

Jay Lybik



Jay Lybik is the National Director of Multifamily Analytics at CoStar. He focuses on the major demand trends and current market conditions for the multifamily sector across the United States and impacts at the regional and market level.

With over 25 years of commercial real estate research experience, Mr. Lybik previously served as Vice President of Research Services for the Institutional Property Advisors (IPA) division of Marcus & Millichap, where he oversaw the production of all IPA related research while advising clients on their multifamily investment strategy.

Prior to joining IPA, he served as Vice President of Market Research with Equity Residential (EQR) for 17 years. Mr. Lybik launched the market research department at EQR in 1999 and guided the research analysis for EQR's consolidation from 38 states and over 50 metros to major core markets. In addition, his research during the \$16 billion Archstone acquisition created a detailed demographic and resident profile of each property in the portfolio. The analysis identified which assets held the highest potential for revenue and NOI growth to outperform the overall market.

Mr. Lybik holds a B.A. in Economics from the University of Michigan

In addition, he serves as Research Chair of the NMHC Research Committee.