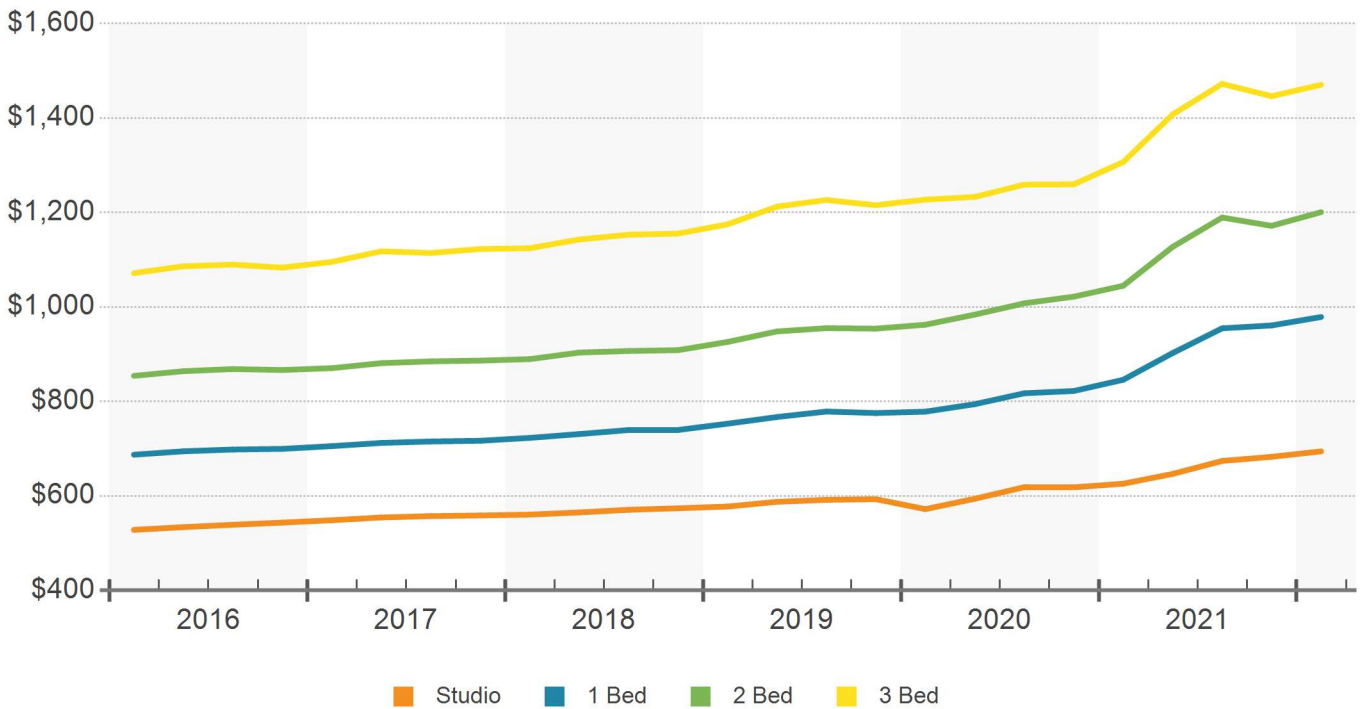
### DAILY ASKING RENT PER SF



### 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	
<b>Albuquerque</b>	\$0.43	\$0.65	\$0.66	\$0.43	\$1.10	\$0.92	\$0.23	\$0.62	\$0.14	\$0.13	\$0.57	<b>\$5.88</b>
Cottonwood	\$0.27	\$0.42	\$0.67	\$0.34	\$0.54	\$1	\$0.19	\$0.71	\$0.15	\$0.01	\$0.59	<b>\$4.89</b>
Downtown Albuquerque...	\$0.48	\$0.81	\$0.65	\$0.45	\$1.10	\$0.94	\$0.23	\$0.60	\$0.13	\$0.14	\$0.58	<b>\$6.11</b>
East Albuquerque	\$0.49	\$0.85	\$0.64	\$0.46	\$1.12	\$0.94	\$0.23	\$0.60	\$0.12	\$0.14	\$0.59	<b>\$6.18</b>
Far West Side	\$0.46	\$0.76	\$0.67	\$0.46	\$1.13	\$0.96	\$0.23	\$0.61	\$0.15	\$0.14	\$0.59	<b>\$6.16</b>
Northeast Heights	\$0.41	\$0.39	\$0.67	\$0.43	\$1.36	\$0.80	\$0.26	\$0.63	\$0.13	\$0.18	\$0.54	<b>\$5.80</b>
Outer Sandoval Co...	\$0.46	\$0.76	\$0.67	\$0.46	\$1.13	\$0.96	\$0.23	\$0.61	\$0.15	\$0.14	\$0.59	<b>\$6.16</b>
Rio Rancho	\$0.46	\$0.76	\$0.67	\$0.46	\$1.13	\$0.96	\$0.23	\$0.61	\$0.15	\$0.14	\$0.59	<b>\$6.16</b>
West Side	\$0.46	\$0.76	\$0.67	\$0.46	\$1.13	\$0.96	\$0.23	\$0.61	\$0.15	\$0.14	\$0.59	<b>\$6.16</b>

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	
<b>Albuquerque</b>	\$0.42	\$0.52	\$0.62	\$0.34	\$0.76	\$0.77	\$0.20	\$0.54	\$0.12	\$0.13	\$0.54	<b>\$4.96</b>
Cottonwood	\$0.25	\$0.40	\$0.64	\$0.32	\$0.52	\$0.79	\$0.18	\$0.55	\$0.14	\$0.01	\$0.56	<b>\$4.36</b>
Downtown Albuquerque...	\$0.44	\$0.57	\$0.61	\$0.34	\$0.76	\$0.77	\$0.20	\$0.53	\$0.12	\$0.13	\$0.55	<b>\$5.02</b>
East Albuquerque	\$0.44	\$0.57	\$0.59	\$0.34	\$0.76	\$0.78	\$0.20	\$0.53	\$0.11	\$0.13	\$0.55	<b>\$5</b>
Far West Side	\$0.45	\$0.58	\$0.64	\$0.35	\$0.77	\$0.79	\$0.21	\$0.54	\$0.14	\$0.13	\$0.56	<b>\$5.16</b>
Midtown Albuquerque	\$0.44	\$0.56	\$0.62	\$0.34	\$0.75	\$0.77	\$0.20	\$0.53	\$0.12	\$0.13	\$0.54	<b>\$5</b>
North Valley	\$0.43	\$0.56	\$0.62	\$0.34	\$0.74	\$0.76	\$0.20	\$0.52	\$0.11	\$0.13	\$0.53	<b>\$4.94</b>
Northeast Heights	\$0.39	\$0.35	\$0.64	\$0.35	\$0.82	\$0.72	\$0.20	\$0.55	\$0.12	\$0.16	\$0.52	<b>\$4.82</b>
Rio Rancho	\$0.45	\$0.58	\$0.64	\$0.35	\$0.77	\$0.79	\$0.21	\$0.54	\$0.14	\$0.13	\$0.56	<b>\$5.16</b>
South Valley	\$0.44	\$0.57	\$0.63	\$0.34	\$0.76	\$0.77	\$0.20	\$0.53	\$0.13	\$0.13	\$0.55	<b>\$5.05</b>
Valencia County	\$0.45	\$0.58	\$0.64	\$0.35	\$0.77	\$0.79	\$0.21	\$0.54	\$0.14	\$0.13	\$0.56	<b>\$5.16</b>
West Side	\$0.45	\$0.64	\$0.65	\$0.39	\$0.89	\$0.84	\$0.21	\$0.56	\$0.15	\$0.13	\$0.57	<b>\$5.48</b>

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	
<b>Albuquerque</b>	\$0.42	\$0.54	\$0.59	\$0.33	\$0.74	\$0.75	\$0.20	\$0.51	\$0.09	\$0.13	\$0.53	<b>\$4.83</b>
Cottonwood	\$0.24	\$0.38	\$0.61	\$0.31	\$0.49	\$0.75	\$0.17	\$0.51	\$0.10	\$0.01	\$0.53	<b>\$4.10</b>
Downtown Albuquerque...	\$0.43	\$0.55	\$0.59	\$0.33	\$0.74	\$0.75	\$0.20	\$0.51	\$0.09	\$0.12	\$0.53	<b>\$4.84</b>
E Outer Bernalillo C...	\$0.43	\$0.55	\$0.61	\$0.33	\$0.73	\$0.75	\$0.20	\$0.51	\$0.10	\$0.12	\$0.53	<b>\$4.86</b>
East Albuquerque	\$0.43	\$0.55	\$0.58	\$0.33	\$0.73	\$0.75	\$0.20	\$0.51	\$0.08	\$0.12	\$0.53	<b>\$4.81</b>
Far West Side	\$0.43	\$0.55	\$0.61	\$0.33	\$0.73	\$0.75	\$0.20	\$0.51	\$0.10	\$0.12	\$0.53	<b>\$4.86</b>
Midtown Albuquerque	\$0.43	\$0.55	\$0.61	\$0.33	\$0.73	\$0.75	\$0.20	\$0.51	\$0.10	\$0.12	\$0.53	<b>\$4.86</b>
North Valley	\$0.43	\$0.55	\$0.61	\$0.33	\$0.74	\$0.75	\$0.20	\$0.52	\$0.11	\$0.12	\$0.53	<b>\$4.89</b>
Northeast Heights	\$0.37	\$0.31	\$0.61	\$0.33	\$0.76	\$0.70	\$0.20	\$0.53	\$0.07	\$0.16	\$0.49	<b>\$4.53</b>
Outer Sandoval Co...	\$0.43	\$0.55	\$0.61	\$0.33	\$0.73	\$0.75	\$0.20	\$0.51	\$0.10	\$0.12	\$0.53	<b>\$4.86</b>
Rio Rancho	\$0.43	\$0.55	\$0.61	\$0.33	\$0.73	\$0.75	\$0.20	\$0.51	\$0.10	\$0.12	\$0.53	<b>\$4.86</b>
South Valley	\$0.43	\$0.55	\$0.61	\$0.33	\$0.73	\$0.75	\$0.20	\$0.51	\$0.10	\$0.12	\$0.53	<b>\$4.86</b>
Torrance County	\$0.43	\$0.55	\$0.61	\$0.33	\$0.73	\$0.75	\$0.20	\$0.51	\$0.10	\$0.12	\$0.53	<b>\$4.86</b>
Valencia County	\$0.43	\$0.55	\$0.61	\$0.33	\$0.73	\$0.75	\$0.20	\$0.51	\$0.10	\$0.12	\$0.53	<b>\$4.86</b>
West Side	\$0.43	\$0.55	\$0.61	\$0.33	\$0.73	\$0.75	\$0.20	\$0.51	\$0.10	\$0.12	\$0.53	<b>\$4.86</b>

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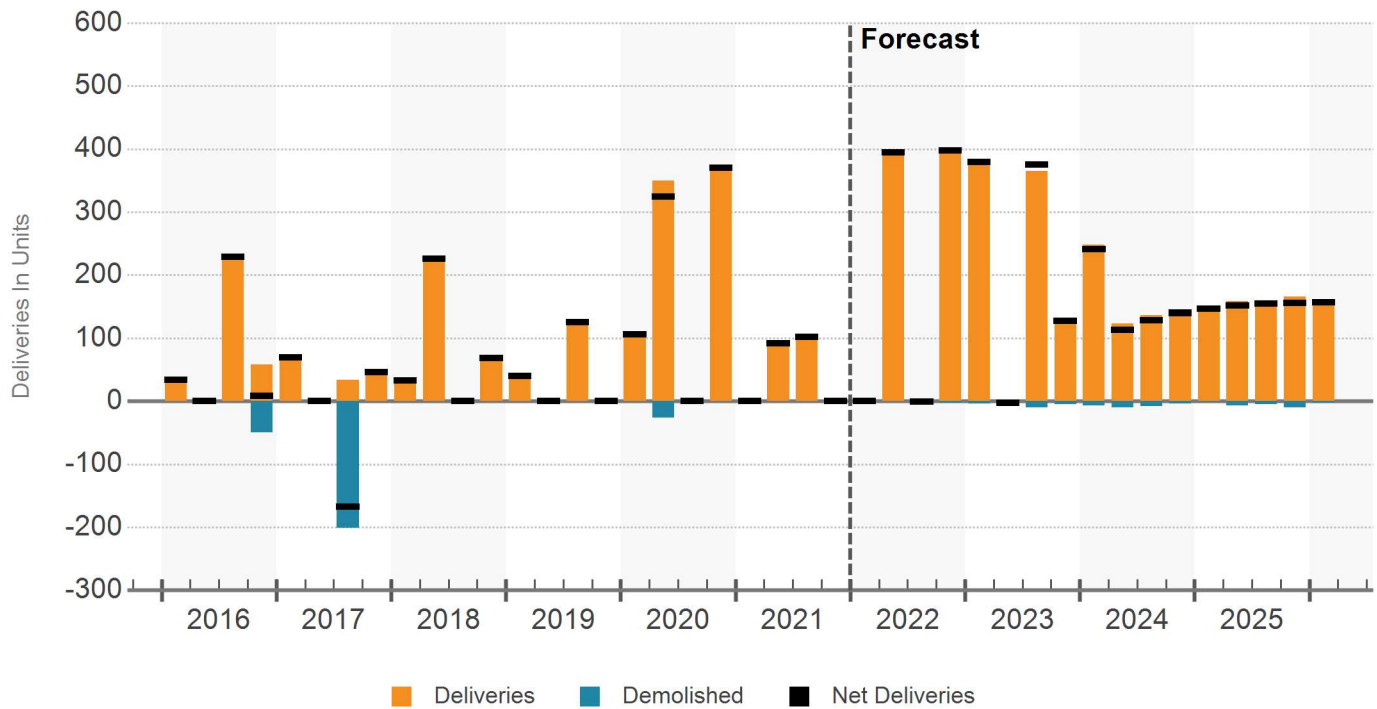
Demand for Albuquerque apartment units is fueling new developments in the market, and construction starts are at a decade-high. About 1,100 units broke ground in 2021 and over 1,700 units are currently under construction. Once completed, the market's inventory will expand by 3.3%.

New projects have leased up well in the past year. The 4 Star, 350-unit Boulevard 2500 delivered in April 2020 and was leasing more than 25 units per month as of 21Q3. Like most deliveries, relatively generous concessions were offered to drum up leasing activity.

Boulevard 2500 was offering between 2-4 weeks of free rent during its lease-up phase.

One of the bigger deliveries in the metro leased up at a healthy pace before the pandemic. National developer Alliance Residential completed one of the biggest recent projects, the 4 Star, 226-unit Broadstone Northpoint. The apartments delivered in April 2018 and leased about 25 units per month. Local developer Legacy Hospitality delivered its 232-unit Markana Luxury Apartment Homes in 18Q1 and stabilized the asset within one year, leasing roughly 18 units per month.

### DELIVERIES & DEMOLITIONS



# Under Construction Properties

Albuquerque Multi-Family

Properties

Units

Percent of Inventory

Avg. No. Units

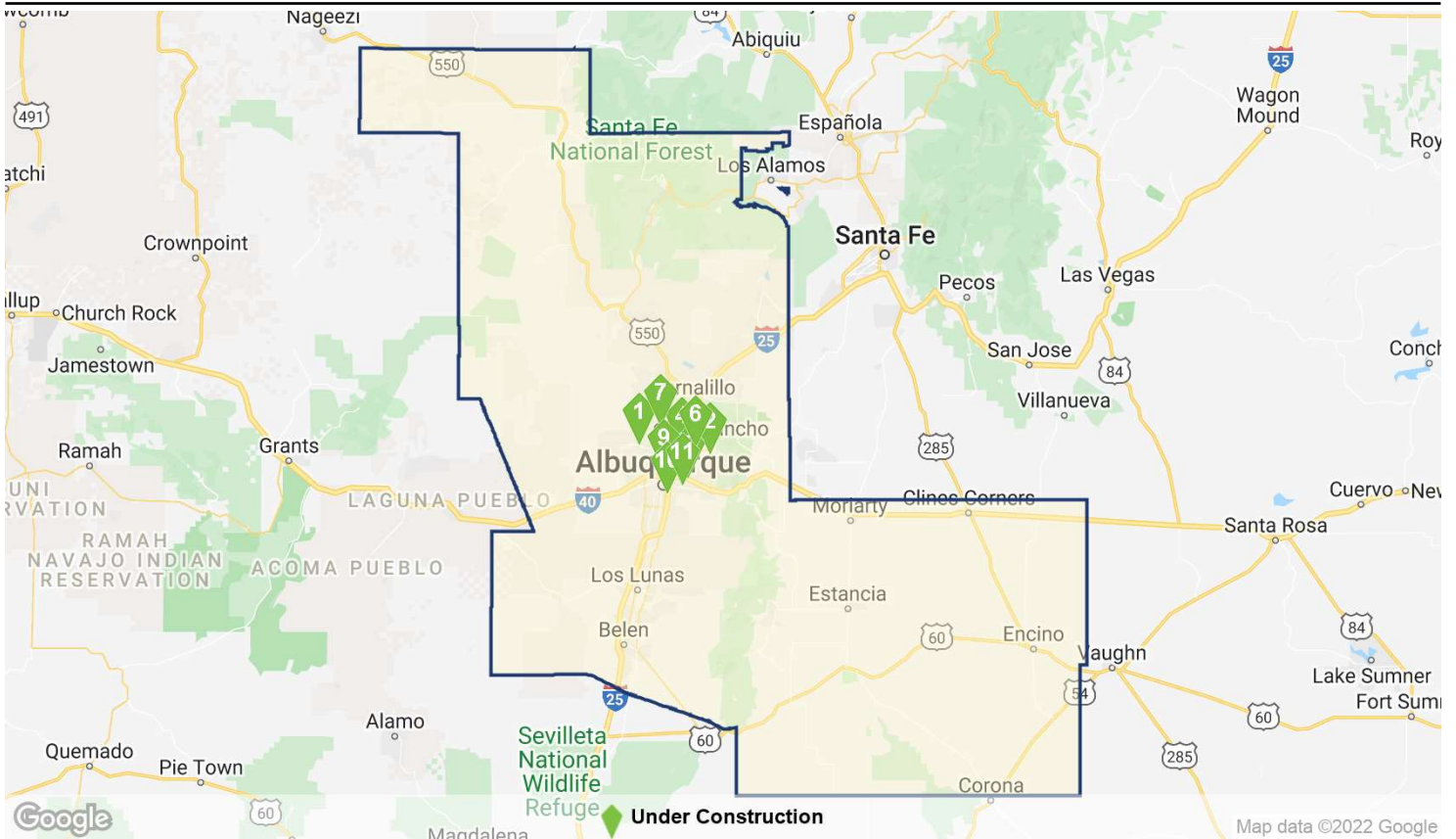
11

1,748

3.3%

159

## UNDER CONSTRUCTION PROPERTIES



## UNDER CONSTRUCTION

Property Name/Address	Rating	Units	Stories	Start	Complete	Developer/Owner
1 <b>ViaVerde</b> 6439 Western Trl NW	★★★★☆	395	2	Mar 2021	Apr 2022	MultiGreen Properties MultiGreen Properties
2 <b>Allaso High Desert</b> 6605 Tennyson St NE	★★★★★	281	3	Apr 2021	Mar 2023	Titan Development Titan Development
3 <b>Markana Uptown</b> 6400 Americas Pky NE	★★★★☆	243	6	Sep 2021	Nov 2022	Kassam Construction, LLC Legacy Development and Manag...
4 <b>Allaso Journal Center</b> 7800 Headline Blvd NE	★★★★☆	158	3	May 2021	Dec 2022	Titan Development Titan Development
5 <b>Markana Flats</b> 7060 Constitution Ave	★★★★☆	151	5	Feb 2022	Feb 2024	Legacy Development and Manag... Legacy Development and Manag...
6 <b>Allaso Vineyards</b> Holly Ave NE	★★★★☆	111	3	Feb 2022	Apr 2023	Titan Development Catherine Rowe
7 <b>The Panorama</b> 1465 Rio Rancho Dr SE	★★★★☆	102	2	Jan 2021	Apr 2022	- 528 Dev Lc



# Under Construction Properties

Albuquerque Multi-Family

## UNDER CONSTRUCTION

Property Name/Address	Rating	Units	Stories	Start	Complete	Developer/Owner
8 <b>Hiland Plaza</b> 5000 Central Ave SE	★ ★ ★ ★ ★	91	4	Mar 2022	Aug 2023	The Greater Albuquerque Housin... Greater Albuquerque Housing Pa...
9 <b>Dreskin 4</b> 2818 4th St NW	★ ★ ★ ★ ★	84	4	Jan 2022	Jul 2023	San Clemente - Cascade Crossing San Clemente Investment
10 <b>Vantage Pointe</b> 2930 Mulberry St SE	★ ★ ★ ★ ★	67	3	Aug 2020	Apr 2022	Snyder Construction, LLC CBRE
11 <b>District 505</b> 5301 Central Ave NE	★ ★ ★ ★ ★	65	10	Dec 2021	Nov 2022	Rhino Investments Rhino Investments

Albuquerque emerged as a top performing market for smaller multifamily investors during the pandemic. Residents of top-tier cities went in search of more affordable housing options, leading to high occupancy rates and steady rent gains in tertiary markets, and Albuquerque was near the top of the list of places that generated high returns for apartment owners. New Mexico's non-disclosure status can cloud the investment picture in Albuquerque, but CoStar's research has uncovered that investors were bullish on Albuquerque's apartment market through the pandemic.

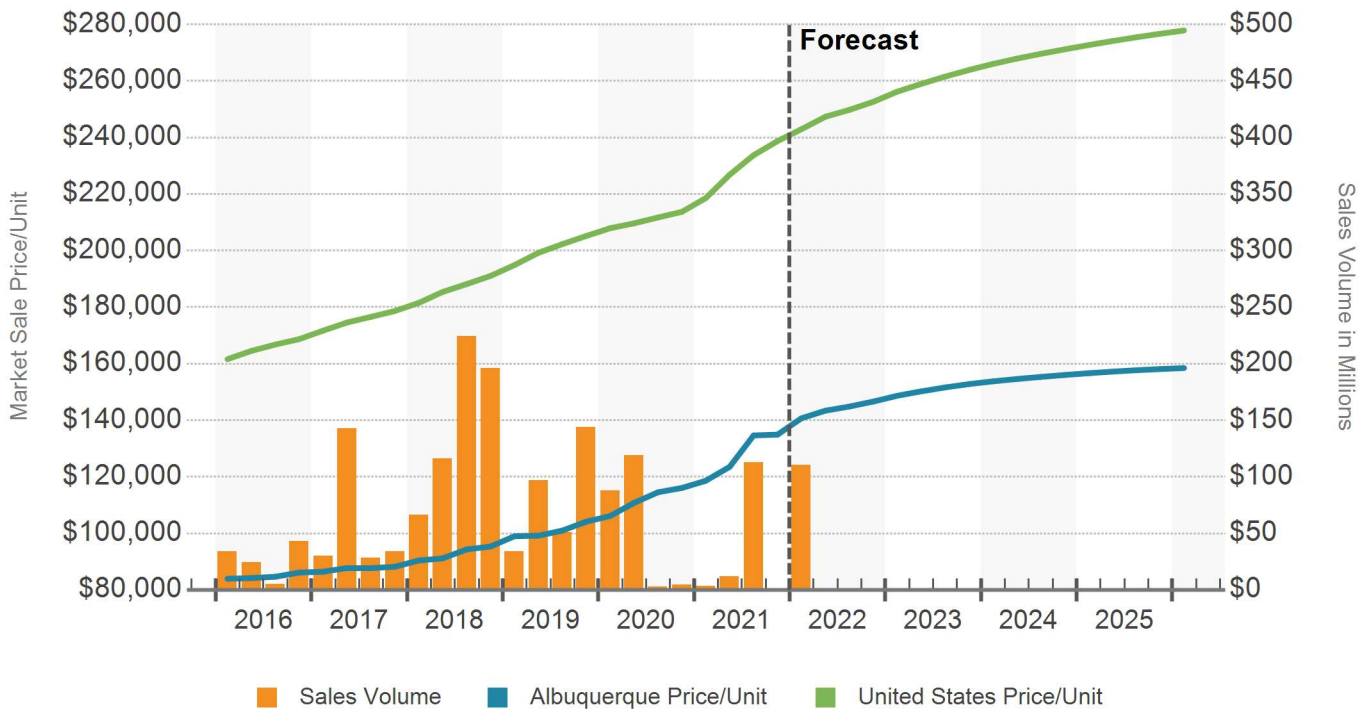
Investors were particularly active in the West Side submarket. The largest transaction in terms of dollar amount in 2021 belongs to Kennedy Wilson Properties' acquisition of Sombra Del Oso Apartment Homes for \$65 million (\$189,000/unit) from DiNapoli Capital Partners in

a 1031 Exchange. The 344-unit apartment community was approximately 93% leased when the deal closed in July.

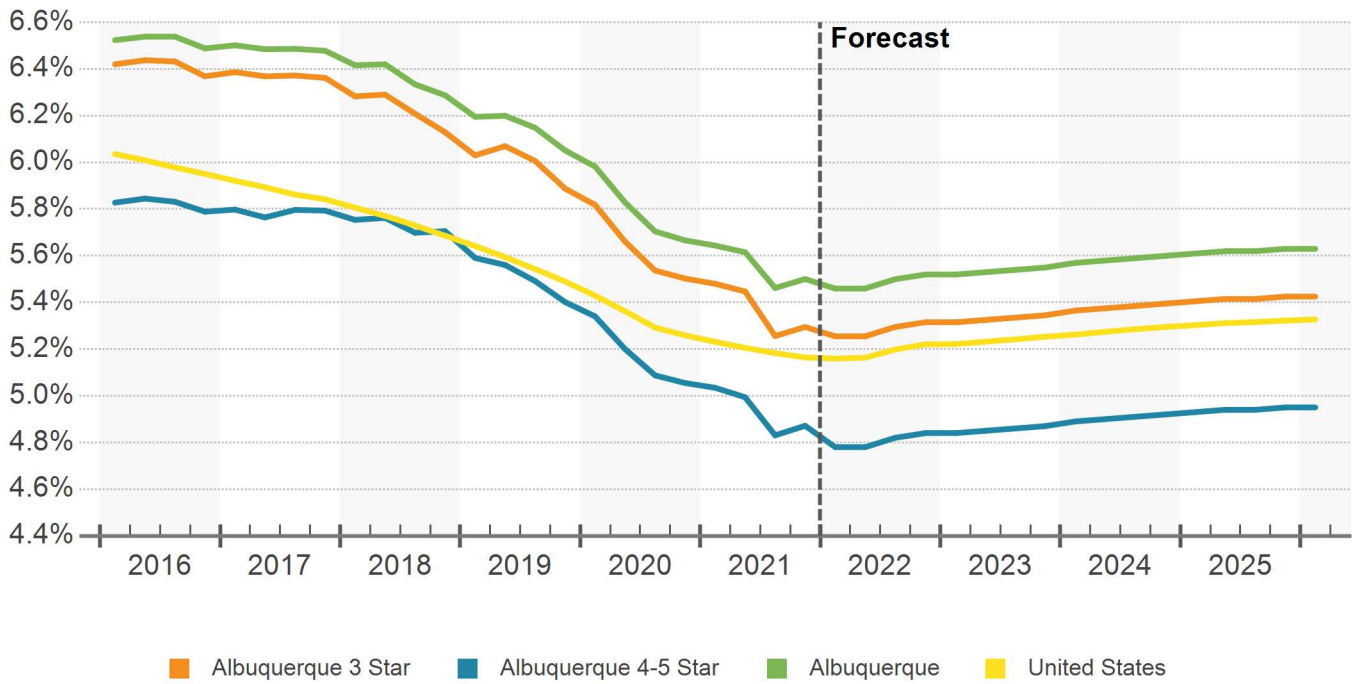
In February, Blue Valley Apartments purchased Rising Phoenix from MKJS Enterprises for an undisclosed amount. The 511-unit property is located less than five miles from the University of New Mexico, which has been a significant driver of apartment demand in the Albuquerque market.

In one of the biggest trades of 2020, Wisconsin-based MLG Capital acquired the 456-unit Diamond Mesa community from Texas-based CFH Investment partners for \$73 million (\$160,000/unit). The asset was built in 2015 and was more than 95% occupied at the time of sale.

**SALES VOLUME & MARKET SALE PRICE PER UNIT**



### MARKET CAP RATE



# Sales Past 12 Months

## Albuquerque Multi-Family

Sale Comparables

Avg. Price/Unit (thous.)

Average Price (mil.)

Average Vacancy at Sale

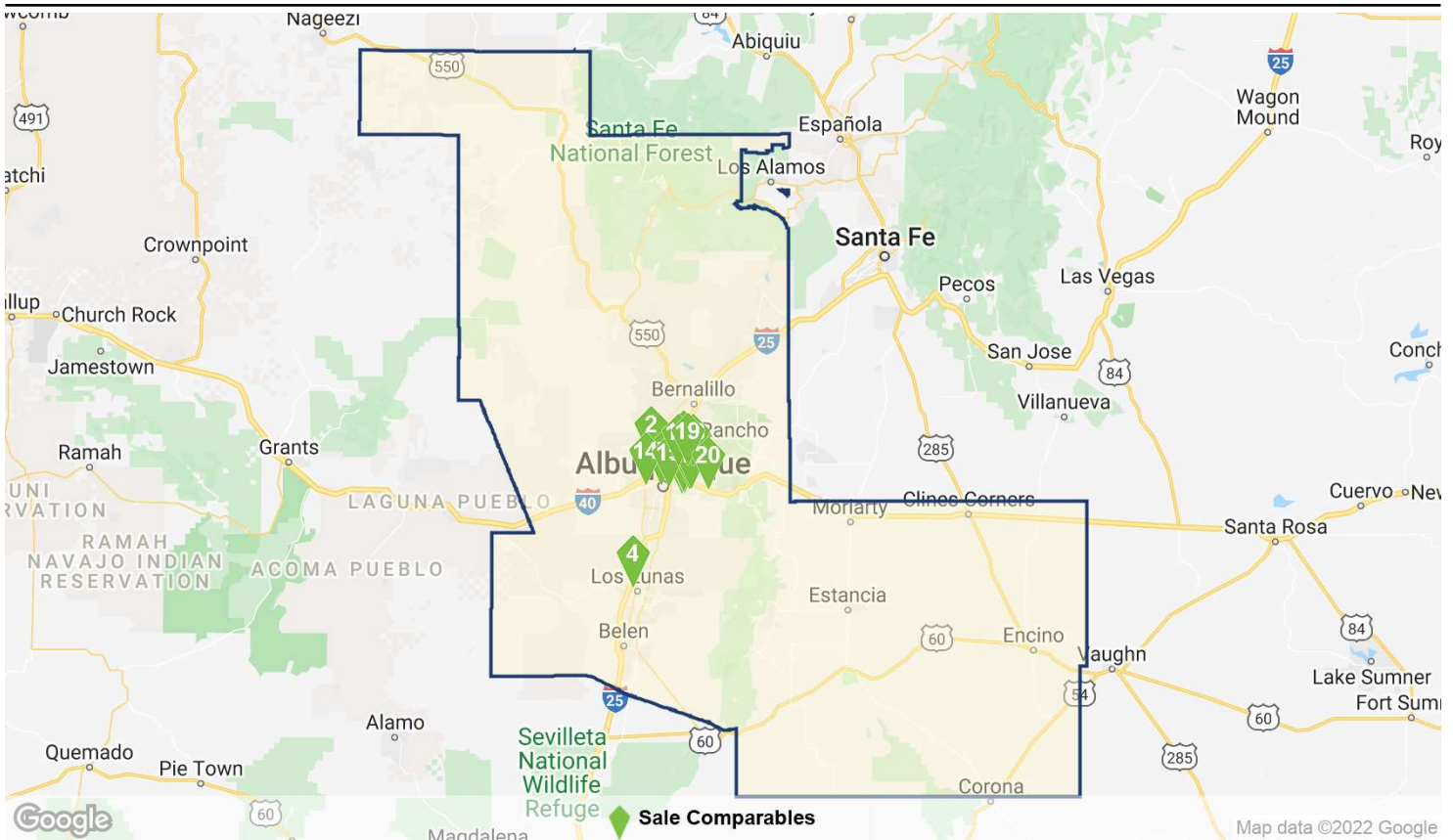
**91**

**\$170**

**\$16.8**

**7.9%**

### SALE COMPARABLE LOCATIONS



### SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$425,000	\$16,811,527	\$3,406,250	\$109,750,000
Price/Unit	\$38,636	\$170,428	\$92,187	\$217,757
Cap Rate	3.8%	6.1%	6.0%	10.8%
Vacancy Rate At Sale	0%	7.9%	3.7%	63.6%
Time Since Sale in Months	0.8	6.1	5.8	11.8
Property Attributes	Low	Average	Median	High
Property Size in Units	5	78	27	511
Number of Floors	1	2	2	7
Average Unit SF	150	750	727	1,716
Year Built	1901	1971	1973	2020
Star Rating	★ ★ ★ ★ ★	★ ★ ★ ★ ★ 2.4	★ ★ ★ ★ ★	★ ★ ★ ★ ★



# Sales Past 12 Months

Albuquerque 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 AYA ABQ 5324 San Mateo Blvd NE	★★★★★	1986	504	4.0%	2/28/2022	\$109,750,000	\$217,757	\$274	
2 Aydan 6000 Montano Plaza Dr NW	★★★★★	1985	344	4.9%	7/2/2021	\$65,000,000	\$188,953	\$365	
3 Alvarado 611 Lead Ave SW	★★★★★	1984	210	2.9%	7/27/2021	\$35,000,000	\$166,666	\$382	
4 Encantada Apartments 300 Canal Blvd SW	★★★★★	-	48	29.2%	4/20/2021	\$6,160,000	\$128,333	\$123	
5 Rancho del Cielo 4801 Gibson Blvd SE	★★★★★	2013	30	3.3%	9/29/2021	\$4,077,000	\$135,900	\$75	
6 Cloudview Terrace 13500 Skyline Rd	★★★★★	1984	63	1.6%	8/1/2021	\$3,600,000	\$57,142	\$88	
7 The Austin 2713 Wyoming Blvd NE	★★★★★	1960	36	0%	9/22/2021	\$3,437,500	\$95,486	\$131	
8 The French Quarter Apartments 1101-1121 Palomas Dr SE	★★★★★	1963	84	8.3%	6/15/2021	\$3,375,000	\$40,178	\$64	
9 1028 Alvarado Dr	★★★★★	1955	12	8.3%	8/24/2021	\$1,400,000	\$116,666	\$209	
10 La Veta 12 300 La Veta Dr	★★★★★	1973	12	8.3%	5/7/2021	\$900,000	\$75,000	\$149	
11 1030-1040 Truman St SE	★★★★★	1968	9	11.1%	4/16/2021	\$800,000	\$88,888	\$66	
12 Ortiz Townhomes 1110-1016 Ortiz Dr SE	★★★★★	1993	10	0%	4/21/2021	\$796,875	\$79,687	\$99	
13 510-512 Mesilla St SE	★★★★★	1960	8	6.3%	11/9/2021	\$640,000	\$80,000	\$106	
14 West Central RT 66 Apartments 6116 Central Ave SW	★★★★★	1950	11	9.1%	1/25/2022	\$425,000	\$38,636	\$91	
15 1606-1612 Coal Ave SE	★★★★★	-	6	0%	12/8/2021	-	-	-	
16 Zuni Apartment Homes 8010 SE Zuni Rd	★★★★★	1971	36	5.6%	1/31/2022	-	-	-	
17 Villas Del Sol III 3958 Montgomery Blvd NE	★★★★★	1973	160	13.8%	12/28/2021	-	-	-	
18 La Entrada 8000 Montgomery Blvd NE	★★★★★	1972	216	7.9%	11/8/2021	-	-	-	
19 Monterra 4217 Louisiana Blvd	★★★★★	1971	312	14.7%	9/17/2021	-	-	-	
20 Four Hills Studios 12899 Central NE	★★★★★	1951	293	19.1%	2/9/2022	-	-	-	

Albuquerque has rebounded well, although the broader New Mexico economy still has a way to go in its economic recovery from the pandemic-induced downturn. The state lost about 100,000 nonfarm jobs from March to April of 2020, and has reclaimed about half of these jobs through May 2021. The retail and travel industries remain the hardest-hit employment sectors, along with mining and logging. In Albuquerque, the metro has reclaimed about 35,000 of the roughly 45,000 jobs lost from March to April of last year.

The Great Recession probably should have resulted in an immediate paradigm shift of the local economy. But like many smaller markets, Albuquerque, and all of New Mexico for that matter, was slow to adapt to the evolving market conditions.

Albuquerque's economy is largely focused on the public sector, but the agriculture, tourism, and manufacturing segments also have a substantial foothold.

Local officials and economic development groups have been proactive in diversifying the economy after reeling for years coming out of the Great Recession. Their efforts started to pay off with several major companies announcing expansions in the metro area.

In June 2019, NBCUniversal announced its expansion into Albuquerque, which would create more than 330 jobs with an average salary of \$60,000. The media titan plans to invest \$4 million to convert a warehouse in Martineztown into a TV and film studio. NBCUniversal expects to spend \$500 million in production costs at its studio, with local officials estimating an economic impact of \$1.1 billion over 10 years.

This announcement comes on the heels of another expansion from a major TV and film producer. In October 2018, Netflix announced plans to acquire a 257,000-SF production facility from Albuquerque Studios in Mesa Del Sol. Over the next decade, the online entertainment provider estimates it will invest \$1 billion for its productions in the state and create about 1,000 jobs annually. Netflix's expansion into Albuquerque was facilitated through \$10 million in funding from New

Mexico's Local Economic Development Act and \$4.5 million from the city of Albuquerque.

TaskUs, a California-based virtual customer service company, recently leased 100,000 SF at The Galleria in Downtown. The company plans to occupy its office space in early 2019 and bring about 700 jobs over the next five years. New Mexico will provide roughly \$2 million through its Local Economic Development Act, and the city of Albuquerque will pony up around \$1 million in LEDA funding.

Albuquerque accounts for about half of New Mexico's economic activity, although the state's economy as a whole is relatively pedestrian, often ranking in the bottom quarter of most economic indicators. Median incomes, home prices, and the cost of living all fall below the comparable national levels.

One issue facing the metro, and the state as a whole, is a reliance on oil and government. Both sectors have shrunk this cycle and have historically been drivers of the economy.

Although job losses weren't concentrated in Albuquerque as a result of oil price volatility, this means less tax revenue and royalties for the state, which the local economy relies upon for funding after federal sequestration in 2013.

Facebook's expansion into Las Lunas could provide some long-term economic tailwinds to the metro as its data centers deliver in phases through 2023. After breaking ground on its initial phases, Facebook announced that its footprint would expand from two buildings, totaling 970,000 SF, to six buildings, totaling approximately 2.8 million SF.

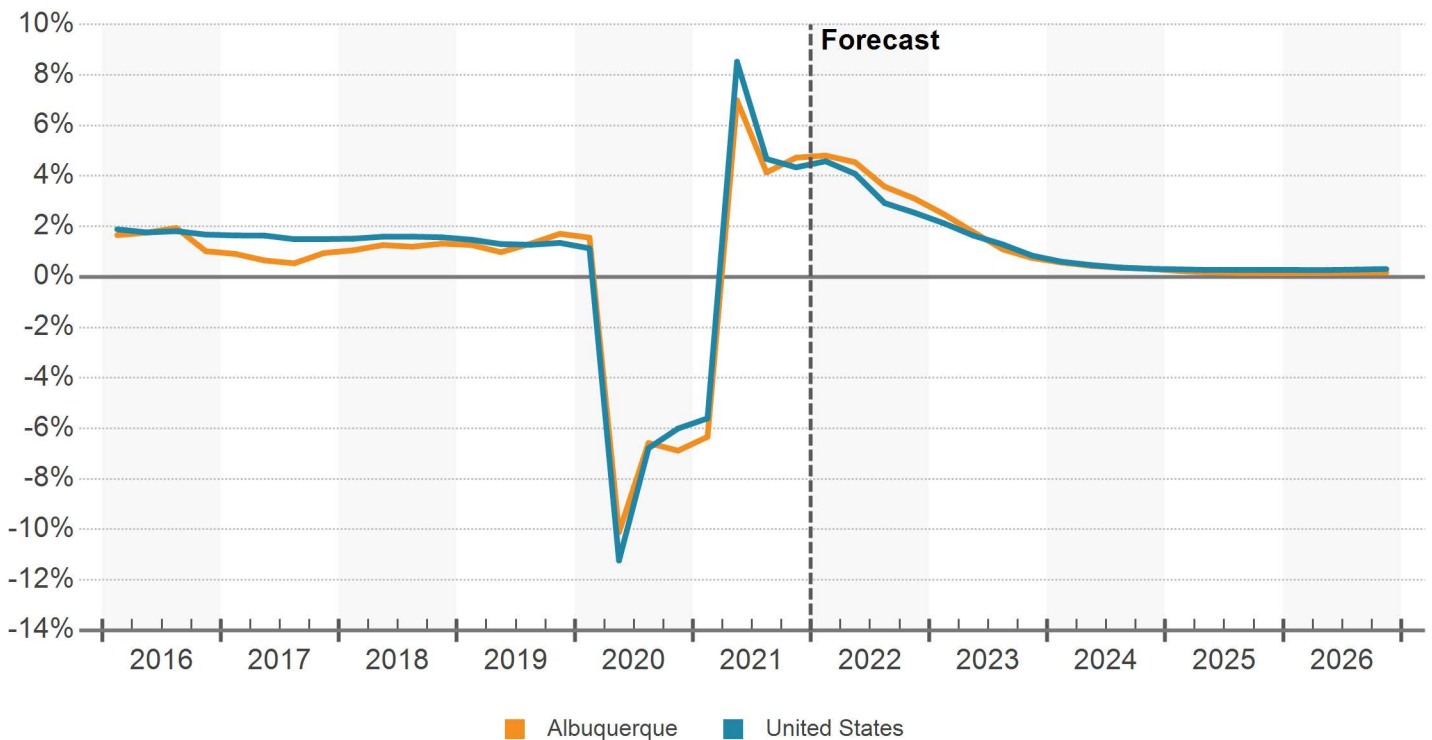
The social media giant's presence has already generated millions in tax revenue and is expected to bring in millions in new investment, dozens of long-term jobs, and support and ancillary services. For example, Affordable Solar announced that it would construct several solar farms, an investment of roughly \$45 million, to power Facebook's renewable energy-only facility.

### ALBUQUERQUE 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	17	0.5	12.39%	3.61%	-0.54%	0.68%	0.09%	-0.14%
Trade, Transportation and Utilities	62	0.8	2.27%	2.79%	-0.08%	0.97%	0.01%	0.25%
Retail Trade	40	1.0	0.44%	1.90%	-0.25%	0.45%	0.16%	0.19%
Financial Activities	19	0.8	2.68%	1.71%	0.53%	1.43%	0.84%	0.52%
Government	77	1.3	1.07%	2.03%	-0.61%	0.01%	1.15%	0.67%
Natural Resources, Mining and Construction	28	1.3	4.77%	3.05%	3.74%	2.46%	0.05%	0.51%
Education and Health Services	68	1.1	4.10%	3.40%	1.96%	1.57%	0.92%	1.02%
Professional and Business Services	64	1.1	2.33%	4.31%	1.24%	1.96%	0.87%	0.98%
Information	5	0.7	5.74%	5.38%	-4.84%	0.53%	1.47%	1.32%
Leisure and Hospitality	43	1.0	20.06%	17.57%	1.29%	1.50%	1.15%	1.80%
Other Services	12	0.8	5.44%	5.68%	0.24%	0.72%	0.35%	0.48%
<b>Total Employment</b>	<b>395</b>	<b>1.0</b>	<b>4.80%</b>	<b>4.56%</b>	<b>0.65%</b>	<b>1.17%</b>	<b>0.73%</b>	<b>0.74%</b>

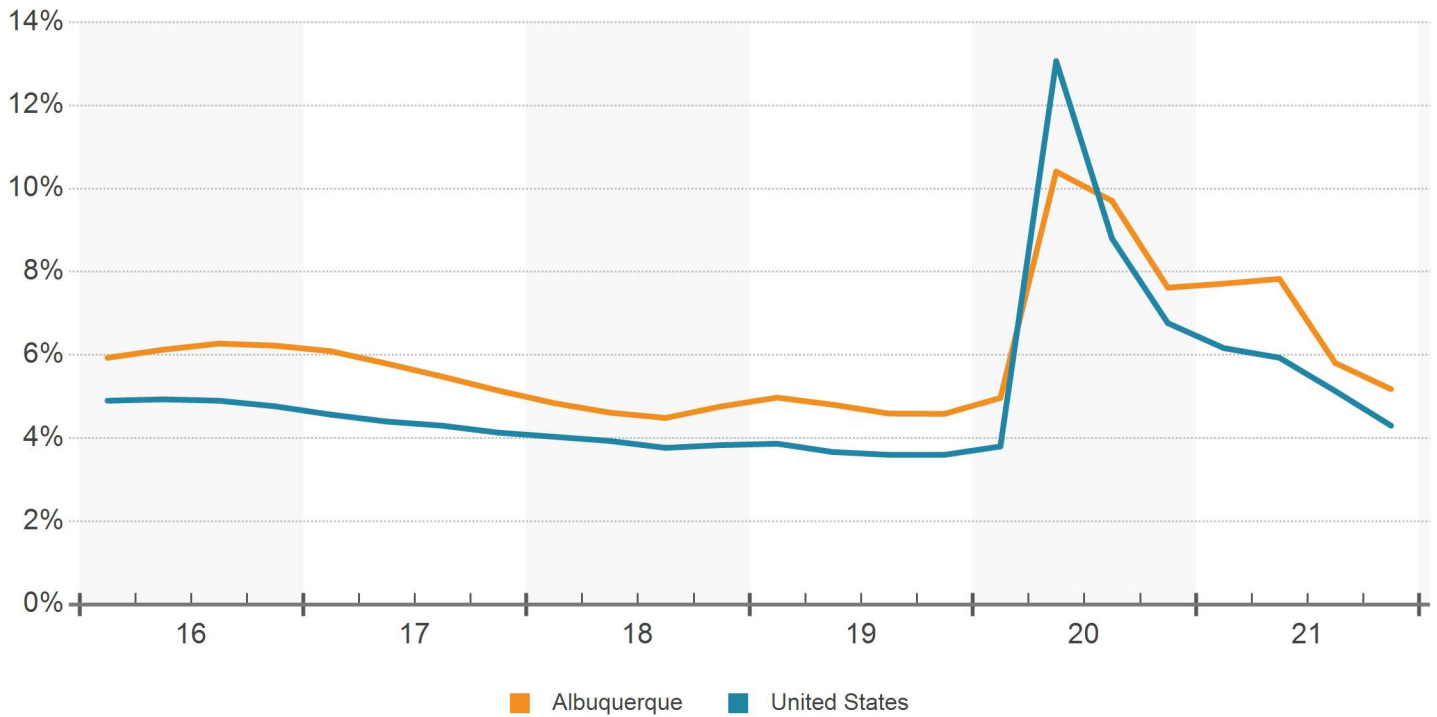
Source: Oxford Economics  
LQ = Location Quotient

### JOB GROWTH (YOY)

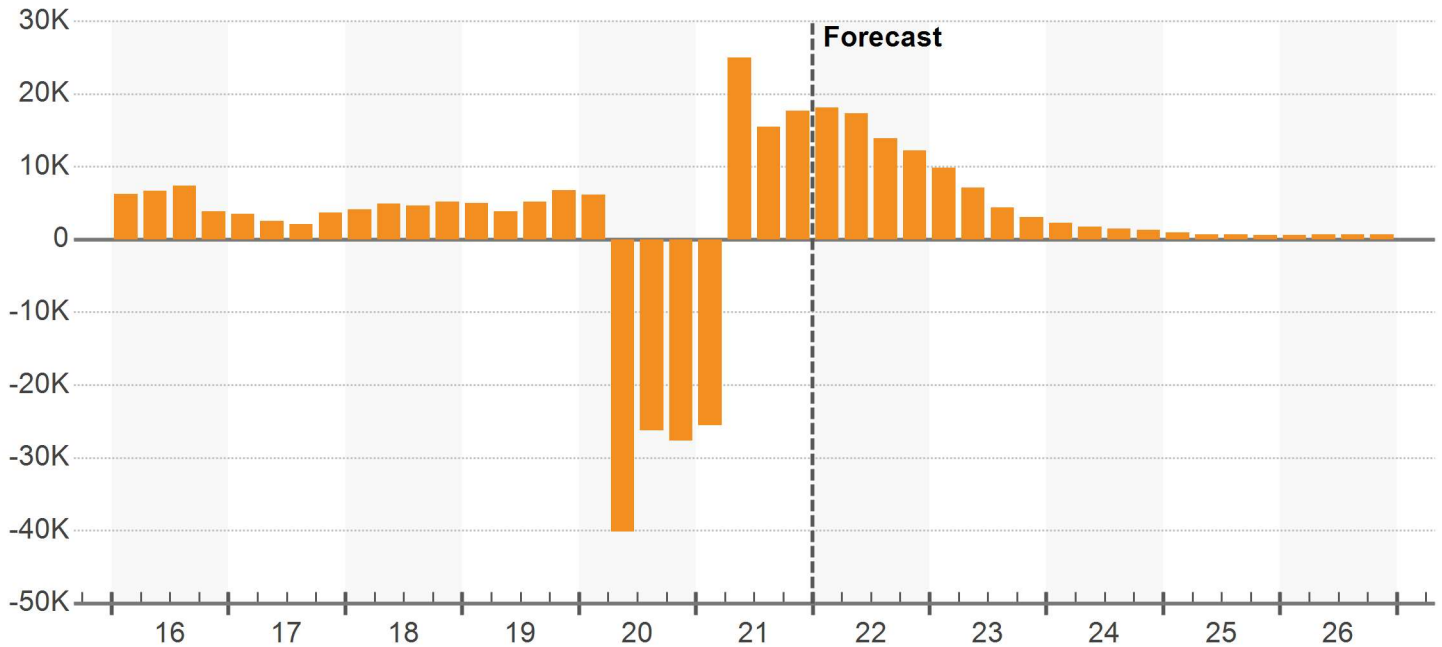


Source: Oxford Economics

### UNEMPLOYMENT RATE (%)

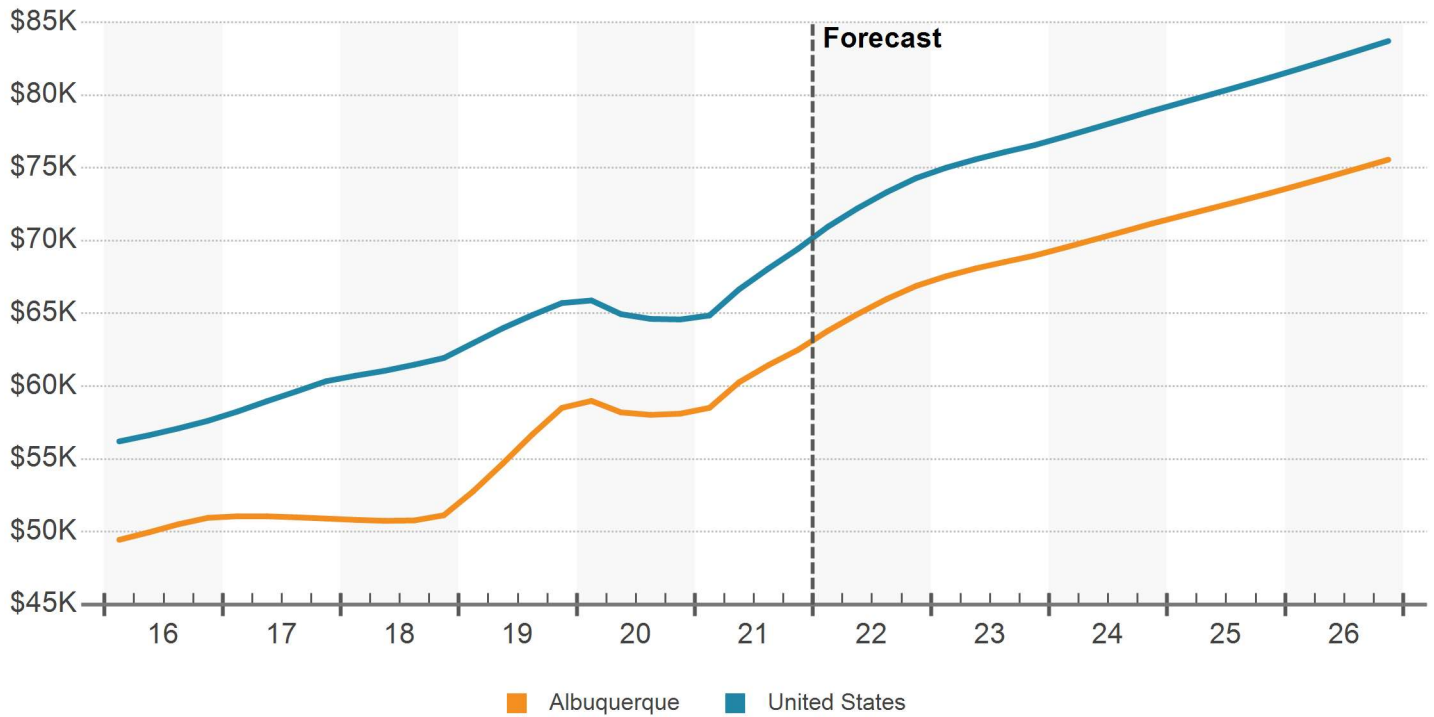


### NET EMPLOYMENT CHANGE (YOY)

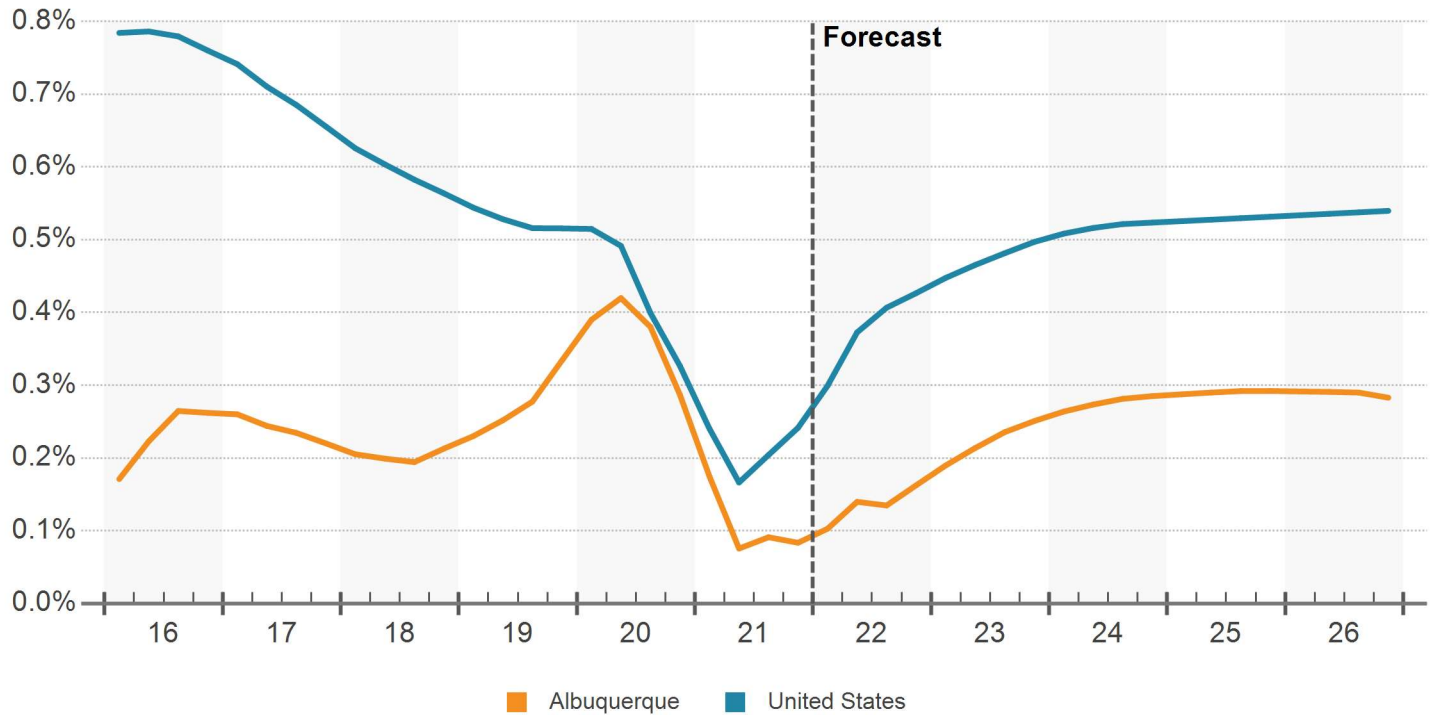




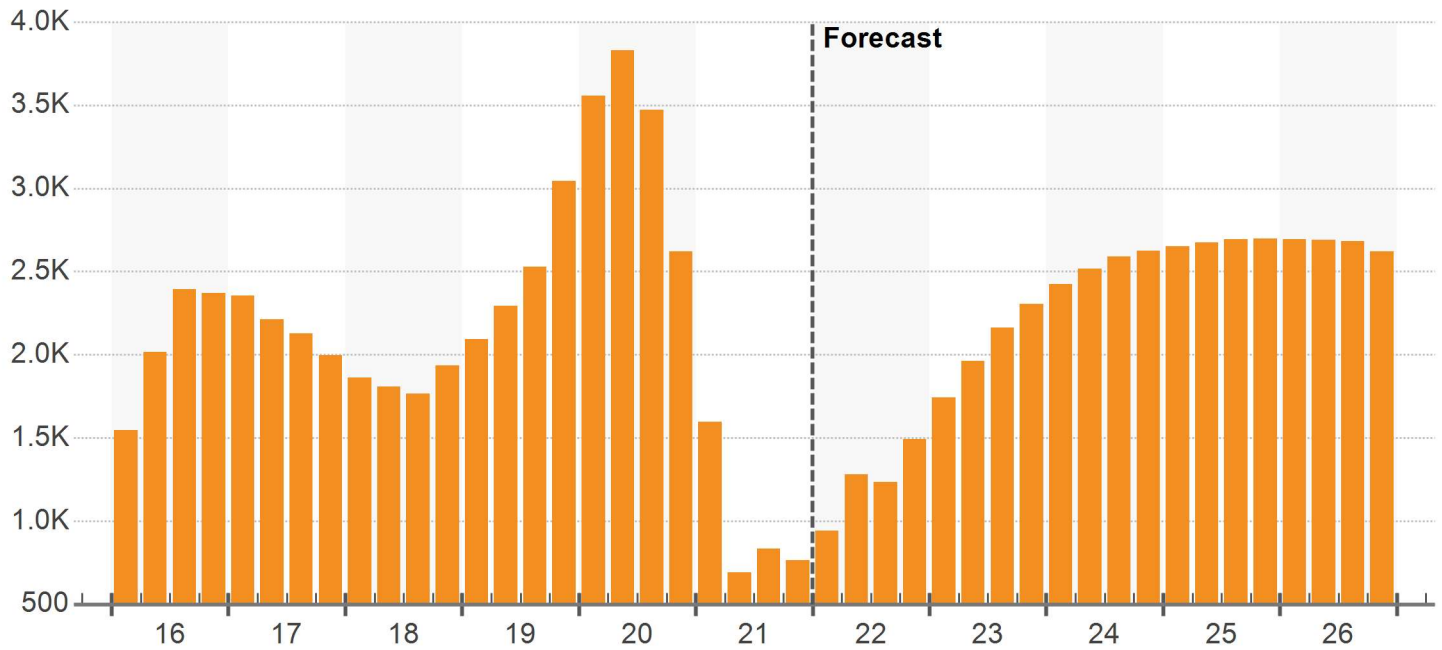
### MEDIAN HOUSEHOLD INCOME



### POPULATION GROWTH (YOY %)



### NET POPULATION CHANGE (YOY)

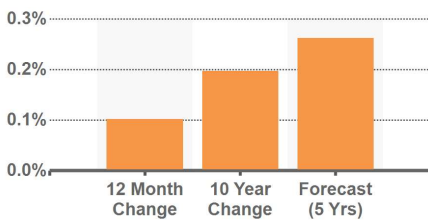


### DEMOGRAPHIC TRENDS

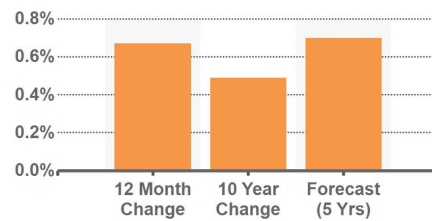
Demographic Category	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
	Metro	US	Metro	US	Metro	US	Metro	US
Population	918,140	332,862,969	0.1%	0.3%	0.2%	0.6%	0.3%	0.5%
Households	353,554	124,291,750	0%	0.2%	0.2%	0.7%	0.2%	0.5%
Median Household Income	\$63,689	\$70,824	8.9%	9.2%	3.5%	3.4%	3.6%	3.5%
Labor Force	437,497	162,773,266	0.7%	1.5%	0.5%	0.5%	0.7%	0.6%
Unemployment	5.2%	4.3%	-2.5%	-1.9%	-0.2%	-0.4%	-	-

Source: Oxford Economics

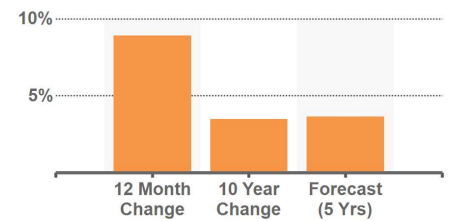
### POPULATION GROWTH



### LABOR FORCE GROWTH



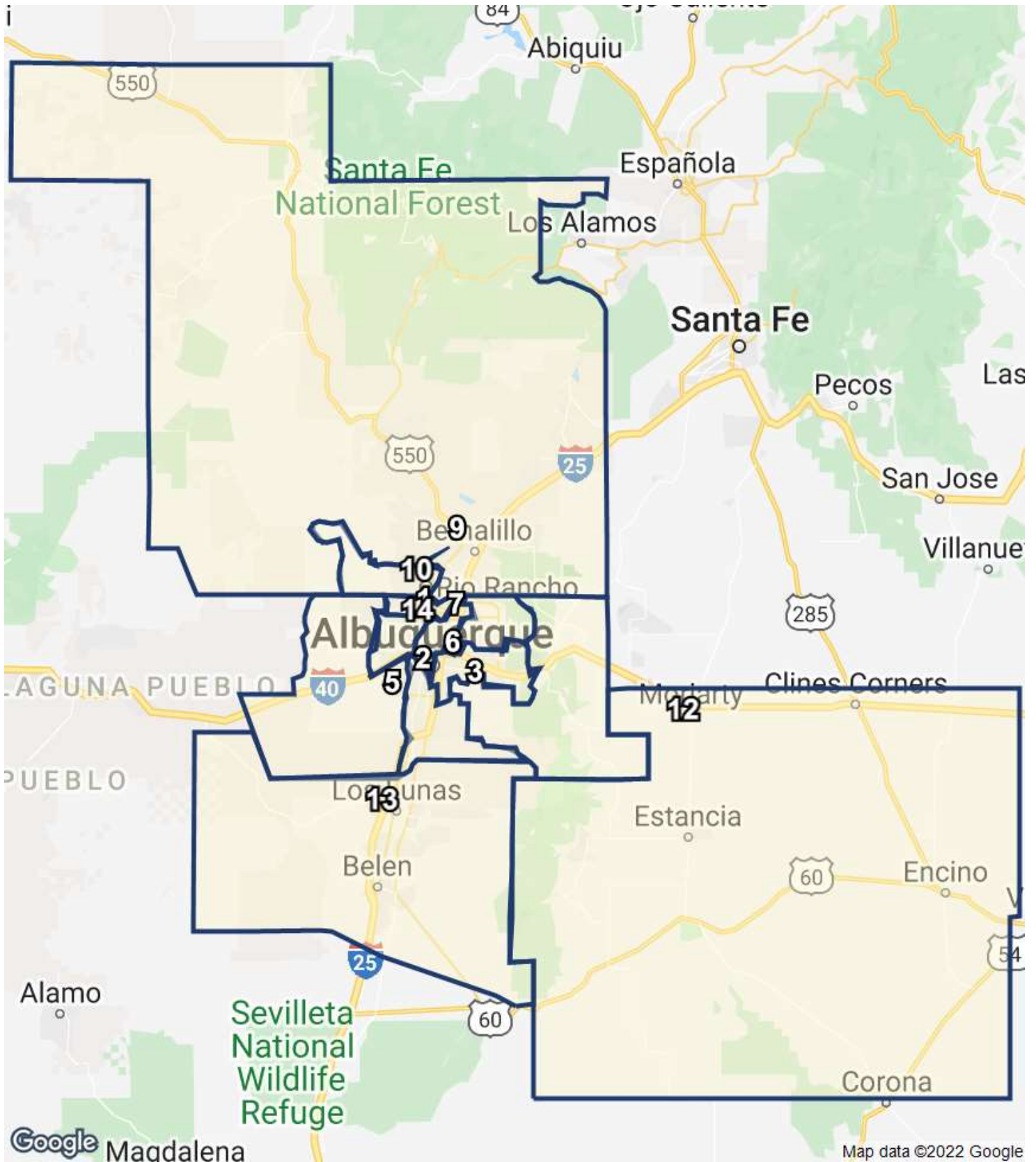
### INCOME GROWTH



Source: Oxford Economics

# Submarkets

## ALBUQUERQUE SUBMARKETS



Google

Map data ©2022 Google

# Submarkets

## Albuquerque Multi-Family

### SUBMARKET INVENTORY

No.	Submarket	Inventory				12 Month Deliveries				Under Construction			
		Bldgs	Units	% Market	Rank	Bldgs	Units	Percent	Rank	Bldgs	Units	Percent	Rank
1	Cottonwood	18	4,675	8.9%	3	0	0	0%	-	1	395	8.4%	2
2	Downtown Albuquerque	103	2,346	4.5%	5	0	0	0%	-	0	0	0%	-
3	E Outer Bernalillo Cnty	1	224	0.4%	13	0	0	0%	-	0	0	0%	-
4	East Albuquerque	754	22,154	42.1%	1	2	194	0.9%	1	5	617	2.8%	1
5	Far West Side	8	1,297	2.5%	8	0	0	0%	-	0	0	0%	-
6	Midtown Albuquerque	29	1,462	2.8%	7	0	0	0%	-	0	0	0%	-
7	North Valley	42	1,537	2.9%	6	0	0	0%	-	2	242	15.7%	4
8	Northeast Heights	70	14,146	26.9%	2	0	0	0%	-	2	392	2.8%	3
9	Outer Sandoval County	4	251	0.5%	12	0	0	0%	-	0	0	0%	-
10	Rio Rancho	12	817	1.6%	9	0	0	0%	-	1	102	12.5%	5
11	South Valley	31	810	1.5%	10	0	0	0%	-	0	0	0%	-
12	Torrance County	1	20	0%	14	0	0	0%	-	0	0	0%	-
13	Valencia County	13	306	0.6%	11	0	0	0%	-	0	0	0%	-
14	West Side	15	2,525	4.8%	4	0	0	0%	-	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	Cottonwood	\$1,280	\$1.40	5	19.2%	\$1,276	\$1.39	5	18.9%	0.4%	7
2	Downtown Albuquerque	\$907	\$1.37	7	5.4%	\$903	\$1.36	7	5.3%	0.5%	5
3	E Outer Bernalillo Cnty	\$1,369	\$1.03	11	15.3%	\$1,364	\$1.03	11	14.9%	0.3%	8
4	East Albuquerque	\$869	\$1.23	8	11.7%	\$865	\$1.23	9	12.1%	0.5%	2
5	Far West Side	\$1,216	\$1.40	3	15.0%	\$1,216	\$1.40	3	15.4%	0%	13
6	Midtown Albuquerque	\$839	\$1.23	9	9.3%	\$837	\$1.23	8	9.2%	0.3%	11
7	North Valley	\$1,323	\$1.51	1	16.2%	\$1,322	\$1.51	1	16.7%	0.1%	12
8	Northeast Heights	\$1,217	\$1.45	2	18.6%	\$1,211	\$1.45	2	18.4%	0.5%	3
9	Outer Sandoval County	\$1,102	\$1.18	10	16.1%	\$1,098	\$1.18	10	15.8%	0.3%	9
10	Rio Rancho	\$1,321	\$1.40	4	19.7%	\$1,315	\$1.39	4	19.3%	0.5%	4
11	South Valley	\$739	\$0.94	13	3.2%	\$736	\$0.94	13	3.2%	0.3%	10
12	Torrance County	-	-	-	-	-	-	-	-	0%	-
13	Valencia County	\$757	\$0.96	12	2.6%	\$753	\$0.95	12	2.6%	0.6%	1
14	West Side	\$1,283	\$1.39	6	11.6%	\$1,278	\$1.39	6	11.4%	0.4%	6

### SUBMARKET VACANCY & ABSORPTION

No.	Submarket	Vacancy			12 Month Absorption			
		Units	Percent	Rank	Units	% of Inv	Rank	Construc. Ratio
1	Cottonwood	160	3.4%	9	(74)	-1.6%	13	-
2	Downtown Albuquerque	90	3.9%	10	(4)	-0.2%	10	-
3	E Outer Bernalillo Cnty	3	1.1%	2	0	0%	-	-
4	East Albuquerque	1,249	5.6%	13	589	2.7%	1	0.3
5	Far West Side	42	3.3%	8	11	0.8%	3	-
6	Midtown Albuquerque	45	3.1%	7	10	0.7%	4	-
7	North Valley	35	2.3%	4	183	11.9%	2	-
8	Northeast Heights	640	4.5%	12	(167)	-1.2%	14	-
9	Outer Sandoval County	2	1.0%	1	(2)	-0.8%	9	-
10	Rio Rancho	22	2.7%	5	(12)	-1.4%	11	-
11	South Valley	14	1.7%	3	(2)	-0.2%	8	-
12	Torrance County	1	4.4%	11	0	0%	-	-
13	Valencia County	25	8.3%	14	(1)	-0.4%	7	-
14	West Side	78	3.1%	6	(14)	-0.6%	12	-



## OVERALL SUPPLY &amp; DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2026	56,091	621	1.1%	205	0.4%	3.0
2025	55,470	611	1.1%	258	0.5%	2.4
2024	54,859	622	1.1%	576	1.0%	1.1
2023	54,237	876	1.6%	756	1.4%	1.2
2022	53,361	791	1.5%	629	1.2%	1.3
YTD	52,570	0	0%	26	0%	0
2021	52,570	194	0.4%	679	1.3%	0.3
2020	52,376	800	1.6%	903	1.7%	0.9
2019	51,576	165	0.3%	342	0.7%	0.5
2018	51,411	327	0.6%	783	1.5%	0.4
2017	51,084	(52)	-0.1%	(285)	-0.6%	0.2
2016	51,136	274	0.5%	252	0.5%	1.1
2015	50,862	1,244	2.5%	1,238	2.4%	1.0
2014	49,618	121	0.2%	389	0.8%	0.3
2013	49,497	972	2.0%	626	1.3%	1.6
2012	48,525	35	0.1%	200	0.4%	0.2
2011	48,490	18	0%	(244)	-0.5%	-
2010	48,472	72	0.1%	480	1.0%	0.2

## 4 &amp; 5 STAR SUPPLY &amp; DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2026	11,751	622	5.6%	455	3.9%	1.4
2025	11,129	612	5.8%	484	4.3%	1.3
2024	10,517	627	6.3%	563	5.4%	1.1
2023	9,890	546	5.8%	505	5.1%	1.1
2022	9,344	553	6.3%	393	4.2%	1.4
YTD	8,791	0	0%	(17)	-0.2%	0
2021	8,791	102	1.2%	418	4.8%	0.2
2020	8,689	772	9.8%	502	5.8%	1.5
2019	7,917	58	0.7%	101	1.3%	0.6
2018	7,859	294	3.9%	460	5.9%	0.6
2017	7,565	93	1.2%	(15)	-0.2%	-
2016	7,472	105	1.4%	264	3.5%	0.4
2015	7,367	1,155	18.6%	914	12.4%	1.3
2014	6,212	88	1.4%	326	5.2%	0.3
2013	6,124	605	11.0%	379	6.2%	1.6
2012	5,519	0	0%	34	0.6%	0
2011	5,519	66	1.2%	(52)	-0.9%	-
2010	5,453	72	1.3%	177	3.2%	0.4

## 3 STAR SUPPLY &amp; DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2026	28,405	13	0%	(148)	-0.5%	-
2025	28,392	12	0%	(127)	-0.4%	-
2024	28,380	10	0%	61	0.2%	0.2
2023	28,370	345	1.2%	292	1.0%	1.2
2022	28,025	243	0.9%	196	0.7%	1.2
YTD	27,782	0	0%	40	0.1%	0
2021	27,782	92	0.3%	137	0.5%	0.7
2020	27,690	54	0.2%	315	1.1%	0.2
2019	27,636	61	0.2%	231	0.8%	0.3
2018	27,575	33	0.1%	41	0.1%	0.8
2017	27,542	(45)	-0.2%	16	0.1%	-
2016	27,587	169	0.6%	(32)	-0.1%	-
2015	27,418	0	0%	114	0.4%	0
2014	27,418	33	0.1%	77	0.3%	0.4
2013	27,385	296	1.1%	204	0.7%	1.5
2012	27,089	35	0.1%	164	0.6%	0.2
2011	27,054	(48)	-0.2%	(166)	-0.6%	0.3
2010	27,102	0	0%	203	0.7%	0

## 1 &amp; 2 STAR SUPPLY &amp; DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2026	15,935	(14)	-0.1%	(102)	-0.6%	0.1
2025	15,949	(13)	-0.1%	(99)	-0.6%	0.1
2024	15,962	(15)	-0.1%	(48)	-0.3%	0.3
2023	15,977	(15)	-0.1%	(41)	-0.3%	0.4
2022	15,992	(5)	0%	40	0.3%	-
YTD	15,997	0	0%	3	0%	0
2021	15,997	0	0%	124	0.8%	0
2020	15,997	(26)	-0.2%	86	0.5%	-
2019	16,023	46	0.3%	10	0.1%	4.6
2018	15,977	0	0%	282	1.8%	0
2017	15,977	(100)	-0.6%	(286)	-1.8%	0.3
2016	16,077	0	0%	20	0.1%	0
2015	16,077	89	0.6%	210	1.3%	0.4
2014	15,988	0	0%	(14)	-0.1%	0
2013	15,988	71	0.4%	43	0.3%	1.7
2012	15,917	0	0%	2	0%	0
2011	15,917	0	0%	(26)	-0.2%	0
2010	15,917	0	0%	100	0.6%	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	3,538	6.3%	0.7	\$1,245	\$1.57	1.4%	(0.7)	\$1,239	\$1.56
2025	3,120	5.6%	0.6	\$1,228	\$1.55	2.1%	(0.9)	\$1,222	\$1.54
2024	2,765	5.0%	0	\$1,202	\$1.52	3.0%	(1.6)	\$1,197	\$1.51
2023	2,718	5.0%	0.1	\$1,168	\$1.47	4.6%	(2.2)	\$1,163	\$1.47
2022	2,597	4.9%	0.2	\$1,117	\$1.41	6.7%	(8.5)	\$1,112	\$1.40
YTD	2,407	4.6%	0	\$1,068	\$1.35	14.9%	(0.3)	\$1,064	\$1.34
2021	2,432	4.6%	(0.9)	\$1,046	\$1.32	15.2%	9.1	\$1,042	\$1.31
2020	2,916	5.6%	(0.3)	\$908	\$1.14	6.1%	1.3	\$903	\$1.14
2019	3,019	5.9%	(0.4)	\$856	\$1.08	4.8%	2.0	\$848	\$1.07
2018	3,193	6.2%	(0.9)	\$817	\$1.03	2.8%	0.3	\$799	\$1.01
2017	3,642	7.1%	0.5	\$794	\$1	2.5%	0	\$775	\$0.97
2016	3,409	6.7%	0	\$775	\$0.98	2.6%	0.6	\$757	\$0.95
2015	3,386	6.7%	(0.2)	\$756	\$0.95	1.9%	0.1	\$737	\$0.93
2014	3,380	6.8%	(0.6)	\$741	\$0.93	1.8%	0.5	\$725	\$0.91
2013	3,650	7.4%	0.6	\$728	\$0.92	1.3%	(0.3)	\$713	\$0.90
2012	3,306	6.8%	(0.3)	\$719	\$0.91	1.6%	(0.1)	\$711	\$0.90
2011	3,472	7.2%	0.5	\$708	\$0.89	1.7%	1.0	\$703	\$0.88
2010	3,211	6.6%	(0.9)	\$696	\$0.88	0.6%	-	\$691	\$0.87

### 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	937	8.0%	1.1	\$1,679	\$1.79	1.1%	(0.7)	\$1,672	\$1.78
2025	769	6.9%	0.8	\$1,661	\$1.77	1.8%	(0.9)	\$1,655	\$1.76
2024	639	6.1%	0.3	\$1,631	\$1.74	2.7%	(1.7)	\$1,625	\$1.73
2023	574	5.8%	0.1	\$1,588	\$1.69	4.5%	(1.2)	\$1,582	\$1.69
2022	533	5.7%	1.5	\$1,520	\$1.62	5.7%	(11.5)	\$1,515	\$1.62
YTD	390	4.4%	0.2	\$1,459	\$1.56	16.4%	(0.8)	\$1,454	\$1.55
2021	373	4.2%	(3.7)	\$1,438	\$1.53	17.2%	11.3	\$1,434	\$1.53
2020	689	7.9%	2.6	\$1,227	\$1.31	5.9%	0.5	\$1,220	\$1.30
2019	419	5.3%	(0.6)	\$1,159	\$1.23	5.4%	2.6	\$1,150	\$1.22
2018	462	5.9%	(2.4)	\$1,099	\$1.17	2.9%	(0.1)	\$1,074	\$1.14
2017	627	8.3%	1.3	\$1,068	\$1.14	2.9%	0.4	\$1,037	\$1.10
2016	520	7.0%	(2.3)	\$1,038	\$1.11	2.5%	1.5	\$1,004	\$1.07
2015	679	9.2%	2.2	\$1,012	\$1.08	1.1%	(0.2)	\$980	\$1.04
2014	438	7.0%	(4.0)	\$1,001	\$1.07	1.3%	(1.7)	\$980	\$1.04
2013	675	11.0%	2.9	\$989	\$1.05	3.0%	0.9	\$939	\$1
2012	450	8.1%	(0.6)	\$960	\$1.02	2.1%	0.4	\$948	\$1.01
2011	484	8.8%	2.0	\$941	\$1	1.6%	1.8	\$934	\$0.99
2010	367	6.7%	(2.0)	\$926	\$0.99	-0.1%	-	\$920	\$0.98

### 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	1,698	6.0%	0.6	\$1,243	\$1.58	1.5%	(0.7)	\$1,237	\$1.58
2025	1,538	5.4%	0.5	\$1,225	\$1.56	2.2%	(0.8)	\$1,219	\$1.55
2024	1,398	4.9%	(0.2)	\$1,198	\$1.53	3.0%	(1.6)	\$1,193	\$1.52
2023	1,449	5.1%	0.1	\$1,163	\$1.48	4.6%	(2.6)	\$1,158	\$1.47
2022	1,395	5.0%	0.1	\$1,112	\$1.42	7.2%	(9.8)	\$1,107	\$1.41
YTD	1,308	4.7%	(0.1)	\$1,063	\$1.35	16.6%	(0.3)	\$1,059	\$1.35
2021	1,348	4.9%	(0.2)	\$1,038	\$1.32	16.9%	9.7	\$1,033	\$1.32
2020	1,393	5.0%	(1.0)	\$887	\$1.13	7.2%	2.0	\$882	\$1.12
2019	1,653	6.0%	(0.6)	\$828	\$1.05	5.2%	2.0	\$819	\$1.04
2018	1,822	6.6%	0	\$787	\$1	3.2%	0.6	\$767	\$0.98
2017	1,826	6.6%	(0.2)	\$763	\$0.97	2.6%	0.1	\$743	\$0.95
2016	1,885	6.8%	0.7	\$744	\$0.95	2.5%	0.3	\$727	\$0.93
2015	1,682	6.1%	(0.4)	\$725	\$0.92	2.2%	0	\$709	\$0.90
2014	1,796	6.5%	(0.2)	\$710	\$0.90	2.2%	1.8	\$691	\$0.88
2013	1,840	6.7%	0.3	\$694	\$0.88	0.4%	(1.1)	\$685	\$0.87
2012	1,749	6.5%	(0.5)	\$691	\$0.88	1.5%	(0.4)	\$684	\$0.87
2011	1,878	6.9%	0.4	\$681	\$0.87	2.0%	0.8	\$676	\$0.86
2010	1,760	6.5%	(0.7)	\$668	\$0.85	1.2%	-	\$663	\$0.84

### 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	903	5.7%	0.6	\$892	\$1.28	1.5%	(0.7)	\$888	\$1.28
2025	814	5.1%	0.5	\$879	\$1.26	2.2%	(0.8)	\$875	\$1.26
2024	728	4.6%	0.2	\$860	\$1.24	3.1%	(1.6)	\$856	\$1.23
2023	695	4.3%	0.2	\$834	\$1.20	4.7%	(2.2)	\$830	\$1.19
2022	668	4.2%	(0.3)	\$797	\$1.15	6.9%	0.2	\$793	\$1.14
YTD	708	4.4%	0	\$759	\$1.09	7.0%	0.3	\$756	\$1.08
2021	711	4.4%	(0.8)	\$746	\$1.07	6.7%	3.7	\$742	\$1.06
2020	835	5.2%	(0.7)	\$699	\$1	3.0%	0.2	\$695	\$1
2019	947	5.9%	0.2	\$679	\$0.97	2.8%	1.2	\$674	\$0.96
2018	909	5.7%	(1.7)	\$660	\$0.94	1.6%	(0.1)	\$653	\$0.93
2017	1,188	7.4%	1.2	\$650	\$0.93	1.7%	(0.9)	\$640	\$0.91
2016	1,004	6.2%	(0.1)	\$639	\$0.91	2.7%	0.4	\$631	\$0.90
2015	1,025	6.4%	(0.8)	\$622	\$0.89	2.2%	1.0	\$607	\$0.87
2014	1,146	7.2%	0.1	\$608	\$0.87	1.2%	(0.4)	\$602	\$0.86
2013	1,134	7.1%	0.1	\$601	\$0.86	1.6%	0.4	\$596	\$0.85
2012	1,108	7.0%	0	\$591	\$0.85	1.2%	0.2	\$587	\$0.84
2011	1,110	7.0%	0.2	\$584	\$0.84	1.0%	0.9	\$580	\$0.83
2010	1,084	6.8%	(0.6)	\$579	\$0.83	0.1%	-	\$575	\$0.82

### 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	-	-	-	-	-	-	\$159,275	303	5.6%
2025	-	-	-	-	-	-	\$158,076	301	5.6%
2024	-	-	-	-	-	-	\$155,983	297	5.6%
2023	-	-	-	-	-	-	\$152,766	291	5.5%
2022	-	-	-	-	-	-	\$146,581	279	5.5%
YTD	14	\$110.2M	2.2%	\$55,087,500	\$213,932	7.0%	\$140,355	267	5.5%
2021	109	\$128.6M	13.4%	\$8,038,680	\$138,897	6.4%	\$134,907	257	5.5%
2020	80	\$213.5M	8.6%	\$11,238,573	\$153,510	6.8%	\$116,042	221	5.7%
2019	103	\$325.1M	9.3%	\$14,135,941	\$126,067	6.3%	\$104,112	198	6.1%
2018	108	\$601.7M	17.4%	\$20,057,578	\$101,250	6.7%	\$95,337	181	6.3%
2017	54	\$234.6M	10.2%	\$13,802,118	\$82,386	7.6%	\$88,187	168	6.5%
2016	29	\$105.6M	3.4%	\$6,600,208	\$88,593	7.4%	\$86,117	164	6.5%
2015	23	\$234M	6.1%	\$15,598,923	\$103,395	6.9%	\$82,070	156	6.6%
2014	17	\$96.4M	2.9%	\$8,761,915	\$130,069	7.4%	\$79,058	150	6.7%
2013	31	\$107.7M	4.0%	\$3,988,654	\$58,339	7.5%	\$72,781	138	6.9%
2012	22	\$87.3M	5.0%	\$7,937,249	\$67,577	7.2%	\$70,645	134	6.9%
2011	13	\$40.2M	1.6%	\$5,024,363	\$87,380	9.5%	\$68,479	130	6.9%

(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	-	-	-	-	-	-	\$242,737	309	5.0%
2025	-	-	-	-	-	-	\$241,627	308	5.0%
2024	-	-	-	-	-	-	\$239,119	304	4.9%
2023	-	-	-	-	-	-	\$234,849	299	4.9%
2022	-	-	-	-	-	-	\$225,673	287	4.8%
YTD	-	-	-	-	-	-	\$216,530	276	4.8%
2021	5	\$6.2M	7.0%	\$6,160,000	\$128,333	5.4%	\$203,249	259	4.9%
2020	2	\$118.8M	8.0%	\$59,408,668	\$170,715	-	\$173,716	221	5.1%
2019	5	\$190.2M	14.3%	\$47,548,944	\$179,261	5.4%	\$156,027	199	5.4%
2018	7	\$294.2M	24.0%	\$42,025,951	\$155,982	5.3%	\$140,490	179	5.7%
2017	3	\$77.4M	15.6%	\$38,700,000	\$107,351	6.0%	\$131,558	167	5.8%
2016	3	\$23.8M	4.7%	\$11,900,000	\$108,182	6.3%	\$128,586	164	5.8%
2015	2	\$99.4M	9.8%	\$49,687,500	\$137,258	-	\$123,185	157	5.8%
2014	3	\$89.8M	14.2%	\$44,891,000	\$154,797	5.7%	\$122,099	155	5.8%
2013	-	-	-	-	-	-	\$111,462	142	6.1%
2012	3	\$32.5M	12.0%	\$32,450,985	\$107,811	6.1%	\$108,768	138	6.1%
2011	2	\$10.2M	6.8%	\$10,150,000	\$79,921	7.0%	\$104,187	133	6.1%

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



### 3 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/Unit	Avg Cap Rate	Price/Unit	Price Index	Cap Rate
2026	-	-	-	-	-	-	\$161,117	313	5.4%
2025	-	-	-	-	-	-	\$159,729	310	5.4%
2024	-	-	-	-	-	-	\$157,477	306	5.4%
2023	-	-	-	-	-	-	\$154,125	299	5.3%
2022	-	-	-	-	-	-	\$147,842	287	5.3%
YTD	3	\$109.8M	2.7%	\$109,750,000	\$217,758	7.3%	\$141,533	275	5.3%
2021	32	\$104.1M	17.4%	\$34,692,333	\$178,214	4.5%	\$136,281	264	5.3%
2020	17	\$77.8M	9.8%	\$19,451,613	\$172,903	8.7%	\$115,841	225	5.5%
2019	22	\$123M	8.4%	\$17,577,643	\$95,978	6.6%	\$103,583	201	5.9%
2018	33	\$296.5M	21.6%	\$17,438,388	\$76,821	6.0%	\$94,639	184	6.1%
2017	17	\$144.6M	12.2%	\$24,100,000	\$78,758	6.9%	\$86,747	168	6.4%
2016	8	\$66.8M	2.8%	\$16,691,280	\$112,970	6.3%	\$84,775	164	6.4%
2015	9	\$129.6M	7.4%	\$18,507,857	\$90,598	6.4%	\$80,547	156	6.5%
2014	5	\$3.1M	1.6%	\$1,542,500	\$44,071	6.5%	\$77,054	150	6.6%
2013	8	\$89M	5.2%	\$12,714,468	\$65,976	7.5%	\$70,855	137	6.8%
2012	8	\$52.5M	5.4%	\$13,121,875	\$56,805	6.5%	\$68,398	133	6.9%
2011	2	\$27.6M	1.0%	\$13,812,500	\$103,464	9.0%	\$66,719	129	6.8%

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

### 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	-	-	-	-	-	-	\$104,084	272	6.4%
2025	-	-	-	-	-	-	\$103,167	270	6.4%
2024	-	-	-	-	-	-	\$101,614	266	6.4%
2023	-	-	-	-	-	-	\$99,290	259	6.3%
2022	-	-	-	-	-	-	\$95,140	249	6.3%
YTD	11	\$425K	2.6%	\$425,000	\$38,636	6.9%	\$90,877	237	6.2%
2021	72	\$18.4M	10.0%	\$1,531,823	\$62,523	6.7%	\$89,955	235	6.2%
2020	61	\$16.9M	6.9%	\$1,300,701	\$69,017	6.5%	\$80,520	210	6.3%
2019	76	\$11.9M	8.4%	\$990,615	\$50,370	6.3%	\$72,752	190	6.7%
2018	68	\$11.1M	7.1%	\$1,848,847	\$56,026	7.3%	\$68,485	179	6.9%
2017	34	\$12.6M	4.1%	\$1,404,000	\$43,423	8.3%	\$63,761	167	7.1%
2016	18	\$15M	3.7%	\$1,503,822	\$39,470	8.1%	\$62,075	162	7.1%
2015	12	\$5.1M	2.1%	\$842,307	\$46,366	7.4%	\$59,194	155	7.2%
2014	9	\$3.5M	0.8%	\$502,010	\$38,616	8.5%	\$55,836	146	7.4%
2013	23	\$18.7M	3.4%	\$934,619	\$37,610	7.6%	\$52,132	136	7.6%
2012	11	\$2.4M	1.9%	\$395,208	\$35,392	8.6%	\$50,913	133	7.6%
2011	9	\$2.4M	0.8%	\$483,980	\$36,665	10.1%	\$49,385	129	7.6%

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

### DELIVERIES & UNDER CONSTRUCTION

Year	Inventory			Deliveries		Net Deliveries		Under Construction	
	Bldgs	Units	Vacancy	Bldgs	Units	Bldgs	Units	Bldgs	Units
2026	-	56,094	6.3%	-	637	-	622	-	-
2025	-	55,472	5.6%	-	621	-	610	-	-
2024	-	54,862	5.0%	-	651	-	622	-	-
2023	-	54,240	5.0%	-	880	-	878	-	-
2022	-	53,362	4.9%	-	796	-	792	-	-
YTD	1,101	52,570	4.6%	0	0	0	0	11	1,748
2021	1,101	52,570	4.6%	2	194	2	194	7	1,311
2020	1,099	52,376	5.6%	4	826	3	800	4	363
2019	1,096	51,576	5.9%	4	165	4	165	6	1,020
2018	1,092	51,411	6.2%	3	327	3	327	5	217
2017	1,089	51,084	7.1%	4	149	2	(52)	4	367
2016	1,087	51,136	6.7%	5	321	3	271	3	126
2015	1,084	50,862	6.7%	7	1,244	7	1,244	6	345
2014	1,077	49,618	6.8%	4	121	4	121	10	1,352
2013	1,073	49,497	7.4%	7	972	7	972	8	1,005
2012	1,066	48,525	6.8%	2	35	2	35	9	1,496
2011	1,064	48,490	7.2%	1	66	0	18	6	843
2010	1,064	48,472	6.6%	1	72	1	72	1	66