# **Integra Realty Resources** Chicago Executive Summary Market Study -**Arlington Heights Gateway Proposed Apartments** Southeast corner of Arlington Heights Road and Algonquin Road Arlington Heights, Cook County, Illinois 60005 **Prepared For:** Moceri+Roszak **Report Date:** September 12, 2023 File Number: 194-2023-0791





## **Proposed Apartments At Arlington Heights Gateway**

Southeast corner of Arlington Heights Road and Algonquin Road Arlington Heights, Illinois



September 12, 2023

Mr. Paul Baulier Moceri+Roszak 145 S. Wells, Suite 700 Chicago, IL 60606

SUBJECT: Executive Summary Market Study

Proposed Apartments at Arlington Heights Gateway

Southeast corner of Arlington Heights Road and Algonquin Road

Arlington Heights, Cook> County, Illinois 60005

IRR - Chicago File No. 194-2023-0791

#### Dear Mr. Baulier:

Integra Realty Resources – Chicago is pleased to submit the accompanying executive summary market study of the referenced property. The intended use is for planning purposes.

Information for this report was researched and gathered from property inspections and conversations with brokers, developers, lenders, investors, managers, and leasing agents involved in the suburban Chicago apartment market.

Arlington Heights Gateway September 12, 2023 Page 2

If you have any questions or comments, please contact the undersigned. Thank you for the opportunity to be of service.

Respectfully submitted,

**Integra Realty Resources - Chicago** 

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# **General Information**

## **Identification of Subject**

Arlington Heights Gateway is a proposed, multi-phase mixed use development on an 18 acre site which had formerly commercial properties. In the first phase, a 3.79 acre site will be developed with a 301-unit rental apartment building, with approximately 28,000 SF of ground floor retail space. Three additional phases are being proposed for development which could include the renovation of a 5-story office building, a 300-unit apartment building with 10,000 SF of retail space, and a 200 key hotel and medical office building or a third phase of apartments. Over the course of the development, these future phases could be adapted and modified to be line with market demand at that time.

#### **Purpose of the Market Study**

The purpose of the market study is to provide:

- A brief overview of the suburban Chicago rental apartment market.
- An analysis of the market demand for new rental apartment units at this location.
- A summary of the primary competitive rental apartment product in the market.
- Critique of the market-rate units which are proposed for development in terms of unit mix, unit sizes, unit finishes and project amenities.
- Conclusions regarding market rent levels and absorption projections for the proposed marketrate units in Phase I.

#### **Effective Date**

The effective date of the analysis and conclusions is May 2023. The date of the report is September 12, 2023.

#### **Intended Use and User**

The intended use of the market study is for planning purposes. The client and intended user is Moceri+Roszak. Additional intended users include village of Arlington Heights staff and officials reviewing the project as part of its entitlement process. No other parties may use or rely on the information, opinions, and conclusions contained in this report.

## Sources of Data/Extent of Research

An inspection of the subject site and neighborhood was completed along with a review of the preliminary site plan and building plans for the subject property.

The following data sources were researched:

Inspection of the site



General Information 3

 Review of the proposed site plan and unit mix, with preliminary drawings by Thomas Roszak Architecture, LLC

- Visual inspection of the immediate neighborhood
- Ongoing discussions with brokers, developers, lenders, and investors active in the suburban rental apartment market
- Ongoing inspection of competing rental buildings in the market and discussions with management and leasing agents
- Previous assignments where information was not confidential

#### **Applicable Requirements**

This market study is intended to conform to the requirements of the following:

- Uniform Standards of Professional Appraisal Practice (USPAP);
- Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute;

#### **Report Format**

This report is prepared under the Appraisal Report option of Standards Rule 2-2(a) of USPAP.

#### **Prior Services**

USPAP requires appraisers to disclose to the client any other services they have provided in connection with the subject property in the prior three years, including valuation, consulting, property management, brokerage, or any other services. We have provided services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three-year period immediately preceding the agreement to perform this assignment. This has included market studies pertaining to the proposed development which has continued to evolve and change in terms of total size, unit mix, unit sizes, etc.

#### Scope of Work

To determine the appropriate scope of work for the assignment, we considered the intended use of the report, the needs of the user, the complexity of the property, and other pertinent factors.

#### Inspection

Gail Lissner, CRE viewed the site on April 17, 2023. Michael Wingader viewed the site on May 28, 2023.



# **Executive Summary and Conclusions**

## **Project Overview**



#### Location

#### **Arlington Heights Gateway**

Southeast corner of Arlington Heights Road and Algonquin Road Arlington Heights, Cook County, Illinois

Arlington Heights Gateway is a mixed-use development proposed on a site formerly occupied by commercial/retail uses. This 18 acre site is located at the southern edge of Arlington Heights at the southeast corner of Arlington Heights Road and Algonquin Road in Arlington Heights. The site is located approximately 9 miles northwest of O'Hare Airport and 22 miles northwest of Chicago's Loop.

#### **Proposed Development Plan**

The subject property is part of a proposed, multi-phase mixed use development. Phase I is planned for a Class A 301-unit multifamily elevator apartment complex with 28,000 SF of ground floor retail space situated on a 3.79 acre site. Additional phases of the development are proposed to include a medical office building (adaptive reuse), another phase of 300 apartment units, and a final phase of a 200 key hotel with medical office space or a third phase of 300 apartment units.



For Phase I, the developer has proposed a preliminary unit mix as follows:

	_	Marke	t-Rate Units		Affordable Units			
Unit Type	Total Units	No. Units	Avg SF	%	No. Units	Avg SF	%	
Studio	49	44	571	16%	5	551	17%	
1BR	157	141	731	52%	16	648	53%	
2BR	85	77	1,110	28%	8	969	27%	
3BR	10	9	1,356	3%	1	1,295	3%	
Total	301	271	833	100%	30	739	100%	

Under the Arlington Heights Inclusionary Housing Ordinance, a total of 30 (10% of total) units will be set aside as affordable units subject to tenant income restrictions of 60% of area median income (AMI). The remaining 271 units will be market rate.

Building amenities will be expansive and will include an outdoor swimming pool, spa, and sundeck, fitness area and yoga studio, golf simulator, social and media room, library, business center with "work from home" conference rooms, dog walk and dog spa, trellises and private grilling areas, and chef's kitchen and indoor/outdoor eating areas. There will also be a multi-level parking garage with 480 spaces for the apartments and outdoor parking spaces for the retail space. Residential unit finishes will be consistent with the new construction Class A product in the market.

A second phase of 300 apartment units is also planned as part of this multi-phase, mixed-use development.

#### Summary of Rent and Lease-up Projections - Phase I

As discussed in this report, Arlington Heights has experienced little new luxury rental apartment development and there has been no development of projects which include the extensive amenities which are being incorporated in this development. Based upon our analysis of the subject site, its location in Arlington Heights, and a review of the competing developments in the local apartment market, we have concluded that a mixed-use/apartment development at the subject location will be marketable. The 301-unit first phase of the proposed mixed-use development is well-oriented to meet the demand in the market, with an expected second phase to be similarly well-received after stabilization of the Phase I development.

Based upon our survey of the market, we concur that the proposed unit mix will provide a diversity of product type and unit sizes. Our rent projections in 2023 dollars are shown below along with projections at the time of occupancy:



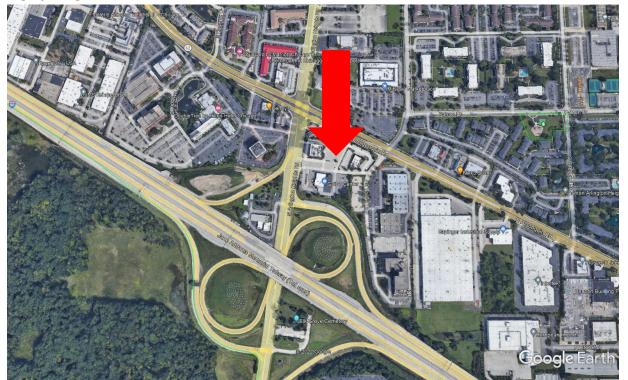
	_	Market-Rate Units			IRR Concl	usion 2023
	Total					
<b>Unit Type</b>	Units	No. Units	Avg SF	%	Avg Rent	Rent PSF
Studio	49	44	571	16%	\$1,850	\$3.24
1BR	157	141	731	52%	\$2,250	\$3.08
2BR	85	77	1,110	28%	\$3,000	\$2.70
3BR	10	9	1,356	3%	\$3,400	\$2.51
Total	301	271	833	100%	\$2,436	\$2.92

Based upon a review of long-term rent trends, rents have been projected to increase at an annual pace of 3% until the time of occupancy.

Given the market trends, lease-up of the Phase I units is expected to occur at an average pace of 18 units per month, assuming a professional marketing and lease-up program, with stabilization within less than 18 months.



# **Aerial View**

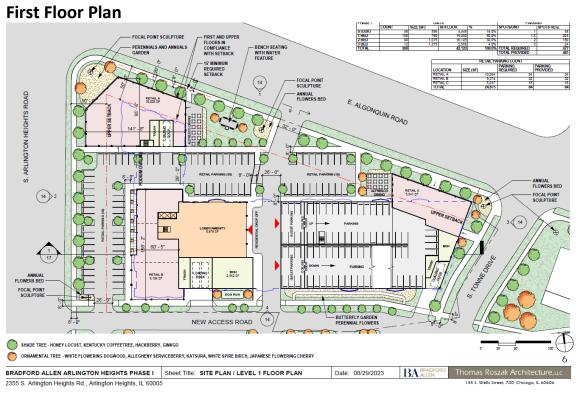




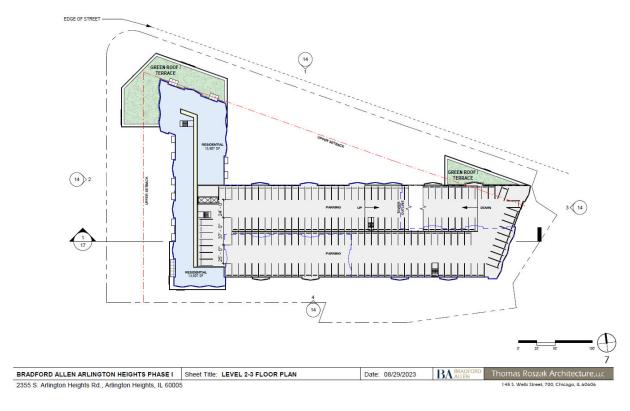
# Multi-phase site plan





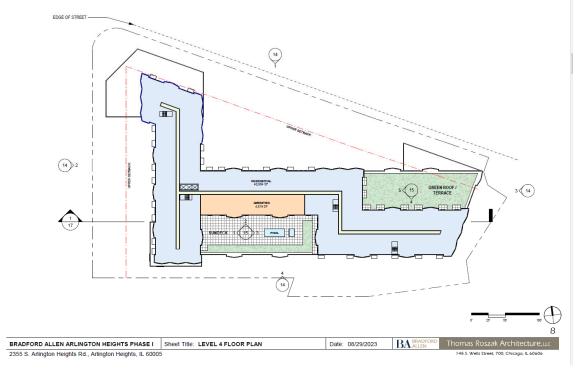


#### Floors 2 & 3

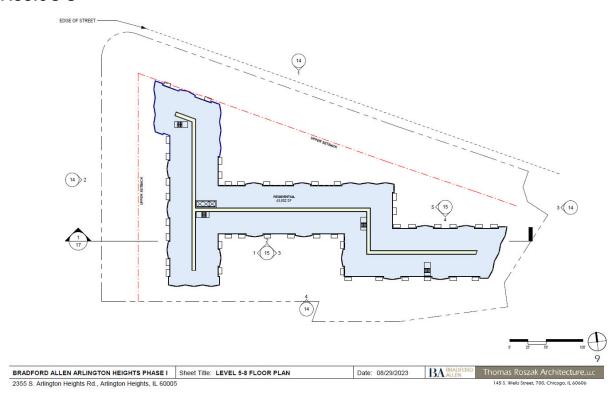




Floor 4



Floors 5-8





# **Architectural Renderings**



BRADFORD ALLEN ARLINGTON HEIGHTS PHASE I Sheet Title: STREET LEVEL NORTHEAST CORNER Date: 08/29/2023 BA BRADFORD Thomas Roszak Architecture, Lt 2355 S. Arlington Heights Rd., Arlington Heights, IL 60005 1455. Wells Street 700, Chicago, IL 60006



BRADFORD ALLEN ARLINGTON HEIGHTS PHASE I Sheet Title: STREET LEVEL NORTHWEST CORNER Date: 08/29/2023 BARADFORD Thomas Roszak Architecture, LLC 2355 S. Arlington Heights Rd., Arlington Heights, IL 60005 145 S. Weils Street, 700, Chicago, IL 60006





BRADFORD ALLEN ARLINGTON HEIGHTS PHASE I Sheet Title: STREET LEVEL SOUTHWEST CORNER Date: 08/29/2023 BA BRADFORD ALLEN ARLINGTON Heights, IL 60005

Sheet Title: STREET LEVEL SOUTHWEST CORNER Date: 08/29/2023 BA BRADFORD ALLEN Arlington Heights, IL 60005



BRADFORD ALLEN ARLINGTON HEIGHTS PHASE I Sheet Title: AERIAL VIEW LOOKING NORTHWEST Date: 08/29/2023 BARDFORD Thomas Roszak Architecture, LLC 2355 S. Arlington Heights Rd., Arlington Heights, IL 60005 145 S. Wells Street, 700, Chicago, IL 60006





BRADFORD ALLEN ARLINGTON HEIGHTS PHASE I Sheet Title: AERIAL VIEW LOOKING NORTHEAST Date: 08/29/2023 BA BRADFORD Thomas Roszak Architecture, LL 2355 S. Arlington Heights, IL 60005 1455. Wells Street, 700, Chicago, IL 60606

# **Residential Lobby Entrance**





#### **Analysis and Conclusions**

#### **Property Location**

The subject property is located at the southern edge of Arlington Heights, just north of I-90 and the border with Elk Grove Village. The immediate neighborhood is bounded roughly by Golf Road on the north, the Jane Addams Memorial Tollway (Interstate 90) on the south and west and Busse Road on the east. The subject property is situated at the corner of two main roads and adjacent to the I-90/Arlington Heights Road interchange. Although the property lacks the CBD neighborhood locations of many of its main competitors, the site does have excellent visibility and accessibility and is in close proximity to supporting commercial uses along Arlington Heights Road, Algonquin Road and Golf Road. Overall, this is a good, car-oriented location for a mixed apartment/retail use.

The surrounding land uses are mixed and include single-family and multi-family residential, office, hotel, retail, service, restaurant, recreation, transportation and community uses. The dominant land uses are commercial, along Algonquin Road and Arlington Heights Road, and residential along the secondary streets.

Interstate highway access to the market area is provided by I-90. The nearest interchange is immediately south of the site at Arlington Heights Road. The Arlington Heights Metra station is located 2.7 miles north at Arlington Heights Road and Northwest Highway in the Arlington Heights CBD. It provides commuter train service to Downtown Chicago. PACE provides public bus service throughout the suburbs, with the closest stop adjacent to the site on Algonquin Road at Arlington Heights Road. The entrance to O'Hare International Airport is very accessible by car and nine miles to the southeast.

The Village of Arlington Heights has recognized the need for redevelopment at the subject location and developed a South Arlington Heights Road Corridor Plan in 2018, to enhance this "Gateway into the Village". It identified various, larger sites with redevelopment potential, with a goal to enhance the pedestrian experience and walkability of this location, develop a plan for landscaping and gateway features, explore the potential to bury overhead utility lines, develop a coordinated marketing plan for businesses in the corridor, and identify sources of funding to implement the Plan. With its prominent location at Arlington Heights Road and Algonquin Road, the redevelopment of the subject site as proposed will improve the entry into the village and further many of these goals articulated in the Plan.

Demand for rental housing in the subject's general market area is generated by its proximity to places of employment and transportation linkages along with its location within the village of Arlington Heights, given its reputation as one of the premier northwest suburban communities. While offering excellent highway access, the subject location is also a short drive from Downtown Arlington Heights which is a vibrant hub for retail, restaurants, and residential uses.

The area around O'Hare International Airport has some of the highest concentration of industrial and office space in the Chicago suburbs. The location is enhanced by convenient access to the area expressways and shopping. In addition, subject's location is centrally located in regards to the



Schaumburg office market just to the west. While office occupancy levels have declined since the onset of COVID, apartment occupancies have not declined; rather, they have strengthened to their current 97.9% level, per our 1Q 2023 Suburban Chicago MSA survey.

#### Suburban Chicago Rental Market Area

On a quarterly basis, Integra Realty Resources – Chicago is surveying nearly 400 apartment complexes with approximately 115,000 dwelling units in the suburban market. Our primary research of the suburban Chicago rental market is gathered from property inspections and conversations with brokers, developers, lenders, investors, managers, and leasing agents involved in the apartment market. Our survey includes virtually every major apartment community developed since 1995 plus older developments (primarily post-1970) throughout the MSA.

As of our 1Q 2023 survey, median net rent per square foot is at \$1.98 which is up 5.9 percent from a year ago and accompanied by stable occupancy. Rent growth remains elevated but slowed due to economic uncertainty and a reduction in household formation. Compared to two years ago, net rent growth has amounted to a positive 23.9 percent, or from \$1.60 per square foot to \$1.98 per square foot. These recent gains remain well above the historical levels of three to four percent. One bedroom units have a median net rent of \$1,647 per month while two bedrooms are at \$1,929. We expect rent growth of 3-4 percent annually going forward.

Physical occupancy is at 97.9 percent for the entire market – albeit off 20 bps from a year ago. The suburban market overall is considered "full", contributing to escalated pricing. Tenant income levels will likely constrain rent growth. The lack of notable suburban employment growth has not hindered demand. While some renters transitioned to single family home ownership during the pandemic, others have taken advantage of higher prices in the for-sale market and sold their homes, moving to rental product potentially as a short-term play until they determine their next move. High interest rates will curtail home purchases, increasing retention in the rental market. We expect occupancy to remain stable in the near term.

#### **Renter Apartment Demand Generators**

The subject property will attract a broad base of renters in a wide age range, with demand being generated by the following sources:

- Persons working in the Schaumburg and O'Hare markets which are easily accessible to I-90.
  The subject property has an excellent location for persons working in other parts of the
  metropolitan area which are easily accessible via I-90, I-355, and I-294. Persons employed in
  the Loop can either commute by car or take the Metra from the downtown Arlington Heights
  train station.
- Persons who have hybrid work arrangements. According to leasing agents in the suburban competitive rental market, COVID also brought an influx of city residents to the suburban market. The new hybrid work arrangements provide greater flexibility to work at home on a part-time or fully remote basis, with commuting time a lesser consideration. Thus, these renters appreciate the greater housing value afforded by suburban living.
- Persons with ties to Arlington Heights and the surrounding areas.



- Renters who are not yet ready to transition to home ownership or are priced out of home ownership but want newer housing with up-to-date unit finishes and building amenities. Due to its elevator design and location in a generally commercial area, the subject property is not expected to attract families with school-age children. Other more residential Arlington Heights locations and apartment building designs (such as townhomes and garden apartment buildings) are more desired by families.
- Empty nesters including both persons who are downsizing from the area along with persons relocating from outside the region to be closer to their children and grandchildren who live in Arlington Heights or nearby suburbs. With the strong demand for single family homes and the increases in single family home prices, empty nesters who have been selling their homes frequently have relocated into rental apartments. This demographic will appreciate the elevator building design, extensive amenities, indoor parking, and on-site retail amenities which will be offered by the subject development.
- Persons in transition i.e. moving locally or transferees, persons in the process of obtaining a
  divorce or divorced parents relocating to be closer to their children and desiring a new
  construction rental apartment. Leasing agents frequently report the strong demand from this
  demographic, particularly in the new construction segment of the rental apartment market.

While rental apartments have typically attracted a younger resident profile, a more diverse renter profile is expected to be attracted to the subject property.

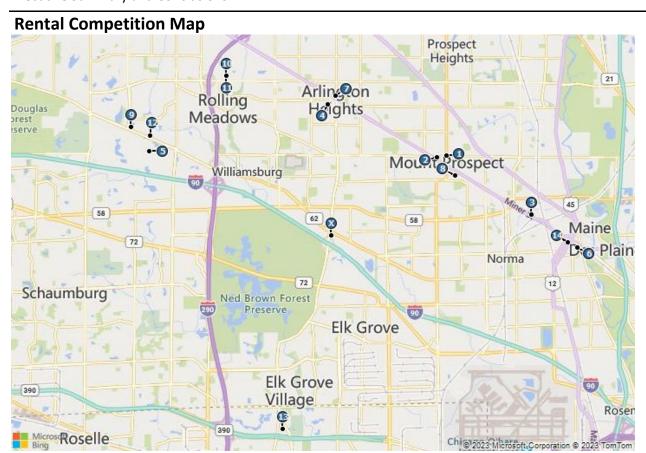
#### **Competition Overview**

With a focus on the newer rental apartment developments which will offer comparable amenities, the rent survey consisted of 14 properties with over 3,100 units. In general, these properties are located in Arlington Heights and Schaumburg, along with properties located in the downtowns of Mount Prospect and Des Plaines. All but two of these properties were constructed within the past 10 years and are elevator buildings offering Class A amenities. The other two older properties were developed in the 1980s but have prime downtown Arlington Heights locations.

While renters could have numerous housing choices, the high occupancy rates in the market do limit availabilities of units for rent, although there are three properties in the market area which are currently engaged in lease-up. However, these properties will be stabilized before the subject property even begins construction.

The following is a summary of the properties considered to comprise alternatives to the subject units, bracketing their expected rent levels.





	Name	Address	Suburb
Subject	Arlington Heights Gateway	SEC Algonquin Rd & Arington Heights Rd	Arlington Heights
1	10 N. Main	10 N. Main	Mt Prospect
2	20 West	20 W. Northwest Hwy	Mt Prospect
3	Buckingham Place	750 E. Northwest Hwy	Des Plaines
4	Dunton Tower	55 S Vail	Arlington Hts
5	Element at Veridian	2200 Progress Pky	Schaumburg
6	Ellison Apts	1555 Ellinwood	Des Plaines
7	Hancock Square	200 N Arlington Hts Rd	Arlington Hts
8	Maple Street Lots	207 S Maple	Mt Prospect
9	North 680	680 E. Algonquin	Schaumburg
10	One Arlington	3400 W Stonegate	Arlington Hts
11	Res. At Payton Place	3401 W. Payton Pl.	Arlington Hts
12	The Quin	2450 Plum Grove Rd	Schaumburg
13	The Residences at Hamilton Lakes	1133 N. Arlington Heights Rd	Itasca
14	Welkin Apartments	1425 Ellinwood	Des Plaines



# **Rental Market Survey Summaries**

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No.	Name	Address	Suburb	Date Built	Total	Avg Size	Quoted	Net Rent	Occup	Parking
					Units	(SF)	Rent PSF	PSF		
Subject	Arlington Heights Gateway	Algonquin & Arlington Heights Rds	Arlington Heights	Prop	271	833				
1	10 N. Main	10 N. Main	Mt Prospect	2021	97	885	\$2.68	\$2.68	96.9%	\$75-\$125
2	20 West	20 W. Northwest Hwy	Mt Prospect	2019	71	866	\$2.73	\$2.53	94.4%	\$150
3	Buckingham Place	750 E. Northwest Hwy	Des Plaines	2018	267	961	\$2.47	\$2.41	97.0%	\$65-\$100
4	Dunton Tower	55 S Vail	Arlington Hts	1986	216	902	\$2.63	\$2.63	96.8%	\$75
5	Element at Veridian	2200 Progress Pky	Schaumburg	2020	260	947	\$2.54	\$2.54	95.8%	\$75-\$100
6	Ellison Apts	1555 Ellinwood	Des Plaines	2019	113	839	\$2.76	\$2.76	97.3%	\$35-\$100
7	Hancock Square	200 N Arlington Hts Rd	Arlington Hts	1988	409	849	\$2.65	\$2.65	96.8%	\$75
8	Maple Street Lots	207 S Maple	Mt Prospect	2021	192	749	\$2.98	\$2.86	94.3%	\$150
9	North 680	680 E. Algonquin	Schaumburg	2017	180	894	\$2.58	\$2.58	95.0%	\$75-\$120
10	One Arlington	3400 W Stonegate	Arlington Hts	2014	214	936	\$2.69	\$2.69	98.6%	\$125-\$225
11	Res. At Payton Place	3401 W. Payton Pl.	Arlington Hts	2021	263	981	\$2.61	\$2.39	Lease up	\$110
12	The Quin	2450 Plum Grove Rd	Schaumburg	2023	373	908	\$2.73	\$2.56	Lease up	Included
13	The Res. at Hamilton Lakes	1133 N. Arlington Heights Rd	Itasca	2017	297	934	\$2.41	\$2.41	97.0%	\$125
14	Welkin Apartments	1425 Ellinwood	Des Plaines	2022	212	891	\$2.62	\$2.41	Lease up	\$125
	<b>Total - Survey Properties</b>				3,164					

<sup>\*</sup> For the subject property, only the market-rate component is shown.



# **Rental Apartment Survey - Unit Mix**

#### **Unit Mix**

														© In	tegra Real	ty Resources	- Chicago
						Studio	/Conv	1B	R	1BR	+Den	2B	SR.	2BR+I	Den	3BI	R
No.	Name	Address	Suburb	Date Built	Total	Units	%	Units	%	Units	%	Units	%	Units	%	Units	%
					Units												
Subject	Arlington Heights Gateway	Algonquin & Arlington Heights Rds	Arlington Heights	Prop	271	44	16%	141	52%	Include	d in 1BR	77	38%			9	3%
1	10 N. Main	10 N. Main	Mt Prospect	2021	97	14	14%	51	53%			29	30%			3	3%
2	20 West	20 W. Northwest Hwy	Mt Prospect	2019	71	9	13%	41	58%			20	28%			1	1%
3	Buckingham Place	750 E. Northwest Hwy	Des Plaines	2018	267	19	7%	130	49%			113	42%			5	2%
4	Dunton Tower	55 S Vail	Arlington Hts	1986	216	27	13%	108	50%			81	37%				
5	Element at Veridian	2200 Progress Pky	Schaumburg	2020	260	58	22%	143	55%			51	20%			8	3%
6	Ellison Apts	1555 Ellinwood	Des Plaines	2019	113	15	13%	60	53%	15	13%	18	16%	5	4%		
7	Hancock Square	200 N Arlington Hts Rd	Arlington Hts	1988	409	30	7%	143	35%	89	22%	147	15%				
8	Maple Street Lots	207 S Maple	Mt Prospect	2021	192	38	20%	124	65%			30	16%				
9	North 680	680 E. Algonquin	Schaumburg	2017	180			104	59%	24	13%	52	30%				
10	One Arlington	3400 W Stonegate	Arlington Hts	2014	214	51	24%	113	53%			50	23%				
11	Res. At Payton Place	3401 W. Payton Pl.	Arlington Hts	2021	263	34	13%	81	31%	34	13%	82	31%	5	2%	27	10%
12	The Quin	2450 Plum Grove Rd	Schaumburg	2023	373			185	50%	91	24%	76	20%	21	6%		
13	The Res. at Hamilton Lakes	1133 N. Arlington Heights Rd	Itasca	2017	297	3	1%	186	63%			96	32%			12	4%
14	Welkin Apartments	1425 Ellinwood	Des Plaines	2022	212	25	12%	111	52%	31	15%	45	21%				
	Total - Survey Properties				3,164	323	10%	1,580	50%	284	9%	890	28%	31	1%	56	2%

<sup>\*</sup>Studio/Convertible units combined for survey properties



# **Rental Apartment Survey – Unit Square Footages**

# **Unit Size (Square Feet)**

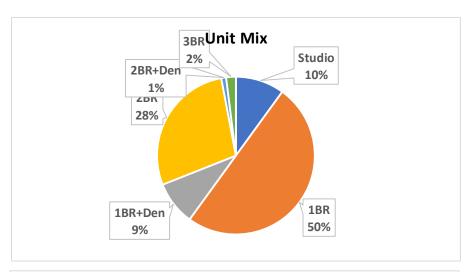
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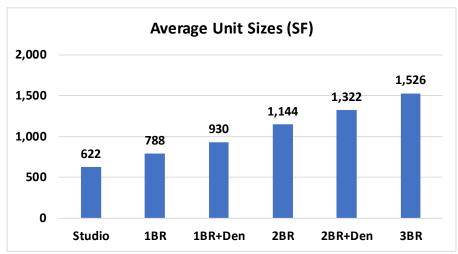
No.	Name	Address	Suburb	Date Built	Total	Studio/Conv	1BR	1+Den	2BR	2+Den	3BR
					Units						
Subject	Arlington Heights Gateway	Algonquin & Arlington Heights Rds	Arlington Heights	Prop	271	571	731		1,110		1,356
1	10 N. Main	10 N. Main	Mt Prospect	2021	97	598	730-874		1,058-1,184		1,353
2	20 West	20 W. Northwest Hwy	Mt Prospect	2019	71	582-647	744-844		921-1,147		2,731
3	Buckingham Place	750 E. Northwest Hwy	Des Plaines	2018	267	603	743-960		951-1,271		1,786
4	Dunton Tower	55 S Vail	Arlington Hts	1986	216	600	785-800		1,100-1,200		
5	Element at Veridian	2200 Progress Pky	Schaumburg	2020	260	577-820	825-1,039		1,183-1,199		1,466
6	Ellison Apts	1555 Ellinwood	Des Plaines	2019	113	575-638	730-764	895-921	1,128-1,199	1,262	
7	Hancock Square	200 N Arlington Hts Rd	Arlington Hts	1988	409	608	677	850-925	975-1,128		
8	Maple Street Lots	207 S Maple	Mt Prospect	2021	192	591-663	663-747		992-1,180		
9	North 680	680 E. Algonquin	Schaumburg	2017	180		665-785	1,039	1,130-1,588		
10	One Arlington	3400 W Stonegate	Arlington Hts	2014	214	549-769	803-1,012		1,193-1,521		
11	Res. At Payton Place	3401 W. Payton Pl.	Arlington Hts	2021	263	495-518	732-1,107	915-919	1,120-1,269	1,312	1,440-1,541
12	The Quin	2450 Plum Grove Rd	Schaumburg	2023	373		691-842	901-1,030	1,109	1,282-1,394	
13	The Res. at Hamilton Lakes	1133 N. Arlington Heights Rd	Itasca	2017	297	472	655-859		1,146-1,299		1,480
14	Welkin Apartments	1425 Ellinwood	Des Plaines	2022	212	604-623	744-897	872-908	1,087-1,348		
	<b>Total - Survey Properties</b>				3,164	-					<del>-</del>

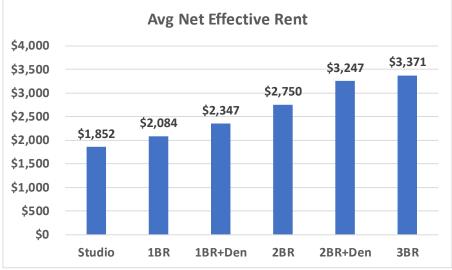
<sup>\*</sup>Studio/Convertible units combined for survey properties

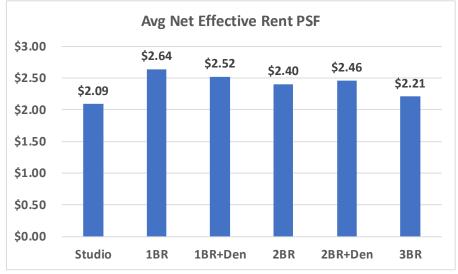


#### **Market Survey Summary (Class A Product Only)**











#### **Existing Competition**

Considering the size of the Arlington Heights suburb along with its existing supply of Class B and C rental apartment product, it is surprising that there has not yet been more Class A apartment development occurring in the community in recent years. To date, only two large new construction projects have been added: the first being an adaptive reuse of a former hotel (One Arlington) and the second being an adjacent mid-rise elevator building (the Residences at Payton Place). Both are located just west of the former Arlington Park Race Track which was purchased by the Chicago Bears and is currently proposed for redevelopment as its new stadium along with a multi-year, multi-phase mixed use development. Both One Arlington and the Residences at Payton Place are located at the western border of Arlington Heights, just east of Route 53. Both properties would provide primary competition to the subject property due to their locations close to highway access. However, neither property has a swimming pool like the subject property nor close proximity to existing retail amenities.

Two apartment properties were recently built in Schaumburg which also offer good proximity to Route 53 and I-90: the Element at Veridian and The Quin. The Element at Veridian is an early phase of a large mixed-use redevelopment of the Motorola site and is planned to have extensive lifestyle retail amenities; however, these are planned for some point in the future and are not an amenity which can be appreciated by renters currently. The Quin is located close to the Element at Veridian and is a purely residential community. Although situated further from O'Hare and Chicago's Loop and lacking the cache of an Arlington Heights address, they are considered to be competitors to the subject units.

The other existing competition is located in the downtowns of Arlington Heights, Mt Prospect, and Des Plaines. The two downtown Arlington Heights buildings were both built in the 1980s. Despite renovation work, they are not new construction but they will provide competition as they will attract renters who desire the amenities afforded by a downtown location. One very small boutique building was also built in downtown Arlington Heights several years ago but is not considered in this analysis due to its small number of units.

During the past several years, new apartment construction has been occurring in downtown Mt Prospect and Des Plaines. While subject does not have a downtown location, it offers superior highway accessibility and an Arlington Heights address.

## Future Competition – Proposed for Development or Under Construction

In addition to the developments which are currently offering rental apartment units in the area, there is a large amount of new apartment development occurring throughout the suburban metropolitan area. In subject's competitive market, there are four properties currently under construction, three of which are boutique in size. The projects which are under construction are shown below:

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Under Construction										
Property	Submarket	City	Developer	Status	Units					
Northwest Cook County										
Four North Apartments, 4 N. Hickory	Cook NW	Arlington Heights	Benchmark	Construction	76					
Seasons at Hoffman Estates/SEC Higgins Rd & Moon Lake Blvd	Cook NW	Hoffman Estates	Fiduciary RE Devel	Construction	296					
1 W Prospect / Prospect Place center site	Cook NW	Mt Prospect	First Equity	Construction	80					
The Dawson/235 E. Prospect	Cook NW	Mt Prospect	Wingspan	Construction	64					



In addition, there is a large pipeline of potential developments which are being considered. However, many of these projects have been proposed for a number of years and have not moved forward or are parts of large scale proposed redevelopments. In addition, the current interest rate environment has put a damper on new apartment construction starts, making new development challenging. Thus, it is expected that there will be more limited new development in the near term, with projects that actually do get built being the recipient of limited new construction competition.

#### **Absorption of New Suburban Rental Apartment Units**

Integra Realty Resources – Chicago has been tracking the lease-up pace in new suburban developments since 1Q 2013. This coincided with the beginning of rental development occurring in the suburban market after a nearly 8 year hiatus. As shown below, the lease-up pace is seasonal and also tied to the number of new projects in lease-up. Analyzing this activity on a project basis, monthly absorption tends to average approximately 8 to 15 units, with some quarters exceeding this pace. A multitude of factors can influence the lease-up pattern of a development including its location, pricing, quantity of competing new product, marketing strategy, and the seasonal timing of the project. Smaller developments tend to achieve a slower pace as they frequently have lower-profile marketing efforts. COVID-19, which initially caused the shutdown of in-person leasing, has not negatively impacted lease-ups of new properties, with projects generally tracking the absorption seen in prior years, if not performing even better.

Since the start of this quarterly survey in 1Q 2013, IRR has tracked 85 apartment projects which are now stabilized, totaling 19,395 units. Also, an additional 18 projects in lease-up are being tracked. These projects total 3,571 units. The stabilized projects averaged an absorption of 11 units per month and the projects currently engaged in lease-up are averaging 12 units per month. A summary of this lease-up activity per quarter is shown below:



It should be noted that this chart includes the vast majority of apartment developments engaged in lease-up. For the occasional project where management will not provide their lease-up numbers, those projects have been excluded.



In the Cook NW submarket specifically, IRR has tracked the lease-up in 18 projects developed between 2013 and 2023. This data is shown below:

#### **Absorption of New Rental Units: Cook Northwest Submarket**

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						Avg
Name	Suburb	Submarket	Began	Delivered	Units	Leased/Month
Stabilized Projects						
One Arlington	Arlington Hts.	Cook NW	3Q 2014	Sep-14	214	10
Park 205	Park Ridge	Cook NW	3Q 2015	Oct-15	115	7
Northgate Crossing	Wheeling	Cook NW	4Q 2015	Jan-16	288	13
North680	Schaumburg	Cook NW	1Q 2017	Apr-17	180	11
Hamilton Lakes	Itasca	Cook NW	2Q 2017	Jun-17	297	8
Buckingham Place	Des Plaines	Cook NW	3Q 2018	Aug-18	267	7
Wheeling Town Center	Wheeling	Cook NW	1Q 2019	Jan-19	324	16
20 West	Mt. Prospect	Cook NW	3Q 2019	Sep-19	72	3
Ellison Apartments	Des Plaines	Cook NW	2Q 2019	Sep-19	113	4
The Monarch	Des Plaines	Cook NW	3Q 2019	Oct-19	236	9
Uptown 500	Wheeling	Cook NW	2Q 2020	May-20	319	12
Element at Veridian	Schaumburg	Cook NW	2Q 2020	Jun-20	260	9
10 North Main	Mt Prospect	Cook NW	1Q 2021	Apr-21	97	8
Maple Street Lofts	Mt Prospect	Cook NW	2Q 2021	Jun-21	192	12
Premier Luxury Apts	Frankin Park	Cook NW	3Q 2022	Oct-22	95	15
Average - Stabilized Projects						10
Residences at Payton Place	Arlington Heights	Cook NW	3Q 2021	Sep-21	243	8
Welkin	Des Plaines	Cook NW	3Q 2022	Sep-22	212	14
The Quin	Schaumburg	Cook NW	1Q 2023	Mar-23	373	19
Average - Projects in Lease-up						13

Since 2020, the average monthly lease-up pace has ranged between 8 and 19 units per month. From the overall survey data, it is apparent that slower lease-ups can occur in small projects (less than 100 units). Large developments are typically able to generate faster lease-up velocities as they have the resources to devote to higher profile, professional leasing programs and subject's location will be seen by a great number of people driving in the area.

Given the subject' property's size, location, and amenities, we conclude monthly absorption at approximately 18 units per month. This would imply an absorption period of less than 18 months to achieve stabilized occupancy of 95%.



#### The Subject Property – Projected Rents and Lease-up Velocity

Based upon our analysis of the subject site, its location in Arlington Heights, and a review of the competing developments in the local apartment market, we have concluded that a mixed-use/apartment development at the subject location will fit well in the northwest Cook County multifamily market. Despite a lack of notable employment growth or population growth in the MSA, demand for suburban rental housing remains strong, with increasing rent and occupancy levels.

The following are the rent projections for the subject market-rate units in 2023 dollars:

	_	Market-Rate Units			IRR Concl	usion 2023
	Total					
<b>Unit Type</b>	Units	No. Units	Avg SF	%	Avg Rent	Rent PSF
Studio	49	44	571	16%	\$1,850	\$3.24
1BR	157	141	731	52%	\$2,250	\$3.08
2BR	85	77	1,110	28%	\$3,000	\$2.70
3BR	10	9	1,356	3%	\$3,400	\$2.51
Total	301	271	833	100%	\$2,436	\$2.92

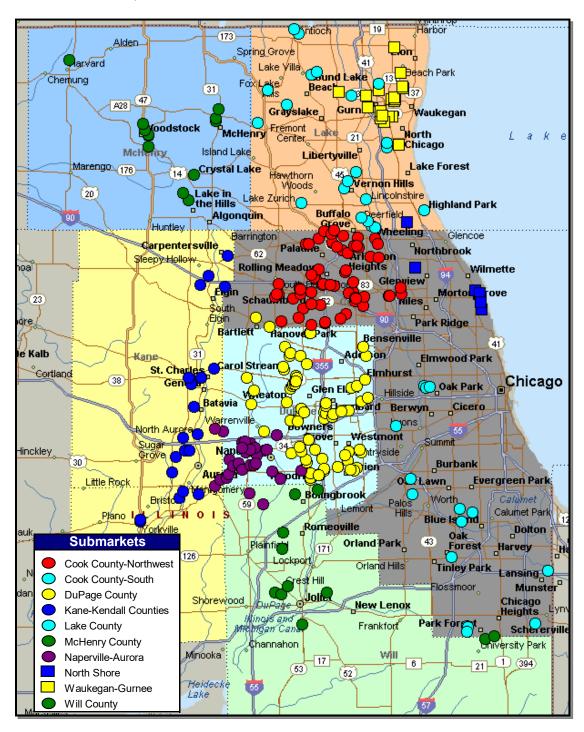
On a year over year basis, rents in the overall suburban market rose by 5.9%, last year, with an unusually large increase of almost 24% during the past two year period. Occupancy is strong throughout the market, averaging 97.9%. Since the prior surge in rents can be attributed to many factors including COVID, and given the variety of uncertainties in the market, rent increases have been projected at a longer term average of approximately 3% annually.

Lease-up is expected to occur at an average pace of 18 units per month, assuming a professional marketing and lease-up program, with stabilization within less than 18 months.



# **Suburban Chicago Apartment Market Overview**

**Market area defined.** The Suburban Chicago market is defined as including Cook, Lake, McHenry, Kane, Kendall, DuPage and Will counties. Properties located within the city of Chicago are of course excluded from the survey.





Survey property profile. The database for the Suburban Chicago survey includes 350+ complexes with a total of over 110,000 dwelling units indicating an average development size of ~300 units. Our survey includes virtually every major apartment community developed since 1995 plus older developments (primarily post-1970) throughout the MSA. The data was gathered by direct contact with on-site staff and/or ownership.

**Rent Trends & Concessions.** Median net rent per square foot is at \$1.98 which is up 5.9 percent from a year ago and accompanied by stable occupancy. Rent growth remains elevated but slowed due to economic uncertainty and a reduction in household formation. Compared to two years ago, net rent growth has amounted to a positive 23.9 percent, or from \$1.64 per square foot to \$1.98 per square foot. The spike in rent that occurred in 2021 to early 2022 due to atypically high household formation has subsided with rent growth expected to trend to historical norms of three to four percent going forward. One bedroom units have a median net rent of \$1,647 per month while two bedrooms are at \$1,929. We expect rent growth of 3-4 percent annually going forward.



Concessions are a marketing tool used to react to current demand without the need for continually adjusting "market" rents. The percent of complexes offering concessions has declined to 10.4 – the lowest level in several years. The amount of the concession, currently offered at roughly one half month per lease year, has also been on the decline. Concessions are however expected to remain in the market as a marketing tool.

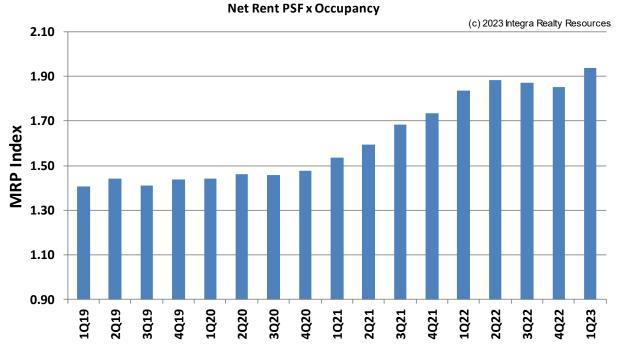
**Occupancy.** Physical occupancy is at 97.9 percent for the entire market. The suburban market overall is considered "full", contributing to escalated pricing. Tenant income levels will likely constrain rent growth. The lack of notable suburban employment growth has not hindered demand. While some renters transitioned to single family home ownership during the pandemic, others have taken advantage of higher prices in the for-sale market and sold their homes, moving to rental product potentially as a short-term play until they determine their next move. Rising interest rates will curtail home purchases, increasing retention in the rental market. Finally, work from home flexibility, which



appears to be a factor indefinitely, has made living in areas more distant from employment centers more attractive. We expect occupancy to remain stable in the near term.

**Market Revenue Performance.** Market revenue performance is a function of the product of net rent and occupancy.

# **Market Revenue Performance**



Market revenue performance for the overall suburban market remains strong.

Overall the COVID-19 pandemic and the subsequent March 2020 stay at home order had virtually no impact on the suburban market performance compared to the downtown Chicago market.

#### New construction/Communities in Lease-up.

There are a number of projects under construction throughout the MSA. Details are presented in the Housing Supply section.

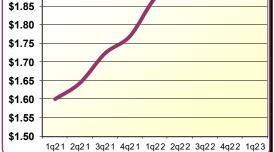
Several of the projects we are tracking are mid-rise buildings on in-fill sites rather than traditional walk-up complexes. These have been favored in redeveloping downtown areas where transit-oriented development is needed but the all-in costs of construction at over \$300 per square foot or \$300,000+ per unit (wrap product) require fairly high rent levels (\$2.50+ PSF) for project feasibility. Higher end walk-up product cost is in the \$200,000 per unit range (not including soft costs or land).



# All Suburban Apartments - 1q23 Showing median trend lines



Net Rent PSF - \$1.98



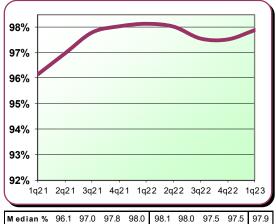
1.64 1.72 1.77 Median \$ 1.87 1.92

## **Snapshot & Trends**

Suburban Metro							
Complexes	394						
Units	113,509						
SF/unit	917						
Yr B uilt	1988						
Net PSF	\$1.98	<b>1</b>					
Occupancy	97.9%	$\rightarrow$					
Pct W/concessions	10.4%	$\rightarrow$					
Concession Amt	4.3%	$\rightarrow$					
One B drm/M o	\$1,647	<b>1</b>					

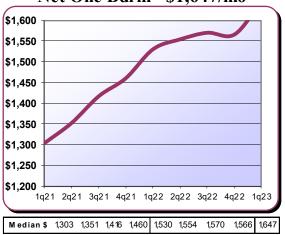
\$1,929



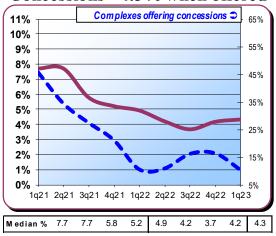


# **Net One Bdrm - \$1,647/mo**

Two Bdrm/Mo



## Concessions - 4.3% when offered



## Net Two Bdrm - \$1,929/mo





#### **Performance by Property Class**

The suburban survey dataset includes has the following characteristics:

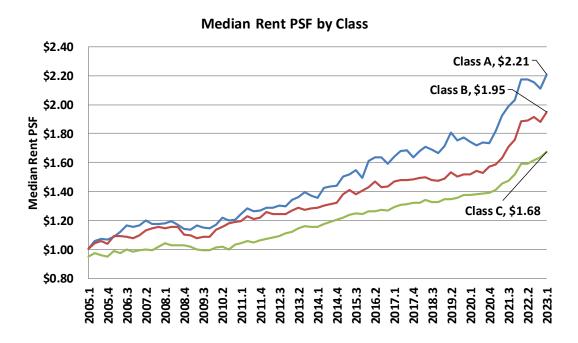
	Class A	Class B	Class C
Distribution (units)	34%	31%	35%
Median Year Built	2016	1986	1972
Median Unit Size (sf)	970	874	840
Average Complex Size	247	340	310

Property Classes are generally defined as follow:

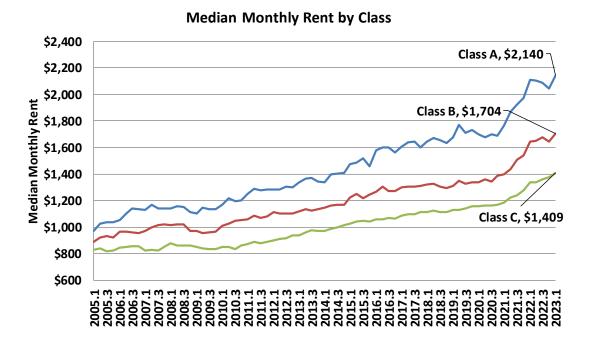
- Class A Newer properties that have generally been constructed since the early 1990s.

  Amenities often include open layout floor plans, 9-foot ceilings, in-unit washer and dryer, high quality cabinetry and potentially granite counters and stainless steel appliances. Some communities have direct entry garages. The complex typically has a clubhouse, fitness center and swimming pool.
- Class B Typically constructed in the 1980s but may include older product that has been significantly renovated. Amenities often include open layout floor plans, 8-foot ceilings, in-unit washer and dryer, good quality cabinetry and laminate counters. The complex typically has a clubhouse, fitness center and swimming pool.
- Class C Typically constructed in the 1970s with limited renovations, if any. Units typically have older style floor plans (such as galley style, closed kitchens), average quality cabinetry and laminate counters. The complex may have a clubhouse and swimming pool but the quality is generally average. Laundry facilities are typically limited to a laundry room in the complex.



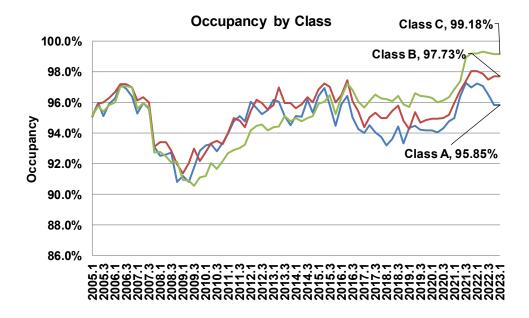


On a year over year basis, rents psf rose 1.5%, 3.6% and 5.3% for A, B and C product respectively. The monthly "chunk" rent spread is shown below. Class A product chunk pricing averages a 25.6% premium over B product and B product is 20.9% over C product.





After tracking fairly consistent for years, the spread in occupancy between A/B versus C product emerged in 2010. Current occupancy levels by class are shown below.



The following trends by submarket are based on our quarterly survey of over 110,000 units. Detailed analysis of the data is contained within the submarket reports.



# Four Year Trend – Suburban Chicago Multifamily Metrics

#### **Net Rent PSF by Submarket**

Submarket	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	Y/Y Chng	2 Yr Chng
Cook NW	\$1.53	\$1.55	\$1.53	\$1.54	\$1.55	\$1.56	\$1.55	\$1.57	\$1.59	\$1.62	\$1.70	\$1.77	\$1.85	\$1.89	\$1.87	\$1.88	\$1.98	7.3%	24.7%
Cook South	\$1.35	\$1.36	\$1.36	\$1.36	\$1.36	\$1.38	\$1.41	\$1.41	\$1.47	\$1.79	\$1.80	\$1.55	\$1.53	\$1.60	\$1.61	\$1.69	\$1.76	15.1%	20.0%
DuPage	\$1.49	\$1.49	\$1.48	\$1.51	\$1.52	\$1.51	\$1.52	\$1.55	\$1.61	\$1.67	\$1.70	\$1.76	\$1.89	\$1.91	\$1.93	\$1.90	\$2.00	5.8%	24.1%
Kane/Kendall	\$1.37	\$1.45	\$1.40	\$1.44	\$1.48	\$1.47	\$1.49	\$1.54	\$1.58	\$1.61	\$1.70	\$1.72	\$1.86	\$1.90	\$1.92	\$1.84	\$1.89	1.9%	19.6%
Lake	\$1.63	\$1.67	\$1.60	\$1.62	\$1.66	\$1.59	\$1.56	\$1.58	\$1.64	\$1.71	\$1.76	\$1.77	\$1.74	\$1.79	\$1.79	\$1.87	\$1.98	14.0%	20.5%
McHenry	\$1.18	\$1.18	\$1.18	\$1.17	\$1.17	\$1.17	\$1.17	\$1.22	\$1.23	\$1.29	\$1.31	\$1.34	\$1.37	\$1.39	\$1.39	\$1.42	\$1.46	6.7%	18.4%
Naperville/Aurora	\$1.45	\$1.46	\$1.48	\$1.47	\$1.47	\$1.54	\$1.50	\$1.53	\$1.58	\$1.67	\$1.74	\$1.79	\$1.93	\$1.90	\$1.92	\$1.92	\$1.94	0.6%	22.6%
North Shore	\$2.29	\$2.23	\$2.17	\$2.26	\$2.23	\$2.17	\$2.17	\$2.12	\$2.18	\$2.32	\$2.43	\$2.52	\$2.59	\$2.68	\$2.77	\$2.71	\$2.86	10.3%	30.8%
Waukegan/Gurnee	\$1.22	\$1.21	\$1.20	\$1.17	\$1.19	\$1.17	\$1.27	\$1.27	\$1.30	\$1.30	\$1.35	\$1.34	\$1.43	\$1.44	\$1.44	\$1.43	\$1.44	0.7%	10.8%
Will	\$1.38	\$1.36	\$1.36	\$1.38	\$1.43	\$1.46	\$1.44	\$1.54	\$1.60	\$1.67	\$1.70	\$1.73	\$1.86	\$1.98	\$1.99	\$1.90	\$1.96	5.3%	22.3%
All Suburban	\$1.48	\$1.51	\$1.48	\$1.51	\$1.52	\$1.54	\$1.53	\$1.55	\$1.60	\$1.64	\$1.72	\$1.77	\$1.87	\$1.92	\$1.92	\$1.90	\$1.98	5.9%	23.9%

Note: Quarterly net rent values are rounded for display purposes but not for Yr/Yr Change calculations.

#### One Bedroom Median Rent by Submarket

Submarket	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	Y/Y Chng	2 Yr Chng
Cook NW	\$1,205	\$1,188	\$1,188	\$1,198	\$1,193	\$1,205	\$1,194	\$1,220	\$1,238	\$1,253	\$1,320	\$1,375	\$1,474	\$1,500	\$1,500	\$1,500	\$1,560	5.8%	26.0%
Cook South	\$1,050	\$1,064	\$1,085	\$1,085	\$1,091	\$1,128	\$1,144	\$1,176	\$1,184	\$1,343	\$1,343	\$1,250	\$1,248	\$1,308	\$1,278	\$1,319	\$1,355	8.6%	14.5%
DuPage	\$1,217	\$1,263	\$1,225	\$1,225	\$1,213	\$1,216	\$1,268	\$1,271	\$1,322	\$1,338	\$1,372	\$1,450	\$1,525	\$1,550	\$1,570	\$1,570	\$1,650	8.2%	24.9%
Kane/Kendall	\$1,083	\$1,169	\$1,095	\$1,100	\$1,159	\$1,173	\$1,232	\$1,243	\$1,335	\$1,357	\$1,445	\$1,427	\$1,531	\$1,534	\$1,515	\$1,526	\$1,571	2.6%	17.7%
Lake	\$1,365	\$1,335	\$1,335	\$1,345	\$1,400	\$1,365	\$1,360	\$1,288	\$1,350	\$1,375	\$1,464	\$1,465	\$1,488	\$1,558	\$1,548	\$1,563	\$1,616	8.6%	19.7%
McHenry	\$937	\$937	\$965	\$954	\$983	\$983	\$983	\$1,000	\$1,005	\$1,040	\$1,040	\$1,070	\$1,070	\$1,117	\$1,117	\$1,140	\$1,177	10.0%	17.1%
Naperville/Aurora	\$1,301	\$1,319	\$1,259	\$1,303	\$1,326	\$1,323	\$1,323	\$1,331	\$1,388	\$1,454	\$1,498	\$1,544	\$1,615	\$1,649	\$1,617	\$1,605	\$1,671	3.5%	20.4%
North Shore	\$1,815	\$1,880	\$1,817	\$1,798	\$1,785	\$1,794	\$1,805	\$1,790	\$1,825	\$1,942	\$1,978	\$1,987	\$2,128	\$2,231	\$2,292	\$2,211	\$2,315	8.8%	26.8%
Waukegan/Gurnee	\$865	\$895	\$880	\$904	\$911	\$911	\$940	\$943	\$953	\$953	\$979	\$995	\$1,065	\$1,079	\$1,076	\$1,059	\$1,076	1.0%	12.9%
Will	\$1,095	\$1,095	\$1,130	\$1,138	\$1,166	\$1,166	\$1,161	\$1,340	\$1,355	\$1,369	\$1,447	\$1,452	\$1,547	\$1,600	\$1,665	\$1,565	\$1,723	11.3%	27.1%
All Suburban	\$1,227	\$1,253	\$1,225	\$1,241	\$1,237	\$1,241	\$1,242	\$1,265	\$1,303	\$1,351	\$1,416	\$1,460	\$1,530	\$1,554	\$1,570	\$1,566	\$1,647	7.6%	26.4%

 ${\it Note: Quarterly net rent values are rounded for display purposes but not for Yr/Yr\ Change\ calculations.}$ 

#### **Two Bedroom Median Rent by Submarket**

Submarket	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	Y/Y Chng	2 Yr Chng
Cook NW	\$1,424	\$1,428	\$1,442	\$1,446	\$1,430	\$1,444	\$1,435	\$1,438	\$1,471	\$1,516	\$1,588	\$1,629	\$1,718	\$1,810	\$1,795	\$1,785	\$1,873	9.0%	27.3%
Cook South	\$1,321	\$1,338	\$1,338	\$1,335	\$1,335	\$1,355	\$1,355	\$1,385	\$1,800	\$1,896	\$1,933	\$1,933	\$1,968	\$2,260	\$2,171	\$2,118	\$2,277	15.7%	26.5%
DuPage	\$1,420	\$1,445	\$1,433	\$1,443	\$1,441	\$1,437	\$1,484	\$1,498	\$1,523	\$1,615	\$1,698	\$1,753	\$1,831	\$1,867	\$1,880	\$1,820	\$1,921	4.9%	26.1%
Kane/Kendall	\$1,430	\$1,482	\$1,371	\$1,453	\$1,482	\$1,472	\$1,520	\$1,593	\$1,614	\$1,627	\$1,694	\$1,749	\$1,879	\$1,938	\$1,938	\$1,866	\$1,865	-0.7%	15.6%
Lake	\$1,640	\$1,635	\$1,553	\$1,555	\$1,631	\$1,562	\$1,561	\$1,584	\$1,653	\$1,677	\$1,730	\$1,749	\$1,805	\$1,803	\$1,850	\$1,840	\$1,946	7.9%	17.8%
McHenry	\$1,060	\$1,060	\$1,060	\$1,060	\$1,060	\$1,060	\$1,060	\$1,060	\$1,070	\$1,150	\$1,150	\$1,193	\$1,205	\$1,217	\$1,220	\$1,231	\$1,255	4.2%	17.3%
Naperville/Aurora	\$1,500	\$1,467	\$1,460	\$1,502	\$1,475	\$1,503	\$1,509	\$1,532	\$1,599	\$1,645	\$1,767	\$1,812	\$1,919	\$1,924	\$1,929	\$1,911	\$2,010	4.7%	25.7%
North Shore	\$2,602	\$2,550	\$2,515	\$2,535	\$2,433	\$2,368	\$2,433	\$2,435	\$2,482	\$2,600	\$2,783	\$2,813	\$2,860	\$3,013	\$3,000	\$3,063	\$3,188	11.5%	28.4%
Waukegan/Gurnee	\$1,050	\$1,093	\$1,088	\$1,100	\$1,096	\$1,131	\$1,150	\$1,179	\$1,175	\$1,205	\$1,287	\$1,283	\$1,382	\$1,413	\$1,439	\$1,407	\$1,459	5.6%	24.2%
Will	\$1,284	\$1,304	\$1,250	\$1,271	\$1,316	\$1,324	\$1,320	\$1,395	\$1,533	\$1,566	\$1,683	\$1,744	\$1,857	\$1,931	\$1,871	\$1,855	\$1,986	7.0%	29.5%
All Suburban	\$1,430	\$1,445	\$1,445	\$1,459	\$1,453	\$1,464	\$1,482	\$1,498	\$1,542	\$1,602	\$1,675	\$1,716	\$1,837	\$1,851	\$1,855	\$1,833	\$1,929	5.0%	25.1%

Note: Quarterly net rent values are rounded for display purposes but not for Yr/Yr Change calculations.

#### Rent Spread - 1BR to 2BR

Submarket	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23
Cook NW	\$219	\$240	\$255	\$248	\$238	\$239	\$241	\$218	\$233	\$263	\$268	\$254	\$244	\$310	\$295	\$285	\$313
Cook South	\$271	\$274	\$253	\$250	\$244	\$227	\$211	\$209	\$616	\$553	\$591	\$683	\$720	\$952	\$892	\$799	\$922
DuPage	\$203	\$182	\$208	\$218	\$229	\$222	\$216	\$227	\$202	\$277	\$326	\$303	\$306	\$317	\$310	\$250	\$271
Kane/Kendall	\$348	\$313	\$276	\$353	\$323	\$299	\$288	\$350	\$279	\$269	\$249	\$322	\$347	\$404	\$423	\$340	\$295
Lake	\$275	\$300	\$218	\$210	\$231	\$197	\$201	\$296	\$303	\$302	\$266	\$284	\$317	\$244	\$302	\$277	\$331
McHenry	\$123	\$123	\$95	\$106	\$78	\$78	\$78	\$60	\$65	\$110	\$110	\$123	\$135	\$100	\$103	\$91	\$78
Naperville/Aurora	\$199	\$148	\$201	\$200	\$148	\$181	\$187	\$201	\$211	\$191	\$269	\$268	\$304	\$275	\$312	\$306	\$339
North Shore	\$787	\$670	\$699	\$737	\$648	\$573	\$628	\$645	\$657	\$658	\$806	\$827	\$731	\$781	\$709	\$852	\$873
Waukegan/Gurnee	\$185	\$198	\$208	\$196	\$185	\$220	\$210	\$236	\$222	\$252	\$308	\$288	\$317	\$334	\$363	\$347	\$383
Will	\$189	\$209	\$120	\$132	\$150	\$158	\$159	\$56	\$179	\$197	\$236	\$292	\$310	\$331	\$207	\$290	\$264
All Suburban	\$203	\$192	\$220	\$218	\$216	\$223	\$241	\$233	\$240	\$251	\$259	\$256	\$307	\$297	\$285	\$267	\$282

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# Four Year Trend – Suburban Chicago Multifamily Metrics

**Occupancy by Submarket** 

Submarket	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	Y/Y Chng	2 Yr Chng
Cook NW	94.5	95.3	94.4	95.0	95.1	94.6	94.6	94.7	95.7	96.4	97.1	97.3	98.0	97.6	97.4	97.7	97.9	0.6%	3.4%
Cook South	96.5	97.0	96.5	96.3	96.4	97.1	97.2	97.3	97.5	98.6	99.6	99.4	99.3	99.3	99.0	98.6	99.0	-0.4%	1.7%
DuPage	94.4	95.1	94.9	95.1	95.0	95.0	95.2	95.1	96.1	96.8	98.0	98.0	98.1	98.0	97.3	97.0	97.7	-0.2%	2.8%
Kane/Kendalll	95.1	96.7	95.9	95.1	96.2	95.8	95.7	95.8	96.4	97.3	98.0	97.9	99.0	97.9	98.0	97.6	97.8	-0.1%	2.1%
Lake	95.6	95.5	95.3	94.5	94.8	94.9	94.9	95.3	96.7	97.7	97.4	97.8	98.6	98.8	98.5	98.0	98.3	0.5%	3.2%
McHenry	96.4	96.9	96.4	96.2	96.4	97.0	95.9	92.9	96.2	98.1	97.3	99.1	99.0	100.0	99.4	98.2	97.9	-1.2%	5.3%
Naperville/Aurora	93.7	94.8	94.6	94.5	94.9	95.1	95.3	95.4	96.0	97.0	97.6	98.1	98.0	97.4	97.5	97.3	97.4	-0.6%	2.2%
North Shore	93.4	93.7	93.6	93.6	93.1	92.8	95.2	94.5	93.9	96.1	98.1	97.8	97.2	97.5	96.3	96.1	97.1	-0.8%	2.7%
Waukegan/Gurnee	95.8	96.9	96.1	97.1	96.5	96.2	96.4	97.0	97.2	98.4	99.3	99.5	99.1	99.1	99.2	98.6	98.5	-1.0%	1.5%
Will	95.0	95.1	95.1	95.7	96.5	95.6	96.6	95.8	96.7	97.5	98.2	98.3	98.2	98.6	97.6	97.3	97.8	-0.5%	2.1%
All Suburban	94.9	95.3	95.0	95.0	95.1	95.1	95.3	95.4	96.1	97.0	97.8	98.0	98.1	98.0	97.5	97.5	97.9	-0.2%	2.6%

Note: Quarterly occupancy values are rounded for display purposes but not for Yr/Yr Change calculations.

**Concessions by Submarket** 

Submarket	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23
Cook NW	7.7	7.7	7.7	7.7	8.3	8.3	8.3	8.0	7.7	7.7	6.0	4.2	5.4	2.4	3.8	4.2	4.2
Cook South	7.7	7.7	7.7	7.7	8.3	8.3	8.3	8.3	7.8	5.6	8.3	8.3	8.2	7.4	2.7	4.2	5.3
DuPage	7.7	7.7	7.7	7.7	8.3	7.7	7.7	7.7	7.7	7.7	4.3	4.3	4.2	4.3	4.2	4.2	4.3
Kane/Kendalll	8.3	8.3	8.3	8.0	7.3	7.7	7.7	5.6	7.7	7.7	7.7	7.7	4.0	2.1	2.4	4.2	7.7
Lake	9.3	8.3	7.4	7.4	5.6	7.7	7.7	7.7	7.1	3.0	1.5	4.4	0.0	0.0	2.7	4.2	5.9
McHenry	0.0	0.0	0.0	0.0	0.0	7.7	7.7	7.7	0.0	0.0	0.0	8.3	2.0	2.5	5.4	3.6	6.0
Naperville/Aurora	7.7	8.3	8.3	7.7	7.1	6.8	7.7	7.7	7.7	7.7	4.2	5.7	2.9	5.1	3.3	6.3	4.5
North Shore	7.6	6.7	7.7	7.7	8.3	8.3	8.3	8.3	8.3	7.0	5.1	5.0	6.4	4.2	4.2	4.7	2.8
Waukegan/Gurnee	8.3	8.3	6.3	6.1	3.0	5.5	3.6	4.2	4.2	4.2	6.3	5.5	8.3	8.3	5.3	8.3	2.6
Will	7.7	5.9	8.0	7.2	4.2	7.2	6.1	6.6	5.4	6.6	8.0	7.7	4.6	4.4	3.3	4.6	7.7
All Suburban	7.9	7.7	7.7	7.7	7.7	7.7	7.7	7.7	7.7	7.7	5.8	5.2	4.9	4.2	3.7	4.2	4.3

Note: Numbers shown are percentages - 1 month free rent on 12 month lease equals 8.3%.

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#### Cook County - Northwest Apartment Submarket Overview

Market area defined. The Cook County Northwest submarket is defined as roughly 294 to the east, Lake County on the north, Route 59 on the west and DuPage County to the south. O'Hare International Airport is at the southeastern most part of the submarket.

Survey property profile. The database for the Cook County – Northwest survey consisted of 28,485 dwelling units. Median unit size for the submarket is 885 square feet which is in-line with the overall suburban market. The median year built was 1977 compared to the overall suburban



market having a median of 1988. Cook County Northwest was one of the first submarkets to develop to a significant density in suburban Chicago. This submarket was slower to see new product brought to market since 2010 but more recently has experienced increased development activity.

**Demand drivers.** Significant housing demand is driven by the primary employment centers of O'Hare International Airport and its surrounding industrial base in the southeast quadrant, the Schaumburg office/retail market in the northwest and the I-88 office corridor to the south. The office market remains plagued by relatively high vacancy.

**Rent Trends & Concessions.** Median net rent per square foot currently stands at \$1.98 – up 7.3 percent from a year ago. Rents in the Northwest Cook submarket are up 24.7 percent compared to the levels posted two years ago. The spike in rent that occurred in 2021 to early 2022 due to atypically high household formation has subsided with rent growth expected to trend to historical norms of three to four percent going forward. One-bedrooms have a median rent of \$1,560 while two bedrooms have a median net rent of \$1,873.

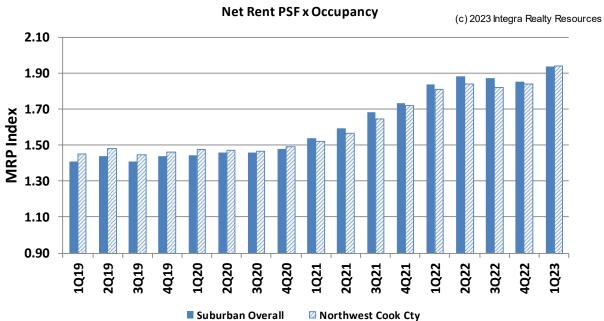
The value of the concession when offered stands at under one-half month of free rent. Concessions will remain in the market.

**Occupancy.** Occupancy is stable over the past year with the current level at 97.9 percent – up 60 bp from a year ago. The submarket remains relatively "full" with pricing therefore expected to increase.

**Market Revenue Performance.** Market performance is a function of the product of net rent and occupancy.







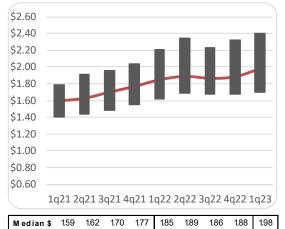
The Northwest Cook submarket has been tracking consistent with the overall suburban market. Performance leveled off in 2016 with a steady gain achieved since 2019.



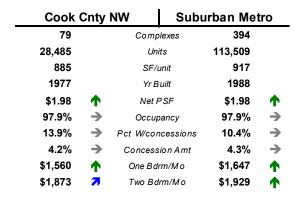
## **Cook County-Northwest Apartments - 1q23**

Showing (a) median trend line and (b) middle 2/3rds surveyed (thick bars).

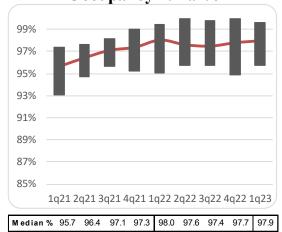
#### Net Rent PSF - \$1.98



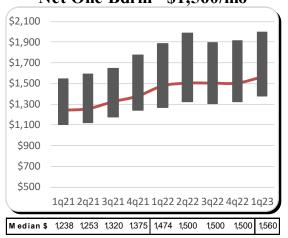
#### **Snapshot & Trends**



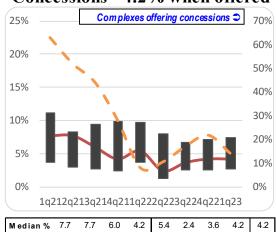
## **Occupancy - 97.9%**



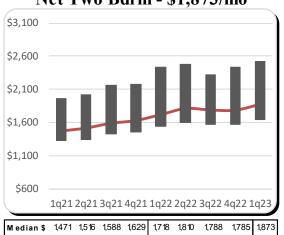
## **Net One Bdrm - \$1,560/mo**



#### Concessions - 4.2% when offered



#### **Net Two Bdrm - \$1,873/mo**

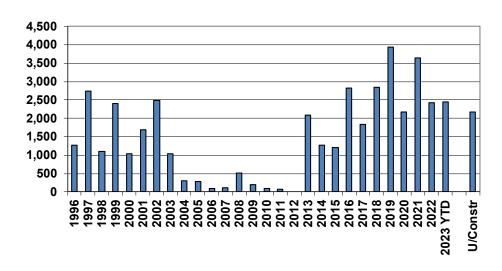




#### **Multifamily Housing Supply**

Integra Realty Resources – Chicago has been tracking apartment development in the suburbs since the 1960s with quarterly tracking of projects since 1996. In total, 42,099 units (through 2023 YTD) will have been brought to the market since 1996 for an average of 1,504 units per year. Since 2015, an average of 2,593 units per year have been delivered.

## **Suburban Chicago Multifamily Deliveries since 1996**



Peak years of deliveries were back in the late 1990s and then climbing again through the early 2000s. From 2004-2012, incredibly little product had been added to the market. This was driven by a few factors including:

- Poor economics due to job losses in the region creating vacancies and concessions, though performance has improved since late 2009
- Lower interest rate and low down payment environment driving demand for new condo unit construction which generated more immediate returns; however, the new construction condo market is now stalled.
- Resistance of communities to allow for new rental developments
- Few well located sites left in the region suitable for large scale development
- Rent levels not high enough to support construction costs at locations where sites can be acquired

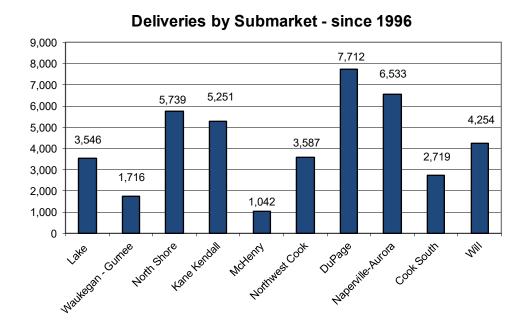
With many communities now welcoming rental development, combined with feasible rent levels supporting construction, development is once again occurring throughout the region. Additionally, flexibility by many employers for work-from-home has made locations more distant from employment centers increase in attractiveness.



#### **Deliveries by Submarket**

Most of the construction that has occurred since 1996 has been in DuPage County and the Aurora-Naperville submarkets (the Naperville – Aurora market is a separate submarket within DuPage County). These submarkets, while initially hurt by the amount of supply coming online over a relatively short period of time, are poised to remain in a strong long-term position given the proximity to the suburban employment centers along the I-88 corridor.

Following is a delivery distribution by submarket.



#### Conclusions

There is an active pipeline of proposed projects throughout the region. Proposed projects are typically 150 to 300 units and are fairly widely distributed throughout the region. Many projects face significant challenges due to the increased land and construction costs, difficulty in obtaining financing (debt and equity), and obtaining entitlements which will make development feasible.

With an average delivery of roughly 2,600 units per year in the suburban market since 2015, the addition to overall supply has been minimal but reflective of limited population and job growth in the region. While certain submarkets are adequately supplied with rental units at this time, we believe opportunities exist to create additional rental product. The diverse employment base for the MSA and our direct surveys of buildings in the market indicates a strong long-term picture for multi-family rental product.

The costs of construction remain high (\$300+/- psf) for these mid-rise structures (concrete construction) and while demand may certainly exist, the feasible rent levels will be catering to the upper end of the market. While adding supply of substance appears improbable at this point in the MSA overall, we note a significant increase in activity.



# **Demographics**

A demographic profile of the surrounding area, including population, households, and income data, is presented in the following table.

2023 Estimates	1-Mile Radius	3-Mile Radius	5-Mile Radius	Chicago MSA	Illinois
Population 2020	10,814	105,901	261,329	9,618,502	12,812,508
Population 2023	10,535	103,929	256,395	9,504,599	12,633,738
Population 2028	10,341	102,960	253,748	9,462,034	12,518,254
Compound % Change 2020-2023	-0.9%	-0.6%	-0.6%	-0.4%	-0.5%
Compound % Change 2023-2028	-0.4%	-0.2%	-0.2%	-0.1%	-0.2%
Households 2020	4,619	42,641	104,798	3,672,824	4,998,395
Households 2023	4,530	42,132	103,426	3,653,281	4,958,627
Households 2028	4,479	42,037	102,988	3,663,684	4,945,885
Compound % Change 2020-2023	-0.6%	-0.4%	-0.4%	-0.2%	-0.3%
Compound % Change 2023-2028	-0.2%	0.0%	-0.1%	0.1%	-0.1%
Median Household Income 2023	\$70,786	\$87,064	\$93,704	\$82,702	\$77,083
Average Household Size	2.3	2.5	2.5	2.6	2.5
College Graduate %	41%	43%	45%	39%	35%
Median Age	37	41	43	39	39
Owner Occupied %	37%	64%	72%	65%	66%
Renter Occupied %	63%	36%	28%	35%	34%
Median Owner Occupied Housing Value	\$364,040	\$360,584	\$359,623	\$310,872	\$255,281
Median Year Structure Built	1974	1968	1972	1970	1969
Average Travel Time to Work in Minutes	34	32	33	35	32

As shown above, the current population within a 3-mile radius of the subject is 103,929, and the average household size is 2.5. Population in the area has declined since the 2020 census, and this trend is projected to continue over the next five years. Compared to the Chicago MSA overall, the population within a 3-mile radius is projected to decline at a faster rate.

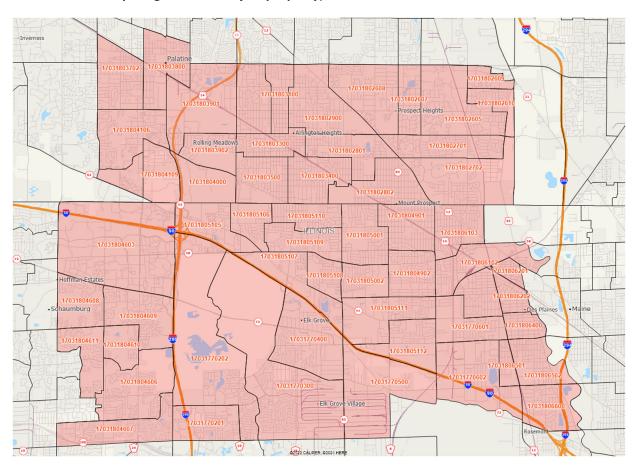
Median household income is \$87,064, which is higher than the household income for the Chicago MSA. Residents within a 3-mile radius have a higher level of educational attainment than those of the Chicago MSA, while median owner occupied home values are considerably higher.



#### **Ribbon Demographic Information**

Ribbon Demographics information is also included in this analysis. This information separately analyzes the number of rental and ownership households in the primary market area, the income levels of these households, and the age levels of these households. This information is useful in tracking the depth of the potential pool of renters and their overall purchasing power in the market area. However, it is also extremely important to note that discussions with leasing agents confirm that a large segment of the renters whom they lease apartments to are moving from outside of the immediate area.

# Ribbon Demographics Survey Area (an area encompassing most of the rental apartment properties which will be competing with the subject property)





# ribbon demographics

#### **HISTA 3.1 Summary Data**

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Ribbon Demographics, LLC

www.ribbondata.com

Tel: 916-880-1644

Arlington Heights, IL PMA
Renter Households
Age 15 to 54 Years

Year 2023 Estimates

	1-Person	2-Person	3-Person	4-Person	5+-Person	
	Household	Household	Household	Household	Household	Total
\$0-10,000	339	135	45	95	27	641
\$10,000-20,000	326	206	65	78	112	787
\$20,000-30,000	640	488	135	142	136	1,541
\$30,000-40,000	460	382	297	152	186	1,477
\$40,000-50,000	912	346	274	151	212	1,895
\$50,000-60,000	1,024	474	167	181	144	1,990
\$60,000-75,000	958	703	647	278	162	2,748
\$75,000-100,000	843	1,308	761	496	145	3,553
\$100,000-125,000	970	747	308	240	113	2,378
\$125,000-150,000	198	465	336	85	72	1,156
\$150,000-200,000	220	192	562	131	52	1,157
\$200,000+	<u>455</u>	348	219	<u>271</u>	<u>138</u>	<u>1,431</u>
Total	7,345	5,794	3,816	2,300	1,499	20,754

#### Renter Households

Aged 55+ Years

Year 2023 Estimates

	1-Person	2-Person	3-Person	4-Person	5+-Person	
	Household	Household	Household	Household	Household	Total
\$0-10,000	692	122	50	29	21	914
\$10,000-20,000	1,206	243	35	38	21	1,543
\$20,000-30,000	933	228	61	34	21	1,277
\$30,000-40,000	653	224	84	58	24	1,043
\$40,000-50,000	442	307	77	58	20	904
\$50,000-60,000	538	329	62	52	12	993
\$60,000-75,000	652	265	65	144	27	1,153
\$75,000-100,000	432	340	178	41	46	1,037
\$100,000-125,000	387	193	51	62	115	808
\$125,000-150,000	363	326	85	118	22	914
\$150,000-200,000	470	127	60	66	16	739
\$200,000+	<u>447</u>	<u>327</u>	<u>110</u>	64	<u>16</u>	964
Total	7,215	3,031	918	764	361	12,289

#### **Renter Households**

All Age Groups

			Be elembe			
		Year 20.	23 Estimate	S		
	1-Person	2-Person	3-Person	4-Person	5+-Person	
	Household	Household	Household	Household	Household	Total
\$0-10,000	1,031	257	95	124	48	1,555
\$10,000-20,000	1,532	449	100	116	133	2,330
\$20,000-30,000	1,573	716	196	176	157	2,818
\$30,000-40,000	1,113	606	381	210	210	2,520
\$40,000-50,000	1,354	653	351	209	232	2,799
\$50,000-60,000	1,562	803	229	233	156	2,983
\$60,000-75,000	1,610	968	712	422	189	3,901
\$75,000-100,000	1,275	1,648	939	537	191	4,590
\$100,000-125,000	1,357	940	359	302	228	3,186
\$125,000-150,000	561	791	421	203	94	2,070
\$150,000-200,000	690	319	622	197	68	1,896
\$200,000+	902	<u>675</u>	329	335	154	2,395
Total	14,560	8,825	4,734	3,064	1,860	33,043

# ribbon demographics

#### **HISTA 3.1 Summary Data**

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Ribbon Demographics, LLC

www.ribbondata.com

Tel: 916-880-1644

Arlington Heights, IL PMA Renter Households

Age 15 to 54 Years

Year 2028 Projections

	1-Person	2-Person	3-Person	4-Person	5+-Person	
	Household	Household	Household	Household	Household	Total
\$0-10,000	266	108	36	76	30	516
\$10,000-20,000	243	170	40	68	88	609
\$20,000-30,000	464	330	112	128	113	1,147
\$30,000-40,000	410	280	263	138	141	1,232
\$40,000-50,000	701	259	201	155	193	1,509
\$50,000-60,000	932	424	134	175	124	1,789
\$60,000-75,000	858	596	544	268	137	2,403
\$75,000-100,000	787	1,271	698	472	157	3,385
\$100,000-125,000	945	765	273	259	119	2,361
\$125,000-150,000	260	453	367	110	82	1,272
\$150,000-200,000	239	237	744	138	59	1,417
\$200,000+	<u>691</u>	<u>459</u>	279	<u>338</u>	<u>234</u>	2,001
Total	6,796	5,352	3,691	2,325	1.477	19.641

#### **Renter Households**

Aged 55+ Years

Year 2028 Projections

	1-Person	2-Person	3-Person	4-Person	5+-Person	
	Household	Household	Household	Household	Household	Total
\$0-10,000	660	118	59	33	24	894
\$10,000-20,000	1,100	216	43	39	23	1,421
\$20,000-30,000	838	193	54	32	31	1,148
\$30,000-40,000	644	219	90	58	21	1,032
\$40,000-50,000	456	317	80	43	27	923
\$50,000-60,000	547	332	68	56	29	1,032
\$60,000-75,000	659	273	83	136	28	1,179
\$75,000-100,000	521	342	192	52	55	1,162
\$100,000-125,000	468	207	73	72	136	956
\$125,000-150,000	465	370	75	128	21	1,059
\$150,000-200,000	614	165	73	69	18	939
\$200,000	+ <u>701</u>	<u>468</u>	<u>145</u>	<u>73</u>	<u>24</u>	<u>1,411</u>
Tota	l 7.673	3.220	1.035	791	437	13.156

#### Renter Households

All Age Groups

Year 2028 Projections

rear 2028 Projections						
	1-Person	2-Person	3-Person	4-Person	5+-Person	
	Household	Household	Household	Household	Household	Total
\$0-10,000	926	226	95	109	54	1,410
\$10,000-20,000	1,343	386	83	107	111	2,030
\$20,000-30,000	1,302	523	166	160	144	2,295
\$30,000-40,000	1,054	499	353	196	162	2,264
\$40,000-50,000	1,157	576	281	198	220	2,432
\$50,000-60,000	1,479	756	202	231	153	2,821
\$60,000-75,000	1,517	869	627	404	165	3,582
\$75,000-100,000	1,308	1,613	890	524	212	4,547
\$100,000-125,000	1,413	972	346	331	255	3,317
\$125,000-150,000	725	823	442	238	103	2,331
\$150,000-200,000	853	402	817	207	77	2,356
\$200,000+	<u>1,392</u>	927	<u>424</u>	<u>411</u>	<u>258</u>	<u>3,412</u>
Total	14,469	8,572	4,726	3,116	1,914	32,797



# ribbon demographics

#### **HISTA 3.1 Summary Data**

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Ribbon Demographics, LLC

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**HISTA 3.1 Summary Data** 

Ribbon Demographics, LLC

www.ribbondata.com

Tel: 916-880-1644

Arlington Heights, IL PMA **Owner Households** 

Age 15 to 54 Years

Year 2023 Estimates

	1-Person	2-Person	3-Person	4-Person	5+-Person	
	Household	Household	Household	Household	Household	Total
\$0-10,000	178	48	55	29	33	343
\$10,000-20,000	136	44	52	160	25	417
\$20,000-30,000	184	99	156	153	83	675
\$30,000-40,000	349	259	164	114	76	962
\$40,000-50,000	410	167	261	211	114	1,163
\$50,000-60,000	278	164	237	215	181	1,075
\$60,000-75,000	551	502	406	664	297	2,420
\$75,000-100,000	1,047	1,078	927	1,021	488	4,561
\$100,000-125,000	525	983	1,093	1,147	793	4,541
\$125,000-150,000	124	1,116	957	1,770	872	4,839
\$150,000-200,000	296	1,374	1,366	1,826	1,320	6,182
\$200,000+	<u>586</u>	1,764	1,668	3,224	1,993	9,235
Total	4.664	7.598	7.342	10.534	6.275	36.413

8				
	Arlington	Heights	ш	DIM

**Owner Households** Age 15 to 54 Years

ribbon demographics

Year 2028 Projections

	1-Person	2-Person	3-Person	4-Person	5+-Person	
	Household	Household	Household	Household	Household	Total
\$0-10,000	120	34	47	30	19	250
\$10,000-20,000	99	28	27	109	22	285
\$20,000-30,000	134	72	111	104	54	475
\$30,000-40,000	230	198	115	96	44	683
\$40,000-50,000	295	127	174	143	87	826
\$50,000-60,000	254	111	178	162	133	838
\$60,000-75,000	432	362	303	500	209	1,806
\$75,000-100,000	910	867	769	810	377	3,733
\$100,000-125,000	460	802	981	1,052	661	3,956
\$125,000-150,000	126	1,085	883	1,586	819	4,499
\$150,000-200,000	355	1,403	1,418	1,925	1,295	6,396
\$200,000+	743	2,261	2,106	3,817	2,427	11,354
Total	4 158	7 350	7 112	10 334	6 147	35 101

Owner	Households	
Aged	55+ Years	

Year 2023 Estimates

	1-Person	2-Person	3-Person	4-Person	5+-Person	
	Household	Household	Household	Household	Household	Total
\$0-10,000	1,007	407	103	31	24	1,572
\$10,000-20,000	1,756	455	104	50	24	2,389
\$20,000-30,000	1,885	916	150	58	25	3,034
\$30,000-40,000	1,500	1,623	259	61	38	3,481
\$40,000-50,000	1,494	1,444	279	112	51	3,380
\$50,000-60,000	1,230	1,556	252	59	44	3,141
\$60,000-75,000	1,611	1,980	595	199	63	4,448
\$75,000-100,000	1,486	3,388	819	252	150	6,095
\$100,000-125,000	1,088	2,511	934	489	133	5,155
\$125,000-150,000	659	1,787	746	338	139	3,669
\$150,000-200,000	730	2,068	981	380	250	4,409
\$200,000+	<u>1,210</u>	3,094	<u>1,433</u>	<u>545</u>	<u>261</u>	<u>6,543</u>
Total	15.656	21.229	6.655	2.574	1.202	47.316

Owner Households	
Aged 55+ Years	
V 2020 D ' ''	

rear 2020 Trojections						
	1-Person	2-Person	3-Person	4-Person	5+-Person	
	Household	Household	Household	Household	Household	Total
\$0-10,000	896	330	86	27	21	1,360
\$10,000-20,000	1,514	362	69	39	21	2,005
\$20,000-30,000	1,679	753	133	48	22	2,635
\$30,000-40,000	1,383	1,419	231	51	40	3,124
\$40,000-50,000	1,485	1,280	234	106	42	3,147
\$50,000-60,000	1,243	1,449	231	54	42	3,019
\$60,000-75,000	1,577	1,783	520	180	62	4,122
\$75,000-100,000	1,569	3,318	773	226	138	6,024
\$100,000-125,000	1,194	2,549	908	445	125	5,221
\$125,000-150,000	781	1,871	741	342	139	3,874
\$150,000-200,000	942	2,356	1,064	444	275	5,081
\$200,000+	<u>1,820</u>	4,078	1,848	<u>625</u>	<u>310</u>	8,681
Total	16,083	21,548	6,838	2,587	1,237	48,293

Owner	Households

All Age Groups

Year 2023 Estimates							
	1-Person	2-Person	3-Person	4-Person	5+-Person		
	Household	Household	Household	Household	Household	Total	
\$0-10,000	1,185	455	158	60	57	1,915	
\$10,000-20,000	1,892	499	156	210	49	2,806	
\$20,000-30,000	2,069	1,015	306	211	108	3,709	
\$30,000-40,000	1,849	1,882	423	175	114	4,443	
\$40,000-50,000	1,904	1,611	540	323	165	4,543	
\$50,000-60,000	1,508	1,720	489	274	225	4,216	
\$60,000-75,000	2,162	2,482	1,001	863	360	6,868	
\$75,000-100,000	2,533	4,466	1,746	1,273	638	10,656	
\$100,000-125,000	1,613	3,494	2,027	1,636	926	9,696	
\$125,000-150,000	783	2,903	1,703	2,108	1,011	8,508	
\$150,000-200,000	1,026	3,442	2,347	2,206	1,570	10,591	
\$200,000+	<u>1,796</u>	4,858	3,101	3,769	2,254	<u>15,778</u>	
Total	20,320	28,827	13,997	13,108	7,477	83,729	

#### **Owner Households** All Age Groups

Year 2028 Projections						
	1-Person	2-Person	3-Person	4-Person	5+-Person	
	Household	Household	Household	Household	Household	Total
\$0-10,000	1,016	364	133	57	40	1,610
\$10,000-20,000	1,613	390	96	148	43	2,290
\$20,000-30,000	1,813	825	244	152	76	3,110
\$30,000-40,000	1,613	1,617	346	147	84	3,807
\$40,000-50,000	1,780	1,407	408	249	129	3,973
\$50,000-60,000	1,497	1,560	409	216	175	3,857
\$60,000-75,000	2,009	2,145	823	680	271	5,928
\$75,000-100,000	2,479	4,185	1,542	1,036	515	9,757
\$100,000-125,000	1,654	3,351	1,889	1,497	786	9,177
\$125,000-150,000	907	2,956	1,624	1,928	958	8,373
\$150,000-200,000	1,297	3,759	2,482	2,369	1,570	11,477
\$200,000+	2,563	6,339	<u>3,954</u>	4,442	2,737	20,035
Total	20,241	28,898	13,950	12,921	7,384	83,394



#### **Qualifying Income**

Our recommendations for the subject units result in average monthly rents as shown below, along with the minimum income to qualify, utilizing a 30% to 35% rent/income ratio:

_	Studio	1BR	2BR	3BR
Monthly Rent	\$1,850	\$2,250	\$3,000	\$3,400
12 months	12	12	12	12
Annual Rent	\$22,200	\$27,000	\$36,000	\$40,800
Rent/Income Ratio	30%	30%	30%	30%
Minimum Income	\$74,000	\$90,000	\$120,000	\$136,000
Monthly Rent	\$1,850	\$2,250	\$3,000	\$3,400
12 months	12	12	12	12
Annual Rent	\$22,200	\$27,000	\$36,000	\$40,800
Rent/Income Ratio	35%	35%	35%	35%
Minimum Income	\$63,429	\$77,143	\$102,857	\$116,571

The current median household income within a three mile radius of the subject property is \$87,064 while the median household income for households currently residing in the five-mile radius is slightly higher at \$93,704, according to Claritas. Thus, the income levels in this market area support and are significantly above the income levels needed for the subject units.

There are currently 33,043 renter households within the primary market area identified in the Ribbon Demographics data, with 18,058 of these households (55%) having incomes in excess of \$60,000. Of the owner households, there are 83,729 households within this same survey area, with 62,097 households (74%) having incomes in excess of \$60,000. With the expectation of empty nester demand in addition to typical renter demand, demand for the subject units will come from both renter and owner households.

In addition, renter demand will also be generated from persons from outside the area due to job changes, life changes, or others relocating to be closer to family. Given the attributes of the subject property that will attract renters, there appears to be an adequate number of income-qualified households in the overall market to support the subject development.



# **Apartment Survey – Project Data Sheets**

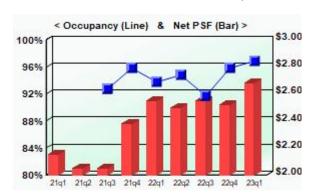
#### 10 North Main

10 N Main St Mount Prospect, Cook County, IL 60056



## **Cook County-Northwest**

Class: A, Market Rate ID: 2022; YrQtr: 20231



Utility Description	<u>LT</u>	Service	<u>LT</u>			Physical Pi	rofile	Econ	omic Pro	file
Lights	<b>-</b> √	Trash				Unit	ts: <b>97</b>	Oc	сирапсу:	96.9%
Gas Forced Air Heat	✓	Water	$\checkmark$			Avg Unit S	F: <b>885</b>	Quo	ted Rent:	\$2.68
Unit Central AC	✓	Cable TV	$\checkmark$			Bu	ilt: <b>2021</b>	Con	cessions:	0.0%
L=Landlord pays, T=Tenant	pays	Internet	$\checkmark$			Renovate	d: <b>na</b>	Effect	ive Rent:	\$2.68
				Qu	oted Ren	ıt		Net Ef	fective R	ent
Unit Description	<u>Units</u>	_Pct_	Sq Ft	_Rent_	_PSF_	<b>PSF Avg</b>	Concession	_Rent_	_PSF_	PSF Avg
Studio 1.0 Bath	14	14.4%	598 598	\$1,790 \$1,845	\$2.99 \$3.09	\$3.04	0.0%	\$1,790 \$1,845	\$2.99 \$3.09	\$3.04
One Bedroom  1.0 Bath	51	52.6%	730 874	\$2,090 \$2,090	\$2.86 \$2.39	\$2.63	0.0%	\$2,090 \$2,090	\$2.86 \$2.39	\$2.63
Two Bedroom 2.0 Bath	29	29.9%	1,058 1,184	\$2,760 \$3,300	\$2.61 \$2.79	\$2.70	0.0%	\$2,760 \$3,300	\$2.61 \$2.79	\$2.70
Three Bedroom 2.0 Bath	3	3.1%	1,353 1.353	\$3,460 \$3,460	\$2.56 \$2.56	\$2.56	0.0%	\$3,460 \$3.460	\$2.56 \$2.56	\$2.56

Paid Parking: \$75 (Reserved Gar/Encl) to \$125 (Reserved Gar/Encl) per month.

Amenities			Trends	5			
Unit	Appliance	Common	Yr-Qtr	Quoted PSF	Concession	Occup %	Net PSF
Vinyl Plank Floors	Dishwasher	Party/Social Room	20231	\$2.68	0.0%	96.9%	\$2.68
Smooth Ceiling	Microwave	Pets Allowed	20224	\$2.52	0.0%	95.9%	\$2.52
Window Blinds	Range - Gas	Fire Pit	20223	\$2.55	0.0%	91.8%	\$2.55
Quartz Counters	Refrigerator	Grilling Area	20222	\$2.55	2.1%	94.8%	\$2.49
Tile Backsplash	WasherDryer Incl	Parking	20221	\$2.55	0.0%	93.8%	\$2.55
Undermount Sinks	Fitness	Surface Parking	20214	\$2.55	6.5%	95.9%	\$2.38
Patio/Balcony/Deck	Fitness Center	Reserved Gar/Encl	20213	\$2.47	17.0%	92.8%	\$2.05
•	Rooftop Sundeck		20212	\$2.47	17.0%	68.0%	\$2.05
	•		20211	\$2.51	14.3%	32.7%	\$2.15

**Notes:** Parking Range is covered vs uncovered.

HA Langer



20 West 20 W Northwest Hwy

# Cook County-Northwest Class: A, Market Rate

ID: 1916; YrQtr: 20231



96%	
	\$2.6
92%	\$2.4
88%	\$2.2
84%	\$2.0

Utility Description Lights	<u>L_T</u>	<u>Service</u> Trash	<u>L_</u> Ţ		į	<b>Physical Pr</b> Unit			omic Pro cupancy:	file 94.4%
Electric Forced Air Heat	$\checkmark$	Water	$\checkmark$			Avg Unit Si	F: <b>866</b>	Quot	ed Rent:	\$2.73
Unit Central AC	$\checkmark$	Cable TV	$\checkmark$			Bui	lt: <b>2019</b>	Cond	essions:	7.2%
L=Landlord pays, T=Tenant p	oays	Internet	$\checkmark$			Renovate	d: <b>na</b>	Effect	ive Rent:	\$2.53
				Quo	ted Ren	t		Net Eff	ective Re	ent
Unit Description	<u>Units</u>	Pct_	Sq Ft	Rent	_PSF_	PSF Avg	Concession	Rent	_PSF_	PSF Avg
Studio 1.0 Bath	9	12.7%	582 647	\$1,855 \$1,900	\$3.19 \$2.94	\$3.06	0.0%	\$1,855 \$1,900	\$3.19 \$2.94	\$3.06
One Bedroom 1.0 Bath	41	57.7%	744 844	\$2,110 \$2,293	\$2.84 \$2.72	\$2.78	8.3%	\$1,934 \$2,102	\$2.60 \$2.49	\$2.55
Two Bedroom 2.0 Bath	20	28.2%	921 1,147	\$2,305 \$3,100	\$2.50 \$2.70	\$2.60	8.3%	\$2,113 \$2,842	\$2.29 \$2.48	\$2.39
Three Bedroom 3.0 Bath & up	1	1.4%	2,731 2,731	\$6,434 \$6,434	\$2.36 \$2.36	\$2.36	0.0%	\$6,434 \$6,434	\$2.36 \$2.36	\$2.36

Paid Parking: \$150 (Reserved Gar/Encl) per month.

Amenities			Trends	;			
Unit	Appliance	Common	Yr-Qtr	<b>Quoted PSF</b>	Concession	Occup %	Net PSF
Carpeting	Dishwasher	Extra Storage	20231	\$2.73	7.2%	94.4%	\$2.53
Vinyl Plank Floors	Microwave	Pets Allowed	20224	\$2.62	0.0%	90.1%	\$2.62
Smooth Ceiling	Range - Electric		20223	\$2.73	0.0%	95.8%	\$2.73
Window Blinds	Refrigerator		20222	\$2.52	0.0%	94.4%	\$2.52
Quartz Counters	WasherDryer Incl		20221	\$2.28	0.0%	91.7%	\$2.28
Tile Backsplash	Fitness		20214	\$2.18	7.1%	94.4%	\$2.03
Undermount Sinks	Fitness Center		20213	\$2.18	7.1%	97.2%	\$2.03
Patio/Balcony/Deck			20212	\$2.17	7.1%	94.4%	\$2.02
•			20211	\$2.27	8.3%	88.9%	\$2.08

Notes: Leasing began 9/2019 Daniel management Group



#### **Buckingham Place**

750 E Northwest Hwy

Des Plaines, Cook County, IL 60016



## **Cook County-Northwest**

Class: A, Market Rate ID: 1796; YrQtr: 20231



Utility Description	<u>L_T</u>	<u>Service</u>	<u>LT</u>			Physical Pr	<u>rofile</u>	<u>Econ</u>	omic Pro	file
Lights	<b>√</b>	Trash				Unit	ts: <b>267</b>	Oc	cupancy:	97.0%
Gas Forced Air Heat	$\checkmark$	Water	✓			Avg Unit S	F: <b>961</b>	Quo	ted Rent:	\$2.47
Unit Central AC	$\checkmark$	Cable TV	$\checkmark$			Bui	ilt: <b>2018</b>	Cond	cessions:	2.6%
L=Landlord pays, T=Tenant	pays	Internet	✓			Renovate	d: <b>na</b>	Effect	ive Rent:	\$2.41
				Quo	oted Ren	t		Net Ef	fective R	ent
Unit Description	<u>Units</u>	_Pct_	Sq Ft	Rent	_PSF_	PSF Avg	Concession	Rent	_PSF_	PSF Avg
Studio 1.0 Bath	19	7.1%	603 603	\$1,730 \$1,730	\$2.87 \$2.87	\$2.87	3.6%	\$1,668 \$1,668	\$2.77 \$2.77	\$2.77
One Bedroom  1.0 Bath	130	48.7%	743 960	\$2,086 \$2,299	\$2.81 \$2.39	\$2.60	2.9%	\$2,027 \$2,233	\$2.73 \$2.33	\$2.53
Two Bedroom 2.0 Bath	113	42.3%	951 1,271	\$2,350 \$2,944	\$2.47 \$2.32	\$2.39	2.4%	\$2,295 \$2,874	\$2.41 \$2.26	\$2.34
Three Bedroom 2.0 Bath	5	1.9%	1,786 1,786	\$3,455 \$3,455	\$1.93 \$1.93	\$1.93	1.8%	\$3,393 \$3,393	\$1.90 \$1.90	\$1.90

Paid Parking: \$65 (Reserved Gar/Encl) to \$100 (Reserved Gar/Encl) per month.

Amenities			Trends	5			
Unit	Appliance	Common	Yr-Qtr	<b>Quoted PSF</b>	Concession	Occup %	Net PSF
Carpeting	Disposal	Party/Social Room	20231	\$2.47	2.6%	97.0%	\$2.41
Vinyl Plank Floors	Dishwasher	Smoke Free	20224	\$2.35	5.5%	95.9%	\$2.22
9' Ceiling	Microwave	Extra Storage	20223	\$2.30	0.0%	93.6%	\$2.30
Smooth Ceiling	Range - Electric	Pets Allowed	20222	\$2.37	0.0%	95.9%	\$2.37
Window Blinds	WasherDryer Incl	Grilling Area	20221	\$2.23	0.0%	94.0%	\$2.23
Quartz Counters	Fitness	Pet Wash Station	20214	\$2.10	0.0%	97.0%	\$2.10
Tile Backsplash	Fitness Center	Parking	20213	\$2.09	6.8%	94.4%	\$1.95
<b>Undermount Sinks</b>	Outdoor Pool	Reserved Gar/Encl	20212	\$2.09	5.3%	91.8%	\$1.98
Patio/Balcony/Deck	Hot Tub		20211	\$2.04	13.9%	78.3%	\$1.76
	Bike Storage						
	Rooftop Sundeck						

**Notes:** Occupancy began Mid August 2018. Parking range is one space vs two spaces

The 601 Companies



Class: B, Market Rate

ID: 407; YrQtr: 20231

#### **Dunton Tower**

55 South Vail Avenue (Vail Ave, S of Northwest Hwy) *Arlington Heights, Cook County, IL 60005* 



00%			 \$2.8
96%			\$2.6
92%			\$2.4
88%		-1	\$2.2
	100		\$2.0

**Cook County-Northwest** 

<u>LT</u>	<u>Service</u>	<u>LT</u>
	Trash	<b>√</b>
$\checkmark$	Water	$\checkmark$
$\checkmark$	Cable TV	$\checkmark$
ays	Internet	✓
	✓	✓ Trash ✓ Water ✓ Cable TV

Physical Profil	<u>e</u>	Economic Profile	<u>e</u>
Units:	216	Occupancy:	96.8%
Avg Unit SF:	902	Quoted Rent:	\$2.63
Built:	1986	Concessions:	0.0%
Renovated:	2006	Effective Rent:	\$2.63

				Qu	oted Rent	t		Net Ef	fective R	ent
Unit Description	<u>Units</u>	Pct_	Sq Ft	Rent	_PSF_	PSF Avg	Concession	Rent	_PSF_	PSF Avg
Studio 1.0 Bath	27	12.5%	600 600	\$1,875 \$1,894	\$3.13 \$3.16	\$3.14	0.0%	\$1,875 \$1,894	\$3.13 \$3.16	\$3.14
One Bedroom 1.0 Bath	108	50.0%	785 800	\$2,126 \$2,166	\$2.71 \$2.71	\$2.71	0.0%	\$2,126 \$2,166	\$2.71 \$2.71	\$2.71
Two Bedroom 2.0 Bath	81	37.5%	1,100 1,200	\$2,785 \$2,912	\$2.53 \$2.43	\$2.48	0.0%	\$2,785 \$2,912	\$2.53 \$2.43	\$2.48

Paid Parking: \$75 (Attached Garage) per month.

Amenities			Trends				
Unit	Appliance	Common	Yr-Qtr	<b>Quoted PSF</b>	Concession	Occup %	Net PSF
Carpeting	Disposal	Laundry Room	20231	\$2.63	0.0%	96.8%	\$2.63
Vinyl Plank Floors	Dishwasher	Business Center	20224	\$2.08	0.0%	94.4%	\$2.08
Popcorn Ceiling	Microwave	Clubhouse	20223	\$2.25	0.0%	97.7%	\$2.25
Window Blinds	Range - Electric	Party/Social Room	20222	\$2.39	0.0%	98.1%	\$2.39
<b>Granite Counters</b>	Refrigerator	Extra Storage	20221	\$2.19	0.0%	97.7%	\$2.19
<b>Undermount Sinks</b>	Fitness	Pets Allowed	20214	\$2.14	0.0%	96.3%	\$2.14
Patio/Balcony/Deck	Fitness Center	Grilling Area	20213	\$2.03	0.0%	96.3%	\$2.03
·	Outdoor Pool	Parking	20212	\$1.95	0.0%	97.2%	\$1.95
	Sauna	Detached Garage	20211	\$1.87	0.0%	94.4%	\$1.87
	Whirlpool	Self-Park Gar/Encl					

Notes: TLC Management



#### Element at Veridian

2200 Progress Pky

Schaumburg, Cook County, IL 60173



#### **Cook County-Northwest**

Class: A, Market Rate ID: 1959; YrQtr: 20231



Utility Description	<u>L_T</u>	Service	<u>LT</u>			Physical Pr	ofile	<u>Econ</u>	omic Pro	file
Lights	<b>-</b> √	Trash			•	Unit	s: <b>260</b>	Oc	cupancy:	95.8%
Gas Forced Air Heat	✓	Water	✓			Avg Unit Si	F: <b>947</b>	Quo	ted Rent:	\$2.54
Unit Central AC	✓	Cable TV	✓			Bui	lt: <b>2020</b>	Cond	cessions:	0.0%
L=Landlord pays, T=Tenant	pays	Internet	✓			Renovate	d: <b>na</b>	Effect	ive Rent:	\$2.54
				Quoted Rent				Net Effective Rent		ent
Unit Description	<u>Units</u>	_Pct_	Sq Ft	Rent	_PSF_	PSF Avg	Concession	Rent	_PSF_	PSF Avg
Studio 1.0 Bath	58	22.3%	577 820	\$1,727 \$2,205	\$2.99 \$2.69	\$2.84	0.0%	\$1,727 \$2,205	\$2.99 \$2.69	\$2.84
One Bedroom  1.0 Bath	143	55.0%	825 1,039	\$2,141 \$2,609	\$2.60 \$2.51	\$2.55	0.0%	\$2,141 \$2,609	\$2.60 \$2.51	\$2.55
Two Bedroom 2.0 Bath	51	19.6%	1,183 1,199	\$2,650 \$2,914	\$2.24 \$2.43	\$2.34	0.0%	\$2,650 \$2,914	\$2.24 \$2.43	\$2.34
Three Bedroom 2.0 Bath	8	3.1%	1,466 1,466	\$3,549 \$3,633	\$2.42 \$2.48	\$2.45	0.0%	\$3,549 \$3,633	\$2.42 \$2.48	\$2.45

Paid Parking: \$75 (Reserved Gar/Encl) to \$100 (Reserved Gar/Encl) per month. Free parking available.

Amenities			Trends	3			
Unit	Appliance	Common	Yr-Qtr	Quoted PSF	Concession	Occup %	Net PSF
Carpeting	Dishwasher	<b>Business Center</b>	20231	\$2.54	0.0%	95.8%	\$2.54
Vinyl Plank Floors	Microwave	Clubhouse	20224	\$2.45	0.0%	97.3%	\$2.45
Quartz Counters	Range - Gas	Extra Storage	20223	\$2.65	0.0%	96.9%	\$2.65
Tile Backsplash	Refrigerator	Pets Allowed	20222	\$2.55	0.0%	95.0%	\$2.55
Undermount Sinks	WasherDryer Incl	Fire Pit	20221	\$2.47	0.0%	86.9%	\$2.47
Patio/Balcony/Deck	Fitness	Grilling Area	20214	\$2.35	16.7%	83.1%	\$1.96
	Fitness Center	Car Charging Station	20213	\$2.35	16.7%	80.0%	\$1.96
	Outdoor Pool	Dog Run	20212	\$2.35	16.7%	69.2%	\$1.96
	Bike Storage	Pet Wash Station	20211	\$2.36	16.7%	43.1%	\$1.96
		Parking					
		Surface Parking					
		Reserved Gar/Encl					

**Notes:** Property began leasing in March, 2020. Occupancies began in June, 2020. Phase 3 construction finished August, 2020. Parking is all reserved (uncovered \$50, covered \$75 and VIP \$100). Elec car parking \$225/mo. There is also free surface parking.

*RPM* 



#### **Ellison Apartments**

1555 Ellinwood Avenue

Des Plaines, Cook County, IL 60016



### **Cook County-Northwest**

Class: A, Market Rate ID: 1885; YrQtr: 20231



Utility Description	<u>LT</u>	Service	<u>LT</u>			Physical Pi	rofile	Econ	omic Pro	file
Lights	<b>√</b>	Trash	<b>-</b> √			Unit	ts: <b>113</b>	Oc	cupancy:	97.3%
Electric Heat	$\checkmark$	Water	✓			Avg Unit S	F: <b>839</b>	Quo	ted Rent:	\$2.76
Unit Central AC	$\checkmark$	Cable TV	$\checkmark$			Bui	ilt: <b>2019</b>	Cond	cessions:	0.0%
L=Landlord pays, T=Tenant p	oays	Internet	$\checkmark$			Renovate	d: <b>na</b>	Effect	tive Rent:	\$2.76
				Quo	oted Rer	nt		Net Ef	fective R	ent
Unit Description	<u>Units</u>	Pct_	Sq Ft	Rent	_PSF_	PSF Avg	Concession	Rent	_PSF_	PSF Avg
Convertible 1.0 Bath	15	13.3%	575 638	\$1,965 \$1,965	\$3.42 \$3.08	\$3.25	0.0%	\$1,965 \$1,965	\$3.42 \$3.08	\$3.25
One Bedroom 1.0 Bath	60	53.1%	730 764	\$1,979 \$2,243	\$2.71 \$2.94	\$2.82	0.0%	\$1,979 \$2,243	\$2.71 \$2.94	\$2.82
One Bedroom + Den 1.0 Bath	15	13.3%	895 921	\$2,437 \$2,521	\$2.72 \$2.74	\$2.73	0.0%	\$2,437 \$2,521	\$2.72 \$2.74	\$2.73
Two Bedroom 2.0 Bath	18	15.9%	1,128 1,199	\$2,446 \$3,315	\$2.17 \$2.76	\$2.47	0.0%	\$2,446 \$3,315	\$2.17 \$2.76	\$2.47
Two Bedroom + Den 2.0 Bath	5	4.4%	1,262 1,262	\$3,328 \$3,328	\$2.64 \$2.64	\$2.64	0.0%	\$3,328 \$3,328	\$2.64 \$2.64	\$2.64

Paid Parking: \$35 (Surface Parking) to \$100 (Self-Park Gar/Encl) per month.

Amenities			Trends	:			
Unit	Appliance	Common	Yr-Qtr	<b>Quoted PSF</b>	Concession	Occup %	Net PSF
Carpeting	Disposal	Clubhouse	20231	\$2.76	0.0%	97.3%	\$2.76
Vinyl Plank Floors	Dishwasher	Party/Social Room	20224	\$2.75	0.0%	99.1%	\$2.75
9' Ceiling	Microwave	Extra Storage	20223	\$2.82	0.0%	100.0%	\$2.82
Exp Concrete Ceil	Range - Gas	Pets Allowed	20222	\$2.77	0.0%	96.5%	\$2.77
Window Roller Shade	es Refrigerator	Valet Dry Cleaning	20221	\$2.61	0.0%	98.2%	\$2.61
Quartz Counters	WasherDryer Incl	Parking	20214	\$2.37	0.0%	97.3%	\$2.37
Tile Backsplash	Fitness	Surface Parking	20213	\$2.36	2.2%	96.5%	\$2.31
	Fitness Center	Self-Park Gar/Encl	20212	\$2.34	0.0%	94.7%	\$2.34
	Outdoor Pool		20211	\$2.37	7.4%	93.8%	\$2.20
	Bike Storage						
	Rooftop Sundeck						

**Notes:** Leasing started 5/19. First move-in 7/20/19. Two-level parking, covered and

Berkshire (Devel. By Opus)

uncovered.



Hancock Square At Arlington Station
200 North Arlington Heights Road (Arlington Hts Rd, N of Northwest Hwy) Arlington Heights, Cook County, IL 60004



## **Cook County-Northwest**

Class: B, Market Rate ID: 178; YrQtr: 20231



Utility Description	L_T	Service	L_T			Physical Pi	rofile	Econ	omic Pro	file
Lights	✓	Trash			'	Unit	ts: <b>409</b>	Oc	сирапсу:	96.8%
Gas Forced Air Heat	$\checkmark$	Water	✓			Avg Unit S	F: <b>849</b>	Quo	ted Rent:	\$2.65
Unit Central AC	$\checkmark$	Cable TV	✓			Bui	ilt: <b>1988</b>	Cond	cessions:	0.0%
L=Landlord pays, T=Tenant p	oays	Internet	✓			Renovate	d: <b>2016</b>	Effect	ive Rent:	\$2.65
				Quoted Rent			Net Effective Rent			
Unit Description	<u>Units</u>	Pct_	Sq Ft	Rent	_PSF_	PSF Avg	Concession	Rent	_PSF_	PSF Avg
Studio 1.0 Bath	30	7.3%	608 608	\$1,846 \$1,846	\$3.04 \$3.04	\$3.04	0.0%	\$1,846 \$1,846	\$3.04 \$3.04	\$3.04
One Bedroom 1.0 Bath	143	35.0%	677 677	\$1,927 \$2,050	\$2.85 \$3.03	\$2.94	0.0%	\$1,927 \$2,050	\$2.85 \$3.03	\$2.94
One Bedroom + Den 1.0 Bath	89	21.8%	850 925	\$2,198 \$2,290	\$2.59 \$2.48	\$2.53	0.0%	\$2,198 \$2,290	\$2.59 \$2.48	\$2.53
Two Bedroom 2.0 Bath	87	21.3%	975 991	\$2,397 \$2,630	\$2.46 \$2.65	\$2.56	0.0%	\$2,397 \$2,630	\$2.46 \$2.65	\$2.56
Two Bedroom 2.0 Bath	60	14.7%	1,128 1,128	\$2,613 \$2,785	\$2.32 \$2.47	\$2.39	0.0%	\$2,613 \$2,785	\$2.32 \$2.47	\$2.39

Paid Parking: \$75 (Attached Garage) per month.

• 30 units incl a den

Amenities			Trends				
Unit	Appliance	Common	Yr-Qtr	<b>Quoted PSF</b>	Concession	Occup %	Net PSF
Carpeting	Disposal	<b>Business Center</b>	20231	\$2.65	0.0%	96.8%	\$2.65
Popcorn Ceiling	Dishwasher	Clubhouse	20224	\$2.62	0.0%	95.6%	\$2.62
Window Blinds	Microwave	Party/Social Room	20223	\$2.47	0.0%	96.1%	\$2.47
<b>Granite Counters</b>	Range - Electric	Extra Storage	20222	\$2.60	0.0%	96.8%	\$2.60
<b>Undermount Sinks</b>	Refrigerator	Pets Allowed	20221	\$2.56	0.0%	95.1%	\$2.56
Patio/Balcony/Deck	WasherDryer Incl	Grilling Area	20214	\$2.30	0.0%	93.6%	\$2.30
·	Fitness	Picnic Tables	20213	\$2.29	0.0%	91.9%	\$2.29
	Fitness Center	Parking	20212	\$2.29	0.0%	96.6%	\$2.29
	Outdoor Pool	Self-Park Gar/Encl	20211	\$2.26	0.0%	97.1%	\$2.26
	Indoor Pool						
	Sauna						
	Whirlpool						
	Bike Storage						

**Notes:** Mixed use building with 40,297 square feet of retail and 346,570 square feet of residential space.

Lincoln Property



# Maple Street Lofts 207 S Maple St

Mount Prospect, Cook County, IL 60056



### **Cook County-Northwest**

Class: A, Market Rate ID: 2043; YrQtr: 20231



Utility Description	<u>LT</u>	Service	<u>LT</u>	T Physical Profile			Econ	omic Pro	file	
Lights	<b>-</b> ✓	Trash				Unit	s: <b>192</b>	Oc	сирапсу:	94.3%
Gas Forced Air Heat	✓	Water	$\checkmark$			Avg Unit Si	F: <b>749</b>	Quo	ted Rent:	\$2.98
Unit Central AC	✓	Cable TV	$\checkmark$			Bui	lt: <b>2021</b>	Cond	cessions:	4.2%
L=Landlord pays, T=Tenant	pays	Internet	$\checkmark$			Renovate	d: <b>na</b>	Effect	ive Rent:	\$2.86
				Quo	ted Ren	ıt		Net Ef	fective R	ent
Unit Description	<u>Units</u>	Pct_	Sq Ft	Rent	_PSF_	PSF Avg	Concession	Rent	_PSF_	PSF Avg
Studio 1.0 Bath	38	19.8%	591 663	\$1,785 \$1,933	\$3.02 \$2.92	\$2.97	4.2%	\$1,711 \$1,852	\$2.89 \$2.79	\$2.84
One Bedroom  1.0 Bath	124	64.6%	663 747	\$1,900 \$2,460	\$2.87 \$3.29	\$3.08	4.2%	\$1,821 \$2,358	\$2.75 \$3.16	\$2.95
Two Bedroom 2.0 Bath	30	15.6%	992 1,180	\$2,810 \$3,070	\$2.83 \$2.60	\$2.72	4.2%	\$2,693 \$2,942	\$2.71 \$2.49	\$2.60

Paid Parking: \$150 (Reserved Gar/Encl) per month.

Amenities			Trends				
Unit	Appliance	Common	Yr-Qtr	Quoted PSF	Concession	Occup %	Net PSF
Vinyl Plank Floors	Disposal	<b>Business Center</b>	20231	\$2.98	4.2%	94.3%	\$2.8
Smooth Ceiling	Dishwasher	Conference Room	20224	\$2.91	6.7%	94.8%	\$2.7
Exp Concrete Ceil	Microwave	Pets Allowed	20223	\$2.88	4.2%	93.8%	\$2.7
Quartz Counters	Range - Gas	Fire Pit	20222	\$2.88	0.0%	94.3%	\$2.8
Tile Backsplash	Refrigerator	Grilling Area	20221	\$2.88	5.7%	68.8%	\$2.7
Undermount Sinks	WasherDryer Incl	Dog Run	20214	\$2.88	11.4%	54.2%	\$2.5
Patio/Balcony/Deck	Fitness	Pet Wash Station	20213	\$2.88	11.4%	50.0%	\$2.5
•	Fitness Center	Parking	20212	\$2.81	10.2%	40.1%	\$2.5
	Outdoor Pool Hot Tub Bike Storage	Reserved Gar/Encl					

**Notes:** Leasing began April, 2021 and occupancy began June 1, 2021.

Lincoln Property



#### North 680

680 E Algonquin Rd Schaumburg, Cook County, IL 60173



#### **Cook County-Northwest**

Class: A, Market Rate ID: 1645; YrQtr: 20231



<u>Utility Description</u> Lights	<u>L</u> Ţ	<u>Service</u> Trash	<u>L_I</u>		Į.	<b>Physical Pr</b> Unit			omic Pro	file 95.0%
Gas Forced Air Heat	<ul><li>✓</li></ul>	Water	· ✓			Avg Unit Si			ted Rent:	\$2.58
Unit Central AC	✓	Cable TV	$\checkmark$			Bui	ilt: <b>2017</b>	Cond	cessions:	0.0%
L=Landlord pays, T=Tenant p	ays	Internet	$\checkmark$			Renovate	d: na	Effect	ive Rent:	\$2.58
				Quo	ted Ren	t		Net Ef	fective R	ent
Unit Description	<u>Units</u>	<u>Pct</u>	Sq Ft	Rent	_PSF_	PSF Avg	Concession	Rent	PSF_	PSF Avg
One Bedroom 1.0 Bath	104	57.8%	665 785	\$1,808 \$2,140	\$2.72 \$2.73	\$2.72	0.0%	\$1,808 \$2,140	\$2.72 \$2.73	\$2.72
One Bedroom + Den 1.0 Bath	24	13.3%	1,039 1,039	\$2,312 \$2,480	\$2.23 \$2.39	\$2.31	0.0%	\$2,312 \$2,480	\$2.23 \$2.39	\$2.31
Two Bedroom 2.0 Bath	48	26.7%	1,130 1,130	\$2,935 \$2,935	\$2.60 \$2.60	\$2.60	0.0%	\$2,935 \$2,935	\$2.60 \$2.60	\$2.60
Two Bedroom 2.0 Bath  ● Townhomes	4	2.2%	1,588 1,588	\$2,721 \$3,038	\$1.71 \$1.91	\$1.81	0.0%	\$2,721 \$3,038	\$1.71 \$1.91	\$1.81

Paid Parking: \$75 (Detached Garage) to \$120 (Attached Garage) per month. Free parking available.

Amenities			Trends	:			
Unit	Appliance	Common	Yr-Qtr	<b>Quoted PSF</b>	Concession	Occup %	Net PSF
Carpeting	Disposal	<b>Business Center</b>	20231	\$2.58	0.0%	95.0%	\$2.58
Vinyl Plank Floors	Dishwasher	Clubhouse	20224	\$2.43	0.0%	95.6%	\$2.43
9' Ceiling	Microwave	Party/Social Room	20223	\$2.61	0.0%	93.3%	\$2.61
Smooth Ceiling	Range - Electric	Extra Storage	20222	\$2.76	0.0%	96.1%	\$2.76
Window Blinds	Refrigerator	Pets Allowed	20221	\$2.53	0.0%	94.9%	\$2.53
<b>Granite Counters</b>	WasherDryer Incl	Fire Pit	20214	\$2.43	0.0%	96.0%	\$2.43
Tile Backsplash	Fitness	Grilling Area	20213	\$2.32	3.9%	96.1%	\$2.23
Undermount Sinks	Fitness Center	Dog Run	20212	\$2.32	2.2%	96.1%	\$2.27
Patio/Balcony/Deck	Outdoor Pool	Parking	20211	\$2.06	5.6%	95.0%	\$1.94
·	Bike Storage	Surface Parking					
	Ü	Attached Garage					
		Detached Garage					

**Notes:** Occupancy started April 17, 2017. Tenants to be billed for water and trash, estimated at about \$20 per month.

Draper & Kramer



# One Arlington 3400 W Stonegate Blvd

Arlington Heights, Cook County, IL 60005



### **Cook County-Northwest**

Class: A, Market Rate ID: 1342; YrQtr: 20231



Utility Description	L T	Service	<u>LT</u>	Physical Profile				Economic Profile		
Lights	<b>-</b> <del>√</del>	Trash	<b>-</b> √		'	Unit	ts: <b>214</b>	Oc	сирапсу:	98.6%
Gas Forced Air Heat	✓	Water	$\checkmark$			Avg Unit S	F: <b>936</b>	Quo	ted Rent:	\$2.69
Unit Central AC	✓	Cable TV	$\checkmark$			Bui	ilt: <b>2014</b>	Con	cessions:	0.0%
L=Landlord pays, T=Tenant	t pays	Internet	$\checkmark$		Renovated: na		Effective Rent:		\$2.69	
				Quoted Rent			Net Ef	ent		
Unit Description	<u>Units</u>	_Pct_	Sq Ft	Rent	_PSF_	PSF Avg	Concession	Rent	_PSF_	PSF Avg
Studio 1.0 Bath	51	23.8%	549 769	\$1,845 \$2,296	\$3.36 \$2.99	\$3.17	0.0%	\$1,845 \$2,296	\$3.36 \$2.99	\$3.17
One Bedroom  1.0 Bath	113	52.8%	803 1,012	\$2,169 \$2,511	\$2.70 \$2.48	\$2.59	0.0%	\$2,169 \$2,511	\$2.70 \$2.48	\$2.59
Two Bedroom 2.0 Bath	36	16.8%	1,193 1,273	\$3,112 \$3,112	\$2.61 \$2.44	\$2.53	0.0%	\$3,112 \$3,112	\$2.61 \$2.44	\$2.53
Two Bedroom 2.0 Bath ● PH	14	6.5%	1,303 1,521	\$3,958 \$4,066	\$3.04 \$2.67	\$2.86	0.0%	\$3,958 \$4,066	\$3.04 \$2.67	\$2.86

Paid Parking: \$125 (Reserved Gar/Encl) to \$225 (Reserved Gar/Encl) per month.

Amenities			Trends				
Unit	Appliance	Common	Yr-Qtr	<b>Quoted PSF</b>	Concession	Occup %	Net PSF
Carpeting	Disposal	Business Center	20231	\$2.69	0.0%	98.6%	\$2.69
Wood Floors	Dishwasher	Clubhouse	20224	\$2.51	0.0%	97.2%	\$2.51
8.5' Ceiling	Microwave	Craft/DIY Room	20223	\$2.46	0.0%	96.7%	\$2.46
Window Roller Shades	Range - Electric	Movie Theater Rm	20222	\$2.52	0.0%	98.6%	\$2.52
<b>Granite Counters</b>	Refrigerator	Party/Social Room	20221	\$2.45	0.0%	97.7%	\$2.45
<b>Undermount Sinks</b>	WasherDryer Incl	Extra Storage	20214	\$2.27	0.0%	96.7%	\$2.27
Patio/Balcony/Deck	Fitness	Pets Allowed	20213	\$2.23	0.0%	98.1%	\$2.23
·	Fitness Center	Car Charging Station	20212	\$2.17	0.0%	95.8%	\$2.17
	Bike Storage	Pet Wash Station	20211	\$2.02	8.3%	94.4%	\$1.85
	Rooftop Sundeck	Golf Simulator					
	•	Parking					
		Surface Parking					
		Attached Garage					

Notes: Occupancy began 10/2/14. Upper floors have 9-10' ceilings.

Stoneleigh Companies



### **Residences at Payton Place**

3401 W Payton Pl

Arlington Heights, Cook County, IL 60005



## **Cook County-Northwest**

Class: A, Market Rate ID: 2044; YrQtr: 20231



Utility Description	<u>L_T</u>	Service	<u>L_T</u>			Physical Pi			omic Pro	
Lights	✓	Trash	✓			Unit	ts: <b>263</b>	Oc	cupancy:	68.1%
Gas Forced Air Heat	✓	Water	$\checkmark$			Avg Unit S	F: <b>981</b>	Quo	ted Rent:	\$2.61
Unit Central AC	$\checkmark$	Cable TV	✓			Bui	ilt: <b>2021</b>	Cond	cessions:	8.3%
L=Landlord pays, T=Tenant p	oays	Internet	✓			Renovate	d: <b>na</b>	Effect	ive Rent:	\$2.39
				Qu	oted Rer	nt		Net Ef	fective R	ent
Unit Description	<u>Units</u>	Pct_	Sq Ft	Rent	PSF	<b>PSF Avg</b>	Concession	Rent	_PSF_	PSF Avg
Studio 1.0 Bath	30	11.4%	495 513	\$1,640 \$1,640	\$3.31 \$3.20	\$3.26	8.3%	\$1,503 \$1,503	\$3.04 \$2.93	\$2.98
Convertible 1.0 Bath	4	1.5%	518 518	\$1,670 \$1,820	\$3.22 \$3.51	\$3.37	8.3%	\$1,531 \$1,668	\$2.96 \$3.22	\$3.09
One Bedroom 1.0-1.5 Bath	76	28.9%	732 827	\$2,125 \$2,207	\$2.90 \$2.67	\$2.79	8.3%	\$1,948 \$2,023	\$2.66 \$2.45	\$2.55
One Bedroom 1.0 Bath	5	1.9%	1,107 1,107	\$2,522 \$2,522	\$2.28 \$2.28	\$2.28	8.3%	\$2,312 \$2,312	\$2.09 \$2.09	\$2.09
One Bedroom + Den 1.0 Bath	34	12.9%	915 919	\$2,521 \$2,631	\$2.76 \$2.86		8.3%	\$2,311 \$2,412	\$2.53 \$2.62	\$2.57
Two Bedroom 2.0 Bath	82	31.2%	1,120 1,269	\$2,795 \$3,090	\$2.50 \$2.44	\$2.47	8.3%	\$2,562 \$2,833	\$2.29 \$2.23	\$2.26
Two Bedroom + Den 2.0 Bath	5	1.9%	1,312 1,312	\$3,210 \$3,210	\$2.45 \$2.45	\$2.45	8.3%	\$2,943 \$2,943	\$2.24 \$2.24	\$2.24
Three Bedroom 2.0 Bath	27	10.3%	1,440 1.541	\$3,395 \$3.655	\$2.36 \$2.37	\$2.36	8.3%	\$3,112 \$3.350	\$2.16 \$2.17	\$2.17

Paid Parking: \$110 (Reserved Gar/Encl) per month.

Amenities			Trends	;			
Unit	Appliance	Common	Yr-Qtr	<b>Quoted PSF</b>	Concession	Occup %	Net PSF
Vinyl Plank Floors	Disposal	Party/Social Room	20231	\$2.61	8.3%	68.1%	\$2.39
9' Ceiling	Dishwasher	Extra Storage	20224	\$2.52	8.3%	63.9%	\$2.31
Smooth Ceiling	Microwave	Pets Allowed	20223	\$2.53	8.3%	58.2%	\$2.32
Window Roller Shade	es Range - Electric	Fire Pit	20222	\$2.54	8.3%	46.0%	\$2.33
Quartz Counters	Refrigerator	Grilling Area	20221	\$2.52	12.5%	30.8%	\$2.20
Tile Backsplash	WasherDryer Incl	Parking	20214	\$2.52	12.5%	20.2%	\$2.20
Undermount Sinks	Fitness	Reserved Gar/Encl	20213	\$2.49	8.3%	2.9%	\$2.29
Patio/Balcony/Deck	Fitness Center Bike Storage						

*Notes:* Leasing began in July 2021. Occupancy began 09/15/2021.

Greystar



#### The Quin

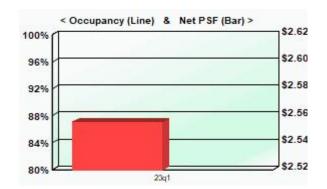
2450 Plum Grove Rd

Schaumburg, Cook County, IL 60173

# Schadinburg, cook county, iz. 30173

#### **Cook County-Northwest**

Class: A, Market Rate ID: 2099; YrQtr: 20231



Utility Description	L_T	Service	L_T			Physical Pr	rofile	Econ	omic Pro	file
Lights	<b>-</b> √	Trash			•	Unit	ts: <b>373</b>	Oc	cupancy:	19.0%
Gas Forced Air Heat	$\checkmark$	Water	✓			Avg Unit S	F: <b>908</b>	Quo	ted Rent:	\$2.73
Unit Central AC	$\checkmark$	Cable TV	✓			Bui	ilt: <b>2023</b>	Cond	cessions:	6.3%
L=Landlord pays, T=Tenant p	pays	Internet	✓	Renovated: na		d: <b>na</b>	Effective Rent:		\$2.56	
				Quo	Quoted Rent			Net Ef	ent	
Unit Description	<u>Units</u>	_Pct_	Sq Ft	Rent	_PSF_	PSF Avg	Concession	Rent	PSF_	PSF Avg
One Bedroom 1.0 Bath	168	45.0%	691 785	\$2,000 \$2,080	\$2.89 \$2.65	\$2.77	6.3%	\$1,875 \$1,950	\$2.71 \$2.48	\$2.60
One Bedroom 1.0 Bath	17	4.6%	842 842	\$2,435 \$2,435	\$2.89 \$2.89	\$2.89	6.3%	\$2,283 \$2,283	\$2.71 \$2.71	\$2.71
One Bedroom + Den 2.0 Bath	91	24.4%	901 1,030	\$2,560 \$2,660	\$2.84 \$2.58	\$2.71	6.3%	\$2,400 \$2,494	\$2.66 \$2.42	\$2.54
Two Bedroom 2.0 Bath	76	20.4%	1,109 1,109	\$2,950 \$3,030	\$2.66 \$2.73	\$2.70	6.3%	\$2,766 \$2,841	\$2.49 \$2.56	\$2.53
Two Bedroom + Den 3.0 Bath & up	21	5.6%	1,282 1,394	\$3,460 \$3,580	\$2.70 \$2.57	\$2.63	6.3%	\$3,244 \$3,356	\$2.53 \$2.41	\$2.47

Paid Parking: \$100 (Reserved Gar/Encl) to \$125 (Reserved Gar/Encl) per month.

Amenities			Trends
Unit	Appliance	Common	Yr-Qtr Quot
Carpeting	Disposal	<b>Business Center</b>	20231
Vinyl Plank Floors	Dishwasher	Clubhouse	
Smooth Ceiling	Microwave	Conference Room	
Window Blinds	Range - Gas	Party/Social Room	
Quartz Counters	Refrigerator	Extra Storage	
Tile Backsplash	WasherDryer Incl	Pets Allowed	
Undermount Sinks	Fitness	Fire Pit	
Patio/Balcony/Deck	Fitness Center	Grilling Area	
·	Outdoor Pool	Picnic Tables	
		Golf Simulator	
		Parking	
		Reserved Gar/Encl	

 Yr-Qtr
 Quoted PSF
 Concession
 Occup %
 Net PSF

 20231
 \$2.73
 6.3%
 19.0%
 \$2.56

**Notes:** Leasing began 01/2023. Occupancy began 03/2023 with construction to be completed in Aug. 2023. One parking space incl for 1BD units and 2 spaces for 2BD units. Extra garage parking is \$100-125 per space.

Finger Companies



### The Residences at Hamilton Lakes

1133 N Arlington Heights Rd Itasca, Cook County, IL 60143



#### **DuPage County**

Class: A, Market Rate ID: 1688; YrQtr: 20231



Utility Description	<u>L_T</u>	Service	<u>LT</u>	Physical Profile				Economic Profile		
Lights	<b>√</b>	Trash	<b>√</b>			Unit	s: <b>297</b>	Oc	cupancy:	97.0%
Gas Forced Air Heat	$\checkmark$	Water	✓			Avg Unit Si	F: <b>934</b>	Quo	ted Rent:	\$2.41
Unit Central AC	✓	Cable TV	$\checkmark$			Bui	lt: <b>2017</b>	Cond	cessions:	0.0%
L=Landlord pays, T=Tenant	pays	Internet	$\checkmark$		Renovated: na		d: <b>na</b>	Effective Rent:		\$2.41
				Quoted Rent				Net Ef	ent	
Unit Description	<u>Units</u>	Pct_	Sq Ft	Rent	_PSF_	PSF Avg	Concession	Rent	PSF_	PSF Avg
Studio 1.0 Bath	3	1.0%	472 472	\$2,014 \$2,313	\$4.27 \$4.90	\$4.58	0.0%	\$2,014 \$2,313	\$4.27 \$4.90	\$4.58
One Bedroom  1.0 Bath	186	62.6%	655 859	\$1,940 \$2,040	\$2.96 \$2.37	\$2.67	0.0%	\$1,940 \$2,040	\$2.96 \$2.37	\$2.67
Two Bedroom 2.0 Bath	96	32.3%	1,146 1,299	\$2,422 \$2,842	\$2.11 \$2.19	\$2.15	0.0%	\$2,422 \$2,842	\$2.11 \$2.19	\$2.15
Three Bedroom 2.0 Bath	12	4.0%	1,480 1,480	\$3,254 \$3,254	\$2.20 \$2.20	\$2.20	0.0%	\$3,254 \$3,254	\$2.20 \$2.20	\$2.20

Paid Parking: \$125 (Reserved Gar/Encl) per month.

Amenities			Trends	1			
Unit	Appliance	Common	Yr-Qtr	<b>Quoted PSF</b>	Concession	Occup %	Net PSF
Vinyl Plank Floors	Dishwasher	<b>Business Center</b>	20231	\$2.41	0.0%	97.0%	\$2.4
Smooth Ceiling	Microwave	Conference Room	20224	\$2.62	0.0%	97.0%	\$2.6
Window Blinds	Range - Gas	Movie Theater Rm	20223	\$2.69	0.0%	96.0%	\$2.6
Quartz Counters	Refrigerator	Smoke Free	20222	\$2.45	0.0%	96.6%	\$2.4
Tile Backsplash	WasherDryer Incl	Extra Storage	20221	\$2.27	0.0%	94.6%	\$2.2
Undermount Sinks	Fitness	Pets Allowed	20214	\$2.23	0.0%	92.9%	\$2.2
Patio/Balcony/Deck	Fitness Center	Grilling Area	20213	\$2.16	0.0%	94.9%	\$2.10
•	Outdoor Pool	Picnic Tables	20212	\$2.04	0.0%	93.9%	\$2.0
	Sauna	Car Charging Station	20211	\$1.95	8.7%	87.2%	\$1.78
	Hot Tub	Pet Wash Station					
	Steam Room	Parking					
	Bike Storage	Reserved Gar/Encl					
	Rooftop Sundeck						

Notes: Occupancy began in May 26th, 2017.

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#### **Welkin Apartments**

1425 Ellinwood St

Des Plaines, Cook County, IL 60016



#### **Cook County-Northwest**

Class: A, Market Rate ID: 2082; YrQtr: 20231



Utility Description	<u>LT</u>	Service	<u>LT</u>	Physical Profile			Economic Profile			
Lights	<b>-</b> √	Trash				Unit	ts: <b>212</b>	Oc	cupancy:	59.9%
Gas Forced Air Heat	$\checkmark$	Water	✓			Avg Unit S	F: <b>891</b>	Quo	ted Rent:	\$2.62
Unit Central AC	$\checkmark$	Cable TV	✓			Bui	ilt: <b>2022</b>	Cond	cessions:	7.7%
L=Landlord pays, T=Tenant p	oays	Internet	✓		Renovated: na		d: <b>na</b>	Effective Rent:		\$2.41
				Quoted Rent				Net Effective Rent		
Unit Description	<u>Units</u>	Pct_	Sq Ft	Rent	_PSF_	PSF Avg	Concession	Rent	PSF_	PSF Avg
Studio 1.0 Bath	25	11.8%	604 623	\$1,862 \$1,872	\$3.08 \$3.00	\$3.04	7.7%	\$1,719 \$1,728	\$2.85 \$2.77	\$2.81
One Bedroom 1.0 Bath	111	52.4%	744 897	\$2,100 \$2,235	\$2.82 \$2.49	\$2.66	7.7%	\$1,938 \$2,063	\$2.61 \$2.30	\$2.45
One Bedroom + Den 1.0 Bath	31	14.6%	872 908	\$2,418 \$2,425	\$2.77 \$2.67	\$2.72	7.7%	\$2,232 \$2,238	\$2.56 \$2.47	\$2.51
Two Bedroom 2.0 Bath	45	21.2%	1,087 1,348	\$2,698 \$3,140	\$2.48 \$2.33	\$2.41	7.7%	\$2,490 \$2,898	\$2.29 \$2.15	\$2.22

Paid Parking: \$125 (Reserved Gar/Encl) per month.

Amenities			Trends	
Unit	Appliance	Common	Yr-Qtr	Quoted PSI
Vinyl Plank Floors	Disposal	Party/Social Room	20231	\$2.62
9' Ceiling	Dishwasher	Extra Storage	20224	\$2.6
Smooth Ceiling	Microwave	Pets Allowed	20223	\$2.6
Window Roller Shades	Range - Gas	Fire Pit	20222	\$2.73
Quartz Counters	Refrigerator	Grilling Area		
Tile Backsplash	WasherDryer Incl	Dog Run		
Patio/Balcony/Deck	Fitness	Pet Wash Station		
	Fitness Center	Parking		
	Outdoor Pool	Surface Parking		
	Bike Storage	Reserved Gar/Encl		

**Notes:** Leasing began 8/2022. Occupancy begins 09/2022

**SF** 62 Net PSF Concession Occup % 7.7% 59.9% \$2.41 67 8.3% 16.5% \$2.45 68 8.3% 3.3% \$2.45 73 4.2% 0.0% \$2.62

Lincoln Properties



Certification 59

# Certification

We certify that, to the best of our knowledge and belief:

- 1. The statements of fact contained in this report are true and correct.
- 2. The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are our personal, impartial, and unbiased professional analyses, opinions, and conclusions.
- 3. We have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
- 4. We have provided services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three-year period immediately preceding the agreement to perform this assignment.
- 5. We have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
- 6. Our engagement in this assignment was not contingent upon developing or reporting predetermined results.
- 7. Our compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
- 8. Our analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice as well as applicable state appraisal regulations.
- 9. The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute.
- 10. The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
- 11. Gail Lissner and Michael Wingader personally viewed the site and reviewed the development plans.
- 12. No one provided significant assistance to the persons signing this certification.
- 13. We have experience in appraising properties similar to the subject and are in compliance with the Competency Rule of USPAP.



Certification 60

14. As of the date of this report, Gail Lissner, SRA, CRE, has completed the continuing education program for Designated Members of the Appraisal Institute.

15. As of the date of this report, Michael Wingader has completed the continuing education program for Practicing Affiliates of the Appraisal Institute.

Gail Lissner, SRA, CRE

Certified General Real Estate Appraiser Illinois Certificate # 553.001842

Hail Lissner

Michael Wingader

Certified General Real Estate Appraiser

Michael W. Winguder

Illinois Certificate # 553.001595

# **Assumptions and Limiting Conditions**

This market study and any other work product related to this engagement are limited by the following standard assumptions, except as otherwise noted in the report:

- 1. The title is marketable and free and clear of all liens, encumbrances, encroachments, easements and restrictions. The property is under responsible ownership and competent management and is available for its highest and best use.
- 2. There are no existing judgments or pending or threatened litigation that could affect the value of the property.
- 3. There are no hidden or undisclosed conditions of the land or of the improvements that would render the property more or less valuable. Furthermore, there is no asbestos in the property.
- 4. The revenue stamps placed on any deed referenced herein to indicate the sale price are in correct relation to the actual dollar amount of the transaction.
- 5. The property is in compliance with all applicable building, environmental, zoning, and other federal, state and local laws, regulations and codes.
- 6. The information furnished by others is believed to be reliable, but no warranty is given for its accuracy.

This market study and any other work product related to this engagement are subject to the following limiting conditions, except as otherwise noted in the report:

- 1. The conclusions stated in our market study apply only as of the effective date of the market study, and no representation is made as to the effect of subsequent events.
- 2. No changes in any federal, state or local laws, regulations or codes (including, without limitation, the Internal Revenue Code) are anticipated.
- 3. No environmental impact studies were either requested or made in conjunction with this market study, and we reserve the right to revise or rescind any of the value opinions based upon any subsequent environmental impact studies. If any environmental impact statement is required by law, the market study assumes that such statement will be favorable and will be approved by the appropriate regulatory bodies.
- 4. Unless otherwise agreed to in writing, we are not required to give testimony, respond to any subpoena or attend any court, governmental or other hearing with reference to the property without compensation relative to such additional employment.
- 5. We have made no survey of the property and assume no responsibility in connection with such matters. Any sketch or survey of the property included in this report is for illustrative purposes only and should not be considered to be scaled accurately for size. The market study covers the property as described in this report, and the areas and dimensions set forth are assumed to be correct.



- 6. We accept no responsibility for considerations requiring expertise in other fields. Such considerations include, but are not limited to, legal descriptions and other legal matters such as legal title, geologic considerations such as soils and seismic stability; and civil, mechanical, electrical, structural and other engineering and environmental matters. Such considerations may also include determinations of compliance with zoning and other federal, state, and local laws, regulations and codes.
- 7. The market study report shall be considered only in its entirety. No part of the market study shall be utilized separately or out of context.
- 8. Neither all nor any part of the contents of this report (especially any conclusions as to value, the identity of the appraisers, or any reference to the Appraisal Institute) shall be disseminated through advertising media, public relations media, news media or any other means of communication (including without limitation prospectuses, private offering memoranda and other offering material provided to prospective investors) without the prior written consent of the persons signing the report.
- 9. Information, estimates and opinions contained in the report and obtained from third-party sources are assumed to be reliable and have not been independently verified.
- 10. The current purchasing power of the dollar is the basis for the values stated in the market study; we have assumed that no extreme fluctuations in economic cycles will occur.
- 11. The values found herein are subject to these and to any other assumptions or conditions set forth in the body of this report but which may have been omitted from this list of Assumptions and Limiting Conditions.
- 12. The analyses contained in the report necessarily incorporate numerous estimates and assumptions regarding property performance, general and local business and economic conditions, the absence of material changes in the competitive environment and other matters. Some estimates or assumptions, however, inevitably will not materialize, and unanticipated events and circumstances may occur; therefore, actual results achieved during the period covered by our analysis will vary from our estimates, and the variations may be material.
- 13. The Americans with Disabilities Act (ADA) became effective January 26, 1992. We have not made a specific survey or analysis of the property to determine whether the physical aspects of the improvements meet the ADA accessibility guidelines. We claim no expertise in ADA issues, and render no opinion regarding compliance of the subject with ADA regulations. Inasmuch as compliance matches each owner's financial ability with the cost to cure the nonconforming physical characteristics of a property, a specific study of both the owner's financial ability and the cost to cure any deficiencies would be needed for the Department of Justice to determine compliance.
- 14. The market study is prepared for the exclusive benefit of the Client, its subsidiaries and/or affiliates. It may not be used or relied upon by any other party. All parties who use or rely upon any information in the report without our written consent do so at their own risk.
- 15. No studies have been provided to us indicating the presence or absence of hazardous materials on the subject property or in the improvements, and our valuation is predicated



upon the assumption that the subject property is free and clear of any environment hazards including, without limitation, hazardous wastes, toxic substances and mold. No representations or warranties are made regarding the environmental condition of the subject property. Integra Realty Resources – Chicago, Integra Realty Resources, Inc., Integra Strategic Ventures, Inc. and/or any of their respective officers, owners, managers, directors, agents, subcontractors or employees (the "Integra Parties"), shall not be responsible for any such environmental conditions that do exist or for any engineering or testing that might be required to discover whether such conditions exist. Because we are not experts in the field of environmental conditions, the appraisal report cannot be considered as an environmental assessment of the subject property.

- 16. The persons signing the report may have reviewed available flood maps and may have noted in the appraisal report whether the subject property is located in an identified Special Flood Hazard Area. We are not qualified to detect such areas and therefore do not guarantee such determinations. The presence of flood plain areas and/or wetlands may affect the value of the property, and the value conclusion is predicated on the assumption that wetlands are non-existent or minimal.
- 17. Integra Realty Resources Chicago is not a building or environmental inspector. Integra Chicago does not guarantee that the subject property is free of defects or environmental problems. Mold may be present in the subject property and a professional inspection is recommended.
- 18. The market study and value conclusions for the report assume the satisfactory completion of construction, repairs or alterations in a workmanlike manner.
- 19. It is expressly acknowledged that in any action which may be brought against any of the Integra Parties, arising out of, relating to, or in any way pertaining to this engagement, the market study, and/or any other related work product, the Integra Parties shall not be responsible or liable for any incidental or consequential damages or losses, unless the market study was fraudulent or prepared with intentional misconduct.
- 20. Integra Realty Resources Chicago, an independently owned and operated company, has prepared the market study for the specific intended use stated elsewhere in the report. The use of the market study by anyone other than the Client is prohibited except as otherwise provided. Accordingly, the market study is addressed to and shall be solely for the Client's use and benefit unless we provide our prior written consent. We expressly reserve the unrestricted right to withhold our consent to your disclosure of the market study or any other work product related to the engagement (or any part thereof including, without limitation, conclusions of value and our identity), to any third parties. Stated again for clarification, unless our prior written consent is obtained, no third party may rely on the market study (even if their reliance was foreseeable).
- 21. The conclusions of this report are estimates based on known current trends and reasonably foreseeable future occurrences. These estimates are based partly on property information, data obtained in public records, interviews, existing trends, buyer-seller decision criteria in the current market, and research conducted by third parties, and such data are not always completely reliable. The Integra Parties are not responsible for these and other future



- occurrences that could not have reasonably been foreseen on the effective date of this assignment. Furthermore, it is inevitable that some assumptions will not materialize and that unanticipated events may occur that will likely affect actual performance. While we are of the opinion that our findings are reasonable based on current market conditions, we do not represent that these estimates will actually be achieved, as they are subject to considerable risk and uncertainty. Moreover, we assume competent and effective management and marketing for the duration of the projected holding period of this property.
- 22. All prospective value opinions presented in this report are estimates and forecasts which are prospective in nature and are subject to considerable risk and uncertainty. In addition to the contingencies noted in the preceding paragraph, several events may occur that could substantially alter the outcome of our estimates such as, but not limited to changes in the economy, interest rates, and capitalization rates, behavior of consumers, investors and lenders, fire and other physical destruction, changes in title or conveyances of easements and deed restrictions, etc. It is assumed that conditions reasonably foreseeable at the present time are consistent or similar with the future.



Addendum A

**Qualifications** 



## Gail Lissner, SRA, CRE

#### **Experience**

Managing Director for Integra Realty Resources Former Vice President and Appraiser for Appraisal Research Counselors

Throughout her career, Ms. Lissner has focused on the housing/multi-family market, with a particular interest in condominium development, apartment development, and the condominium conversion/deconversion market. Gail's work with condominiums and apartments spans many decades, providing consulting services to the original Chicago condominium convertors in the 1970s, and expanding to work in the conversion market throughout the United States. Gail has produced a report on the condominium market on a quarterly basis since 1997 and is co-author of the Downtown Chicago Condominium Report, a quarterly report delineating development trends and condo pricing in Downtown Chicago. In Gail's consulting and valuation work for apartment and condominium developments, the scope of work ranges from site and building plan consultations at project inception to market and feasibility studies along with comprehensive appraisals. Her work includes both urban and suburban properties and also includes townhome and single family residential developments. Gail has also testified as an expert witness in a variety of housing.



Appraisal Institute: SRA Designation

The Counselors of Real Estate: CRE Designation

**Professional Activities & Affiliations** 

Board Member (2017-2023) and Chair (2023): State of IL Real Estate Appraisal Administration

and Disciplinary Board

Village Trustee (2017-2023): Village of Glencoe Board of Trustees

President: Realty Club of Chicago (2016) Vice President: Realty Club of Chicago (2015)

Secretary/Treasurer: Counselors of Real Estate Midwest Chapter (2009-2014)

Mentor: Goldie B Wolfe Miller Women Leaders in Real Estate at Roosevelt University

(2008-2010)

Member: Commercial Real Estate Women (CREW)

Member: Real Estate Investment Association (REIA) and Realty Club of Chicago

Member: Lambda Alpha International and Honorary Land Economics Society - Ely Chapter

Member: North Shore Barrington Board of Realtors

Crains Chicago Business: Named as one of Crains 20 Women to Watch 2008

#### **Licenses**

Illinois, Certified General Real Estate Appraiser, 553.001842, Expires September 2025 Illinois, Licensed Real Estate Managing Broker, 471.004757, Expires April 2025 Wisconsin, Certified General Real Estate Appraiser, 2282-10, Expires December 2023 Michigan, Certified General Real Estate Appraiser, 1205076446, Expires July 2024 Indiana, Certified General Real Estate Appraiser, CG42300003, Expires June 2024

#### **Education**

Bachelor of Arts from Washington University. Phi Beta Kappa.



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# **Michael Wingader**

#### **Experience**

Director at Integra Realty Resources
Former Senior Appraiser for Appraisal Research Counselors
Former Loan Officer – Kensington Realty Advisors
Former Associate Appraiser for American Appraisal Associates

Michael W. Wingader began his career in appraisal in 1992. Mr. Wingader also has experience as a Loan Officer underwriting commercial loans. Mike has experience in the appraisal of investment-grade commercial real estate properties located throughout the United States. In particular, Mike has extensive experience with multi-family projects financed under the HUD MAP program as well as nursing homes and assisted living facilities for a variety of clients. Mr. Wingader has a Bachelor of Arts degree in Economics from Lawrence University.

#### **Professional Activities & Affiliations**

Practicing Affiliate of the Appraisal Institute

Member: Global Valuation Solutions (Birmingham U.K.)

Managing Director: Appraisal Institute

General Associate Member: Appraisal Institute

#### Licenses

Illinois, Certified General Real Estate Appraiser, 553.001595, Expires September 2023 Wisconsin, Certified General Real Estate Appraiser, No. 1323-10, Expires December 2023

#### **Education**

Bachelor of Arts Degree, Economics, Lawrence University, 1987

#### **COURSES IS REAL ESTATE:**

#### Appraisal Institute

Course 110: Appraisal Principles
Course 120: Appraisal Procedures
Course 310: Basic Income Capitalization

Course 410: Standards of Professional Appraisal Practice, Part A Course 420: Standards of Professional Appraisal Practice, Part B

Course 540: Report Writing and Valuation Analysis



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## **About IRR**

Integra Realty Resources, Inc. (IRR) provides world-class commercial real estate valuation, counseling, and advisory services. Routinely ranked among leading property valuation and consulting firms, we are now the largest independent firm in our industry in the United States, with local offices coast to coast and in the Caribbean.

IRR offices are led by MAI-designated Senior Managing Directors, industry leaders who have over 25 years, on average, of commercial real estate experience in their local markets. This experience, coupled with our understanding of how national trends affect the local markets, empowers our clients with the unique knowledge, access, and historical perspective they need to make the most informed decisions.

Many of the nation's top financial institutions, developers, corporations, law firms, and government agencies rely on our professional real estate opinions to best understand the value, use, and feasibility of real estate in their market.

Local Expertise...Nationally!

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