



APARTMENT LEADERSHIP RESIDES HERE™

## **THE MARKETS: A FULL SWEEP**

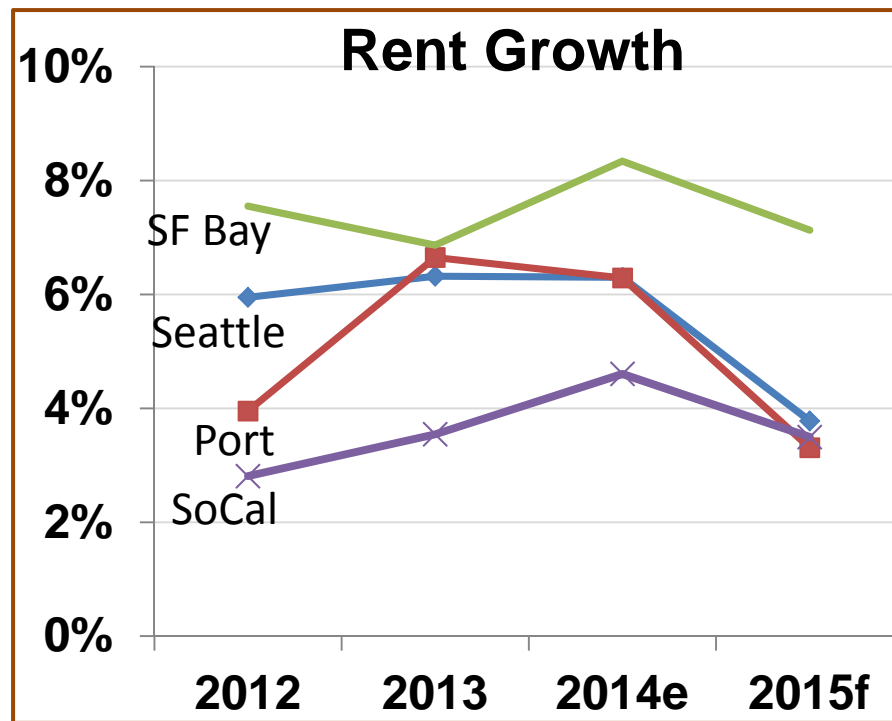
Jay Lybik, EQR

Nick Buss, Invesco

Jay Denton, Axiometrics

Ron Witten, Witten Advisors

## WEST COAST MARKETS STAY NEAR THE TOP OF THE LEADER BOARD



SF Bay defies gravity

Supply slows rent inflation in Seattle

Portland arrived late; supply headwinds coming here too

SoCal has joined the party

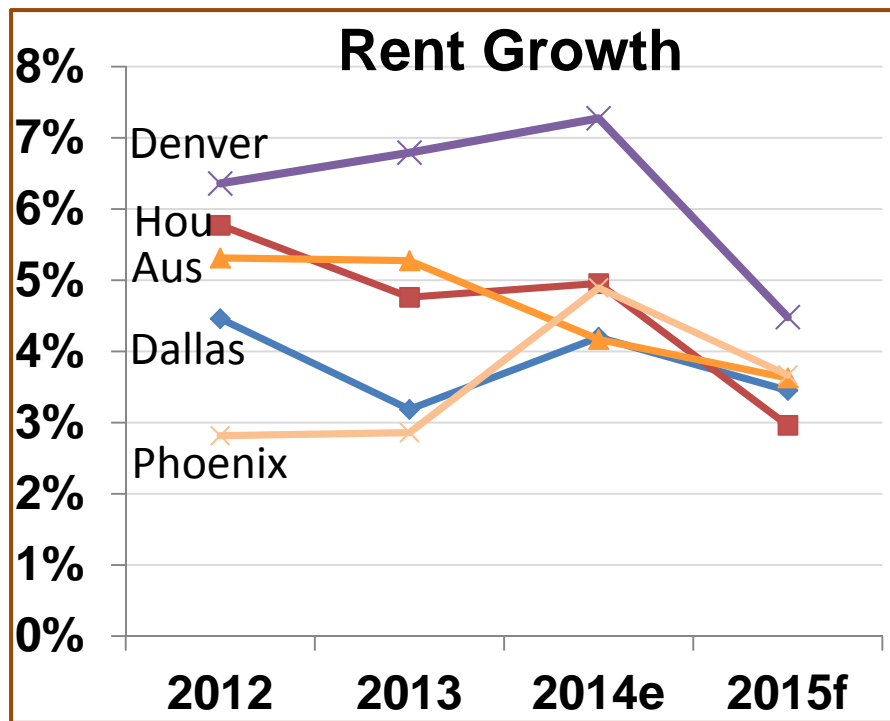
Source: Witten Advisors

## HOW DO TODAY'S RENT LEVELS COMPARE TO 2008?

<b>MSA</b>	<b>Submarket Name</b>	<b>Six Year Growth</b>
<b>San Francisco</b>	<b>Civic Center/Downtown</b>	<b>46.4%</b>
<b>Oakland</b>	<b>Fremont/Newark/Union City</b>	<b>35.3%</b>
<b>San Jose</b>	<b>Central San Jose</b>	<b>35.2%</b>
Miami	South Beach/Miami Bayshore	30.1%
<b>Portland</b>	<b>Beaverton</b>	<b>23.2%</b>
Denver	Denver-Downtown	21.9%
West Palm Beach	Boynton Beach/Delray Beach	21.7%
Austin	Far South	21.7%

Source: Axiometrics Inc.

# SOUTHWEST MARKETS: FIVE YEARS INTO RECOVERY AND NO SIGN OF OVERBUILDING...?



Denver still outperforming

Phoenix the last to recover; solid year ahead

Houston should see a BIG slowdown... but not a collapse

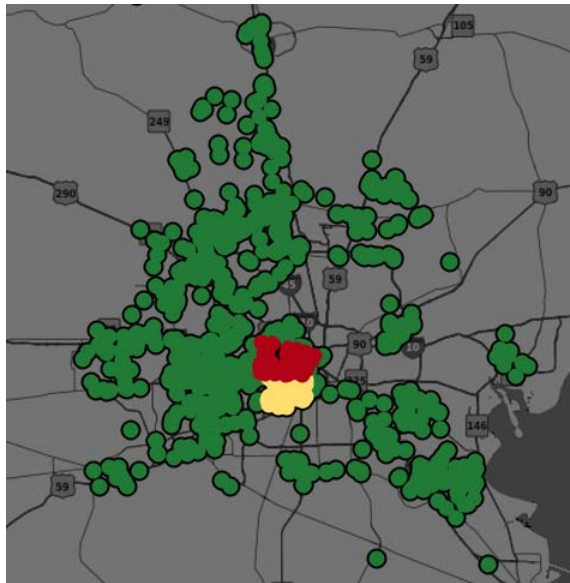
Austin defied logic and filled 8,000 units

Dallas the steadiest of them all (??)

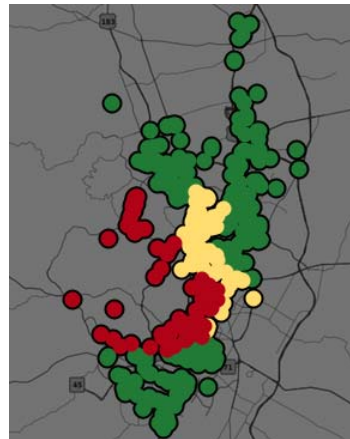
Source: Witten Advisors

# URBAN CORES ARE BEING TESTED IN TEXAS; PHOENIX IS EARLIER IN ITS CYCLE

## Houston



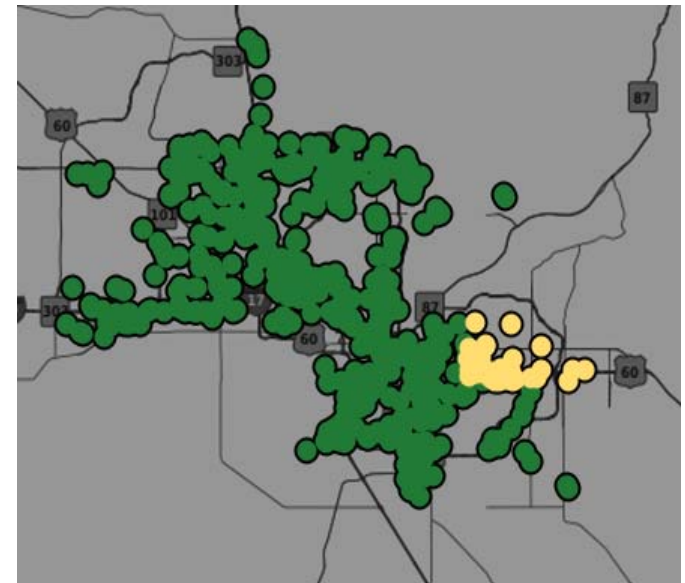
## Austin



Rent Growth Legend

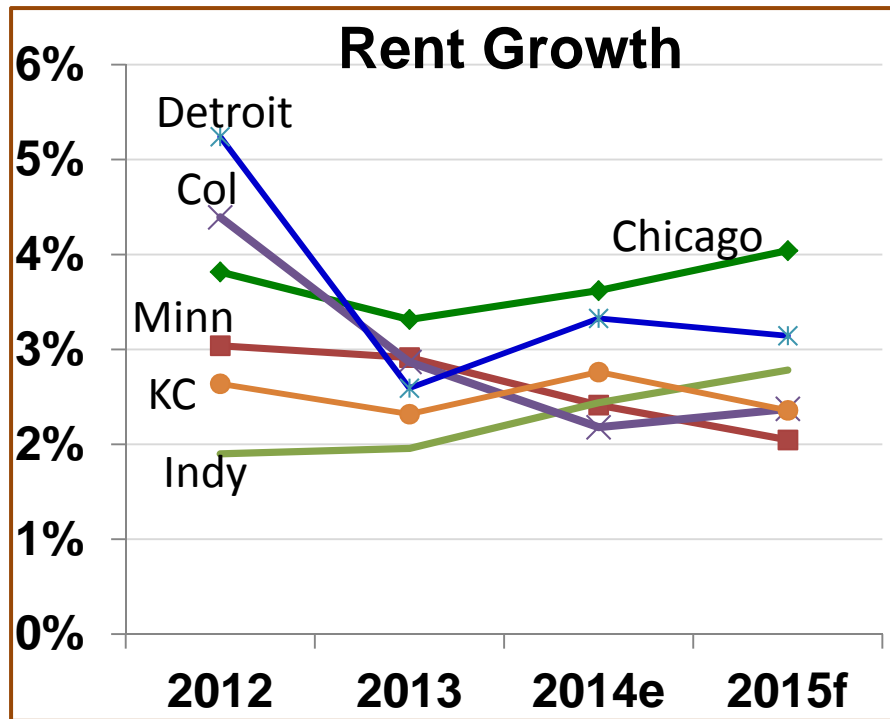
- <2%
- 2%-4%
- >4%

## Phoenix



Source: Axiometrics Inc.

# MIDWEST MARKETS MAKE PROGRESS...BELOW THE RADAR



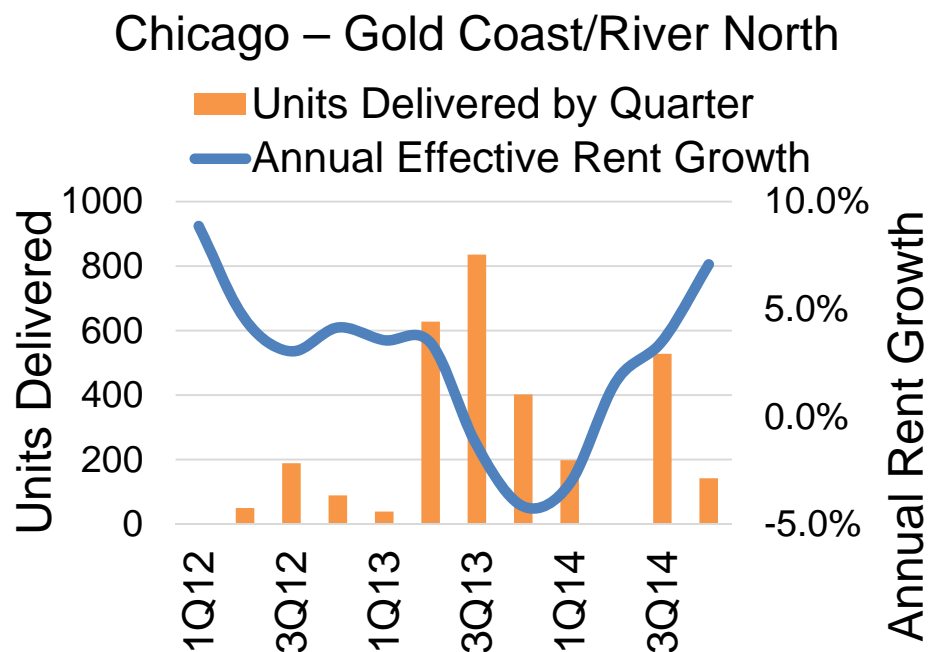
Chicago steadily improving

Metro Detroit the earliest with a rent spike (2012), still solid

Despite heavy supply, Indy should firm a bit, while KC and Minn see slower rent inflation

Source: Witten Advisors

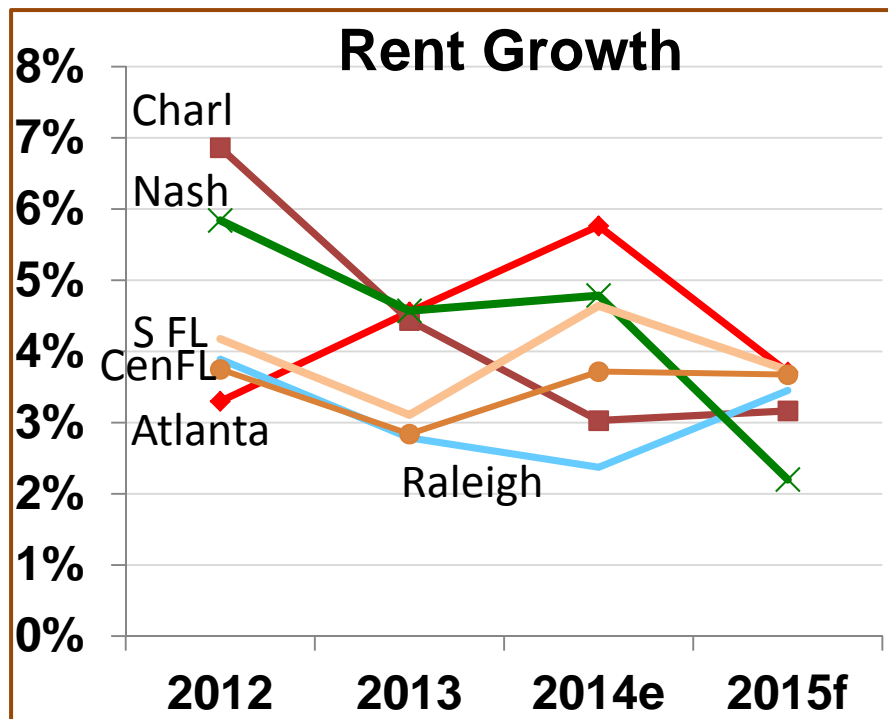
## NEW APARTMENT DELIVERIES IN MIDWEST MARKETS



Metro	Submarket	Units Delivered in 2015
CHI	City West	1,226
CHI	Gold Coast/River North	1,153
MINN	Minneapolis	1,129
KC	Overland Park South	996
IND	Central	970
CHI	Glenview/Evanston	811
COL	University/Downtown	800
CIN	Downtown	760

Source: Axiometrics Inc.

## SOUTHEAST MARKETS BEGAN THE RECOVERY DIFFERENTLY, BUT (MOSTLY) FACE SIMILAR OUTLOOK



Charlotte and Nashville the early leaders – now #2 and #3 most active development markets in our coverage, should lag other SE markets in 2015

Raleigh felt the weight of too much supply and cut back on starts

Atlanta late to the party but the top performer now and through this year

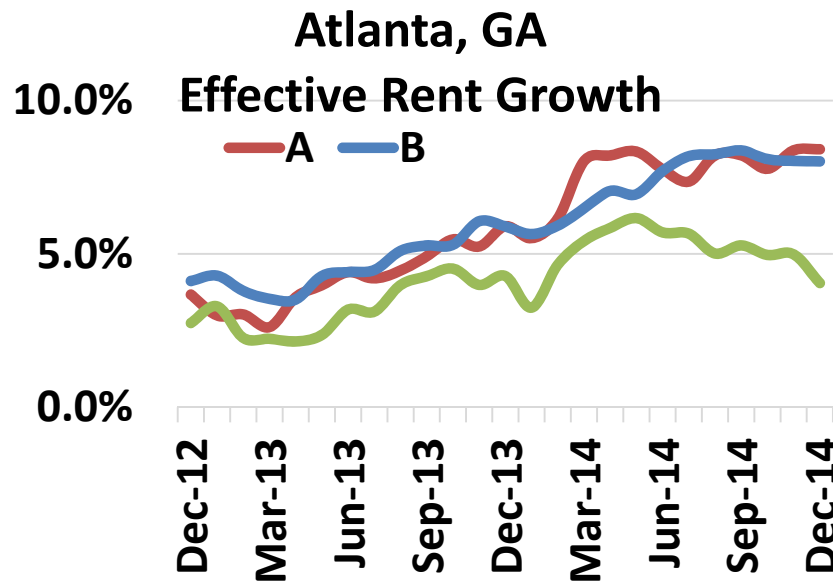
SFL solid, even with a big pipeline

Central Florida (Tampa, Orlando) steady

Source: Witten Advisors



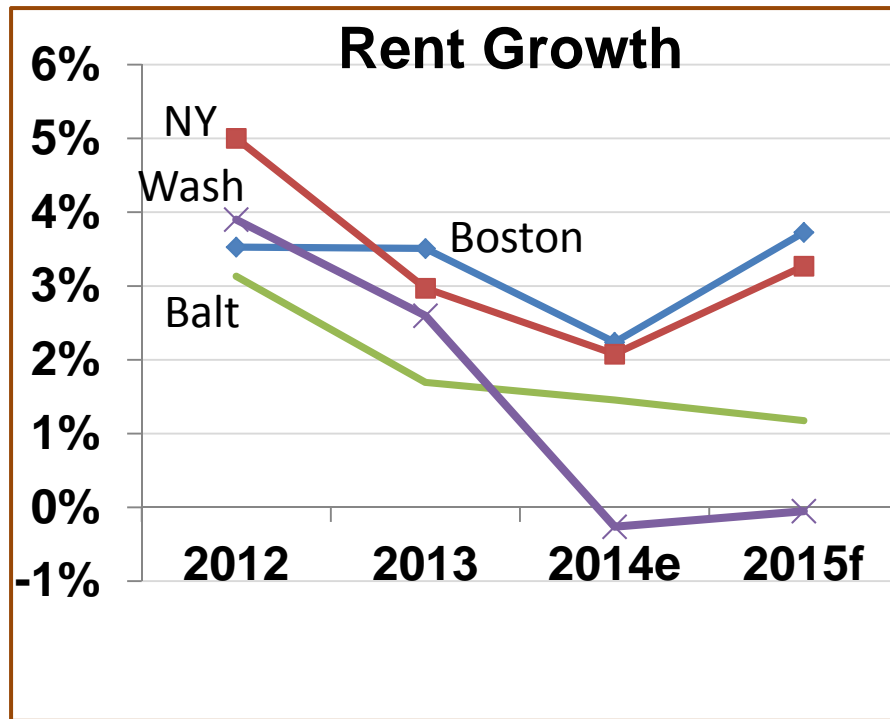
## STRONG GROWTH FOR CLASS A IN THE SOUTHEAST



Class A		
Florida Metros	2014 Effective Rent Growth	2014 Occupancy
Orlando	7.1%	95.3%
Ft Lauderdale	7.1%	94.0%
Miami	6.6%	96.7%
Jacksonville	5.5%	94.0%
Tampa	5.3%	95.1%

Source: Axiometrics Inc.

# EAST COAST MARKETS LED EARLY IN THE RECOVERY, TOUGH 2014, SOME BETTER NEWS AHEAD



Moderate growth, hefty supply, low affordability slow Metro NYC

Boston rebounds to lead

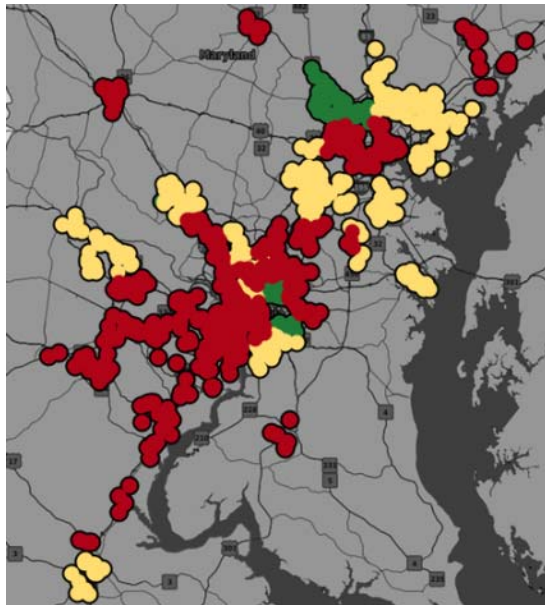
Q: How can Metro DC have few jobs but strong leasing? A: No rent growth

Baltimore slow but steady, limited by DC softness

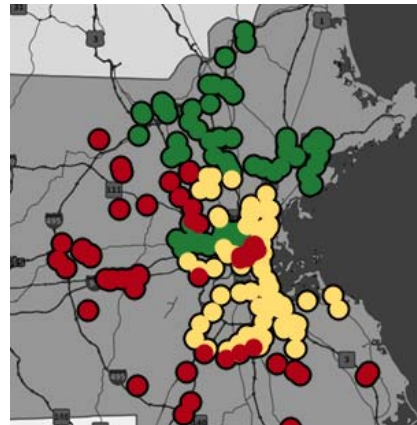
Source: Witten Advisors

# RENT GROWTH HAS BEEN WEAK ON THE EAST COAST, BUT SOME SUBMARKETS ARE STRONG

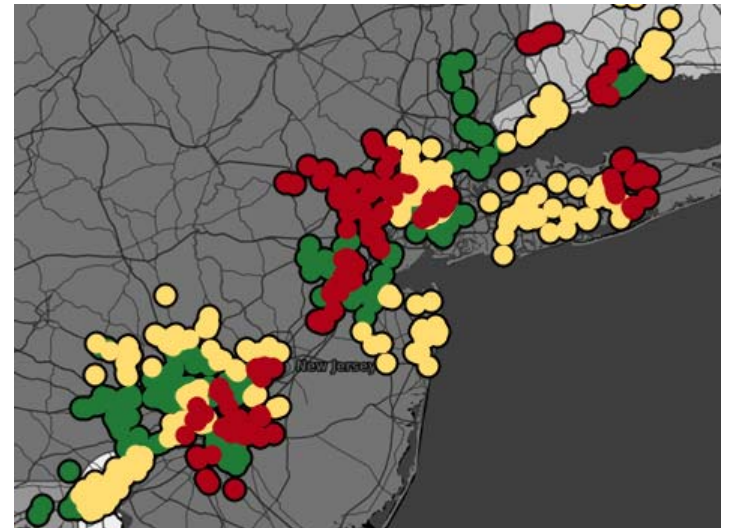
## DC - Baltimore



## Boston



## NY-NJ-PA-CT



Rent Growth Legend

- <2%
- 2%-4%
- >4%

Source: Axiometrics Inc.