

WASHINGTON, D.C.

2022 MARKET AT A GLANCE

Occupancy Rate

96.4%



UP 50 BPS YOY

Effective Rent

\$1,919



UP 5.3% YOY

Rent Share of Wallet

20.4%



UP 40 BPS YOY

Historic Apartment Deliveries Lagging Behind Housing Demand

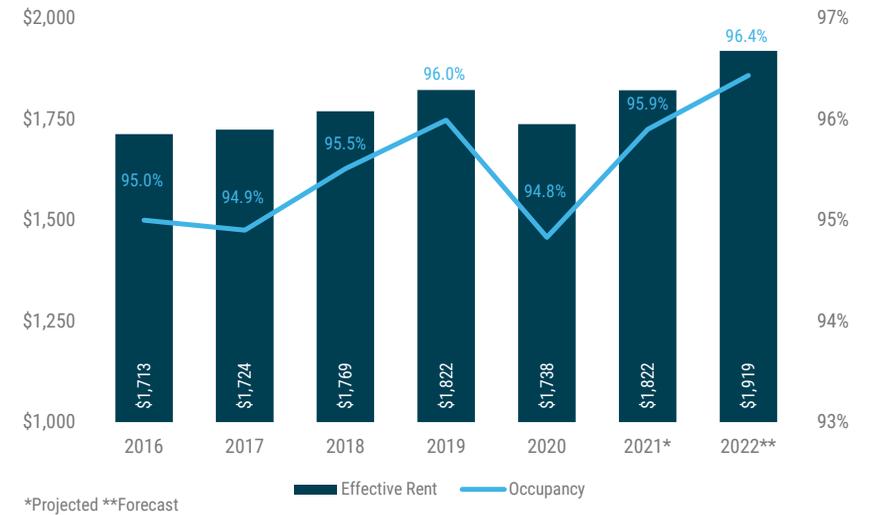
Robust apartment demand will boost apartment fundamentals in the Washington, D.C., metropolitan area amid an influx of new inventory. More than 16,500 units are set to come online within the metro in 2022, a 27.4% increase annually. Even with the surge of new apartments entering the metro, development is still expected to trail demand in 2022. Throughout the Washington, D.C., metro, net absorption is forecast to reach over 19,500 units. Heightened demand is driven by broad-based hiring and the metro's growing tech industry, causing employment to expand 2.6% annually in 2022. As part of this growth, a metro-leading 19,200 jobs are projected to be created or to be restored in the leisure and hospitality industry. Meanwhile, Amazon.com Inc. continues construction on their Arlington headquarters which is set to bring 25,000 jobs to the metro. The DMV's opportunistic economy has allured new residents, stirring an uptick in net migration and household formation in 2022, with 8,600 more people forecast to move to rather than leave Greater Washington, D.C. With additional residents relocating to the metro, the single-family housing market remains competitive as the median home sale price is projected to appreciate 1.3%, reaching over \$588,000 by year-end. During the same period, sales are forecast to drop 4.7% as fewer homes are available. This environment will likely draw high-wage renters to Class A apartments, particularly in submarkets with the most new apartment inventory.

Unless noted otherwise, data and images pertaining to rent, occupancy, employment, unemployment, income, price per unit, and cap rate are year-end figures. Absorption and construction figures are full-year totals, unless noted otherwise. Numbers for 2021 are projected values. 2022 figures are forecast projections. The apartment sales information represents transactions of apartment properties with a sales price of \$2.5 million or more, unless otherwise indicated.

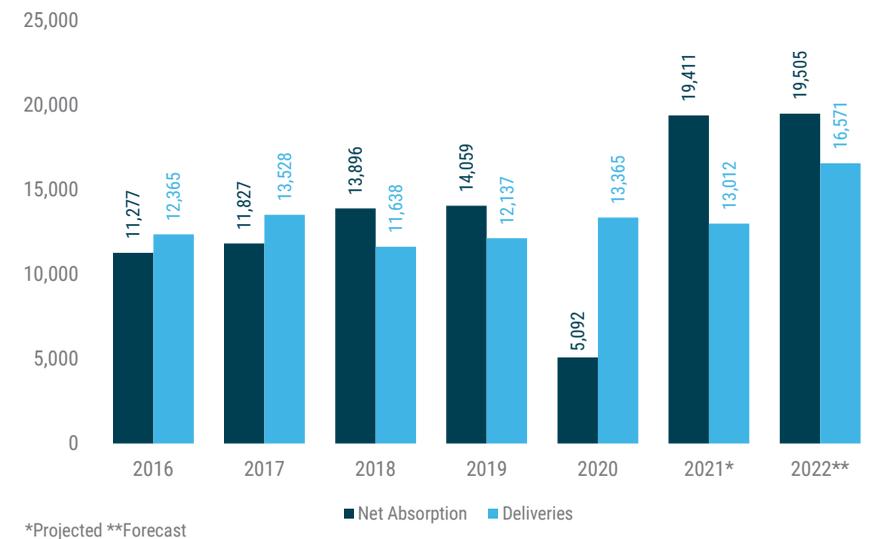
2022 FORECAST

APARTMENT TRENDS

Effective Rent & Occupancy

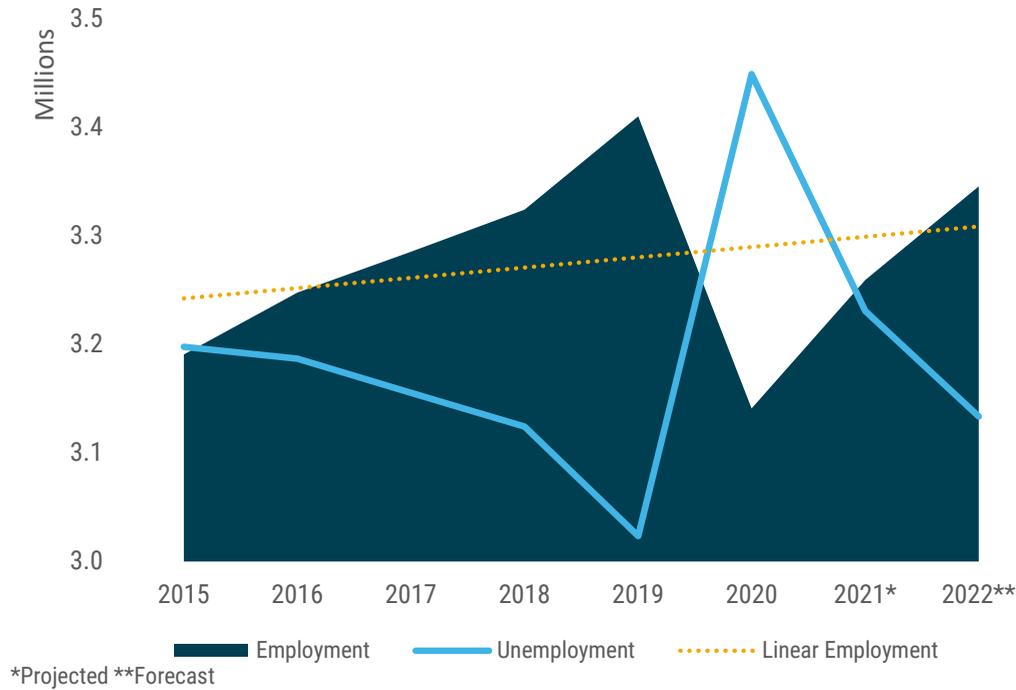


Absorption & Deliveries



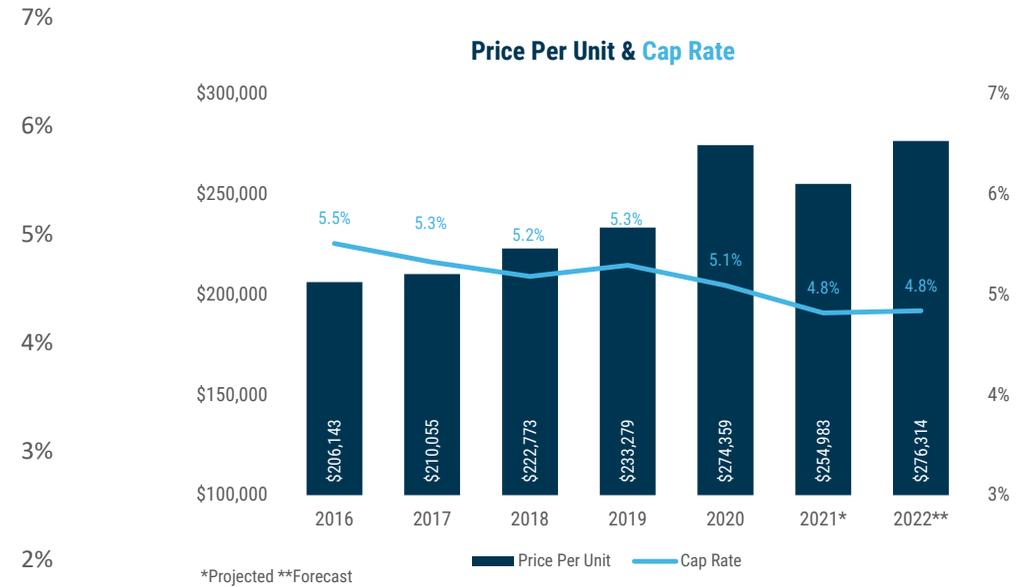
EMPLOYMENT TRENDS

Market Employment Trends



SALES TRENDS

Price Per Unit & Cap Rate



<p>Employment</p> <p>3,346,000</p> <p>↑</p> <p>UP 2.6% YOY</p>	<p>Unemployment</p> <p>3.3%</p> <p>↓</p> <p>DOWN 100 BPS YOY</p>	<p>Median Household Income</p> <p>\$113,062</p> <p>↑</p> <p>UP 3.3% YOY</p>
---	---	--

<p>Price Per Unit</p> <p>\$276,314</p> <p>↑</p> <p>UP 8.4% YOY</p>	<p>Cap Rate</p> <p>4.8%</p> <p>=</p> <p>UNCHANGED YOY</p>
---	--