



Multifamily Market Update & Outlook

Jay Parsons, VP of Asset Optimization & Deputy Chief Economist, RealPage Inc.

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ABOUT REALPAGE



INDUSTRY FIRSTS

- Invested nearly \$700,000,000 in R&D since 2010
- First SaaS provider to the rental housing industry
- First to provide real-time data
- Highest level of focus on data science and artificial intelligence
- First comprehensive revenue management capabilities



OPEN PARTNERSHIP, OPEN PLATFORM

- Effortlessly open: end-to-end to existing core to point solutions
- Open API, hundreds of third-party integrations
- 95% NMHC Top 50
- \$1 trillion worth of rental real estate assets run on RealPage
- Cadre of experts



FINANCIAL STABILITY FOR THE LONG HAUL

- Founded in 1998; built for real estate from the start
- Offices in 26 countries; over 7,000 team members
- GAAP total revenue of \$988.1 million; 14% increase, year-over-year
- Publicly traded: Nasdaq Global Select: RP



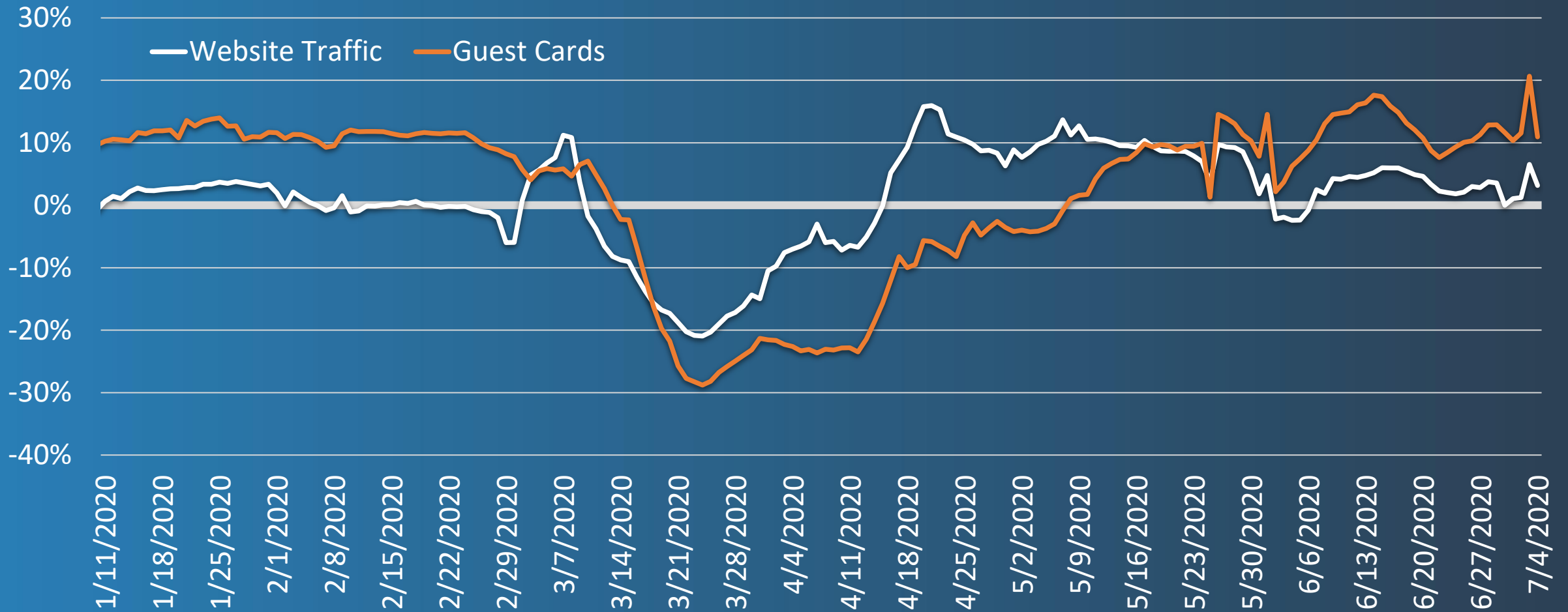
GLOBAL SCALE, RESILIENT OPERATIONS

- Hardened data center
- 5th largest SaaS data center in the world
- 4 billion transactions per-peak-day; 850 billion+ annually
- 75 million+ calls a year
- 14.5 petabyte data storage capacity
- 4 redundant 40Gbps fiber link connections

RENT PAYMENTS & COLLECTIONS

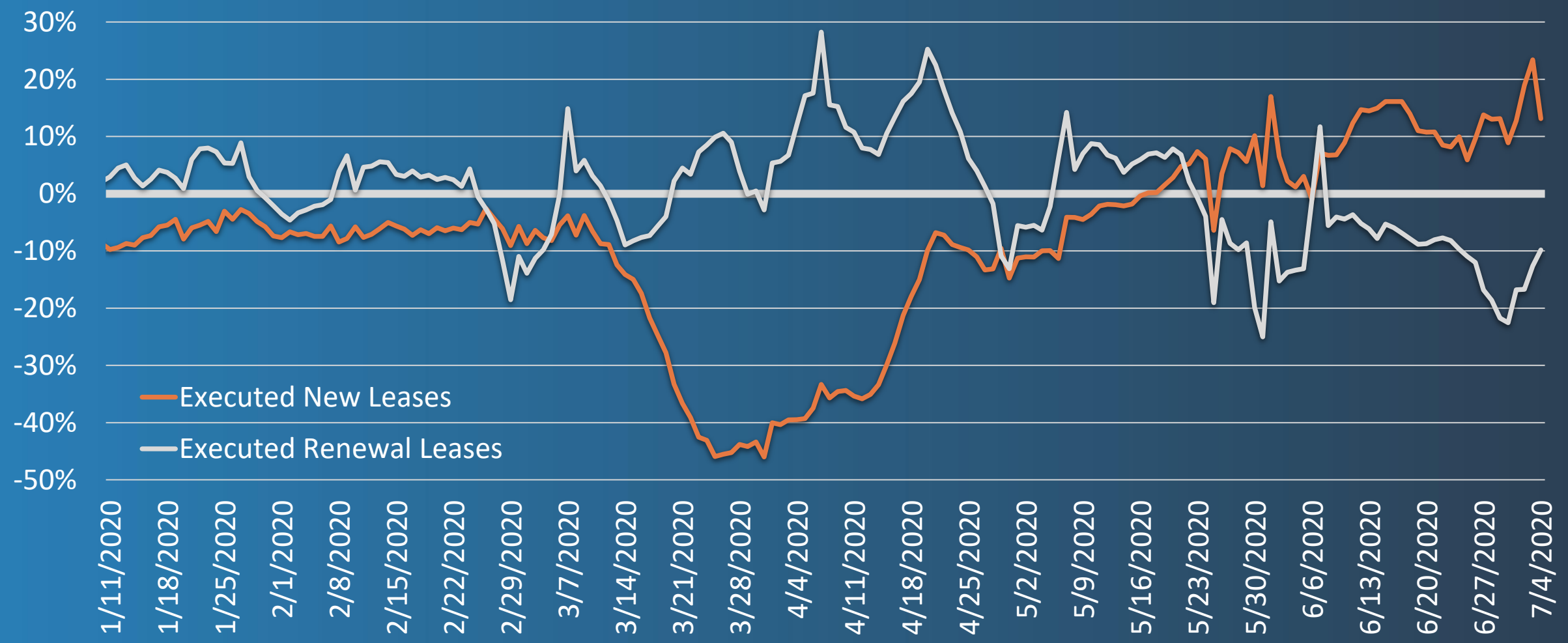
- Renter sentiment surveys appear to divert from reality of payments
- Market-rate rent collections through June had shown surprisingly little impact
- 77.4% paid as of July 6 (market-rate only)
 - Down 2.3 ppts year-over-year
 - Down 3.4 ppts month-over-month (July 4 holiday has impact)
- Big coastal cities trailing Sun Belt and Midwest for rent collections
- Class A and B holding up well, while Class C having some challenges
- Smaller, mom-and-pop properties appear to be most challenged
- Payment plans widely offered, but not widely utilized

YoY Change in Traffic and Guest Cards



Rolling seven-day totals, same-store basis, sourced from RealPage systems

YoY Change in Apartment Executed Lease Signings



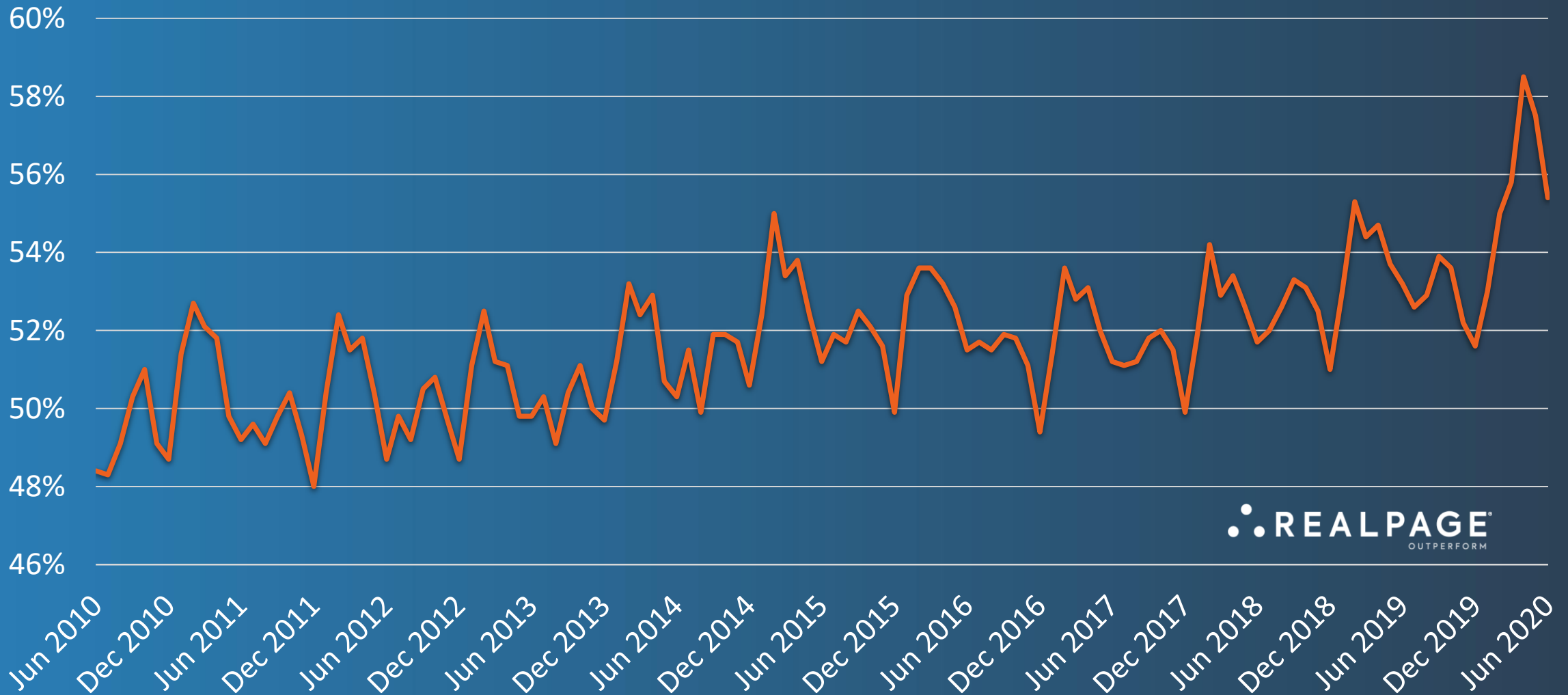
Rolling seven-day totals, same-store basis, sourced from RealPage systems

YoY Change in Executed New Lease Rents



Rolling seven-day averages, same-store basis, sourced from RealPage systems

U.S. Apartment Monthly Retention Rates



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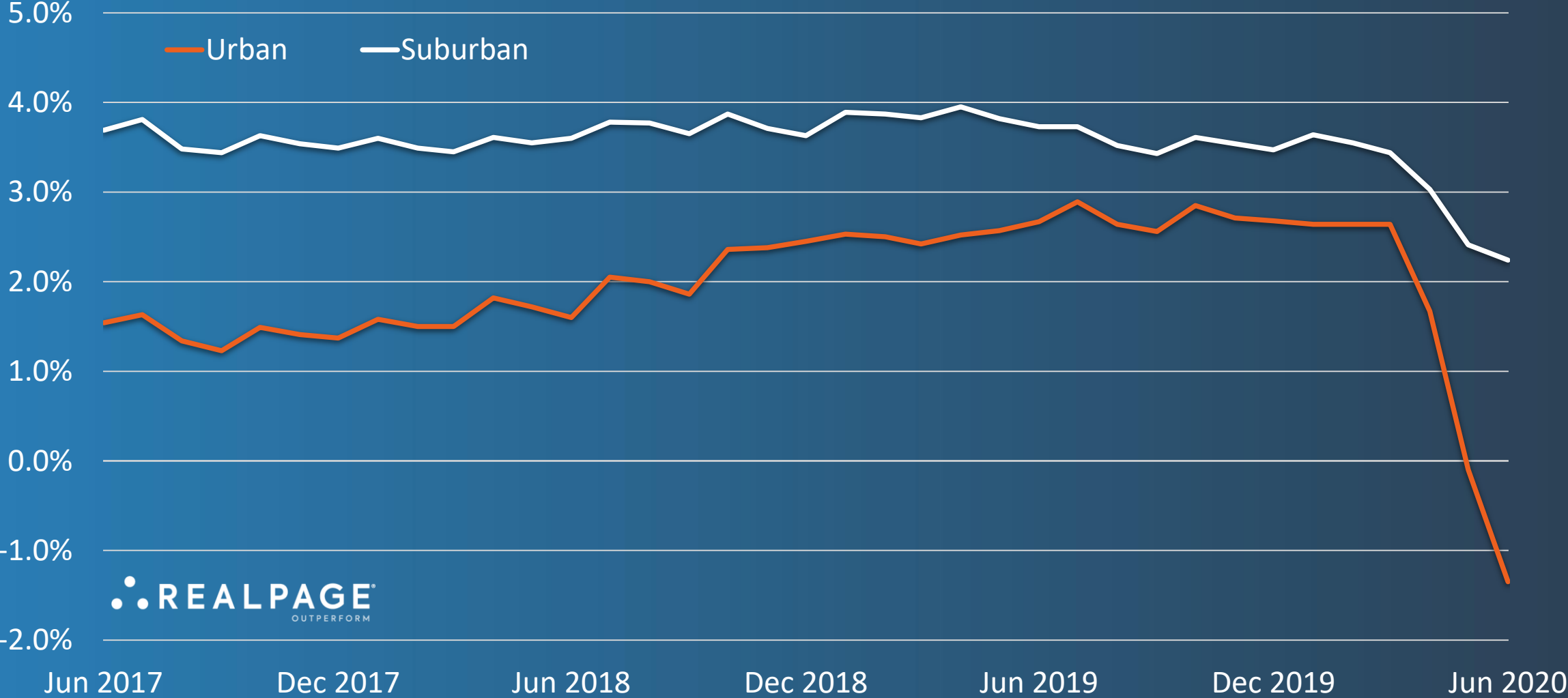
**Share of renters renewing leases in the same unit, sourced from RealPage systems*

YoY Change in Executed Renewal Lease Rents



*Rolling seven-day averages, same-store basis, sourced from RealPage systems

YoY Rental Revenue Change: Urban vs. Suburban



*YoY change in Rev/ASF, sourced from RealPage systems

SEPARATING FACTS VERSUS NOISE

1. **Housing demand is growing for all housing types**

- For-sale and for-rent demand is generally in sync, and both currently trending up

2. **Much of the population has seen minimal financial impact (in part due to CARES Act)**

- BEA: Personal income jumped 10.5% between March and April, while spending dropped 13.6%
- Banks reporting sizable increase in small-account checking account balances
- Univ of Chicago study: 68% of jobless workers getting higher pay from unemployment than in job

3. **Rent affordability & eviction conversations must be focused on the true problems**

- Lack of designated affordable housing supply
- Lack of government support (local and federal) to increase affordable rental stock
- Focus on big coastal cities, particularly in older and non-institutional properties
- Few signs of challenges in institutional-grade apartments, particularly outside Top 5 cities

MULTIFAMILY CAPITAL MARKETS UPDATE

1. Loan forbearance requests remain small

- Freddie Mac June report: 5% of loans and 2.6% of unpaid principal balance
- 75% of forborne loans are Small Balance Loans. "Since these properties have fewer units, each tenant experiencing stress has a larger impact on small property owners."
- Fannie and Freddie recently announced expanded programs to protect both borrowers and tenants

2. Multifamily deal flow has stalled, but pricing holding up

- Mismatch between owner and buyer expectations triggering market freeze
- Volume of properties sold plunged 85% in May year-over-year
- Lots of dry powder targeting apartments, but "wait and see" is prevailing

LOTS OF POSITIVES, BUT BIG QUESTIONS STILL LOOM

1. **Second wave of COVID-19 and increased cases in Sun Belt**
2. **Unemployment benefits expiration looming; what happens next?**
3. **Shape of economic recovery... is a “V” now even less likely?**
4. **Extension of eviction moratoriums and other policy shifts; are they precise enough?**
5. **Undersupply of rental housing, particularly affordable**