

Source: AXIOMETRICS, RCA, CoStar

Market Survey Results and Forecasts	Sequential				Month	Annual						
	2Q16	3Q16	4Q16	2Q17	Jul-17	2015	2016	2017F	2018F	2019F	2020F	2021F
Effective Rent Per Unit	\$926	\$911	\$910	\$929	\$919	\$893	\$913	\$927	\$954	\$986	\$1,015	\$1,039
Per Sq. Ft	\$1.03	\$1.01	\$1.01	\$1.03	\$1.02	\$0.99	\$1.01	\$1.03	\$1.06	\$1.10	\$1.13	\$1.15
Effective Rent Growth - Annually	2.5%	1.5%	1.6%	0.9%	1.1%	3.4%	2.3%	1.5%	3.0%	3.4%	2.8%	2.4%
Effective Rent Growth - Quarterly	0.6%	-1.6%	0.0%	2.0%								
Occupancy Rate	94.5%	93.8%	93.7%	94.3%	94.0%	94.2%	94.1%	93.7%	94.0%	94.5%	94.2%	93.9%
Occupancy Change - Annually	-0.3%	0.0%	-0.1%	-0.3%	-0.5%	0.1%	0.0%	-0.4%	0.2%	0.6%	-0.3%	-0.4%
Occupancy Change - Quarterly	0.0%	-0.7%	-0.1%	0.6%								
Economic Concessions												
Concession Value	\$-6.39	\$-12.24	\$-11.03	\$-6.78	\$-4.96	\$-9.07	\$-10.02					
As a % of Asking Rent	-0.7%	-1.3%	-1.2%	-0.7%	-0.5%	-1.0%	-1.1%					

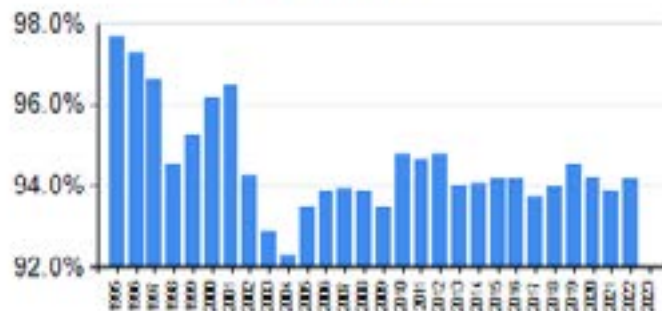
Annual Effective Rent Growth

— National — St. Louis, MO



Annual Occupancy Rate

■ St. Louis, MO



RECENT SALES

Date	Property Name	Address	City	Units	Year Built	Price in \$	\$/Units
Jun-17	Jefferson Arms	409 N Tucker Blvd	Saint Louis	596	1904	3,000,000	5,034
Jun-17	Oxford Apts	3723 Cambridge Ave	Maplewood	94	1967	4,000,000	42,553
May-17	Bridgewater	23 Kassebaum Ln	St. Louis	84	2016	9,825,000	116,964
May-17	Zaz Apartment Complex	7569 Ellis Avenue	Maplewood	80	1963	4,220,000	52,750
May-17	Applegate Apartments	1452 Cantwell Ln	Caseyville	108	2002	8,516,950	78,861
May-17	G.W. Loft	2615 Washington Ave	St. Louis	60	1896	5,020,000	83,667
Apr-17	Woodhollow Apartments	1871 McKelvey Hill Dr	Maryland Heights	402	1973	32,650,000	81,219
Apr-17	Heatherton Estates	6203 Kingsfont Pl	Florissant	256	1971	11,200,000	43,750
Apr-17	Neighborhood Gardens	1200 N 8th St	St. Louis	148	1935	6,187,500	41,807

SUPPLY AND DEMAND

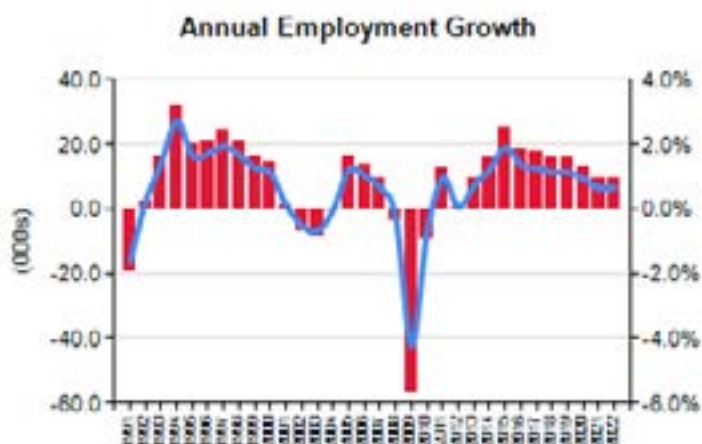
According to the Bureau of Labor Statistics, job growth in St. Louis, MO-IL Metro Area was 1.2% in June 2017, reflecting 16,600 jobs added during a 12-month period.

Axiometrics forecasts St. Louis, MO-IL Metro Area's job growth to be 1.1% in 2018, with 15,581 jobs added. Job growth is expected to average 0.9% from 2019 to 2021, with an average of 12,840 jobs added each year.

On the supply side, permits for 1,803 multifamily units were issued in the 12 months ending in June 2017, down -672 units from the prior year's sum. In terms of total residential housing, 7,524 units were permitted in the 12 months ending June 2017, a decrease of -419 units from the prior year's total.

Market Employment and Permitting										
	Annual			June-17		Annual Forecast				
	2014	2015	2016	Market	National	2017F	2018F	2019F	2020F	2021F
Employment (000s)	1,319.7	1,344.9	1,363.2	1,391.0	147,388.0	1,380.5	1,396.1	1,412.0	1,425.2	1,434.6
Job Gain (000s)	15.8	25.1	18.3	16.6	2,206.0	17.4	15.6	15.9	13.2	9.5
Job Growth (%)	1.2%	1.9%	1.4%	1.2%	1.5%	1.3%	1.1%	1.1%	0.9%	0.7%
Total Residential Permitting	6,885	7,298	7,943	6,857	1,094,862	8,042	10,952	12,346	11,207	10,032
Relative Change	21.1%	6.0%	8.8%	-9.9%	4.7%	1.2%	36.2%	12.7%	-9.2%	-10.5%
Single Family Units Permitted	4,498	5,008	5,340	5,113	704,478					
Relative Change	-4.0%	11.3%	6.6%	11.0%	8.5%					
Multifamily Units Permitted	2,207	2,141	2,475	1,662	359,109					
Relative Change	168.2%	-3.0%	15.6%	-42.5%	-2.3%					
Multifamily as a % of Total	32.1%	29.3%	31.2%	24.2%	32.8%					
Demand/Supply Ratio										
Job Gain / Total Residential Units Permitted	2.8	3.6	2.5	2.2	2.1	2.2	1.9	1.5	1.1	0.8
Job Gain / Single Family Units Permitted	3.4	5.6	3.7	3.6	3.4					
Job Gain / Multifamily Units Permitted	19.2	11.4	8.6	5.7	6.0					

Multifamily Absorption and Supply										
	Annual			2Q17		Annual Forecast				
	2014	2015	2016	Market	National	2017F	2018F	2019F	2020F	2021F
Total Units Absorbed	1,446	1,041	1,485	984	175,965	1,271	2,466	1,831	274	967
New Supply	823	789	1,611	2,052	363,579	2,051	1,370	1,040	1,380	1,434
Inventory Growth	0.5%	0.5%	1.0%	1.0%	1.4%	1.2%	0.8%	0.6%	0.8%	0.8%



IDENTIFIED SUPPLY

As of August 13, 2017, Axiometrics has identified 1,786 apartment units scheduled for delivery in 2017, of which, 716 have been delivered. As a comparison, there were 1,156 apartment units delivered in 2016. Properties delivered to the market in the last 12 months have achieved an average asking rent of \$1,466 per unit, or \$1.63 per square foot. Effective rent has averaged \$1,408, or \$1.57 per square foot, resulting in an average concession value of \$-57.64. As a comparison, existing properties in the market had an average asking rent of \$936 per unit (\$1.04 per square foot) and an average effective rent of \$929 per unit, or \$1.03 per square foot, in 2Q17. Concessions for existing properties averaged \$-6.78.

Submarket Delivery Schedule										
Top Submarkets	Pipeline Delivery Schedule				Pipeline Lease Up Trend					
	2015	2016	2017	Total	Units Absorbed		Asking Rent		Effective Rent	
					Totals	PPM	Per Unit	PSF	Per Unit	PSF
Clayton/Mid-County		168	781	949	165	15	\$1,616	\$1.88	\$1,541	\$1.79
Maryland Heights/NW County		128	126	254	158	14	\$1,661	\$1.81	\$1,560	\$1.70
St. Charles County		174	182	356	134	7	\$1,968	\$2.07	\$1,780	\$1.87
St. Louis City North	197	219	252	668	121	6	\$1,254	\$1.25	\$1,249	\$1.24
St. Louis City South	295	435	409	1,139	251	5	\$1,306	\$1.55	\$1,285	\$1.52
Other	11	32	36	79	12	2	\$1,118	\$1.44	\$1,082	\$1.39
St. Louis, MO-IL	503	1,156	1,786	3,445	841	7	\$1,502	\$1.67	\$1,434	\$1.60

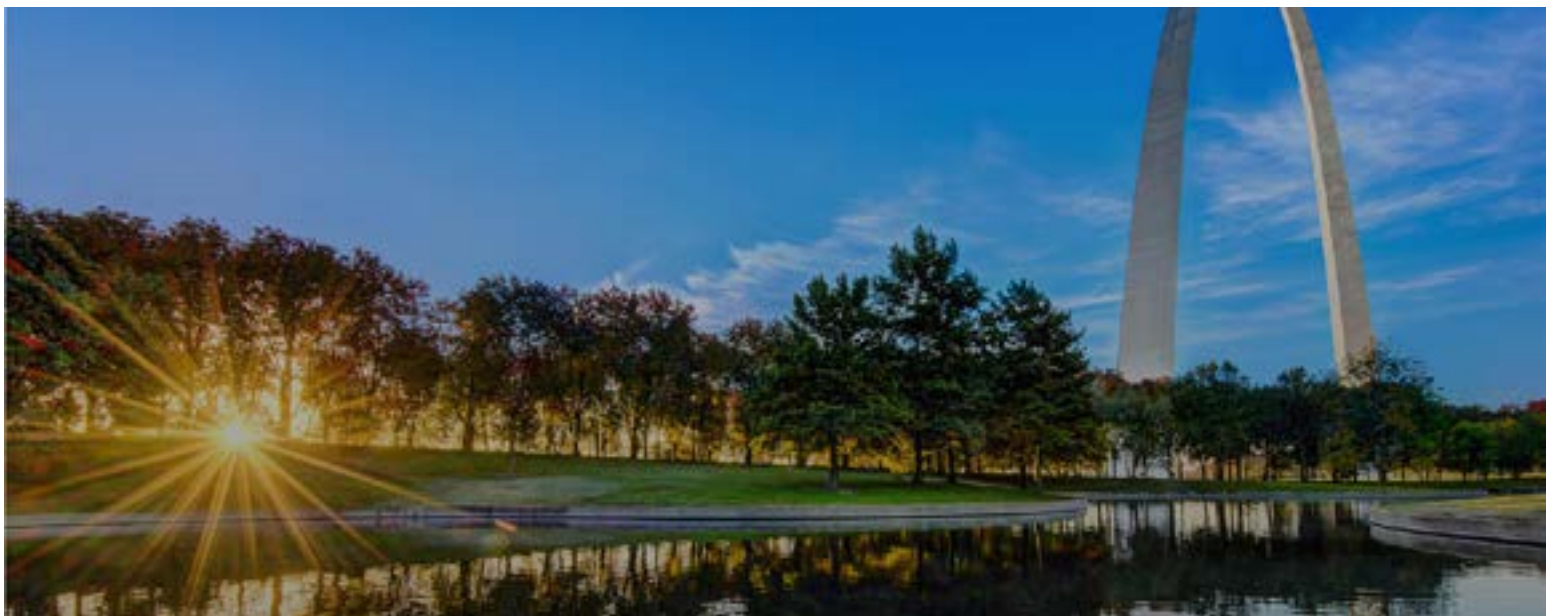
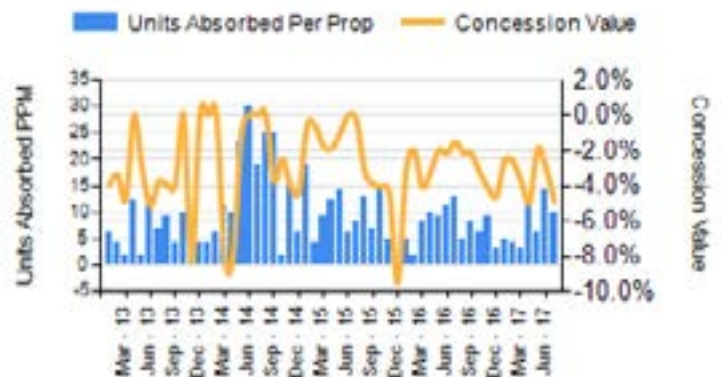
*Based on 2017 deliveries

*Trend based on a trailing 12 month period

Identified Unit Deliveries



Lease Up Performance



PIPELINE DETAIL

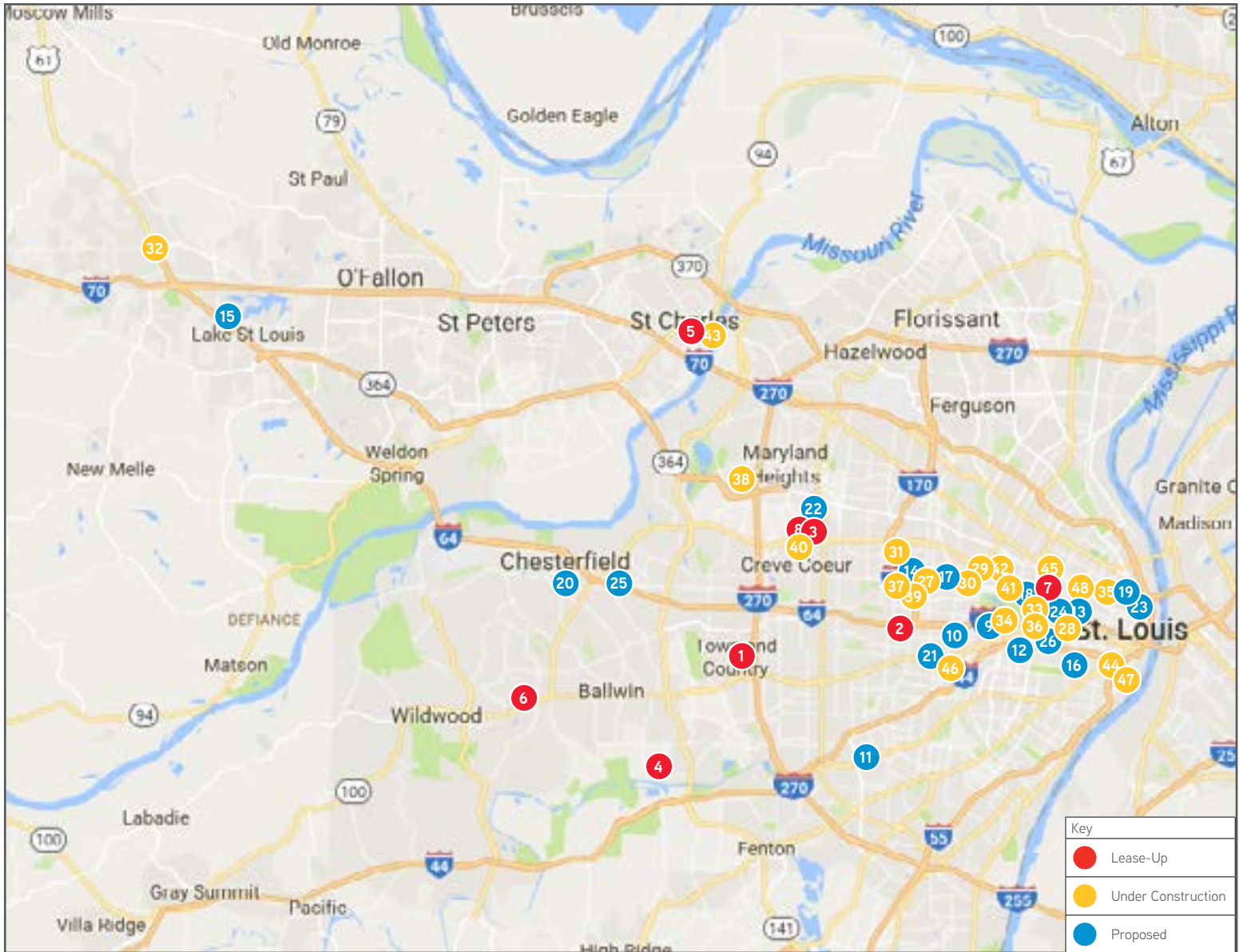
Source: CoStar

#	Name	Status	Owner	Address	Market	Units
Lease Up						1,345
1	Alinea Town and Country	Lease Up	TriStar Properties	12831 Daylight Dr	North Outlying Mid County	254
2	EVO	Lease Up	DK Real Estate Services	9015 Eager Rd	Richmond Heights MF	290
3	Vanguard Heights	Lease Up	Strategic Properties of North America	10362 Old Olive Street Rd	North Outlying Mid County	174
4	Vance Station Apartments	Lease Up	Vance Station Apartments Llc	1465 Parkside Commons Ct	Peerless Park MF	96
5	River Crossing Apartments	Lease Up	Edward Rose & Sons	1 Riverine Dr	Saint Charles MF	60
6	Aventura at Towne Centre	Lease Up	Above All Development	16318 Truman Rd	Ballwin MF	144
7	Citizen Park	Lease Up	The Opus Group	4643 Lindell Blvd	Central West End MF	217
8	The Vue at Creve Coeur	Lease Up	BCC Partners LLC	1001 Old Olive Way	North Outlying Mid County	110
Proposed						3,579
9	Dogtown	Proposed	Pearl Development	6300 Clayton Ave	Clayton-Tamm MF	100
10	7601 Clayton	Proposed	The Lipton Group	7601 Clayton Rd	Clayton MF	300
11	Crestwood Plaza	Proposed	Urban Street Group, LLC	Crestwood Ct	Crestwood MF	226
12	5006-5030 Daggett Ave	Proposed	Sansone Group	5006-5030 Daggett Ave	The Hill MF	225
13	City Foundry Apartments	Proposed	City Foundry STL	3700 Forest Park Ave	Midtown MF	279
14	Shaw Park Apartments	Proposed	Flaherty & Collins Properties	8049 Forsyth Blvd	Clayton MF	264
15	LSS - Independent Living	Proposed	Lutheran Senior Services	Freytmuth Rd	Lake Saint Louis MF	176
16	YMCA Apartments	Proposed	Altus Properties	2232-2256 S Grand Blvd	Compton Heights MF	110
17	The Beacon	Proposed	Cornerstone	Hanley Rd	Clayton MF	84
18	One Hundred	Proposed	Mac Properties	100 N Kingshighway Blvd	Central West End MF	305
19	917-921 Locust St	Proposed	TWG Development	917-921 Locust St	Downtown St Louis MF	88
20	Watermark at Chesterfield Village	Proposed	Watermark Residential	16300 Lydia Hill Rd	Chesterfield MF	345
21	8071-8075 Manchester Rd	Proposed	Truman Bank	8071-8075 Manchester Rd	Brentwood MF	80
22	Covenant Place - Phase II	Proposed	Community Housing Management	8 Millstone Campus Dr	North Outlying Mid County	254
23	Chemical Building Apartments	Proposed	TWG Development	721 Olive St	Downtown St Louis MF	125
24	311 Sarah St	Proposed	Wexford Science & Technology, LLC	311 Sarah St	Central West End MF	200
25	40 West Luxury Living	Proposed	Thomas Neal Kaiman	Schoettler Rd & S Outer Rd	Chesterfield MF	258
26	Woodward Lofts	Proposed	J B G Properties Llc	1519 Tower Grove Ave	Forest Park Southeast MF	160
Under Construction						3,448
27	Ceylon	Under Construction	The Opus Group	25 N Central Ave	Clayton MF	120
28	Chouteau's Grove	Under Construction	Green Street Development	Chouteau Ave	Forest Park Southeast MF	255
29	Everly on the Loop	Under Construction	Clayco Inc.	6167 Delmar Blvd	West End MF	208
30	Castlereigh Apartments	Under Construction	Washington University	6820 Delmar Blvd	University City MF	60
31	Mansions on the Plaza - Phase II	Under Construction	The Medve Group, Inc.	8300 Delmar Blvd	University City MF	116
32	Villages at Lake Silvercote Phase II	Under Construction	ZM Management LLC	100 Dry Brook Rd	Wentzville MF	158
33	700 S Euclid Ave	Under Construction	The Washington University	700 S Euclid Ave	Central West End MF	189
34	Encore at Forest Park	Under Construction	Balke Brown Transwestern	5714 Highlands Plaza Dr	Cheltenham MF	246
35	Gallery 1014	Under Construction	Brandonview LLC	1014-1024 Locust St	Downtown St Louis MF	81
36	Gateway Lofts	Under Construction	Restoration St. Louis	4400 Manchester Ave	Forest Park Southeast MF	56
37	The Barton	Under Construction	Covington Realty Partners	8500 Maryland Ave	Clayton MF	229
38	Aventura at Maryland Oaks Apartments	Under Construction	MLP Management	12410 McKelvey Rd	North Outlying Mid County	240
39	Two Twelve Clayton	Under Construction	White Oak Realty Partners, LLC	212 S Meramec Ave	Clayton MF	250
40	The Vue at Creve Coeur Phase II	Under Construction	BCC Partners LLC	1001 Old Olive Way	North Outlying Mid County	72
41	5510 Pershing Ave	Under Construction	Asprient Properties	5510 Pershing Ave	Central West End MF	165
42	5539 Pershing Ave	Under Construction	Asprient Properties	5539 Pershing Ave	Central West End MF	156
43	River Crossing- Phase II	Under Construction	Edward Rose & Sons	1840 S River Rd	Saint Charles MF	194
44	Soulard	Under Construction	Propper Construction Services	1400 Russell Blvd	Soulard MF	126
45	North Sarah Apartments - Phase III	Under Construction	St Louis Housing Authority Dev	1024 N Sarah St	Vandeventer MF	77
46	Sunnen Station Apartments	Under Construction	Holland Construction Services, Inc.	31 Sunnen Dr	Maplewood MF	232
47	721 Victor St	Under Construction	Asprient Properties	721 Victor St	Soulard MF	118

PIPELINE DETAIL, CONTINUED

#	Name	Status	Owner	Address	Market	Units	
48	1706 Washington Ave	Under Construction	1600 Washington LLC	1706 Washington Ave	Downtown St Louis MF	100	
						Total Units	8,372

PIPELINE MAP



WHO WE ARE

One of the largest and most experienced teams of multifamily specialists in the industry



MORE THAN

50

Dedicated Multifamily Professionals & Advisors



COVERING OVER
20 STATES

20

Expansive geographic footprint

MORE THAN

33,500

Units sold since 2011



\$2.3^B

Group gross transaction value in since 2011

WE CAN HELP

As an investor in multifamily properties, you need a firm that provides experience, broad reach and the ability to market an asset no matter how challenging the economic environment. You need a team that specializes in your **market** you need The East Region Multifamily Advisory Group.

Colliers International has one of the largest and most experienced teams in the industry, strategically located in key markets throughout North America. Our combination of market dominance, expertise, and singular focus, make us uniquely successful in helping our clients achieve their disposition objectives.

How are we able to bring together the skills and tools necessary to complete challenging assignments? Our East Region Multifamily Advisory Group is connected by purpose and focus. Our team is dedicated to sharing information on market opportunities, capital sources and buyers/sellers to achieve the best results for our clients.



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