Multifamily Investment Sales

Simon Butler
executive vice president/partner
## Market Snapshot

### State of the Economy

<table>
<thead>
<tr>
<th>Metric</th>
<th>March 2014</th>
<th>March 2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Boston-Metro Labor Force</td>
<td>2,577,969</td>
<td>2,540,853</td>
</tr>
<tr>
<td>Unemployment Rate</td>
<td>5.7%</td>
<td>6.2%</td>
</tr>
<tr>
<td>Total Job Gains</td>
<td>+ 26,800</td>
<td></td>
</tr>
</tbody>
</table>

### Net Population Growth

- January to March 2014: 22,116
- January to March 2013: 16,428
# Market Snapshot

## Apartment Market Overview

<table>
<thead>
<tr>
<th></th>
<th>1Q 2014</th>
<th>1Q 2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Inventory*</td>
<td>202,863</td>
<td>200,165</td>
</tr>
<tr>
<td>Overall Vacancy Rate*</td>
<td>3.9%</td>
<td>3.8%</td>
</tr>
<tr>
<td>Asking Rent*</td>
<td>$1,898</td>
<td>$1,834</td>
</tr>
<tr>
<td>Effective Rent*</td>
<td>$1,820</td>
<td>$1,756</td>
</tr>
</tbody>
</table>

* As reported by REIS
Boston Metro Apartment Market (All Classes)

20-Year Average Vacancy: 3.9%
19-Year Average Effective Rent Growth: +5.0% per year

Effective Rent
Vacancy
20-Year Avg Vacancy

Boston Market Overview NMHC 2014
Cap Rates vs. 10-yr. Treasury

Avg. Cap Rate • 10-yr. Treasury

Rational Market

Condo Influence

Irrational Exuberance

Over Correction

Back to Rational

1997 1999 2001 2003 2005 2007 2009 2011 2013

244 average spread

282 average spread

bps spread 282

Boston Market Overview NMHC 2014
Maxwell's Green

**SOMERVILLE, MA**
- Units: 184
- Price: $87,000,000 ($472,826/Unit)
- Cap Rate: 4.50% - T-90 Days
- Seller: Gate Residential/AEW Capital Mgmt
- Buyer: GID
- Sale Date: April 2014

**WESTBOROUGH, MA**
- Units: 562
- Price: $83,750,000 ($149,021/Unit)
- Cap Rate: 5.73% - T-90 Days
- Seller: Fountainhead Assoc. of Westboough
- Buyer: Northland
- Sale Date: Jan 2014
Top Institutional Sales - 2014 YTD

MUNROE PLACE

QUINCY, MA

Units: 111
Price: $35,300,000 ($318,018/Unit)
Cap Rate: 4.85% - T-12 Months
Seller: National Real Estate Advisors
Buyer: Structure Tone Equities/Corporate Lease Properties
Sale Date: May 2014

ANDOVER PLACE

ANDOVER, MA

Units: 220
Price: $37,700,000 ($171,364/Unit)
Cap Rate: 5.00% - T-90 Days
Seller: John M Corcoran & Co. / AEW
Buyer: Roseland Properties
Sale Date: April 2014
Top Institutional Sales - 2014 YTD

WEYMOUTH PLACE

WEYMOUTH, MA

Units: 211
Price: $25,750,000 ($122,038/Unit)
Cap Rate: 5.79% - T-90 Days
Seller: AvalonBay
Buyer: Universal Realty
Sale Date: April 2014

THE MEADOWS

CHELMSFORD, MA

Units: 180
Price: $20,000,000 ($111,111/Unit)
Cap Rate: 5.96% - T-90 Days
Seller: John M. Corcoran & Co.
Buyer: Water Street Investments / Taurus
Sale Date: March 2014