



Multi-Family Market Report

Asheville - NC USA

PREPARED BY



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MULTI-FAMILY MARKET REPORT

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12 Mo Delivered Units

919

12 Mo Absorption Units

630

Vacancy Rate

8.4%

12 Mo Asking Rent Growth

0.5%

Absorption stabilized in the Asheville apartment market in 24Q3. However, the extent of damage from Hurricane Helene and subsequent flooding in late September and early October has yet to be fully realized. This will likely impact migration to the market, and thus absorption, in the coming quarters.

However, the market has seen less of the supply surge that caused rising vacancies and negative rent growth in other, larger Southeastern metropolitan areas. The vacancy rate of 8.4% is on par with national levels, and rent growth here has remained positive, though slow at 0.5% annually.

However, supply pressures are likely to persist longer here as the pipeline underway remains substantial. An additional 1,600 units remain under construction, which will expand inventory here by more than 7.1% over the

coming year.

As a small market with an economy driven by tourism and leisure, Asheville is one of the most expensive markets in the Carolinas. Rents here average \$1,690/month. Rents at the higher end, however, have flattened due to the recent expansion and supply. At the same time, continued demand from more affordable options has led to stronger rent growth in less expensive properties.

Vacancies are likely to remain elevated in Asheville over the coming year as additional supply is delivered. This should weigh on rent growth in the near term. Additionally, the impact of slower migration as the region recovers from flood damage could compound challenges as demand slows.

KEY INDICATORS

Current Quarter	Units	Vacancy Rate	Asking Rent	Effective Rent	Absorption Units	Delivered Units	Under Constr Units
4 & 5 Star	12,270	8.4%	\$1,775	\$1,761	(103)	0	704
3 Star	7,517	9.6%	\$1,630	\$1,612	83	0	846
1 & 2 Star	1,961	4.0%	\$1,059	\$1,054	0	0	0
Market	21,748	8.4%	\$1,690	\$1,676	(20)	0	1,550

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy	1.0% (YOY)	7.1%	9.3%	11.4%	2018 Q4	3.8%	2021 Q2
Absorption Units	630	556	539	1,747	2021 Q2	(58)	2007 Q2
Delivered Units	919	611	610	1,760	2018 Q1	0	2011 Q4
Demolished Units	0	1	7	21	2000 Q4	0	2024 Q3
Asking Rent Growth	0.5%	2.4%	2.3%	14.0%	2022 Q1	-3.4%	2009 Q4
Effective Rent Growth	0.4%	2.4%	2.3%	15.7%	2021 Q3	-3.4%	2009 Q4
Sales Volume	\$169M	\$129.2M	N/A	\$610.5M	2022 Q3	\$900K	2009 Q1

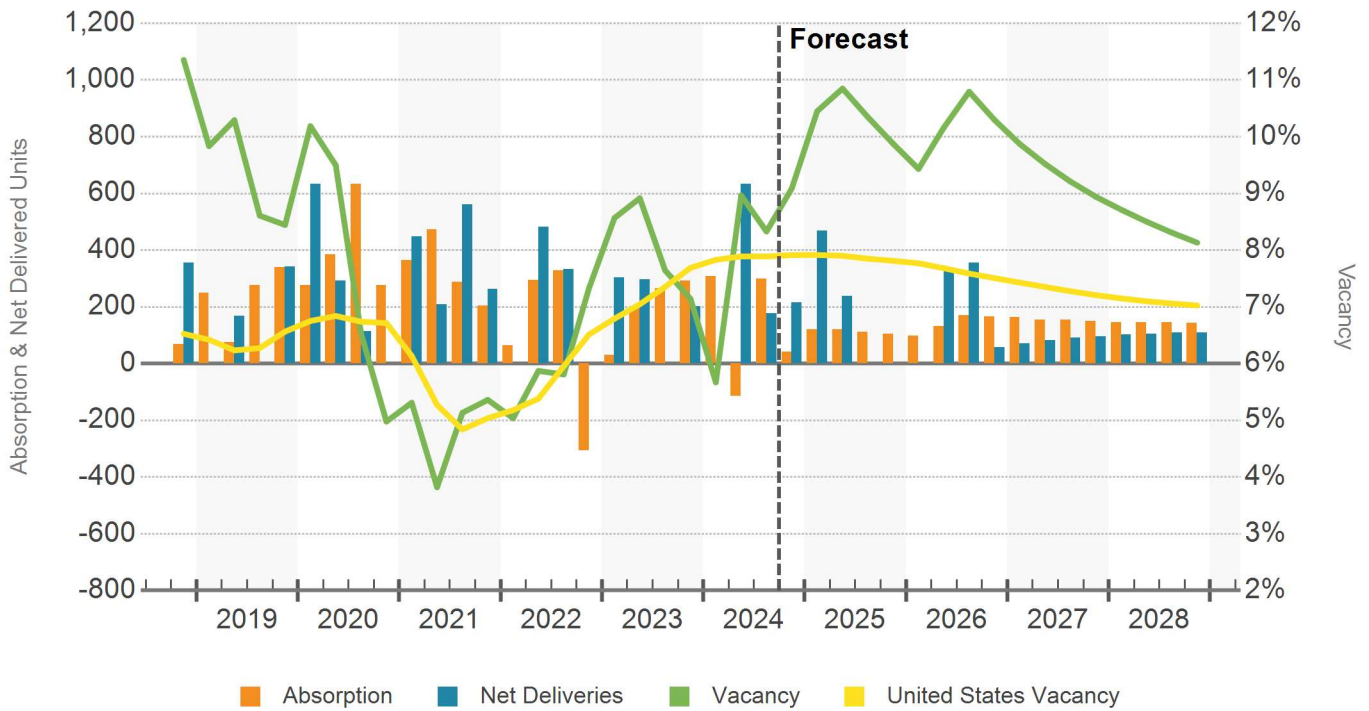
The absorption of apartment units in Asheville has remained strong through 2024. However, it has not been enough to meet a wave of new supply. Still, the supply expansion of the past two years has been less intense than in some other, larger Southeastern markets such as Charlotte and Raleigh, where vacancy rates have risen into the double digits. That has kept vacancy rates roughly on par with the national average at 8.4%.

With an additional 1,600 units in the pipeline, most of which are set to deliver in 2025, the Asheville market is likely to see rising vacancies and weakening rent growth

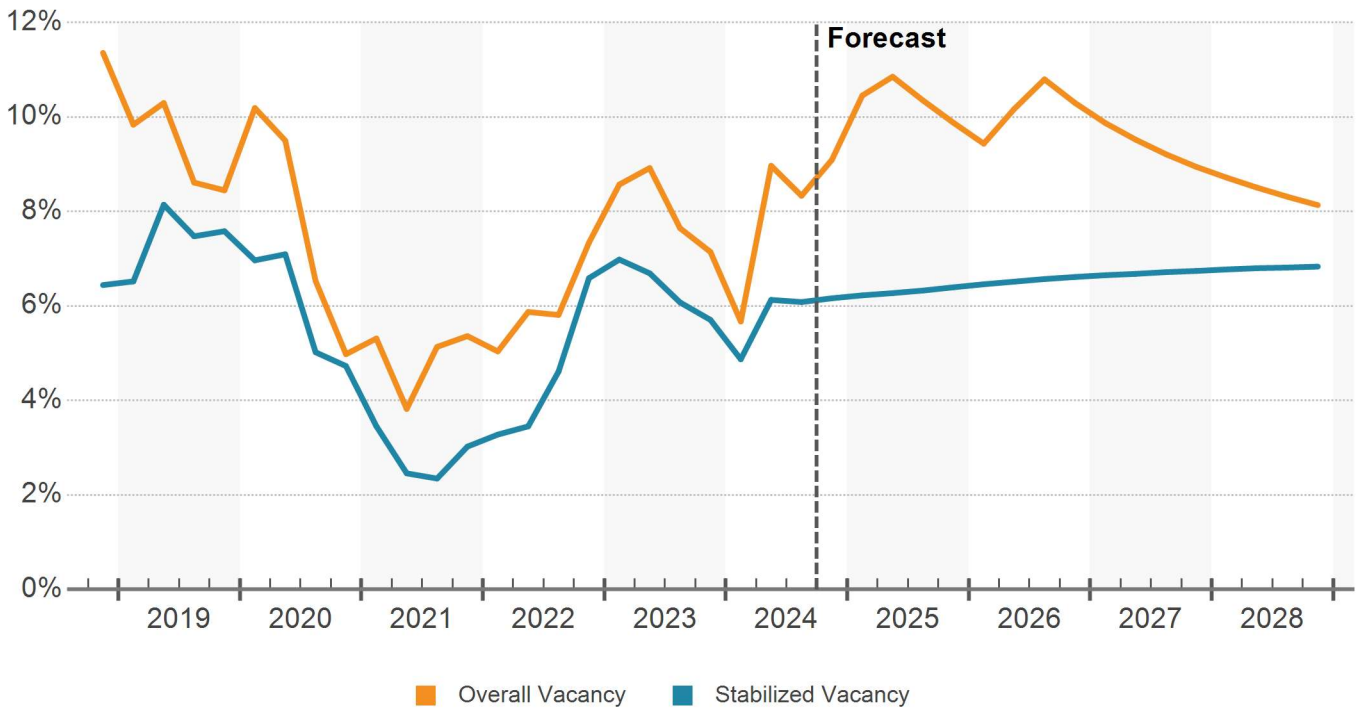
in the near term. Additionally, damage from Hurricane Helene and subsequent flooding in late September and early October 2024 has been extensive. This could result in some supply demolitions, but it is most likely to impact new demand as migration slows during an extended recovery period.

The supply expansion has most significantly impacted high-end properties, and rent growth in those properties has flattened most significantly, while tighter supply at the lower end has kept rents in 1 and 2 Star properties stronger.

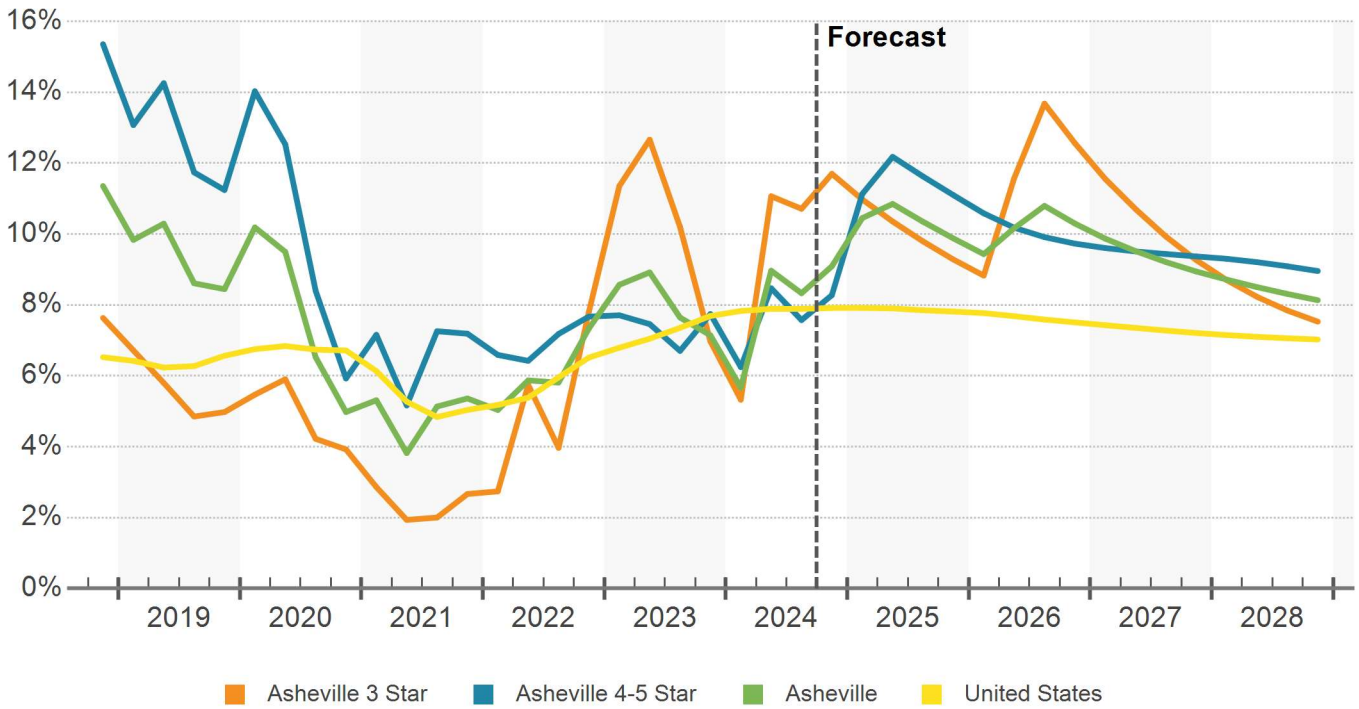
ABSORPTION, NET DELIVERIES & VACANCY



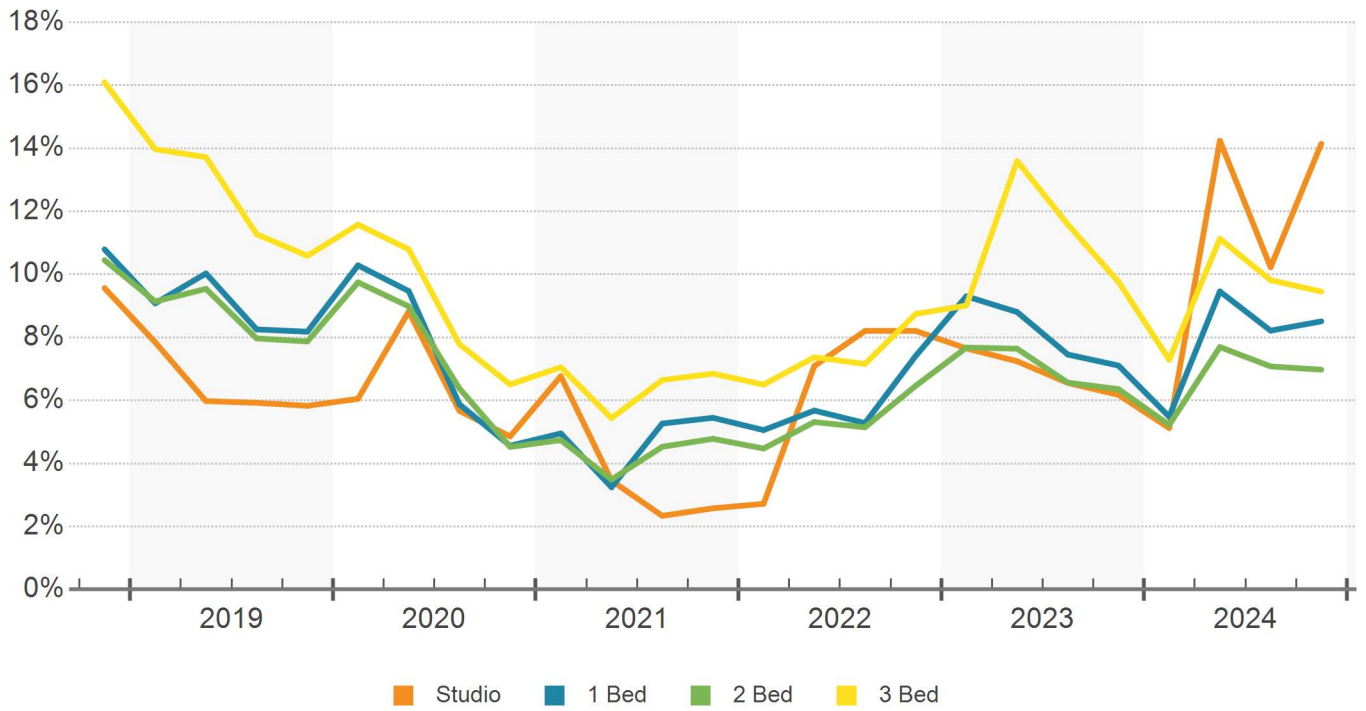
OVERALL & STABILIZED VACANCY



VACANCY RATE



VACANCY BY BEDROOM



Asheville is largely a tourist destination with limited inventory. This has kept rental rates here significantly higher than in other smaller North Carolina markets. Rents here average \$1,690/month here, one of the most expensive markets in North Carolina, outpacing even larger metros such as Charlotte and Raleigh.

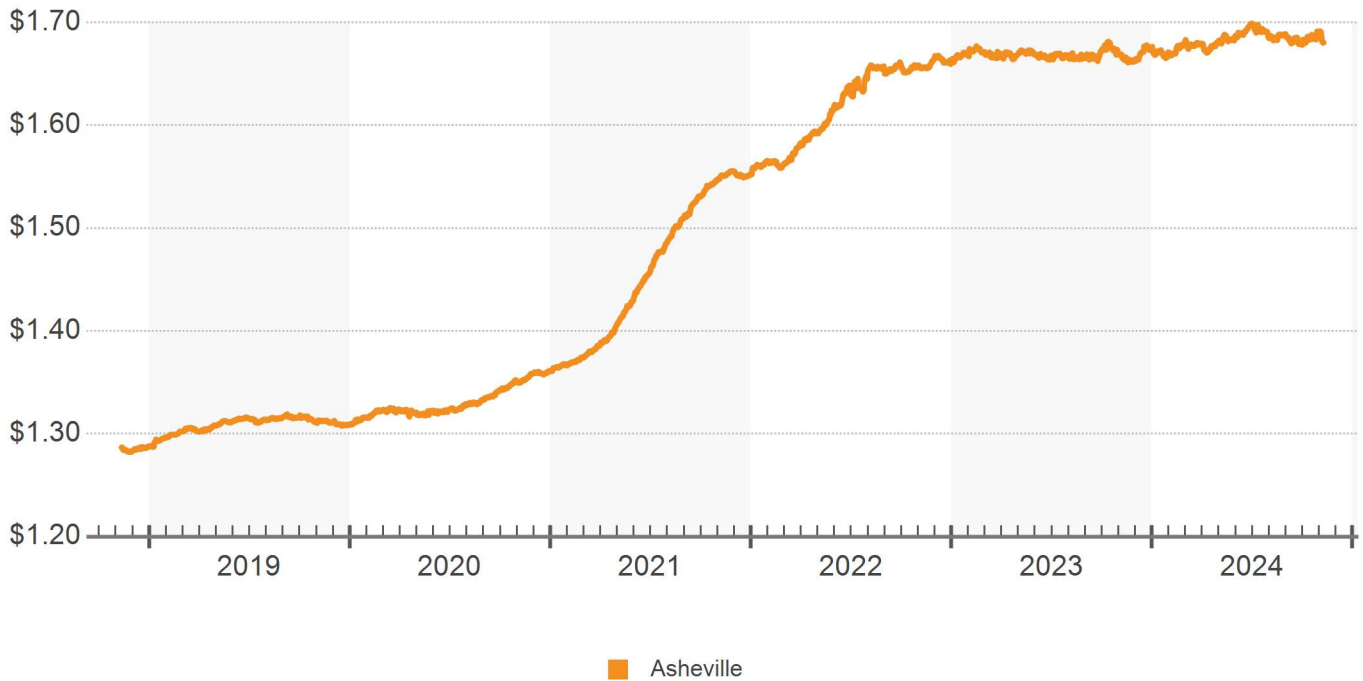
While a new supply expansion has slowed annual rent growth here to \$1,690, that is roughly on par with national levels. In contrast to larger markets, rent growth has not fallen into negative territory as the supply expansion has not been as extreme. However, the highest-end units, which comprise 1 & 2 Star a larger share of new construction, have seen the weakest rent growth as new communities compete for renters by offering concessions or limiting additional rent growth. Rents among 4- and 5-Star properties have been essentially flat at -0.1%, year over year.

While some suburban construction has been in the 3-Star category, rents among that cohort are growing 1.5% annually, while the more supply-constrained category of workforce-oriented, 1 and 2-Star housing is seeing annual rent growth of 2.3% annually.

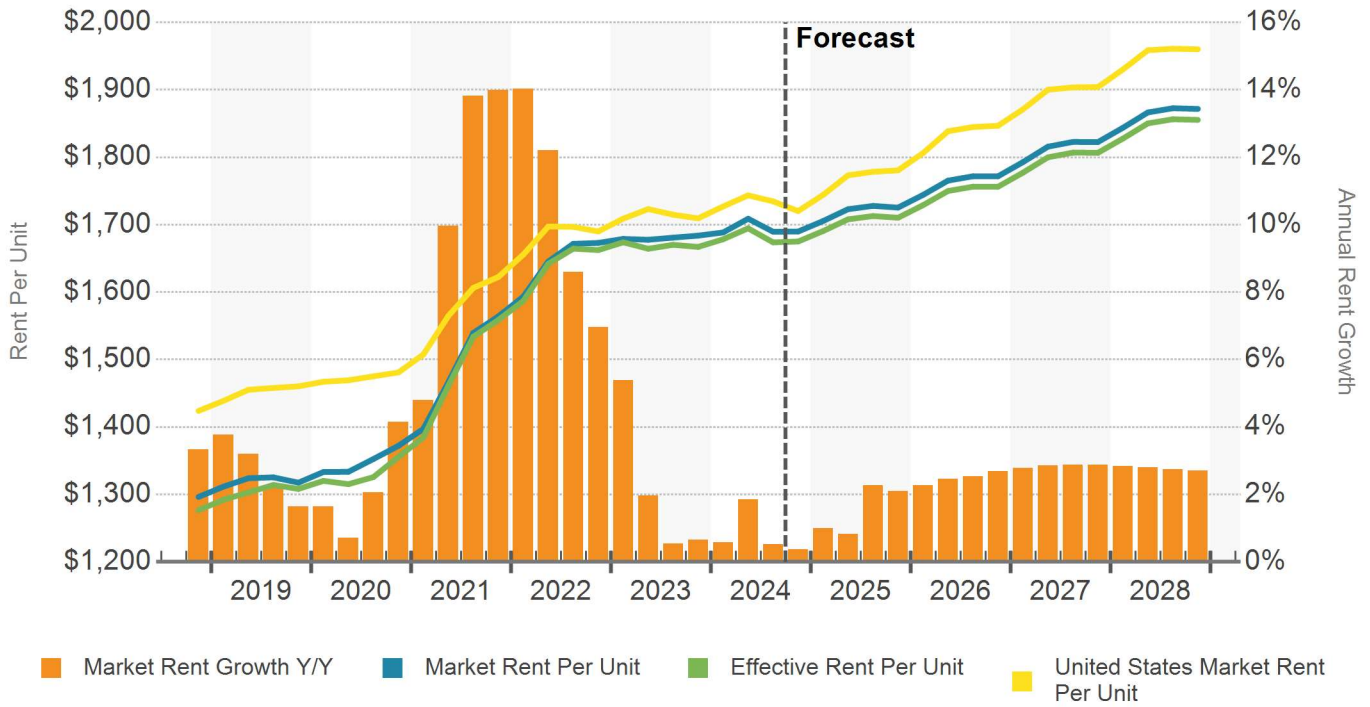
Rent growth in Central Asheville and Henderson County has been the slowest. At the same time, suburban submarkets with less new supply, such as East Buncombe County and North/West Buncombe County, have seen the strongest continued rent growth.

The rent growth outlook will likely remain muted over the coming year. An additional 1,600 units are under construction, which will expand apartment inventory by 7.1% over the next two years. However, the impact of flooding from Hurricane Helene on future apartment demand or project completion, and their ultimate impact on rent growth, remains uncertain.

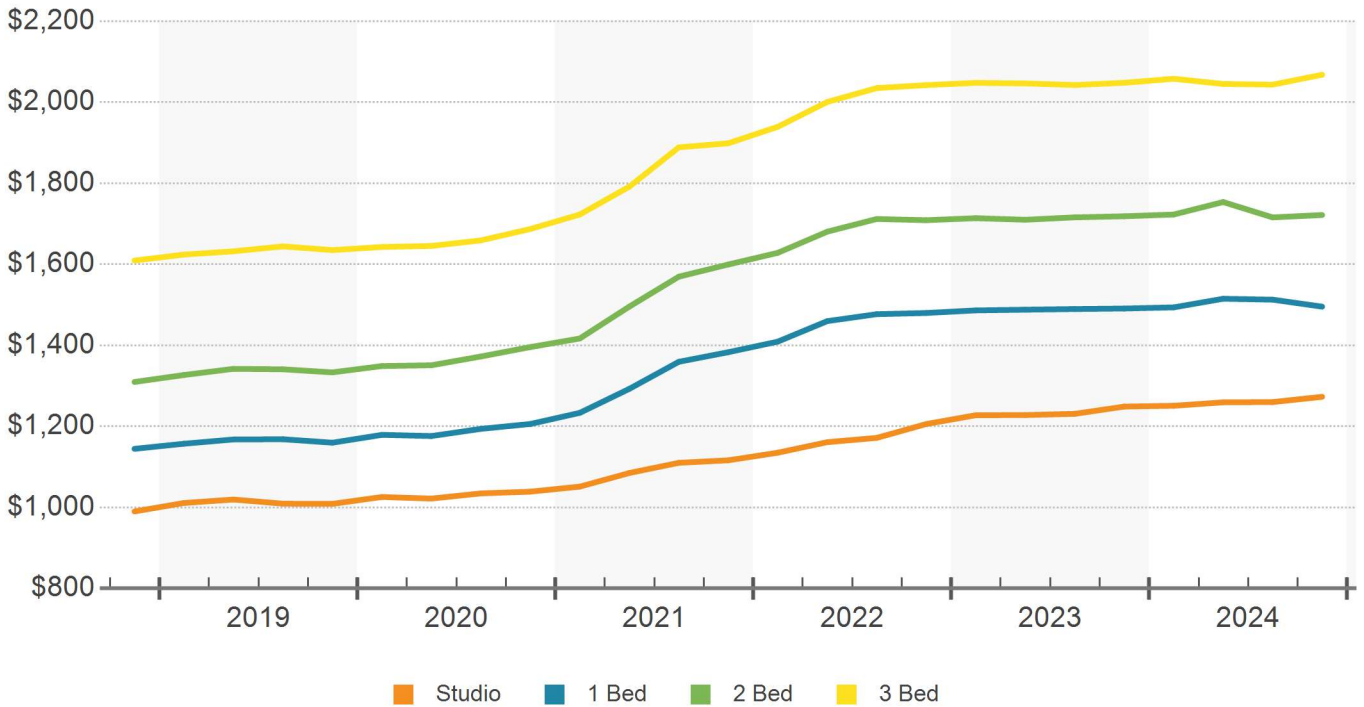
DAILY ASKING RENT PER SF



MARKET RENT PER UNIT & RENT GROWTH



MARKET RENT PER UNIT BY BEDROOM



4 & 5 STAR EXPENSES PER SF (ANNUAL)

Market / Cluster	Operating Expenses								Capital Expenditures			Total
	Mgmt.	Admin.	Payroll	Water	Utilities	Maint.	Insurance	Taxes	Appliance	Structural	Other	
Asheville	\$0.38	\$0.79	\$0.81	\$0.35	\$0.57	\$0.91	\$0.23	\$0.95	\$0.08	\$0.30	\$0.89	\$6.26
Central Asheville	\$0.38	\$0.78	\$0.81	\$0.35	\$0.56	\$0.92	\$0.23	\$0.95	\$0.08	\$0.30	\$0.89	\$6.25
Henderson County	\$0.38	\$0.80	\$0.81	\$0.35	\$0.60	\$0.90	\$0.23	\$0.97	\$0.08	\$0.30	\$0.90	\$6.32
North/West Buncom...	\$0.38	\$0.80	\$0.81	\$0.35	\$0.60	\$0.90	\$0.23	\$0.97	\$0.08	\$0.30	\$0.90	\$6.32

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

3 STAR EXPENSES PER SF (ANNUAL)

Market / Cluster	Operating Expenses								Capital Expenditures			Total
	Mgmt.	Admin.	Payroll	Water	Utilities	Maint.	Insurance	Taxes	Appliance	Structural	Other	
Asheville	\$0.36	\$0.74	\$0.77	\$0.33	\$0.53	\$0.86	\$0.22	\$0.58	\$0.08	\$0.23	\$0.76	\$5.46
Central Asheville	\$0.36	\$0.73	\$0.77	\$0.33	\$0.52	\$0.86	\$0.21	\$0.58	\$0.08	\$0.21	\$0.74	\$5.39
East Buncombe Co...	\$0.37	\$0.76	\$0.77	\$0.33	\$0.57	\$0.86	\$0.22	\$0.59	\$0.08	\$0.29	\$0.83	\$5.67
Haywood County	\$0.37	\$0.76	\$0.77	\$0.33	\$0.57	\$0.86	\$0.22	\$0.59	\$0.08	\$0.29	\$0.83	\$5.67
Henderson County	\$0.37	\$0.76	\$0.77	\$0.33	\$0.57	\$0.86	\$0.22	\$0.59	\$0.08	\$0.29	\$0.83	\$5.67
Madison County	\$0.37	\$0.76	\$0.77	\$0.33	\$0.57	\$0.86	\$0.22	\$0.59	\$0.08	\$0.29	\$0.83	\$5.67
North/West Buncom...	\$0.37	\$0.76	\$0.77	\$0.33	\$0.57	\$0.86	\$0.22	\$0.59	\$0.08	\$0.29	\$0.83	\$5.67

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

1 & 2 STAR EXPENSES PER SF (ANNUAL)

Market / Cluster	Operating Expenses								Capital Expenditures			Total
	Mgmt.	Admin.	Payroll	Water	Utilities	Maint.	Insurance	Taxes	Appliance	Structural	Other	
Asheville	\$0.34	\$0.71	\$0.76	\$0.31	\$0.51	\$0.83	\$0.19	\$0.53	\$0.08	\$0.07	\$0.57	\$4.90
Central Asheville	\$0.34	\$0.70	\$0.76	\$0.31	\$0.50	\$0.83	\$0.19	\$0.53	\$0.08	\$0.07	\$0.57	\$4.88
East Buncombe Co...	\$0.35	\$0.72	\$0.76	\$0.31	\$0.55	\$0.81	\$0.19	\$0.53	\$0.08	\$0.07	\$0.57	\$4.94
Haywood County	\$0.35	\$0.72	\$0.76	\$0.31	\$0.55	\$0.81	\$0.19	\$0.53	\$0.08	\$0.07	\$0.57	\$4.94
Henderson County	\$0.35	\$0.72	\$0.76	\$0.31	\$0.55	\$0.81	\$0.19	\$0.53	\$0.08	\$0.07	\$0.57	\$4.94
North/West Buncom...	\$0.35	\$0.72	\$0.76	\$0.31	\$0.55	\$0.81	\$0.19	\$0.53	\$0.08	\$0.07	\$0.57	\$4.94

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

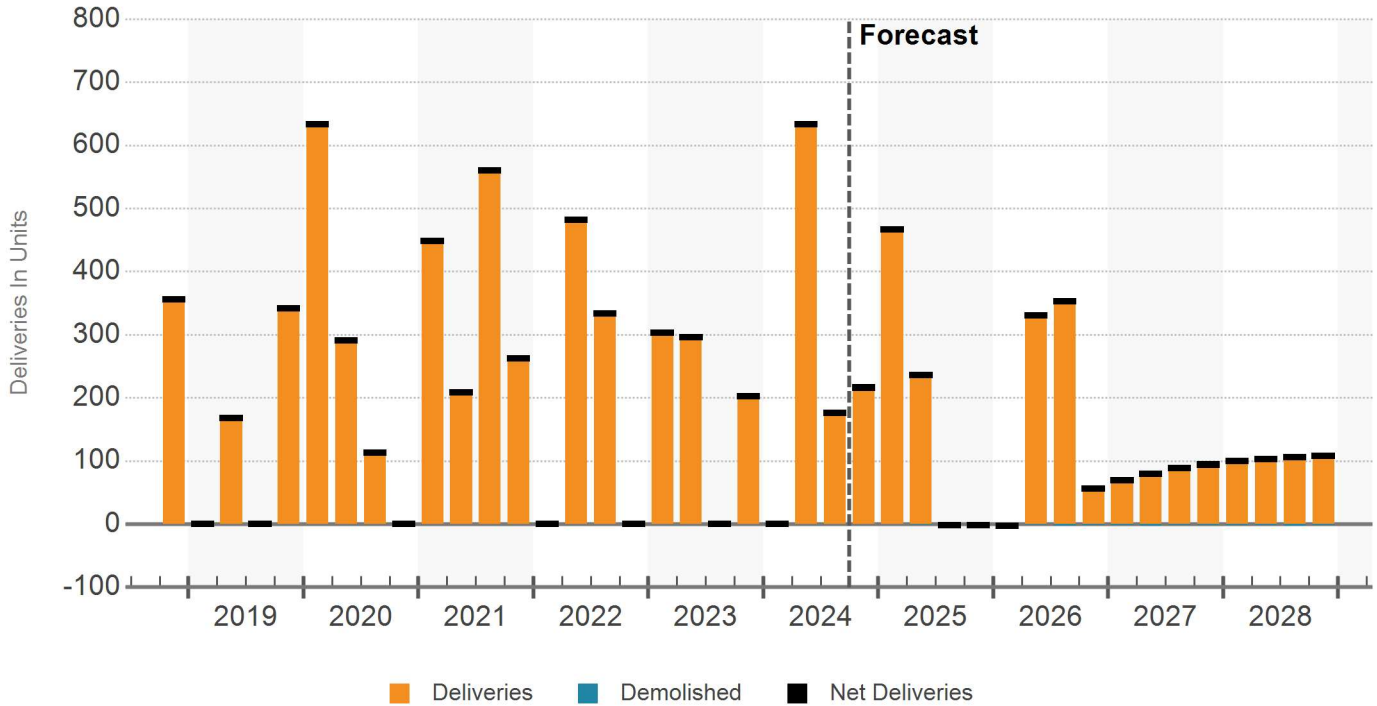
With mountain topography and stringent zoning and permitting policies in some municipalities, the Asheville market can be a challenging place to develop apartments. The recent damage of flooding from Hurricane Helene, which impacted the region in late September and early October, is likely to further compound groundbreaking challenges.

However, the national wave of apartment development over the past three years has impacted Asheville as well. A near-record 1,600 units are under construction, and 2024 is likely to see the highest level of apartment deliveries of any year since 2017.

Central Asheville has accounted for the bulk of new

construction. Downtown Asheville as well as the Biltmore Village area and the Hendersonville Road corridor have seen particularly strong concentrations, though both areas were significantly impacted by flooding from Helene. Downtown projects tend to focus on studios or 1-BD units. For example, The Avery delivered 187 units in mid-2024, more than 75% of which are studio or 1-BD units. By contrast, properties in more suburban areas have focused on larger units. In Northwest Buncombe, for example, the Highline North community delivered in 2023 with a majority of 3-BD units with floorplans of nearly 1,500 SF on average. More recently, townhome communities such as Aberdeen Place in Bent Creek have been added to the mix.

DELIVERIES & DEMOLITIONS

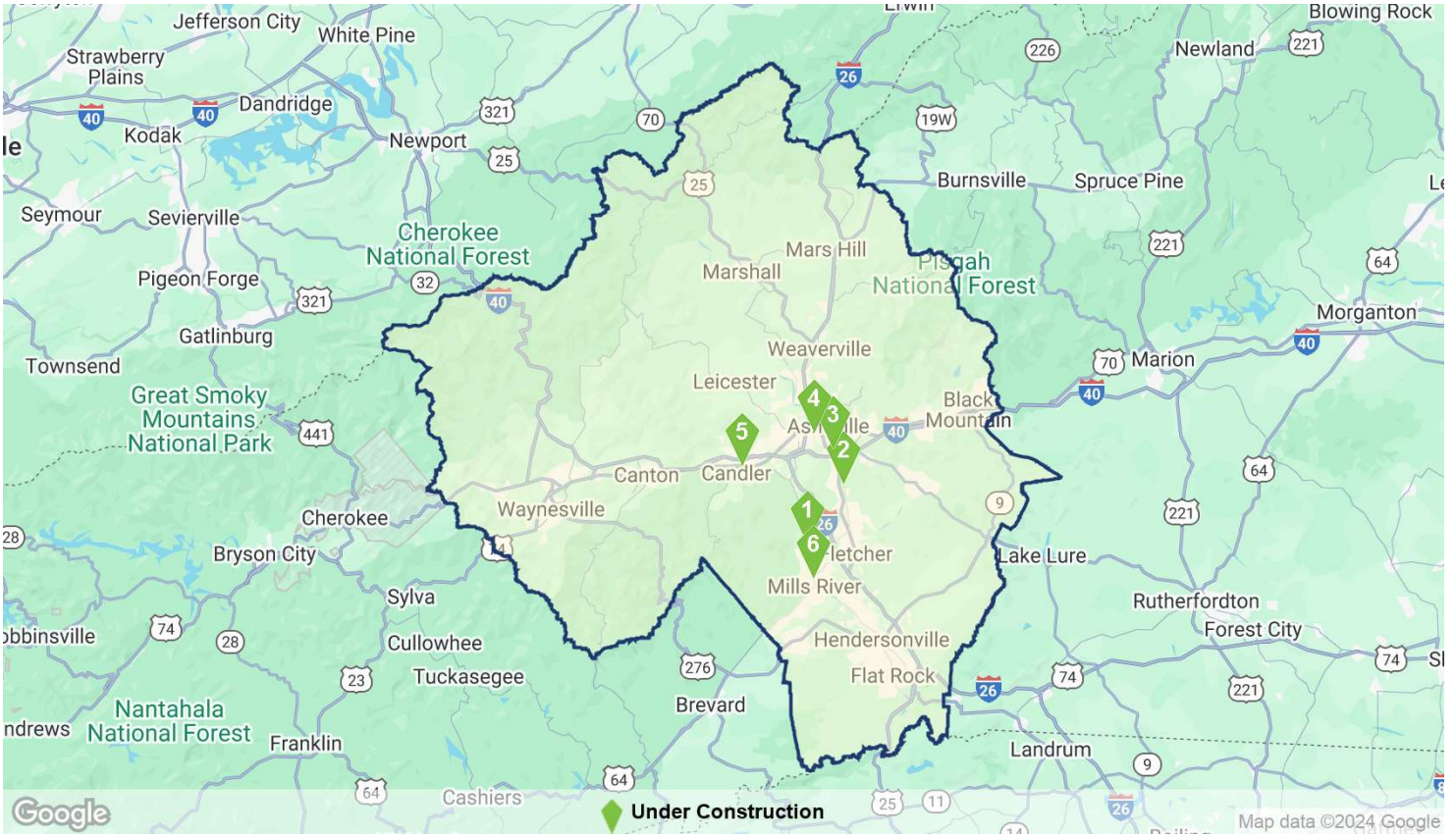


Under Construction Properties

Asheville Multi-Family

Properties	Units	Percent of Inventory	Avg. No. Units
6	1,550	7.1%	258

UNDER CONSTRUCTION PROPERTIES



UNDER CONSTRUCTION

Property Name/Address	Rating	Units	Stories	Start	Complete	Developer/Owner
1 The Ashe 2177 Brevard Rd	★★★★☆	319	3	Mar 2024	Mar 2025	- URS Capital Partners
2 Ellison at the Preserve 375 Spring Bluff Ln	★★★★☆	315	4	Aug 2022	Jan 2025	Flourney Companies Flourney Companies
3 Ellison at the Preserve 55 Sweeten Creek Rd	★★★★☆	315	5	Feb 2024	Aug 2025	Flourney Companies Flourney Companies
4 The Wyre 146 Roberts St	★★★★☆	237	5	Feb 2023	Dec 2024	Woodfield Investment Company Woodfield Investment Company
5 Waterside at Hominy 40 Pallet Rd	★★★★☆	216	4	Oct 2023	Dec 2024	Southeast Partners, LLC Walker & Dunlop LLC
6 Artisan at Mills River 2253 Jeffress Rd	★★★★☆	148	2	Jun 2022	Jan 2025	LongBranch Development LLC -

While the Federal Reserve's 50-basis-point rate cut in September 2024 raised optimism that more commercial real estate deals would begin to close, capital markets are still cautious about some multifamily investments due to flat rent growth. The \$155 million in total transaction volume over the past year is much lower than the peak of more than \$600 million annually reached in 2022. While annual sales volume through 24Q3 was down more than 25% on a year-over-year basis, the pace of volume decline slowed from nearly a 50% annual drop in 24Q2, indicating that the trough of sales activity may be near.

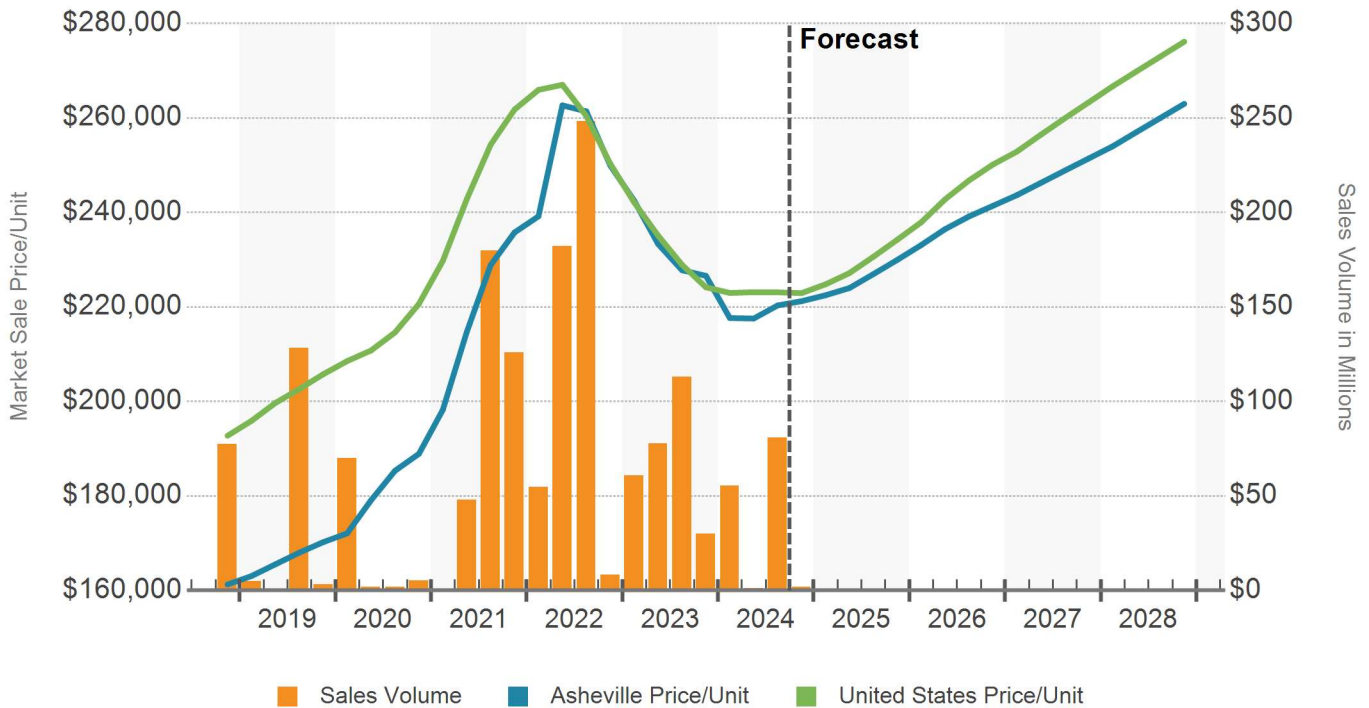
While no deals closed in 24Q2, private equity and institutional investors returned to the market in 24Q3. Florida-based DLP Capital Holdings purchased the 2017-built Asheville Exchange from PASSCO Companies for \$77 million or \$247,000/unit. The property

was more than 92% occupied at the time of sale. Seller PASSCO had purchased the property in October 2018 for \$56.6 million or \$181,000/unit.

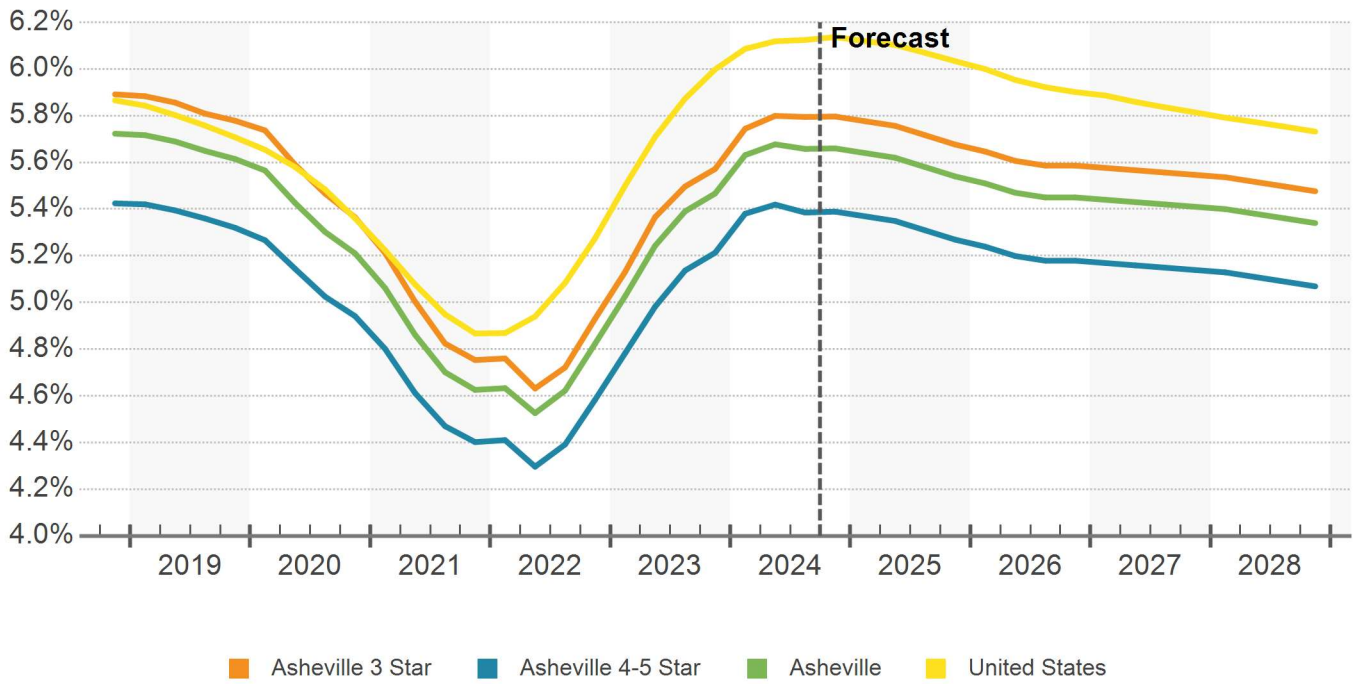
Other long-term holders have realized similar gains. In March 2024, for example, REIT Independence Realty Trust sold off the 252-unit Westmont Commons to a partnership between developer TruAmerica Multifamily and institutional investor Spoke Real Estate Capital. The 2003-built property in West Asheville traded for \$49 million, or about \$197,917/unit. Independence Realty Trust had purchased the asset as part of a 20-property portfolio in 2015 when market per-unit prices in Asheville were closer to \$122,000/unit.

The impact of flooding from Hurricane Helene is likely to limit deal volume in the near term as the market recovers.

SALES VOLUME & MARKET SALE PRICE PER UNIT



MARKET CAP RATE



Sales Past 12 Months

Asheville Multi-Family

Sale Comparables

Avg. Price/Unit (thous.)

Average Price (mil.)

Average Vacancy at Sale

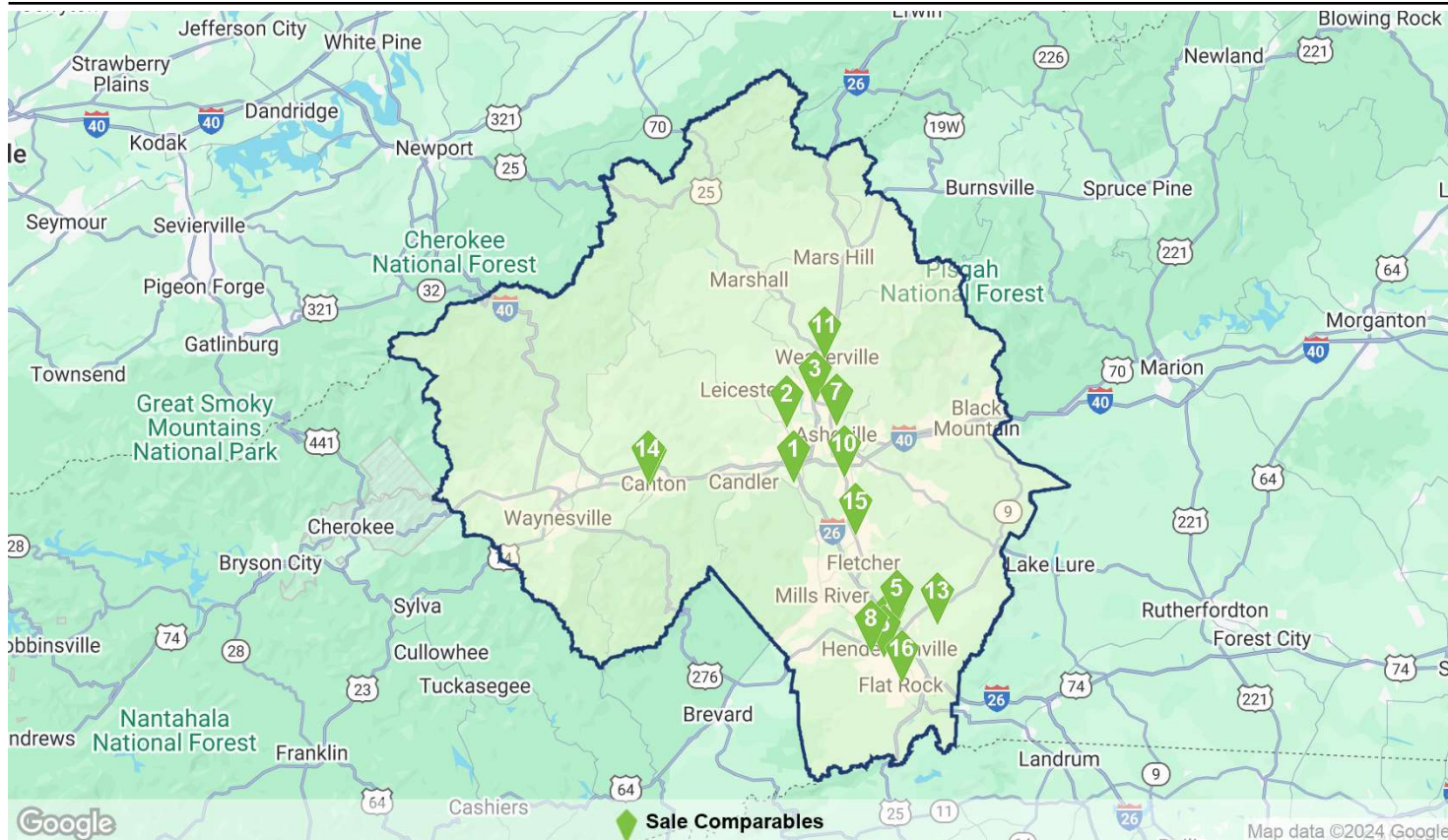
17

\$153

\$12.1

7.6%

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$775,000	\$12,074,299	\$1,750,000	\$77,000,000
Price/Unit	\$7,025	\$152,700	\$132,261	\$246,794
Cap Rate	7.0%	8.6%	8.7%	10.0%
Vacancy Rate At Sale	0%	7.6%	0%	15.5%
Time Since Sale in Months	0.8	6.8	7.8	11.9
Property Attributes	Low	Average	Median	High
Property Size in Units	6	70	17	312
Number of Floors	2	2	2	4
Average Unit SF	256	771	770	1,237
Year Built	1925	1970	1968	2022
Star Rating	★★★★★	★★★★★ 2.4	★★★★★	★★★★★

Sales Past 12 Months

RECENT SIGNIFICANT SALES

Property Name/Address	Property Information				Sale Information				
	Rating	Yr Built	Units	Vacancy	Sale Date	Price	Price/Unit	Price/SF	
1 Asheville Exchange 105 Exchange Cir	★★★★★	2017	312	7.4%	9/19/2024	\$77,000,000	\$246,794	\$253	
2 Westmont Commons 120 Chamberlain Dr	★★★★★	2003	252	2.8%	3/28/2024	\$49,875,000	\$197,916	\$147	
3 Manor Ridge Apartments 130 N Ridge Dr	★★★★★	1973	120	4.2%	12/22/2023	\$26,050,000	\$217,083	\$215	
4 305-307 8th Ave E	★★★★★	1950	16	6.3%	8/30/2024	\$2,125,692	\$132,855	\$262	
5 Universal at Lakewood 25 Universal Ln	★★★★★	2022	291	15.5%	12/15/2023	\$2,044,500	\$7,025	\$8	
6 Willow Bend 520-580 Courtwood Ln	★★★★★	1981	20	5.0%	11/16/2023	\$1,830,000	\$91,500	\$142	
7 37 Skyview Plz	★★★★★	1925	12	8.3%	3/13/2024	\$1,800,000	\$150,000	\$188	
8 16 Lake Dr	★★★★★	1955	12	8.3%	10/18/2024	\$1,700,000	\$141,666	\$212	
9 Forestdale Apartments 1020 Hendersonville Rd	★★★★★	1963	19	0%	3/20/2024	\$1,686,385	\$88,757	\$72	
10 Forestdale Apartments 1010 Hendersonville Rd	★★★★★	1963	19	0%	3/20/2024	\$1,288,615	\$67,821	\$127	
11 105 S Main St	★★★★★	1973	8	0%	5/1/2024	\$1,200,000	\$150,000	\$383	
12 228 Pisgah Dr	★★★★★	1960	12	0%	7/12/2024	\$875,000	\$72,916	\$285	
13 162 Allenwood Cir	★★★★★	1974	6	0%	1/31/2024	\$790,000	\$131,666	\$131	
14 353 Park St	★★★★★	1937	8	0%	7/12/2024	\$775,000	\$96,875	\$311	
15 Weston Ridge 3970 Sweeten Creek Rd	★★★★★	1983	22	0%	2/23/2024	-	-	-	
16 Twin Oaks 100 Old Mill Rd	★★★★★	1954	6	0%	6/6/2024	-	-	-	
13 162 Allenwood Cir	★★★★★	1974	6	0%	1/29/2024	-	-	-	

Asheville is western North Carolina's largest urban area. The metro is the key hub for economic activity, health care services, and tourism for a largely rural region. The city's historic downtown, with its highly rated restaurants and art galleries, the historic Biltmore Village mansion, combined with mountain hiking trails and the Blue Ridge Parkway, draws tourists from throughout the country and world to Asheville. Hospitality is a crucial industry here and contributes more than 15% of the metropolitan area's jobs, making it the second-largest sector for employment behind education and health care.

Tourism revenues are likely to lag in the coming quarters as the market recovers from the impacts of Hurricane Helene and subsequent flooding in late September and early October 2024. The floods caused substantial infrastructure and real estate damage, severely restricting visitor access to the area during the peak autumn tourism season. Full recovery is likely to take several quarters.

Manufacturing employment is likely to recover more quickly. Manufacturers account for about 10% of jobs in the area, and the market is amid a shift from traditional manufacturing industries to more advanced sectors such as aviation. In Canton, a small town in Haywood County, Pactiv Evergreen announced plans to shutter its long-standing paper mill by early 2025. On the other hand, aviation and aerospace-related companies such as Pratt and Whitney, BorgWarner Turbos, and GE Aviation have announced jobs here in recent years.

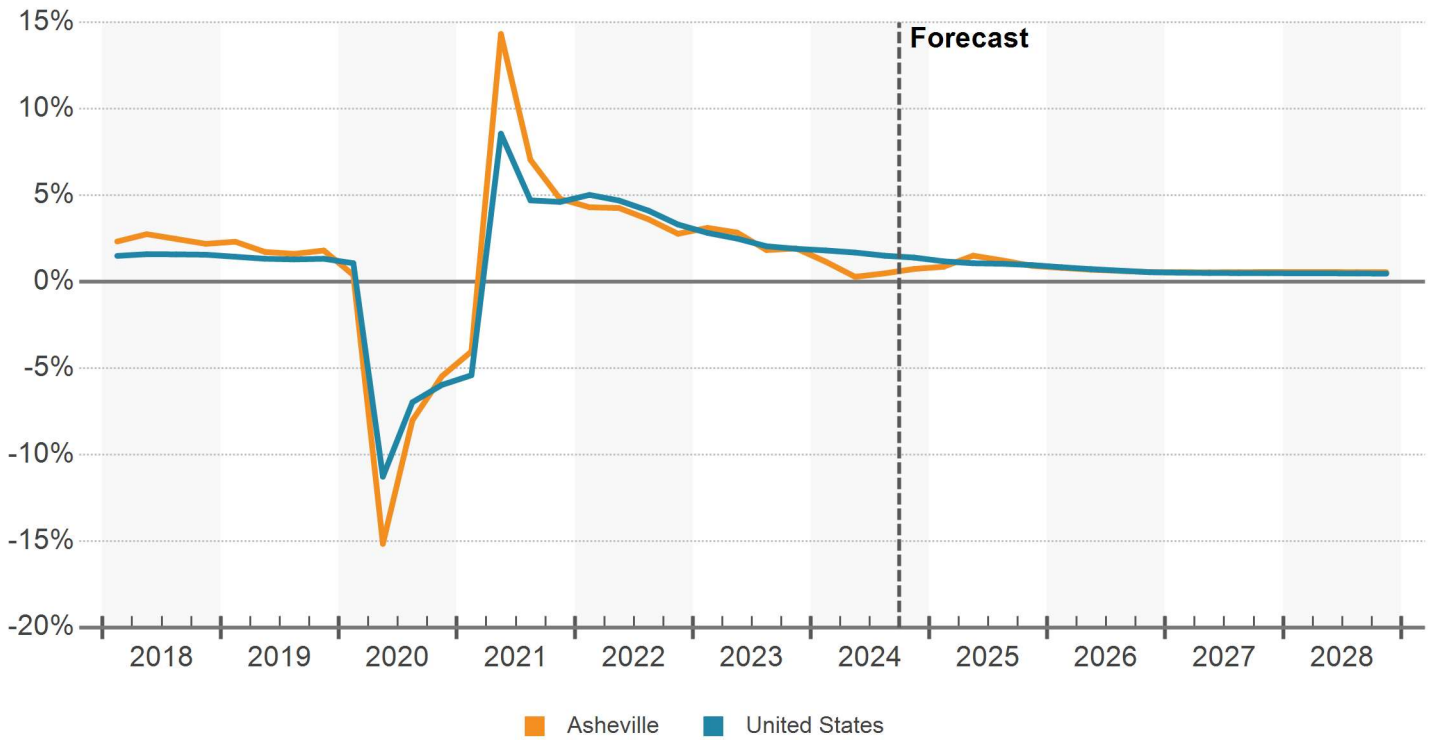
While population growth has continued to spur housing growth in the market, topographical and policy barriers to entry are high. That has made the area one of the most expensive in North Carolina. Population growth has been disproportionately retirees, as housing costs and a job market dominated by lower-paying service-sector jobs have led to a longer-term labor shortage. The long-term recovery process from the impact of Hurricane Helene is likely to slow in-migration through at least 2025.

ASHEVILLE EMPLOYMENT BY INDUSTRY IN THOUSANDS

Industry	CURRENT JOBS		CURRENT GROWTH		10 YR HISTORICAL		5 YR FORECAST	
	Jobs	LQ	Market	US	Market	US	Market	US
Manufacturing	21	1.3	0.32%	0.02%	1.04%	0.56%	-0.03%	0.36%
Trade, Transportation and Utilities	38	1.0	-0.43%	0.74%	1.48%	0.97%	0.21%	0.32%
Retail Trade	27	1.3	-0.21%	0.43%	0.97%	0.18%	0.30%	0.23%
Financial Activities	8	0.6	1.50%	0.42%	2.54%	1.46%	0.54%	0.42%
Government	27	0.9	1.78%	1.97%	0.78%	0.65%	0.63%	0.52%
Natural Resources, Mining and Construction	11	1.0	4.75%	2.44%	4.34%	2.26%	0.87%	0.90%
Education and Health Services	38	1.1	2.30%	3.51%	1.16%	2.08%	0.76%	0.84%
Professional and Business Services	21	0.7	-0.14%	0.57%	2.13%	1.76%	0.74%	0.62%
Information	2	0.6	-0.72%	-0.20%	2.61%	0.93%	0.71%	0.57%
Leisure and Hospitality	30	1.4	-1.85%	1.64%	1.56%	1.40%	1.32%	0.95%
Other Services	11	1.4	0.16%	1.15%	3.77%	0.59%	1.25%	0.55%
Total Employment	208	1.0	0.60%	1.46%	1.64%	1.31%	0.67%	0.60%

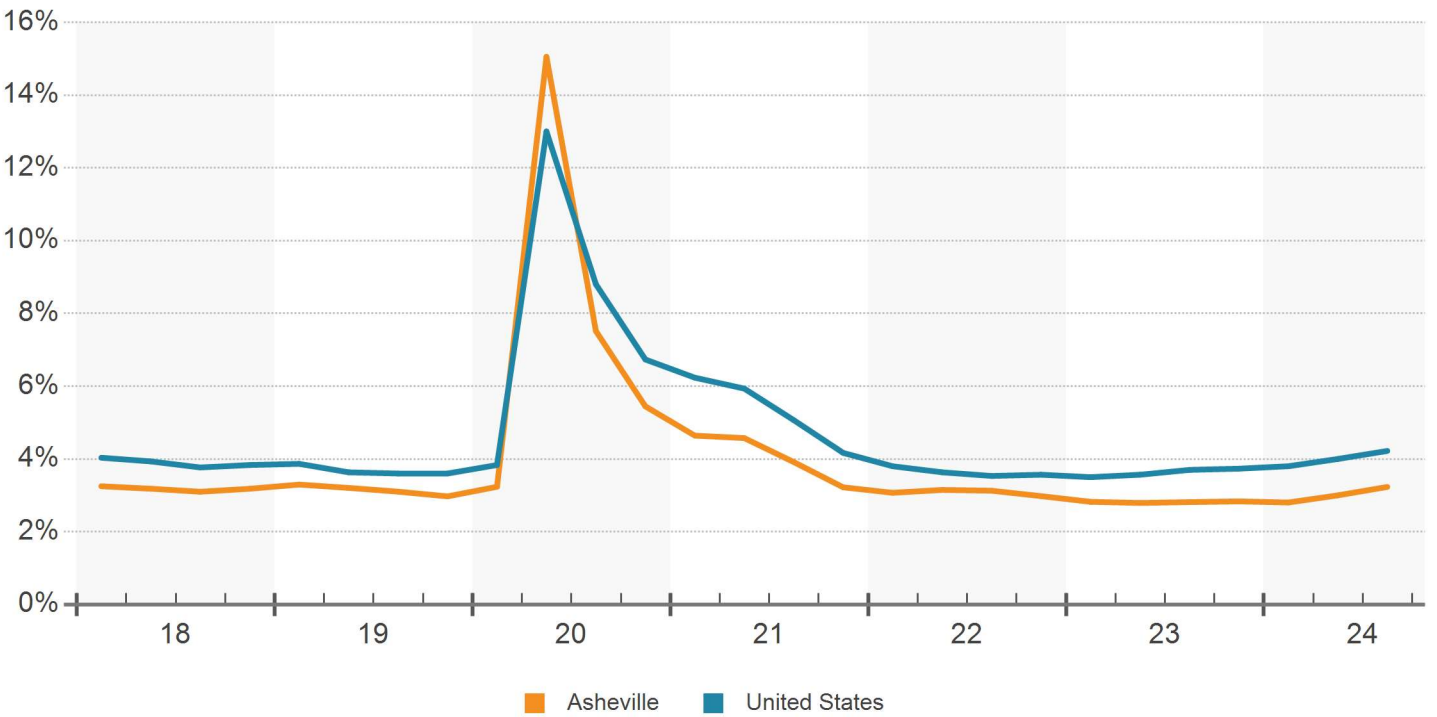
Source: Oxford Economics
LQ = Location Quotient

JOB GROWTH (YOY)

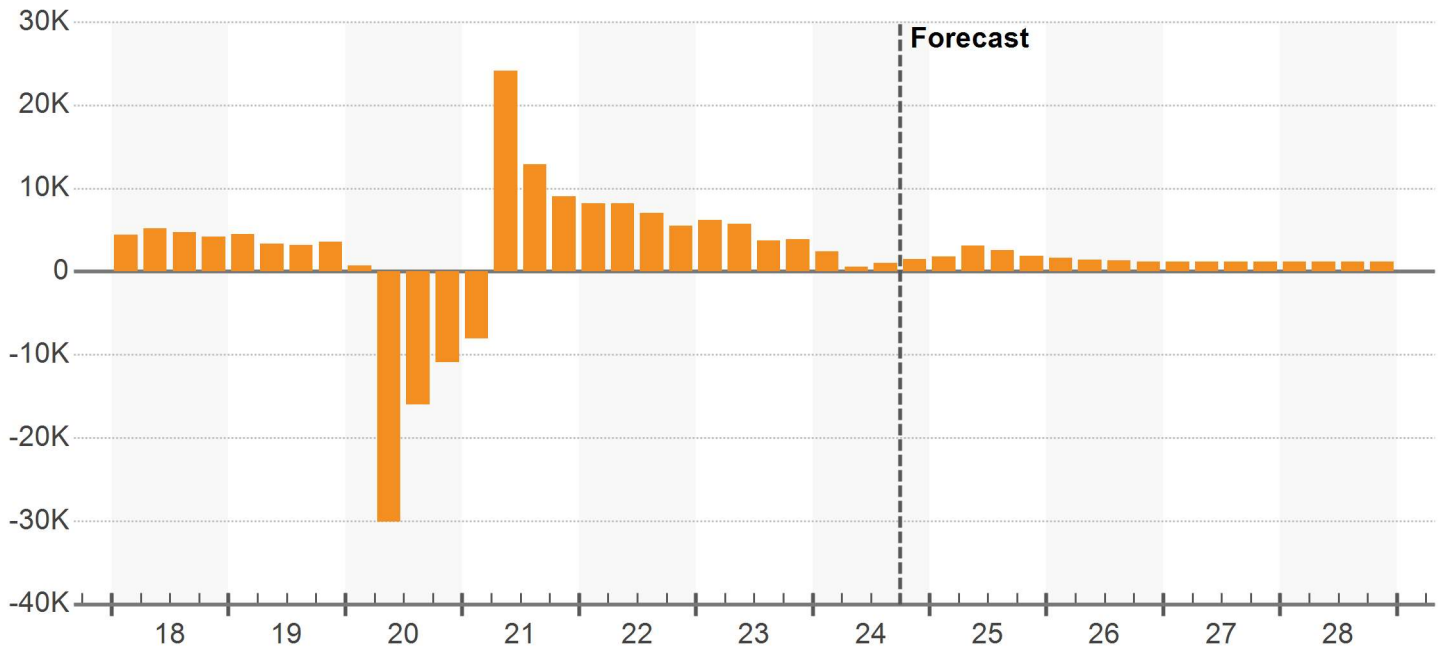


Source: Oxford Economics

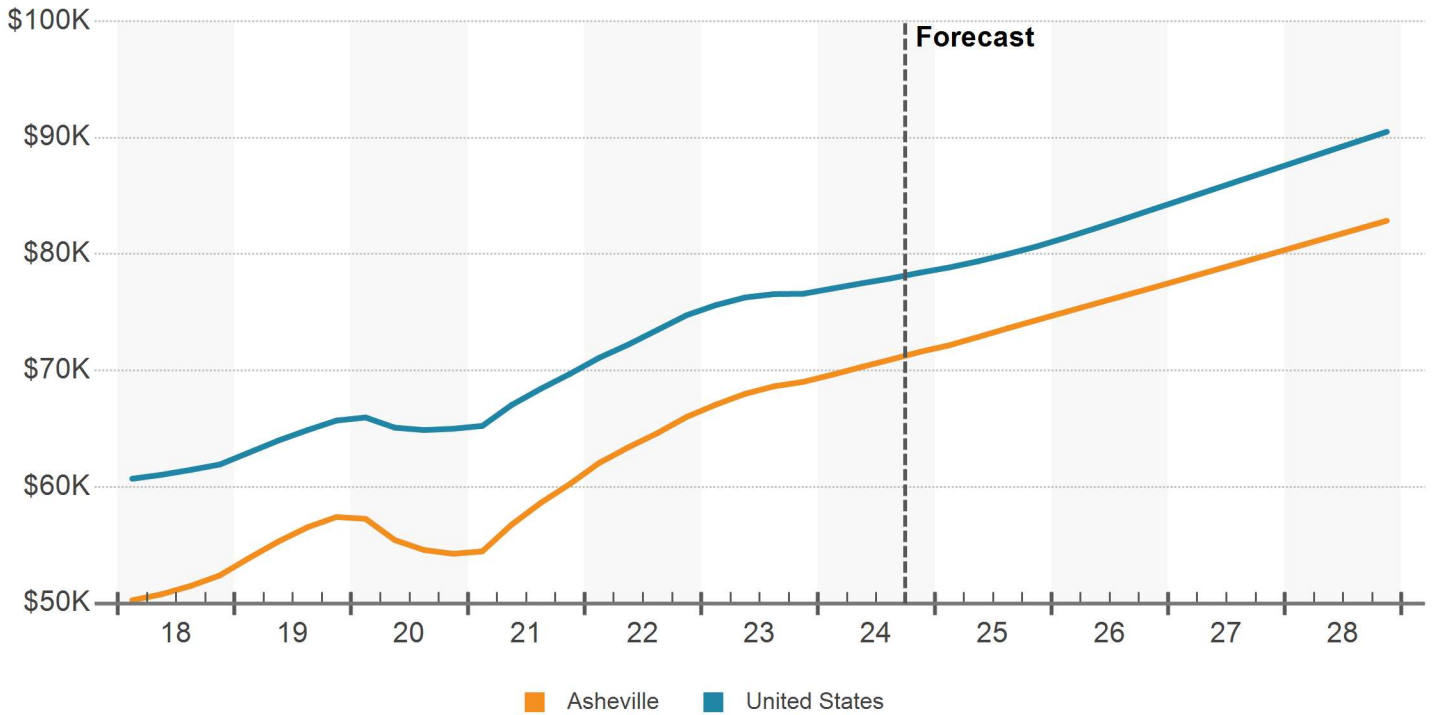
UNEMPLOYMENT RATE (%)



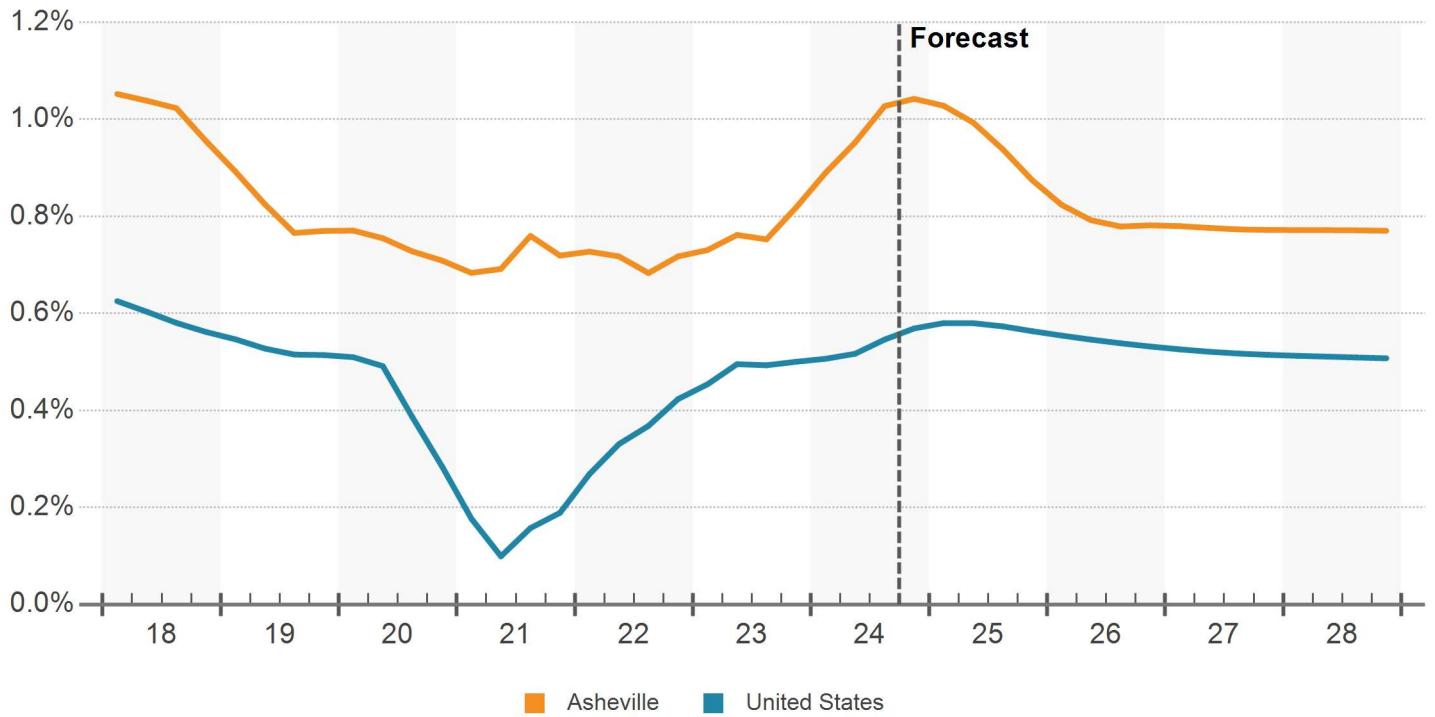
NET EMPLOYMENT CHANGE (YOY)



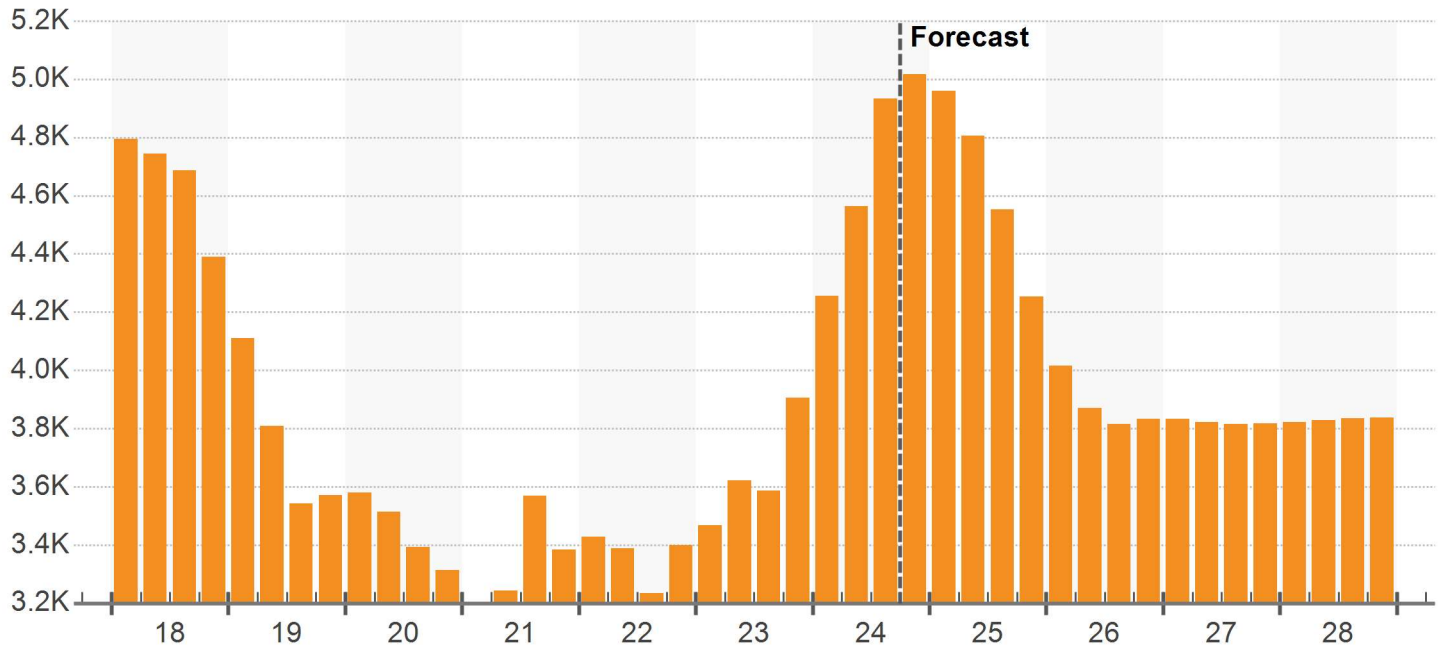
MEDIAN HOUSEHOLD INCOME



POPULATION GROWTH (YOY %)



NET POPULATION CHANGE (YOY)

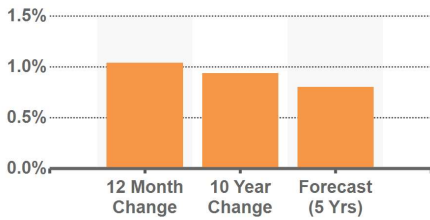


DEMOGRAPHIC TRENDS

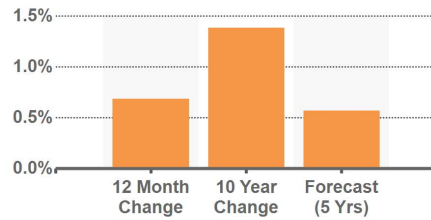
Demographic Category	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
	Metro	US	Metro	US	Metro	US	Metro	US
Population	485,680	336,974,594	1.0%	0.6%	0.9%	0.5%	0.8%	0.5%
Households	202,241	132,352,359	1.2%	0.7%	0.9%	1.0%	0.9%	0.6%
Median Household Income	\$71,259	\$78,149	3.5%	2.0%	4.3%	3.9%	3.7%	3.6%
Labor Force	243,763	168,676,234	0.7%	0.6%	1.4%	0.8%	0.6%	0.4%
Unemployment	3.2%	4.2%	0.4%	0.5%	-0.2%	-0.2%	-	-

Source: Oxford Economics

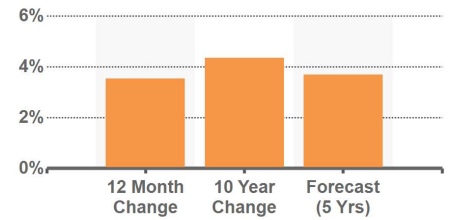
POPULATION GROWTH



LABOR FORCE GROWTH

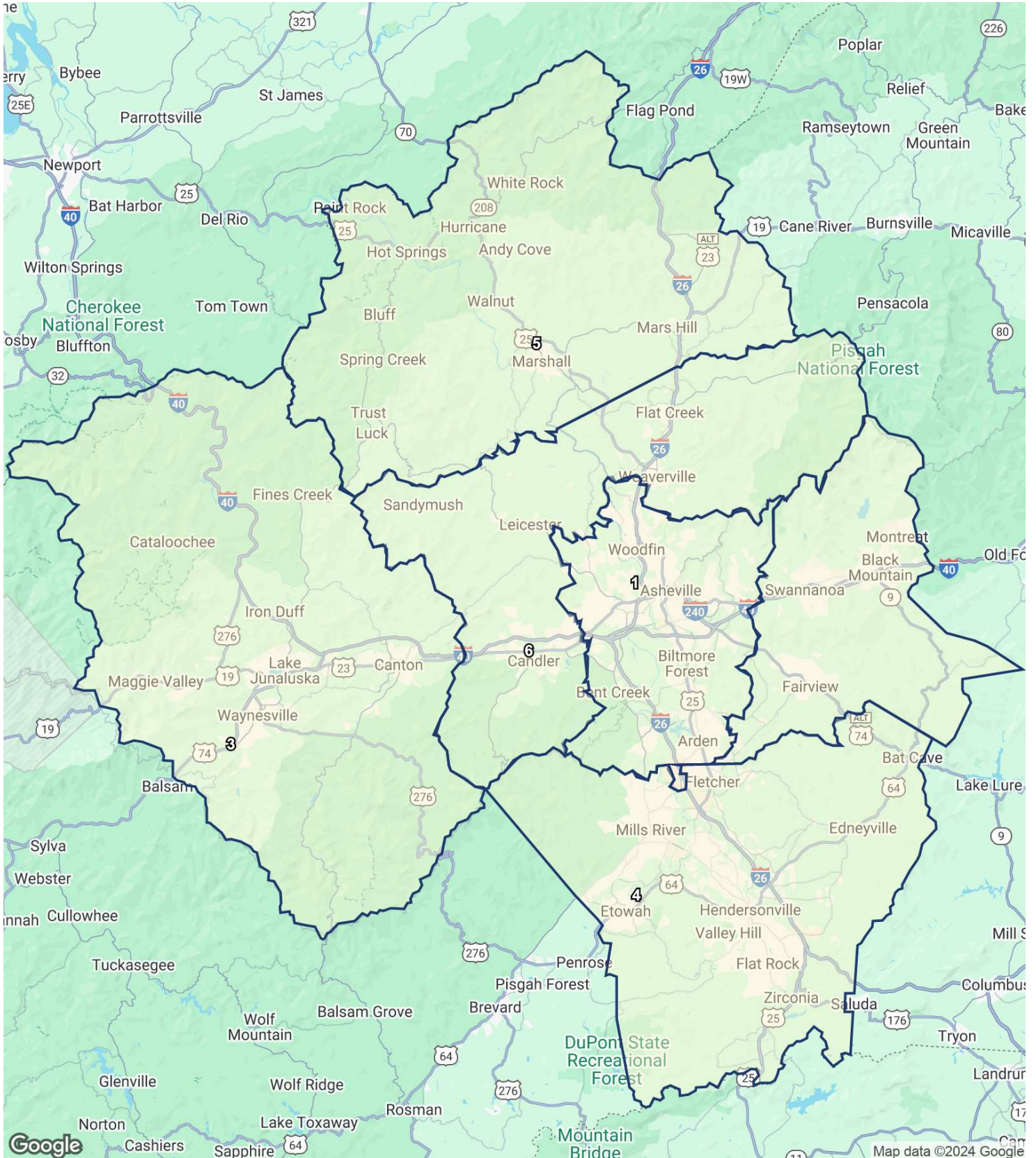


INCOME GROWTH



Source: Oxford Economics

ASHEVILLE SUBMARKETS



Submarkets

Asheville Multi-Family

SUBMARKET INVENTORY

No.	Submarket	Inventory				12 Month Deliveries				Under Construction			
		Bldgs	Units	% Market	Rank	Bldgs	Units	Percent	Rank	Bldgs	Units	Percent	Rank
1	Central Asheville	191	17,077	78.5%	1	4	408	2.4%	1	4	1,186	6.9%	1
2	East Buncombe County	17	189	0.9%	5	0	0	0%	-	0	0	0%	-
3	Haywood County	30	829	3.8%	4	1	110	13.3%	4	0	0	0%	-
4	Henderson County	49	2,325	10.7%	2	1	263	11.3%	2	1	148	6.4%	3
5	Madison County	3	35	0.2%	6	1	6	17.1%	5	0	0	0%	-
6	North/West Buncombe C...	22	1,293	5.9%	3	1	132	10.2%	3	1	216	16.7%	2

SUBMARKET RENT

No.	Market	Asking Rents				Effective Rents					
		Per Unit	Per SF	Rank	Yr. Growth	Per Unit	Per SF	Rank	Yr. Growth	Concession	Rank
1	Central Asheville	\$1,713	\$1.71	1	0.4%	\$1,701	\$1.69	1	0.6%	0.7%	4
2	East Buncombe County	\$2,032	\$1.42	5	3.2%	\$2,023	\$1.41	5	7.2%	0.4%	6
3	Haywood County	\$1,602	\$1.60	3	-0.6%	\$1,580	\$1.58	3	-1.8%	1.4%	2
4	Henderson County	\$1,535	\$1.55	4	0%	\$1,508	\$1.52	4	-1.1%	1.7%	1
5	Madison County	\$921	\$1.32	6	1.7%	\$917	\$1.31	6	1.7%	0.5%	5
6	North/West Buncombe C...	\$1,665	\$1.62	2	2.2%	\$1,644	\$1.60	2	1.3%	1.3%	3

SUBMARKET VACANCY & ABSORPTION

No.	Submarket	Vacancy			12 Month Absorption			
		Units	Percent	Rank	Units	% of Inv	Rank	Construc. Ratio
1	Central Asheville	1,384	8.1%	4	225	1.3%	1	1.8
2	East Buncombe County	6	3.2%	2	3	1.4%	6	-
3	Haywood County	59	7.2%	3	134	16.2%	3	-
4	Henderson County	236	10.2%	5	218	9.4%	2	1.2
5	Madison County	1	3.1%	1	6	17.1%	5	1.0
6	North/West Buncombe C...	146	11.3%	6	42	3.2%	4	3.1

OVERALL SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2028	24,145	417	1.8%	576	2.4%	0.7
2027	23,728	330	1.4%	619	2.6%	0.5
2026	23,398	736	3.2%	566	2.4%	1.3
2025	22,662	698	3.2%	458	2.0%	1.5
2024	21,964	1,025	4.9%	532	2.4%	1.9
YTD	21,748	809	3.9%	472	2.2%	1.7
2023	20,939	801	4.0%	782	3.7%	1.0
2022	20,138	815	4.2%	376	1.9%	2.2
2021	19,323	1,478	8.3%	1,330	6.9%	1.1
2020	17,845	1,037	6.2%	1,571	8.8%	0.7
2019	16,808	510	3.1%	940	5.6%	0.5
2018	16,298	1,177	7.8%	1,033	6.3%	1.1
2017	15,121	1,686	12.5%	856	5.7%	2.0
2016	13,435	396	3.0%	528	3.9%	0.8
2015	13,039	1,415	12.2%	1,032	7.9%	1.4
2014	11,624	433	3.9%	431	3.7%	1.0
2013	11,191	52	0.5%	250	2.2%	0.2
2012	11,139	905	8.8%	831	7.5%	1.1

4 & 5 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2028	13,853	425	3.2%	442	3.2%	1.0
2027	13,428	339	2.6%	355	2.6%	1.0
2026	13,089	115	0.9%	281	2.1%	0.4
2025	12,974	704	5.7%	280	2.2%	2.5
2024	12,270	277	2.3%	196	1.6%	1.4
YTD	12,270	277	2.3%	172	1.4%	1.6
2023	11,993	202	1.7%	178	1.5%	1.1
2022	11,791	212	1.8%	140	1.2%	1.5
2021	11,579	1,380	13.5%	1,151	9.9%	1.2
2020	10,199	966	10.5%	1,400	13.7%	0.7
2019	9,233	510	5.8%	812	8.8%	0.6
2018	8,723	825	10.4%	843	9.7%	1.0
2017	7,898	1,601	25.4%	770	9.7%	2.1
2016	6,297	360	6.1%	536	8.5%	0.7
2015	5,937	1,228	26.1%	800	13.5%	1.5
2014	4,709	360	8.3%	370	7.9%	1.0
2013	4,349	52	1.2%	232	5.3%	0.2
2012	4,297	905	26.7%	779	18.1%	1.2

3 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2028	8,364	1	0%	146	1.7%	0
2027	8,363	0	0%	276	3.3%	0
2026	8,363	630	8.1%	297	3.6%	2.1
2025	7,733	0	0%	187	2.4%	0
2024	7,733	748	10.7%	332	4.3%	2.3
YTD	7,517	532	7.6%	297	4.0%	1.8
2023	6,985	599	9.4%	610	8.7%	1.0
2022	6,386	603	10.4%	260	4.1%	2.3
2021	5,783	98	1.7%	167	2.9%	0.6
2020	5,685	71	1.3%	130	2.3%	0.5
2019	5,614	0	0%	149	2.7%	0
2018	5,614	352	6.7%	184	3.3%	1.9
2017	5,262	97	1.9%	83	1.6%	1.2
2016	5,165	36	0.7%	3	0.1%	12.0
2015	5,129	187	3.8%	242	4.7%	0.8
2014	4,942	73	1.5%	58	1.2%	1.3
2013	4,869	0	0%	6	0.1%	0
2012	4,869	0	0%	44	0.9%	0

1 & 2 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2028	1,928	(9)	-0.5%	(12)	-0.6%	0.8
2027	1,937	(9)	-0.5%	(12)	-0.6%	0.8
2026	1,946	(9)	-0.5%	(12)	-0.6%	0.8
2025	1,955	(6)	-0.3%	(9)	-0.5%	0.7
2024	1,961	0	0%	4	0.2%	0
YTD	1,961	0	0%	3	0.2%	0
2023	1,961	0	0%	(6)	-0.3%	0
2022	1,961	0	0%	(24)	-1.2%	0
2021	1,961	0	0%	12	0.6%	0
2020	1,961	0	0%	41	2.1%	0
2019	1,961	0	0%	(21)	-1.1%	0
2018	1,961	0	0%	6	0.3%	0
2017	1,961	(12)	-0.6%	3	0.2%	-
2016	1,973	0	0%	(11)	-0.6%	0
2015	1,973	0	0%	(10)	-0.5%	0
2014	1,973	0	0%	3	0.2%	0
2013	1,973	0	0%	12	0.6%	0
2012	1,973	0	0%	8	0.4%	0

OVERALL VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rents	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2028	1,964	8.1%	(0.8)	\$1,872	\$1.86	2.7%	(0.2)	\$1,855	\$1.85
2027	2,122	8.9%	(1.4)	\$1,822	\$1.81	2.9%	0.2	\$1,807	\$1.80
2026	2,409	10.3%	0.4	\$1,772	\$1.76	2.7%	0.6	\$1,756	\$1.75
2025	2,238	9.9%	0.8	\$1,725	\$1.72	2.1%	1.7	\$1,710	\$1.70
2024	1,997	9.1%	1.9	\$1,690	\$1.68	0.4%	(0.3)	\$1,675	\$1.67
YTD	1,833	8.4%	1.3	\$1,690	\$1.68	0.5%	(0.2)	\$1,676	\$1.67
2023	1,496	7.1%	(0.2)	\$1,684	\$1.68	0.6%	(6.3)	\$1,667	\$1.66
2022	1,477	7.3%	2.0	\$1,673	\$1.66	7.0%	(7.0)	\$1,662	\$1.65
2021	1,036	5.4%	0.4	\$1,564	\$1.56	14.0%	9.8	\$1,559	\$1.55
2020	888	5.0%	(3.5)	\$1,372	\$1.36	4.1%	2.5	\$1,356	\$1.35
2019	1,419	8.4%	(2.9)	\$1,318	\$1.31	1.6%	(1.7)	\$1,308	\$1.30
2018	1,850	11.4%	0.1	\$1,296	\$1.29	3.3%	1.1	\$1,277	\$1.27
2017	1,702	11.3%	4.8	\$1,255	\$1.25	2.2%	(0.9)	\$1,234	\$1.23
2016	873	6.5%	(1.2)	\$1,228	\$1.22	3.1%	(1.4)	\$1,213	\$1.21
2015	1,006	7.7%	2.4	\$1,191	\$1.18	4.5%	1.2	\$1,178	\$1.17
2014	622	5.4%	(0.2)	\$1,140	\$1.13	3.3%	0.4	\$1,132	\$1.13
2013	620	5.5%	(1.8)	\$1,104	\$1.10	2.9%	0.6	\$1,096	\$1.09
2012	815	7.3%	0.1	\$1,073	\$1.07	2.3%	-	\$1,061	\$1.05

4 & 5 STAR VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rents	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2028	1,241	9.0%	(0.4)	\$1,958	\$1.90	2.6%	(0.2)	\$1,943	\$1.88
2027	1,258	9.4%	(0.4)	\$1,908	\$1.85	2.8%	0.1	\$1,894	\$1.83
2026	1,273	9.7%	(1.4)	\$1,856	\$1.80	2.7%	0.6	\$1,842	\$1.78
2025	1,440	11.1%	2.8	\$1,807	\$1.75	2.1%	2.4	\$1,794	\$1.74
2024	1,015	8.3%	0.5	\$1,771	\$1.71	-0.4%	0.3	\$1,757	\$1.70
YTD	1,033	8.4%	0.7	\$1,775	\$1.72	-0.1%	0.5	\$1,761	\$1.71
2023	928	7.7%	0.1	\$1,777	\$1.72	-0.6%	(8.0)	\$1,764	\$1.71
2022	904	7.7%	0.5	\$1,789	\$1.73	7.4%	(10.3)	\$1,776	\$1.72
2021	832	7.2%	1.3	\$1,666	\$1.61	17.7%	12.7	\$1,658	\$1.61
2020	604	5.9%	(5.3)	\$1,415	\$1.37	5.0%	3.5	\$1,392	\$1.35
2019	1,038	11.2%	(4.1)	\$1,347	\$1.30	1.6%	(2.1)	\$1,336	\$1.29
2018	1,339	15.4%	(1.8)	\$1,327	\$1.28	3.6%	1.5	\$1,307	\$1.26
2017	1,357	17.2%	8.8	\$1,280	\$1.24	2.1%	(0.6)	\$1,256	\$1.22
2016	526	8.4%	(3.5)	\$1,254	\$1.21	2.6%	(1.9)	\$1,239	\$1.20
2015	704	11.9%	6.0	\$1,222	\$1.18	4.5%	2.0	\$1,205	\$1.17
2014	275	5.8%	(0.7)	\$1,169	\$1.13	2.5%	0.1	\$1,161	\$1.12
2013	284	6.5%	(4.2)	\$1,141	\$1.10	2.4%	(0.1)	\$1,131	\$1.09
2012	463	10.8%	0.8	\$1,114	\$1.08	2.5%	-	\$1,099	\$1.06

3 STAR VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rents	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2028	630	7.5%	(1.7)	\$1,814	\$1.84	2.8%	(0.1)	\$1,794	\$1.82
2027	775	9.3%	(3.3)	\$1,764	\$1.79	2.9%	0.3	\$1,744	\$1.77
2026	1,051	12.6%	3.3	\$1,714	\$1.74	2.6%	0.5	\$1,695	\$1.72
2025	718	9.3%	(2.4)	\$1,670	\$1.70	2.1%	0.5	\$1,652	\$1.68
2024	905	11.7%	4.7	\$1,636	\$1.66	1.6%	(1.2)	\$1,617	\$1.64
YTD	722	9.6%	2.6	\$1,630	\$1.66	1.5%	(1.3)	\$1,612	\$1.64
2023	487	7.0%	(0.8)	\$1,609	\$1.64	2.8%	(3.7)	\$1,585	\$1.61
2022	499	7.8%	5.1	\$1,566	\$1.59	6.5%	(1.7)	\$1,558	\$1.58
2021	154	2.7%	(1.3)	\$1,469	\$1.49	8.2%	5.4	\$1,468	\$1.49
2020	223	3.9%	(1.1)	\$1,358	\$1.38	2.8%	1.1	\$1,351	\$1.37
2019	279	5.0%	(2.7)	\$1,321	\$1.34	1.7%	(1.3)	\$1,314	\$1.33
2018	429	7.6%	2.7	\$1,298	\$1.32	3.0%	0.6	\$1,278	\$1.30
2017	258	4.9%	0.2	\$1,260	\$1.28	2.4%	(1.5)	\$1,243	\$1.26
2016	244	4.7%	0.6	\$1,230	\$1.25	3.9%	(0.4)	\$1,216	\$1.23
2015	211	4.1%	(1.3)	\$1,184	\$1.20	4.3%	(0.3)	\$1,177	\$1.19
2014	266	5.4%	0.2	\$1,135	\$1.15	4.6%	0.9	\$1,127	\$1.14
2013	250	5.1%	(0.1)	\$1,084	\$1.10	3.8%	1.7	\$1,078	\$1.09
2012	255	5.2%	(0.9)	\$1,045	\$1.06	2.1%	-	\$1,039	\$1.05

1 & 2 STAR VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rents	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2028	93	4.8%	0.2	\$1,192	\$1.44	3.1%	(0.2)	\$1,187	\$1.44
2027	89	4.6%	0.2	\$1,155	\$1.40	3.4%	0.2	\$1,151	\$1.39
2026	85	4.4%	0.2	\$1,118	\$1.35	3.2%	0.6	\$1,113	\$1.35
2025	81	4.1%	0.2	\$1,083	\$1.31	2.6%	1.4	\$1,079	\$1.30
2024	77	3.9%	(0.2)	\$1,056	\$1.28	1.2%	(2.8)	\$1,052	\$1.27
YTD	78	4.0%	(0.1)	\$1,059	\$1.28	2.3%	(1.8)	\$1,054	\$1.27
2023	80	4.1%	0.3	\$1,043	\$1.26	4.1%	2.0	\$1,038	\$1.25
2022	74	3.8%	1.3	\$1,002	\$1.21	2.1%	(4.4)	\$999	\$1.20
2021	49	2.5%	(0.6)	\$982	\$1.18	6.5%	4.3	\$979	\$1.18
2020	61	3.1%	(2.1)	\$922	\$1.10	2.2%	0	\$918	\$1.10
2019	102	5.2%	1.0	\$902	\$1.08	2.2%	0.3	\$897	\$1.07
2018	83	4.2%	(0.3)	\$882	\$1.05	1.9%	(0.7)	\$878	\$1.05
2017	88	4.5%	(0.7)	\$865	\$1.04	2.6%	0.5	\$857	\$1.03
2016	102	5.2%	0.6	\$843	\$1.01	2.2%	(2.3)	\$839	\$1
2015	91	4.6%	0.5	\$825	\$0.99	4.5%	2.3	\$820	\$0.98
2014	82	4.1%	(0.2)	\$790	\$0.94	2.2%	(1.3)	\$786	\$0.94
2013	86	4.3%	(0.6)	\$773	\$0.92	3.5%	1.6	\$769	\$0.92
2012	97	4.9%	(0.4)	\$747	\$0.89	1.8%	-	\$743	\$0.88

OVERALL SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/Unit	Avg Cap Rate	Price/Unit	Price Index	Cap Rate
2028	-	-	-	-	-	-	\$262,963	359	5.3%
2027	-	-	-	-	-	-	\$251,387	343	5.4%
2026	-	-	-	-	-	-	\$241,384	330	5.4%
2025	-	-	-	-	-	-	\$229,939	314	5.5%
2024	-	-	-	-	-	-	\$221,211	302	5.7%
YTD	14	\$139.1M	3.3%	\$12,646,881	\$205,792	8.6%	\$221,674	303	5.6%
2023	13	\$281.3M	7.2%	\$28,131,950	\$191,635	5.0%	\$226,583	310	5.5%
2022	19	\$493.1M	8.5%	\$30,816,081	\$292,789	6.6%	\$249,925	341	4.8%
2021	19	\$353.5M	7.8%	\$20,794,391	\$238,371	6.5%	\$235,755	322	4.6%
2020	19	\$78.8M	3.5%	\$5,631,679	\$149,608	6.9%	\$188,911	258	5.2%
2019	21	\$137.1M	6.1%	\$8,066,118	\$186,057	6.4%	\$170,235	233	5.6%
2018	21	\$179.1M	8.3%	\$9,425,936	\$133,254	6.3%	\$161,282	220	5.7%
2017	12	\$111.3M	4.6%	\$10,119,255	\$160,855	6.9%	\$147,488	201	5.9%
2016	11	\$167.5M	9.7%	\$15,226,136	\$128,049	7.0%	\$141,535	193	5.9%
2015	22	\$76.3M	9.5%	\$4,236,233	\$85,008	7.7%	\$129,677	177	6.0%
2014	15	\$63.4M	5.3%	\$6,341,300	\$115,087	6.6%	\$117,694	161	6.2%
2013	9	\$29.7M	4.1%	\$3,711,813	\$65,988	7.1%	\$106,851	146	6.6%

(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. The price index is not smoothed.

4 & 5 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/Unit	Avg Cap Rate	Price/Unit	Price Index	Cap Rate
2028	-	-	-	-	-	-	\$295,814	366	5.1%
2027	-	-	-	-	-	-	\$282,919	350	5.1%
2026	-	-	-	-	-	-	\$271,700	336	5.2%
2025	-	-	-	-	-	-	\$258,727	320	5.3%
2024	-	-	-	-	-	-	\$248,875	308	5.4%
YTD	1	\$77M	2.5%	\$77,000,000	\$246,795	-	\$249,039	308	5.4%
2023	1	\$52.8M	1.5%	\$52,800,000	\$300,000	-	\$254,195	314	5.2%
2022	8	\$421.8M	11.4%	\$52,723,750	\$313,832	4.2%	\$281,740	349	4.6%
2021	5	\$224.5M	7.8%	\$44,891,518	\$247,473	4.5%	\$266,408	330	4.4%
2020	1	\$64.5M	3.7%	\$64,500,000	\$169,737	5.1%	\$214,519	265	4.9%
2019	2	\$71.5M	5.3%	\$71,500,000	\$309,524	5.1%	\$193,979	240	5.3%
2018	3	\$99.6M	7.7%	\$33,188,098	\$147,941	5.7%	\$183,639	227	5.4%
2017	2	\$91M	6.1%	\$45,490,310	\$189,149	7.2%	\$167,485	207	5.6%
2016	3	\$119.1M	13.2%	\$39,710,167	\$143,704	5.9%	\$160,924	199	5.6%
2015	1	\$15.9M	2.7%	\$15,941,500	\$99,634	5.4%	\$146,525	181	5.7%
2014	1	\$14.8M	2.0%	\$14,800,000	\$159,140	6.0%	\$132,320	164	6.0%
2013	-	-	-	-	-	-	\$120,370	149	6.3%

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3 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/Unit	Avg Cap Rate	Price/Unit	Price Index	Cap Rate
2028	-	-	-	-	-	-	\$241,692	350	5.5%
2027	-	-	-	-	-	-	\$230,880	334	5.5%
2026	-	-	-	-	-	-	\$221,693	321	5.6%
2025	-	-	-	-	-	-	\$211,335	306	5.7%
2024	-	-	-	-	-	-	\$203,367	294	5.8%
YTD	2	\$51.6M	3.6%	\$25,780,693	\$190,263	-	\$204,295	296	5.8%
2023	7	\$226.5M	18.3%	\$32,364,071	\$177,129	5.1%	\$210,218	304	5.6%
2022	2	\$62.3M	4.0%	\$31,125,000	\$245,079	-	\$230,394	333	4.9%
2021	6	\$117.9M	8.8%	\$19,645,342	\$230,669	5.5%	\$214,570	310	4.8%
2020	9	\$7.3M	2.4%	\$1,465,000	\$155,851	7.5%	\$170,943	247	5.4%
2019	6	\$54.3M	6.8%	\$10,859,800	\$147,152	-	\$153,417	222	5.8%
2018	8	\$70.8M	10.3%	\$10,110,786	\$123,733	6.1%	\$145,412	210	5.9%
2017	3	\$17.7M	3.1%	\$5,913,333	\$108,834	5.8%	\$133,336	193	6.0%
2016	5	\$46.3M	8.5%	\$9,266,700	\$105,065	8.7%	\$127,864	185	6.1%
2015	8	\$47.6M	16.8%	\$7,931,433	\$89,117	8.6%	\$118,306	171	6.2%
2014	4	\$44M	8.8%	\$21,985,000	\$110,477	6.2%	\$108,095	156	6.4%
2013	6	\$28.4M	8.5%	\$4,728,250	\$68,858	7.1%	\$97,084	140	6.7%

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1 & 2 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/Unit	Avg Cap Rate	Price/Unit	Price Index	Cap Rate
2028	-	-	-	-	-	-	\$136,336	340	6.5%
2027	-	-	-	-	-	-	\$130,228	325	6.6%
2026	-	-	-	-	-	-	\$124,789	311	6.7%
2025	-	-	-	-	-	-	\$118,813	296	6.7%
2024	-	-	-	-	-	-	\$114,288	285	6.9%
YTD	11	\$10.6M	6.5%	\$1,319,288	\$113,487	8.6%	\$114,747	286	6.9%
2023	5	\$2M	3.2%	\$985,500	\$151,615	4.9%	\$113,689	284	6.7%
2022	9	\$9M	5.5%	\$1,502,883	\$104,852	7.2%	\$122,722	306	6.0%
2021	8	\$11.2M	4.3%	\$1,862,500	\$171,923	8.5%	\$123,298	308	5.6%
2020	9	\$7M	5.5%	\$877,313	\$70,185	7.0%	\$96,117	240	6.3%
2019	13	\$11.3M	8.3%	\$1,029,545	\$82,664	6.6%	\$84,868	212	6.9%
2018	10	\$8.8M	5.3%	\$972,556	\$88,414	6.9%	\$81,047	202	7.0%
2017	7	\$2.6M	2.8%	\$431,864	\$53,983	7.3%	\$75,546	188	7.1%
2016	3	\$2M	1.9%	\$674,500	\$53,250	-	\$71,562	178	7.2%
2015	13	\$12.7M	11.3%	\$1,156,555	\$62,670	7.3%	\$66,704	166	7.3%
2014	10	\$4.6M	4.6%	\$663,286	\$77,383	7.1%	\$61,869	154	7.5%
2013	3	\$1.3M	2.4%	\$662,500	\$34,868	-	\$59,060	147	7.7%

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DELIVERIES & UNDER CONSTRUCTION

Year	Inventory			Deliveries		Net Deliveries		Under Construction	
	Bldgs	Units	Vacancy	Bldgs	Units	Bldgs	Units	Bldgs	Units
2028	-	24,146	8.1%	-	426	-	417	-	-
2027	-	23,729	8.9%	-	339	-	330	-	-
2026	-	23,399	10.3%	-	745	-	736	-	-
2025	-	22,663	9.9%	-	704	-	699	-	-
2024	-	21,964	9.1%	-	1,025	-	1,025	-	-
YTD	312	21,748	8.4%	7	809	7	809	6	1,550
2023	305	20,939	7.1%	4	801	4	801	10	1,635
2022	301	20,138	7.3%	4	815	4	815	9	1,759
2021	297	19,323	5.4%	10	1,478	10	1,478	7	1,320
2020	287	17,845	5.0%	6	1,037	6	1,037	12	1,892
2019	281	16,808	8.4%	2	510	2	510	12	2,203
2018	279	16,298	11.4%	5	1,177	5	1,177	7	1,361
2017	274	15,121	11.3%	7	1,698	6	1,686	6	1,519
2016	268	13,435	6.5%	4	396	4	396	10	2,266
2015	264	13,039	7.7%	8	1,415	8	1,415	6	1,050
2014	256	11,624	5.4%	2	433	2	433	8	1,415
2013	254	11,191	5.5%	1	52	1	52	4	849
2012	253	11,139	7.3%	3	905	3	905	1	52