25th Annual

DELTA ASSOCIATES'

MARKET OVERVIEW AND AWARDS FOR EXCELLENCE

10.14.21

DELTA ASSOCIATES

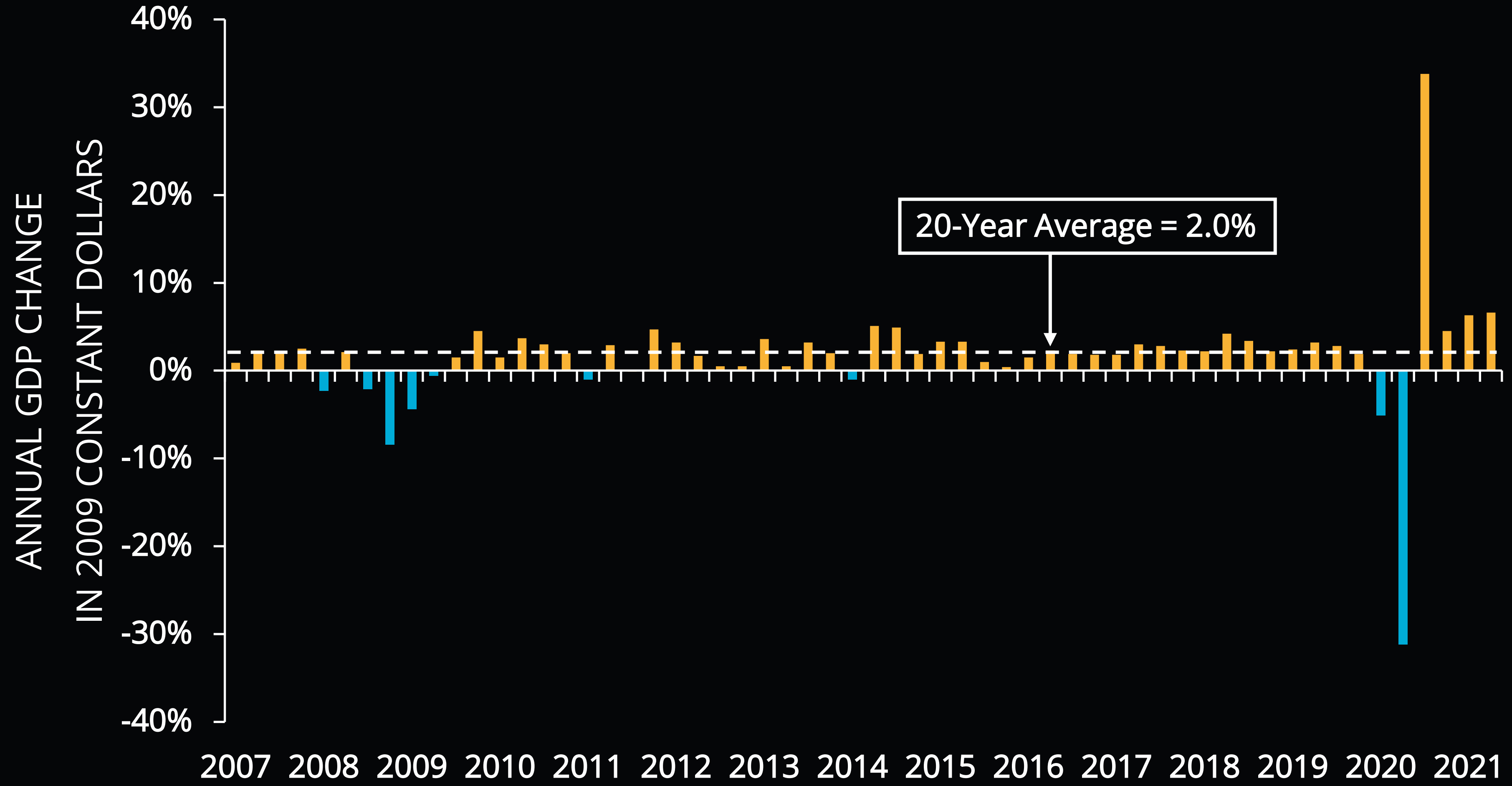
TRANSWESTERN

AltusGroup

THE NATIONAL ECONOMY

QUARTERLY GDP PERCENT CHANGE

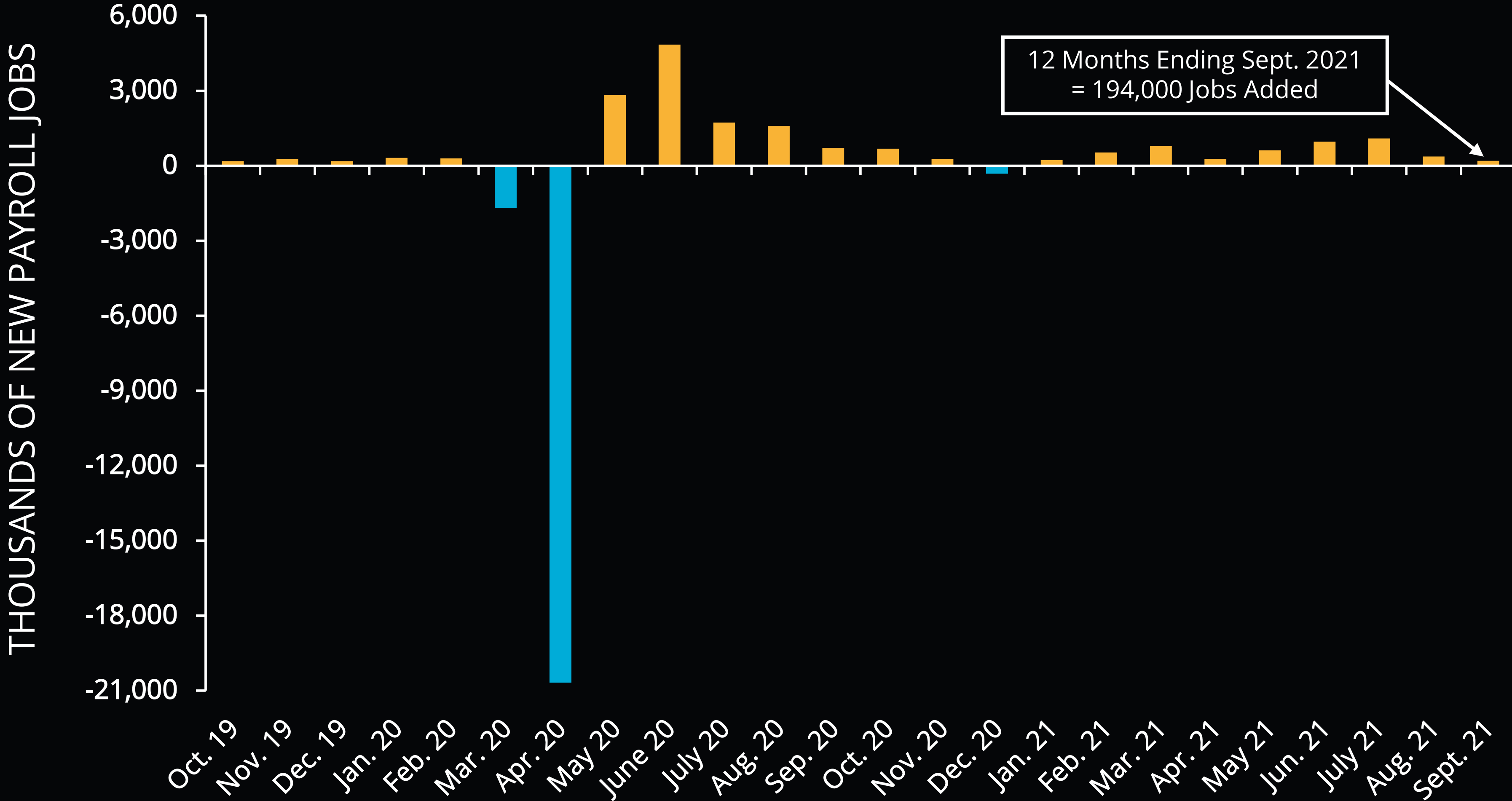
United States



Note: Seasonally adjusted at annual rates.
Source: Bureau of Economic Analysis, Delta Associates; October 2021.

PAYROLL JOB GROWTH

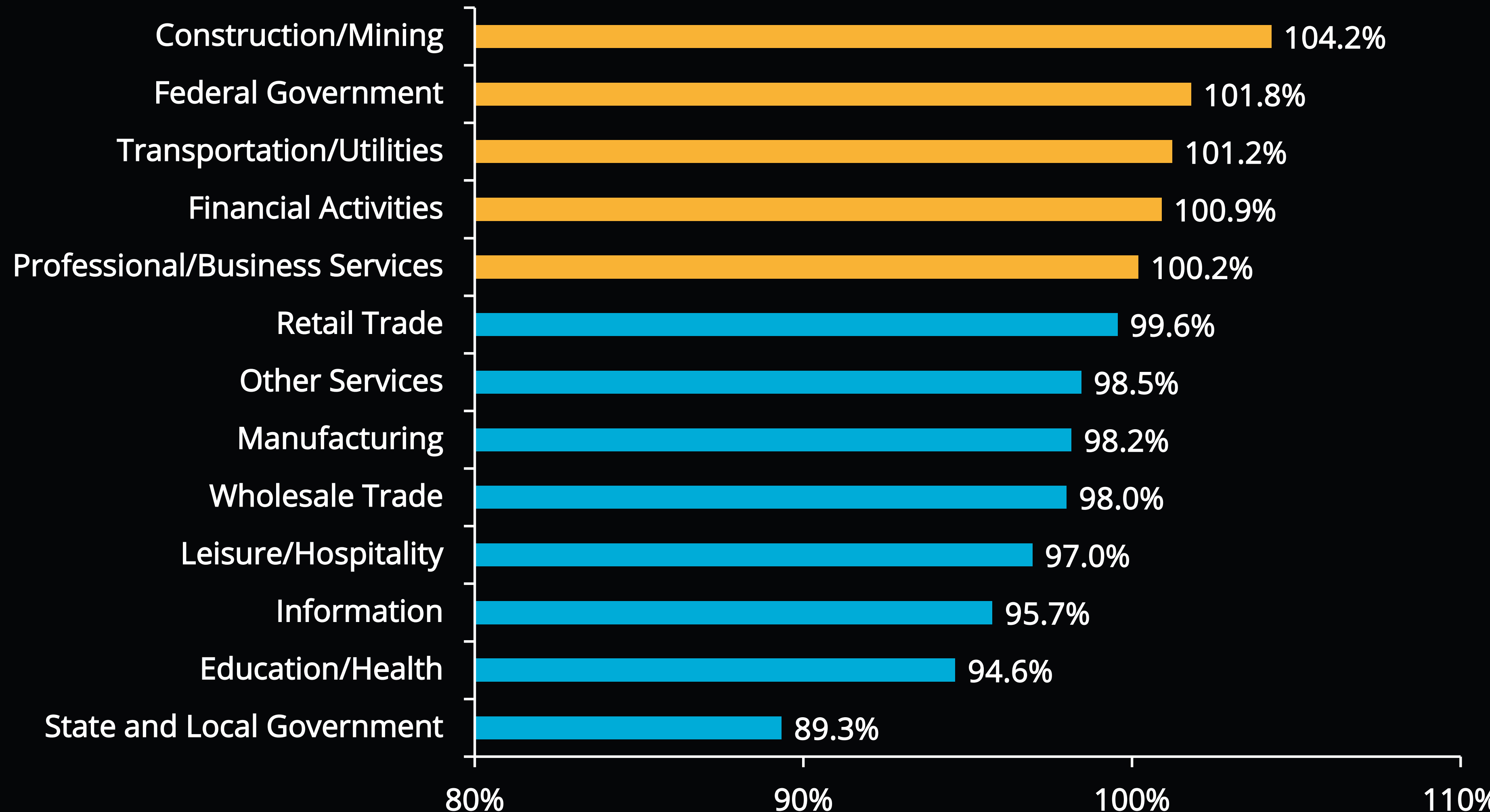
United States | Monthly



Note: Data is seasonally adjusted.
Source: Bureau of Labor Statistics, Delta Associates; October 2021

JOB RECOVERY BY SECTOR
United States | August 2021 Employment as a % of February 2020 Employment

25th Annual DELTA ASSOCIATES' MARKET OVERVIEW AND AWARDS FOR EXCELLENCE

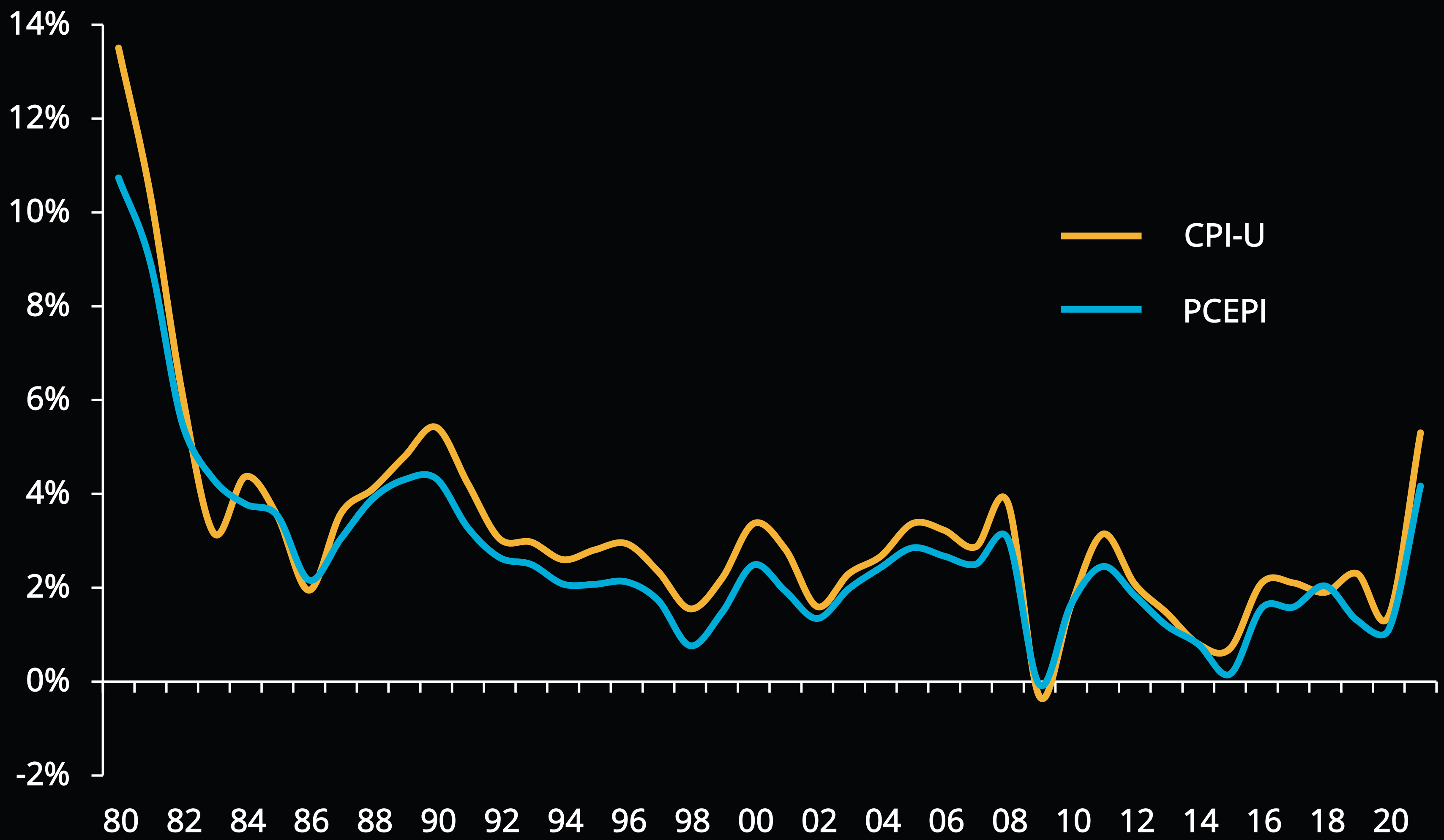


Source: Bureau of Labor Statistics, Delta Associates; October 2021. *Note: Data are not seasonally adjusted.*

INFLATION & PERSONAL CONSUMPTION EXP. INDEX

United States | 1980 - 2021

25th Annual DELTA ASSOCIATES' MARKET OVERVIEW AND AWARDS FOR EXCELLENCE



Source: Federal Reserve Economic Database (FRED), Delta Associates; October 2021.

*Note: *CPI-U through July 2021 and PCEPI through August 2021. Data reflects 12-month percent change.*

25th Annual
DELTA ASSOCIATES'
MARKET OVERVIEW AND AWARDS FOR EXCELLENCE

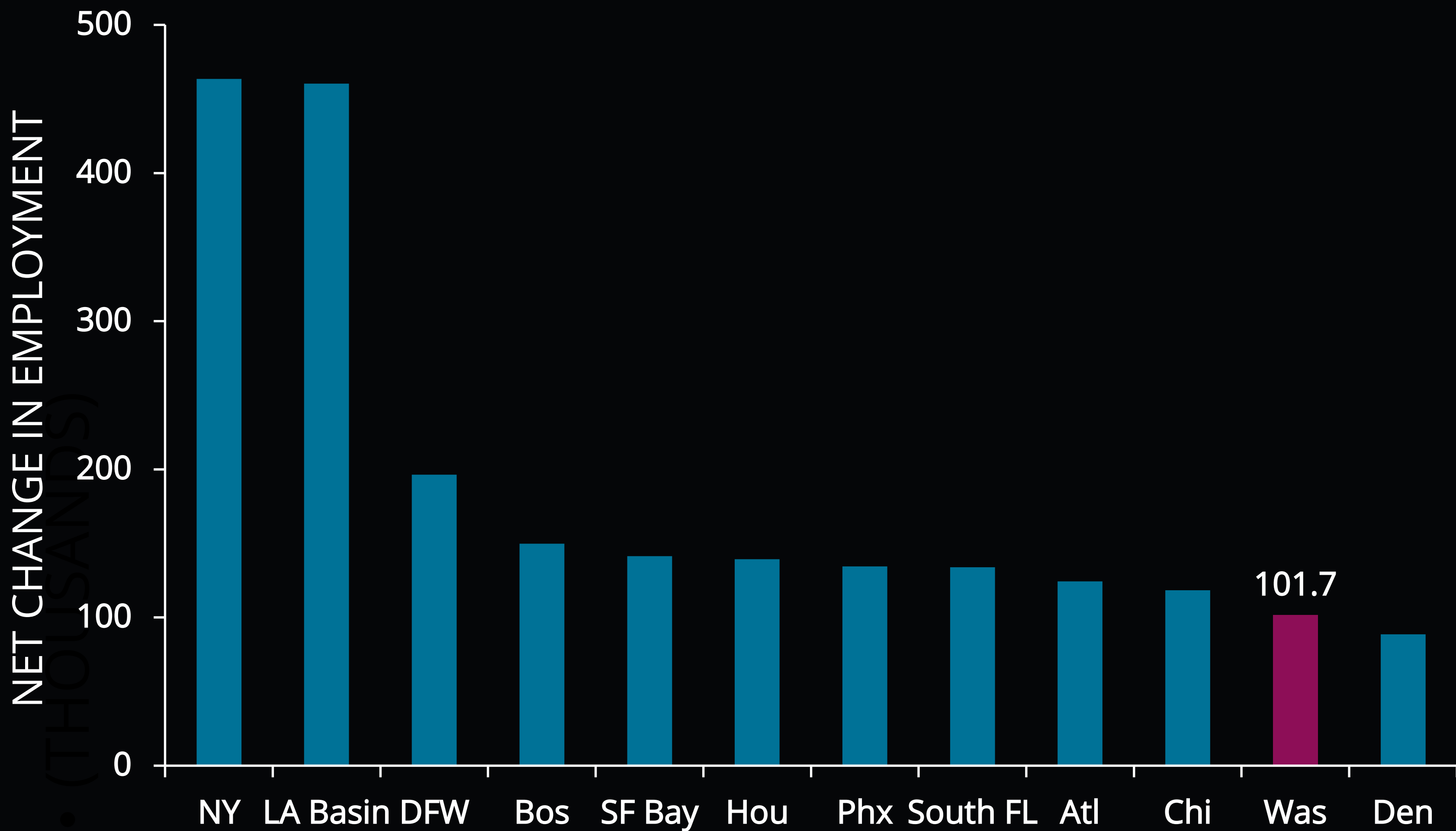
THE WASHINGTON ECONOMY

DELTA ASSOCIATES TRANSWESTERN AltusGroup

PAYROLL JOB GROWTH

Selected Large Metro Areas | 12 Months Ending August 2021

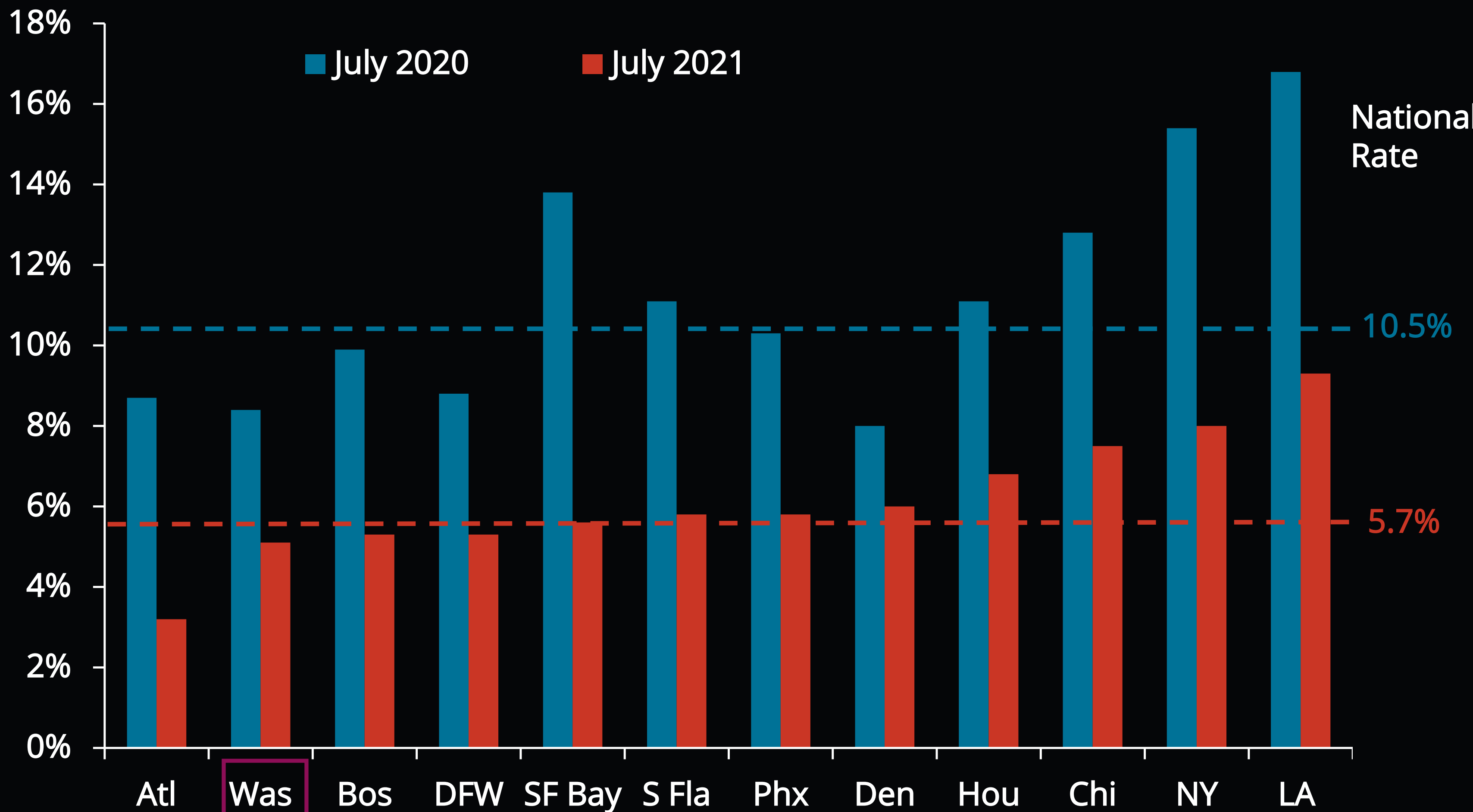
25th Annual DELTA ASSOCIATES' MARKET OVERVIEW AND AWARDS FOR EXCELLENCE



Source: Bureau of Labor Statistics, Delta Associates; October 2021.

UNEMPLOYMENT RATE

Large Metro Areas | July 2020 vs. July 2021



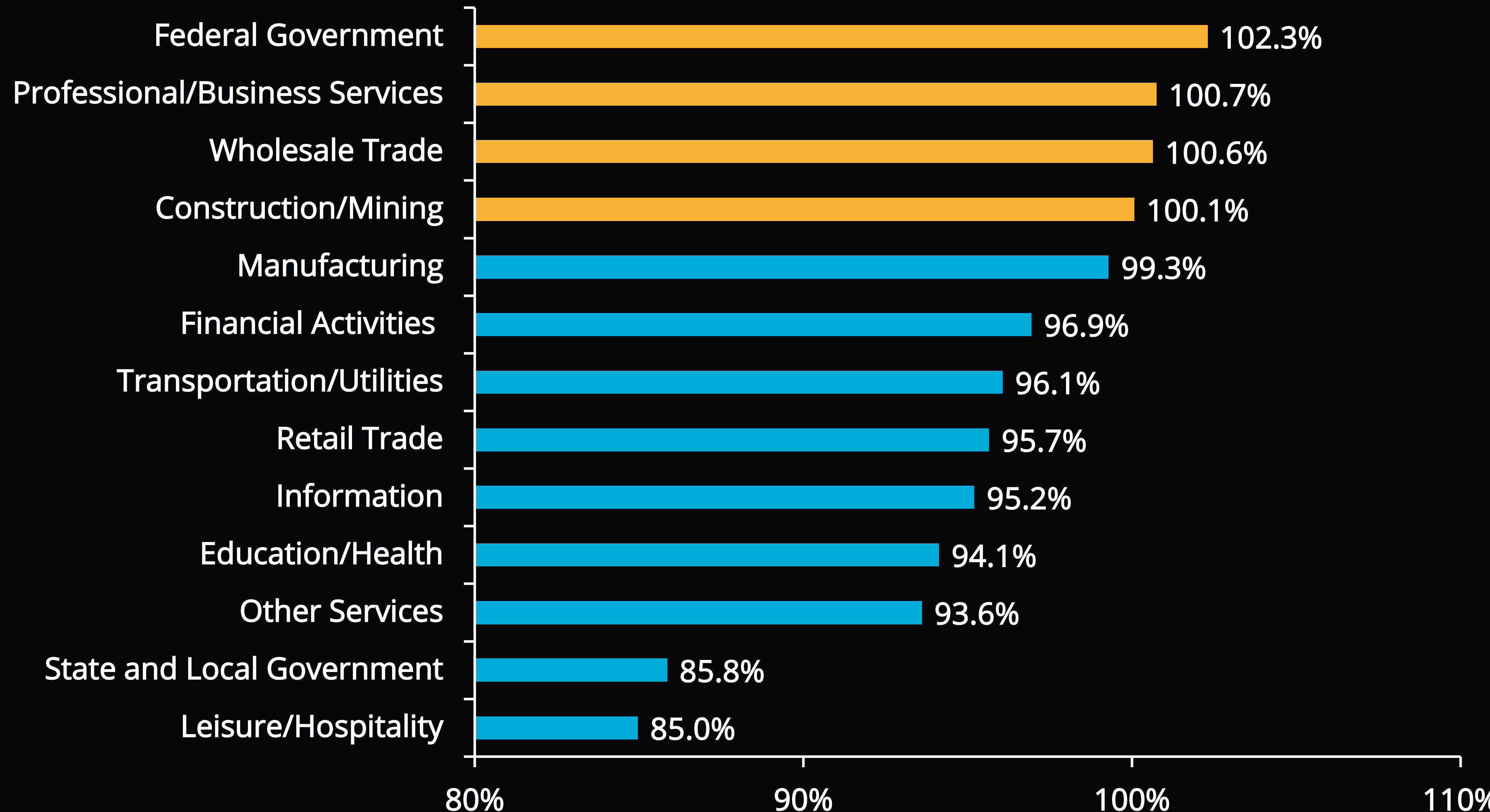
Basis Point Change	Atl	Was	Bos	DFW	SF Bay	S Fla	Phx	Den	Hou	Chi	NY	LA
	-550	-330	-460	-350	-820	-530	-450	-200	-430	-530	-740	-750

Source: Bureau of Labor Statistics, Delta Associates; October 2021.

JOB RECOVERY BY SECTOR

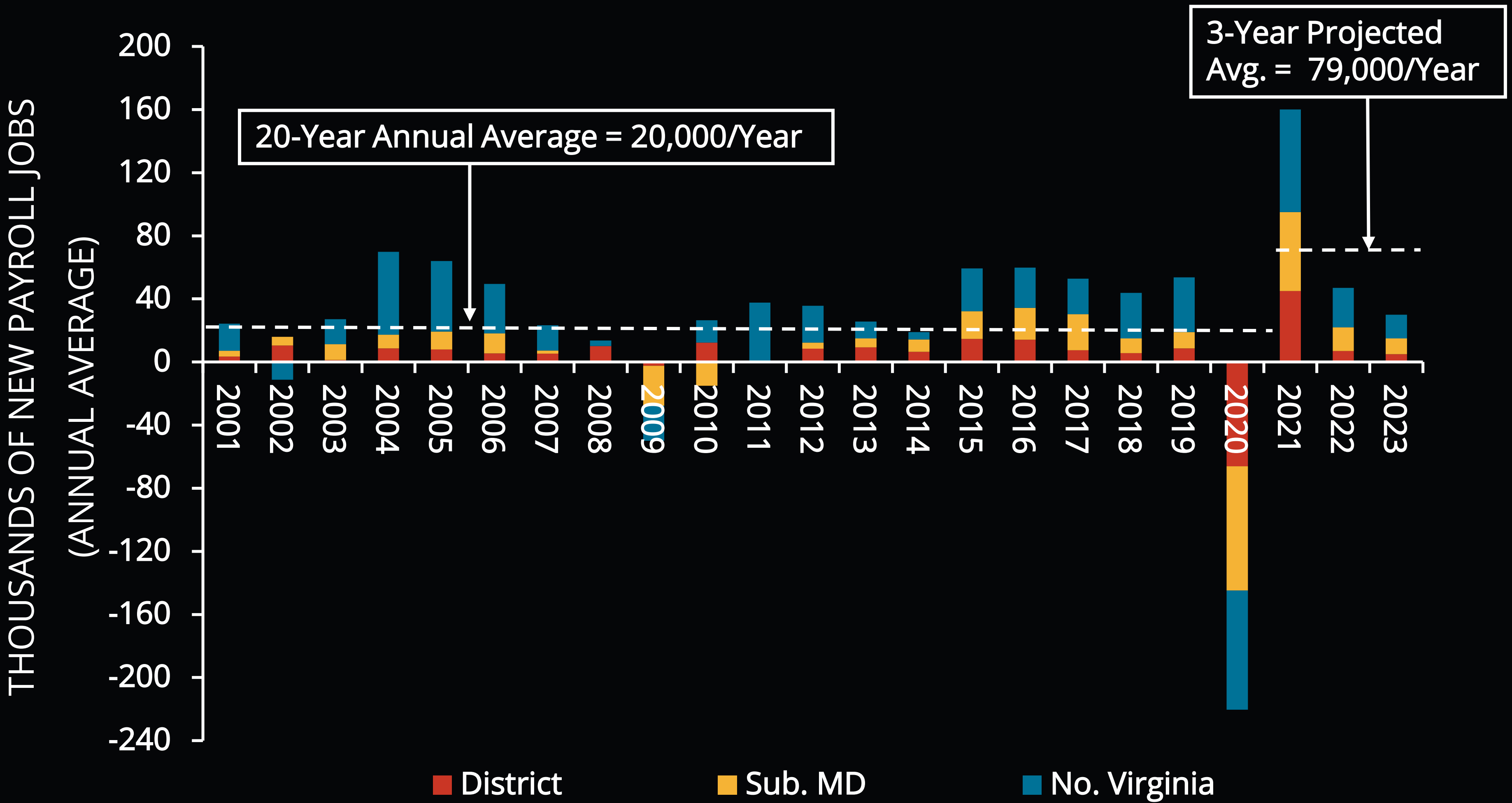
Washington Metro | Aug. 2021 Employment as a % of Feb. 2020 Employment

25th Annual DELTA ASSOCIATES' MARKET OVERVIEW AND AWARDS FOR EXCELLENCE



Source: Bureau of Labor Statistics, Delta Associates; October 2021. *Note: Data are not seasonally adjusted.*

PAYROLL JOB GROWTH
Washington Metro Area

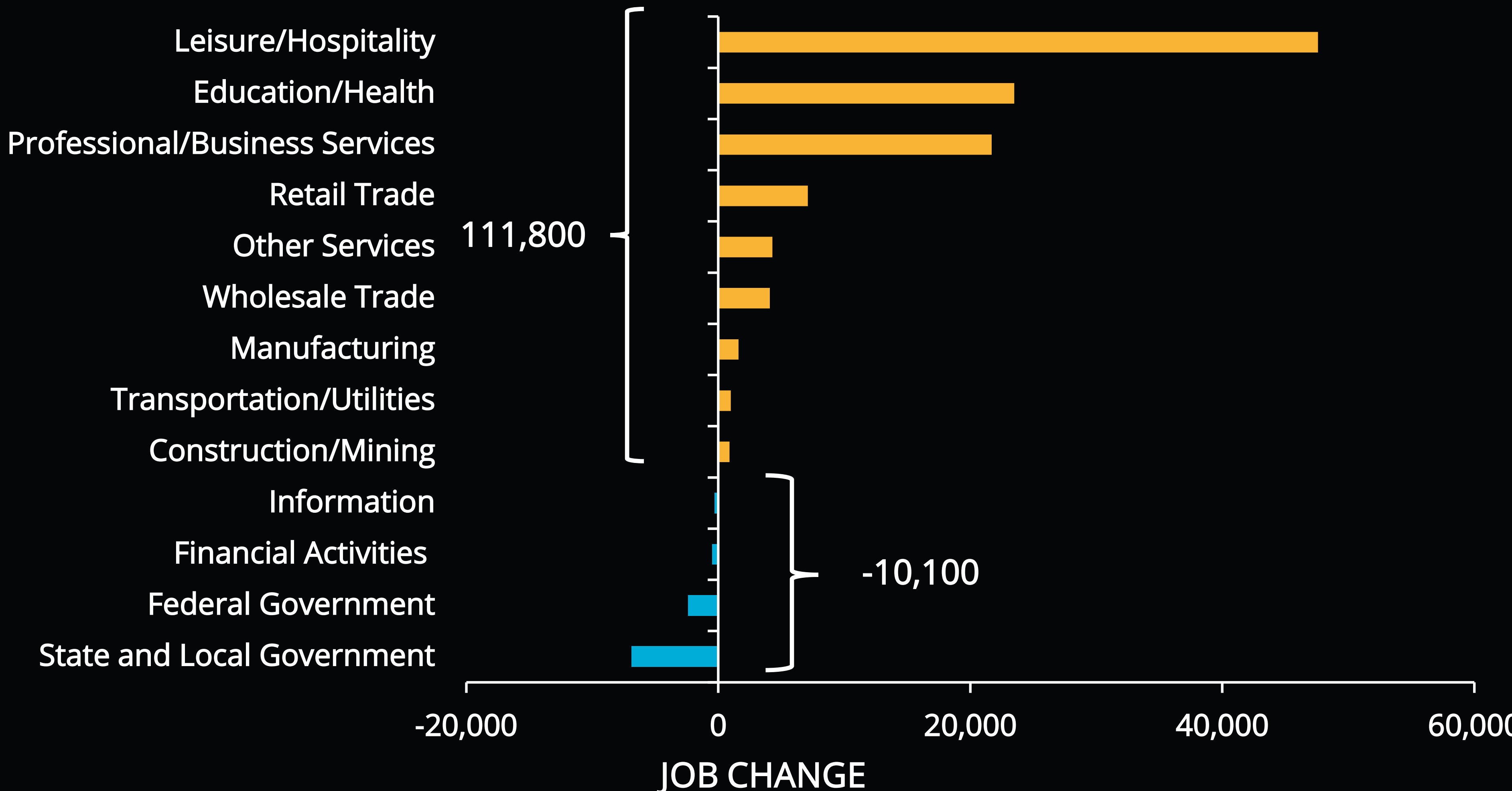


Source: Bureau of Labor Statistics, George Mason University Center for Regional Analysis, Delta Associates; October 2021.

PAYROLL JOB GROWTH

Washington Metro Area | 12 Months Ending August 2021

25th Annual DELTA ASSOCIATES' MARKET OVERVIEW AND AWARDS FOR EXCELLENCE



25th Annual
DELTA ASSOCIATES'
MARKET OVERVIEW AND AWARDS FOR EXCELLENCE

THE BALTIMORE ECONOMY

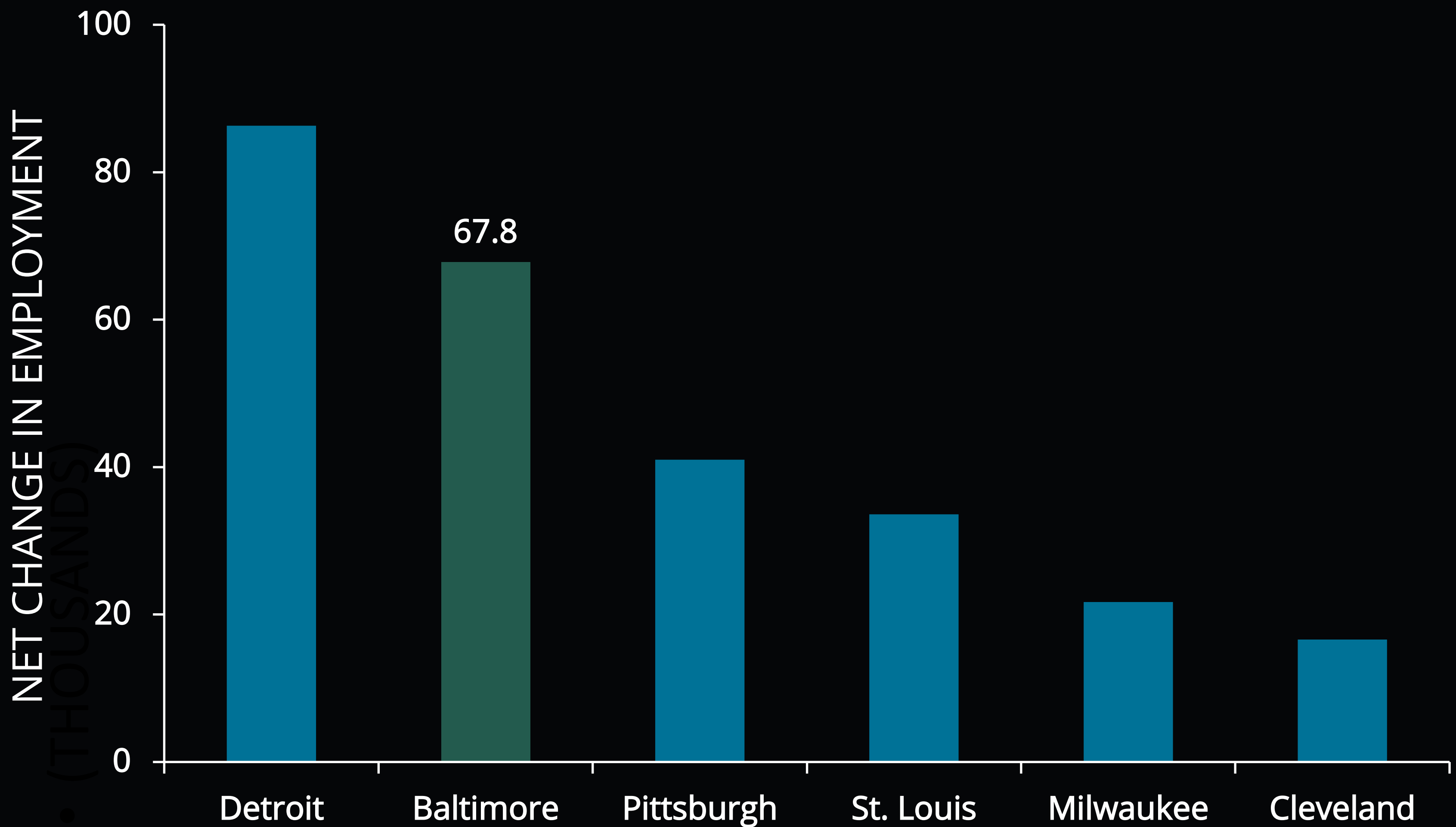
DELTA ASSOCIATES

TRANSWESTERN

AltusGroup

PAYROLL JOB GROWTH

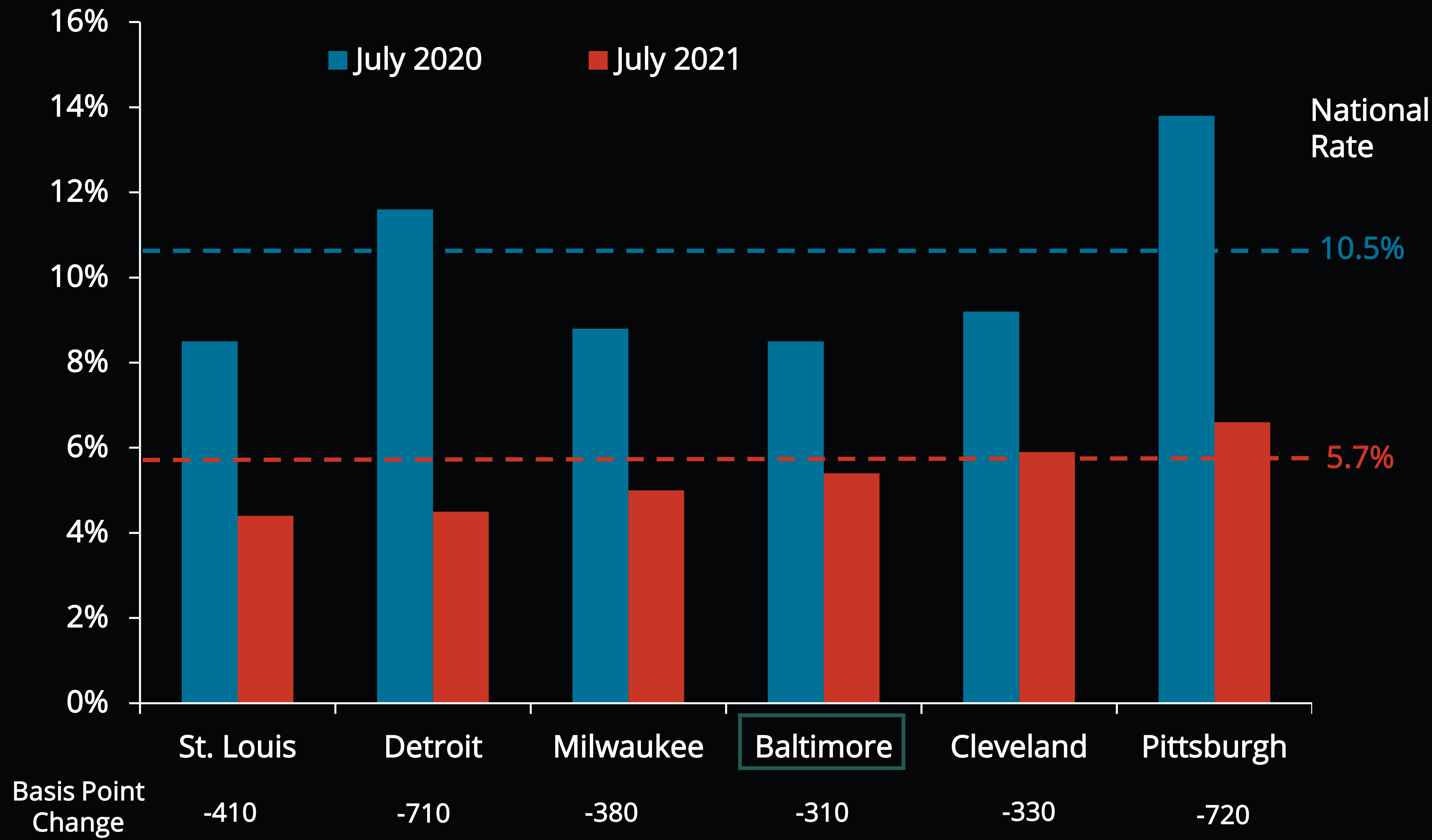
Comparable Metro Areas | 12 Months Ending August 2021



Source: Bureau of Labor Statistics, Delta Associates; October 2021.

UNEMPLOYMENT RATE

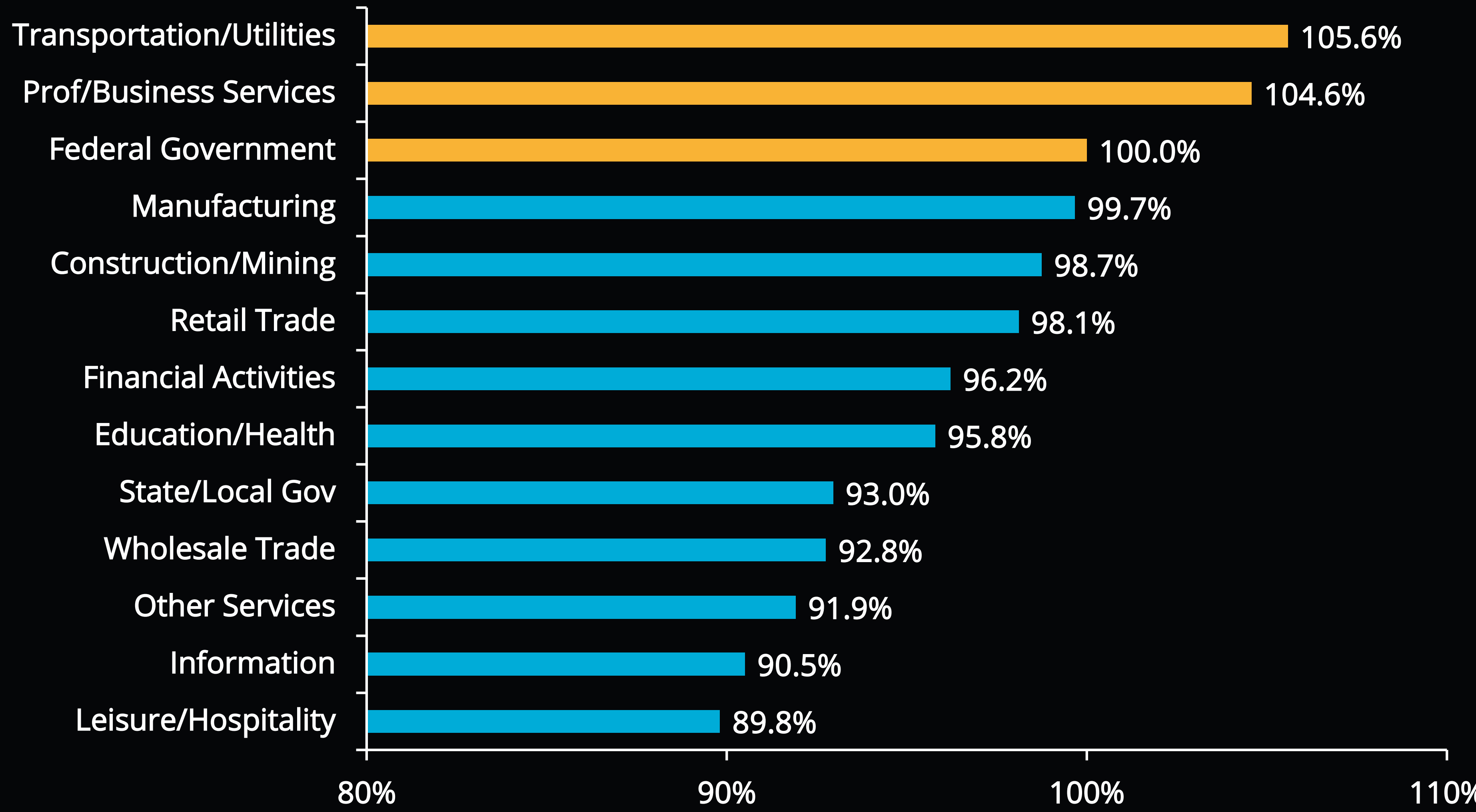
Comparable Metro Areas | July 2020 vs. July 2021



Source: Bureau of Labor Statistics, Delta Associates; October 2021.

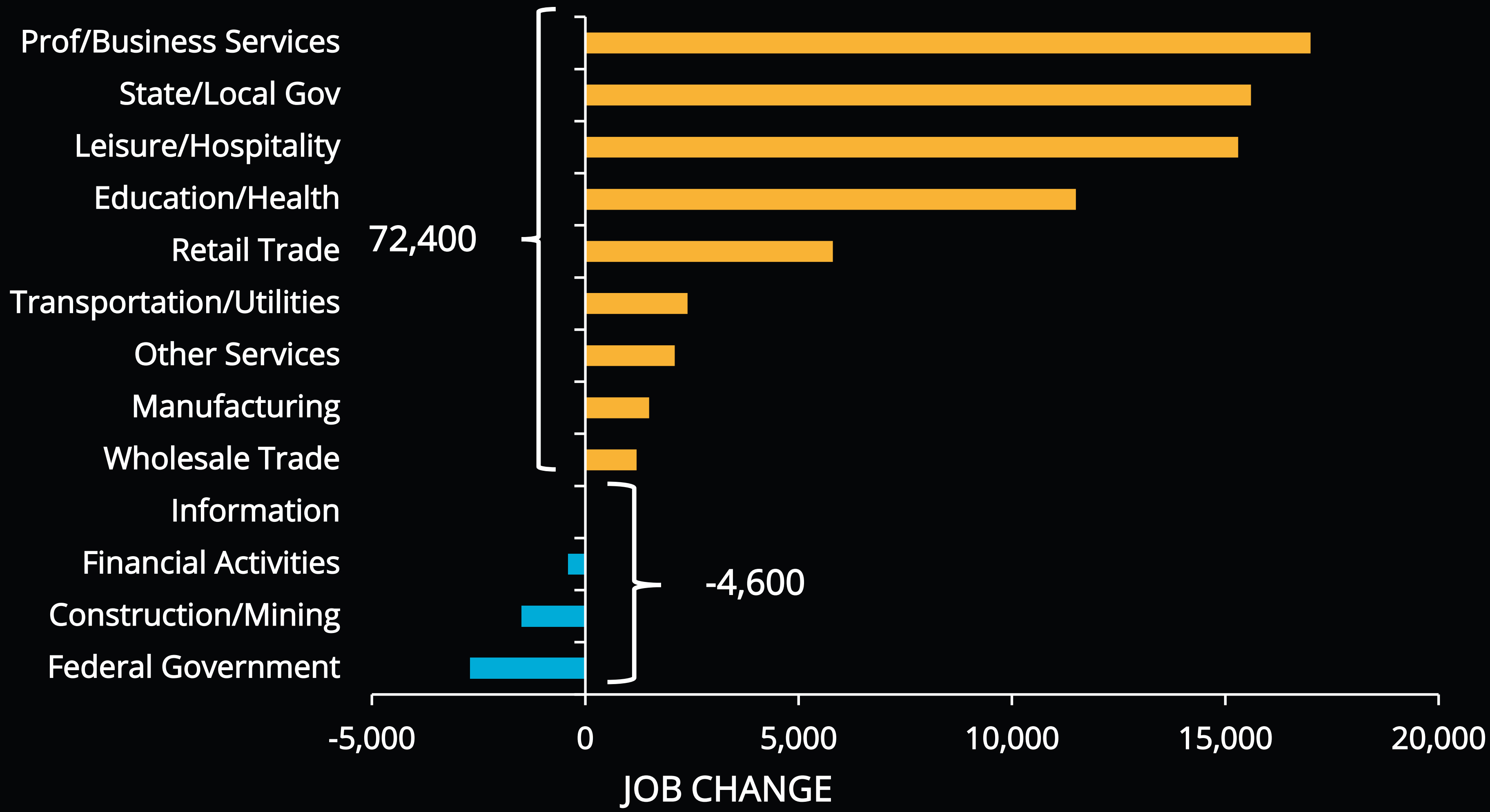
JOB RECOVERY BY SECTOR

Baltimore Metro | Aug. 2021 Employment as a % of Feb. 2020 Employment



Source: Bureau of Labor Statistics, Delta Associates; October 2021. *Note: Data are not seasonally adjusted.*

PAYROLL JOB GROWTH
Baltimore Metro Area | 12 Months Ending August 2021



Source: Bureau of Labor Statistics, Delta Associates; October 2021.

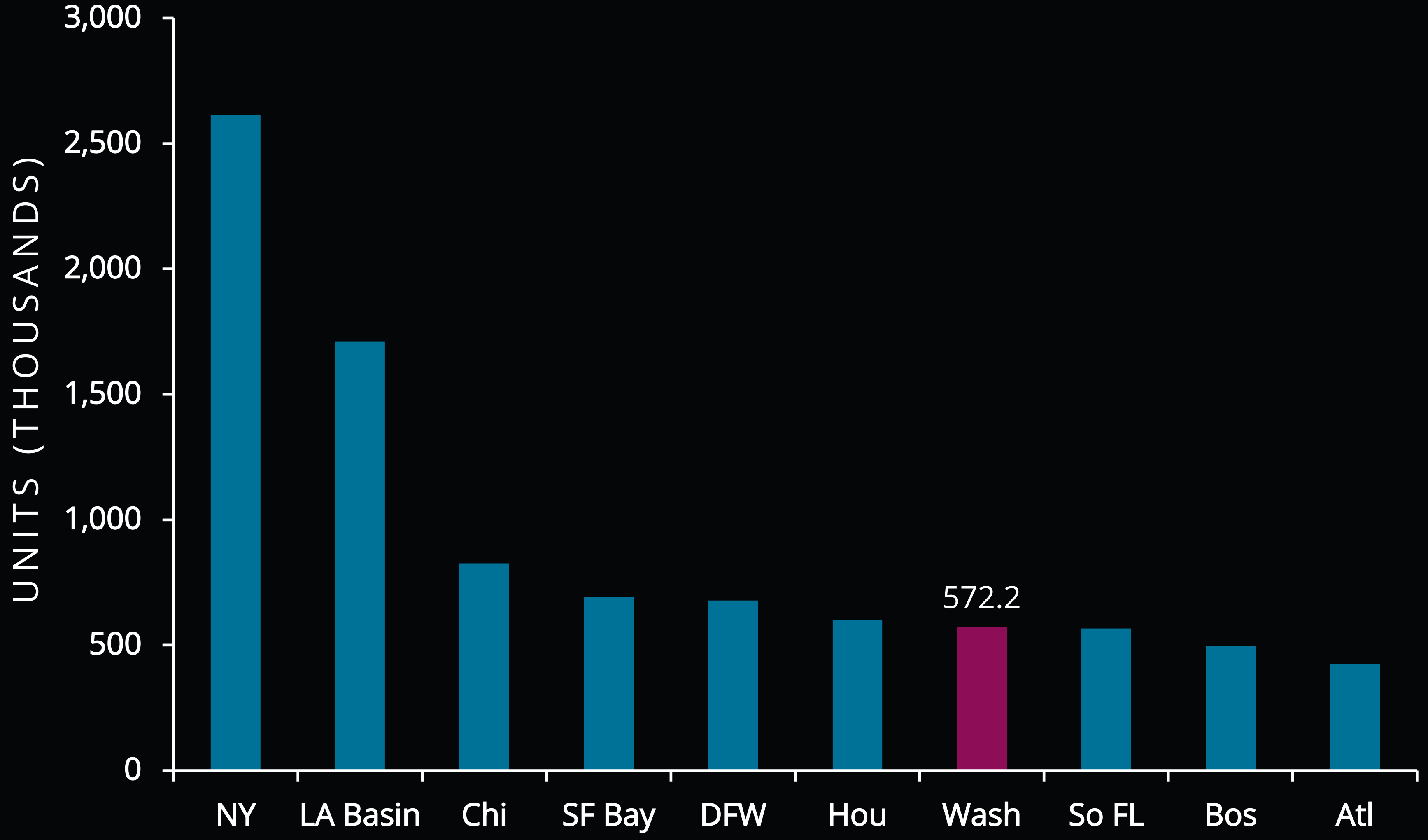
25th Annual DELTA ASSOCIATES' MARKET OVERVIEW AND AWARDS FOR EXCELLENCE

THE WASHINGTON METRO AREA APARTMENT MARKET

DELTA ASSOCIATES TRANSWESTERN Altus Group

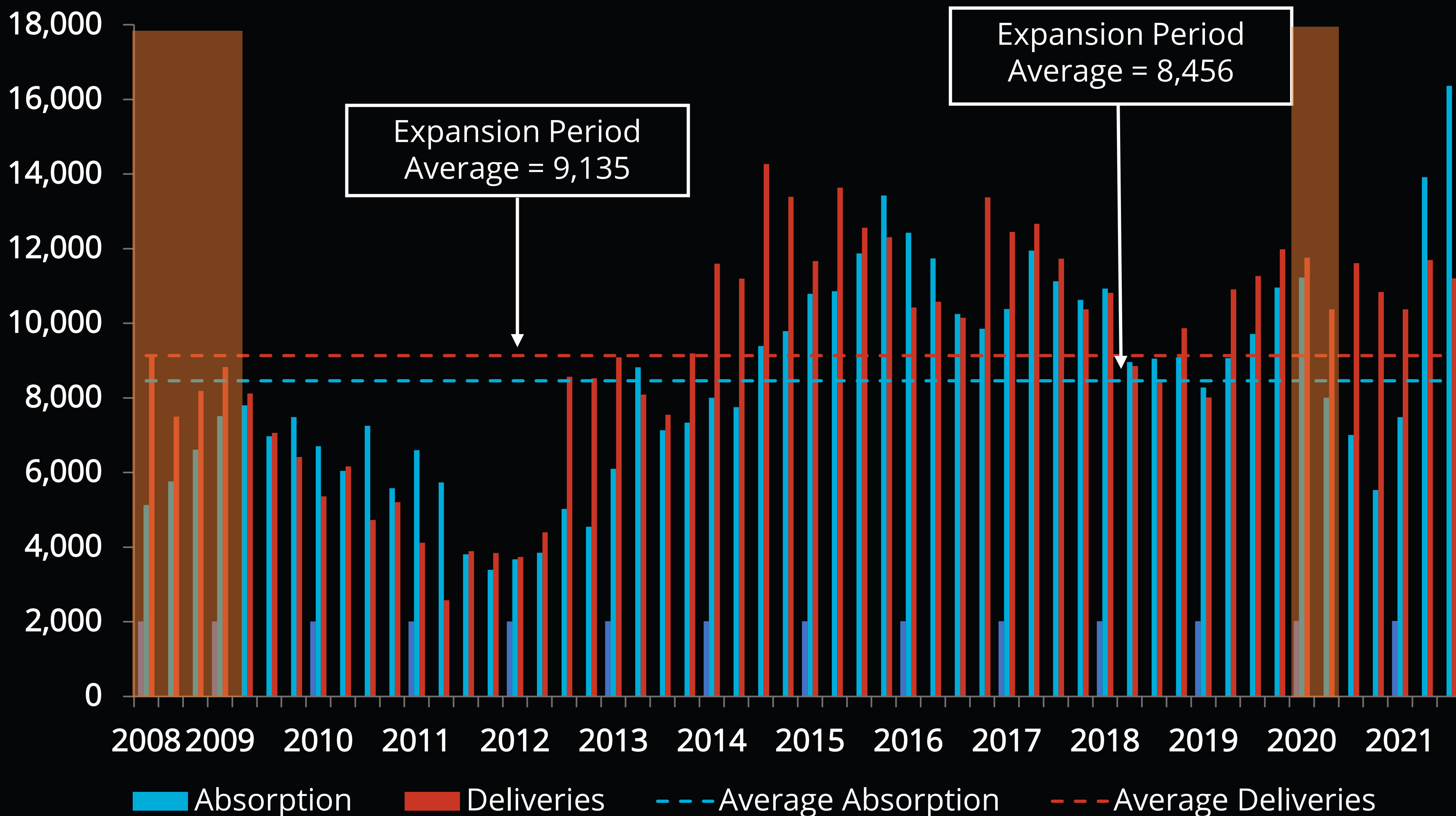
LARGET APARTMENT MARKETS

Selected Metro Areas | 2019



Source: U.S. Census Bureau, Delta Associates; October 2021.

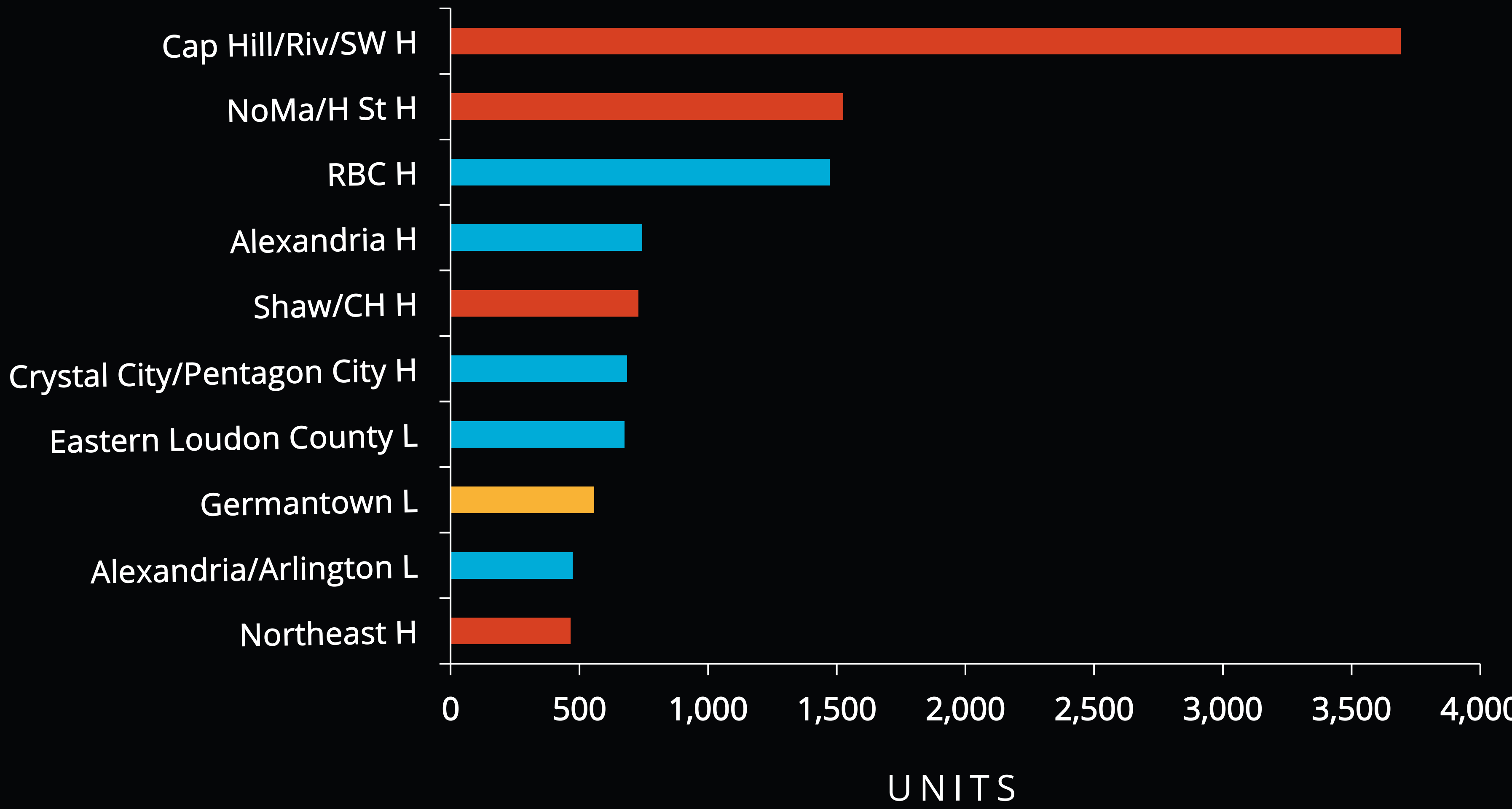
ANNUAL CLASS A APARTMENT ABSORPTION AND DELIVERIES
Washington Metro Area



Note: Shaded bars represent recession periods.
Source: Delta Associates; October 2021.

CLASS A APARTMENT ABSORPTION

Top 10 Submarkets in Washington Metro Area | 12 Mo. Ending September 2021

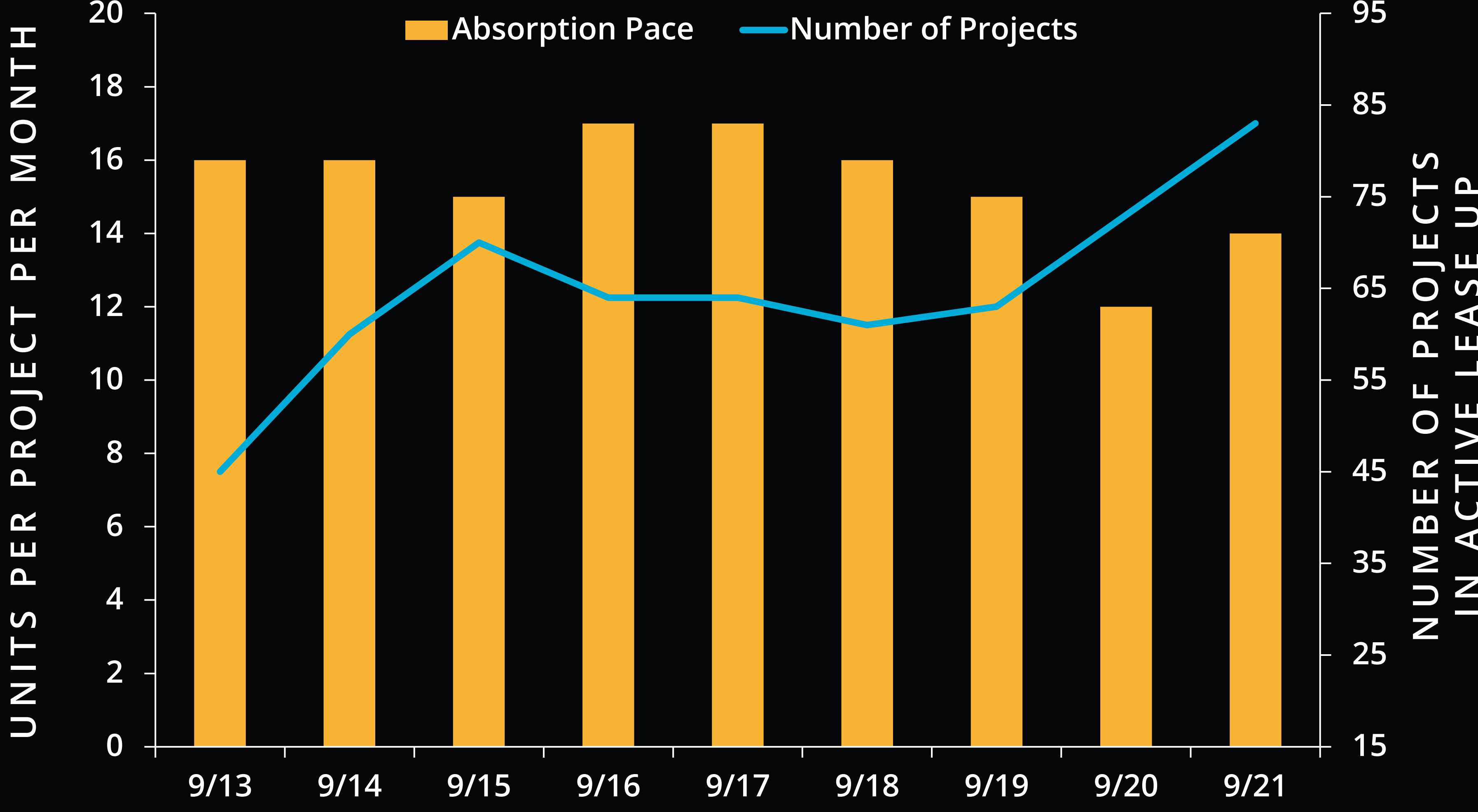


Source: Delta Associates; October 2021.

H= Mid/High-Rise L=Low-Rise

ABSORPTION PACE

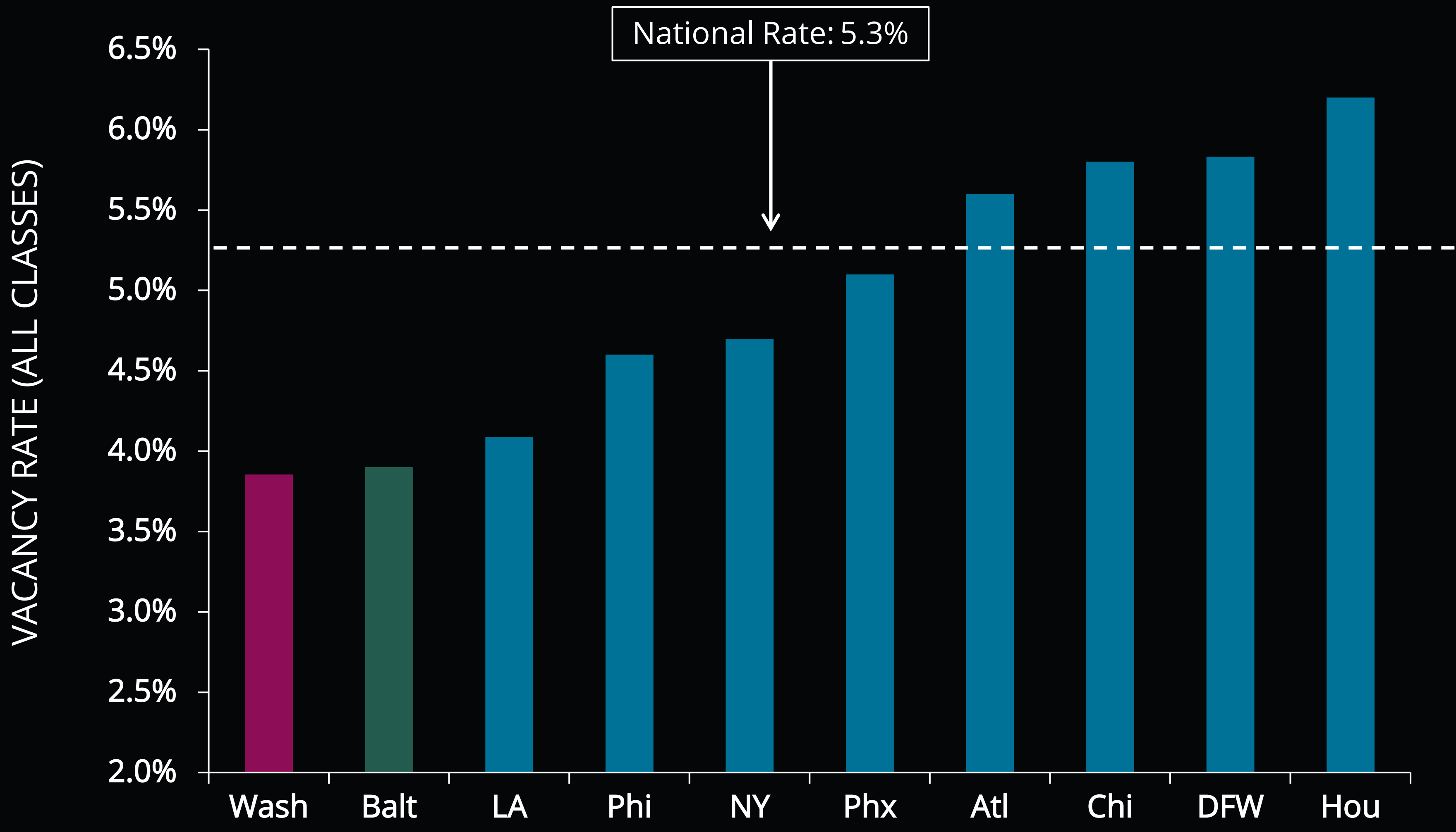
Class A Projects in Initial Lease-Up | Washington Metro Area



Source: Delta Associates; October 2021.

STABILIZED APARTMENT VACANCY RATES

Major Apartment Markets | Second Quarter 2021

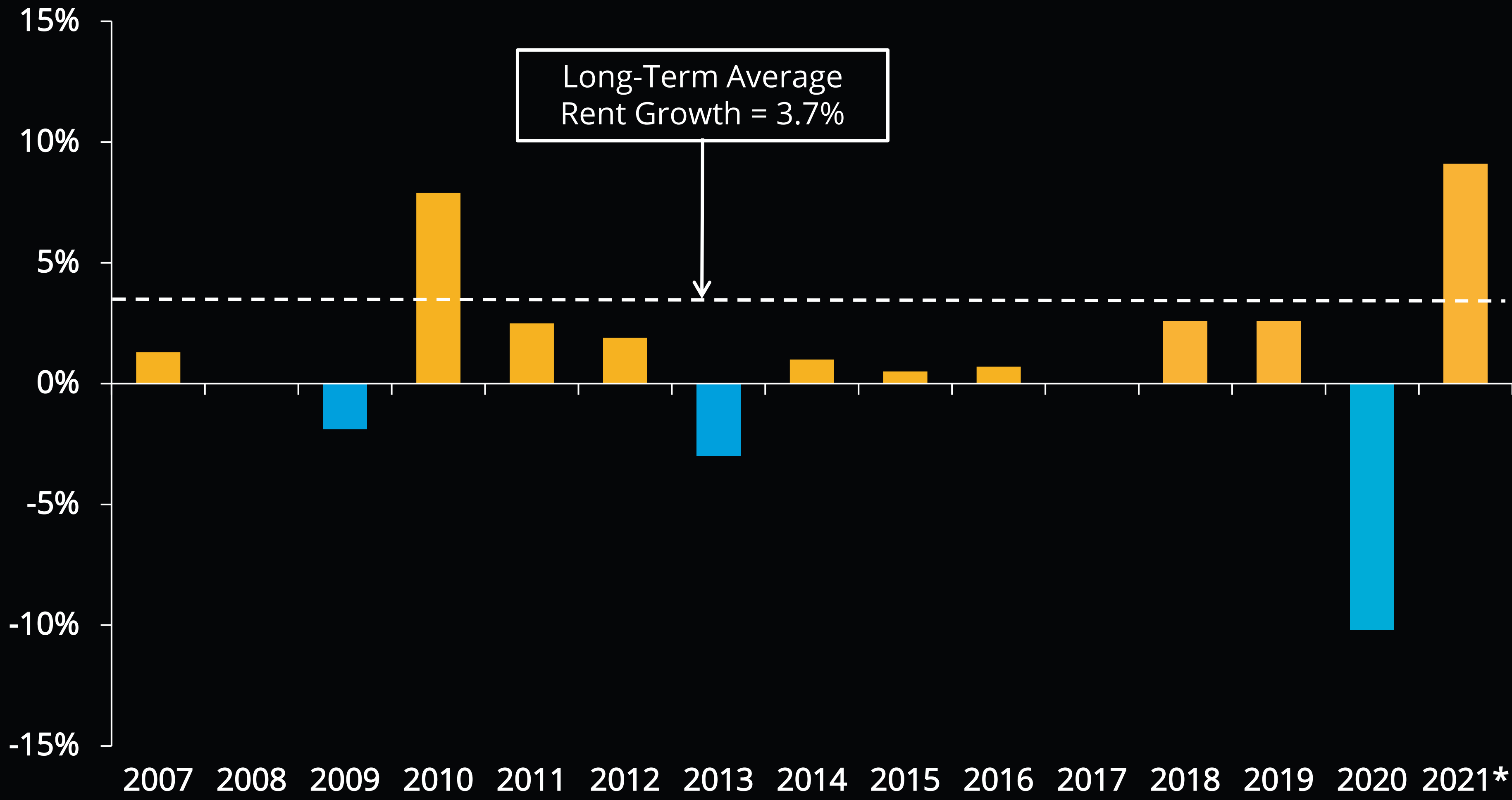


Source: REIS, Delta Associates; October 2021.

ANNUAL EFFECTIVE RENT GROWTH

Class A Apartments| Washington Metro Area | 2007-2021

25th Annual DELTA ASSOCIATES' MARKET OVERVIEW AND AWARDS FOR EXCELLENCE



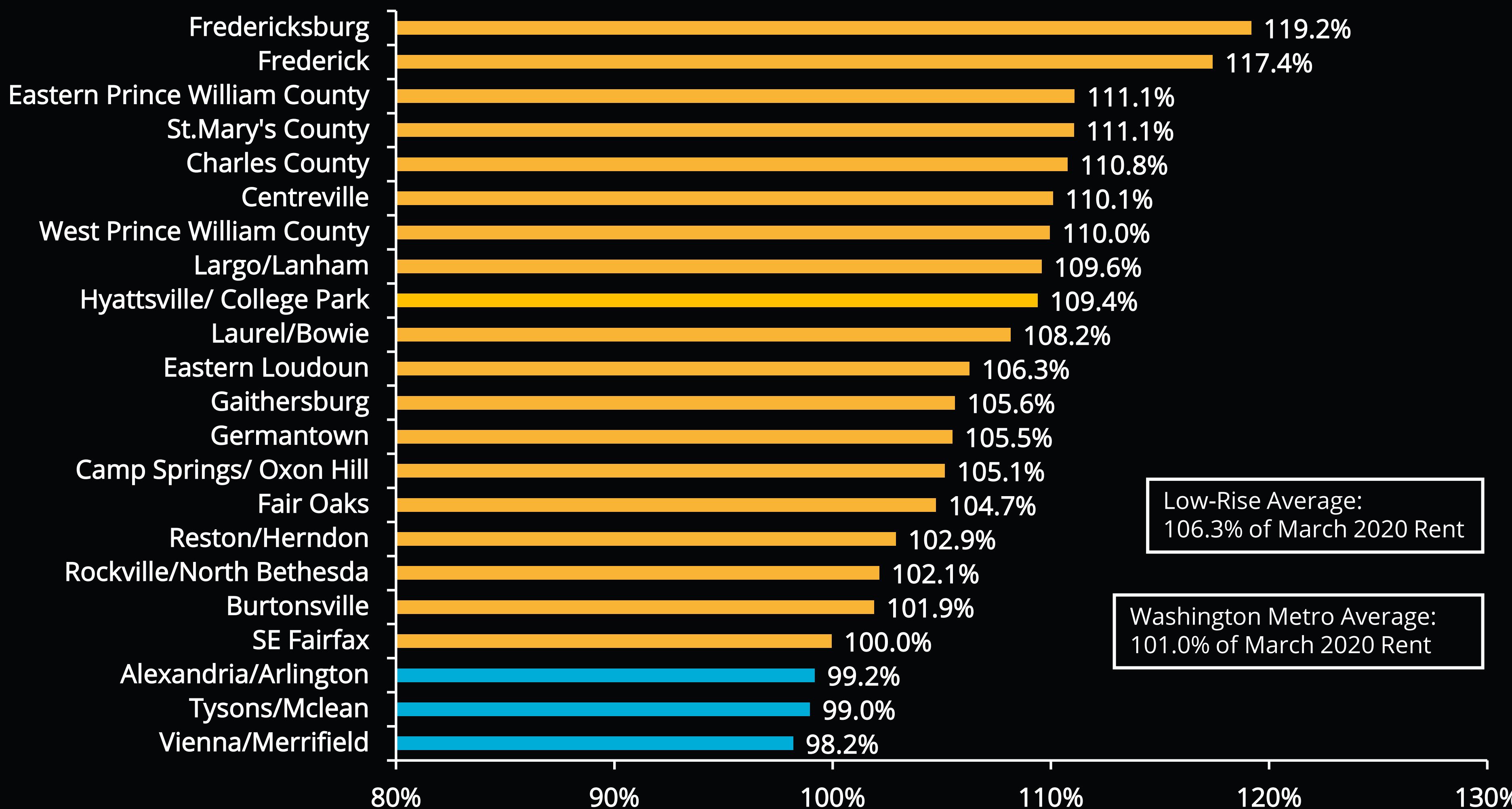
Source: Delta Associates; October 2021.

*12 months ending September 2021.

CLASS A APARTMENT RENT RECOVERY

Low-Rise Submarkets | Q3 2021 Rent as a Percentage of March 2020 Rent

25th Annual DELTA ASSOCIATES' MARKET OVERVIEW AND AWARDS FOR EXCELLENCE

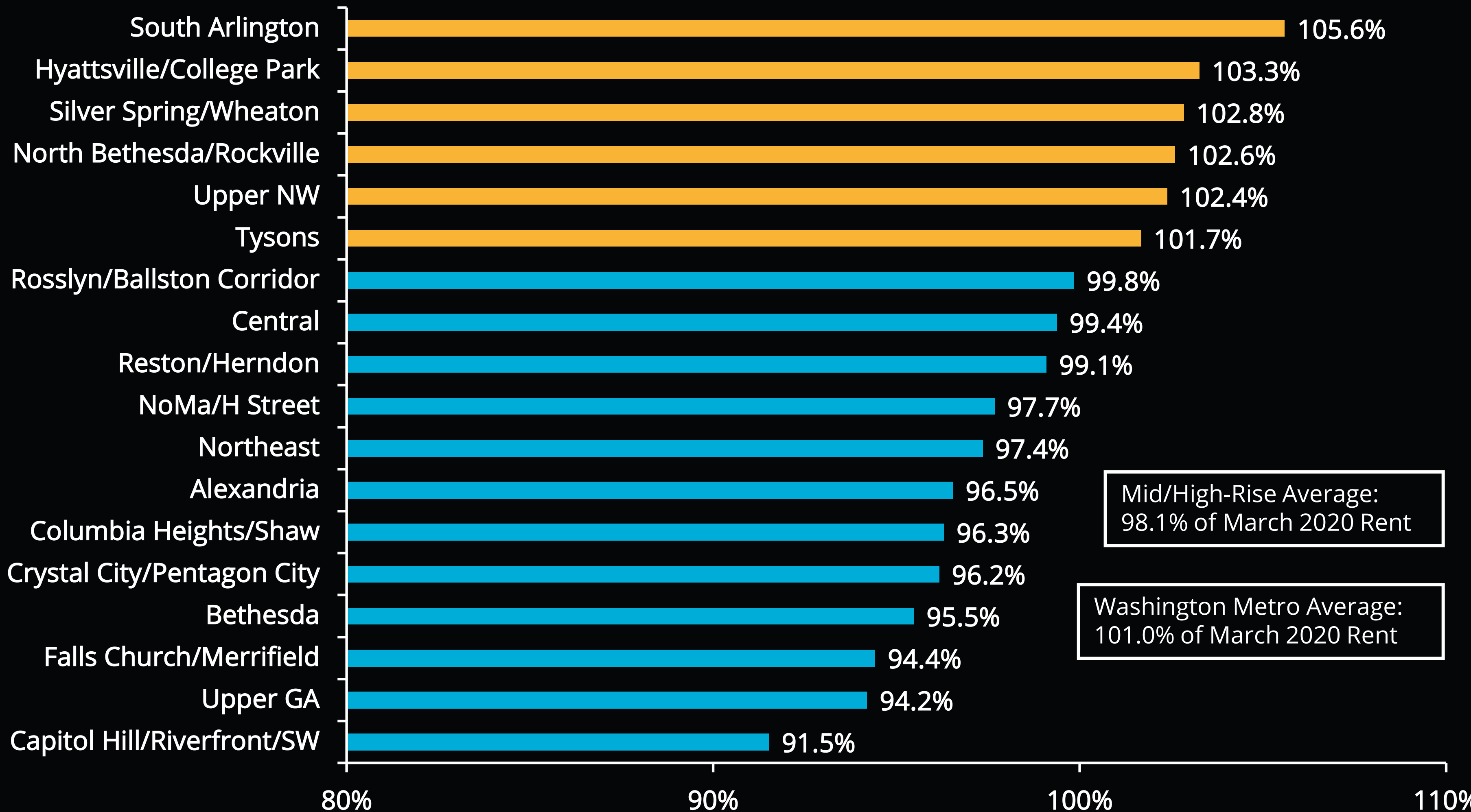


Source: Delta Associates; October 2021.

Note: Same-store rents from March 2020 to Q3 2021.

CLASS A APARTMENT RENT RECOVERY

Mid/High-Rise Submarkets | Q3 2021 Rent as a Percentage of March 2020 Rent



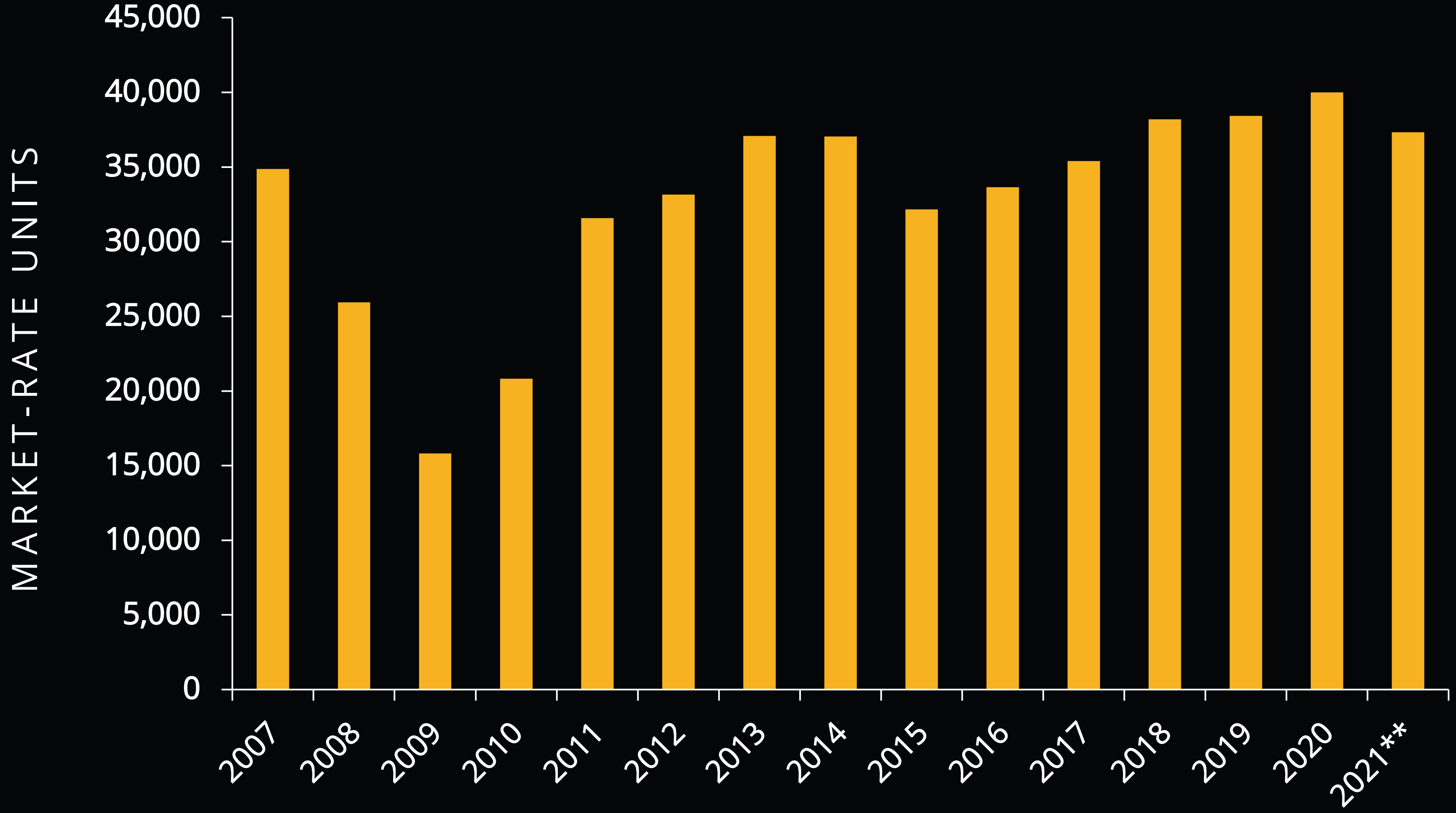
Source: Delta Associates; October 2021.

Note: Same-store rents from March 2020 to Q3 2021.

36-MONTH APARTMENT DEVELOPMENT PIPELINE*

Washington Metro Area | 2007 - 2021

25th Annual DELTA ASSOCIATES' MARKET OVERVIEW AND AWARDS FOR EXCELLENCE



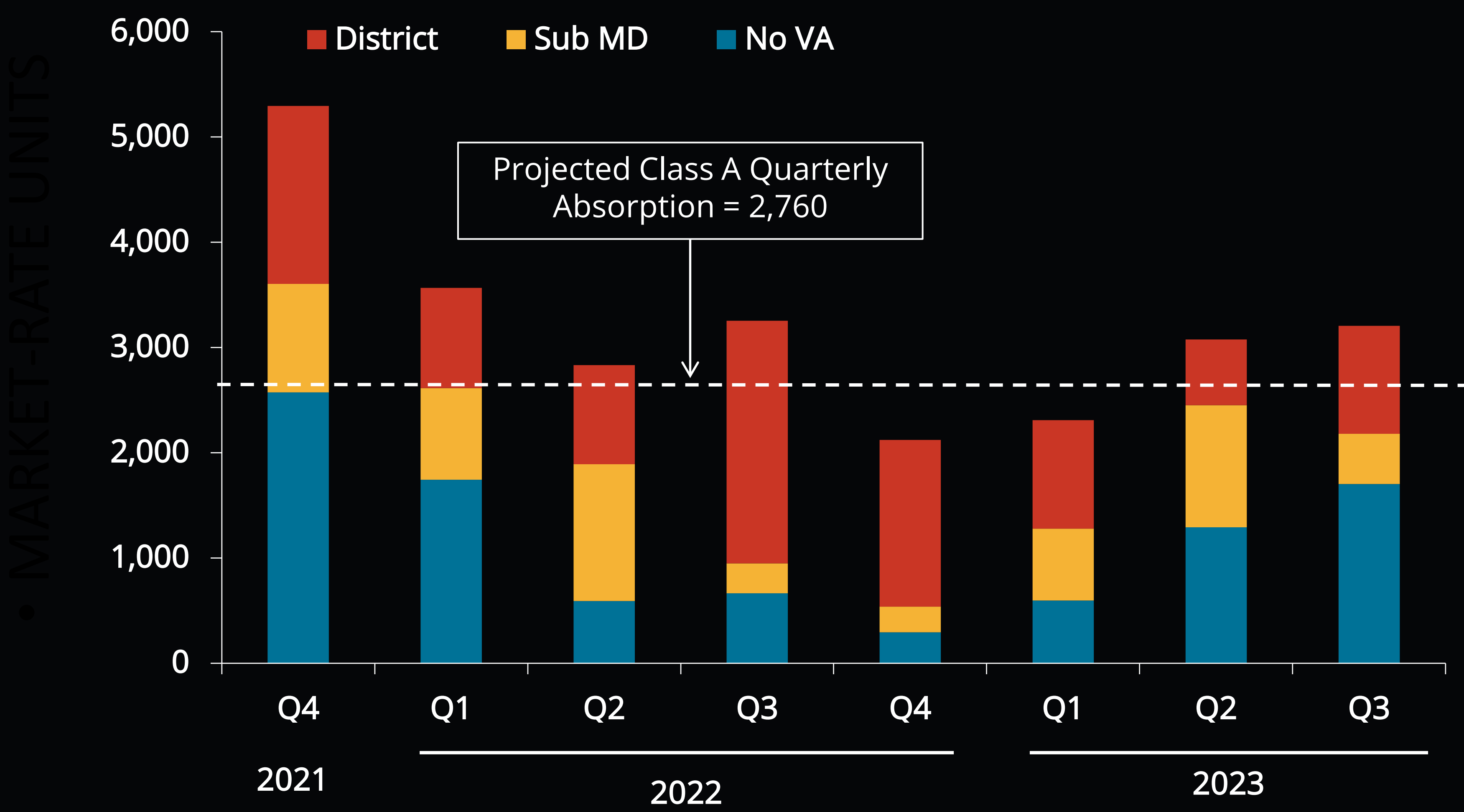
Source: Delta Associates; October 2021.

**Market-Rate Units Planned and Under Construction After Attrition.*
***As of Third Quarter.*

Washington/Baltimore

PROJECTED DELIVERIES

Washington Metro | 2021 – 2023

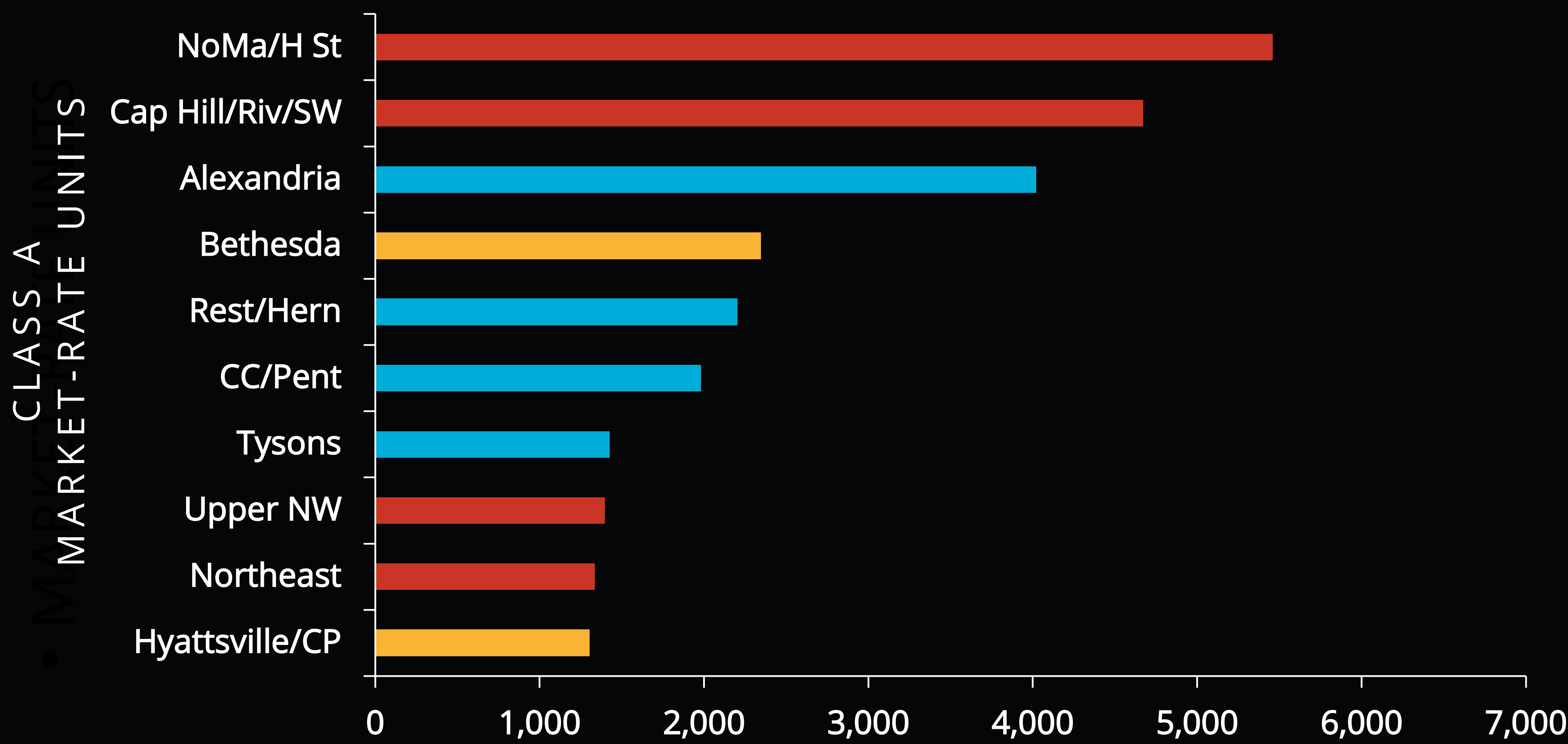


Source: Delta Associates, October 2021.

36-MONTH APARTMENT DEVELOPMENT PIPELINE*

Top 10 Submarkets in Washington Metro Area | Third Quarter 2021

25th Annual DELTA ASSOCIATES' MARKET OVERVIEW AND AWARDS FOR EXCELLENCE

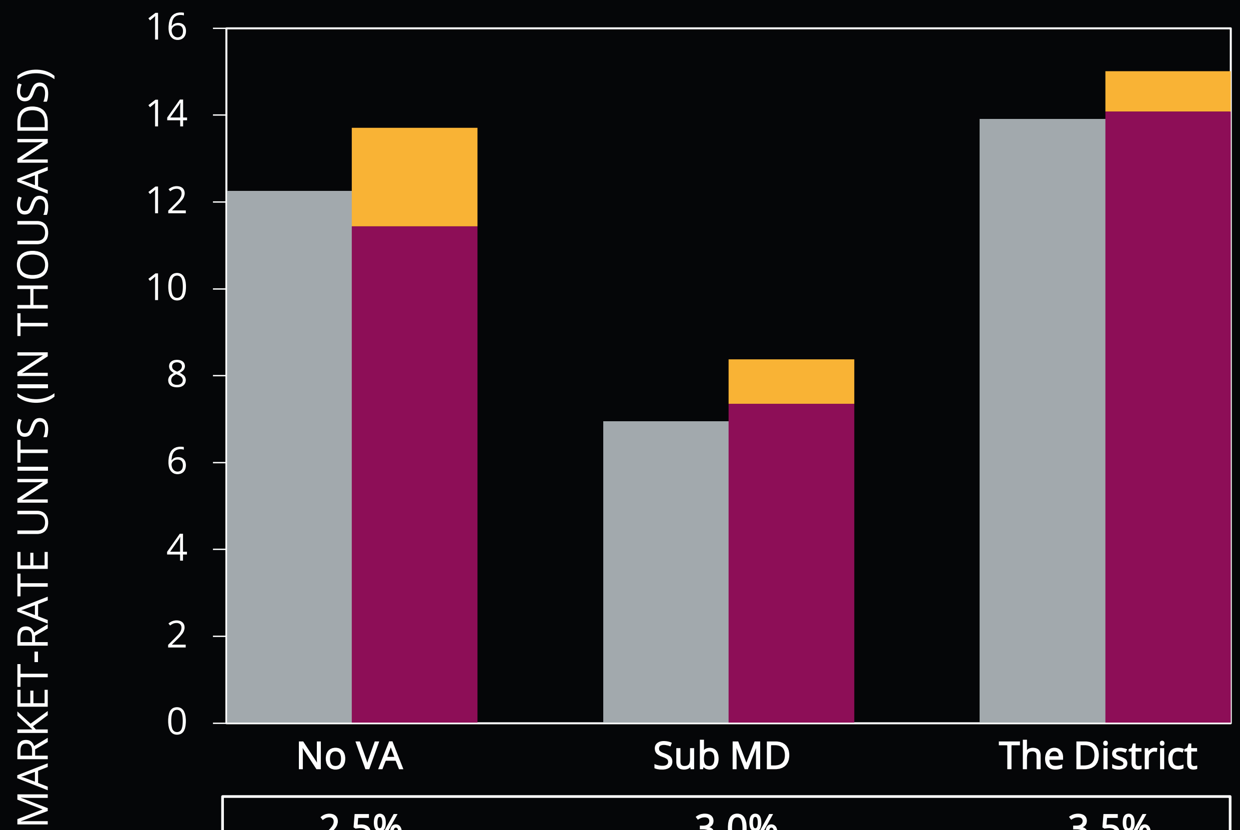


Source: Delta Associates, October 2021.

**Market-Rate Units Planned and Under Construction After Attrition.*

DEMAND AND SUPPLY PROJECTIONS

Washington Metro Class A Apartment Market | 36 Mo. Ending September 2024



No VA	Sub MD	The District
2.5%	3.0%	3.5%

Projected Stabilized Vacancy % at September 2024

Projected Metro Average = 2.9%

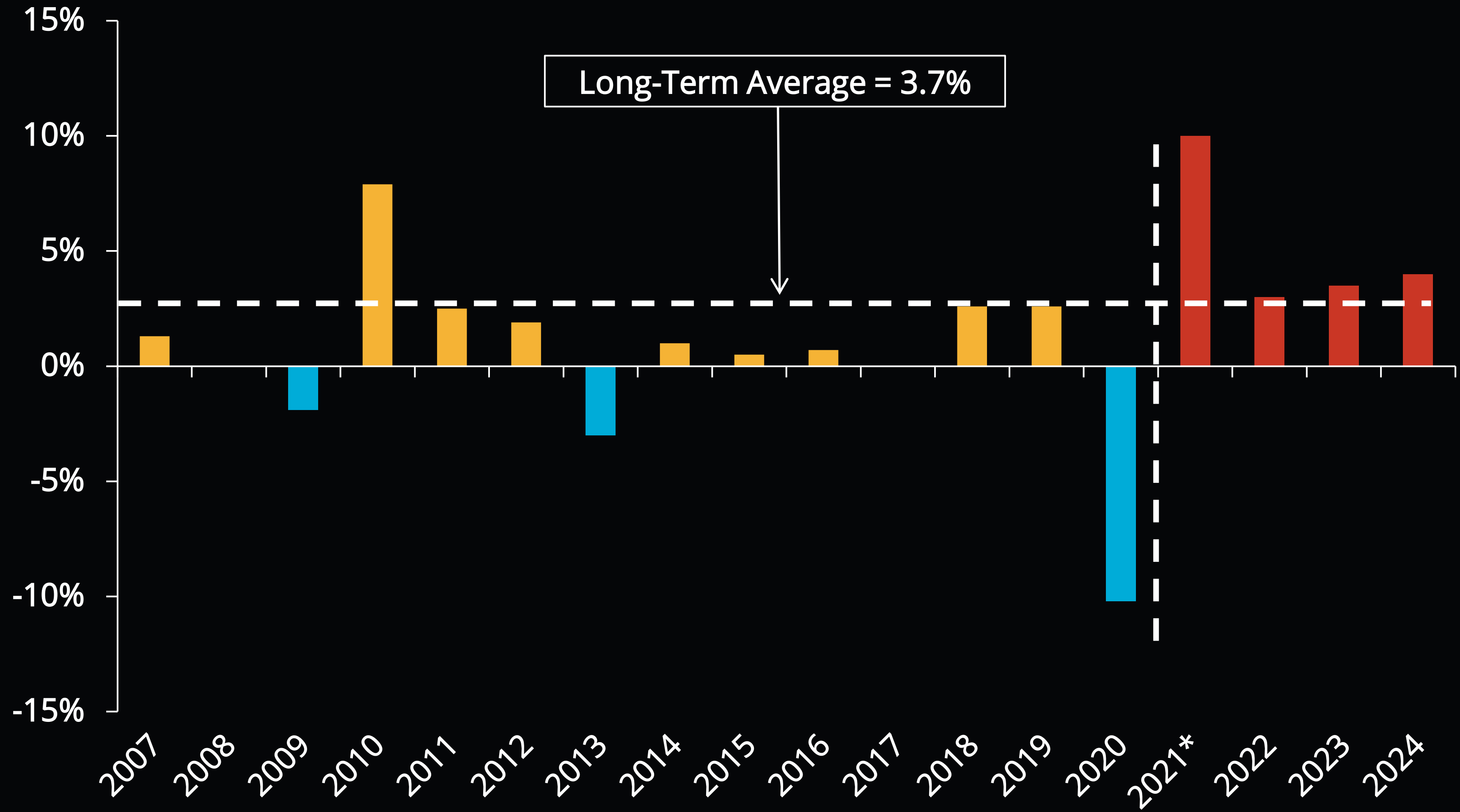
DEMAND
Net Absorption: 11,042/Year = 33,125
SUPPLY [1]
Planned and may deliver by 9/24: 4,227 units
Under construction supply: 32,877 units [2]
Total = 37,104 units

[1] Probable supply after projected attrition.
[2] Includes unleased units at projects in lease-up.

ANNUAL CLASS A APARTMENT RENT GROWTH

Class A Apartments | Washington Metro Area | 2007 - 2024

25th Annual DELTA ASSOCIATES' MARKET OVERVIEW AND AWARDS FOR EXCELLENCE



Source: Delta Associates, October 2021.

**Annual rent increase of 9.1% as of Q3 2021.*

25th Annual DELTA ASSOCIATES' MARKET OVERVIEW AND AWARDS FOR EXCELLENCE

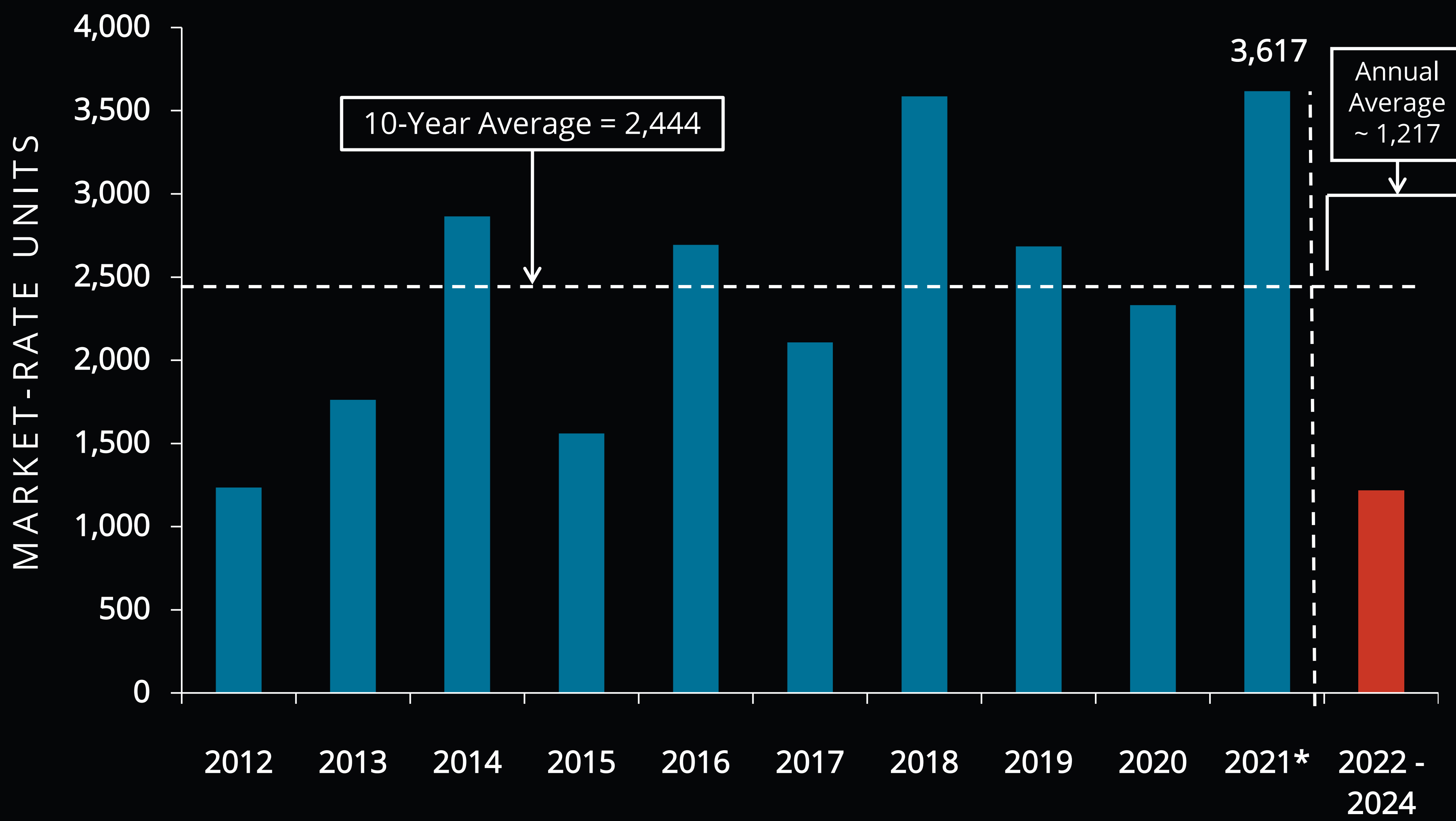
THE BALTIMORE METRO AREA APARTMENT MARKET

DELTA ASSOCIATES   TRANSWESTERN   AltusGroup

CLASS A APARTMENT ABSORPTION

Baltimore Metro Area | 2012 - 2024

25th Annual DELTA ASSOCIATES' MARKET OVERVIEW AND AWARDS FOR EXCELLENCE

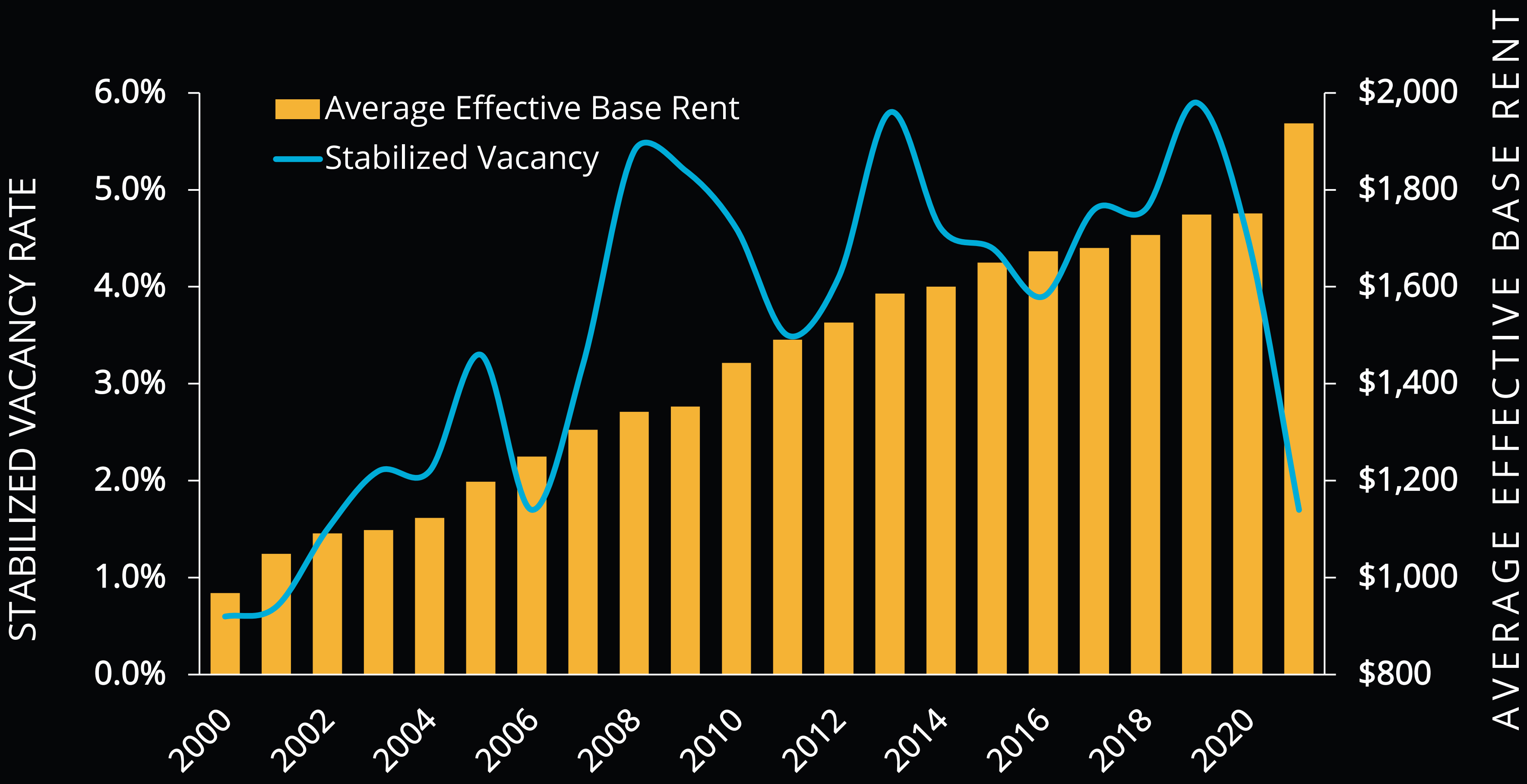


Source: Delta Associates; October 2021.

**12 months ending September 2021.*

EFFECTIVE RENT AND VACANCY RATE

Class A Apartments | Baltimore Metro | 2000 - 2021

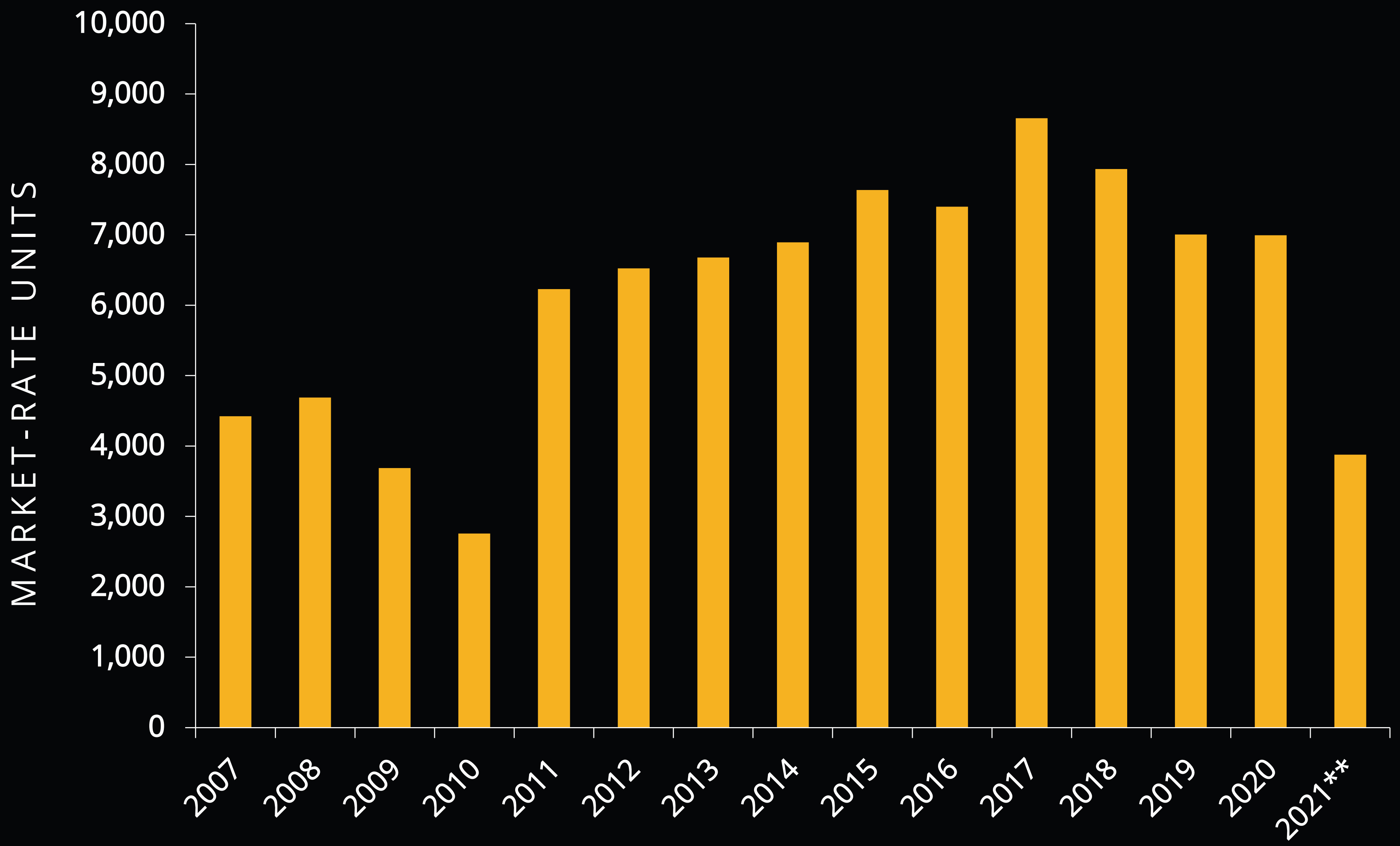


3.8% / YEAR
LONG-TERM RENT GROWTH

36-MONTH APARTMENT DEVELOPMENT PIPELINE*

Baltimore Metro Area | 2007 - 2021

25th Annual DELTA ASSOCIATES' MARKET OVERVIEW AND AWARDS FOR EXCELLENCE



Source: Delta Associates; October 2021.

**Market-Rate Units Planned and Under Construction After Attrition.*

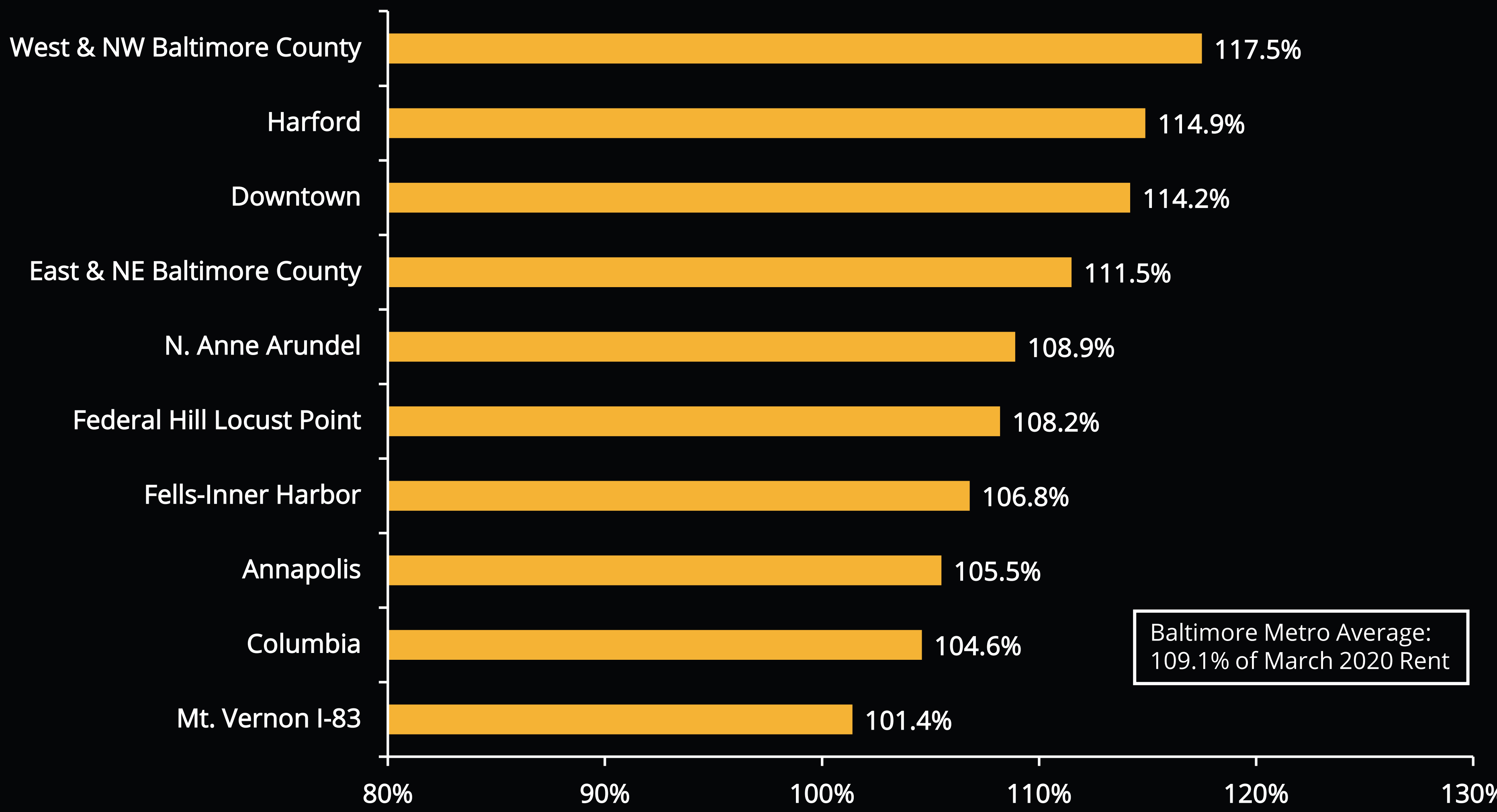
***As of Third Quarter.*

Washington/Baltimore

CLASS A APARTMENT RENT RECOVERY

Baltimore Area Submarkets | Q3 2021 Rent as a Percentage of March 2020 Rent

25th Annual DELTA ASSOCIATES' MARKET OVERVIEW AND AWARDS FOR EXCELLENCE



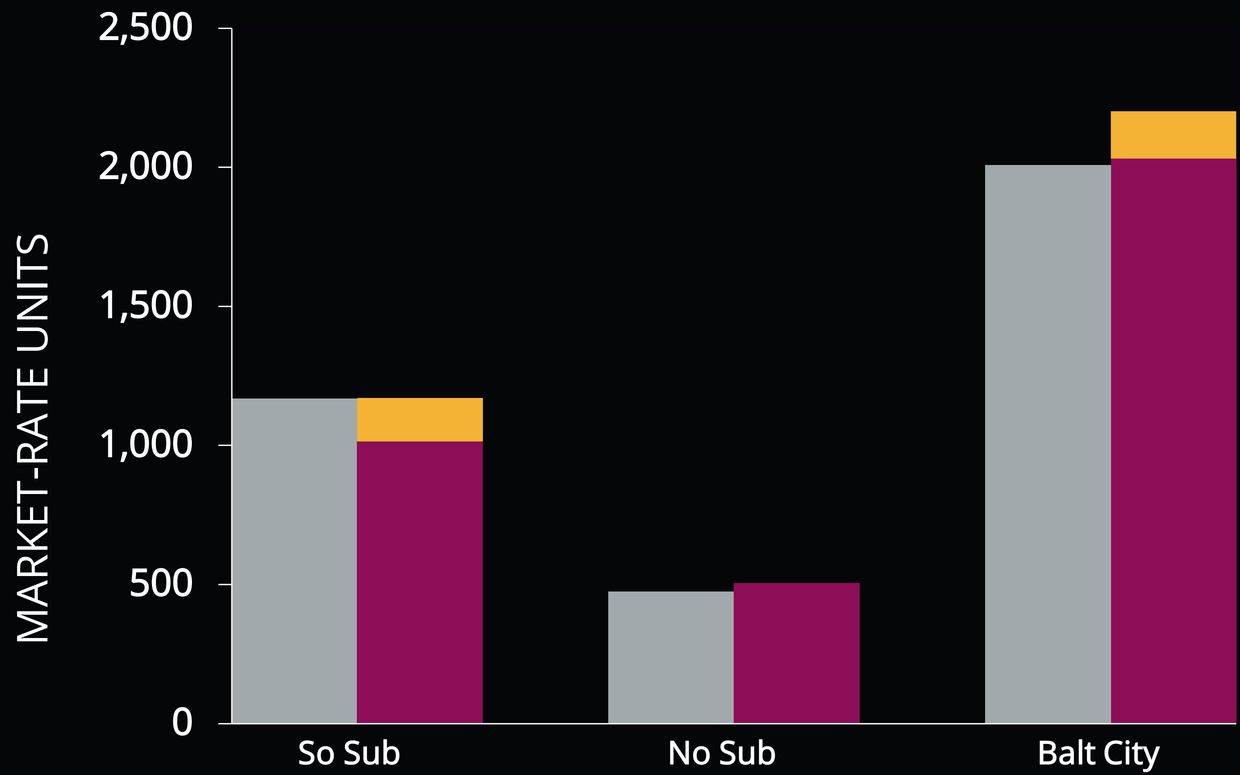
Source: Delta Associates; October 2021.

Note: Same-store rents from March 2020 to Q3 2021.

DEMAND AND SUPPLY PROJECTIONS

Baltimore Metro Class A Apartment Market | 36 Mo. Ending September 2024

25th Annual DELTA ASSOCIATES' MARKET OVERVIEW AND AWARDS FOR EXCELLENCE



1.4%	1.7%	3.2%

Projected Stabilized Vacancy % at September 2024

Projected Metro Average = 2.1%

DEMAND

Net Absorption: 1,217/Year = 3,650

SUPPLY [1]

Planned and may deliver by 9/24: 328 units

Under construction supply: 3,550 units [2]

Total = 3,878 units

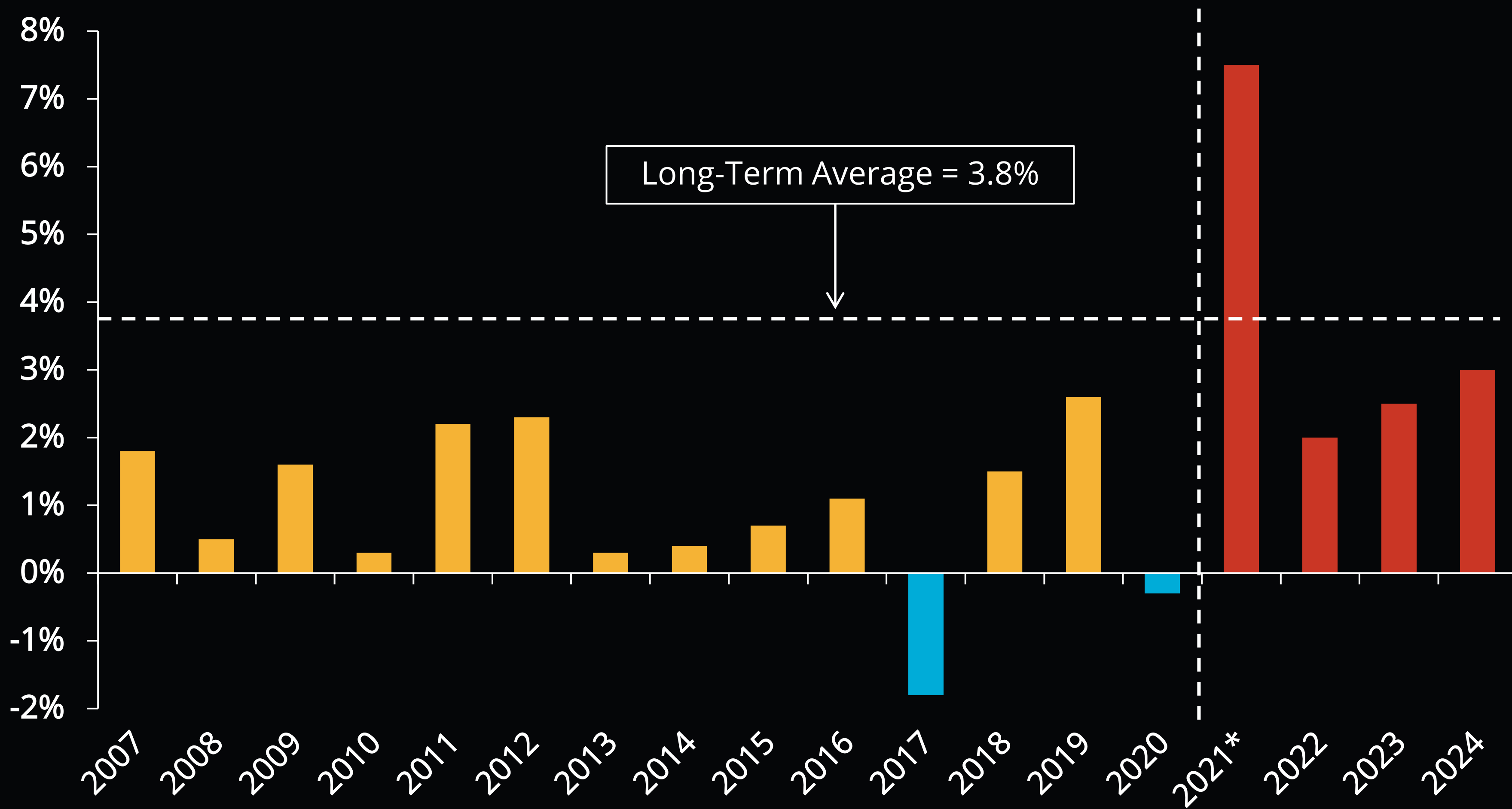
[1] Probable supply after projected attrition.

[2] Includes unleased units at projects in lease-up.

Source: Delta Associates; October 2021

ANNUAL CLASS A APARTMENT EFFECTIVE RENT GROWTH

Baltimore Metro Area | 2007 - 2024



Source: Delta Associates; October 2021.

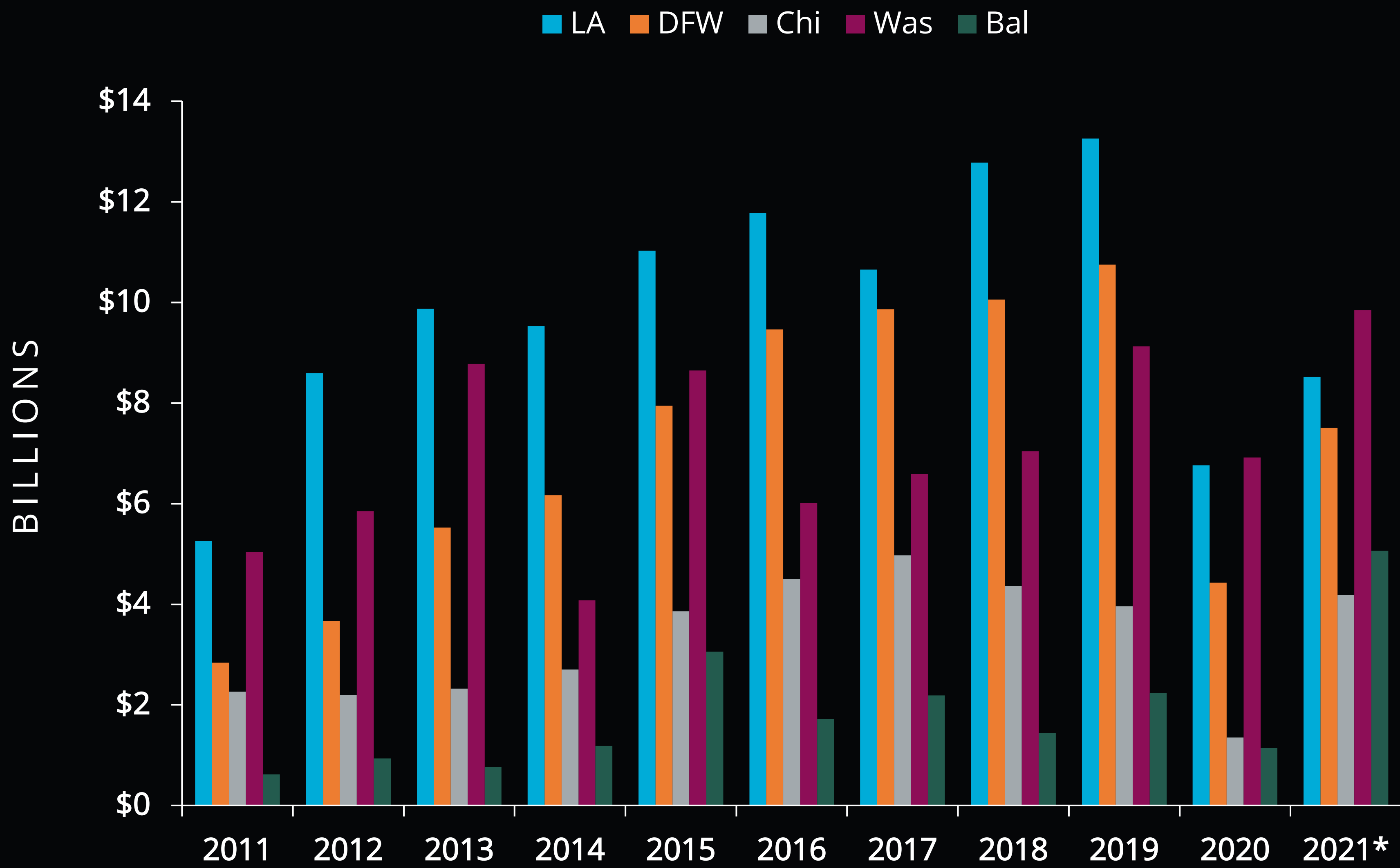
** Annual rent growth at Third Quarter 2021 is 9.8%.*

THE WASHINGTON/BALTIMORE AREA CAPITAL MARKETS

APARTMENT INVESTMENT SALES

Selected Metro Areas | 2011 - 2021

25th Annual DELTA ASSOCIATES' MARKET OVERVIEW AND AWARDS FOR EXCELLENCE

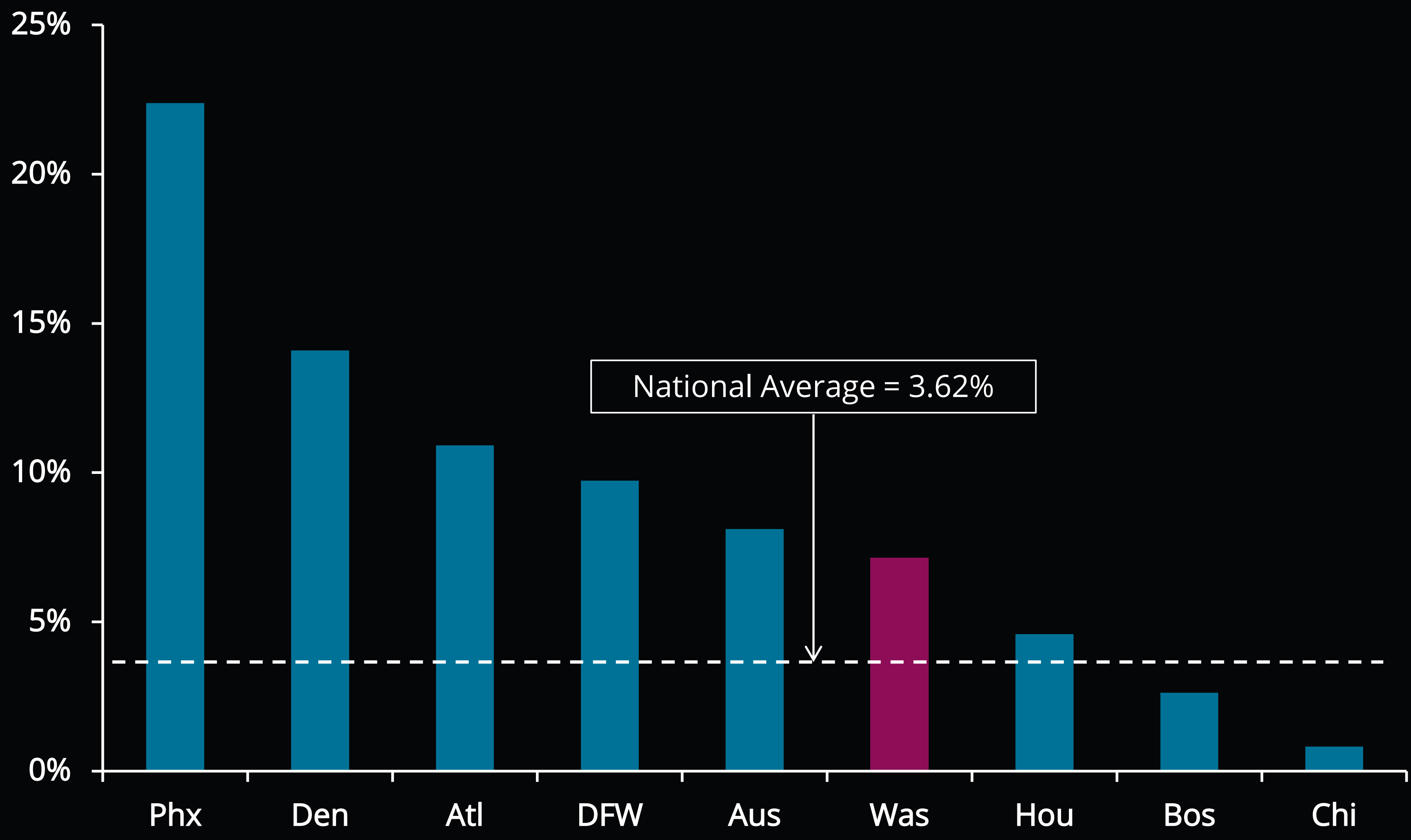


Source: Real Capital Analytics, Delta Associates; October 2021.

**Sales through September annualized.*

NCREIF RETURN INDEX FOR INVESTMENT-GRADE APARTMENTS

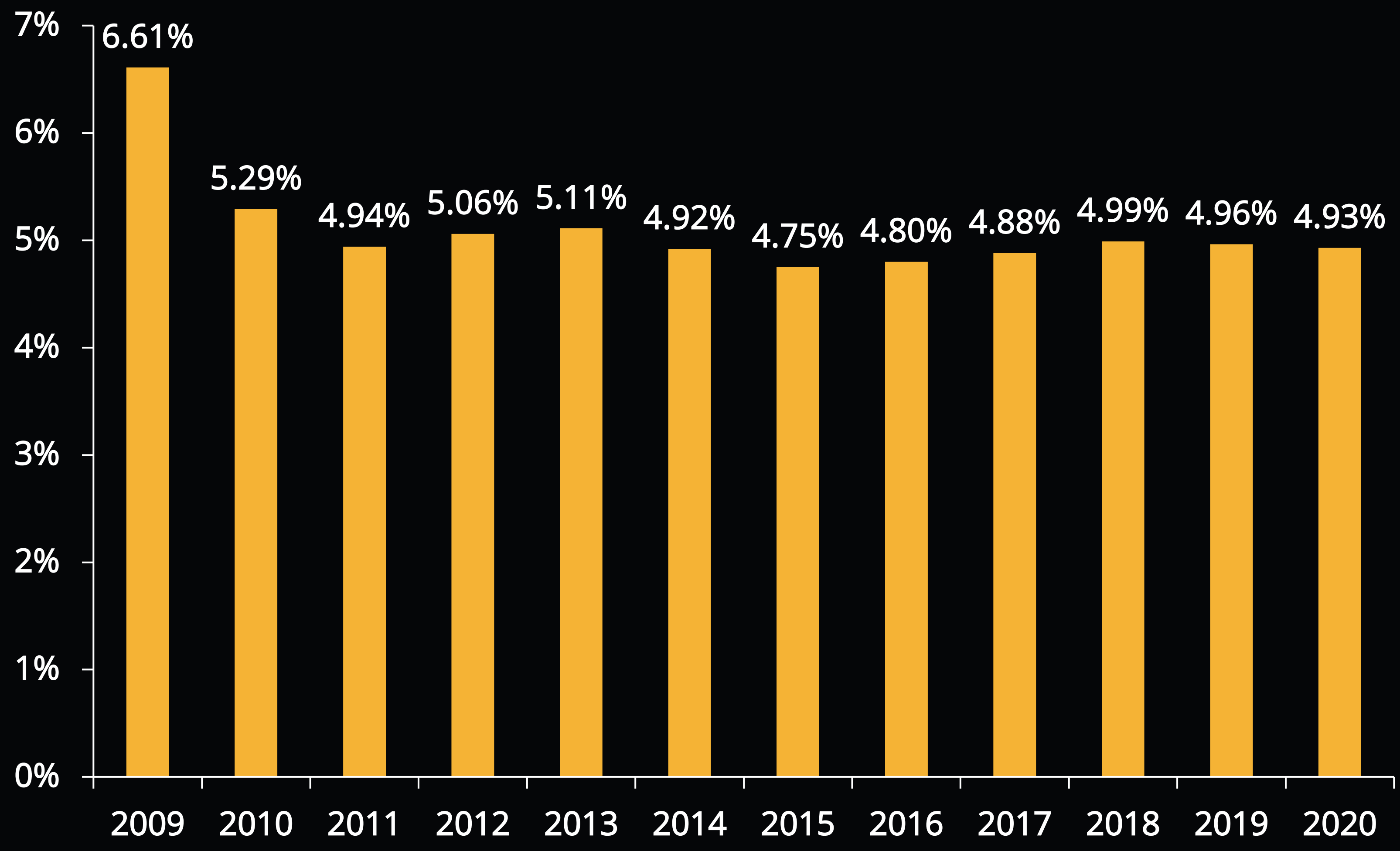
Selected Metro Areas | 12 Months Ending June 2021



Source: NCREIF, Delta Associates; October 2021.

CLASS A HIGH-RISE APARTMENT CAP RATES

Washington Metro Area | 2009 - 2020

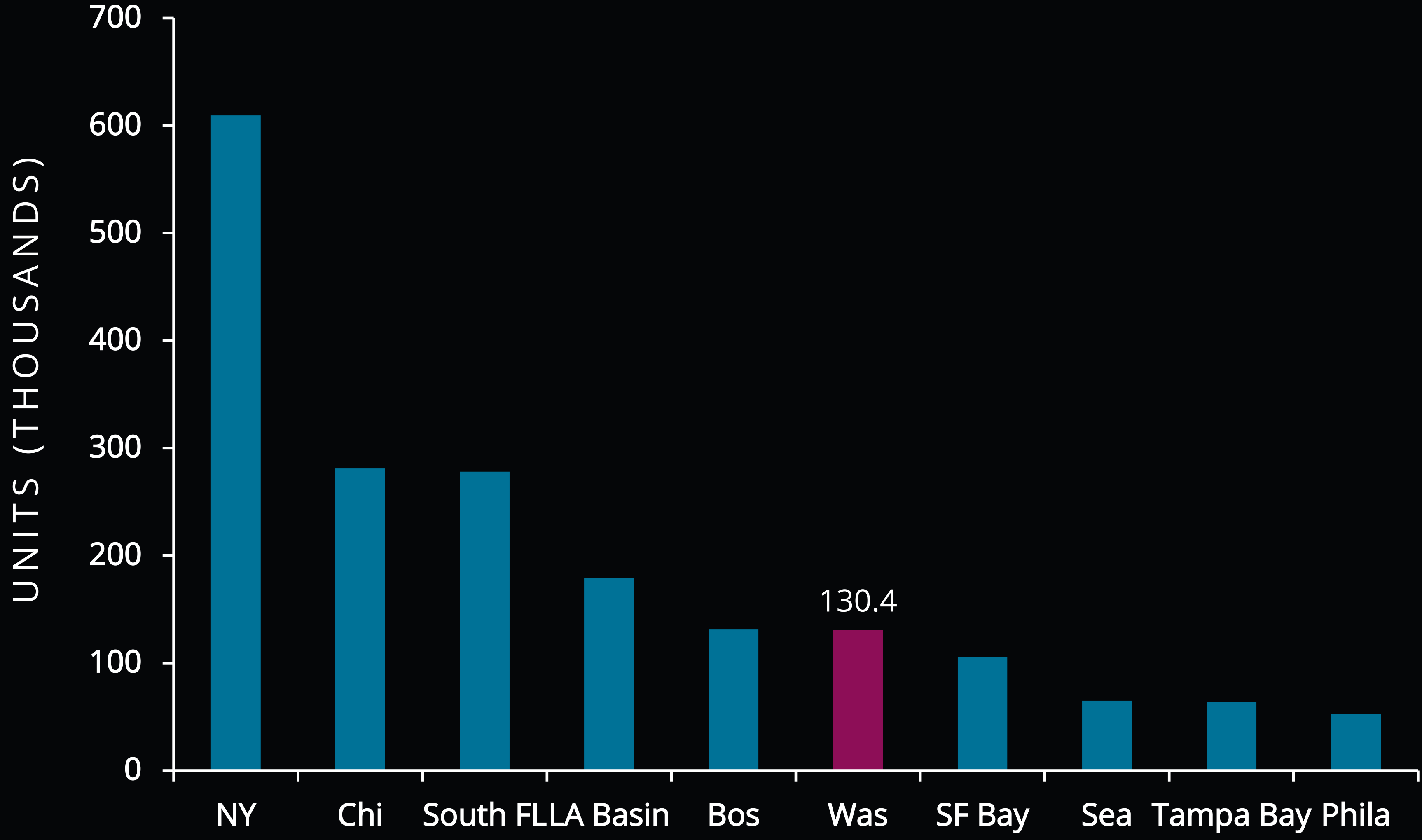


Source: Delta Associates Market Maker Survey; October 2021.

THE WASHINGTON METRO AREA CONDOMINIUM MARKET

LARGEST CONDOMINIUM MARKETS

Selected Metro Areas | 2019



Source: U.S. Census Bureau, Delta Associates; October 2021.

PRIMARY MORTGAGE INTEREST RATES

National Market Survey | 2011 – 2021*

25th Annual
DELTA ASSOCIATES'
MARKET OVERVIEW AND AWARDS FOR EXCELLENCE

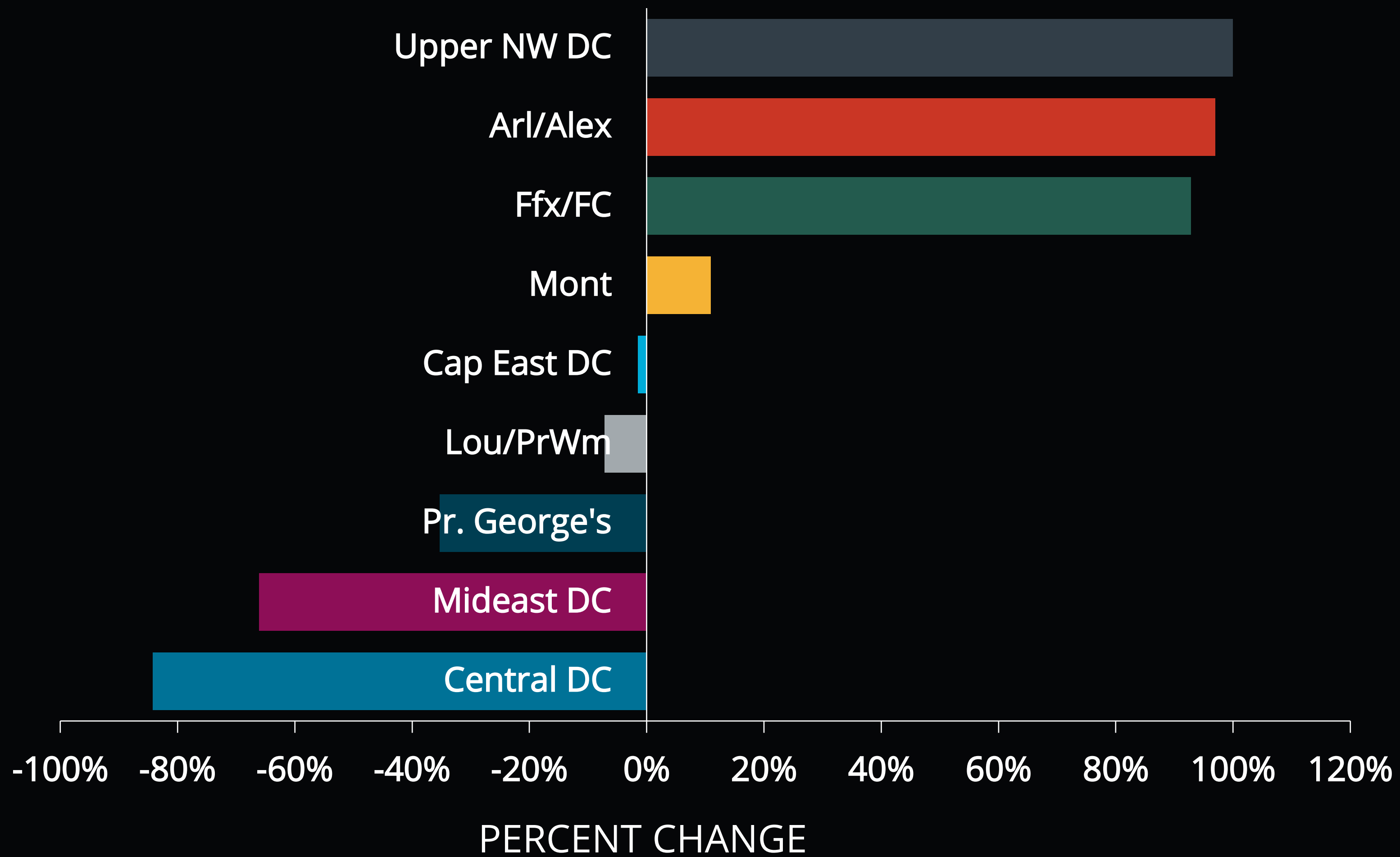
Source: Freddie Mac, Delta Associates; October 2021.

**As of September 2021.*

CONDOMINIUM SALES ACTIVITY

Washington Metro Area | 12 Mo. Ending Sept. 2021 Compared to Prior Year

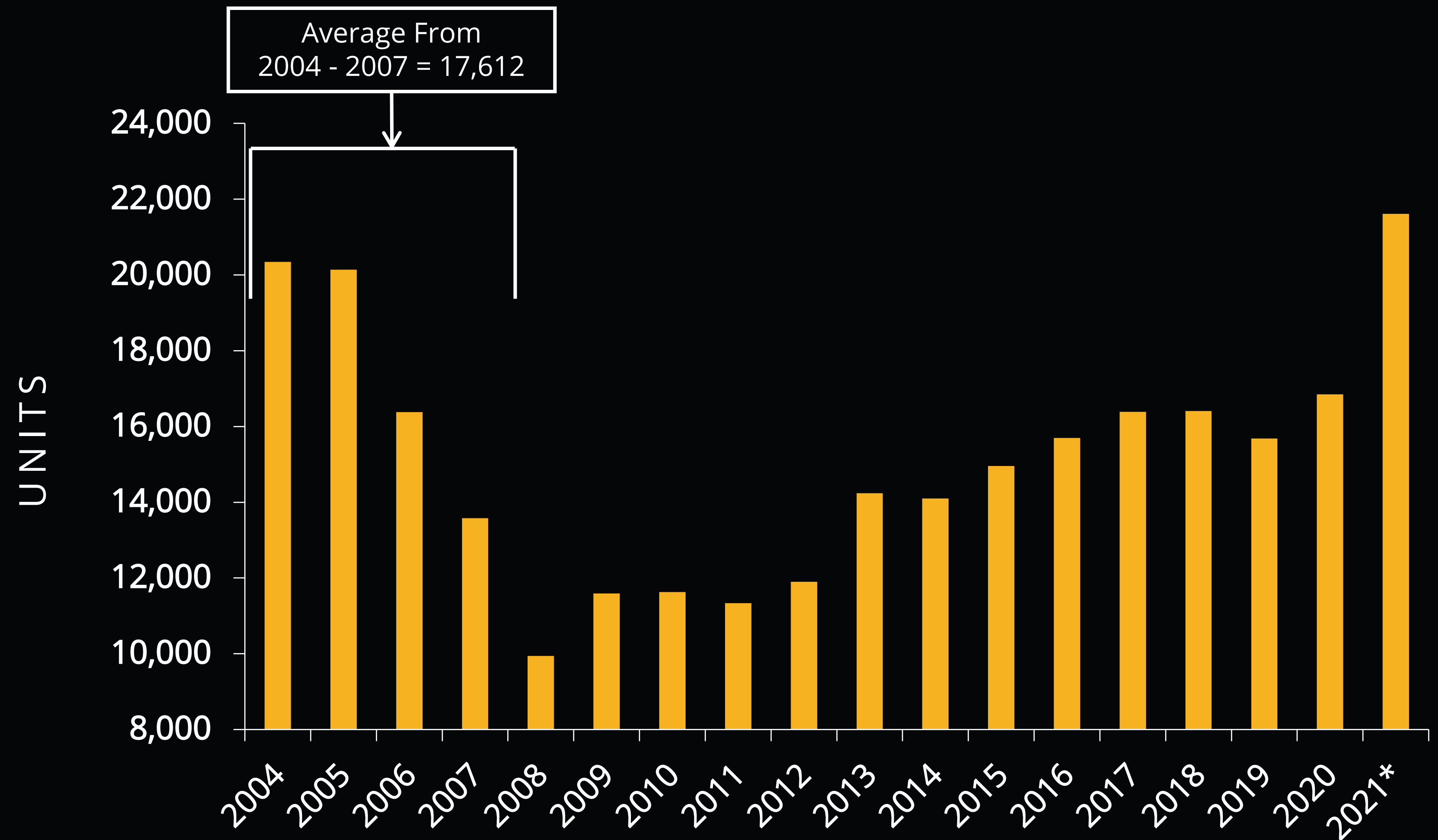
25th Annual DELTA ASSOCIATES' MARKET OVERVIEW AND AWARDS FOR EXCELLENCE



ANNUAL CONDOMINIUM RESALES

Washington Metro Area | 2004 - 2021

25th Annual DELTA ASSOCIATES' MARKET OVERVIEW AND AWARDS FOR EXCELLENCE

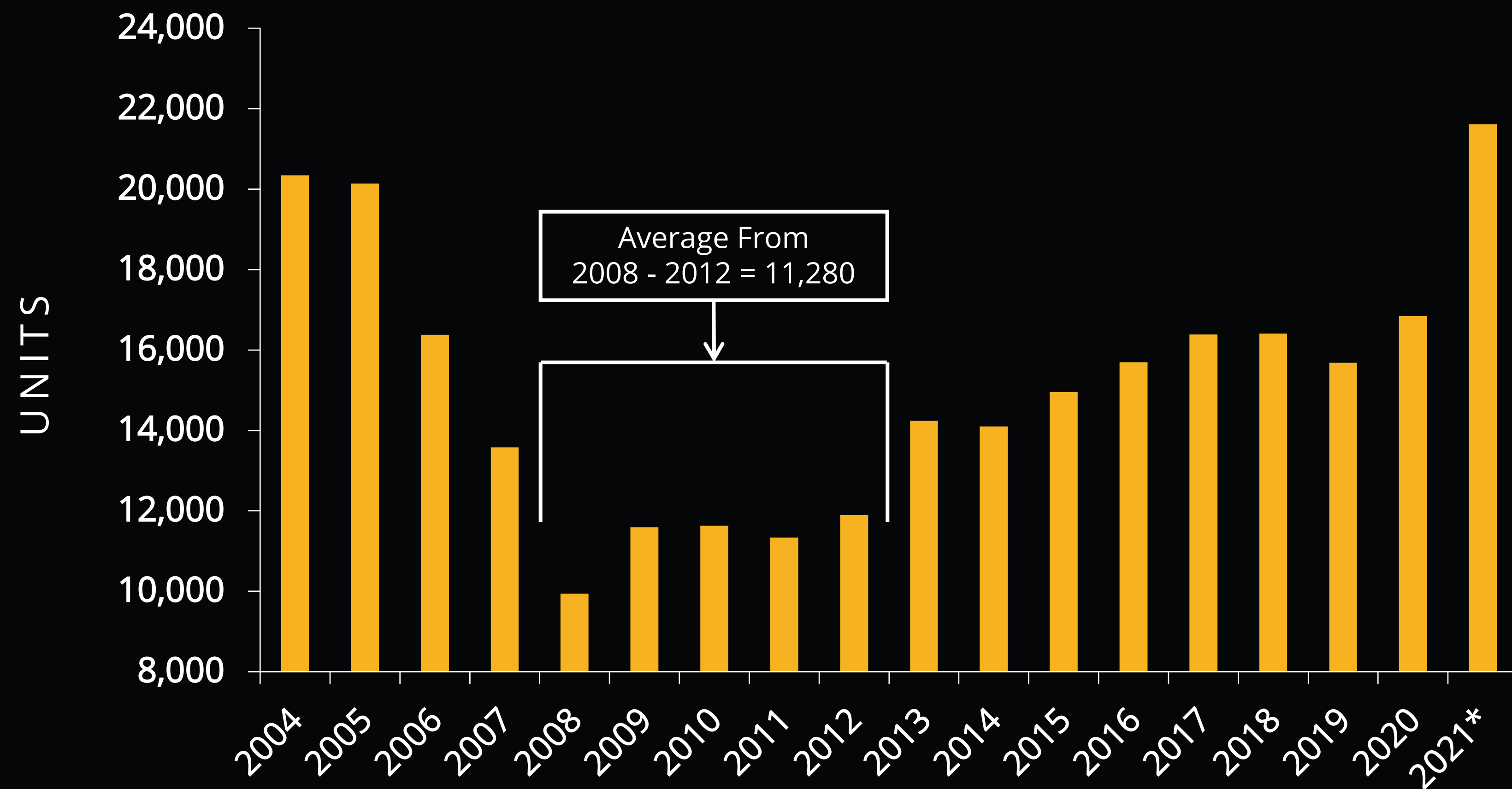


Source: MRIS, Delta Associates; October 2021.

**12 months ending August 2021.*

ANNUAL CONDOMINIUM RESALES

Washington Metro Area | 2004 - 2021

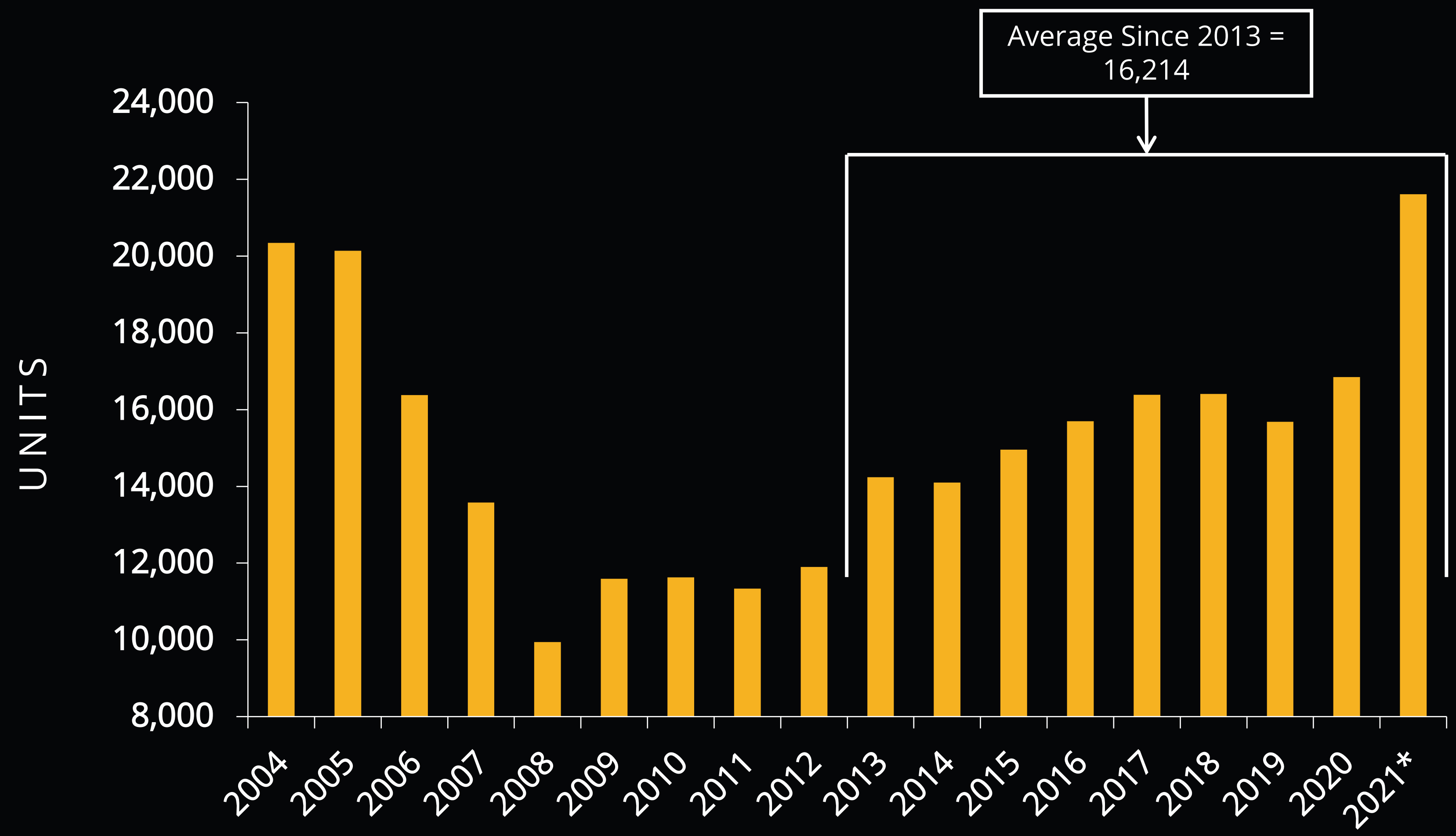


Source: MRIS, Delta Associates; October 2021.

*12 months ending August 2021.

ANNUAL CONDOMINIUM RESALES

Washington Metro Area | 2004 - 2021

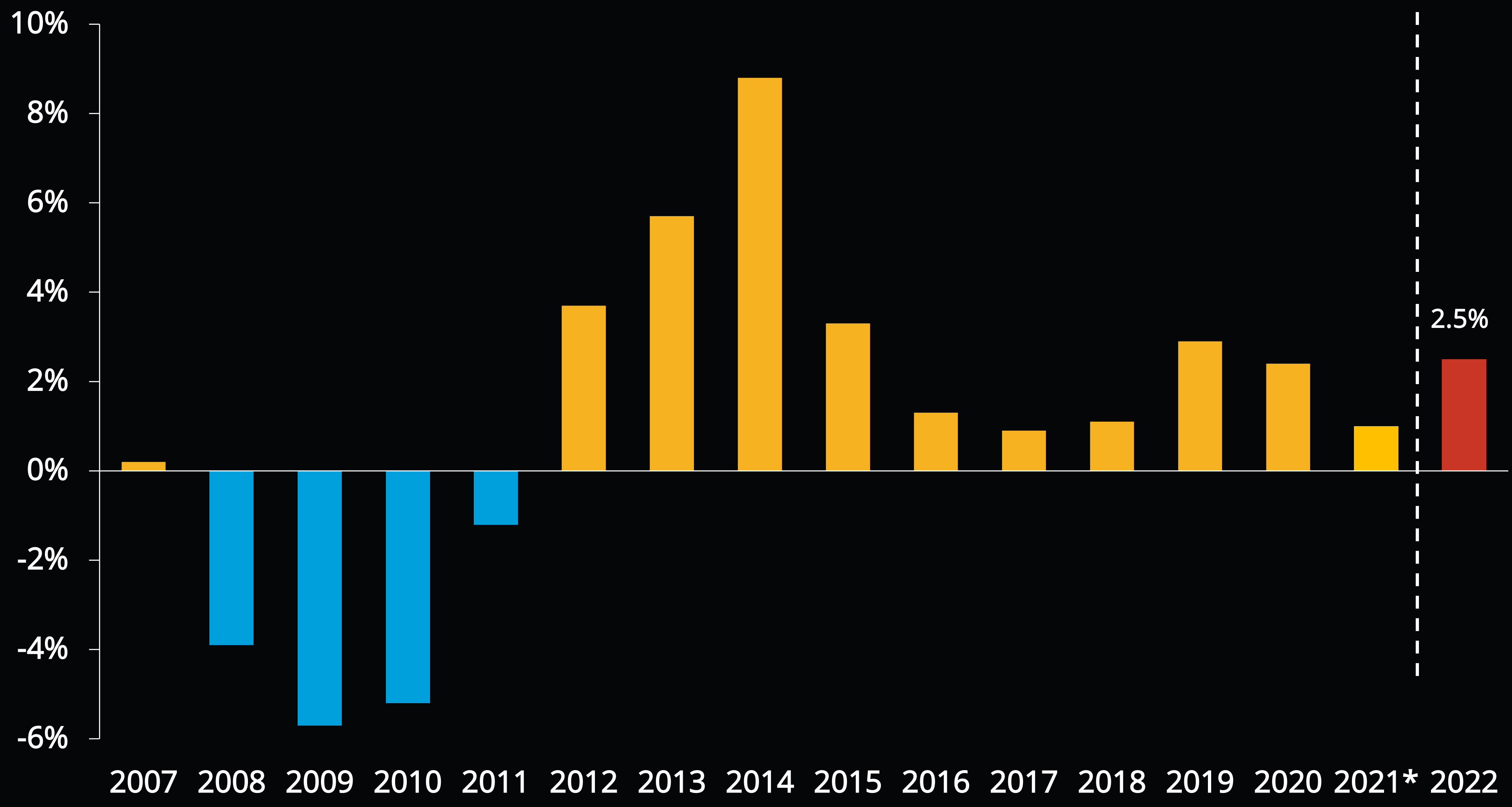


Source: MRIS, Delta Associates; October 2021.

*12 months ending August 2021.

EFFECTIVE NEW CONDOMINIUM SALES PRICE CHANGE
Washington Metro Area | 2007 - 2022

25th Annual DELTA ASSOCIATES' MARKET OVERVIEW AND AWARDS FOR EXCELLENCE

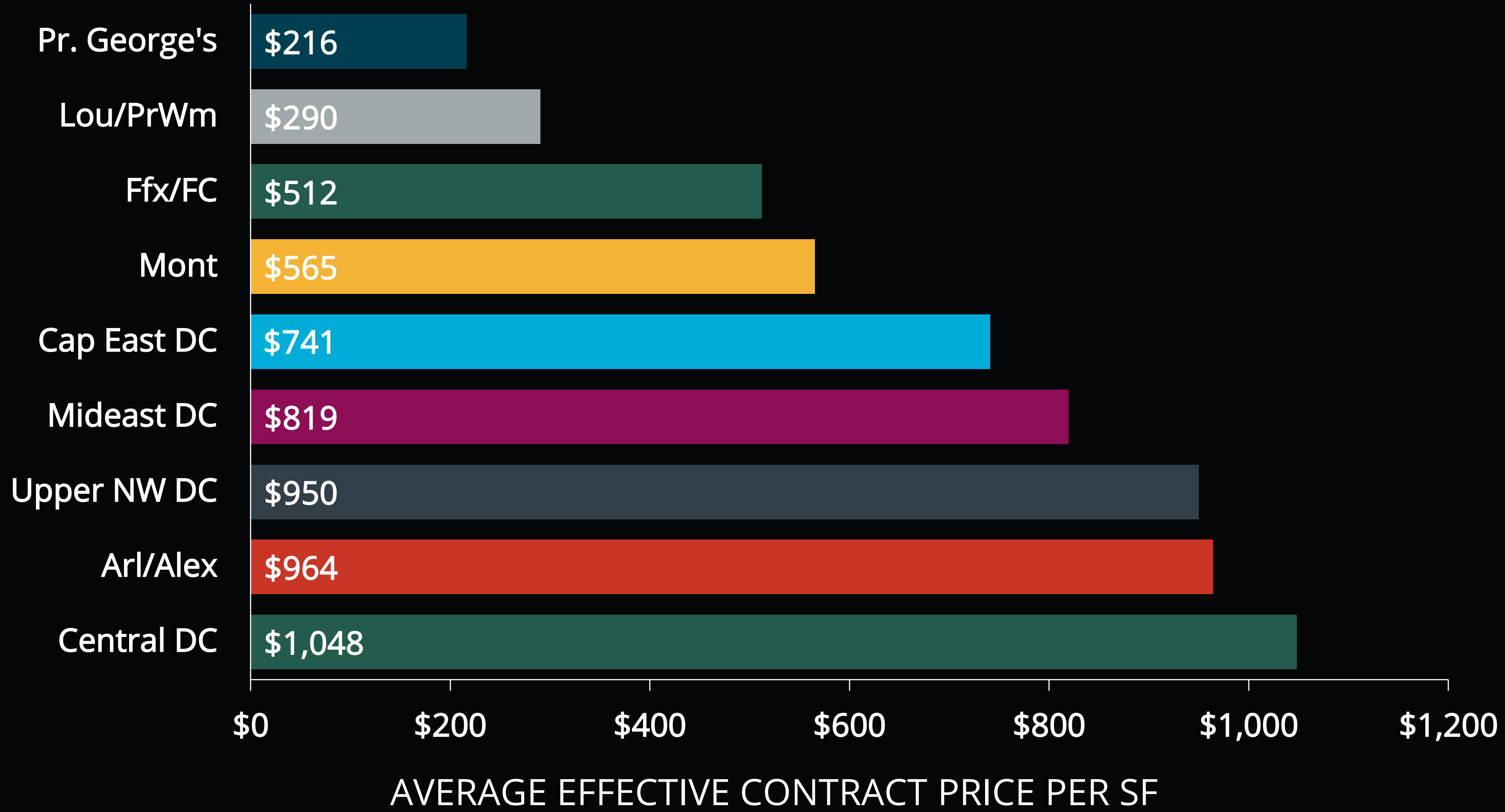


Source: Delta Associates; October 2021.

**12 months ending September 2021*

NEW CONDOMINIUM PRICES

Washington Metro Area | Third Quarter 2021

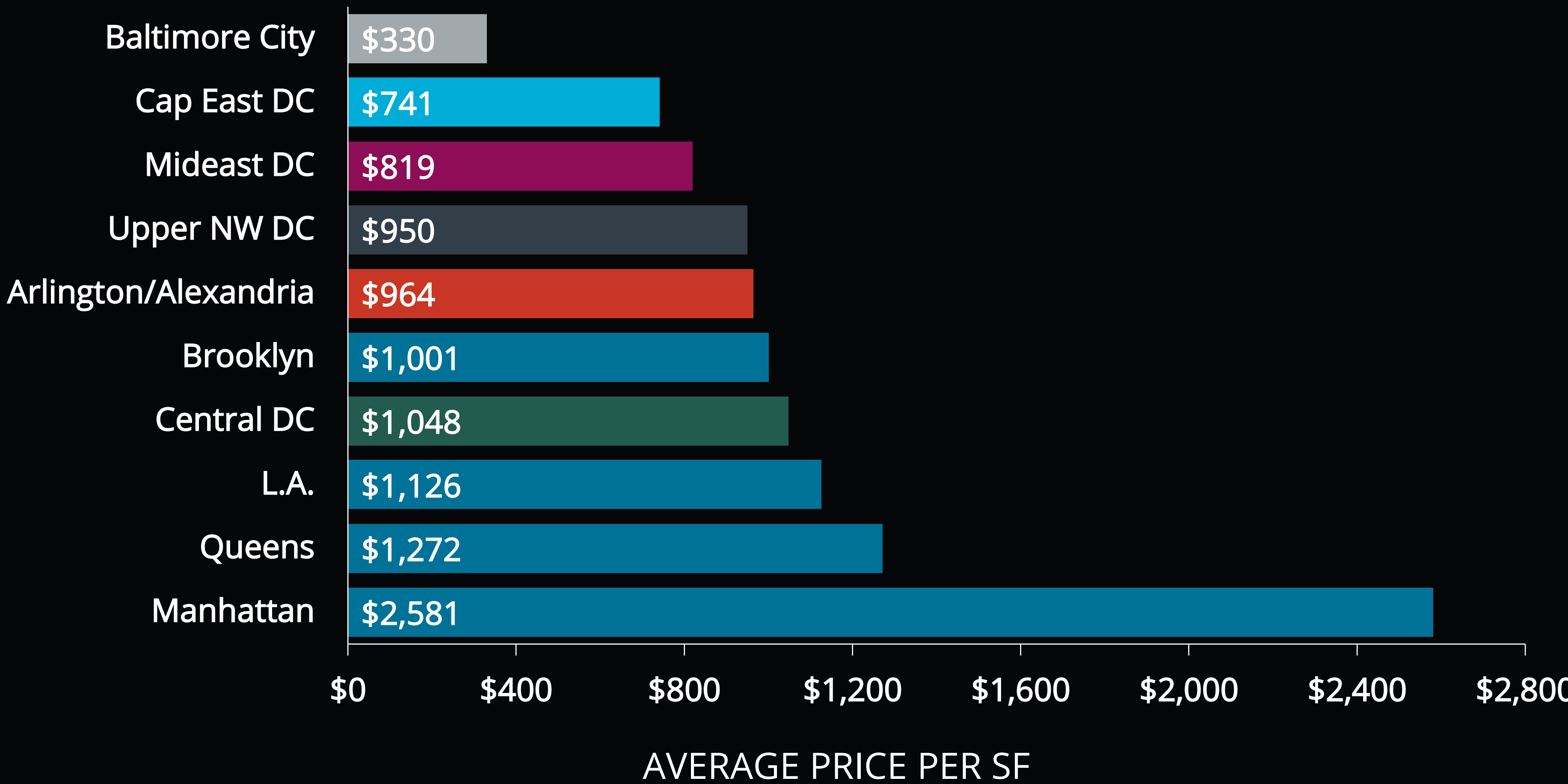


Source: Delta Associates; October 2021.

NEW CONDOMINIUM PRICES

Selected Cities in the U.S. | Third Quarter 2021*

25th Annual DELTA ASSOCIATES' MARKET OVERVIEW AND AWARDS FOR EXCELLENCE

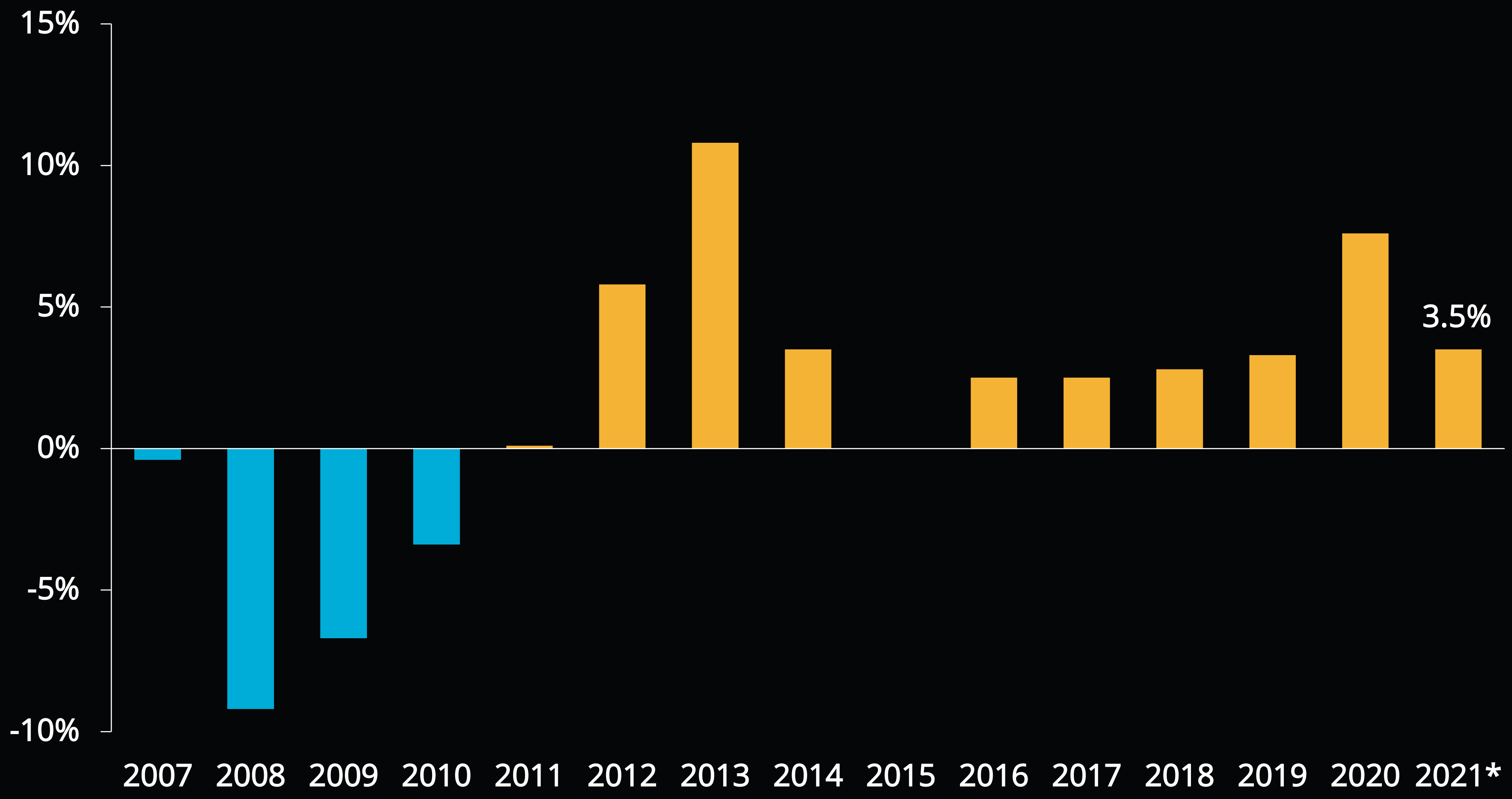


Source: Miller Samuel, Delta Associates; October 2021.

**Condo prices in Manhattan, Brooklyn, Queens, and Los Angeles are as of Q2 2021.*

RESALE CONDOMINIUM SALES PRICE CHANGE

Washington Metro Area | 2007 - 2021

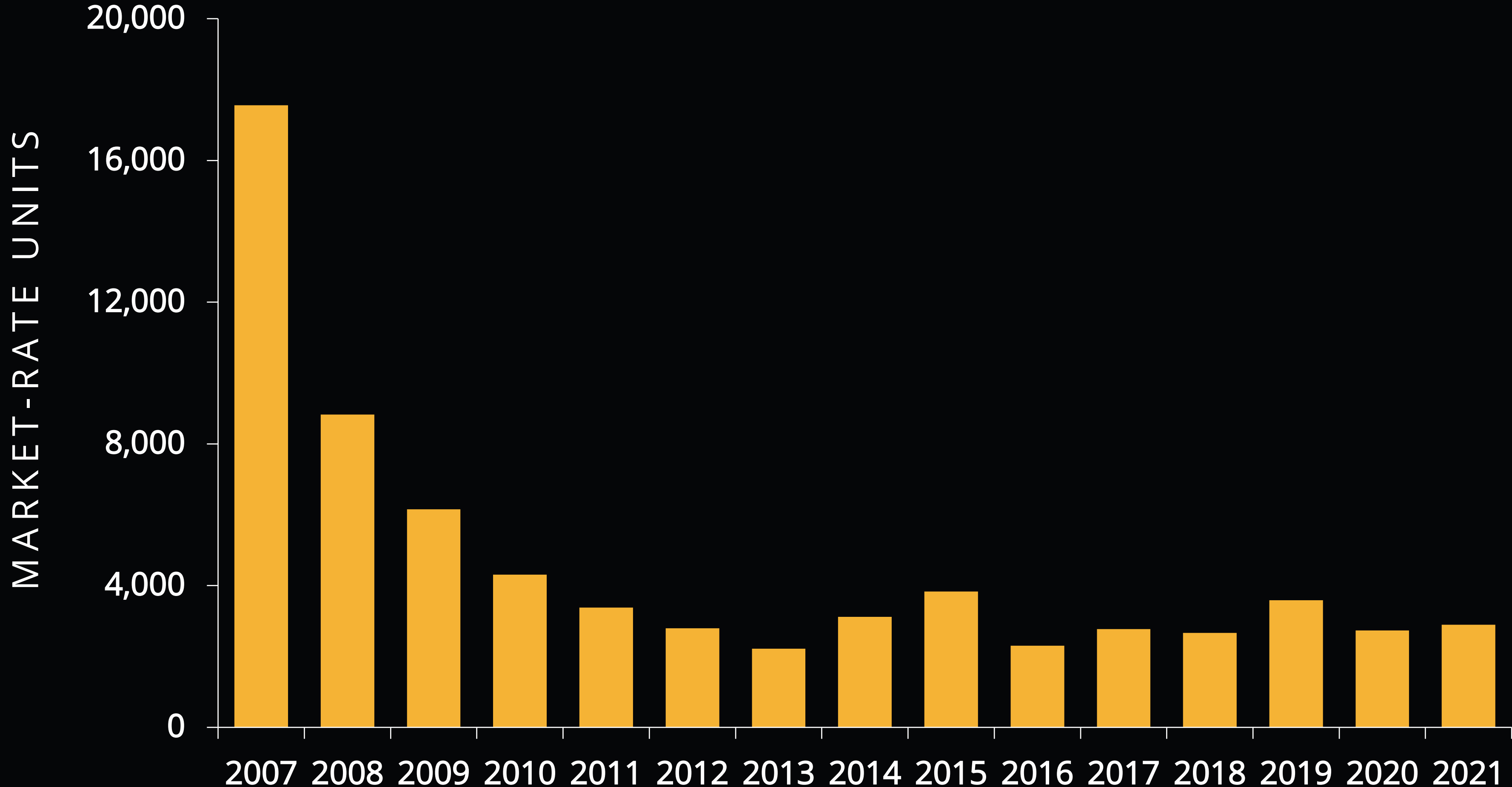


Source: MRIS, Delta Associates; October 2021.

* 12 months ending August 2021.

UNSOLD CONDO UNITS ACTIVELY MARKETING

Washington Metro Area | 2007 - 2021

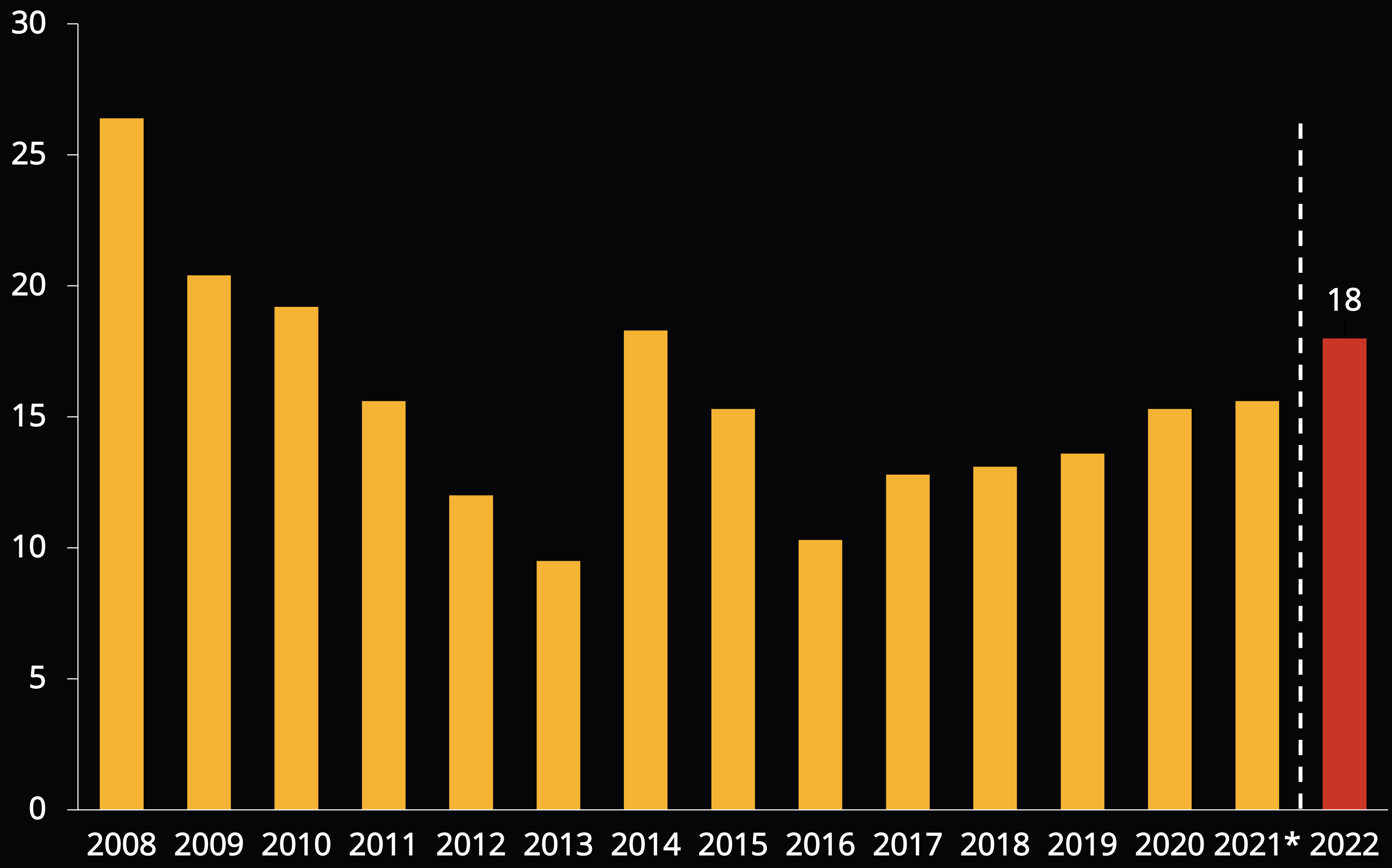


Source: Delta Associates; October 2021.

Note: Number of units are for September of each year.

MONTHS OF NEW CONDOMINIUM SUPPLY

Washington Metro Area | 2008 - 2022

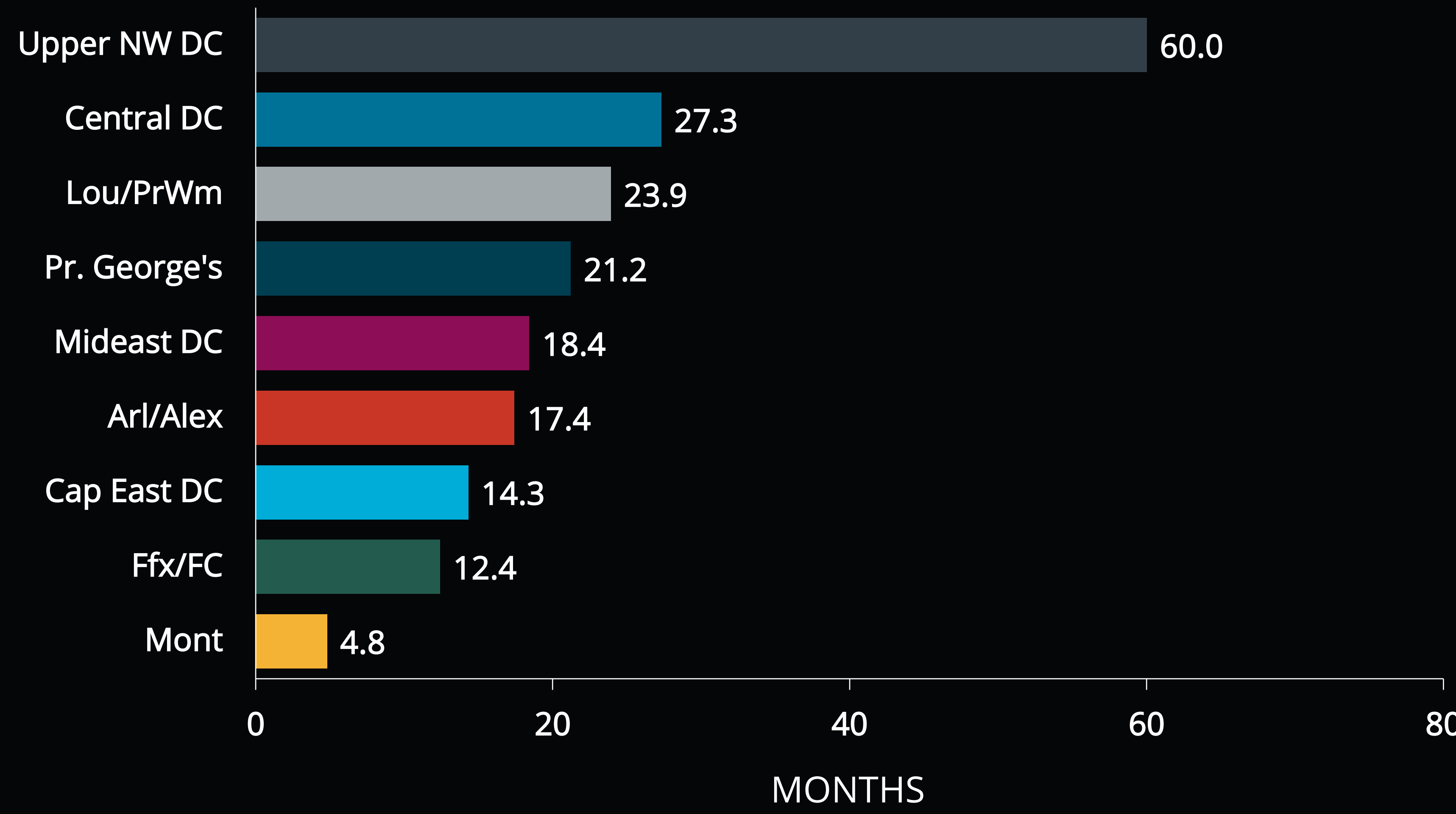


Source: Delta Associates; October 2021.

**as of Third Quarter 2021.*

MONTHS OF NEW CONDOMINIUM SUPPLY

Washington Metro Area Submarkets | Third Quarter 2021

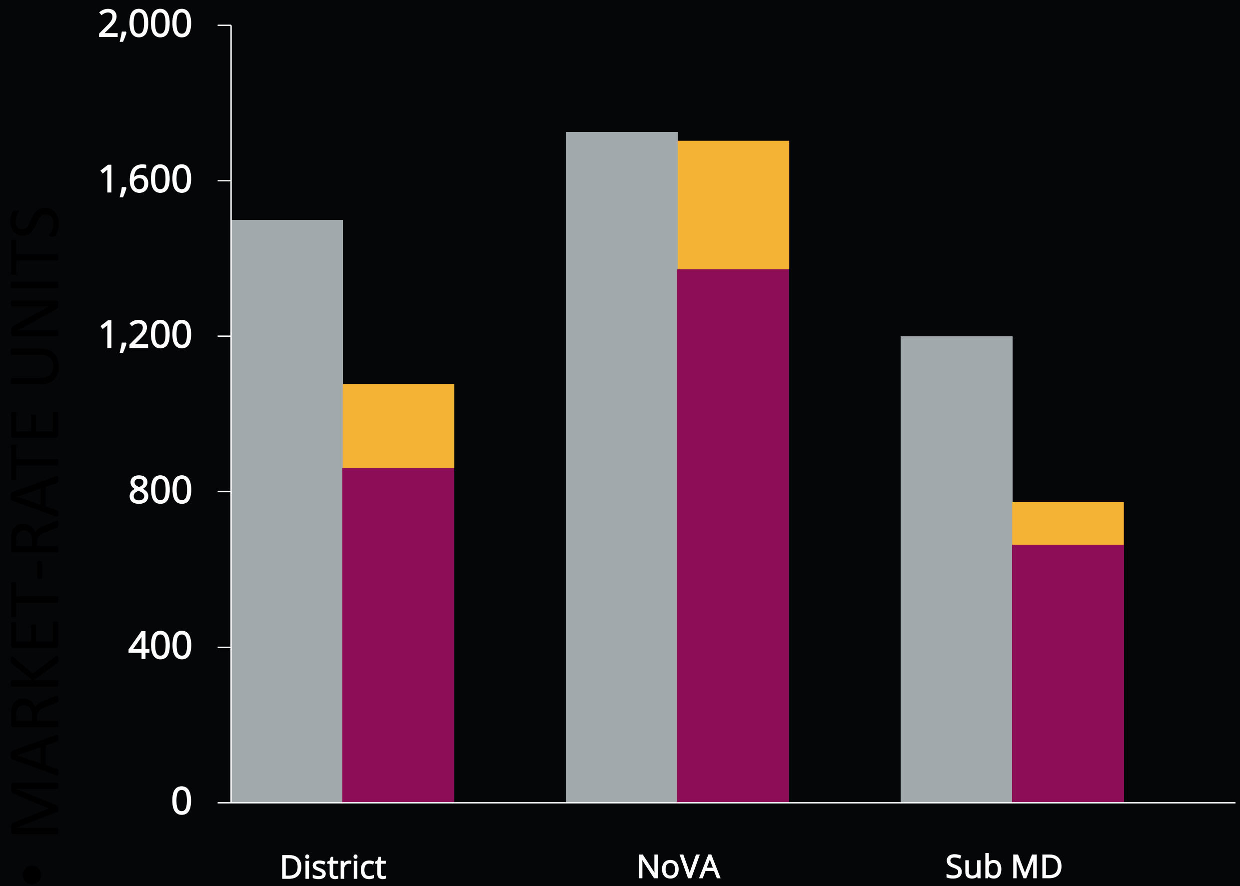


Source: Delta Associates; October 2021.

DEMAND AND SUPPLY PROJECTIONS

Washington Metro Area Condominiums | 36 Months Ending September 2024

25th Annual DELTA ASSOCIATES' MARKET OVERVIEW AND AWARDS FOR EXCELLENCE



DEMAND

Net Sales:
1,475Year = 4,425 units

SUPPLY [1]

Planned and May Begin Marketing by 9/24: 657 units

Under Construction and/or Marketing: 2,897 units [2]

Total = 3,554 units

[1] Probable supply after projected attrition.
[2] Includes unsold units at projects selling.

Source: Delta Associates; October 2021.

25th Annual

DELTA ASSOCIATES'

MARKET OVERVIEW AND AWARDS FOR EXCELLENCE

PRESENTED BY

WILLIAM RICH, CRE
President
Delta Associates

OTIS EMSLIE
Associate & Multifamily Awards Coordinator
Delta Associates

DELTA ASSOCIATES

TRANSWESTERN

AltusGroup