



# INVESTOR TELECONFERENCE PRESENTATION

SECOND QUARTER 2025  
JULY 31, 2025



Avalon Dublin Station  
Dublin, CA





See [Appendix](#) for information about forward-looking statements and definitions and reconciliations of non-GAAP financial measures and other terms.

For the reasons described in the referenced forward-looking statements, our historical results may not be indicative of future results.

**Avalon Amityville**  
Amityville, NY

## PARTICIPANTS



**BEN SCHALL**

Chief Executive Officer & President

**KEVIN O'SHEA**

Chief Financial Officer

**MATT BIRENBAUM**

Chief Investment Officer

**SEAN BRESLIN**

Chief Operating Officer



## KEY TAKEAWAYS

- **2Q and 1H results exceeded our expectations; Same Store Residential revenue and operating expenses both favorable to our outlook**
- **Maintained 2025 full year Core FFO per share outlook with higher Same Store NOI growth offsetting the impact of delayed occupancies on 2025 Development NOI**
- **Favorable fundamentals in Established Regions expected to persist; new supply expected to decline to historically low levels in 2026**
- **~\$3B of Development underway expected to provide incremental earnings and value creation upon stabilization**
  - Projected Initial Stabilized Yields trending above initial projections
- **Transaction activity advancing our Suburban and Expansion Region allocations; additional closings expected in 2H25**
- **Opportunisticly addressed full year capital plan, raising \$1.3B YTD at 5.0% wtd. avg. initial cost of capital**



Avalon Bothell Commons  
Bothell, WA

# REVIEW OF 2Q25 RESULTS AND YTD ACTIVITY

RESULTS AND ACTIVITY	2Q	1H
<b>CORE FFO PER SHARE GROWTH</b> YEAR-OVER-YEAR	<b>1.8%</b>	<b>3.3%</b>
<b>SAME STORE RESIDENTIAL REVENUE GROWTH</b> YEAR-OVER-YEAR	<b>3.0%</b>	<b>3.0%</b>
<b>DEVELOPMENT STARTS<sup>(1)</sup></b>	<b>\$370M</b>	<b>\$610M</b>
OTHER ACTIVITY	YTD THRU JULY	
<b>CAPITAL RAISED<sup>(2)</sup></b>	<b>\$1.3B</b>	
<b>WTD. AVG. INITIAL COST OF CAPITAL<sup>(3)</sup></b>	<b>5.0%</b>	

Source: Internal company reports.

See Appendix for a reconciliation of Net Income attributable to common stockholders to FFO and to Core FFO.

(1) Includes the Company's expansion of Avalon Pleasanton, representing an incremental \$160M of projected Total Capital Cost.

(2) Capital raised includes net proceeds from all debt and equity issuances (inclusive of DownREIT Units), wholly-owned dispositions, and distributions from unconsolidated real estate entities.

(3) Weighted average initial cost of capital includes all equity (inclusive of DownREIT Units) and debt (inclusive of the effect of interest rate hedges) issuances, and wholly-owned dispositions only.



**Avalon Newcastle Commons**  
Newcastle, WA

# 2Q CORE FFO PER SHARE EXCEEDED OUR OUTLOOK DRIVEN BY FAVORABLE SAME STORE RESIDENTIAL REVENUE AND OPERATING EXPENSE PERFORMANCE



## COMPONENTS OF 2Q 2025 CORE FFO PER SHARE CHANGE OUTPERFORMANCE

BASED ON THE MIDPOINT OF THE OUTLOOK RANGE

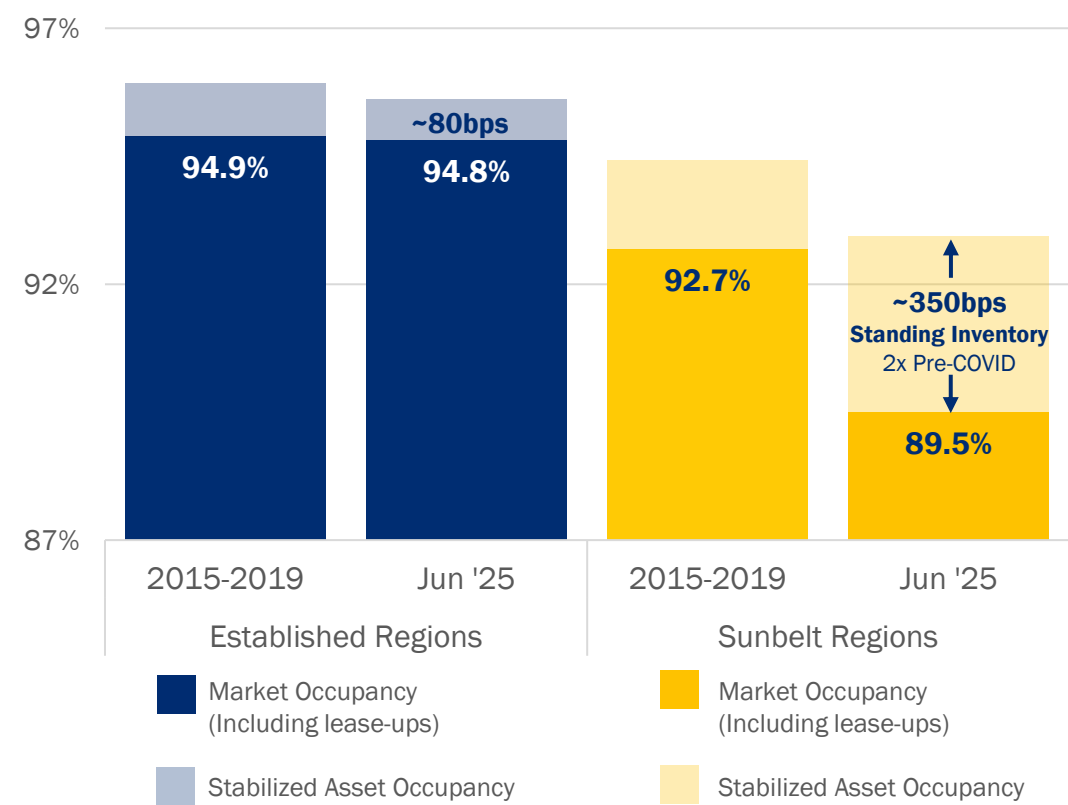


Source: Internal company reports.  
 See Appendix for a reconciliation of Net Income attributable to common stockholders to FFO and to Core FFO.  
 (1) Outlook provided April 30, 2025.  
 (2) Other items includes effective lease rates, other rental revenue, and uncollectible lease revenue.

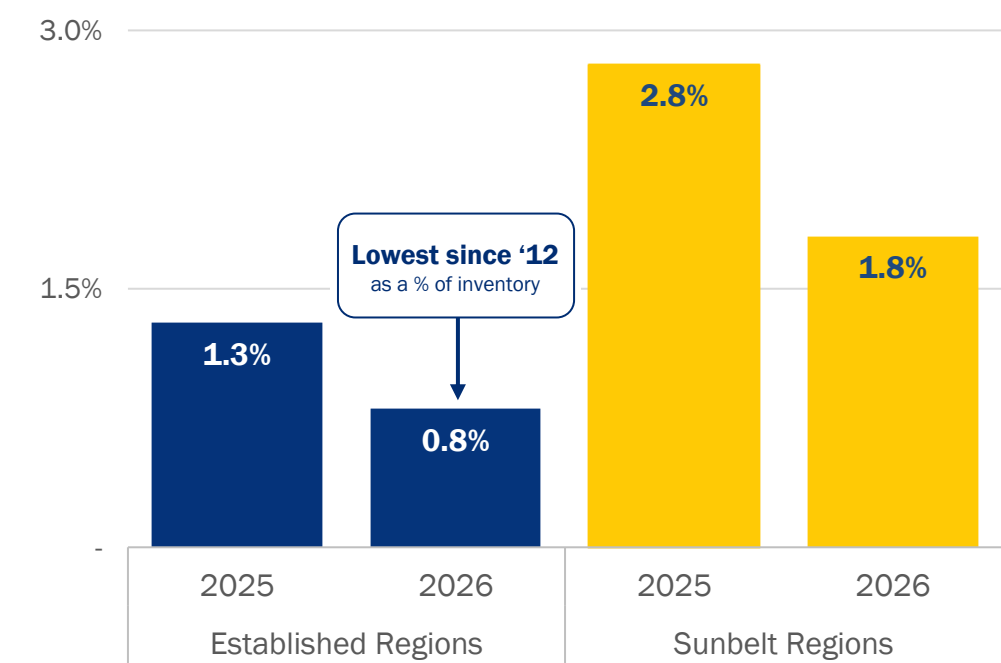
# ESTABLISHED REGIONS INSULATED FROM STANDING INVENTORY OVERHANG, NEW SUPPLY EXPECTED TO DECLINE TO HISTORICALLY LOW LEVELS IN '26



**MARKET OCCUPANCY (INCLUDING LEASE-UPS)**  
2015-2019 AVERAGE AND JUNE 2025



**PROJECTED NEW MARKET RATE APARTMENT DELIVERIES**  
2025 AND 2026 AS A % OF INVENTORY



Source: CoStar, AVB Market Research Group.  
Sunbelt Regions include Austin, Albuquerque, Atlanta, Charlotte, Dallas-Fort Worth, El Paso, Ft. Lauderdale, Gainesville, Huntsville, Houston, Jacksonville, Louisville, Lubbock, Memphis, Miami, Mobile, Myrtle Beach, Naples, Nashville, New Orleans, Oklahoma City, Orlando, Phoenix, Raleigh-Durham, Reno, San Antonio, Savannah, Tampa, Tucson, Tulsa, and West Palm Beach.



# UPDATED 2025 FULL YEAR OUTLOOK

## 2025 FULL YEAR OUTLOOK SUMMARY

### CURRENT<sup>(1)</sup>

### INITIAL<sup>(2)</sup>

#### PROJECTED CORE FFO PER SHARE GROWTH

MIDPOINT OF OUTLOOK RANGE

**3.5%**

**3.5%**

#### SAME STORE RESIDENTIAL

REVENUE GROWTH<sup>(3)</sup>

**2.8%**

**3.0%**

OPERATING EXPENSE GROWTH

**3.1%**

**4.1%**

NOI GROWTH

**2.7%**

**2.4%**

#### DEVELOPMENT ACTIVITY

TOTAL CAPITAL COST FOR DEVELOPMENT STARTS

**\$ 1.7B**

**\$ 1.6B**

2025 NOI FROM DEVELOPMENT COMMUNITIES

**\$ 25M**

**\$ 30M**

#### KEY CAPITAL ITEMS

NEW CAPITAL

**\$ 1.1B**

**\$ 960M**

SETTLEMENT OF FORWARD EQUITY CONTRACTS

**\$ 890M**

**\$ 890M**

CAPITAL USED FOR INVESTMENT ACTIVITIES<sup>(4)</sup>

**\$ 1.2B**

**\$ 1.3B**

CAPITAL USED FOR DEBT REDEMPTIONS AND AMORTIZATION

**\$ 835M**

**\$ 835M**

Source: Internal company reports.

See Appendix for a reconciliation of Projected Net Income attributable to common stockholders to Projected FFO and to Projected Core FFO.

(1) Based on the midpoints of the outlook ranges as provided on Attachment 12 in the Company's earnings supplement dated July 30, 2025.

(2) Based on the midpoints of the outlook ranges as provided on Attachment 13 in the Company's earnings supplement dated February 5, 2025.

(3) The decrease in the Company's projected full year Same Store Residential revenue growth relative to its initial outlook is partially due to changes in the composition of the Same Store segment attributable to completed and planned disposition activity.

(4) Includes (i) Development and redevelopment activity, including land, (ii) funding the Company's SIP commitments, and (iii) joint venture funding.

Avalon Castle Rock at the Meadows

Castle Rock, CO

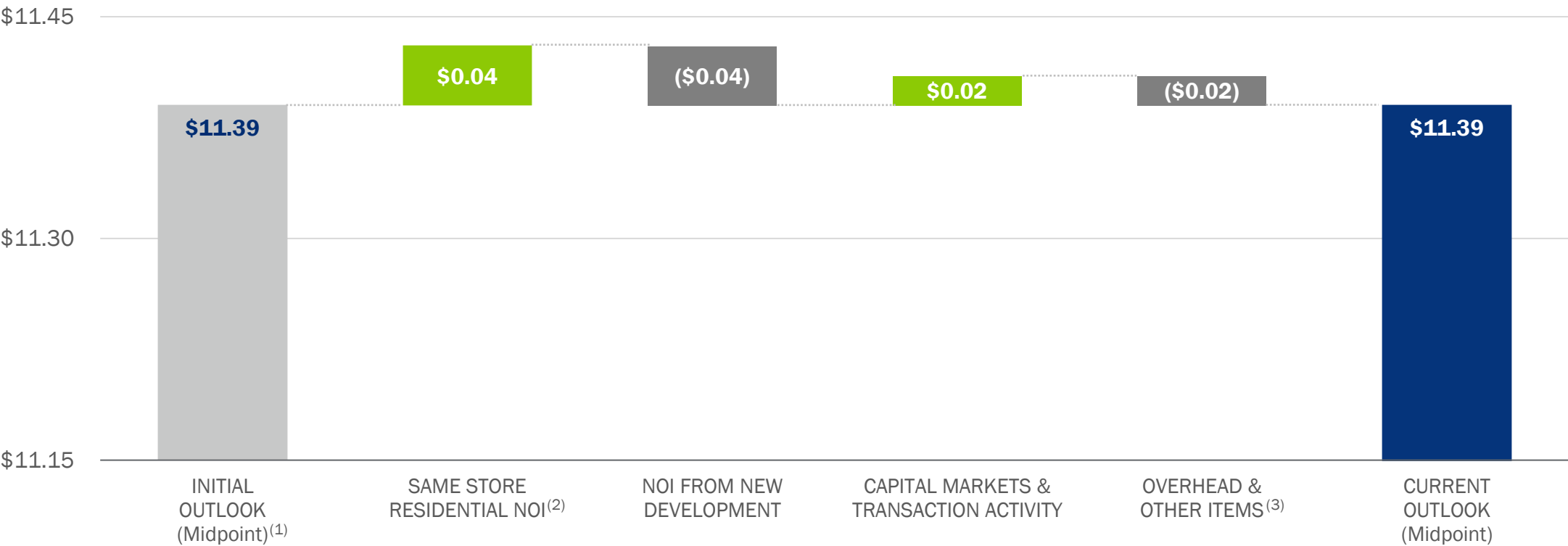


# REVISED PROJECTED CORE FFO PER SHARE OUTLOOK REFLECTS HIGHER SAME STORE NOI, OFFSET BY DELAYED OCCUPANCIES IMPACT TO DEVELOPMENT NOI



## COMPONENTS OF UPDATED FULL YEAR 2025 PROJECTED CORE FFO PER SHARE

BASED ON THE MIDPOINT OF THE OUTLOOK RANGE



Source: Internal company reports.

(1) Outlook provided February 5, 2025.

(2) Includes unfavorable Same Store Residential revenue \$0.02, offset by favorable Same Store Residential operating expenses \$0.06.

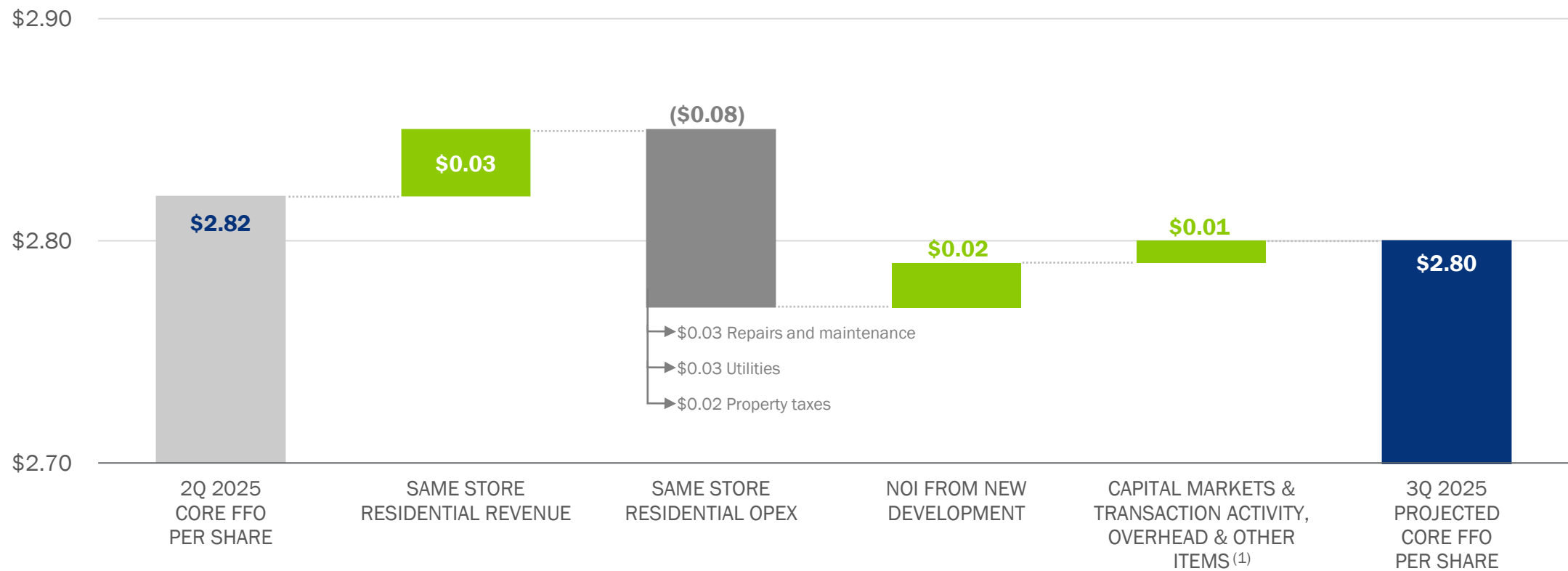
(3) Includes Commercial NOI

# 3Q PROJECTED CORE FFO PER SHARE REFLECTS SEASONAL UPTICK IN SAME STORE REVENUE, OPERATING EXPENSES, AND DEVELOPMENT NOI



## 2Q25 TO 3Q25 PROJECTED CORE FFO PER SHARE CHANGE

BASED ON THE MIDPOINT OF THE OUTLOOK RANGE



Source: Internal company reports.  
(1) Includes Commercial NOI.

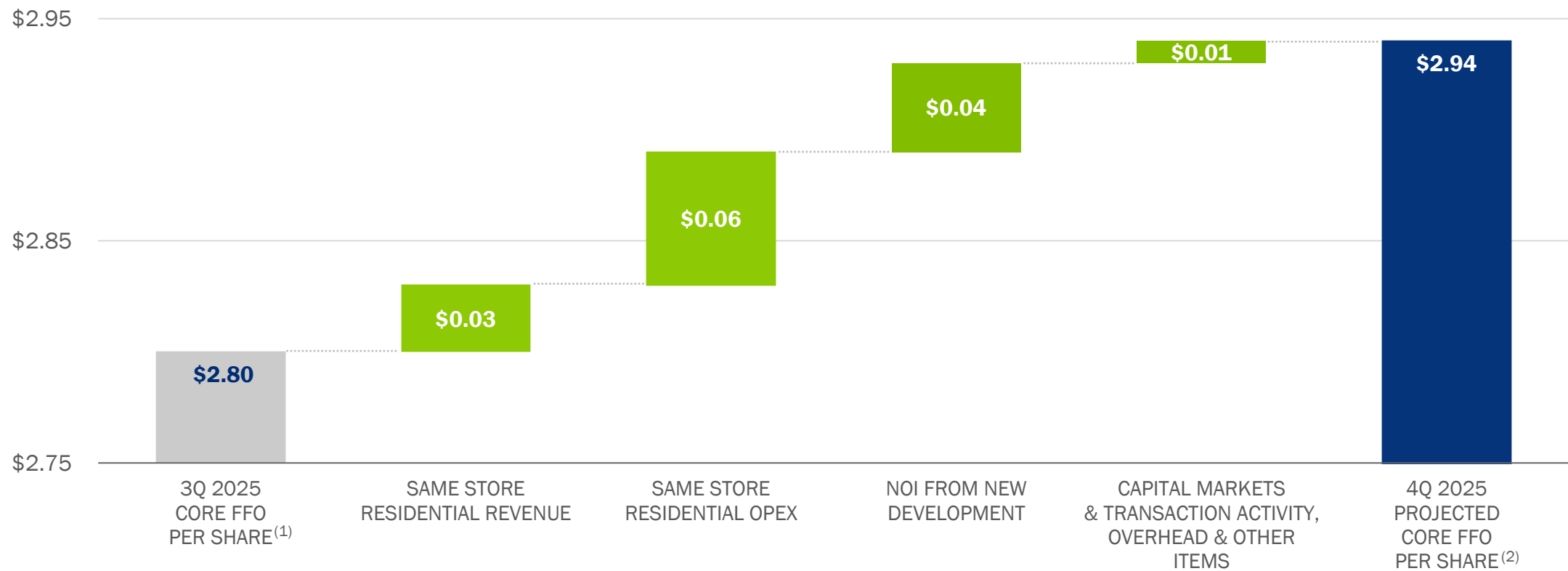


# 4Q PROJECTED CORE FFO PER SHARE REFLECTS SEQUENTIAL SEASONAL INCREASE IN SAME STORE NOI AND RAMP IN DEVELOPMENT NOI



## 3Q25 TO 4Q25 PROJECTED CORE FFO PER SHARE CHANGE

BASED ON THE MIDPOINT OF THE OUTLOOK RANGE



Source: Internal company reports.

(1) Outlook provided July 30, 2025.

(2) The Company's fourth quarter Projected Core FFO (\$2.94) per share is implied by the Company's current full year outlook provided July 30, 2025 (\$11.39), actual results for YTD 2025 (\$5.65), and the 3Q 2025 Outlook provided July 30, 2025 (\$2.80).

# FULL YEAR SAME STORE REVENUE OUTLOOK REVISED FOR SAME STORE SEGMENT CHANGE DUE TO EXPECTED DISPOSITIONS AND SLIGHTLY HIGHER BAD DEBT



## COMPONENTS OF PROJECTED FULL YEAR 2025 SAME STORE RESIDENTIAL REVENUE GROWTH CHANGE BASED ON THE MIDPOINT OF THE OUTLOOK RANGE

INITIAL OUTLOOK PROJECTED FULL YEAR SAME STORE RESIDENTIAL REVENUE GROWTH	3.0%
Same Store segment change <sup>(1)</sup>	(0.1%)
Effective lease rates	(0.1%)
Economic Occupancy	0.1%
Uncollectible Residential lease revenue <sup>(2)</sup>	(0.1%)
CURRENT FULL YEAR SAME STORE RESIDENTIAL REVENUE GROWTH (MIDPOINT)	2.8%

Source: Internal company reports.

(1) The decrease in the Company's projected full year Same Store Residential revenue growth relative to its initial outlook is partially due to changes in the composition of the Same Store segment attributable to completed and planned disposition activity.

(2) Uncollectible Residential lease revenue as a % of gross Residential revenue before government rent relief is now expected to be ≈ 1.5%, decreasing from ≈ 1.7% in 2024.



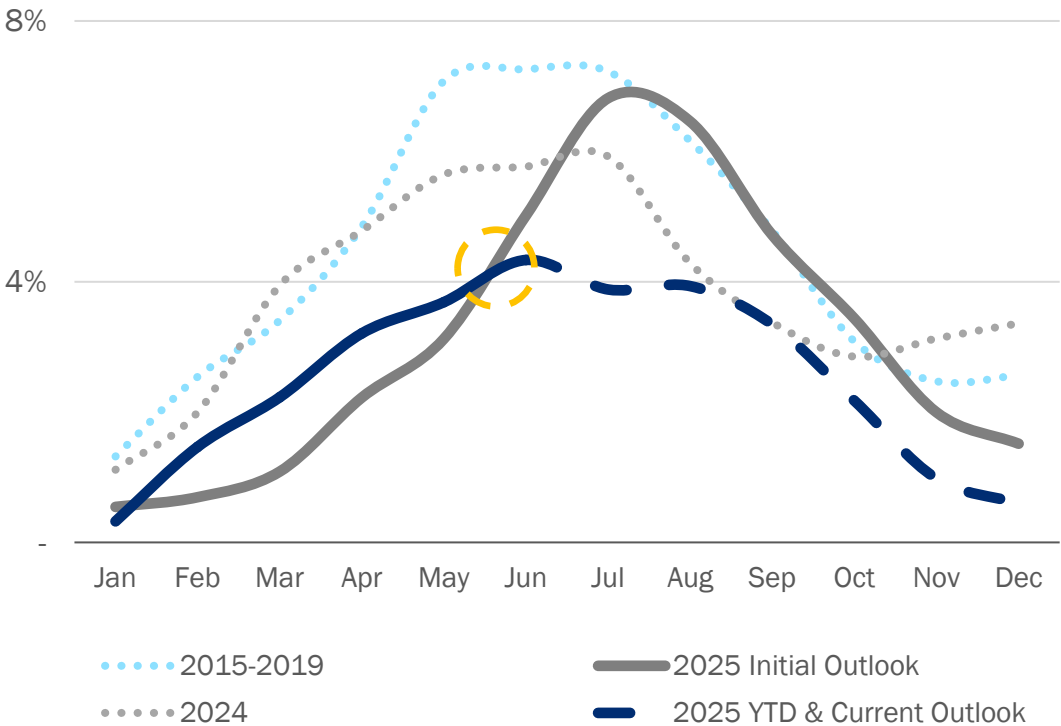
# ASKING RENT GROWTH AHEAD OF INITIAL OUTLOOK THRU MAY, PEAKED EARLIER THAN FORECAST; BAD DEBT CONTINUES TO IMPROVE, BUT PACE BELOW OUTLOOK



## 2025 SAME STORE RESIDENTIAL

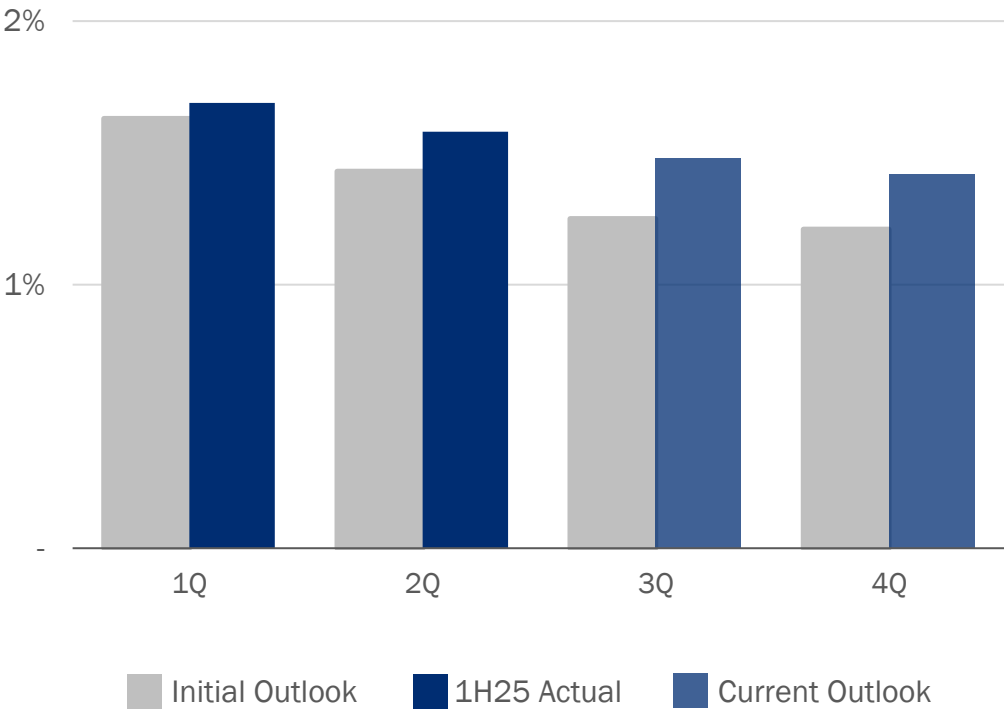
### ASKING RENT TREND

INITIAL VS. CURRENT OUTLOOK



### BAD DEBT

UNCOLLECTIBLE LEASE REVENUE  
AS A % OF TOTAL RESIDENTIAL RENTAL REVENUE



Source: Internal company reports.

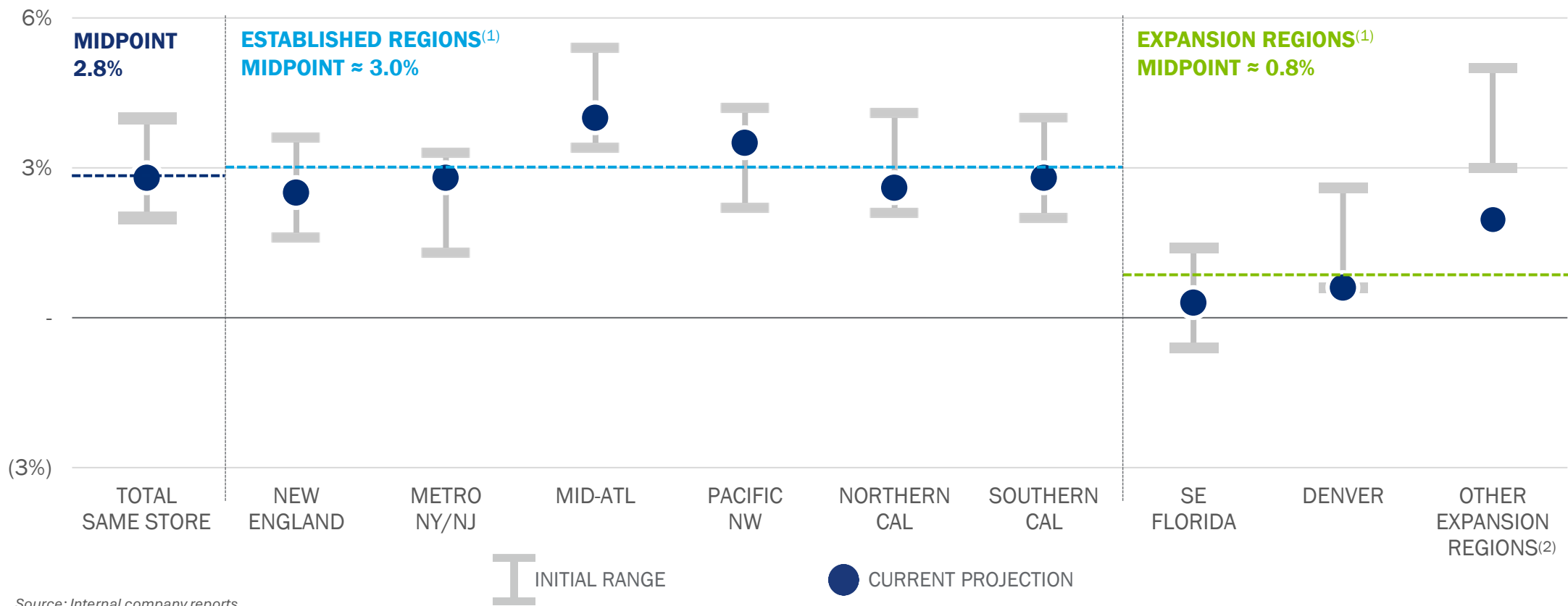
Initial Outlook reflects the Company's expectation for asking rents and uncollectible lease revenue for 2025 when the Company published its outlook for the full year 2025 on February 5<sup>th</sup>, 2025.

Current Outlook reflects the Company's expectation for asking rents and uncollectible lease revenue for 2025 when the Company published its updated outlook for the full year 2025 on July 30<sup>th</sup>, 2025.

# ESTABLISHED REGIONS EXPECTED TO CONTINUE TO OUTPERFORM EXPANSIONS REGIONS



INITIAL AND CURRENT 2025 FULL YEAR SAME STORE RESIDENTIAL REVENUE GROWTH PROJECTIONS  
BY REGION



Source: Internal company reports.  
(1) Established Regions projected to represent ~ 93% of Same Store Residential revenue in 2025; Expansion Regions projected to represent approximately ~ 7% of Same Store Residential revenue in 2025.  
(2) Represents 2,512 homes in Charlotte, North Carolina and Dallas, Texas.

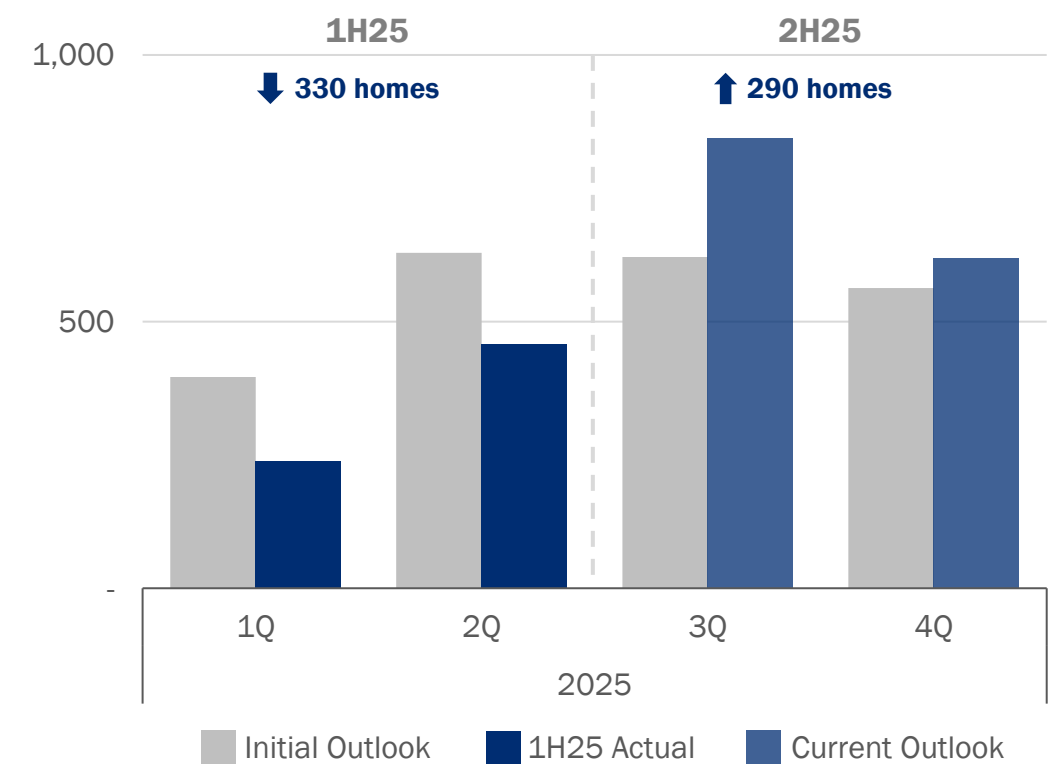


# DEVELOPMENT NOI IMPACTED BY DELAYED OCCUPANCIES; RAMPING OCCUPANCIES THROUGH 2026 PROJECTED TO PROVIDE EARNINGS UPLIFT



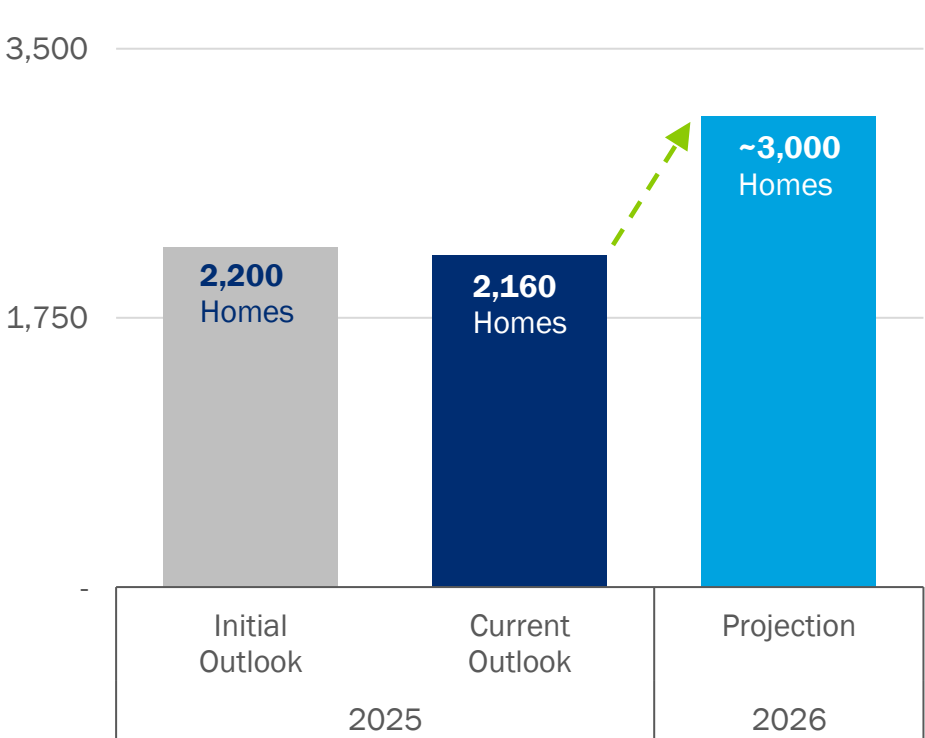
## DEVELOPMENT HOMES OCCUPIED

INITIAL OUTLOOK, YTD ACTUALS AND CURRENT OUTLOOK, QUARTERLY



## DEVELOPMENT HOMES OCCUPIED

ANNUAL OCCUPANCIES



Source: Internal company reports.  
Initial Outlook reflects the Company's expectation for Development occupancies for 2025 when the Company published its outlook for the full year 2025 on February 5<sup>th</sup>, 2025.  
Current Outlook reflects the Company's expectation for Development occupancies for 2025 when the Company published its updated outlook for the full year 2025 on July 30<sup>th</sup>, 2025.

# DEVELOPMENT UNDERWAY FULLY MATCH-FUNDED; PROJECTED INITIAL STABILIZED YIELDS TRENDING ABOVE UNDERWRITING



## KEY METRICS

>100%

**MATCH-FUNDED**  
(DEVELOPMENT UNDERWAY)

6.2%

**PROJECTED INITIAL STABILIZED YIELD**  
(UNTRENDED)

100-150bps

**SPREAD TO COST OF CAPITAL AND UNDERLYING CAP RATES**

## Development Underway

\$2.9B Projected Total Capital Cost

21 Communities | 7,500 Homes

	Communities	Regions	Projected Initial Stabilized Yield	Projected Total Capital Cost	Rents <sup>(1)</sup>
<b>Current Lease-up Communities</b>	3	MD, NJ	• 6.5% +30bps vs. underwriting	• \$385M ↓\$10M (~3%) vs. underwriting	• +\$80/month (+3%) vs. underwriting
<b>Additional 2025 Lease-ups</b>	7	CA, FL, NC, NJ	• 6.2%	• \$1.2B positioned well for savings at completion	• Opening rents at 6 of 7 communities with pre-leasing ~3% above underwriting <sup>(2)</sup>
<b>2026 &amp; Beyond</b>	11	CA, CO, FL, MA, MD, NC, TX	• 6.2%	• \$1.3B strong early construction buyout savings	• Rents untrended; underwritten at time of construction start

Source: Internal company reports.

For incremental detail, please refer to Attachment 9 in the Company's earnings supplement dated July 30, 2025.

(1) Represents avg. monthly revenue per home

(2) Reflects initial leasing at Avalon Lake Norman, Avalon West Windsor, Avalon South Miami, Avalon Wayne, Avalon Parsippany and Avalon Pleasanton Phase I.

# TRANSACTION ACTIVITY ADVANCING OUR SUBURBAN AND EXPANSION REGION ALLOCATIONS; SIGNIFICANT CLOSINGS EXPECTED IN 3Q25



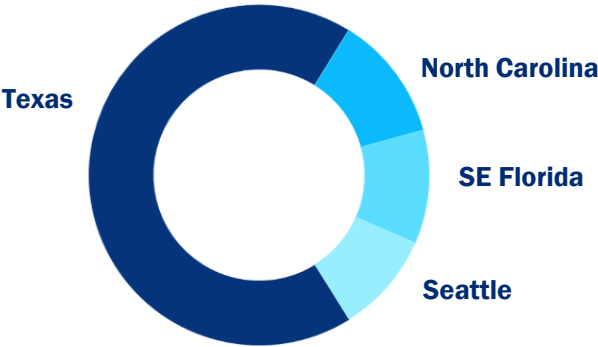
## 2025 TRANSACTION ACTIVITY<sup>(1)</sup>

### Acquisitions

90% Expansion Regions

	VOLUME (\$)	SUBURBAN   URBAN
Closed 1H	\$620M	100%   --%
Under Agreement 3Q	\$295M	100%   --%
Projected 4Q	--	--
TOTAL	\$915M	100%   --%

Projected Full Year Acquisition Volume by Region

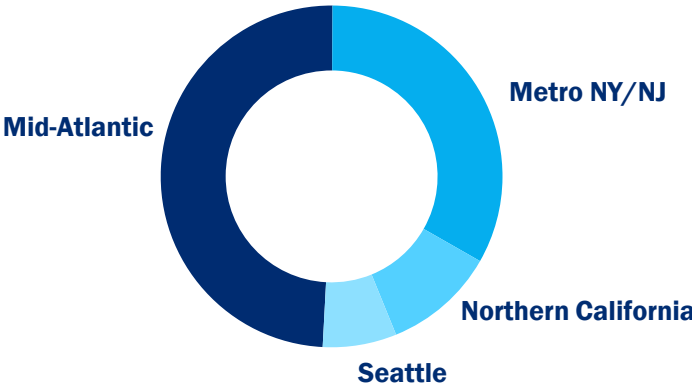


### Dispositions

100% Established Regions

	VOLUME (\$)	SUBURBAN   URBAN
Closed 1H	\$225M	100%   --%
Under Agreement 3Q	\$585M	10%   90%
Projected 4Q	\$95M	--%   100%
TOTAL	\$905M	30%   70%

Projected Full Year Disposition Volume by Region



Source: Internal company reports.  
 (1) Reflects all known transaction activity under agreement as of July 31, 2025.





# FORWARD-LOOKING STATEMENTS



This presentation dated July 31, 2025 is provided in connection with AvalonBay's second quarter 2025 earnings conference call on July 31, 2025. This presentation is intended to accompany AvalonBay's earnings release dated July 30, 2025 and should be read in conjunction with the earnings release. AvalonBay does not intend to update any of these documents, which speak only as of their respective dates.

The earnings release is available on AvalonBay's website at <https://investors.avalonbay.com/>

For definitions, additional information and reconciliations of non-GAAP financial information and certain defined terms included in this presentation, see pages 20 to 27 in this presentation in addition to Attachment 13 to the earnings release.

This presentation dated July 31, 2025 contains forward-looking statements, which are indicated by the use of words such as “expects,” “projects,” “forecast,” “outlook,” “estimate” and other words that do not relate to historical matters. Forward-looking statements, by their very nature, are subject to inherent risks and uncertainties are based on several assumptions, both general and specific, which give rise to the possibility that actual results or events could differ materially from our expectations expressed in or implied by such forward-looking statements. These statements are not guarantees of future performance or events and the Company cautions you against relying on any of these forward-looking statements. For information concerning risks and other factors that could cause such differences, see “Forward-Looking Statements” in AvalonBay's second quarter 2025 earnings release that accompanies this presentation. The Company does not undertake a duty to update the projections and expectations stated in this presentation, which speak only as of the date of this presentation unless otherwise referenced.

# DEFINITIONS AND RECONCILIATIONS OF NON-GAAP FINANCIAL MEASURES AND OTHER TERMS



Asset Preservation Capex represents capital expenditures that the Company does not expect will directly result in increased revenue or expense savings.

Commercial represents results attributable to the non-apartment components of the Company's mixed-use communities and other non-residential operations.

Development is composed of consolidated communities that are either currently under construction or were under construction and were completed during the current year. These communities may be partially or fully complete and operating.

DownREIT Units means units representing limited partnership interests in the "downREIT" partnership that acquired the Dallas-Fort Worth assets. Each DownREIT Unit will be entitled to receive quarterly distributions at the same rate as quarterly dividends on a share of the Company's common stock (pro rated for the time outstanding during the first quarter of issuance). Following the one-year anniversary of the closing date, each holder of a DownREIT Unit will have the right to initiate a transaction in which each DownREIT Unit may be redeemed for a cash amount related to the then-current trading price of one share of the Company's common stock or, at the Company's election, one share of the Company's common stock.

Established Regions include markets located in New England, the New York/New Jersey Metro area, the Mid-Atlantic, the Pacific Northwest, and Northern and Southern California.

Expansion Regions include markets located in Raleigh-Durham and Charlotte, North Carolina, Southeast Florida, Dallas and Austin, Texas, and Denver, Colorado.

# DEFINITIONS AND RECONCILIATIONS OF NON-GAAP FINANCIAL MEASURES AND OTHER TERMS



FFO and Core FFO are generally considered by management to be appropriate supplemental measures of our operating and financial performance. FFO is calculated by the Company in accordance with the definition adopted by Nareit. FFO is calculated by the Company as Net income or loss attributable to common stockholders computed in accordance with GAAP, adjusted for gains or losses on sales of previously depreciated operating communities, cumulative effect of a change in accounting principle, impairment write-downs of depreciable real estate assets, write-downs of investments in affiliates due to a decrease in the value of depreciable real estate assets held by those affiliates and depreciation of real estate assets, including similar adjustments for unconsolidated partnerships and joint ventures, including those from a change in control. FFO can help one compare the operating and financial performance of a real estate company between periods or as compared to different companies because adjustments such as (i) gains or losses on sales of previously depreciated property or (ii) real estate depreciation may impact comparability between companies as the amount and timing of these or similar items can vary among owners of identical assets in similar condition based on historical cost accounting and useful life estimates. Core FFO is the Company's FFO as adjusted for non-core items outlined in the table below. By further adjusting for items that we do not consider to be part of our core business operations, Core FFO can help with the comparison of core operating performance of the Company between periods. A reconciliation of Net income attributable to common stockholders to FFO and to Core FFO is as follows (dollars in thousands):



# DEFINITIONS AND RECONCILIATIONS OF NON-GAAP FINANCIAL MEASURES AND OTHER TERMS



	Q2 2025	Q2 2024	YTD 2025	YTD 2024
Net income attributable to common stockholders	\$ 268,665	\$ 253,934	\$ 505,262	\$ 427,383
Depreciation - real estate assets, including joint venture adjustments	230,264	206,338	446,891	417,685
Income attributable to noncontrolling interests	1,190	-	1,190	-
(Gain) loss on sale of previously depreciated real estate	(99,457)	(68,556)	(155,926)	(68,486)
Casualty loss on real estate	858	-	858	2,935
FFO	401,520	391,716	798,275	779,517
Adjusting items:				
Unconsolidated entity losses (gains), net (1)	1,223	(1,177)	2,465	(9,562)
Structured Investment Program loan reserve (2)	(247)	(16)	(230)	42
Hedge accounting activity	3	16	22	55
Advocacy contributions	87	2,107	87	2,182
Executive transition compensation costs	-	-	-	104
Severance related costs	26	1,030	202	1,241
Expensed transaction, development and other pursuit costs, net of recoveries (3)	1,407	471	5,295	3,605
Other real estate activity (4)	(3,614)	(160)	(3,747)	(281)
Legal settlements and costs (5)	4,098	644	5,576	1,508
Income tax benefit	(531)	(62)	(647)	(84)
Core FFO	\$ 403,972	\$ 394,569	\$ 807,298	\$ 778,327
Weighted average common shares outstanding - diluted	143,292,306	142,389,866	142,889,432	142,306,310
Earnings per common share - diluted	\$ 1.88	\$ 1.78	\$ 3.54	\$ 3.00
FFO per common share - diluted	\$ 2.80	\$ 2.75	\$ 5.59	\$ 5.48
Core FFO per common share - diluted	\$ 2.82	\$ 2.77	\$ 5.65	\$ 5.47

# DEFINITIONS AND RECONCILIATIONS OF NON-GAAP FINANCIAL MEASURES AND OTHER TERMS



- (1) Amounts consist primarily of net unrealized losses (gains) on property technology and environmental investments.
- (2) Changes are the expected credit losses associated with the Company's lending commitments primarily under its Structured Investment Program (SIP). The timing and amount of any actual losses that will be incurred, if any, is to be determined.
- (3) Amount for YTD 2025 includes a write-off of \$3,668 for one development opportunity that the Company determined is no longer probable.
- (4) Amounts for Q2 and YTD 2025 consist primarily of the gain on the sale of a development right. Amounts for the Q2 and YTD 2024 consist primarily consist primarily of gains on sale of other non-operating real estate, as well as the imputed carry cost of for-sale residential condominiums at The Park Loggia. We compute this adjustment by multiplying the total capitalized cost of the unsold for-sale residential condominiums by our weighted average unsecured debt effective interest rate.
- (5) Amounts for Q2 and YTD 2025 and Q2 and YTD 2024 include legal costs and legal settlements.

Initial Stabilized Yield represents NOI as a percentage of Total Capital Cost for the first 12 months after Stabilized Operations and is weighted based on the Total Capital Cost of each community.

Like-Term Effective Rent Change for an individual apartment home represents the percentage change in effective rent between two leases of the same lease term category for the same apartment. The Company defines effective rent as the contractual rent for an apartment less amortized concessions and discounts. Like-Term Effective Rent Change with respect to multiple apartment homes represents an average. New Move-In Like-Term Effective Rent Change is the change in effective rent between the contractual rent for a resident who moves out of an apartment, and the contractual rent for a resident who moves into the same apartment with the same lease term category. Renewal Like-Term Effective Rent Change is the change in effective rent between two consecutive leases of the same lease term category for the same resident occupying the same apartment.

# DEFINITIONS AND RECONCILIATIONS OF NON-GAAP FINANCIAL MEASURES AND OTHER TERMS



NOI is defined by the Company as total property revenue less direct property operating expenses (including property taxes), and excluding corporate-level income (including management, development and other fees), property management and other indirect operating expenses, net of corporate income, expensed transaction, development and other pursuit costs, net of recoveries, interest expense, net, loss on extinguishment of debt, net, general and administrative expense, income from unconsolidated investments, depreciation expense, income tax (benefit) expense, casualty loss, (gain) loss on sale of communities, other real estate activity and net operating income from real estate assets sold or held for sale. The Company considers NOI to be an important and appropriate supplemental performance measure to net income because it helps both investors and management to understand the core operations of a community or communities prior to the allocation of any corporate-level property management overhead or financing-related costs. NOI reflects the operating performance of a community and allows for an easier comparison of the operating performance of individual assets or groups of assets. In addition, because prospective buyers of real estate have different financing and overhead structures, with varying marginal impact to overhead as a result of acquiring real estate, NOI is considered by many in the real estate industry to be a useful measure for determining the value of a real estate asset or group of assets.

Match-Funded (Development Underway) is calculated by the Company as the sum of (i) Total Capital Cost, disbursed through 6/30/25 for all wholly-owned Development communities that had not achieved Stabilized Operations for the entire three month period ended June 30, 2025, (ii) cash and cash equivalents, (iii) unsettled forward equity contracts, and (iv) Q2 2025 cash from operations available for investment, annualized divided by the Total Capital Cost, under construction for all wholly-owned Development communities that had not achieved Stabilized Operations for the entire three month period ended June 30, 2025. A calculation of Match-funded (Development Underway) is as follows (dollars in millions):

	Q2 2025
Total Capital Cost, disbursed to date	\$ 1,855
Cash and cash equivalents	103
Unsettled Forward Equity Contracts	889
Q2 2025 cash from operations available for investment, annualized	472
Total	\$ 3,319
Total Capital Cost, under construction and completed	\$ 3,232
Match-funded (Development underway)	103%

# DEFINITIONS AND RECONCILIATIONS OF NON-GAAP FINANCIAL MEASURES AND OTHER TERMS



Projected FFO and Projected Core FFO, as provided within this presentation in the Company's outlook, are calculated on a basis consistent with historical FFO and Core FFO, and are therefore considered to be appropriate supplemental measures to projected net income from projected operating performance. A reconciliation of the ranges provided for Projected FFO per share (diluted) for the third quarter and full year 2025 to the ranges provided for projected EPS (diluted) and corresponding reconciliation of the ranges for Projected FFO per share to the ranges for Projected Core FFO per share are as follows:

	Low Range	High Range
Projected EPS (diluted) - Q3 2025	\$ 2.41	\$ 2.51
Depreciation (real estate related)	1.59	1.59
Gain on sale of communities	(1.28)	(1.28)
Projected FFO per share (diluted) - Q3 2025	2.72	2.82
Expensed transaction, development and other pursuit costs, net of recoveries	0.01	0.01
Legal settlements and costs	0.02	0.02
Projected Core FFO per share (diluted) - Q3 2025	\$ 2.75	\$ 2.85
Projected EPS (diluted) - Full Year 2025	\$ 7.75	\$ 8.15
Depreciation (real estate related)	6.25	6.25
Gain on sale of communities	(2.95)	(2.95)
Casualty loss on real estate	0.01	0.01
Projected FFO per share (diluted) - Full Year 2025	11.06	11.46
Unconsolidated entity losses, net	0.02	0.02
Expensed transaction, development and other pursuit costs, net of recoveries	0.05	0.05
Legal settlements and costs	0.08	0.08
Other real estate activity	(0.03)	(0.03)
Other	0.01	0.01
Projected Core FFO per share (diluted) - Full Year 2025	\$ 11.19	\$ 11.59



# DEFINITIONS AND RECONCILIATIONS OF NON-GAAP FINANCIAL MEASURES AND OTHER TERMS



Projected NOI, as used within this presentation for certain Development communities and in calculating the Market Cap Rate for dispositions, represents management's estimate, as of the date of this presentation (or as of the date of the buyer's valuation in the case of dispositions), of projected stabilized rental revenue minus projected stabilized operating expenses. For Development communities, Projected NOI is calculated based on the first twelve months of Stabilized Operations following the completion of construction. In calculating the Market Cap Rate, Projected NOI for dispositions is calculated for the first twelve months following the date of the buyer's valuation. Projected stabilized rental revenue represents management's estimate of projected gross potential minus projected stabilized economic vacancy and adjusted for projected stabilized concessions plus projected stabilized other rental revenue. Projected stabilized operating expenses do not include interest, income taxes (if any), depreciation or amortization, or any allocation of corporate-level property management overhead or general and administrative costs. In addition, projected stabilized operating expenses for Development communities do not include property management fee expense. Projected gross potential for Development communities and dispositions is generally based on leased rents for occupied homes and management's best estimate of rental levels for homes which are currently unleased, as well as those homes which will become available for lease during the twelve-month forward period used to develop Projected NOI. The weighted average Projected NOI as a percentage of Total Capital Cost is weighted based on the Company's share of the Total Capital Cost of each community, based on its percentage ownership.

Residential represents results attributable to the Company's apartment rental operations, including parking and other ancillary Residential revenue.

Q2 2025 cash from operations available for investment, annualized is the Company's second quarter 2025 Core FFO, less (i) second quarter 2025 dividends declared – common and (ii) second quarter 2025 Asset Preservation Capex, annualized. Q2 2025 cash from operations available for investment, annualized does not represent the Company's Net cash provided by operating activities as presented in the Company's consolidated financial statements. A reconciliation of Q2 2025 cash from operations available for investment, annualized to Core FFO is as follows (dollars in thousands):

	Q2 2025
Core FFO attributable to common stockholders	\$ 403,972
Dividends declared - common	(250,874)
Established and Other Stabilized Asset Preservation Capex	(35,155)
Q2 2025 cash from operations available for investment	\$ 117,943
Q2 2025 cash from operations available for investment, annualized	\$ 471,772

# DEFINITIONS AND RECONCILIATIONS OF NON-GAAP FINANCIAL MEASURES AND OTHER TERMS



Same Store is composed of consolidated communities where a comparison of operating results from the prior year to the current year is meaningful as these communities were owned and had Stabilized Operations, as defined below, as of the beginning of the respective prior year period. Therefore, for 2024 operating results, Same Store is composed of consolidated communities that have Stabilized Operations as of January 1, 2023, are not conducting or are not probable to conduct substantial redevelopment activities and are not held for sale or probable for disposition within the current year.

Suburban locations are defined as submarkets having less than 3,500 households per square mile.

Sunbelt Regions include Austin, Albuquerque, Atlanta, Charlotte, Dallas-Fort Worth, El Paso, Ft. Lauderdale, Gainesville, Huntsville, Houston, Jacksonville, Louisville, Lubbock, Memphis, Miami, Mobile, Myrtle Beach, Naples, Nashville, New Orleans, Oklahoma City, Orlando, Phoenix, Raleigh-Durham, Reno, San Antonio, Savannah, Tampa, Tucson, Tulsa, and West Palm Beach.

Total Capital Cost includes all capitalized costs projected to be or actually incurred to develop the respective Development or Redevelopment community, including land acquisition costs, construction costs, real estate taxes, capitalized interest and loan fees, permits, professional fees, allocated development overhead and other regulatory fees and a contingency estimate, offset by proceeds from the sale of any associated land or improvements, all as determined in accordance with GAAP. Total Capital Cost also includes costs incurred related to first generation commercial tenants, such as tenant improvements and leasing commissions. For Redevelopment communities, Total Capital Cost excludes costs incurred prior to the start of redevelopment when indicated. With respect to communities where development or redevelopment was completed in a prior period or the current period, Total Capital Cost reflects the actual cost incurred, plus any contingency estimate made by management. Total Capital Cost for communities identified as having joint venture ownership, either during construction or upon construction completion, represents the total projected joint venture contribution amount. For joint ventures not in construction, Total Capital Cost is equal to gross real estate cost.

Urban (locations) are defined as submarkets having 3,500 or more households per square mile.

