

Wednesday, July 12, 2023 1:00-2:00pm ET

NEW MEMBER ORIENTATION







Meeting Information

- . All attendee lines are muted for this part of the program to ensure good sound quality.
- Please also take this time to change your Zoom name to include your name and company.
- . If you have a question, please use the 'Chat' section located in the toolbar at the bottom of your screen.
- Today's session (presentation session only) is being recorded and may be used for replay or promotional purposes on NMHC.org.



Leadership



Sharon Wilson Géno NMHC President



Ken Valach NMHC Chair





Getting Started Overview & Member Resources

How to Get Started

Your online account is the gateway to all things NMHC

- Sign up online at NMHC.org
- Be sure to have your company member ID number
- Set your communication preferences

But did you know...

Everyone in your company can create an account and access all the resources on NMHC.org



Need your member ID number to create a new account? Email membership@nmhc.org with your name and company name.





Your Hub at NMHC.org

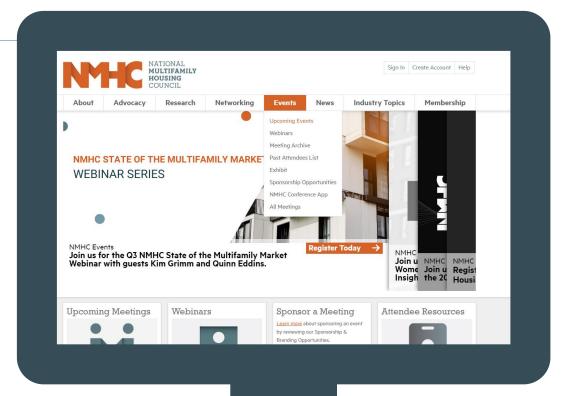
NMHC.org is your go-to resource for everything NMHC

As a member, you can utilize the website to:

- Register for upcoming virtual and in-person events
- Keep up on the latest on industry advocacy efforts
- Find up-to-date multifamily market performance data
- Access exclusive research reports, industry surveys and additional thought leadership products
- Take advantage of various educational resources

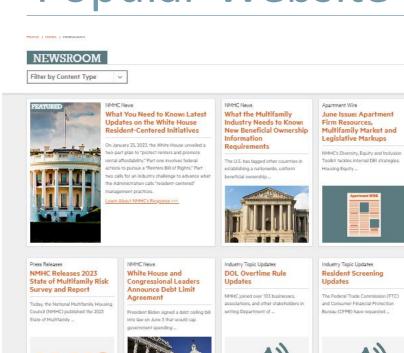


NMHC is always looking for ways to improve the member experience on NMHC.org. Contact Jessica Cheng with any suggestions or questions: jcheng@nmhc.org





Popular Website Destinations



Industry Topic Updates

Updates

Low-Income Communities

Bonus Credit Program

May 31, 2023 Updare: The Treasury

Department and Internal Revenue

Service (IRS) on May 31...

NMHC and NAA

Statement on Supreme

Court WOTUS Ruling

Council (NMHC) and National

Apartment Association (NAA) applaud











Events Calendar

Register for upcoming meetings, events and webinars

nmhc.org/events

NMHC Newsroom

Find all of NMHC's announcements, activities and communications here nmhc.org/newsroom

NMHC Newsletters

Sign up for any of our series of newsletters to get news and research delivered direct to your inbox

nmhc.org/newsletters Member Directory

Use this online tool to find and connect with peers nmhc.org/member-directory



NMHC Delivers Guide for

Equity and Opportunity in

the Multifamily Industry

WASHINGTON, DC - The National

Multifamily Housing Council (NMHC).

working with Enterprise Community .

Advancing Housing

Industry Topic Updates

Davis-Bacon Updates

May 3L 2023 Update: Senators John

Thune (R-SD) and Jerry Moran (R-KS)

How to Stay in the Loop

1. Create Your Email Preferences

NMHC takes pride in our ability to provide industry leaders with succinct, accurate, timely and comprehensive information, but we also strive to be useful to you by only providing you the information you seek. Select your email preferences by scanning the QR code:



2. Sign Up for Our Newsletter

Our monthly newsletter delivers everything you need to know to stay on top of breaking industry news, legislative updates and NMHC event announcements. Opt in by scanning the QR code:



3. Bookmark Industry Topic Alerts

NMHC posts regular updates to our website on numerous critical advocacy and research topics. Scan the QR code to visit the page and bookmark topics that hold interest to you:





Connect with Us on Social



@ApartmentWire



www.linkedin.com/company/national-multifamily-housing-council/



NMHC Government Affairs

NMHC is the voice of the apartment industry and serves as the apartment industry's primary advocate on federal legislative and regulatory matters.

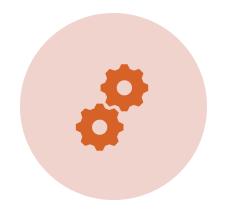
During the pandemic, assistance has been critical to residents and property owners alike. NMHC leads the charge of advocating for the industry's needs.





NMHC's 2022 Legislative Accomplishments







ADDRESSING HOUSING
AFFORDABILITY

MITIGATING OPERATIONAL CHALLENGES

PRESERVATION OF CRITICAL REAL ESTATE TAX POLICIES



NMHC Policy Priorities

Overarching Short & Long-Term Priorities

Housing Affordability

Regulatory & Operational Challenges

Legislative and Regulatory Battles and Opportunities on the Horizon

Detrimental Tax Changes
Impacting Real Estate

Housing Finance Reform

Section 8 Reform & Expansion

Long-term Reauthorization of National Flood Insurance

Building Codes & Standards

Well-Intentioned, but Overly Burdensome Tenant

Protections

Housing Affordability

Residential Screening

Restrictions

Broadband & Connectivity

Data Privacy & Security

Fair Housing



NMHC Coalition Work

Coalition building strengthens our ongoing work to support multifamily businesses, your employees and the residents we house and is a critical component of our advocacy efforts. To that end, NMHC & NAA have spearheaded two key industry coalitions:

Rent Control Coalition



Members:

MBA, NAA, NAHB, NAR & NMHC

Housing Solutions Coalition.org

Housing Affordability Coalition

NMHC-NAA led coalition with over 20 Real Estate Partners including: NAHB, NAR, MBA, NAREIT, RER, NLHA, NAMA, ICSC, NAIOP, BOMA, UFG, NHC, IREM, CAHR, ASHA, MHI, NARPM, CREFC, LBA, NAAHL



NMHC Foundations for Rental Housing

In January, NMHC agreed to join the White House's Resident-Centered Housing Challenge, which invited housing providers, state and local governments and others to make voluntary commitments that support renters. In response to the Challenge, NMHC committed to "identify business standards that align with principles of resident-centered management practices."

Set to publicly launch in the coming weeks, NMHC is encouraging member firms to sign on to these six Foundations that provide a threshold for professionally managed multifamily properties:

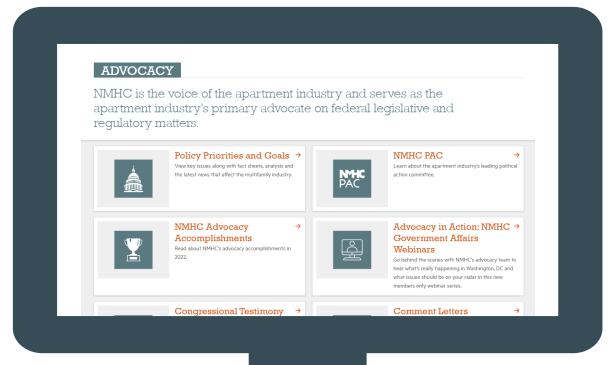
- Engage with residents to foster an atmosphere of mutual respect, trust and communication.
- Have procedures in place to respond to resident requests.
- Comply with all applicable antidiscrimination, fair housing and fair credit laws.
- Support residents who express an interest in enhancing their credit through rent payment reporting.
- Respond to requests from residents facing financial hardship who are seeking external resources.
- Rights and responsibilities of lease holder and housing providers will be contained in the lease documents.

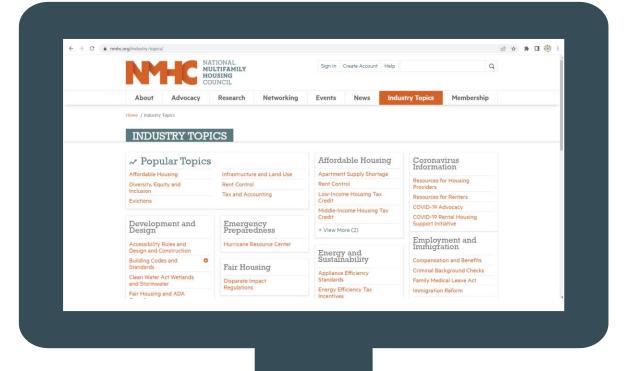


Sign On



Access Our Resources on NMHC.org





Visit NMHC.org/advocacy

Visit NMHC.org/industry-topics



Visit NMHC.org/PAC

NMHC PAC is recognized as one of the largest and respected real estate industry PACs in Washington, DC

Since its inception in 1980, NMHC PAC has worked to ensure the multifamily industry speaks as a unified voice in Washington for you and the industry. Its premier goal is to support the election and reelection of Members of Congress on both sides of the aisle – who work to improve, preserve, and promote the multifamily industry.

NMHC is committed to expanding the reach of NMHC PAC and maintaining a leadership role in the real estate trade association PAC community. A key part of our strategy is building a strong national base of participating companies whose employees directly support NMHC PAC and its mission.





NMHC Research Resources

NMHC Research Department

Quarterly NMHC Publications

- Market Trends
 <u>nmhc.org/market-trends</u>
- Quarterly Survey of Apartment Market Conditions <u>nmhc.org/quarterly-survey</u>
- Quarterly Survey of Apartment Construction & Development Activity nmhc.org/construction-survey
- Research Notes
 nmhc.org/research-notes



Complete your communications preferences to receive these in your inbox. Go to: nmhc.org/emails



Access Our Resources on NMHC.org

59.5%

NOI as Percent

of Revenue

\$1.88

In Place Rent

PSF

- Quick Facts

 nmhc.org/quick-facts
- Industry Benchmarks

 nmhc.org/benchmarks
- Student Housing
 Industry Benchmarks
 nmhc.org/student-housing-benchmarks



7.6%

YOY Change in

Executed Rent

9.9%

YOY Change in

Revenue

Powered by .. REALPAGE

53.9%

Renewal

Conversion Rate



7.7%

Rent Change

(Renewals)

NMHC 50

- Top 50 Owners
- Top 50 Managers
- Top 25 Developers
- Top 25 Builders
- Top 10 Syndicators



Visit: NMHC.org/50



- NMHC State of the Multifamily Market Webinar Q3
 - July 18, 2023 | 2:00 3:00pm ET
- Multifamily Research Virtual Meetup
 - September 28, 2023 | 12:00 1:00 PM ET
- Apartment Strategies Conference
 - January 30, 2024 San Diego
- Research Forum
 - April 9-10, 2024 Nashville



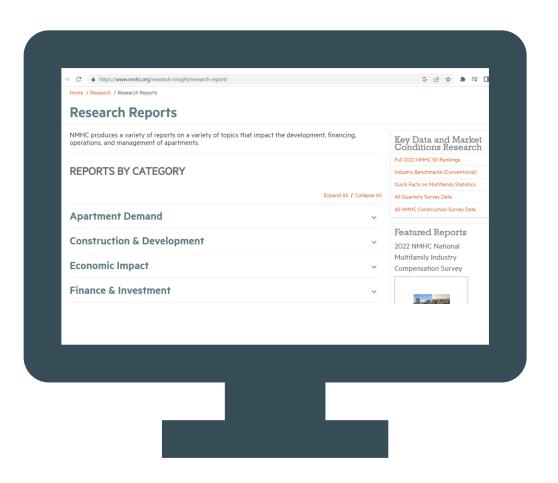
Complete your communications preferences to get notified when registration opens.

Go to: nmhc.org/emails



NMHC Reports

Access additional research reports at NMHC.org/research-reports





NMHC Research Foundation

- Apartment Filtering
- Rent Control
- International Rentals
- The Future of Student Housing Demand







Membership and Meetings

Membership and Meetings



Your Contact at NMHC:

membership@nmhc.org

If you remember one thing from this meeting – remember this!



2024 Annual Meeting

Registration opens Thurs. July 20 at 11:00am ET

Nmhc.org/annual







NMHC Diversity, Equity and Inclusion (DEI) Commitment

DEI Mission and Strategy

NMHC's DEI mission is a long-term commitment to promote diversity, equity and inclusion as a business imperative.

NMHC's strategy applies a comprehensive lens to identify opportunities for a more diverse, inclusive and equitable apartment industry.



Resources



Opening Doors of Opportunity: A Guide for Advancing Housing Equity in the Multifamily Industry

HousingEquityGuide.nmhc.org

A resource that highlights opportunities for multifamily housing providers, policymakers and the public to help improve outcomes for underserved communities across the country.



NMHC DEI Toolkit

nmhc.org/DEItoolkit

Tools to support organizational policies and practices that operationalize DEI throughout the talent ecosystem, from early career professionals to leadership positions, and supplier networks.



Strategic Alliances





Commercial Real Estate Diverse Suppliers (CREDS) Consortium



- Women's Event
 - January 29, 2024 | San Diego
- Leadership Forum on DEI
 - May 6, 2024 | Nashville
- DEI Committee Meetings held during Annual, Spring and Fall membership meetings
- Women in Multifamily (WIM) Networking Series
 - Next Event: August 16 | Noon ET
- Panels and presentations across NMHC's event calendar



Complete your communications preferences to get notified when registration opens.

Go to: nmhc.org/emails

