Multi-Family Market Report

Atlanta - GA

PREPARED BY

KW COMMERCIAL

John Rose

Agent

CoStar™

MULTI-FAMILY MARKET REPORT

Market Key Statistics	1
Vacancy	2
Rent	5
Construction	10
Under Construction Properties	11
Sales	13
Sales Past 12 Months	15
Economy	17
Market Submarkets	22
Supply & Demand Trends	26
Vacancy & Rent	28
Sale Trends	30
Deliveries & Under Construction	32

© 2022 CoStar Group - Licensed to KW Commercial West Cobb - 1128686

Overview

Atlanta Multi-Family

12 Mo. Delivered Units	12 Mo. Absorption Units	Vacancy Rate	12 Mo. Asking Rent Growth
6,723	4,497	6.6%	12.1%

Atlanta's multifamily sector took a hit at the onset of the coronavirus pandemic, but the metro bounced back quickly and has posted impressive demand and rent growth figures in recent quarters. Rents have increased at a faster pace than the National Index since the onset of the pandemic, as owners have capitalized on a surge in demand and the tighter than usual housing market across the region.

Year-over-year rent growth of 12.1% is still outpacing the national average, but rent gains have started to moderate in recent months due to tepid net absorption in late 2021 and early 2022, as well as the metro's rising supply pipeline. However, the region's vacancy rate of 6.6% is still comfortably below its 10-year average of 8.0%, so Atlanta apartment owners should be able to increase rents in the traditional spring and summer leasing months as long as the metro's economic recovery persists.

Heading into the pandemic, Atlanta was helped by overall housing construction levels that were lower than prior building cycles. Even though both single-family and multifamily housing starts have picked up over the past few quarters, annual single-family home deliveries are still roughly half of what they were during the housing bubble in the mid-2000s, and multifamily construction activity is only slightly above the national average on a percentage basis.

Investors have poured capital into Atlanta multifamily at a record clip over the past few quarters, drawn by the market's impressive performance and strong demographic trends. The metro now ranks as one of the top markets in the nation for trailing 12-month sales volume. Average pricing continues to escalate, and values in Atlanta are rising at about double the national average pace.

KEY INDICATORS

Current Quarter	Units	Vacancy Rate	Asking Rent	Effective Rent	Absorption Units	Delivered Units	Under Constr Units
4 & 5 Star	176,987	7.3%	$1,984	$1,970	691	1,256	23,395
3 Star	202,007	5.8%	$1,534	$1,527	(369)	0	1,094
1 & 2 Star	92,107	7.3%	$1,169	$1,163	(94)	0	0
Market	**471,101**	**6.6%**	**$1,644**	**$1,635**	**228**	**1,256**	**24,489**

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	0.4%	8.5%	7.3%	10.7%	2009 Q1	4.5%	2000 Q2
Absorption Units	4,497	6,626	6,586	24,190	2021 Q2	(46)	2007 Q4
Delivered Units	6,723	8,014	9,843	16,464	2001 Q4	729	2012 Q4
Demolished Units	57	731	866	2,927	2013 Q1	0	2004 Q1
Asking Rent Growth (YOY)	12.1%	2.2%	4.2%	19.1%	2021 Q3	-6.3%	2003 Q4
Effective Rent Growth (YOY)	12.5%	2.2%	4.2%	20.8%	2021 Q3	-6.4%	2003 Q4
Sales Volume	$19.6B	$4.3B	N/A	$19.3B	2022 Q1	$551.5M	2002 Q3

© 2022 CoStar Group - Licensed to KW Commercial West Cobb - 1128686

Vacancy

Multifamily demand proved resilient in Atlanta following the onset of the coronavirus pandemic. Demand in Atlanta held up relatively well compared to most markets in 2020, and net absorption surged in 2021. Despite seasonality-driven demand weakness in late 2021 and early 2022, Atlanta's vacancy rate remains well below the market's 10-year average. However, developers have rushed to break ground on new projects in response to the metro's strong performance during the pandemic, and there are now roughly 24,000 units under construction in Atlanta, representing a decade high in terms of units underway. Even if demand picks back up in the coming months, new supply will likely push Atlanta vacancies higher over the next few quarters, though the metro's vacancy rate should stay below its long-run average in the near term.

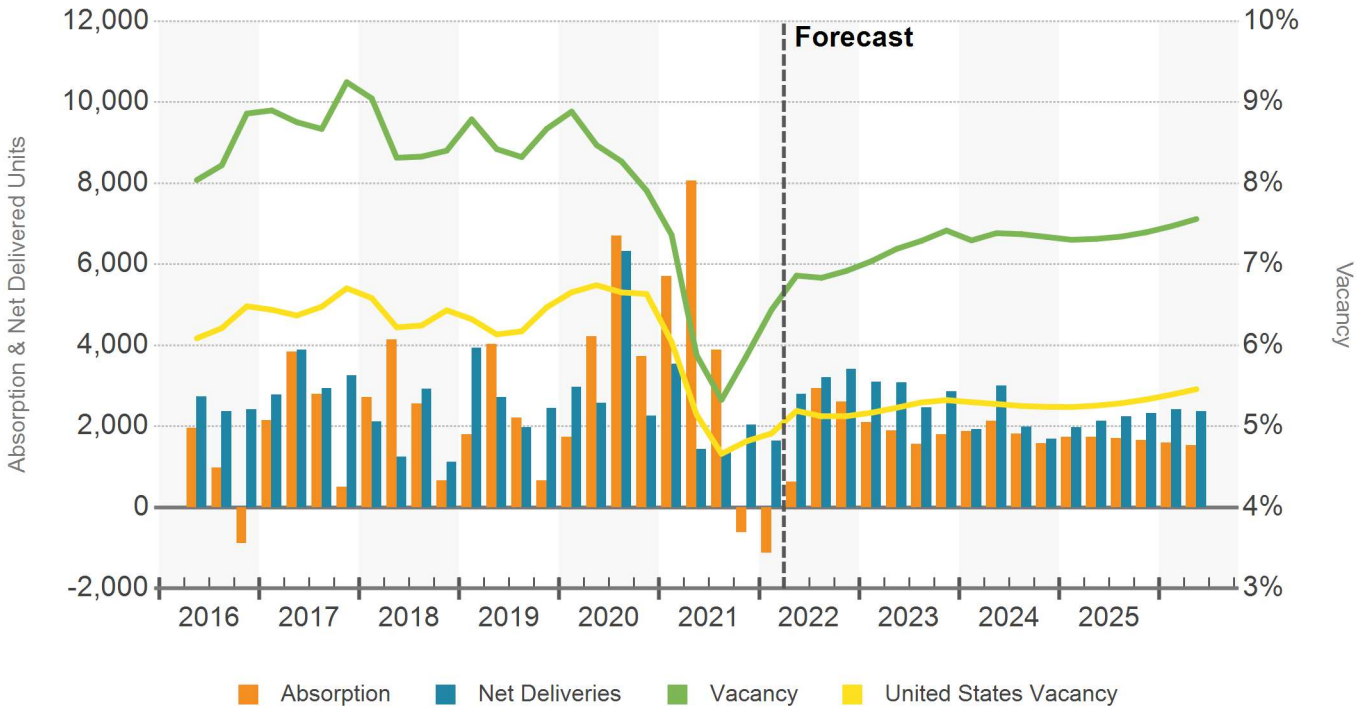
Strong household growth and net migration continue to drive demand for Atlanta-area apartments. The population of metro Atlanta has grown by more than 900,000 residents since 2010, representing one of the largest nominal gains in the country. Atlanta typically ranks as one of the top markets in the country for net domestic migration and population growth, along with fellow major Sun Belt metros such as Dallas-Fort Worth, Houston, and Phoenix. Despite an increase in single-family and multifamily starts since mid-2020, overall housing construction levels are still about half of what they were at the peak of the housing bubble, contributing to an unusually tight housing market in Atlanta.

Urban and core-suburban submarkets in Atlanta benefit from the region's fast-growing base of highly educated workers, particularly those working in the metro's booming technology sector. The greater Atlanta region produces more than 40,000 college graduates per year, ranking it in the top 10 metros nationwide. Atlanta also attracts many well-educated workers migrating to the area for employment, most notably from the Northeast. More than a dozen business incubators support high-tech jobs, as do the postsecondary research centers in the city and a collaborative environment between the State of Georgia, private businesses, and the academic community. Atlanta's status as a tech hub was a factor in attracting firms like Norfolk Southern, Google, Microsoft, Cisco, and Visa, which are all setting up large-scale operations in Midtown.

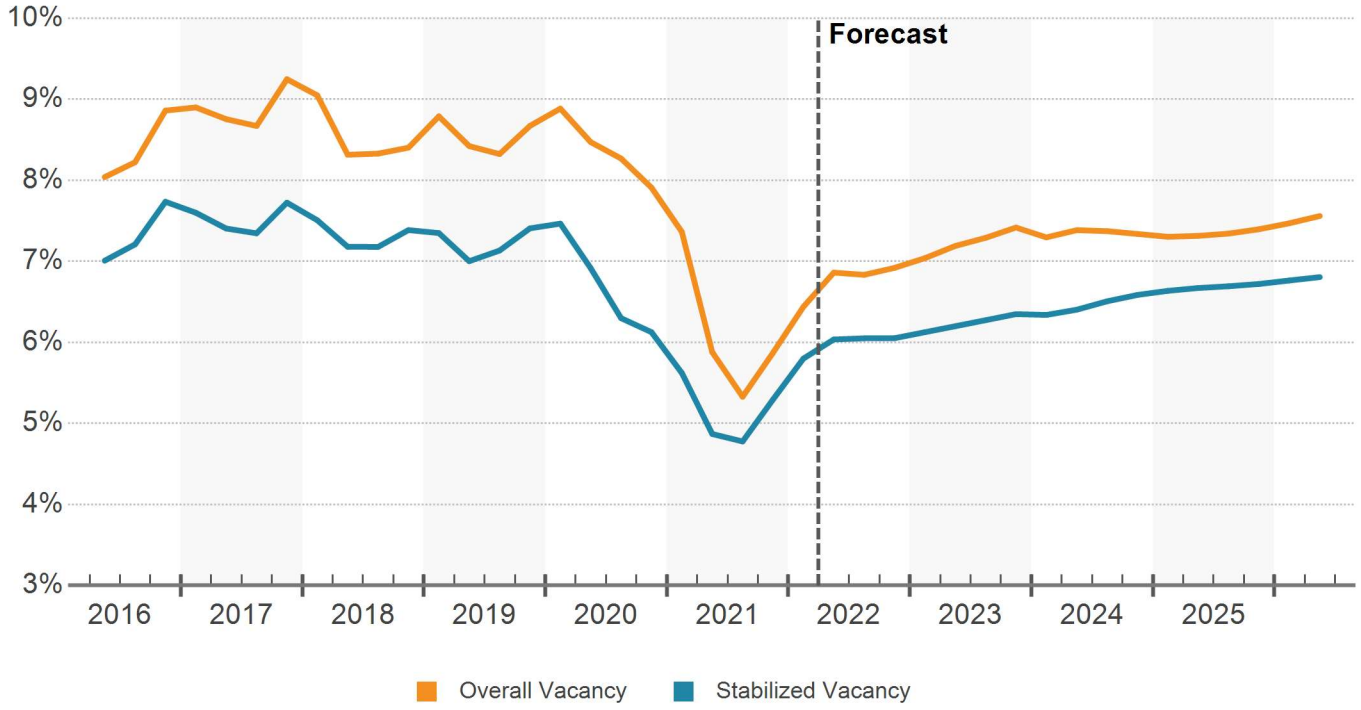
Atlanta also has a deep pool of renters-by-necessity, a cohort buoyed by the market's extensive blue-collar industries, particularly the industrial sector. These jobs help support demand for workforce housing properties, particularly in submarkets like Douglas County and Outlying Gwinnett County and those south of Atlanta such as Henry County and Southeast DeKalb. Due to the lack of new workforce housing supply and a stable and growing base of industrial jobs, occupancies in these submarkets have generally outperformed the metro average in recent years, and occupancies in most of the region's blue-collar suburban submarkets are at or near record highs. The metro is in the process of adding thousands of jobs from firms like Amazon, Home Depot, Freshly, and HelloFresh, which will boost workforce housing demand in the near term.

© 2022 CoStar Group - Licensed to KW Commercial West Cobb - 1128686

ABSORPTION, NET DELIVERIES & VACANCY



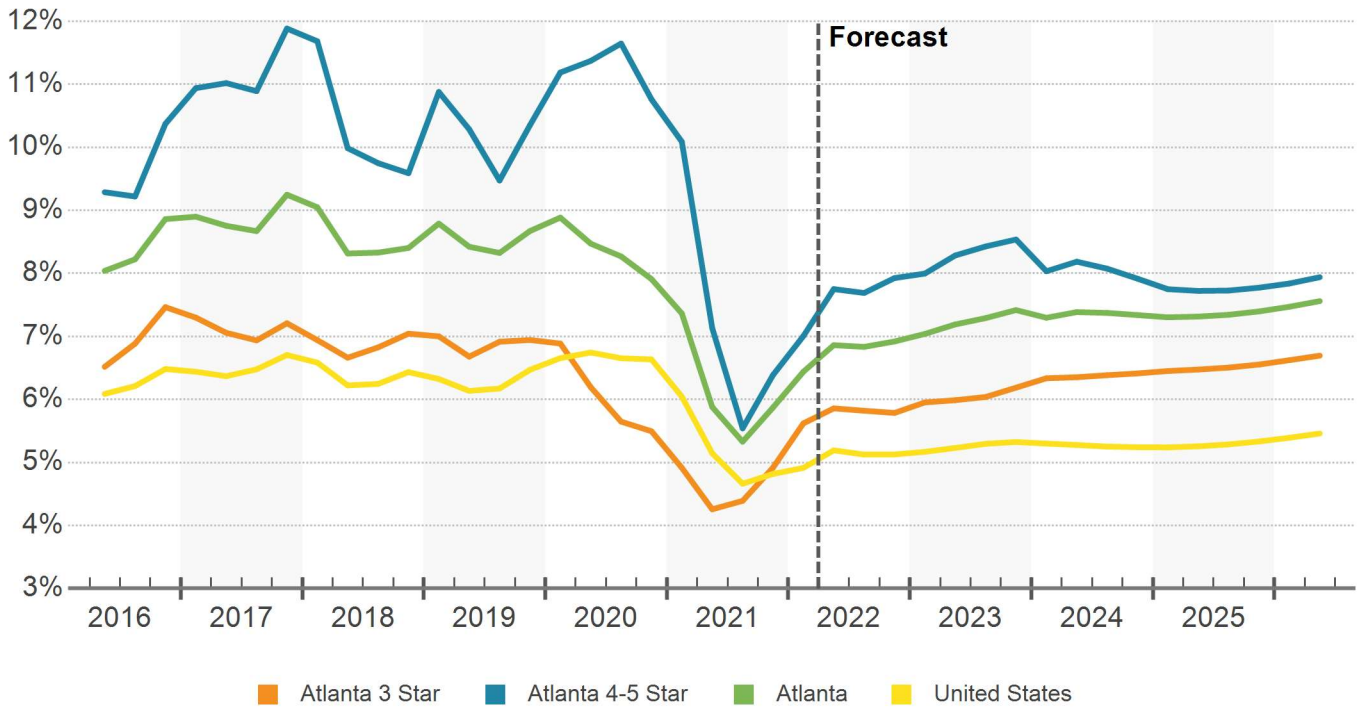
OVERALL & STABILIZED VACANCY



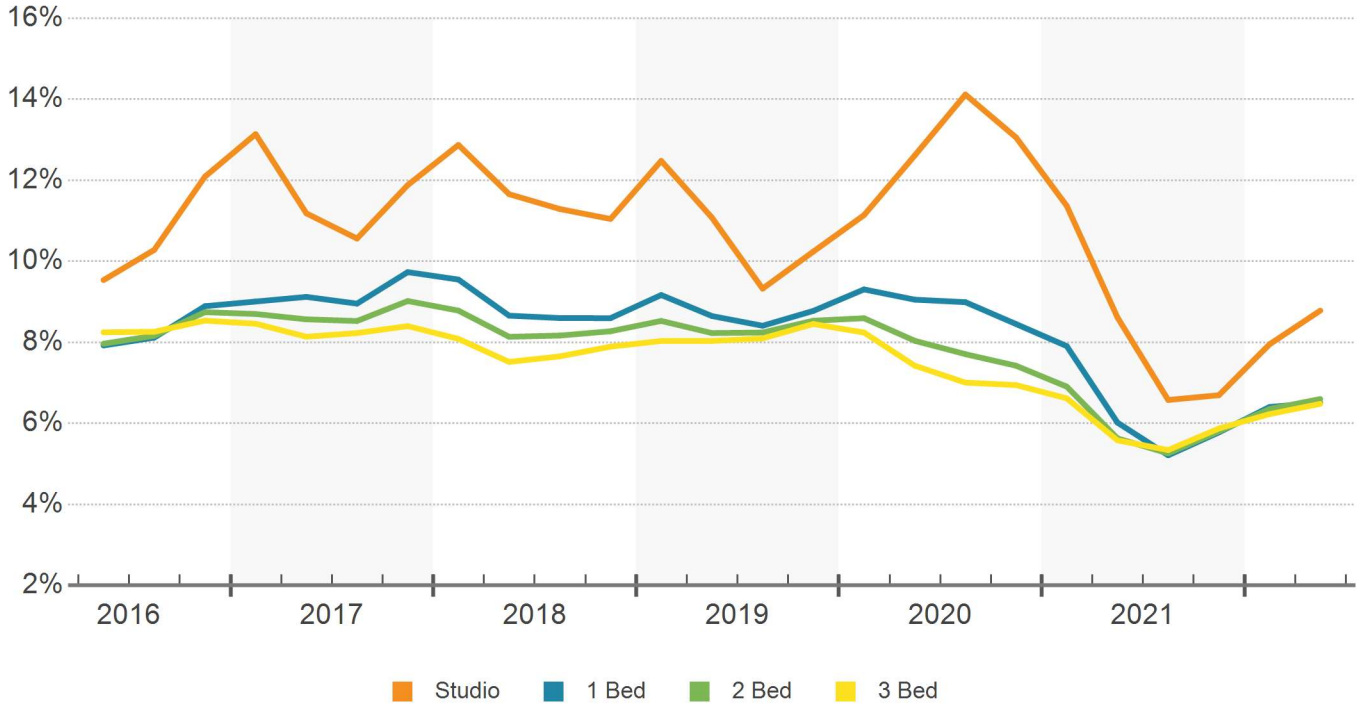
© 2022 CoStar Group - Licensed to KW Commercial West Cobb - 1128686

Vacancy

VACANCY RATE



VACANCY BY BEDROOM



© 2022 CoStar Group - Licensed to KW Commercial West Cobb - 1128686

Rent

Atlanta rents took a hit immediately following the onset of the coronavirus pandemic, but rent growth surged from mid-2020 to late 2021, propelled by record demand for housing. Rents in Atlanta are now about 25% above where they were at the start of 2020, and current year-over-year growth of 12.1% is outperforming the national average of 9.9%.

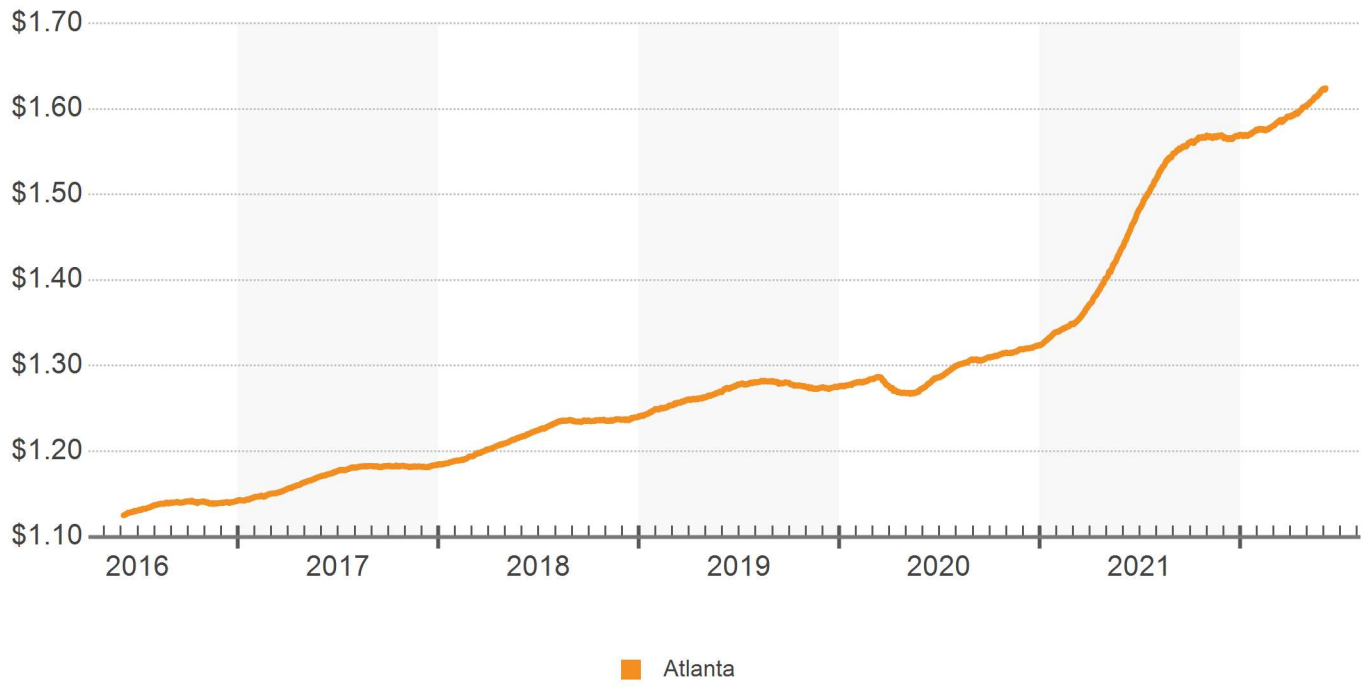
However, this type of rent growth is unsustainable in the long term, and the pace of growth has moderated over the past few quarters. Rents in Atlanta were essentially flat in 21Q4, and rents increased only about 1.5% in 22Q1. While seasonality was likely a factor in this slowdown, tepid rent growth also corresponded with weaker net absorption and rising vacancies in late 2021 and early 2022. Furthermore, the fading effects of the fiscal stimulus measures enacted during the pandemic and a burgeoning supply pipeline should lead to more modest gains over the next several months.

Assets rated 4 & 5 Star bore the brunt of the impact of the pandemic, but rent growth in those high-end properties has improved considerably over the past few quarters. Year-over-year growth in the 4 & 5 Star cohort of 11.2% represents a remarkable turnaround from the rent losses the 4 & 5 Star slice posted as of midyear 2020. Longer term, those high-end properties will have to compete with new high-end supply. Comparatively, rent growth in 3 Star properties was more resilient in the early months of the pandemic, and at 13.1%, year-over-year rent growth in that slice continues to outperform the metro average.

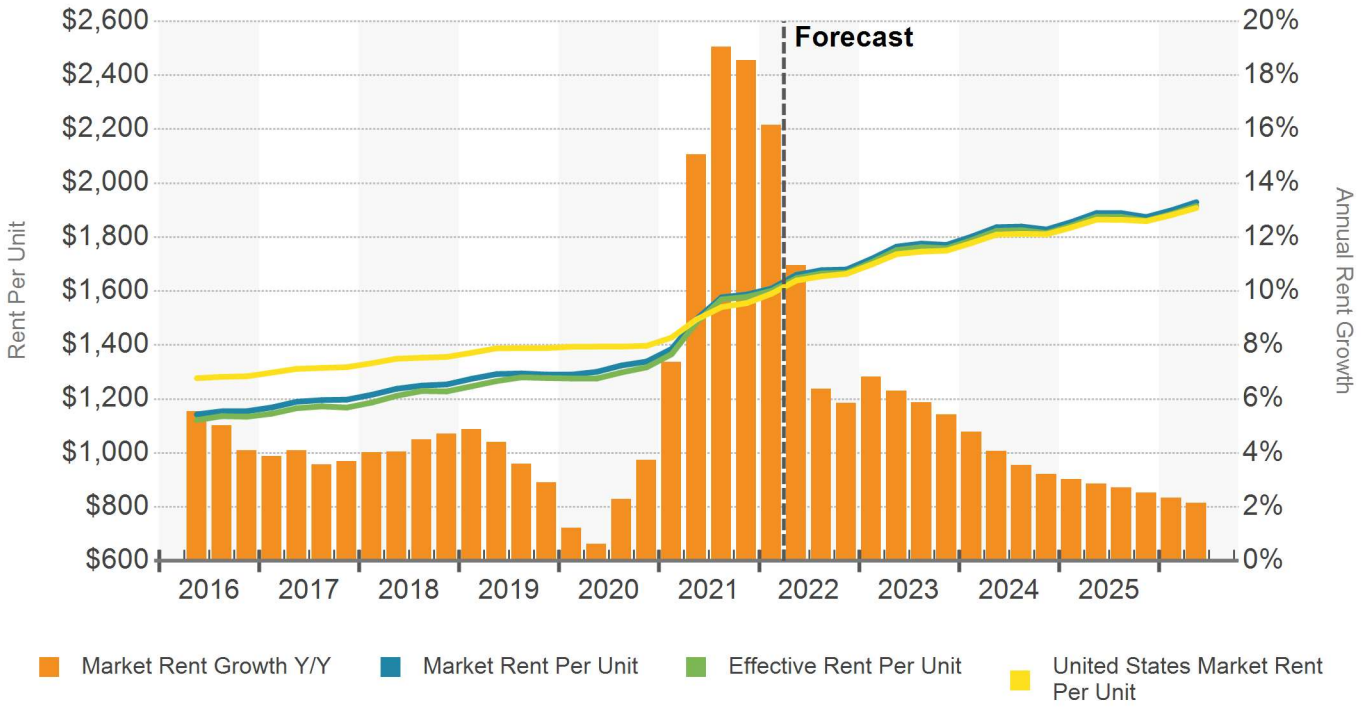
Among submarkets, Atlanta's affluent northern suburbs have led the way in terms of rent gains over the past few quarters. Annual rent growth is outpacing the metro average in North Fulton, Sandy Springs/Dunwoody, North Gwinnett, and Forsyth County. Expensive in-town submarkets such as Midtown, West Midtown, and Buckhead underperformed in the early months of the pandemic. However, these urban locales have shown improvement over the past few quarters, and trailing 12-month rent growth is now strongly positive in all large Atlanta submarkets.

Rent growth has outperformed the national average for the better part of the past decade, which is unusual for a traditionally supply-heavy market such as Atlanta. Rents in Atlanta are now slightly above the national average, while they were more than 15% below the national figure in 2010.

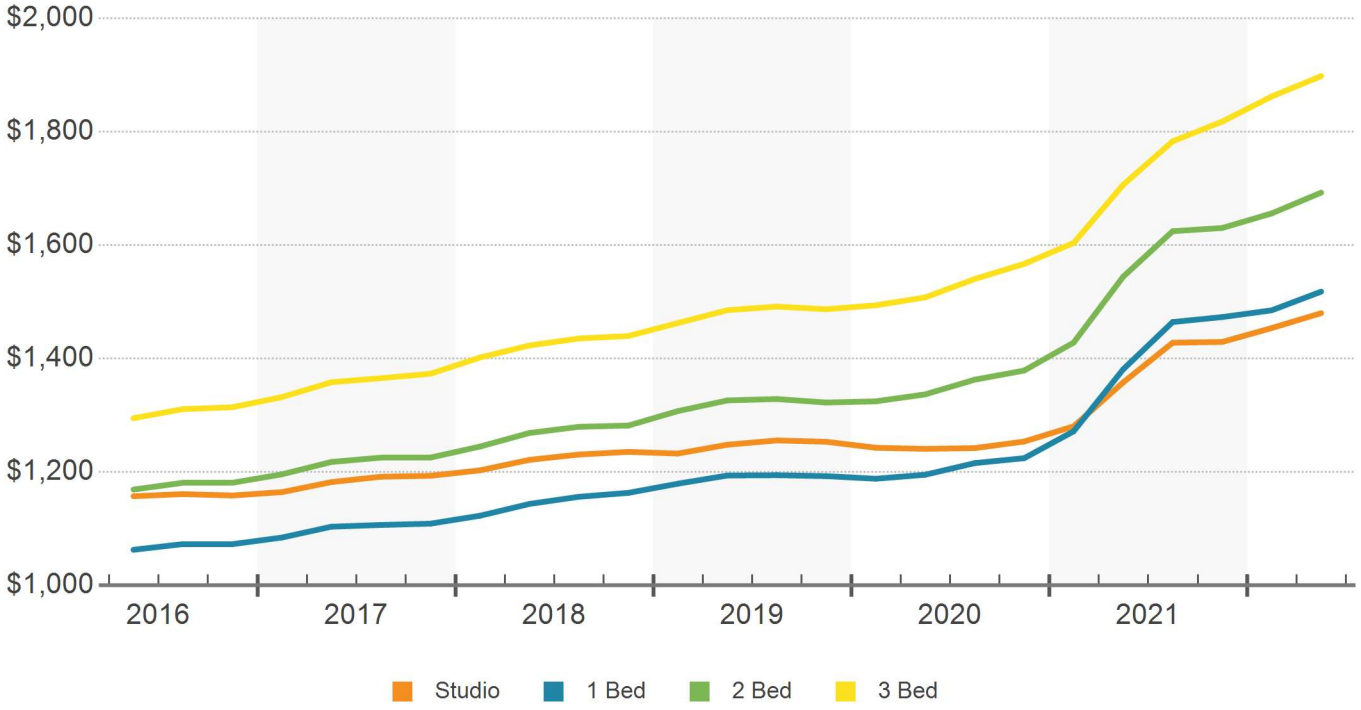
DAILY ASKING RENT PER SF



MARKET RENT PER UNIT & RENT GROWTH



MARKET RENT PER UNIT BY BEDROOM



© 2022 CoStar Group - Licensed to KW Commercial West Cobb - 1128686

4 & 5 STAR EXPENSES PER SF (ANNUAL)

	Operating Expenses								Capital Expenditures			
Market / Cluster	Mgmt.	Admin.	Payroll	Water	Utilities	Maint.	Insurance	Taxes	Appliance	Structural	Other	Total
Atlanta	$0.46	$0.77	$0.61	$0.64	$0.74	$1.04	$0.25	$1.70	$0.10	$0.15	$0.80	**$7.26**
Bartow County	$0.56	$0.53	$0.54	$0.30	$0.71	$1.47	$0.38	$0.87	$0.29	$0.13	$0.80	**$6.58**
Buckhead	$0.42	$0.67	$0.42	$0.63	$0.83	$0.89	$0.22	$2.12	$0.07	$0.19	$0.95	**$7.41**
Carroll County	$0.26	$0.35	$0.50	$0.27	$0.59	$0.57	$0.24	$0.55	$0.11	$0.07	$0.73	**$4.24**
Cherokee County	$0.66	$1.38	$1.25	$0.69	$0.88	$0.96	$0.31	$1.25	$0.22	$0.18	$1.35	**$9.13**
Clayton County	$0.38	$0.47	$0.41	$0.59	$0.47	$0.96	$0.24	$1.04	$0.10	$0.13	$0.70	**$5.49**
Coweta County	$0.56	$0.53	$0.54	$0.30	$0.71	$1.47	$0.38	$0.87	$0.29	$0.13	$0.80	**$6.58**
Cumberland/Galleria	$0.53	$0.49	$0.60	$0.37	$0.67	$0.77	$0.23	$1	$0.05	$0.05	$0.36	**$5.12**
Decatur/North Druid…	$0.41	$0.75	$0.79	$0.50	$0.71	$0.87	$0.23	$1.72	$0.08	$0.15	$0.75	**$6.96**
Douglas County	$0.53	$0.47	$0.55	$0.35	$0.72	$1.20	$0.30	$0.91	$0.18	$0.09	$0.61	**$5.91**
Downtown Atlanta	$0.53	$0.94	$0.58	$0.78	$0.94	$1.13	$0.25	$2.44	$0.10	$0.13	$0.70	**$8.52**
Eastside Atlanta	$0.47	$0.87	$0.51	$0.73	$0.80	$1.06	$0.24	$2.16	$0.09	$0.12	$0.69	**$7.74**
Fayette County	$0.56	$0.53	$0.54	$0.30	$0.71	$1.47	$0.38	$0.87	$0.29	$0.13	$0.80	**$6.58**
Forsyth County	$0.46	$0.62	$0.77	$0.39	$0.66	$1.01	$0.29	$0.89	$0.22	$0.13	$0.97	**$6.41**
Henry County	$0.25	$0.46	$0.41	$0.52	$0.39	$0.68	$0.27	$1.01	$0.10	$0.13	$0.70	**$4.92**
Kennesaw	$0.48	$0.42	$0.55	$0.40	$0.71	$0.90	$0.23	$0.94	$0.06	$0.06	$0.41	**$5.16**
Midtown Atlanta	$0.54	$0.98	$0.60	$0.84	$1	$1.18	$0.25	$2.51	$0.10	$0.13	$0.70	**$8.83**
Newton County	$0.56	$0.53	$0.54	$0.30	$0.71	$1.47	$0.38	$0.87	$0.29	$0.13	$0.80	**$6.58**
North Atlanta	$0.39	$0.51	$0.44	$0.59	$0.73	$0.77	$0.22	$1.87	$0.06	$0.19	$0.96	**$6.73**
North Fulton	$0.43	$0.98	$1.25	$0.59	$0.68	$0.96	$0.25	$1.25	$0.10	$0.18	$1.35	**$8.02**
North Gwinnett	$0.37	$0.78	$0.75	$0.68	$0.79	$0.91	$0.21	$0.90	$0.09	$0.14	$0.89	**$6.51**
Northlake	$0.41	$0.72	$0.89	$0.67	$0.63	$0.82	$0.27	$1.29	$0.08	$0.14	$0.70	**$6.62**
Outlying Gwinnett C…	$0.33	$0.37	$0.54	$0.69	$0.81	$0.97	$0.19	$0.96	$0.09	$0.13	$0.71	**$5.79**
Paulding County	$0.56	$0.53	$0.54	$0.30	$0.71	$1.47	$0.38	$0.87	$0.29	$0.13	$0.80	**$6.58**
Pickens County	$0.56	$0.53	$0.54	$0.30	$0.71	$1.47	$0.38	$0.87	$0.29	$0.13	$0.80	**$6.58**
Rockdale County	$0.40	$0.72	$0.93	$0.67	$0.72	$0.96	$0.26	$1.05	$0.08	$0.14	$0.70	**$6.63**
Sandy Springs/Dun…	$0.40	$1.14	$0.59	$0.82	$0.77	$0.84	$0.29	$1.47	$0.06	$0.26	$1.34	**$7.98**
South Atlanta	$0.47	$0.84	$0.59	$0.63	$0.55	$1.27	$0.25	$1.59	$0.10	$0.13	$0.70	**$7.12**
South Fulton	$0.46	$0.80	$0.61	$0.59	$0.46	$1.31	$0.25	$1.32	$0.10	$0.13	$0.70	**$6.73**
Southeast DeKalb	$0.41	$0.52	$0.72	$0.55	$0.59	$0.80	$0.24	$1.33	$0.07	$0.14	$0.69	**$6.06**
West Midtown Atlanta	$0.47	$0.83	$0.59	$0.62	$0.54	$1.27	$0.25	$1.55	$0.10	$0.13	$0.70	**$7.05**
Westside Atlanta	$0.45	$0.79	$0.61	$0.59	$0.43	$1.32	$0.25	$1.25	$0.10	$0.13	$0.70	**$6.62**

Expenses are estimated using NCREIF, IREM, and CoStar data using the narrowest possible geographical definition from Zip Code to region.

© 2022 CoStar Group - Licensed to KW Commercial West Cobb - 1128686

3 STAR EXPENSES PER SF (ANNUAL)

	Operating Expenses								Capital Expenditures			
Market / Cluster	Mgmt.	Admin.	Payroll	Water	Utilities	Maint.	Insurance	Taxes	Appliance	Structural	Other	Total
Atlanta	$0.35	$0.58	$0.53	$0.57	$0.56	$0.85	$0.24	$1.15	$0.09	$0.11	$0.72	**$5.75**
Barrow County	$0.38	$0.37	$0.52	$0.29	$0.60	$0.60	$0.25	$0.55	$0.28	$0.08	$0.76	**$4.68**
Bartow County	$0.38	$0.38	$0.52	$0.29	$0.60	$0.65	$0.26	$0.56	$0.27	$0.08	$0.76	**$4.75**
Buckhead	$0.39	$0.49	$0.39	$0.60	$0.70	$0.83	$0.21	$1.60	$0.06	$0.14	$0.85	**$6.26**
Carroll County	$0.38	$0.37	$0.52	$0.29	$0.60	$0.63	$0.26	$0.56	$0.27	$0.08	$0.76	**$4.72**
Cherokee County	$0.64	$1.34	$1.21	$0.48	$0.70	$0.90	$0.30	$1.02	$0.11	$0.17	$1.32	**$8.19**
Clayton County	$0.35	$0.45	$0.40	$0.57	$0.46	$0.80	$0.23	$0.95	$0.09	$0.11	$0.68	**$5.09**
Coweta County	$0.48	$0.46	$0.53	$0.29	$0.66	$1.10	$0.33	$0.73	$0.28	$0.11	$0.79	**$5.76**
Cumberland/Galleria	$0.28	$0.52	$0.53	$0.36	$0.45	$0.71	$0.22	$0.72	$0.04	$0.04	$0.34	**$4.21**
Dawson County	$0.38	$0.37	$0.52	$0.29	$0.60	$0.60	$0.25	$0.55	$0.28	$0.08	$0.76	**$4.68**
Decatur/North Druid…	$0.38	$0.62	$0.54	$0.45	$0.59	$0.59	$0.22	$1.41	$0.06	$0.12	$0.70	**$5.68**
Douglas County	$0.27	$0.41	$0.53	$0.38	$0.52	$0.70	$0.22	$0.77	$0.06	$0.06	$0.39	**$4.31**
Downtown Atlanta	$0.43	$0.52	$0.48	$0.69	$0.65	$0.98	$0.23	$1.55	$0.08	$0.10	$0.67	**$6.38**
Eastside Atlanta	$0.50	$0.59	$0.53	$0.72	$0.75	$1.08	$0.23	$1.92	$0.08	$0.11	$0.68	**$7.19**
Fayette County	$0.40	$0.39	$0.52	$0.29	$0.61	$0.73	$0.27	$0.59	$0.28	$0.09	$0.77	**$4.94**
Forsyth County	$0.47	$0.45	$0.53	$0.29	$0.65	$1.04	$0.32	$0.71	$0.29	$0.11	$0.78	**$5.64**
Haralson County	$0.38	$0.37	$0.52	$0.29	$0.60	$0.60	$0.25	$0.55	$0.28	$0.08	$0.76	**$4.68**
Heard County	$0.38	$0.37	$0.52	$0.29	$0.60	$0.60	$0.25	$0.55	$0.28	$0.08	$0.76	**$4.68**
Henry County	$0.24	$0.46	$0.40	$0.51	$0.37	$0.66	$0.26	$0.98	$0.10	$0.12	$0.69	**$4.79**
Kennesaw	$0.26	$0.40	$0.53	$0.38	$0.52	$0.69	$0.22	$0.76	$0.06	$0.06	$0.40	**$4.28**
Lamar County	$0.38	$0.37	$0.52	$0.29	$0.60	$0.60	$0.25	$0.55	$0.28	$0.08	$0.76	**$4.68**
Midtown Atlanta	$0.47	$0.51	$0.50	$0.74	$0.70	$1.07	$0.24	$1.63	$0.08	$0.10	$0.66	**$6.70**
Newton County	$0.38	$0.41	$0.53	$0.32	$0.63	$0.83	$0.28	$0.67	$0.24	$0.10	$0.76	**$5.15**
North Atlanta	$0.34	$0.46	$0.44	$0.60	$0.66	$0.72	$0.22	$1.09	$0.05	$0.14	$0.88	**$5.60**
North Fulton	$0.41	$0.93	$1.19	$0.34	$0.45	$0.79	$0.22	$0.82	$0.03	$0.17	$1.29	**$6.64**
North Gwinnett	$0.30	$0.56	$0.62	$0.71	$0.66	$0.77	$0.23	$0.61	$0.07	$0.13	$0.68	**$5.34**
Northlake	$0.30	$0.54	$0.70	$0.66	$0.60	$0.74	$0.25	$0.91	$0.06	$0.14	$0.68	**$5.58**
Outlying Gwinnett C…	$0.32	$0.40	$0.53	$0.64	$0.77	$0.86	$0.18	$0.89	$0.09	$0.12	$0.68	**$5.48**
Paulding County	$0.42	$0.41	$0.52	$0.29	$0.63	$0.82	$0.29	$0.63	$0.28	$0.09	$0.77	**$5.15**
Pickens County	$0.44	$0.42	$0.53	$0.29	$0.64	$0.89	$0.30	$0.65	$0.28	$0.10	$0.78	**$5.32**
Rockdale County	$0.22	$0.47	$0.62	$0.59	$0.66	$0.92	$0.25	$1	$0.05	$0.13	$0.67	**$5.58**
Sandy Springs/Dun…	$0.37	$0.84	$0.57	$0.68	$0.73	$0.80	$0.27	$1.09	$0.06	$0.17	$1.16	**$6.74**
South Atlanta	$0.31	$0.70	$0.49	$0.60	$0.43	$0.96	$0.24	$1.20	$0.09	$0.11	$0.68	**$5.81**
South Fulton	$0.25	$0.68	$0.46	$0.58	$0.37	$0.86	$0.24	$1.03	$0.09	$0.11	$0.68	**$5.35**
Southeast DeKalb	$0.39	$0.49	$0.60	$0.63	$0.60	$0.85	$0.24	$1.33	$0.06	$0.13	$0.67	**$5.99**
Spalding County	$0.38	$0.37	$0.52	$0.29	$0.60	$0.60	$0.25	$0.55	$0.28	$0.08	$0.76	**$4.68**
Walton County	$0.36	$0.37	$0.51	$0.28	$0.60	$0.60	$0.25	$0.55	$0.25	$0.08	$0.76	**$4.61**
West Midtown Atlanta	$0.32	$0.59	$0.43	$0.59	$0.50	$0.87	$0.22	$1.16	$0.08	$0.11	$0.73	**$5.60**
Westside Atlanta	$0.24	$0.66	$0.46	$0.56	$0.35	$0.85	$0.23	$0.92	$0.09	$0.10	$0.67	**$5.13**

Expenses are estimated using NCREIF, IREM, and CoStar data using the narrowest possible geographical definition from Zip Code to region.

© 2022 CoStar Group - Licensed to KW Commercial West Cobb - 1128686

1 & 2 STAR EXPENSES PER SF (ANNUAL)

	Operating Expenses								Capital Expenditures			
Market / Cluster	Mgmt.	Admin.	Payroll	Water	Utilities	Maint.	Insurance	Taxes	Appliance	Structural	Other	Total
Atlanta	$0.22	$0.50	$0.44	$0.49	$0.42	$0.67	$0.22	$0.59	$0.08	$0.07	$0.64	**$4.34**
Barrow County	$0.26	$0.35	$0.50	$0.27	$0.59	$0.57	$0.24	$0.55	$0.11	$0.07	$0.73	**$4.24**
Bartow County	$0.28	$0.35	$0.50	$0.27	$0.59	$0.58	$0.24	$0.55	$0.14	$0.07	$0.73	**$4.30**
Buckhead	$0.31	$0.47	$0.35	$0.51	$0.61	$0.66	$0.20	$0.76	$0.06	$0.08	$0.73	**$4.74**
Butts County	$0.26	$0.35	$0.50	$0.27	$0.59	$0.57	$0.24	$0.55	$0.11	$0.07	$0.73	**$4.24**
Carroll County	$0.26	$0.35	$0.50	$0.27	$0.59	$0.57	$0.24	$0.55	$0.11	$0.07	$0.73	**$4.24**
Cherokee County	$0.32	$0.29	$0.54	$0.34	$0.56	$0.73	$0.27	$0.39	$0.04	$0.06	$0.83	**$4.37**
Clayton County	$0.28	$0.40	$0.38	$0.53	$0.45	$0.77	$0.22	$0.62	$0.09	$0.07	$0.64	**$4.45**
Coweta County	$0.27	$0.35	$0.50	$0.27	$0.59	$0.58	$0.24	$0.55	$0.12	$0.07	$0.73	**$4.27**
Cumberland/Galleria	$0.18	$0.45	$0.44	$0.35	$0.45	$0.64	$0.21	$0.58	$0.04	$0.04	$0.33	**$3.71**
Dawson County	$0.26	$0.35	$0.50	$0.27	$0.59	$0.57	$0.24	$0.55	$0.11	$0.07	$0.73	**$4.24**
Decatur/North Druid…	$0.26	$0.54	$0.48	$0.43	$0.32	$0.54	$0.21	$0.64	$0.05	$0.07	$0.64	**$4.18**
Douglas County	$0.22	$0.40	$0.52	$0.38	$0.48	$0.65	$0.22	$0.73	$0.06	$0.06	$0.39	**$4.11**
Downtown Atlanta	$0.25	$0.47	$0.46	$0.53	$0.56	$0.76	$0.22	$0.55	$0.08	$0.07	$0.64	**$4.59**
Eastside Atlanta	$0.26	$0.47	$0.47	$0.51	$0.54	$0.73	$0.22	$0.56	$0.07	$0.07	$0.64	**$4.54**
Fayette County	$0.32	$0.36	$0.51	$0.28	$0.59	$0.59	$0.25	$0.55	$0.20	$0.07	$0.75	**$4.47**
Forsyth County	$0.26	$0.35	$0.50	$0.27	$0.59	$0.57	$0.24	$0.55	$0.11	$0.07	$0.73	**$4.24**
Haralson County	$0.26	$0.35	$0.50	$0.27	$0.59	$0.57	$0.24	$0.55	$0.11	$0.07	$0.73	**$4.24**
Henry County	$0.22	$0.41	$0.38	$0.48	$0.35	$0.62	$0.24	$0.63	$0.09	$0.08	$0.64	**$4.14**
Kennesaw	$0.18	$0.39	$0.43	$0.35	$0.46	$0.62	$0.21	$0.56	$0.05	$0.05	$0.35	**$3.65**
Lamar County	$0.26	$0.35	$0.50	$0.27	$0.59	$0.57	$0.24	$0.55	$0.11	$0.07	$0.73	**$4.24**
Midtown Atlanta	$0.26	$0.46	$0.47	$0.52	$0.59	$0.77	$0.22	$0.55	$0.07	$0.07	$0.64	**$4.62**
Newton County	$0.24	$0.37	$0.52	$0.36	$0.46	$0.67	$0.24	$0.55	$0.09	$0.07	$0.70	**$4.27**
North Atlanta	$0.32	$0.42	$0.36	$0.51	$0.57	$0.63	$0.20	$0.69	$0.05	$0.08	$0.74	**$4.57**
North Fulton	$0.32	$0.34	$0.62	$0.31	$0.43	$0.73	$0.21	$0.42	$0.03	$0.08	$0.88	**$4.37**
North Gwinnett	$0.14	$0.49	$0.57	$0.59	$0.49	$0.62	$0.23	$0.40	$0.06	$0.08	$0.64	**$4.31**
Northlake	$0.25	$0.49	$0.58	$0.50	$0.33	$0.64	$0.24	$0.64	$0.05	$0.08	$0.64	**$4.44**
Outlying Gwinnett C…	$0.06	$0.34	$0.50	$0.57	$0.68	$0.59	$0.17	$0.49	$0.08	$0.07	$0.64	**$4.19**
Paulding County	$0.32	$0.36	$0.51	$0.28	$0.59	$0.59	$0.25	$0.55	$0.20	$0.07	$0.75	**$4.47**
Pickens County	$0.26	$0.35	$0.50	$0.27	$0.59	$0.57	$0.24	$0.55	$0.11	$0.07	$0.73	**$4.24**
Rockdale County	$0.18	$0.42	$0.56	$0.53	$0.27	$0.88	$0.24	$0.60	$0.04	$0.07	$0.64	**$4.43**
Sandy Springs/Dun…	$0.35	$0.79	$0.55	$0.59	$0.67	$0.66	$0.27	$0.90	$0.06	$0.12	$0.91	**$5.87**
South Atlanta	$0.17	$0.54	$0.41	$0.53	$0.34	$0.69	$0.22	$0.58	$0.09	$0.07	$0.64	**$4.28**
South Fulton	$0.17	$0.54	$0.40	$0.53	$0.33	$0.68	$0.22	$0.58	$0.09	$0.07	$0.64	**$4.25**
Southeast DeKalb	$0.25	$0.45	$0.53	$0.51	$0.30	$0.68	$0.23	$0.62	$0.05	$0.07	$0.64	**$4.33**
Spalding County	$0.26	$0.35	$0.50	$0.27	$0.59	$0.57	$0.24	$0.55	$0.11	$0.07	$0.73	**$4.24**
Walton County	$0.26	$0.35	$0.50	$0.27	$0.59	$0.57	$0.24	$0.55	$0.11	$0.07	$0.73	**$4.24**
West Midtown Atlanta	$0.17	$0.54	$0.39	$0.52	$0.33	$0.67	$0.22	$0.57	$0.09	$0.07	$0.64	**$4.21**
Westside Atlanta	$0.16	$0.54	$0.40	$0.53	$0.32	$0.68	$0.22	$0.57	$0.09	$0.07	$0.64	**$4.22**

Expenses are estimated using NCREIF, IREM, and CoStar data using the narrowest possible geographical definition from Zip Code to region.

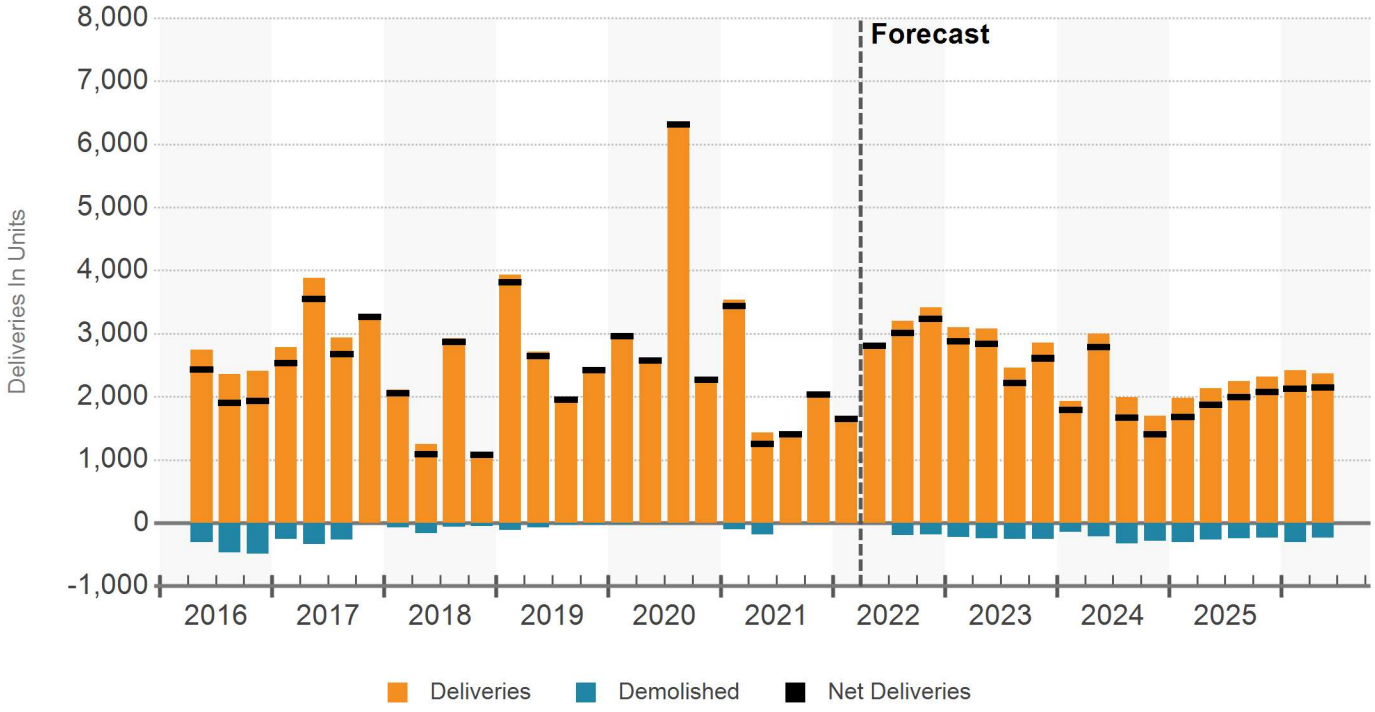
© 2022 CoStar Group - Licensed to KW Commercial West Cobb - 1128686

The pace of groundbreakings has ramped up in Atlanta over the past few quarters, as developers have responded to the metro's impressive demand and rent growth performance since the onset of the pandemic. Atlanta now has about 24,000 units or 5.2% of inventory under construction, representing the metro's largest construction pipeline in more than a decade.

The recent increase in construction activity in Atlanta represents a departure from the market's trend coming out of the Great Recession. Contrary to its reputation as an easy-to-build metro, Atlanta has been restrained in adding apartment stock relative to its peer markets over the past several years. The metro has added a net of about 80,000 units since 2010, a number that pales in comparison to similarly sized markets like Dallas-Fort Worth (205,000 units) and Houston (140,000 units) and is more in line with smaller, fast-growing metros like Charlotte (70,000 units) and Austin (100,000 units).

Developers have focused on transit-rich, in-town submarkets over the past decade, but suburban districts have accounted for a growing share of construction of late, particularly the North Gwinnett and Outlying Gwinnett submarkets. However, major in-town submarkets like Midtown, Buckhead, West Midtown, and Eastside still rank as some of the more active submarkets in Atlanta in terms of recently delivered or under construction supply. Another burgeoning construction hotspot is South Atlanta, where developers are working on projects along the South Side BeltLine trail and in the Summerhill neighborhood.

DELIVERIES & DEMOLITIONS

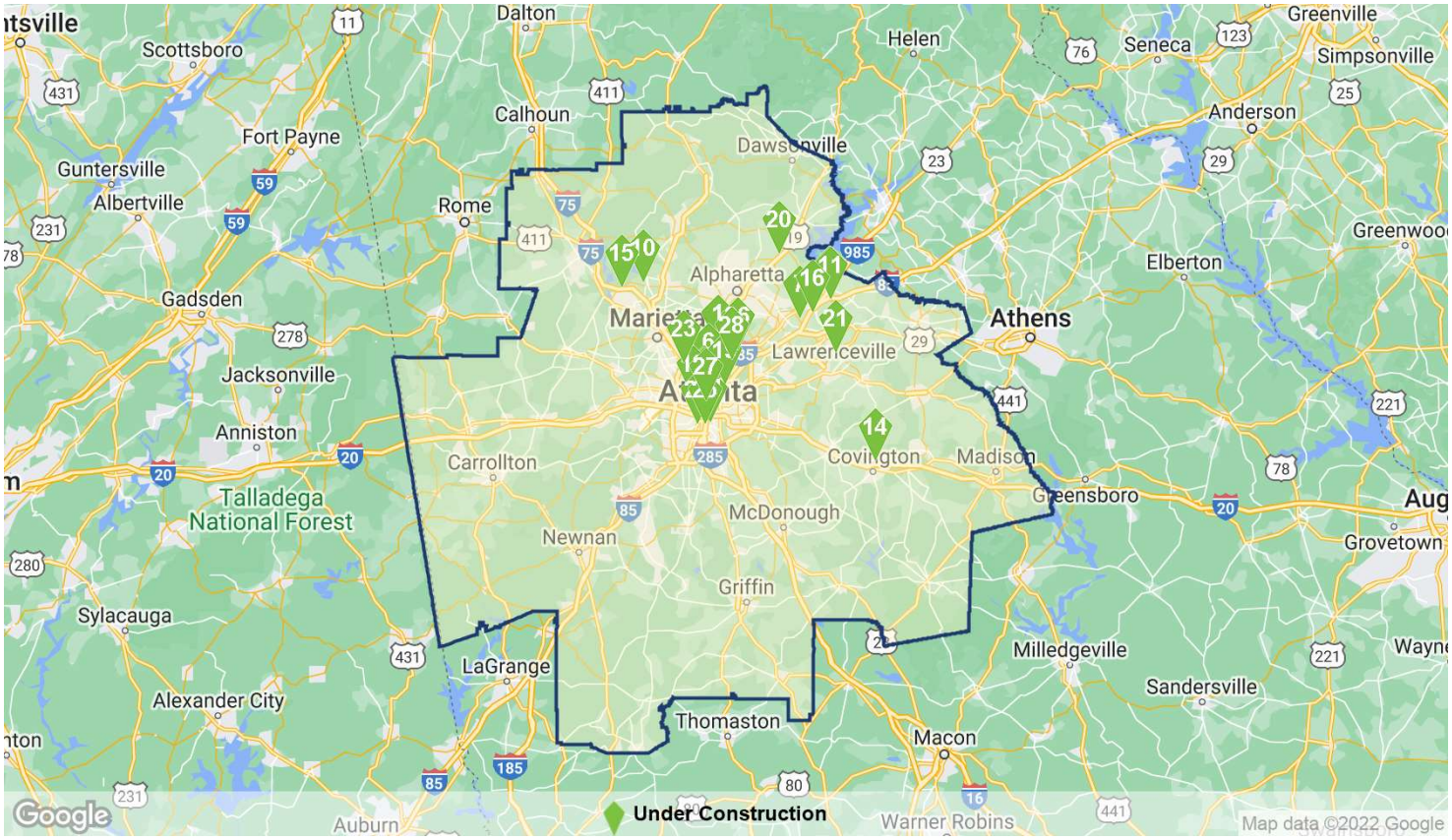


Under Construction Properties

Atlanta Multi-Family

Properties	Units	Percent of Inventory	Avg. No. Units
94	24,489	5.2%	261

UNDER CONSTRUCTION PROPERTIES



UNDER CONSTRUCTION

	Property Name/Address	Rating	Units	Stories	Start	Complete	Developer/Owner
1	**High Street Atlanta Phas…** 219 NE Perimeter Center…	★★★★☆	600	6	Nov 2021	Jun 2024	GID Investment Advisors LLC GID Investment Advisors LLC
2	**Exchange at Gwinnett** 2935 Buford Dr	★★★★☆	434	5	Dec 2021	Mar 2023	Fuqua Development Seaman Corporation
3	**903 Peachtree Tower** 903 Peachtree St NE	★★★★★	427	33	Jun 2020	Jul 2022	Gilbane Building Company Cartel Properties
4	**2955 Buford Dr**	★★★★☆	425	4	Jul 2021	Feb 2023	- Flournoy Companies
5	**1230 West Peachtree** 1230 W Peachtree St	★★★★★	421	31	Jan 2022	Dec 2023	The Hanover Company USAA Real Estate
6	**Modera Old Ivy** 3651 Lenox Rd NE	★★★★★	395	21	Jan 2021	Jul 2022	Mill Creek Residential Trust LLC Mill Creek Residential Trust LLC
7	**Haven at Sugarloaf** 1290 Old Peachtree Rd	★★★★☆	390	4	Mar 2021	Jul 2022	Brand Properties Georgia Management Group

© 2022 CoStar Group - Licensed to KW Commercial West Cobb - 1128686

UNDER CONSTRUCTION

	Property Name/Address	Rating	Units	Stories	Start	Complete	Developer/Owner
8	**Momentum Midtown** 1018 W Peachtree St	★★★★★	376	36	Oct 2021	Jun 2023	Toll Brothers, Inc. Toll Brothers, Inc.
9	**1000 Spring** 1000 Spring St	★★★★★	370	29	Oct 2021	Aug 2023	Portman Holdings, LLC Portman Holdings, LLC
10	**Bells Ferry Multifamily** 1240 Hunter Dr	★★★★☆	363	4	Dec 2021	Mar 2023	TPA Residential Jason Mcpherson
11	**Town Laurel Crossing** 1520 Laurel Crossing Pky	★★★★☆	360	4	Sep 2021	Dec 2022	- Cottonwood Residential
12	**760 Ralph McGill Apartm…** 760 N Ralph McGill Blvd	★★★★★	359	12	Sep 2021	Apr 2023	New City Properties New City Properties
13	**The Mira** 1301 Spring St NW	★★★★★	355	16	Apr 2020	Aug 2022	StreetLights Residential MetLife, Inc.
14	**The Cove at Covington T…** 12301 Town Center Blvd	★★★★☆	350	3	Apr 2021	Jul 2022	Haven Campus Communities Asia Capital Real Estate Partners…
15	**The Crest at Acworth** 1348 Highway 92	★★★★☆	350	3	Nov 2021	Oct 2022	The Residential Group LLC Convest Development Corp.
16	**Richmond Row** 2676 Lawrenceville Suwan…	★★★★☆	344	3	Jun 2021	Aug 2022	TPA Residential Jason Mcpherson
17	**Novel Midtown** 1150 Spring St NW	★★★★★	340	14	Jun 2020	Aug 2022	Crescent Communities, LLC Buckhead America Management,…
18	**Novel West Midtown** 1330 Fairmont Ave NW	★★★★☆	340	13	Jul 2021	Feb 2023	Crescent Communities, LLC Mid-America Apartment Commun…
19	**Bryn House** 2490 N Druid Hills Rd	★★★★☆	337	5	Jan 2022	Jun 2023	The Allen Morris Company The Allen Morris Company
20	**The Statesman** 1600 Ronald Reagan Blvd	★★★★☆	336	4	May 2021	Jul 2022	Jason Mcpherson Jason Mcpherson
21	**Webb Gin** 1378 Grayson Hwy	★★★★☆	331	4	Jun 2020	Jul 2022	TPA Residential Cornerstone Baptist Church
22	**The Vivian** 1246 Allene Ave SW	★★★★☆	325	5	Feb 2022	Dec 2022	RangeWater Real Estate RangeWater Real Estate
23	**Auden Apartments** 3330 Overton Park Dr SE	★★★★☆	325	5	Feb 2022	Sep 2023	Novare Group Novare Group
24	**1015 Boulevard** 1015 Boulevard SE	★★★★☆	323	6	Feb 2021	Nov 2022	Middle Street Partners Middle Street Partners
25	**Verge** 125 Milton Ave SE	★★★★☆	320	5	Feb 2021	Jul 2022	Fairfield Fairfield
26	**Lumen Doraville** 4256 Tilly Mill Rd	★★★★☆	320	5	Mar 2021	Oct 2022	Kaufman Capital Partners Kaufman Capital Partners
27	**1081 Juniper Phase I** 1081 Juniper St NE	★★★★★	320	40	Oct 2021	Sep 2023	Middle Street Partners Middle Street Partners
28	**Lumen Chamblee** 2175 American Industrial…	★★★★☆	320	6	Feb 2022	Oct 2023	Stein Investment Group Atlantic Residential

© 2022 CoStar Group - Licensed to KW Commercial West Cobb - 1128686

Transaction activity has surged in Atlanta over the past few quarters, as resilient demand and rent growth trends are boosting investors' confidence in the market. Multifamily sales volume in Atlanta totaled more than $18.5 billion in 2021, smashing the market's prior record of $8.5 billion, set in 2019. The metro had a strong start to 2022 as well, with deal volume exceeding $2.9 billion in 22Q1, a record for a first quarter in Atlanta.

Out-of-state investors continue to drive investment volume in Atlanta, with out-of-state firms accounting for roughly 80% of buyer volume over the past four quarters. National and institutional investors are increasingly drawn to Atlanta because of the region's strong demographic and job growth, relatively tame construction pipeline compared to other high-growth Sun Belt metros over the past decade, and low pricing compared to core coastal markets.

Cap rates are now lower than the National Index, but are still above those in large coastal metros. Overall, cap rates have compressed by roughly 300 basis points since 2010, compared to the national average of about 240 basis points. Atlanta cap rates have continued to drift lower since the start of the pandemic. Additionally, Atlanta price appreciation has outpaced the national benchmark over the past 12 months.

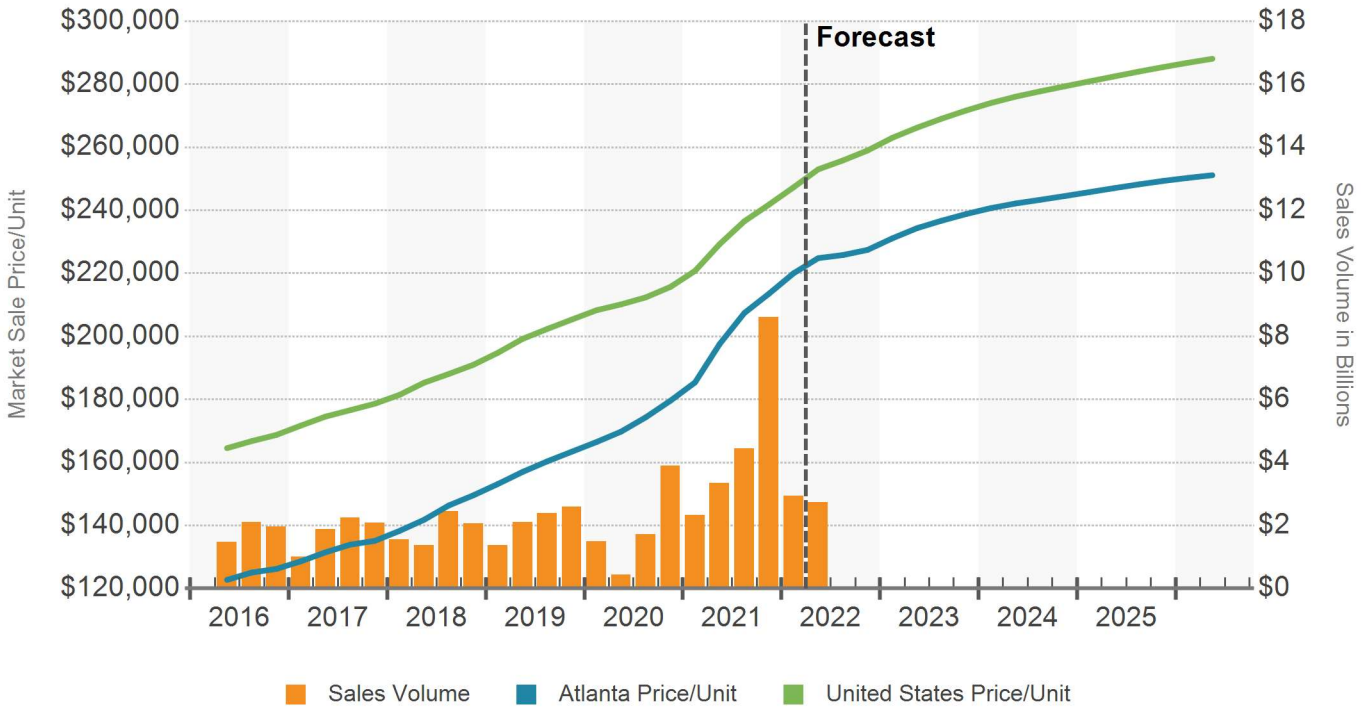
Sales volume has escalated in virtually every major submarket in Atlanta since the start of 2021, but the region's suburbs have seen the largest increases of late. Large, inner-ring suburban submarkets are leading the way in terms of deal volume, with Sandy Springs/Dunwoody and Cumberland/Galleria topping the metro in trailing 12-month transaction volume. Both submarkets have a diverse stock of older value-style product and new builds that are driving sales volume. In Cumberland/Galleria, the 1980s-built 182-unit BelAire Apartment Homes sold in July 2021 for $36.3 million ($199,000/unit) at a 4.1% cap rate. The asset previously sold in 2017 for $17.1 million ($100,000/unit). New properties such as the 314-unit Elevate West Village in Cumberland/Galleria and the 203-unit Square One and 291-unit Adley City Springs in Sandy Springs/Dunwoody recently traded for around $300,000/unit.

Many new properties in the metro's exurbs are now fetching upward of $300,000/unit. In Cherokee County, the 339-unit Quincy sold in October 2021 for $114 million ($336,000/unit) shortly after the property reached stabilization. In a similar deal in North Gwinnett, the 200-unit Symphony at Suwanee Creek sold in November 2021 for $65.5 million ($327,000/unit) while it was still in lease-up. And at the mixed-use Halcyon project in Forsyth County, Greystar sold its newly built 300-unit Halcyon Grand to Chicago-based Walton Street Capital for $103.5 million ($345,000/unit) in March 2021.

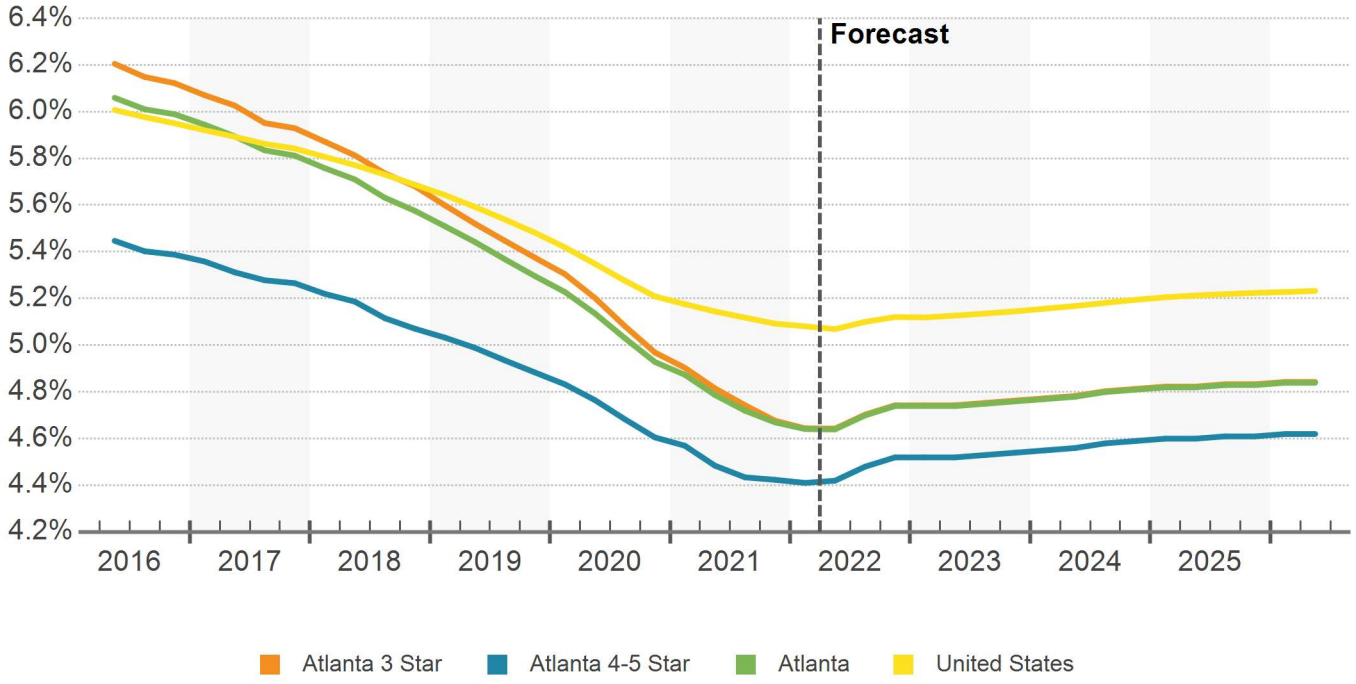
Blue-collar south-side submarkets such as Southeast DeKalb, Clayton County, and South Fulton are garnering significant interest from national investors, as well. Those locales were far off most investors' radars only a few years ago, but a lack of new supply, strong demand for workforce housing, impressive rent growth, and above-average yields are enticing for both local and out-of-state firms. These trends have persisted since the onset of the pandemic. For example, in Southeast DeKalb, the 415-unit Quarry changed hands in November 2021 for $53 million ($128,000/unit). The 1970s-built property previously sold in 2019 for $32.9 million ($79,000/unit). In a similar trade, the 1970s-built, 156-unit Rainbow Forest sold in March 2022 for $22.5 million ($144,000/unit). That asset previously sold in 2018 for $11.5 million ($74,000/unit).

© 2022 CoStar Group - Licensed to KW Commercial West Cobb - 1128686

SALES VOLUME & MARKET SALE PRICE PER UNIT



MARKET CAP RATE



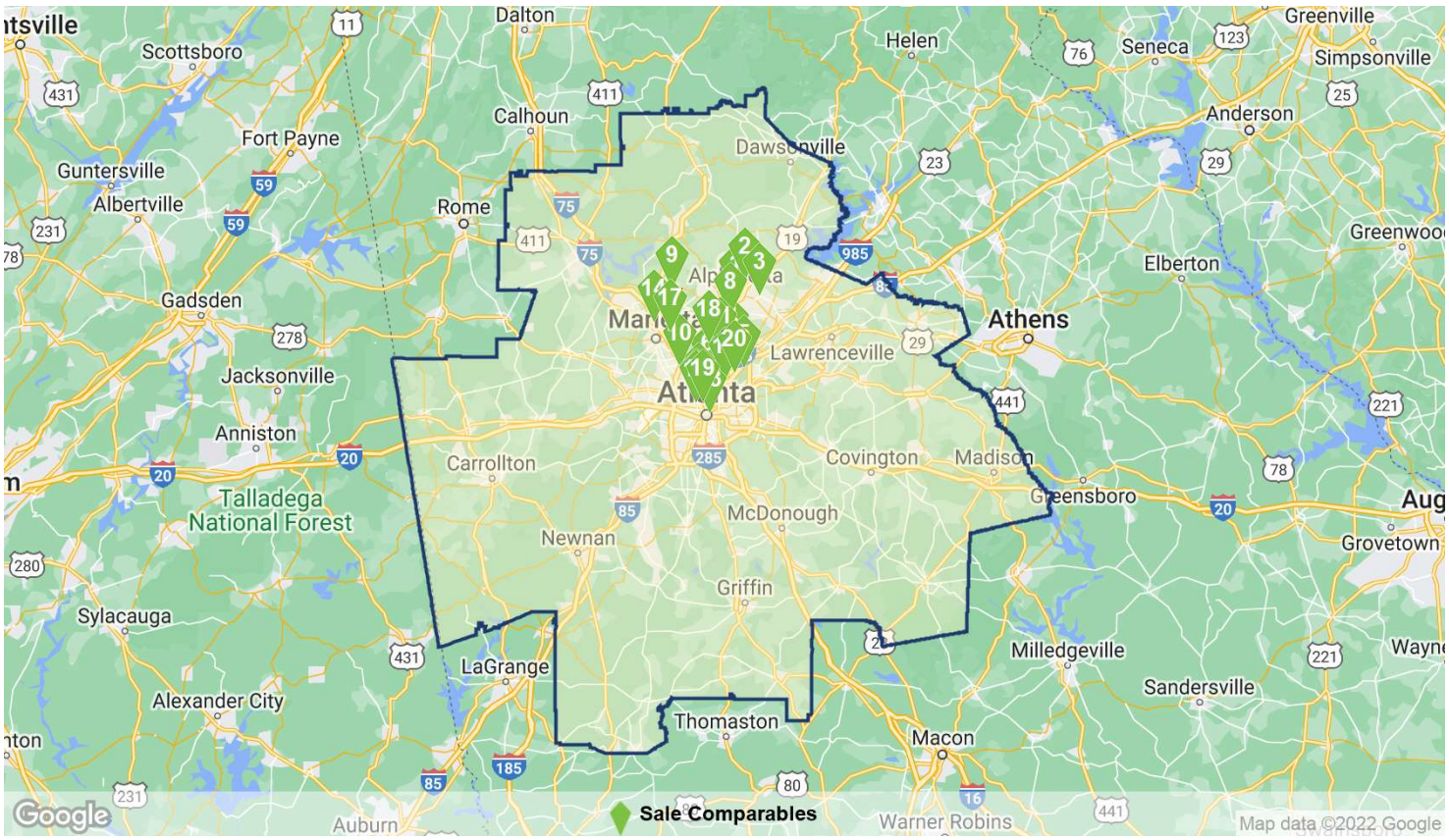
© 2022 CoStar Group - Licensed to KW Commercial West Cobb - 1128686

Sales Past 12 Months

Atlanta Multi-Family

Sale Comparables	Avg. Price/Unit (thous.)	Average Price (mil.)	Average Vacancy at Sale
482	$217	$44.8	6.8%

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	$315,185	$44,836,166	$36,555,000	$240,000,000
Price/Unit	$13,541	$216,942	$188,369	$709,468
Cap Rate	2.9%	4.9%	4.6%	11.2%
Vacancy Rate At Sale	0%	6.8%	4.6%	97.5%
Time Since Sale in Months	0.0	6.3	6.2	12.0
Property Attributes	**Low**	**Average**	**Median**	**High**
Property Size in Units	5	207	206	997
Number of Floors	1	2	2	25
Average Unit SF	155	1,004	1,010	2,196
Year Built	1890	1984	1985	2022
Star Rating	★☆☆☆☆	★★☆☆☆ 2.9	★★★☆☆	★★★★★

Sales Past 12 Months

RECENT SIGNIFICANT SALES

		Property Information				Sale Information			
	Property Name/Address	Rating	Yr Built	Units	Vacancy	Sale Date	Price	Price/Unit	Price/SF
1	Bell Alpharetta 32000 Gardner Dr	★★★★☆	1997	800	2.5%	9/9/2021	$240,000,000	$300,000	$307
2	Juncture 910 Deerfield Crossing Dr	★★★★☆	2016	560	7.1%	12/16/2021	$218,500,000	$390,178	$381
3	Cortland Johns Creek 2100 Addison Ln	★★★★☆	1999	403	5.5%	5/19/2022	$202,557,183	$502,623	$327
4	Dunwoody Village 2311 Dunwoody Crossing	★★★☆☆	1981	794	3.3%	12/13/2021	$183,000,000	$230,478	$192
5	Rosemont Chamblee 3311 Flowers Rd S	★★★☆☆	1988	770	7.0%	10/26/2021	$177,000,000	$229,870	$280
6	Prominence Apartments 3699 Lenox Rd NE	★★★★☆	2020	318	19.2%	12/28/2021	$163,000,000	$512,578	$280
7	IMT Buckhead on 26th 225 26th St NW	★★★★☆	2005	453	5.1%	4/19/2022	$160,774,110	$354,909	$296
8	Park 83 100 Calibre Creek Pky	★★★☆☆	1985	664	4.2%	9/30/2021	$157,000,000	$236,445	$234
9	Hudson Woodstock 1 Sycamore Ln	★★★★☆	2000	498	4.8%	11/17/2021	$147,500,000	$296,184	$218
10	Bell Vinings 3151 Stillhouse Creek Dr	★★★★☆	2013	302	3.0%	9/22/2021	$147,341,137	$487,884	$197
11	Bell Perimeter Center 70 Perimeter Ctr E	★★★★☆	2008	380	2.9%	9/21/2021	$146,506,287	$385,542	$191
12	The Brookhaven Collection 1000 Barone Ave	★★★★☆	2014	359	11.4%	7/29/2021	$144,750,000	$403,203	$257
13	EDGE on The Beltline 670 DeKalb Ave SE	★★★★☆	2019	350	2.0%	2/7/2022	$142,000,000	$405,714	$355
14	Lakeside at Town Center 425 Williams Dr	★★★☆☆	2000	358	1.7%	5/5/2022	$140,923,645	$393,641	$400
15	Windsor Interlock 2 Interlock Ave NW	★★★★☆	2020	349	29.2%	6/7/2021	$137,750,000	$394,699	$403
16	The Osprey 980 Howell Mill Rd	★★★★★	2020	319	18.1%	7/14/2021	$135,000,000	$423,197	$422
17	Watermark At East Cobb 2000 E Lake Pky	★★★☆☆	1983	510	2.2%	9/30/2021	$134,000,000	$262,745	$250
18	Park at Abernathy 6925 Roswell Rd NE	★★★☆☆	1976	484	2.3%	12/22/2021	$132,648,000	$274,066	$241
19	The M by RADIUS 1080 W Peachtree St NW	★★★★☆	2013	320	5.9%	2/17/2022	$131,000,000	$409,375	$482
20	The Brooke 2500 Shallowford Rd	★★★★☆	2002	537	4.3%	8/25/2021	$130,500,000	$243,016	$172

© 2022 CoStar Group - Licensed to KW Commercial West Cobb - 1128686

Atlanta continues to show signs of a robust economic recovery from the effects of the coronavirus pandemic. Total employment in Atlanta fell by about 380,000 jobs from February to April 2020. However, total employment in Atlanta exceeded the metro's February 2020 peak by October 2021, and Atlanta employment was roughly 3% above the pre-pandemic peak as of April 2022.

Office-using sectors took a hit in the early months of the coronavirus pandemic, but employment in the professional and business services and financial activities sectors have rebounded quicker than the Atlanta market average and are now well above their respective pre-pandemic peaks. Furthermore, a handful of large corporations are in the process of adding thousands of high-paying office jobs. For example, Microsoft, Google, FanDuel, Visa, Cisco, Micron, and Norfolk Southern are opening major offices in Midtown, and in early 2022, Walmart announced it is opening a major tech hub in Atlanta. In other sizable recent moves, TK Elevator opened its North American headquarters at The Battery in Cumberland/Galleria, FinTech firm Deluxe Corporation added 700 new jobs at an innovation center in Central Perimeter, Papa Johns relocated its headquarters to Cumberland/Galleria, Mailchimp is expanding its local presence on the Eastside, Carvana is opening a major office in Central Perimeter, while Airbnb and Nike are each establishing East Coast hubs in West Midtown. These expansions follow a number of Fortune 500 firms setting up technology-related operations locally, including BlackRock, Facebook, Anthem, and Honeywell.

Atlanta has a lower concentration of education and health services employment than the national average, but that sector has seen substantial job growth over the past few years. Multiple healthcare systems are constructing new facilities, and the sector is poised to grow in order to adequately service the metro's growing population. Piedmont Hospital opened phase one of the $450 million Piedmont Heart Institute tower in Buckhead early in order to treat coronavirus patients, Emory University Hospital Midtown is underway on its $500 million Winship Cancer Institute tower, and Children's Healthcare of Atlanta is building a $1.5 billion hospital and campus expansion in Brookhaven that will open in 2025.

Growth in the warehouse and distribution industry helped serve as a counterbalance to weakness in the leisure and hospitality sector caused by the pandemic. Hiring by firms like Amazon, Home Depot, HelloFresh, Freshly, Purple Mattress, and Goodyear, among others, has helped boost blue-collar job growth in recent quarters. Furthermore, the greater Atlanta region is emerging as a major electric vehicle manufacturing hub, which will boost industrial demand and job growth in the coming years. SK Innovation's new facility in Commerce, just northeast of the Atlanta metro, will employ thousands at full build out and could eventually serve as one of the largest hubs of electric vehicle battery manufacturing in the world. And on the eastern fringe of the metro along I-20, Rivian announced it will build a new $5 billion electric vehicle manufacturing plant, which is slated to employ 7,500 workers when fully staffed. Long term, Atlanta will continue to benefit from its standing as a major regional and national distribution hub and its proximity to the fast-growing Port of Savannah.

The presence of the well-connected Hartsfield-Jackson Atlanta International Airport is a significant factor in helping Atlanta attract residents and corporations. Atlanta's status as a transportation and logistics hub helped attract Norfolk Southern, which moved its corporate headquarters to Midtown in 2021. The firm is adding roughly 850 new jobs with an average salary north of $100,000. The airport, along with generous tax incentives, has also helped the region's growing film and entertainment industry, which is responsible for $3 billion in annual direct spending in the state.

Atlanta boasts lower living and business costs than large East and West Coast metros, and this competitive advantage should continue to boost population and job growth in Atlanta. Atlanta has drawn some of the strongest in-migration in the country over the past few decades, and many employers have openly stated that moving all or a portion of their operations to Atlanta saved them millions without having to sacrifice access to high-quality labor.

While not unique to Atlanta, highway and commuter rail infrastructure could be a limiting factor for Atlanta's growth prospects in the mid to long term. Even with MARTA rail as an effective mode of transit, it is limited in its scope, lessening its potential impact. However, the future expansion of MARTA is on the horizon, and pedestrian infrastructure improvements throughout the metro could help provide those in Atlanta with alternative modes of transportation.

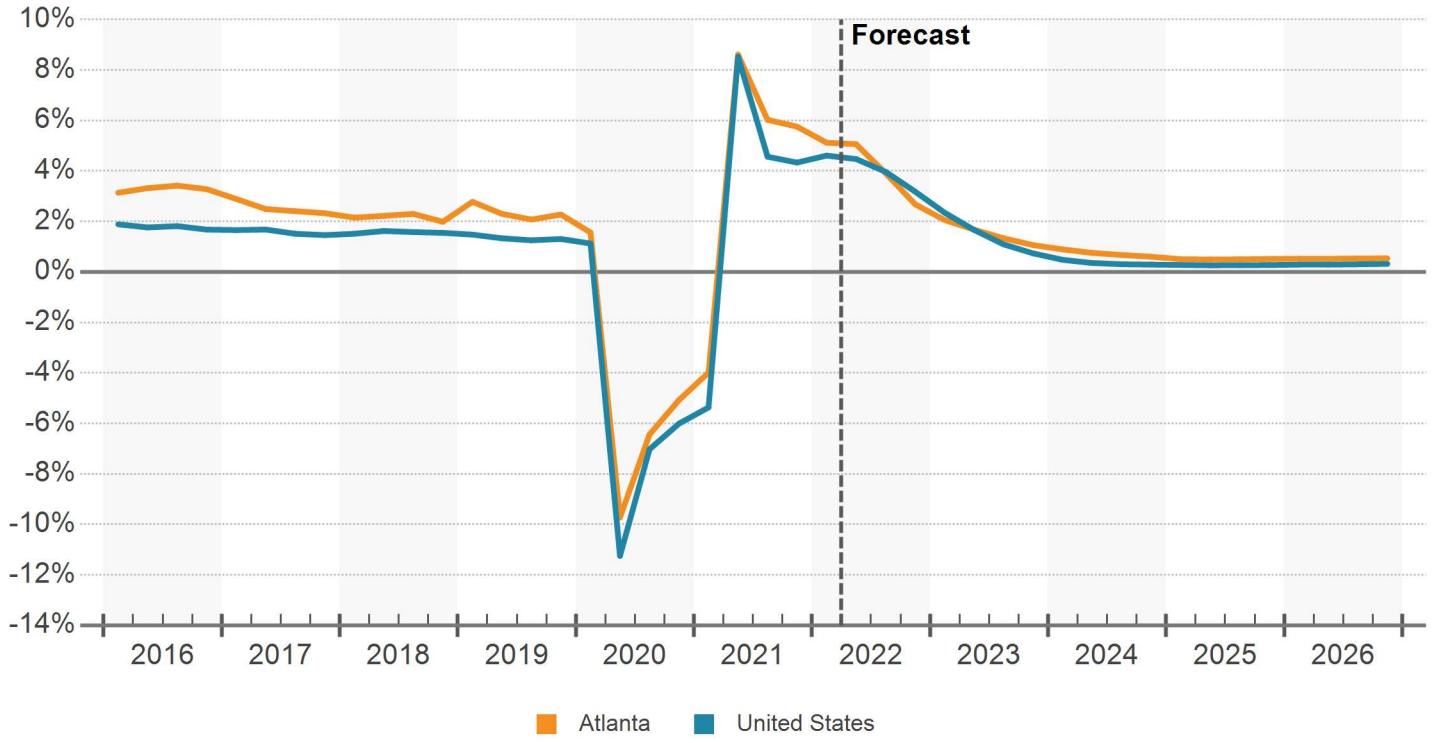
© 2022 CoStar Group - Licensed to KW Commercial West Cobb - 1128686

ATLANTA EMPLOYMENT BY INDUSTRY IN THOUSANDS

	CURRENT JOBS		CURRENT GROWTH		10 YR HISTORICAL		5 YR FORECAST	
Industry	**Jobs**	**LQ**	**Market**	**US**	**Market**	**US**	**Market**	**US**
Manufacturing	175	0.7	5.26%	3.50%	1.84%	0.63%	0.39%	0.27%
Trade, Transportation and Utilities	626	1.1	4.95%	3.58%	1.90%	1.19%	0.32%	0.24%
Retail Trade	297	1.0	3.43%	2.70%	1.40%	0.60%	0.23%	0.18%
Financial Activities	193	1.1	4.57%	2.03%	2.23%	1.39%	0.54%	0.31%
Government	331	0.8	1.28%	1.46%	0.43%	0.15%	0.77%	0.56%
Natural Resources, Mining and Construction	136	0.9	3.48%	4.10%	4.34%	2.47%	0.35%	0.49%
Education and Health Services	384	0.8	5.22%	2.58%	3.02%	1.56%	1.30%	0.79%
Professional and Business Services	574	1.3	5.38%	5.15%	2.97%	2.12%	0.71%	0.52%
Information	110	1.9	2.54%	5.38%	3.22%	0.95%	0.67%	0.46%
Leisure and Hospitality	292	1.0	11.81%	15.65%	2.27%	1.45%	2.36%	1.75%
Other Services	102	0.9	3.87%	5.67%	0.82%	0.50%	0.56%	0.81%
Total Employment	**2,923**	**1.0**	**5.07%**	**4.51%**	**2.22%**	**1.24%**	**0.83%**	**0.62%**

Source: Oxford Economics
LQ = Location Quotient

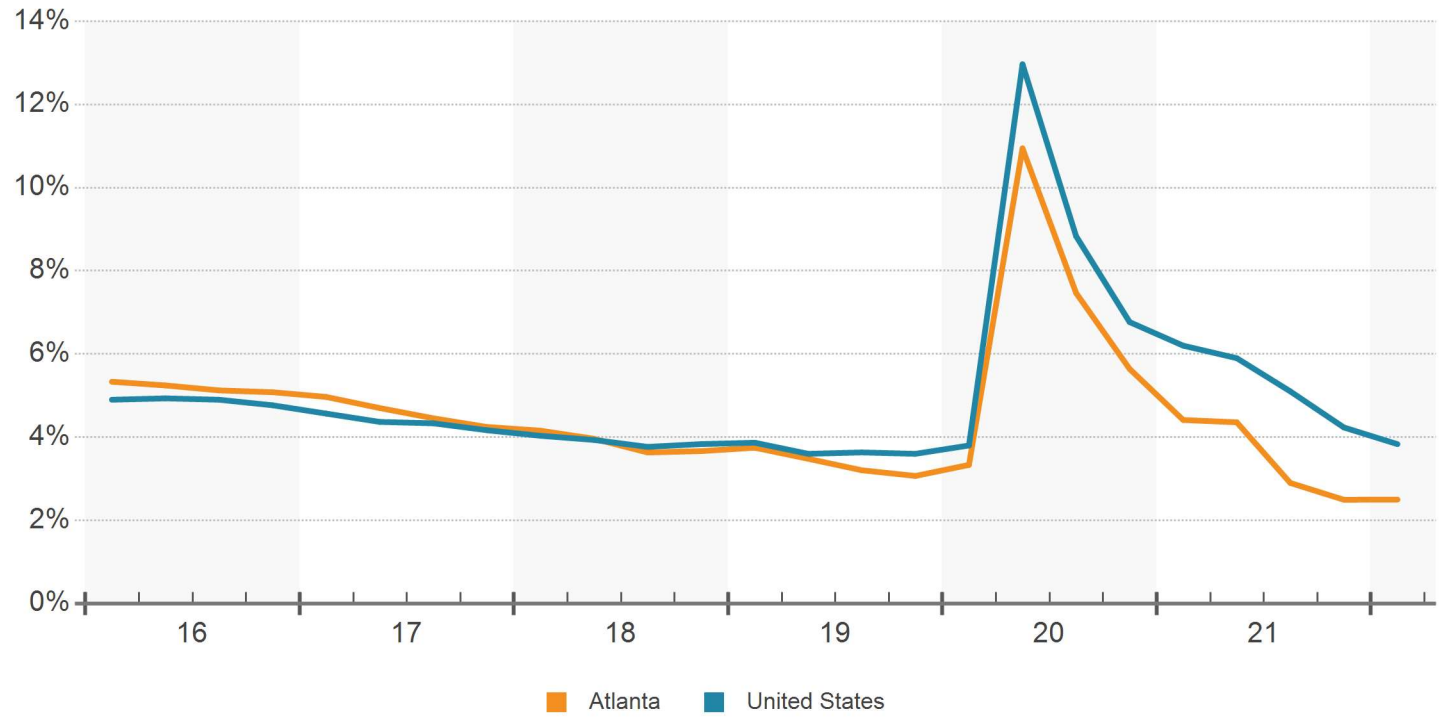
JOB GROWTH (YOY)



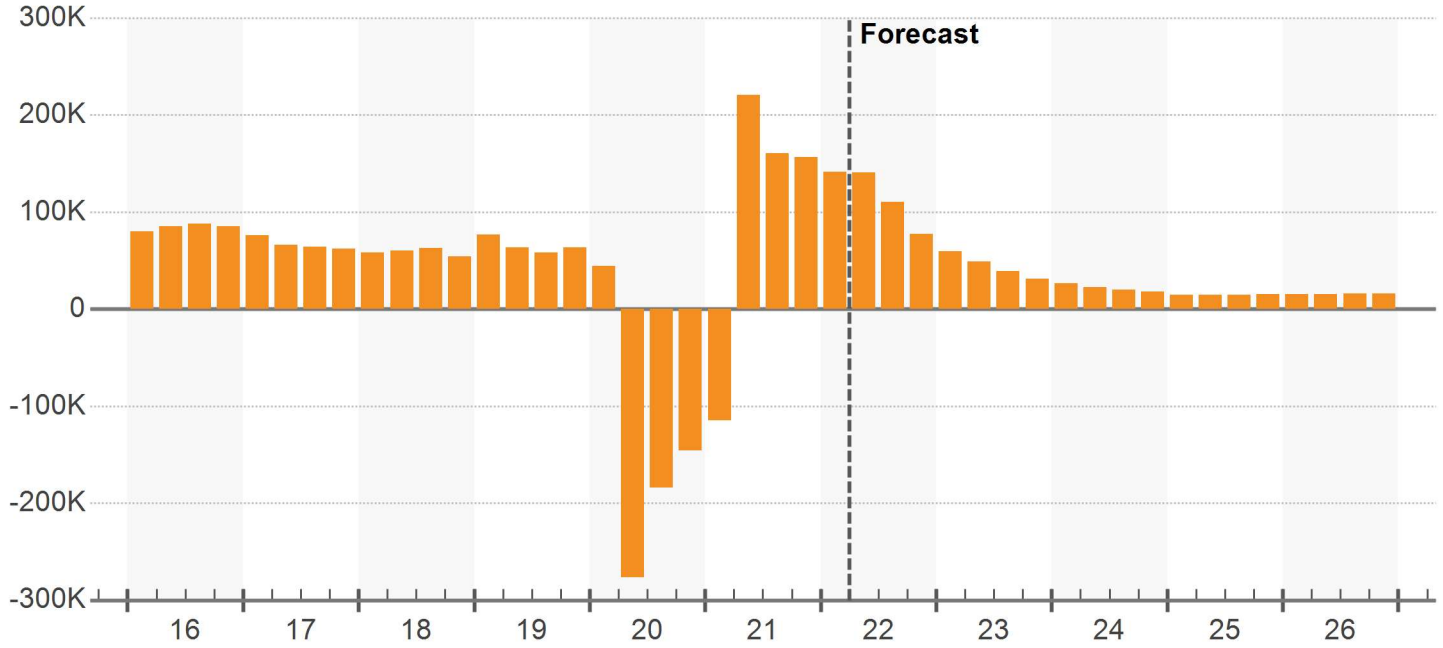
Source: Oxford Economics

© 2022 CoStar Group - Licensed to KW Commercial West Cobb - 1128686

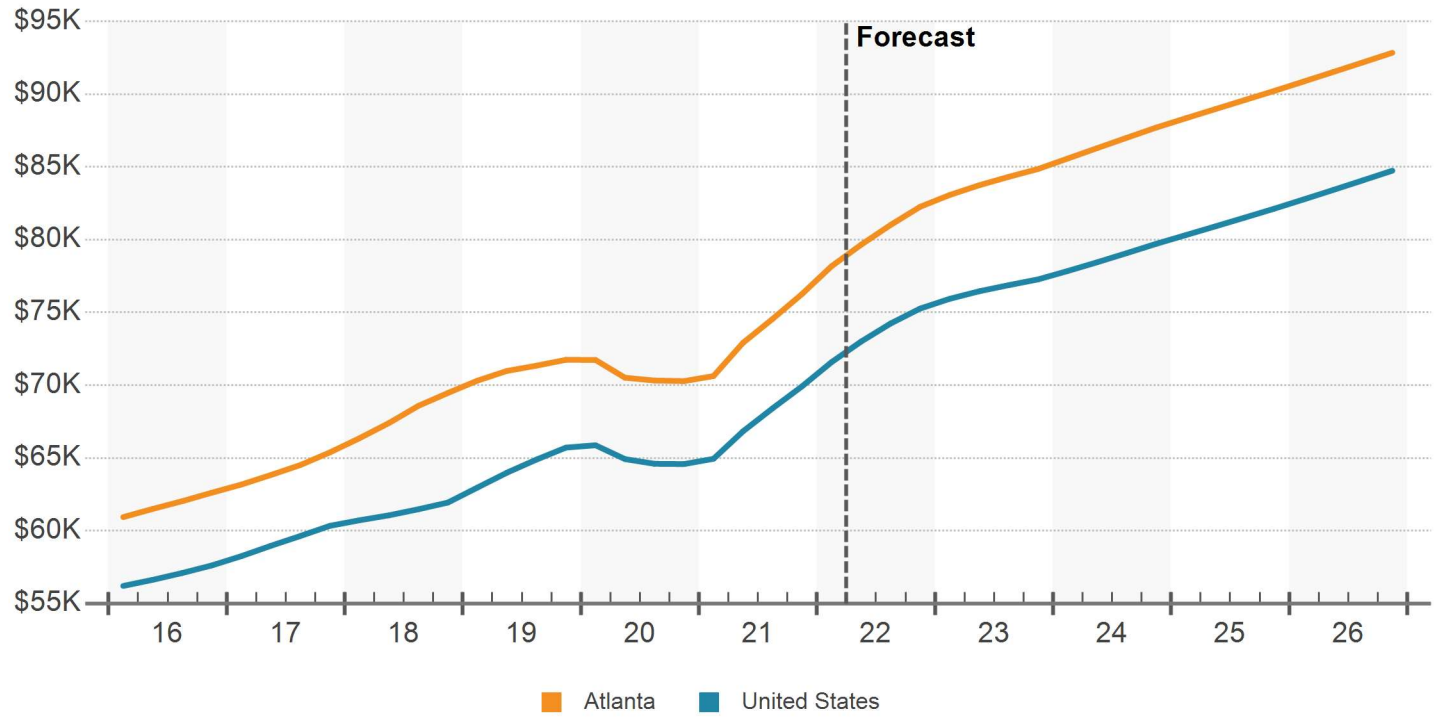
UNEMPLOYMENT RATE (%)



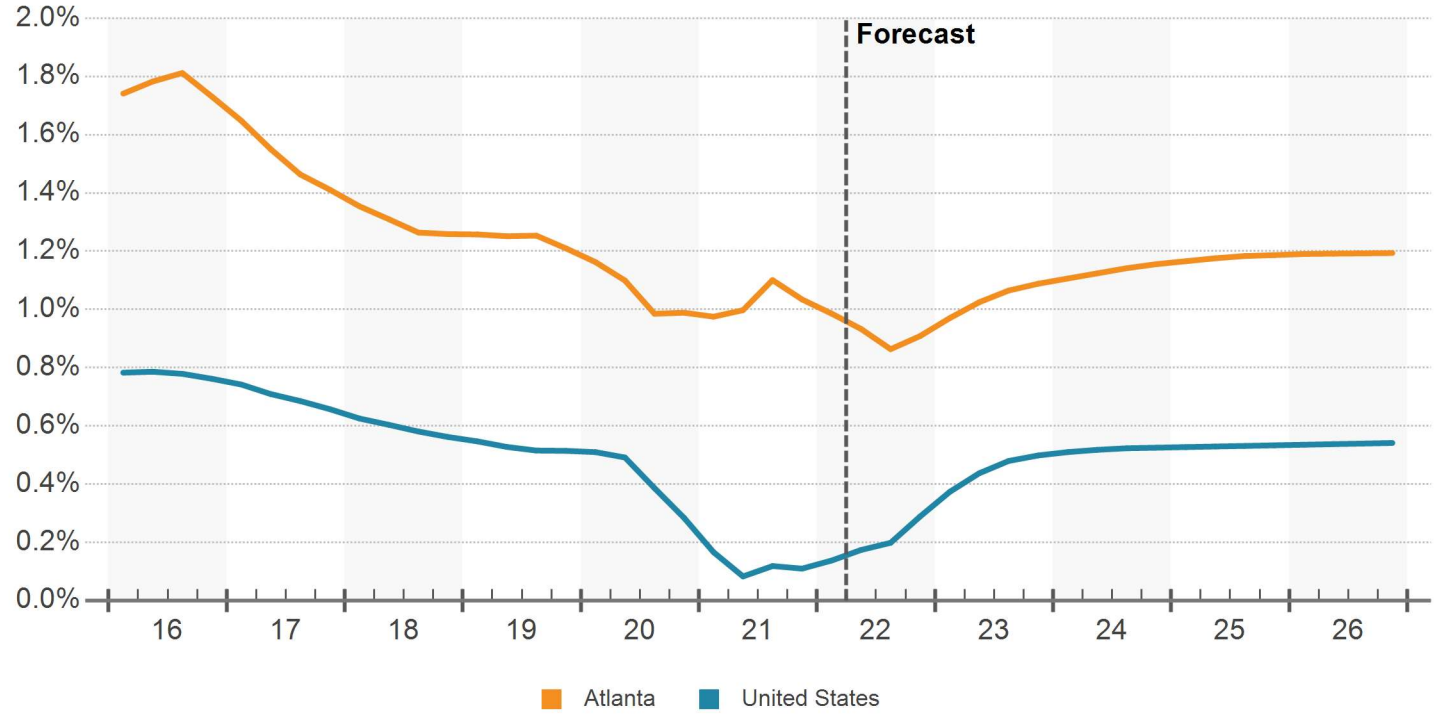
NET EMPLOYMENT CHANGE (YOY)



MEDIAN HOUSEHOLD INCOME

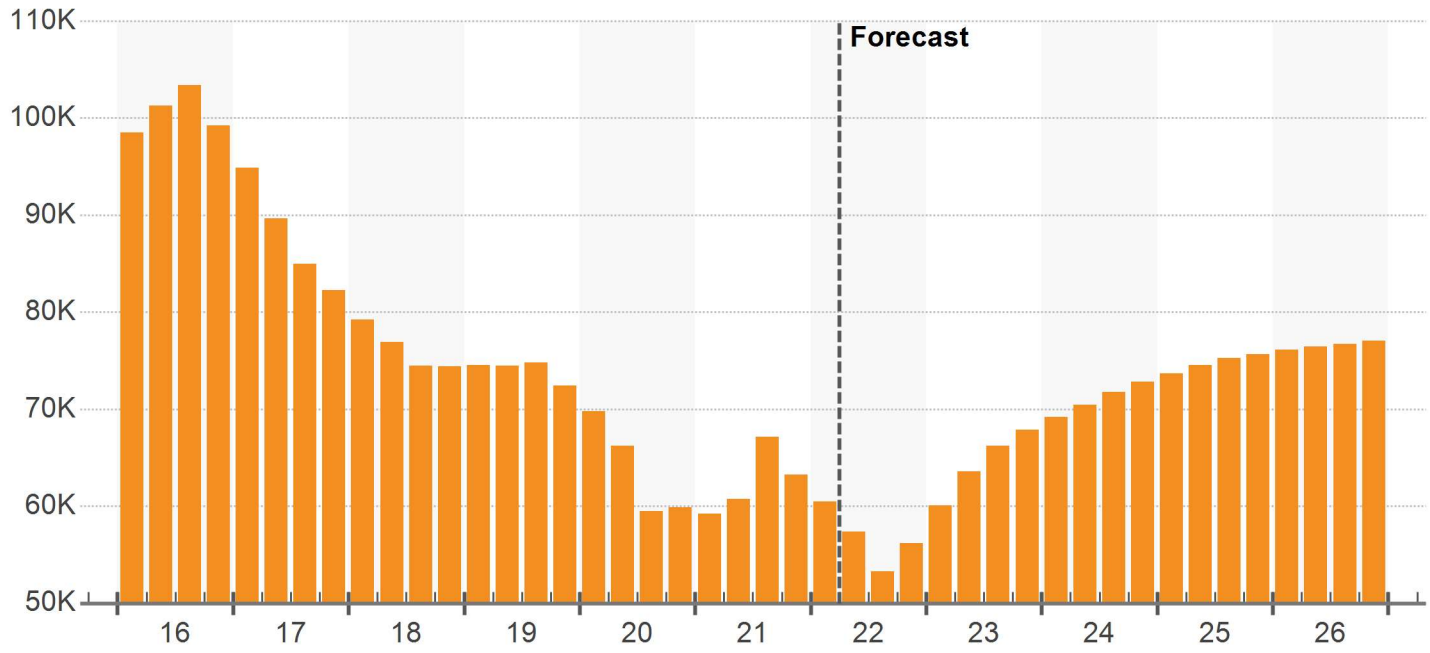


POPULATION GROWTH (YOY %)



© 2022 CoStar Group - Licensed to KW Commercial West Cobb - 1128686

NET POPULATION CHANGE (YOY)

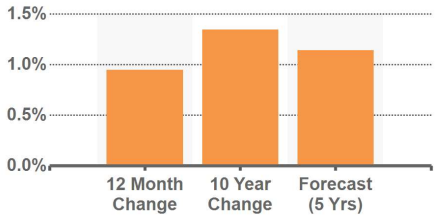


DEMOGRAPHIC TRENDS

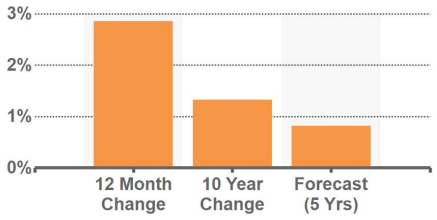
	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
Demographic Category	**Metro**	**US**	**Metro**	**US**	**Metro**	**US**	**Metro**	**US**
Population	6,204,538	332,249,625	0.9%	0.2%	1.3%	0.6%	1.1%	0.5%
Households	2,250,047	124,047,648	0.9%	0.1%	1.5%	0.7%	1.1%	0.5%
Median Household Income	$79,272	$72,635	9.6%	9.5%	4.1%	3.7%	3.5%	3.4%
Labor Force	3,154,116	164,446,828	2.8%	2.3%	1.3%	0.6%	0.8%	0.5%
Unemployment	2.5%	3.8%	-1.9%	-2.1%	-0.7%	-0.4%	-	-

Source: Oxford Economics

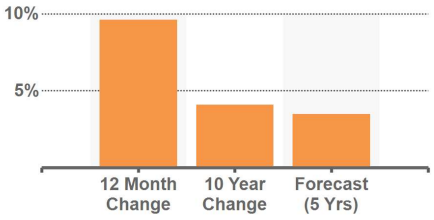
POPULATION GROWTH



LABOR FORCE GROWTH



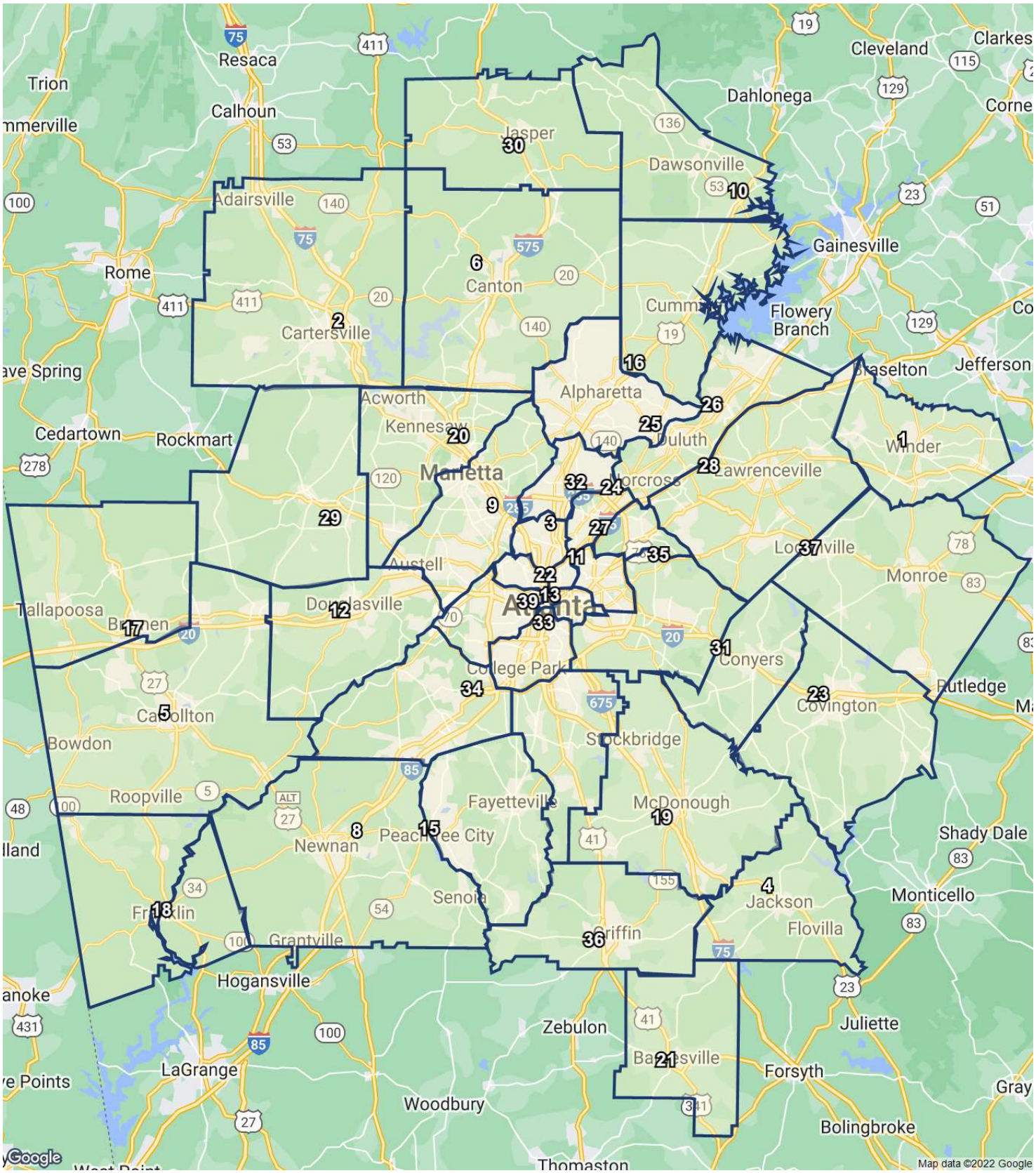
INCOME GROWTH



Source: Oxford Economics

© 2022 CoStar Group - Licensed to KW Commercial West Cobb - 1128686

ATLANTA SUBMARKETS



SUBMARKET INVENTORY

		Inventory				12 Month Deliveries				Under Construction			
No.	Submarket	Bldgs	Units	% Market	Rank	Bldgs	Units	Percent	Rank	Bldgs	Units	Percent	Rank
1	Barrow County	15	626	0.1%	34	0	0	0%	-	0	0	0%	-
2	Bartow County	45	2,312	0.5%	28	0	0	0%	-	3	600	26.0%	13
3	Buckhead	127	25,780	5.5%	6	0	0	0%	-	3	979	3.8%	11
4	Butts County	9	208	0%	36	0	0	0%	-	0	0	0%	-
5	Carroll County	56	3,028	0.6%	26	0	0	0%	-	0	0	0%	-
6	Cherokee County	54	9,364	2.0%	18	0	0	0%	-	6	1,343	14.3%	5
7	Clayton County	142	25,584	5.4%	7	0	0	0%	-	1	312	1.2%	19
8	Coweta County	40	5,168	1.1%	24	2	80	1.5%	13	2	363	7.0%	18
9	Cumberland/Galleria	236	53,148	11.3%	1	3	625	1.2%	3	4	1,196	2.3%	7
10	Dawson County	10	1,147	0.2%	32	0	0	0%	-	1	300	26.2%	20
11	Decatur/North Druid Hills	120	20,063	4.3%	10	1	12	0.1%	15	3	821	4.1%	12
12	Douglas County	37	6,961	1.5%	21	1	300	4.3%	10	1	288	4.1%	22
13	Downtown Atlanta	32	5,582	1.2%	22	2	507	9.1%	7	1	129	2.3%	26
14	Eastside Atlanta	225	16,575	3.5%	14	4	1,097	6.6%	2	13	2,163	13.0%	3
15	Fayette County	17	2,854	0.6%	27	0	0	0%	-	0	0	0%	-
16	Forsyth County	32	5,475	1.2%	23	2	420	7.7%	8	2	588	10.7%	15
17	Haralson County	13	165	0%	37	0	0	0%	-	0	0	0%	-
18	Heard County	1	22	0%	39	0	0	0%	-	0	0	0%	-
19	Henry County	44	8,785	1.9%	20	2	532	6.1%	6	2	530	6.0%	16
20	Kennesaw	53	12,909	2.7%	17	0	0	0%	-	1	288	2.2%	22
21	Lamar County	5	163	0%	38	0	0	0%	-	0	0	0%	-
22	Midtown Atlanta	271	18,263	3.9%	11	1	51	0.3%	14	11	3,506	19.2%	1
23	Newton County	14	2,118	0.4%	29	0	0	0%	-	4	1,173	55.4%	9
24	North Atlanta	122	22,200	4.7%	8	(1)	0	0%	-	4	1,124	5.1%	10
25	North Fulton	88	21,397	4.5%	9	1	140	0.7%	11	2	383	1.8%	17
26	North Gwinnett	112	29,075	6.2%	4	3	612	2.1%	4	5	1,175	4.0%	8
27	Northlake	73	17,335	3.7%	12	0	0	0%	-	0	0	0%	-
28	Outlying Gwinnett County	132	27,610	5.9%	5	8	1,323	4.8%	1	10	3,068	11.1%	2
29	Paulding County	19	1,968	0.4%	30	0	0	0%	-	0	0	0%	-
30	Pickens County	7	279	0.1%	35	0	0	0%	-	0	0	0%	-
31	Rockdale County	33	3,698	0.8%	25	1	128	3.5%	12	1	300	8.1%	20
32	Sandy Springs/Dunwoody	122	33,482	7.1%	2	0	0	0%	-	1	600	1.8%	13
33	South Atlanta	239	15,957	3.4%	15	3	584	3.7%	5	7	1,681	10.5%	4
34	South Fulton	49	8,807	1.9%	19	0	0	0%	-	1	156	1.8%	25
35	Southeast DeKalb	143	30,064	6.4%	3	0	0	0%	-	0	0	0%	-
36	Spalding County	31	1,478	0.3%	31	0	0	0%	-	0	0	0%	-
37	Walton County	17	895	0.2%	33	0	0	0%	-	0	0	0%	-
38	West Midtown Atlanta	74	13,283	2.8%	16	1	314	2.4%	9	4	1,223	9.2%	6
39	Westside Atlanta	266	17,168	3.6%	13	0	0	0%	-	1	200	1.2%	24

© 2022 CoStar Group - Licensed to KW Commercial West Cobb - 1128686

SUBMARKET RENT

		Asking Rents				Effective Rents					
No.	Market	Per Unit	Per SF	Rank	Yr. Growth	Per Unit	Per SF	Rank	Yr. Growth	Concession	Rank
1	Barrow County	$1,089	$1.06	33	8.2%	$1,086	$1.06	33	8.3%	0.3%	37
2	Bartow County	$1,205	$1.24	29	21.2%	$1,201	$1.23	29	21.3%	0.3%	34
3	Buckhead	$2,112	$2.15	3	8.7%	$2,093	$2.13	3	11.2%	0.9%	2
4	Butts County	$690	$0.67	39	3.9%	$687	$0.67	39	3.9%	0.4%	25
5	Carroll County	$1,090	$1.09	32	10.0%	$1,086	$1.08	32	10.0%	0.3%	35
6	Cherokee County	$1,715	$1.56	16	14.9%	$1,708	$1.55	16	15.1%	0.4%	30
7	Clayton County	$1,276	$1.26	28	13.2%	$1,270	$1.25	28	13.0%	0.5%	23
8	Coweta County	$1,644	$1.45	21	14.0%	$1,634	$1.44	21	14.0%	0.7%	13
9	Cumberland/Galleria	$1,642	$1.62	12	12.9%	$1,634	$1.61	12	13.1%	0.5%	19
10	Dawson County	$1,797	$1.61	14	18.1%	$1,791	$1.60	14	19.3%	0.3%	33
11	Decatur/North Druid Hills	$1,692	$1.81	7	11.4%	$1,684	$1.80	6	12.8%	0.4%	26
12	Douglas County	$1,547	$1.46	20	12.0%	$1,536	$1.45	20	11.3%	0.7%	10
13	Downtown Atlanta	$1,779	$1.86	5	3.6%	$1,757	$1.83	5	3.7%	1.2%	1
14	Eastside Atlanta	$1,941	$2.17	2	10.3%	$1,925	$2.15	2	11.5%	0.8%	4
15	Fayette County	$1,747	$1.71	10	6.1%	$1,738	$1.70	10	5.8%	0.5%	20
16	Forsyth County	$1,961	$1.81	6	14.6%	$1,944	$1.80	7	14.0%	0.8%	3
17	Haralson County	$833	$0.89	34	6.1%	$827	$0.89	34	6.1%	0.7%	11
18	Heard County	$441	$0.80	36	3.3%	$438	$0.80	36	3.2%	0.8%	8
19	Henry County	$1,654	$1.49	19	8.4%	$1,641	$1.48	19	7.8%	0.8%	5
20	Kennesaw	$1,657	$1.59	15	11.6%	$1,649	$1.59	15	11.4%	0.5%	24
21	Lamar County	$701	$0.69	38	3.0%	$699	$0.68	38	3.1%	0.3%	38
22	Midtown Atlanta	$2,192	$2.43	1	8.5%	$2,178	$2.42	1	10.2%	0.7%	12
23	Newton County	$1,356	$1.34	23	10.2%	$1,352	$1.33	23	10.1%	0.3%	36
24	North Atlanta	$1,680	$1.67	11	10.1%	$1,673	$1.66	11	10.4%	0.4%	29
25	North Fulton	$1,911	$1.77	8	17.7%	$1,903	$1.76	8	17.6%	0.4%	28
26	North Gwinnett	$1,660	$1.61	13	14.8%	$1,650	$1.60	13	15.0%	0.6%	14
27	Northlake	$1,512	$1.51	18	15.2%	$1,506	$1.50	18	15.2%	0.4%	27
28	Outlying Gwinnett County	$1,614	$1.55	17	13.6%	$1,606	$1.54	17	13.4%	0.5%	18
29	Paulding County	$1,549	$1.28	27	9.6%	$1,540	$1.27	27	9.4%	0.6%	15
30	Pickens County	$908	$0.76	37	-0.7%	$907	$0.76	37	0%	0.1%	39
31	Rockdale County	$1,473	$1.41	22	13.0%	$1,462	$1.40	22	12.4%	0.7%	9
32	Sandy Springs/Dunwoody	$1,794	$1.72	9	13.8%	$1,784	$1.71	9	14.1%	0.5%	17
33	South Atlanta	$1,235	$1.32	24	8.4%	$1,225	$1.31	24	8.9%	0.8%	6
34	South Fulton	$1,319	$1.31	26	12.0%	$1,312	$1.30	26	11.7%	0.5%	21
35	Southeast DeKalb	$1,276	$1.21	30	12.6%	$1,269	$1.21	30	12.5%	0.6%	16
36	Spalding County	$1,069	$1.12	31	12.3%	$1,066	$1.11	31	12.3%	0.4%	31
37	Walton County	$1,011	$0.83	35	-0.4%	$1,007	$0.83	35	-0.6%	0.4%	32
38	West Midtown Atlanta	$1,867	$2.01	4	10.2%	$1,853	$2	4	12.4%	0.8%	7
39	Westside Atlanta	$1,236	$1.31	25	12.0%	$1,230	$1.31	25	11.9%	0.5%	22

© 2022 CoStar Group - Licensed to KW Commercial West Cobb - 1128686

SUBMARKET VACANCY & ABSORPTION

		Vacancy			12 Month Absorption			
No.	Submarket	Units	Percent	Rank	Units	% of Inv	Rank	Construc. Ratio
1	Barrow County	8	1.3%	2	3	0.5%	24	-
2	Bartow County	62	2.7%	4	5	0.2%	23	-
3	Buckhead	1,701	6.6%	25	910	3.5%	2	-
4	Butts County	10	4.8%	11	0	0%	-	-
5	Carroll County	118	3.9%	5	(24)	-0.8%	33	-
6	Cherokee County	466	5.0%	13	25	0.3%	18	-
7	Clayton County	1,867	7.3%	27	(464)	-1.8%	38	-
8	Coweta County	305	5.9%	17	37	0.7%	17	0.6
9	Cumberland/Galleria	3,140	5.9%	18	490	0.9%	7	1.1
10	Dawson County	148	12.9%	39	150	13.1%	10	-
11	Decatur/North Druid Hills	1,603	8.0%	29	202	1.0%	9	0.1
12	Douglas County	435	6.3%	21	81	1.2%	14	3.7
13	Downtown Atlanta	528	9.5%	34	399	7.2%	8	1.3
14	Eastside Atlanta	1,572	9.5%	35	1,070	6.5%	1	1.0
15	Fayette County	149	5.2%	14	(34)	-1.2%	34	-
16	Forsyth County	554	10.1%	36	15	0.3%	19	27.6
17	Haralson County	15	9.2%	32	0	0%	-	-
18	Heard County	1	6.7%	26	0	0%	-	-
19	Henry County	889	10.1%	37	107	1.2%	11	5.0
20	Kennesaw	558	4.3%	8	10	0.1%	21	-
21	Lamar County	0	0%	1	0	0%	-	-
22	Midtown Atlanta	1,081	5.9%	19	94	0.5%	13	0.5
23	Newton County	111	5.2%	15	(45)	-2.1%	35	-
24	North Atlanta	991	4.5%	10	(23)	-0.1%	32	-
25	North Fulton	1,181	5.5%	16	(400)	-1.9%	37	-
26	North Gwinnett	1,752	6.0%	20	567	2.0%	5	1.0
27	Northlake	739	4.3%	7	55	0.3%	15	-
28	Outlying Gwinnett County	1,776	6.4%	22	502	1.8%	6	2.5
29	Paulding County	85	4.3%	9	(10)	-0.5%	31	-
30	Pickens County	4	1.4%	3	11	4.1%	20	-
31	Rockdale County	343	9.3%	33	(69)	-1.9%	36	-
32	Sandy Springs/Dunwoody	2,165	6.5%	23	(771)	-2.3%	39	-
33	South Atlanta	1,441	9.0%	31	576	3.6%	4	0.7
34	South Fulton	943	10.7%	38	98	1.1%	12	-
35	Southeast DeKalb	1,957	6.5%	24	46	0.2%	16	-
36	Spalding County	72	4.9%	12	(3)	-0.2%	29	-
37	Walton County	35	3.9%	6	7	0.8%	22	-
38	West Midtown Atlanta	1,032	7.8%	28	895	6.7%	3	0.4
39	Westside Atlanta	1,441	8.4%	30	(6)	0%	30	-

© 2022 CoStar Group - Licensed to KW Commercial West Cobb - 1128686

OVERALL SUPPLY & DEMAND

	Inventory			Absorption		
Year	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2026	513,196	8,512	1.7%	6,090	1.2%	1.4
2025	504,684	7,621	1.5%	6,828	1.4%	1.1
2024	497,063	7,646	1.6%	7,415	1.5%	1.0
2023	489,417	10,527	2.2%	7,361	1.5%	1.4
2022	478,890	10,690	2.3%	5,045	1.1%	2.1
YTD	471,101	2,901	0.6%	(890)	-0.2%	-
2021	468,200	8,122	1.8%	17,025	3.6%	0.5
2020	460,078	14,104	3.2%	16,391	3.6%	0.9
2019	445,974	10,819	2.5%	8,712	2.0%	1.2
2018	435,155	7,074	1.7%	10,100	2.3%	0.7
2017	428,081	12,020	2.9%	9,295	2.2%	1.3
2016	416,061	7,470	1.8%	3,403	0.8%	2.2
2015	408,591	7,199	1.8%	7,450	1.8%	1.0
2014	401,392	5,625	1.4%	3,159	0.8%	1.8
2013	395,767	5,032	1.3%	6,894	1.7%	0.7
2012	390,735	(1,971)	-0.5%	2,462	0.6%	-
2011	392,706	1,129	0.3%	409	0.1%	2.8
2010	391,577	1,902	0.5%	5,478	1.4%	0.3

4 & 5 STAR SUPPLY & DEMAND

	Inventory			Absorption		
Year	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2026	222,405	9,538	4.5%	7,938	3.6%	1.2
2025	212,867	8,636	4.2%	8,317	3.9%	1.0
2024	204,231	8,207	4.2%	8,714	4.3%	0.9
2023	196,024	10,876	5.9%	8,817	4.5%	1.2
2022	185,148	10,706	6.1%	7,173	3.9%	1.5
YTD	176,987	2,545	1.5%	811	0.5%	3.1
2021	174,442	8,289	5.0%	15,031	8.6%	0.6
2020	166,153	13,707	9.0%	11,606	7.0%	1.2
2019	152,446	10,628	7.5%	8,447	5.5%	1.3
2018	141,818	7,251	5.4%	9,644	6.8%	0.8
2017	134,567	12,874	10.6%	9,507	7.1%	1.4
2016	121,693	8,444	7.5%	6,878	5.7%	1.2
2015	113,249	8,546	8.2%	6,707	5.9%	1.3
2014	104,703	6,967	7.1%	4,197	4.0%	1.7
2013	97,736	6,090	6.6%	5,085	5.2%	1.2
2012	91,646	729	0.8%	1,875	2.0%	0.4
2011	90,917	1,467	1.6%	1,365	1.5%	1.1
2010	89,450	2,465	2.8%	2,782	3.1%	0.9

© 2022 CoStar Group - Licensed to KW Commercial West Cobb - 1128686

3 STAR SUPPLY & DEMAND

	Inventory			Absorption		
Year	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2026	203,151	23	0%	(552)	-0.3%	0
2025	203,128	20	0%	(267)	-0.1%	-
2024	203,108	472	0.2%	(17)	0%	-
2023	202,636	630	0.3%	(220)	-0.1%	-
2022	202,006	355	0.2%	(1,415)	-0.7%	-
YTD	202,007	356	0.2%	(1,449)	-0.7%	-
2021	201,651	124	0.1%	1,283	0.6%	0.1
2020	201,527	430	0.2%	3,317	1.6%	0.1
2019	201,097	437	0.2%	608	0.3%	0.7
2018	200,660	138	0.1%	461	0.2%	0.3
2017	200,522	(156)	-0.1%	367	0.2%	-
2016	200,678	299	0.1%	(1,881)	-0.9%	-
2015	200,379	(247)	-0.1%	661	0.3%	-
2014	200,626	(332)	-0.2%	(188)	-0.1%	1.8
2013	200,958	(195)	-0.1%	1,704	0.8%	-
2012	201,153	(250)	-0.1%	2,041	1.0%	-
2011	201,403	29	0%	(370)	-0.2%	-
2010	201,374	0	0%	2,023	1.0%	0

1 & 2 STAR SUPPLY & DEMAND

	Inventory			Absorption		
Year	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2026	87,640	(1,049)	-1.2%	(1,296)	-1.5%	0.8
2025	88,689	(1,035)	-1.2%	(1,222)	-1.4%	0.8
2024	89,724	(1,033)	-1.1%	(1,282)	-1.4%	0.8
2023	90,757	(979)	-1.1%	(1,236)	-1.4%	0.8
2022	91,736	(371)	-0.4%	(713)	-0.8%	0.5
YTD	92,107	0	0%	(252)	-0.3%	0
2021	92,107	(291)	-0.3%	711	0.8%	-
2020	92,398	(33)	0%	1,468	1.6%	0
2019	92,431	(246)	-0.3%	(343)	-0.4%	0.7
2018	92,677	(315)	-0.3%	(5)	0%	63.0
2017	92,992	(698)	-0.7%	(579)	-0.6%	1.2
2016	93,690	(1,273)	-1.3%	(1,594)	-1.7%	0.8
2015	94,963	(1,100)	-1.1%	82	0.1%	-
2014	96,063	(1,010)	-1.0%	(850)	-0.9%	1.2
2013	97,073	(863)	-0.9%	105	0.1%	-
2012	97,936	(2,450)	-2.4%	(1,454)	-1.5%	1.7
2011	100,386	(367)	-0.4%	(586)	-0.6%	0.6
2010	100,753	(563)	-0.6%	673	0.7%	-

© 2022 CoStar Group - Licensed to KW Commercial West Cobb - 1128686

OVERALL VACANCY & RENT

	Vacancy			Market Rent				Effective Rents	
Year	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2026	39,754	7.7%	0.3	$1,908	$1.90	1.8%	(0.8)	$1,894	$1.88
2025	37,331	7.4%	0.1	$1,875	$1.86	2.5%	(0.7)	$1,861	$1.85
2024	36,473	7.3%	(0.1)	$1,828	$1.82	3.2%	(2.2)	$1,815	$1.81
2023	36,305	7.4%	0.5	$1,771	$1.76	5.4%	(0.4)	$1,758	$1.75
2022	33,139	6.9%	1.0	$1,680	$1.67	5.8%	(12.7)	$1,668	$1.66
YTD	31,285	6.6%	0.8	$1,644	$1.63	12.1%	(6.5)	$1,635	$1.62
2021	27,493	5.9%	(2.0)	$1,587	$1.58	18.5%	14.8	$1,578	$1.57
2020	36,393	7.9%	(0.8)	$1,339	$1.33	3.7%	0.8	$1,318	$1.31
2019	38,676	8.7%	0.3	$1,291	$1.28	2.9%	(1.8)	$1,278	$1.27
2018	36,568	8.4%	(0.8)	$1,254	$1.24	4.7%	1.0	$1,228	$1.22
2017	39,591	9.2%	0.4	$1,198	$1.19	3.7%	(0.4)	$1,169	$1.16
2016	36,867	8.9%	0.8	$1,155	$1.15	4.1%	(2.4)	$1,135	$1.13
2015	32,801	8.0%	(0.2)	$1,110	$1.10	6.5%	2.5	$1,093	$1.08
2014	33,052	8.2%	0.5	$1,042	$1.03	4.0%	0	$1,027	$1.02
2013	30,586	7.7%	(0.6)	$1,003	$0.99	4.0%	0.9	$990	$0.98
2012	32,449	8.3%	(1.1)	$964	$0.96	3.2%	1.9	$954	$0.95
2011	36,880	9.4%	0.2	$934	$0.93	1.3%	2.0	$928	$0.92
2010	36,159	9.2%	(1.0)	$923	$0.91	-0.7%	-	$915	$0.91

4 & 5 STAR VACANCY & RENT

	Vacancy			Market Rent				Effective Rents	
Year	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2026	18,148	8.2%	0.4	$2,292	$2.28	1.6%	(0.8)	$2,272	$2.26
2025	16,547	7.8%	(0.1)	$2,255	$2.24	2.4%	(0.7)	$2,235	$2.22
2024	16,162	7.9%	(0.6)	$2,201	$2.19	3.1%	(2.2)	$2,182	$2.17
2023	16,735	8.5%	0.6	$2,134	$2.12	5.4%	0	$2,115	$2.10
2022	14,675	7.9%	1.5	$2,026	$2.02	5.4%	(13.1)	$2,008	$2
YTD	12,876	7.3%	0.9	$1,984	$1.97	11.2%	(7.3)	$1,970	$1.96
2021	11,141	6.4%	(4.4)	$1,922	$1.91	18.5%	16.9	$1,908	$1.90
2020	17,881	10.8%	0.4	$1,623	$1.61	1.5%	0	$1,581	$1.57
2019	15,781	10.4%	0.8	$1,598	$1.59	1.6%	(1.9)	$1,576	$1.57
2018	13,600	9.6%	(2.3)	$1,574	$1.56	3.4%	1.1	$1,532	$1.52
2017	15,992	11.9%	1.5	$1,522	$1.51	2.3%	(0.2)	$1,476	$1.47
2016	12,624	10.4%	0.6	$1,487	$1.48	2.5%	(2.4)	$1,458	$1.45
2015	11,058	9.8%	1.0	$1,452	$1.44	4.9%	1.9	$1,427	$1.42
2014	9,220	8.8%	2.2	$1,384	$1.38	3.0%	(0.4)	$1,364	$1.36
2013	6,452	6.6%	0.7	$1,344	$1.33	3.4%	0.2	$1,327	$1.32
2012	5,448	5.9%	(1.3)	$1,300	$1.29	3.2%	1.8	$1,289	$1.28
2011	6,593	7.3%	0	$1,259	$1.25	1.4%	1.7	$1,250	$1.24
2010	6,491	7.3%	(0.6)	$1,241	$1.23	-0.3%	-	$1,231	$1.22

© 2022 CoStar Group - Licensed to KW Commercial West Cobb - 1128686

3 STAR VACANCY & RENT

	Vacancy			Market Rent				Effective Rents	
Year	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2026	13,887	6.8%	0.3	$1,784	$1.72	1.9%	(0.8)	$1,774	$1.71
2025	13,313	6.6%	0.1	$1,751	$1.69	2.6%	(0.7)	$1,741	$1.68
2024	13,025	6.4%	0.2	$1,706	$1.65	3.3%	(2.2)	$1,696	$1.64
2023	12,537	6.2%	0.4	$1,651	$1.59	5.5%	(0.3)	$1,641	$1.58
2022	11,688	5.8%	0.9	$1,565	$1.51	5.8%	(15.1)	$1,556	$1.50
YTD	11,723	5.8%	0.9	$1,534	$1.48	13.1%	(7.8)	$1,527	$1.47
2021	9,917	4.9%	(0.6)	$1,479	$1.43	20.9%	14.8	$1,473	$1.42
2020	11,076	5.5%	(1.4)	$1,224	$1.18	6.1%	2.2	$1,214	$1.17
2019	13,962	6.9%	(0.1)	$1,154	$1.11	3.8%	(2.0)	$1,147	$1.10
2018	14,133	7.0%	(0.2)	$1,111	$1.07	5.8%	1.0	$1,094	$1.05
2017	14,455	7.2%	(0.3)	$1,050	$1.01	4.8%	(0.8)	$1,029	$0.99
2016	14,979	7.5%	1.1	$1,002	$0.96	5.6%	(3.2)	$985	$0.95
2015	12,800	6.4%	(0.4)	$948	$0.91	8.8%	3.5	$936	$0.90
2014	13,709	6.8%	(0.1)	$872	$0.84	5.3%	0.3	$859	$0.83
2013	13,852	6.9%	(0.9)	$828	$0.80	5.0%	1.5	$818	$0.79
2012	15,750	7.8%	(1.1)	$788	$0.76	3.5%	2.2	$778	$0.75
2011	18,041	9.0%	0.2	$761	$0.73	1.4%	2.8	$755	$0.73
2010	17,641	8.8%	(1.0)	$751	$0.72	-1.4%	-	$745	$0.72

1 & 2 STAR VACANCY & RENT

	Vacancy			Market Rent				Effective Rents	
Year	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2026	7,720	8.8%	0.4	$1,369	$1.45	1.8%	(0.8)	$1,362	$1.44
2025	7,471	8.4%	0.3	$1,345	$1.42	2.5%	(0.7)	$1,338	$1.41
2024	7,285	8.1%	0.4	$1,312	$1.38	3.2%	(2.2)	$1,305	$1.38
2023	7,033	7.7%	0.4	$1,271	$1.34	5.4%	(2.5)	$1,264	$1.33
2022	6,776	7.4%	0.4	$1,206	$1.27	7.9%	(4.0)	$1,199	$1.26
YTD	6,686	7.3%	0.3	$1,169	$1.23	12.1%	0.1	$1,163	$1.22
2021	6,435	7.0%	(1.1)	$1,117	$1.17	12.0%	6.8	$1,112	$1.17
2020	7,437	8.0%	(1.6)	$997	$1.05	5.2%	(0.3)	$992	$1.04
2019	8,933	9.7%	0.1	$948	$0.99	5.4%	(0.9)	$943	$0.99
2018	8,835	9.5%	(0.3)	$899	$0.94	6.3%	0.4	$889	$0.93
2017	9,143	9.8%	(0.1)	$846	$0.89	6.0%	(0.3)	$834	$0.87
2016	9,263	9.9%	0.5	$798	$0.84	6.3%	(0.4)	$788	$0.82
2015	8,942	9.4%	(1.1)	$751	$0.79	6.7%	2.7	$740	$0.77
2014	10,123	10.5%	(0.1)	$704	$0.74	4.0%	0.3	$693	$0.73
2013	10,282	10.6%	(0.9)	$677	$0.71	3.7%	1.9	$669	$0.70
2012	11,251	11.5%	(0.7)	$653	$0.68	1.8%	1.4	$643	$0.67
2011	12,246	12.2%	0.3	$641	$0.67	0.4%	1.1	$636	$0.66
2010	12,027	11.9%	(1.2)	$638	$0.67	-0.7%	-	$634	$0.66

© 2022 CoStar Group - Licensed to KW Commercial West Cobb - 1128686

OVERALL SALES

	Completed Transactions (1)						Market Pricing Trends (2)		
Year	Deals	Volume	Turnover	Avg Price	Avg Price/Unit	Avg Cap Rate	Price/Unit	Price Index	Cap Rate
2026	-	-	-	-	-	-	$252,528	361	4.8%
2025	-	-	-	-	-	-	$249,344	357	4.8%
2024	-	-	-	-	-	-	$244,536	350	4.8%
2023	-	-	-	-	-	-	$238,838	341	4.8%
2022	-	-	-	-	-	-	$227,451	325	4.7%
YTD	144	$5.7B	5.8%	$43,666,134	$223,620	5.3%	$223,663	320	4.6%
2021	493	$18.7B	21.8%	$41,072,682	$196,312	5.1%	$213,552	305	4.7%
2020	311	$7.5B	10.4%	$27,339,396	$158,940	5.6%	$179,593	257	4.9%
2019	392	$8.4B	14.6%	$23,582,019	$131,760	5.7%	$163,439	234	5.3%
2018	376	$7.4B	13.5%	$22,263,864	$128,229	6.3%	$149,581	214	5.6%
2017	409	$7.2B	16.9%	$19,089,818	$103,156	6.4%	$135,129	193	5.8%
2016	403	$6.9B	17.1%	$18,380,204	$102,412	6.5%	$126,222	180	6.0%
2015	364	$5.8B	17.1%	$16,772,985	$89,630	6.4%	$117,203	168	6.1%
2014	330	$5.4B	15.2%	$17,130,183	$92,352	7.0%	$107,101	153	6.4%
2013	340	$3.5B	14.2%	$11,505,424	$68,384	7.5%	$97,617	140	6.7%
2012	281	$2.6B	11.8%	$11,445,114	$60,870	7.4%	$94,172	135	6.7%
2011	171	$1.6B	9.0%	$10,100,834	$48,285	7.4%	$89,695	128	6.7%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.
(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

4 & 5 STAR SALES

	Completed Transactions (1)						Market Pricing Trends (2)		
Year	Deals	Volume	Turnover	Avg Price	Avg Price/Unit	Avg Cap Rate	Price/Unit	Price Index	Cap Rate
2026	-	-	-	-	-	-	$344,644	339	4.6%
2025	-	-	-	-	-	-	$340,623	335	4.6%
2024	-	-	-	-	-	-	$334,358	329	4.6%
2023	-	-	-	-	-	-	$326,873	322	4.5%
2022	-	-	-	-	-	-	$311,470	306	4.5%
YTD	30	$2.4B	4.8%	$88,073,566	$314,882	6.8%	$306,494	301	4.4%
2021	120	$9B	19.1%	$79,448,987	$285,179	4.0%	$294,491	290	4.4%
2020	59	$3.8B	9.2%	$64,686,450	$244,912	4.4%	$253,223	249	4.6%
2019	61	$3.6B	11.2%	$59,513,046	$213,398	4.9%	$234,613	231	4.9%
2018	61	$3.8B	12.3%	$62,668,036	$216,097	5.0%	$217,583	214	5.1%
2017	68	$3.3B	14.8%	$51,937,571	$176,565	5.3%	$197,980	195	5.3%
2016	67	$2.9B	16.6%	$48,281,021	$163,637	5.3%	$186,278	183	5.4%
2015	70	$2.5B	18.2%	$42,616,873	$149,444	5.4%	$173,545	171	5.5%
2014	59	$2.7B	16.1%	$46,060,239	$161,126	5.5%	$158,284	156	5.7%
2013	49	$1.6B	14.1%	$35,094,563	$120,762	5.9%	$144,293	142	6.0%
2012	43	$1.3B	12.4%	$35,346,620	$123,806	5.5%	$138,470	136	6.0%
2011	20	$545.1M	6.7%	$27,253,763	$89,651	6.2%	$131,452	129	6.1%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.
(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

© 2022 CoStar Group - Licensed to KW Commercial West Cobb - 1128686

3 STAR SALES

	Completed Transactions (1)						Market Pricing Trends (2)		
Year	Deals	Volume	Turnover	Avg Price	Avg Price/Unit	Avg Cap Rate	Price/Unit	Price Index	Cap Rate
2026	-	-	-	-	-	-	$211,991	387	4.9%
2025	-	-	-	-	-	-	$209,059	382	4.8%
2024	-	-	-	-	-	-	$204,784	374	4.8%
2023	-	-	-	-	-	-	$199,791	365	4.8%
2022	-	-	-	-	-	-	$190,117	347	4.7%
YTD	47	$2.3B	5.6%	$51,320,219	$214,586	4.9%	$186,830	341	4.6%
2021	198	$7.5B	23.4%	$39,482,511	$171,667	5.0%	$177,494	324	4.7%
2020	97	$2.7B	10.0%	$29,242,434	$137,138	5.3%	$145,470	266	5.0%
2019	136	$3.7B	16.2%	$28,643,179	$115,054	5.4%	$129,495	237	5.4%
2018	104	$2.6B	11.5%	$27,012,885	$113,721	5.8%	$116,773	213	5.7%
2017	143	$3B	17.2%	$21,300,077	$88,938	6.3%	$104,310	191	5.9%
2016	152	$3.3B	19.3%	$22,471,840	$89,366	6.3%	$96,708	177	6.1%
2015	135	$2.7B	17.3%	$20,638,531	$80,814	6.4%	$89,373	163	6.3%
2014	127	$2.4B	16.5%	$19,604,982	$76,476	6.7%	$81,877	150	6.5%
2013	114	$1.5B	14.0%	$15,306,212	$61,788	6.7%	$74,616	136	6.9%
2012	84	$1B	9.8%	$13,970,529	$54,233	7.1%	$72,403	132	6.9%
2011	82	$946.4M	10.6%	$12,619,281	$48,370	7.3%	$69,323	127	6.9%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.
(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

1 & 2 STAR SALES

	Completed Transactions (1)						Market Pricing Trends (2)		
Year	Deals	Volume	Turnover	Avg Price	Avg Price/Unit	Avg Cap Rate	Price/Unit	Price Index	Cap Rate
2026	-	-	-	-	-	-	$141,512	411	5.3%
2025	-	-	-	-	-	-	$139,592	406	5.3%
2024	-	-	-	-	-	-	$136,777	397	5.3%
2023	-	-	-	-	-	-	$133,417	388	5.2%
2022	-	-	-	-	-	-	$126,991	369	5.2%
YTD	67	$1B	8.1%	$17,635,957	$142,342	5.3%	$124,676	362	5.1%
2021	175	$2.3B	23.3%	$14,865,018	$111,915	5.8%	$116,979	340	5.2%
2020	155	$1B	13.5%	$8,427,987	$86,284	6.2%	$94,649	275	5.5%
2019	195	$1.1B	16.8%	$6,833,136	$76,649	6.2%	$83,442	242	6.0%
2018	211	$1.1B	19.4%	$5,964,964	$60,159	7.2%	$73,984	215	6.4%
2017	198	$890.8M	19.1%	$5,149,400	$51,163	7.2%	$66,353	193	6.7%
2016	184	$603.2M	12.9%	$3,655,889	$50,653	7.5%	$60,650	176	7.0%
2015	159	$585.4M	15.4%	$3,752,627	$40,460	7.1%	$55,995	163	7.2%
2014	144	$357.6M	11.6%	$2,591,603	$32,220	8.8%	$51,372	149	7.4%
2013	177	$398.7M	14.6%	$2,461,107	$29,145	8.9%	$46,790	136	7.7%
2012	154	$269.4M	15.4%	$2,263,497	$19,817	8.9%	$45,800	133	7.7%
2011	69	$134.7M	8.1%	$2,041,107	$16,770	8.4%	$43,770	127	7.8%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.
(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

© 2022 CoStar Group - Licensed to KW Commercial West Cobb - 1128686

DELIVERIES & UNDER CONSTRUCTION

	Inventory			Deliveries		Net Deliveries		Under Construction	
Year	Bldgs	Units	Vacancy	Bldgs	Units	Bldgs	Units	Bldgs	Units
2026	-	513,198	7.7%	-	9,613	-	8,511	-	-
2025	-	504,687	7.4%	-	8,677	-	7,622	-	-
2024	-	497,065	7.3%	-	8,613	-	7,648	-	-
2023	-	489,417	7.4%	-	11,506	-	10,526	-	-
2022	-	478,891	6.9%	-	11,062	-	10,691	-	-
YTD	3,128	471,101	6.6%	13	2,901	13	2,901	94	24,489
2021	3,115	468,200	5.9%	39	8,413	30	8,122	89	22,574
2020	3,085	460,078	7.9%	57	14,137	53	14,104	62	14,471
2019	3,032	445,974	8.7%	44	11,065	32	10,819	70	17,342
2018	3,000	435,155	8.4%	32	7,420	21	7,074	73	19,514
2017	2,979	428,081	9.2%	47	12,874	35	12,020	57	14,292
2016	2,944	416,061	8.9%	39	9,093	27	7,470	71	19,012
2015	2,917	408,591	8.0%	31	8,546	18	7,199	53	12,528
2014	2,899	401,392	8.2%	26	6,993	16	5,625	43	11,548
2013	2,883	395,767	7.7%	20	6,103	5	5,032	33	9,074
2012	2,878	390,735	8.3%	4	729	(13)	(1,972)	24	7,530
2011	2,891	392,706	9.4%	7	1,607	(1)	1,129	14	4,282
2010	2,892	391,577	9.2%	7	2,465	(4)	1,902	8	1,911

© 2022 CoStar Group - Licensed to KW Commercial West Cobb - 1128686