

SALT LAKE CITY, UT

2024 MARKET AT A GLANCE

OCCUPANCY RATE
(Q4 2024)

94.2%



UP 50 BPS YOY

EFFECTIVE RENT
(Q4 2024)

\$1,619



UP 2.4% YOY

RENT SHARE OF WALLET
(Q4 2024)

18.8%



DOWN 10 BPS YOY

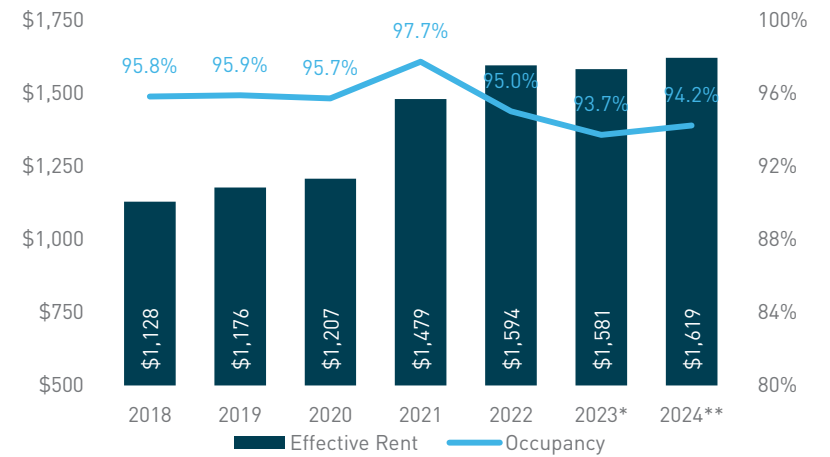
Healthy Economy Prompts an Uptick in Apartment Demand

Heading into 2024, the Salt Lake City apartment market is forecast to have a record amount of net absorption and incoming inventory. The metro is expected to have 11,793 units come online, followed closely by 11,768 net units absorbed by the end of the year. The projected demand and deliveries figures will exceed the former record of 8,275 new units in 2023 and 6,648 net move-ins in 2021. Multifamily builders and potential residents will target the South Salt Lake/Murray and Downtown Salt Lake City/University submarkets as they offer proximity to major employers. This multifamily growth is underpinned not only by a healthy Salt Lake City economy but also by a shortage of single-family housing, as the metro had the lowest single-family housing completions in 2023 since 2015. Over the past five years, the local payrolls have expanded by over 111,100 net jobs. Specifically, the professional and business services sector grew 17%. More tech firms and startups have moved to the area creating a new tech paradise, which earned Salt Lake City the nickname the Silicon Slopes. Looking ahead, Utah is expected to see the largest growth in its tech workforce from 2023 to 2033, expanding roughly over 30% according to CompTIA's study. With new leases keeping pace with incoming inventory and sustained lease renewals, the Salt Lake City metro's occupancy rate is set to rise 50 basis points, reaching 94.2% by the fourth quarter of 2024. Strong apartment fundamentals and a strong economy give apartment operators leeway to raise effective rent 2.4% in 2024.

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 2023 are projected values. 2024 figures are forecast projections.

APARTMENT TRENDS

Effective Rent & Occupancy

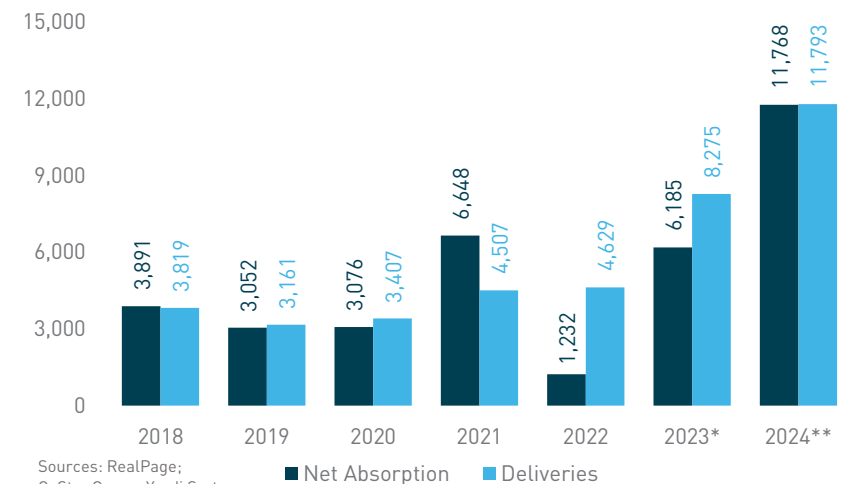


Sources: RealPage; CoStar Group; Yardi Systems

*Projected **Forecast

Note: Effective rent and occupancy reflect stabilized properties and does not include preleased units or properties in lease-up. A newly constructed property is considered stabilized once it becomes 85% occupied.

Absorption & Deliveries



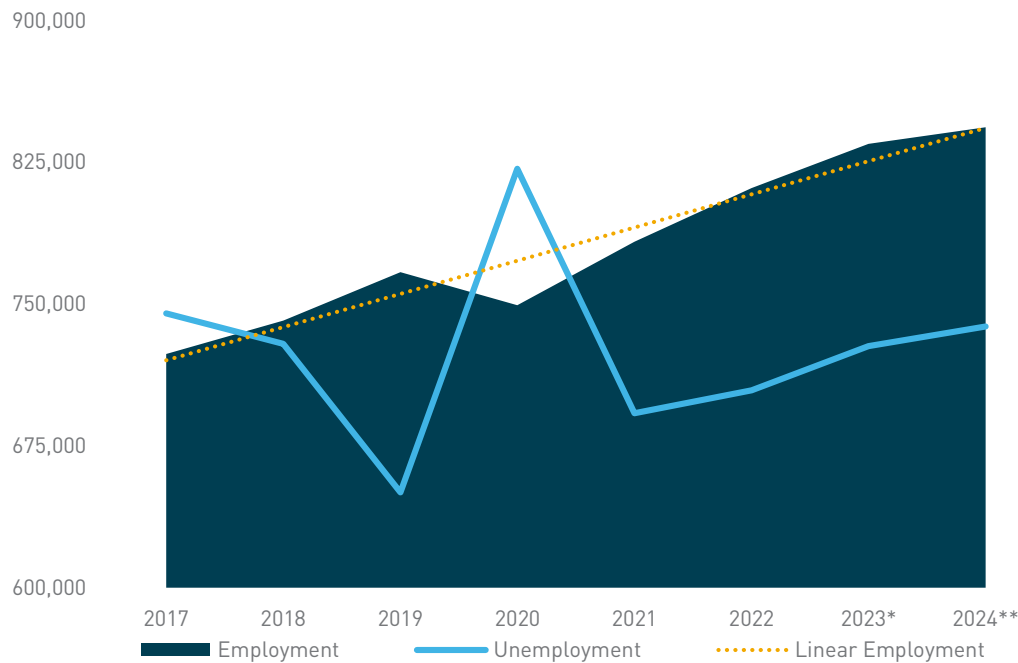
Sources: RealPage; CoStar Group; Yardi Systems

*Projected **Forecast

SALT LAKE CITY, UT

EMPLOYMENT TRENDS

Market Employment Trends

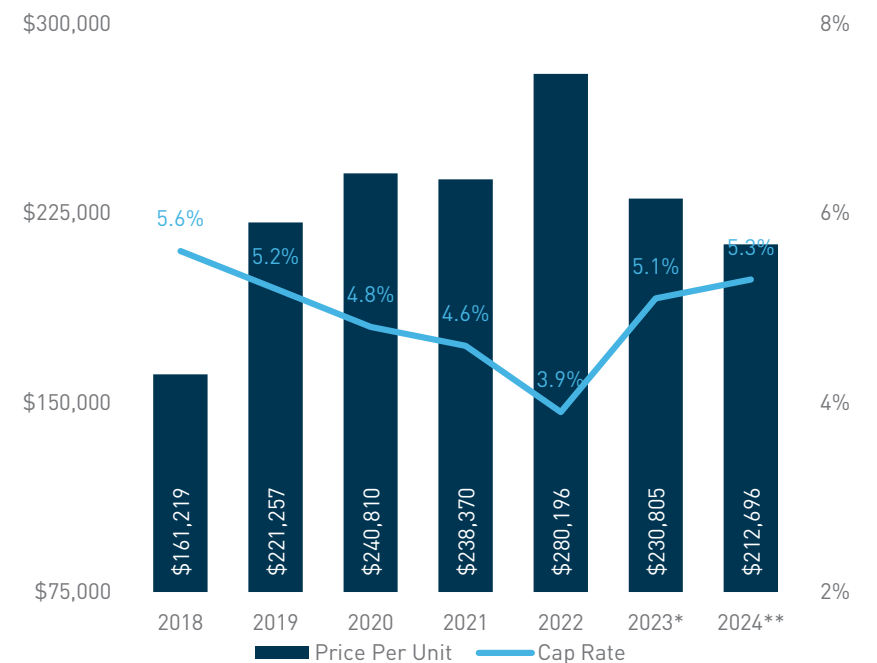


Source: Moody's Analytics

*Projected **Forecast

SALES TRENDS

Price Per Unit & Cap Rate



Sources: Berkadia; CoStar Group; MSCI

*Projected **Forecast

The apartment sales information represents transactions of apartment properties with a sales price of \$2.5 million or more, unless otherwise indicated.

EMPLOYMENT
(DEC. 2024)

843,500



UP 1.0% YOY

UNEMPLOYMENT
(DEC. 2024)

2.8%



UP 10 BPS YOY

MEDIAN HOUSEHOLD INCOME
(DEC. 2024 SAAR)

\$103,471



UP 3.3% YOY

PRICE PER UNIT
(2024 AVG.)

\$212,696



DOWN 7.8% YOY

CAP RATE
(2024 AVG.)

5.3%



UP 20 BPS YOY