Vivmark Residential (NYSE: VMRK)

BofA Securities Global Real Estate Conference

September 15, 2026 | investors.vivmarkresidential.com

Forward Looking Statements

This presentation contains “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933, as amended (the “Securities Act”), and Section 21E of the Securities Exchange Act of 1934, as amended. We intend such forward-looking statements to be covered by the safe harbor provisions for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995. These statements, among other things, are based on current expectations, estimates and projections about the industry and markets in which Vivmark Residential (“Vivmark” or, together with its subsidiaries, “we,” “us” or “our”) (f/k/a Equity Residential) operates, as well as beliefs and assumptions of Vivmark. Words such as “anticipate,” “become,” “believe,” “could,” “estimate,” “expect,” “forecast,” “intend,” “may,” “outlook,” “plan,” “potential,” “possible,” “predict,” “project,” “target,” “seek,” “shall,” “should,” “will,” or “would,” including variations of such words and similar expressions, are intended to identify forward-looking statements. All statements that address operating performance, events or developments that Vivmark expects or anticipates will occur in the future are forward-looking statements, including statements relating to the anticipated synergies, cost savings and other benefits of the Merger (as defined below), integration plans, projected dividends, development net operating income, accretion and value creation, multifamily market conditions, development, redevelopment, acquisition or disposition activity, general conditions in the geographic areas where Vivmark operates and Vivmark’s debt, capital structure and financial position. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties, assumptions and other factors that are difficult to predict and may cause the actual results to differ materially from future results expressed or implied by such forward-looking statements.

Important factors, risks and uncertainties that could cause actual results to differ materially from such plans, estimates or expectations include but are not limited to: the inability to realize the anticipated benefits of the merger (the “Merger”) between AvalonBay Communities, Inc. (“AvalonBay”) and Equity Residential (which Merger formed Vivmark), including as a result of an integration of the two businesses that is unsuccessful or that is more difficult, time-consuming or costly than expected; unknown or inestimable liabilities that arise as a result of the Merger; potential litigation relating to the Merger that could be instituted against Vivmark or its trustees, managers or officers, including resulting expense and the effects of any outcomes related thereto; the risk that disruptions related to the Merger or post-Merger integration and other efforts, and resulting diversion of the attention of Vivmark management from ongoing business operations, will harm Vivmark’s businesses; the possibility that the post-Merger integration of the two businesses may be more expensive to complete than anticipated; potential business uncertainty, including changes to existing business relationships with tenants, employees, joint venture partners and third parties, following the Merger that could affect Vivmark’s financial performance; increased costs of labor and construction material, including as a result of several of the other factors discussed in this section and elsewhere; maintenance of real estate investment trust status, tax structuring and changes in income tax laws and rates; potential failure to secure development opportunities due to an inability to reach agreements with third parties to obtain land at attractive prices or to obtain desired zoning and other local approvals; abandonment or deferment of development opportunities for a number of reasons, including changes in local market conditions, increases in costs of development, increases in the cost of capital or lack of capital availability, resulting in losses; increases in Vivmark’s borrowing costs as a result of changes in interest rates, rising inflation and other factors; construction costs of a community may exceed original estimates; inability to complete construction and lease-up of communities under development or redevelopment on schedule, resulting in increased interest costs and construction costs and a decrease in expected rental revenues; occupancy rates and market rents being adversely affected by competition and local economic and market conditions which are beyond our control; geopolitical conditions and instability, and international trade disputes, including any related tariffs, which may lead to rising inflation, adverse impacts to supply chains, and disruption of, or lack of access to, the capital markets, as well as potential volatility in Vivmark’s share price; our cash flows from operations and access to cost-effective capital potentially being insufficient for the development of our pipeline, which could limit our pursuit of opportunities; an outbreak of disease or other public health event may affect the multifamily industry and general economy; our cash flows potentially being insufficient to meet required payments of principal and interest, and inability to refinance existing indebtedness or the terms of such refinancing may not be as favorable as the terms of existing indebtedness; lack of success in our management of joint ventures and the REIT vehicles that are used with certain joint ventures; casualty loss, natural disaster or severe weather event, including those caused by climate change; an increase in the level of new multifamily communities construction and development, which may cause heightened competition for tenants and increased pressure on our rental rates; new or existing laws and regulations that adversely impact the markets in which we operate or our business, including those relating to rent control or rent stabilization, or that otherwise limit our ability to increase rents, charge non-rent fees or evict tenants, may impact our revenue or increase our costs; risks related to our reliance on information technology systems, data and artificial intelligence or other automated tools, including cybersecurity incidents and other privacy or data security events, evolving regulation of the collection and use of resident data and of automated or algorithmic tools, and the failure of such systems or tools to perform as intended; our expectations, estimates and assumptions as of the date of this presentation regarding legal proceedings changing, including as a result of the Merger; the possibility that we may choose to pay dividends in our shares instead of cash, which may result in shareholders having to pay taxes with respect to such dividends in excess of the cash received, if any; and investments made under our structured investment program may not be repaid as expected or the development may not be completed on schedule, which could require us to engage in litigation, foreclosure actions, and/or first party project completion to recover our investment, which may not be recovered in full or at all in such event; a downgrade in our credit ratings that could increase our borrowing costs and adversely affect our liquidity and ability to access the capital markets, including the commercial paper market; and those risks and uncertainties set forth in Equity Residential’s and AvalonBay’s respective Annual Reports on Form 10-K for the year ended December 31, 2025 under the headings “Forward-Looking Statements” and “Risk Factors,” as such risk factors may be amended, supplemented or superseded from time to time by Vivmark’s subsequent filings with the Securities and Exchange Commission (the “SEC”) and those risks described under “Risk Factors” in the definitive joint proxy statement/prospectus of Equity Residential and AvalonBay, dated July 13, 2026, including the risks related to the combined company described therein, in each case which are available via the SEC’s website at www.sec.gov.

These factors should not be construed as exhaustive and should be read in conjunction with the other forward-looking statements. Forward-looking statements relate only to events as of the date on which the statements are made. Vivmark does not undertake any obligation to publicly update or revise any forward-looking statement except as required by law, whether as a result of new information, future developments or otherwise. If one or more of these or other risks or uncertainties materialize, or if Vivmark’s underlying assumptions prove to be incorrect, Vivmark’s actual results may vary materially from what Vivmark may have expressed or implied by these forward-looking statements. Vivmark cautions not to place undue reliance on any of Vivmark’s forward-looking statements. Furthermore, new risks and uncertainties arise from time to time, and it is impossible for us to predict those events or how they may affect Vivmark. Certain statements in this presentation are derived from the standalone 2026 guidance previously reported by AvalonBay and Equity Residential; such guidance speaks only as of the date it was originally issued.

Key Messages
September Investor Update

- **Integration progressing well**
  - → Delivered seamless Day 1 experience for residents and prospects
  - → Go-forward leadership team fully in place across all business units and regions
- **$125M of run-rate annual net operating synergies projected to drive ~200bps of earnings accretion[1] over 18 months**
- **Combined portfolio building on 1H26 operating momentum**
  - → VMRK establishes full year 2026 Same Store Residential revenue outlook of 2%[2]
  - → Continued outperformance led by Northern California and New York City
- **$4.4B under construction to drive differentiated earnings growth and value creation into 2027**

1 Based on the midpoint of AVB's and EQR's most recently issued full-year 2026 guidance on a full cash run-rate basis, as provided in each company's 1Q 2026 earnings releases dated April 27, 2026 (AVB) and April 28, 2026 (EQR), respectively, prior to each company suspending forward FFO guidance in connection with the pending merger.
2 Consistent with the prior Full Year 2026 Same Store Residential revenue outlooks provided by EQR and AVB July 22, 2026. Represents midpoint of outlook range.

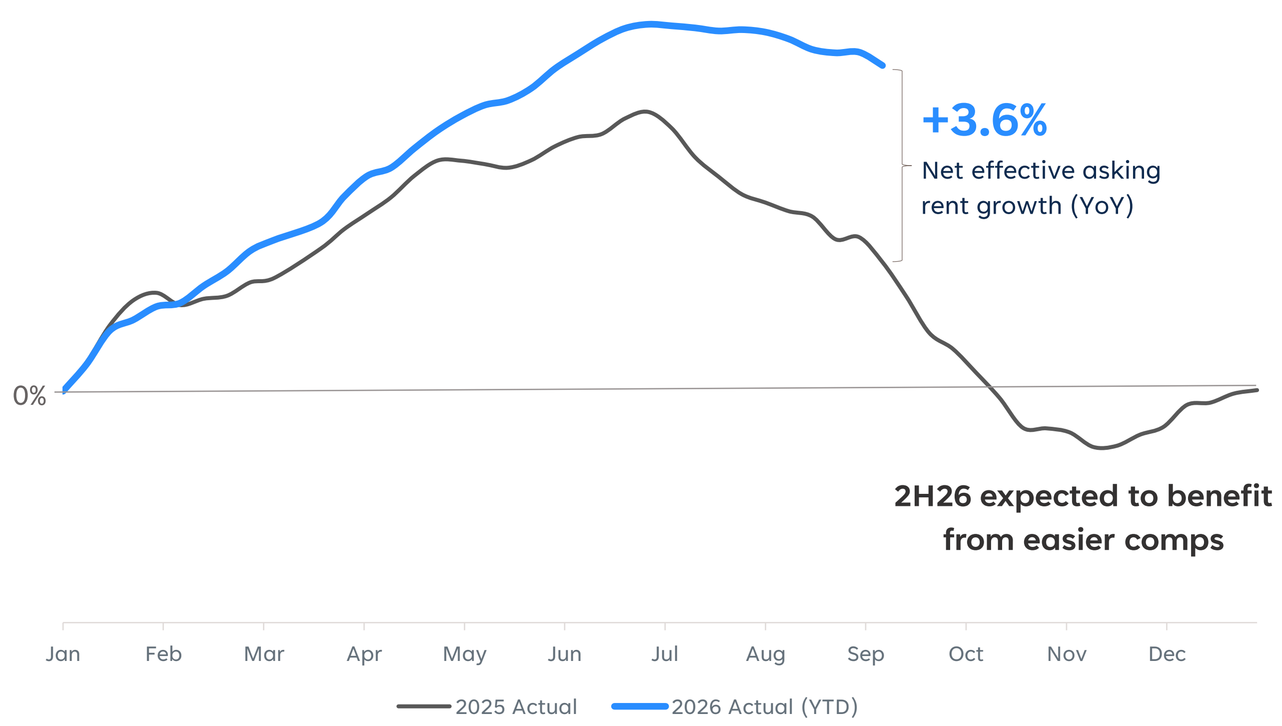
Operating Update

Building on 1H Operating Momentum

- **Pricing trend peaked up ~6.5% (indexed from January)**
  - → Consistent with our expectations and in line with normal seasonality
  - → Company expects rents to follow normal seasonal pattern for remainder of 2026
- **Net effective asking rents up 3.6% YoY**
- **Strong Physical Occupancy of 95.7%**
- **Continued strength in renewal performance, with 60% of residents renewing, demonstrates resilient demand and improving supply backdrop**

Indexed Pricing Trend Seasonality

VMRK Pro Forma Same Store Portfolio[1]



Source(s): Internal Company Reports.
Data as of September 11, 2026
1 VMRK Pro Forma Same Store represents legacy AVB and legacy EQR's full year 2026 Same Store pools, as contemplated in each company's Full Year 2026 Same Store Outlooks provided July 22, 2026.

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Full Year 2026 Same Store Residential Revenue Growth Outlook

Regional Outlooks & Commentary

Same Store Revenue Growth Outlook by Market[1]

Bucket	Markets	Expected Growth	FY26 Same Store Revenue
Higher Performing Markets	Northern California Metro NY/NJ	**3.0% to 7.0%**	35%
Intermediate Performing Markets	Boston Mid-Atlantic Southern California SE Florida Pacific Northwest	**1.0% to 2.0%**	59%
Lower Performing Markets	Atlanta North Carolina Denver Texas	**Below 1.0%**	6%
Total Same Store Residential Revenue		**1.5% to 2.5%**	**100%**

- **Northern California & New York:** Continued strength expected following strong peak leasing seasons in both markets.
- **Seattle:** Measurable improvement, although performance remains highly differentiated by submarket.
- **Mid-Atlantic:** Performance remains below expectations, but recent trends are improving. Lower supply and easier Q4 comps create an opportunity to regain momentum in a highly price-sensitive, concession-heavy market.
- **Expansion Markets:** Elevated new supply continues to pressure performance, with Denver and North Carolina experiencing the greatest impact. Concessions remain prevalent throughout Texas and Atlanta. Austin is a bright spot, posting solid occupancy and positive new-lease trade-outs.

1 Same Store represents Legacy AVB and Legacy EQR's full year 2026 Same Store pools, as contemplated in each company's full year 2026 Same Store Outlooks provided July 22, 2026.

We are now operating as Vivmark Residential

Day 1 Success & Integration Momentum

Pre Close

- ✓ Executive oversight of integration planning across 10 business lines
- ✓ Completed organizational redesign and talent assessment and selection
- ✓ Launched new corporate identity
- ✓ Reported 2Q earnings, raising Full Year Same Store Revenue and NOI Outlooks

Post Close

- ✓ Seamless Day 1 resident experience
- ✓ Credit rating upgraded to "A" by S&P Global Ratings
- ✓ Transaction costs expected to trend below initial estimate of $750M
- ✓ Teams executing against 100-Day priorities

Day 100 Priorities

- ✓ Advance integration and synergy achievement
- ✓ Strong execution of base business creates momentum into 2027
- ✓ New maintenance service application deployed portfolio-wide by year-end 2026
- ✓ Identify and cultivate next phase growth opportunities

Source: Internal company reports.

Unique Tailwinds Heading into ’27 & Beyond

Tangible Drivers of Incremental Growth and Value Creation

1 Building on 1H26 Operating Momentum

- EQR & AVB raised Full Year Same Store Revenue and NOI Outlooks ahead of merger with 2Q26 Earnings
- High-quality portfolio, predominantly in supply constrained coastal markets
- Continued urban outperformance led by portfolios in Northern California and New York City

2 Development NOI

>$120M

Cumulative Development NOI Projected in ’26 & ’27

- Expected to be delivering against limited competitive supply
- Differentiated, accretive external growth driver

3 Merger Synergies

+$125M

Run-Rate Annual Net Operating Synergies Projected Achievement 18 Months

- ~200 bps of FFO accretion to EQR and AVB shareholders[1]
- Creating most efficient operator in industry

1 Based on the midpoint of AVB's and EQR's most recently issued full-year 2026 guidance prior to transaction announcement on a full cash run-rate basis, as provided in each company’s 1Q 2026 earnings releases dated April 27, 2026 (AVB) and April 28, 2026 (EQR), respectively, prior to each company suspending forward FFO guidance in connection with the merger.

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01

Who We Are

We Set The Mark For What Home Can Be

Vivmark Vision

We will be the most trusted and best-performing rental housing company in America, one that only gets better as it grows with homes residents love, communities that improve people's lives, a company that consistently compounds shareholder value, and a workplace where talented people do their best work.

Vivmark Strategy

Make our scale and capabilities a performance edge, one that only gets stronger every year.

People who raise the bar.

Great people drive everything else, and our scale and capabilities let us attract, develop, and retain superior talent.

An operating edge that grows.

Technology, data analytics, centralized services and leading regional teams enhance the resident experience and position us as the most efficient operator in a fragmented market.

Development and investment expertise that amplifies growth.

We use our scale and unique capabilities to build, acquire, and actively manage a portfolio of the right homes in the right places, serving growing renter segments and fueling superior growth.

Financial strength and superior returns.

We allocate capital to opportunities with the highest risk-adjusted returns, utilizing our financial strength to act when others can’t.

The Vivmark Effect

Our people, scale, and capabilities create a self-reinforcing performance cycle that delivers structurally higher growth.

Superior operations generate greater NOI and enhanced investment returns. Development prowess further drives outsized external growth. That collective track record strengthens our portfolio and lowers our cost of capital. And that capital advantage funds the next cycle of development, investments and operational improvements, making the whole system stronger every year.

Vivmark Creates One of the Country's Leading Real Estate Companies

- Delivers earnings accretion to both AvalonBay and Equity Residential shareholders[1]
- Expands margins and enhances the resident experience
- Fortress balance sheet provides capital to deploy across multiple growth channels
- Expands investment opportunities and solidifies company as leading developer of new rental housing
- Superior internal and external growth enables further accretive investment

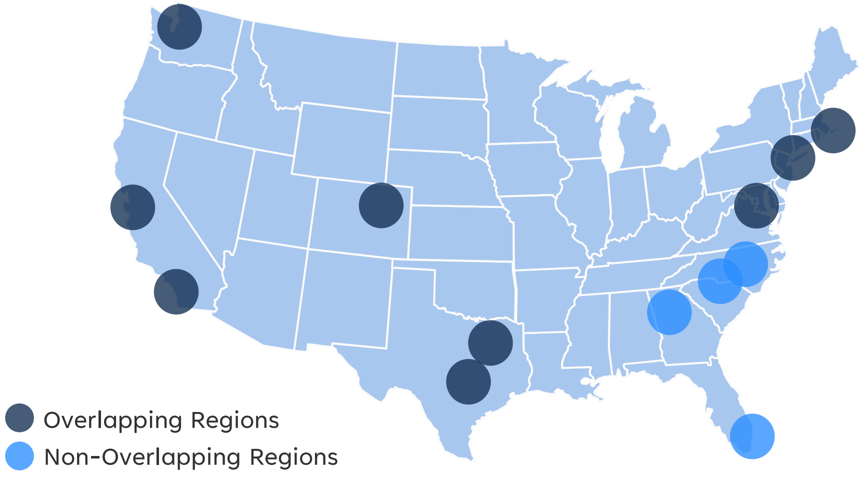
1 Based on the midpoint of AVB's and EQR's most recently issued full-year 2026 guidance prior to transaction announcement on a full cash run-rate basis, as provided in each company's 1Q 2026 earnings releases dated April 27, 2026 (AVB) and April 28, 2026 (EQR), respectively, prior to each company suspending forward FFO guidance in connection with the merger.

EQR and AVB Create Vivmark Residential (NYSE: VMRK)

Redefining Leadership in Rental Housing

	AvalonBay Communities +	Equity Residential =	V
Communities	322	312	**634**
Apartment Homes	~99,000	~85,000	**~184,000**
Dividends Paid 2Q26 annualized	$1.0B	$1.1B	**>$2.1B[1]**

Most Efficient Operator in a Very Fragmented Sector



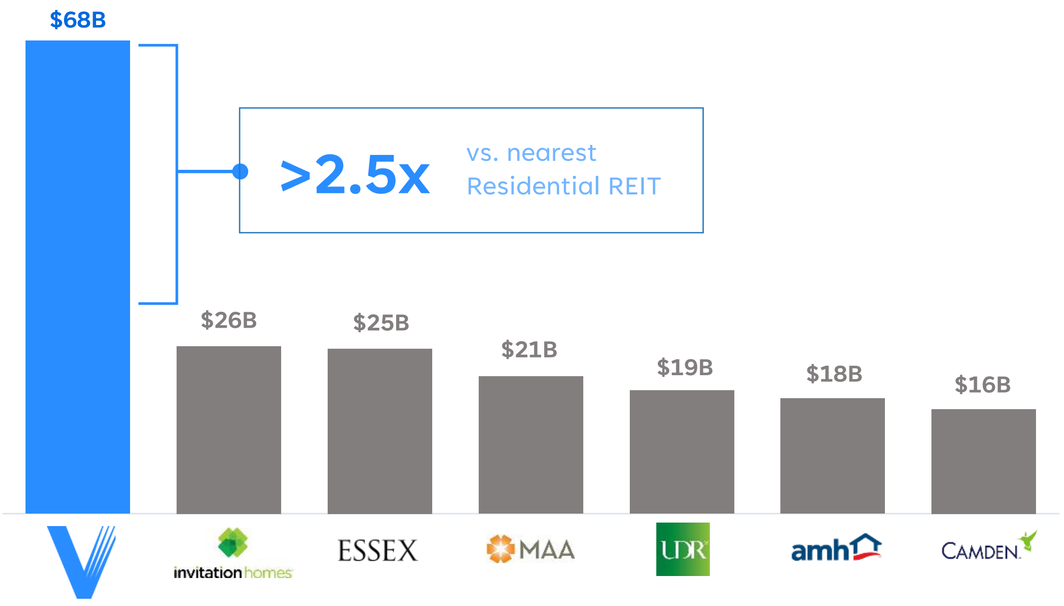
95%
Regional overlap as % of NOI
Meaningful Overlap to Drive Margin Expansion

~2%
Market share[2]
>180k Apartment Homes in our Markets Represent ~2% of Comparable Rental Stock

Source: Company filings, CoStar, Census ACS, Vivmark Market Research.
1 Initial annualized dividend is expected to be $2.81 per share, equivalent to EQR's current annualized dividend per share and higher than AVB's current dividend yield.
2 All 80+ unit institutional quality market rate rental communities plus an estimate of competitive, non-institutional quality market rate rental communities.

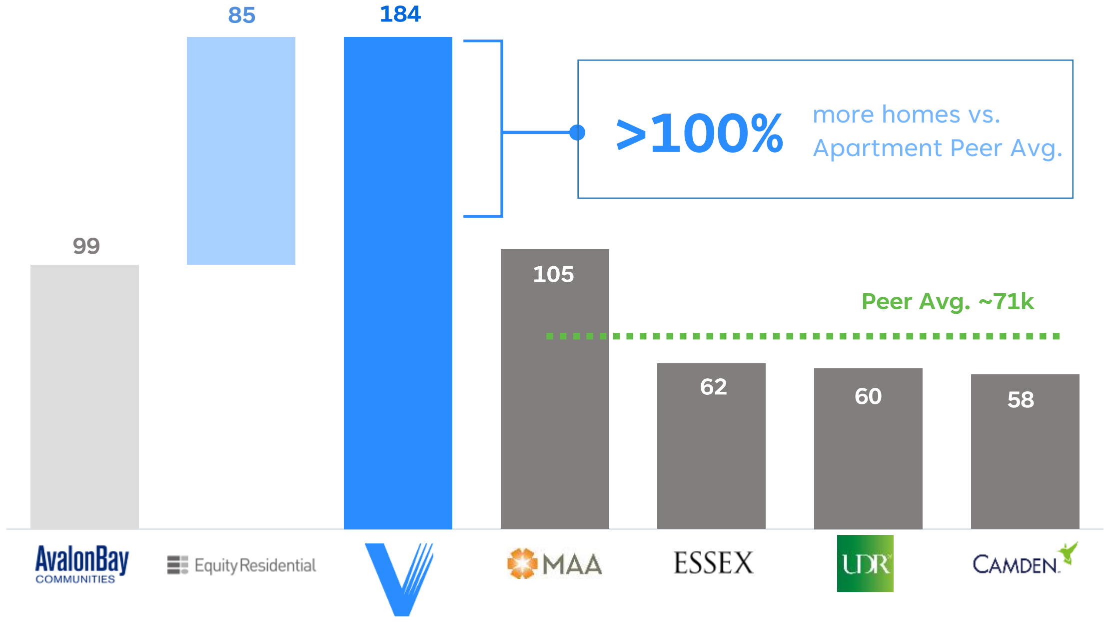
Redefining Leadership in Rental Housing

Residential REITs by Enterprise Value ($B)



Total Units (thousands)[1]

Apartment REITs



Source: Company filings as of 6/30/2026 and S&P Capital IQ as of 9/11/2026.
1 Includes homes under development and homes held in unconsolidated ventures at 100% share.

Operational Strength & Stability

One Company, One Team

- **New and fundamentally stronger company** with the people, scale and capabilities to redefine leadership in rental housing
- **Completed organizational redesign** to combine complementary capabilities and best position Vivmark for success, followed by disciplined talent assessments
- **All Vivmark officers now selected and in-place as part of broader leadership team,** with balance of leaders from two legacy organizations

Leadership

Benjamin Schall
Chief Executive Officer

Michael Manelis
Chief Operating Officer

Kevin O'Shea
Chief Financial Officer

Board & Governance

- 14 Trustees, 7 from each company
- Led by Equity Residential Trustee, Stephen Sterrett, as Chairman

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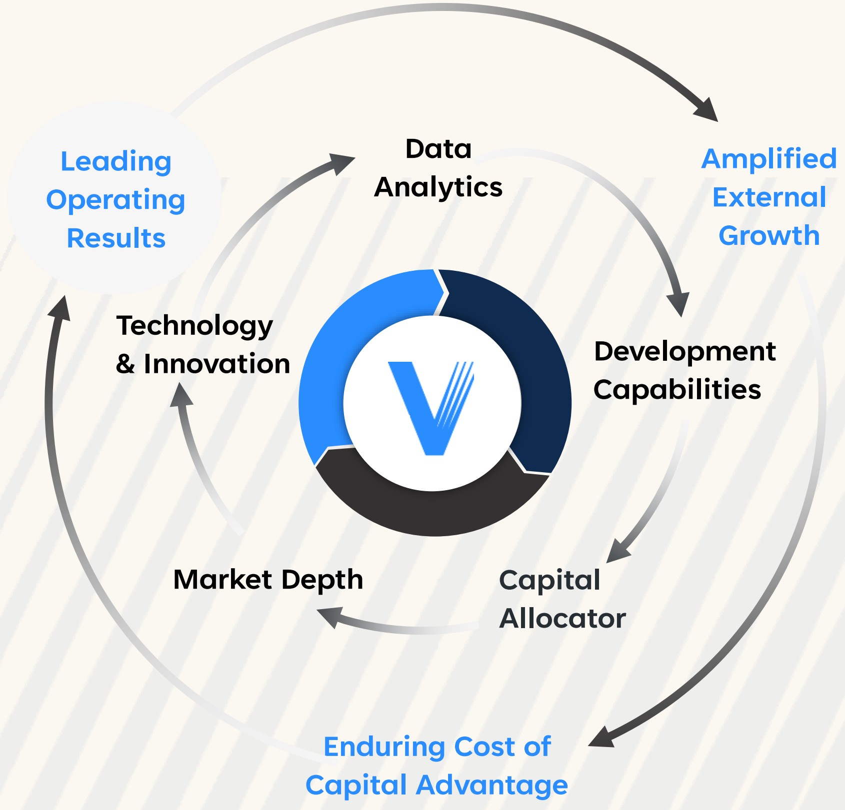
02

What We Are Building

The Vivmark Effect

Self-Reinforcing Performance Cycle That Delivers Structurally Higher Growth

Our Flywheel



Leading Operating Results

- **Tech-Enabled Efficiency:** Combined investments in AI, automation, and centralization, coupled with increased scale, drive margin expansion and enhance the resident experience
- **Data-Driven Insights:** Scale creates a rich data ecosystem providing enhanced analytics
- **Market Depth:** Further unlocks neighborhood-based operations and centralized services

Amplified External Growth

- **Embedded Growth:** Combined ~$4.4 billion development underway (~11,100 apartments)
- **Proven Growth Engine:** Expanded pipeline of accretive development opportunities, regional expertise extended across 15+ markets
- **Community Impact:** Each new development provides needed housing, local jobs, and expands the property tax base for essential public services and infrastructure

Enduring Cost of Capital Advantage

- **Fortress Balance Sheet:** Dual A3/A credit ratings and robust cash flow profile provide superior capital markets access and flexibility to pursue accretive investment opportunities
- **Self-Funded Growth:** Enhanced self-funding capacity (>$2B/yr), amplifies earnings growth and value creation for shareholders
- **Strategic Deployment:** Disciplined capital allocation to highest risk-adjusted returns – spanning development, acquisitions, portfolio transactions and other strategic investments

Enhanced Operating Neighborhoods

An Operating Edge That Grows

San Diego

Case Study: Market Depth

AVB   EQR   VMRK Dev Start

Regional Market Depth & Neighborhood Operating Model

Lower Drive Times
Increased labor efficiency

Expand Span of Control
Enhanced org design

Local Economies of Scale
Insourcing/vendor purchasing, marketing

Improved Profitability on New Investments

- Case Study: AVA Hillcrest
- Legacy AVB Development Right
- Projected Total Capital Cost $135M | 270 Homes
- New operating neighborhood enables further operating expense benefits, driving higher projected stabilized yield

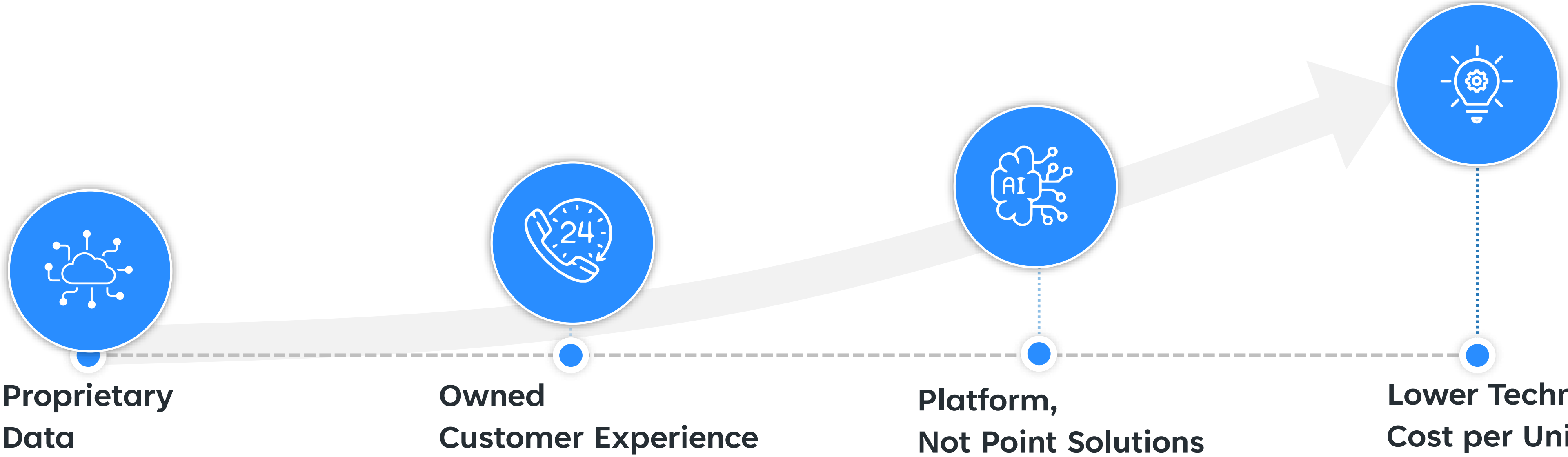
Scale Enables Technology Advantages

An Operating Edge That Grows

1. **Harness size and scale**
   to adopt and deploy emerging technology more quickly and efficiently across our operations

2. **Increased capacity to invest**
   in emerging technologies that will improve operating performance while also achieving an attractive return on investment

3. **Direct resident benefits**
   via faster response times, better digital tools, and more consistent service



Expanded Data Sets to Optimize Operating & Investment Outcomes

An Operating Edge That Grows

Combined Company Data Infrastructure

Lease Transactions

>4,000,000

Data Points

Service Requests

>9,000,000

Data Points

Customer Insights

>60,000,000

Data Points

Internal & External Growth Benefits

Operational Outcomes

- Larger proprietary data set to optimize new move-in pricing and lease renewals
- Improved AI-powered demand forecasting
- Predictive analytics reduces operating expenses and capital expenditures

Investment Outcomes

- Provides proprietary portfolio and capital allocation insights to inform investment decisions
- Incorporate customer preferences and performance insights into next generation development product

Source: Internal company reports.

Leading Development Capabilities

Development and Investment Expertise That Amplifies Growth

Development Underway[1]

Built-in Earnings Growth & Value Creation

~$4.4B
Projected Total Capital Cost

~11,100
Homes Under Construction

Development Rights Pipeline[2]

Pathway to Meaningful Ramp in Future Development Starts

~$4.2B
Projected Total Capital Cost

~9,900
Future Apartment Homes

~50% of Projects Include Affordable & Mixed-Income Components

- Well-positioned to grow Development Underway to increase contribution to combined company FFO per share growth
- Larger pipeline should allow for increased efficiency, leading to stronger returns
- Improved operating margins allow for more development to underwrite favorably
- Expand Structured Investment Program (SIP), deploying capital into new markets and leveraging broader market knowledge

Source: Internal company reports.
1 Development underway represents the projected Total Capital Cost of Development currently under construction or in lease-up, that had not achieved Stabilized Operations during the entire three-month period ended June 2026.
2 Owned and controlled future development, primarily via option contracts, representing the Company's combined pipeline of future development opportunities that have not yet commenced construction.

Leading Capital Allocator

Combination of Fortress Balance Sheets

Credit Ratings
Moody's | S&P

A3 | A

Liquidity[1]

>$4B

>$2B

of cash flow and annual leverage neutral self-funding capacity[2] accelerates new investments & expands opportunities

>$2B

combined common dividends expected in 2026

Early Evidence of Success

August 4, 2026: EQR $1.0B dual-tranche bond offering

- $600M unsecured notes due 2031
- $400M unsecured notes due 2036

August 17, 2026: Merger close

- 88 days post-announcement

August 18, 2026: S&P upgrades VMRK Credit Rating to "A"

- *"The combined company will benefit from materially larger scale and operating efficiencies while maintaining a conservative financial policy." – S&P Global Ratings*

Source: Company filings.
1 Represents available capacity under the Company's unsecured revolving credit facilities, net of commercial paper borrowings of $815M as of 9/11/26.
2 Annual leverage neutral self-funding capacity is comprised of combined retained cashflow after dividends and maintenance capital expenditures, asset sale capacity reflecting estimated annual combined disposition capacity, and an application of the designated leverage multiple to the projected year-over-year increase in EBITDAre.

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03

Roadmap for Success

True Merger Of Equals Creates Upfront Value

Projected Value Creation

Net Value Created	**$ 1.25B +**	→ **STARTING POINT FOR FUTURE VALUE CREATION**
(+) Value Creation from Synergies	**~$ 2.0B**	• $125M of net annual run rate operating synergies multiplied by Equity Residential's forward FFO multiple at announcement (~16x[1])
(-) Total Transaction Costs	**< $ 750M**	• Low end of typical range for deals of comparable size (1%-2% of Combined Enterprise Value, ~$70B), trending favorably to initial underwriting
(-) Premium Paid	*N/A*	• No premium, all-stock merger of equals

Source: Internal company reports, S&P Capital IQ
For additional details, see the definitive proxy statement/prospectus filed by Equity Residential with the SEC on July 13, 2026.
1 Represents EQR's closing price of $66.28 and the midpoint of EQR's most recently issued full-year 2026 Normalized FFO guidance ($4.08), as provided in EQR's 1Q 2026 earnings release dated April 28, 2026, prior to each company suspending forward FFO guidance in connection with the pending merger.

Creating One of the Most Efficient Operators in the Industry

Synergies Expected to be Fully In-place by the End of 18 Months

Category	Estimated Impact Annual ($M)	Commentary
Corporate Overhead	$50	• Duplicative public company costs, payroll, and other administrative expense savings
Property Management Overhead	$65	
Portfolio NOI	$60	• ~80% from expenses, with savings identified across redundant categories • ~20% from revenues, driven by underwritten roll-out of specific other income initiatives
Gross Synergies	**$175M**	
Real Estate Tax Reassessments	($50)	• Real estate tax reassessments; primarily Prop 13 tax resets on AVB California communities
Run-Rate Annual Net Operating Synergies	**$125M**	• **Goal of 85% achievement by YE2027** • **Expect 100% of synergies in-place 18 Months post-close**

Additional Opportunities

OPERATIONAL EFFICIENCIES:

- Combined investments in AI, automation, and centralized services, coupled with increased portfolio scale, to drive margin expansion and enhance the resident experience
- Further unlocks neighborhood-based operations and centralized services, reducing cost to serve customers

CAPITAL DEPLOYMENT:

- Currently ~$4.4 billion under construction (~11,100 apartments) across 33 communities and substantial development rights pipeline to support incremental growth beyond current pipeline

COST OF CAPITAL:

- Dual A3/A credit ratings and robust cash flow provide flexibility to pursue accretive investment opportunities

What Success Looks Like

Redefining Rental Housing Leadership

Integration Excellence

YEAR 1

- Seamless Day 1 - No disruption to operations or resident experience
- Meaningful progress on synergies
- Combined leadership team operating as one

Platform Acceleration

YEARS 2-3

- Combined operating model delivering margin expansion
- Annual development start volume meaningfully scaled
- Technology and AI advantages compounding

Market Leadership

YEARS 3+

- Providing superior rental housing solutions and customer service
- Expanding housing supply
- Superior earnings growth and TSR performance
- Absolute and relative multiple expansion

Definitions and Reconciliations of Non-GAAP Financial Measures and Other Terms

Credit ratings, as provided in this presentation, may not reflect the potential impact of risks relating to the structure or trading of the Company's securities and are provided solely for informational purposes. Credit ratings are not recommendations to buy, sell or hold any security, and may be revised or withdrawn at any time by the issuing organization in its sole discretion. The Company does not undertake any obligation to maintain the ratings or to advise of any change in ratings. Each agency's rating should be evaluated independently of any other agency's rating. An explanation of the significance of the ratings may be obtained from each of the rating agencies.

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

Funds From Operations ("FFO") is defined by The National Association of Real Estate Investment Trusts ("Nareit" - December 2018 White Paper) as net income (computed in accordance with GAAP), excluding gains or losses from sales and impairment write-downs of depreciable real estate and land when connected to the main business of a REIT, impairment write-downs of investments in entities when the impairment is directly attributable to decreases in the value of depreciable real estate held by the entity and depreciation and amortization related to real estate. Adjustments for partially owned consolidated and unconsolidated partnerships and joint ventures are calculated to reflect FFO on the same basis. Expected FFO per share is calculated on a basis consistent with actual FFO per share and is considered an appropriate supplemental measure of expected operating performance when compared to expected EPS.

The Company believes that FFO is helpful to investors as supplemental measures of the operating performance of a real estate company, because they are recognized measures of performance by the real estate industry and by excluding gains or losses from sales and impairment write-downs of depreciable real estate and excluding depreciation related to real estate (which can vary among owners of identical assets in similar condition based on historical cost accounting and useful life estimates), FFO can help compare the operating performance of a company's real estate between periods or as compared to different companies.

Definitions and Reconciliations of Non-GAAP Financial Measures and Other Terms

Net Operating Income ("NOI") is the Company's primary financial measure for evaluating each of its apartment properties. NOI is defined as rental income less direct property operating expenses (including real estate taxes and insurance). The Company believes that NOI is helpful to investors as a supplemental measure of its operating performance because it is a direct measure of the actual operating results of the Company's apartment properties. NOI does not include an allocation of property management expenses either in the current or comparable periods. Rental income for all leases and operating expense for ground leases (for both same store and non-same store properties) are reflected on a straight-line basis in accordance with GAAP for the current and comparable periods.

Physical Occupancy represents the weighted average occupied apartment units for the reporting period divided by the average of total apartment units available for rent for the reporting period.

Projected NOI, as used for certain Development communities, represents management's estimate, of projected stabilized rental revenue minus projected stabilized operating expenses. For Development communities, Projected NOI is calculated based on the first twelve months of Stabilized Operations following the completion of construction. Projected stabilized rental revenue represents management's estimate, adjusted for projected stabilized concessions, plus projected stabilized other rental revenue. Projected stabilized operating expenses do not include interest, income taxes (if any), depreciation or amortization, or any allocation of corporate-level property management overhead or general and administrative costs. In addition, projected stabilized operating expenses for Development communities do not include property management fee expense. Management's rental revenue estimate based on leased rents for occupied homes and management's best estimate of rental levels for homes which are currently unleased, as well as those homes which will become available for lease during the twelve-month forward period used to develop Projected NOI. The weighted average Projected NOI as a percentage of Total Capital Cost is weighted based on the Company's share of the Total Capital Cost of each community, based on its percentage ownership. Management believes that Projected NOI of the Development communities, on an aggregated weighted average basis, assists investors in understanding management's estimate of the likely impact on operations of the Development communities when the assets are complete and achieve stabilized occupancy (before allocation of any corporate-level property management overhead, general and administrative costs or interest expense). However, the Company has not given a projection of NOI on a company-wide basis. Given the different dates and fiscal years for which NOI is projected for these communities, the projected allocation of corporate-level property management overhead, general and administrative costs and interest expense to communities under development is complex, impractical to develop, and may not be meaningful. Projected NOI of these communities is not a projection of the Company's overall financial performance or cash flow. There can be no assurance that the communities under development will achieve the Projected NOI as described.

Definitions and Reconciliations of Non-GAAP Financial Measures and Other Terms

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

Same Store represents combined legacy AvalonBay (AVB) and legacy Equity Residential (EQR) full year 2026 Same Store pools, as contemplated in each company's Full Year 2026 Same Store Outlooks provided July 22, 2026.

Stabilized Operations is defined as operations of a community that occur after the earlier of (i) attainment of 90% physical occupancy or (ii) the one-year anniversary of completion of development or redevelopment.

Structured Investment Program ("SIP") is the Company's investments platform that provides mezzanine loans or preferred equity to third party multifamily developers.

Total Capital Cost includes all capitalized costs projected to be or actually incurred to develop the respective Development or Redevelopment community, including land acquisition costs, construction costs, real estate taxes, capitalized interest and loan fees, permits, professional fees, allocated development overhead and other regulatory fees and a contingency estimate, offset by proceeds from the sale of any associated land or improvements, all as determined in accordance with GAAP. Total Capital Cost also includes costs incurred related to first generation commercial tenants, such as tenant improvements and leasing commissions.