

CAPITAL MARKETS

3Q23 Dallas-Fort Worth Multifamily Market Update



NEWMARK

Market Snapshot

Since 2010, the Dallas-Fort Worth (DFW) metroplex has had a population growth of 26.19% (1.68 million residents), and is expected to add 3.4 million people by 2045.

DFW is adding jobs at a rate well above the national average. The August 2023 release from the U.S. Bureau of Labor Statistics shows DFW's annual job growth rate at 3.8% vs. a national growth rate of 2.0%.

DFW is home to 24 Fortune 500 companies, the most in the United States per capita.

Source: BLS, Moody's Analytics, & Fort Worth Star-Telegram

#1 in US
Population Growth 550,336
 LAST 5 YEARS

#1 in US
Employment Growth 583,600
 LAST 5 YEARS

#2 in US
Jobs Added 154,800
 AUG'22-AUG'23

#2 in US metros with population of IM+
Job Growth 3.8%
 AUG'22-AUG'23

Median Household Income	\$79,409
Average Household Income	\$115,034
Unemployment Rate	4.2%

Source: Moody's Analytics, Esri, & BLS

3Q23 DFW MSA
 MULTIFAMILY STATS

93.4%
 average occupancy

\$1,552
 average effective rent

\$1.76
 average effective rent psf

\$181,146
 average sales price per unit

8,170
 new units added in Q3

7,244
 new units absorbed in Q3

Source: RealPage & RCA

Rent Growth

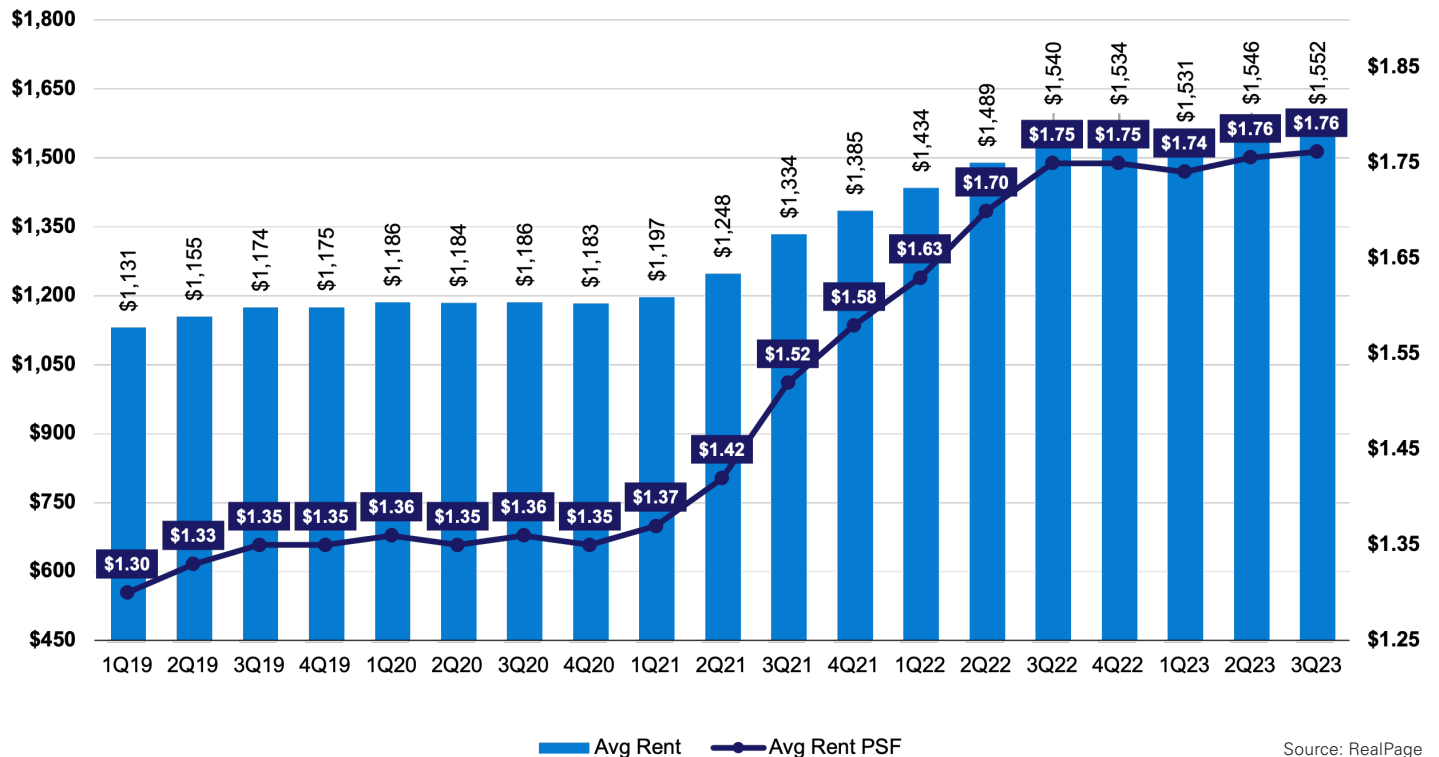
The DFW metro saw its first quarter of negative rent growth since the peak levels of rent growth in late-2021 and into 2022. Rents declined annually at -0.5% in the third quarter.

RealPage is forecasting a 2.4% increase in rent over the next year.

RENT GROWTH						
	DFW	HIGHEST SUBMARKET ANNUAL RENT GROWTH				
		SOUTHEAST DALLAS	NORTHWEST DALLAS	HUNT COUNTY	ELLIS COUNTY	SOUTHWEST DALLAS
Annual Rent Change 3Q23	-0.5%	9.3%	7.0%	6.2%	4.8%	4.1%
Quarterly Rent Change 3Q23	0.2%	2.2%	1.1%	2.8%	2.2%	1.3%
One-Year Forecast	2.4%	5.0%	5.7%	3.2%	3.3%	4.4%

Source: RealPage

HISTORICAL RENTS, QUARTERLY



Source: RealPage

Supply and Demand

Nearly 72,300 units were under construction in DFW at the end of the third quarter, with 49,046 of those units slated for delivery by the end of the third quarter in 2024.

8,170

new units added 3Q23

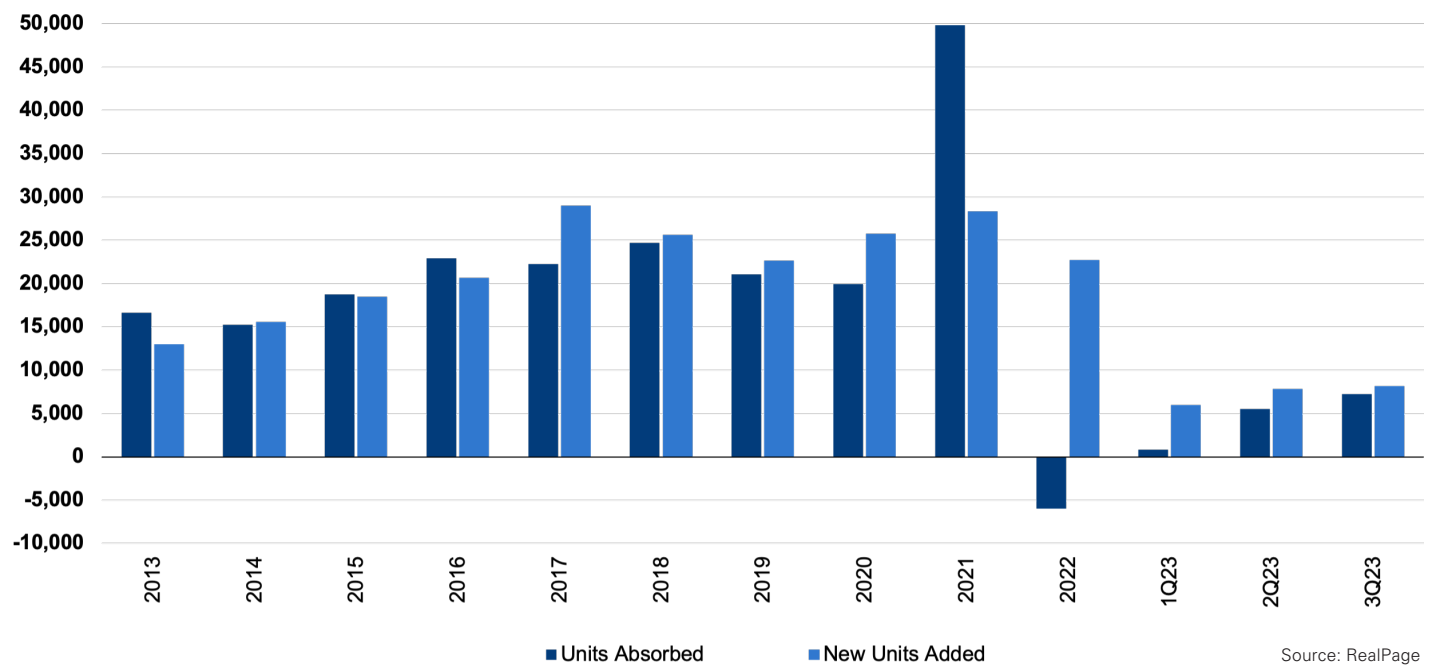
7,244

units absorbed 3Q23

25,631

average annual deliveries (2020-2022)

SUPPLY AND DEMAND, ANNUALIZED



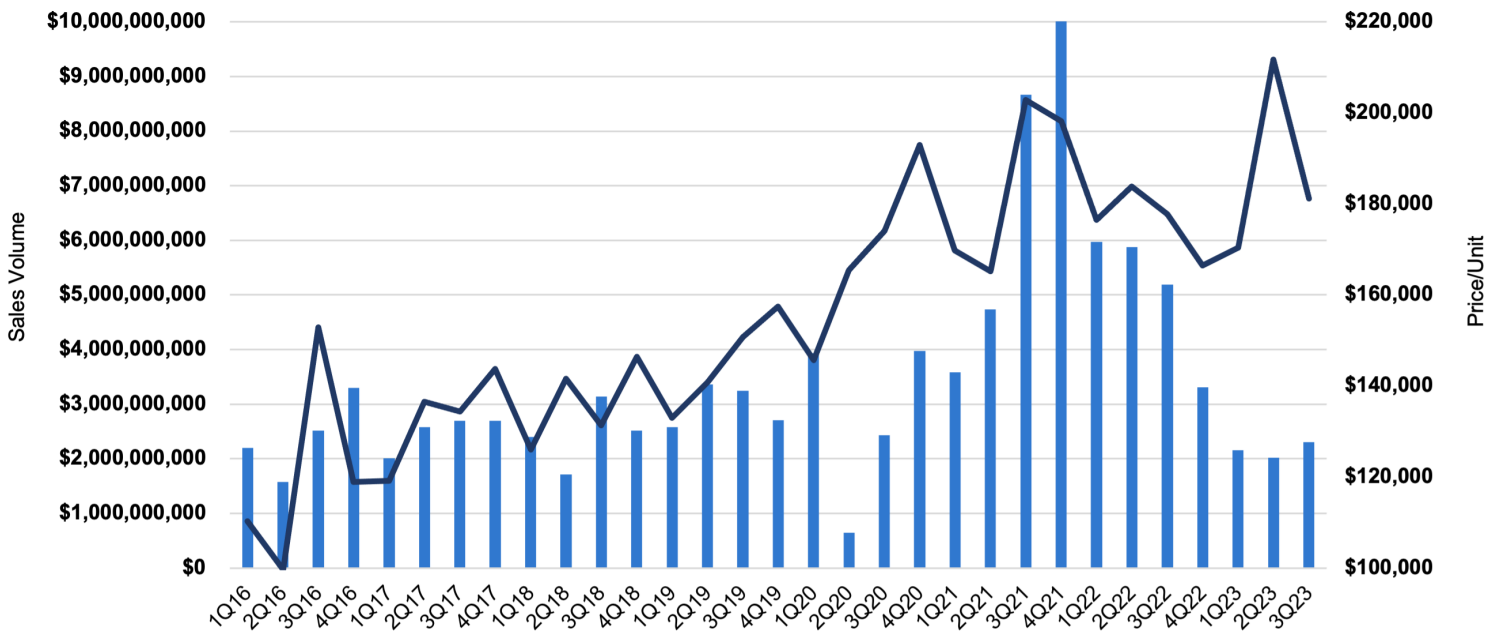
Source: RealPage

Sales Volume

DFW retained its #1 position in multifamily sales volume across the nation in 2022 at \$21.8B by a margin of \$7B after consecutive #1 rankings in 2020 and 2021.

Source: RCA

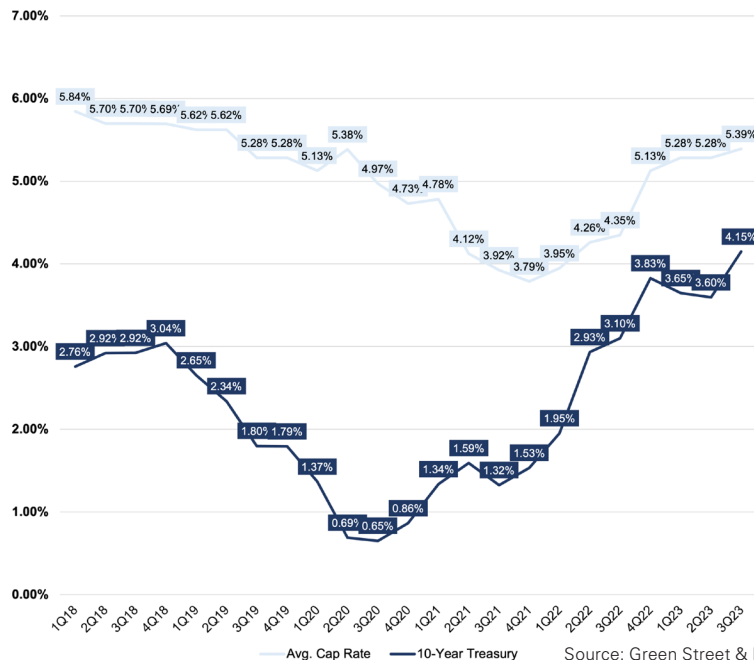
SALES VOLUME AND PPU, QUARTERLY



CAP RATE AND 10-YEAR TREASURY

■ Sales Volume — Price/Unit

Source: RCA



Source: Green Street & FRED

DFW continues to lead the nation through the first half of 2023 in multifamily sales transaction volume. Multifamily sales accounted for more than 50% of all commercial property transactions in the first half of the year.

Source: RCA

Single Family

The average single family home selling price in DFW was \$514,138 in August 2023, a 3% year-over-year increase.

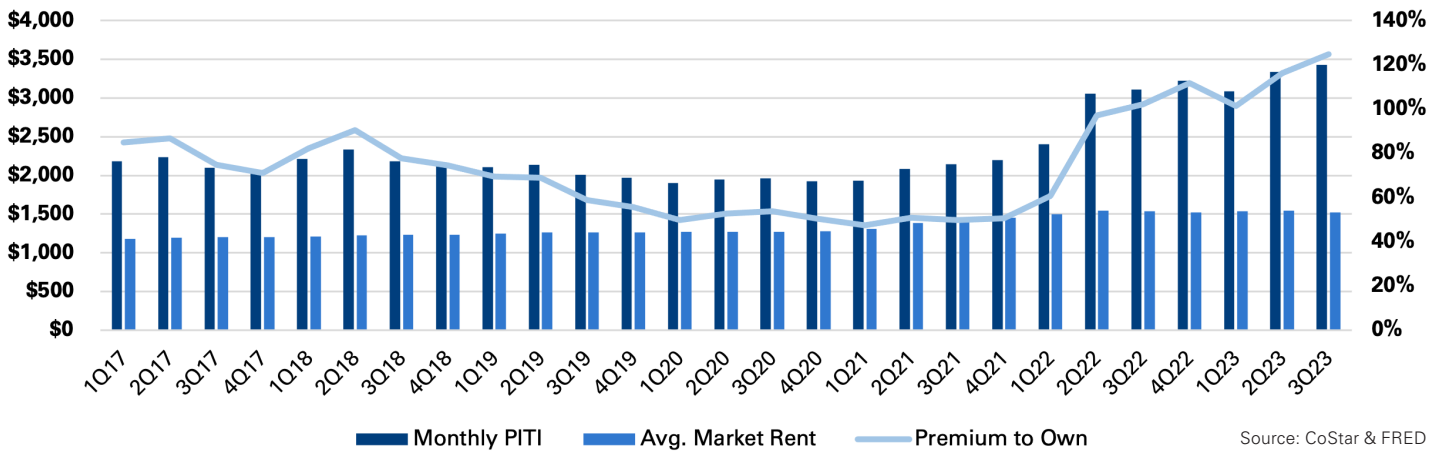
The average single family home selling price PSF was \$210.25 in August 2023.

The number of single family home sales decreased by 8% year-over-year, totaling 8,009 sales in August 2023.

Source: NTRIS

RENT VS. OWN

* Monthly PITI assumes 20% down, 2.5% taxes & insurance



Source: CoStar & FRED

MEDIAN PRICE AND 30 YEAR MORTGAGE RATE



Source: FRED

Team Credentials

TEAM ACTIVITY FROM 2021-2023*

190

transactions

\$7.7B

total volume

48,132

total units

15

closed portfolios

* includes 2023 closed and under contract

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Vice Chairman



BRIAN O'BOYLE, JR.
Vice Chairman



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Singapore
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