

# Search Analytics

INVENTORY UNITS

**129,038** +3.0%

Prior Period 125,242

UNDER CONSTRUCTION UNITS

**5,599** +19.5%

Prior Period 4,686

12 MO ABSORPTION UNITS

**5,895** +89.8%

Prior Period 3,105

VACANCY RATE

**5.5%** -1.9%

Prior Period 7.4%

MARKET RENT/UNIT

**\$1,199** +10.4%

Prior Period \$1,086

MARKET SALE PRICE/UNIT

**\$136K** +13.1%

Prior Period \$120K

MARKET CAP RATE

**5.3%** -0.2%

Prior Period 5.5%

## Key Metrics

Availability	
Vacant Units	7,070 ↓
Asking Rent/SF	\$1.25 ↑
Concession Rate	0.5% ↓
Studio Asking Rent	\$827 ↑
1 Bedroom Asking Rent/Unit	\$1,078 ↑
2 Bedroom Asking Rent/Unit	\$1,264 ↑
3 Bedroom Asking Rent/Unit	\$1,365 ↑

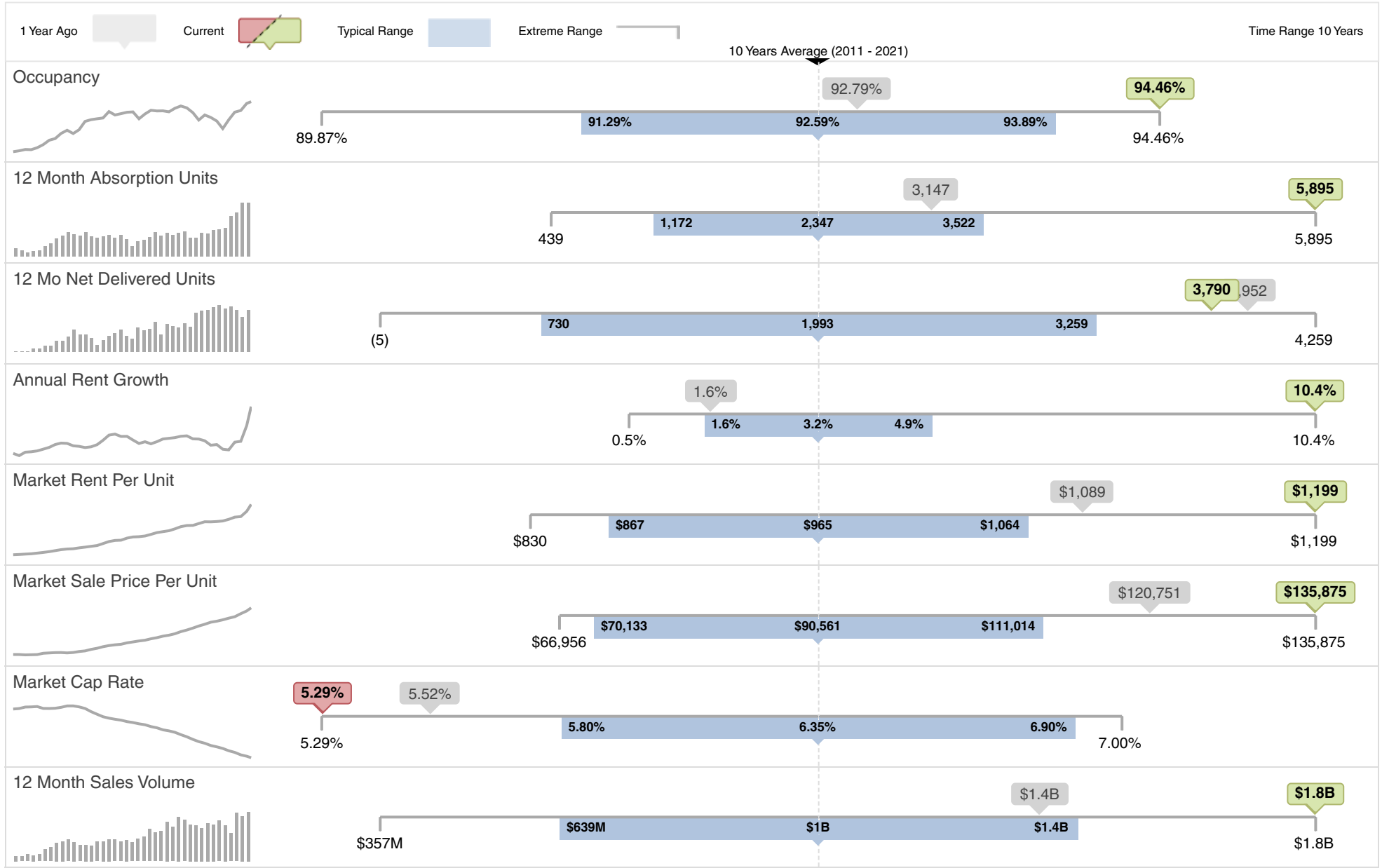
Inventory	
Existing Buildings	866 ↑
Average Units Per Bldg	149 ↑
12 Mo Demolished Units	54 ↑
12 Mo Occupancy % at Delivery	31.6% ↑
12 Mo Construction Starts Units	4,755 ↑
12 Mo Delivered Units	3,844 ↓
12 Mo Avg Delivered Units	164 ↓

Sales Past Year	
Asking Price Per Unit	\$64,015 ↑
Sale to Asking Price Differential	-25.7% ↓
Sales Volume	\$1.8B ↑
Properties Sold	110 ↓
Months to Sale	10.2 ↑
For Sale Listings	6 ↑
Total For Sale Units	233 ↓

Demand	
12 Mo Absorp % of Inventory	4.6% ↑
Median Household Income	75.7K
Population Growth 5 Yrs   20-29	-12.6%
Population Growth 5 Yrs   30-39	3.4%
Population Growth 5 Yrs   40-54	10.5%
Population Growth 5 Yrs   55+	11.1%
Population Growth 5 Yrs	5.3%

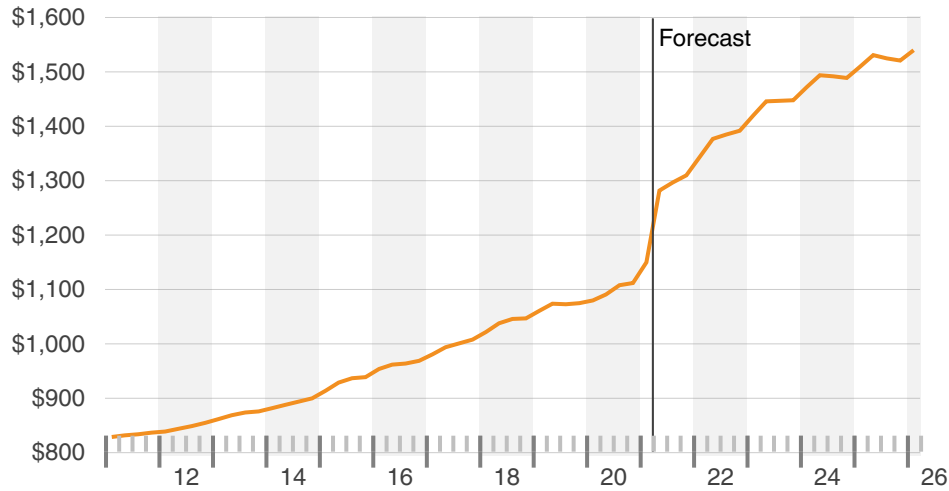
# Search Analytics

## Key Performance Indicators

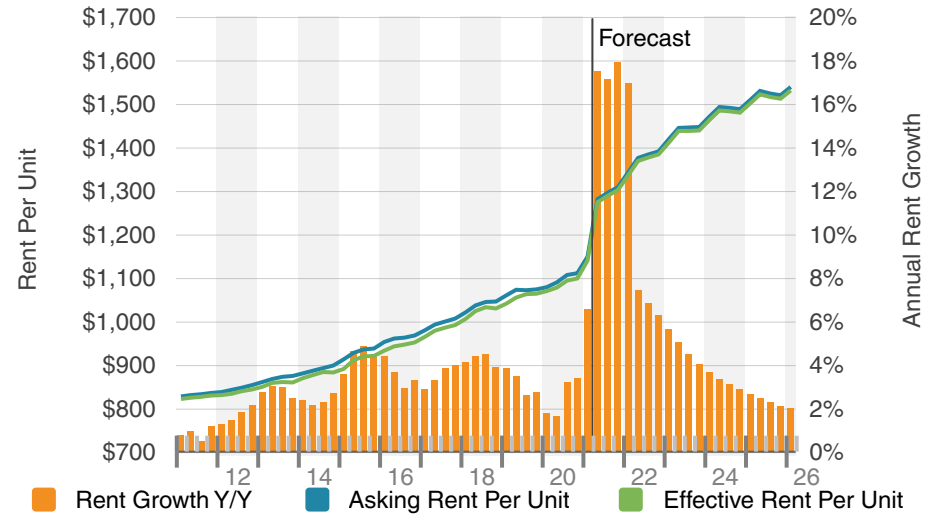


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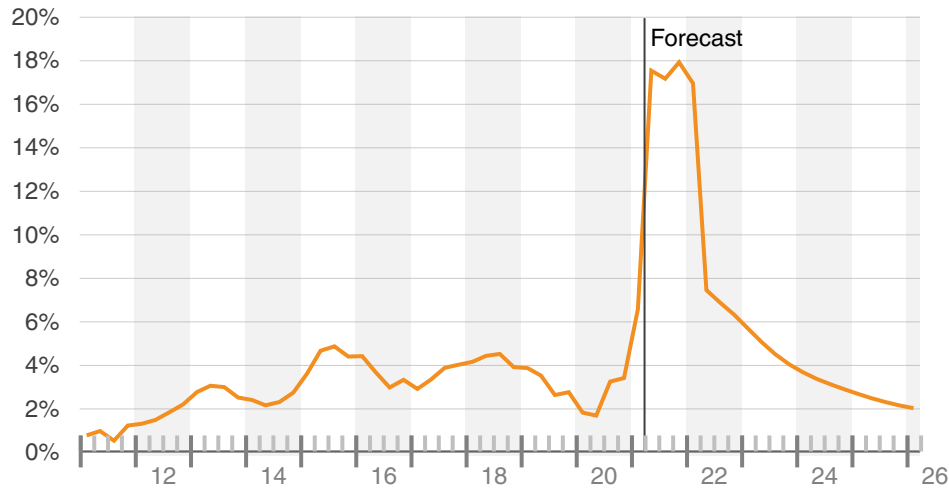
## Market Asking Rent Per Unit



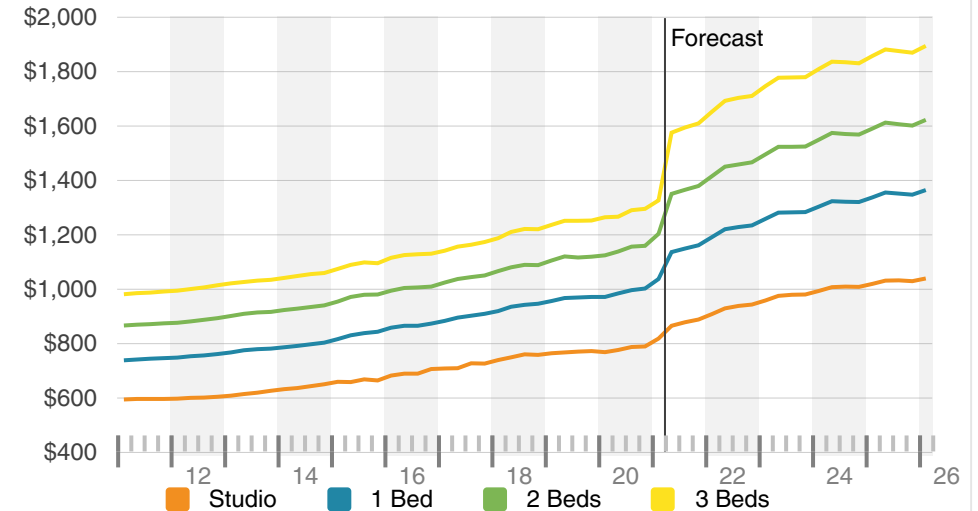
## Market Rent Per Unit & Rent Growth



## Market Rent Growth (YOY)

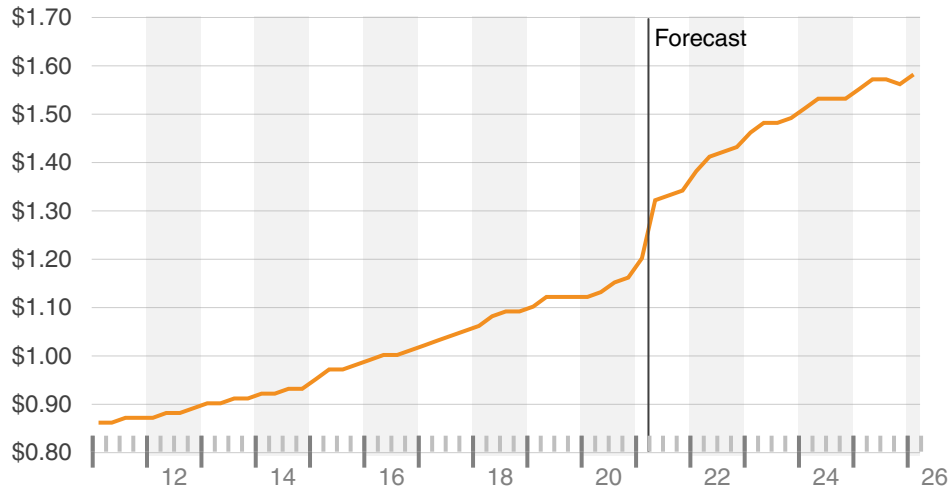


## Market Asking Rent Per Unit By Bedroom

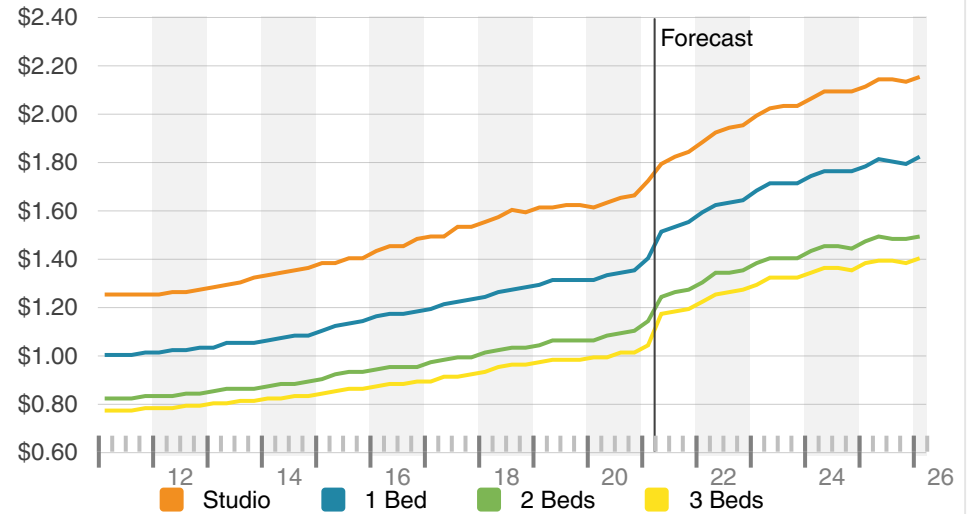


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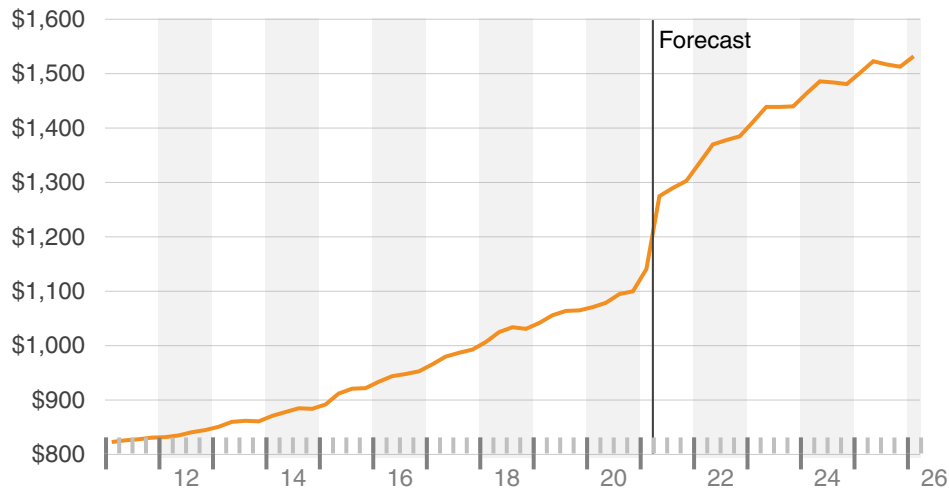
## Market Asking Rent Per SF



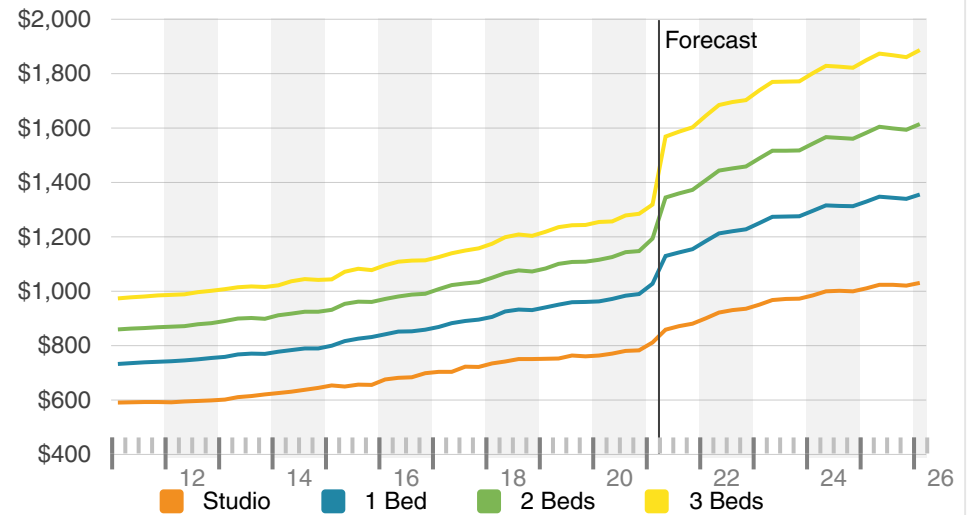
## Market Asking Rent Per SF By Bedroom



## Market Effective Rent Per Unit

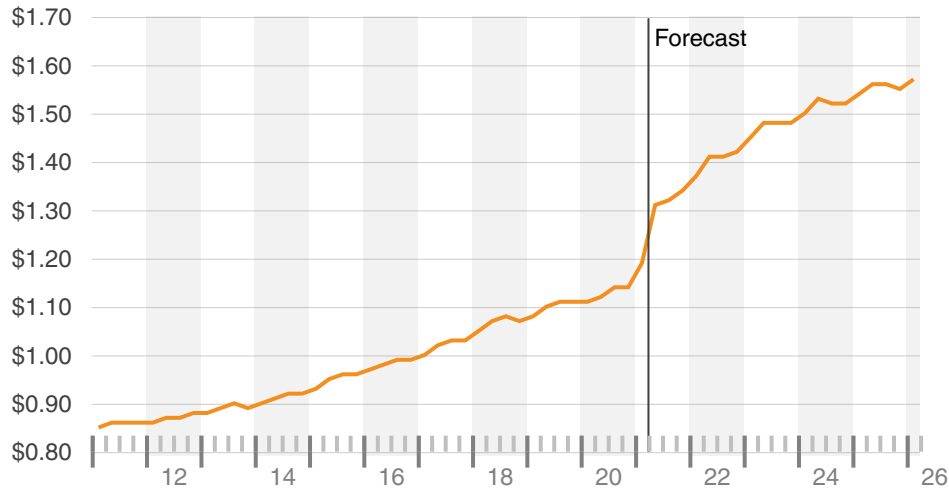


## Market Effective Rent Per Unit By Bedroom

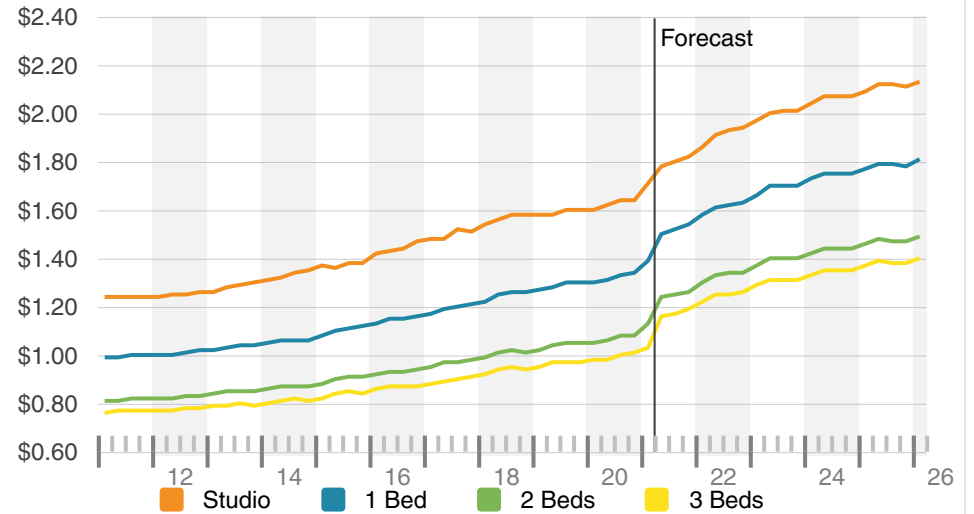


# Search Analytics

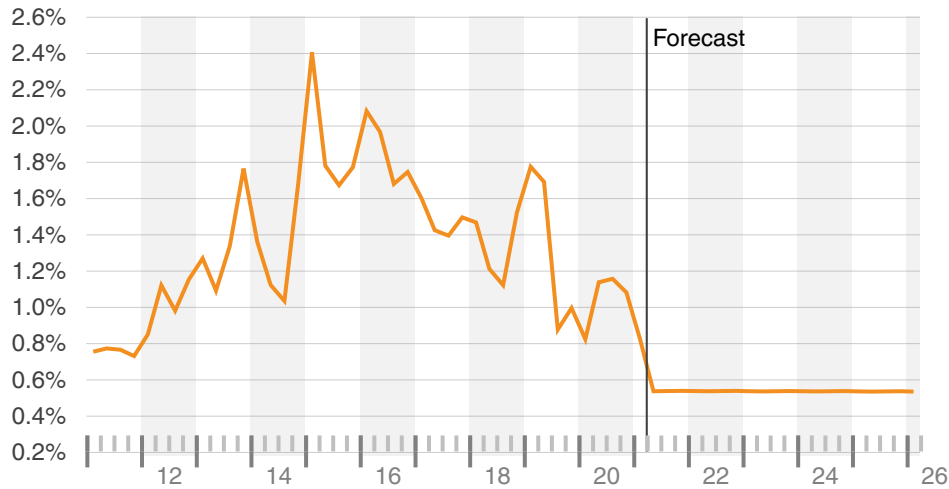
## Market Effective Rent Per SF



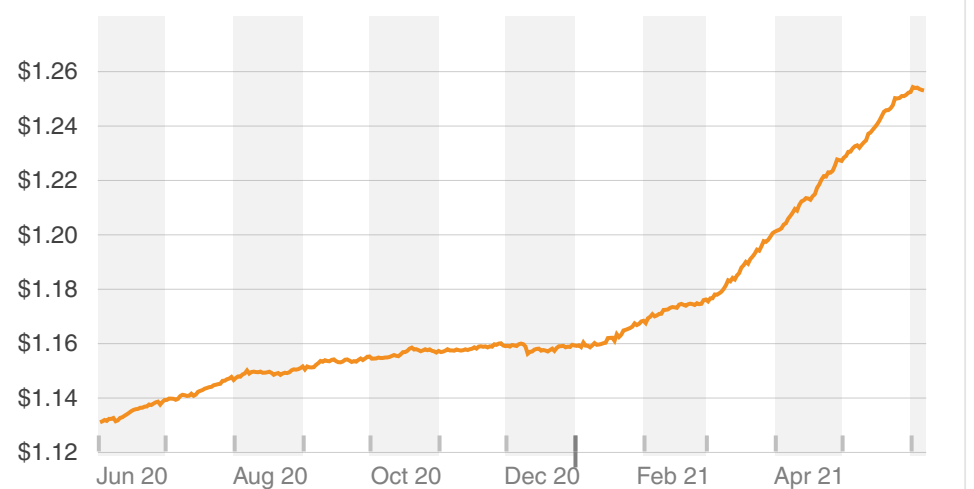
## Market Effective Rent Per SF By Bedroom



## Concession Rate

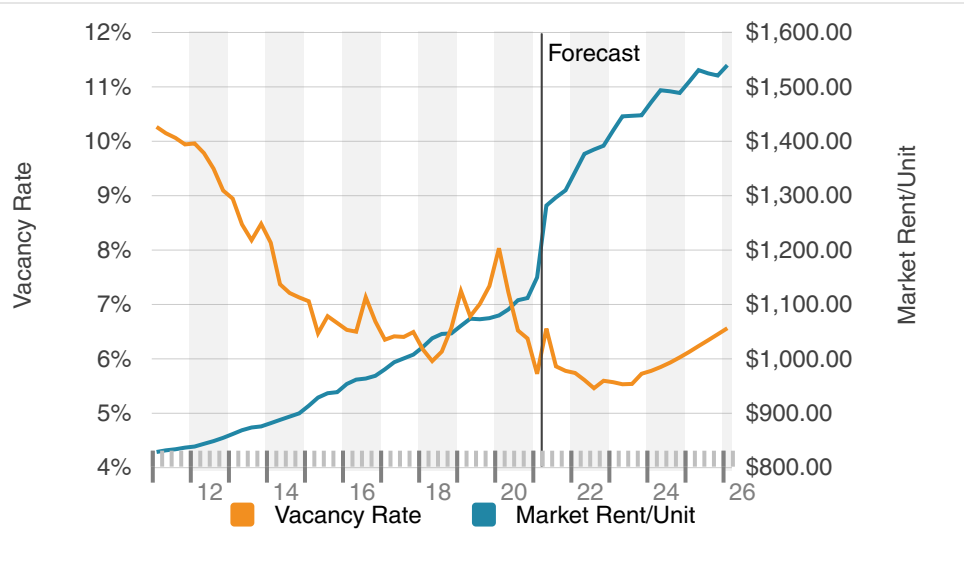


## Daily Asking Rent Per SF

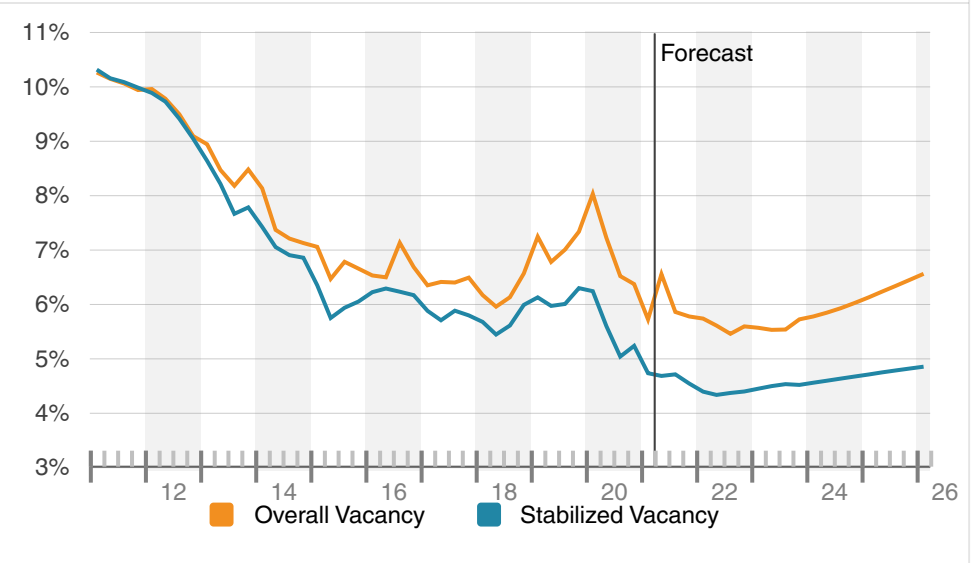


# Search Analytics

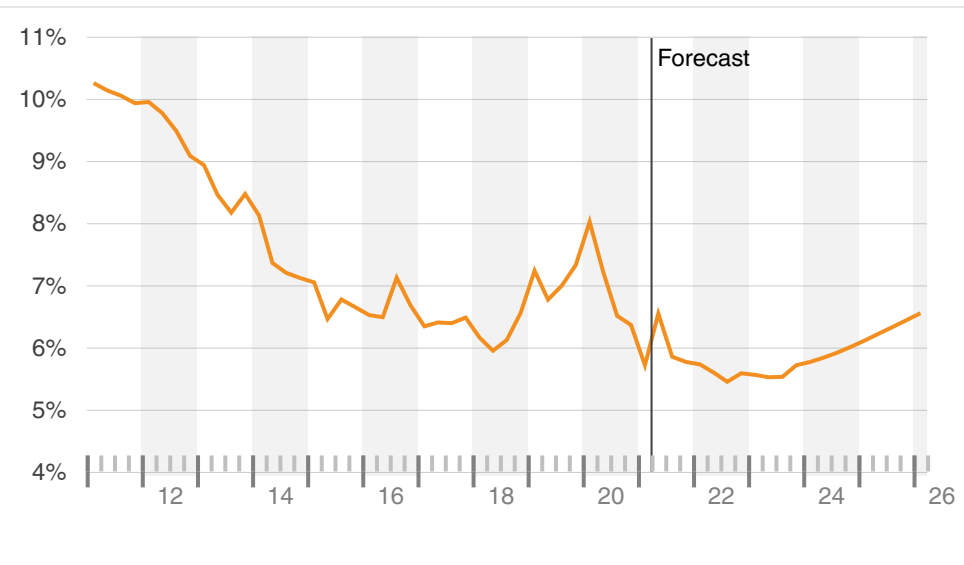
## Vacancy & Market Asking Rent Per Unit



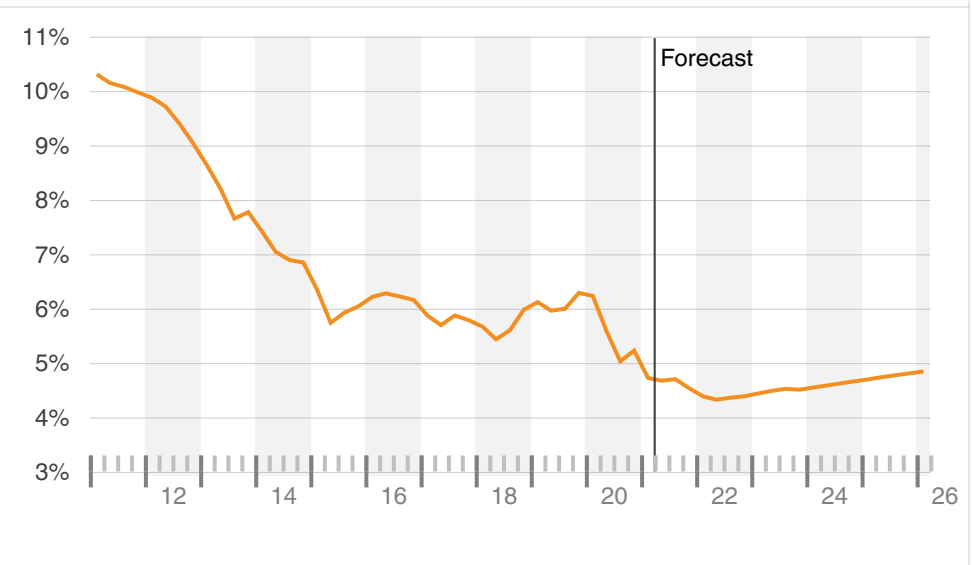
## Overall & Stabilized Vacancy



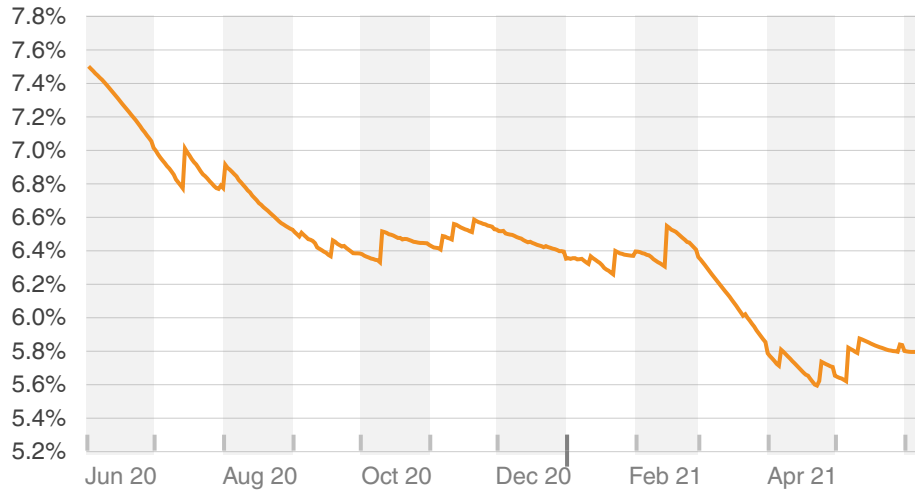
## Vacancy Rate



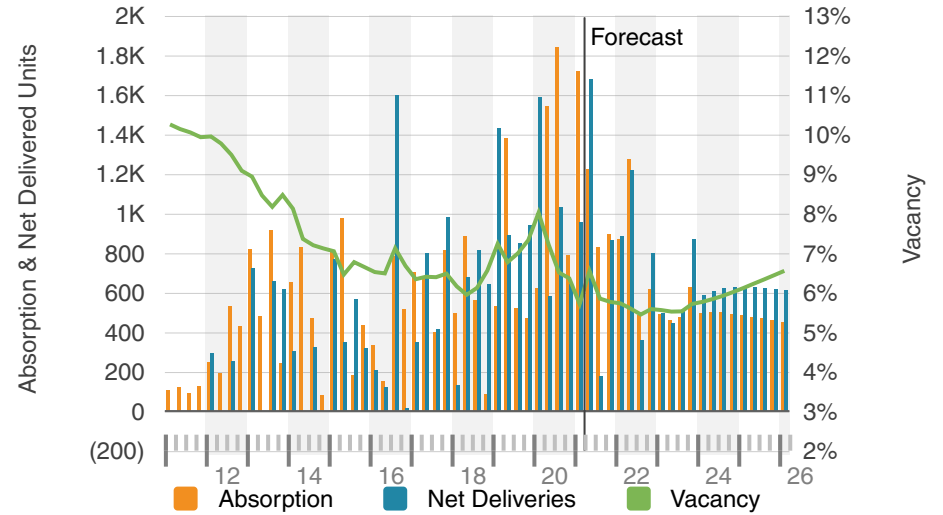
## Stabilized Vacancy Rate



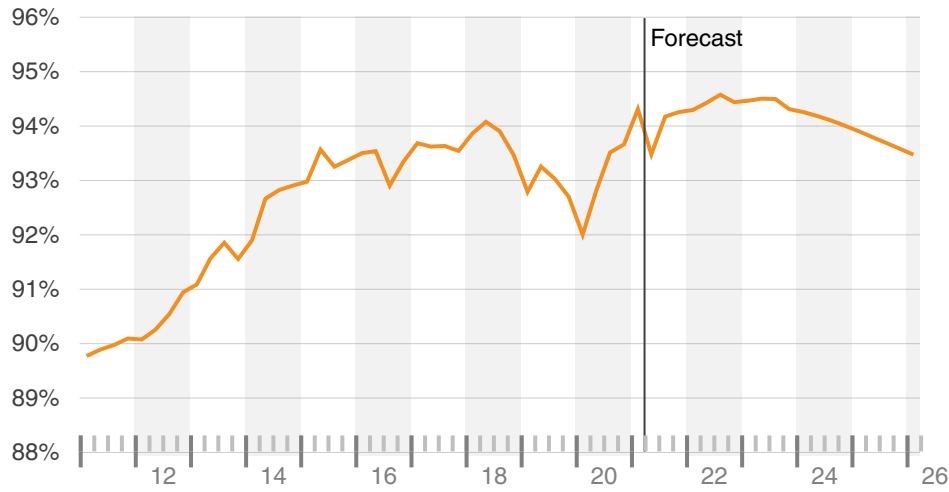
## Daily Vacancy Rate



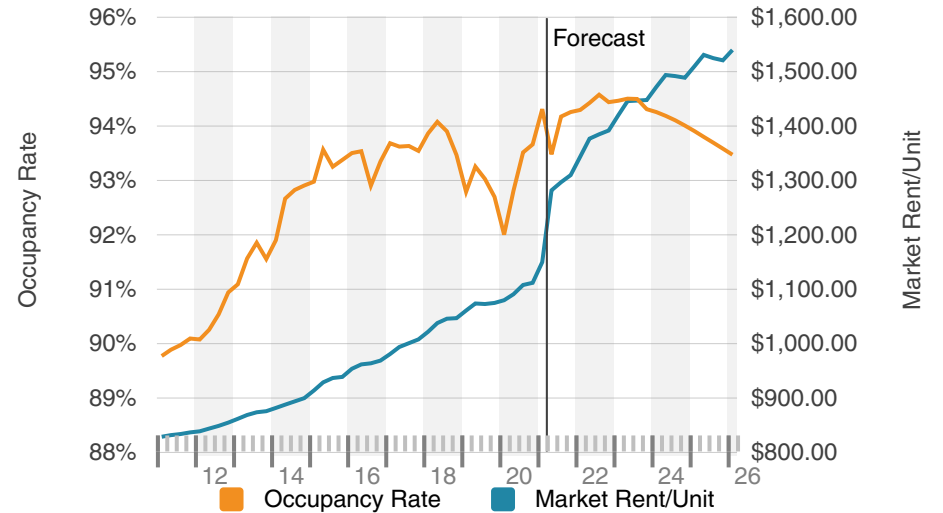
## Absorption, Net Deliveries & Vacancy



## Occupancy Rate

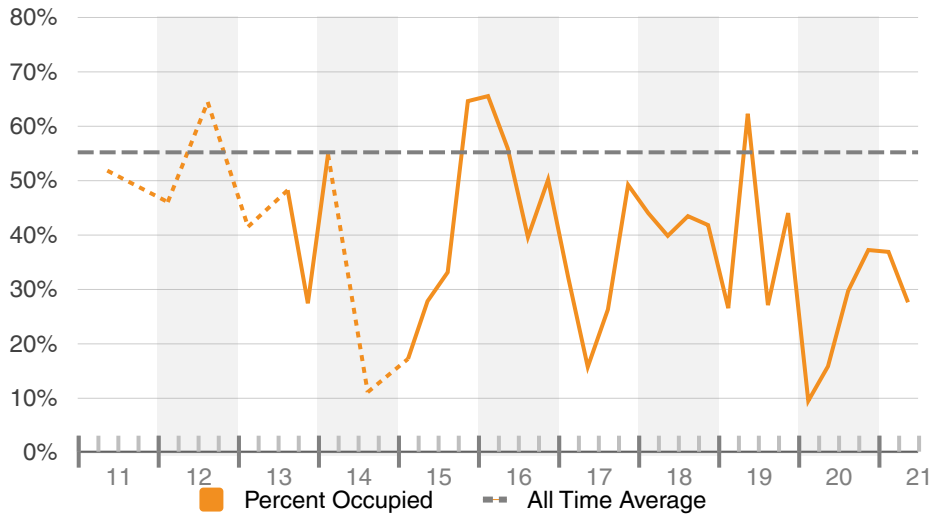


## Occupancy & Market Rent Per Unit

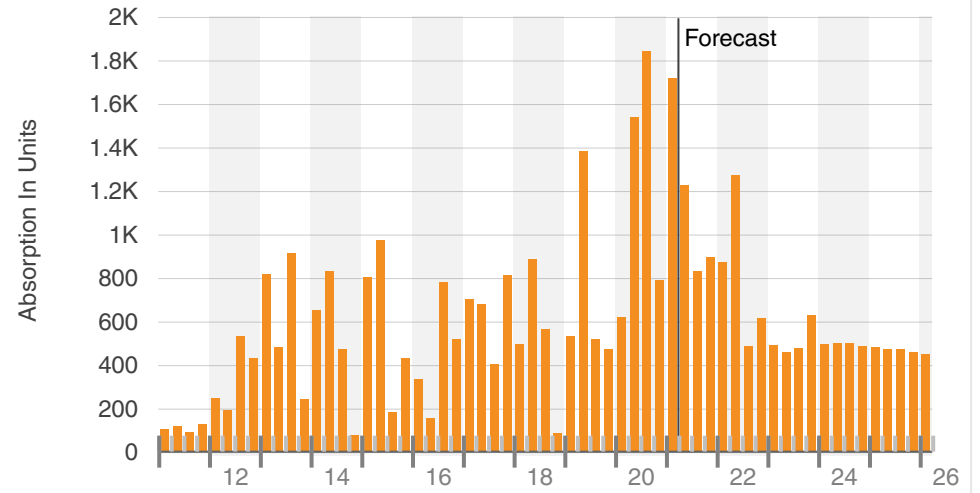


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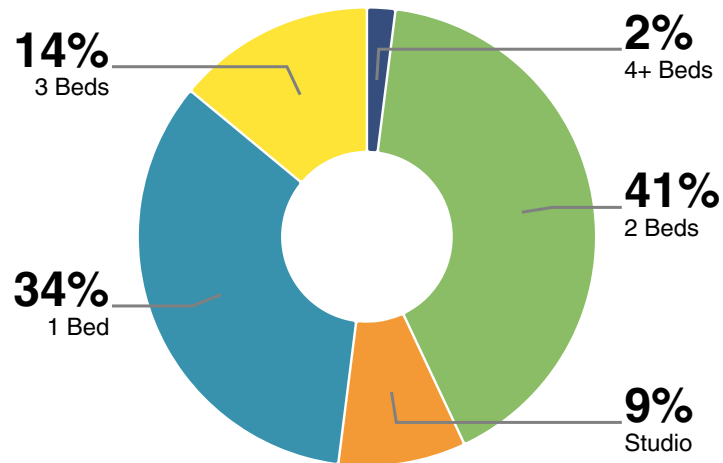
## Occupancy At Delivery



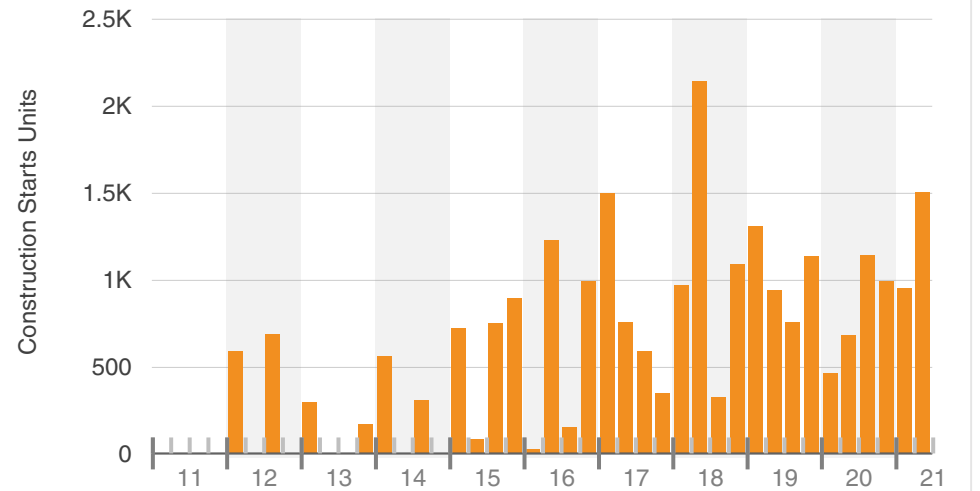
## Absorption Units



## Total Units By Bedroom

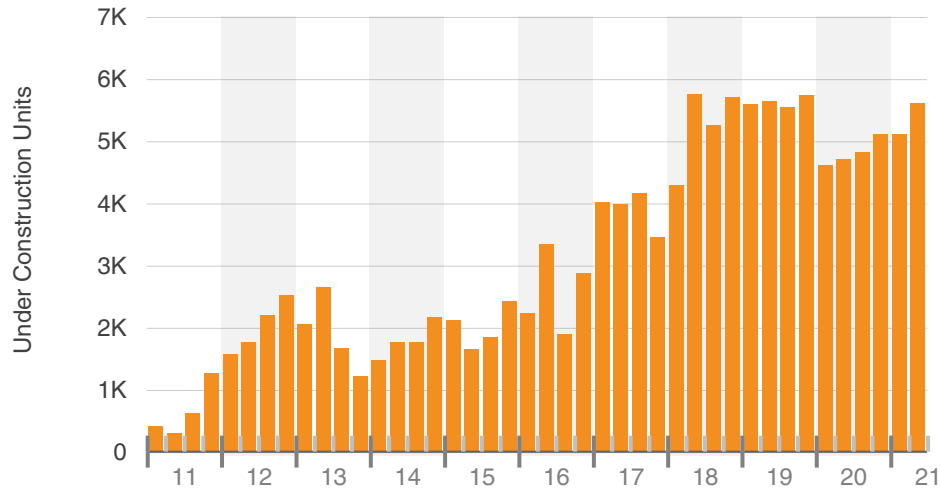


## Construction Starts

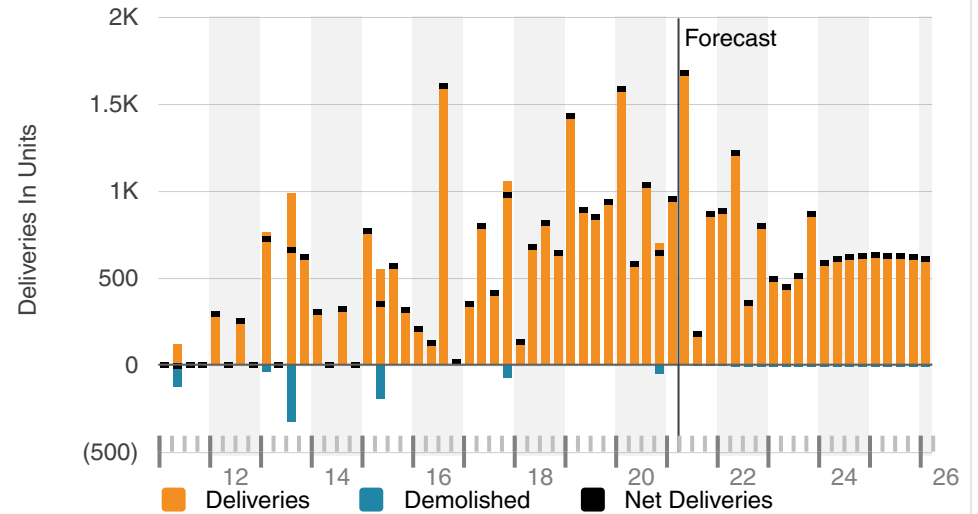




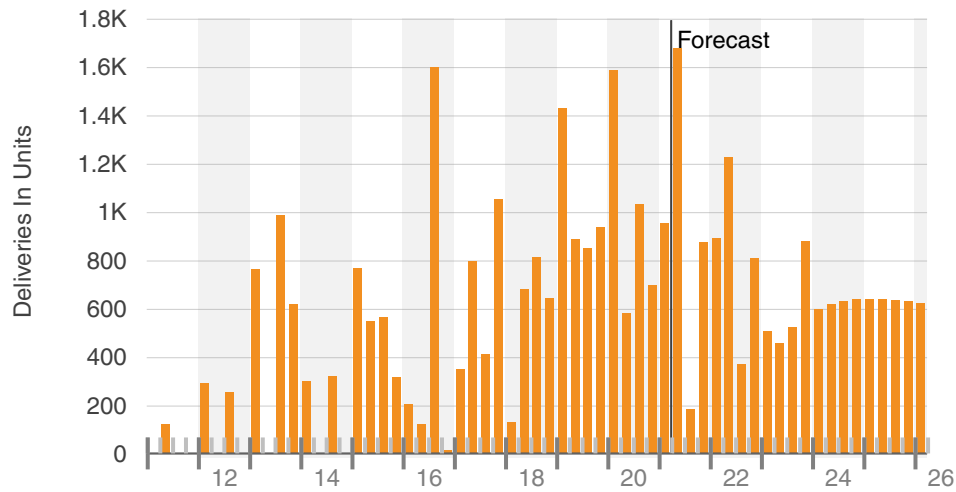
## Under Construction



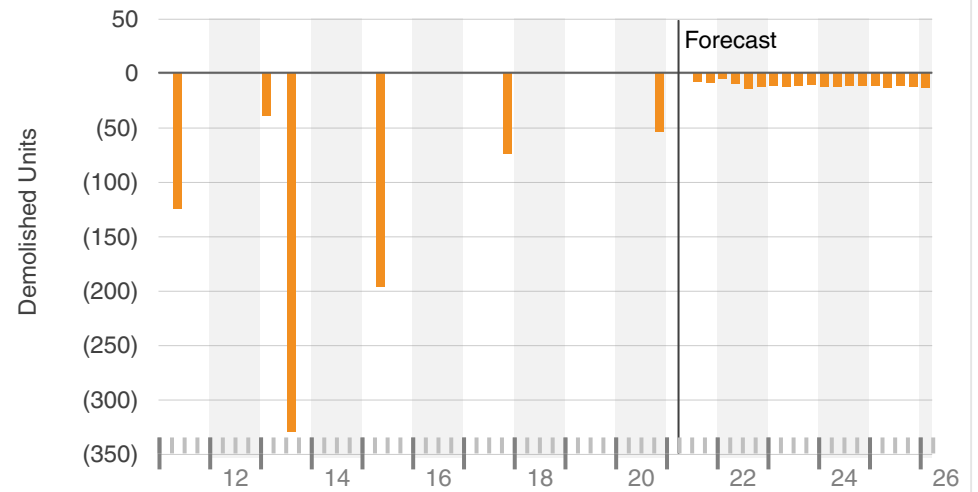
## Deliveries & Demolitions



## Deliveries

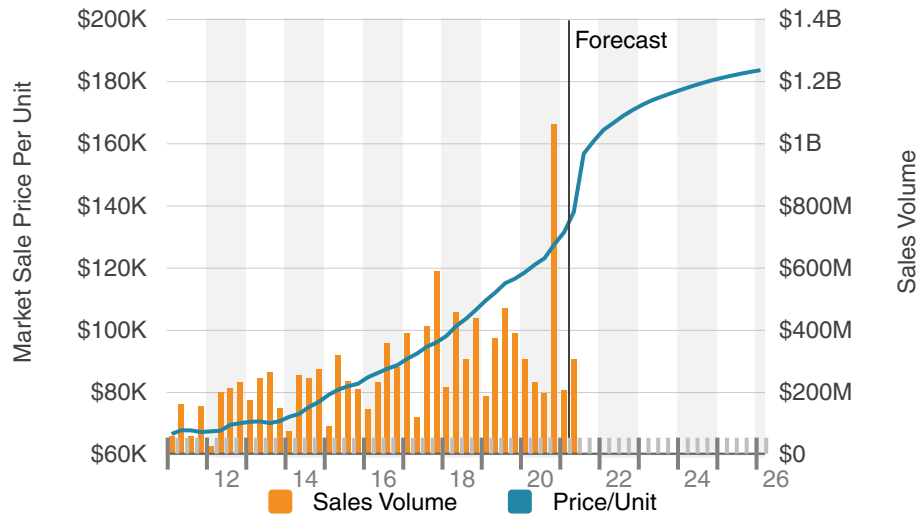


## Demolitions

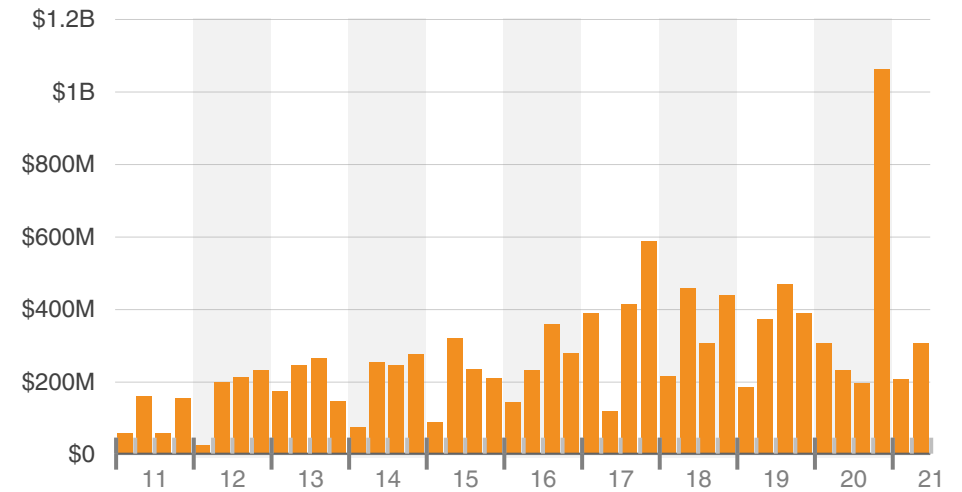


# Search Analytics

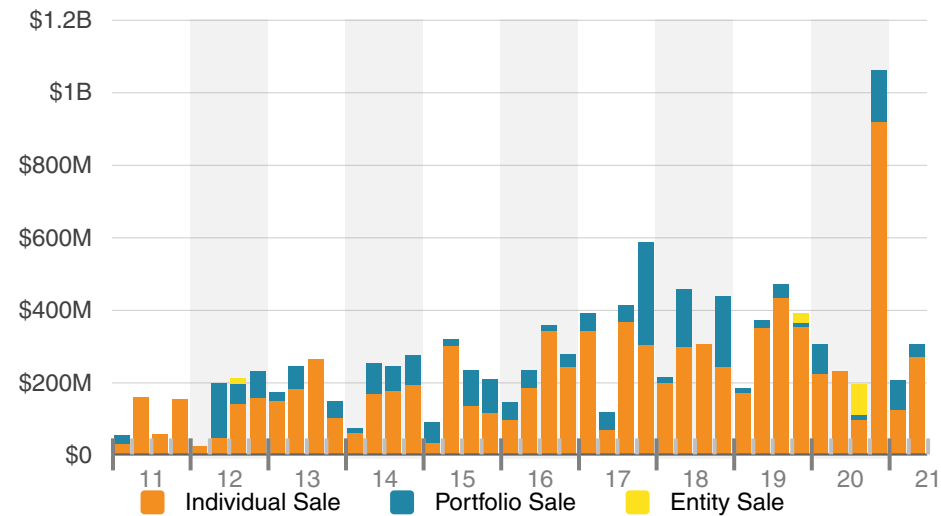
## Sales Volume & Market Sale Price Per Unit



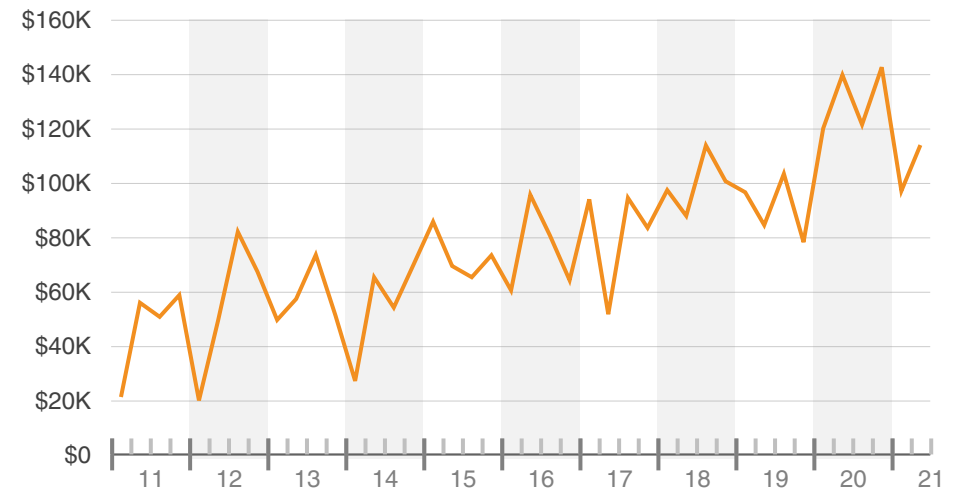
## Sales Volume



## Sales Volume By Transaction Type

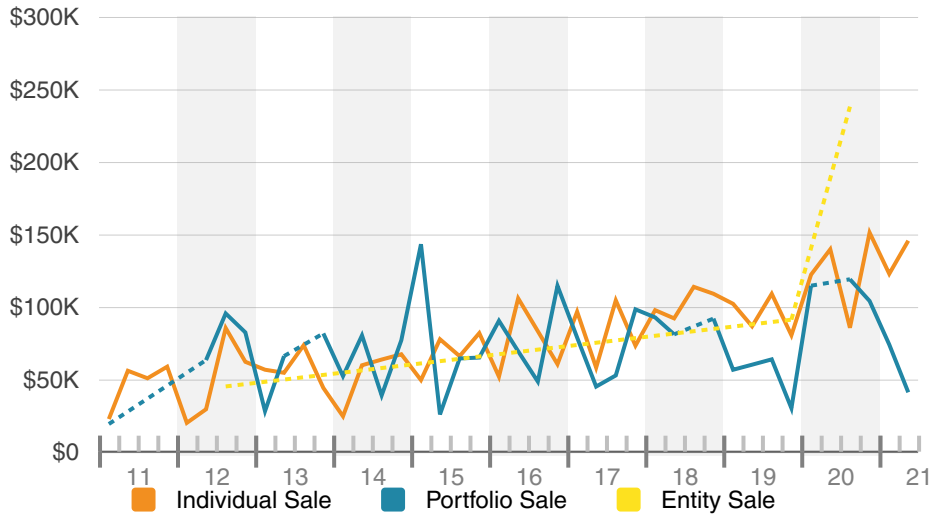


## Sale Price Per Unit

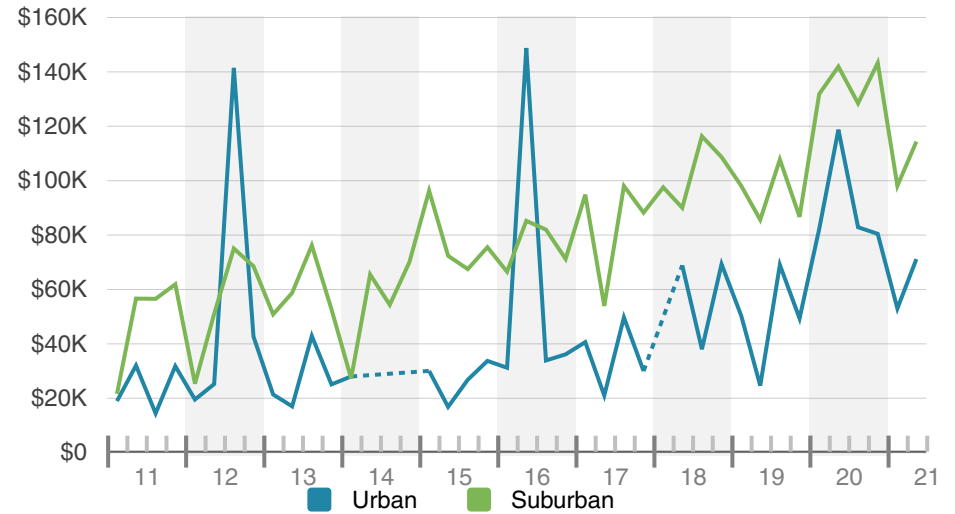


# Search Analytics

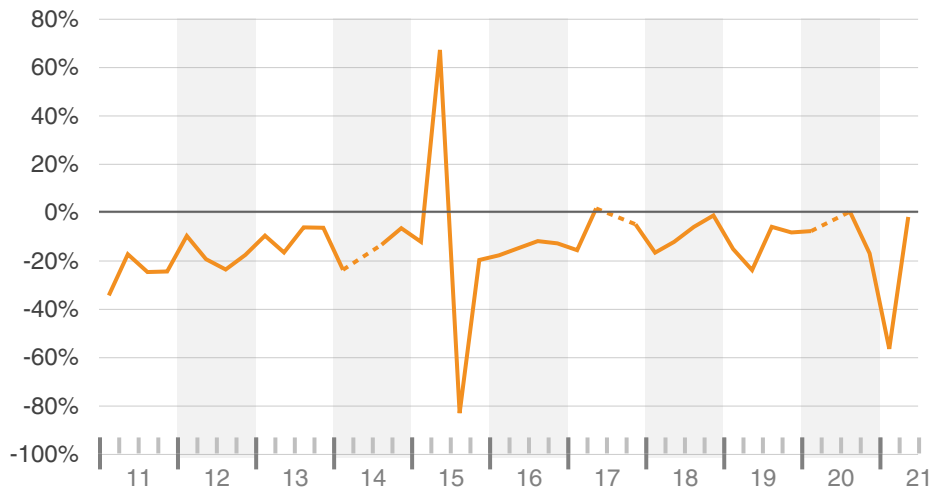
## Sale Price Per Unit By Transaction Type



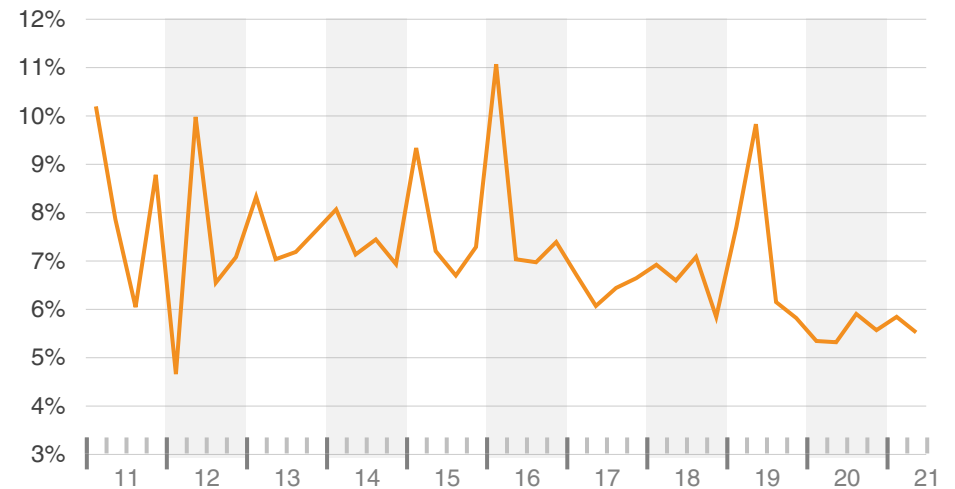
## Sale Price Per Unit By Location Type



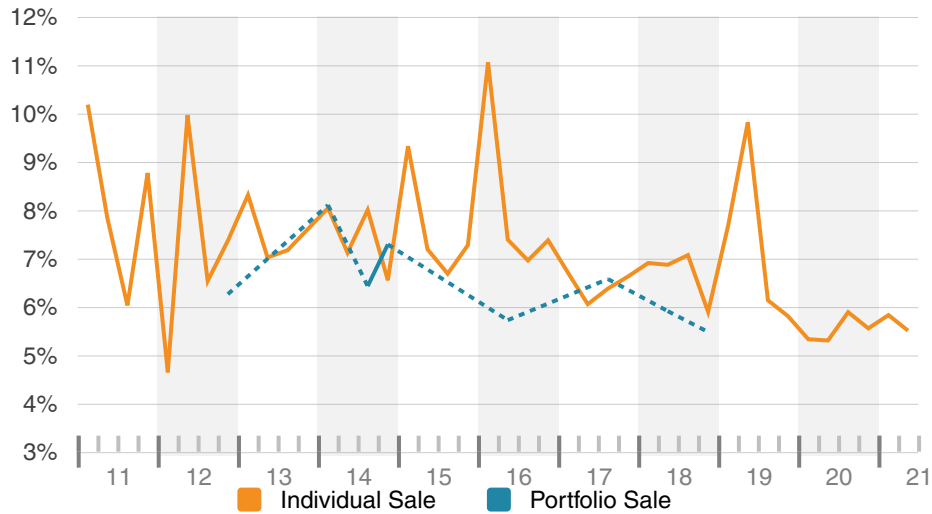
## Sale To Asking Price Differential



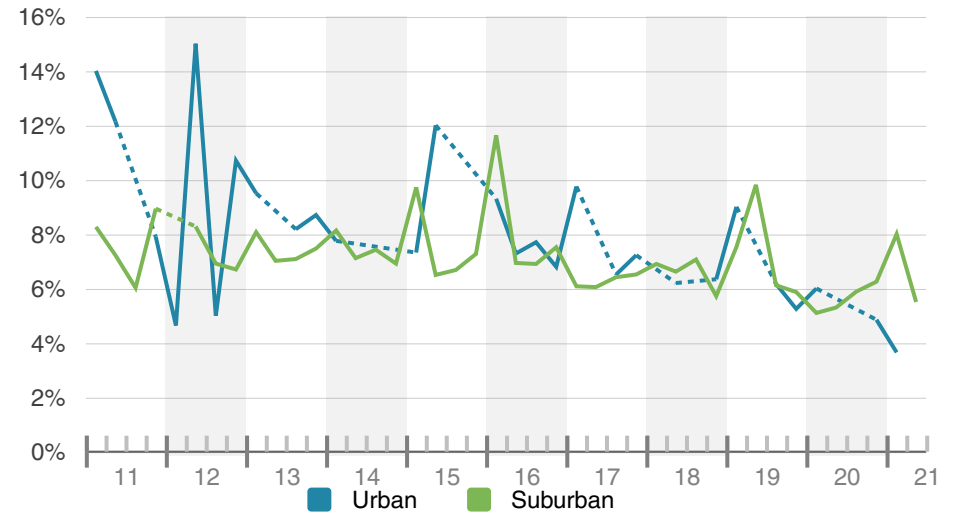
## Cap Rate



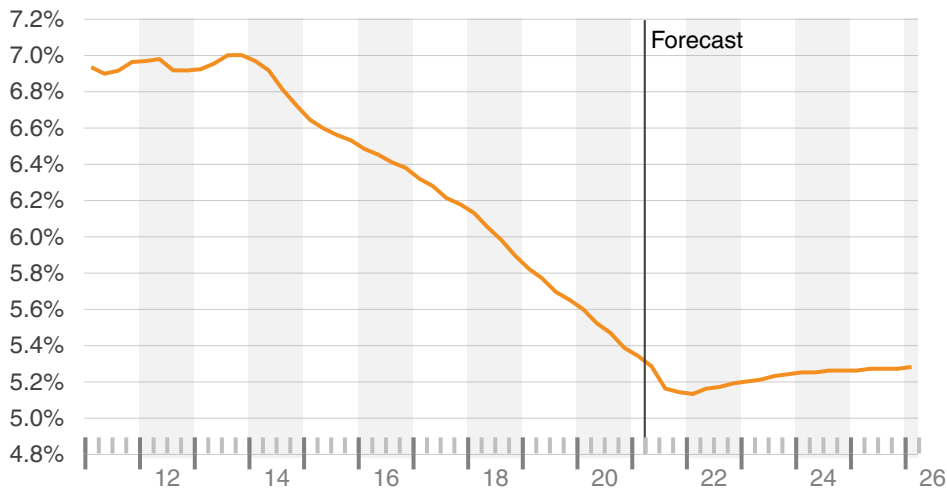
## Cap Rate By Transaction Type



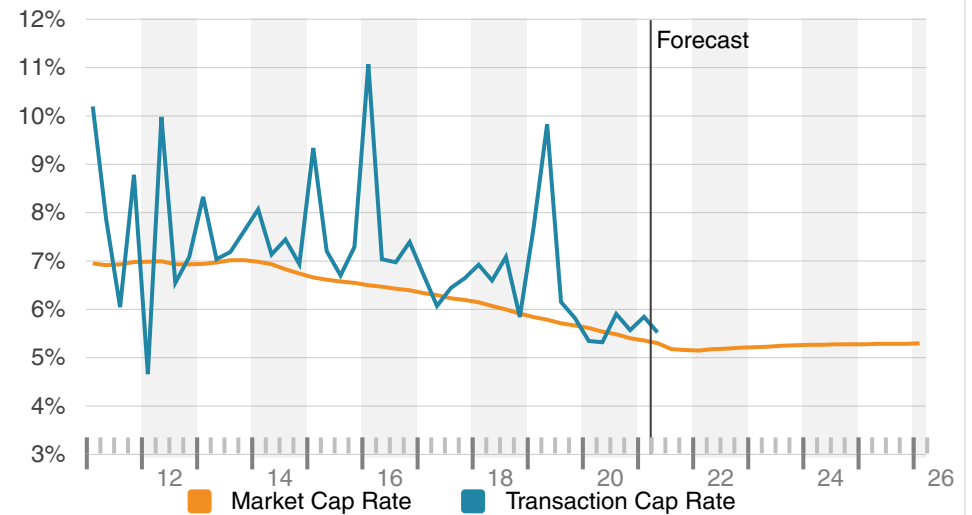
## Cap Rate By Location Type



## Market Cap Rate

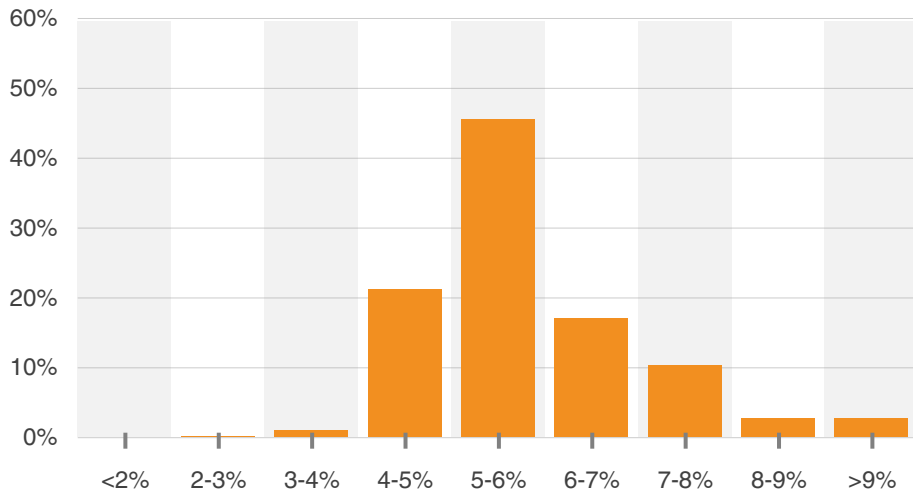


## Market Cap Rate & Transaction Cap Rate

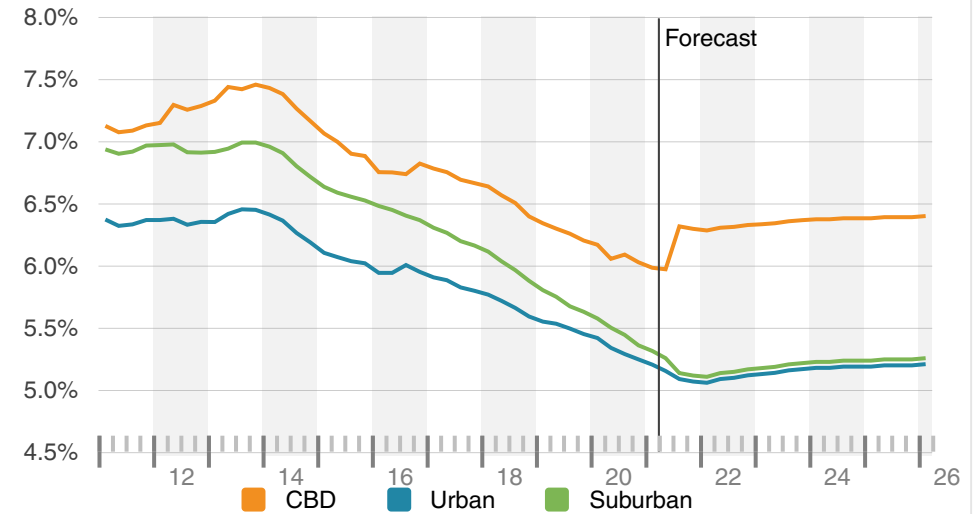


# Search Analytics

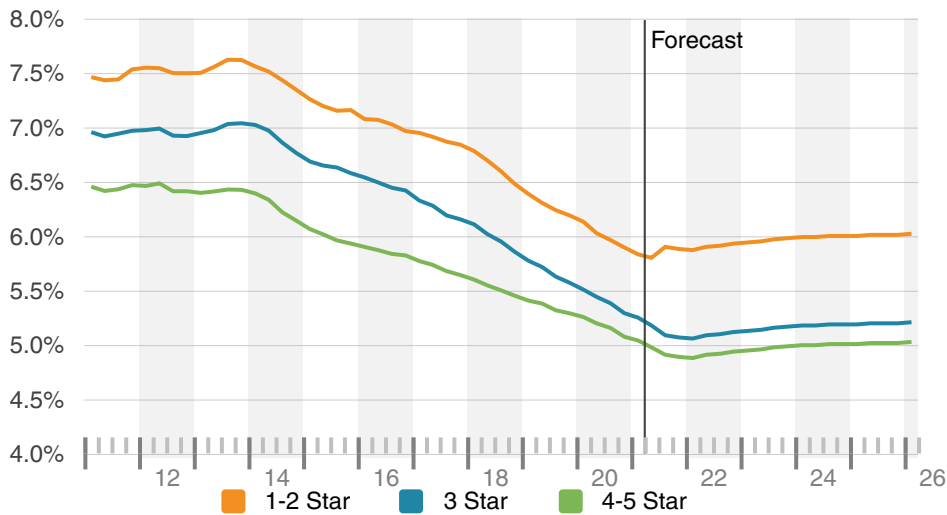
## Market Cap Rate Distribution



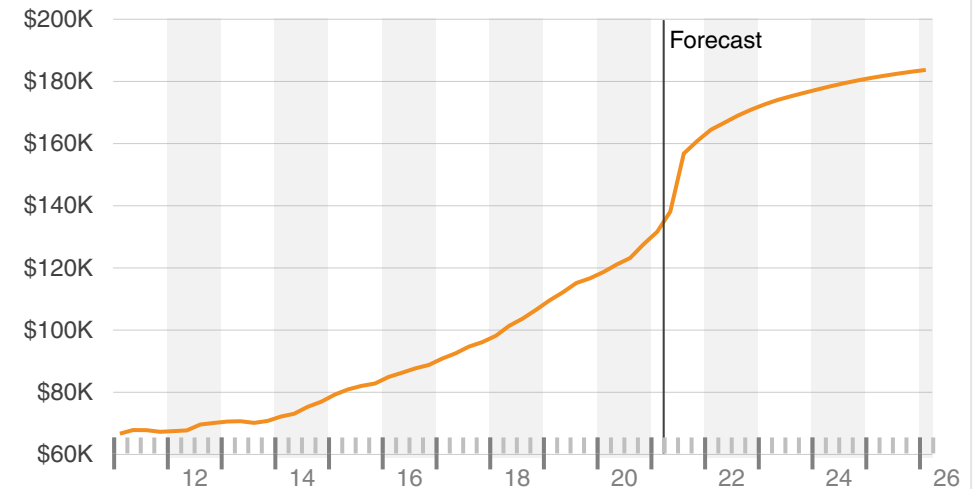
## Market Cap Rate By Location Type



## Market Cap Rate By Star Rating

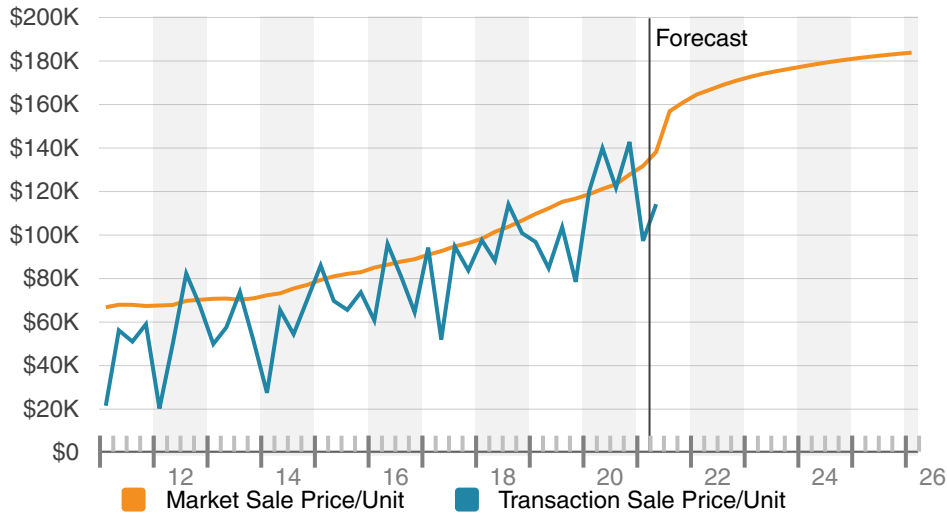


## Market Sale Price Per Unit

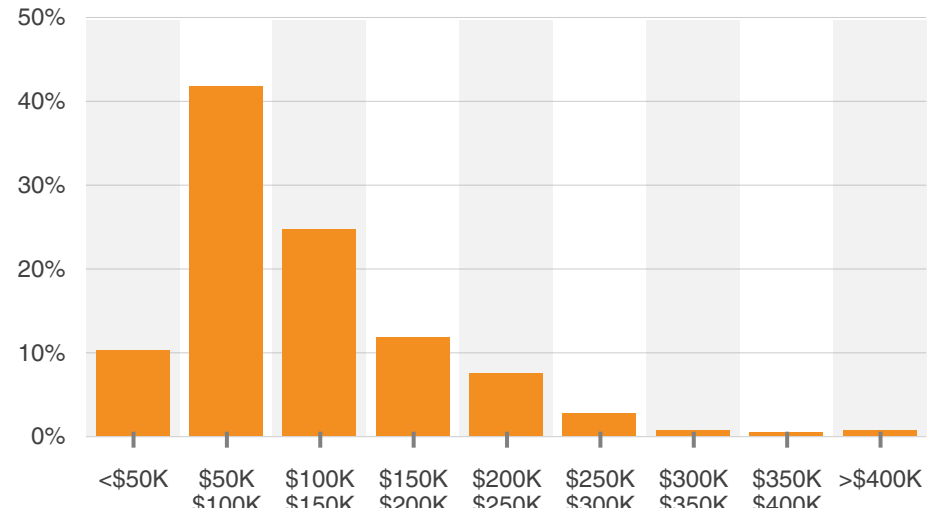


# Search Analytics

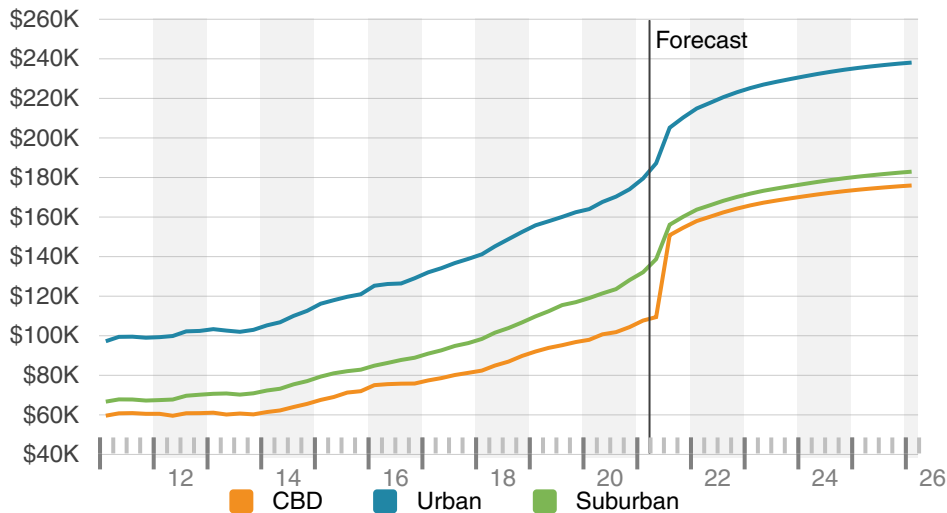
## Market Sale Price & Transaction Sale Price Per Unit



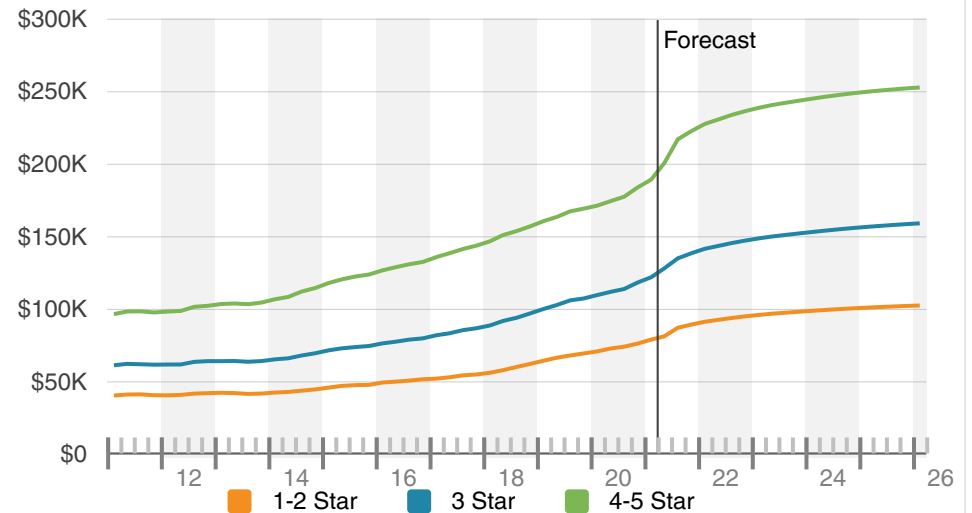
## Market Sale Price Per Unit Distribution



## Market Sale Price Per Unit By Location Type

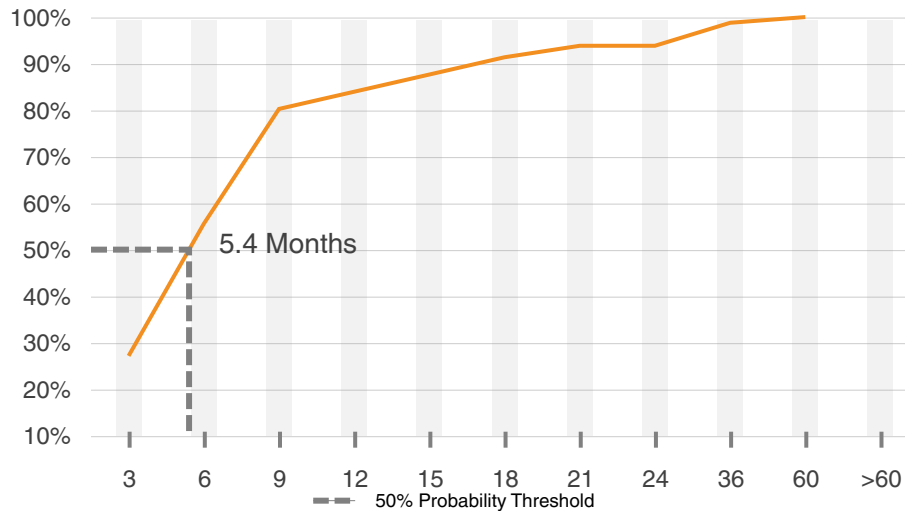


## Market Sale Price Per Unit By Star Rating

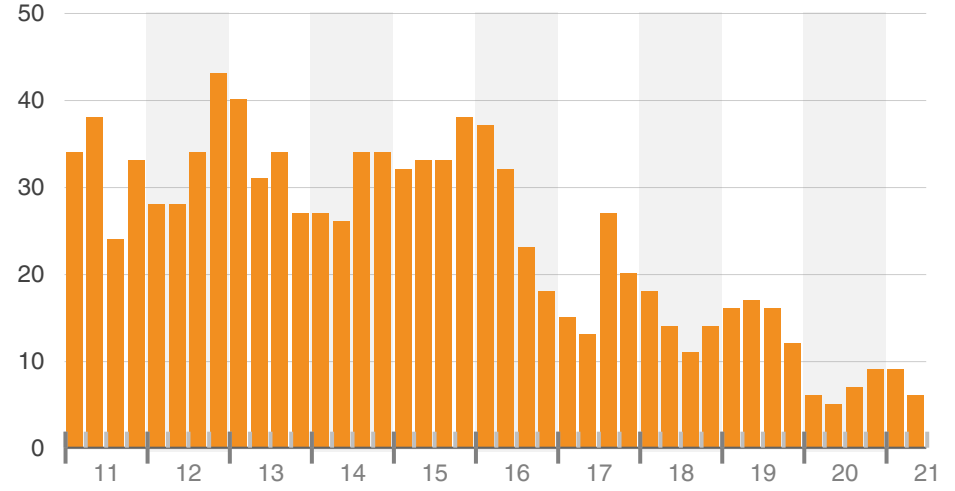


# Search Analytics

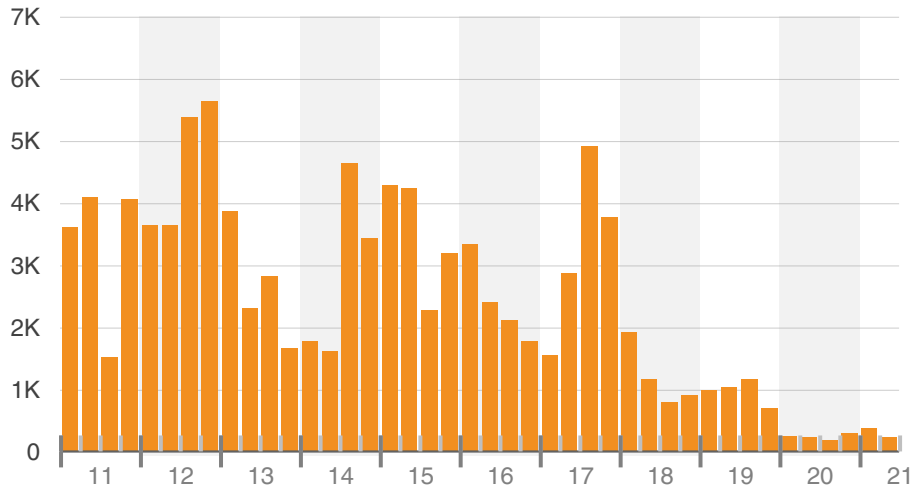
## Probability Of Selling In Months



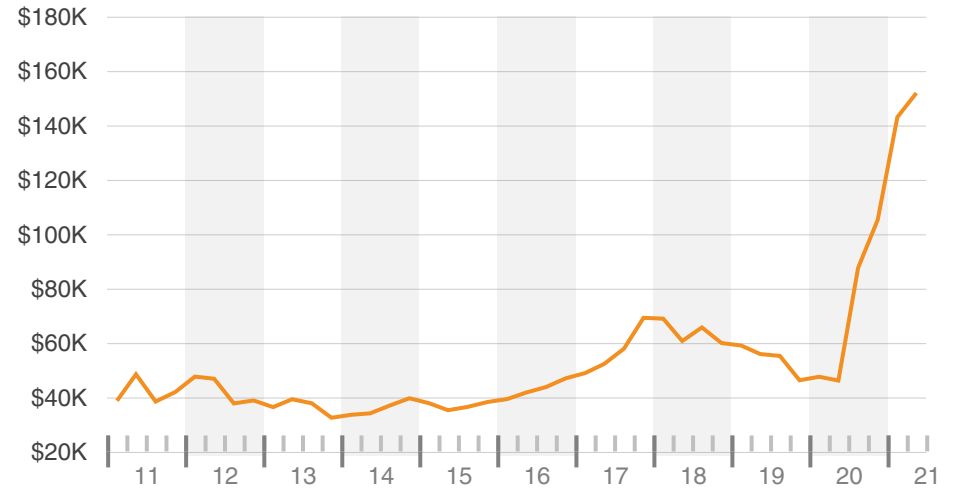
## For Sale Total Listings



## For Sale Total Units

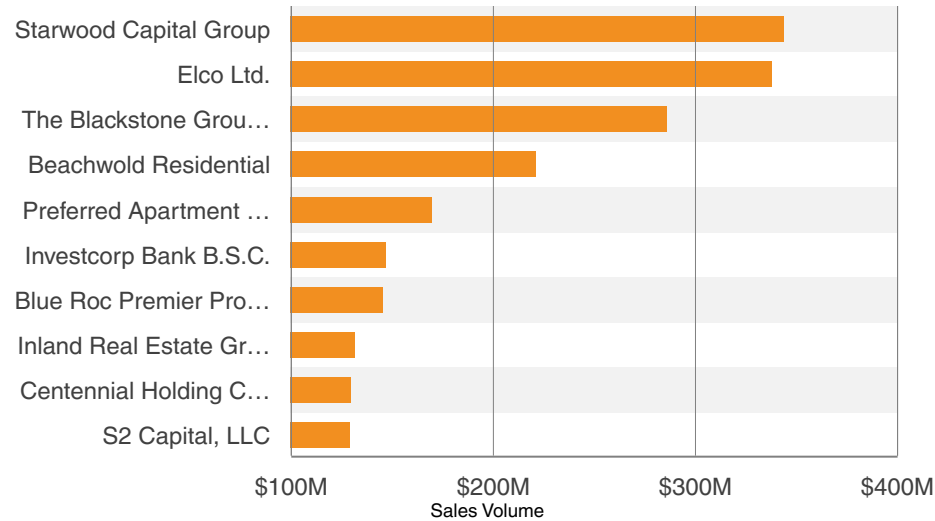


## For Sale Asking Price Per Unit

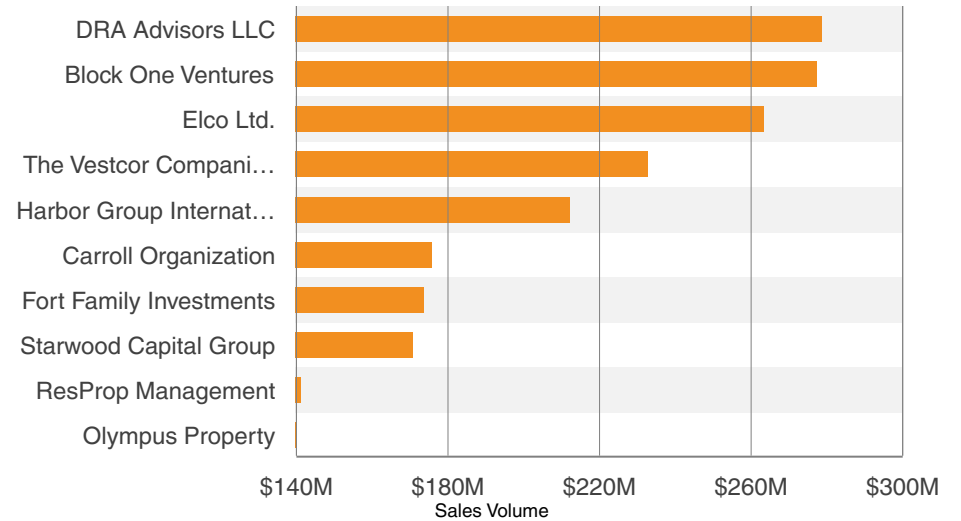


# Search Analytics

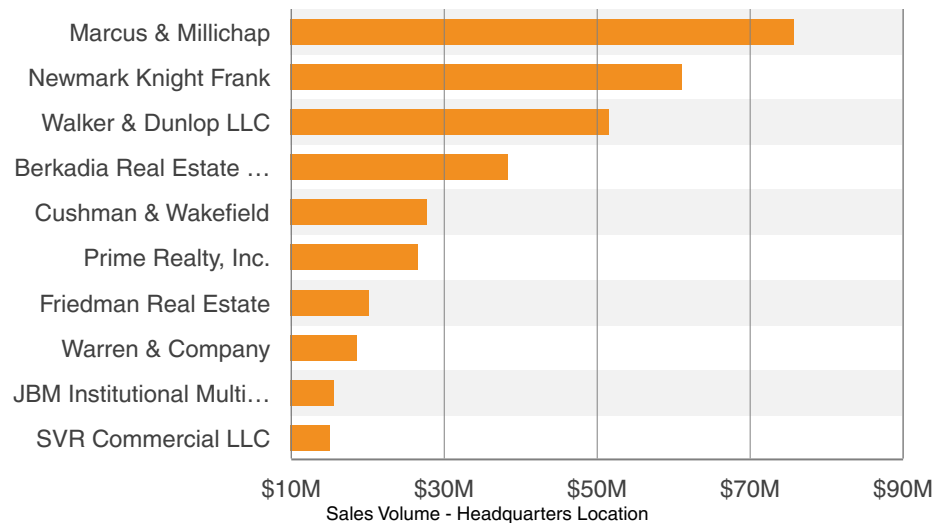
## Top Buyers



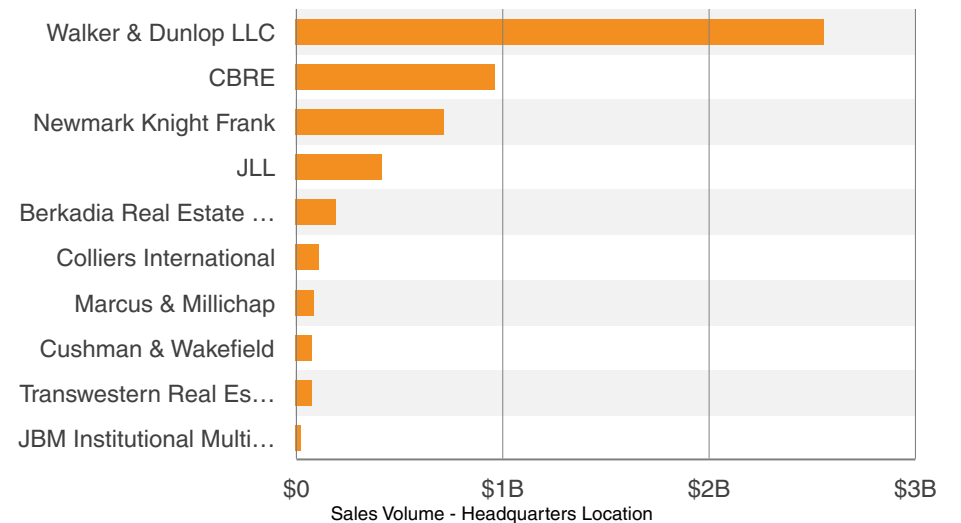
## Top Sellers



## Top Buyer Brokers



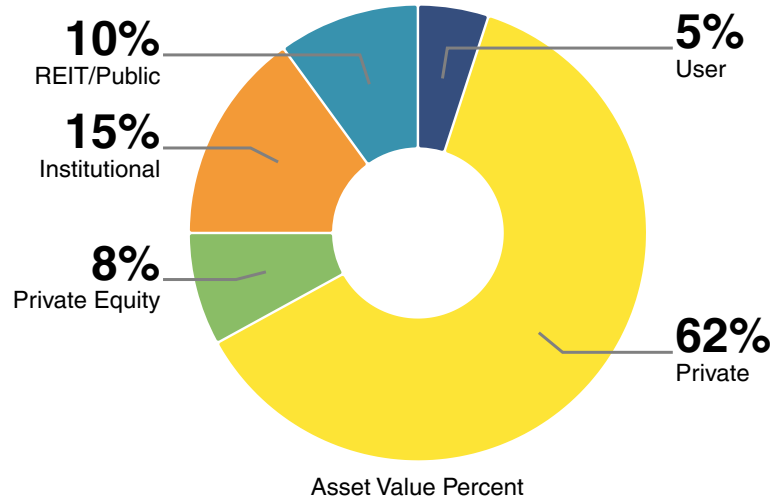
## Top Seller Brokers



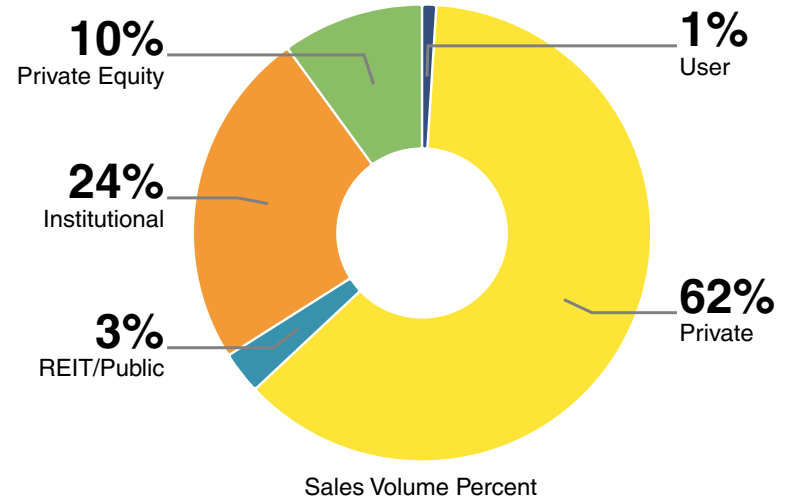


# Search Analytics

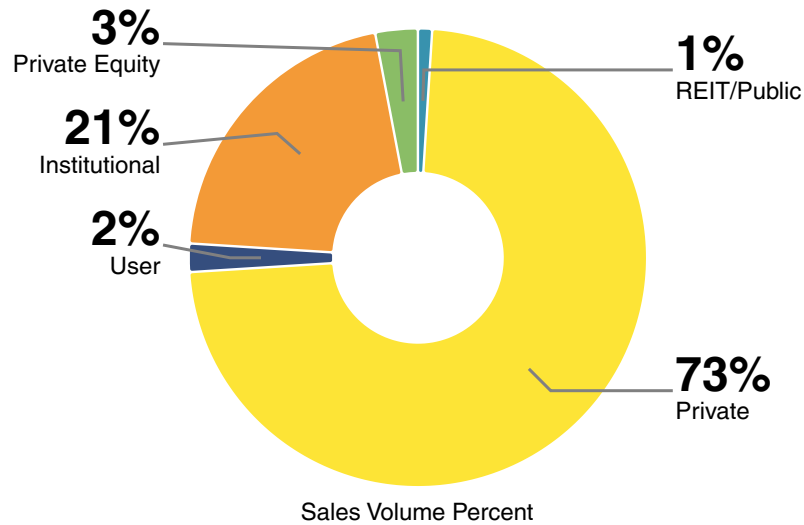
## Asset Value By Owner Type



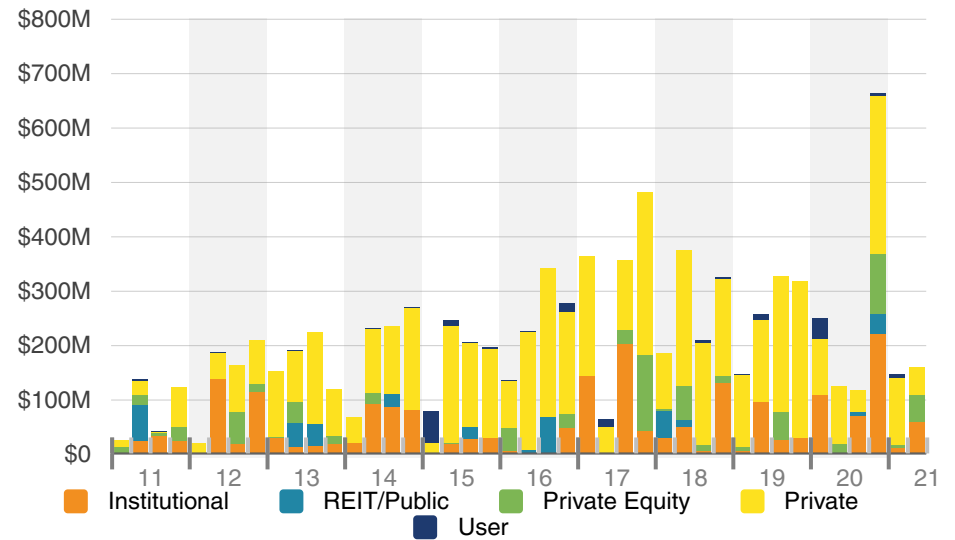
## Sales By Buyer Type



## Sales By Seller Type

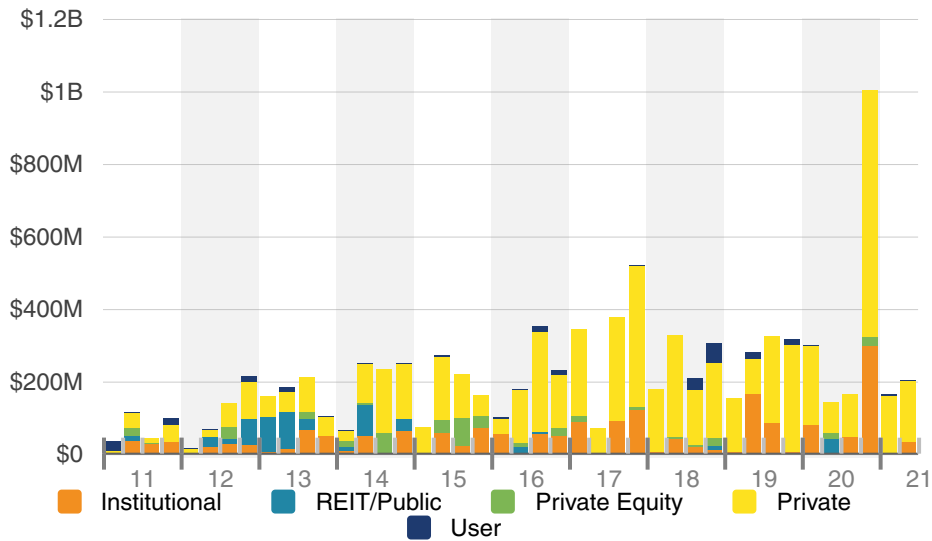


## Sales Volume By Buyer Type

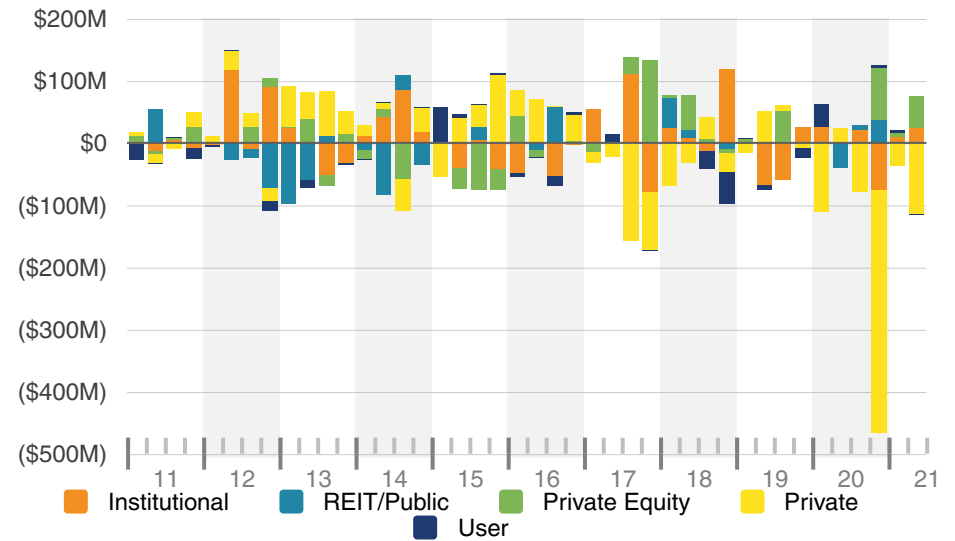


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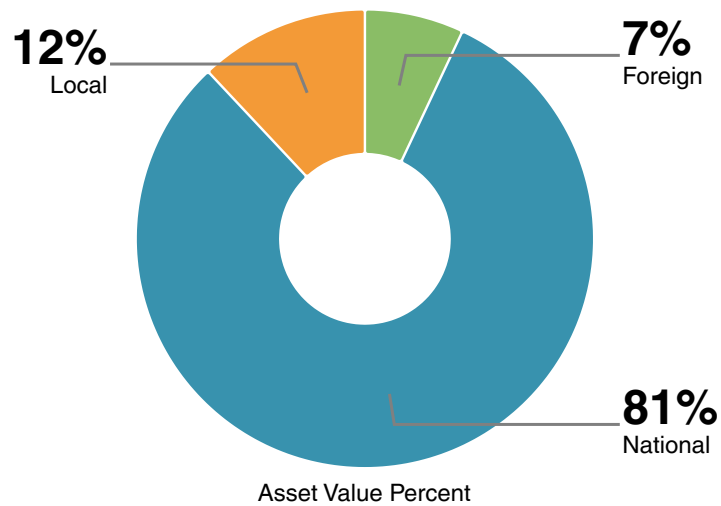
## Sales Volume By Seller Type



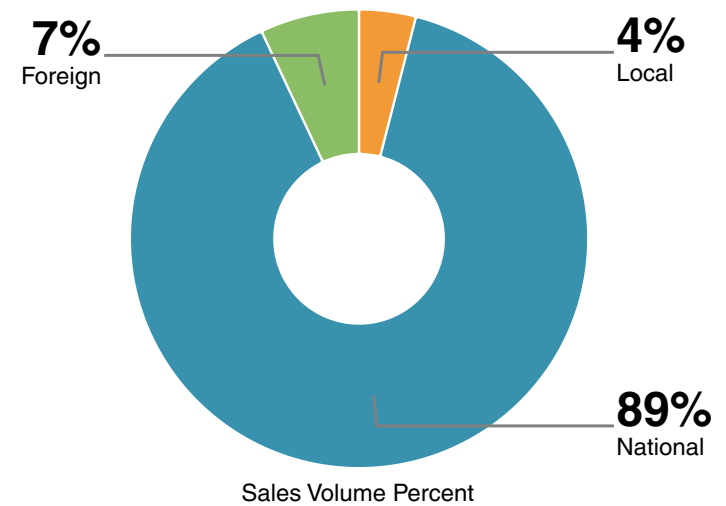
## Net Buying & Selling By Owner Type



## Asset Value By Owner Origin

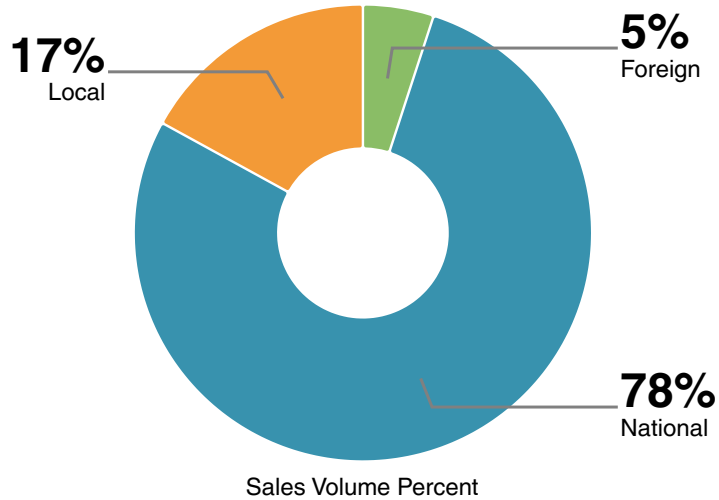


## Sales Volume By Buyer Origin

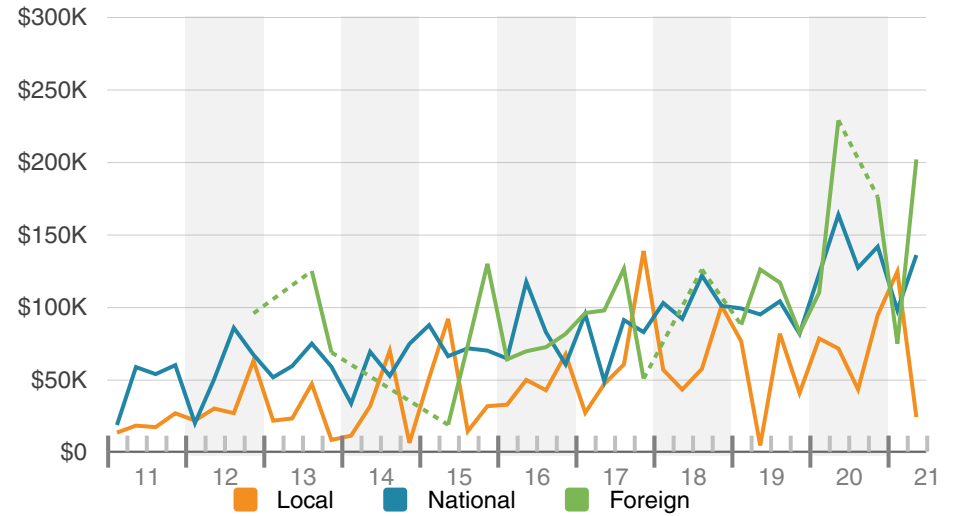


# Search Analytics

## Sales Volume By Seller Origin



## Average Price Per Unit By Buyer Origin



## Average Cap Rate By Buyer Origin

