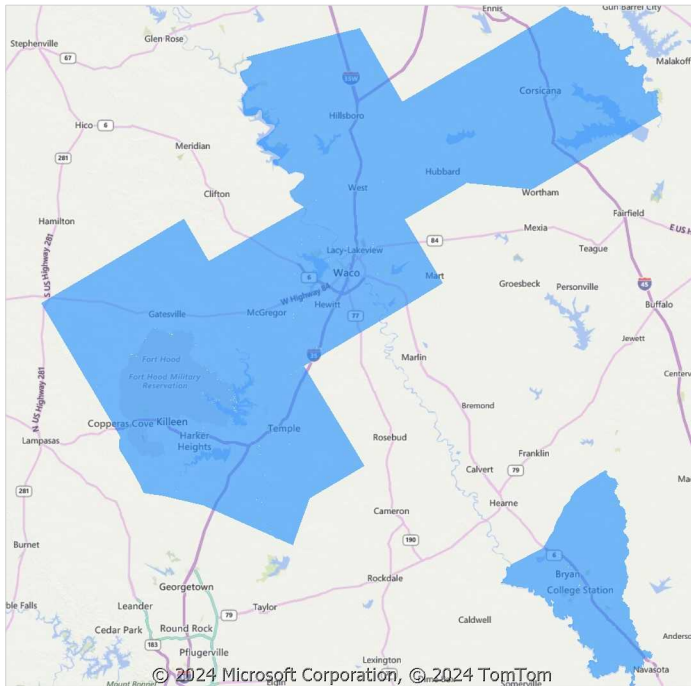


SEPTEMBER 2024

# CENTRAL EAST TEXAS

## MULTIFAMILY

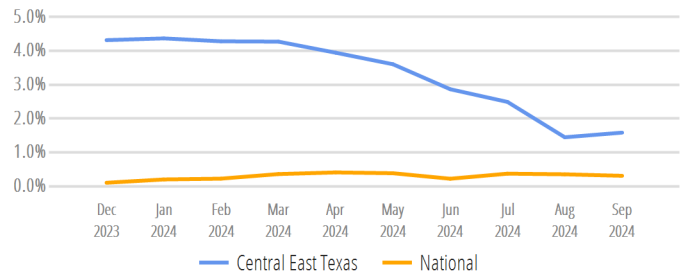
RENTAL TRENDS  
SUPPLY/DEMAND  
EMPLOYMENT ANALYTICS



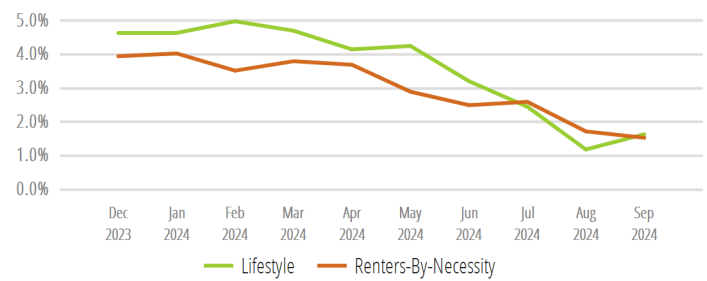
**National Ranking** Out of 123 Markets **70** **Rent Growth** **6** **Employment Growth** **108** **Completions**

## RENTAL TRENDS

Central East Texas vs National Rent Growth Year-over-Year



Central East Texas Rent Growth by Asset Class Year-over-Year

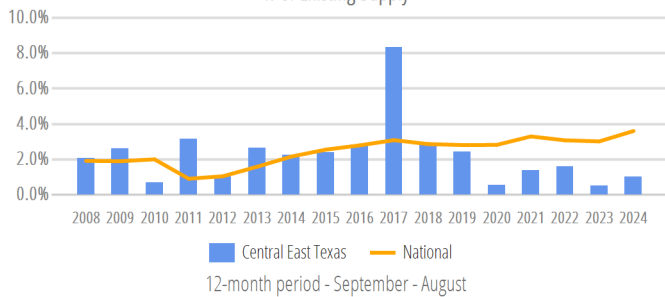


## SUPPLY

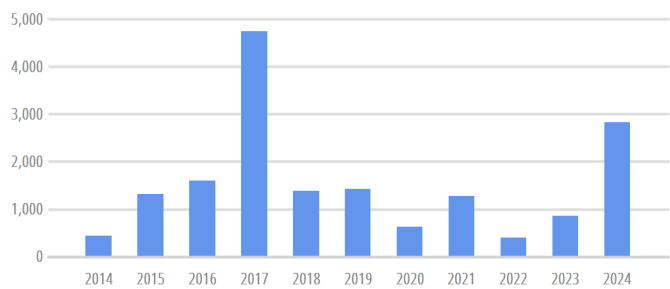
Inventory by Property Status # of Properties

Property Status	# of Properties	Units
Completed	395	68,318 Units
Under Construction	19	3,858 Units
Planned	14	3,127 Units
Prospective	28	3,584 Units

Completions % of Existing Supply

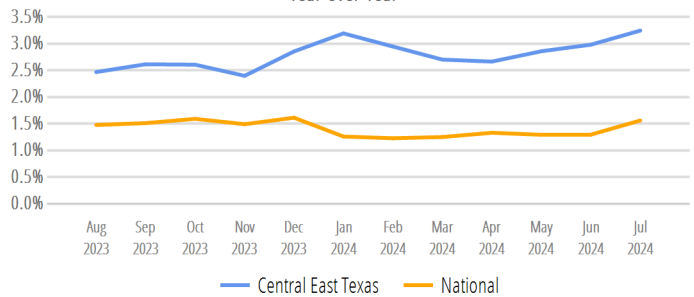


Completions Total Units



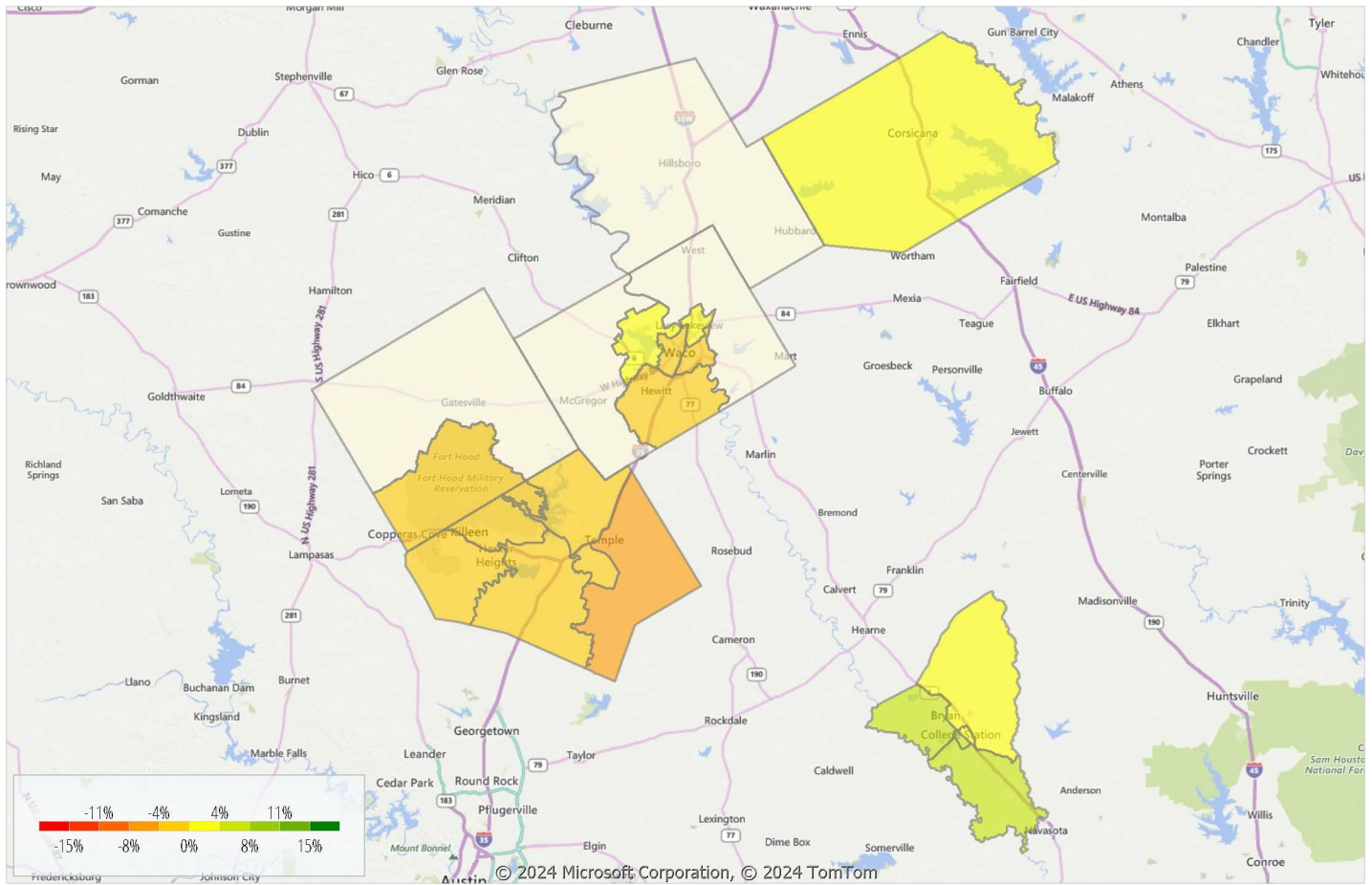
## DEMAND

Employment Percentage Change Year-over-Year



Employment Sector	Current Share	YOY Change
Education and Health Services	15.9%	4,800 7.5%
Government	24.3%	4,000 4.0%
Leisure and Hospitality	11.9%	2,400 4.9%
Other Services	3.2%	700 5.3%
Professional and Business Services	9.5%	600 1.5%
Financial Activities	4.7%	500 2.5%
Trade, Transportation, and Utilities	16.8%	400 0.6%
Mining, Logging and Construction	5.8%	400 1.6%
Information	0.8%	-100 -2.7%
Manufacturing	7.0%	-100 -0.3%

SUBMARKETS YEAR-OVER-YEAR RENT GROWTH



HIGHEST OVERALL PERFORMING SUBMARKETS

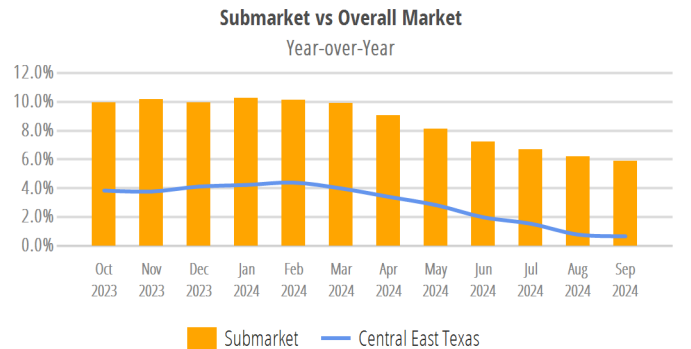
Submarket	Rent	Occupancy	YOY Change
College Station - central	\$1,745	94.9%	5.9%
College Station - south	\$1,810	93.9%	4.3%
Bryan - west	\$1,237	96.2%	3.9%
College Station - north	\$1,142	93.3%	3.6%
Waco - north	\$1,089	95%	3.5%

LOWEST OVERALL PERFORMING SUBMARKETS

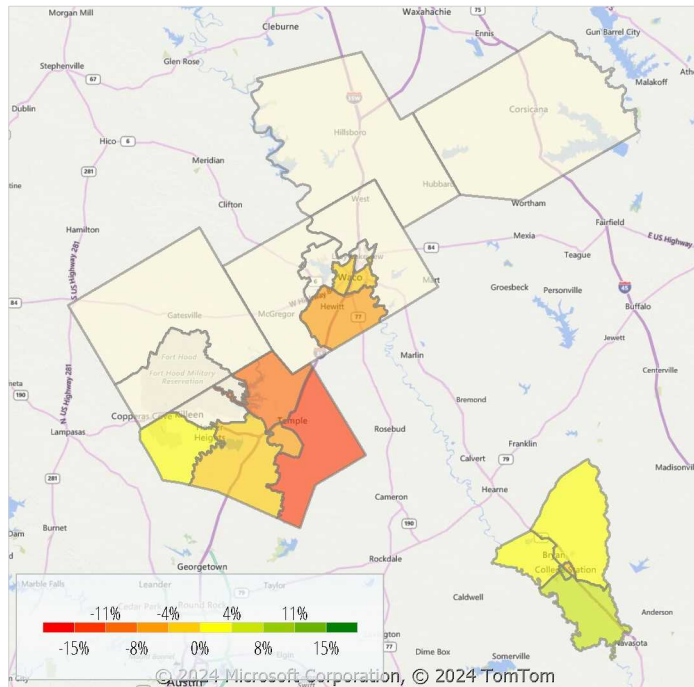
Submarket	Rent	Occupancy	YOY Change
Waco - east	\$1,619	95.1%	-1.6%
Temple - north	\$1,168	90.9%	-1.7%
Temple - south	\$1,108	94%	-1.8%
Copperas Cove	\$941	92.8%	-3.4%
Temple - east	\$1,199	92.4%	-6.2%

HIGHEST PERFORMING SUBMARKET - COLLEGE STATION - CENTRAL

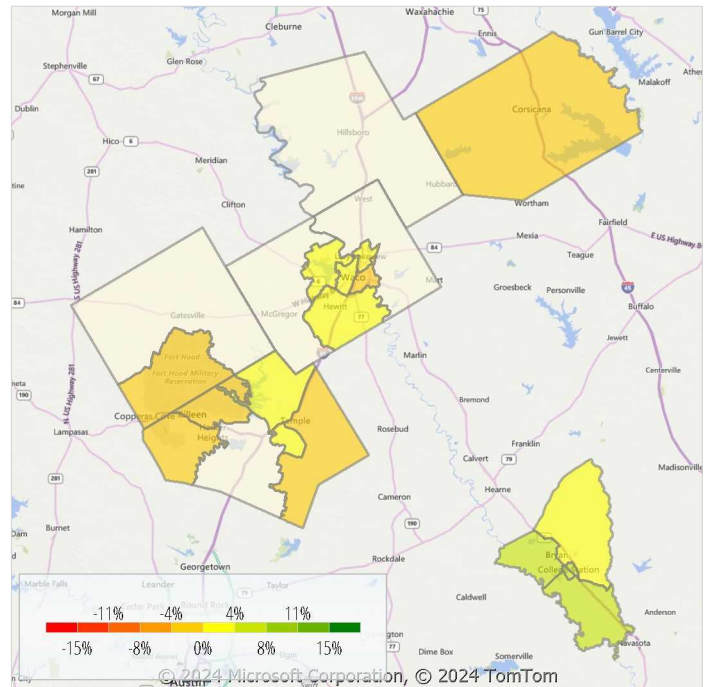
Properties	41
Units	7,536
Average Rent/Unit	\$1,745
Effective YOY Chg	5.9%



LIFESTYLE APARTMENTS - YEAR-OVER-YEAR RENT GROWTH



RENTERS-BY-NECESSITY APARTMENTS - YEAR-OVER-YEAR RENT GROWTH



HIGHEST PERFORMING SUBMARKETS - LIFESTYLE

Submarket	Rent	Occupancy	YOY Change
College Station - central	\$2,535	97.2%	6.1%
College Station - south	\$2,031	94%	4.3%
Bryan - west	\$1,520	95.8%	3.5%
Killeen - west	\$1,447	94.1%	0.4%
Bryan - east	\$1,394	97.3%	0.1%

HIGHEST PERFORMING SUBMARKETS - RBN

Submarket	Rent	Occupancy	YOY Change
College Station - central	\$968	94.8%	5.3%
College Station - north	\$1,066	92.8%	5.0%
Bryan - west	\$983	96.8%	4.6%
College Station - south	\$1,189	93.8%	4.0%
Waco - north	\$1,089	95%	3.5%

COLLEGE STATION - CENTRAL

	Lifestyle	RBN	Overall
Properties	18	23	41
Units	3,736	3,800	7,536
Avg Rent/Unit	\$2,535	\$968	\$1,745
Effective YOY Chg	6.1%	5.3%	5.9%

COLLEGE STATION - CENTRAL

	RBN	Lifestyle	Overall
Properties	23	18	41
Units	3,800	3,736	7,536
Avg Rent/Unit	\$968	\$2,535	\$1,745
Effective YOY Chg	5.3%	6.1%	5.9%

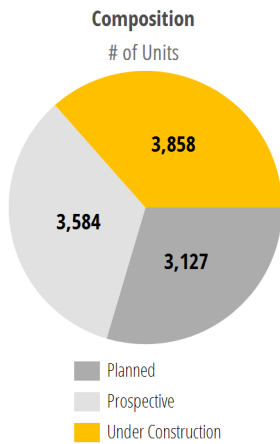
LOWEST PERFORMING SUBMARKETS - LIFESTYLE

Submarket	Rent	Occupancy	YOY Change
Waco - central	\$1,567	95%	-2.5%
Waco - south	\$1,423	93.8%	-3.9%
Temple - south	\$1,343	93.4%	-7.0%
Temple - north	\$1,298	86.3%	-8.9%
Temple - east	\$1,435	93%	-11.6%

LOWEST PERFORMING SUBMARKETS - RBN

Submarket	Rent	Occupancy	YOY Change
Killeen - east	\$923	88.6%	-0.5%
Killeen - west	\$1,177	88%	-1.3%
Waco - east	\$1,316	94.7%	-3.0%
Temple - east	\$1,080	92.1%	-3.1%
Copperas Cove	\$941	92.8%	-3.4%

OVERALL DEVELOPMENT ACTIVITY



**National Ranking**

Out of 123 Markets

**77**  
Overall

3,858 Units

**67**  
Lifestyle

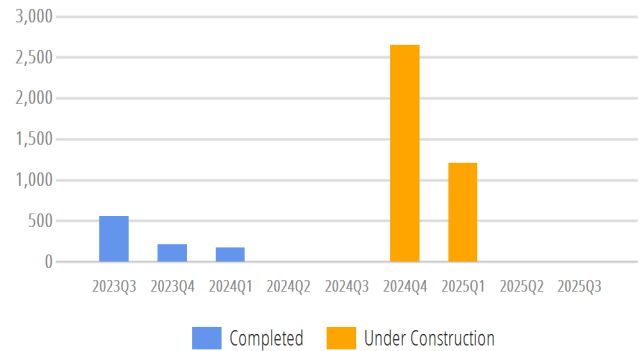
3,437 Units

**93**  
Renters-by-Necessity

421 Units

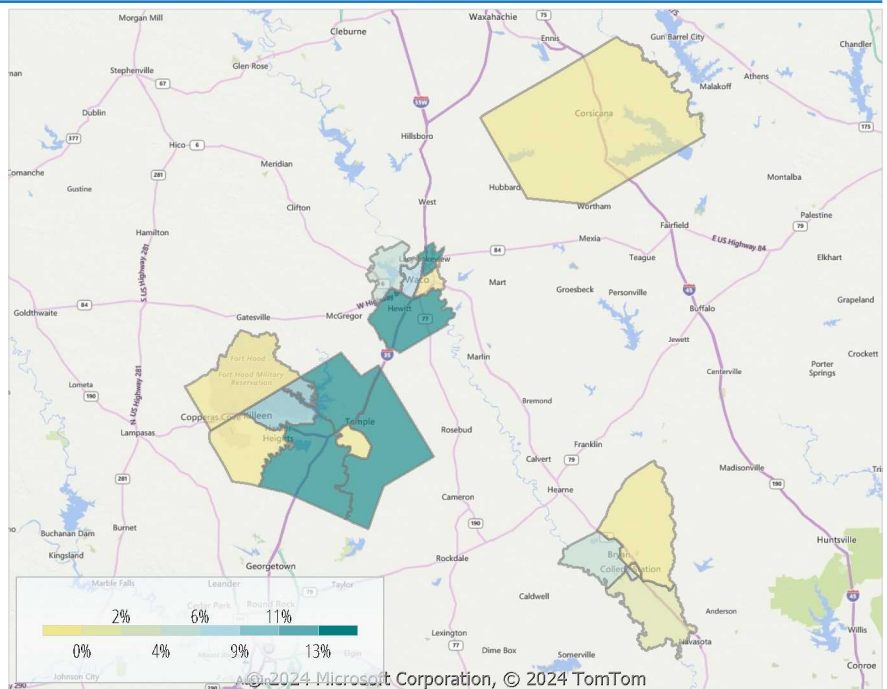
**Unit Completions by Quarter**

Historic and Projected



PROJECTED COMPLETIONS AS % OF PRIOR INVENTORY - 12 MONTHS ENDING AUGUST 2025

Submarket	Growth	# Units
Temple - north	29.6%	653
Belton	19.2%	342
Waco - north	19.0%	213
Waco - south	17.3%	452
Temple - east	15.3%	457
Killeen - east	9.8%	462
Waco - central	7.7%	566
Waco - west	6.1%	82
Bryan - west	4.5%	199
College Station - central	4.3%	372
College Station - south	0.8%	60



**Market Overall**  
5.6%  
3,858 Units

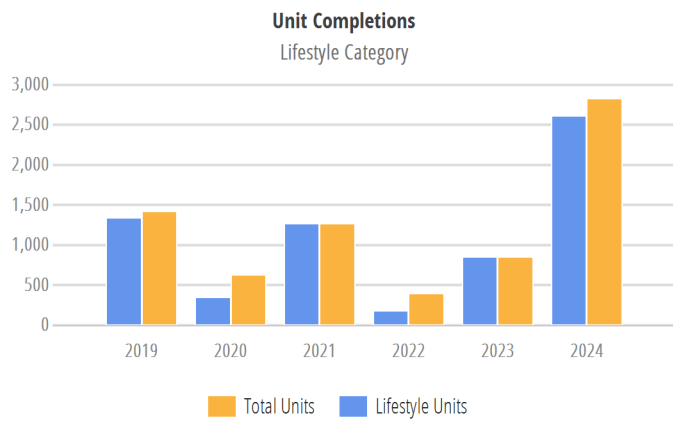
LARGEST COMMUNITIES UNDER CONSTRUCTION

Project	Address	# Units	Developer
Otto	401 1st Street College Station, TX 77840	372	Kayne Anderson Capital Advisors
Station42	801 South W. S. Young Drive Killeen, TX 76543	368	NRP Group, The
2201 Creekview	2201 Creekview Drive Waco, TX 76711	300	Cross Development
Wayfare Waco	1210 North Old Robinson Road Waco, TX 76706	272	IMS Development
Riverfront Lofts	414 South University Parks Drive Waco, TX 76706	266	Catalyst Urban Development

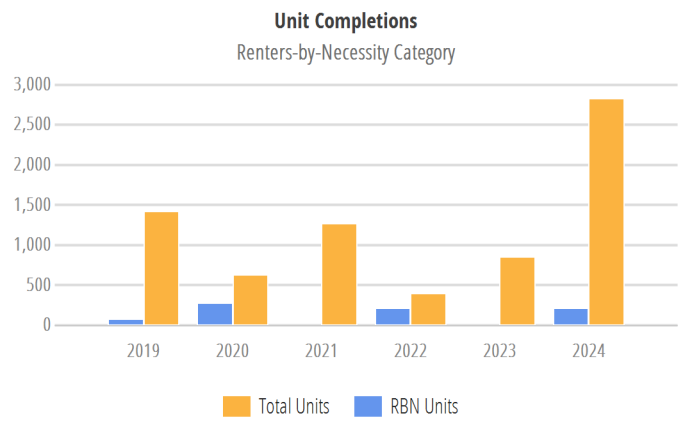
TOP DEVELOPERS BY UNITS UNDER CONSTRUCTION

Developer	# Units	# Props
Kayne Anderson Capital Advisors	372	1
NRP Group, The	368	1
Cross Development	300	1
IMS Development	272	1
Catalyst Urban Development	266	1
Stellar Development Company	265	1
Cypressbrook Company	260	1
Surge Development	213	1
RREAF Holdings	210	1
Rosier, William Grady	208	1

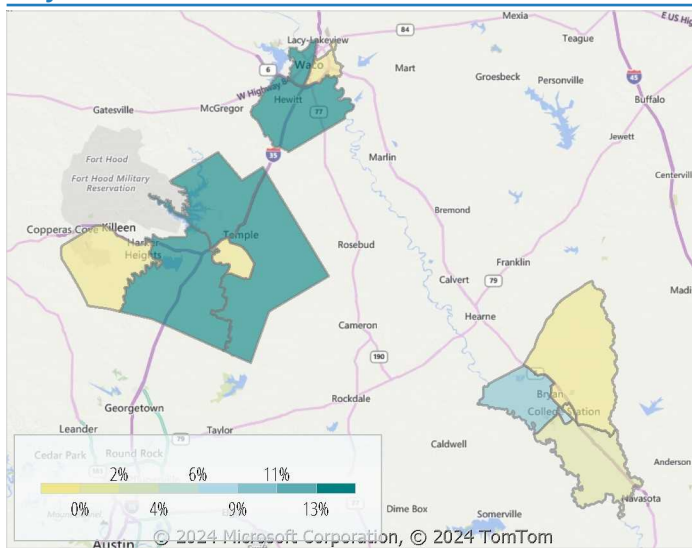
LIFESTYLE DEVELOPMENT ACTIVITY



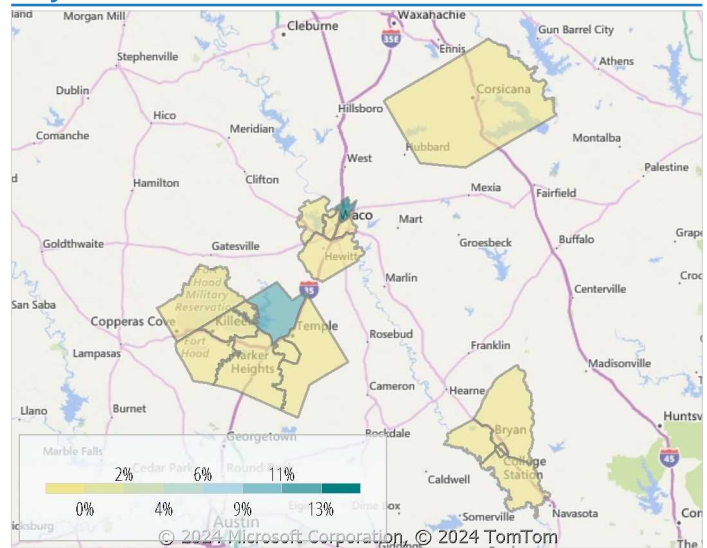
RENTERS-BY-NECESSITY DEVELOPMENT ACTIVITY



PROJECTED LIFESTYLE COMPLETIONS AS % OF INVENTORY



PROJECTED RBN COMPLETIONS AS % OF INVENTORY



Submarket	Growth	# Units
Temple - north	98.5%	445
Temple - east	82.5%	457
Waco - central	47.4%	566
Waco - south	37.8%	452
Belton	28.6%	342
Bryan - west	10.5%	199
College Station - central	8.2%	372
College Station - south	1.0%	60
Killeen - east	N/A	462
Waco - west	N/A	82

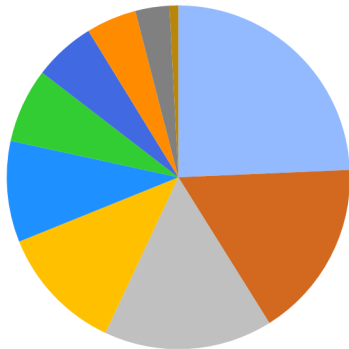
Submarket	Growth	# Units
Waco - north	19.0%	213
Temple - north	11.9%	208

Market Overall | **1.0%**  
421 Units

Market Overall | **13.9%**  
3,437 Units

EMPLOYMENT COMPOSITION BY INDUSTRY SECTOR

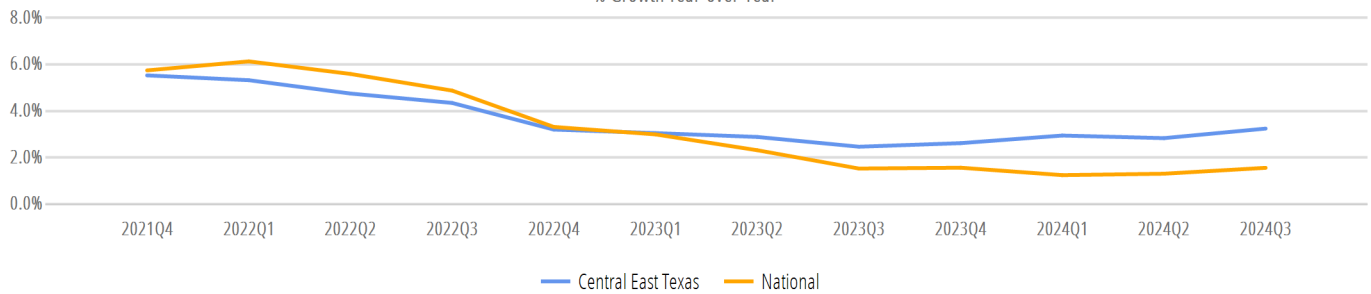
Employment Composition by Industry



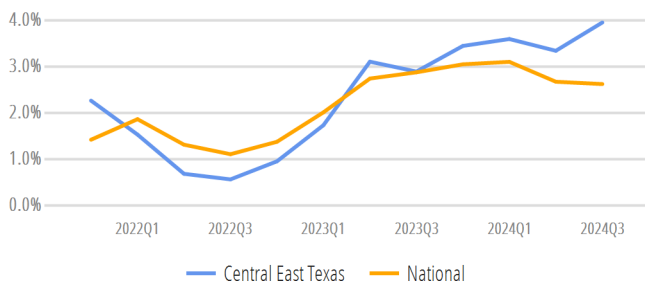
Employment Sector	Employment		National Rank	YOY Change		5-Year Change	
	Jobs	% Share		Jobs	Pct.	Jobs	Pct.
Government	105K	24.3%	56	4.0K	4.0%	8.1K	8.4%
Trade, Transportation, and Utilities	73K	16.8%	87	0.4K	0.6%	7.1K	10.8%
Education and Health Services	69K	15.9%	84	4.8K	7.5%	9.3K	15.7%
Leisure and Hospitality	52K	11.9%	77	2.4K	4.9%	6.0K	13.2%
Professional and Business Services	41K	9.5%	92	0.6K	1.5%	7.6K	22.7%
Manufacturing	30K	7.0%	82	-0.1K	-0.3%	0.9K	3.1%
Mining, Logging and Construction	25K	5.8%	80	0.4K	1.6%	2.4K	10.6%
Financial Activities	21K	4.7%	80	0.5K	2.5%	2.5K	13.9%
Other Services	14K	3.2%	88	0.7K	5.3%	1.6K	13.0%
Information	4K	0.8%	88	-0.1K	-2.7%	-0.1K	-2.7%
<b>Total Non-Farm</b>	<b>432K</b>	<b>100.0%</b>	<b>81</b>	<b>13.6K</b>	<b>3.2%</b>	<b>45.4K</b>	<b>11.7%</b>

EMPLOYMENT GROWTH TREND FOR TOTAL NON-FARM AND TWO LARGEST INDUSTRY SECTORS

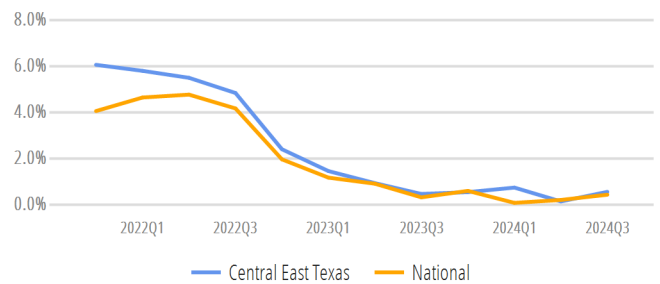
Total Non-farm Employment  
% Growth Year-over-Year



Government  
% Growth Year-over-Year

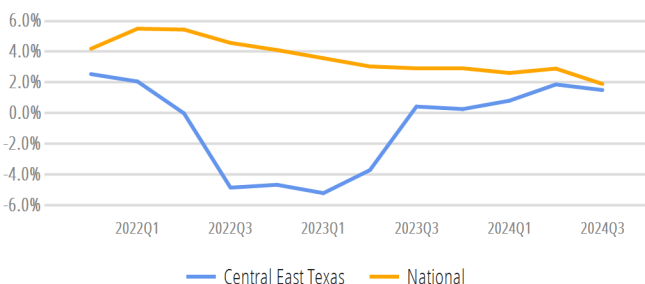


Trade, Transportation, and Utilities  
% Growth Year-over-Year

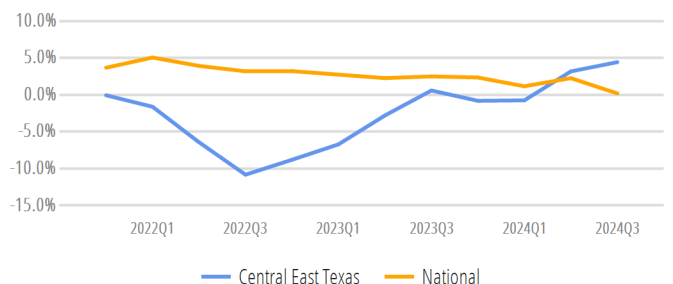


EARNINGS GROWTH TREND VS NATIONAL

Average Hourly Wages  
% Growth Year-over-Year



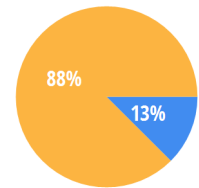
Average Weekly Salary  
% Growth Year-over-Year



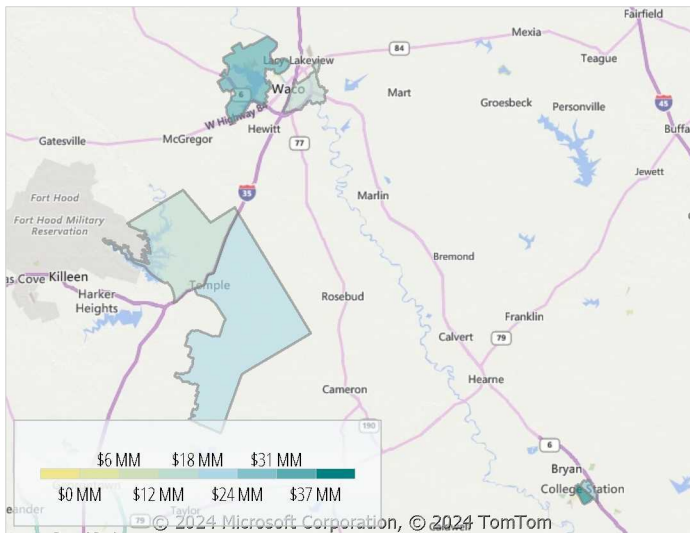
Prior 12 Months

<b>National Ranking</b> Out of 123 Markets	<b>99</b> Sale Price \$92,579 Average Price/Unit	<b>35</b> Sale Velocity 8 Properties Sold	<b>74</b> Sale Volume \$151MM Total Sales
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	Lifestyle	RBN
# Properties	1	7
Total \$MM	\$19	\$132
Avg \$/Unit	\$128,234	\$89,013



MOST ACTIVE SUBMARKETS BY TRANSACTION VOLUME



Submarket	#	Units	\$MM
College Station - central	2	366	\$42.8
Waco - west	2	340	\$34.1
College Station - north	1	478	\$25.6
Temple - east	1	148	\$19.0
Waco - east	1	168	\$16.4
Temple - north	1	128	\$12.9
<b>Total</b>	<b>8</b>	<b>1,628</b>	<b>\$150.7</b>

HIGHEST PRICED PREV. 3 MONTHS

Prime Properties



\$16,400,000  
168 Units

Buyer: Yerubandi, Venkata  
Sale Date: 07/02/2024

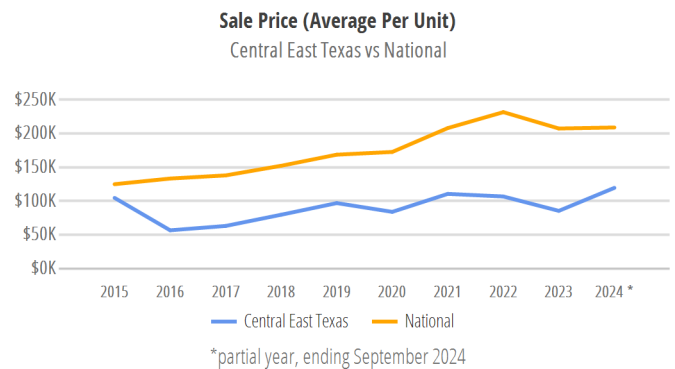
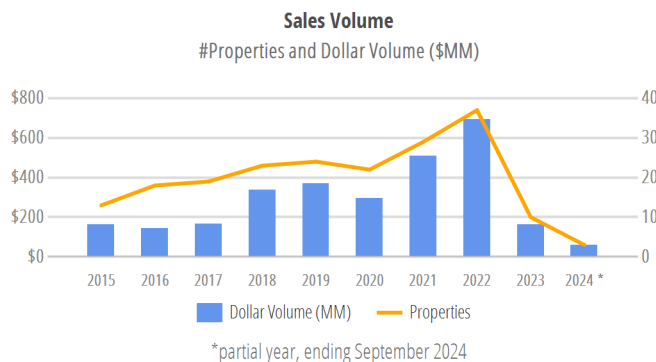
MOST ACTIVE BUYERS BY # PROPERTIES PURCHASED

Company	#	Units	\$MM
IDM Investments	1	478	\$25.6
Ford, Gregory M.	1	220	\$25.0
Envolve	1	200	\$32.8
Yerubandi, Venkata	1	168	\$16.4
StoneSteps Real Estate	1	166	\$9.9
RDO Properties	1	148	\$19.0
KYJ Homes	1	128	\$12.9
Chillamcherla, Ramu	1	120	\$9.1

MOST ACTIVE SELLERS BY # PROPERTIES SOLD

Company	#	Units	\$MM
Presidium Group	1	478	\$25.6
GVA Real Estate Investments	1	220	\$25.0
Reliant Group	1	200	\$32.8
Arbor Realty Trust - REO	1	168	\$16.4
J4 Asset Management	1	166	\$9.9
Scott, Paul M.	1	148	\$19.0
Ford, Gregory M.	1	128	\$12.9
Leone Real Estate Partners	1	120	\$9.1

SALE TRENDS





## COVERAGE

**Yardi® Matrix reports on multi-family properties of 50+ units in size.**

**This report for the Central East Texas metro area covers Counties: Bell, Brazos, Coryell, Hill, McLennan and Navarro**

**Rental rate coverage is for Market Rate properties only. Fully Affordable properties are not included in our rental surveys and are not reported in rental rate averages.**

## GENERAL DEFINITIONS

**Asset Class** – refers to a generalized category of properties grouped by their Yardi® Matrix improvements rating

**Lifestyle Asset Class** – a grouping of all of the highest rated market rate properties A+, A-, A- and B+

**Renters-by-Necessity (RBN) Asset Class** – a grouping of all of the lowest rated properties B, B-, C+, C-, C- and D

## COMMONLY USED CALCULATIONS

**Year-over-Year Change** – percentage growth from last year, for several months or quarters in a time-series. This analysis will highlight an overall direction of movement for a metro.

An upward slope means an accelerating growth. A downward slope means a slowing growth. Above the line (zero) for increases, below the line for loss.

**Rankings** – this metro is ranked nationally among other Yardi Matrix reported metros based on a single measure. For details on any specific ranking, see section descriptions below

## DATA SOURCES

**Rental Rates** – are collected by Yardi® Matrix phone surveyors three times annually for 95%+ of property and unit configurations. Additionally, a representative sample of the market (between 10% and 20%) are surveyed monthly.

**Occupancy Rates** – are derived from U.S. Postal Service data and Yardi® Matrix phone surveys

**Development Activity** – information is tracked by Yardi® Matrix researchers. Construction projects are discovered through various publications and local government sources. Projects are tracked on a monthly basis. Completion dates and lease-up information are confirmed by phone calls to properties under construction.

**Employment** – data is sourced from the U.S. Bureau of Labor Statistics. Reported employment is generally two months behind the current date for this report.

**Transaction Activity** – information is tracked by Yardi® Matrix researchers. Sales are discovered through various publications and local government sources, and updates are made continuously.

## MARKET OVERVIEW

**Rent Growth Ranking** – based on rent growth over the past year, current month.

**Employment Growth Ranking** – based on employment growth over the past year, latest employment month.

**Completions Ranking** – based on inventory growth over the past year, current month.

## EMPLOYMENT AND EARNINGS

**Calculations** – total employment size (jobs) is expressed as a sum of employment in areas overlapping the reported market: College Station-Bryan, TX | Killeen-Temple, TX | Waco, TX

**Industry Sectors** – are defined by the NAICS Supersector designations. For more information visit: <http://www.bls.gov/sae/saesuper.htm>

**Sector National Ranking** – is based on the absolute size of the industry sector within this metro, when compared to the same industry in other metro areas nationally.

**Earnings weekly vs hourly** – differentiates hourly wage workers, from weekly salaried workers.

## DEVELOPMENT ACTIVITY

**Prospective Properties** – announced construction projects, with no specific documents or government filings

**Planned Properties** – are in the planning stages of construction, with documents having been filed with the county or city

**Under Construction Properties** – have received permits for construction and broken ground.

**Rankings** – are based on the number of units currently under construction: Overall, Lifestyle and Renters-by-Necessity Asset Classifications

**Projected Completions** – Projected completions reported by Yardi® Matrix are limited to a year out and are based on properties currently under construction and their expected completion date.

**Projected Completions as a % of Prior Inventory** – This forward-looking metric uses projected unit completions to calculate a relative growth over the next year for a particular area. Submarkets with a total share of market inventory below 1% are assigned an N/A value, to avoid over-stating their significance in rankings and color-coded map displays.

**Construction and Completion Counts** – are reported based on property status as of the start of the month.

## TRANSACTION ACTIVITY

**Price** – is expressed as Price/Unit as a standard measure. This is also used for national ranking

**Velocity** – is measured by the number of properties sold per year. This is also used for national ranking

**Volume** – measures the total amount of money spent in multi-family sale transactions in the prior year, expressed as millions of U.S. Dollars (\$MM). This is also used for national ranking