

• the industry's largest professional research organization







- Named 1 of the 10 Most Innovative Software Companies in the World by Forbes
- NASDAQ Listed, Multi-Billion Dollar Company
- 3,000 Employees in 80 Offices in 7 Countries
- 30 Years of Digital Real Estate Leadership
- Acquired Apartments.com in 2014
- Investing \$1 Billion into Building a Better Apartment Website



30

Years

Digital Real Estate Leadership 3100

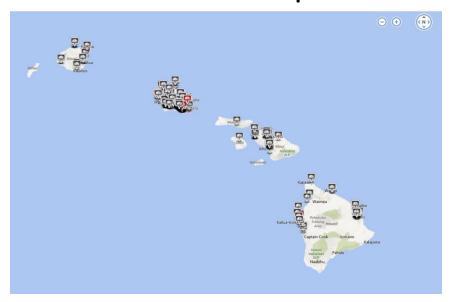
Employees

80 Offices 7 Countries **24M**

Unique Visitors Monthly 500K

Multifamily Properties
Tracked

Statewide Apartment Properties Total Count - 2454 Properties



Leasing Units	Survey	5-Year Avg
Vacant Units	276	433
Vacancy Rate	1.7%	3.0%
12 Mo. Absorption Units	922	248

Rents	Survey	5-Year Avg
Studio Asking Rent	\$934	\$1,151
1 Bed Asking Rent	\$1,169	\$1,055
2 Bed Asking Rent	\$1,474	\$1,331
3+ Bed Asking Rent	\$2,046	\$1,723
Concessions	0.3%	0.7%

Inventory in Units	Survey	5-Year Avg
Existing Units	50,123	47,699
12 Mo. Const. Starts	463	423
Under Construction	463	512
12 Mo. Deliveries	659	201

Sales	Past Year	5-Year Avg
Sale Price Per Unit	\$219,076	\$194,982
Asking Price Per Unit	\$257,070	\$202,855
Sales Volume (Mil.)	\$274	\$1,048
Cap Rate	4.9%	5.2%

Statewide Condos and Co-Ops Total Count - 809 Properties



Leasing Units	Survey	5-Year Avg
Vacant Units	-	-
Vacancy Rate	-	-
12 Mo. Absorption Units	0	-

Rents	Survey	5-Year Avg
Studio Asking Rent	-	-
1 Bed Asking Rent	-	-
2 Bed Asking Rent	-	-
3+ Bed Asking Rent	-	-
Concessions	0.0%	0.0%

Inventory in Units	Survey	5-Year Avg
Existing Units	73,928	72,523
12 Mo. Const. Starts	3,108	1,577
Under Construction	3,953	1,048
12 Mo. Deliveries	1,099	391

Sales	Past Year	5-Year Avg
Sale Price Per Unit	\$202,982	\$179,591
Asking Price Per Unit	\$352,054	\$585,406
Sales Volume (Mil.)	\$164	\$254
Cap Rate	5.0%	4.9%

Apartment Properties Total Count - 2308 Properties



Leasing Units	Survey	5-Year Avg
Vacant Units	236	385
Vacancy Rate	1.7%	3.0%
12 Mo. Absorption Units	932	236

Rents	Survey	5-Year Avg
Studio Asking Rent	\$950	\$1,189
1 Bed Asking Rent	\$1,184	\$1,076
2 Bed Asking Rent	\$1,504	\$1,355
3+ Bed Asking Rent	\$2,064	\$1,737
Concessions	0.2%	0.7%

Inventory in Units	Survey	5-Year Avg
Existing Units	45,158	42,789
12 Mo. Const. Starts	463	423
Under Construction	463	512
12 Mo. Deliveries	659	201

Sales	Past Year	5-Year Avg
Sale Price Per Unit	\$220,125	\$197,933
Asking Price Per Unit	\$288,949	\$216,409
Sales Volume (Mil.)	\$271	\$1,014
Cap Rate	4.6%	5.2%

Condos and Co-Ops Total Count - 746 Properties



Leasing Units	Survey	5-Year Avg
Vacant Units	-	-
Vacancy Rate	-	-
12 Mo. Absorption Units	0	-

Rents	Survey	5-Year Avg
Studio Asking Rent	-	-
1 Bed Asking Rent	-	-
2 Bed Asking Rent	-	-
3+ Bed Asking Rent	-	-
Concessions	0.0%	0.0%

Inventory in Units	Survey	5-Year Avg
Existing Units	68,244	66,842
12 Mo. Const. Starts	3,108	1,577
Under Construction	3,953	1,048
12 Mo. Deliveries	1,099	391

Sales	Past Year	5-Year Avg
Sale Price Per Unit	\$296,557	\$300,424
Asking Price Per Unit	\$352,054	\$585,406
Sales Volume (Mil.)	\$164	\$208
Cap Rate	5.0%	4.9%

Apartment Properties

County	Unit Count	Number of Communities	Average Age
Hawaii	4064	55	1968
Honolulu	46242	2308	1961
Kauai	507	15	1979
Maui	2777	76	1977

Condominum/Co-Op Properties

County	Unit Count	Number of Communities	Average Age
Hawaii	1768	20	1975
Honolulu	72526	746	1974
Kauai	544	7	1983
Maui	3369	36	1986

