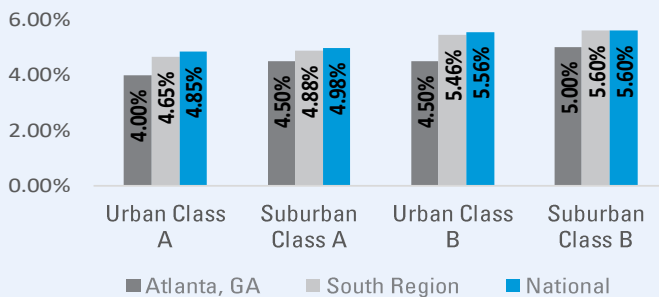


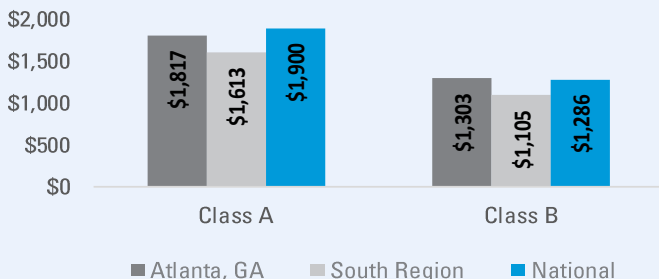
### Market Rate Indicators (Y/Y)

Categories	Class A	Class B
Going In Cap Rate (%)	▼	▼
Asking Rent (\$/Unit)	▲	▲
Vacancy Rate (%)	▼	▲

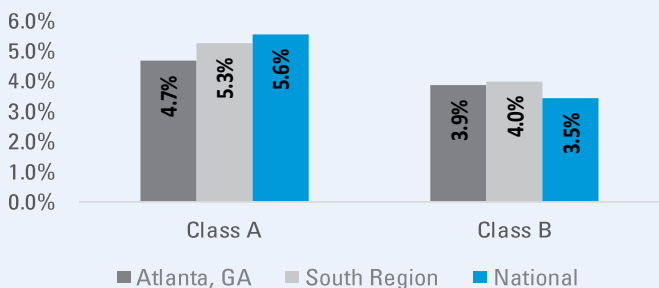
### Going In Cap Rate Comparisons (%)



### Asking Rents (\$/Unit)



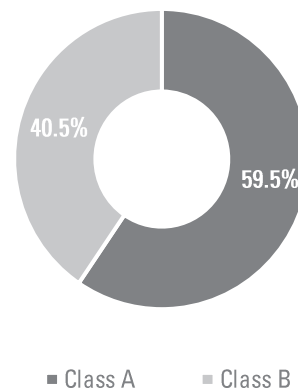
### Vacancy Rates (%)



### Atlanta, GA Multifamily Market Overview

Despite COVID-19, Atlanta has enjoyed robust rent growth in recent quarters; however, Atlanta's multi-family market is beginning to show signs of softening causing stakeholders to wonder if deceleration in absorption and slowing rent growth is on the horizon. Further, economic conditions are changing due to rising interest rates and global externalities which make forecasting the foreseeable future difficult, particularly with a record number of units in Metro Atlanta area under construction. According to surveyed participants, the potential for increased unemployment, oversupply, increased evictions, inflation, and rising property taxes are reasons for concern. There is cause for ongoing concern. As of Q3 2022, there are currently 34,000 units under construction which amounts to 7.00% of Atlanta's existing market-rate inventory. The delivery of the 34,000 units in 2022 is approximately 68% more than the average annual delivery of 11,000 units since 2019. This influx of units set to deliver could have an impact on Atlanta's vacancy rate of 7.7%, which remains below its 10-year average. While there is concern regarding the set unit deliveries, the year-over-year rent growth is still ahead of the metro's historic average, but it is a fraction of what gains finished at last year of 17.9%. In addition, to concerns arising from year-over-year growth, absorption is currently flat across an inventory nearing 500,000 market rate units. These indications combined have caused multi-family investors to conclude that barring last-minute trades, sales volume was on pace to underperform in comparison to the last several years. As investors and market participants digest interest rate hikes as a result of inflation and other externalities, the Metro Atlanta multifamily market is anticipated to outperform other major US cities due to Atlanta's recent migration trends, affordability and ongoing corporate relocations.

### Distribution of Total Inventory



438,399 Units  
Multifamily Inventory

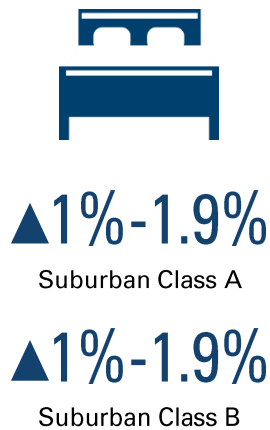
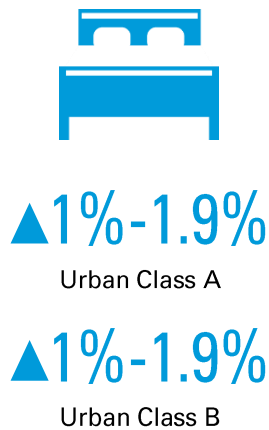
0.66% - 12 Mo. Proj.  
Construction/Inventory

# 2023 ATLANTA, GA MULTIFAMILY ANNUAL REPORT

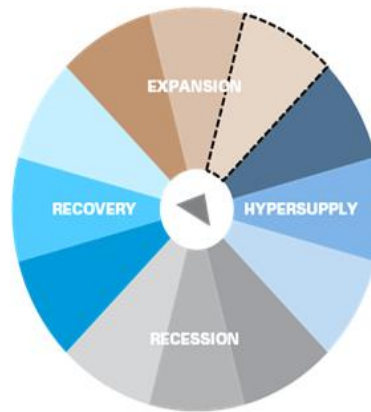
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## Change In Value Next 12 Months



## Market Cycle: Expansion Stage 3



- Decreasing Vacancy Rates
- Moderate/High Employment Growth
- Med/High Rental Rate Growth
- High Absorption
- Moderate/High New Construction

## Forecasts

### Atlanta, GA 12-Month Multifamily Forecasts

Categories	Urban Class A	Urban Class B	Suburban Class A	Suburban Class B
Going-In Cap Rates	Increase 50-74 bps	Increase 50-74 bps	Increase 50-74 bps	Increase 50-74 bps
Discount Rate	Increase 50-74 bps	Increase 50-74 bps	Increase 50-74 bps	Increase 50-74 bps
Reversion Rate	Increase 50-74 bps	Increase 50-74 bps	Increase 50-74 bps	Increase 50-74 bps
Construction (Units)	2,875			
Market Rent Change	+3.00%	+3.00%	+3.00%	+3.00%
Expense Rate Change	+3.00%	+3.00%	+3.00%	+3.00%
Years to Balance	1			

### Atlanta, GA 36-Month Multifamily Forecasts

Categories	Urban Class A	Urban Class B	Suburban Class A	Suburban Class B
Market Rent Change	+17.13%			
Change in Value	Increase 1%-1.9%	Increase 1%-1.9%	Increase 1%-1.9%	Increase 1%-1.9%

Integra Realty Resources (IRR) is the largest independent commercial real estate valuation and consulting firm in North America, with over 165 MAI-designated members of the Appraisal Institute among 600+ professionals based in our 50+ offices throughout the United States and the Caribbean. Founded in 1999, the firm specializes in real estate appraisals, feasibility and market studies, expert testimony, and related property consulting services across all local and national markets. Our valuation and counseling services span all commercial property types and locations, from individual properties to large portfolio assignments.

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