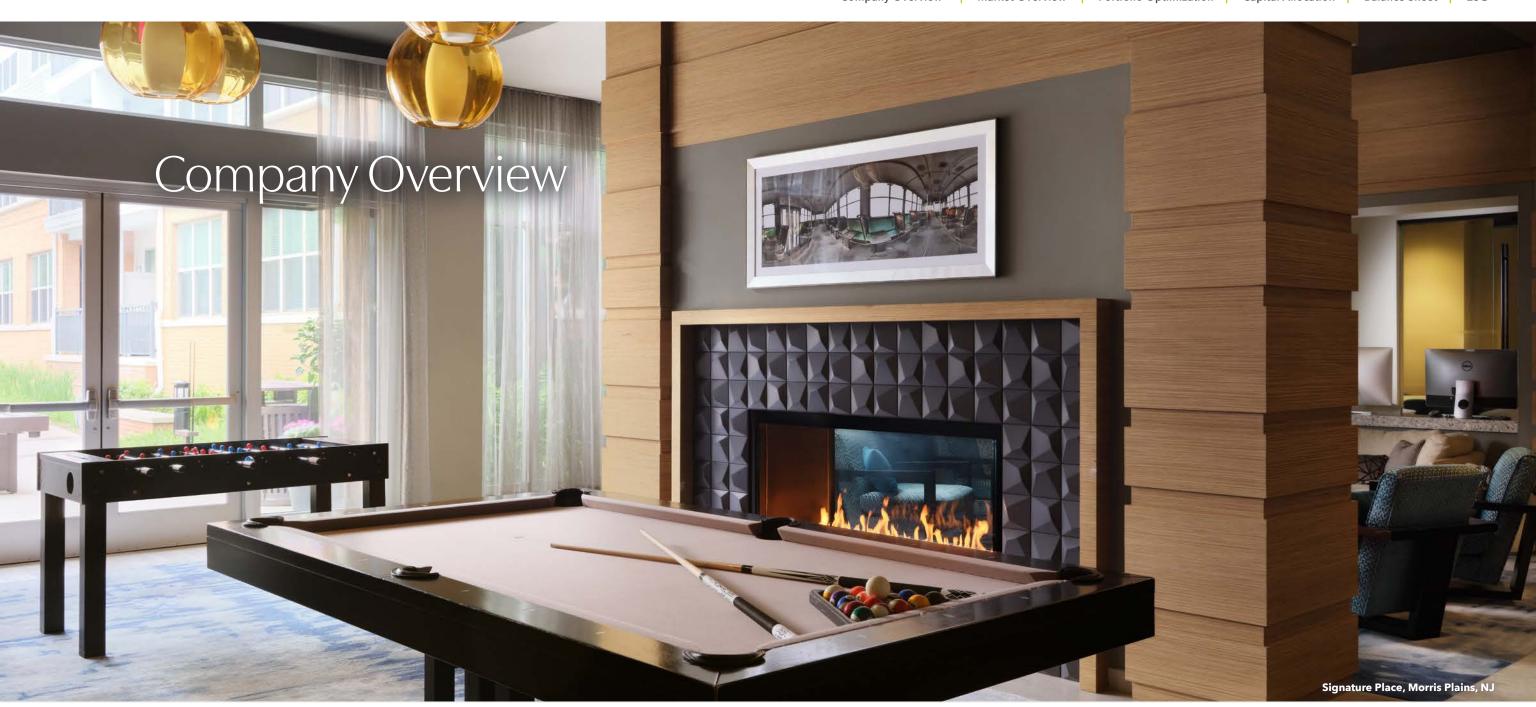


FORWARD-LOOKING STATEMENTS

This Operating and Financial Data should be read in connection with our Quarterly Report on Form 10-Q for the quarter ended June 30, 2024.

Statements made in this presentation may be forward-looking statements within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended. Such forward-looking statements are intended to be covered by the safe harbor provisions for forward-looking statements contained in Section 21E of such act. Such forward-looking statements relate to, without limitation, our future economic performance, plans and objectives for future operations and projections of revenue and other financial items. Forward-looking statements can be identified by the use of words such as "may," "will," "plan," "potential," "projected," "should," "expect," "anticipate," "estimate," "target," "continue" or comparable terminology. Forward-looking statements are inherently subject to certain risks, trends and uncertainties, many of which we cannot predict with accuracy and some of which we might not even anticipate. Although we believe that the expectations reflected in such forward-looking statements are based upon reasonable assumptions at the time made, we can give no assurance that such expectations will be achieved. Future events and actual results, financial and otherwise, may differ materially from the results discussed in the forward-looking statements. Readers are cautioned not to place undue reliance on these forward-looking statements and are advised to consider the factors listed above together with the additional factors under the heading "Disclosure Regarding Forward-Looking Statements" and "Risk Factors" in our annual reports on Form 10-K, as may be supplemented or amended by our quarterly reports on Form 10-Q, which are incorporated herein by reference. We assume no obligation to update or supplement forward-looking statements that become untrue because of subsequent events, new information or otherwise.

Company Overview | Market Overview | Portfolio Optimization | Capital Allocation | Balance Sheet | ESG



At-A-Glance

KEY COMPANY HIGHLIGHTS

Veris Residential, Inc. is a forward-thinking, environmentally and socially conscious real estate investment trust (REIT) that primarily owns, operates, acquires and develops holistically inspired, Class A multifamily properties that meet the sustainabilityconscious lifestyle needs of today's residents while positively impacting the communities it serves and the planet at large.

95.3%1 **OCCUPANCY RATE** $7.9\%^2$ H1 2024 NOI GROWTH YEAR-OVER-YEAR

COMMUNITIES

7,621

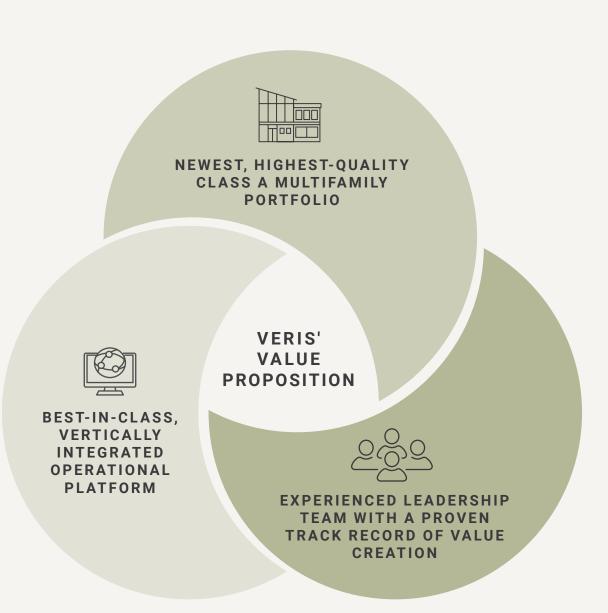
APARTMENT HOMES

83%

OF PROPERTIES ARE GREEN CERTIFIED

92

2023 GRESB SCORE



^{1.} Average as of September 4, 2024.

^{2.} Normalized NOI for the impact of successful tax appeals.

Balance Sheet | ESG

Rapid Transformation to a Pure-Play Multifamily REIT



Named new CEO and COO

Announced strategic shift to pure-play multifamily

\$731m of suburban office sales across 20 properties

Repaid \$575m of corporate bonds

Rebranded to Veris Residential

Transformed remaining C-Suite leadership

\$831m of non-strategic sales (5 land parcels, 2 offices and 1 hotel)

Acquired The James Launched Haus25

\$660m of non-strategic sales (3 land parcels, 5 offices and 2 hotels)

Negotiated early redemption of Rockpoint preferred interest

Reinstated dividend

Three years of sectorleading operational performance

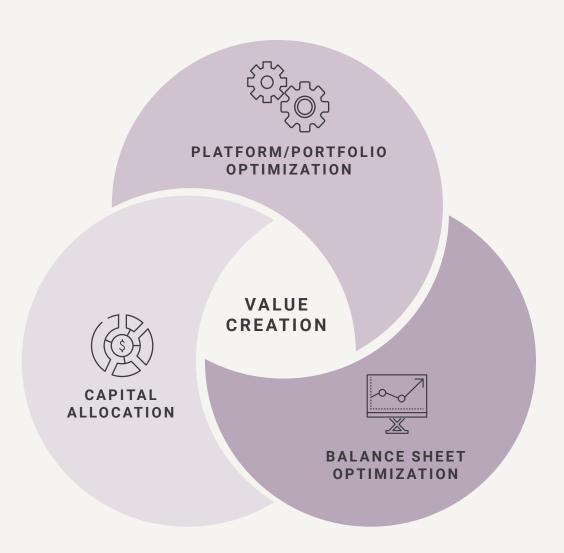
\$207m of non-strategic sales YTD, including Harborside 5, our last office asset

What's Next: A Multi-Faceted Approach to Value Creation

OPTIMIZATION INITIATIVES TO ENHANCE ENTITY VALUE

With the transformation behind us, our focus turns to the significant opportunities for continued value creation that lie ahead.

- Capital Allocation: Initiatives focused on generating earnings and value accretion, providing a further boost to the positive baseline performance from our existing multifamily portfolio over time
- Platform/Portfolio Optimization: Continued operational outperformance through platform and portfolio optimization strategies
- **Balance Sheet Optimization:** Focused on the composition and level of debt over time



Veris' Value Proposition

WELL-POSITIONED WITH STRONG UNDERLYING FUNDAMENTALS



Sector-leading, vertically integrated operational platform.



Newest Class A portfolio in established Northeast markets commanding the highest average rent /unit and growth rate.



Technology-guided/AIbased approach to revenue optimization.



Strong track record of developing to core (1,616 units-or 32% since 2021).

5



Highly scalable platform.

6



Experienced management team with strong track record. Diverse, experienced Board highly focused on value creation.



Disciplined, value-oriented approach to evaluating capital allocation opportunities.

8



Best-in-class governance and commitment to valueenhancing ESG initiatives.

SHORT HILLS

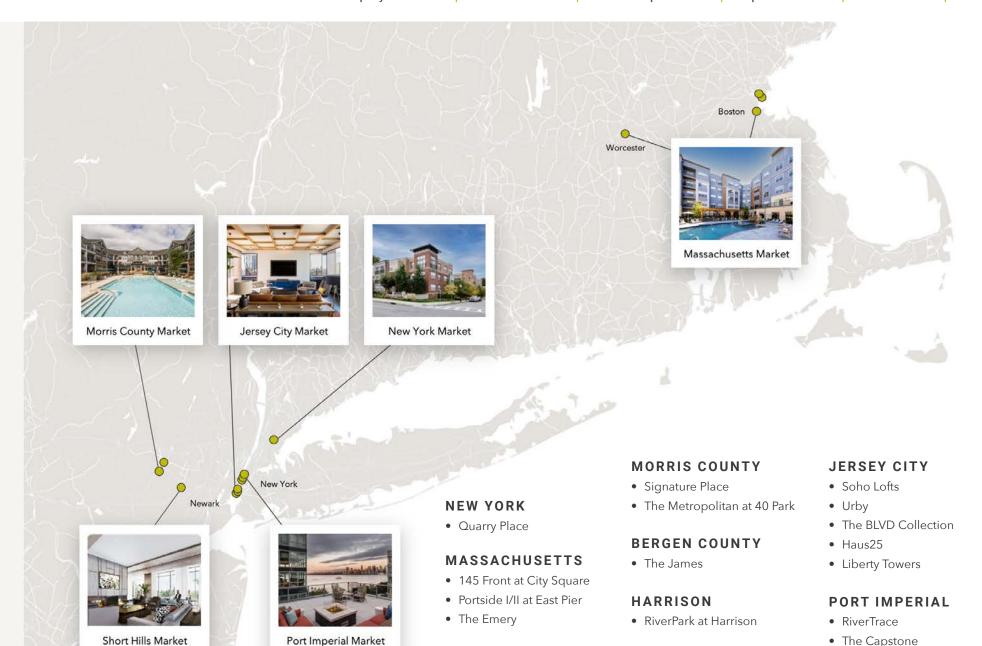
• The Upton

Northeast Coastal Focused

OUR CORE MARKETS

7,621 premium units across 22 assets, with locations across New Jersey, Massachusetts, Suburban New York and Washington, D.C.

Almost half of our properties are located on the Jersey City Waterfront, where Class A rents continue to reflect a discount of approximately 30% to top Manhattan submarkets and 12% to those of Downtown Brooklyn while offering generally newer product, more space and a wider selection of amenities.



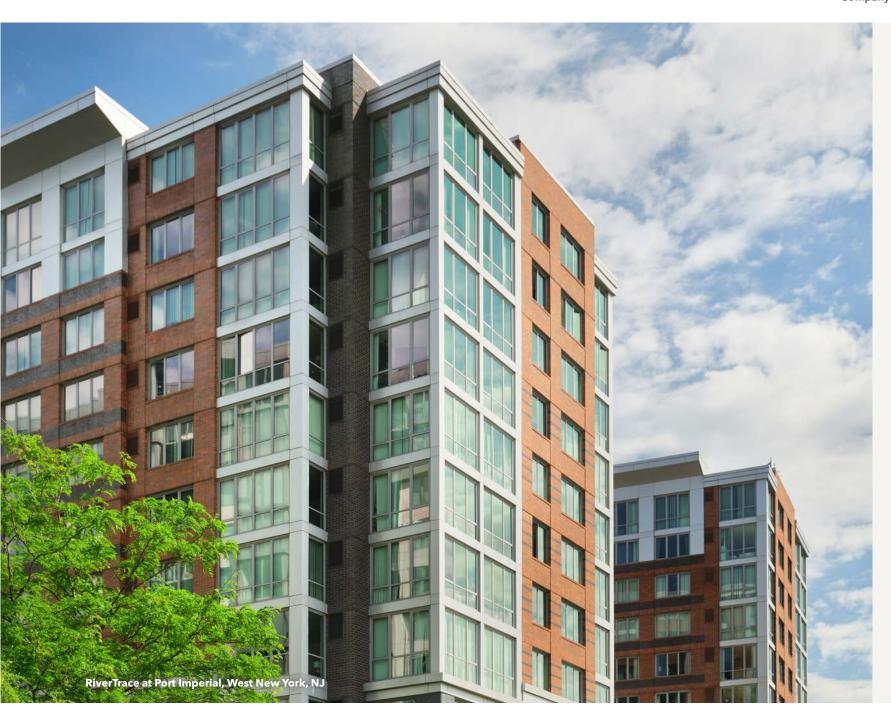
WASHINGTON, D.C.

• Station House

• RiverHouse 9

• RiverHouse 11

Company Overview



Superior Portfolio Quality

HIGHLY AMENITIZED & SPACIOUS APARTMENT HOMES

Portfolio differentiators:

- Highly-amenitized, Class A assets
- Youngest multifamily portfolio
- Located in top-performing submarkets
- Commanding highest rents
- Sector-leading ORA® Score of 83.81 (July 2024), reflecting high resident satisfaction
- Underpinned by ESG principles

Unmatched finishes and amenities:

- Resident lounges with picturesque views
- State-of-the-art fitness centers
- Rooftop swimming pools
- Dog parks and grooming areas
- EV charging stations
- Green roofs
- Hydroponic farms
- Rooftop beehives
- Private event spaces
- Conference rooms
- Work pods
- Golf simulator rooms

CORPORATE PRESENTATION, SEPTEMBER 9, 2024

Our Leadership Team

PROVEN TRACK RECORD OF VALUE CREATION

Executive Team



Mahbod Nia Chief Executive Officer



Taryn Fielder General Counsel & Secretary



Amanda Lombard **Chief Financial** Officer



Anna Malhari **Chief Operating** Officer



Jeff Turkanis Chief Investment Officer

Dept. Heads



Carmen DeGuida CISO & Vice President Information Technology



Lori Milo Senior Vice President Human Resources



Nicole Jones Senior Vice President Marketing & Comms



Karen Cusmano Senior Vice President Sustainability & ESG



Jay Minchilli Senior Vice President Operations & Asset Mgmt

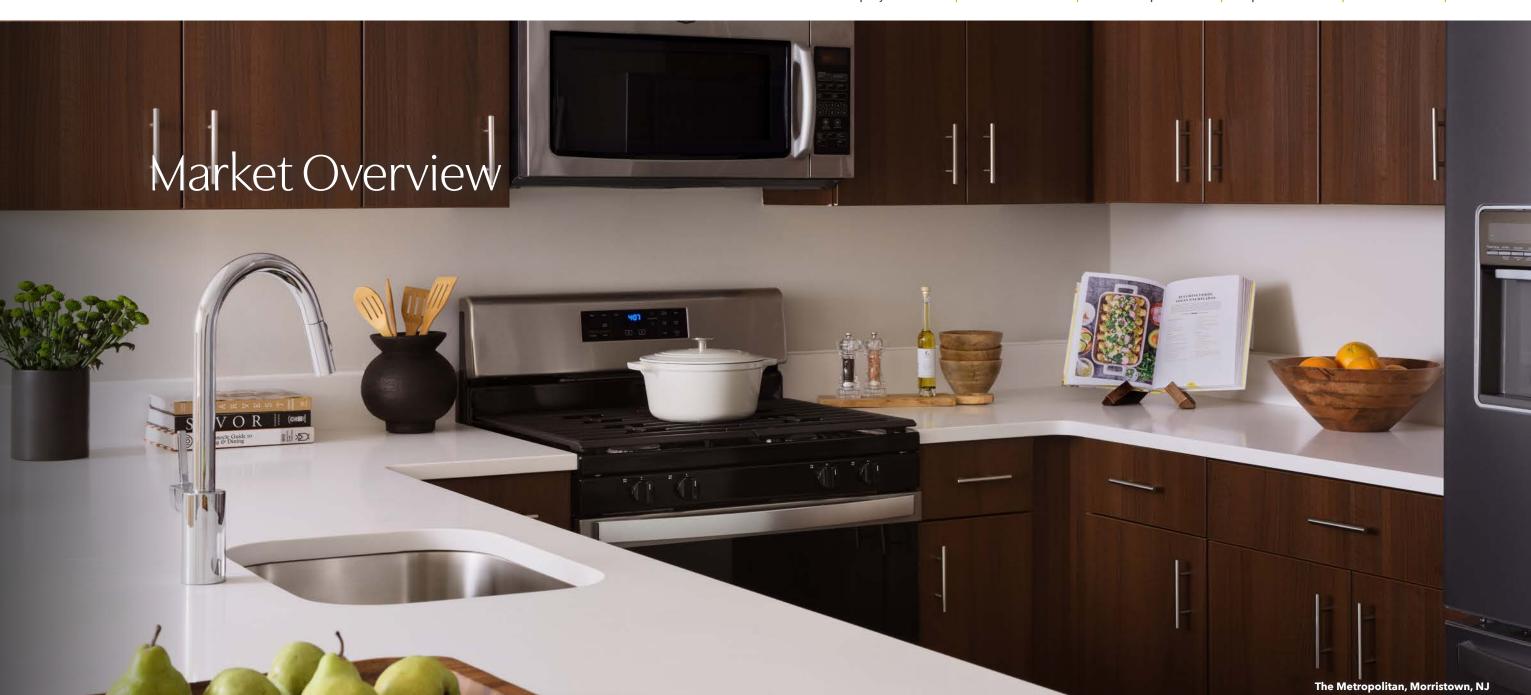


PJ Lefort Senior Vice President Operations



Javairia Waseem Vice President Tax

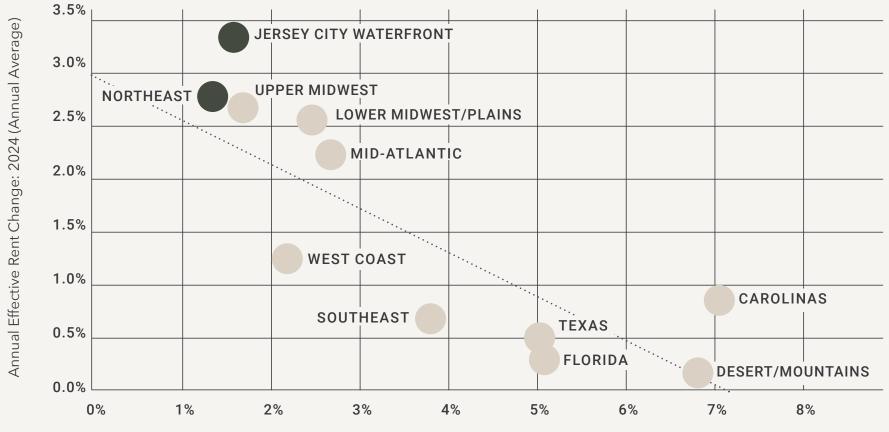
Company Overview | Market Overview | Portfolio Optimization | Capital Allocation | Balance Sheet | ESG



CORPORATE PRESENTATION, SEPTEMBER 9, 2024

Our Core Markets

ROBUST DEMAND AND LIMITED NEAR-TERM SUPPLY SUPPORT CONTINUED RENTAL GROWTH



Annual Net Inventory Change: 2024 (% of Existing Stock Scheduled to Deliver)

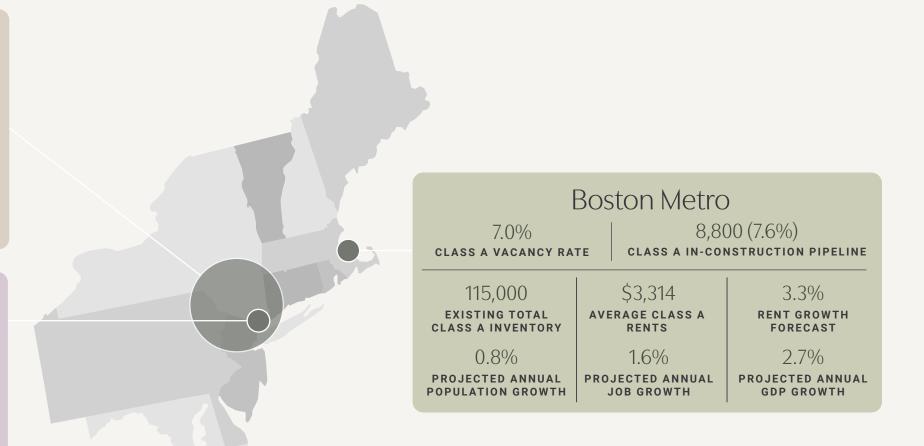
Source: RealPage®; CoStar for Jersey City Waterfront data only

Our Core Markets

COMMUNITIES CONCENTRATED IN THE NORTHEAST

Tri-S	Sta	te (NY, NJ,	CT) ¹
6.4% class a vacancy ra	ΓΕ	,	00 (6.7%) ISTRUCTION PIPELINE
297,000 existing total class a inventory	AV	\$4,221 erage class a rents	2.4% RENT GROWTH FORECAST
1.1% PROJECTED ANNUAL POPULATION GROWTH		0.3% DJECTED ANNUAL JOB GROWTH	2.6% PROJECTED ANNUAL GDP GROWTH

Jerse	ey City Waterf	ront		
4.6%	108	3 (0.5%)		
CLASS A VACANCY RATE CLASS A IN-CONSTRUCTION PIPELII				
19,500	\$4,180	2.8%		
EXISTING TOTAL CLASS A INVENTORY	AVERAGE CLASS A RENTS	RENT GROWTH FORECAST		
1.1%	0.3%	2.6%		
PROJECTED ANNUAL POPULATION GROWTH ²	PROJECTED ANNUAL JOB GROWTH ²	PROJECTED ANNUAL GDP GROWTH ²		



As of August 2024. Source: Oxford Economics; CoStar for Jersey City Waterfront.

1. Stats do not include Connecticut. 2. Includes all of Jersey City, NJ.

V.

Our Residents' Income Profile

RESIDENT INCOMES STEADILY GROWING IN PARALLEL WITH RENTS

12%

AVERAGE RESIDENT
RENT-TO-NET-DISPOSABLEINCOME RATIO

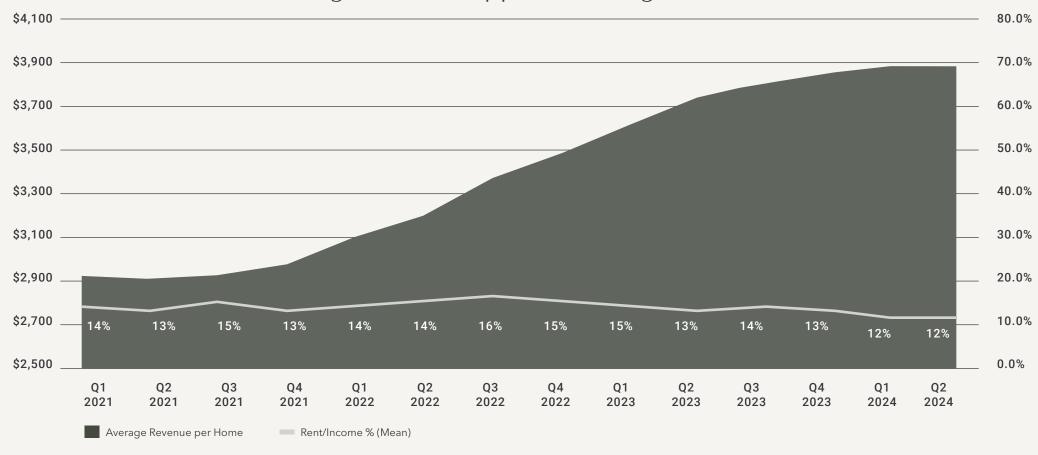
\$226,805 AVERAGE RESIDENT

INCOME

\$382,918
AVERAGE HOUSEHOLD INCOME

Resident income information reflects Q2 2024.

Rising Incomes Support Growing Rents



V.

Company Overview | Market Overview | Portfolio Optimization | Capital Allocation | Balance Sheet | ESG



Ongoing Portfolio Optimization Strategies

FOCUS ON MAXIMIZING NOI GROWTH AND MARGIN

Revenue Maximization

- Guided, Al-based approach to revenue optimization.
- Prioritization of resident retention.
- Focus on resident experience (The Veris Promise).
- Ancillary revenue opportunities.

Expense Mitigation

- Controls/budgeting/accountability.
- Simplification of organizational structure/streamlined processes.
- Technology driving efficiencies across functions (EliseAI, Peek, Maintenance IQ and others).
- Hybrid-style, "floating" leasing team.
- Centralized back office.

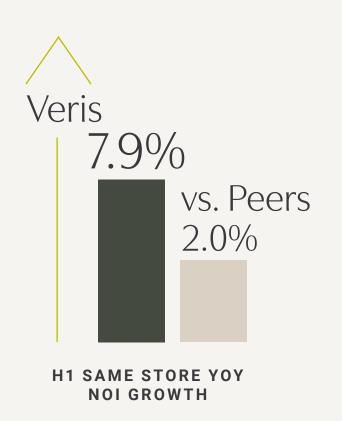
Capital Investment

- ROIC-focused capex to grow revenue and/or reduce expenses, driving NOI growth.
- Value-enhancing ESG initiatives.

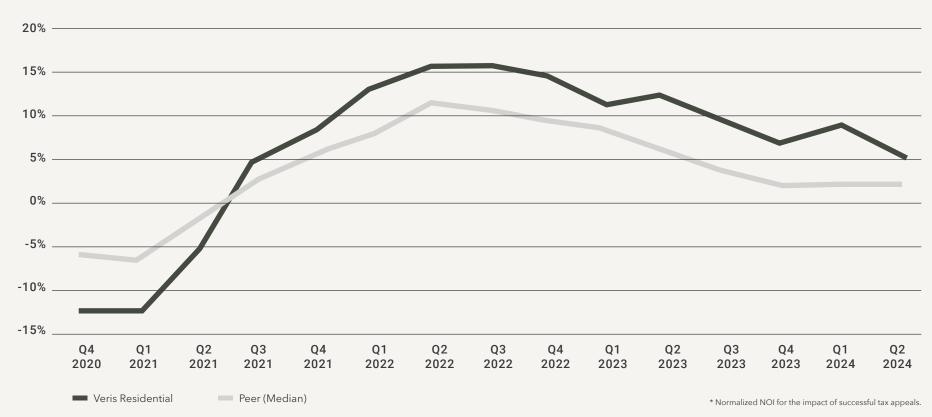


Class A Portfolio with Peer-Leading Revenue & NOI Growth

THREE CONSECUTIVE YEARS OF SECTOR-LEADING PERFORMANCE



Year-Over-Year Revenue Growth



Revenue

Management

Guided, Al-based

Lease expiration

optimization matrix

Optimized occupancy

pricing

approach to optimizing

new lease and renewal

Revenue Management Driving Outperformance

OPTIMIZING RENTAL REVENUE

^ 4.9%

Q3 SAME STORE BLENDED RENTAL GROWTH RATE (JULY 1 - SEPT 4, 2024)

Veris Properties on Jersey City Waterfront Command a Rental Premium

AVERAGE RENT PER HOME FOR CLASS A PROPERTY



Market Intelligence

- Realtime demand/ supply analytics
- Demographic trends
- Target resident mix

Marketing & Customer Service

- Targeted marketing spend based on data/intelligence
- Customer service experiences streamlined by technology

Revenue Outperformance

 Three consecutive years of peer-leading revenue growth

Driving Operating Margin Improvements

THROUGH EFFECTIVE EXPENSE MITIGATION MEASURES DESPITE THE INFLATIONAL BACKDROP AND ELEVATED TAX INCREASES IN JERSEY CITY

What's Increased Our NOI Margin So Far:

- Introduction of controls and budgeting accountability
- Simplification of organizational structure
- Centralized back-office functions, including vendor management and certain accounting functions
- Al-enabled leasing assistant
- Hybrid-style, "floating" leasing team

What Will Continue to Drive Improvement:

- Al-based maintenance assistant
- Al-based leasing assistant for prospects
- Al-based community assistant for residents
- Smart budgeting platform

SUSTAINED INCREASE IN NOI MARGIN SINCE Q1 2021



Value-Add Opportunities—Liberty Towers

RENOVATING AND REPOSITIONING LIBERTY TOWERS

Extensive renovations are currently underway at Liberty Towers, a 648unit apartment building in Jersey City. Recently, we completed major renovations to the 8th floor amenity core, significantly enhancing the value of the asset.

\$30 Million

18% **RETURN-ON-INVESTMENT**

PER SHARE CORE FFO **CONTRIBUTION UPON COMPLETION IN 3-4 YEARS**









Technology—myVeris App

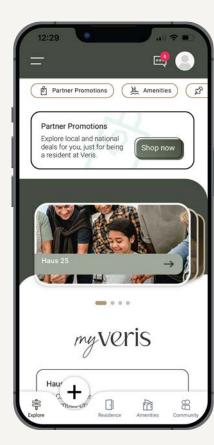
ALL-ENCOMPASSING RESIDENT ENGAGEMENT APP

RESIDENT ADOPTION RATE:

>90%

Our comprehensive resident mobile application, myVeris, streamlines business operations while offering a convenient, all-in-one solution for residents to:

- Pay rent
- Request maintenance
- Message community management
- Reserve amenities
- View package deliveries
- RSVP to events
- Browse community information and resources
- Register visitors
- Connect with brand partners
- Post on a digital community bulletin board



Homepage



Property events



Amenity reservations, including work-from-home areas



Partner Promotions, where residents receive exclusive deals from handpicked partners

Technology—Quinn, Our Al Property Assistant

COMMUNICATING WITH PROSPECTS AND RESIDENTS

EMPLOYEE HOURS SAVED PER MONTH:

1,732*

Quinn, powered by EliseAl is a virtual leasing agent that replies to prospects using natural language Al. This powerful tool automates the entire leasing workflow, allowing leasing agents to prioritize tours.

In addition to acting as a leasing agent, Quinn also serves as a community and maintenance assistant. They can:

- Provides information about the community
- Answers a large portion of resident inquiries
- Processes and responds to maintenance requests

LEADS GENERATED 16,699

5,532

TOURS BOOKED

LEAD TO TOUR CONVERSION

33.13%



12,129 Hours Saved

5,101

17,230

^{*} Does not include hours saved through community and maintenance assistant functionality.

Technology—Virtual and Self-Guided Tours

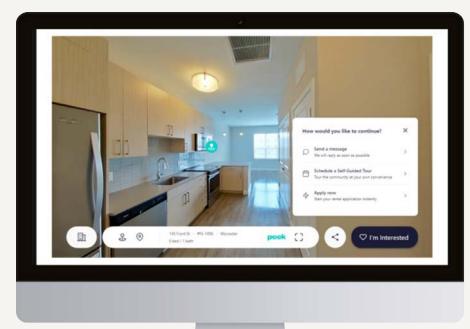
STREAMLINING OPERATIONS AND REDUCING COSTS

Using Peek, we create virtual tours for all vacant apartments in our portfolio, allowing for:

- Self-guided tours
- Streamlined operations
- Reduced costs
- Reduced prospect travel time
- Engaging customer experiences

>27,000 **MONTHLY VIEWS**

>3,000 **TOTAL SPACES SCANNED**





Website allows user to see actual unit they are interested in renting



Sample of reporting features

Customer Service—The Veris Promise

CREATING EXCEPTIONAL RESIDENT EXPERIENCES



Our Pledge. Our Promise.

The Veris Promise is our commitment to providing best-in-class services while creating vibrant, sustainable communities. This is a pledge to our residents, current and future, and a true differentiator for our portfolio.







30-DAY MOVE-IN GUARANTEE



24-HR MAINTENANCE **GUARANTEE**



CURATED PARTNER PROMOTIONS



INCLUSIVE DOG & CAT POLICY



BILT REWARDS PROGRAM

Wellness



SMOKE-FREE COMMUNITIES & ELEVATOR PURIFICATION



COMPLIMENTARY BIKE STORAGE SPACE



75-POINT MOVE-IN **INSPECTION**



WELL HEALTH-SAFETY & EOUITY RATED SPACES



EMBRACE BY VERIS RESIDENTIAL



ENHANCED RESIDENT REFERRAL PROGRAM



ONE COMPLIMENTARY LOCK-OUT



ONE COURTESY LATE PAYMENT



CREDIT BUILDER PROGRAM



VERBAL TRANSLATION SERVICES

Focus on Operational Excellence

PEER-LEADING PERFORMANCE

	Veris	AvalonBay	CAMDEN. Living Excellence	ESSEX PROPERTY TRUST, INC.	EquityResidential	₩ MAA	UR	∧ elme
Number of Properties	22	300	172	255	299	292	187	28
Number of Units	7,621	91,399	58,250	62,510	79,738	101,465	60,126	9,374
H1 Same Store NOI Growth YTD YoY	7.9%	3.3%	1.6%	3.0%	4.3%	(0.8)%	1.7%	0.8%
NOI Margin	66.1%	69.4%	64.3%	70.7%	68.7%	62.9%	69.2%	63.2%
Net Blended Rental Growth Rate ¹	4.9%	3.7%	0.0%	3.4%	2.9%	0.1%	2.4%	3.2%
Same Store Average Monthly Rent per Home	\$3,923	\$2,989	\$1,990	\$2,649	\$3,096	\$1,690	\$2,563	\$1,900
Average Asset Age ²	8	15	13	28	23	19	23	42
Capex Reserve per Home ²	\$1,750	\$2,300	\$3,150	\$3,550	\$2,500	\$2,350	\$3,250	\$3,250
ORA Ranking ³	83.81	78.52	77.58	59.71	72.23	75.04	56.04	66.14
Elite 1% ORA Properties for 2023	2	9	8	0	2	15	1	2

Note: Veris Residential properties as of June 30, 2024. Peer comparable data as of Q2 2024 reporting.

1. Veris for the period July 1 through September 4, Q2 for peer data.

2. Veris Residential as of June 30, 2024. Peer information based on Green Street as of July 30, 2024.

3. ORA Rankings as published by J Turner as of July 2024.

Company Overview

Customer Service—An Excellent Reputation







I made a self-tour yesterday at Haus25 and it was a really great experience! Trisha responded to my inquiry and arranged for my tour immediately and the staffs in the building are nice too. They offered me with detailed instructions on my tour. And the building is a nice one! - Haus25, Google

I cannot say enough good things about Haus25. This building is super clean and everyone from concierge, maintenance, and the leasing office have been great! Trisha and Joseph have made the transition to a new apartment within the building so seamless. They were extremely helpful with all questions and made sure we knew exactly what to expect from the lease terms, amenities, and moving. Haus25 is a wonderful community to be a part of, and I'm so happy to call it home! - Haus25, Google

Veris ORA® Score: 82.88
National Average: 61.77
As of April 2024.

Ever, the maintenance technician was
very helpful! I put a request in for my ice
maker to be fixed on a Monday night,
and Ever was there first thing Tuesday
morning to get our ice maker back up and
running again. He was polite, kind, and
professional. We have loved our time at
Portside East so far and would recommend
these apartments to anyone!

- Yelp, Portside at East Pier

We love living in BLVD. The location is excellent, the views are breathtaking and the staff is amazing. Would recommend to anyone looking for an apartment in Jersey City!

- Facebook, The BLVD Collection

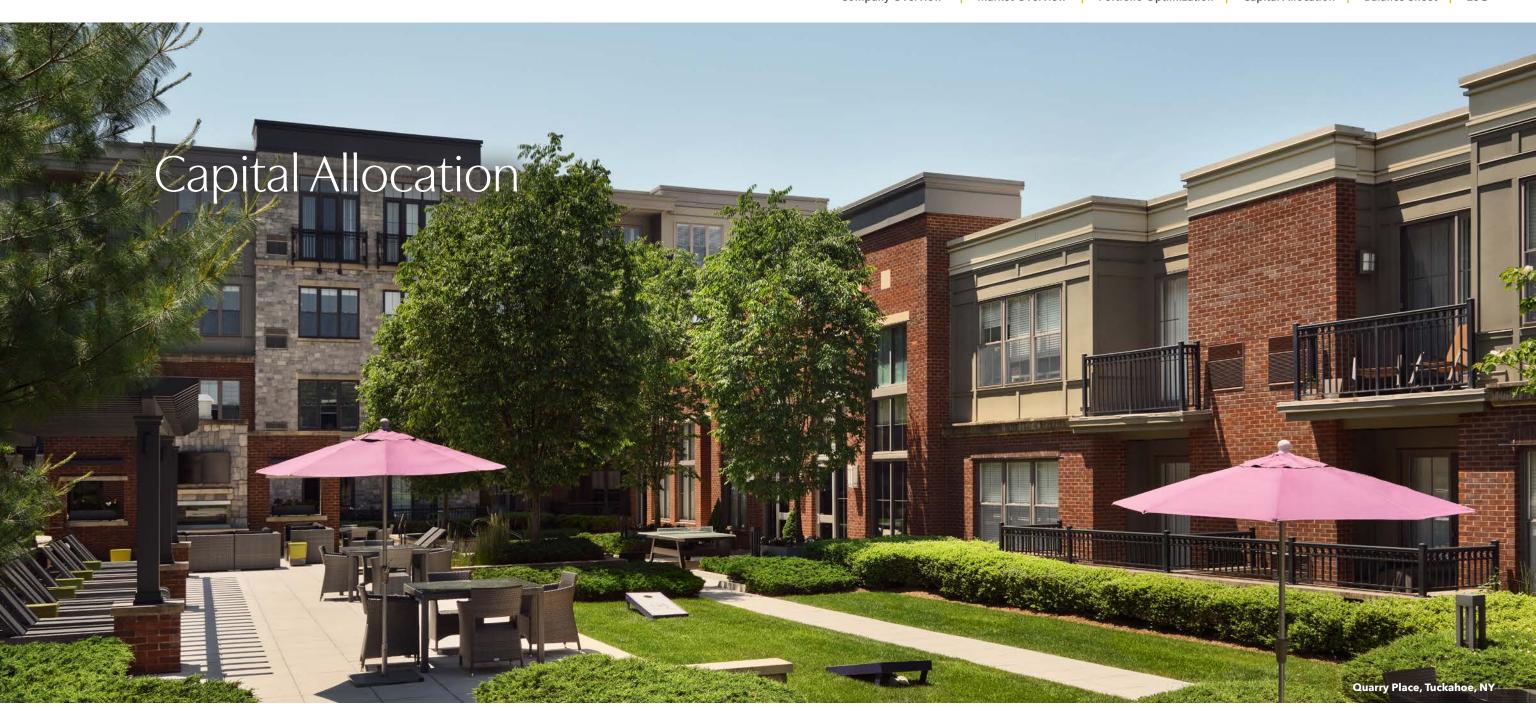
I love Riverhouse 11! Best decision was to live here with my daughter. We enjoy all the amenities and neighborhood. Our building is always clean and taken care of. The staff is amazing specially Michael, the leasing Manager who truly goes above and beyond for us and has always made me feel appreciated and valued. I truly appreciate people who deal with others with courtesy and genuine care, thank you Michael so much! I highly recommend Riverhouse 11.

- Google, RiverHouse 11 at Port Imperial

We love The James! Whenever we submit a maintenance request, Armando arrives typically within an hour or two to help fix the problem. He is extremely kind and very helpful! The amenities are amazing and the building is beautiful and very clean. We would recommend living here to anyone! - Apartments.com, The James

CORPORATE PRESENTATION, SEPTEMBER 9, 2024

Company Overview | Market Overview | Portfolio Optimization | Capital Allocation | Balance Sheet | ESG



Capital Allocation

A DISCIPLINED, VALUE-ORIENTED APPROACH TARGETING THE MOST-COMPELLING RISK-ADJUSTED RETURNS

Strong Track Record

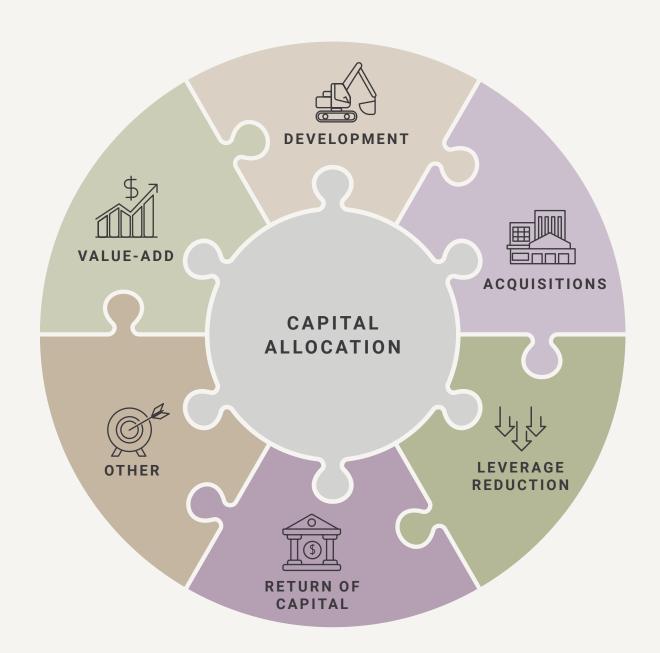
- Experienced Board and management team with proven track record of value creation
- Comprehensive review of all capital allocation alternatives with focus on maximizing shareholder value
- Expertise in evaluating construction, development, redevelopment and valueadd opportunities
- Proven ability to source deals off market

Disciplined Approach

- Disciplined underwriting approach
- Qualitative and quantitative analysis for market and asset-level fundamentals with crossfunctional input
- Operational insight into local and sector market fundamentals and capital markets
- Proprietary analysis and tracking of key markets
- Board oversight/approval

Scaleable Platform

- Best-in-class, vertically integrated platform
- Ability to leverage regional and corporate teams
- Technology driving efficiencies



Development Track Record

ESTABLISHED TRACK RECORD DEVELOPING PROPERTIES OF THE HIGHEST QUALITY

Over the past three years, we have developed and stabilized four new multifamily properties. These highquality Class A assets are located in our core markets and offer modern amenities, spacious units and sustainability-centric design. As such, they demand significant rent premiums, contributing to overall portfolio outperformance.

> 1,616 UNITS DEVELOPED FROM 2021-2023









Our Current Land Bank

SUBSTANTIAL POTENTIAL FOR FUTURE DEVELOPMENT OR CAPITAL RECYCLING

We are continuously evaluating our land bank as we contemplate potential future development starts and/or further land sales.

> \$187 Million LAND BANK VALUE

4,139 UNITS FOR POTENTIAL DEVELOPMENT



Transaction Track Record

HIGHLY ACTIVE OVER THE PAST FOUR YEARS DESPITE CHALLENGING TRANSACTION MARKETS

Transactions completed since 2020 include 34 offices, 3 hotels, 16 land parcels and 1 multifamily property.

> 4 Years of **Transactions**

TRACK RECORD SINCE JANUARY 1, 2020

\$2.6B

OF TRANSACTIONS CLOSED

ASSETS SOLD



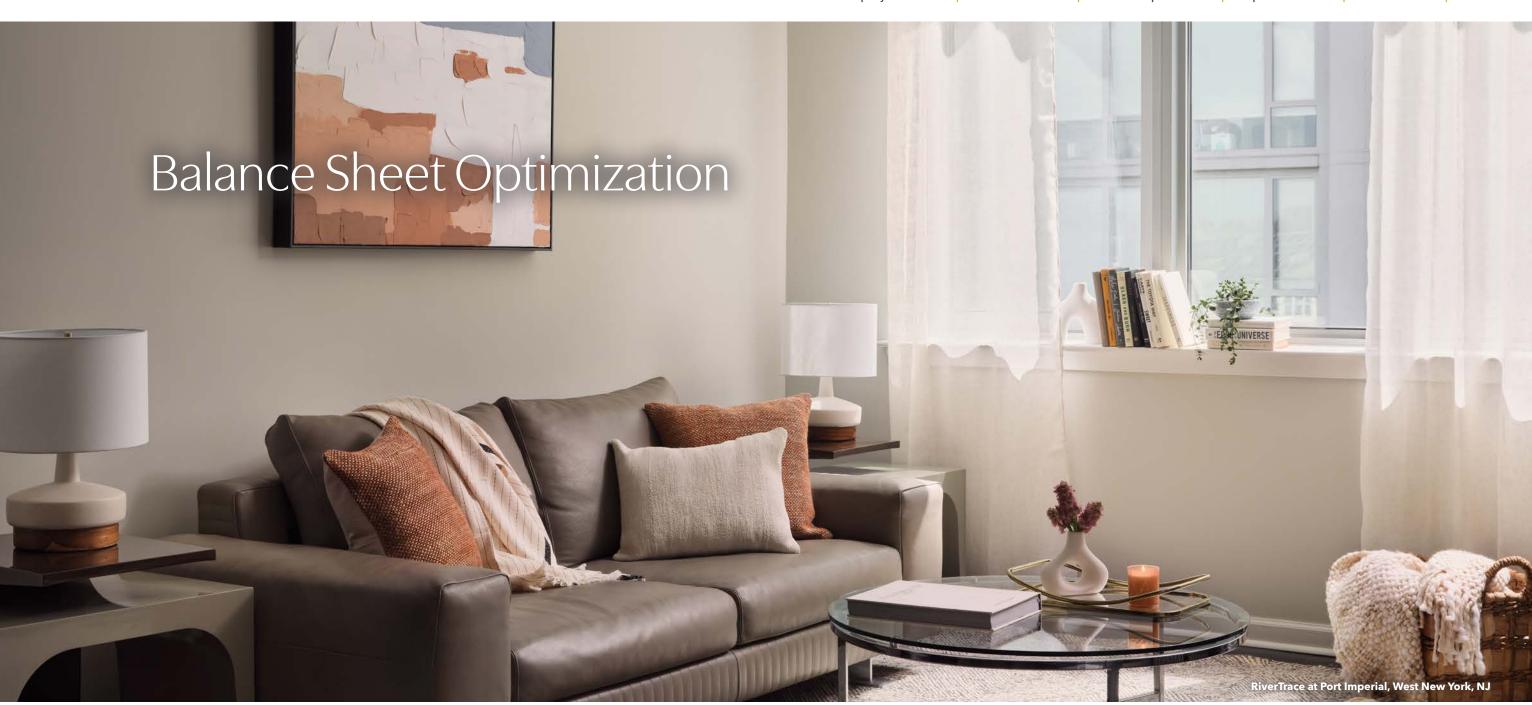








Company Overview | Market Overview | Portfolio Optimization | Capital Allocation | Balance Sheet | ESG



Continued Balance Sheet Optimization Over Time

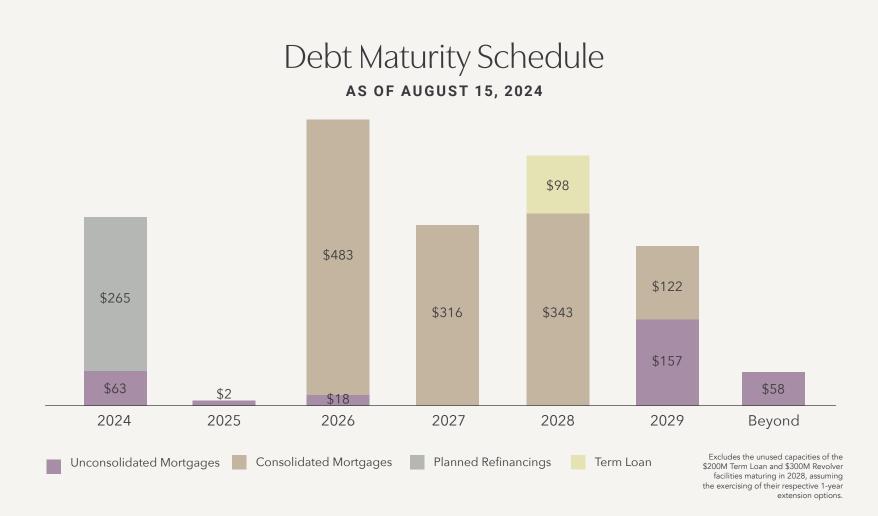
DE-LEVERING, DE-RISKING AND MAXIMIZING FLEXIBILITY

Current Debt Portfolio & Recent Payments:

- Current debt comprises almost entirely (99.9%) of senior fixed-rate mortgages secured by the multifamily portfolio.
- The Company's total debt portfolio has a weighted average interest rate of 4.6% and weighted average maturity of 3.2 years.
- The Company repaid the loans on Soho Lofts in June and Signature Place in August.

Debt Strategy:

- Maximizing operational flexibility
- Actively managing debt maturity profile
- Reducing leverage over time
- Diversifying lender base and composition of debt
- Mitigating interest risk



Company Overview | Market Overview | Portfolio Optimization | Capital Allocation | Balance Sheet | ESG



Key ESG Initiatives & Achievements

SIGNIFICANT PROGRESS OVER THE PAST 3 YEARS



Environmental

- 66% reduction in Scope 1 & 2 emissions
- 22% reduction in Scope 3 emissions
- 28% reduction in energy consumption
- 83% of properties green certified
- 65% of properties with EV charging points
- 90% of properties with a Walk Score of 70 or higher



Social

- 100% of managed portfolio WELL Equity Rated (1st company globally to achieve portfolio wide)
- 100% of managed portfolio WELL Health-Safety Rated
- 53% racially/ethnically diverse across all employees
- Included in Bloomberg Gender-Equality Index
- Pledge 1% member



Governance

- 100% of leases with a Sustainability Addendum
- Supplier Diversity Program
- Diverse, highly independent Board of Directors
- Strong ethics and compliance program
- Ethics hotline



ESG as an Amenity

- Veris Farms, hydroponic farming, at select properties
- 30 urban beehives
- Health-focused spaces like gyms, saunas and greens spaces
- 100% ENERGY STAR® appliances
- Ecobee smart thermostats, saving residents 26% on energy bills



ESG Leader

- Nareit's 2023 Leader in the Light Award
- Nareit's 2023 Bronze DEI
- GRESB Global Listed and Regional Sector Leader
- Gold Green Lease Leader
- Great Places to Work Certified™
- VerisSustainability.com launched on Earth Day 2024



Memberships & Awards

WELL-RECOGNIZED INDUSTRY LEADER

Major Company Awards

Leader in the Light

Nareit

Best Corporate Steward

US Chamber of Commerce Foundation

Global Listed and Regional Sector LeaderGRESB

Bronze Diversity Equity & Inclusion RecognitionNareit

Best Transaction

MHN Excellence Awards

Best Workplaces in New York

Fortune

Best Workplaces in Real Estate

Fortune

Best Places to Work in New Jersey

NJBIZ

Leading Organization in Diversity, Equity & Inclusion

MAA President's & Achievement Awards

Best ESG Program

MHN Excellence Awards

Green Lease Leader

US Department of Energy

Voluntary Best Practices

Bloomberg Gender-Equality Index Climate Disclosure Project (CDP)

GRESB

S&P Corporate Sustainability Assessment

Science Based Targets initiative (SBTi)

Task Force for Climate and Financial Disclosures (TCFD)

UN Sustainable Development Goals (SDG)

UN Global Compact Communication on Progress

Signatory

CEO Action for Diversity Pledge UN Global Compact

UN Women Empowerment Principles (WEPs)

Memberships

USGBC

NMHC

Nareit

DOE Better Buildings Initiative - partners in the Better Climate Challenge and Water Savings Network















Information About Net Operating Income (NOI)

RECONCILIATION OF NET INCOME (LOSS) TO NET OPERATING INCOME (NOI)

	Q2 2024 Total	Q1 2024 Total		
Net Income (loss)	\$2,735	\$(4,469)		
Deduct:				
Income from discontinued operations	(1,419)	(252)		
Realized gains and unrealized gains on disposition of rental property and impairments, net	-	(1,548)		
Real estate services income	(871)	(922)		
Interest and other investment income	(1,536)	(538)		
Equity in (earnings) losses of unconsolidated joint ventures	(2,933)	(254)		
(Gain) loss on disposition of developable land	(10,731)	(784)		
Loss from extinguishment of debt, net	785	-		
Gain on sale of unconsolidated joint venture interests	-	(7,100)		
Other income, net	250	(255)		
Add:				
Real estate services expenses	4,366	5,242		
General and administrative	8,975	11,088		
Transaction-related costs	890	516		
Depreciation and amortization	20,316	20,117		
Interest expense	21,676	21,500		
Provision for income taxes	176	59		
Net Operating Income (NOI)	\$42,679	\$42,400		

DEFINITION OF NET OPERATING INCOME (NOI):

NOI represents total revenues less total operating expenses, as reconciled to net income above. The Company considers NOI to be a meaningful non-GAAP financial measure for making decisions and assessing unlevered performance of its property types and markets as it relates to total return on assets, as opposed to levered return on equity. As properties are considered for sale and acquisition based on NOI estimates and projections, the Company utilizes this measure to make investment decisions, as well as compare the performance of its assets to those of its peers. NOI should not be considered a substitute for net income, and the Company's use of NOI may not be comparable to similarly titled measures used by other companies. The Company calculates NOI before any allocations to noncontrolling interests, as those interests do not affect the overall performance of the individual assets being measured and assessed



Net Blended Rental Growth Rate combines new lease and renewal lease growth rates. New lease growth rate refers to the difference in rent a new occupant of a unit is paying compared to the rent the unit's previous occupant was paying on a net effective basis. Renewal lease growth rate refers to the increase or decrease in monthly rent in a renewed lease compared to the previous lease on a net effective basis.

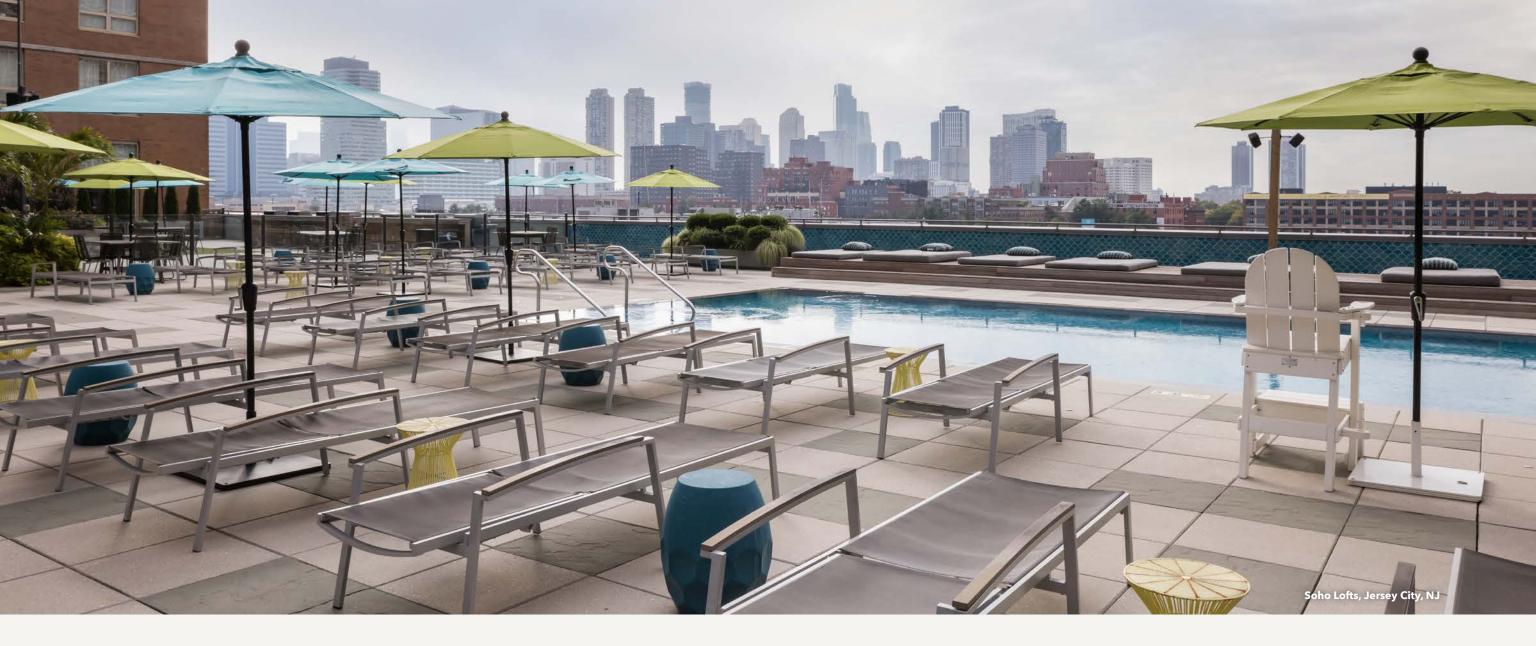
Net Operating Income (NOI) represents total revenues less total operating expenses, as reconciled to net income above. The Company considers NOI to be a meaningful non-GAAP financial measure for making decisions and assessing unlevered performance of its property types and markets as it relates to total return on assets, as opposed to levered return on equity. As properties are considered for sale and acquisition based on NOI estimates and projections, the Company utilizes this measure to make investment decisions, as well as compare the performance of its assets to those of its peers. NOI should not be considered a substitute for net income, and the Company's use of NOI may not be comparable to similarly titled measures used by other companies. The Company calculates NOI before any allocations to non-controlling interests, as those interests do not affect the overall performance of the individual assets being measured and assessed.

Average Effective Monthly Rent Per Home represents the average effective rent (net of concessions) for in-place leases and the market rent for vacant homes.

ORATM score is an aggregate compilation of a property's ratings across various review sites. Each month, J Turner Research monitors the online ratings of properties nationwide. Using a statistical model, a single score based on a scale of 0 to 100 is assigned to each property.

Elite 1% ORA® is an annual ranking of the properties assessed by ORA® nationally. The top 1% make it to the list, typically requiring a property score above 95.

Same Store includes properties that were owned for the entirety of the years being compared and exclude properties under redevelopment or development and properties acquired, sold or classified as held for sale during the years being compared.



Thank You



