



**DELTA**  
ASSOCIATES

**27<sup>TH</sup>**  
**ANNUAL**

**MARKET  
OVERVIEW +  
AWARDS FOR  
EXCELLENCE**



# The National Economy

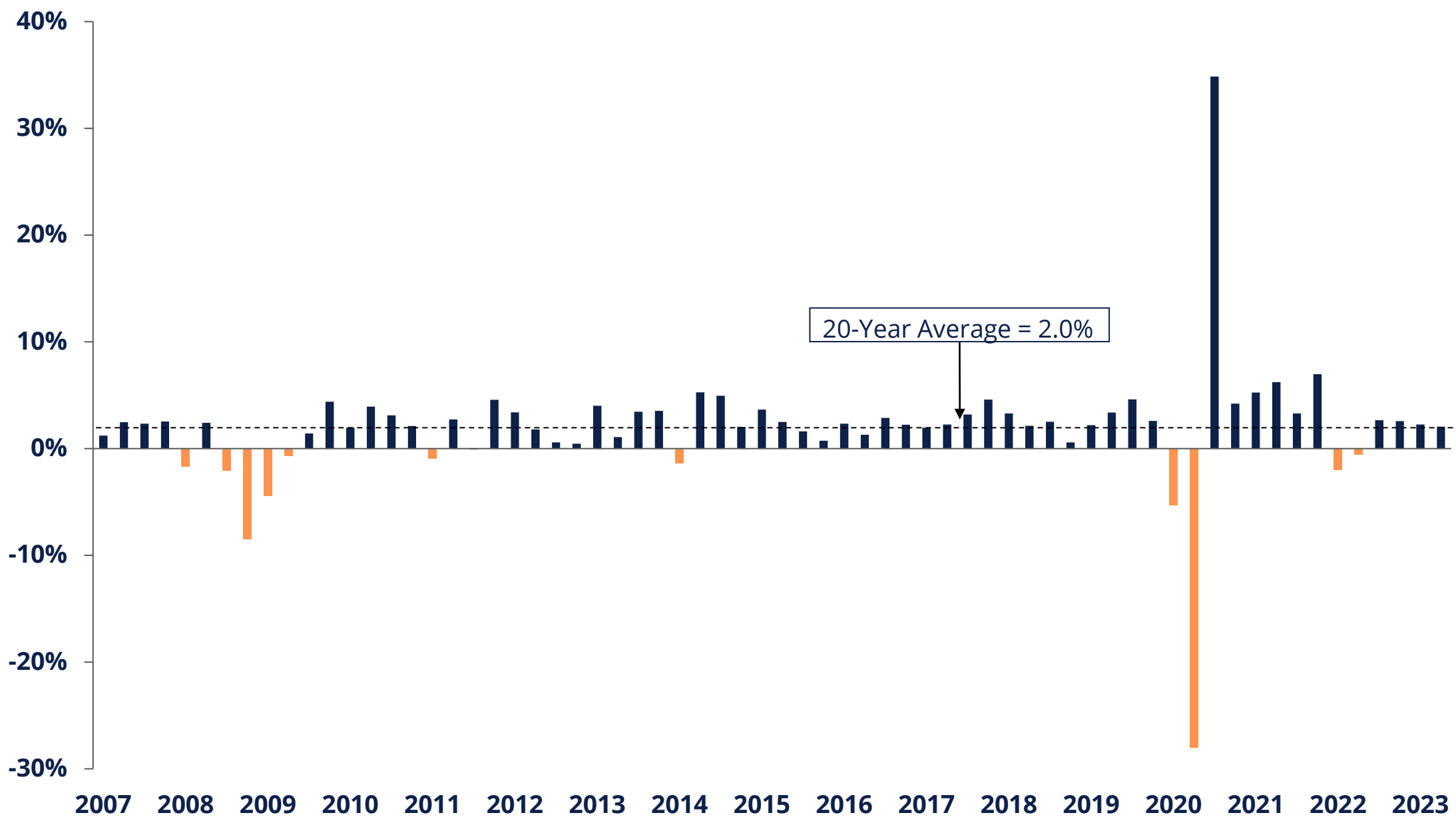
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# QUARTERLY GDP PERCENT CHANGE

United States

ANNUAL GDP CHANGE IN  
2009 CONSTANT DOLLARS



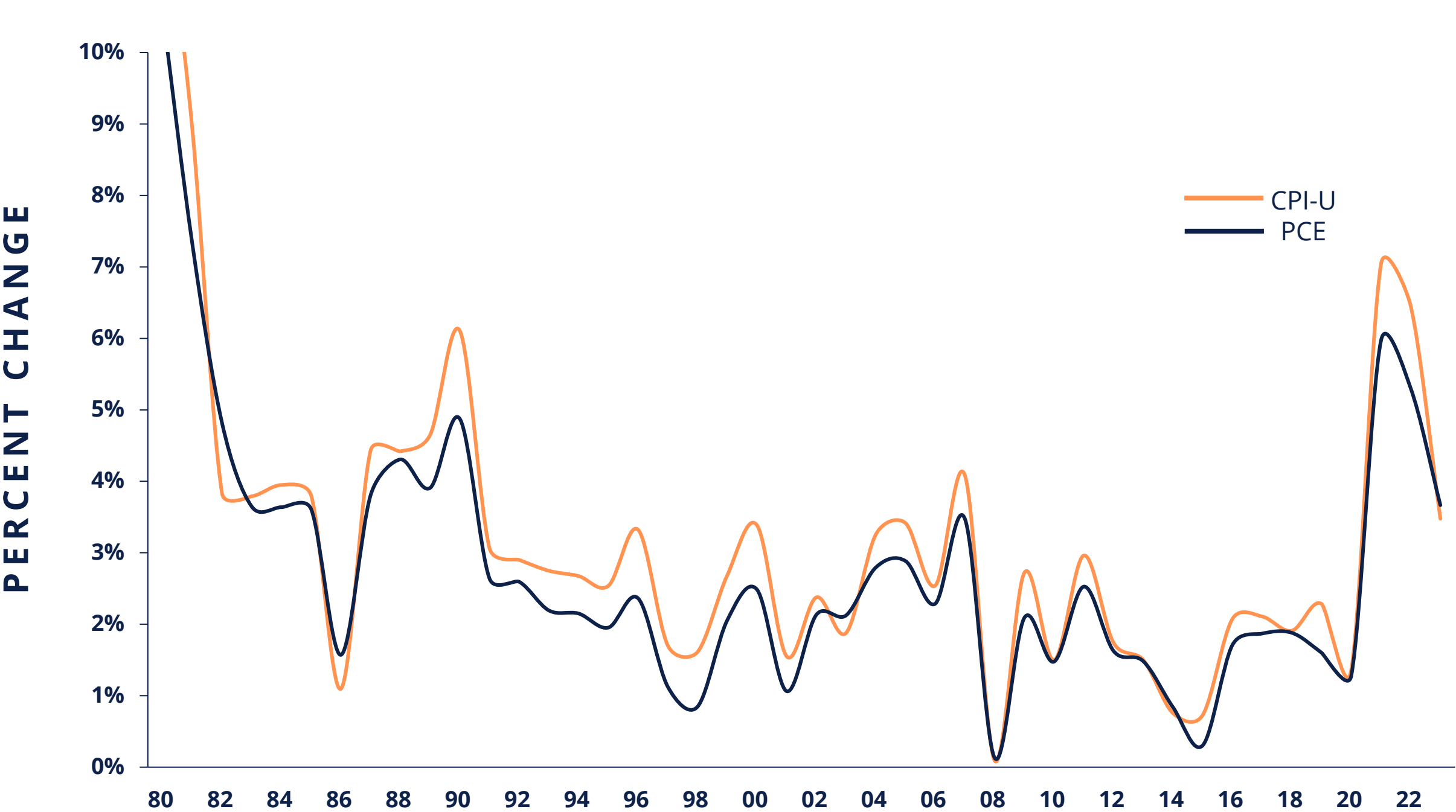
**DELTA**  
ASSOCIATES

**27<sup>TH</sup>** **MARKET OVERVIEW + AWARDS FOR ANNUAL EXCELLENCE**

*Note: Seasonally adjusted at annual rates.  
Source: Bureau of Economic Analysis, Delta Associates; October 2023.*

# INFLATION AND PERSONAL CONSUMPTION EXPENDITURE INDEX

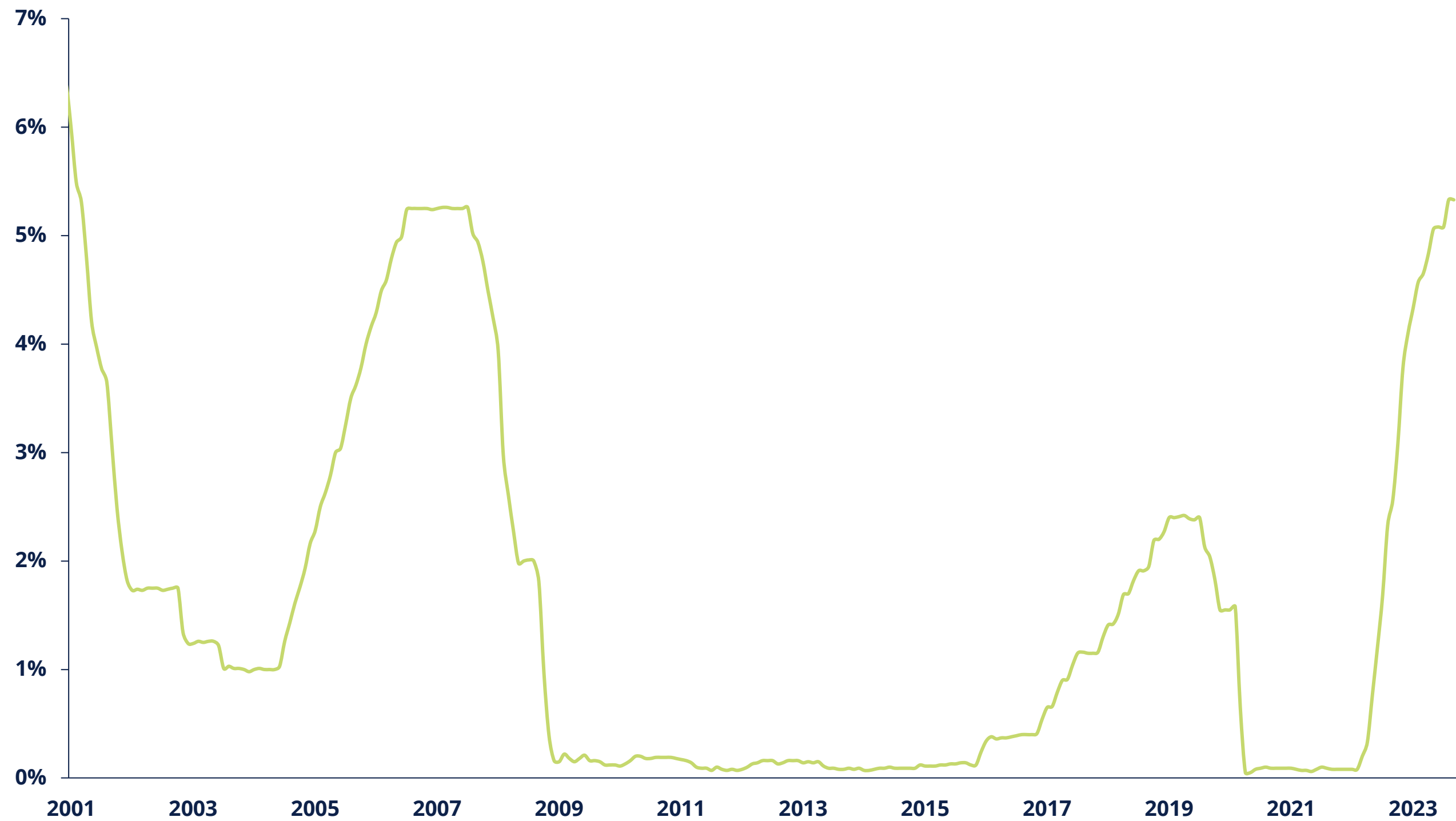
United States | 1981 - 2023



Note: \*CPI-U and PCE through August 2023. Data reflects 12-month percent change.  
Source: Federal Reserve Economic Database (FRED), Delta Associates; October 2023.

# EFFECTIVE FEDERAL FUNDS RATE

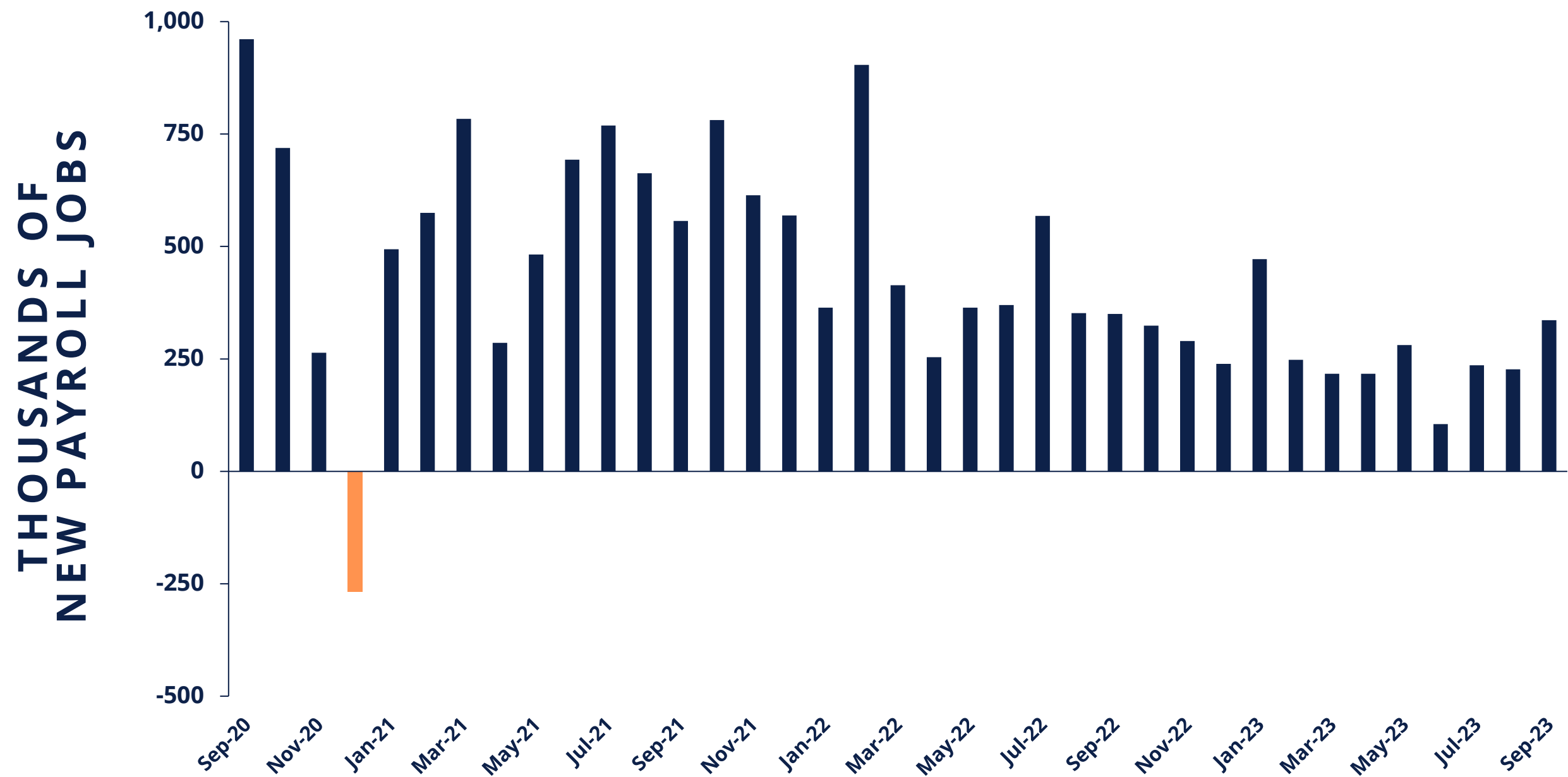
United States | 2001 - 2023



Data are non seasonally adjusted monthly averages.  
Source: Federal Reserve Economic Data (FRED), Delta Associates; October 2023.

# PAYROLL JOB GROWTH

United States | Monthly



*Note: Data is seasonally adjusted.  
Source: Bureau of Labor Statistics, Delta Associates; October 2023.*

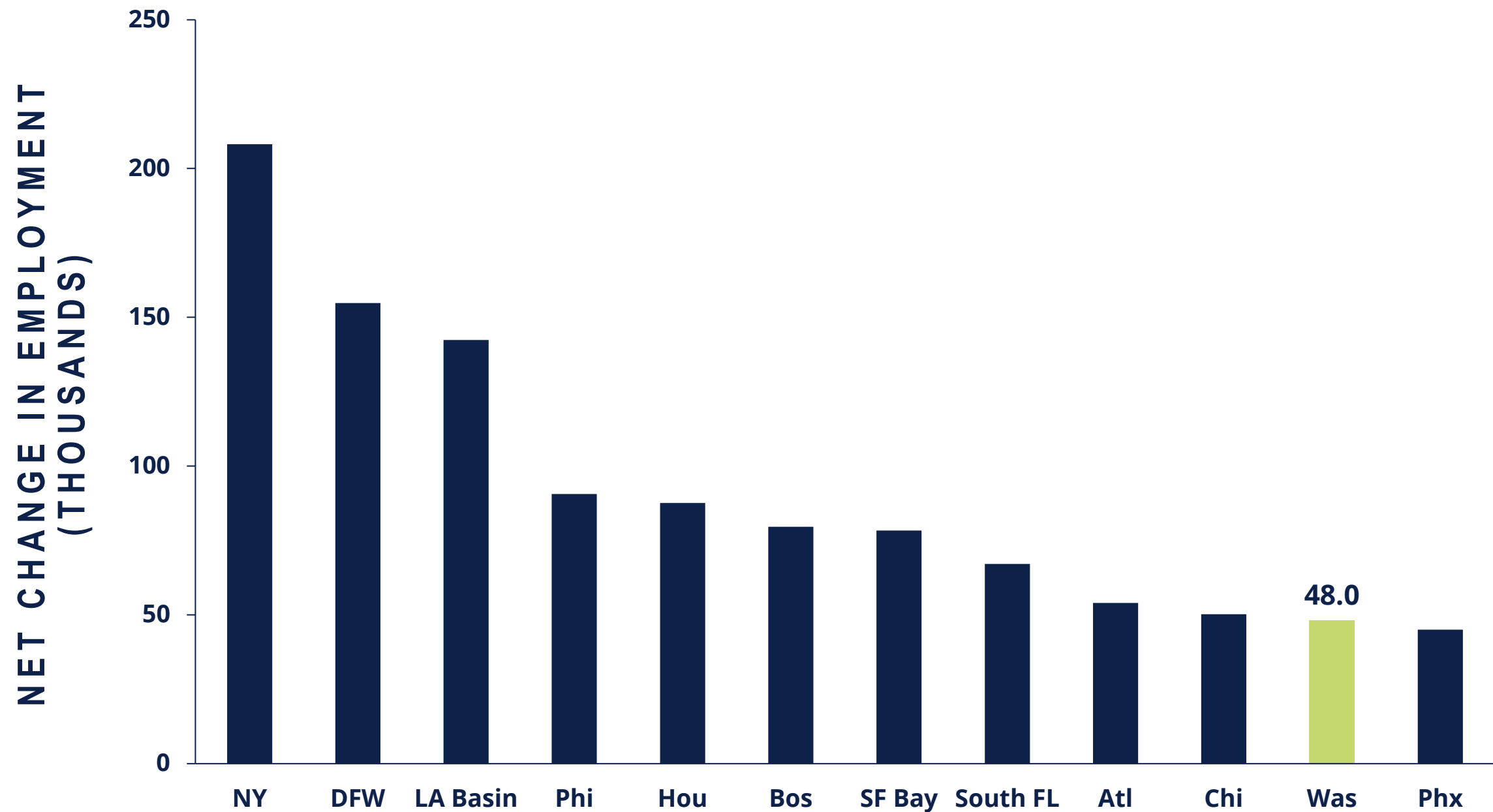
# The Washington Economy

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# PAYROLL JOB GROWTH

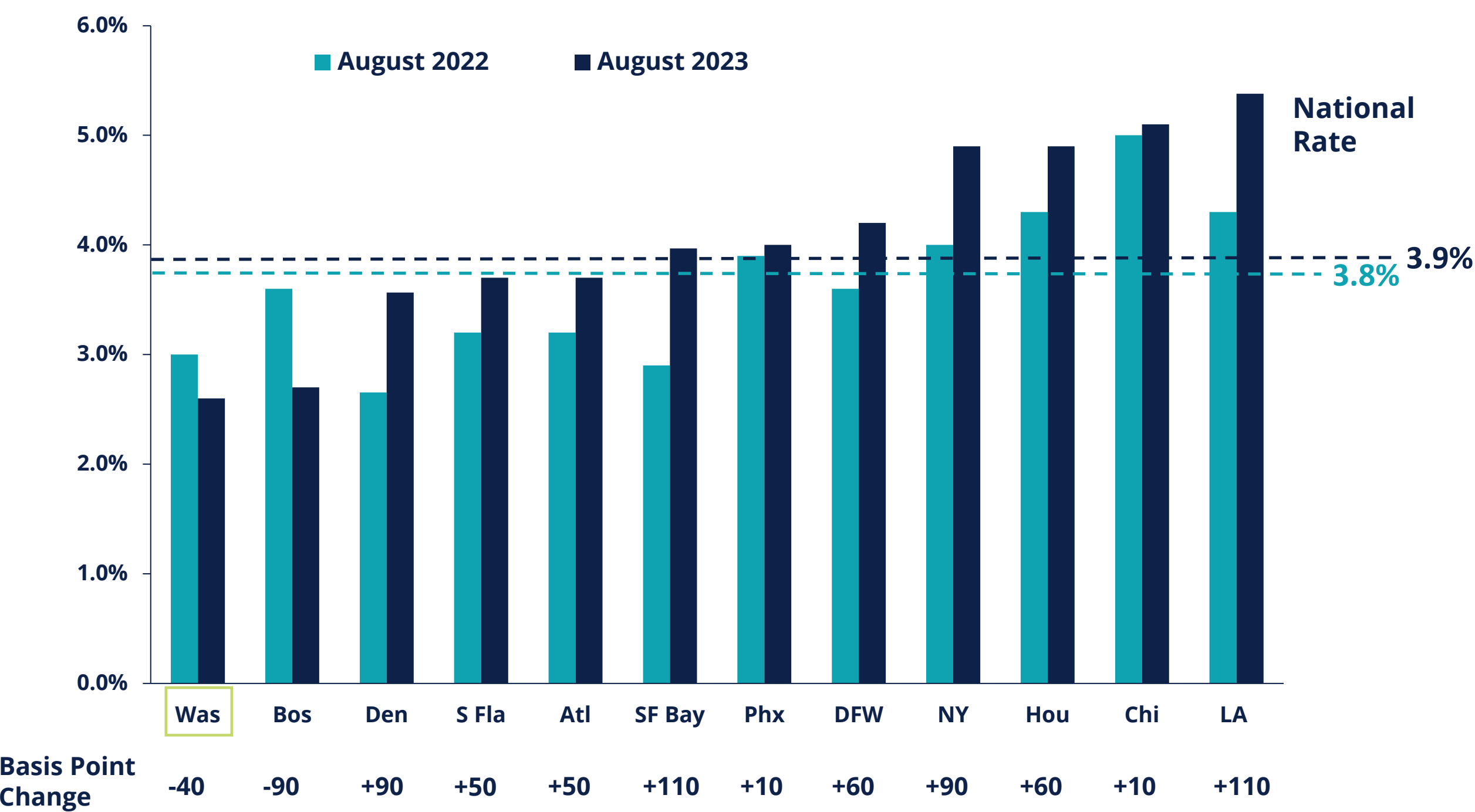
Selected Large Metro Areas | 12 Months Ending August 2023



Source: Bureau of Labor Statistics, Delta Associates; October 2023.

# UNEMPLOYMENT RATE

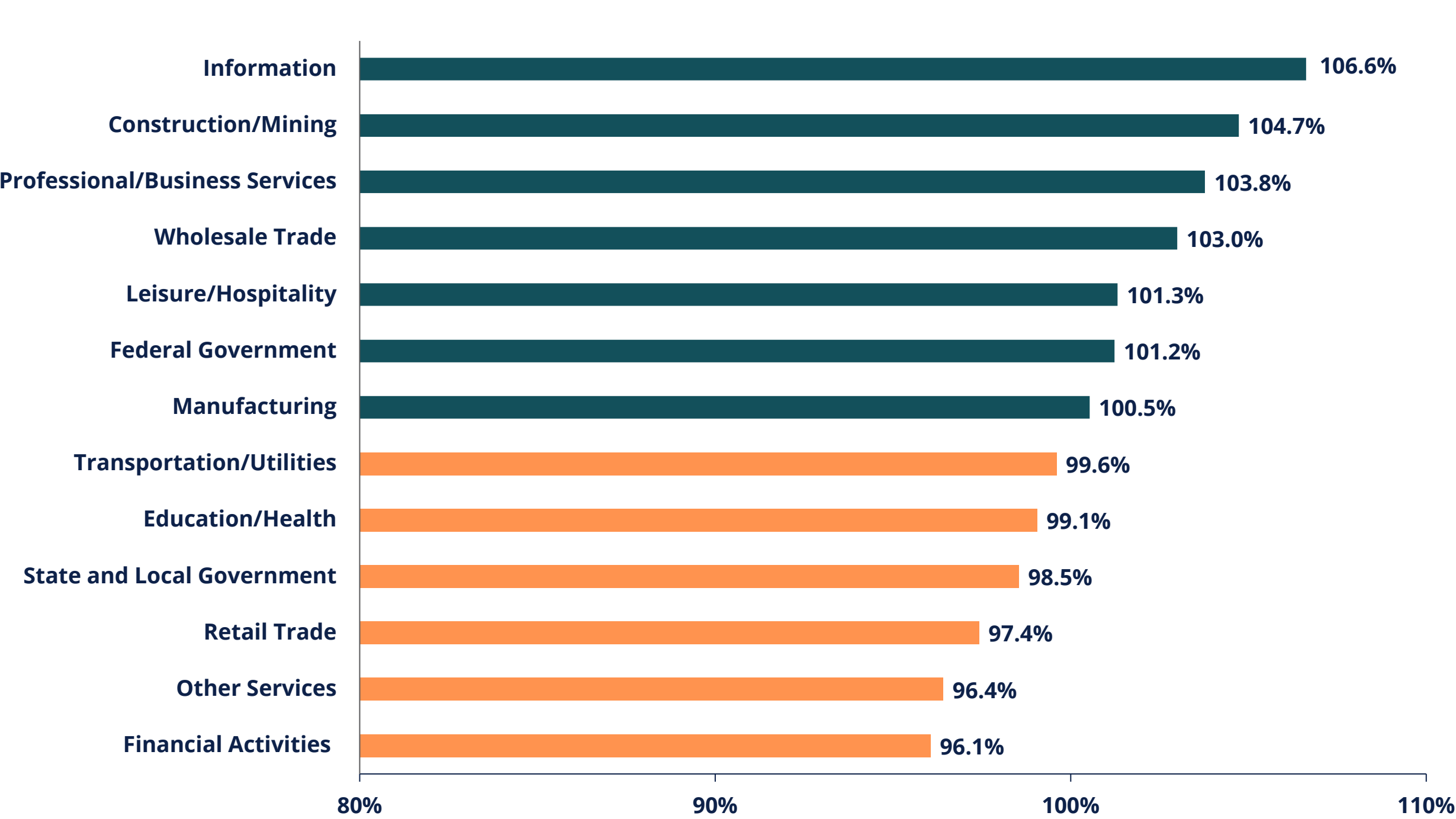
Large Metro Areas | August 2022 vs. August 2023



Source: Bureau of Labor Statistics, Delta Associates; October 2023.

# JOB RECOVERY BY SECTOR

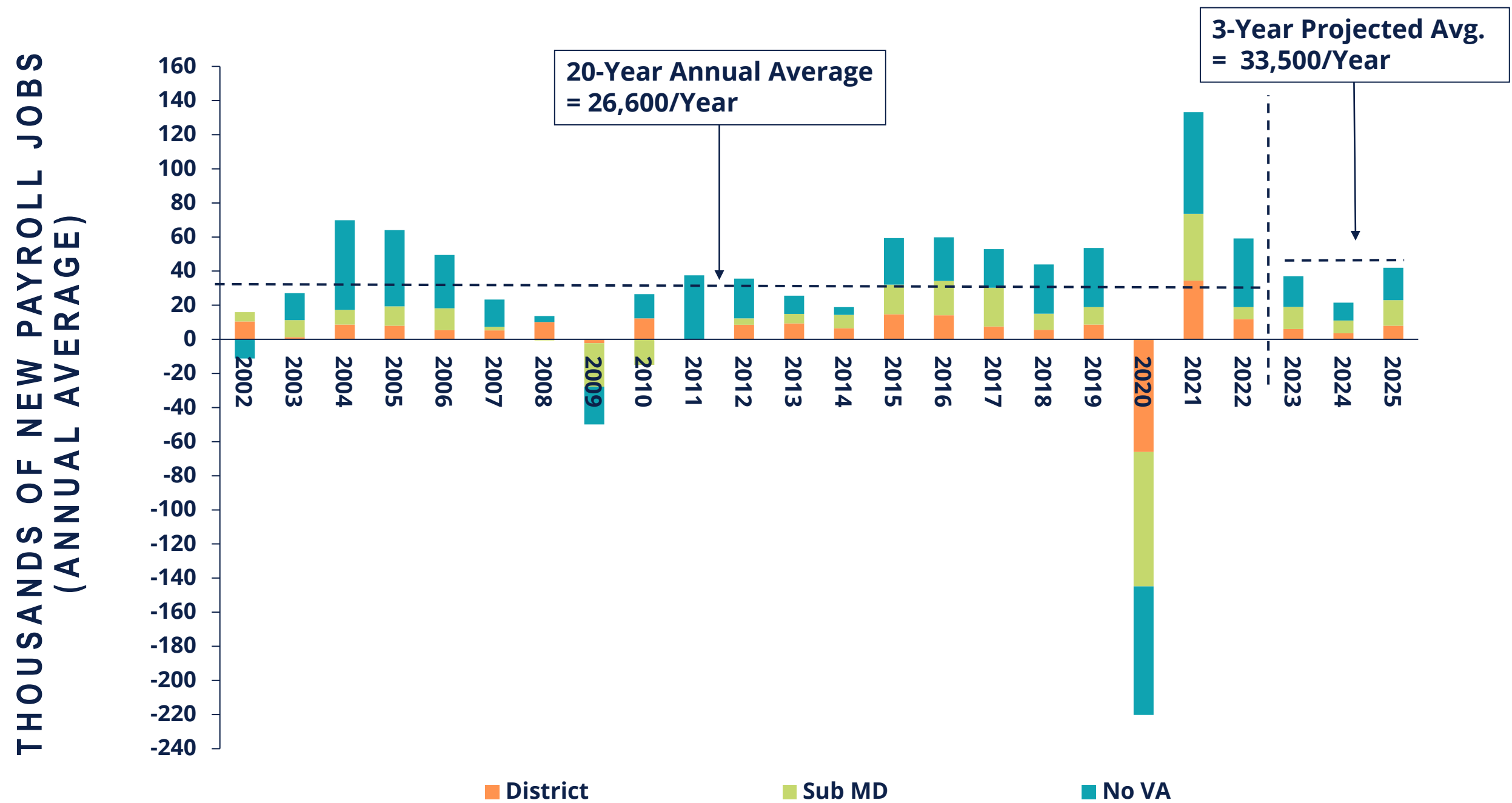
Washington Metro Area | August 2023 Employment as a Percentage of February 2020 Employment



Source: Bureau of Labor Statistics, Delta Associates; October 2023.

# PAYROLL JOB GROWTH

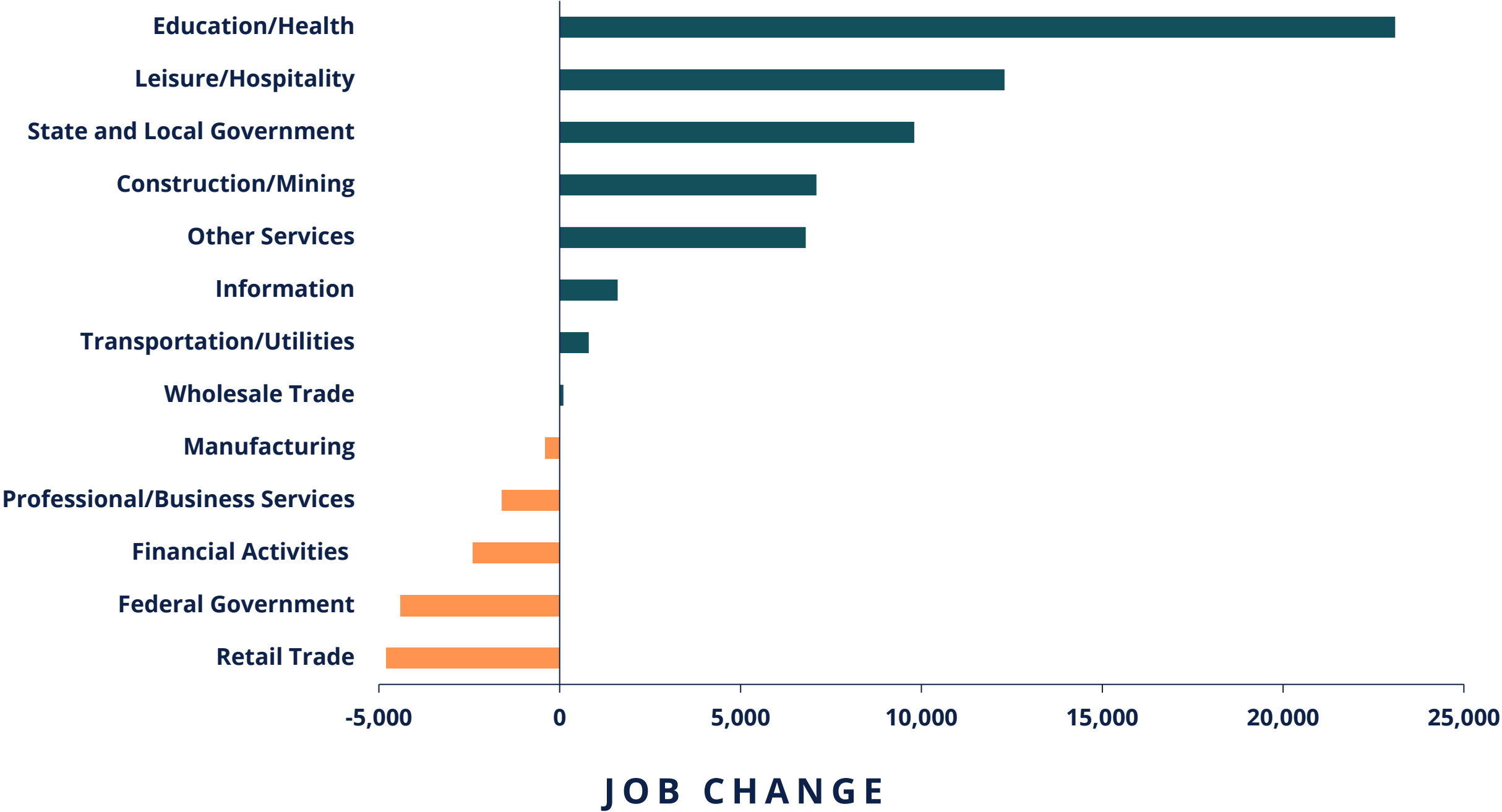
Washington Metro Area



Source: Bureau of Labor Statistics, Delta Associates; October 2023.

# PAYROLL JOB GROWTH

Washington Metro Area | 12 Months Ending August 2023



Source: Bureau of Labor Statistics, Delta Associates; October 2023.

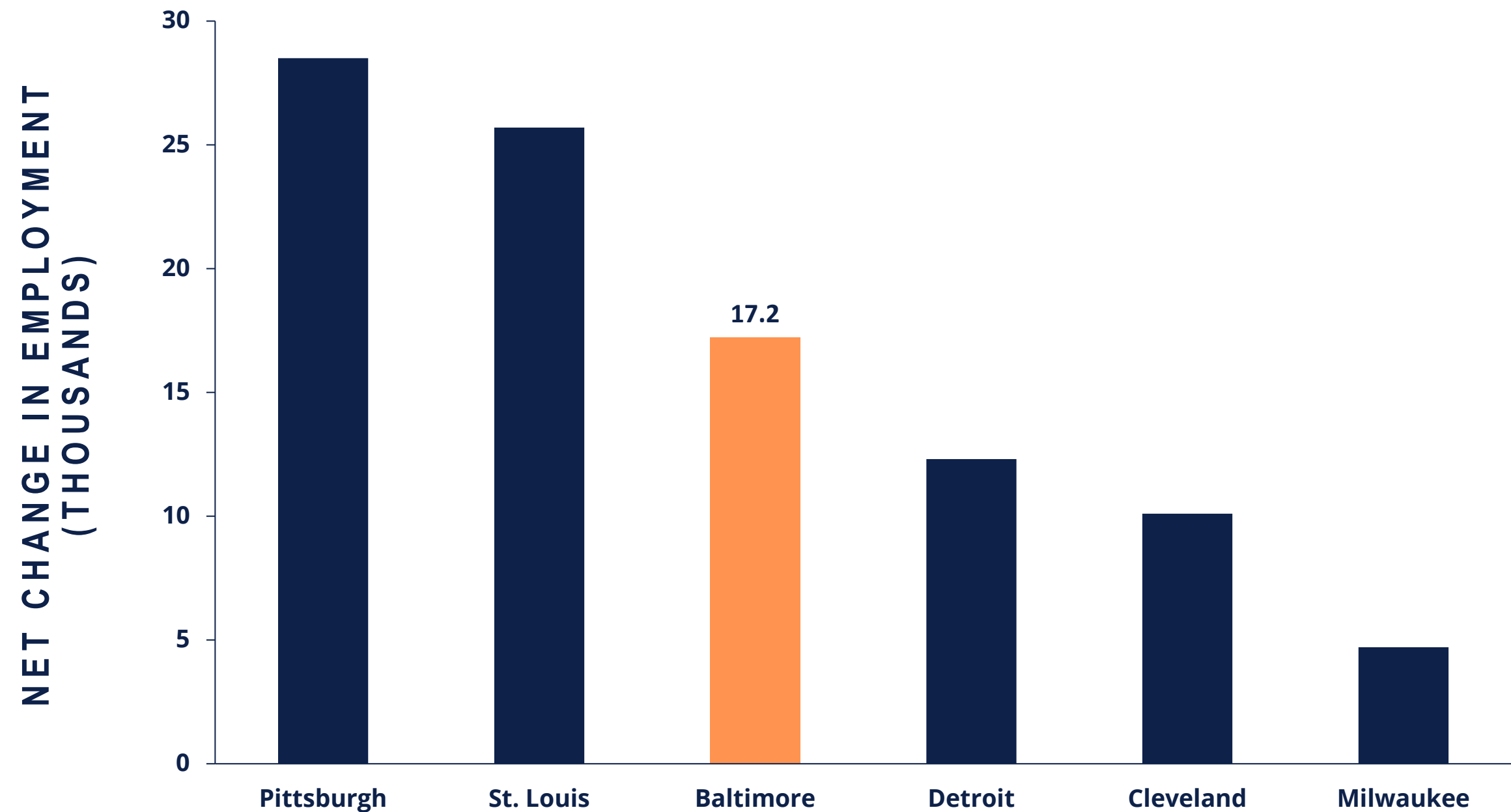
# The Baltimore Economy

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# PAYROLL JOB GROWTH

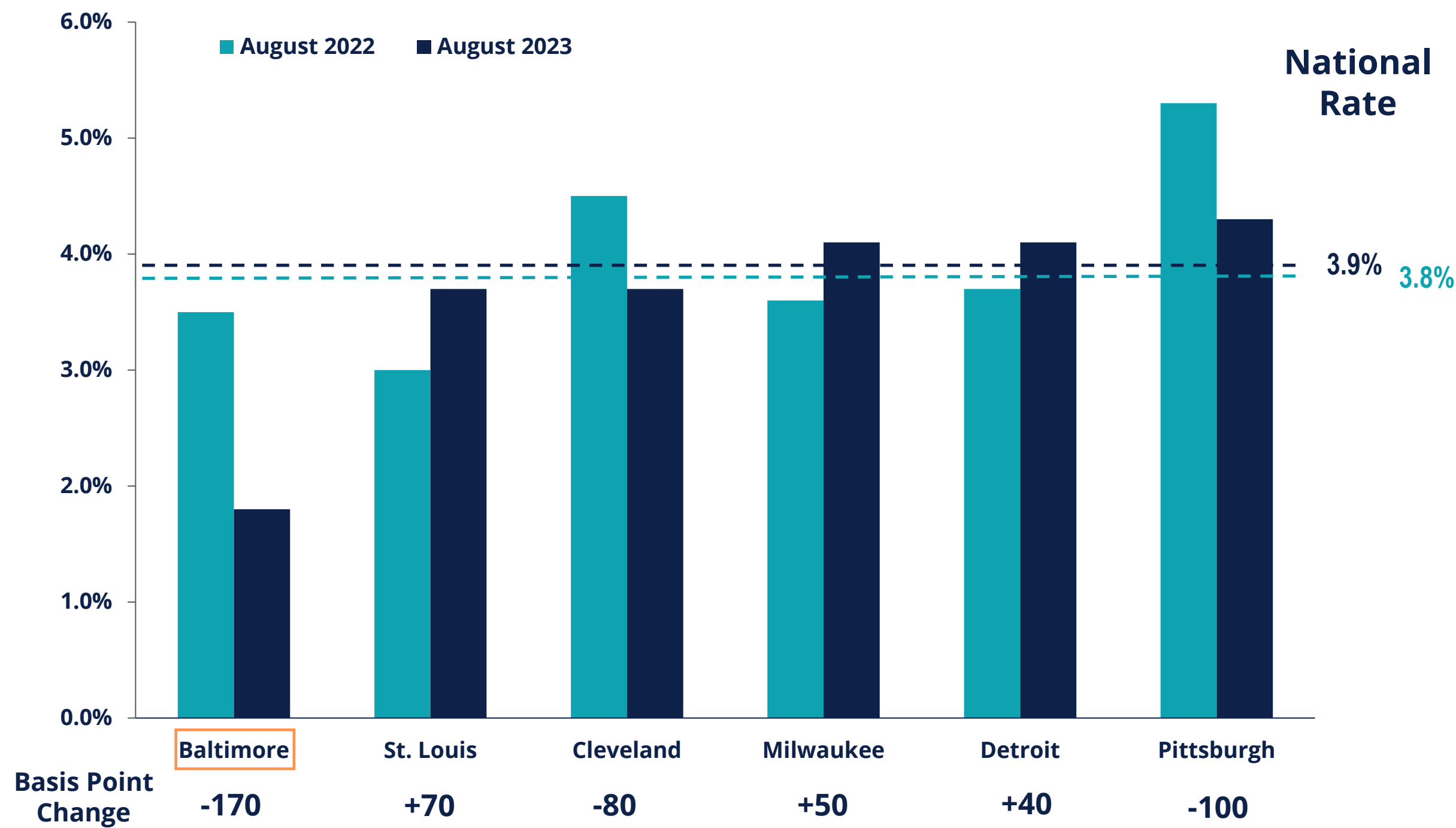
Comparable Metro Areas | 12 Months Ending August 2023



Source: Bureau of Labor Statistics, Delta Associates; October 2023.

# UNEMPLOYMENT RATES

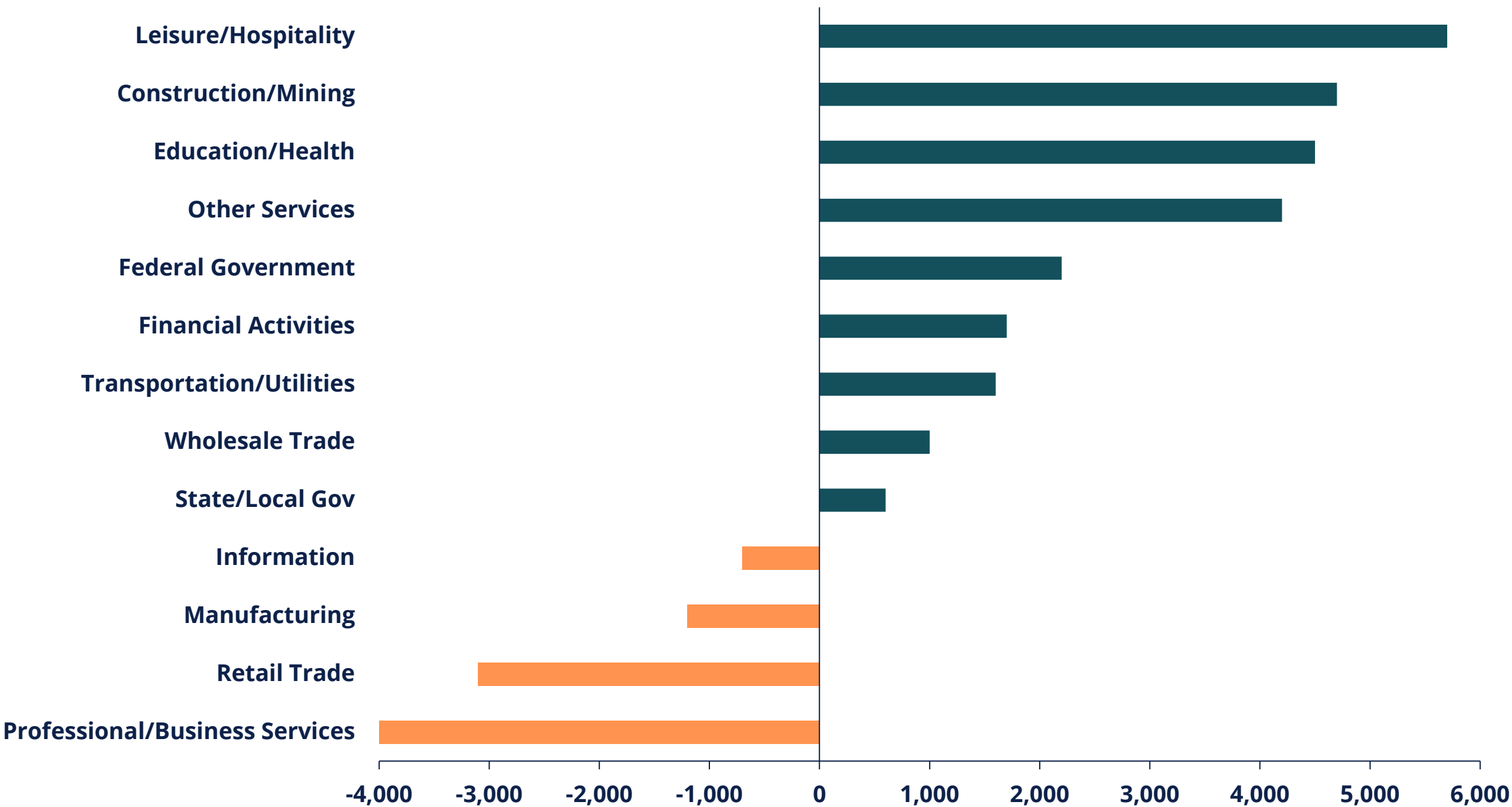
Comparable Metro Areas | August 2022 vs. August 2023



Source: Bureau of Labor Statistics, Delta Associates; October 2023.

# PAYROLL JOB GROWTH

Baltimore Metro Area | 12 Months Ending August 2023



Source: Bureau of Labor Statistics, Delta Associates; October 2023.

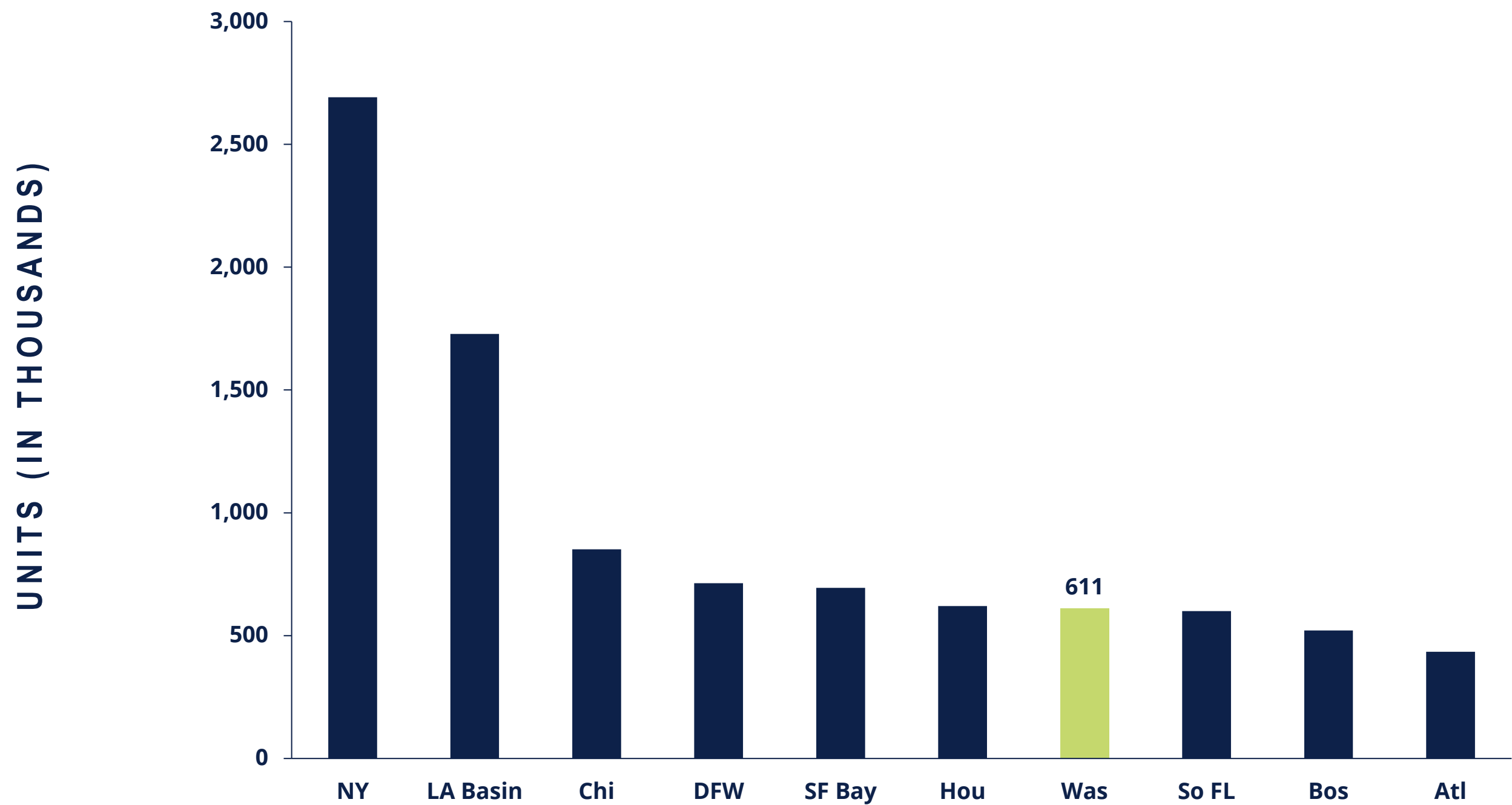
# The Washington Metro Area Apartment Market

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# LARGEST APARTMENT MARKETS

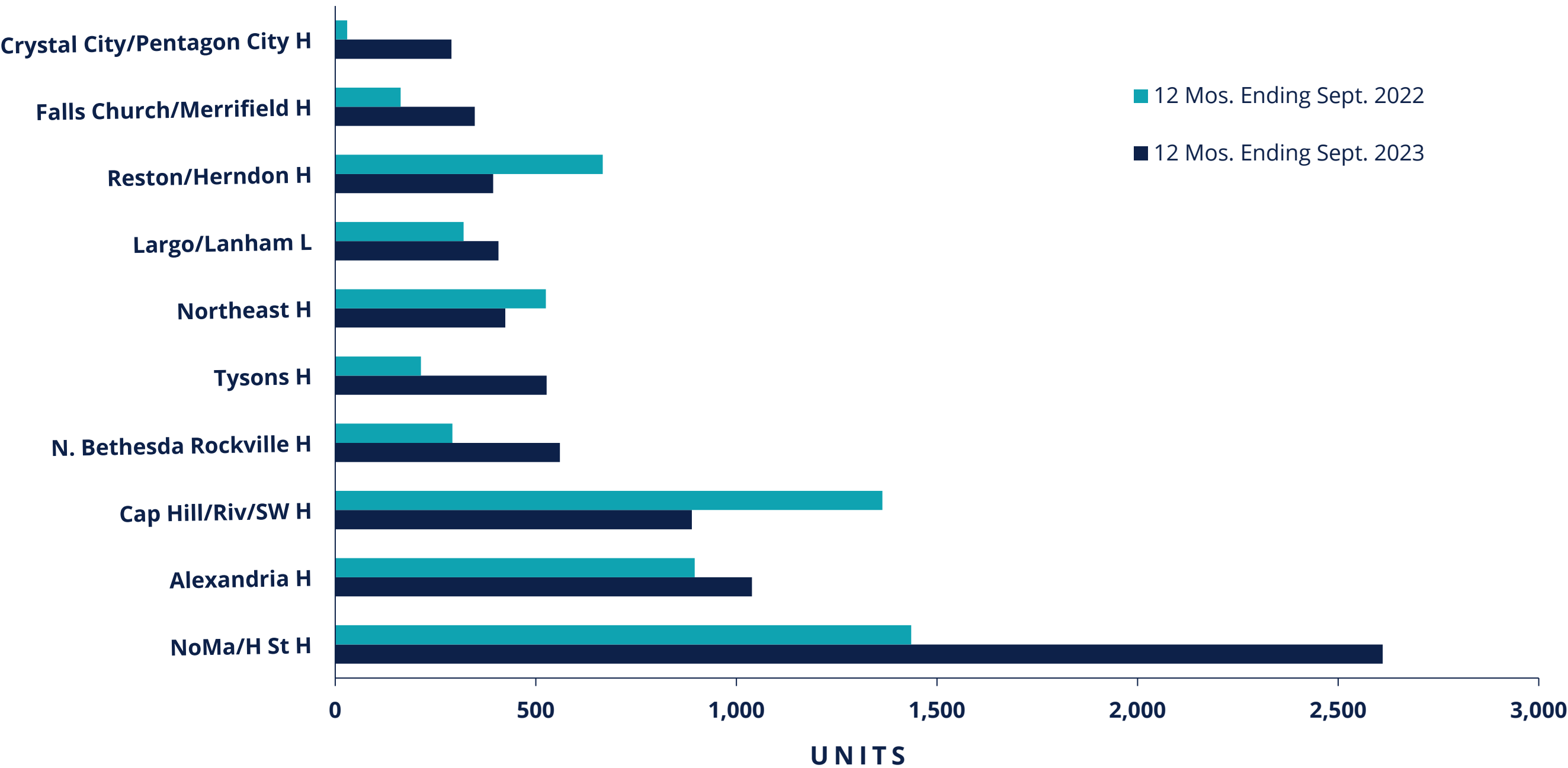
Selected Metro Areas | 2021



Source: REIS, Delta Associates; October 2023.

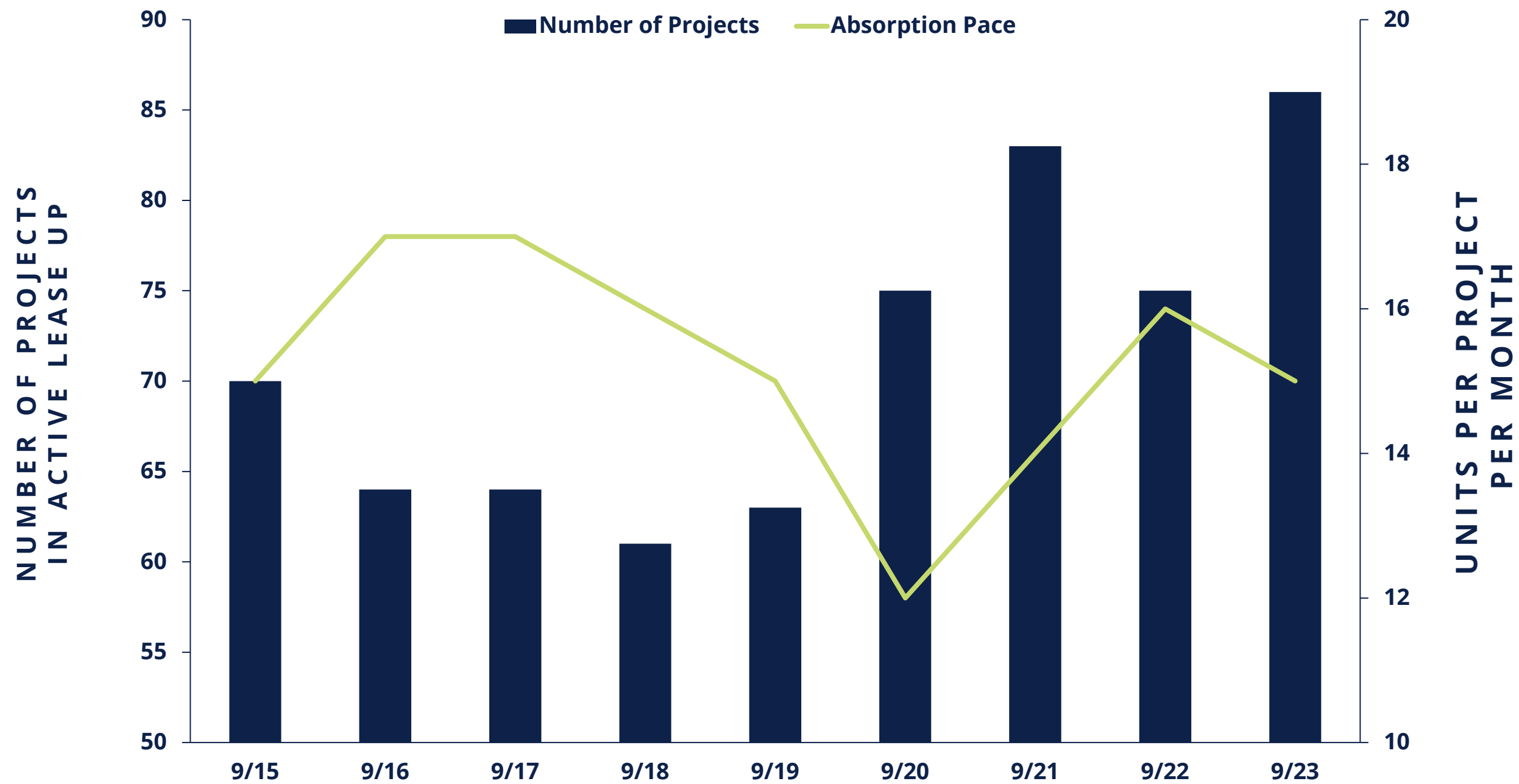
# CLASS A APARTMENT ABSORPTION

Top 10 Submarkets in Washington Metro Area | 12 Months Ending September 2023



# ABSORPTION PACE

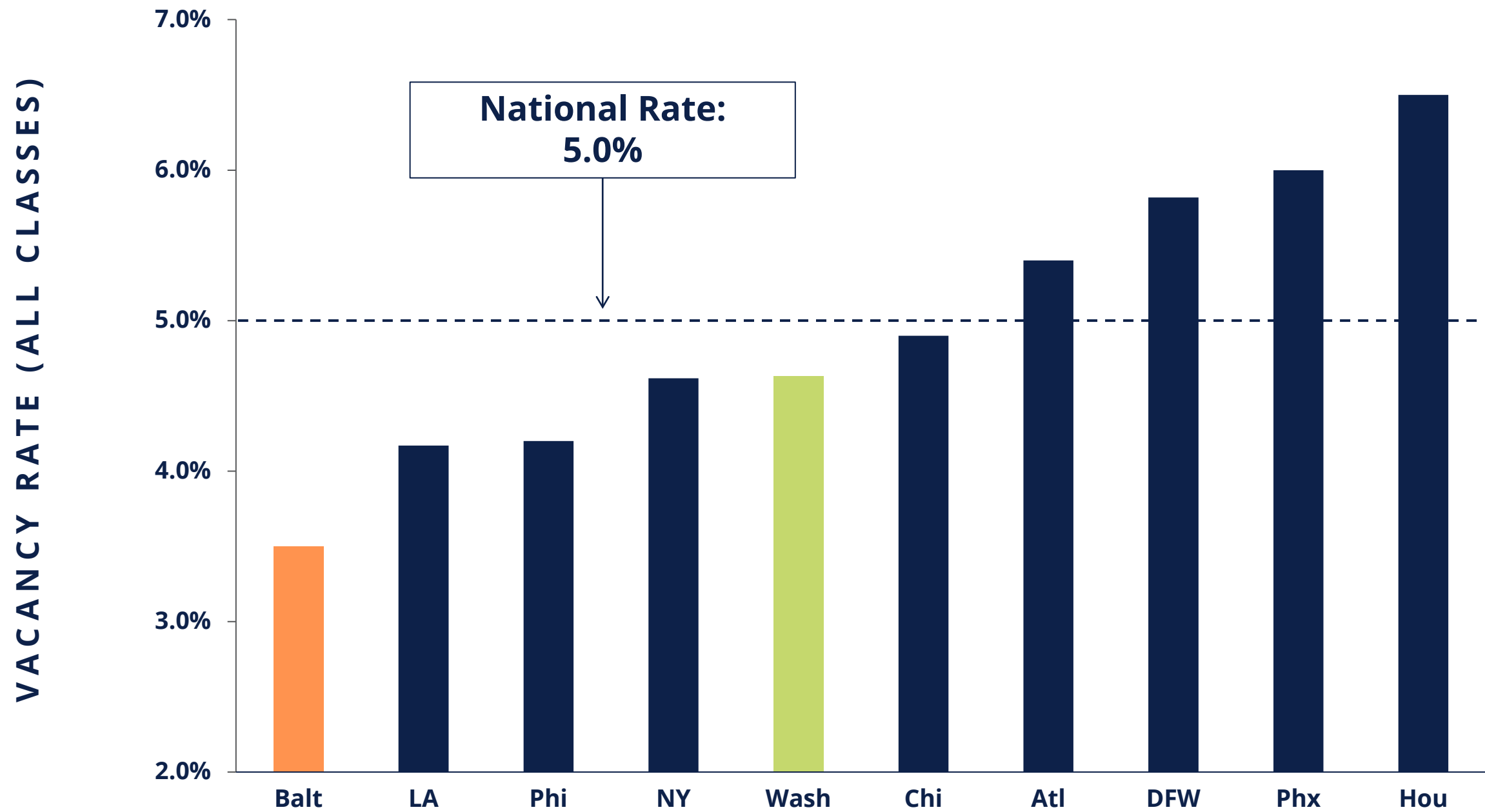
Class A Projects in Initial Lease-Up | Washington Metro Area



Source: Delta Associates; October 2023.

# STABILIZED APARTMENT VACANCY RATES

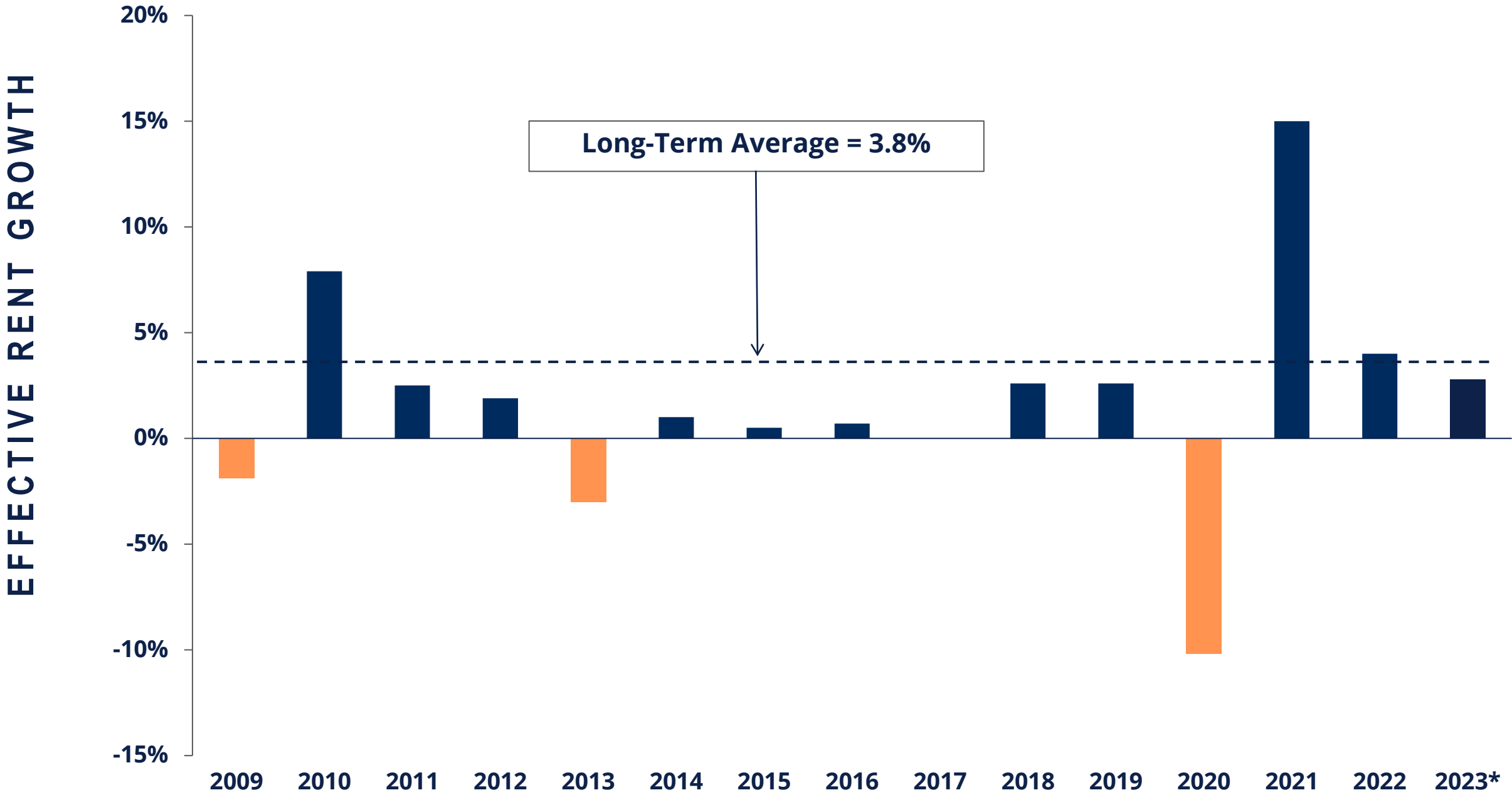
Major Apartment Markets | Second Quarter 2023



Source: REIS, Delta Associates; October 2023.

# ANNUAL EFFECTIVE RENT GROWTH

Class A Apartments | Washington Metro Area | 2009 - 2023

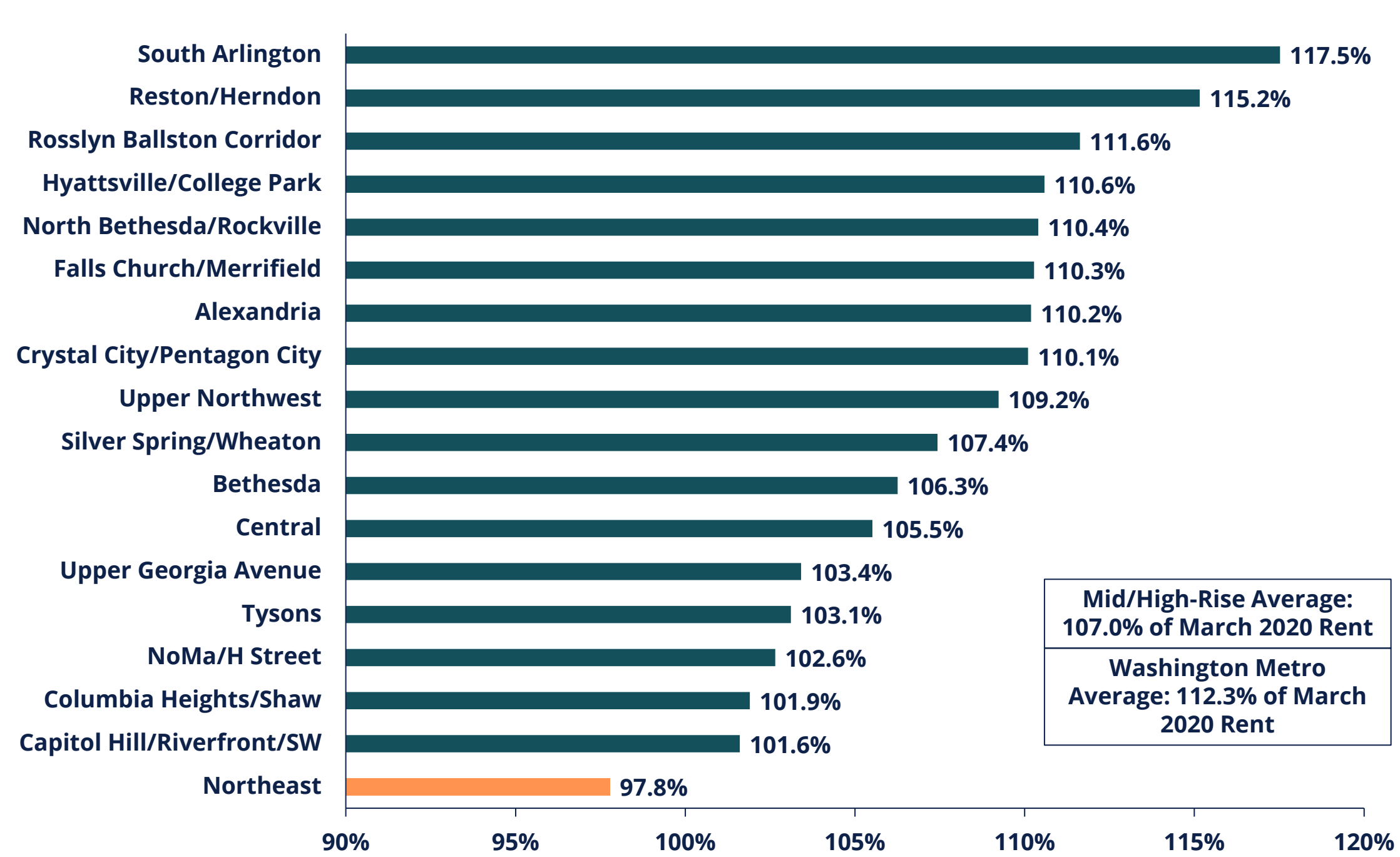


Source: Delta Associates; October 2023.

\*Annual rent increase of 2.3% as of Q3 2023.

# CLASS A APARTMENT RENT RECOVERY

Washington Metro Area Mid/High-Rise Submarkets | Q3 2023 Rent as a % of March 2020 Rent

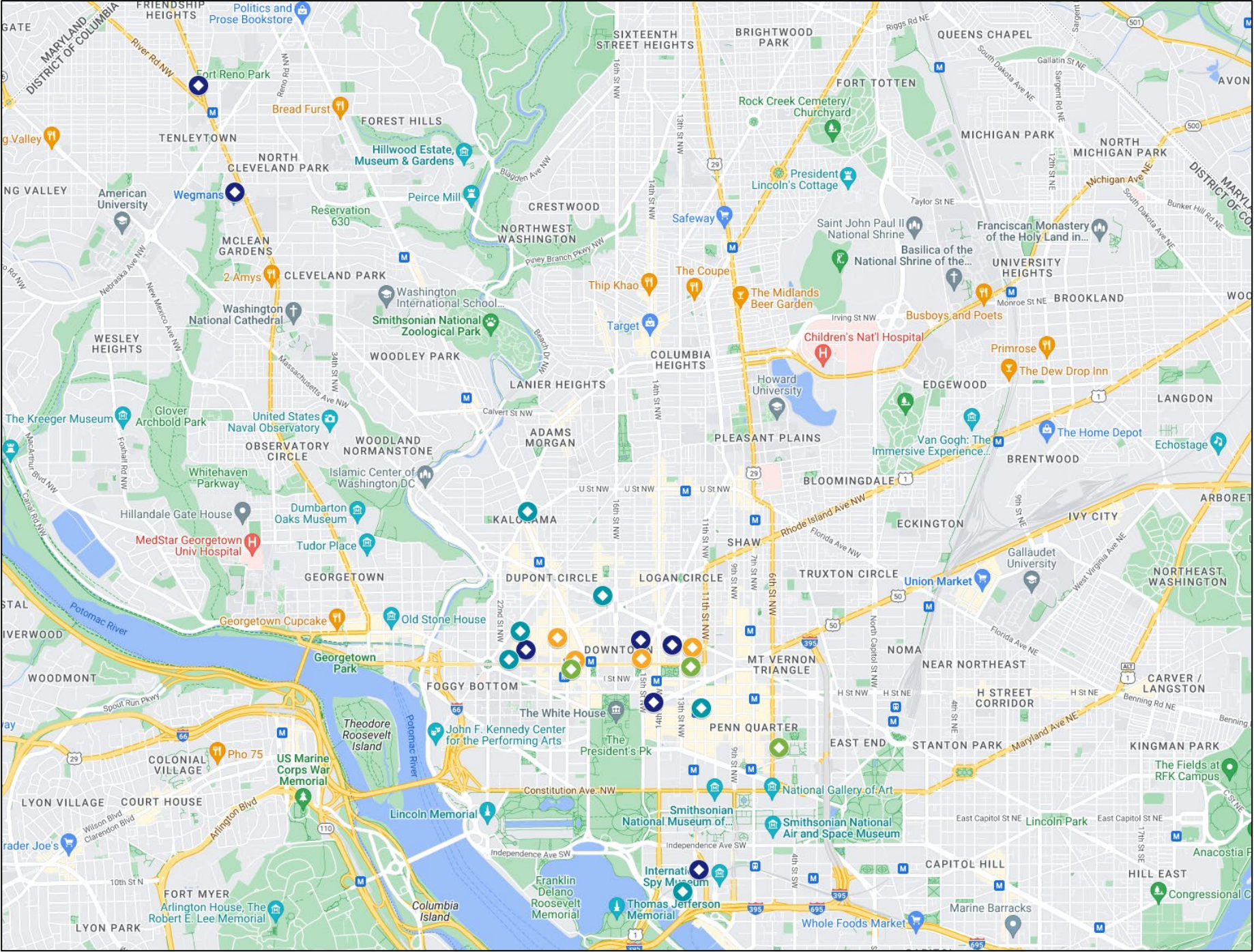


Source: Delta Associates; October 2023.

Note: Same-store rents from March 2020 to Q3 2023.

# CONVERSIONS/TEARDOWNS PIPELINE

District of Columbia

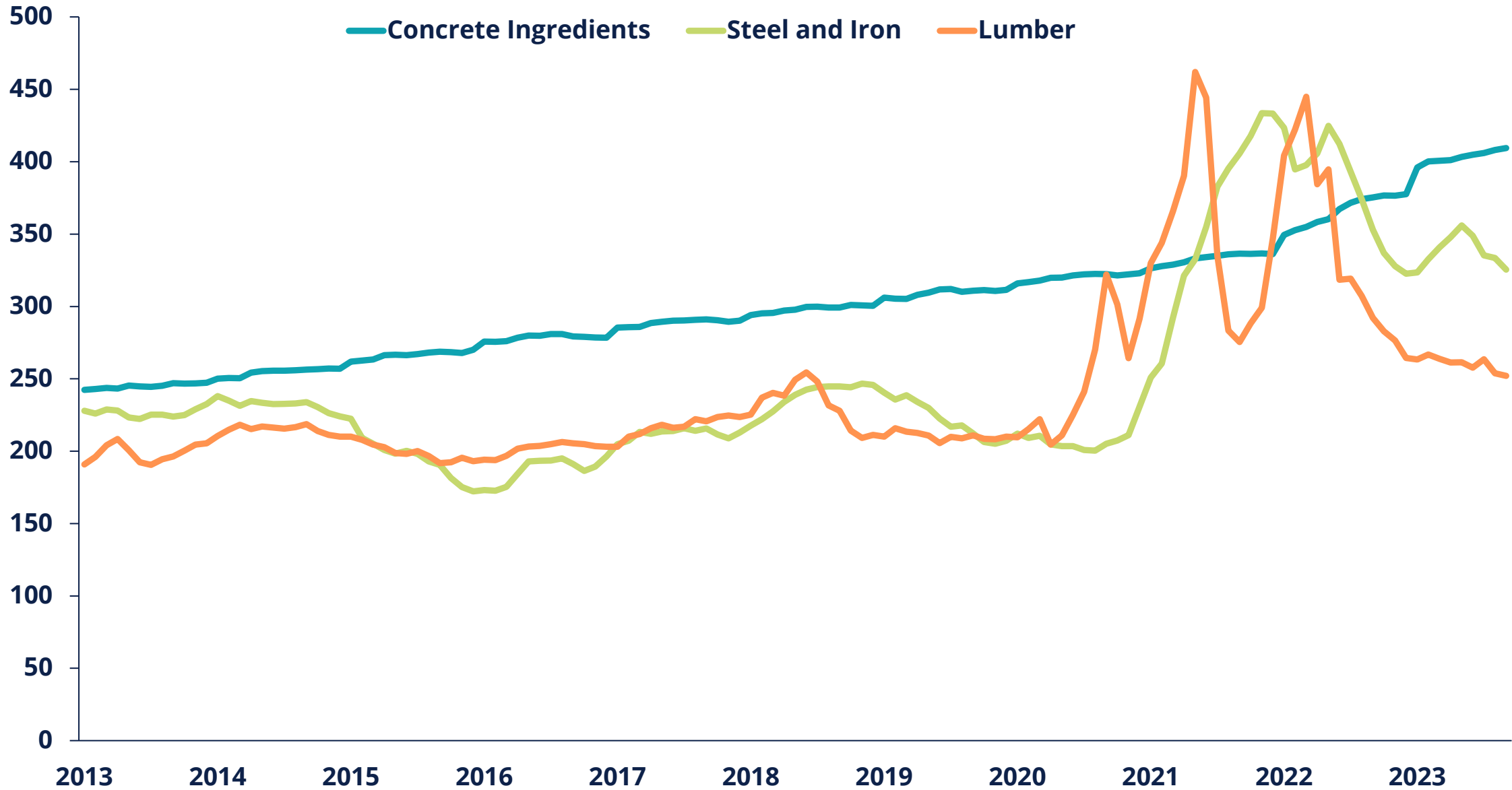


- Under Construction
- Planned over Next 36 Months
- Planned Long-Term
- Potential

Source: Google Maps, Delta Associates; October 2023.

# PRODUCER PRICE INDEX

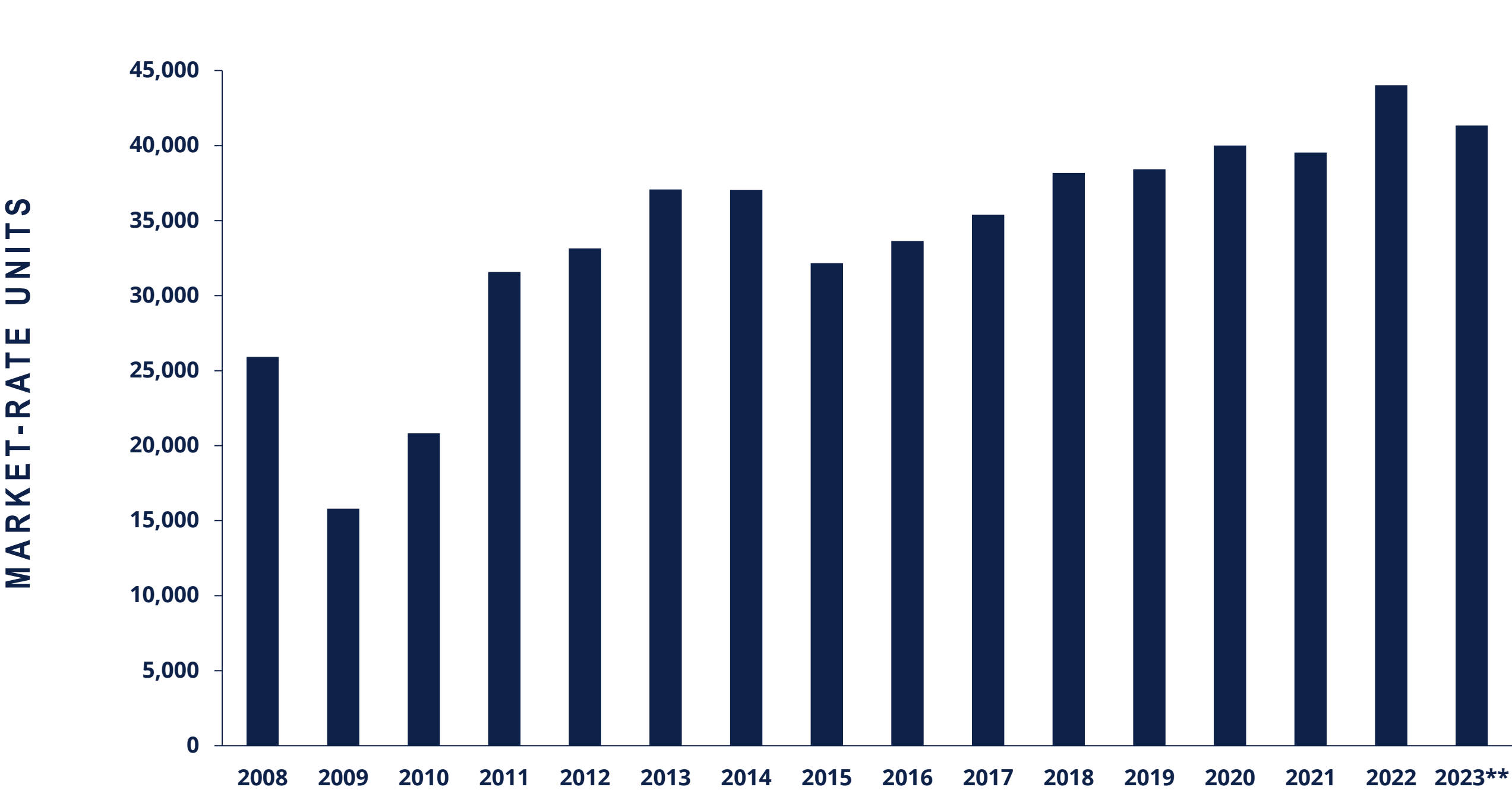
Mid-Atlantic Region | 2013 – 2023



Source: Bureau of Labor Statistics, Delta Associates; October 2023.

# MARKET-RATE APARTMENT DEVELOPMENT PIPELINE\*

Washington Metro Area | 2008 – 2023

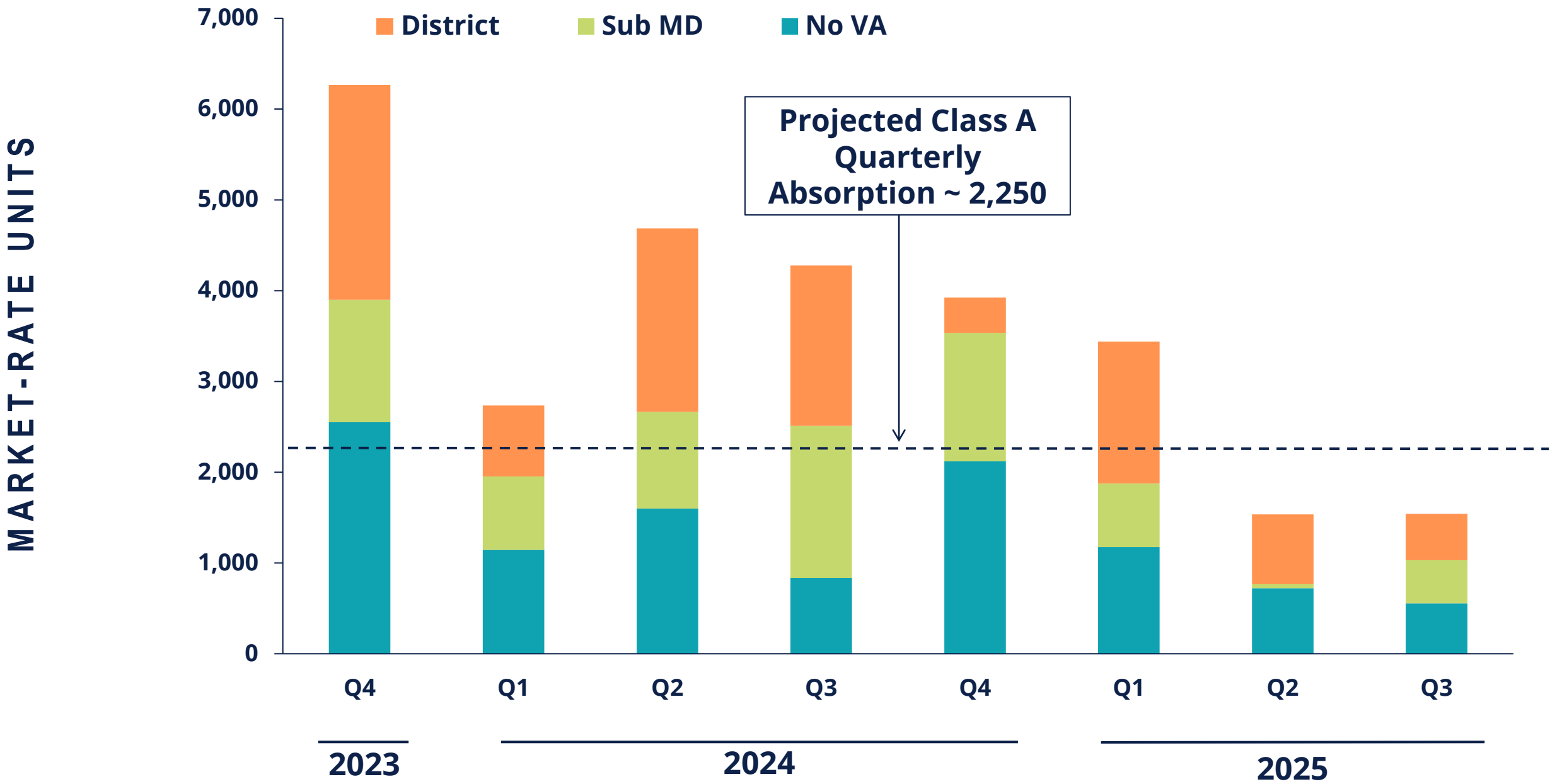


Source: Delta Associates; October 2023.

\*Market-Rate Units Planned and Under Construction After Attrition.  
\*\*As of September 2023.

# PROJECTED DELIVERIES

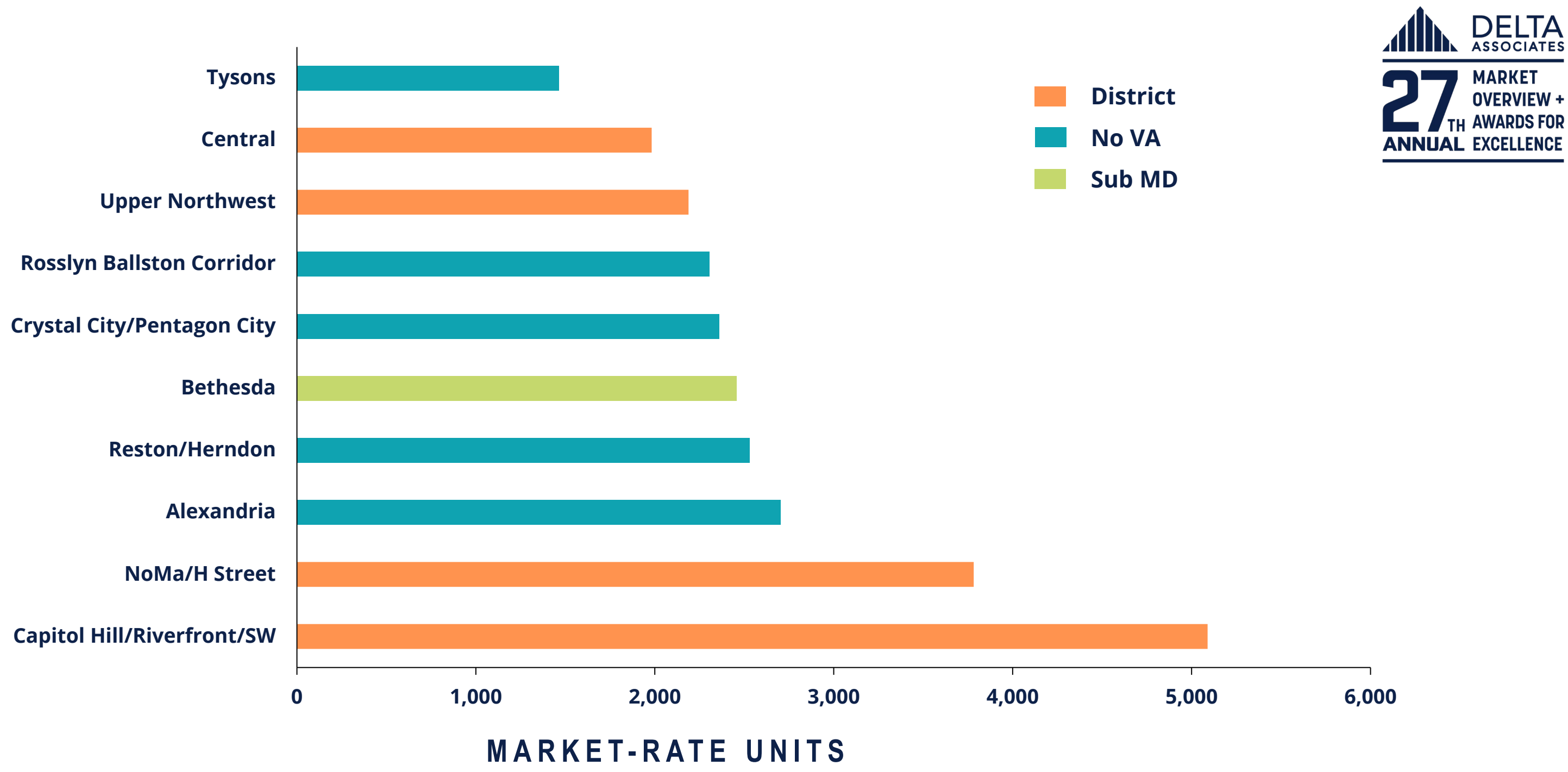
Washington Metro Area | 2023 – 2025



Source: Delta Associates; October 2023.

# 36-MONTH APARTMENT DEVELOPMENT PIPELINE

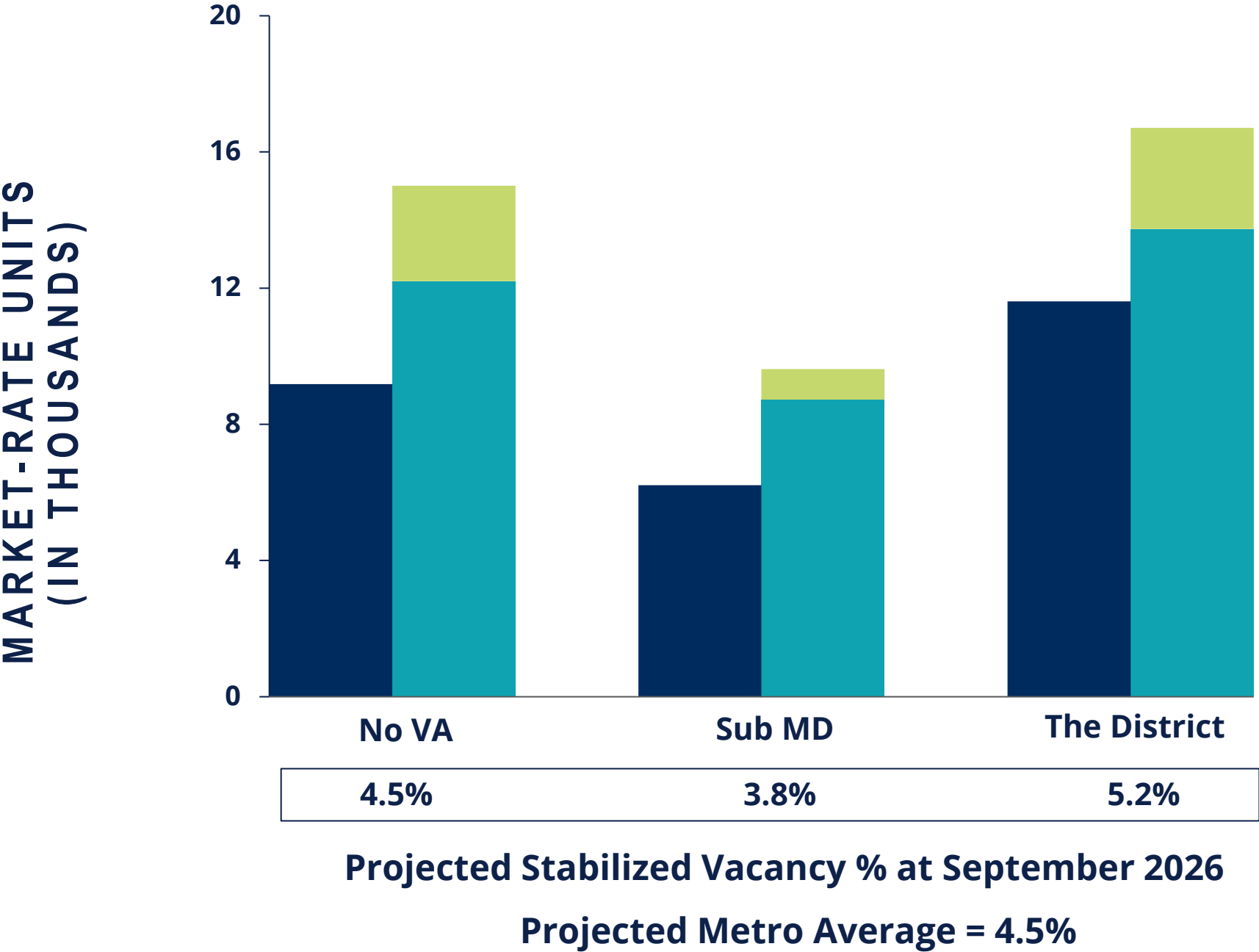
Top 10 High-Rise Submarkets in Washington Metro Area | Third Quarter 2023



Source: Delta Associates; October 2023.

# DEMAND AND SUPPLY PROJECTIONS

Washington Metro Class A Apartment Market | 36 Months Ending September 2026



DEMAND
<div>Net Absorption:</div> <div>9,000/Year = 27,000</div>
SUPPLY <sup>1</sup>
<div>Planned and may deliver by 9/26:</div> <div>6,670 units</div>
<div>Under construction supply:</div> <div>34,668 units <sup>2</sup></div>
Total = 41,338 units

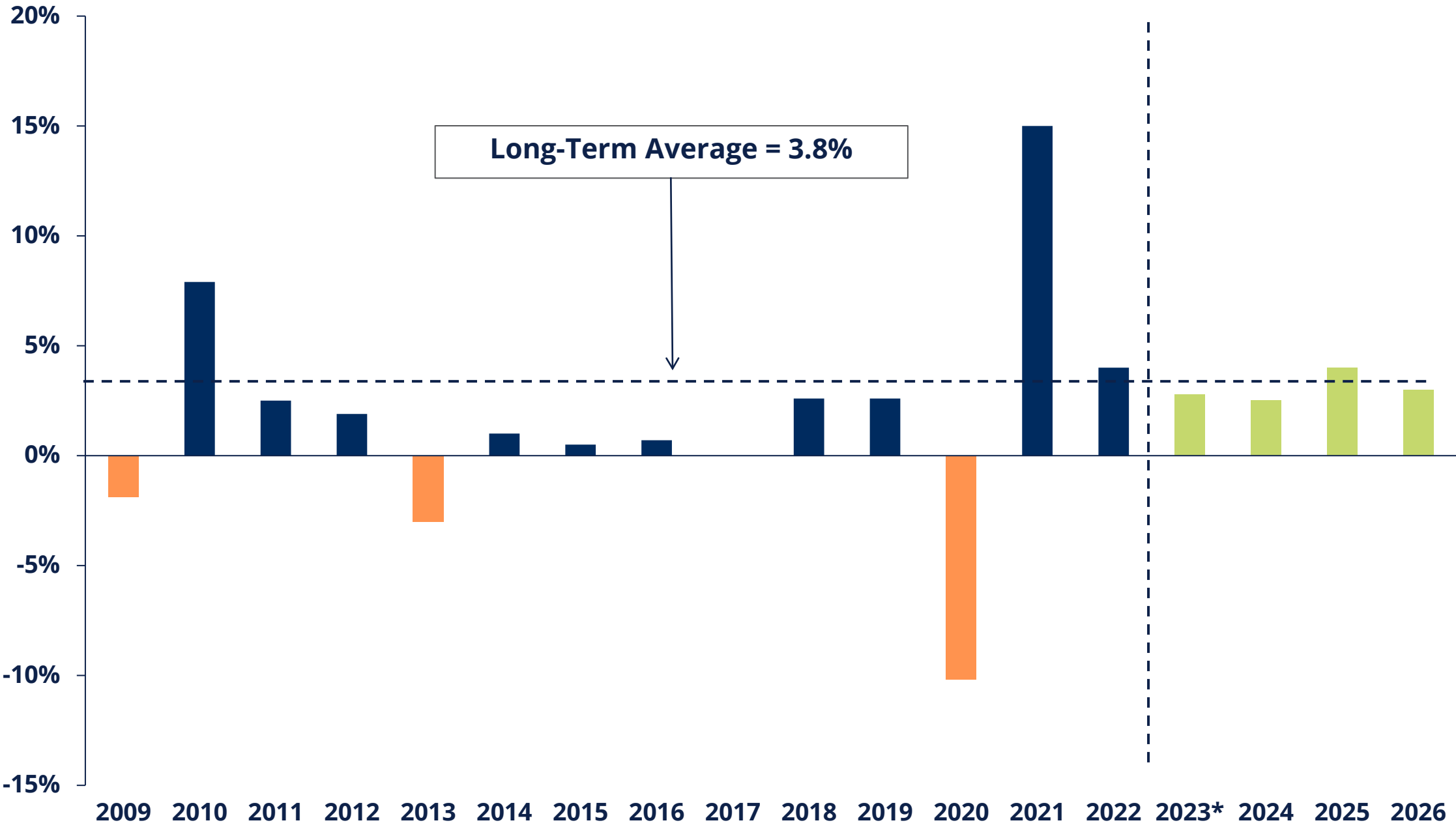
<sup>1</sup> Probable supply after projected attrition.  
<sup>2</sup> Includes unleased units at projects in lease-up.

# ANNUAL CLASS A APARTMENT RENT GROWTH

Washington Metro Area | 2009 - 2026



EFFECTIVE RENT GROWTH



Source: Delta Associates; October 2023.

\*Annual rent increase of 2.3% as of Q3 2023.

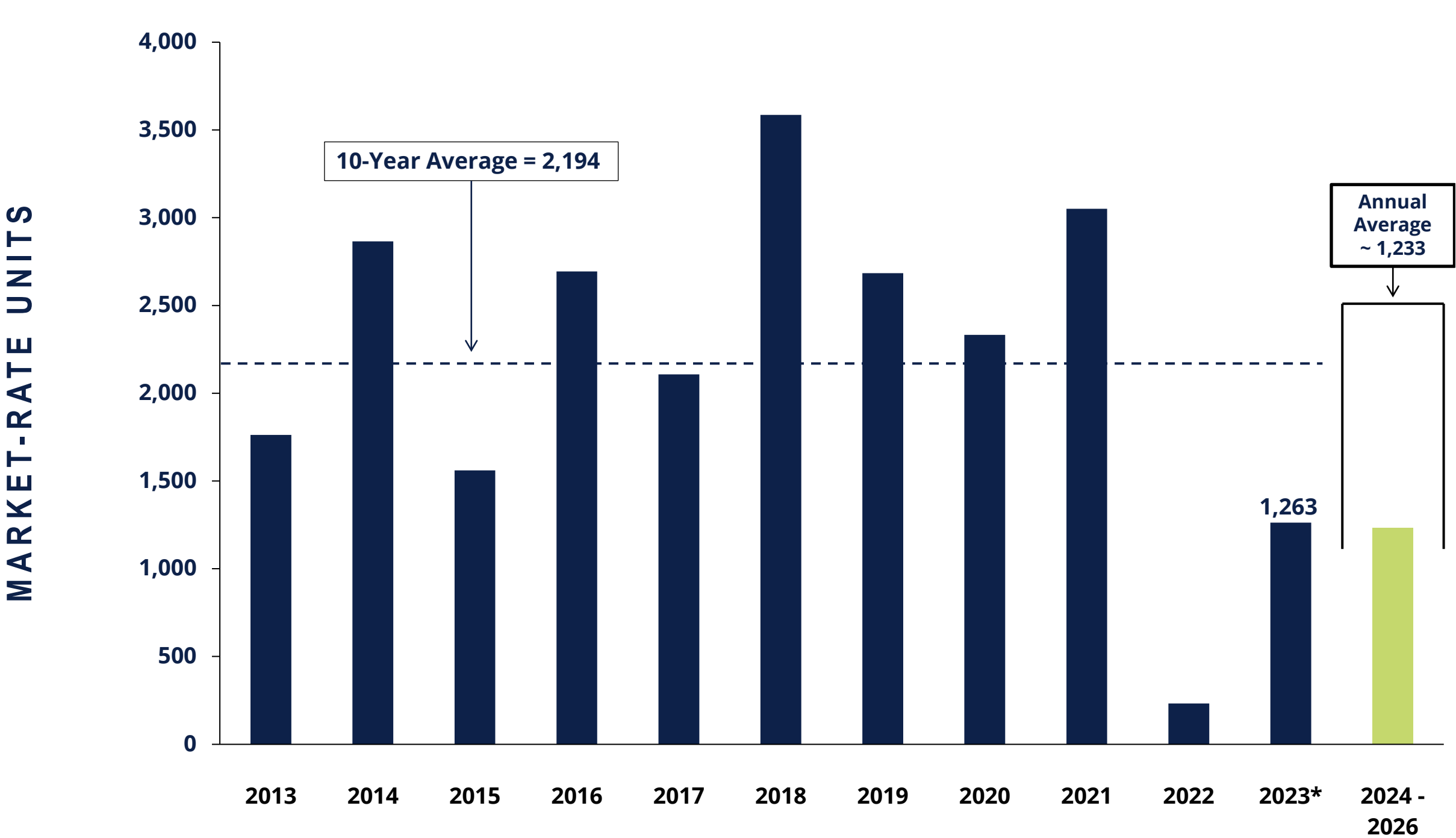
# The Baltimore Metro Area Apartment Market

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# CLASS A APARTMENT ABSORPTION

Baltimore Metro Area | 2013 – 2026

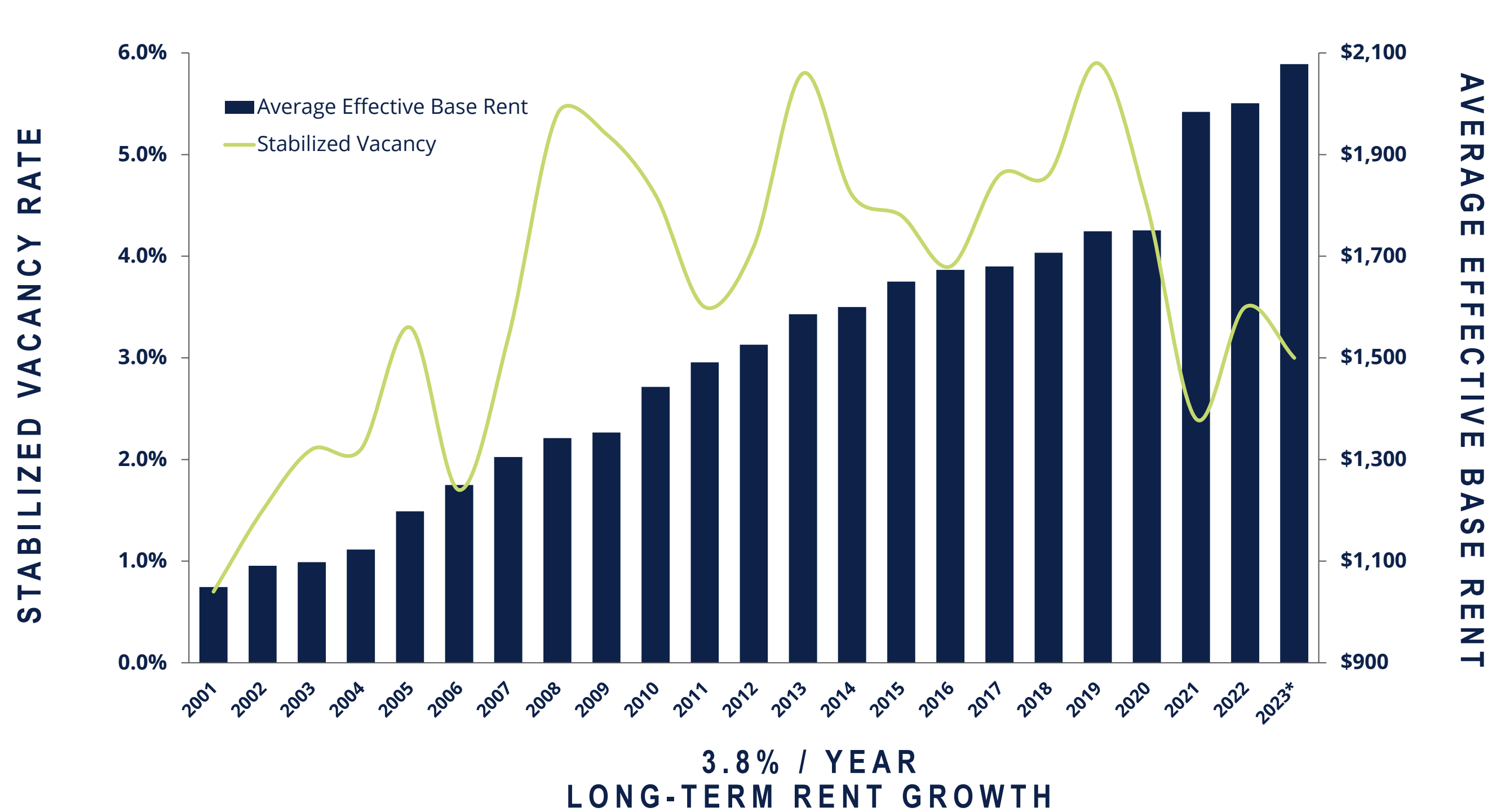


Source: Delta Associates; October 2023.

\*12 months ending September 2023.

# EFFECTIVE RENT AND VACANCY RATE

Class A Apartments | Baltimore Metro Area | 2001 - 2023

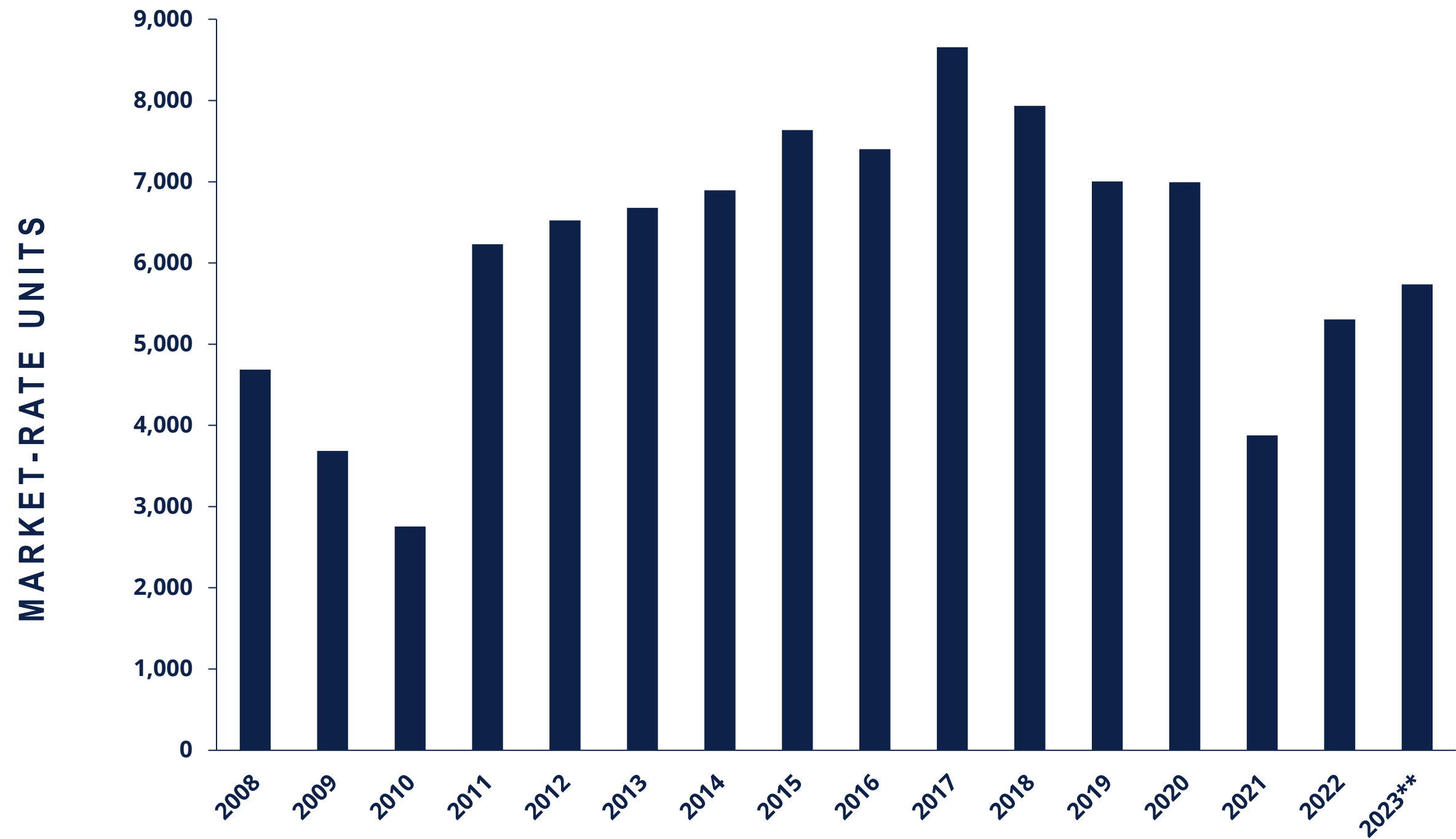


\*Source: Delta Associates; October 2023.

\*As of September 2023.

# MARKET-RATE APARTMENT DEVELOPMENT PIPELINE\*

Baltimore Metro Area | 2008 – 2023

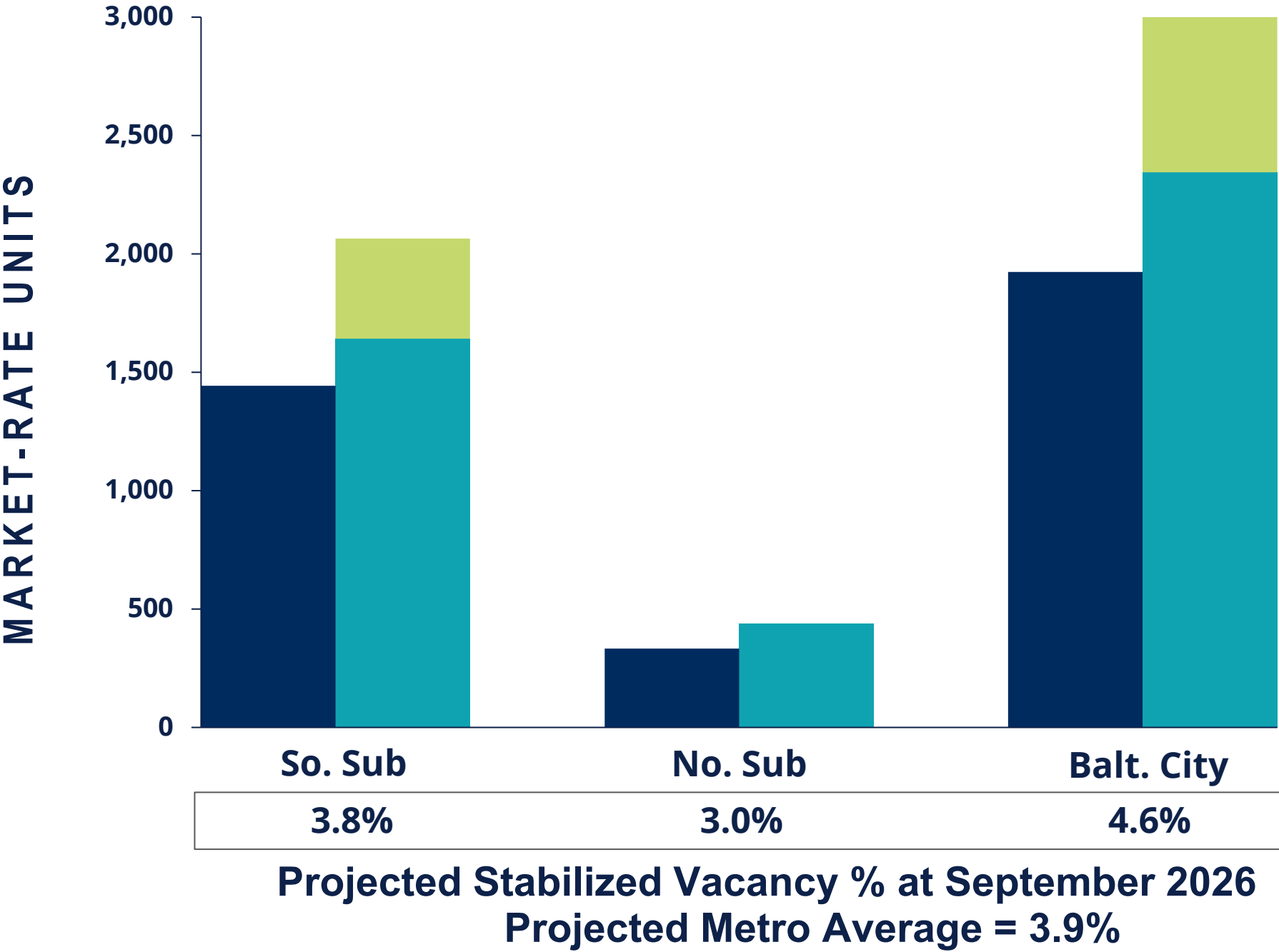


Source: Delta Associates; October 2023.

\*Market-Rate Units Planned and Under Construction After Attrition.  
\*\*As of September 2023.

# DEMAND AND SUPPLY PROJECTIONS

Baltimore Metro Area Class A Apartment Market | 36 Months Ending September 2026



DEMAND
<div>Net Absorption:</div> <div>1,233/Year = 3,700</div>
SUPPLY <sup>1</sup>
<div>Planned and may deliver by 9/26:</div> <div>1,309 units</div>
<div>Under construction supply:</div> <div>4,426 units <sup>2</sup></div>
<div>Total = 5,735 units</div>

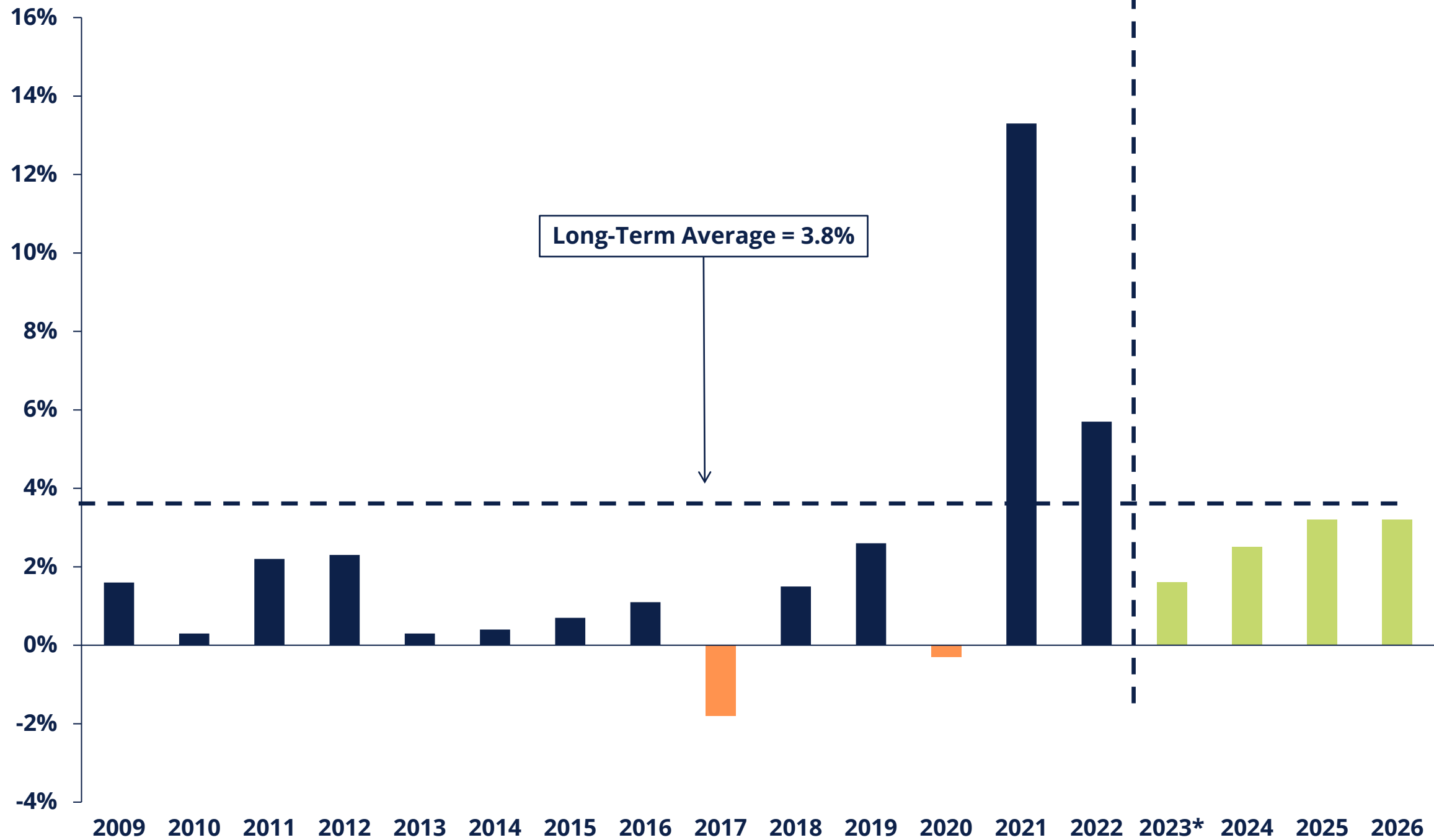
<sup>1</sup> Probable supply after projected attrition.  
<sup>2</sup> Includes unleased units at projects in lease-up.



# ANNUAL CLASS A APARTMENT RENT GROWTH

Class A Apartments | Baltimore Metro Area | 2009 - 2026

EFFECTIVE RENT GROWTH



Source: Delta Associates; October 2023.

\*Annual rent increase of 1.6% as of Q3 2023.

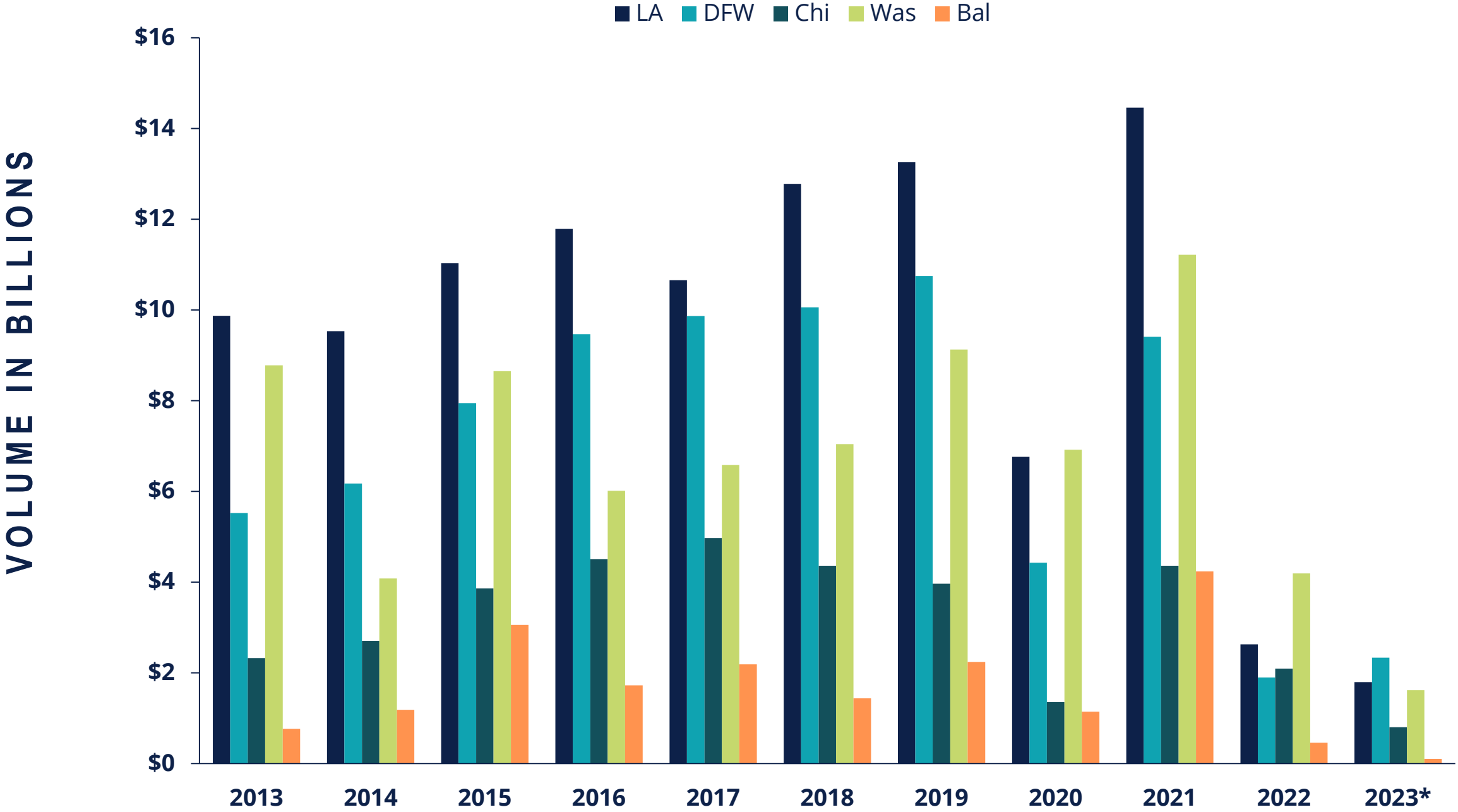
# The Washington/Baltimore Area Capital Markets

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# APARTMENT INVESTMENT SALES

Selected Metro Areas | 2013 – 2023

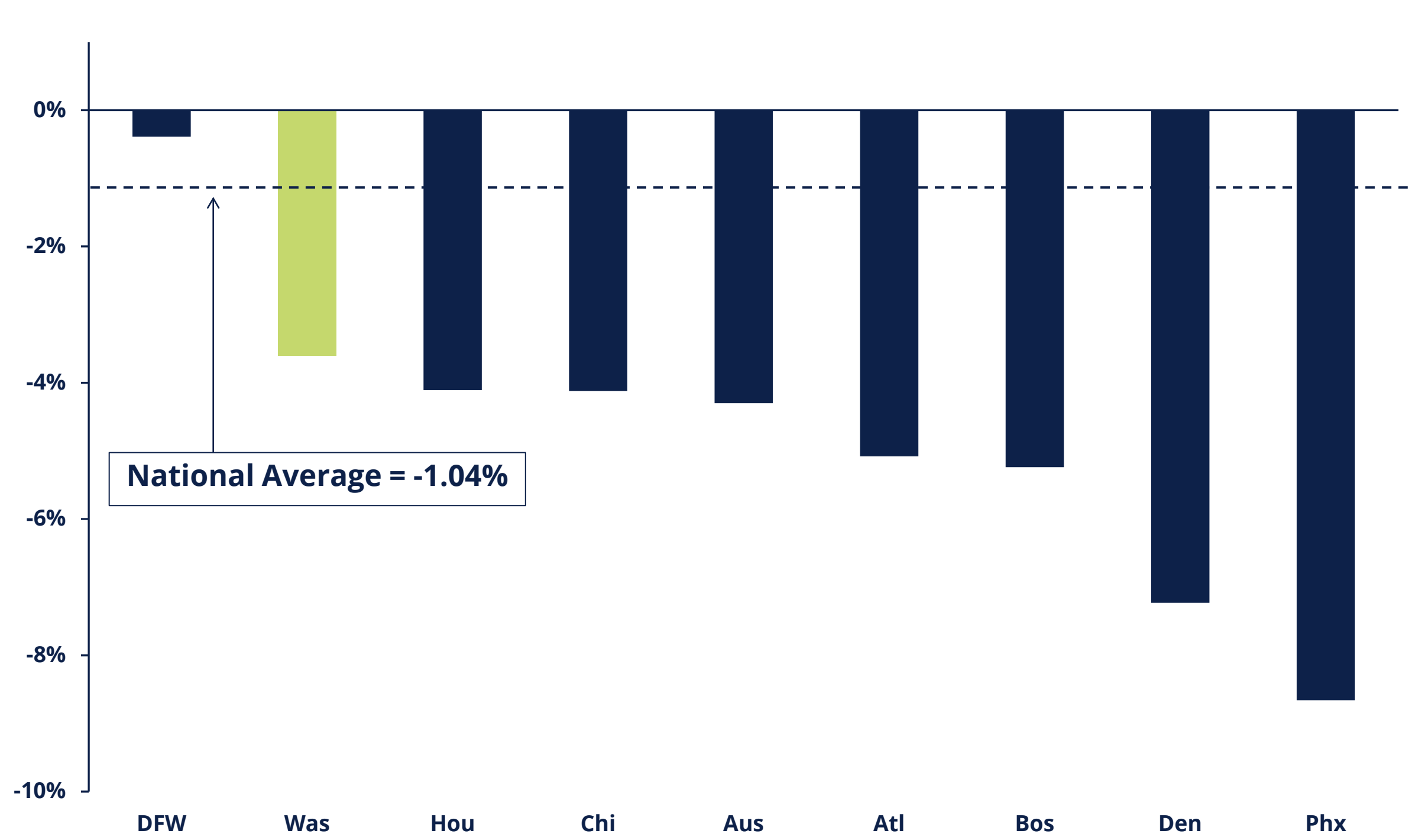


Source: Delta Associates; October 2023.

\*Sales through September annualized.

# NCREIF RETURN INDEX FOR INVESTMENT-GRADE APARTMENTS

Selected Large Metro Areas | 12 Months Ending June 2023





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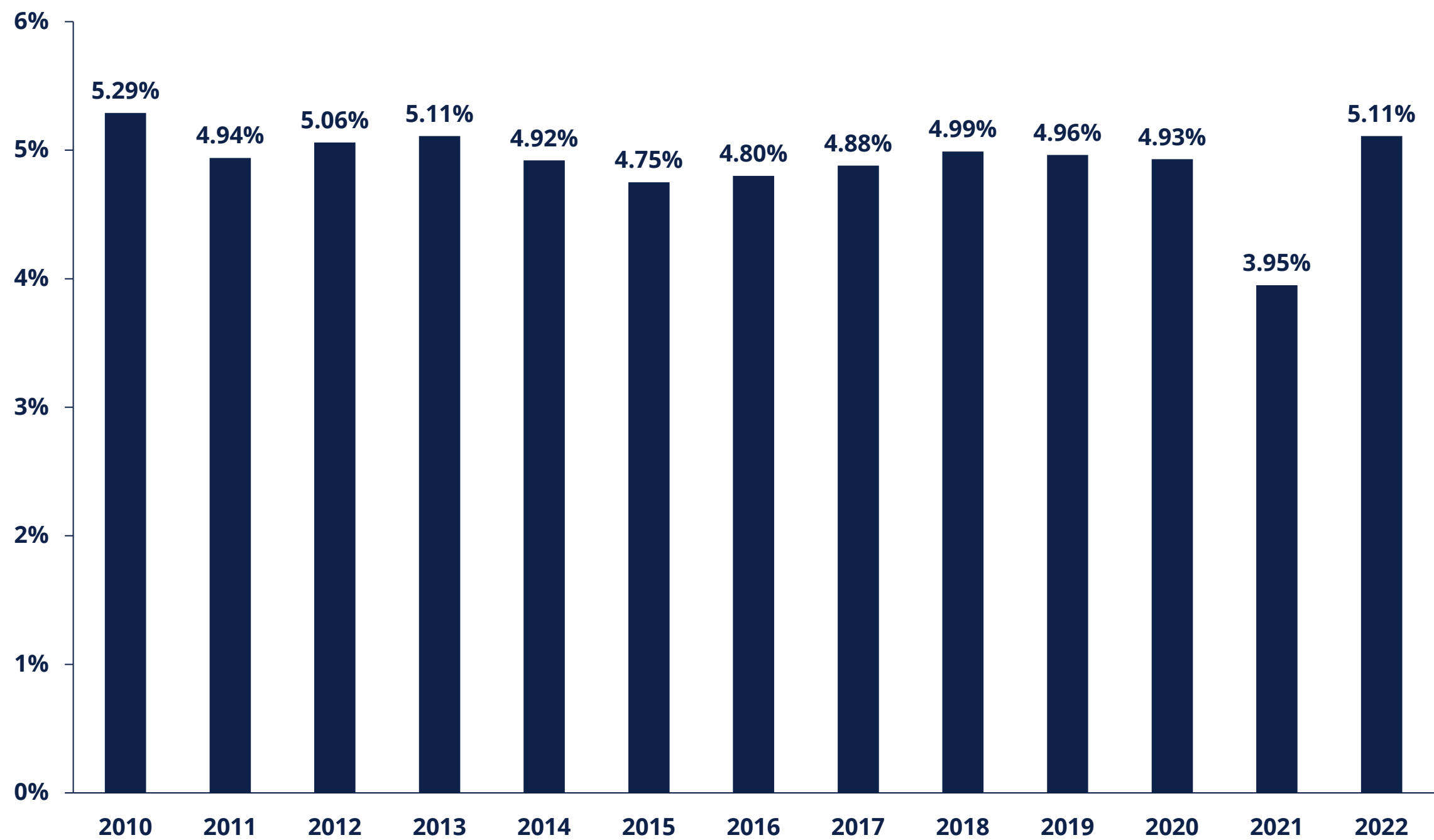
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AWARDS FOR  
ANNUAL EXCELLENCE

Source: NCREIF, Delta Associates, October 2023.

# CLASS A HIGH-RISE APARTMENT CAP RATES

Washington Metro Area | 2010 - 2022



Source: Delta Associates Market Maker Survey; October 2023.

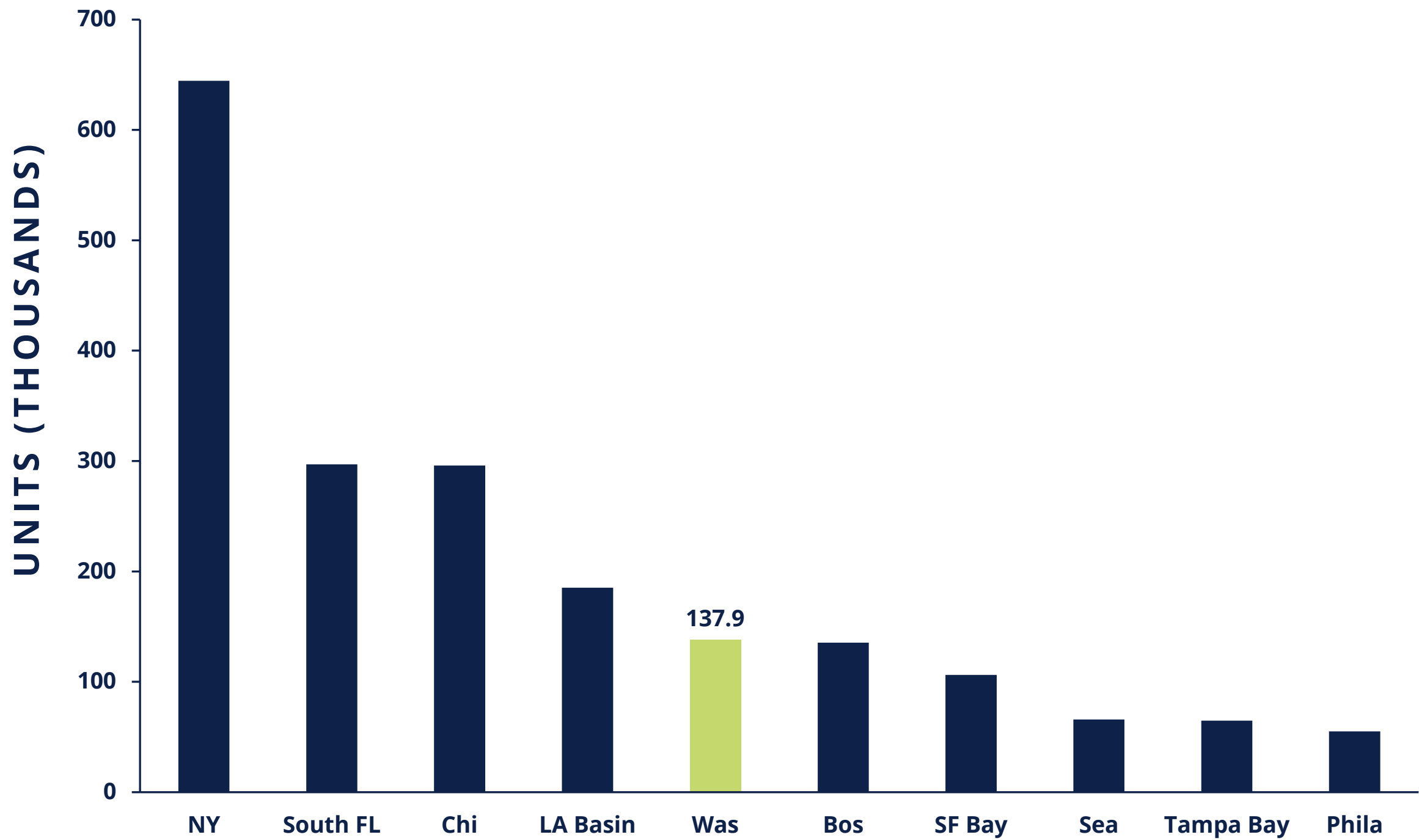
# The Washington Metro Area Condominium Market

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# LARGEST CONDOMINIUM MARKETS

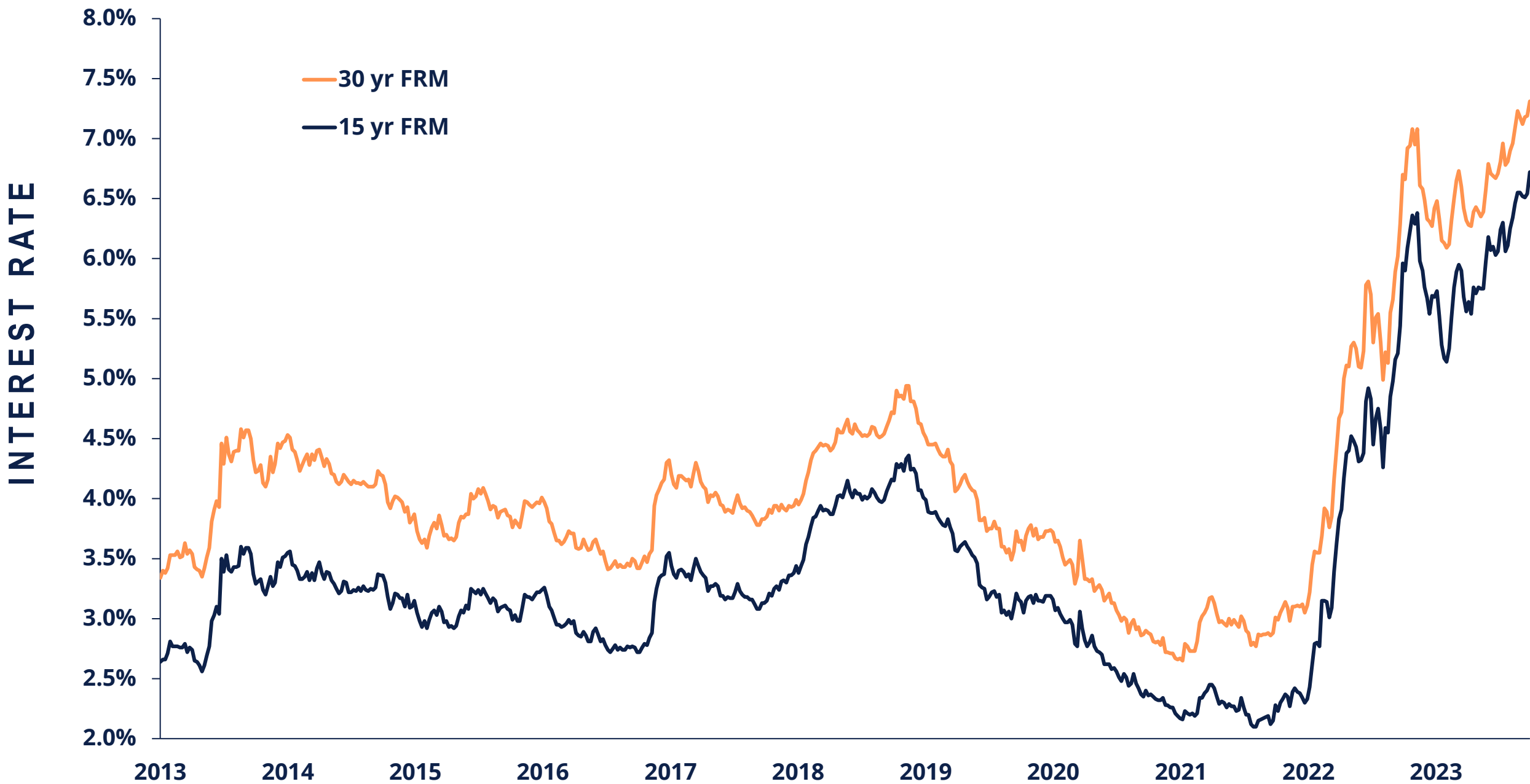
Selected Metro Areas | 2021



Source: U.S. Census Bureau, Delta Associates; October 2023.

# PRIMARY MORTGAGE INTEREST RATES

National Market Survey | 2013 – 2023\*

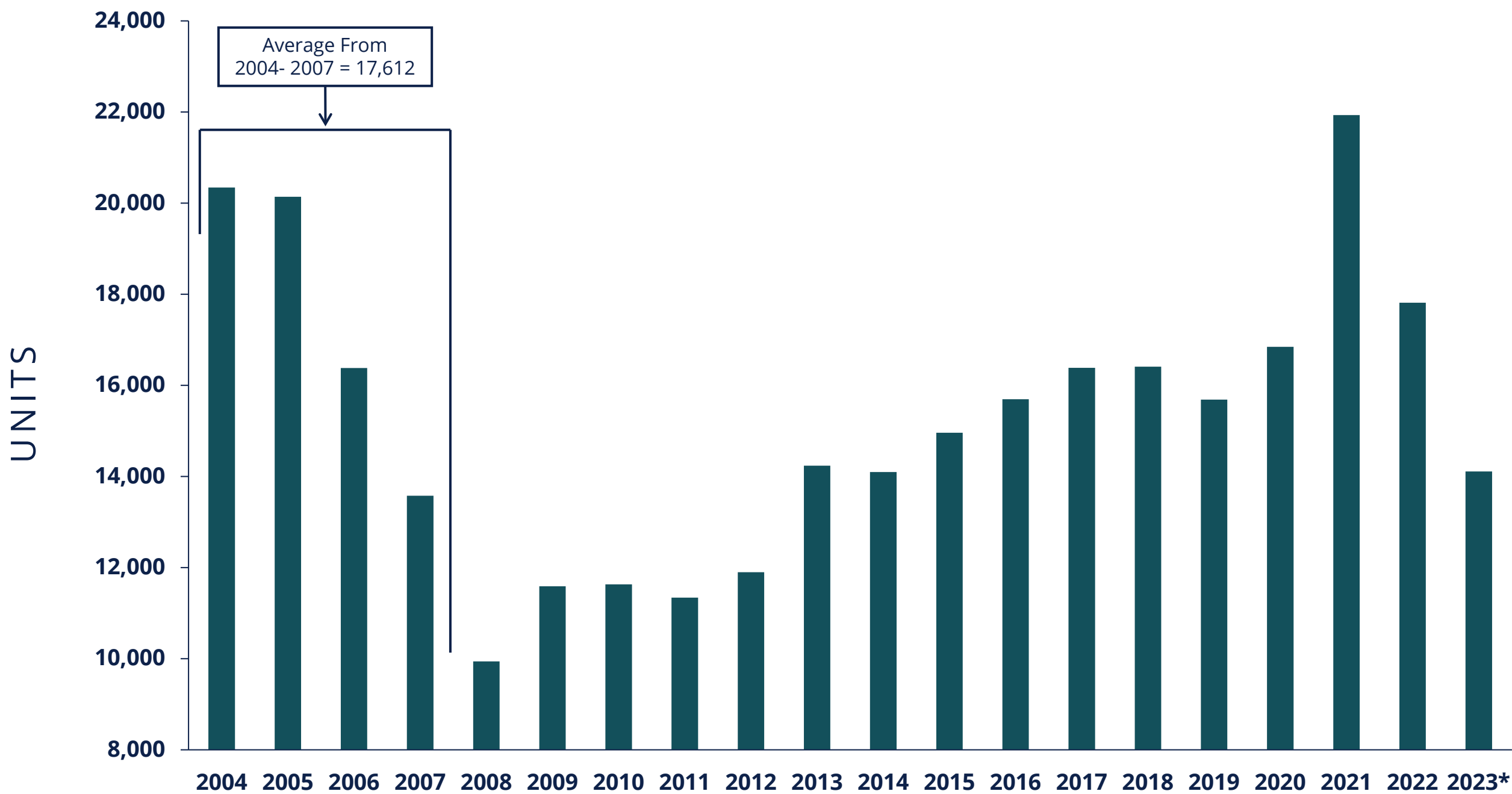


Source: Freddie Mac, Delta Associates; October 2023.

\*As of September 2023.

# ANNUAL CONDOMINIUM RESALES

Washington Metro Area | 2004 - 2023

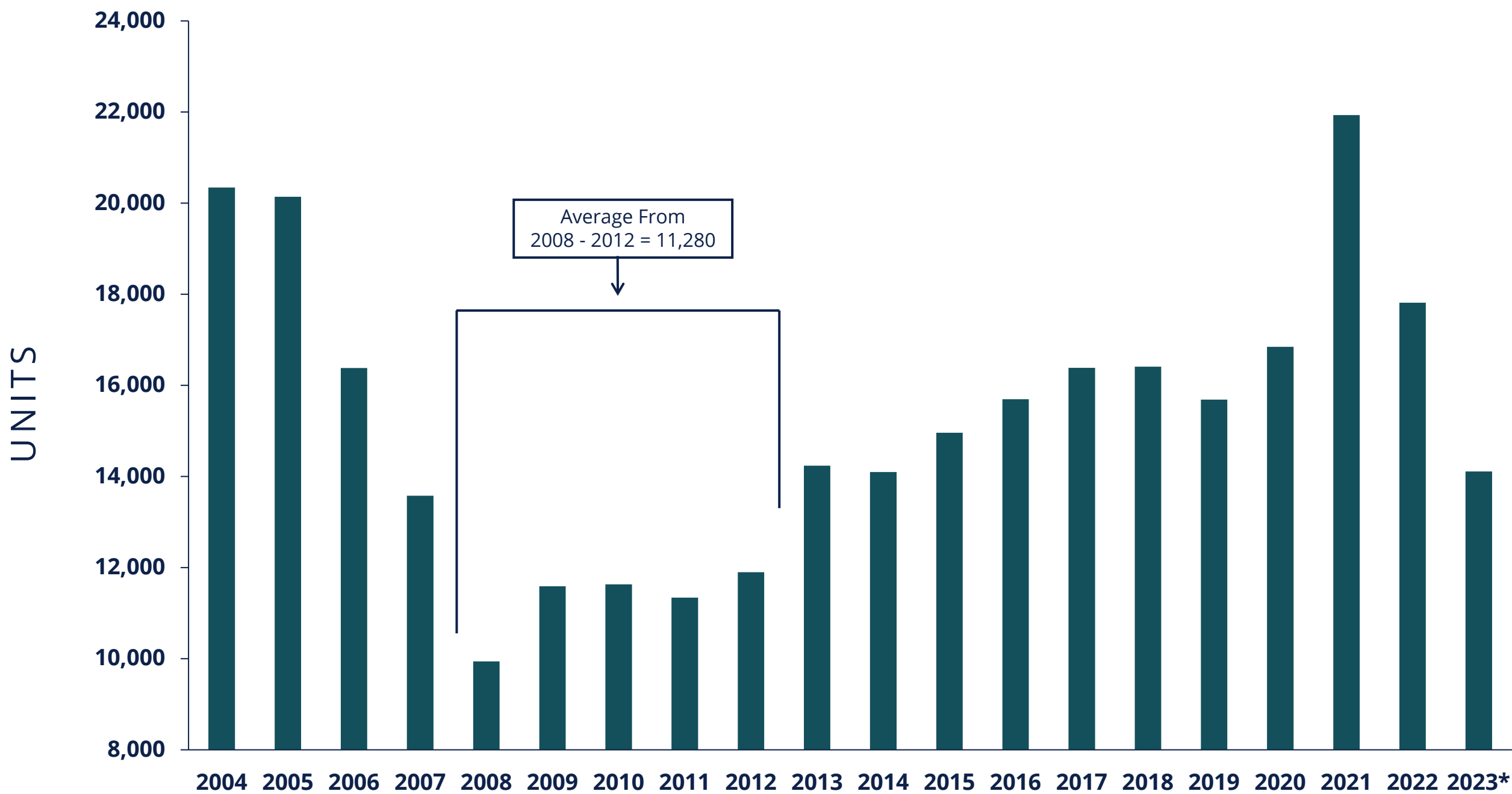


Source: Bright MLS, Delta Associates; October 2023.

\*12 months ending August 2023.

# ANNUAL CONDOMINIUM RESALES

Washington Metro Area | 2004 - 2023

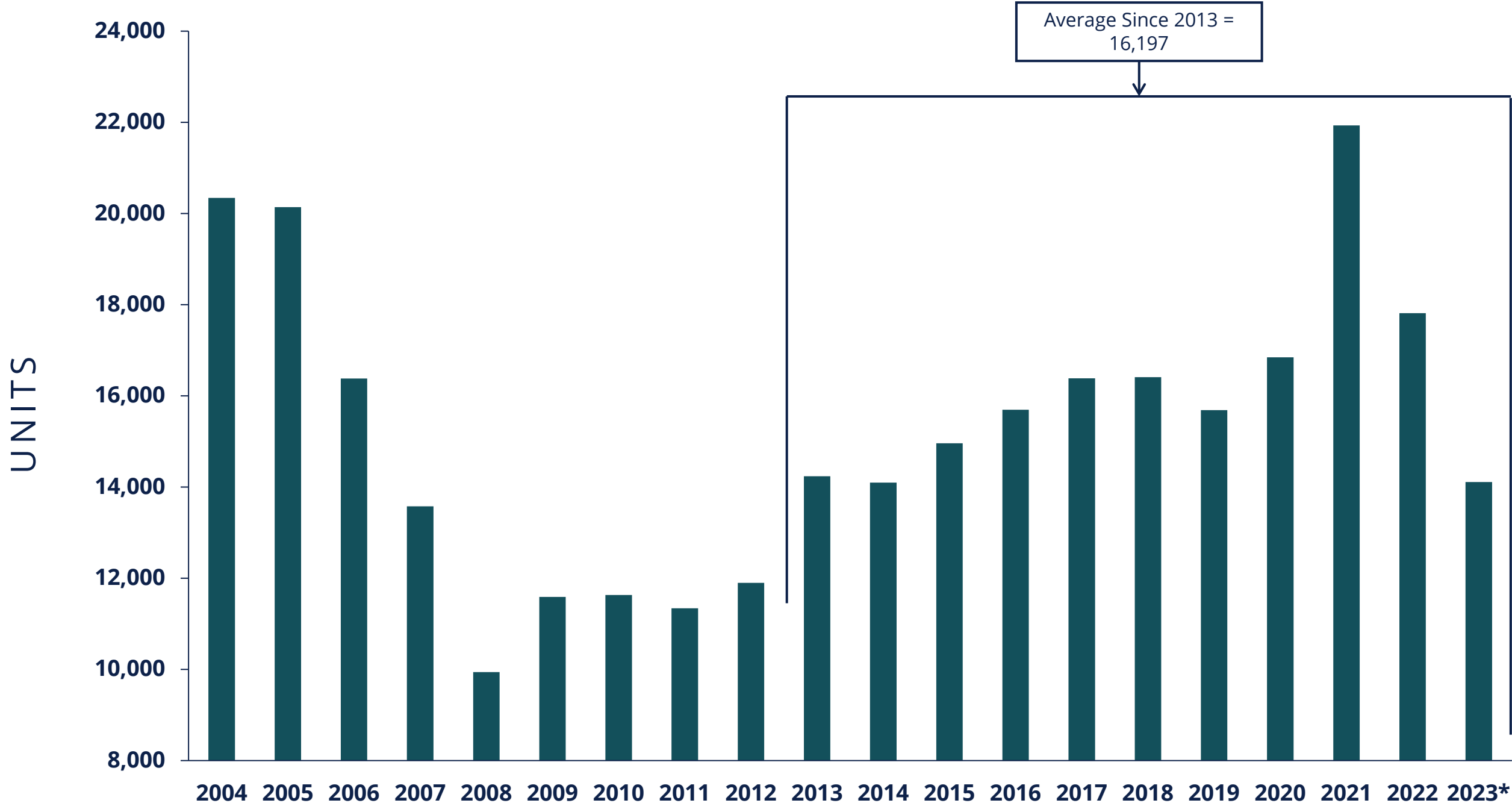


Source: Bright MLS, Delta Associates; October 2023.

\*12 months ending August 2023.

# ANNUAL CONDOMINIUM RESALES

Washington Metro Area | 2004 - 2023

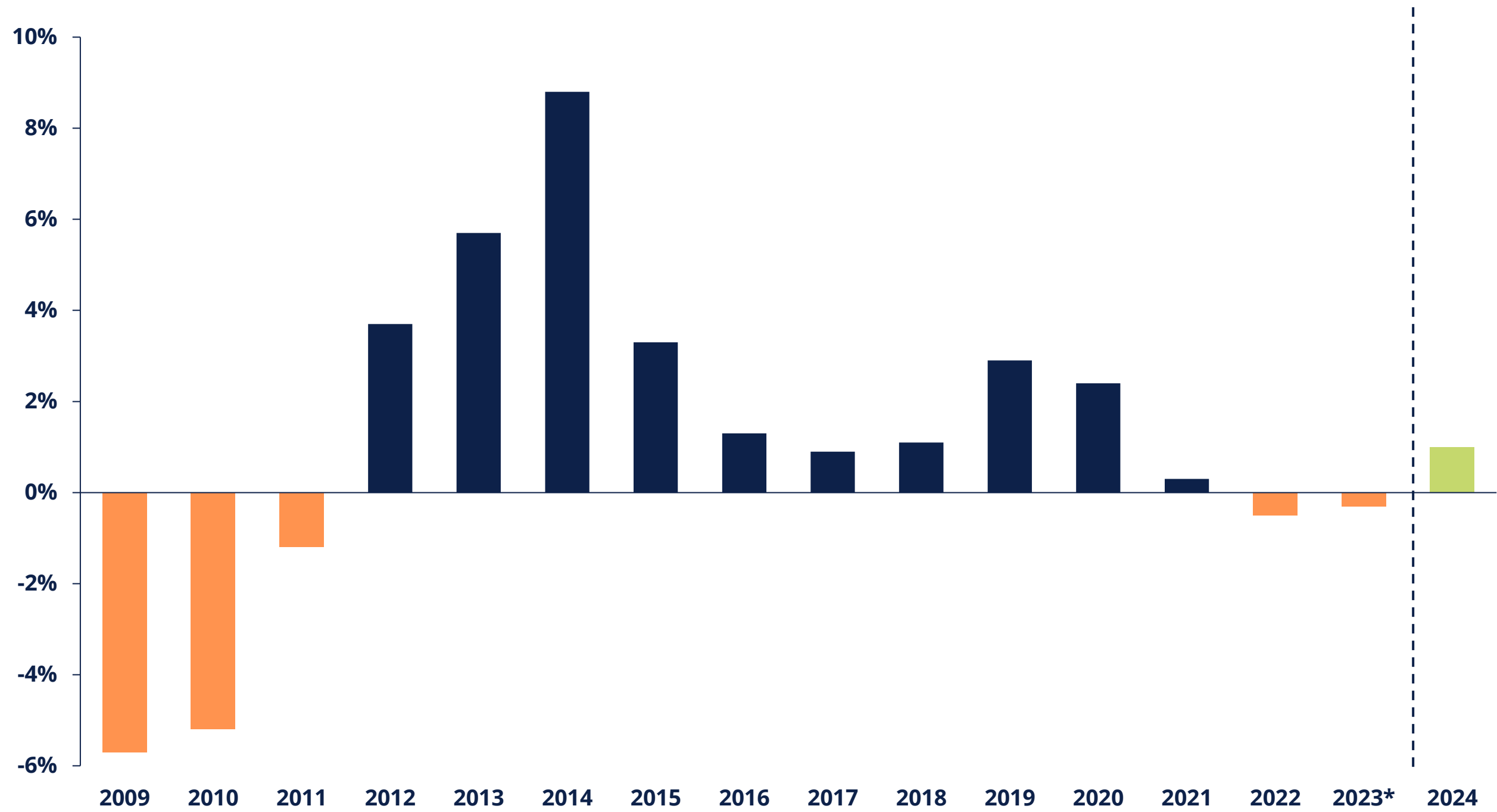


Source: Bright MLS, Delta Associates; October 2023.

\*12 months ending August 2023.

# EFFECTIVE NEW CONDOMINIUM SALES PRICE CHANGE

Washington Metro Area | 2009 - 2024





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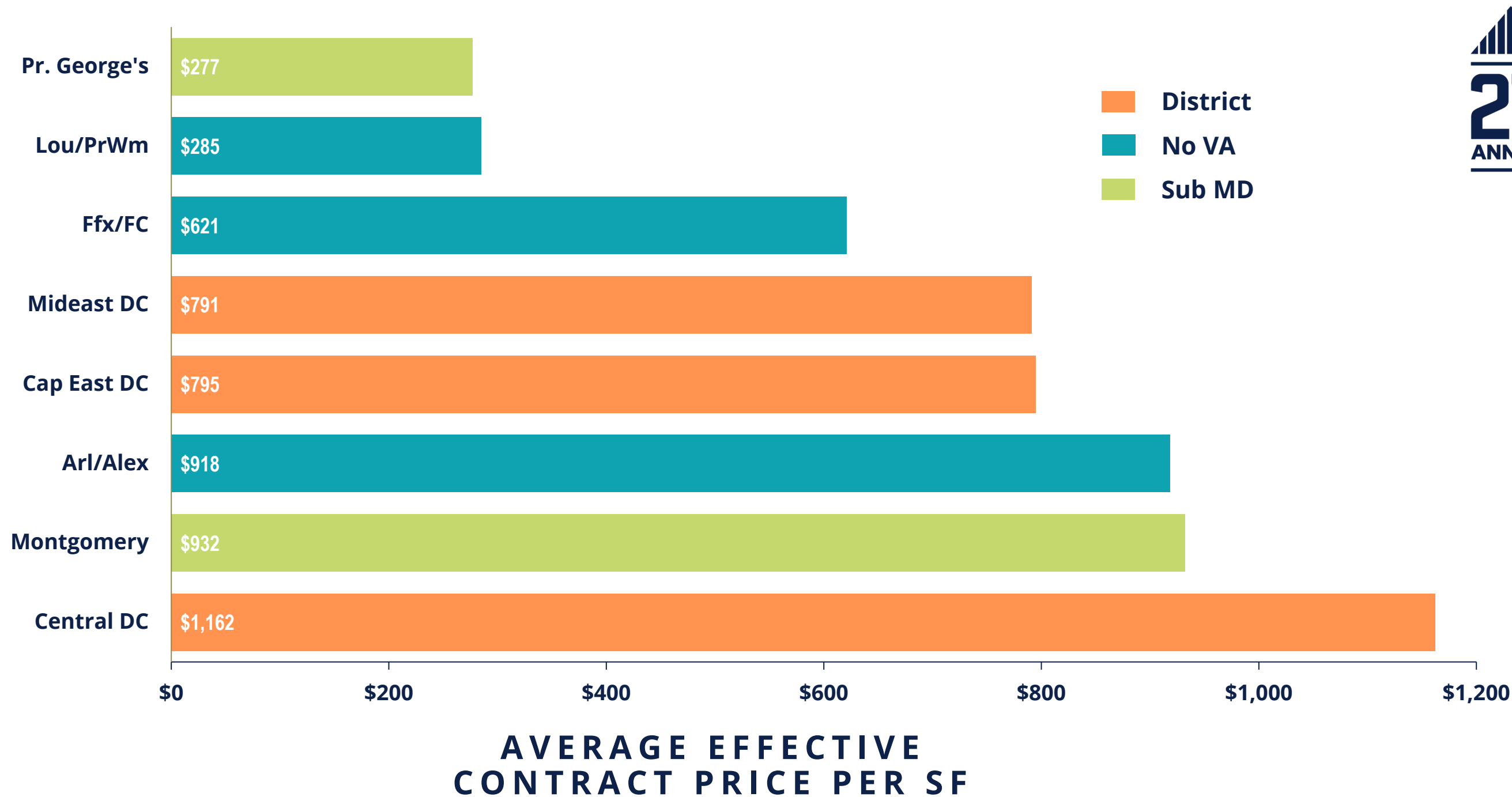
MARKET  
OVERVIEW +  
AWARDS FOR  
ANNUAL EXCELLENCE

Source: Delta Associates; October 2023.

\*YTD through August 2023.

# NEW CONDOMINIUM PRICES\*

Washington Metro Area | Third Quarter 2023

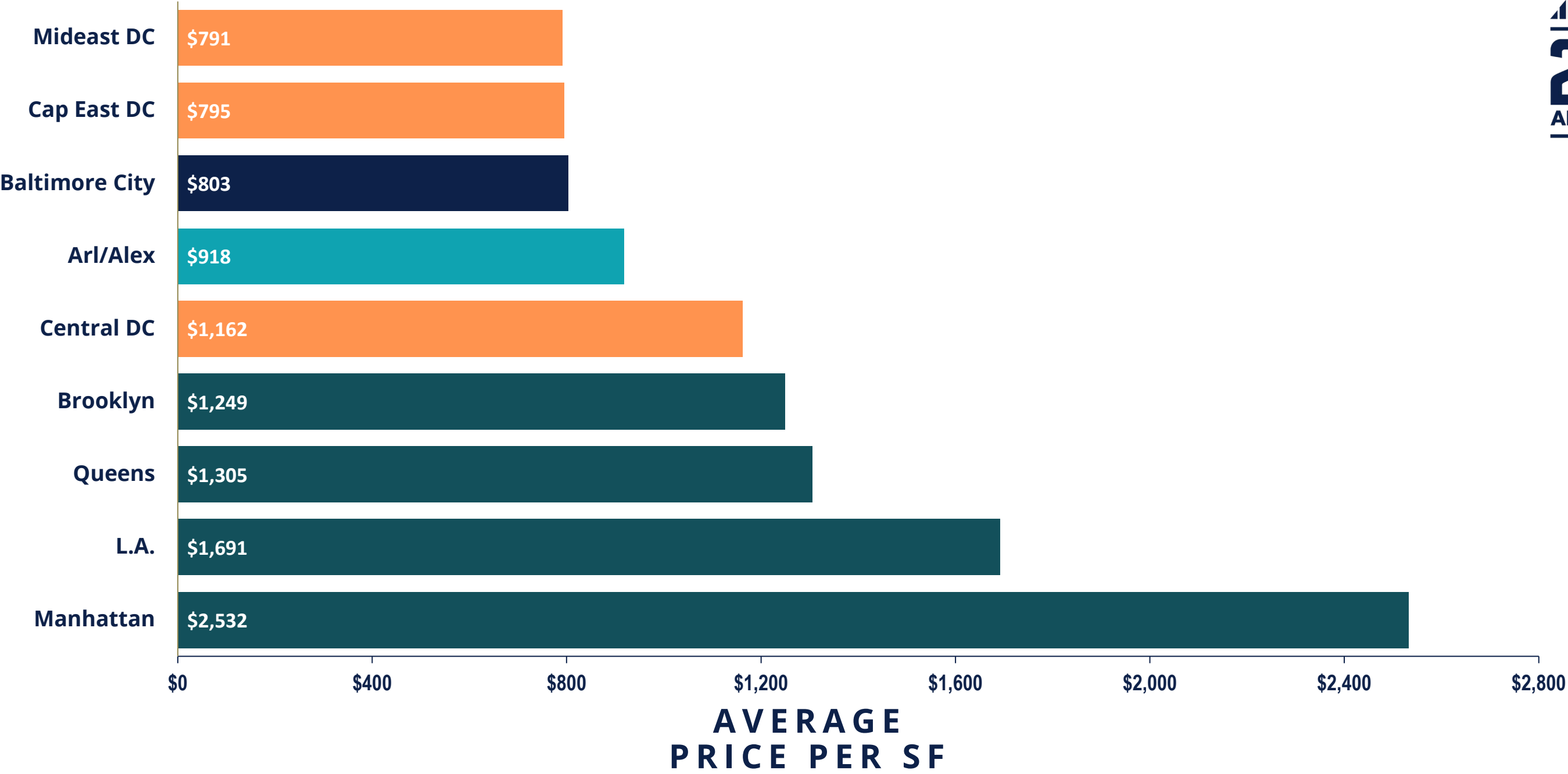


Source: Delta Associates; October 2023.

\* Reflects prices of condo projects currently selling, so averages should not be compared from quarter to quarter since locations of projects change each quarter.

# NEW CONDOMINIUM PRICES

Selected Cities in the U.S. | Third Quarter 2023\*

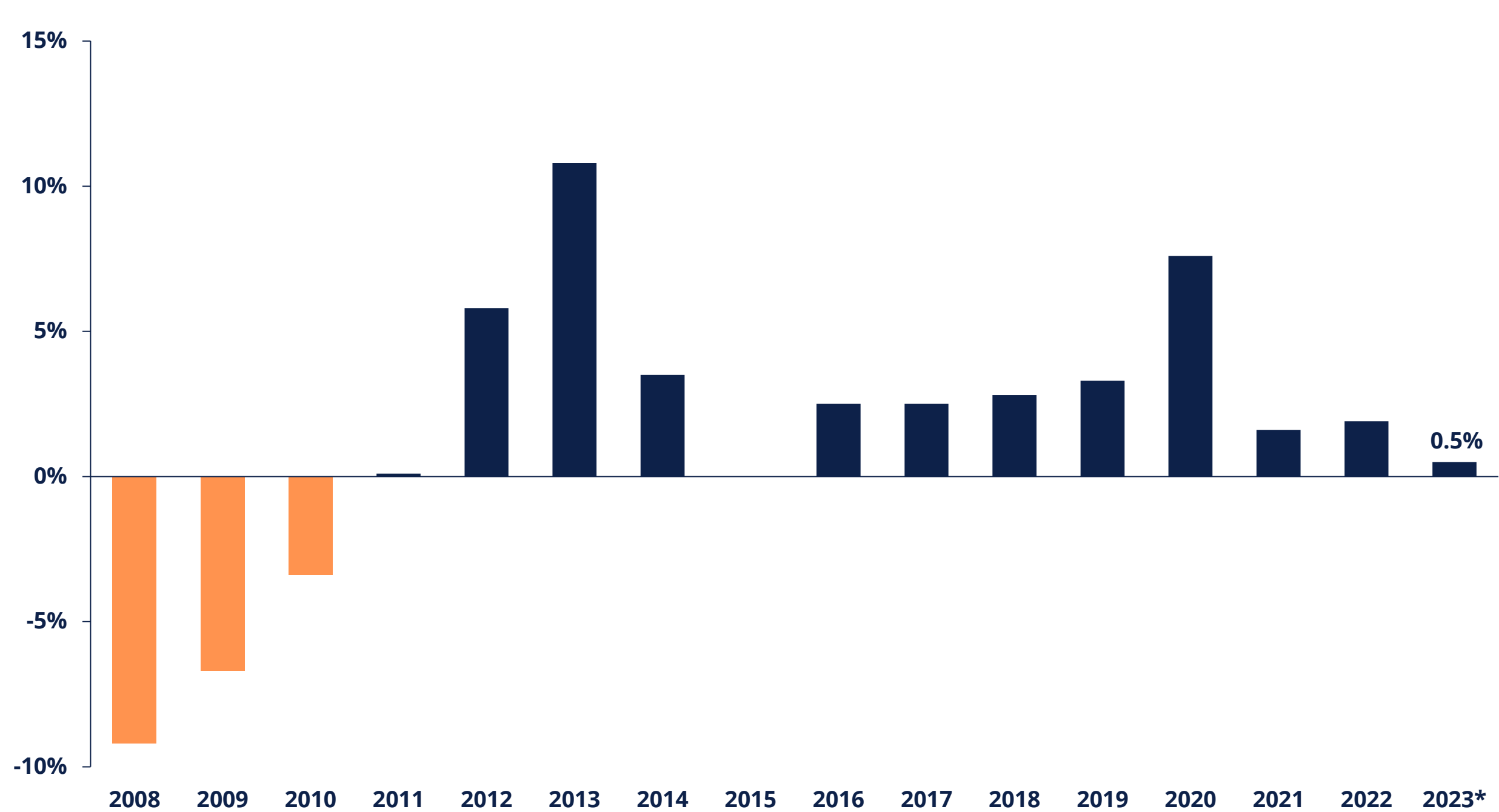


Source: Douglas Elliman, Delta Associates; October 2023.

\* Condo prices in Manhattan, Brooklyn, Queens, and Los Angeles are as of Q2 2023.

# RESALE CONDOMINIUM SALES PRICE CHANGE

Washington Metro Area | 2008 - 2023

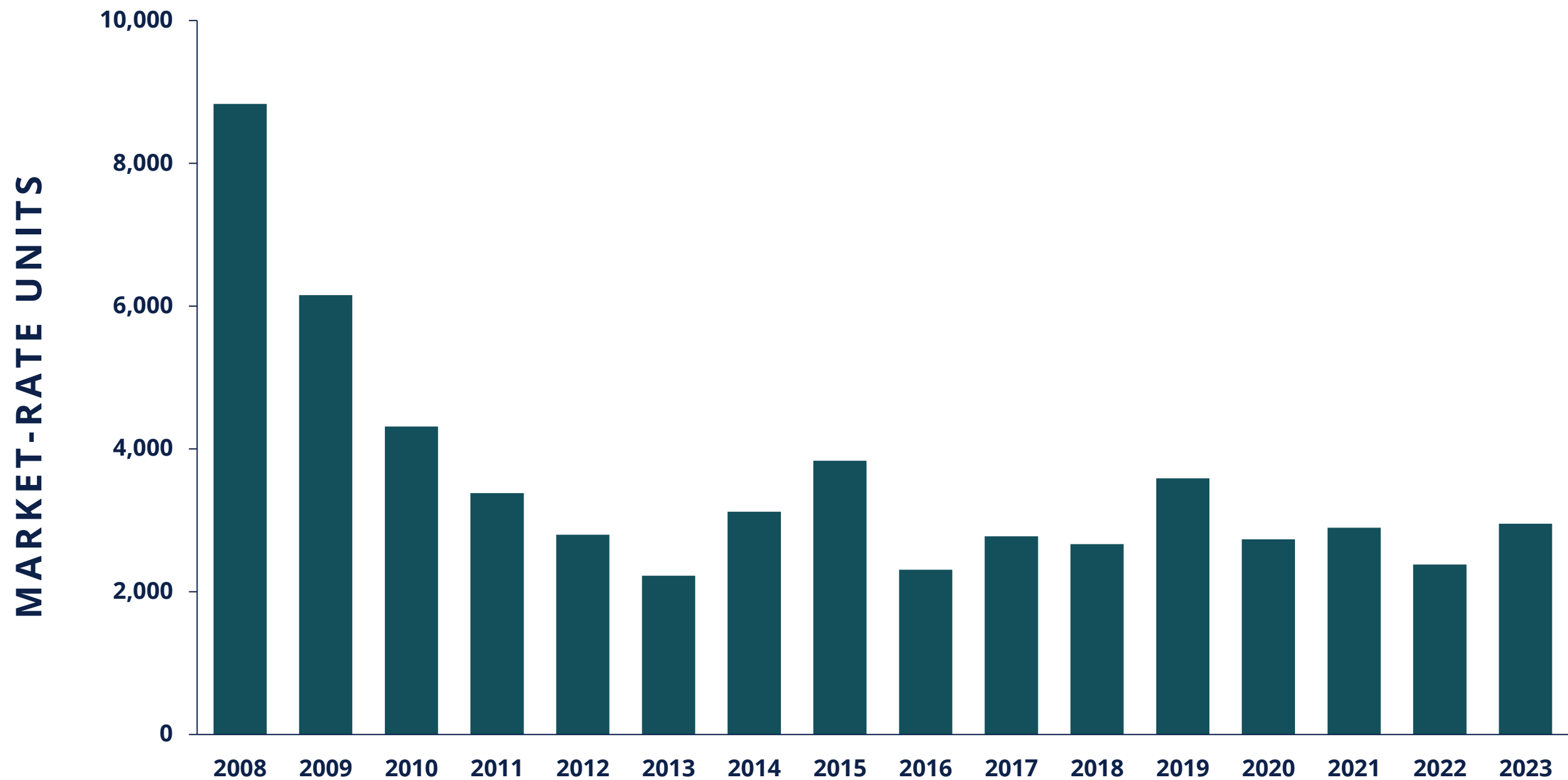


Source: Bright MLS, Delta Associates; October 2023.

\*12 Months ending August 2023.

# UNSOLD CONDO UNITS ACTIVELY MARKETING

Washington Metro Area | 2008 - 2023

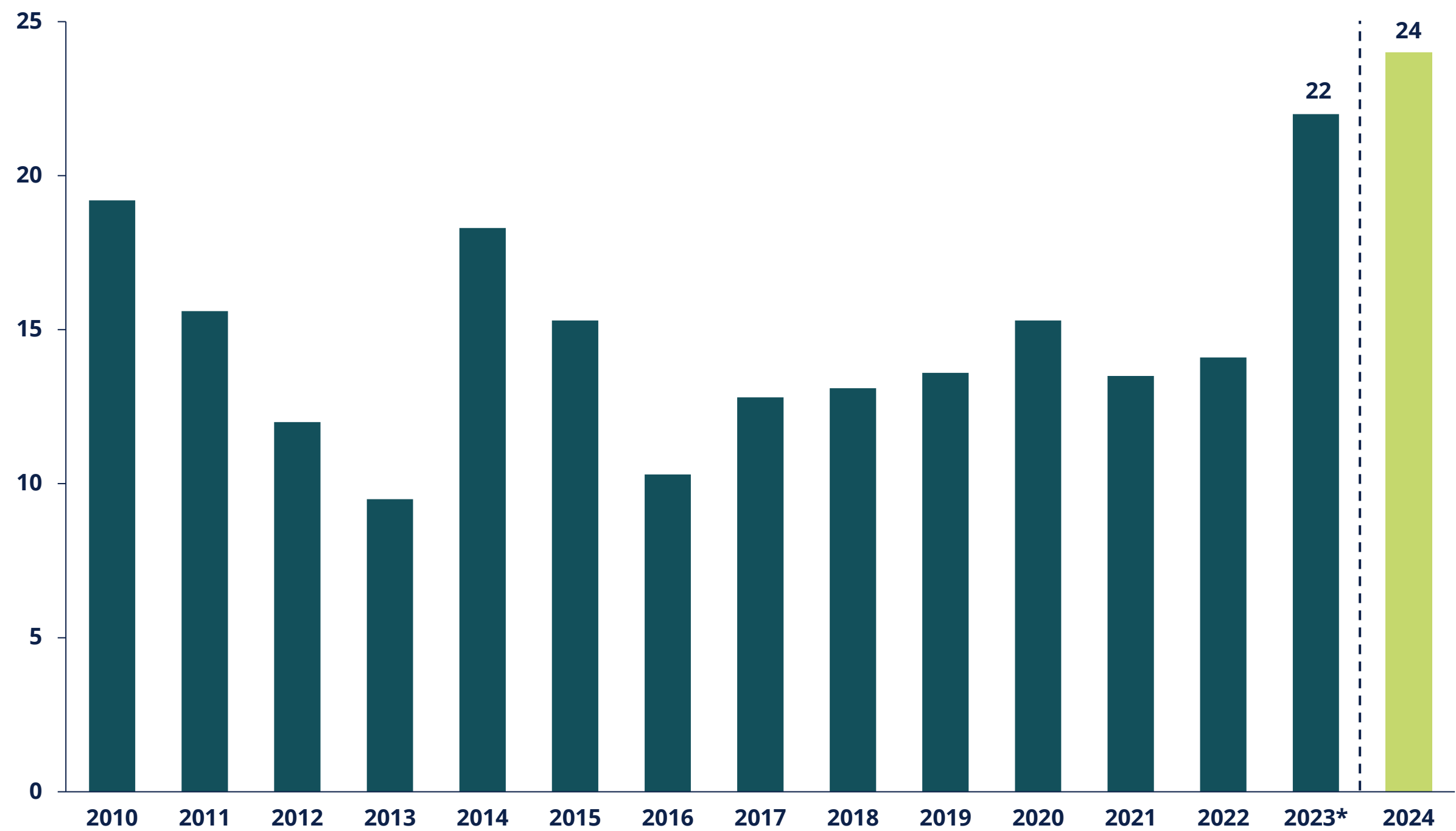


Source: Delta Associates; October 2023.

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

# MONTHS OF NEW CONDOMINIUM SUPPLY

Washington Metro Area | 2010 - 2024

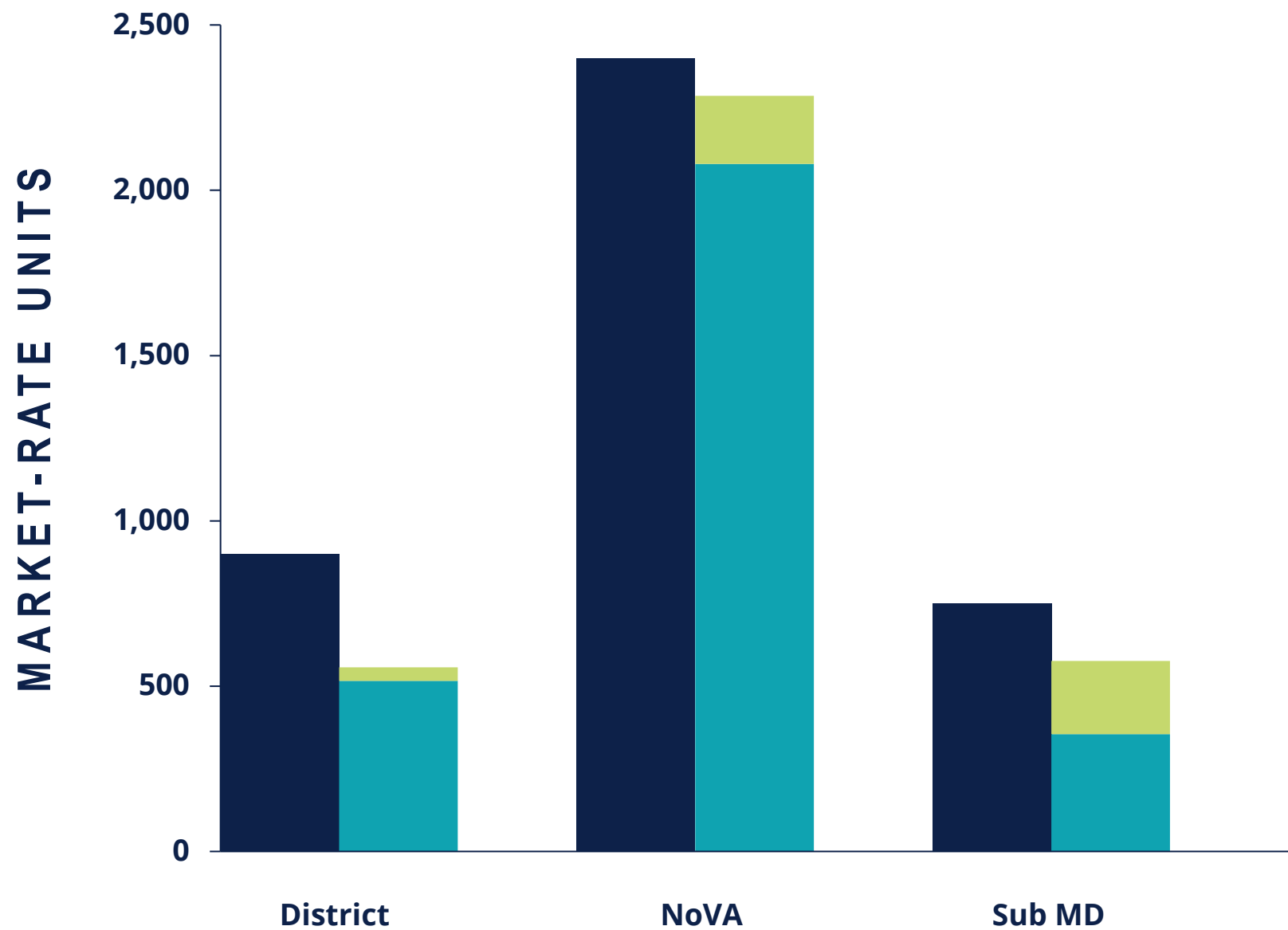


Source: Delta Associates; October 2023.

\*As of September 2023.

# DEMAND AND SUPPLY PROJECTIONS

Washington Metro Area Condominiums | 36 Months Ending September 2026



DEMAND
Net Sales: 1,350/Year = 4,050 units
SUPPLY <sup>1</sup>
<div>Planned and May Begin Marketing by 9/26: 468 units</div> <div>Under Construction and/or Marketing: 2,951 units <sup>2</sup></div>
Total = 3,419 units

<sup>1</sup> Probable supply after projected attrition.

<sup>2</sup> Includes unsold units at projects selling.



# Apartment Awards

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# Best Lease-Up Pace for a Northern Virginia Apartment Community



## Sage at National Landing Arlington, VA

- LCOR, Inc.
- SK&I Architecture
- Design Collective, Inc.
- Balfour Beatty Construction
- IMEG
- Venable



# Best Lease-Up Pace for a Suburban Maryland Apartment Community

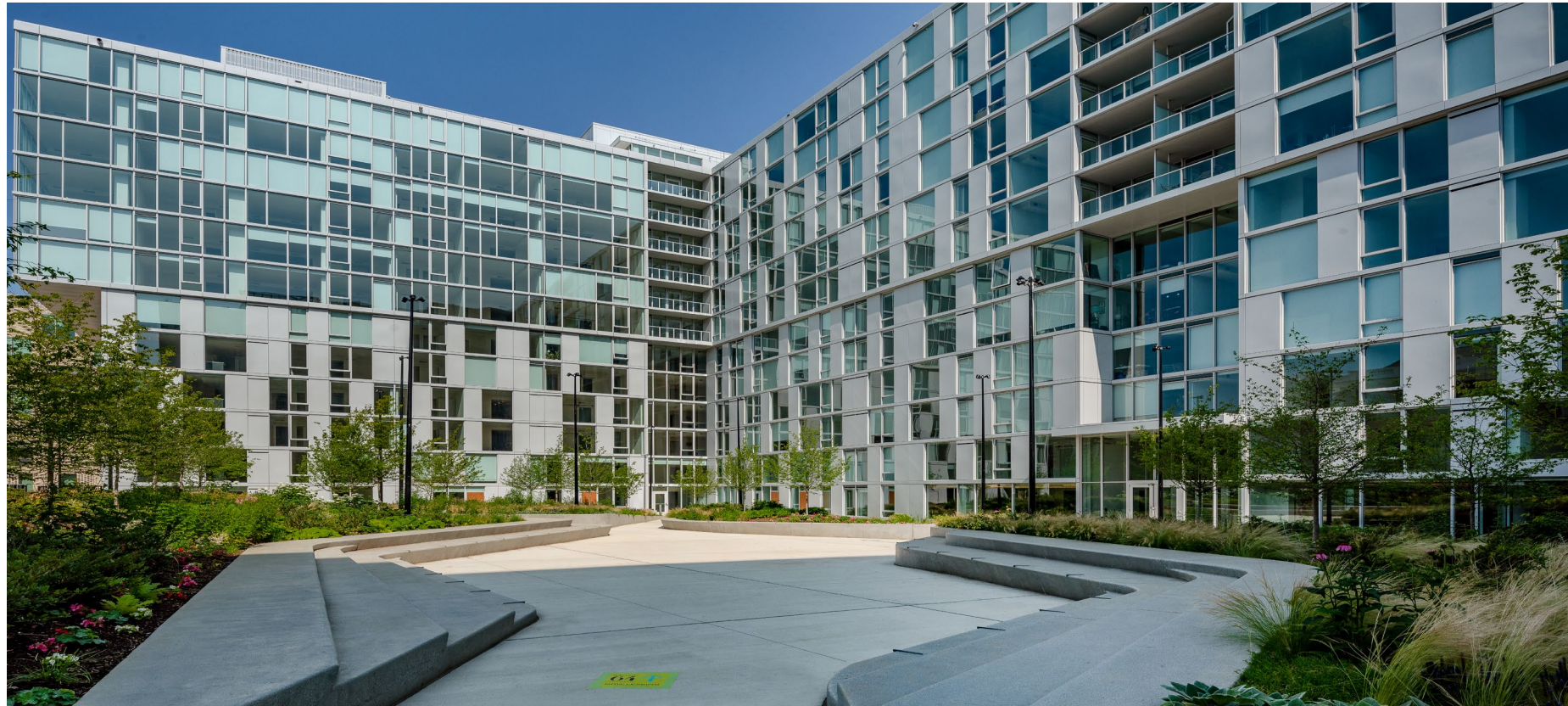


## Aventon Crown Gaithersburg, MD

- Aventon Companies
- Pegasus Residential
- SK&I Architecture
- Sumitomo Corporation of America



# Best Lease-Up Pace for a District of Columbia Apartment Community



## Gallery 64 Washington, DC

- Lowe
- Mitsui Fudosan America
- Greystar
- Beyer Blinder Belle
- Balfour Beatty Construction



# Best Lease-Up Pace for a Baltimore Apartment Community



## Avalon Foundry Row Owings Mills, MD

- AvalonBay Communities, Inc.
- KTG Y
- Bohler
- ESG
- Century



# Best Washington Interior Design Apartment Community



## Verge at Buzzard Point Washington, DC

- MRP Realty
- FRP Holdings Inc.
- KETTLER
- SK&I Architecture
- RD Jones & Associates
- John Moriarity & Associates
- Truist

# Best Baltimore Interior Design Apartment Community



## Marlow Columbia, MD

- Howard Hughes Holdings Inc.
- Greystar
- The Preston Partnership
- HCM
- CBG Building Company

# Best Washington/Baltimore Boutique Apartment Community



## Intersect at O Washington, DC

- Roadside Development
- Dantes Partners
- Grosvenor
- Bozzuto Property Management
- Shalom Baranes Associates
- Akseizer Design Group
- McCullough Construction, LLC.



# Best Washington/Baltimore Neighborhood Impact Apartment Community



## Banner Lane Washington, DC

- Toll Brothers Apartment Living
- L+M Development Partners
- Greystar
- WDG Architecture
- Bergmeyer
- Citibank
- DCHFA

# Best Washington/Baltimore Mixed-Use Development Apartment Community



## Baltimore Peninsula Baltimore, MD

- MAG Partners
- MacFarlane Partners
- Bozzuto Property Management
- Hord Coplan Macht
- Torti Gallas + Partners
- Aumen Asner
- RD Jones & Associates

# Best Washington/Baltimore Transit-Oriented Development Apartment Community



## Market House Washington, DC

- High Street Residential, a subsidiary of Trammell Crow Company
- Greystar
- Shalom Baranes Associates
- MetLife Investment Management

# Best Washington/Baltimore Low-Rise Apartment Community



## Bainbridge Market Commons Frederick, MD

- The Bainbridge Companies
- Martin Architectural Group
- Kimley-Horn
- Studio 5 Interiors
- Piedmont Design Group



# Best Northern Virginia Mid-Rise Apartment Community



## Brentford at the Mile Tysons, VA

- KETTLER

# Best Suburban Maryland Mid-Rise Apartment Community



## The Laureate Derwood, MD

- HOC
- EYA
- The Bozzuto Group
- Bozzuto Property Management
- KTGy
- Land Design
- RD Jones & Associates
- Bozzuto Construction Company



# Best District of Columbia Mid-Rise Apartment Community



## Cielo

### Washington, DC

- LCOR, Inc.
- WDG Architects
- WDG Interiors
- Lee and Associates
- HITT Construction
- Wiles Mensch Corporation
- Goulston Storrs



# Best Baltimore Mid-Rise Apartment Community



## The Lucie Baltimore, MD

- Greystar
- Edit Lab by Streetsense
- Griffin Capital Company, LLC.



# Best Washington/Baltimore High-Rise Apartment Community



## Revel

### Washington, DC

- Transwestern Development Company
- Four Points, LLC.
- Sunwater Capital
- Bell Partners
- HKS
- Lee and Associates
- Akseizer Design Group
- John Moriarity & Associates
- Pacific Western Bank
- VIKa Capitol
- ECS
- The Integrated Companies



# Condominium Awards

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# Best Sales Pace for a Washington/Baltimore Condominium Community



## Loudoun View Sterling, VA

- Ryan Homes



# Best Washington/Baltimore Adaptive Reuse Condominium Community



## Towngate North Alexandria, VA

- Brookfield Residential
- McWilliams I Ballard
- Heffner Architects



# Best Washington/Baltimore Mid-Rise Condominium Community



## The Ritz-Carlton Residences – Chevy Chase Lake Chevy Chase, MD

- Chevy Chase Land Company
- The Bozzuto Group
- McWilliams I Ballard



# Best Washington/Baltimore High-Rise Condominium Community



## Monarch Tysons, VA

- Renaissance Centro
- The Mayhood Company
- WDG
- Parker Rodriguez
- Carlyn & Company
- BankOZK



# Best Washington/Baltimore Condominium Community



## Amaris Washington, DC

- Hoffman & Associates
- Madison Marquette
- Rafael Viñoly
- Thomas Juul-Hansen, LLC.
- Parker Rodriguez





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