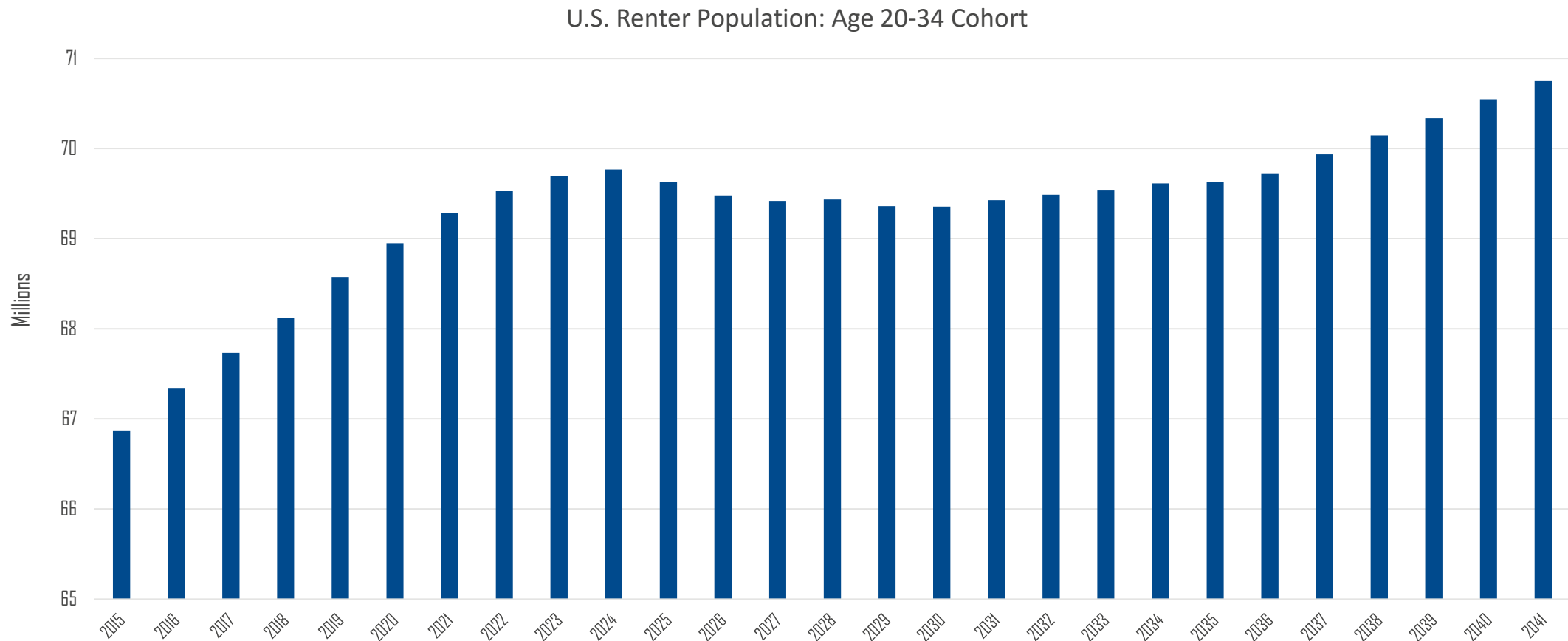


Demographics & Real Estate Fundamentals



Real Estate Fundamentals: Demographics Favorable

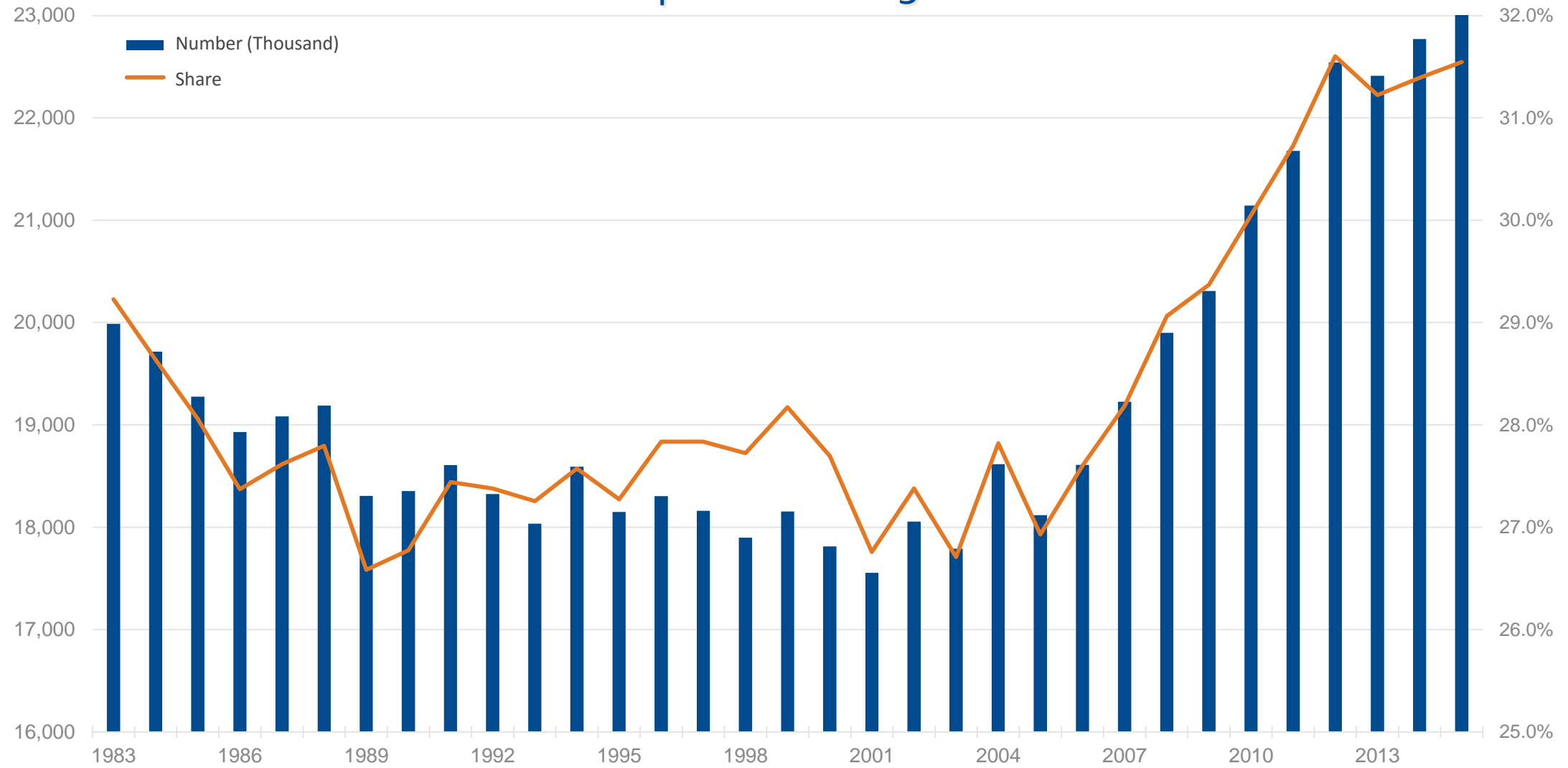
Demographics are in Multifamily's favor over the long-term, especially in the younger aged cohort...



Source: U.S. Census Bureau (BOC)

Many Young Adults Still Living at Home

Pent-Up Demand= ~ 3mm HH



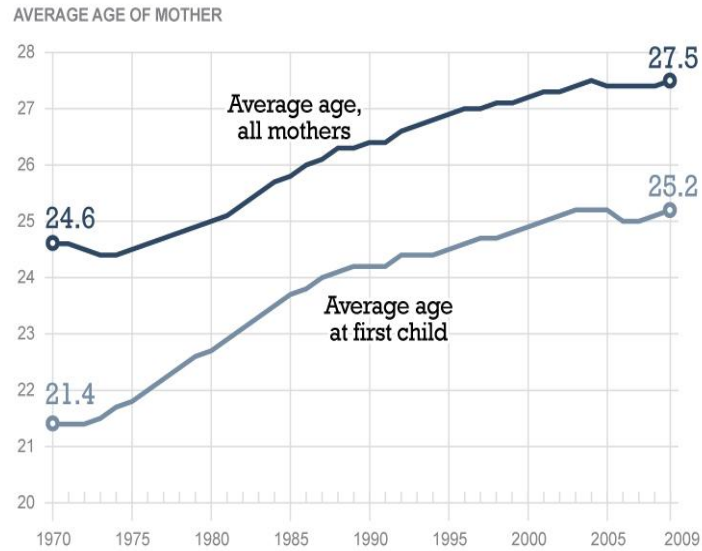
Source: U.S. Census Bureau (BOC)

Millennial Tailwinds

FACT:

The average age of first-time mothers has steadily increased

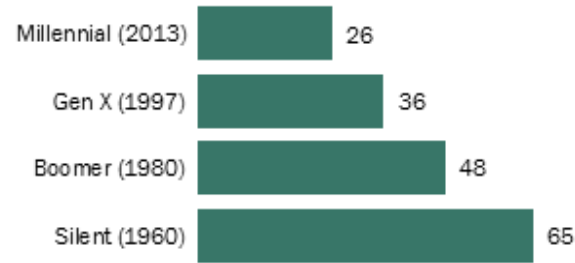
Since 1970, the average age of mothers giving birth to their first child has increased from 21 to 25. For all births, the average age of the mother has increased by about three years over this same period.



Source: National Center for Health Statistics, National Vital Statistics Reports, 2011.

The Decline in Marriage Among the Young

% married at age 18 to 32, by generation

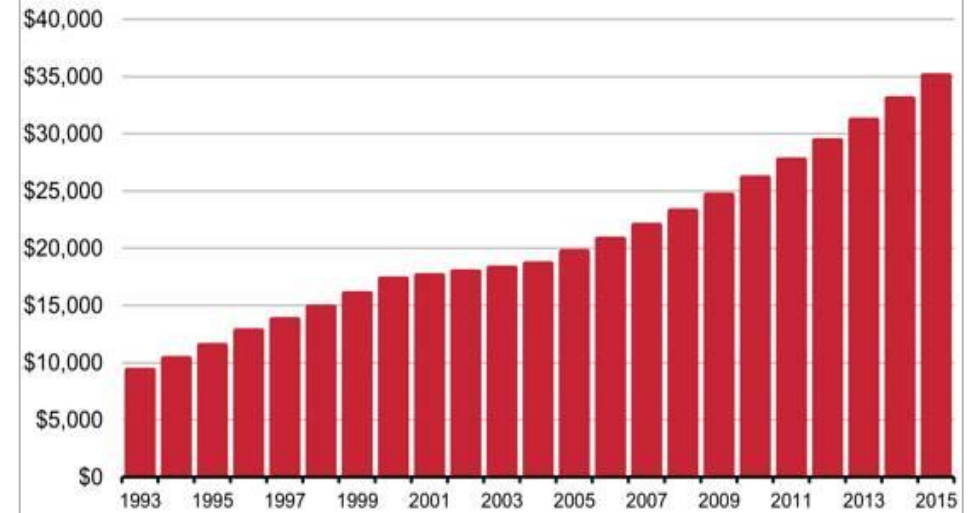


Source: Data from 1980, 1997 and 2013 are from the March Current Population Survey; 1960 data are from the 1960 Census

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Head of the Class

Average debt per borrower in each year's graduating class

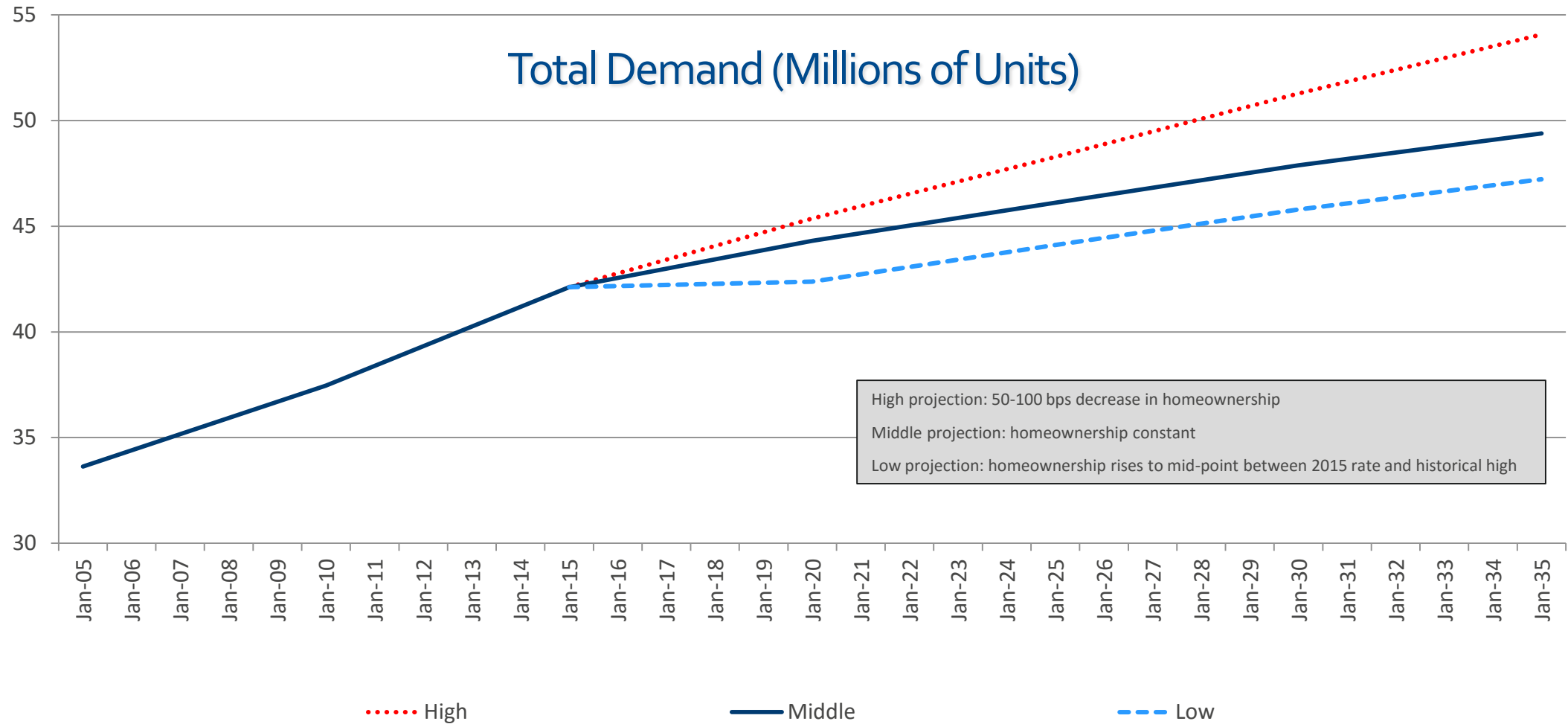


Source: Mark Kantrowitz | WSJ.com

CAGR Comparison

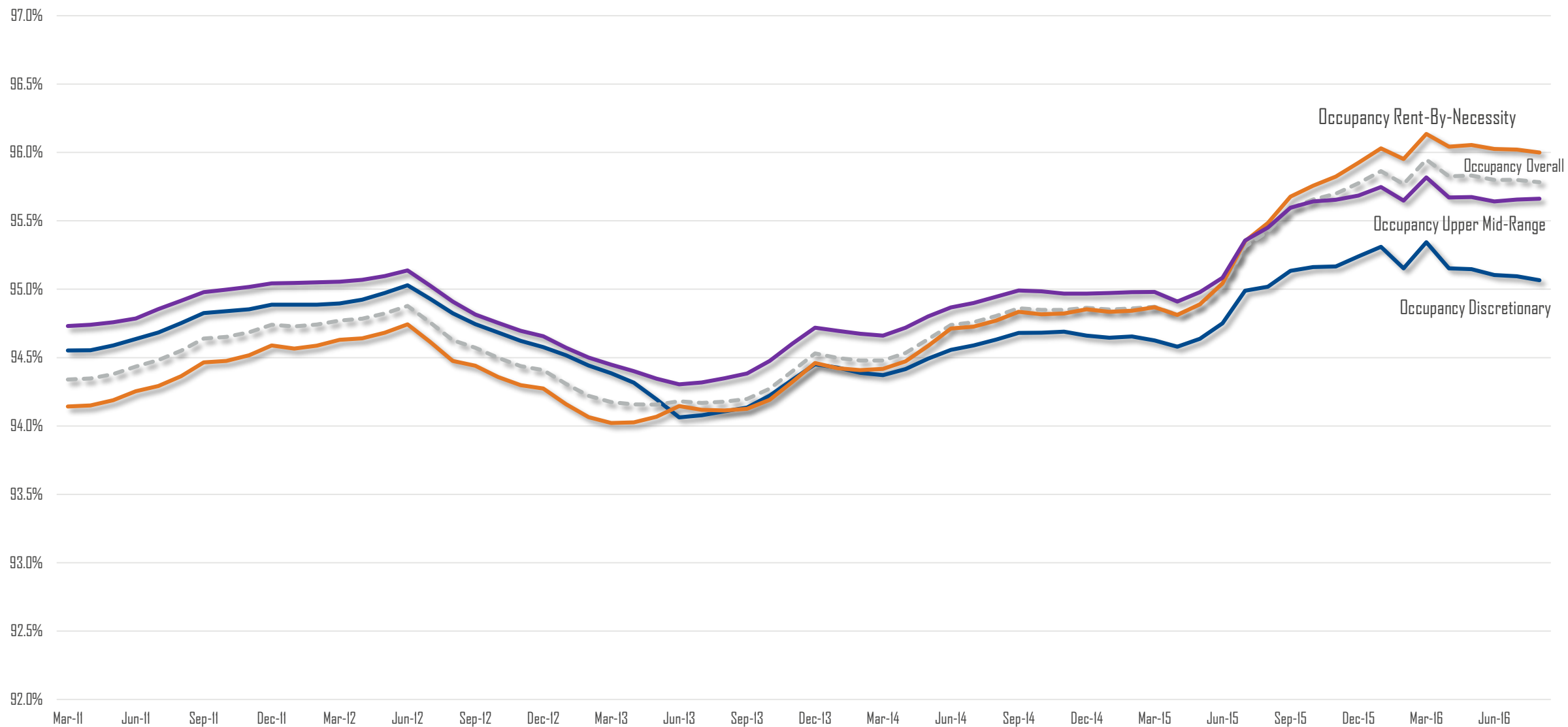
Student Debt	Med HH Income*
5.8%	0.1%

Future Rental Demand Looks Strong



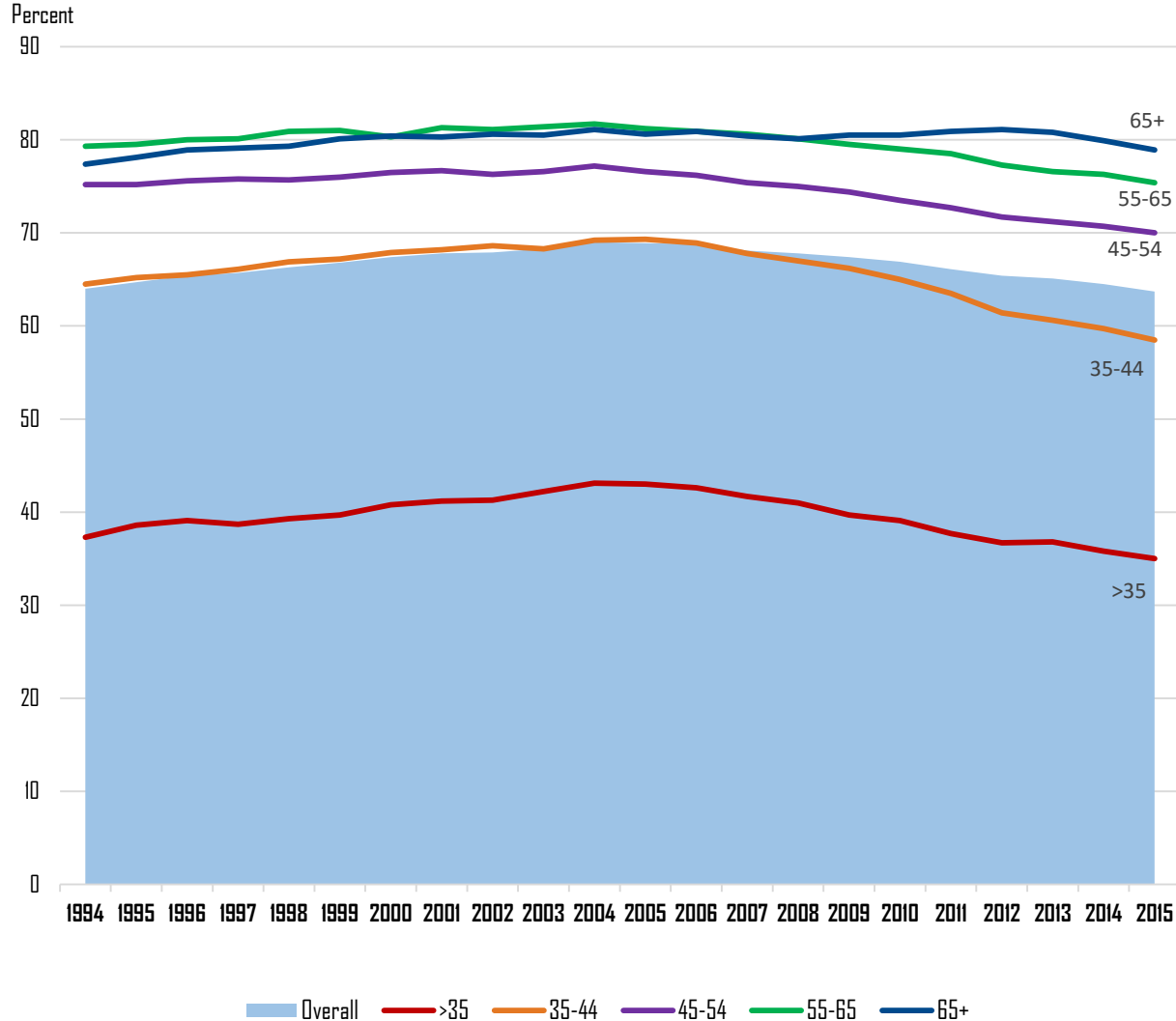
Source: Yardi®Matrix

Occupancy Strongest in Grade B Assets- Rent By Necessity



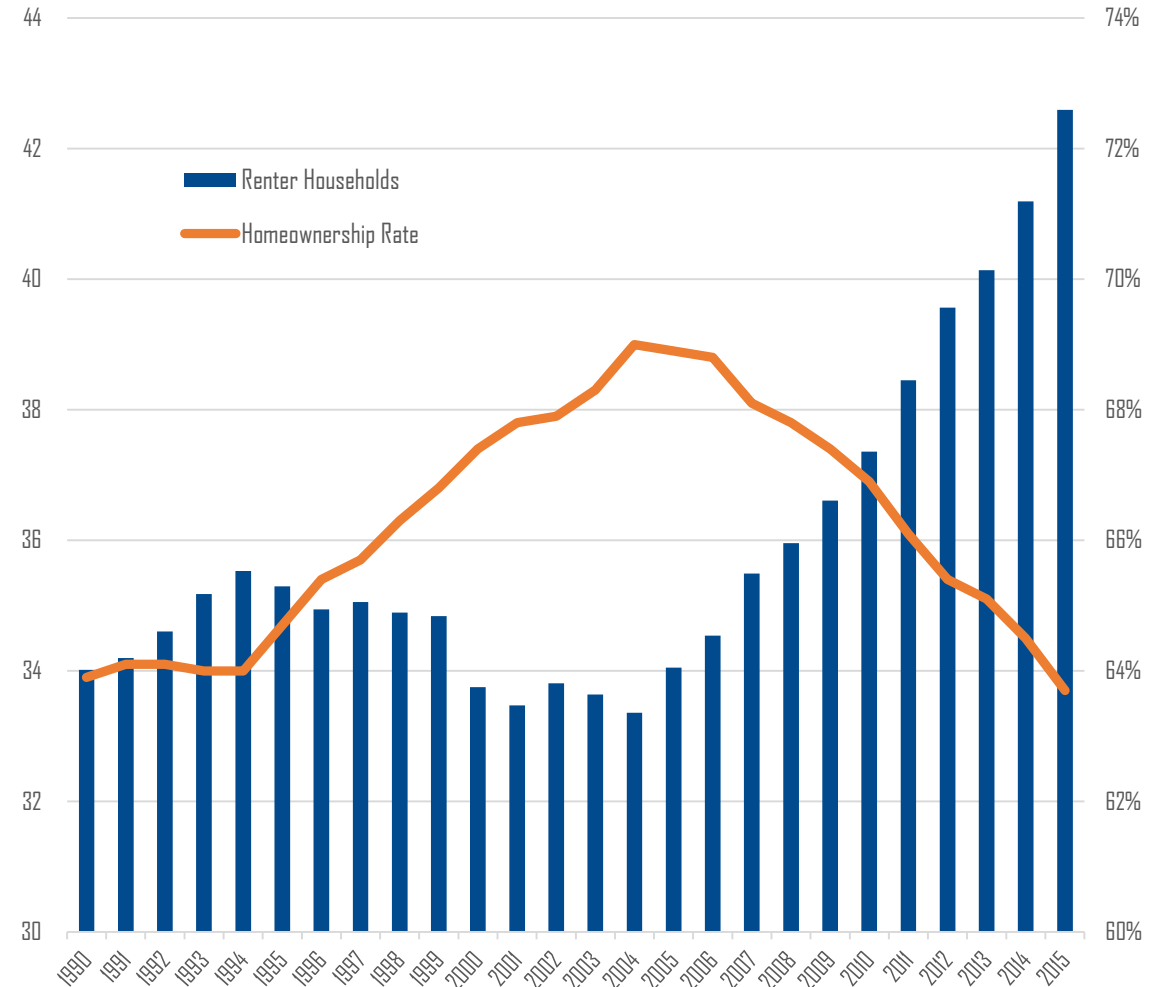
Homeownership Rates Declining

U.S. Homeownership Rate by Age Cohort, 1994-2015



Renter Households (Millions)

Homeownership Rate

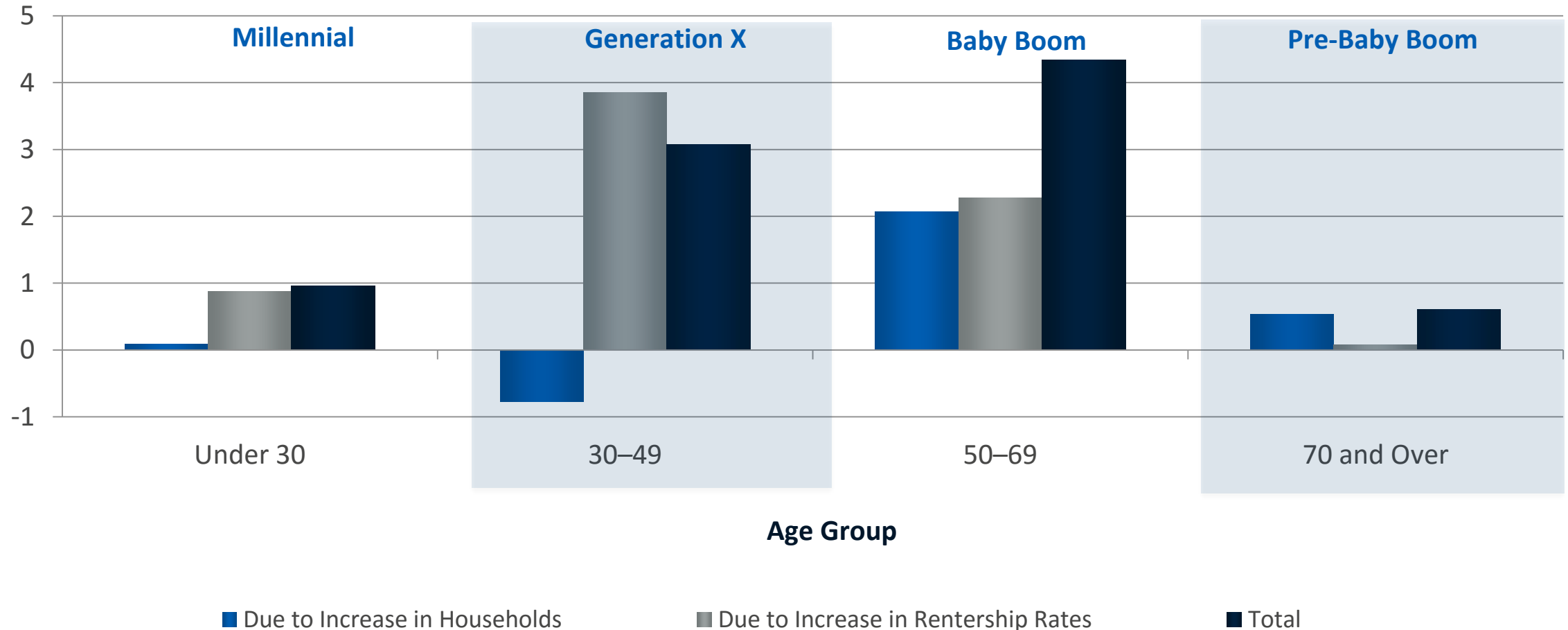


Notes: Beginning in 2000, renter household data are the revised, consistent-vintage counts. 2000-09 counts are 2010 vintage, 2010-15 are 2014 vintage.

Source: US Census Bureau, Housing Vacancy Surveys

Surprise: Boomers Led Rent Demand Last Decade

Renter Household Growth, 2005–15 (Millions)



Note: Growth estimates are based on annual data that are three-year trailing averages.