



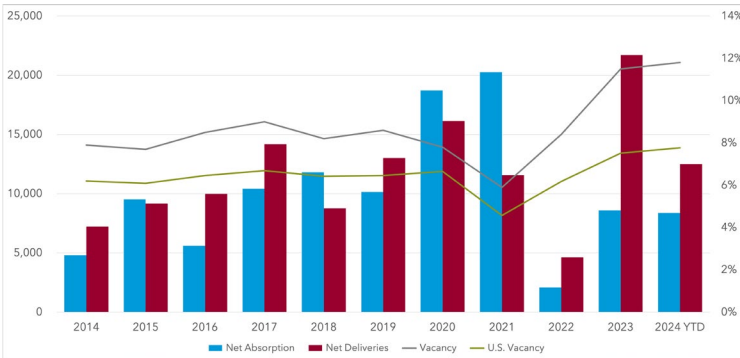
MULTIFAMILY MARKET OVERVIEW

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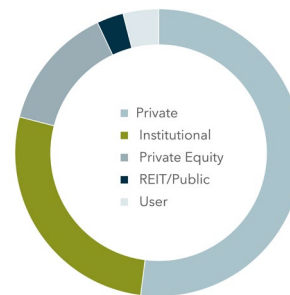
Demand has returned to Atlanta’s multifamily market, but the sector is now grappling with elevated vacancy rates following a record influx of new supply. Over the past few years, multifamily vacancy in Atlanta has surged, climbing from 5.9% in 2021 to the current 11.8%. This increase has also led to a softening of area rents. Looking ahead, overall vacancy in the Atlanta market is expected to remain above the 10-year average for the next several years as the pace of new unit deliveries slows and the buildings lease up.

MARKET INDICATORS	Q2 2024	Q1 2024	Q4 2023	Q3 2023	Q2 2023
▲ 12 Mo. Absorption Units	12,342	10,116	8,586	4,332	3,583
▲ Vacancy Rate	11.8%	11.7%	11.5%	10.5%	10.3%
▲ Asking Rent/Unit (\$)	\$1,611	\$1,600	\$1,582	\$1,605	\$1,599
▼ Under Construction Units	29,736	35,356	34,534	35,997	40,022
▲ Inventory Units	572,514	563,868	556,179	550,339	588,392

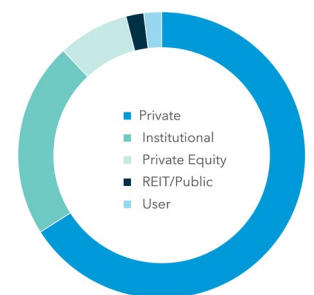
NET ABSORPTION, NET DELIVERIES, & VACANCY



SALE BY BUYER TYPE



SALE BY SELLER TYPE



**Sale by Buyer and Sale by Seller Data is comprised of data from the previous 12 months.

TOP SALE TRANSACTIONS	SALE PRICE	NUMBER OF UNITS	BUYER / SELLER
1500 Westshore Drive Cumming, GA	\$118,500,000 \$327,348 Per Unit	362	Weinstein Properties Atlantic Residential
1265 Mount Vernon Highway Atlanta, GA	\$102,500,000 \$248,786 Per Unit	412	Pacific Urban Investors LLC New York Life Insurance Company
2110 Preston Park Drive Duluth, GA	\$97,000,000 \$220,455 Per Unit	440	Greystar Real Estate Partners Cortland

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
TPA Group LLC	\$414,050,087
Atlantic Residential	\$207,625,000
The Carlyle Group	\$185,384,832
Starwood Capital Group	\$162,899,380
GoldOller Real Estate Investments	\$162,625,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Weinstein Properties	\$444,529,900
Ares Management Corp	\$216,963,305
Equity Residential	\$191,000,000
Hilltop Residential	\$177,750,000
Stockbridge Capital Group LLC	\$151,920,477

