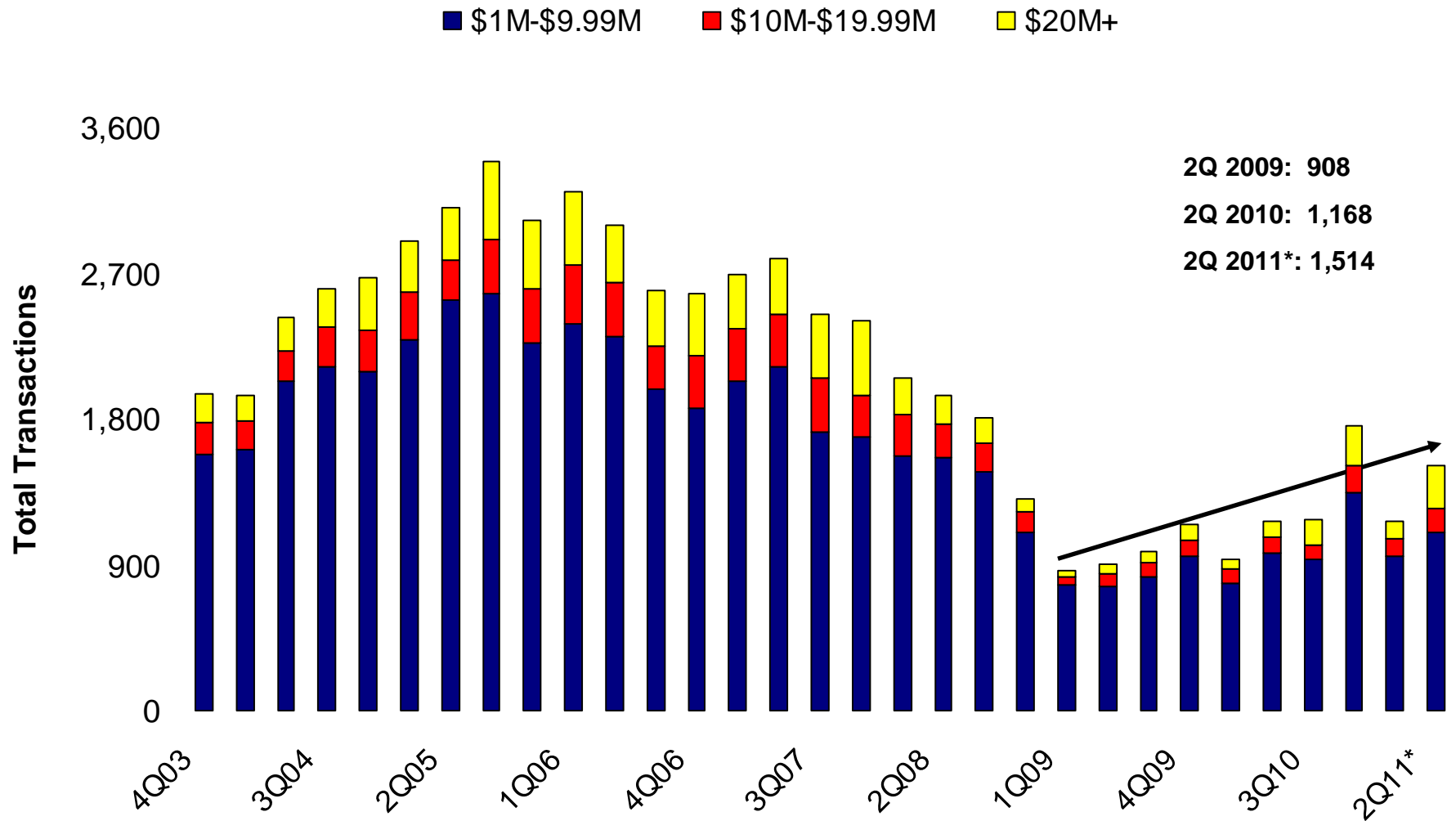


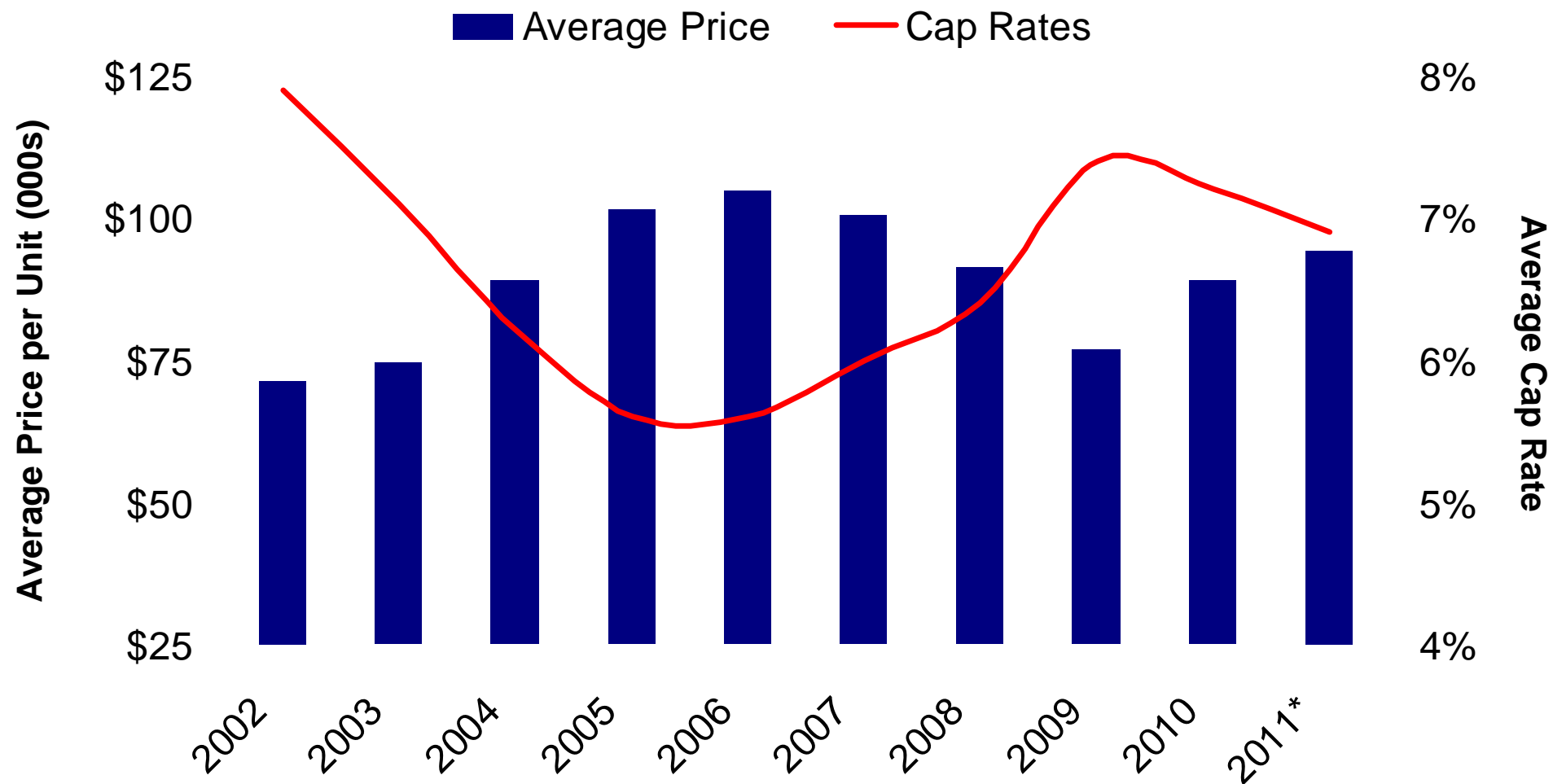
# National Apartment Transactions Gaining Momentum



\* Estimate

Sources: Marcus & Millichap Research Services, CoStar Group, Inc., Real Capital Analytics

# U.S. Apartment Price / Cap Rate Trends

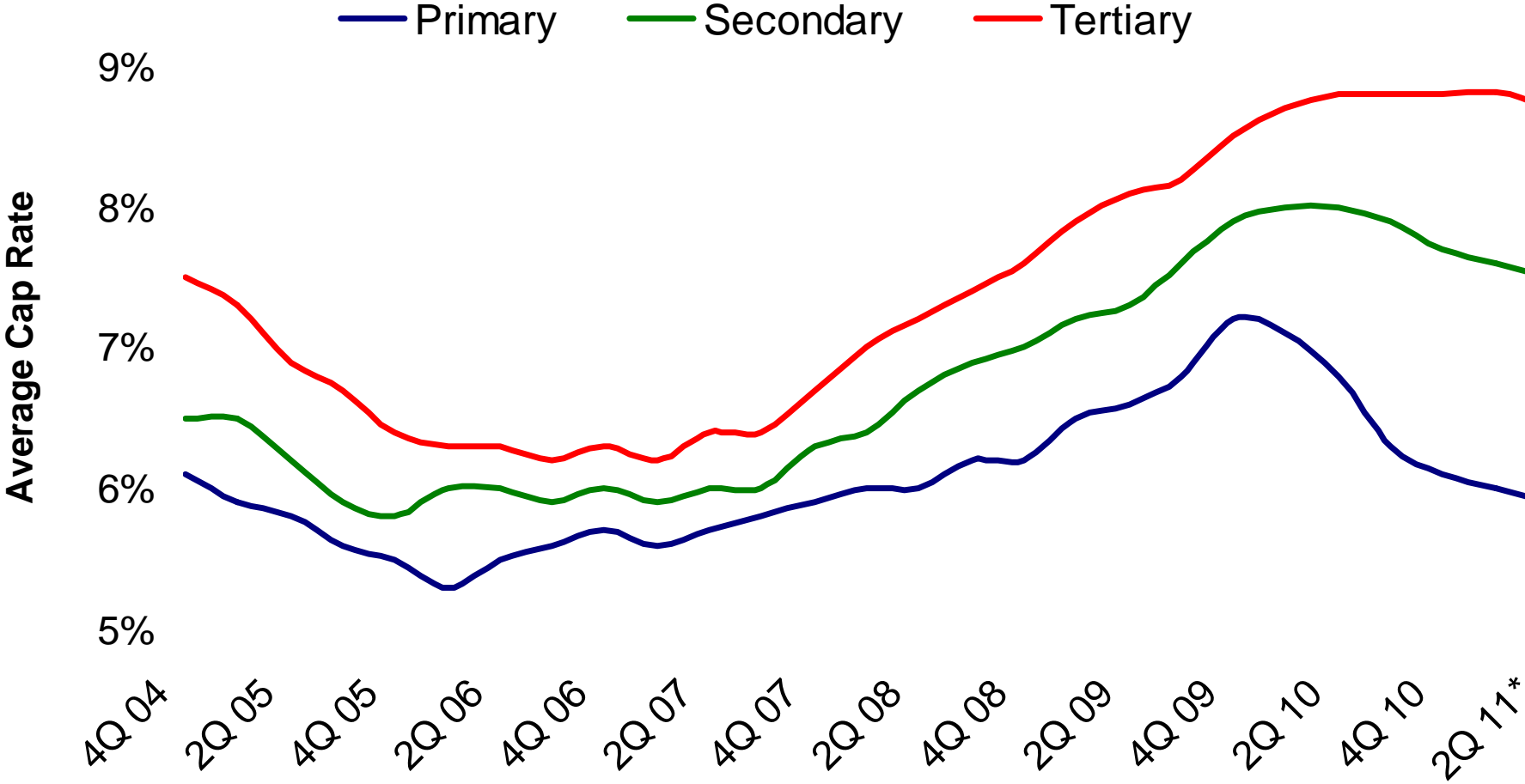


\* 1H11 Estimate

Includes sales \$1 million and greater

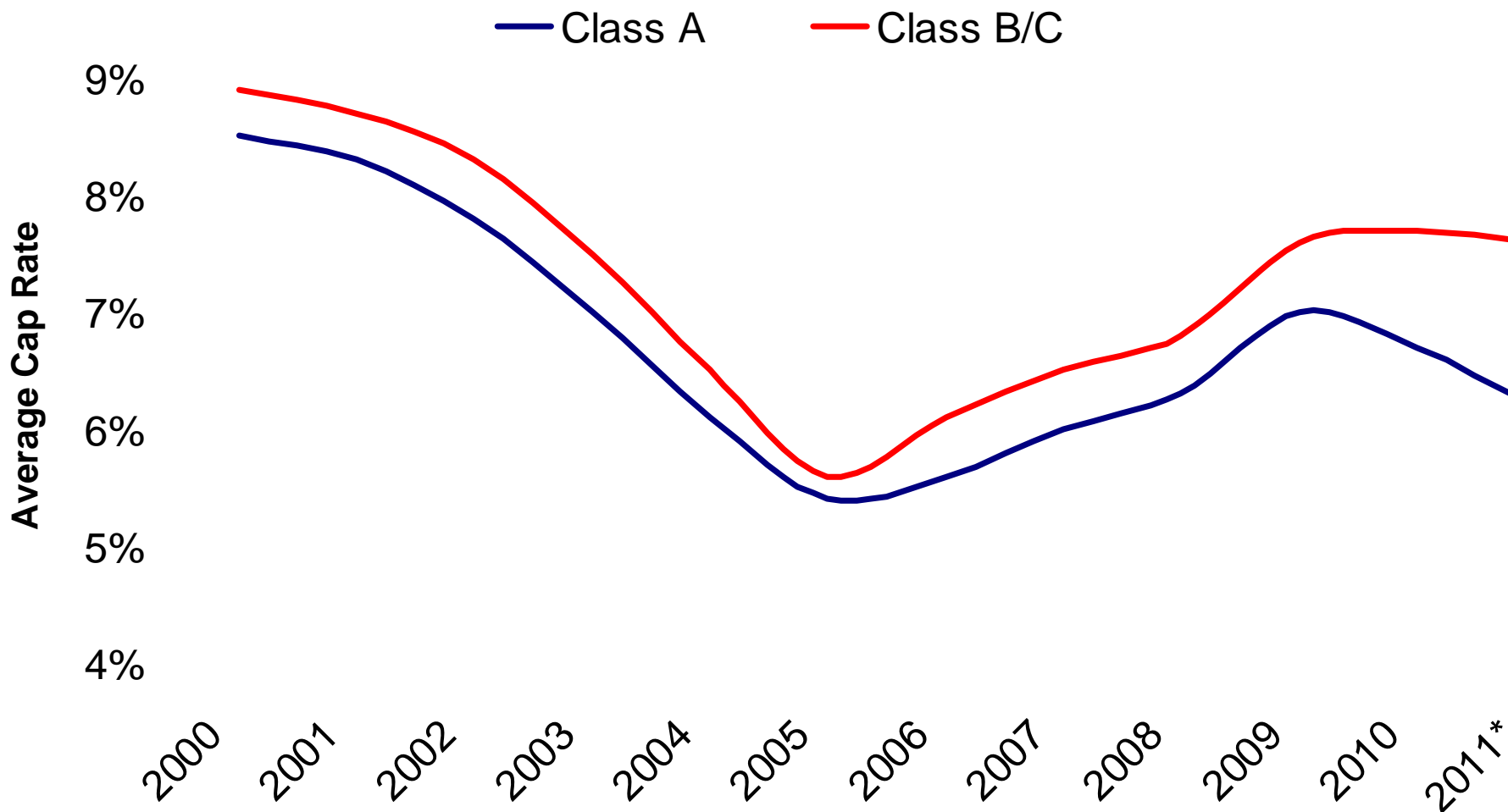
Sources: Marcus & Millichap Research Services, Costar Group, Inc.

# Re-Pricing of Risk by Quality Reflected in Apartment Cap Rate Trends by Market



\* Preliminary Estimate  
 Sales \$5 million and greater  
 Sources: Marcus & Millichap Research Services, Real Capital Analytics

# U.S. Apartment Cap Rates by Class



\* 1H11 Estimate

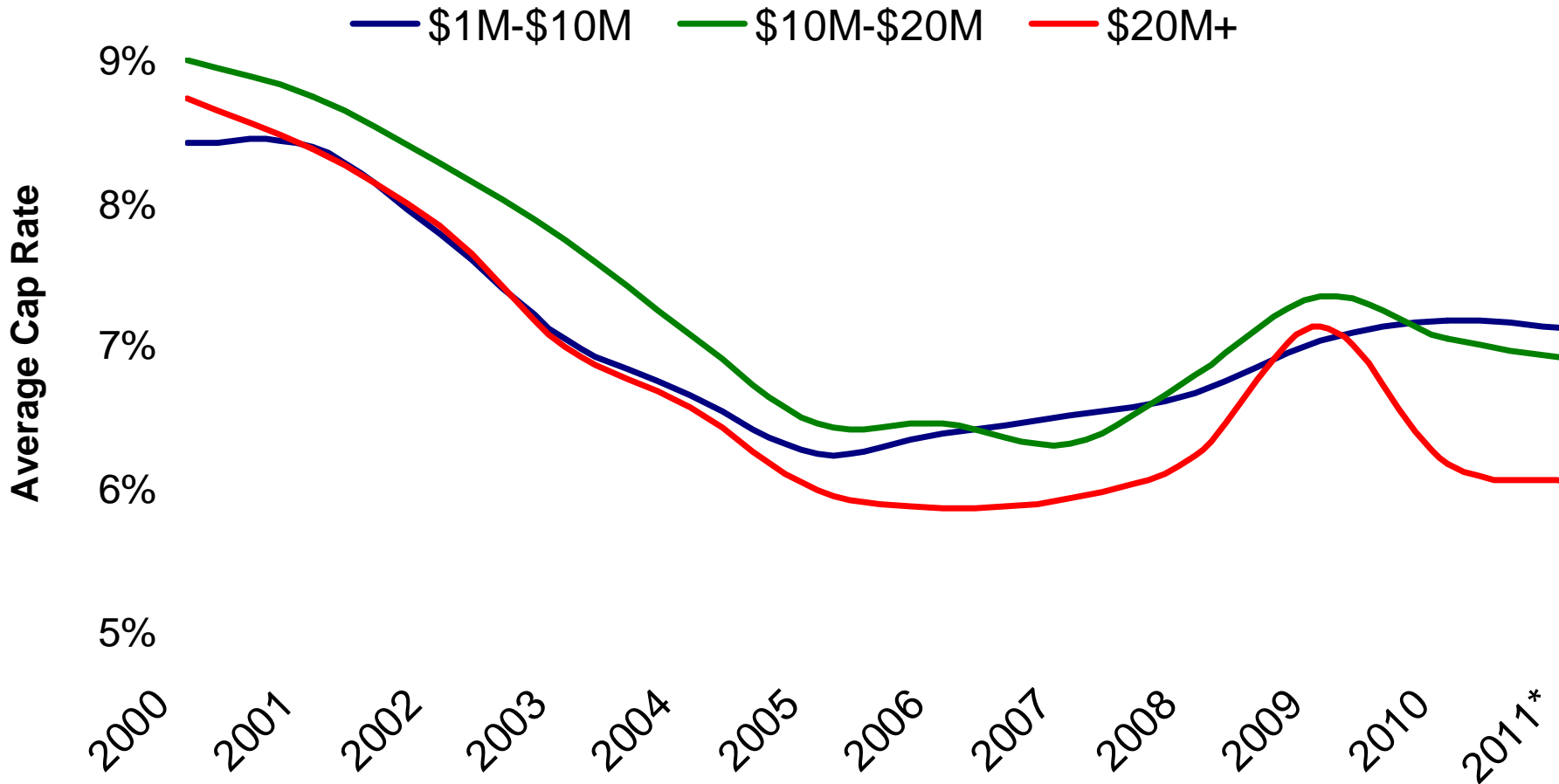
Includes apartment sales \$1M+

Assumes properties less than 10 years old at time of sales to be Class A,

properties older than 10 years assumed to be Class B/C

Sources: Marcus & Millichap Research Services, CoStar Group, Inc.

# Apartment Cap Rate Trends by Tranche

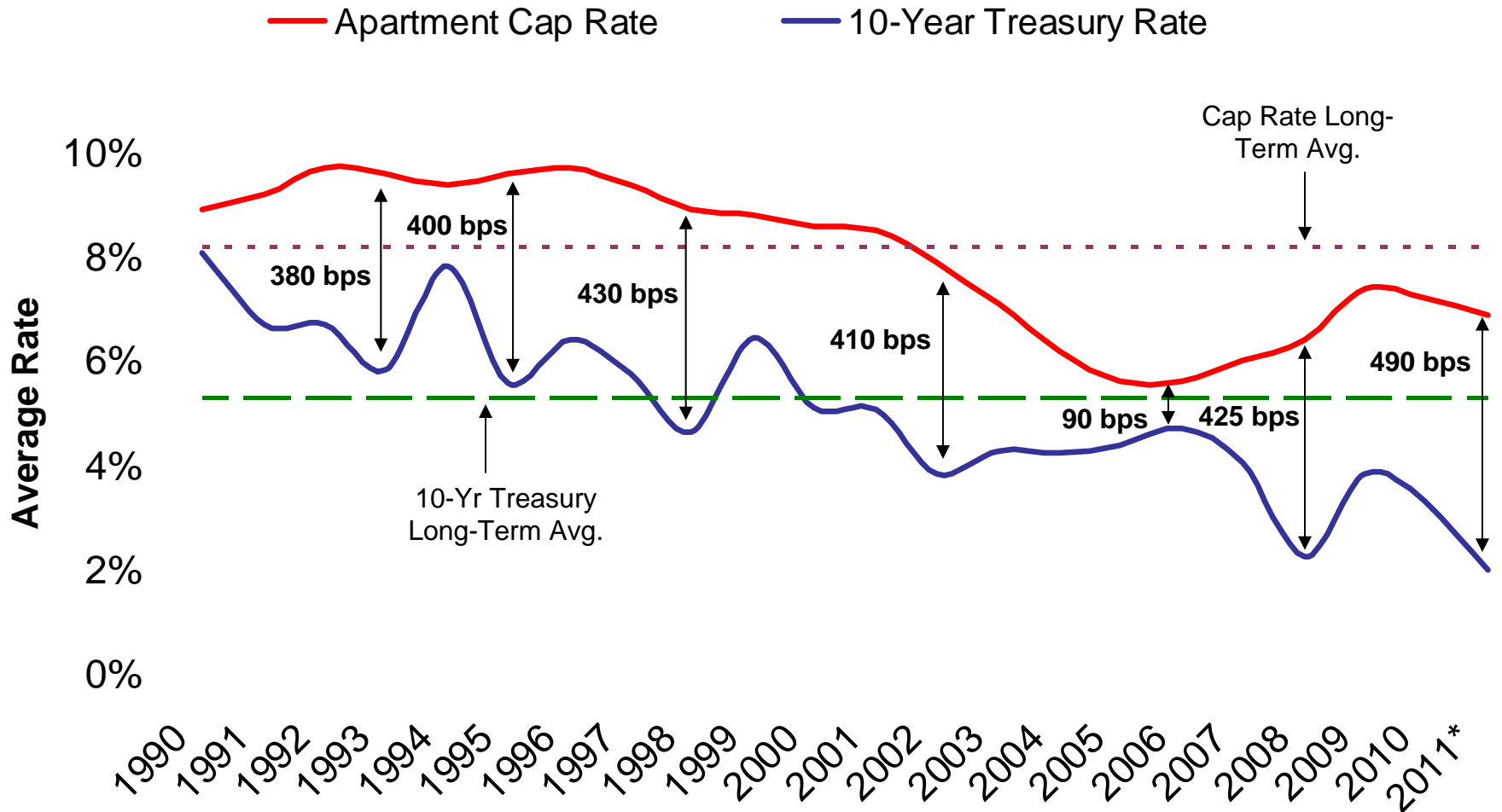


\* Trailing 12-month period ending 2Q 2011

Sources: Marcus & Millichap Research Services, Costar Group, Inc., Real Capital Analytics

# Apartment Cap Rate Trends

## Average Cap Rates vs. 10-Year Treasury



\* Through September 28  
 Sales \$1 million and greater  
 Sources: Marcus & Millichap Research Services, CoStar Group, Inc.