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Apartment Market Looking Strong in 2012

As we look to the leaders in market research - Hendricks and Partners, Marcus and Millichap, CB Richard Ellis, and Apartment Realty Advisors all give us reasons to be optimistic when looking forward in 2012 and beyond.

Hessam Nadji January 30, 2012

Salt Lake City

- ◆ Apartments Outperform other Commercial Real Estate
- ◆ Apartment Rent Growth at 4-5% Annual Rate
- ◆ Psychological Impact of Recession Strong Positive Effect on Apartment Rental Market

■ Marcus & Millichap Investment Real Estate Video

Hessam Nadji (Bloomberg News)



ARA RESEARCH
in collaboration with Maximus Advisors

- The Salt Lake City apartment market saw positive seasonally adjusted absorption in the third quarter for the seventh consecutive quarter, though it was barely enough to overcome the supply additions in the quarter.
- Vacancies remained steady in the low 5% range, significantly off their peak above 7%.
- We expect vacancies will eventually fall to the low 3% range by 2013, as demand tapers back to normalized levels, but eventually will rise closer to 4% as new supply comes onto the increasingly tight market.
- Effective rents rose for the fourth consecutive quarter in the third quarter, and are now in-line with their prior cyclical peak.
- Effective rents should continue to see growth, as vacancies remain low.

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Dallas Fort Worth 2011 Review and 2012 Forecast

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2011 REVIEW

Strong economic growth continued throughout the Dallas / Ft. Worth Metroplex in 2011, with the region posting an employment gain of 2.7% in the most recent over-the-year period. Local apartment properties benefited from the region's economic expansion, which drew in new residents from areas still struggling with job losses.

- Evidencing strong demand produced by job growth and the hesitancy of would-be homebuyers, apartment absorption totaled approximately 16,700 units for the year. Though down from the 2010 annual total of nearly 24,000 units absorbed, this figure was well above annual totals for 2006 through 2009.
- New apartment completions totaled about 5,300 units for the year, down by nearly half from a year prior and marking the lowest new construction total in more than a decade.
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- The average apartment vacancy rate in the Metroplex fell to 6.7% at the close of 2011, its lowest level since 2007.
- With a gain of 5.2% for the year, the average apartment rent posted its best increase in four years. [Read More](#)

POPULATION GROWTH	
6,555,267	▲ 2.4%
EMPLOYMENT GROWTH	
2,939,700	▲ 2.7%
MEDIAN HOME PRICE INDEX	
\$159,800	▲ 0.6%
MEDIAN HOUSEHOLD INCOME	
\$64,514	

Texas Top Business Climate

CBRE

The Texas economy is the 2nd largest in the nation and world's 15th largest. Thirteen of the nation's 100 biggest labor markets have regained all of the jobs that slipped away during the recession. Houston was the most prosperous metro over that five-year span. It

had 2.10 million private-sector jobs in 2006, a base that expanded to an estimated annual average of 2.21 million in 2011. The resulting gain: 109,700 jobs. Just four other markets -- three of them in Texas -- added more than 25,000 private-sector jobs between 2006 and 2011: Austin (up 37,900), Dallas-Fort Worth (up 36,000) and San Antonio (up 25,200). -- *The Business Journals, On Numbers* Texas has claimed the top slot in Site Selection magazine's "Top Business Climate 2011" contest. The Lone Star State finished strong in the objective, data-driven component of the index used to determine the top business climates, as well as in the subjective input supplied by respondents to the magazine's annual executive survey of site selectors -- *Site Selection* . [Read More](#)

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Hessam Nadji January 30, 2012

Salt Lake City

- ◆ Apartments Outperform other Commercial Real Estate
- ◆ Apartment Rent Growth at 4-5% Annual Rate
- ◆ Psychological Impact of Recession Strong Positive Effect on Apartment Rental Market

■ Marcus & Millichap Investment Real Estate Video

Hessam Nadji (Bloomberg News)



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6,555,267	▲ 2.4%
EMPLOYMENT GROWTH	
2,939,700	▲ 2.7%
MEDIAN HOME PRICE INDEX	
\$159,800	▲ 0.6%
MEDIAN HOUSEHOLD INCOME	
\$64,514	

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2,939,700	▲ 2.7%
MEDIAN HOME PRICE INDEX	
\$159,800	▲ 0.6%
MEDIAN HOUSEHOLD INCOME	
\$64,514	

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CBRE

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Hessam Nadji January 30, 2012

Salt Lake City

- ◆ Apartments Outperform other Commercial Real Estate
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- ◆ Psychological Impact of Recession Strong Positive Effect on Apartment Rental Market

■ [Marcus & Millichap Investment Real Estate Video](#)

Hessam Nadji (Bloomberg News)



ARA RESEARCH
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6,555,267	▲ 2.4%
EMPLOYMENT GROWTH	
2,939,700	▲ 2.7%
MEDIAN HOME PRICE INDEX	
\$159,800	▲ 0.6%
MEDIAN HOUSEHOLD INCOME	
\$64,514	

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Hessam Nadji January 30, 2012

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- ◆ Apartments Outperform other Commercial Real Estate
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- ◆ Psychological Impact of Recession Strong Positive Effect on Apartment Rental Market

■ [Marcus & Millichap Investment Real Estate Video](#)

Hessam Nadji (Bloomberg News)



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6,555,267	▲ 2.4%
EMPLOYMENT GROWTH	
2,939,700	▲ 2.7%
MEDIAN HOME PRICE INDEX	
\$159,800	▲ 0.6%
MEDIAN HOUSEHOLD INCOME	
\$64,514	

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Hessam Nadji January 30, 2012

Salt Lake City

- ◆ Apartments Outperform other Commercial Real Estate
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■ [Marcus & Millichap Investment Real Estate Video](#)

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6,555,267	▲ 2.4%
EMPLOYMENT GROWTH	
2,939,700	▲ 2.7%
MEDIAN HOME PRICE INDEX	
\$159,800	▲ 0.6%
MEDIAN HOUSEHOLD INCOME	
\$64,514	

Texas Top Business Climate

CBRE

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Apartment Market Looking Strong in 2012

As we look to the leaders in market research - Hendricks and Partners, Marcus and Millichap, CB Richard Ellis, and Apartment Realty Advisors all give us reasons to be optimistic when looking forward in 2012 and beyond.

Hessam Nadji January 30, 2012

Salt Lake City

- ◆ Apartments Outperform other Commercial Real Estate
- ◆ Apartment Rent Growth at 4-5% Annual Rate
- ◆ Psychological Impact of Recession Strong Positive Effect on Apartment Rental Market

■ Marcus & Millichap Investment Real Estate Video

Hessam Nadji (Bloomberg News)



ARA RESEARCH
in collaboration with Maximus Advisors

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POPULATION GROWTH	
6,555,267	▲ 2.4%
EMPLOYMENT GROWTH	
2,939,700	▲ 2.7%
MEDIAN HOME PRICE INDEX	
\$159,800	▲ 0.6%
MEDIAN HOUSEHOLD INCOME	
\$64,514	

Texas Top Business Climate

CBRE

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Hessam Nadji January 30, 2012

Salt Lake City

- ◆ Apartments Outperform other Commercial Real Estate
- ◆ Apartment Rent Growth at 4-5% Annual Rate
- ◆ Psychological Impact of Recession Strong Positive Effect on Apartment Rental Market

■ Marcus & Millichap Investment Real Estate Video

Hessam Nadji (Bloomberg News)



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6,555,267	▲ 2.4%
EMPLOYMENT GROWTH	
2,939,700	▲ 2.7%
MEDIAN HOME PRICE INDEX	
\$159,800	▲ 0.6%
MEDIAN HOUSEHOLD INCOME	
\$64,514	

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2,939,700	▲ 2.7%
MEDIAN HOME PRICE INDEX	
\$159,800	▲ 0.6%
MEDIAN HOUSEHOLD INCOME	
\$64,514	

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CBRE

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Hessam Nadji January 30, 2012

Salt Lake City

- ◆ Apartments Outperform other Commercial Real Estate
- ◆ Apartment Rent Growth at 4-5% Annual Rate
- ◆ Psychological Impact of Recession Strong Positive Effect on Apartment Rental Market

■ Marcus & Millichap Investment Real Estate Video

Hessam Nadji (Bloomberg News)



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in collaboration with Maximus Advisors

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6,555,267	▲ 2.4%
EMPLOYMENT GROWTH	
2,939,700	▲ 2.7%
MEDIAN HOME PRICE INDEX	
\$159,800	▲ 0.6%
MEDIAN HOUSEHOLD INCOME	
\$64,514	

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Hessam Nadji January 30, 2012

Salt Lake City

- ◆ Apartments Outperform other Commercial Real Estate
- ◆ Apartment Rent Growth at 4-5% Annual Rate
- ◆ Psychological Impact of Recession Strong Positive Effect on Apartment Rental Market

■ Marcus & Millichap Investment Real Estate Video

Hessam Nadji (Bloomberg News)



ARA RESEARCH
in collaboration with Maximus Advisors

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6,555,267	▲ 2.4%
EMPLOYMENT GROWTH	
2,939,700	▲ 2.7%
MEDIAN HOME PRICE INDEX	
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MEDIAN HOUSEHOLD INCOME	
\$64,514	

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CBRE

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Hessam Nadji January 30, 2012

Salt Lake City

- ◆ Apartments Outperform other Commercial Real Estate
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6,555,267	▲ 2.4%
EMPLOYMENT GROWTH	
2,939,700	▲ 2.7%
MEDIAN HOME PRICE INDEX	
\$159,800	▲ 0.6%
MEDIAN HOUSEHOLD INCOME	
\$64,514	

Texas Top Business Climate

CBRE

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Apartment Market Looking Strong in 2012

As we look to the leaders in market research - Hendricks and Partners, Marcus and Millichap, CB Richard Ellis, and Apartment Realty Advisors all give us reasons to be optimistic when looking forward in 2012 and beyond.

Hessam Nadji January 30, 2012

Salt Lake City

- ◆ Apartments Outperform other Commercial Real Estate
- ◆ Apartment Rent Growth at 4-5% Annual Rate
- ◆ Psychological Impact of Recession Strong Positive Effect on Apartment Rental Market

■ [Marcus & Millichap Investment Real Estate Video](#)

Hessam Nadji (Bloomberg News)



ARA RESEARCH
in collaboration with Maximus Advisors

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POPULATION GROWTH	
6,555,267	▲ 2.4%
EMPLOYMENT GROWTH	
2,939,700	▲ 2.7%
MEDIAN HOME PRICE INDEX	
\$159,800	▲ 0.6%
MEDIAN HOUSEHOLD INCOME	
\$64,514	

Texas Top Business Climate

CBRE

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Hessam Nadji January 30, 2012

Salt Lake City

- ◆ Apartments Outperform other Commercial Real Estate
- ◆ Apartment Rent Growth at 4-5% Annual Rate
- ◆ Psychological Impact of Recession Strong Positive Effect on Apartment Rental Market

■ Marcus & Millichap Investment Real Estate Video

Hessam Nadji (Bloomberg News)



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in collaboration with Maximus Advisors

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6,555,267	▲ 2.4%
EMPLOYMENT GROWTH	
2,939,700	▲ 2.7%
MEDIAN HOME PRICE INDEX	
\$159,800	▲ 0.6%
MEDIAN HOUSEHOLD INCOME	
\$64,514	

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2,939,700	▲ 2.7%
MEDIAN HOME PRICE INDEX	
\$159,800	▲ 0.6%
MEDIAN HOUSEHOLD INCOME	
\$64,514	

Texas Top Business Climate

CBRE

The Texas economy is the 2nd largest in the nation and world's 15th largest. Thirteen of the nation's 100 biggest labor markets have regained all of the jobs that slipped away during the recession. Houston was the most prosperous metro over that five-year span. It

had 2.10 million private-sector jobs in 2006, a base that expanded to an estimated annual average of 2.21 million in 2011. The resulting gain: 109,700 jobs. Just four other markets -- three of them in Texas -- added more than 25,000 private-sector jobs between 2006 and 2011: Austin (up 37,900), Dallas-Fort Worth (up 36,000) and San Antonio (up 25,200). -- *The Business Journals, On Numbers* Texas has claimed the top slot in Site Selection magazine's "Top Business Climate 2011" contest. The Lone Star State finished strong in the objective, data-driven component of the index used to determine the top business climates, as well as in the subjective input supplied by respondents to the magazine's annual executive survey of site selectors -- *Site Selection* . [Read More](#)

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Apartment Market Looking Strong in 2012

As we look to the leaders in market research - Hendricks and Partners, Marcus and Millichap, CB Richard Ellis, and Apartment Realty Advisors all give us reasons to be optimistic when looking forward in 2012 and beyond.

Hessam Nadji January 30, 2012

Salt Lake City

- ◆ Apartments Outperform other Commercial Real Estate
- ◆ Apartment Rent Growth at 4-5% Annual Rate
- ◆ Psychological Impact of Recession Strong Positive Effect on Apartment Rental Market

■ [Marcus & Millichap Investment Real Estate Video](#)

Hessam Nadji (Bloomberg News)



ARA RESEARCH
in collaboration with Maximus Advisors

- The Salt Lake City apartment market saw positive seasonally adjusted absorption in the third quarter for the seventh consecutive quarter, though it was barely enough to overcome the supply additions in the quarter.
- Vacancies remained steady in the low 5% range, significantly off their peak above 7%.
- We expect vacancies will eventually fall to the low 3% range by 2013, as demand tapers back to normalized levels, but eventually will rise closer to 4% as new supply comes onto the increasingly tight market.
- Effective rents rose for the fourth consecutive quarter in the third quarter, and are now in-line with their prior cyclical peak.
- Effective rents should continue to see growth, as vacancies remain low.

[Read More](#)

Dallas Fort Worth 2011 Review and 2012 Forecast

Hendricks & Partners

2011 REVIEW

Strong economic growth continued throughout the Dallas / Ft. Worth Metroplex in 2011, with the region posting an employment gain of 2.7% in the most recent over-the-year period. Local apartment properties benefited from the region's economic expansion, which drew in new residents from areas still struggling with job losses.

- Evidencing strong demand produced by job growth and the hesitancy of would-be homebuyers, apartment absorption totaled approximately 16,700 units for the year. Though down from the 2010 annual total of nearly 24,000 units absorbed, this figure was well above annual totals for 2006 through 2009.
- New apartment completions totaled about 5,300 units for the year, down by nearly half from a year prior and marking the lowest new construction total in more than a decade.
- Permits were pulled for almost 10,000 multifamily units in 2011, up from 2009 and 2010 levels but below levels seen from 2005 through 2008, when permits averaged 12,500 units annually.
- The average apartment vacancy rate in the Metroplex fell to 6.7% at the close of 2011, its lowest level since 2007.
- With a gain of 5.2% for the year, the average apartment rent posted its best increase in four years. [Read More](#)

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