

HOUSTON

2022

[The Rebound]



HOUSTON quick facts

Though a relatively young city compared with counterparts like Boston, New York and Los Angeles, Houston is the one of the fastest growing big cities in the country. Ranked fourth in the U.S. by total population, Houston is luring more residents from around the globe drawn by its mix of cultural amenities, world-class restaurants, diverse communities and a low cost of living. Aided by the absence of city or state income tax and affordable housing prices, Houston's cost of living is far below the national average.

The 9-county Greater Houston area is one of the largest and most diverse business regions in the nation. Houston's strategic, central location coupled with the infrastructure of four of the country's largest ports, two international airports and major highway and rail service make this a dynamic hub for a large cross-section of industries that connects companies to the world.

Houston
\$118,000
Average Income

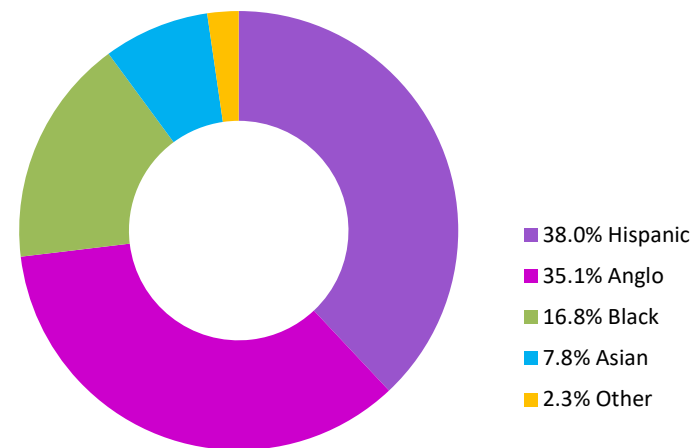
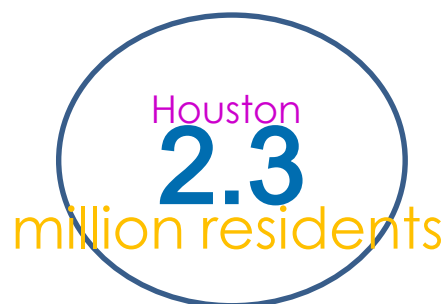
- Houston is the nation's **4th** most populous city
- If Houston were a country, it would rank as the **27th** largest economy in the world - exceeding Austria's and Nigeria's Gross Domestic Product.
- Houston ranks **3rd** in the U.S. for manufacturing GDP and has the highest industry GDP within the city
- More than 500 institutions are devoted to the performing and visual arts, science and history in the Houston area.
- The 9-county Houston MSA had a population of **7,154,478** residents as of July, 2020, according to estimates by the U.S. Census Bureau
- If metro Houston were a state, it would have the 15th largest population in the U.S. behind Arizona, and ahead of Massachusetts and Tennessee.

Houston
1.4%
Projected Growth

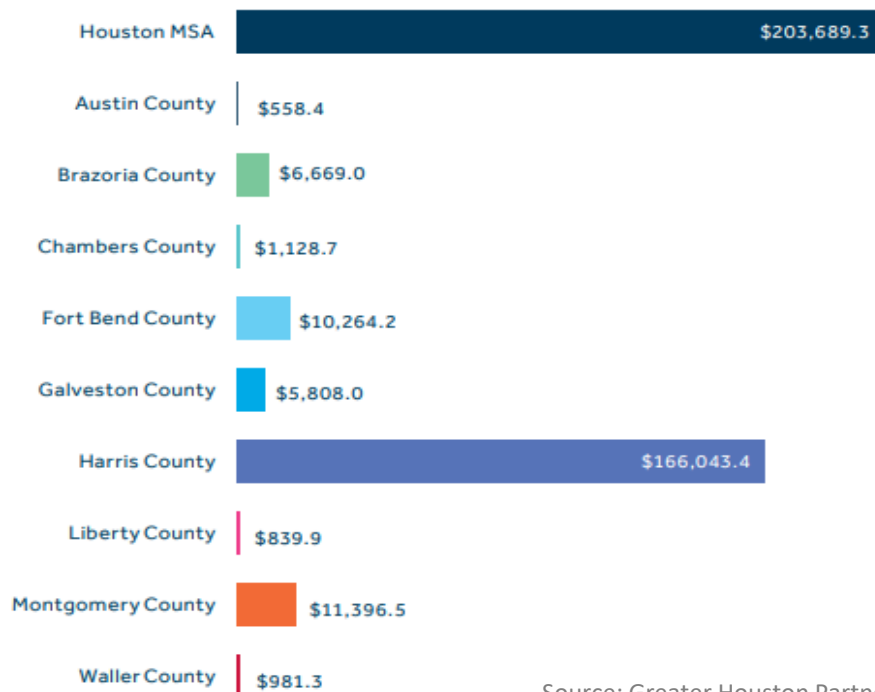
Houston MSA
Businesses
160,000

Houston
34.9
Median Age

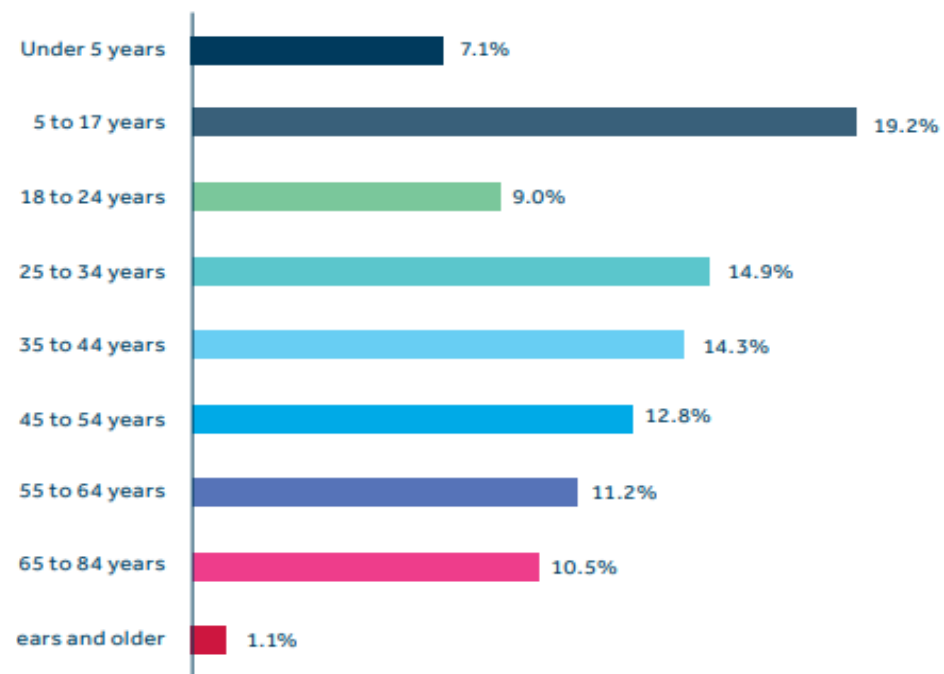
HOUSTON quick facts



Total Wages (Metro Houston, (\$ Millions))



Age Distribution



Source: Greater Houston Partnership 2022

HOUSTON

quick facts

Top 20 Employers



UNIVERSITY OF HOUSTON



HOUSTON MSA

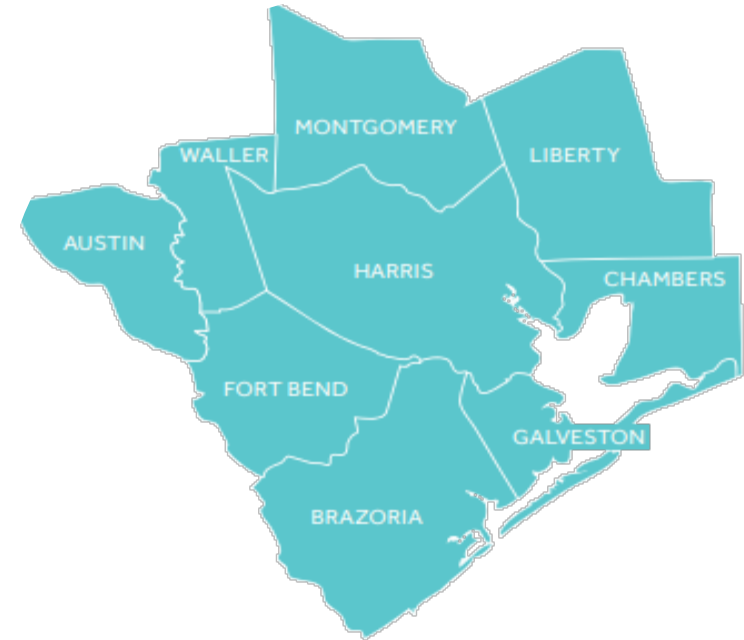
The Houston - The Woodlands - Sugar Land Metropolitan Statistical Area (MSA)

contains nine Texas counties: Austin, Brazoria, Chambers, Fort Bend, Galveston, Harris, Liberty, Montgomery and Waller. Within these nine counties are 124 incorporated cities and 33 Census Designated Places (CDP).

The county seat or administrative center of Harris County is the City of Houston. Harris County contains the bulk of the cities population in addition to all or part of 33 incorporated cities and 12 CDPs. Small portions of Houston spread into adjacent Montgomery and Fort Bend counties.

The nine-county Houston-The Woodlands-Sugar Land MSA covers 9,444 square miles, is the nation's 5th largest metro area. An area larger than five states: New Hampshire, New Jersey, Connecticut, Delaware and Rhode Island. [The 9-county Houston MSA had a population of 7,154,478 residents as of July, 2019, according to estimates by the U.S. Census Bureau.]

Harris County covers 1,778 square miles, enough space to fit the cities of Austin, Boston, Chicago, Dallas, New York City and Seattle with room still to spare.



9,444
square miles

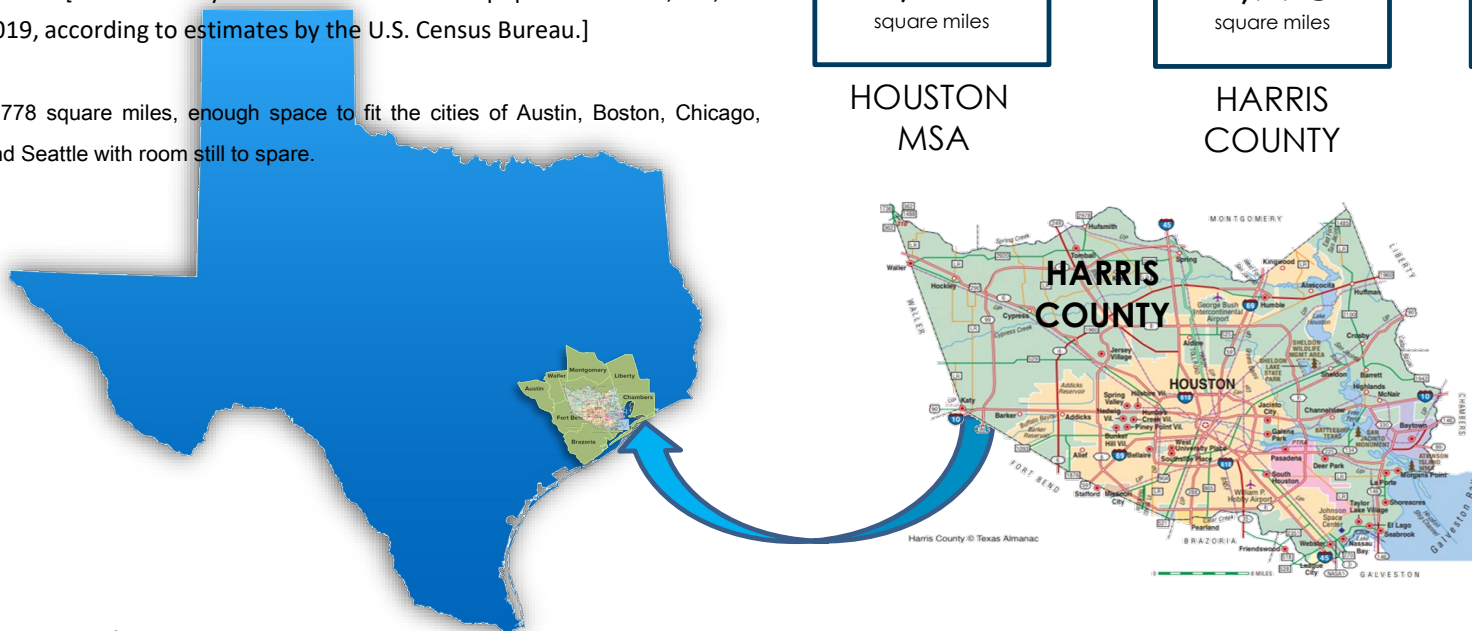
HOUSTON
MSA

1,778
square miles

HARRIS
COUNTY

655
square miles

HOUSTON



HARRIS COUNTY



Harris County, Texas - is the third largest county in the United States by population ranking behind only Los Angeles County (Los Angeles, CA) and Cook County (Chicago, IL). Its county seat is Houston, Texas, also the fourth largest city in the nation.

- Harris County is part of the Houston-Woodlands-Sugarland MSA with a total population of approximately 7.1 million.

- Harris County ranks first among Texas counties with a current population of approximately 4.7 million residents.

- Harris County is the largest of the 12 counties in the Greater Houston region. Almost three-quarters of the county are covered by the city of Houston and thirty smaller communities; only about 27 percent of the county is rural. The county comprises 1,778 square miles and is the largest Texas county east of the Nueces River. Harris County transportation systems serve intrastate and interstate needs with six major railroads hauling freight to distribution centers and to the port; Amtrak provides passenger rail service while METRO provides light rail and passenger bus service. Buses, trucks and passenger cars utilize a network of highways including Interstate 10 east and west and Interstate 45 north and south. U.S. Highway 59/I-69 crosses the county from northeast to southwest and goes to the Rio Grande valley, and U.S. 290 leads to West Texas via Austin. Loop 610 encircles the heart of Houston, a second loop, Beltway 8, allows traffic to move around the perimeter of the urban sector. A third loop, SH 99, the Grand Parkway, is a 180+ mile circumferential scenic highway which, when completed, will be the longest highway loop in the United States, traversing seven counties and encircling the Greater Houston region.

- Two major airports, George Bush Intercontinental and William P. Hobby, are within the city of Houston. Leading sectors include health care, trade, service and education.

HARRIS COUNTY STATS

4,738,253 Population

116,146 Businesses

2,308,089 Employment

\$53,188 Per Capita Income

33.1 Median Age

2022



THE ECONOMY

HOUSTON economy

Strong gains but still recovering losses. Houston's job growth in 2021 ranks among its best years ever, and 2022 will match or exceed it.

A return to normalcy?

Through the first 11 months of 2021, the region created more than 130,000 jobs. 2021 will go on the books as the best year for job creating. The previous record was 1981 when the metro area created 126,900 jobs.

The region will see growth across all sectors of the economy. The greatest job gains will occur in administrative services (primarily outsourcing and contract workers), professional services (legal, accounting, management consulting, public relations, IT), and health care.

Construction, energy, manufacturing, and wholesale trade struggled prior to the pandemic and they continued to shed jobs as the economy reopened. We're starting to see improvement in those sectors, however. Rather than being a drag on Houston's recovery, as they have been the last 12 to 18 months, they will provide some lift to job growth in 2022.

Several factors will drive growth in 2022: the ongoing U.S. expansion, growth in the global economy, the need to restock inventories drawn down during the pandemic, the return of global oil demand to pre-pandemic levels, and an influx of newcomers to Houston. According to Patrick Jankowski, senior vice president of research, Greater Houston Partnership, "I'm seeing more out-of-state license plates on Houston's streets than I've seen in several years."

According to Jankowski, the Houston area will add at least 100,000 residents in 2022 through a combination of natural increase – that is, over deaths – and in-migration, both from other parts of the U.S. and abroad. That population growth will help to drive additional economic activity. "People are moving here," Jankowski said. "That's going to drive the demand for housing (up), whether it's a single-family home or apartment. Those people are going to be eating in restaurants. They're going to need new doctors. They're going to be needing to their houses."

"People are moving here," Jankowski said. "That's going to drive the demand for housing (up), whether it's a single-family home or apartment. Those people are going to be eating in restaurants. They're going to need new doctors. They're going to be needing to their houses."

Other leading areas of job growth will include restaurants and bars, government – specifically, school districts and community colleges, and transportation and warehousing. Job categories that are still struggling include energy, manufacturing, construction, and wholesale trade. The slowdown in the energy sector has had an indirect effect on the other three categories, Jankowski said.

The Partnership projects global crude oil demand will reach pre-COVID levels sometime next year. That will help improve job growth in energy, manufacturing and wholesale trade sectors. However, construction may still remain a problem due to overbuilding in the office sector: there are about 70 million square feet of office space in the Houston area, Jankowski said.

The Partnership forecasts the metro Houston jobs picture will also benefit from more traffic through the Port of Houston due to an increase in global trade. The World Trade Organization is projecting global trade will increase by 4.7% in 2022.

One potential headwind for the region is the continued effect of the pandemic, which could grow worse with the arrival of the omicron variant. But Jankowski said the effect would not be as bad as it has been. "We've found ways to work around it," Jankowski said. "I don't think we're going to see a government shutdown. I don't think you're to see people totally staying away from the stores, but they're going to adjust their behavior. They're going to wear a mask. They're to get their boosters. They're going to be a little bit more careful. It might slow things down, but a new variant won't derail things. There's just too much pent-up demand out there."

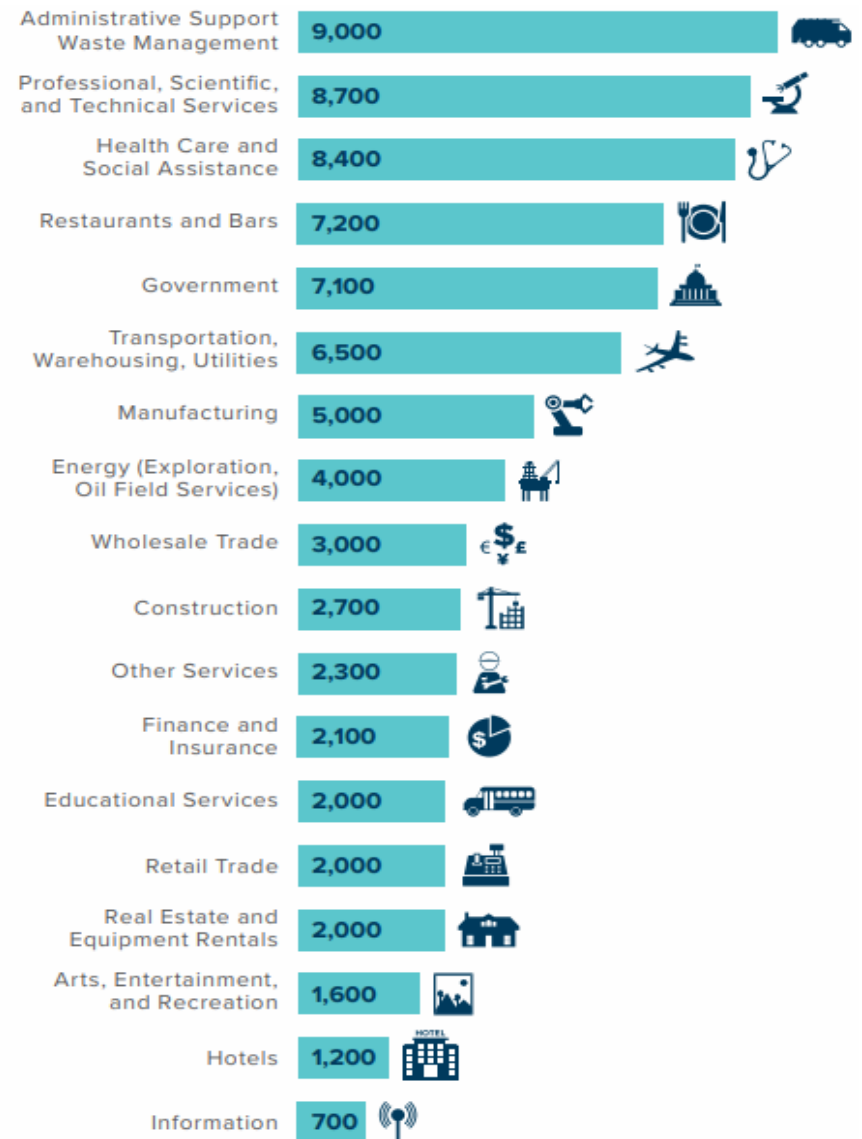
A more likely headwind to growth is the lack of available workers. It seems every other shop, restaurants, and warehouse has a "Help Wanted" signs posted outside. Job growth would be even stronger if more residents entered the workforce.

"Only eight times in the past 21 years has annual growth exceeded 75,500 jobs," Jankowski says. "Those years tend to coincide with rising oil prices or prices at an unsustainably high level. Factor out the booms (and the busts) and metro Houston typically creates 65,000 to 70,000 jobs in a 'normal' year. Measured against that '22 looks to be one of the better years for job growth in Houston."

Source: Greater Houston Partnership 2022

METRO HOUSTON FORECAST - PROJECTED JOB GAINS/ LOSSES

December '21 - December '22



Economic Drivers

2022

Energy

Houston is the leading domestic and international center for virtually every segment of the energy industry—exploration and production, transmission, marketing, service, trading, supply, offshore drilling and technology. More than 4,650 energy-related firms are located within the Houston metro area, including over 600 exploration and production firms, 740 oilfield service companies, nearly 90 pipeline transportation firms, and hundreds of manufacturers and wholesalers of energy-sector products.

Two-thirds of the global-integrated oil companies (e.g., ExxonMobil, Shell, Chevron) have operations here. More than half of all oil field service firms based outside of North America (e.g. ENI, TechnipFMC, Transocean) have offices in Houston, and around one-fifth of the world's national oil companies (e.g., Saudi Aramco, PetroChina, Gazprom) have operations in Houston.

New Energy

Houston is well positioned to lead the transition to low-carbon and no-carbon energy. Houston has a large, diverse, and technically oriented workforce. It has the most highly developed of energy infrastructure in the nation. A large and expanding renewable generation capacity is already in place. The local culture supports innovation and growth. And the region's extensive port, rail and aviation infrastructure offer a platform for large-scale decarbonization initiatives. The strategy sets out three initial objectives for the region: jumpstarting emerging technologies and markets where Houston has a strategic advantage, attracting and supporting companies in established yet rapidly growing "New Energy" industries, and creating an environment that encourages investment in and deployment of a wide range of value chains. The later includes everything from nature-based solutions, to cleaner production of natural gas, oil, and petrochemicals, to breakthroughs in energy efficiency, geothermal energy, and advanced materials.

Petrochemical & Refining

The Spaghetti Bowl is a complex of several thousand miles of product pipeline connecting hundreds of chemical plants, refineries, salt domes and fractionation plants along the Texas Gulf Coast. It gives the Houston area an economic advantage through convenient and low-cost transfer of feedstocks, fuel and chemical products among plants, storage terminals and transportation facilities. In '20, the Houston metro had a crude operating capacity of 2.7 million barrels of refined petroleum products per calendar day representing 14.0 percent of overall U.S. capacity, according to the U.S. Energy Information Administration. Oil refiners in the region employed 8,079 in '20, equivalent to 3.6 percent of the Houston region's total manufacturing workforce.

44
out of
113

US publicly traded oil and gas companies are located in Houston

13

13 of the nation's 20 largest oil pipeline operators have corporate or divisional headquarters in Houston

\$1.9 billion

Total Trade in Aviation

Economic Drivers

Aerospace & Aviation

Years before the historic Apollo 11 mission in 1969, Houston was a pioneering hub in the aerospace and aviation sector. But the mission didn't stop at the moon. Over the decades, Houston scientists and engineers have helped with some of the world's biggest space endeavors, including running mission control for the International Space Station for nearly 20 years. Some of the sharpest minds in aerospace and aviation technology continue to chart a vibrant future for Houston centered around NASA's Johnson Space Center and one of the world's only truly urban commercial spaceports. Every manned U.S. space mission since 1961 has been planned and executed from JSC. Every astronaut has lived and trained in the Houston area, every manned mission controlled here. The missions of tomorrow—to the moon, to Mars and beyond—are being planned today by scientists and engineers who call Houston home.

Ellington Field, located 18 miles southeast of downtown Houston, became a Federal Aviation Administration (FAA) designated spaceport in '15. In '20, Phase 1 construction of the spaceport development was underway, an \$18.8 million project designed to provide infrastructure and utilities. One of only 10 spaceports in the U.S., the project is intended to help attract the relocation of aerospace companies. Axiom Space, the world's first commercial space station builder, announced in '20 that it will build a 14-acre headquarters campus at Ellington Field to train private astronauts and establish a private space station. The company also leased office space in the Clear Lake area near JSC.

Bio-Tech and Life Science

Houston's health care industry includes 158,690 health care practitioners and technical occupations, including 12,190 medical doctors and 61,100 nurses. As a hub for medical device manufacturing, pharmaceuticals, and health research, the Houston region is home to more than 18,960 life science and biotech researchers. More than 1,860 clinical trials were active in the Houston region in '20, representing 19.9 percent of all trials in the U.S. In '20, Houston medical institutions and life science firms received \$833.9 million in National Institutes of Health (NIH) grant funding, up 16.3 percent from '19. In the last five years, the region received nearly \$3.5 billion in NIH funding, an average of \$690.8 million per year. [The Texas Medical Center's](#) Innovation Institute is the epicenter of Houston's life science startup activity. The organization aims to help early stage companies commercialize new medical technologies by providing access to the vast resources of the world's largest medical center. The Innovation Institute's accelerator program, TMCx, focuses on early-stage companies making breakthroughs in medical devices, digital health care services, diagnostics and therapeutics. A related entity, TMCx+, offers a rotating incubator program for seed-stage companies. Additionally, the Texas Medical Center launched the TMC Venture Fund in '17. The fund has invested in 30 Houston health startups in the last three years.

Advanced Manufacturing

The 6,723 manufacturing establishments in the Houston region employed 223,706, or about 1 in 13 Houston-area workers in '20, according to the Texas Workforce Commission. The average annual wage was \$88,574. The value of goods manufactured in metro Houston topped \$86.0 billion in '19 and accounted for 16.8 percent of the region's total GDP, according to the Bureau of Economic Analysis.

110+

Active astronauts and
astronauts in training

11,000+

JSC employees

\$5.56 billion
annual budget

\$5.2 billion

Projected economic impact of
Texas Medical Center's (TMC)
new research campus TMC3

23

Houston is home to 23
Fortune 500
Companies

Economic Drivers

Headquarters Capital

Houston is home to more than 20 Fortune 500 company headquarters and one of the largest concentrations of U.S. headquarters locations for companies from around the world. Houston's success as a top global market for headquarters is driven by its business-friendly climate, high-growth population and proximity to diverse professional and corporate services talent.

Construction

The construction industry in Houston employed an average of 224,344 people in the four quarters ending Q3/20, according to the Texas Workforce Commission. Nearly half of all construction employment occurred as specialty trade contractors (e.g., electrical work, plumbing, site preparation, painting). The remaining types of construction employment, building construction and heavy and civil engineering construction accounted for 23.0 percent and 28.5 percent of construction employment, respectively. Annual wages in the industry averaged \$76,947. The Houston metro area was home to nearly 11,696 construction establishments in the four quarters ending Q3/20. Of that total, 60.4 percent were specialty trade contractors, 29.6 percent were in building construction, and 10.0 percent were heavy and civil engineering construction establishments.

City of Houston building permits totaled nearly \$6.5 billion in '20 with nearly \$2.8 billion for residential and nearly \$3.8 billion for commercial building permits, according to city data.

Port of Houston/Foreign Trade

The Houston region has four seaports which handled 230.1 million metric tons of foreign trade in '20. Of these four ports, the Port of Houston is the largest and ranks first in foreign trade tonnage among all U.S. seaports. Port Freeport ranks 15th in the U.S., Port of Texas City ranks 22nd and Port of Galveston ranks 43rd. In '19, the Port of Houston ranked first in total tonnage (domestic and foreign)—after 27 consecutive years in second place—and first in foreign tonnage (exports and imports) for the 24th consecutive year, according to the most recent data available from the U.S. Army Corps of Engineers. Globally, the Port of Houston ranked as the 16th largest port in the world by total tonnage.

Foreign trade in '20 totaled 180.5 million metric tons valued at \$126.5 billion. Imports totaled 47.9 million metric tons, valued at \$52.5 billion. Exports totaled 132.6 million metric tons, valued at \$74.0 billion. The Port of Houston traded with 212 countries in '20. Of those, trade with 32 countries exceeded one billion dollars each while trade with 152 additional countries exceeded one million dollars. The Port's top trading partner by value is China and by weight is Mexico.

1st

Houston ranked 1st in tonnage in US

16th

Houston ranked 16th largest port in the world by tonnage

\$126.5 billion

Foreign trade in '20 totaled 180.5 million metric tons valued at \$126.5 billion.

Economic Drivers

Highways

Houston's extensive highway system is well integrated with the Port of Houston, Houston Intercontinental Airport (IAH), Hobby Airport, Ellington Airport, and the mainline railroads serving the city. Houston is at the crossroads of Interstate Highways 10, 45 and 69. When connections are complete, I-69 will link Canada, the U.S. industrial Midwest, Texas and Mexico.

There are 3,355 centerline miles and 11,084 lane miles of freeways and expressways in operation, according to the Texas Department of Transportation (TxDOT) Houston District. The Houston District includes Brazoria, Fort Bend, Galveston, Harris, Montgomery, and Waller Counties. Corridors: Houston's major thoroughfares include Beltway 8, Fort Bend Tollway, Grand Parkway 99, Hardy Tollway, I-10, I-45, I-610, SH 6, SH 146, SH 225, SH 288, US 59/I-69, US 90, US 290 and the Westpark Tollway.

Motor Freight Lines

The region's extensive highway system is well-integrated with the Houston Airport System, four deep water seaports and the mainline railroads serving the city. Houston is at the crossroads of Interstate Highways 10, 45 and 69. I-69 is known as the "NAFTA superhighway" that will link Canada, the U.S. industrial Midwest, Texas and Mexico once complete. 1,469 long-distance trucking establishments operate in the Houston MSA.

Railroads

The Houston area is served by BNSF Railway Company, Kansas City Southern Railway Company and Union Pacific Railroad Company. Businesses along the Houston ship channel are served by the Galveston Railroad, Port Terminal Railroad Association and Texas City Terminal Railway Company. Eight mainline tracks and five branch line tracks radiate from Houston.

Amtrak provides passenger service three times per week in Houston via the Sunset Limited route that travels from New Orleans to San Antonio and Los Angeles.

Airports

The Houston Airport System ranks as one of the largest multi-airport systems in North America. The system is comprised of George Bush Intercontinental Airport (IAH), William P. Hobby Airport (HOU) and Ellington Airport (EFD). Scheduled and charter passenger carriers fly directly to approximately 180+ domestic and international destinations from Houston. Houston is the international air gateway to the southern United States and Latin America. In '15, Hobby Airport added direct flights to Mexico, making Houston the only city in Texas with two international airports – one of only eight such cities nationwide.

According to J.D. Power's '20 Airport Satisfaction rankings, George Bush Intercontinental (IAH) ranked 13th among "mega airports" in the U.S. and William P. Hobby Airport (HOU) ranked 4th among "large" airports in the US.



8,700 miles

Houston has a rail network of more than 8,700 miles of

13th

J.D. Power's ranked George Bush Intercontinental 13th among "Mega Airports" in the U. S.

2022 MULTIFAMILY OUTLOOK

Red-Hot Real Estate Market to Continue in 2022



U. S. Multifamily - 2022 Outlook

Experts Expect a "Golden Age" For Apartment Owners



Arrows indicate from the same quarter in the previous year.

*Total past four quarters.

*Source: Newmark Q3 2021 U.S. Multifamily Summary

Apartment demand sky rocked in 2021 on the heels of a housing market that boxed out many buyers. Rents rose, occupancy rates shot up to 97% for market-rate apartments, and institutional capital poured into rentals. Experts predict 2022 will yield handsome payouts for landlords. Source: CRE Daily Newsroom

Trends to watch

Investors Still Favor Multifamily

The U.S. multifamily sector is poised to finish 2021 with overall occupancy and net effective rents above pre-pandemic levels. While certain markets face challenges, the overall health of the sector will lead to a record 2022.

The growing economy is boosting household formation, which had been artificially suppressed by the pandemic. New households are catalyzing demand for rentals, which is expected to match the pace of new deliveries in 2022. We forecast multifamily occupancy levels to remain above 95% for the foreseeable future.

Construction will remain elevated in the near term. Completions in 2021 will likely reach a new high, and another 300,000+ units will be delivered in 2022. For context, deliveries averaged 206,000 units annually since 2010 and 171,000 per year since 1994.

Despite strong demand, the volume of new Class A product coming online will limit the performance of higher-quality assets. However, Class A rents were most negatively affected during the crisis and there is more room to recover. Overall, an 8% growth in urban effective rents in 2022 is projected. These exceptional growth rates will moderate to 3% in 2023 and slightly below that in subsequent years. These strong fundamentals, together with the expectation that debt will remain available and at a relatively low cost, is welcome news to developers as construction costs rise.

Source: CBRE Market Outlook 2022

According to data from CoStar, real estate owners are investing heavily in multifamily. Analysts from CoStar and Walker & Dunlop predict that raising rents will make a considerable difference on the balance sheets of landlords in 2022. CRE analytics provider Green Street projects a 13.5% increase in net operating income for publicly traded landlords, but other analysts question whether tenants will continue paying these rates.

Thomas Grimes Jr., COO of Mid-America, believes renters will stay put. His company, specializing in middle-income buildings in Sunbelt markets, raised rents for renewal tenants by 13% in 2021. Other analysts doubt sustainability.

Housing analysts say that the cure for rising rents in an increase in the supply of multifamily housing, but inflation and supply chain bottlenecks are choking fresh housing starts. Source: CRE Daily Newsroom

The rise of single-family rentals

The single-family rental market will gain traction with both renters and investors as more millennials reach child-rearing life stages. Urban apartment operators will rely more on Gen Z to backfill the resulting vacancies.

Return to the office will spur urban demand

Rising office occupancy will boost urban multifamily demand. CBRE projects that U.S. office workers will spend an average of 3.4 days per week in the office going forward, down a full day from the 4.4-per-week average in 2018. While living near the office may not be as important in the future, it will remain a key consideration for many renters.

Source: CBRE Market Outlook 2022

Houston Multifamily Outlook 2022



The Multifamily Market Witnessed a Remarkable Rebound



Vacancy Rate*

7.0%



Delivered Units*

15,925 Units



Net Absorption*

39,155 Units



Rent Growth*

+9.6%

*Total past four quarters. Source: CoStar Houston Multifamily Market Report 1-5-22

High-Quality Suburban Rentals
Attracting Residents Priced Out of
Homeownership!

Affordability gap doubles that of the U.S.

The metro's median single-family home price surged 19 percent during the past year as migration to the market accelerated. This widened Houston's affordability gap, or the difference between an average rental rate and a mortgage payment on a median priced home. The margin is now \$890 per month in the metro, compared with the U.S. average of \$451 per month. Upper-tier apartments serve as an appealing alternative to homeownership, while also offering greater flexibility and lower maintenance. Suburbs like the Woodlands and Katy have been top choices for residents seeking rentals higher on the quality spectrum. Class A vacancy fell by at least 250 basis points and Class B availability decreased by 200 basis points or more in both of these submarkets over the past year. Source: Marcus & Millichap Q3/21 Houston Market Report

Houston ranks **3rd** among
major US markets!

Vacancy

Houston's multifamily market witnessed a remarkable rebound in 2021. Vacancies have been trending down since peaking at the end of 2021 and are currently 7.0% and the lowest they've been since 2014. About 19,000 units are underway and construction starts slowed significantly in 2021, falling to a four-year low.

Supply-side risk is most pronounced in Neartown/River Oaks, a submarket in the urban core that is very receptive to additional density. It is home to some of the most affluent neighborhoods in Houston, as well as a strong base of office-using jobs, particularly in the financial services sector. Around 3,600 units are underway, and new supply will inevitably weigh on the submarket's vacancy rate, which is anticipated to underperform the Houston average by around 150 bps over the next couple of years.

Strong demand has helped push multifamily rents by 9.6%, the strongest year-over-year growth rate on record, a trend prevalent in both urban and suburban communities.

The Neartown/River Oaks Submarket welcomed the most deliveries out of Houston submarkets. Another fellow urban submarket that ranked high among the top 10 in Houston in terms of new supply last year was the Heights.

Source: CoStar Houston Multifamily Market Report 1-5-22

Rents

Apartment rents in Houston have witnessed a remarkable rebound in 2021. Robust demand and tightening availabilities have supported strong rent growth as the year has progressed and, as of 1st Qtr 2022, not only have all pandemic effects been erased, but new record highs in both average asking and annual rent growth rates have been reached. Rent growth is now pervasive across nearly all Houston submarkets. Fast growing suburban submarkets such as Cinco Ranch and The Woodlands posted some of the strongest gains over the past year. Meanwhile, rising vaccination rates and a return to the office are leading to resurgent demand for urban rentals and supply-heavy submarkets such as the Heights and Neartown/River are staging an impressive recovery.

Houston Multifamily Outlook 2022

Rents cont.

With asking rents and demand surging, concessions are abating. Around 20% of Houston area apartment communities offered some concession in November, compared with more than 45% seen in January, 2021. Concessions currently vary widely by location. The most generous concessions are still primarily concentrated in lease-ups or newer, expensive buildings in supply-heavy areas. New apartment complexes in areas such as Downtown and Neartown/River Oaks have offered concessions of up to 3 months of free rent during the past year. From a quality perspective, the strongest asking rent growth over the past 12 months has been in assets rated 4 & 5 Star, 11.5%. Houston's 3 Star segment has increased by 9.0% during that time.

Sales

Sales activity has surged over the past few quarters. CoStar estimates that multifamily investment volume in Houston exceeded \$2 billion during the third quarter 2021, more than twice the quarterly average seen between 2017 and 2019.

A mix of private and institutional buyers continue to drive transaction volume. Meanwhile, REITS continue to make up a small share of the buyer pool. Out-of-state buyers drove investment in 2021 accounting for more than 70% of buyer volume by 3rd Qtr 2021.

Sales cont.

Value-add trades are common, and submarkets with a large amount of workforce housing inventory continue to garner plenty of sales activity. Investors looking to acquire older assets with the purpose of renovating and raising rents have plenty of options in submarkets such as Southwest Houston -- which is home to a large amount of renters-by-necessity and the highest household density in the metro -- which are popular with investors.

Houston cap rates have continued to compress since the start of the pandemic and, at 5.6%, are only slightly above the national benchmark of 5.3%. Source: CoStar Houston Multifamily Market Report 1-5-22

Average multifamily properties traded within a range of \$100,000 - \$150,000 in 2021 Source: CoStar

Houston cap rates continue to compress to 5.6% Source: CoStar



75,500 JOBS
will be created



15,000 UNITS
will be completed



16,000 UNITS
will be absorbed



9.6% INCREASE
in effective rent