



Multi-Family Market Report

Albuquerque - NM

PREPARED BY



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MULTI-FAMILY MARKET REPORT

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12 Mo. Delivered Units

0

12 Mo. Absorption Units

(774)

Vacancy Rate

6.1%

12 Mo. Asking Rent Growth

5.7%

Albuquerque's apartment market fundamentals have shifted following strong levels of demand recorded at the beginning of the pandemic. The pullback in activity is likely due to inflation eating into prospective renters' budgets and ongoing recession fears, which could have some delaying household formation. Additionally, a number of remote workers relocated to Albuquerque for a lower cost of living, but many of those are now being called back to the office. The slowdown in absorption coincides with an elevated construction pipeline. While vacancies remain low at 6.1%, new construction deliveries are projected to push vacancies above pre-pandemic levels by mid-2023.

The impact on rent growth has been swift. CoStar's daily rent series, powered by Apartments.com, shows annual rent growth declining from 12.9% at the end of 22Q2 to a current year-over-year figure of 5.7%. In the years leading up to the pandemic, 5.7% annual rent growth would have represented outsized gains for Albuquerque apartments. However, after accelerating in the first half of

2022, rents have contracted swiftly in recent months, declining by \$23/unit nominally since the beginning of the year. Therefore, the year-over-year figure hides the current market pricing being experienced.

While fundamentals have moderated, the local apartment market still benefits from steady demand from the Kirtland Air Force base and University of New Mexico, and recent expansions by major companies, including Netflix and NBCUniversal, have boosted 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.

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 remain active in Albuquerque's apartment market.

KEY INDICATORS

Current Quarter	Units	Vacancy Rate	Asking Rent	Effective Rent	Absorption Units	Delivered Units	Under Constr Units
4 & 5 Star	9,339	5.6%	\$1,529	\$1,524	(23)	0	2,554
3 Star	27,029	6.3%	\$1,141	\$1,135	(54)	0	692
1 & 2 Star	16,916	6.0%	\$806	\$802	(35)	0	0
Market	53,284	6.1%	\$1,140	\$1,135	(112)	0	3,246

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	1.5%	6.4%	8.7%	7.7%	2009 Q2	4.4%	2020 Q3
Absorption Units	(774)	368	493	1,288	2016 Q1	(680)	2022 Q4
Delivered Units	0	389	972	1,323	2016 Q1	0	2022 Q4
Demolished Units	0	14	13	251	2017 Q3	0	2022 Q4
Asking Rent Growth (YOY)	5.7%	2.8%	2.2%	16.2%	2021 Q3	-2.5%	2009 Q4
Effective Rent Growth (YOY)	5.6%	2.8%	2.2%	16.6%	2021 Q3	-2.5%	2009 Q4
Sales Volume	\$400M	\$125.9M	N/A	\$601.7M	2018 Q4	\$0	2005 Q3

Demand has moderated in recent quarters, and vacancies are beginning to trend upward. A wave of new supply will deliver to the market in mid-2023, which will cause vacancies to rise sharply in the near term.

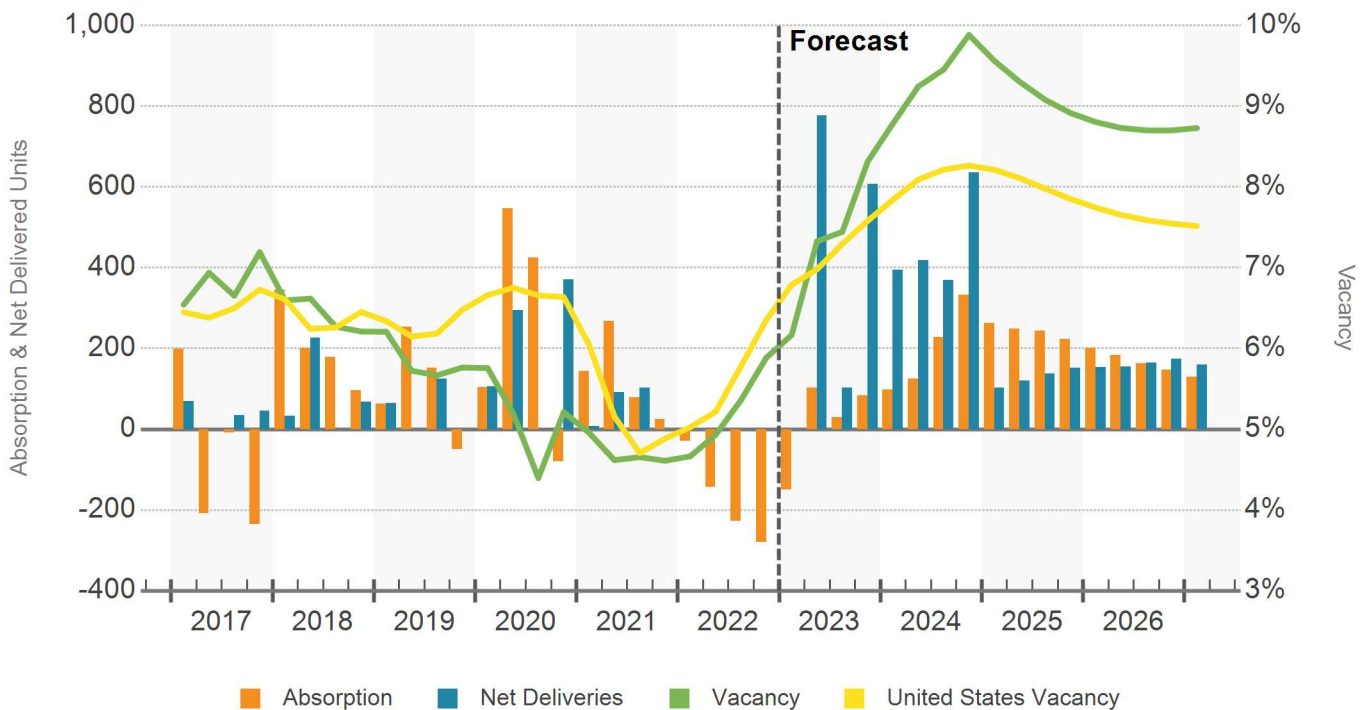
Albuquerque's job growth has been robust in recent years. Announcements of hiring sprees by Netflix, NBCUniversal, and TaskUs injected new life into the job market and brightened the outlook for housing demand. Albuquerque also had an uptick in population growth after years of stagnation. Before the 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,

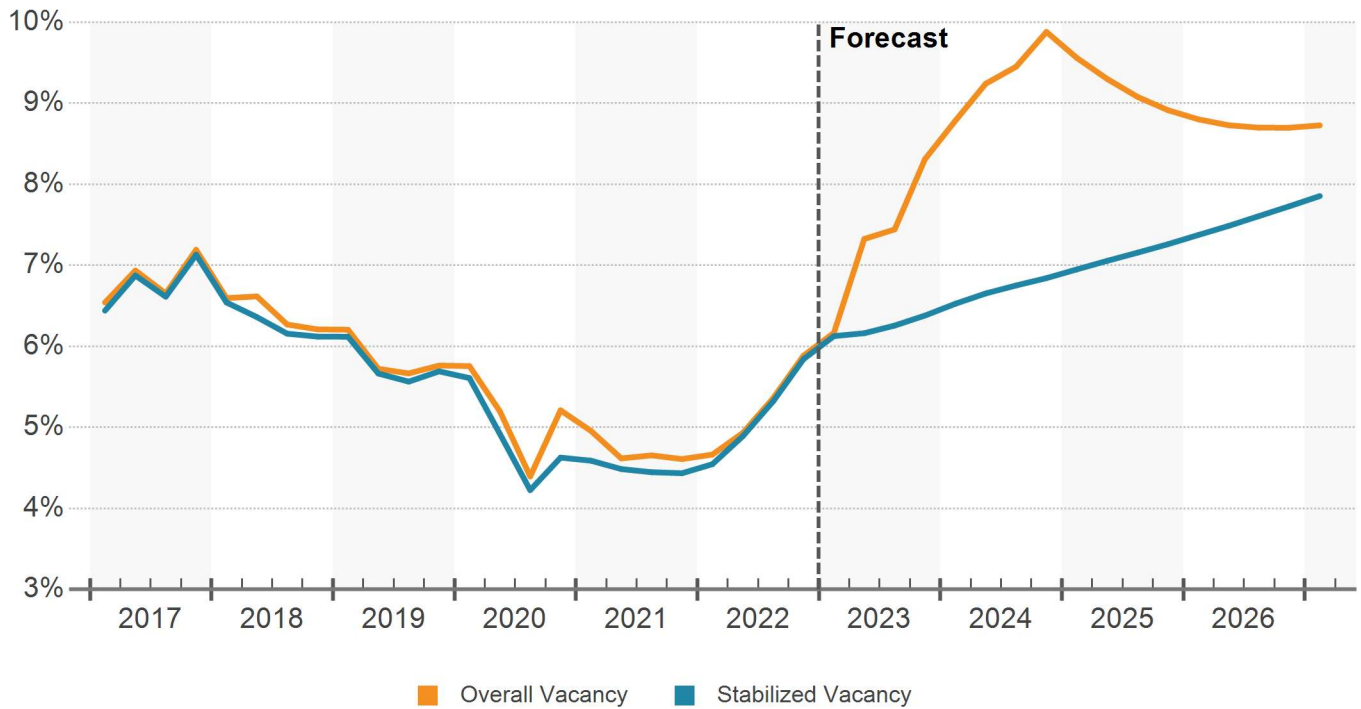
serving as a guarantor of apartment demand. In addition to military and manufacturing, the local economy relies on the oil and gas industry. Although most jobs in this sector are in other counties, Albuquerque is dependent on the state's tax revenue and royalties from oil and gas companies. About 20% 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.

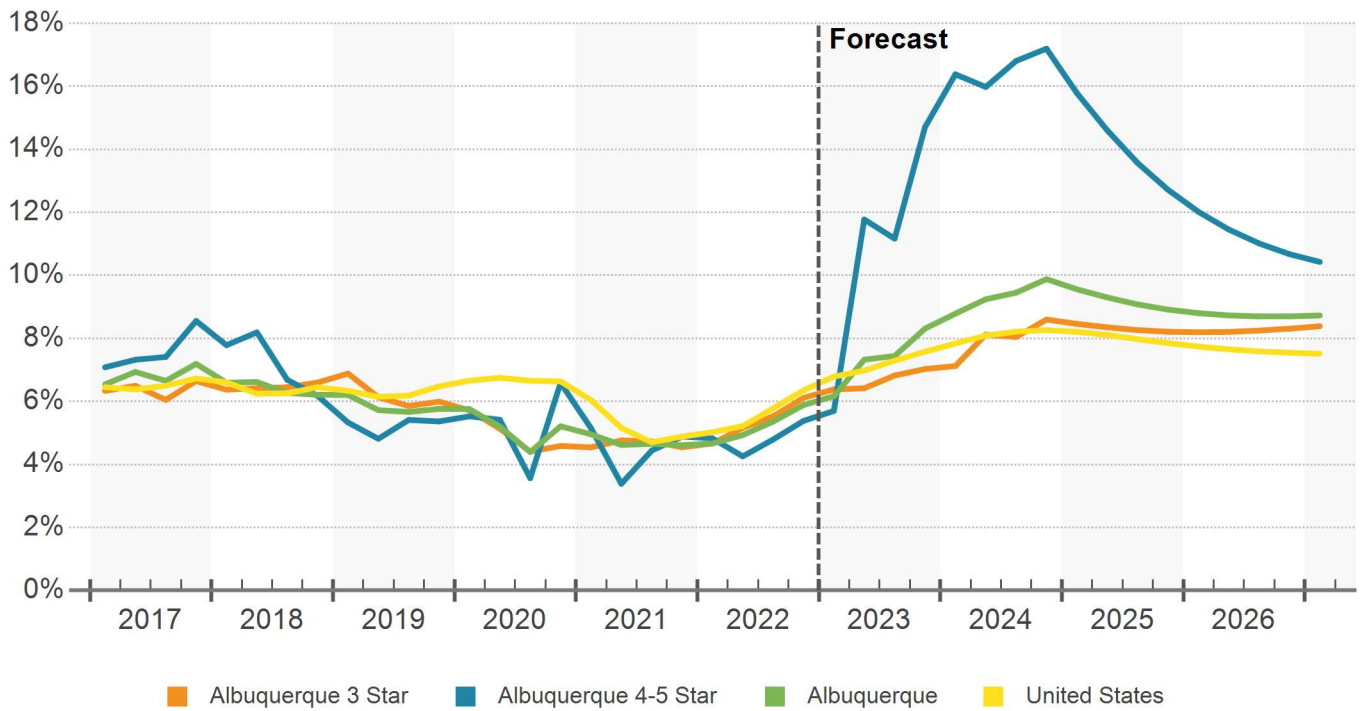
ABSORPTION, NET DELIVERIES & VACANCY



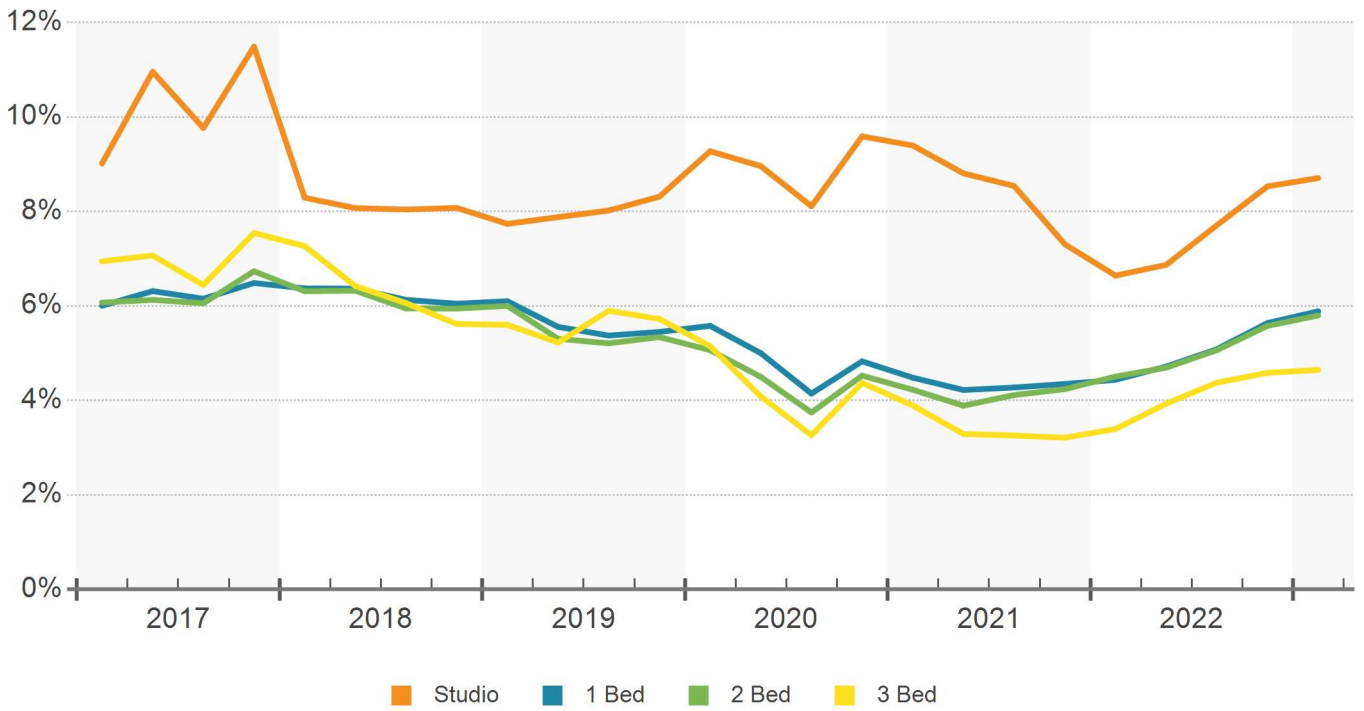
OVERALL & STABILIZED VACANCY



VACANCY RATE



VACANCY BY BEDROOM

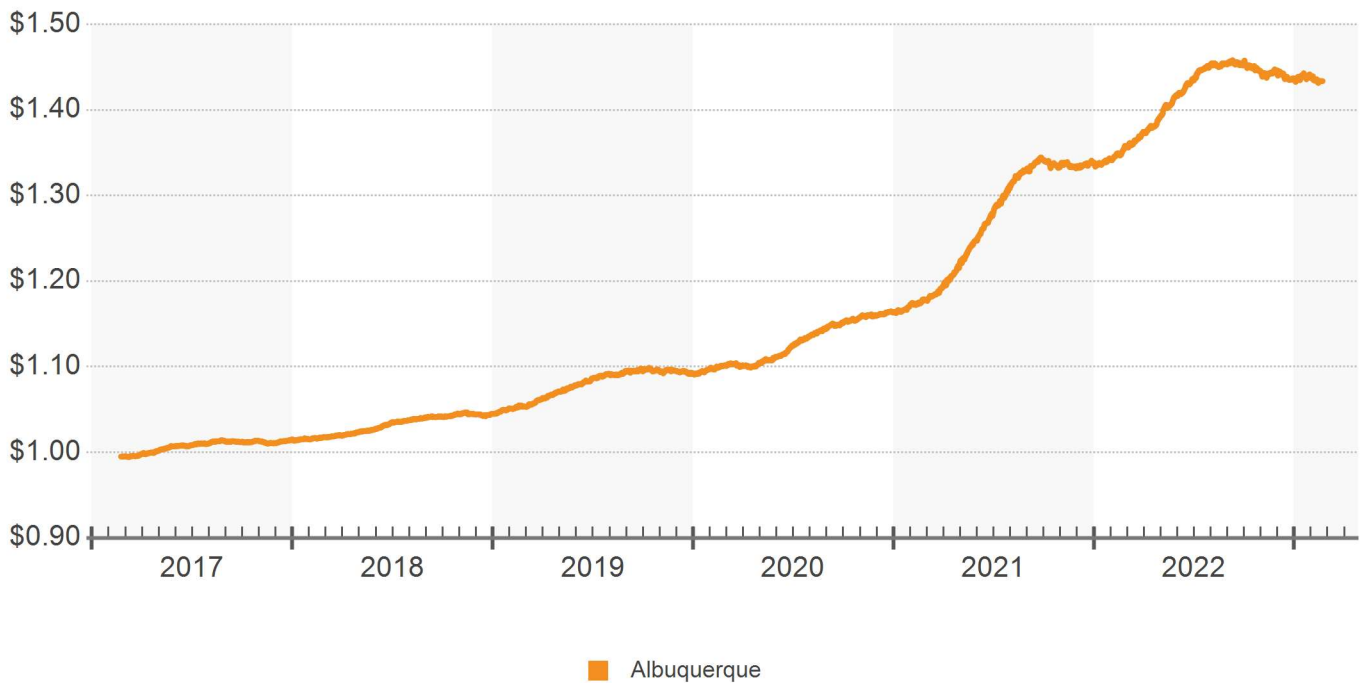


Affordability is a major draw for Albuquerque renters. Modest rent growth over the past decade allowed household incomes to generally keep pace with increases in rent. Landlords have benefited from declining vacancies and the rebounding local job market. Albuquerque multifamily players are not accustomed to seeing outsized rent gains common in major Sun Belt metros. Accelerating rent growth since the start of the pandemic has somewhat eroded the local market's affordability with rents now sitting at \$1,140/unit. However, rent growth has decelerated at a fast pace in

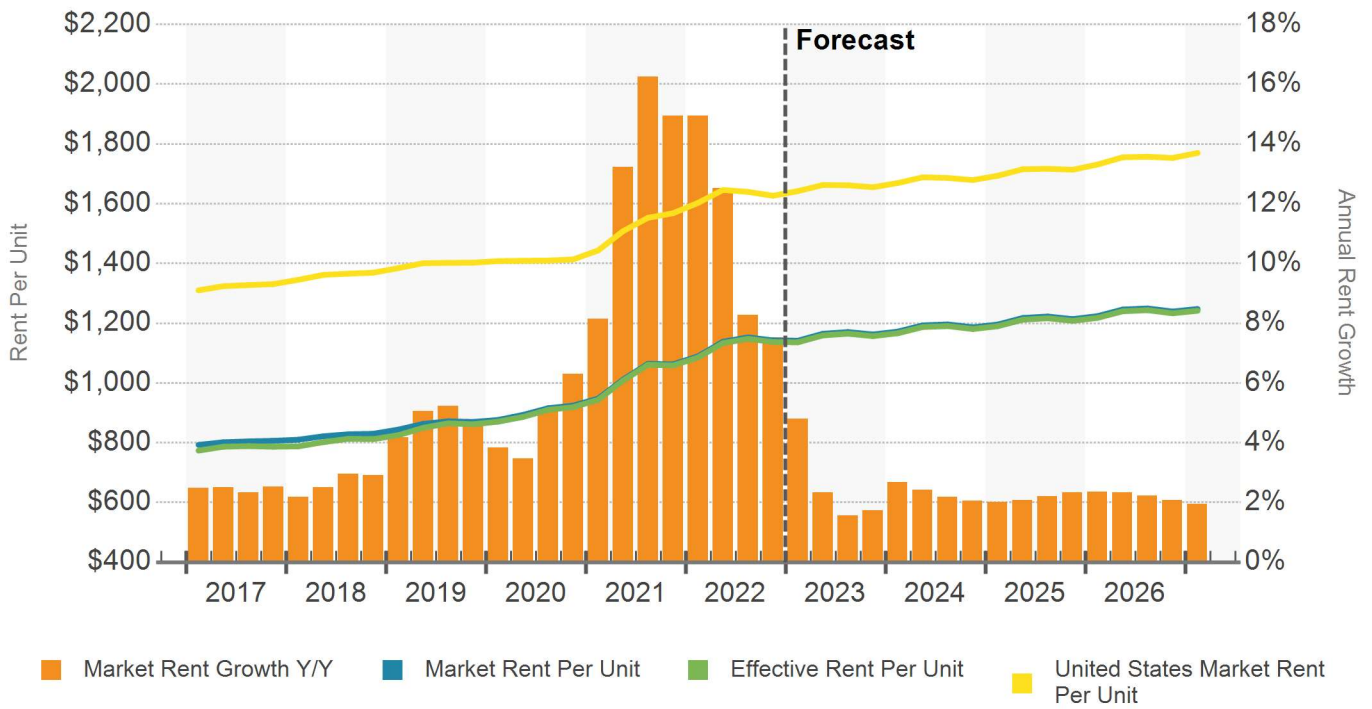
recent months as demand falters and new supply continues to be added to the market. Annual rent growth now measures 5.7% after peaking at 16.3% in mid-2021.

With a large expansion of supply scheduled to deliver over the next few quarters and waning demand brought on by inflation and concerns of a recession, rent growth is projected to moderate further. Concession activity will likely increase as well, particularly in new properties during the lease-up phase.

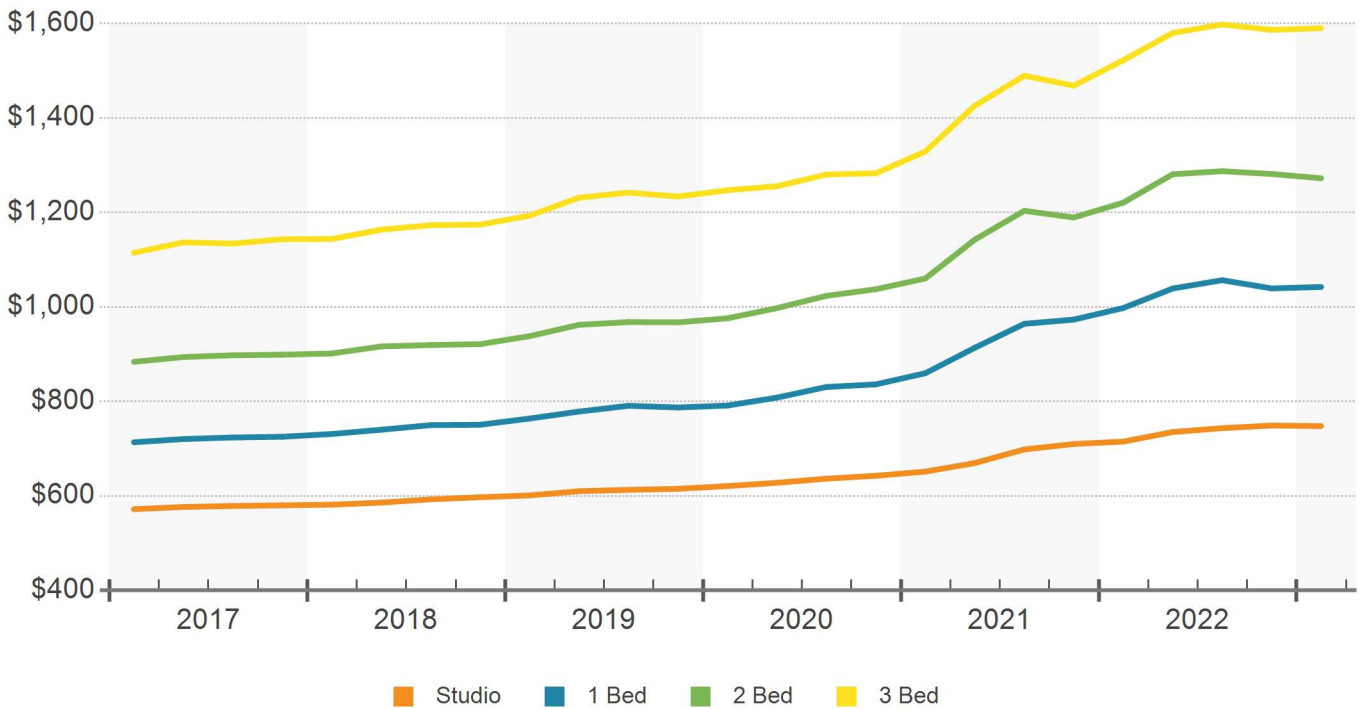
DAILY ASKING RENT PER SF



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	
Albuquerque	\$0.44	\$0.66	\$0.65	\$0.43	\$1.08	\$0.90	\$0.23	\$0.62	\$0.13	\$0.13	\$0.57	\$5.84
Cottonwood	\$0.27	\$0.42	\$0.67	\$0.34	\$0.54	\$1	\$0.19	\$0.71	\$0.15	\$0.01	\$0.59	\$4.89
Downtown Albuquerque...	\$0.48	\$0.81	\$0.65	\$0.45	\$1.10	\$0.94	\$0.23	\$0.60	\$0.13	\$0.14	\$0.58	\$6.11
East Albuquerque	\$0.50	\$0.87	\$0.62	\$0.44	\$1.07	\$0.91	\$0.23	\$0.58	\$0.11	\$0.14	\$0.58	\$6.05
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	\$6.16
Northeast Heights	\$0.41	\$0.39	\$0.67	\$0.42	\$1.30	\$0.78	\$0.26	\$0.62	\$0.14	\$0.17	\$0.54	\$5.70
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	\$6.16
Rio Rancho	\$0.46	\$0.76	\$0.67	\$0.46	\$1.13	\$0.96	\$0.23	\$0.61	\$0.15	\$0.14	\$0.59	\$6.16
West Side	\$0.46	\$0.76	\$0.67	\$0.46	\$1.13	\$0.96	\$0.23	\$0.61	\$0.15	\$0.14	\$0.59	\$6.16

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

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

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

Developers responded to the strong multifamily fundamentals that took hold in the last few years, and the construction pipeline has reached an all-time high of 3,200 units, which will expand the market's inventory by 6.1%.

East Albuquerque has been one of the most active submarkets in recent years in terms of new supply where over 700 units are currently under construction. The area encompasses vibrant neighborhoods including Uptown and Nob Hill and extends to the foothills of the Sandia Mountains, providing a gateway to outdoor activities. The Kirtland Airforce Base, a significant apartment demand generator, is located directly south of the submarket.

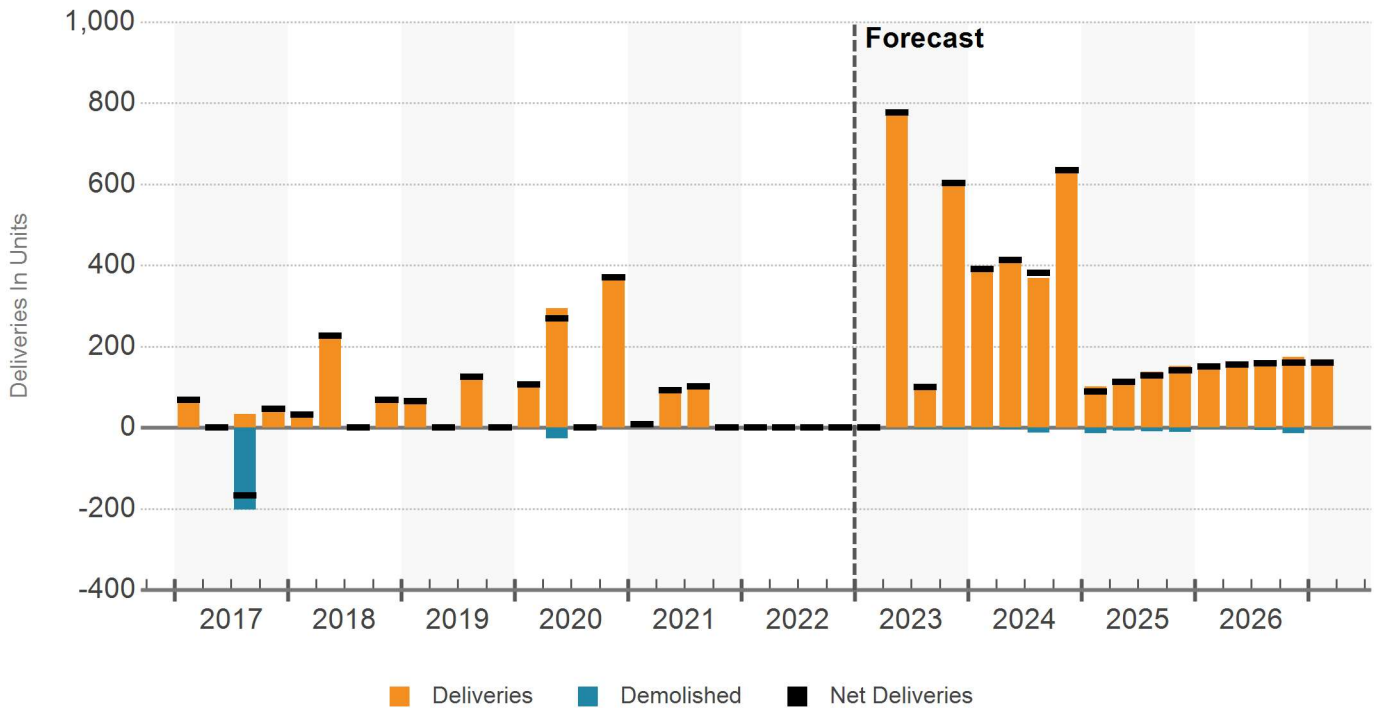
Employment and wage growth in the city are supporting demand for new luxury apartment communities. Markana Uptown, located off Americas Parkway near Hilton

Garden Inn, is scheduled to deliver this fall. The 243-unit multifamily property will include co-working space, a fitness center, pool, and patios.

Legacy Development & Management is behind the Markana Uptown project, and the developer is staying active in the market with a new development. Markana Peaks, located in the North Valley Submarket, totals 240 units that are scheduled to deliver in March 2023. The developer has focused on luxury contemporary projects in trending neighborhoods that provide access to walkable amenities, and has completed two other projects in the area, including Markana in the 6300 block of Alameda Blvd and Markana de Santa Fe.

The bulk of construction in Albuquerque is scheduled to deliver within the next year, and vacancies are projected to drift back up toward normal levels this year and next.

DELIVERIES & DEMOLITIONS



Under Construction Properties

Albuquerque Multi-Family

Properties

Units

Percent of Inventory

Avg. No. Units

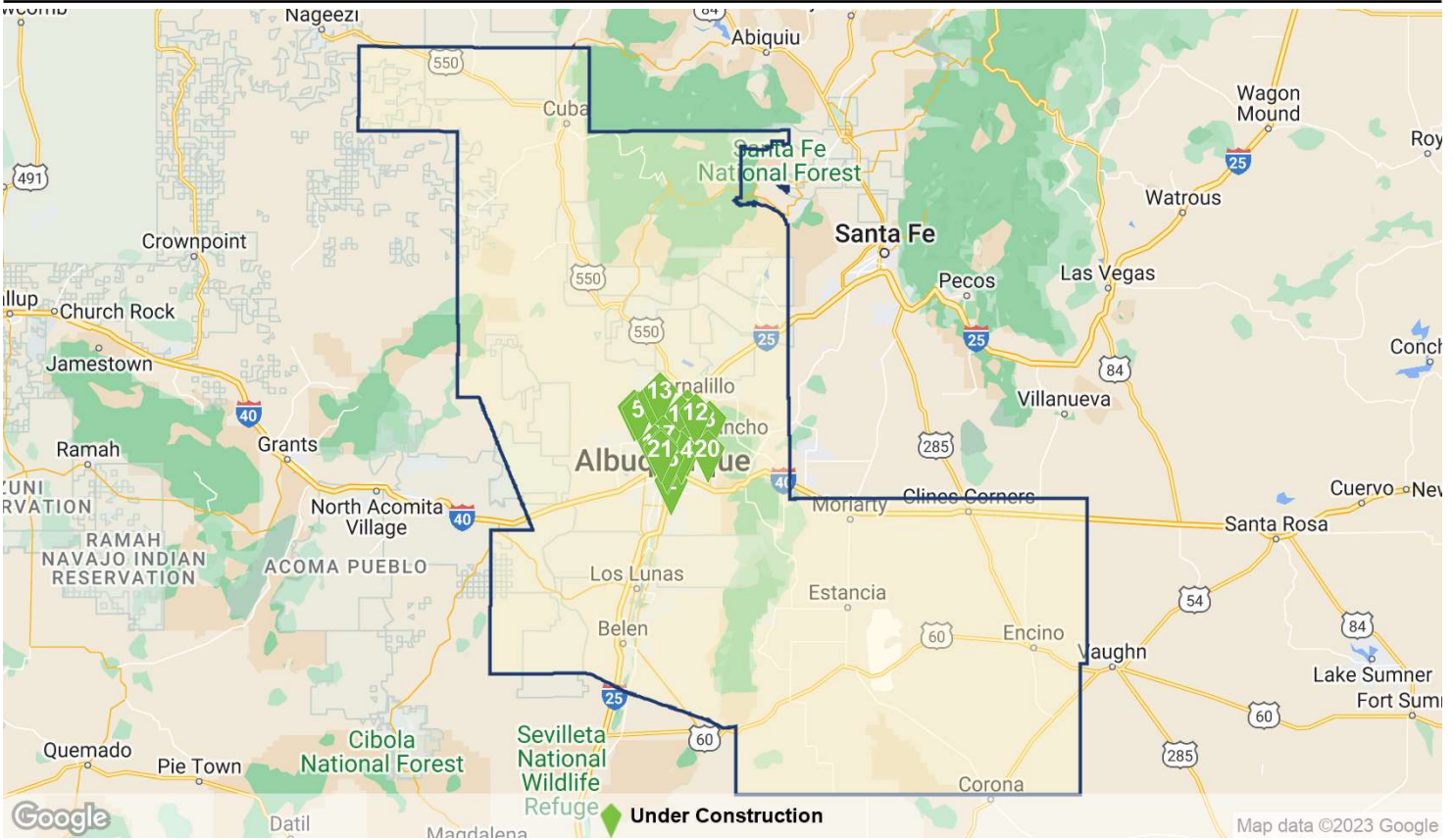
21

3,246

6.1%

155

UNDER CONSTRUCTION PROPERTIES



UNDER CONSTRUCTION

Property Name/Address	Rating	Units	Stories	Start	Complete	Developer/Owner
1 The Preserve at Woodm... Paseo Del Norte And Woo...	★★★★☆	333	6	Oct 2022	Dec 2024	Valcon Consulting, LLC -
2 Encanto Apartments Bobby Foster And Universi...	★★★★☆	318	3	Oct 2022	Nov 2023	- Amber Cash
3 Allaso High Desert 6605 Tennyson St NE	★★★★★	281	3	Apr 2021	May 2023	Titan Development Titan Development
4 Woodward Apartments 1355 Woodward Rd SE	★★★★☆	256	2	Jun 2022	Aug 2023	Thomas Development Co Contractors Leasing LLC
5 Via Verde 6601 Tree Line Ave NW	★★★★☆	248	2	Mar 2021	Mar 2023	MultiGreen Properties WestCorp Management Group
6 Markana Uptown 6500 Americas Pky NE	★★★★★	243	6	Sep 2021	Apr 2023	Kassam Construction, LLC Legacy Development and Manag...
7 Markana Latitude 6700 Modesto Ave NE	★★★★☆	240	2	Aug 2022	May 2023	Legacy Development and Manag... Legacy Development and Manag...

Under Construction Properties

Albuquerque Multi-Family

UNDER CONSTRUCTION

Property Name/Address	Rating	Units	Stories	Start	Complete	Developer/Owner
8 Wintergreen 10820 Golf Course Rd NW	★ ★ ★ ★ ★	208	4	Oct 2022	Mar 2024	Peter Stalland Peter Stalland
9 District 505 5301 Central Ave NE	★ ★ ★ ★ ★	205	10	Dec 2021	May 2023	Rhino Investments Rhino Investments
10 Allaso Journal Center 7800 Headline Blvd NE	★ ★ ★ ★ ★	158	3	May 2021	Apr 2023	Titan Development Titan Development
11 Markana Flats 7060 Constitution Ave	★ ★ ★ ★ ★	151	5	Feb 2022	Feb 2024	Legacy Development and Manag... Legacy Development and Manag...
12 Allaso Vineyards 8901 Holly Ave NE	★ ★ ★ ★ ★	111	3	Feb 2022	Apr 2023	Titan Development Rowe Catherine F (te)
13 The Panorama 1465 Rio Rancho Dr SE	★ ★ ★ ★ ★	102	2	Sep 2021	Mar 2023	- 528 Dev Lc
14 Hiland Plaza 5000 Central Ave SE	★ ★ ★ ★ ★	91	4	Mar 2022	Aug 2023	The Greater Albuquerque Housin... Greater Albuquerque Housing Pa...
15 Poblano Place 2818 4th St NW	★ ★ ★ ★ ★	84	4	Jan 2022	Jul 2023	San Clemente - Cascade Crossing San Clemente Investment
16 Mulberry Park 2930 Mulberry St SE	★ ★ ★ ★ ★	80	3	Aug 2020	Nov 2023	Snyder Construction, LLC CBRE
17 Calle Cuarta 3525 4th St NW	★ ★ ★ ★ ★	65	3	Sep 2022	Dec 2024	- Yes Housing, Inc.
18 Monterey Place 2318 Central Ave SW	★ ★ ★ ★ ★	41	5	Dec 2021	Mar 2023	PacifiCap Properties Group PacifiCap Properties Group
19 The Villa Agave 205 7th St NW	★ ★ ★ ★ ★	15	2	Mar 2022	Mar 2023	- Real A O S F Est Trust
20 Residences at Copper Ave 12710 San Jacinto	★ ★ ★ ★ ★	10	3	Mar 2022	Mar 2023	R & S Properties Llc Timothy R Borrer
21 615 Iron Ave SW	★ ★ ★ ★ ★	6	3	Mar 2022	Mar 2023	R & S Properties Llc Timothy R Borrer

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.

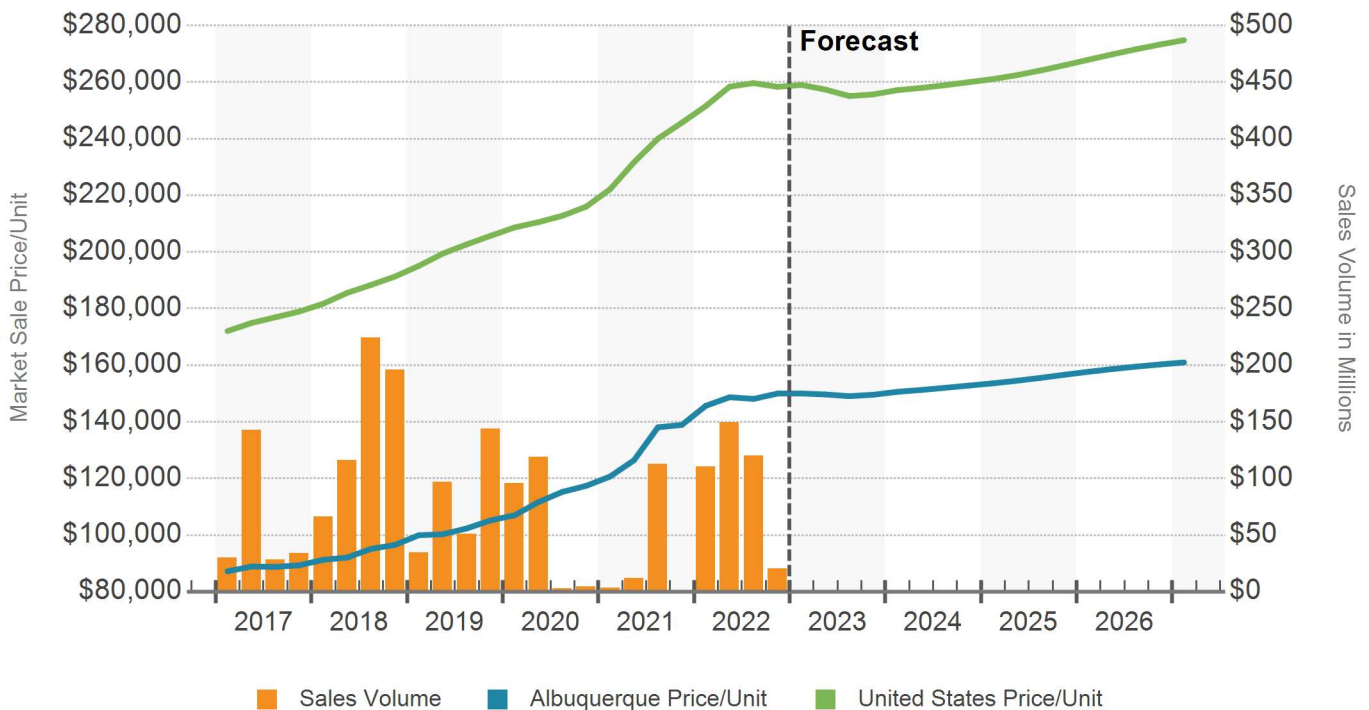
Investors are particularly active in the West Side Submarket. The largest transaction in terms of dollar amount recently belongs to Kennedy Wilson Properties' acquisition of Sombra Del Oso Apartment Homes for \$65 million (\$189,000/unit) from DiNapoli Capital Partners in a 1031 Exchange. The 344-unit apartment community

was approximately 93% leased when the deal closed in July 2021.

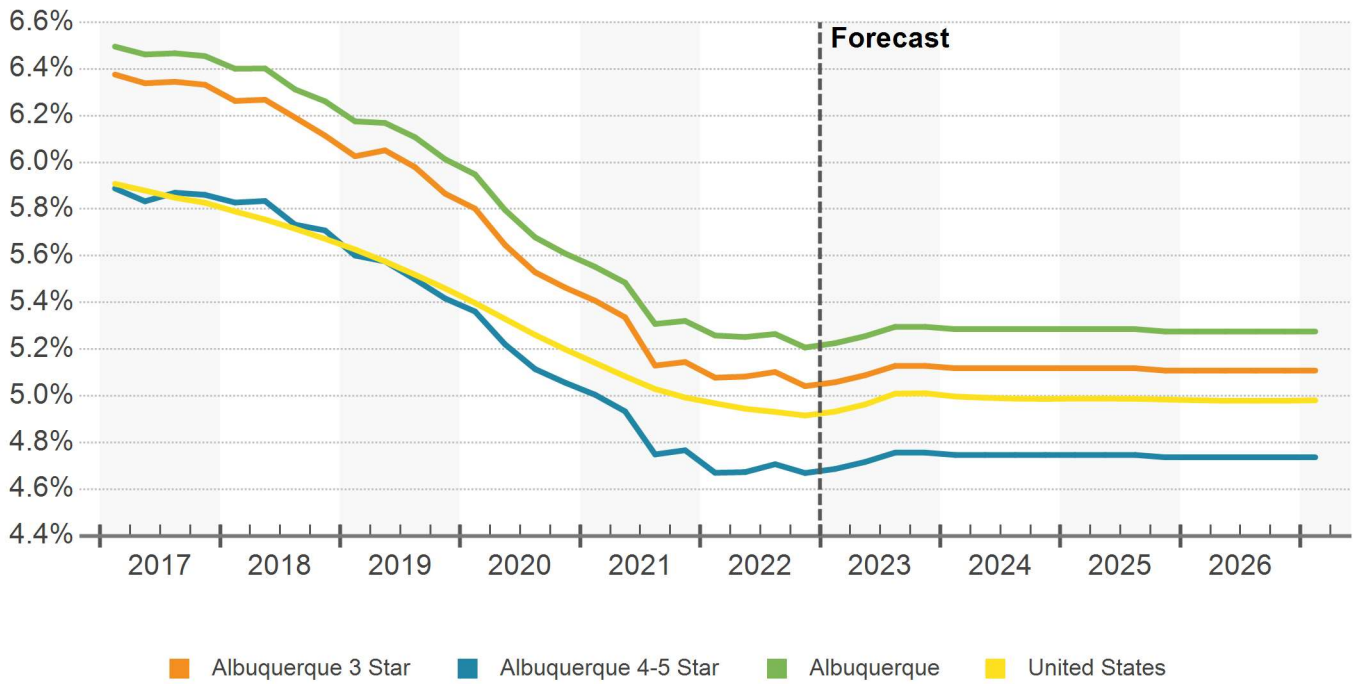
In February, Blue Valley Apartments purchased Rising Phoenix from MKJS Enterprises for an undisclosed amount. The 511-unit property is located less than five miles from the University of New Mexico, which has been a significant driver of apartment demand in the Albuquerque market.

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

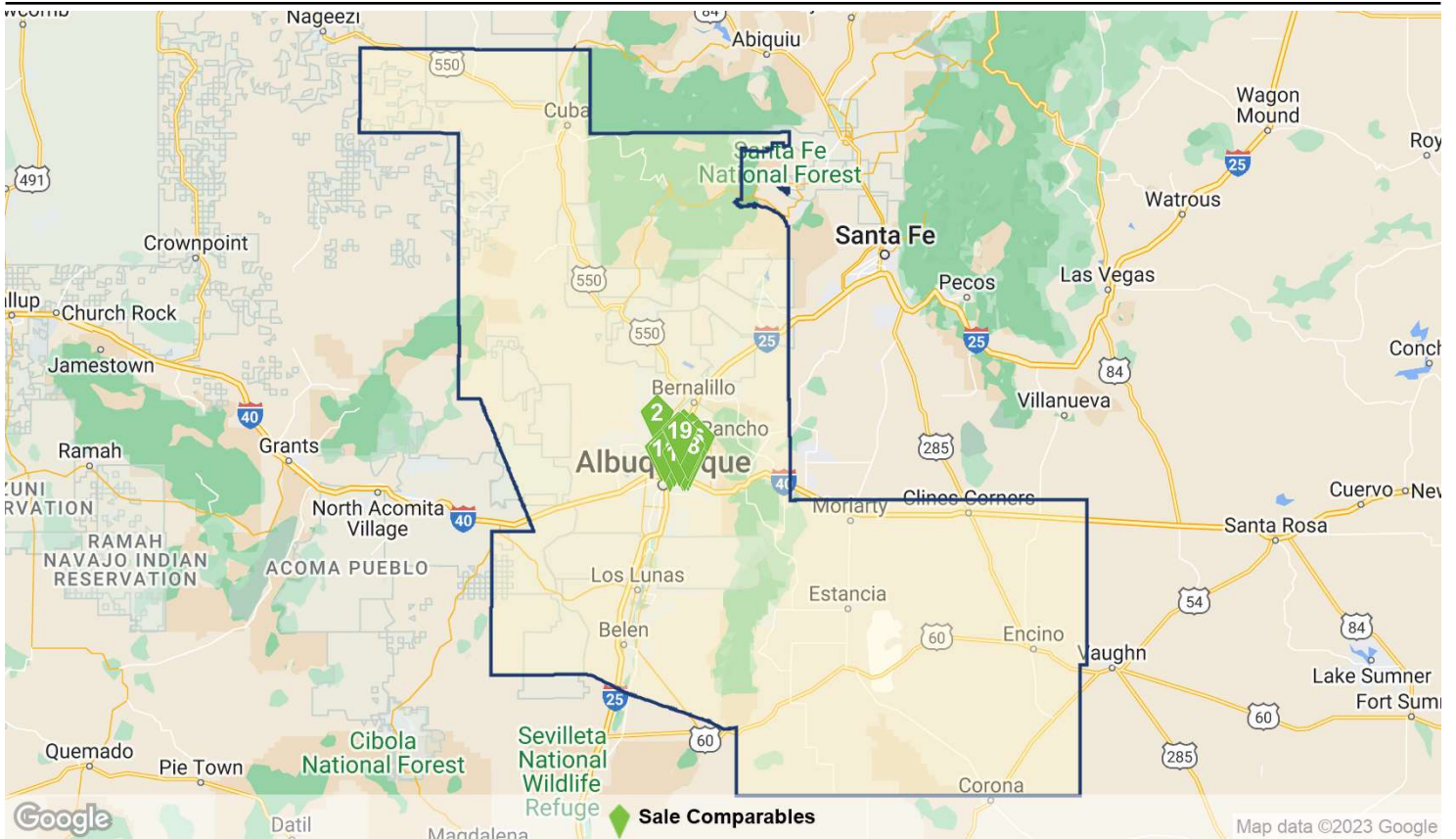
89

\$198

\$40.0

5.2%

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$1,251,139	\$39,980,114	\$31,250,000	\$109,750,000
Price/Unit	\$51,666	\$198,019	\$137,987	\$292,134
Cap Rate	4.5%	5.7%	5.5%	8.0%
Vacancy Rate At Sale	0%	5.2%	4.2%	28.6%
Time Since Sale in Months	1.1	6.9	7.1	12.0
Property Attributes	Low	Average	Median	High
Property Size in Units	5	83	36	504
Number of Floors	1	1	2	6
Average Unit SF	296	816	761	2,377
Year Built	1936	1976	1975	2020
Star Rating	★★★★★	★★★★★ 2.5	★★★★★	★★★★★

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	7.9%	2/28/2022	\$109,750,000	\$217,757	\$274	
2 San Miguel Del Bosque 9180 Coors Blvd NW	★★★★★	2008	356	4.2%	4/29/2022	\$104,000,000	\$292,134	\$153	
3 Broadstone Towne Center 1801 Gibson Blvd SE	★★★★★	2009	240	7.9%	7/18/2022	\$65,500,000	\$272,916	\$146	
4 Indigo Park 7600 Montgomery Blvd NE	★★★★★	1972	216	5.6%	4/20/2022	\$44,250,000	\$204,861	\$227	
5 Cinnamon Tree 7220 Central Ave SE	★★★★★	1987	398	4.0%	7/26/2022	\$42,000,000	\$105,527	\$229	
6 Lexington Place Apartments 2800 Lexington Pl NE	★★★★★	1969	154	2.0%	11/4/2022	\$20,500,000	\$133,116	\$205	
7 Aspen Ridge Apartment Homes 820 Louisiana Blvd SE	★★★★★	2001	96	2.1%	9/23/2022	\$9,000,000	\$93,750	\$74	
8 501 Girard Blvd SE	★★★★★	2012	14	7.1%	8/29/2022	\$2,000,000	\$142,857	\$216	
9 La Rosa Apartments 1001 Louisiana Blvd SE	★★★★★	1976	30	6.7%	7/1/2022	\$1,550,000	\$51,666	\$73	
10 800 Kent Ave NW	★★★★★	1948	11	0%	6/15/2022	\$1,251,139	\$113,739	\$162	
11 The Classroom 100 Broadway Blvd NE	★★★★★	-	12	8.3%	12/14/2022	-	-	-	
12 Luxor Apartments 2120 Valencia Ave NE	★★★★★	1950	44	1.1%	8/26/2022	-	-	-	
12 Luxor Apartments 2120 Valencia Ave NE	★★★★★	1950	44	1.1%	3/24/2022	-	-	-	
13 Sun Apartments 433-437 Mesilla St SE	★★★★★	1975	32	6.3%	3/22/2022	-	-	-	
14 San Mateo 7 1340 San Mateo Blvd SE	★★★★★	1957	7	28.6%	12/21/2022	-	-	-	
15 The Valencia 1020-1036 Valencia Dr SE	★★★★★	1963	58	12.1%	3/31/2022	-	-	-	
16 Sunchase Apartments 3901 Montgomery Blvd NE	★★★★★	1983	240	4.2%	1/23/2023	-	-	-	
17 4311 Zuni Rd SE	★★★★★	1988	16	6.3%	3/21/2022	-	-	-	
18 Nova Ridge 1311 Louisiana Blvd NE	★★★★★	1974	50	13.3%	3/4/2022	-	-	-	
19 Sun Plaza Apartments 4400 Montgomery Blvd NE	★★★★★	1973	152	4.0%	11/18/2022	-	-	-	

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.

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.

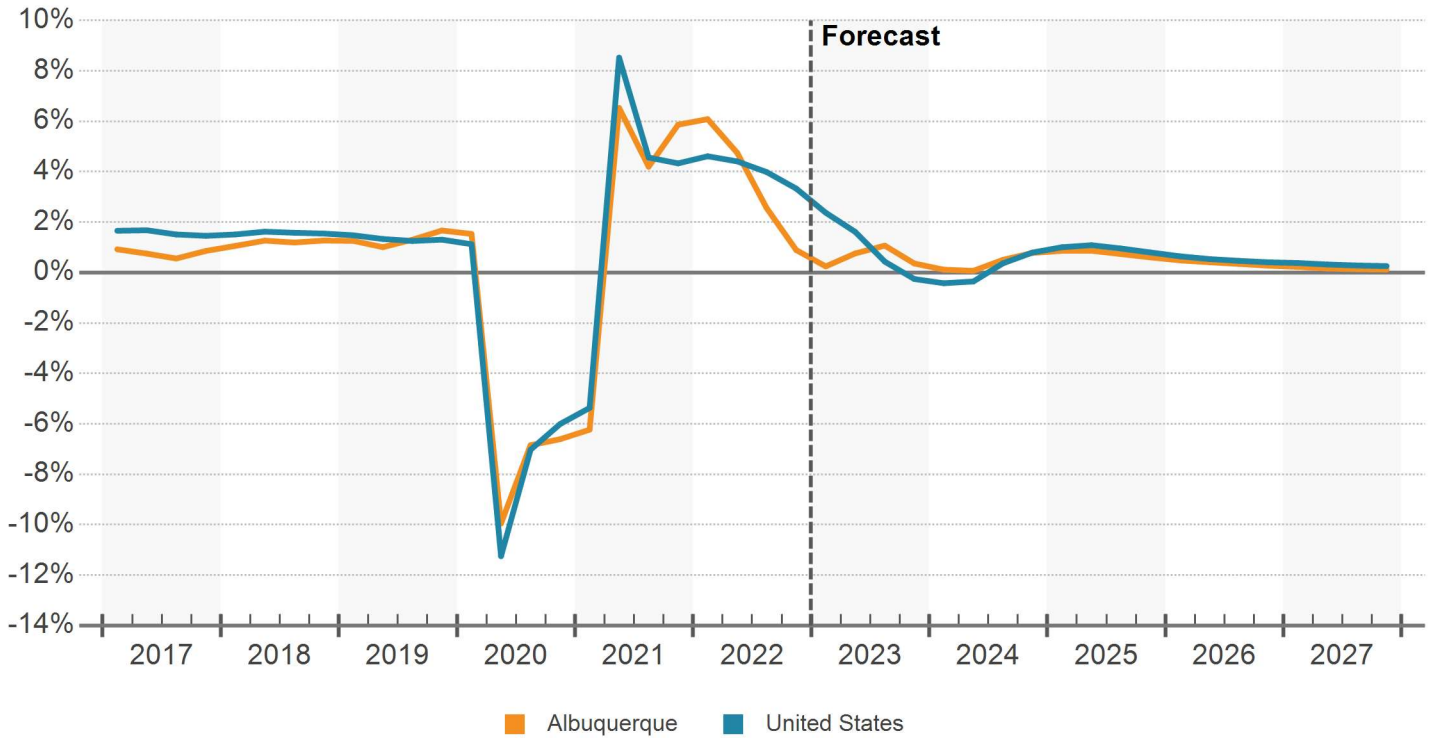
The social media giant's presence has already generated millions in tax revenue and is expected to bring in millions in new investment, dozens of long-term jobs, and support and ancillary services. For example, Affordable Solar announced that it would construct several solar farms, an investment of roughly \$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	1.90%	2.91%	-0.14%	0.78%	-0.17%	-0.03%
Trade, Transportation and Utilities	66	0.9	0.43%	1.45%	0.56%	1.18%	-0.37%	0.08%
Retail Trade	43	1.0	0.89%	0.52%	0.55%	0.55%	-0.31%	0.08%
Financial Activities	19	0.8	-1.36%	1.53%	0.58%	1.40%	0.33%	0.09%
Government	78	1.3	-3.11%	1.24%	-0.49%	0.24%	0.76%	0.55%
Natural Resources, Mining and Construction	28	1.3	6.01%	3.11%	3.72%	2.45%	-0.27%	0.23%
Education and Health Services	68	1.0	1.15%	3.60%	1.71%	1.72%	0.66%	0.54%
Professional and Business Services	64	1.1	0.29%	2.83%	1.08%	2.10%	0.18%	0.35%
Information	6	0.7	3.23%	5.08%	-4.20%	1.34%	0.17%	0.21%
Leisure and Hospitality	44	1.0	2.17%	5.74%	0.99%	1.37%	1.39%	1.07%
Other Services	12	0.8	3.94%	2.89%	-0.02%	0.58%	0.39%	0.33%
Total Employment	401	1.0	0.49%	2.74%	0.71%	1.29%	0.39%	0.38%

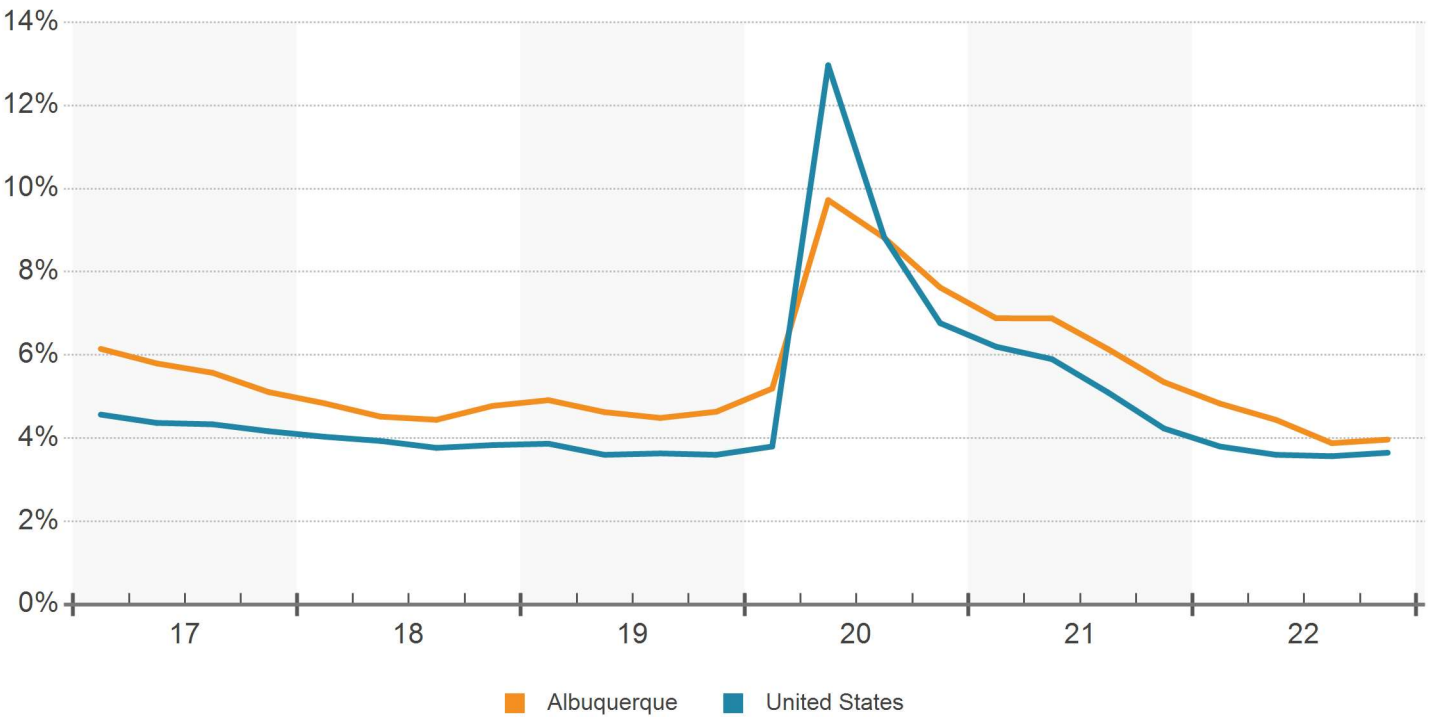
Source: Oxford Economics
LQ = Location Quotient

JOB GROWTH (YOY)

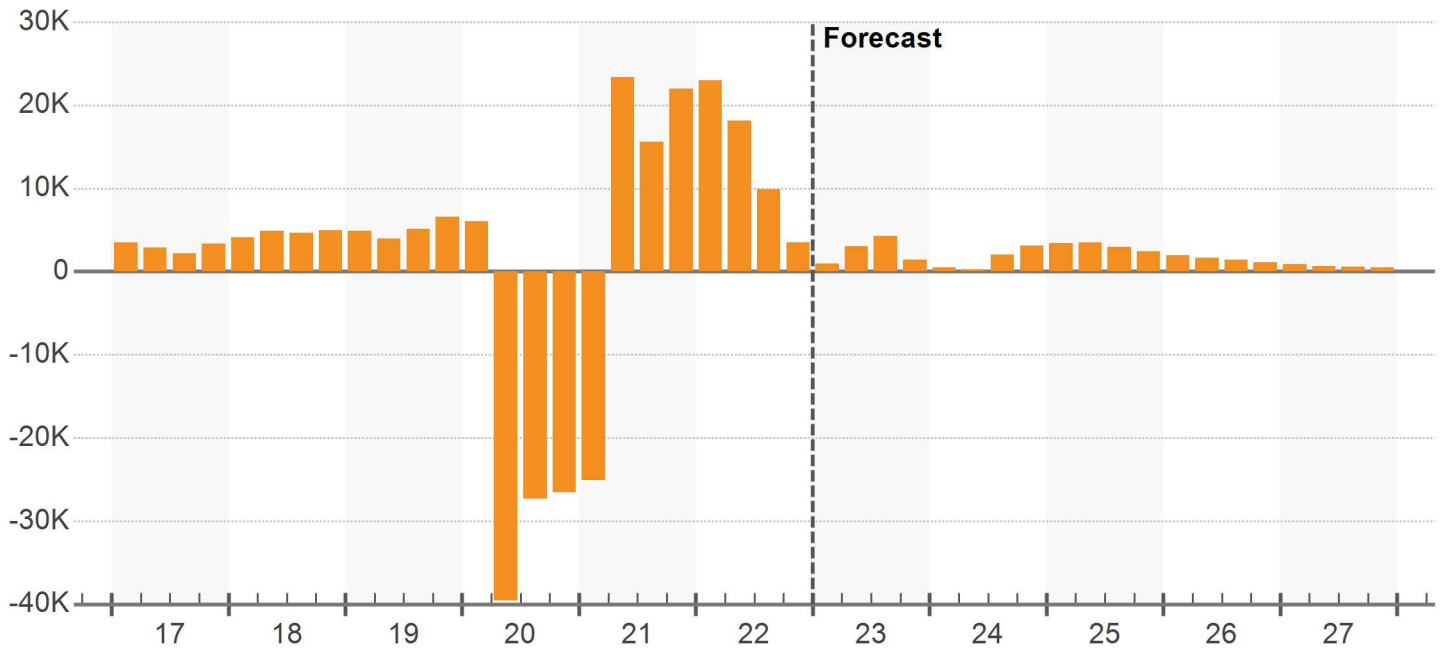


Source: Oxford Economics

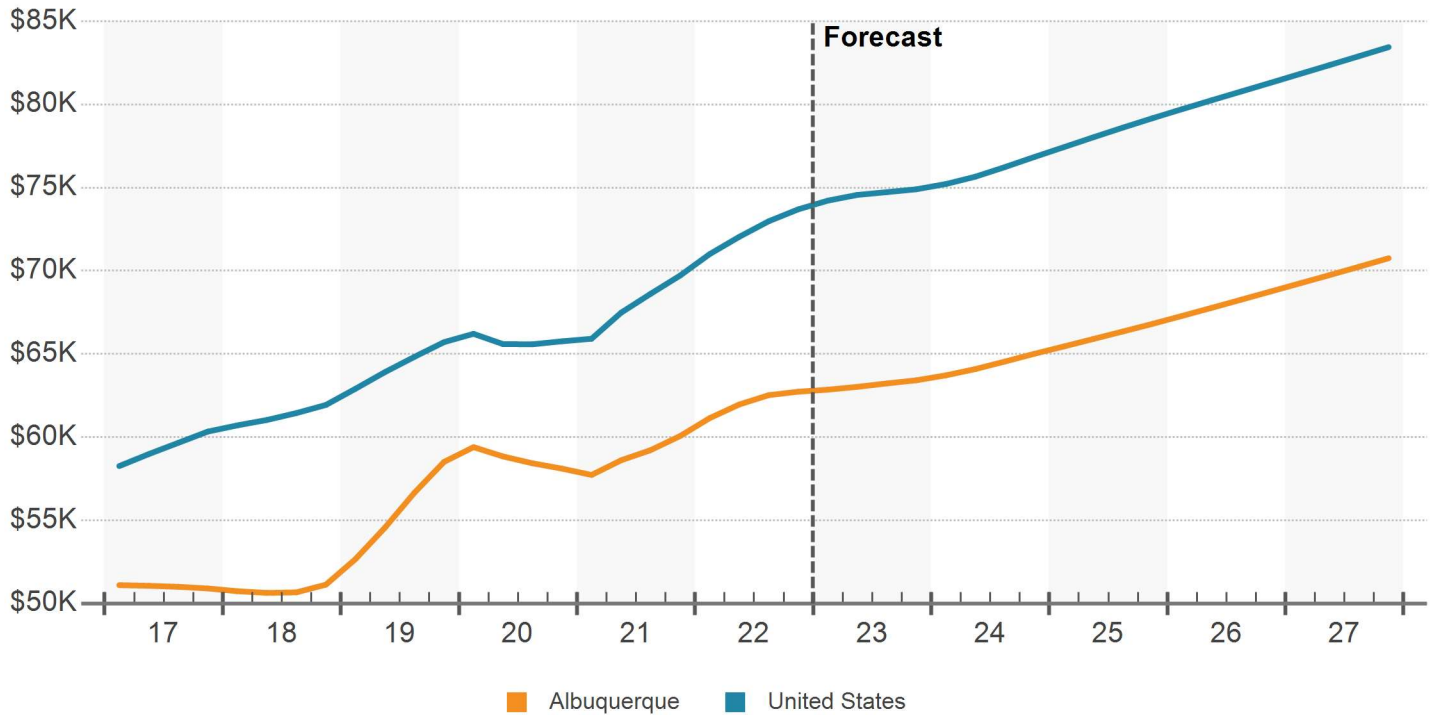
UNEMPLOYMENT RATE (%)



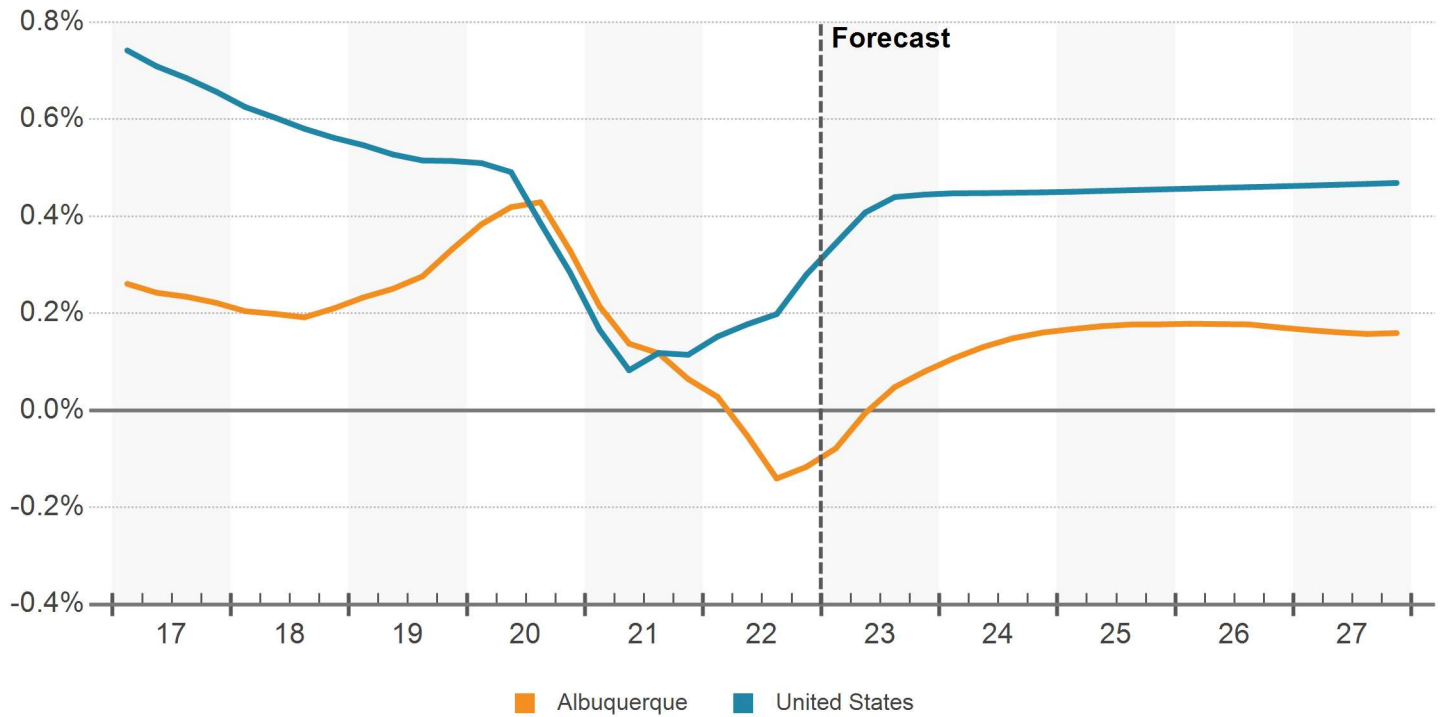
NET EMPLOYMENT CHANGE (YOY)



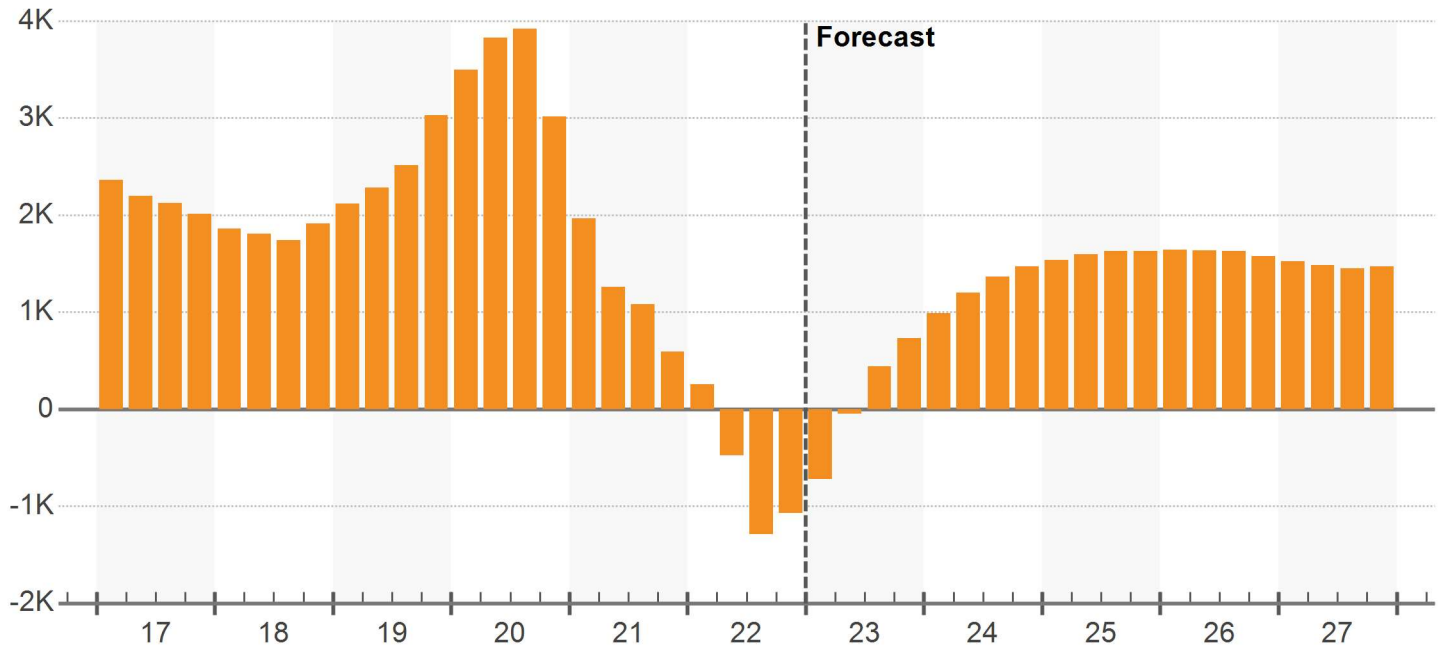
MEDIAN HOUSEHOLD INCOME



POPULATION GROWTH (YOY %)



NET POPULATION CHANGE (YOY)



DEMOGRAPHIC TRENDS

Demographic Category	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
	Metro	US	Metro	US	Metro	US	Metro	US
Population	917,089	333,155,313	-0.1%	0.3%	0.2%	0.5%	0.2%	0.5%
Households	379,796	129,259,648	0.5%	0.9%	0.7%	0.8%	0.3%	0.6%
Median Household Income	\$62,807	\$74,015	3.4%	5.0%	2.9%	3.7%	2.5%	2.5%
Labor Force	442,550	165,027,938	-0.5%	1.1%	0.6%	0.6%	0.5%	0.4%
Unemployment	4.0%	3.7%	-1.1%	-0.3%	-0.3%	-0.4%	-	-

Source: Oxford Economics

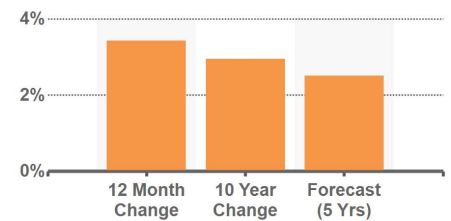
POPULATION GROWTH



LABOR FORCE GROWTH



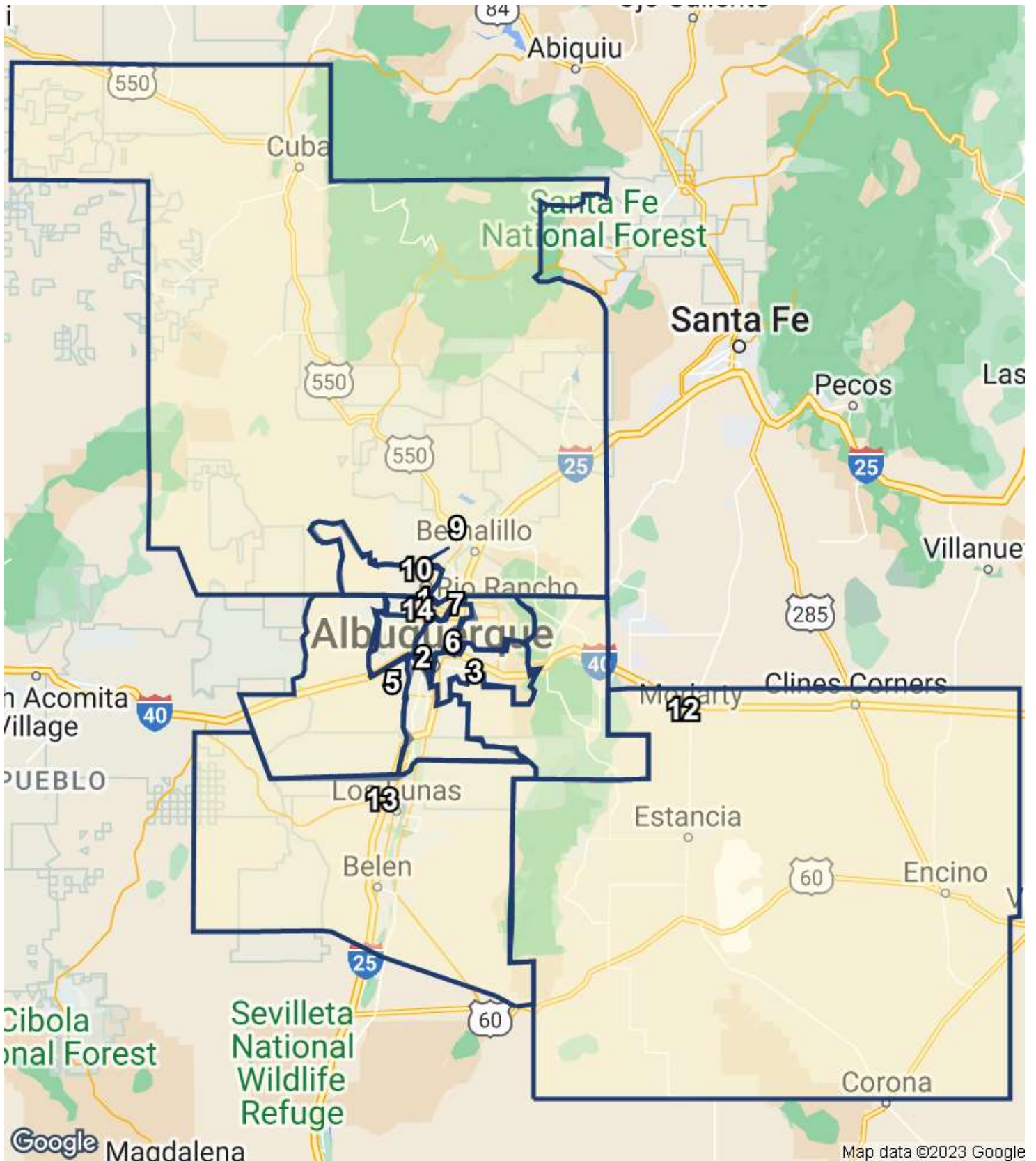
INCOME GROWTH



Source: Oxford Economics

Submarkets

ALBUQUERQUE SUBMARKETS



Google

Map data ©2023 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	8.8%	3	0	0	0%	-	3	789	16.9%	2
2	Downtown Albuquerque	104	2,402	4.5%	5	0	0	0%	-	3	62	2.6%	7
3	E Outer Bernalillo Cnty	1	224	0.4%	13	0	0	0%	-	0	0	0%	-
4	East Albuquerque	763	22,416	42.1%	1	0	0	0%	-	7	1,036	4.6%	1
5	Far West Side	8	1,297	2.4%	8	0	0	0%	-	0	0	0%	-
6	Midtown Albuquerque	30	1,476	2.8%	7	0	0	0%	-	0	0	0%	-
7	North Valley	42	1,537	2.9%	6	0	0	0%	-	4	547	35.6%	3
8	Northeast Heights	70	14,144	26.5%	2	0	0	0%	-	2	392	2.8%	4
9	Outer Sandoval County	6	444	0.8%	11	0	0	0%	-	0	0	0%	-
10	Rio Rancho	13	985	1.8%	9	0	0	0%	-	1	102	10.4%	6
11	South Valley	34	833	1.6%	10	0	0	0%	-	1	318	38.2%	5
12	Torrance County	1	20	0%	14	0	0	0%	-	0	0	0%	-
13	Valencia County	13	306	0.6%	12	0	0	0%	-	0	0	0%	-
14	West Side	15	2,525	4.7%	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	\$1,427	\$1.57	3	8.5%	\$1,423	\$1.57	3	8.5%	0.3%	11
2	Downtown Albuquerque	\$978	\$1.48	5	8.7%	\$973	\$1.47	5	8.7%	0.5%	5
3	E Outer Bernalillo Cnty	\$1,405	\$1.06	11	2.5%	\$1,399	\$1.06	11	2.5%	0.4%	7
4	East Albuquerque	\$930	\$1.31	9	4.9%	\$924	\$1.30	9	4.8%	0.6%	1
5	Far West Side	\$1,196	\$1.38	8	1.2%	\$1,191	\$1.38	8	0.9%	0.4%	9
6	Midtown Albuquerque	\$968	\$1.42	7	13.3%	\$964	\$1.41	7	13.0%	0.4%	8
7	North Valley	\$1,470	\$1.67	1	6.9%	\$1,468	\$1.66	1	6.8%	0.1%	12
8	Northeast Heights	\$1,276	\$1.52	4	5.0%	\$1,270	\$1.52	4	4.9%	0.5%	4
9	Outer Sandoval County	\$1,200	\$1.29	10	10.3%	\$1,199	\$1.28	10	10.4%	0.1%	13
10	Rio Rancho	\$1,368	\$1.63	2	8.3%	\$1,363	\$1.63	2	8.1%	0.4%	10
11	South Valley	\$769	\$0.98	13	3.0%	\$766	\$0.98	12	3.0%	0.4%	6
12	Torrance County	-	-	-	-	-	-	-	-	0%	-
13	Valencia County	\$775	\$0.98	12	2.6%	\$772	\$0.98	13	2.7%	0.5%	3
14	West Side	\$1,327	\$1.44	6	4.4%	\$1,319	\$1.44	6	4.1%	0.6%	2

Submarkets

SUBMARKET VACANCY & ABSORPTION

No.	Submarket	Vacancy			12 Month Absorption			
		Units	Percent	Rank	Units	% of Inv	Rank	Construc. Ratio
1	Cottonwood	195	4.2%	7	(57)	-1.2%	11	-
2	Downtown Albuquerque	114	4.7%	9	(24)	-1.0%	8	-
3	E Outer Bernalillo Cnty	4	1.9%	1	(1)	-0.6%	3	-
4	East Albuquerque	1,656	7.4%	14	(360)	-1.6%	14	-
5	Far West Side	82	6.3%	12	(38)	-2.9%	10	-
6	Midtown Albuquerque	97	6.6%	13	(61)	-4.2%	12	-
7	North Valley	54	3.5%	6	(5)	-0.3%	4	-
8	Northeast Heights	847	6.0%	11	(167)	-1.2%	13	-
9	Outer Sandoval County	13	2.9%	3	(7)	-1.6%	5	-
10	Rio Rancho	31	3.1%	4	(10)	-1.0%	6	-
11	South Valley	28	3.3%	5	(12)	-1.4%	7	-
12	Torrance County	1	5.2%	10	0	0%	-	-
13	Valencia County	9	2.8%	2	5	1.5%	1	-
14	West Side	117	4.6%	8	(34)	-1.3%	9	-

OVERALL SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2027	58,321	639	1.1%	474	0.8%	1.3
2026	57,682	626	1.1%	695	1.2%	0.9
2025	57,056	474	0.8%	979	1.7%	0.5
2024	56,582	1,819	3.3%	781	1.4%	2.3
2023	54,763	1,479	2.8%	65	0.1%	22.8
YTD	53,284	0	0%	(112)	-0.2%	0
2022	53,284	0	0%	(680)	-1.3%	0
2021	53,284	202	0.4%	513	1.0%	0.4
2020	53,082	745	1.4%	993	1.9%	0.8
2019	52,337	190	0.4%	415	0.8%	0.5
2018	52,147	327	0.6%	821	1.6%	0.4
2017	51,820	(52)	-0.1%	(255)	-0.5%	0.2
2016	51,872	330	0.6%	305	0.6%	1.1
2015	51,542	1,289	2.6%	1,264	2.5%	1.0
2014	50,253	297	0.6%	545	1.1%	0.5
2013	49,956	1,140	2.3%	754	1.5%	1.5
2012	48,816	61	0.1%	225	0.5%	0.3
2011	48,755	18	0%	(249)	-0.5%	-

4 & 5 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2027	13,586	596	4.6%	635	4.7%	0.9
2026	12,990	584	4.7%	774	6.0%	0.8
2025	12,406	445	3.7%	925	7.5%	0.5
2024	11,961	1,279	12.0%	794	6.6%	1.6
2023	10,682	1,343	14.4%	275	2.6%	4.9
YTD	9,339	0	0%	(23)	-0.2%	0
2022	9,339	0	0%	(47)	-0.5%	0
2021	9,339	102	1.1%	253	2.7%	0.4
2020	9,237	717	8.4%	565	6.1%	1.3
2019	8,520	58	0.7%	123	1.4%	0.5
2018	8,462	294	3.6%	471	5.6%	0.6
2017	8,168	93	1.2%	14	0.2%	6.6
2016	8,075	105	1.3%	258	3.2%	0.4
2015	7,970	1,155	16.9%	860	10.8%	1.3
2014	6,815	264	4.0%	477	7.0%	0.6
2013	6,551	605	10.2%	383	5.8%	1.6
2012	5,946	0	0%	36	0.6%	0
2011	5,946	66	1.1%	(52)	-0.9%	-

3 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2027	27,886	58	0.2%	(51)	-0.2%	-
2026	27,828	57	0.2%	26	0.1%	2.2
2025	27,771	44	0.2%	147	0.5%	0.3
2024	27,727	555	2.0%	81	0.3%	6.9
2023	27,172	143	0.5%	(115)	-0.4%	-
YTD	27,029	0	0%	(54)	-0.2%	0
2022	27,029	0	0%	(422)	-1.6%	0
2021	27,029	92	0.3%	100	0.4%	0.9
2020	26,937	54	0.2%	429	1.6%	0.1
2019	26,883	61	0.2%	222	0.8%	0.3
2018	26,822	33	0.1%	46	0.2%	0.7
2017	26,789	(45)	-0.2%	1	0%	-
2016	26,834	225	0.8%	49	0.2%	4.6
2015	26,609	45	0.2%	186	0.7%	0.2
2014	26,564	33	0.1%	58	0.2%	0.6
2013	26,531	296	1.1%	202	0.8%	1.5
2012	26,235	61	0.2%	196	0.7%	0.3
2011	26,174	(48)	-0.2%	(165)	-0.6%	0.3

1 & 2 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2027	16,849	(15)	-0.1%	(110)	-0.7%	0.1
2026	16,864	(15)	-0.1%	(105)	-0.6%	0.1
2025	16,879	(15)	-0.1%	(93)	-0.6%	0.2
2024	16,894	(15)	-0.1%	(94)	-0.6%	0.2
2023	16,909	(7)	0%	(95)	-0.6%	0.1
YTD	16,916	0	0%	(35)	-0.2%	0
2022	16,916	0	0%	(211)	-1.2%	0
2021	16,916	8	0%	160	0.9%	0.1
2020	16,908	(26)	-0.2%	(1)	0%	26.0
2019	16,934	71	0.4%	70	0.4%	1.0
2018	16,863	0	0%	304	1.8%	0
2017	16,863	(100)	-0.6%	(270)	-1.6%	0.4
2016	16,963	0	0%	(2)	0%	0
2015	16,963	89	0.5%	218	1.3%	0.4
2014	16,874	0	0%	10	0.1%	0
2013	16,874	239	1.4%	169	1.0%	1.4
2012	16,635	0	0%	(7)	0%	0
2011	16,635	0	0%	(32)	-0.2%	0

OVERALL VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rents	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2027	5,184	8.9%	0.2	\$1,259	\$1.59	1.6%	(0.5)	\$1,253	\$1.58
2026	5,018	8.7%	(0.2)	\$1,239	\$1.56	2.1%	(0.2)	\$1,233	\$1.55
2025	5,087	8.9%	(1.0)	\$1,214	\$1.53	2.3%	0.3	\$1,208	\$1.52
2024	5,591	9.9%	1.6	\$1,186	\$1.50	2.1%	0.3	\$1,181	\$1.49
2023	4,552	8.3%	2.4	\$1,162	\$1.47	1.7%	(5.8)	\$1,157	\$1.46
YTD	3,247	6.1%	0.2	\$1,140	\$1.44	5.7%	(1.8)	\$1,135	\$1.43
2022	3,136	5.9%	1.3	\$1,142	\$1.44	7.5%	(7.4)	\$1,137	\$1.43
2021	2,456	4.6%	(0.6)	\$1,062	\$1.34	14.9%	8.7	\$1,058	\$1.33
2020	2,766	5.2%	(0.6)	\$924	\$1.16	6.3%	1.5	\$919	\$1.16
2019	3,017	5.8%	(0.4)	\$870	\$1.09	4.8%	1.8	\$862	\$1.08
2018	3,239	6.2%	(1.0)	\$830	\$1.04	2.9%	0.4	\$812	\$1.02
2017	3,727	7.2%	0.4	\$807	\$1.01	2.5%	0	\$787	\$0.99
2016	3,526	6.8%	0	\$787	\$0.99	2.5%	0.5	\$769	\$0.97
2015	3,505	6.8%	(0.1)	\$768	\$0.97	2.0%	0.3	\$748	\$0.94
2014	3,482	6.9%	(0.5)	\$752	\$0.95	1.8%	0.3	\$735	\$0.93
2013	3,730	7.5%	0.6	\$739	\$0.93	1.4%	(0.2)	\$723	\$0.91
2012	3,346	6.9%	(0.4)	\$729	\$0.92	1.6%	0	\$721	\$0.91
2011	3,513	7.2%	0.5	\$717	\$0.90	1.6%	-	\$712	\$0.90

4 & 5 STAR VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rents	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2027	1,348	9.9%	(0.8)	\$1,653	\$1.76	1.3%	(0.4)	\$1,647	\$1.75
2026	1,387	10.7%	(2.0)	\$1,632	\$1.74	1.7%	(0.2)	\$1,626	\$1.73
2025	1,578	12.7%	(4.5)	\$1,604	\$1.71	1.9%	0.3	\$1,599	\$1.70
2024	2,057	17.2%	2.5	\$1,574	\$1.68	1.6%	1.1	\$1,569	\$1.67
2023	1,571	14.7%	9.3	\$1,550	\$1.65	0.5%	(7.9)	\$1,544	\$1.64
YTD	525	5.6%	0.2	\$1,529	\$1.63	6.2%	(2.2)	\$1,524	\$1.62
2022	503	5.4%	0.5	\$1,542	\$1.64	8.4%	(7.8)	\$1,535	\$1.63
2021	456	4.9%	(1.7)	\$1,423	\$1.51	16.2%	10.8	\$1,419	\$1.51
2020	608	6.6%	1.2	\$1,224	\$1.30	5.4%	0.1	\$1,219	\$1.30
2019	457	5.4%	(0.8)	\$1,162	\$1.24	5.2%	2.2	\$1,152	\$1.23
2018	523	6.2%	(2.4)	\$1,104	\$1.18	3.1%	0.2	\$1,079	\$1.15
2017	699	8.6%	0.9	\$1,071	\$1.14	2.8%	0.5	\$1,041	\$1.11
2016	620	7.7%	(2.0)	\$1,042	\$1.11	2.3%	1.1	\$1,009	\$1.07
2015	774	9.7%	2.7	\$1,019	\$1.08	1.2%	(0.1)	\$987	\$1.05
2014	480	7.0%	(3.5)	\$1,006	\$1.07	1.3%	(1.4)	\$984	\$1.05
2013	691	10.6%	2.7	\$993	\$1.06	2.7%	0.7	\$946	\$1.01
2012	469	7.9%	(0.6)	\$967	\$1.03	2.0%	0.4	\$955	\$1.02
2011	506	8.5%	1.9	\$948	\$1.01	1.6%	-	\$941	\$1

3 STAR VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rents	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2027	2,421	8.7%	0.4	\$1,270	\$1.62	1.7%	(0.5)	\$1,264	\$1.61
2026	2,312	8.3%	0.1	\$1,249	\$1.59	2.2%	(0.3)	\$1,243	\$1.58
2025	2,281	8.2%	(0.4)	\$1,222	\$1.56	2.5%	0.3	\$1,216	\$1.55
2024	2,384	8.6%	1.6	\$1,192	\$1.52	2.2%	(0.2)	\$1,186	\$1.51
2023	1,910	7.0%	0.9	\$1,166	\$1.49	2.5%	(5.4)	\$1,160	\$1.48
YTD	1,706	6.3%	0.2	\$1,141	\$1.45	6.3%	(1.5)	\$1,135	\$1.45
2022	1,652	6.1%	1.6	\$1,138	\$1.45	7.9%	(8.7)	\$1,133	\$1.44
2021	1,229	4.5%	0	\$1,055	\$1.34	16.6%	8.7	\$1,051	\$1.34
2020	1,236	4.6%	(1.4)	\$905	\$1.15	7.9%	2.7	\$900	\$1.15
2019	1,611	6.0%	(0.6)	\$839	\$1.07	5.1%	1.9	\$831	\$1.06
2018	1,770	6.6%	0	\$798	\$1.02	3.2%	0.8	\$779	\$0.99
2017	1,781	6.6%	(0.2)	\$773	\$0.98	2.4%	0	\$753	\$0.96
2016	1,827	6.8%	0.6	\$755	\$0.96	2.4%	0	\$739	\$0.94
2015	1,653	6.2%	(0.5)	\$738	\$0.94	2.4%	0.2	\$721	\$0.92
2014	1,795	6.8%	(0.1)	\$721	\$0.92	2.2%	1.5	\$702	\$0.89
2013	1,820	6.9%	0.3	\$705	\$0.90	0.7%	(1.0)	\$695	\$0.89
2012	1,727	6.6%	(0.5)	\$701	\$0.89	1.7%	(0.3)	\$693	\$0.88
2011	1,863	7.1%	0.5	\$689	\$0.88	2.0%	-	\$684	\$0.87

1 & 2 STAR VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rents	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2027	1,414	8.4%	0.6	\$895	\$1.30	1.7%	(0.5)	\$890	\$1.29
2026	1,319	7.8%	0.5	\$880	\$1.27	2.2%	(0.3)	\$875	\$1.27
2025	1,228	7.3%	0.5	\$861	\$1.25	2.5%	0.2	\$856	\$1.24
2024	1,150	6.8%	0.5	\$840	\$1.22	2.3%	0.9	\$835	\$1.21
2023	1,071	6.3%	0.5	\$821	\$1.19	1.4%	(3.6)	\$817	\$1.18
YTD	1,016	6.0%	0.2	\$806	\$1.16	2.8%	(2.2)	\$802	\$1.16
2022	981	5.8%	1.2	\$810	\$1.17	5.0%	(3.2)	\$805	\$1.16
2021	771	4.6%	(0.9)	\$771	\$1.11	8.2%	5.0	\$767	\$1.11
2020	922	5.5%	(0.1)	\$713	\$1.03	3.2%	0.2	\$708	\$1.02
2019	949	5.6%	0	\$691	\$0.99	3.0%	1.1	\$685	\$0.99
2018	946	5.6%	(1.8)	\$670	\$0.97	1.9%	(0.6)	\$661	\$0.95
2017	1,247	7.4%	1.0	\$658	\$0.95	2.5%	(0.5)	\$647	\$0.93
2016	1,079	6.4%	0	\$641	\$0.92	3.1%	0.8	\$633	\$0.91
2015	1,079	6.4%	(0.8)	\$622	\$0.90	2.2%	1.0	\$604	\$0.87
2014	1,208	7.2%	(0.1)	\$609	\$0.88	1.3%	(0.5)	\$602	\$0.87
2013	1,219	7.2%	0.3	\$601	\$0.87	1.8%	0.7	\$596	\$0.86
2012	1,150	6.9%	0	\$591	\$0.85	1.1%	0.3	\$585	\$0.84
2011	1,144	6.9%	0.2	\$584	\$0.84	0.8%	-	\$580	\$0.84

OVERALL SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/Unit	Avg Cap Rate	Price/Unit	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$162,723	306	5.3%
2026	-	-	-	-	-	-	\$160,257	301	5.3%
2025	-	-	-	-	-	-	\$156,611	295	5.3%
2024	-	-	-	-	-	-	\$152,789	287	5.3%
2023	-	-	-	-	-	-	\$149,554	281	5.3%
YTD	1	\$0	0.5%	-	-	-	\$150,589	283	5.2%
2022	101	\$400.2M	14.3%	\$36,384,194	\$197,156	6.1%	\$149,966	282	5.2%
2021	110	\$128.6M	13.3%	\$8,038,680	\$138,897	6.4%	\$138,892	261	5.3%
2020	80	\$221.4M	8.5%	\$11,654,175	\$159,187	6.8%	\$117,382	221	5.6%
2019	104	\$325.8M	9.2%	\$13,574,027	\$125,637	6.3%	\$105,179	198	6.0%
2018	108	\$601.7M	17.2%	\$20,057,578	\$101,250	6.7%	\$96,531	182	6.3%
2017	54	\$234.6M	10.0%	\$13,802,118	\$82,386	7.6%	\$89,332	168	6.5%
2016	31	\$105.6M	4.1%	\$6,600,208	\$88,593	7.4%	\$86,930	164	6.5%
2015	23	\$234M	6.0%	\$15,598,923	\$103,395	6.9%	\$82,646	155	6.6%
2014	17	\$96.4M	2.9%	\$8,761,915	\$130,069	7.4%	\$79,253	149	6.7%
2013	31	\$107.7M	3.9%	\$3,988,654	\$58,339	7.5%	\$73,435	138	6.9%
2012	22	\$87.3M	5.0%	\$7,937,249	\$67,577	7.2%	\$70,962	133	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
2027	-	-	-	-	-	-	\$233,045	301	4.7%
2026	-	-	-	-	-	-	\$230,110	297	4.7%
2025	-	-	-	-	-	-	\$225,566	291	4.7%
2024	-	-	-	-	-	-	\$220,790	285	4.7%
2023	-	-	-	-	-	-	\$216,821	280	4.8%
YTD	-	-	-	-	-	-	\$219,302	283	4.7%
2022	7	\$65.5M	12.5%	\$65,500,000	\$272,917	-	\$218,370	282	4.7%
2021	6	\$6.2M	8.6%	\$6,160,000	\$128,333	5.4%	\$202,782	262	4.8%
2020	2	\$125.9M	7.5%	\$62,945,465	\$180,878	-	\$170,530	220	5.1%
2019	6	\$190.2M	16.0%	\$47,548,944	\$179,261	5.5%	\$153,298	198	5.4%
2018	7	\$294.2M	22.3%	\$42,025,951	\$155,982	5.3%	\$139,197	180	5.7%
2017	4	\$96.2M	17.3%	\$32,050,000	\$100,892	6.4%	\$129,262	167	5.9%
2016	5	\$23.8M	9.5%	\$11,900,000	\$108,182	6.3%	\$126,075	163	5.9%
2015	2	\$99.4M	9.1%	\$49,687,500	\$137,258	-	\$120,038	155	5.9%
2014	3	\$89.8M	12.9%	\$44,891,000	\$154,797	5.7%	\$117,189	151	6.0%
2013	-	-	-	-	-	-	\$108,532	140	6.2%
2012	3	\$32.5M	11.1%	\$32,450,985	\$107,811	6.1%	\$105,060	136	6.2%

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3 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/Unit	Avg Cap Rate	Price/Unit	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$165,163	316	5.1%
2026	-	-	-	-	-	-	\$162,492	311	5.1%
2025	-	-	-	-	-	-	\$158,588	304	5.1%
2024	-	-	-	-	-	-	\$154,488	296	5.1%
2023	-	-	-	-	-	-	\$151,006	289	5.1%
YTD	1	\$0	0.9%	-	-	-	\$151,807	291	5.0%
2022	31	\$311M	16.9%	\$51,833,333	\$196,338	5.6%	\$151,189	289	5.0%
2021	30	\$104.1M	16.5%	\$34,692,333	\$178,214	4.7%	\$139,942	268	5.1%
2020	17	\$78.6M	10.0%	\$19,657,322	\$174,732	8.7%	\$117,016	224	5.5%
2019	21	\$123M	7.8%	\$17,577,643	\$95,978	6.8%	\$104,434	200	5.9%
2018	33	\$296.5M	22.2%	\$17,438,388	\$76,821	6.0%	\$95,649	183	6.1%
2017	16	\$125.9M	11.7%	\$25,170,000	\$78,460	6.8%	\$88,116	169	6.3%
2016	8	\$66.8M	2.9%	\$16,691,280	\$112,970	6.3%	\$85,721	164	6.4%
2015	9	\$129.6M	7.7%	\$18,507,857	\$90,598	6.4%	\$81,411	156	6.5%
2014	5	\$3.1M	1.7%	\$1,542,500	\$44,071	6.5%	\$77,755	149	6.6%
2013	8	\$89M	5.4%	\$12,714,468	\$65,976	7.5%	\$71,842	138	6.8%
2012	8	\$52.5M	5.5%	\$13,121,875	\$56,805	6.5%	\$69,099	132	6.9%

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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
2027	-	-	-	-	-	-	\$109,283	291	5.9%
2026	-	-	-	-	-	-	\$107,484	286	5.9%
2025	-	-	-	-	-	-	\$104,891	279	5.9%
2024	-	-	-	-	-	-	\$102,194	272	5.9%
2023	-	-	-	-	-	-	\$99,882	266	5.9%
YTD	-	-	-	-	-	-	\$100,285	267	5.9%
2022	63	\$23.7M	11.0%	\$5,931,535	\$115,175	6.2%	\$99,870	266	5.9%
2021	74	\$18.4M	10.6%	\$1,531,823	\$62,523	6.6%	\$92,251	246	6.0%
2020	61	\$16.9M	6.5%	\$1,300,701	\$69,017	6.5%	\$80,614	215	6.2%
2019	77	\$12.5M	8.1%	\$964,413	\$50,150	6.3%	\$72,569	193	6.7%
2018	68	\$11.1M	6.7%	\$1,848,847	\$56,026	7.3%	\$67,981	181	6.9%
2017	34	\$12.6M	3.9%	\$1,404,000	\$43,423	8.3%	\$63,252	168	7.1%
2016	18	\$15M	3.5%	\$1,503,822	\$39,470	8.1%	\$61,390	163	7.1%
2015	12	\$5.1M	2.0%	\$842,307	\$46,366	7.4%	\$58,382	155	7.2%
2014	9	\$3.5M	0.7%	\$502,010	\$38,616	8.5%	\$55,038	147	7.4%
2013	23	\$18.7M	3.2%	\$934,619	\$37,610	7.6%	\$51,372	137	7.6%
2012	11	\$2.4M	1.9%	\$395,208	\$35,392	8.6%	\$50,041	133	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
2027	-	58,323	8.9%	-	644	-	639	-	-
2026	-	57,684	8.7%	-	645	-	626	-	-
2025	-	57,058	8.9%	-	512	-	473	-	-
2024	-	56,585	9.9%	-	1,816	-	1,821	-	-
2023	-	54,764	8.3%	-	1,486	-	1,480	-	-
YTD	1,118	53,284	6.1%	0	0	0	0	21	3,246
2022	1,118	53,284	5.9%	0	0	0	0	21	3,246
2021	1,118	53,284	4.6%	3	202	3	202	8	1,358
2020	1,115	53,082	5.2%	4	771	3	745	4	282
2019	1,112	52,337	5.8%	5	190	5	190	6	965
2018	1,107	52,147	6.2%	3	327	3	327	6	242
2017	1,104	51,820	7.2%	4	149	2	(52)	5	392
2016	1,102	51,872	6.8%	6	377	4	327	3	126
2015	1,098	51,542	6.8%	9	1,289	9	1,289	7	401
2014	1,089	50,253	6.9%	6	297	6	297	12	1,397
2013	1,083	49,956	7.5%	8	1,140	8	1,140	10	1,181
2012	1,075	48,816	6.9%	4	61	4	61	10	1,664
2011	1,071	48,755	7.2%	1	66	0	18	9	1,037