

# 2016 KICKOFF WEBINAR

## For Apartment Development

OVERVIEW



DOUG BIBBY  
President

MARKETS



GREG WILLET  
*Vice President, Research & Development*

ARCHITECTURE



MARK HUMPHREYS  
*CEO*

GREG FAULKNER  
*President*

FINANCE



JASON PIERING  
*EVP / Capital Markets*

# OVERVIEW



DOUG BIBBY  
*President*

National Multifamily Housing Council  
1850 M. Street, NW Suite 540  
Washington, DC 20036

P: 202.974.2300  
dbibby@nmhc.org

Kick-Off Event For

**APARTMENT  
DEVELOPMENT**

**2016**



NATIONAL  
MULTIFAMILY  
HOUSING  
COUNCIL

APARTMENT LEADERSHIP RESIDES HERE™

## STATE OF THE MULTIFAMILY HOUSING INDUSTRY

Humphreys & Partners' Apartment Development Webinar

Presented By Douglas Bibby, January 6, 2016

# STATE OF THE INDUSTRY

- ▶ Multifamily is still preferred sector in real estate
  - Risk premium evolution
  - Understanding of risk-adjusted returns
  - Capital and cap rates
- ▶ Home ownership rate lowest since 1967
- ▶ We have added over 8 million renters since 2004, and Baby Boomers proving to be BIG renters!

# STATE OF THE INDUSTRY

- ▶ Supply and Demand Getting Closer
  - Starts (398k) and completions (306k) in 2015
  - BUT... Demand still out-pacing supply!
  - As an industry we are NOT over-building yet
  
- ▶ Affordability is a big issue for us, and we must be part of the solution
  - Big culprit is stagnant income growth
  - Supply/demand imbalance also contributing
  - Still not clear that renting is “new normal” but...
  - Preserving/rehabbing the stock offer greatest opportunity
  - Private/public partnerships are essential

# STATE OF THE INDUSTRY

- ▶ Improving economy will lift all boats.
  - More homeowners for sure
  - But more renters too
  - Household formation favors our industry
- ▶ Capital still flowing into our sector from all over the world!
  - Cap rates causing some to fear new bubble
- ▶ Records set in 2015 for both transactions and debt financing

# STATE OF THE INDUSTRY

- ▶ Suburbs, contrary to conventional wisdom, are not dead!
  - But BIG difference between inner-ring and exurbs
  - Developers making good money from smart development
- ▶ Plenty of capital out there from both debt and equity providers
  - Fannie Mae and Freddie Mac still important despite uncertain future
  - Banks were huge in 2015, but can they keep up pace in 2016?
  - LICOs and pension funds like our sector

# STATE OF THE INDUSTRY

## A. The Market

- ▶ How long will this run go?
- ▶ What will millennials do about owning?
- ▶ Is the reinvestment in America's downtown a trend or passing fancy?
- ▶ What is the "end game" for Fannie and Freddie?
- ▶ Are we running into capacity problems on college campuses?
- ▶ Have dropping oil prices helped or hurt Multifamily, or has it been a wash?

# STATE OF THE INDUSTRY

## B. Legislative / Regulatory Environment

- ▶ When will we see legislative action re: housing finance reform?
- ▶ Will we see more Congressional challenges of the authority of regulators, especially EPA and HUD?
- ▶ Will we see any form of comprehensive reform of ANYTHING (Taxes, Immigration, etc.)??

# OVERVIEW



GREG WILLETT

*Vice President, Research & Analysis*

MPF Research  
4000 International Parkway  
Carrollton, TX 75007

P: 972.820.3262  
[greg.willett@realpage.com](mailto:greg.willett@realpage.com)

Kick-Off Event For

**APARTMENT  
DEVELOPMENT**

**2016**

# Apartment Market Update

Greg Willett

MPF Research, a division of RealPage, Inc.  
January 6, 2016

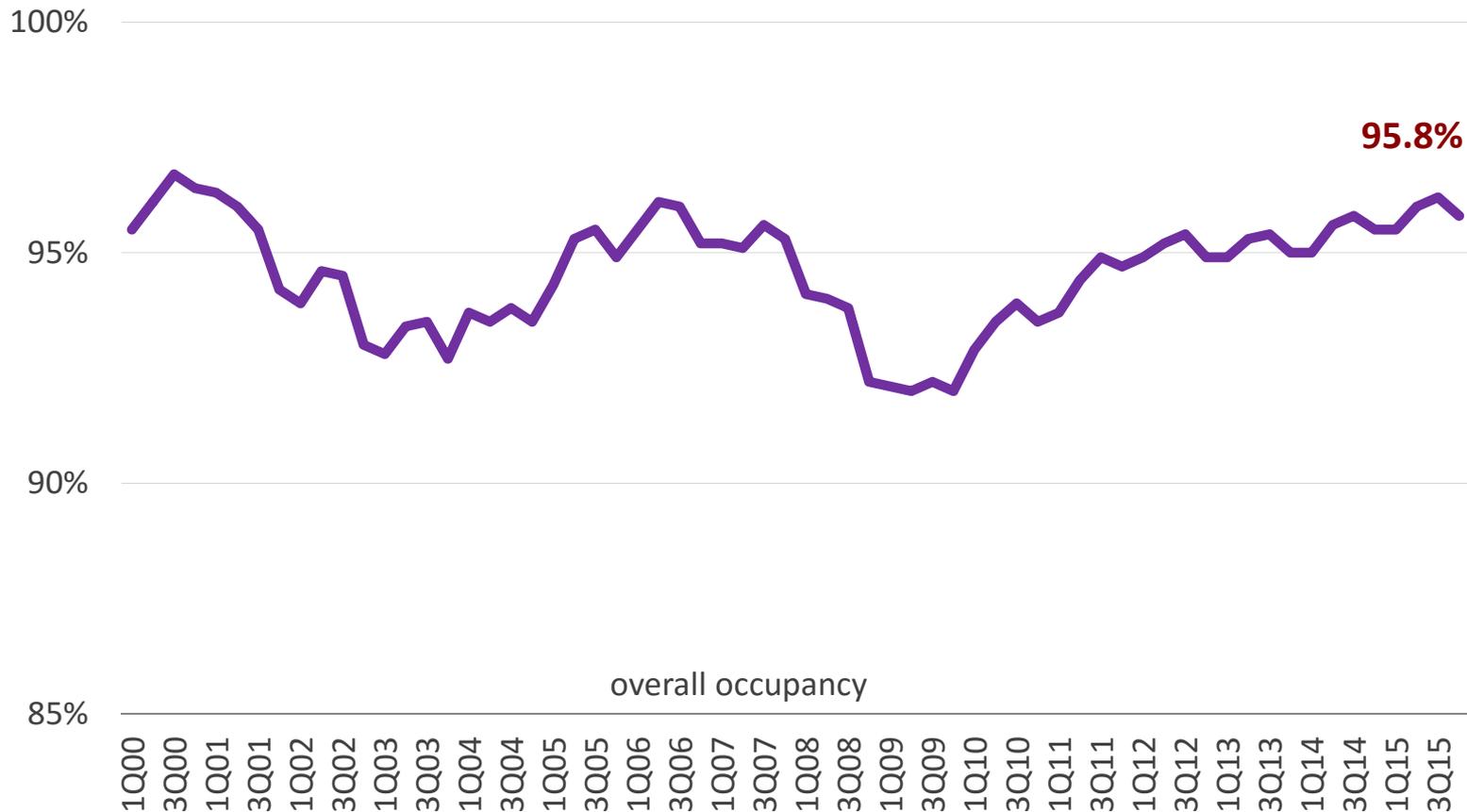


# Getting additional product across the finish line was a real struggle in 2015



U.S. data is based on the 100 metros that form the core of MPF Research's coverage.

# Delivery delays are helping to keep occupancy tight ... and it's still really, really tight



U.S. data is based on the 100 metros that form the core of MPF Research's coverage.

# In turn, rent growth is continuing to well surpass earlier expectations



U.S. data is based on the 100 metros that form the core of MPF Research's coverage.

# Major Market Rent Growth Leaders Q4 2015

- Rent growth is setting records all across the West.
- There's also major momentum in select portions of the Southeast, with the Florida markets coming on especially strong during the final months of 2015.
- The Texas markets with limited energy exposure likewise are seeing rent growth above their historical norms.

Metro	Annual Rent Growth
Portland, OR	12.7%
Oakland, CA	9.5%
Sacramento, CA	9.1%
Seattle-Tacoma, WA	8.6%
San Diego, CA	7.7%
Las Vegas, NV	7.5%
Denver-Boulder, CO	7.2%
West Palm Beach, FL	6.9%
Atlanta, GA	6.8%
Fort Worth, TX	6.8%
Tampa, FL	6.8%

annual change in effective rents for new leases,  
same-store sample

# But don't get carried away with the story that "rent growth is huge everywhere"

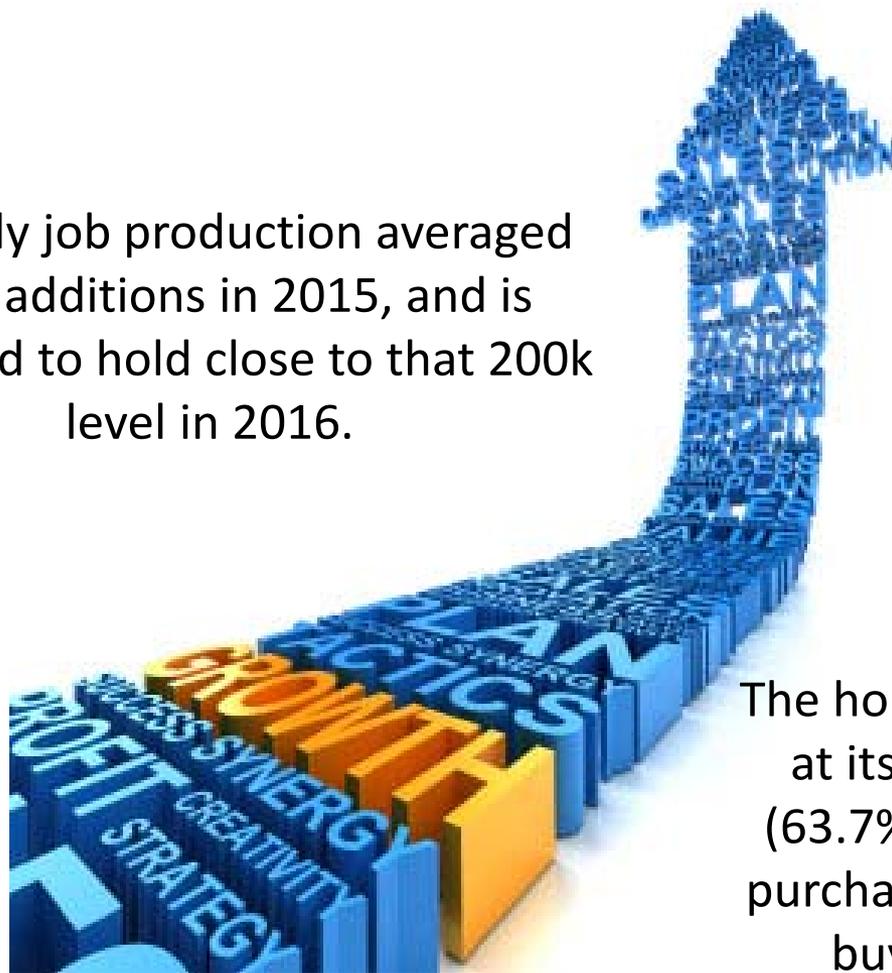
Market	Annual Rent Growth
West Region	6.8%
South Region	4.0%
Midwest Region	3.4%
Northeast Region	3.2%

Market	Annual Rent Growth
50 Largest Metros	5.1%
Next 50 Metros	3.2%

annual change in effective rents for new leases,  
same-store sample

# Key influences that support demand continue to look good for the near term

Monthly job production averaged 210k additions in 2015, and is expected to hold close to that 200k level in 2016.

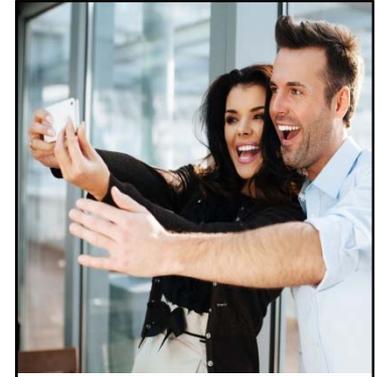


The homeownership rate remains at its lowest point in decades (63.7%), and the share of home purchases coming from first-time buyers is unusually small.

# Affordability of market-rate product perhaps doesn't place constraints on near-term rent growth prospects

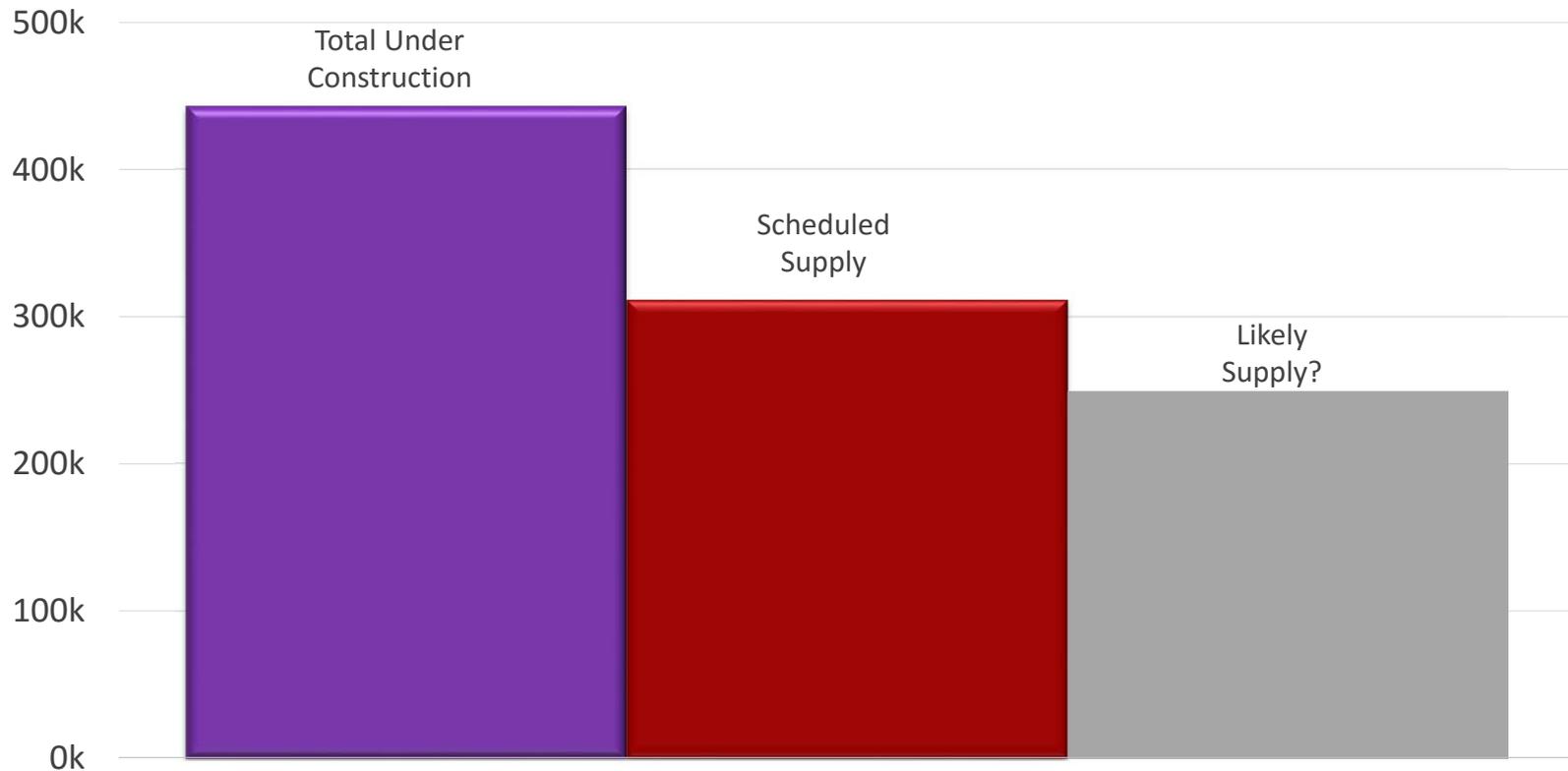


While rent-to-income ratios vary quite a bit from one renter group to another, the norm for those in market-rate units is only in the low 20% range.



Rent-to-income ratios calculated on individual lease transactions among users of RealPage products

# Momentum in 2016, then, might come down to how many of the 312k units scheduled to finish actually do



U.S. data is based on the 100 metros that form the core of MPF Research's coverage.

# Continued tight occupancy is anticipated in 2016

**95.3%**  
**down 50 bps**

Considerable product in initial lease-up at any given time should cool overall occupancy slightly, with the leasing environment growing more competitive at the top end of the market, especially in the urban core.

Within the existing base, today's occupancy rates are so strong that there's not enough available inventory for further progress in most metros.

# Rent growth should prove strong, but 2015's pace of increase likely won't be sustainable

4.1%

Rents are expected to flatten in the urban core's top-of-the-market product niche.

However, still healthy rent increases are anticipated for the class A product in most suburbs.

And meaningful pricing power appears to remain in the middle-market niche.

# Thanks!



MPF Research, a division of RealPage, Inc.  
[www.mpfresearch.com](http://www.mpfresearch.com)  
[www.realpage.com](http://www.realpage.com)  
[www.propertymanagementinsider.com](http://www.propertymanagementinsider.com)

# ARCHITECTURE



MARK HUMPHREYS  
*CEO*

Humphreys & Partners Architects  
5339 Alpha Road, Suite 300  
Dallas, TX 75240

GREG FAULKNER  
*PRESIDENT*

P: 972.701.9636  
mark@humphreys.com  
greg@humphreys.com

Kick-Off Event For

**APARTMENT  
DEVELOPMENT**

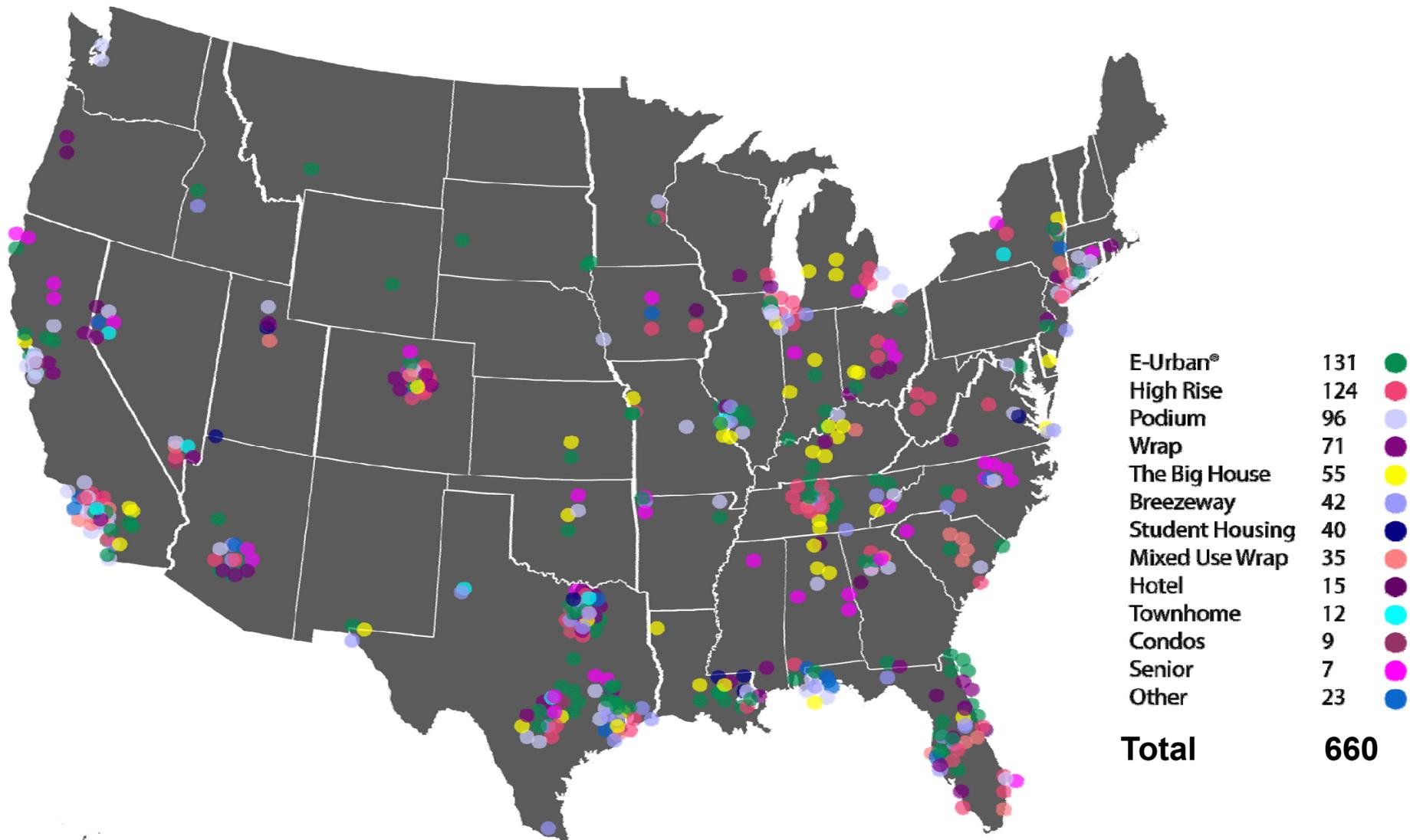
**2016**

Where are we  
in the cycle?

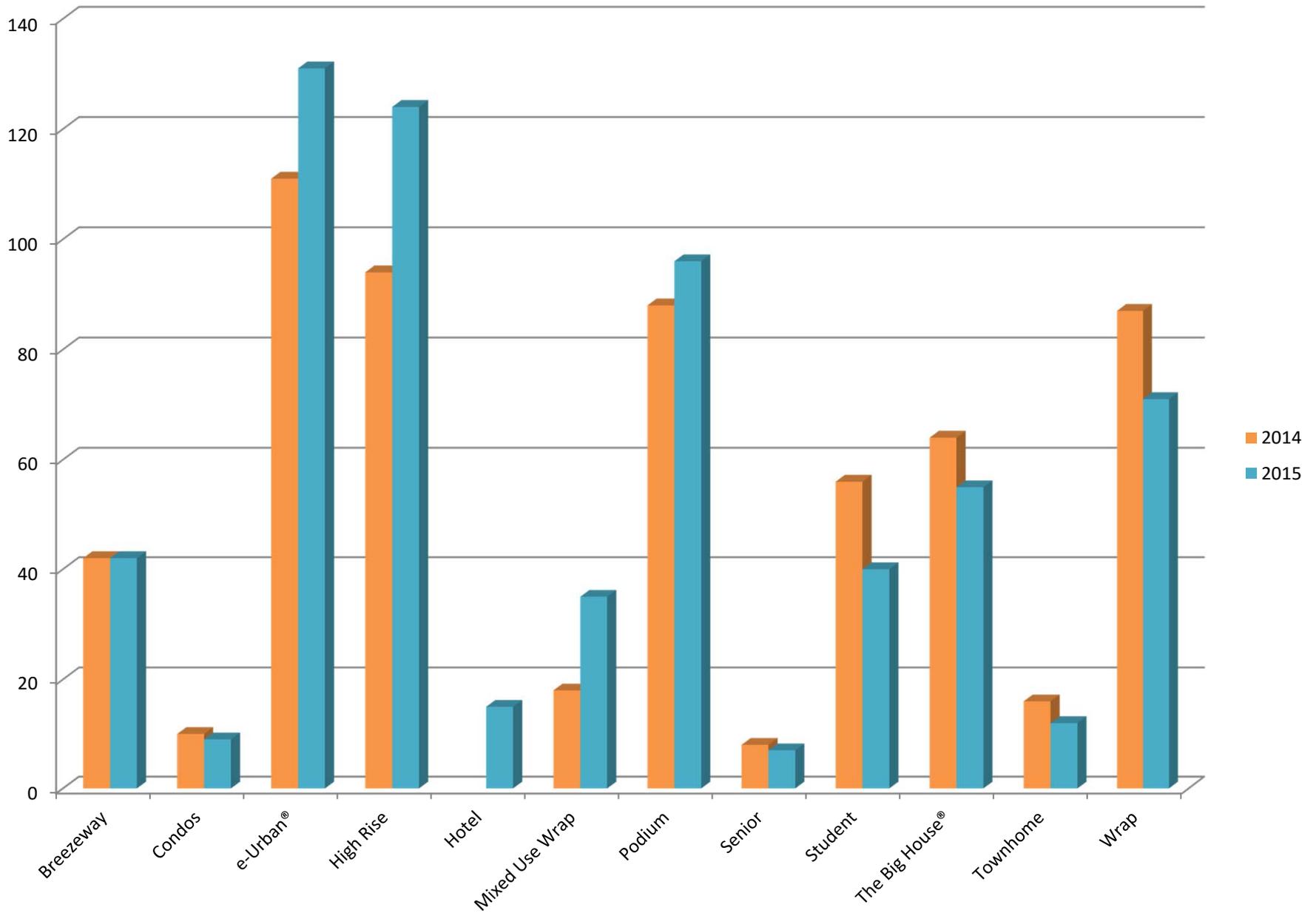
**HUMPHREYS  
& PARTNERS**  
ARCHITECTS, L.P.

**25** years of  
innovation

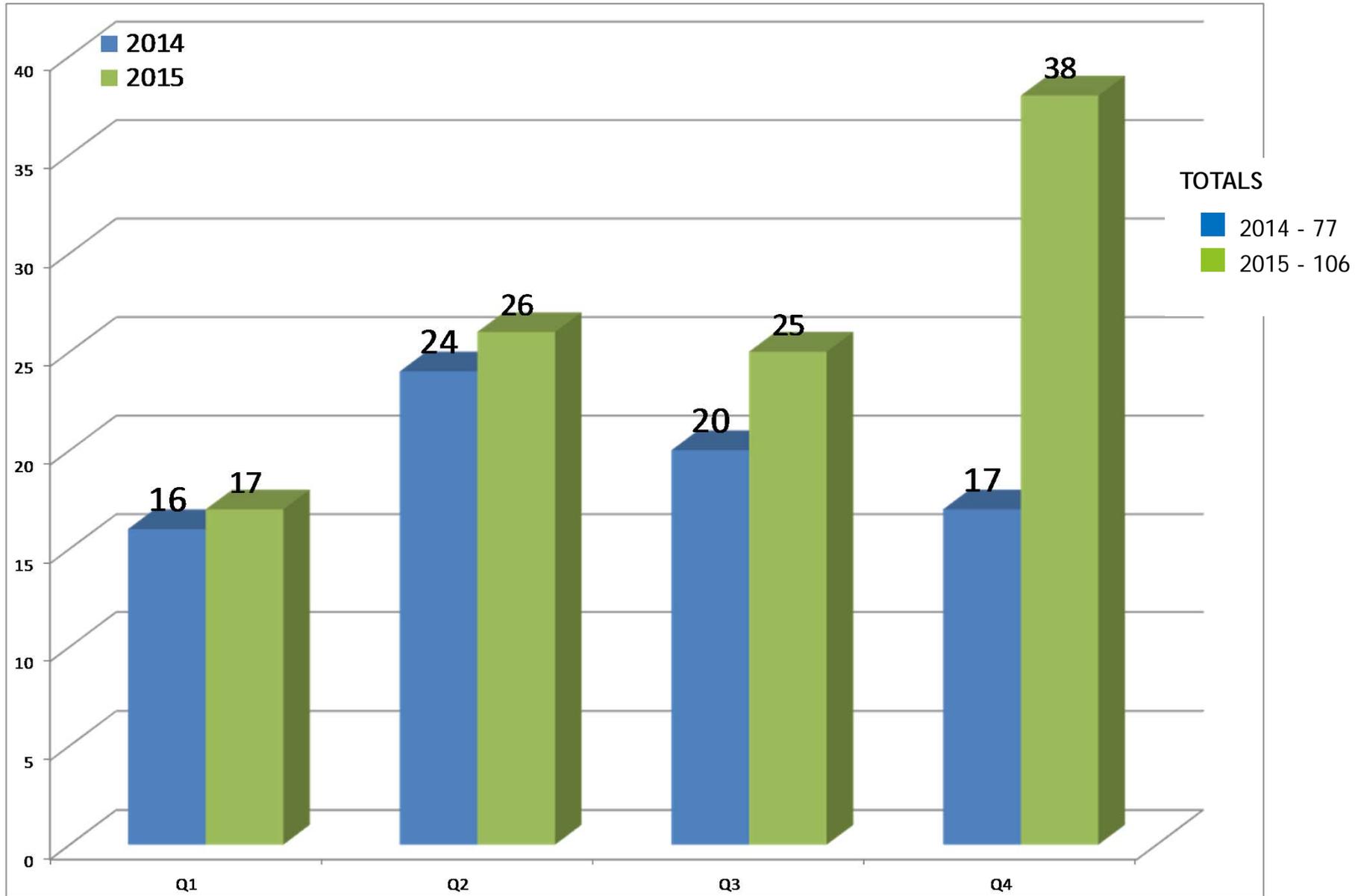
# 2015 CONTRACTS OUT



# 2014 vs 2015 Contracts Out Comparison



# 2014 vs 2015 Signed AIA Proposals



# BloombergView

---

---

“Here's something you may not know...U.S. developers used to put up apartment buildings at a much faster pace than they're doing now. Not a decade ago, when single-family house construction hit its all-time peak, but *decades* ago.”

# BloombergView

## They Built Lots of Apartments Back in the Day

Permits issued for buildings with 5 or more units, at annual rate



Sources: Bloomberg, U.S. Census Bureau

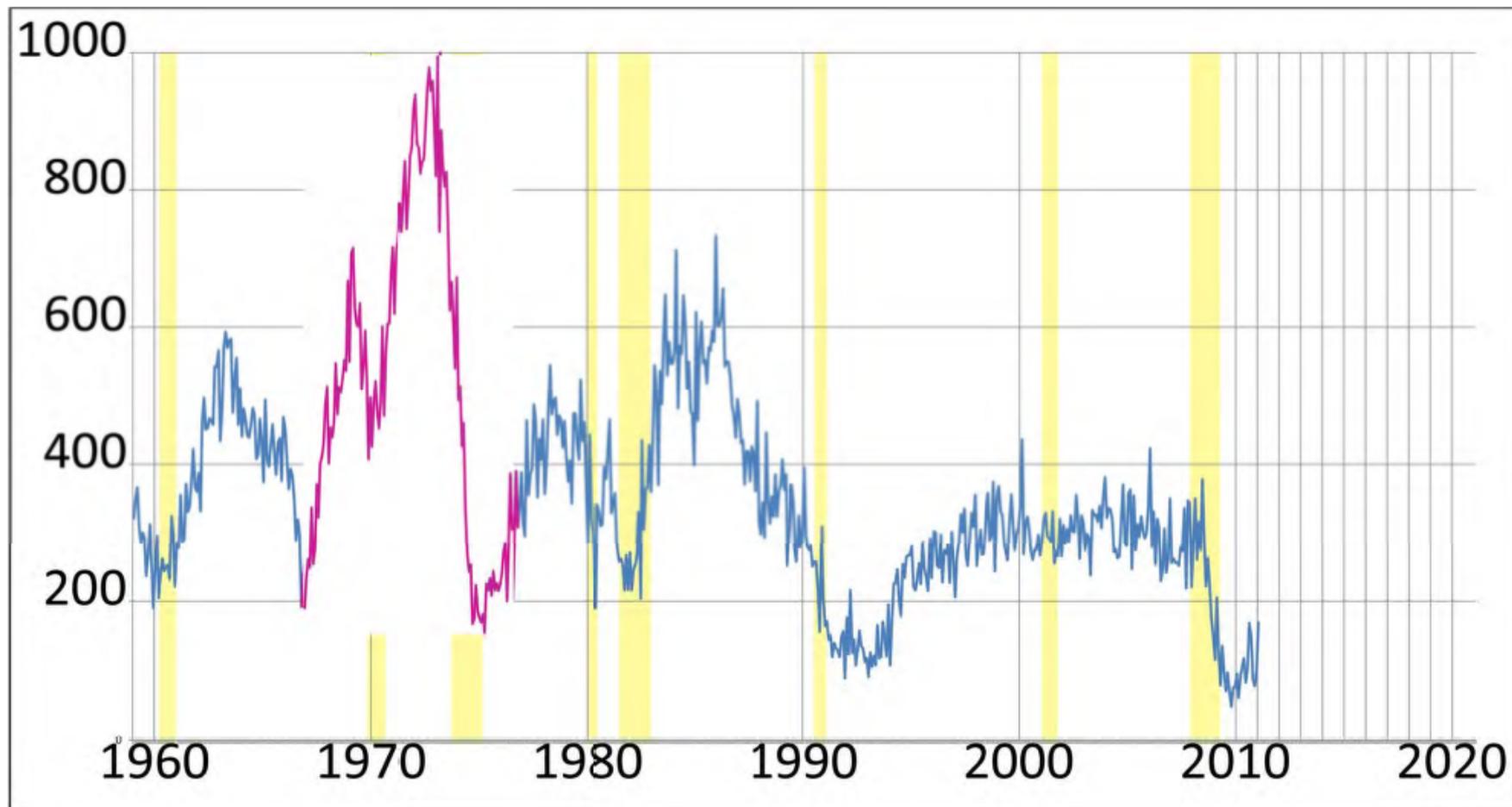
BloombergView

Courtesy of Justin Fox, Bloomberg

## Privately Owned Housing Starts: 5-Unit Structures or More

(HOUST5F) Vintages: 2010-07-20, 2010-08-17

Source: U.S. Department of Commerce: Census Bureau

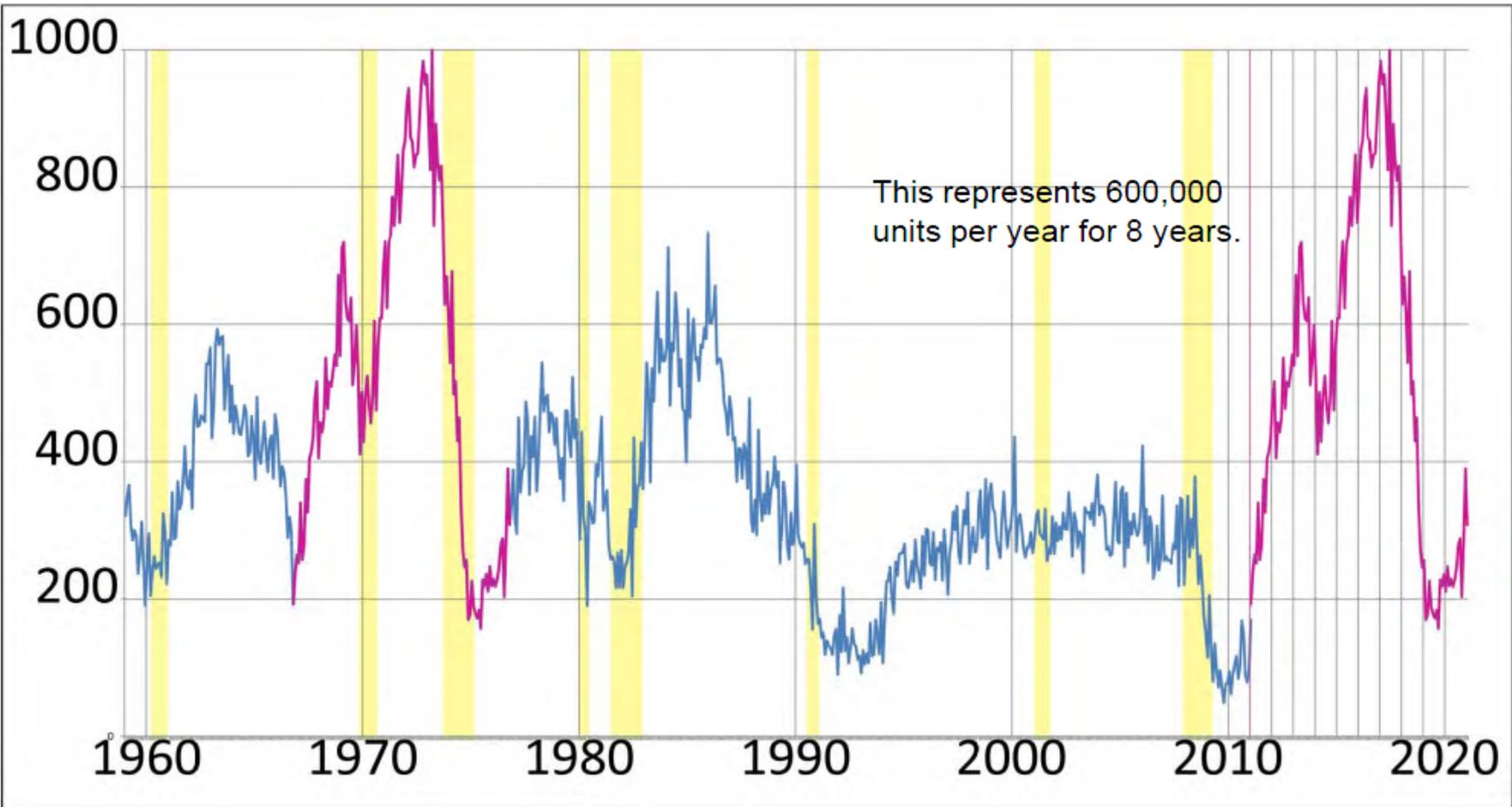


# APARTMENT OF THE FUTURE

## Privately Owned Housing Starts: 5-Unit Structures or More

(HOUST5F) Vintages: 2010-07-20, 2010-08-17

Source: U.S. Department of Commerce: Census Bureau



# Cost of Construction

**HUMPHREYS  
& PARTNERS**  
ARCHITECTS, L.P.

**25** years of  
innovation

# 2016 CONSTRUCTION COSTS

## High Rise



\$250 to \$265 per net rentable sq. ft. in Austin, Texas including site, parking and building.



\$185 - \$225 per sq. ft. in Texas (200-1000 units per acre)



\$192 - \$232 per sq. ft. in Texas (200-1000 units per acre)

**ONE LIGHT**  
Kansas City, MO  
25-Story Residential Tower  
311 Units  
42,000 sq ft of Retail



**65 BAY STREET**

Jersey City, NJ

52-story residential tower | 446 Units



**HUMPHREYS  
& PARTNERS**  
ARCHITECTS, L.P.  
**25** years of  
innovation

**X TOWER**

Edmonton, Alberta

60-story residential tower | 398 Units



**HUMPHREYS  
& PARTNERS**  
ARCHITECTS, L.P.  
**25** years of  
innovation

**KING STREET**  
Kitchener, Ontario  
21-story residential tower



**HUMPHREYS  
& PARTNERS**  
ARCHITECTS, L.P.

**25** years of  
innovation

**ON THE BOARDS**

USA

20 - story residential tower



# HOMERISE®

- ▶ Typical long hi-rise corridors are eliminated
- ▶ Smaller & separate elevator lobbies are created
- ▶ Frees up the core of the building for building systems & service
- ▶ Simplified plan improves efficiency
- ▶ Creates a more inviting and luxurious unit entry space
- ▶ Saves 3% - 5% of the Building OR about 25%-30% of circulation
- ▶ 300,000 sq ft OR **\$60,000,000 x 5%**
- ▶ **Saves 3 MILLION in Construction Costs**
- ▶ Additionally, operation costs on hallways are less



**LEGACY WEST**

Plano, TX

30-Story HomeRise® | 316 Units



**HUMPHREYS  
& PARTNERS**  
ARCHITECTS, L.P.  
**25** years of  
innovation

# 2016 CONSTRUCTION COSTS

## Conventional Multifamily



**Surface / Garden Style Product:**

\$103-\$108

**E-Urban / Surface Parked Product:**

\$110-\$115

**Wrap Garage Product (4-Story):**

\$128-\$134

**Wrap Garage Product (5-Story):**

\$135-\$143

**Podium Parked Product:**

\$155-\$165

**Light Steel**

\$175-\$185



**Surface / Garden Style Product:**

\$95 - \$98 per net rentable sq. ft. in Southeast  
(18 to 24 units per acre)

**E-Urban / Surface Parked Product:**

\$110 / sq ft = 900 sq ft avg in Southeast

**Wrap Garage Product (4-Story):**

\$135 / sq ft = 900 sq ft avg in Southeast

**Wrap Garage Product (5-Story):**

\$150-\$160 / sq ft = 900 sq ft avg

**Podium Parked Product:**

4-story elevated \$145 - \$150 per sq. ft. in  
Southeast (120 to 140 units per acre)



**Surface / Garden Style Product:**

\$102 - \$105 per NRSF

**E-Urban / Surface Parked Product:**

\$107 - \$112 SF for 3 story & \$122 - \$127  
on 4 story elevated

**Wrap Garage Product (4-Story):**

\$132 - \$137 per SF

**Wrap Garage Product (5-Story):**

\$152 - \$157 per SF

**Podium Parked Product:**

\$152 - \$157 per SF

**7 Story Light Steel:**

\$172 - \$177 SF Range

**VITRUVIAN 201**  
Addison, TX  
5-Story Wrap | 383 Units



**HUMPHREYS  
& PARTNERS**  
ARCHITECTS, L.P.  
**25** years of  
innovation

**CAREER LOFTS**  
Laguna Niguel, CA  
4-Story Wrap | 142 Units



**MEMORIAL DRIVE**  
Houston, TX  
5-Story over 3 Level Podium | 71 Units



**HUMPHREYS  
& PARTNERS**  
ARCHITECTS, L.P.  
**25** years of  
innovation

**GATEWAY CROSSING**  
Laguna Niguel, CA  
5-Story Wrap | 351 Units

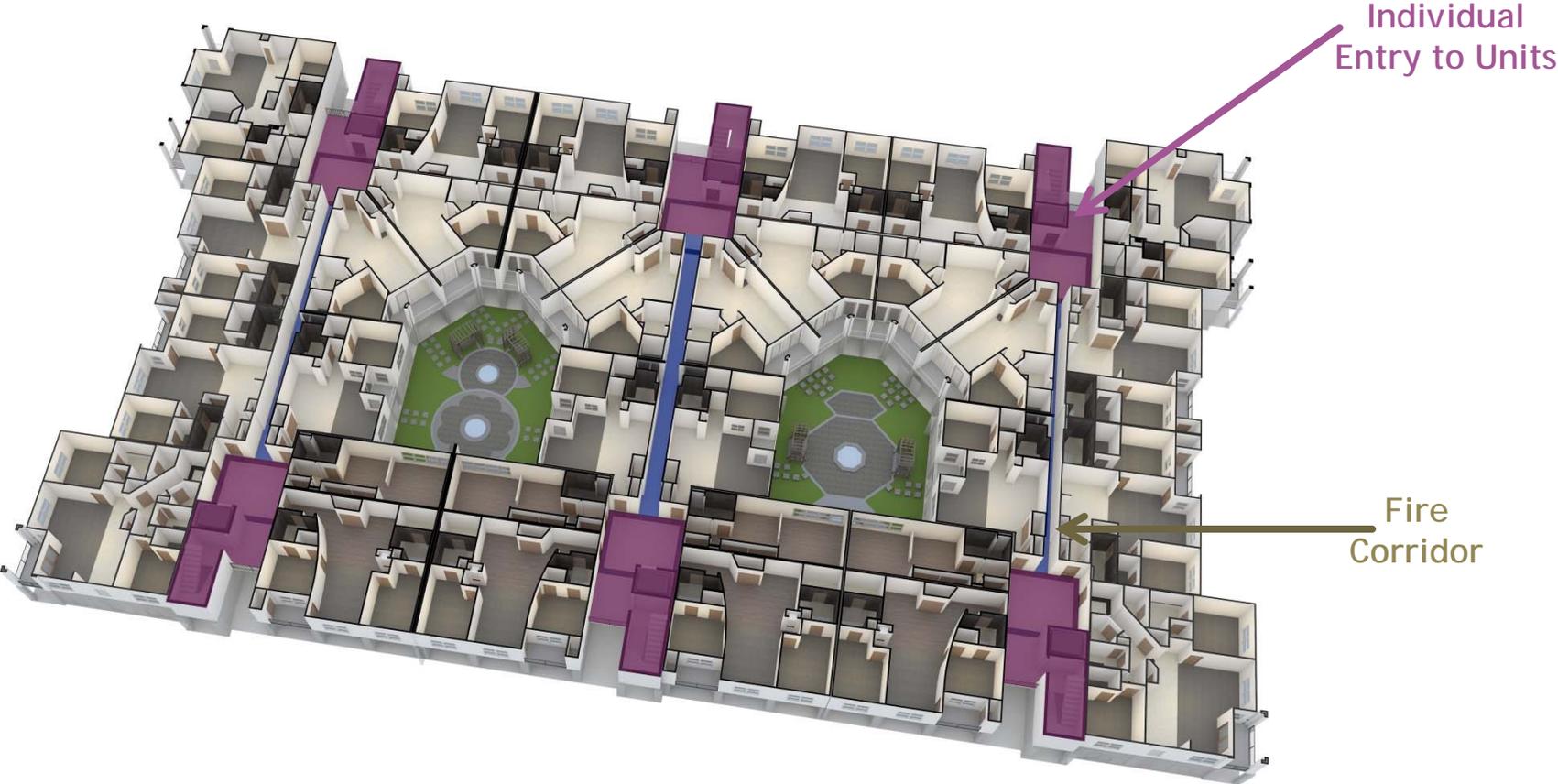


**HUMPHREYS  
& PARTNERS**  
ARCHITECTS, L.P.  
**25** years of  
innovation

# E-URBAN<sup>®</sup>

- ▶ Up to 86% efficient rentable/sellable area
- ▶ **Comparable to typical corridor buildings (avg. 68%)**
- ▶ Smaller unit square footages with same unit features
- ▶ Up to 44 units/acre with no structured parking
- ▶ Up to 118 units/acre with podium parking
- ▶ Up to 70 units/acre with wrap parking structure
- ▶ Densities based on 1.7 spaces/unit
- ▶ **Most projects are 65 – 70% efficient**
- ▶ 21%-31% savings
- ▶ **21% x 300,000 = 63,000 sq ft of hallways saved**
- ▶ **\$100 x 63,000 = 6.3 million**

# E-URBAN<sup>®</sup>



**EOS**  
Orlando, FL  
4-Story E-Urban® | 296 Units



**HUMPHREYS  
& PARTNERS**  
ARCHITECTS, L.P.  
**25** years of  
innovation

**ON THE BOARDS**  
4-Storey E-Urban



**HUMPHREYS  
& PARTNERS**  
ARCHITECTS, L.P.

**25** years of  
innovation

# BIG HOUSE<sup>®</sup>

## EFFICIENCY 100% rentable/sellable area

- ▶ Construction cost increase proportionate to increase in sales/leasing Stackable units simplify construction; garages pay for themselves
- ▶ Number of units per building can vary
- ▶ \$100 - \$105 per square foot

## SINGLE FAMILY FEATURES Direct Access Garages available for all units

- ▶ Enclosed private stairs for all upper units
- ▶ Walk out patios and balconies; additional storage opportunities

## ACCEPTANCE Aesthetic solution to multifamily development

- ▶ Greater community and jurisdiction acceptance



Prices depend on square foot average, site conditions and other factors. • \*15% higher out West (not California, Midwest or Northeast)  
15% to 30% higher in California, Midwest, Northeast and Pacific Northwest • 10% higher on 5-story product



**SOMERSET HILLS**  
 Enterprise, Nevada  
 3-Story E-Urban® & Big House®  
 210 E-Urban® Units & 150 Big House® Units



**HUMPHREYS & PARTNERS ARCHITECTS, L.P.**  
 25 years of innovation

# Condos

**HUMPHREYS  
& PARTNERS**  
ARCHITECTS, L.P.

**25** years of  
innovation

**EDISON MIDTOWN**

Phoenix, AZ

5-Story over 3-Level Podium | 110 Units



**HUMPHREYS  
& PARTNERS**  
ARCHITECTS, L.P.

**25** years of  
innovation

**LAKESIDE TOWER**

Grapevine, TX

15 Story Residential Tower | 48 Condo Units



**HUMPHREYS  
& PARTNERS**  
ARCHITECTS, L.P.  
**25** years of  
innovation

# Light-Gauge Steel

**HUMPHREYS  
& PARTNERS**  
ARCHITECTS, L.P.

**25** years of  
innovation

# NEWPORT ON THE LEVEE

Newport, KY

5-Story over 2-Level Podium | 175 Units | ALOFT Hotel



**STERLING FRISCO**  
Fayetteville, AR  
5-Story Wrap | 161 Units



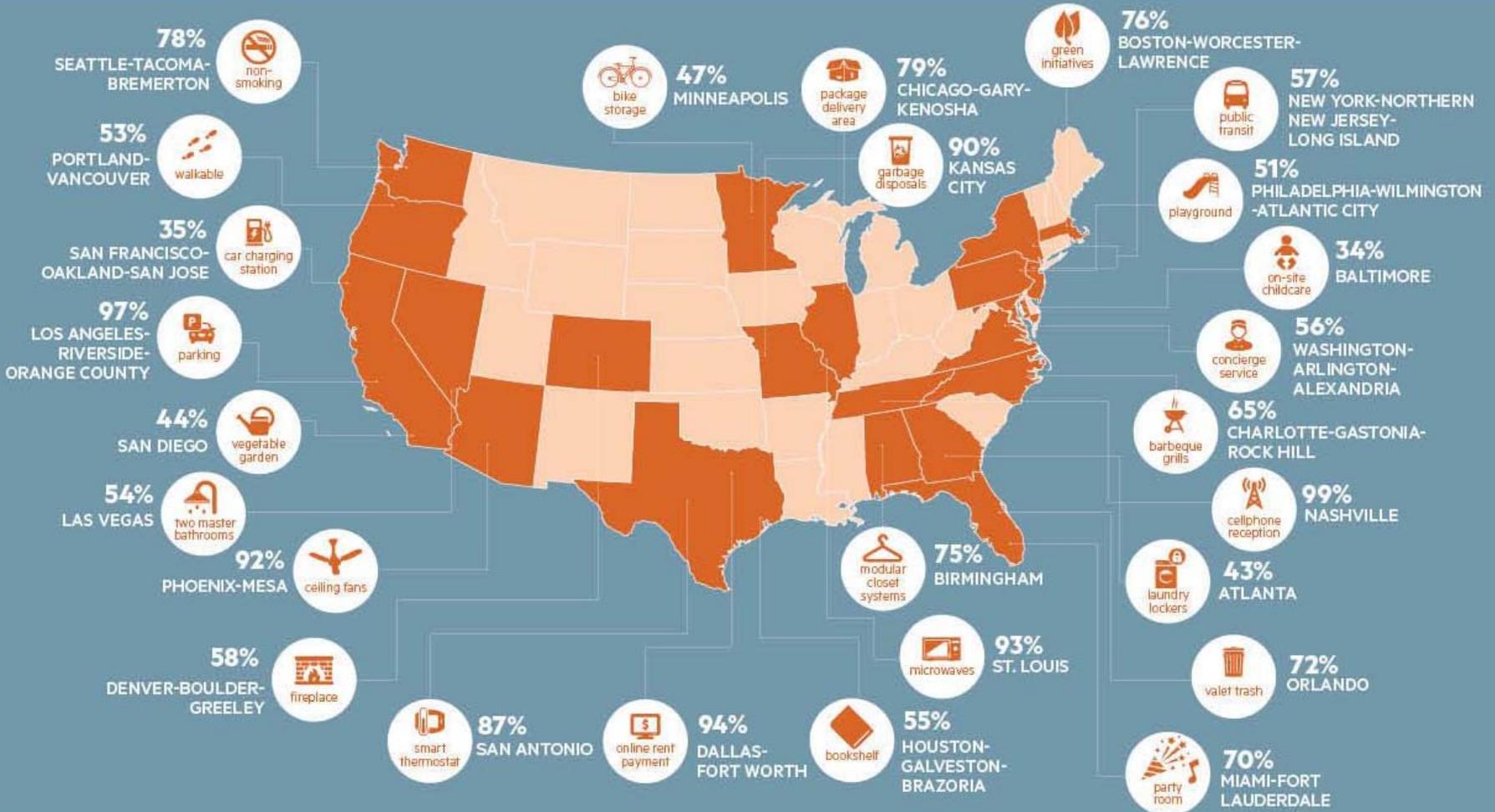
# Amenities

**HUMPHREYS  
& PARTNERS**  
ARCHITECTS, L.P.

**25** years of  
innovation

# FAVE FEATURES

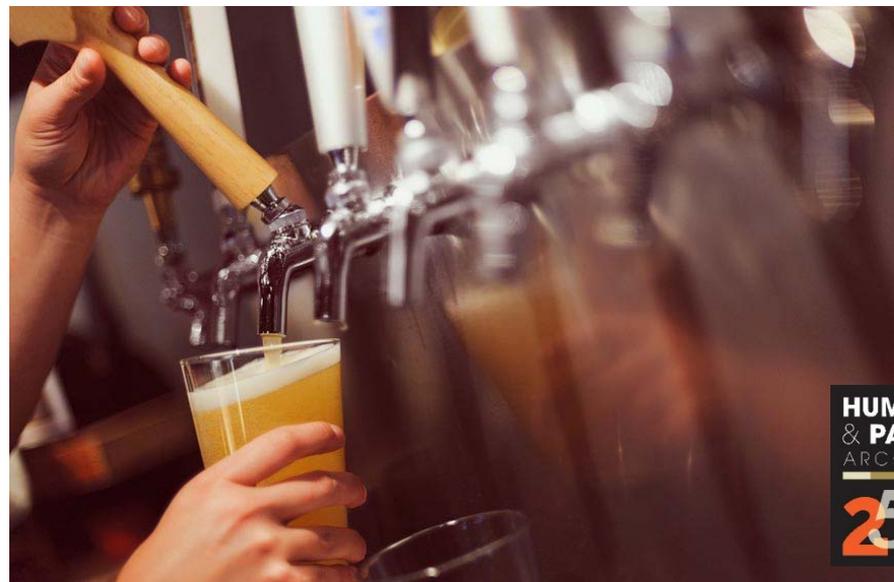
Apartment residents' interests are as diverse as the metros\* in which they live. Here's a look at some of the most popular amenities by local market.



# MIXED USE



# CLUBHOUSES



# ROOFTOPS



**HUMPHREYS  
& PARTNERS**  
ARCHITECTS, L.P.  
**25** years of  
innovation

# PACKAGE SERVICE



COURTESY OF  
**ie** PACKAGE  
CONCIERGE

# DESIGNING SMARTER



# Student Housing

**HUMPHREYS  
& PARTNERS**  
ARCHITECTS, L.P.

**25** years of  
innovation

# 2016 CONSTRUCTION COSTS

## Student Housing

### **Surface / Garden Style Product:**

\$100 - \$105 per sq. ft. on net in Texas and Southeast  
(30 to 50 beds per acre)

### **E-Urban / Surface Parked Product:**

\$105 - \$110 per sq. ft. on 3-story and \$115 - \$120 per sq. ft. on 4-story elevated in Texas and Southeast  
(80 to 90 beds per acre)

### **Wrap Garage Product:**

4-story (120 to 150 beds per acre) \$135 - \$140 per sq. ft. in Texas & Southeast

### **5 Story Type 3 Wrap**

\$145 to \$150 and podium \$155 to \$160.

### **Podium Parked Product:**

\$150 - \$155 per sq. ft. in Texas and Southeast  
(170 to 220 beds per acre)

### **High Rise Product:**

\$180 - \$220 per sq. ft. in Texas & Southeast  
(300 beds per acre or higher)

### **7 story light steel**

\$165 to \$170 range.

Prices depend on square foot average, site conditions and other factors. • \*15% higher out West (not California, Midwest or Northeast)  
15% to 30% higher in California, Midwest, Northeast and Pacific Northwest • 10% higher on 5-story product

# THE STANDARD AT GAINESVILLE

Gainesville, FL

10-Story Student Housing High-rise & Hotel

1200 Beds | 142 Hotel Keys



**ASPEN HEIGHTS**

Lincoln, NE

5-Story | 182 Units | 632 Beds



**HUMPHREYS  
& PARTNERS**  
ARCHITECTS, L.P.

**25** years of  
innovation

**FOREST PARK AVE**  
St. Louis, MO  
5-Story Podium  
164 Units | 450 Beds



**UNIVERSITY PARK**  
Las Vegas, NV  
584 Units | 762 Beds



**HUMPHREYS  
& PARTNERS**  
ARCHITECTS, L.P.

---

**25** years of  
innovation

**319 BRAGG**

Auburn, AL

3 Story | 87 Units | 297 Beds



**HUMPHREYS  
& PARTNERS  
ARCHITECTS, L.P.**  
**25** years of  
innovation

**U CENTRE ON TURNER**  
Columbia, MO  
5-Story | 182 Units | 718 Beds



**HUMPHREYS  
& PARTNERS**  
ARCHITECTS, L.P.  
**25** years of  
innovation

# STERLING SUMMIT

Reno, NV

5-Story | 186 Units | 709 Beds



**HUMPHREYS  
& PARTNERS**  
ARCHITECTS, L.P.  
**25** years of  
innovation

**ON THE BOARDS**

San Marcos, TX

5-Story | 96 Units | 304 Beds



**HUMPHREYS  
& PARTNERS**  
ARCHITECTS, L.P.

**25** years of  
innovation

# UNIVERSITY VILLAGE

Boulder, CO

4-Story Wrap

100 Units | 400 Beds



**1015 ASSEMBLY STREET**

Columbia, SC

227 Units | 684 Beds



**HUMPHREYS  
& PARTNERS**  
ARCHITECTS, L.P.  
**25** years of  
innovation

**STANDARD AT TEMPE**

Tempe, AZ  
26-Story Student Housing High Rise  
301 Units | 847 Beds



**HUMPHREYS  
& PARTNERS**  
ARCHITECTS, L.P.  
**25** years of  
innovation

# FINANCE



JASON PIERING  
*EVP / Capital Markets*

Jones Lang LaSalle  
8343 Douglas Avenue  
Suite 100  
Dallas, TX 75225

P: 214.438.6546  
[jason.piering@am.jll.com](mailto:jason.piering@am.jll.com)

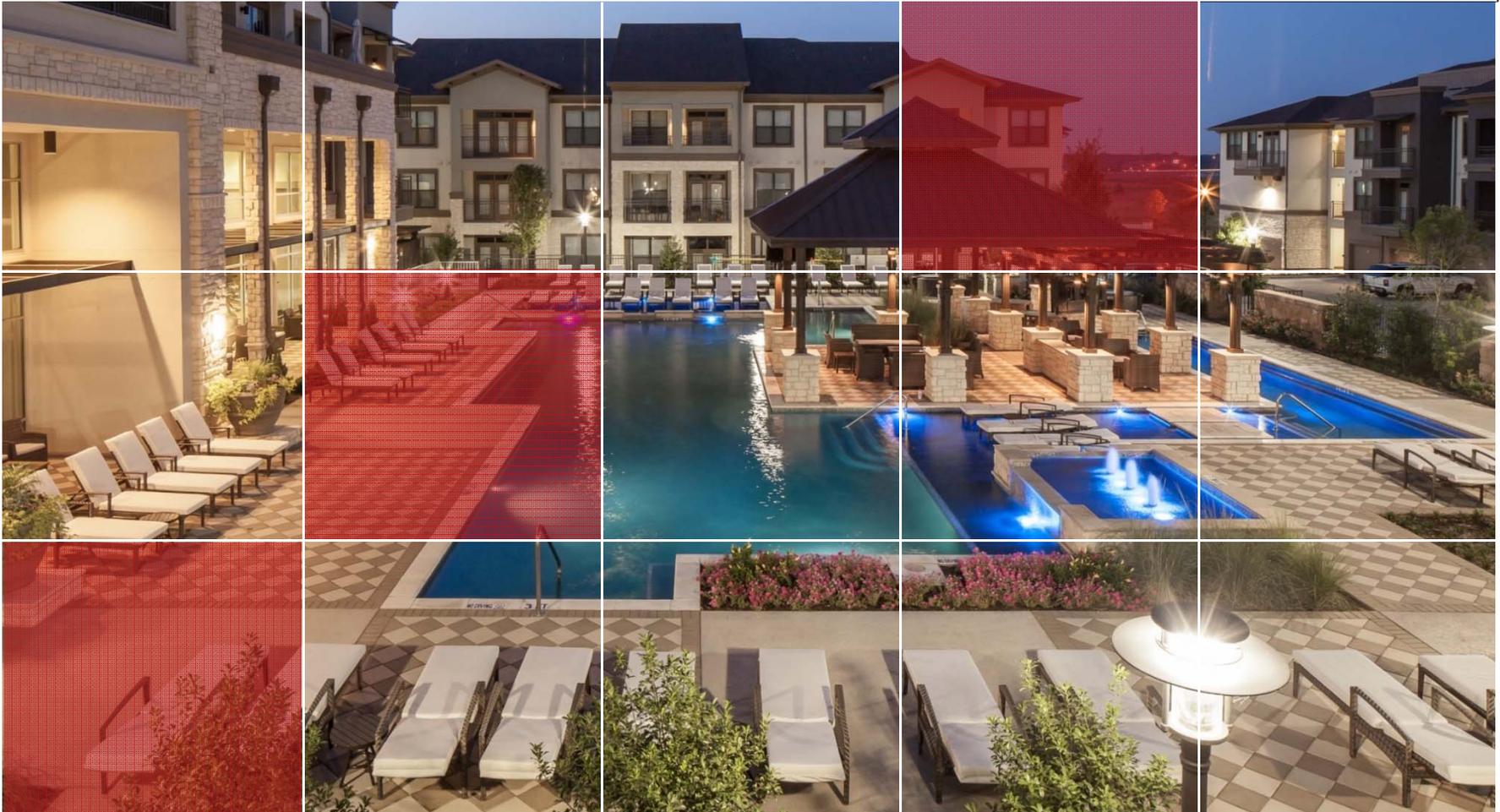
Kick-Off Event For

**APARTMENT  
DEVELOPMENT**

**2016**

# Debt & Equity for Multifamily

January 2016

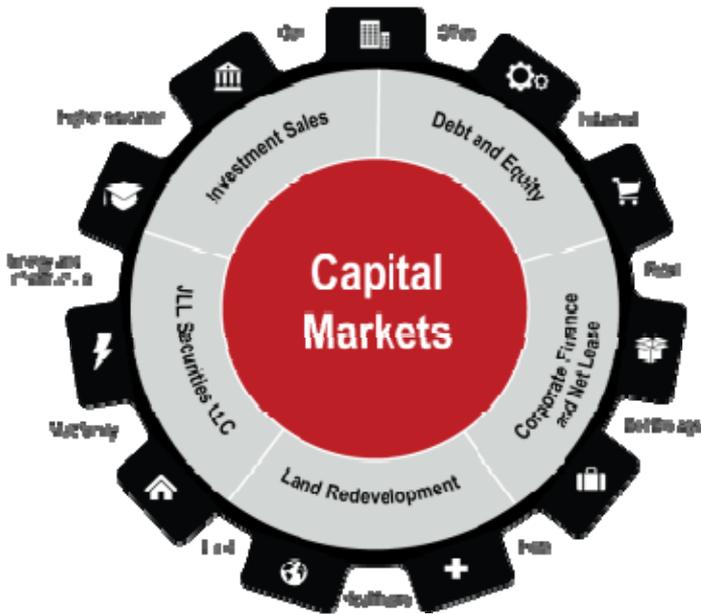


# JLL Capital Markets



## Scope of Capital Markets

A Unified Platform of Shared Expertise



JLL Capital Markets is a full-service global provider of capital solutions for real estate investors and occupiers. Our in-depth local market and global investor knowledge delivers best-in-class solutions for clients—whether a sale, financing, repositioning, advisory or recapitalization execution. We completed \$118 billion in investment sale and debt and equity transactions globally. In the United States, we are quickly gaining market share across all property types. The Capital Markets team includes more than 550 specialists worldwide.



World's Most Ethical Companies  
*Eight years running*



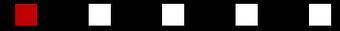
Global outsourcing 100 list  
*Seventh consecutive year*

### Capital Markets – by the numbers

<p><b>\$118B</b> 2014 global volume</p> 	<p><b>\$44B</b> 2014 U.S. volume</p> <p><b>\$24B</b> sales</p> <p><b>\$20B</b> financing</p> 	<p><b>1,003</b> Total 2015 transactions</p> 	<p><b>550</b> Professionals</p> 
---	---	---	---



# Multifamily Lending Expertise



JLL Capital Markets is one of the nation's largest providers of debt and equity capital. We connect you with a wide array of financial providers of competitively-priced, reliable capital products for the acquisition, refinance or rehabilitation of multifamily communities.

**JLL handles multifamily transactions spanning the full spectrum of geographies**

## Property Types

- Development sites
- Garden
- High-rise
- Mid-rise
- Mixed-use properties
- Portfolios
- Seniors housing
- Student housing
- Townhomes
- Condos

**No matter the complexity of your project, JLL identifies creative financing solutions and can secure the entire capital stack.**

## Providers

- CMBS
- Commercial banks
- Fannie Mae
- Freddie Mac
- HUD/GNMA
- Life companies
- Pension funds
- Specialty finance companies

## Relationships connecting you to capital

JLL's experienced financing professionals maintain relationships with lending and equity sources. These relationships are longstanding—extending three decades with Fannie Mae, Freddie Mac and HUD/Ginnie Mae.

## Customer-centric loan servicing

JLL offers loan underwriting, asset management and loan servicing capabilities in-house through a group of tenured experts. These functions are maintained in close coordination with your JLL representative, giving you direct access to your loan servicing team and responsiveness in the process.

## Full-service multifamily capabilities

JLL's multifamily capital professionals understand commercial real estate, capital markets, and the multifamily investor. In addition to our financing capabilities, we have a senior team of investment sales experts. With this inclusive team, you will find the right opportunities, capital solutions and prompt advice at any stage of the multifamily asset cycle.

**\$9.4B\***  
total U.S. multifamily  
financing volume in 2015



**234**

Multifamily lending  
transactions in 2015



**240**

dedicated multifamily  
professionals



**\$14B**

loan servicing portfolio



**International**

coverage

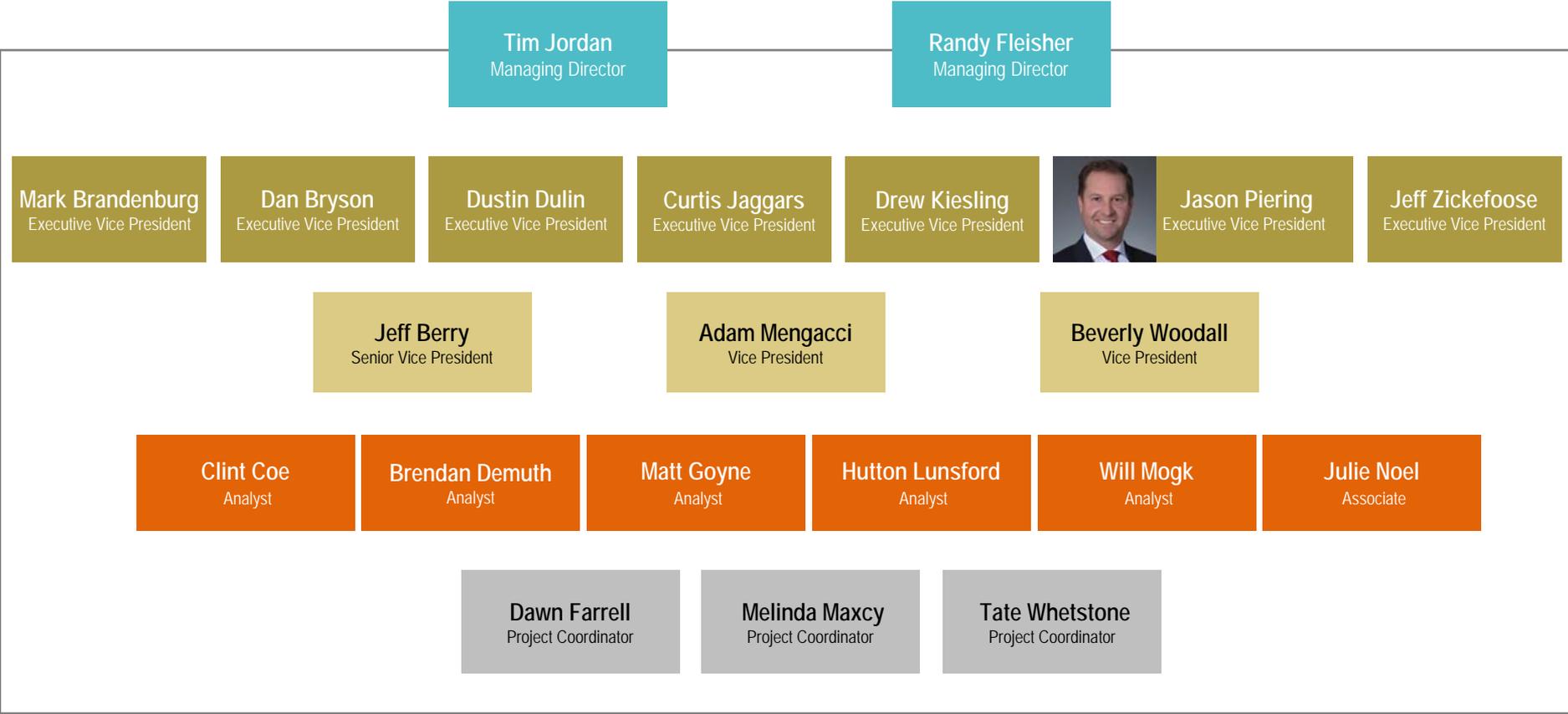


# JLL Dallas Real Estate Investment Banking



21

Member Team  
& Growing



# Capital Sources for Multifamily



## BANK

JLL sources floating and fixed rate loans from local, regional and national banks for construction, repositioning, lease-up and stabilized projects.

- Transaction size \$1 million and up
- Loan Terms 2 to 7 years
- Amortizations up to 25 years; I/O available
- LTV up to 75%
- DSCR as low as 1.0x
- Rates 2.50 to 4.50%
- Open prepay
- Nationwide Coverage
- Recourse unless below 65% LTV

## EQUITY

JLL structures JV, preferred equity and mezz for qualified Sponsors pursuing construction, value-add and stabilized multifamily investment opportunities.

- Transaction Size \$5 million to \$75 million
- Sponsor Co-Invest 5% to 20%
- Waterfall 8% to 18% cumulative preferred return, TBD splits thereafter
- Targeted for A and B Asset Classes
- Primary and Secondary U.S. Markets

## BRIDGE / INTERIM

JLL sources bridge loans for multifamily properties in transition, including value-add opportunities, repositioning, lease-up, new ownership, new management and others in need of short-term seasoning prior to rolling into either an Agency or CMBS permanent execution.

- Transaction Size \$2 million and up
- Loan Terms 1 to 5 years
- Interest Only
- LTV up to 85%
- DSCR as low as .85x
- Rates 4.25% to 6.75%
- Spread Maintenance
- Nationwide Coverage
- Non-Recourse

## FANNIE MAE / FREDDIE MAC

JLL offers multifamily DUS and seller/servicer products including fixed and adjustable rate debt for acquisitions, rehabilitations, pre-stabilized assets, student housing, military, cooperatives, senior and manufactured housing communities.

- Size \$1 million and up
- Loan Terms 5, 7, 10 and 15 years
- Amortization Up to 30 years; I/O available
- LTV up to 80%
- DSCR As low as 1.20x
- Rates 3.25% to 4.75%
- Yield Maintenance
- Nationwide Coverage
- Non-Recourse

## CMBS

JLL sources conduit financing for stabilized multifamily and commercial real estate properties, specifically geared towards acquisition and refinance needs.

- Transaction Size \$2 million and up
- Loan Terms 5 and 10 years
- Amortization Up to 30 years; I/O available
- LTV Up to 75%
- DSCR as low as 1.25x
- Rates 4.25% to 4.75%
- Defeasance
- Nationwide Coverage
- Non-Recourse

## HUD / FHA

JLL offers financing of affordable multifamily housing, both for new construction and existing product. We originate loans under a variety of government-sponsored entities (GSEs) and FHA through our own DUS license.

- Size \$3 million and up
- Loan Terms 3 to 40 years
- Amortization Up to 40 years
- LTV up to 80%
- DSCR AS low as 1.17x
- Rates 3.25% to 4.75%
- Yield Maintenance, Defeasance or Fixed Prepay
- Nationwide Coverage
- Non-Recourse

# 2015 Transaction and 2016 Pursuits



## WILLOW POND

Dallas, Texas  
386 Units  
Financing



## ROSEMARY POINTE

Rosemary Beach, Florida  
68 Units  
Construction Financing / Preferred Equity



## Sage Canyon & Lodge at Legacy

Arlington, Texas  
476 Units  
Equity Raise



## SHORES AT LAS COLINAS

Irving, Texas  
908 Units  
Financing

# 2015 Transaction and 2016 Pursuits



## SUITE 2801

Eules (Colleyville), Texas  
417 Units  
Sale and Acquisition Debt



## MIDWAY STATION

Midland, Texas  
210 Units  
Financing



## FOREST RIDGE

Arlington, Texas  
660 Units  
Financing



## CENTURY LEGACY VILLAGE

Plano, Texas  
328 Units  
Financing



## BRYSON AT CITYPLACE

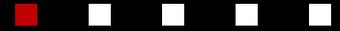
Dallas, Texas  
232 Units  
Sale



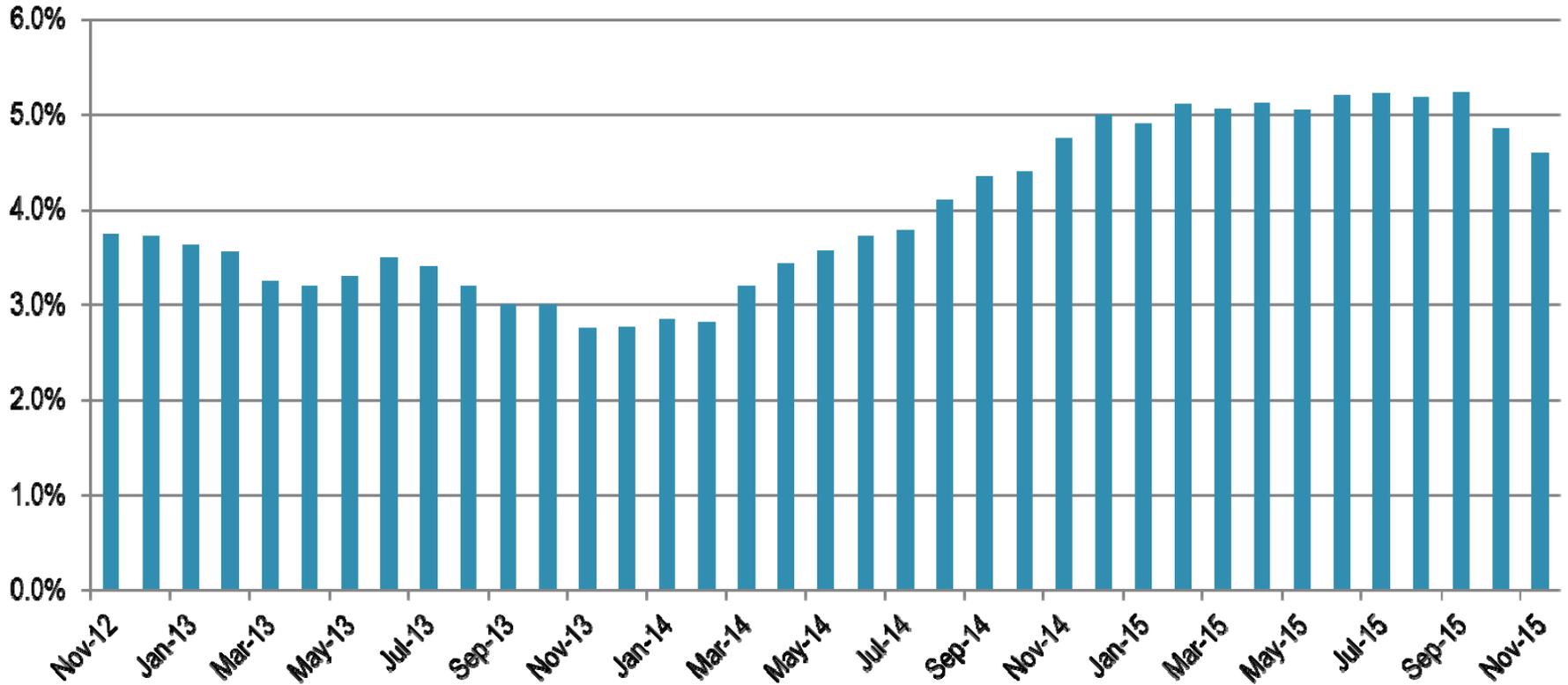
## LEGACY NORTH PORTFOLIO

Plano, Texas  
1,675 Units  
Sale

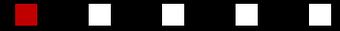
# National Annual Effective Rent Growth



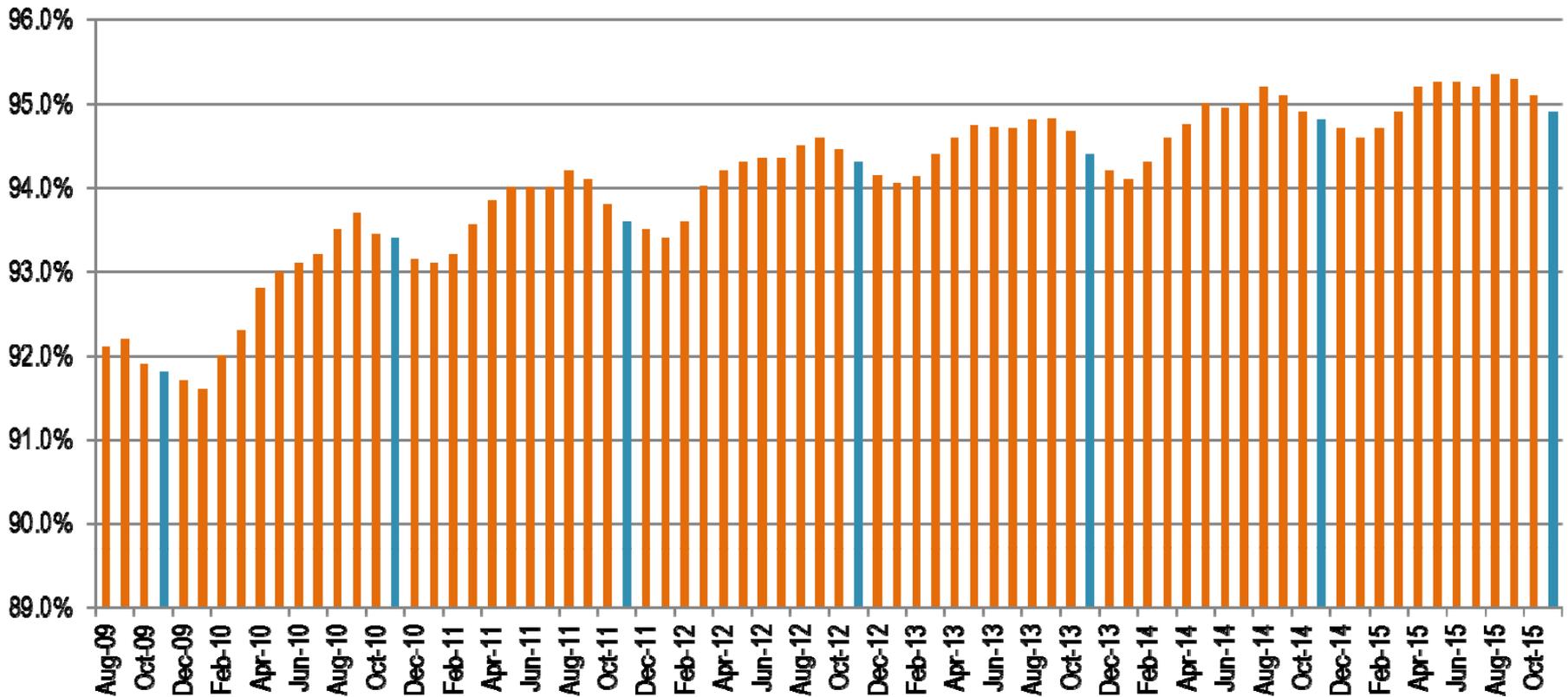
## National Annual Effective Rent Growth



# National Occupancy Rate



## National Occupancy Rate

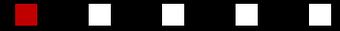




## Conclusions

- MULTIFAMILY REMAINS THE PREFERRED COMMERCIAL REAL ESTATE INVESTMENT ASSET TYPE
- DEBT AND EQUITY FOR MULTIFAMILY PROPERTIES IS STILL AVAILABLE
- INTEREST RATES REMAIN AT OR NEAR ALL TIME LOWS WITH LEVERAGE LEVELS AT OR NEAR ALL TIME HIGHS
- RENTS AND OCCUPANCIES ARE ANTICIPATED TO REMAIN STABLE AND EVEN SHOW MODEST GROWTH IN MOST MAJOR MARKETS OVER THE NEXT FEW YEARS
- NON-RECOURSE FINANCING HAS BECOME MORE AVAILABLE

# Debt & Equity for Multifamily



## Contact Information

**JLL**

8343 Douglas Avenue, Suite 100

Dallas, Texas 75225

[www.am.jll.com](http://www.am.jll.com)

**Jason Piering | Executive Vice President**

(214) 438-6546 direct

(972) 523-0903 mobile

[Jason.Piering@am.jll.com](mailto:Jason.Piering@am.jll.com)

# 2016 KICKOFF WEBINAR

## For Apartment Development

**DOUG BIBBY**  
*President*

National Multi Family Housing Council  
1850 M. Street, NW Suite 540  
Washington, DC 20036

P: 202.974.2300  
DBIBBY@NMHC.ORG



**Greg Willett**  
*VP, Research & Analysis*

MPF Research  
4000 International Parkway  
Carrollton, TX 75007

P: 972.820.3262  
GREG.WILLETT@  
REALPAGE.COM



**MARK HUMPHREYS**  
*CEO*

Humphreys & Partners Architects  
5339 Alpha Road, Suite 300  
Dallas, TX 75240

P: 972.701.9636  
MARK@HUMPHREYS.COM  
GREG@HUMPHREYS.COM

**GREG FAULKNER**  
*President*



**JASON PIERING**  
*EVP / CAPITAL MARKETS*

Jones Lang LaSalle  
8343 Douglas Avenue, Suite 100  
Dallas, TX 75225

P: 214.438.6546  
JASON.PIERING@AM.JLL.COM



# 2016 KICKOFF WEBINAR

## For Apartment Development

**DOUG BIBBY**  
*President*

National Multifamily Housing Council  
1850 M. Street, NW Suite 540  
Washington, DC 20036

P: 202.974.2300  
DBIBBY@NMHC.ORG



**Greg Willett**  
*VP, Research & Analysis*

MPF Research  
4000 International Parkway  
Carrollton, TX 75007

P: 972.820.3262  
GREG.WILLETT@  
REALPAGE.COM



**MARK HUMPHREYS**  
*CEO*

Humphreys & Partners Architects  
5339 Alpha Road, Suite 300  
Dallas, TX 75240

P: 972.701.9636  
MARK@HUMPHREYS.COM  
GREG@HUMPHREYS.COM



**GREG FAULKNER**  
*President*

**JASON PIERING**  
*EVP / CAPITAL MARKETS*

Jones Lang LaSalle  
8343 Douglas Avenue, Suite 100  
Dallas, TX 75225

P: 214.438.6546  
JASON.PIERING@AM.JLL.COM



# 2016 KICKOFF WEBINAR

## For Apartment Development

**DOUG BIBBY**  
*President*

National Multifamily Housing Council  
1850 M. Street, NW Suite 540  
Washington, DC 20036

P: 202.974.2300  
DBIBBY@NMHC.ORG



**Greg Willett**  
*VP, Research & Analysis*

MPF Research  
4000 International Parkway  
Carrollton, TX 75007

P: 972.820.3262  
GREG.WILLETT@  
REALPAGE.COM



**MARK HUMPHREYS**  
*CEO*

Humphreys & Partners Architects  
5339 Alpha Road, Suite 300  
Dallas, TX 75240

P: 972.701.9636  
MARK@HUMPHREYS.COM  
GREG@HUMPHREYS.COM



**GREG FAULKNER**  
*President*

**JASON PIERING**  
*EVP / CAPITAL MARKETS*

Jones Lang LaSalle  
8343 Douglas Avenue, Suite 100  
Dallas, TX 75225

P: 214.438.6546  
JASON.PIERING@AM.JLL.COM



# 2016 KICKOFF WEBINAR

## For Apartment Development

**DOUG BIBBY**  
*President*

National Multifamily Housing Council  
1850 M. Street, NW Suite 540  
Washington, DC 20036

P: 202.974.2300  
DBIBBY@NMHC.ORG



**Greg Willett**  
*VP, Research & Analysis*

MPF Research  
4000 International Parkway  
Carrollton, TX 75007

P: 972.820.3262  
GREG.WILLETT@  
REALPAGE.COM



**MARK HUMPHREYS**  
*CEO*

Humphreys & Partners Architects  
5339 Alpha Road, Suite 300  
Dallas, TX 75240

P: 972.701.9636  
MARK@HUMPHREYS.COM  
GREG@HUMPHREYS.COM



**GREG FAULKNER**  
*President*

**JASON PIERING**  
*EVP / CAPITAL MARKETS*

Jones Lang LaSalle  
8343 Douglas Avenue, Suite 100  
Dallas, TX 75225

P: 214.438.6546  
JASON.PIERING@AM.JLL.COM



# FEEDBACK

**What programs would you like to see in future webinars?**

New designs & concepts

Equity

Lending

Student Housing

Other (please specify)

Email [marketing@humphreys.com](mailto:marketing@humphreys.com) with your ideas and/or any questions on today's discussion. We look forward to hearing from you!

**CALL** 972.701.9636  
**EMAIL** [marketing@humphreys.com](mailto:marketing@humphreys.com)  
**VISIT** [www.humphreys.com](http://www.humphreys.com)

**Kick-Off Event For**

**APARTMENT  
DEVELOPMENT**

**2016**

# UPCOMING EVENTS

NMHC Annual Meeting & Apartment Strategies Conference	Jan. 19-21, 2016	Hilton Orlando Bonnet Creek/Waldorf Astoria - Orlando, FL
International Builders Show	Jan. 19-21, 2016	Las Vegas, NV
RealShare Apartments East	Feb. 23 & 24, 2016	The Thompson Hotel - Miami Beach, FL
Crittenden Multifamily Conference	March 6-8, 2016	Hilton Lincoln Center - Dallas, Texas
Interface Student Housing	April 8-10, 2016	JW Marriott - Austin, TX
ICSC	May 22-25, 2016	Las Vegas, NV
PCBC	June 22 & 23, 2016	Moscone Center - San Francisco, CA
MFE Conference	Sept. 19-21, 2016	Bellagio - Las Vegas, NV
NMHC Student Housing	Sept. 28-30, 2016	Marriott - New Orleans, LA

## MEMBERSHIP

Interested in joining NAHB's Multifamily Leadership Board  
Contact Andy Flank [aflank@nahb.com](mailto:aflank@nahb.com)

Interested in joining the National Multifamily Housing Council  
Contact Doug Bibby at [dbibby@nmhc.org](mailto:dbibby@nmhc.org)

# THANK YOU FOR ATTENDING

2016 Kickoff Webinar



Kick-Off Event For

**APARTMENT  
DEVELOPMENT**

**2016**