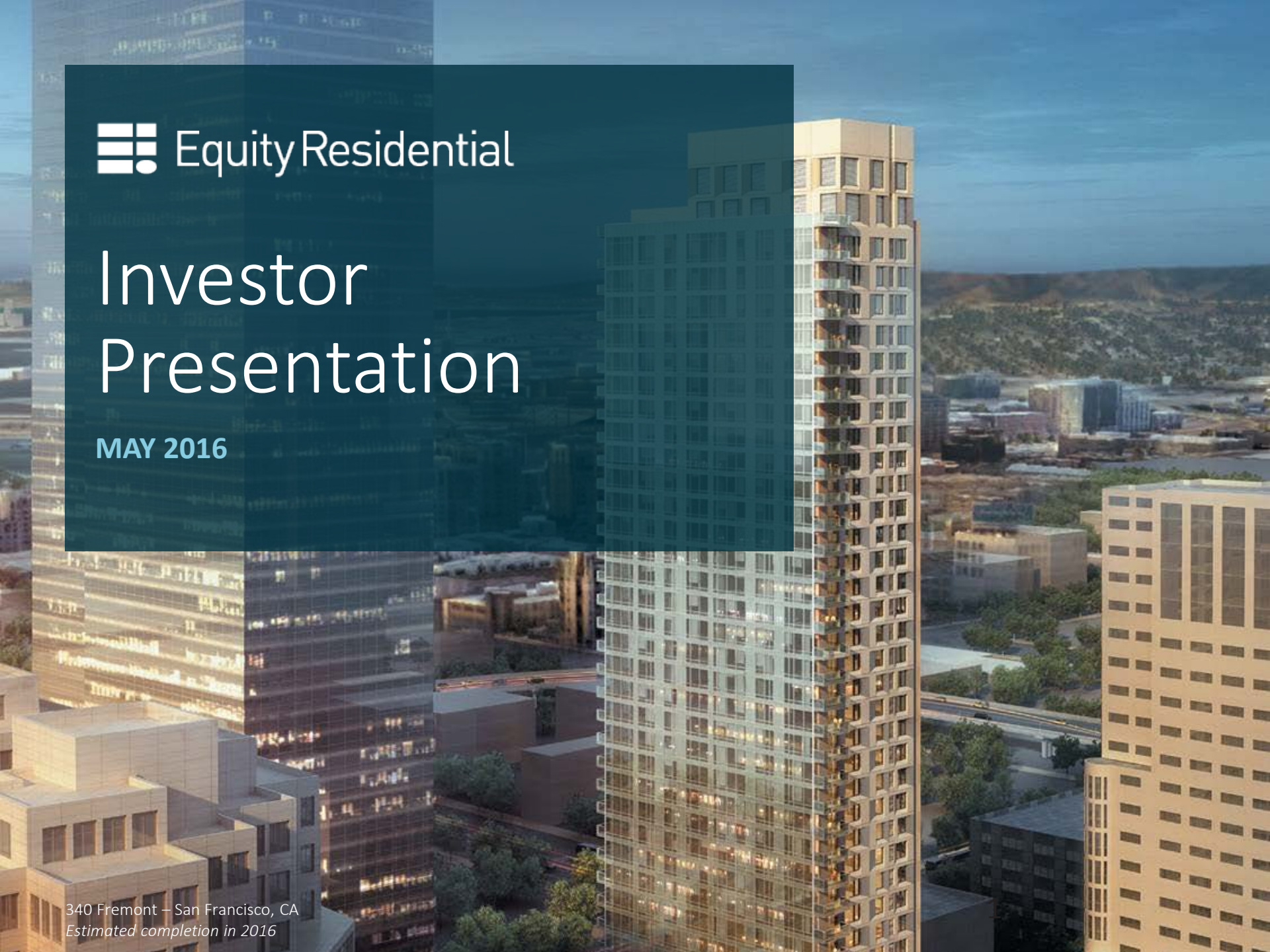
Equity Residential

Investor Presentation

MAY 2016



340 Fremont – San Francisco, CA
Estimated completion in 2016

Americans Are Renting at Historic Levels

Equity Residential

REUTERS

June 23, 2015

Baby Boomers Will drive Demand for Apartments, U.S. Fed Study Shows

The New York Times

June 24, 2015

More Americans Are Renting, and Paying More, as Homeownership Falls

Forbes

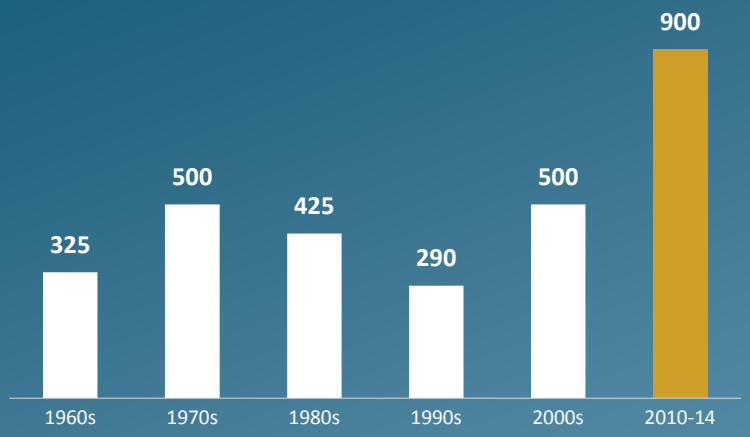
December 9, 2015

The Number Of Renters Is Exploding And It's Not Because Of Millennials

By the Numbers

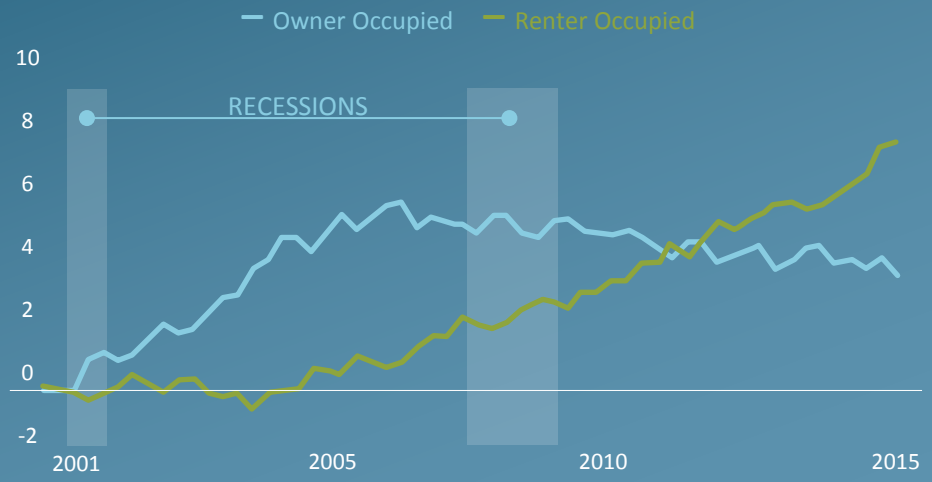
Average Annual Change In Renter Households*

(in thousands)



Change in Number of U.S. households Since End Of 2020**

(In Millions)



*Sources: JCHS tabulations of US Census Bureau, Housing Vacancy Surveys.
**Source: US Census Bureau

Urban Living is on the Rise

Reurbanization Driving Rental Demand In Major Metros

Equity Residential

Institutional Investor

January 27, 2016

Real Estate Investors Ride the Reurbanization Trend

THE WALL STREET JOURNAL.

April 21, 2015

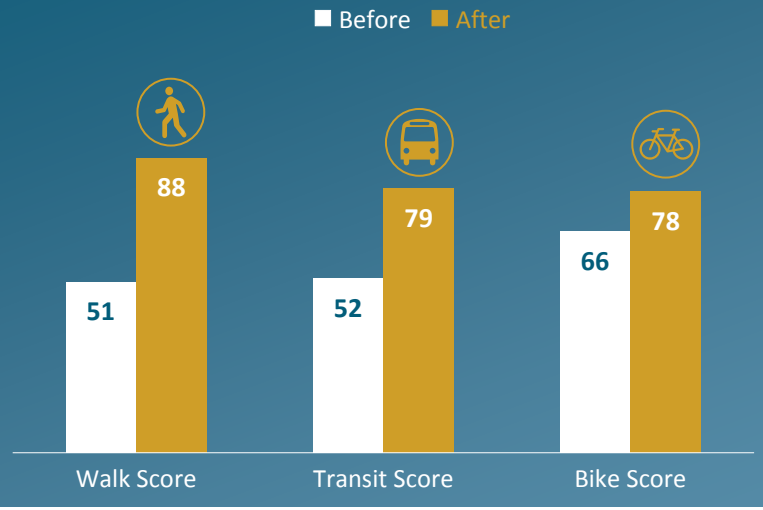
Companies Trade Suburbs for City Life

Locations deemed 'walkable' appreciate more than those that are car-dependent

By the Numbers

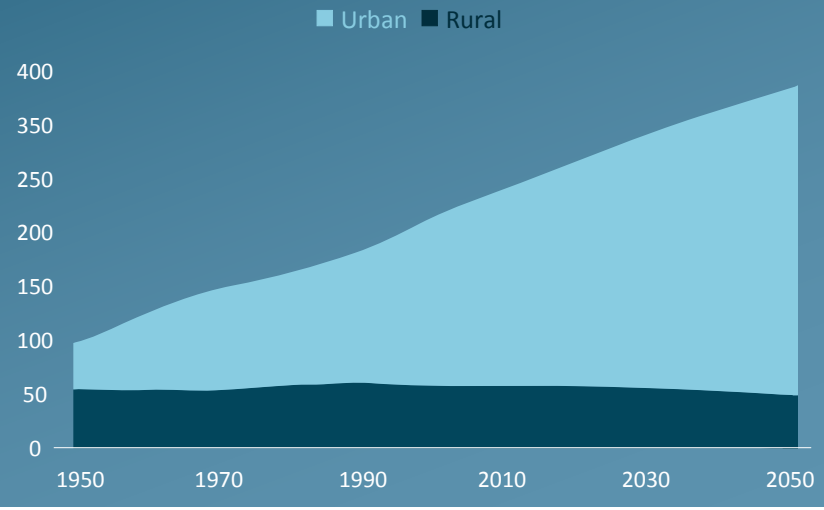
Corporations Looking for Urban Convenience*

(Before and After a Corporate Move)



U.S. Urban Population Continues to Expand**

(Population in thousands)



*Source: Study from Smart Growth America and Cushman & Wakefield

**Source: United Nations

EQR: Capitalizing on Industry Trends

Equity Residential

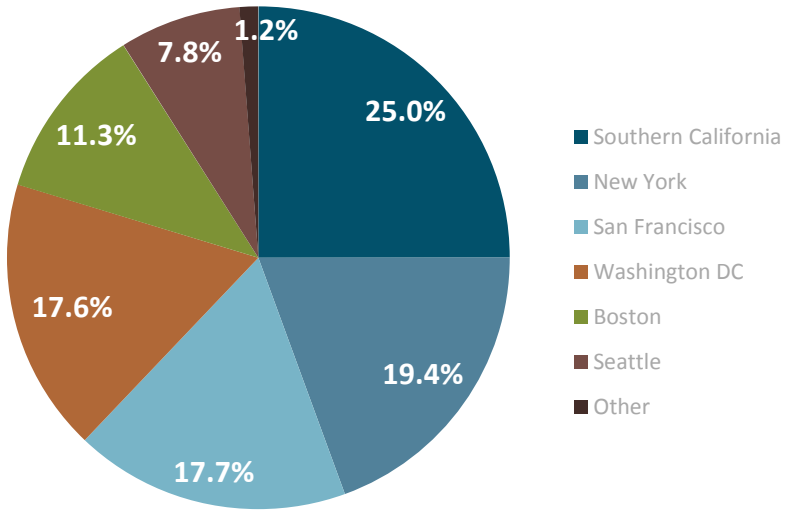
Proven Leader in Apartment Investing	▪ Founded by Sam Zell ▪ Over 100 years of combined operating experience ▪ State-of-the-art operating platform
Attractive Portfolio in High Value Markets	▪ Portfolio positioned to take advantage of reurbanization trend in high growth markets ▪ Excellent growth in asset value ▪ Compelling industry fundamentals support long-term growth
Disciplined Capital Allocation Strategy	▪ Strong asset utilization and attractive cash flows ▪ Proven track record of opportunistic acquisitions, timely dispositions and focused development ▪ Consistent return to shareholders through regular quarterly dividends and capital appreciation
Balance Sheet Strength	▪ Conservative balance sheet and superior liquidity through access to multiple sources of financing ▪ Strong credit ratings and debt metrics with little debt maturing in next two years

WELL-POSITIONED TO CREATE LONG-TERM SHAREHOLDER VALUE

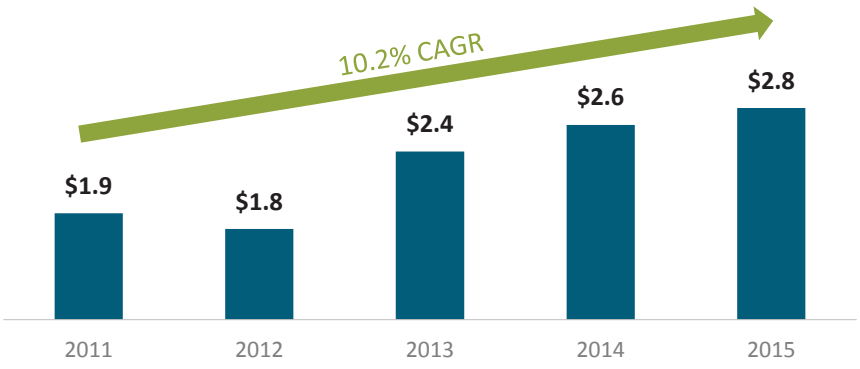
Equity Residential Overview

- Focused on the acquisition, development and management of high-quality rental apartment properties in top U.S. growth markets
- Portfolio of 315 properties consisting of 83,551 rental apartment units with a net asset value of more than $35 billion
  - » Properties are 96% occupied
- Over 3,900 apartment units under development at a total cost of approximately $1.97 billion

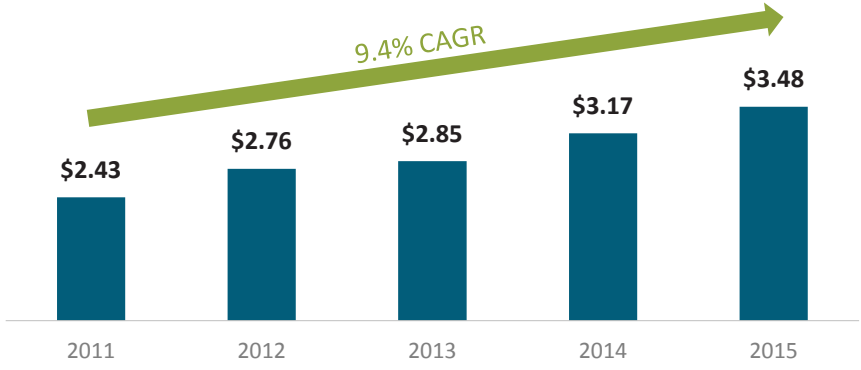
Markets as a % of Stabilized NOI



Revenue
(in billions)



Normalized Funds from Operations
(Per Share)



Proven Strategy

Equity Residential

Constructing our Portfolio

- High costs of homeownership;
- Barriers to new apartment supply in the form of land constraints and government restrictions;
- Substantial job growth and household formations; and
- Attractive lifestyle for residents to live, work and play

Managing our Portfolio

- Opportunistic acquisitions and divestitures
- Timely development of new projects

Maintaining efficient operations

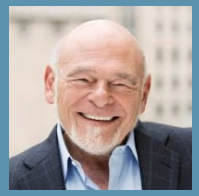
- State-of-the-art operating platform

SEEK TO ACQUIRE AND BUILD APARTMENT PROPERTIES THAT GIVE US THE HIGHEST RISK-ADJUSTED TOTAL RETURNS

Experienced Leadership Team

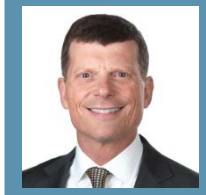
Equity Residential

Sam Zell
Founder & Chairman



- Founder and Chairman since initial public offering in 1993
- Over 45 years of experience as a chairman, director, and executive of companies in various industries around the world
- Recognized founder of the modern REIT industry

David Neithercut
President & CEO



- Senior leader within the company since 1995
  - CEO since 2006
  - CFO from 1995-2004
- Director of General Growth Properties, Inc.
- Member of the Executive Board of the National Association of Real Estate Investment Trusts (NAREIT)

Mark Parrell
CFO



- Senior leader within the company since 1999
  - CFO since 2007
- Chair of the Finance Committee of NMHC and is a member of ULI
- Director of Brookdale Senior Living Inc.

Barry Altshuler
EVP - Investments



Joined EQR: 1998

Alan George
EVP - CIO



Joined EQR: 1997

Alexander Brackenridge
EVP - Investments



Joined EQR: 1993

David Santee
EVP - COO



Joined EQR: 1996

OVER 100 YEARS OF COMBINED OPERATING EXPERIENCE

Attractive Industry Fundamentals

Equity Residential

- More than 8.3 million new households will be formed from 2015-2019
  - More than 2.4 million expected to end up in institutional-grade rental apartments
- 80 million Echo Boomers driving demand
  - More than 4 million young adults turning 25 every year through the end of the decade
  - Forming households and creating demand – 60% to 70% propensity to rent
- Job growth improving
  - Unemployment rate of the college educated is 2.6%
- Declining homeownership rate
- Homeownership not as economically or socially appealing

~8.3M

New households will be formed from 2015 – 2019

80M

Echo Boomers are driving housing demand

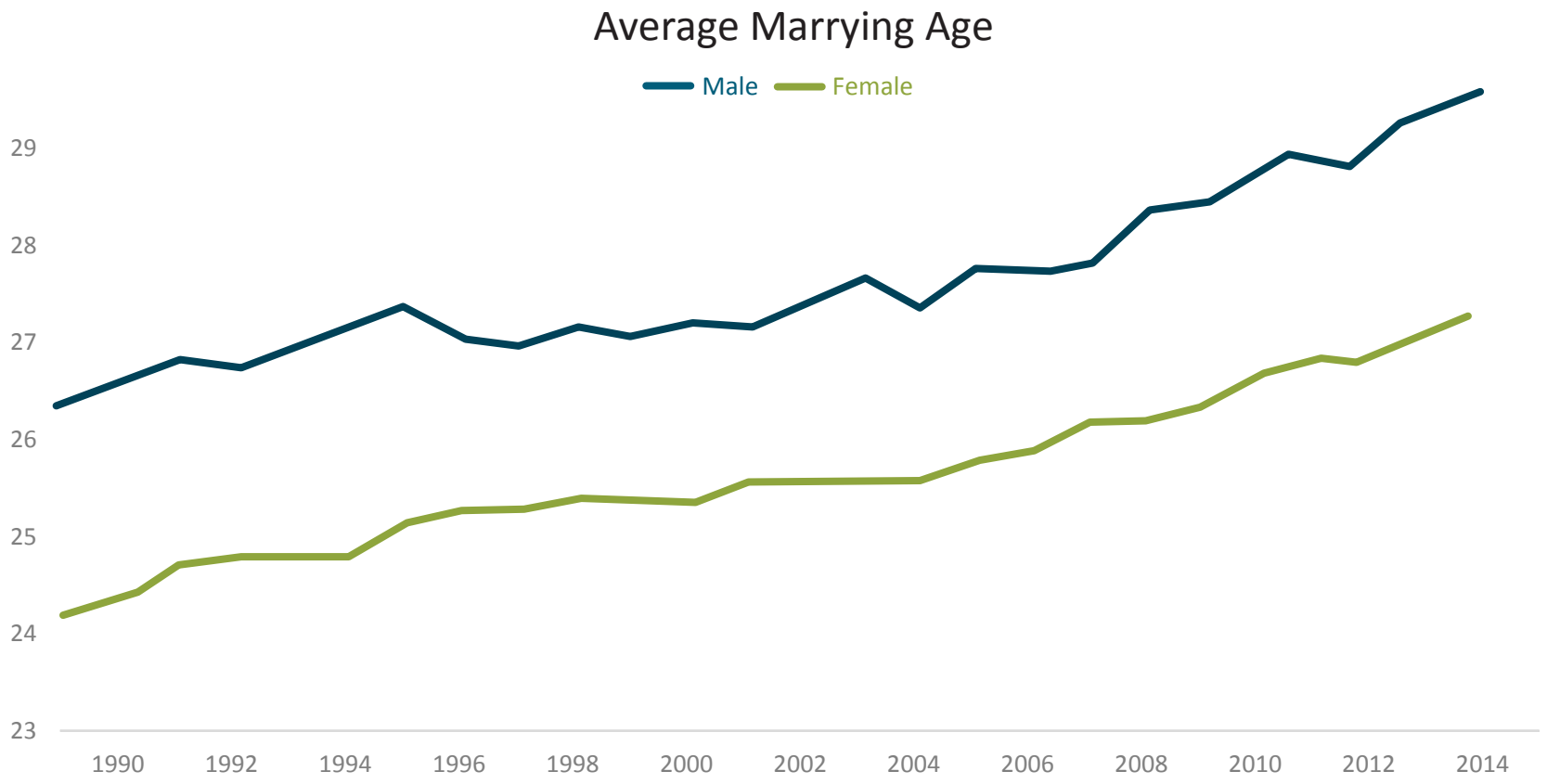
2.6%

Unemployment rate among college educated

Lifestyle Choices

Keeping People Renting Longer

Equity Residential



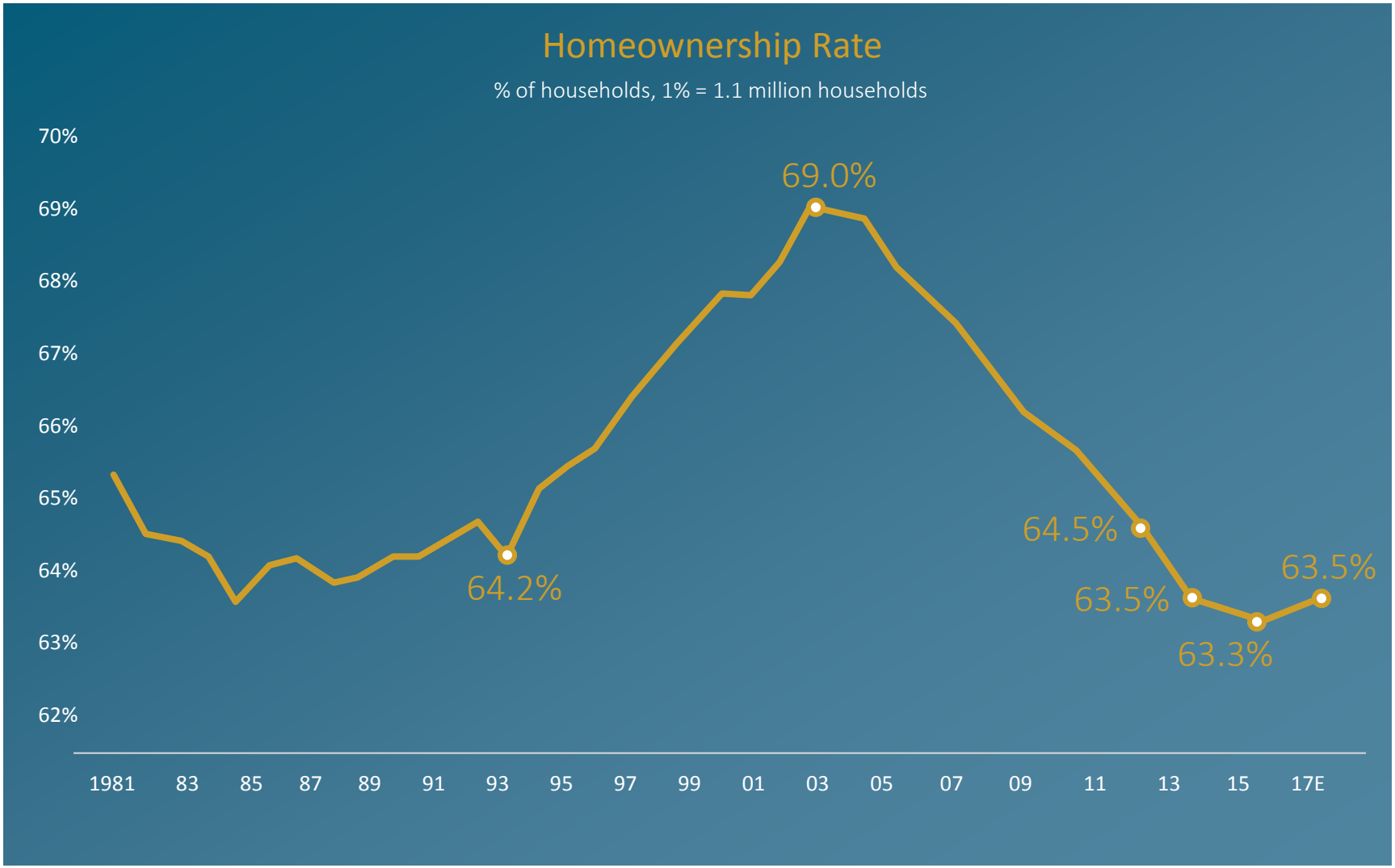
ABOUT HALF THE U.S. ADULT POPULATION IS SINGLE AND MORE LIKELY TO BE RENTERS

Source: Census, Rosen Consulting

Declining Homeownership

Translates Into More Renters

Equity Residential

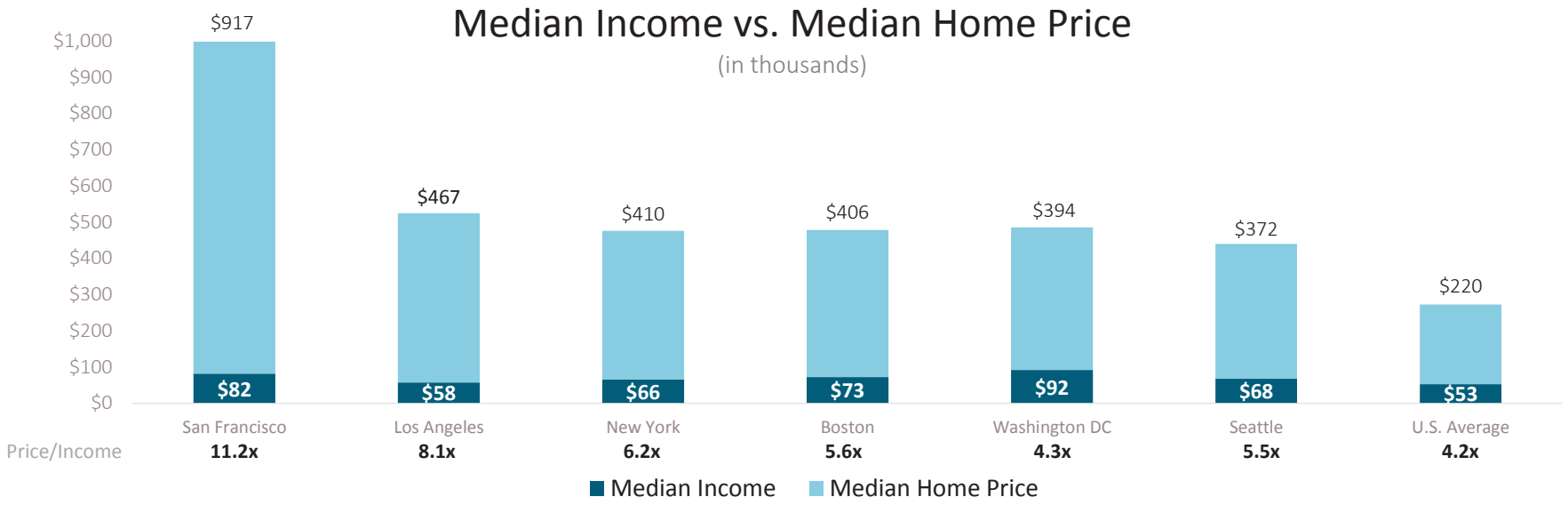


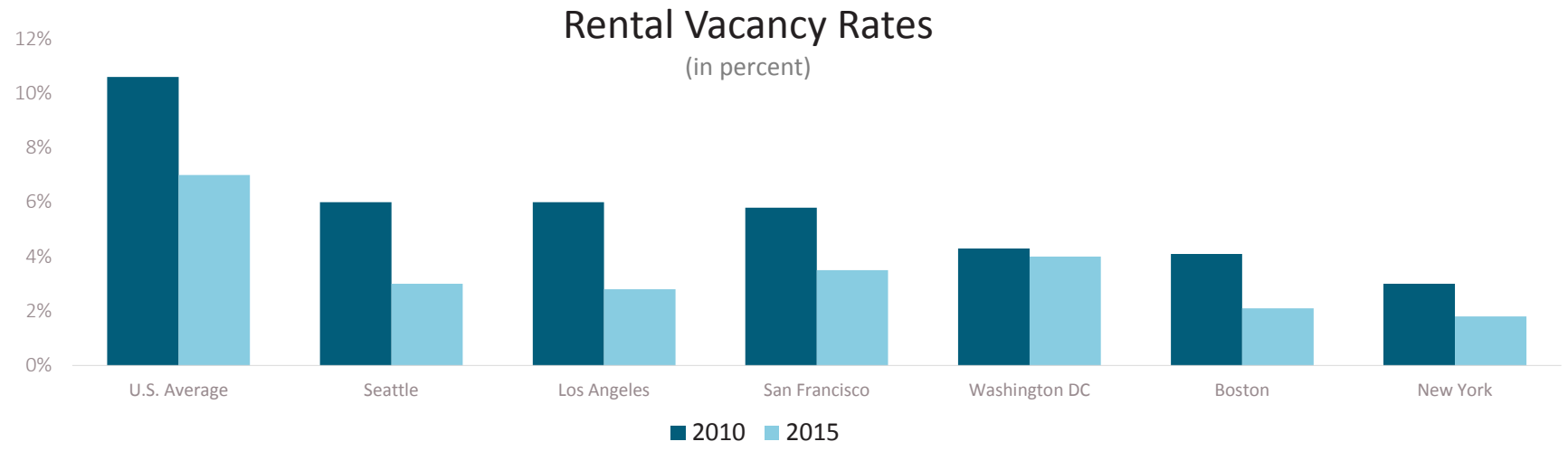
Sources: US Census Bureau, Moody's Analytics & EQR Market Research

EQR is Strategically Located

In Markets With Attractive Housing Dynamics

Equity Residential





Source: U.S. Census Data

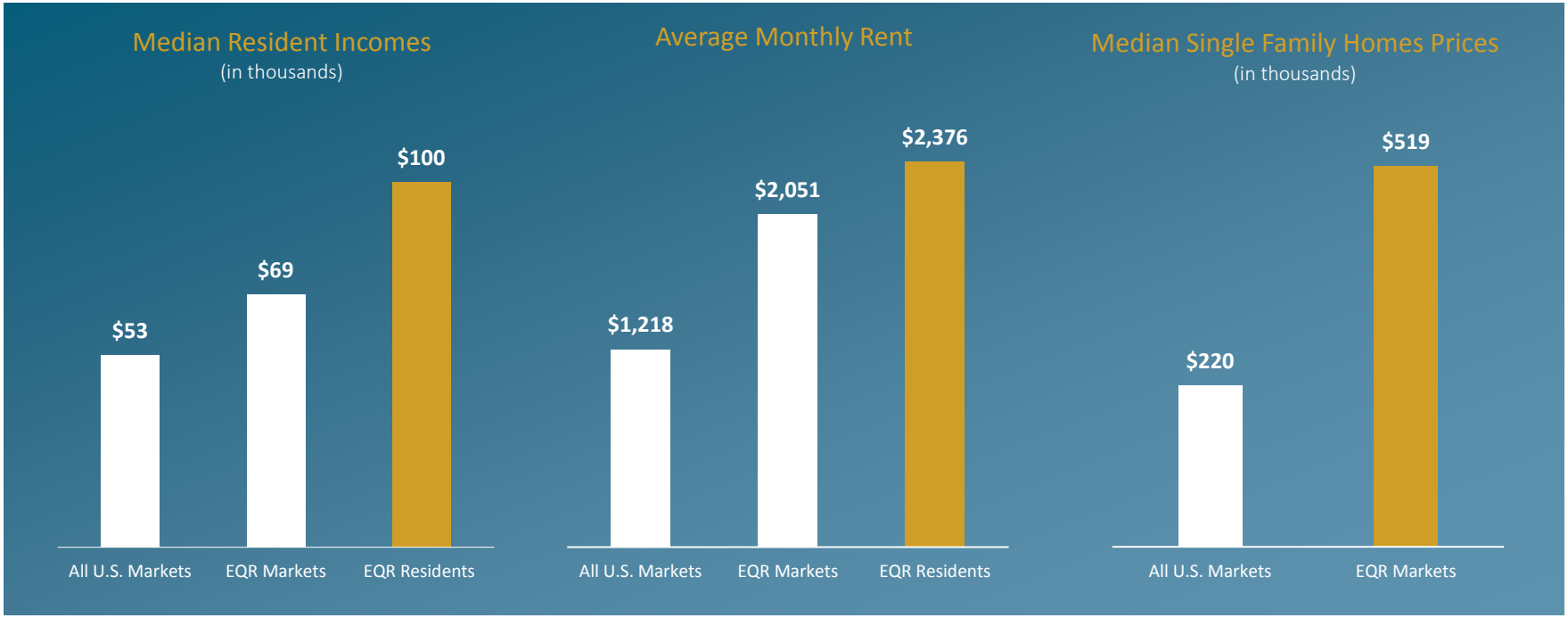
Compelling Underlying Fundamentals

Support Our Long-Term Growth Outlook

Equity Residential

EQR Core Markets Resident Profile:

20-34 year olds:	Median age:	Without children:	50+ year olds:
51%	34	78%	21%

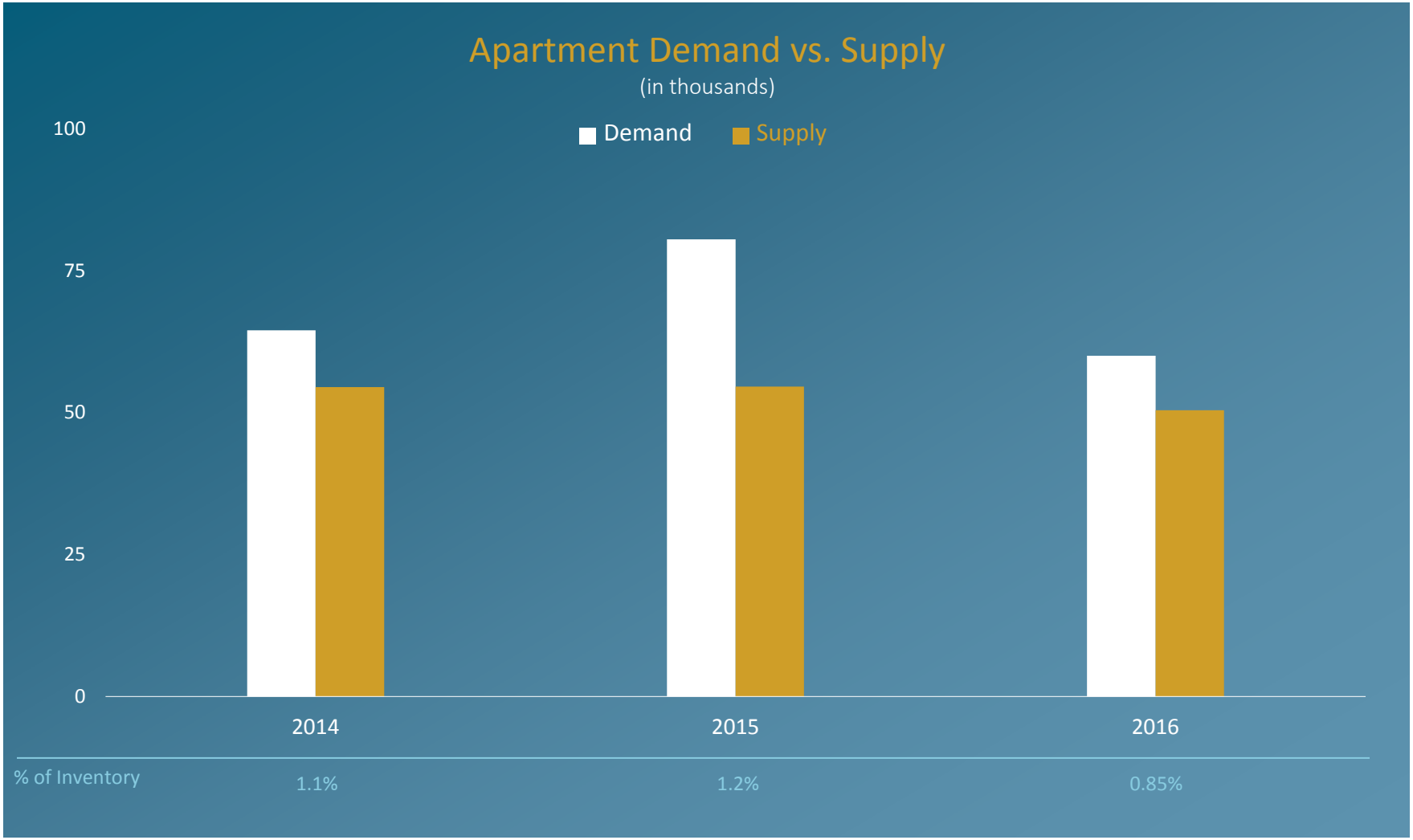


STRONG DEMOGRAPHICS FOR LONG-TERM INCOME GROWTH AND ASSET APPRECIATION

Source: U.S. Census and Company Data

Attractive Dynamics in EQR Markets

Equity Residential



EQR markets include Boston, New York, Washington DC, Southern California, San Francisco and Seattle
Source: Moody's Analytics, Green Street Advisors, MPF, EQR Research

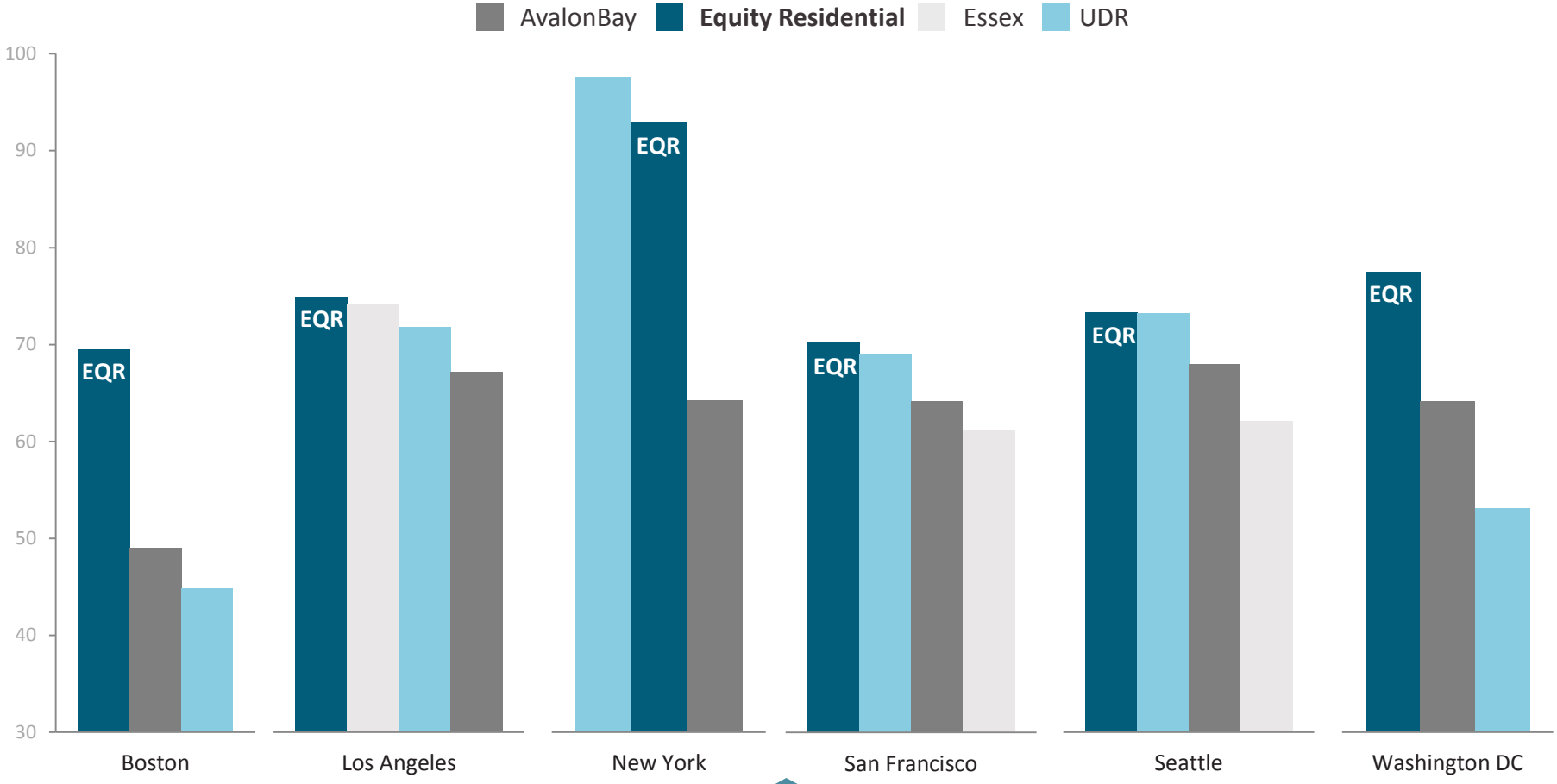
Prime Locations

Relative to Closest Competitors

Equity Residential

Average Walk Score by Market

(Relative ease of completing daily errands w/o a car on a 0-100 scale)

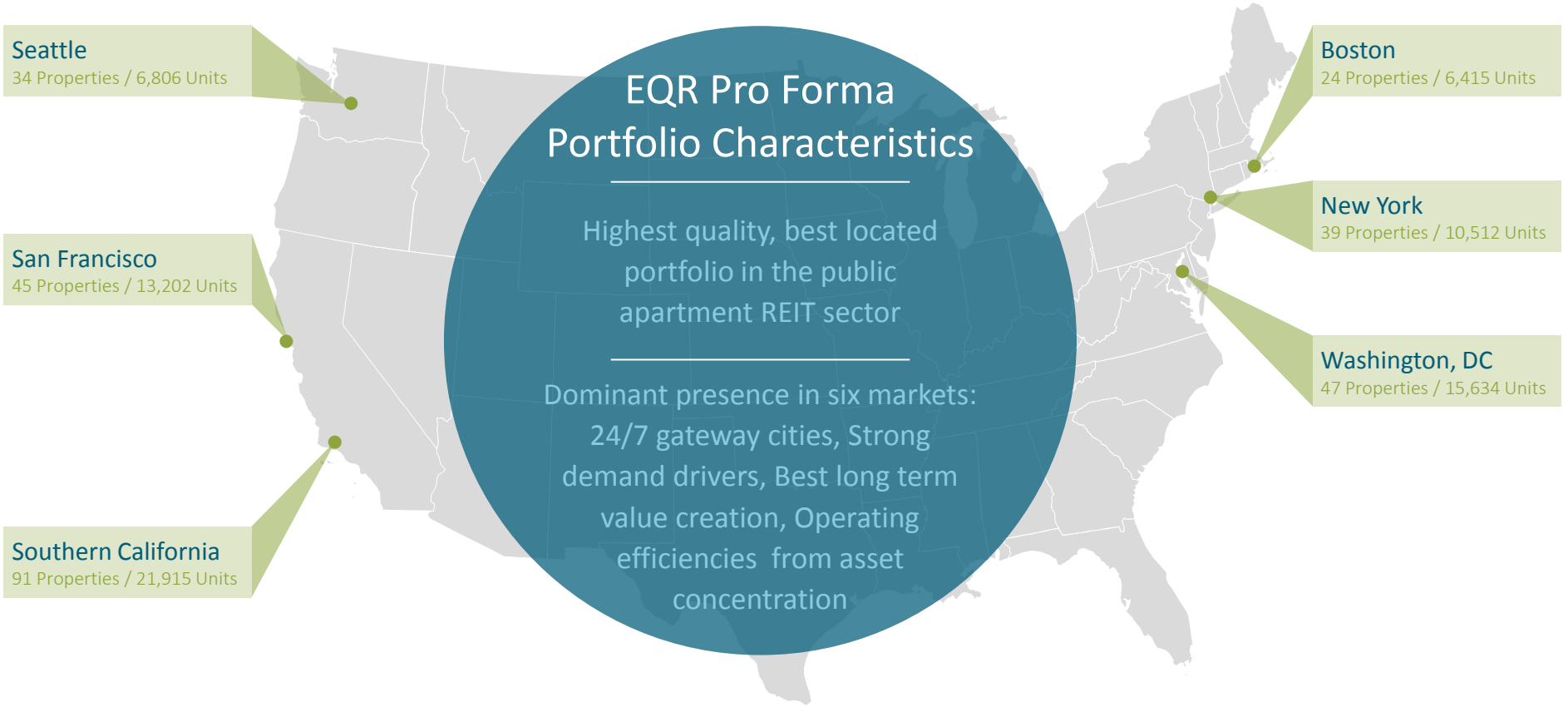


EQUITY RESIDENTIAL LOCATIONS ARE HIGHLY WALKABLE AND ADVANTAGEOUSLY POSITIONED COMPARED TO PEERS

Source: walkscore.com

A Foundation of Six Core Markets

Equity Residential



Strong Balance Sheet, Liquidity Position and Fixed Charge Coverage

Equity Residential

- Net debt to EBITDA ratio of 5.6x
- Durable cash flows
- Access to multiple sources of debt capital
  - » Unsecured bonds
  - » Secured loans
    - Life insurance company loans
    - Fannie Mae/Freddie Mac loans
  - » Unsecured bank borrowings
  - » Weighted average maturity of 9 years with minimal maturities due in 2016 & 2017
  - » 87% fixed rate; 13% floating rate
- Strong credit ratings
  - » Moody's: Baa1, placed on Positive Outlook
  - » S&P: A-

5.6x

Net debt to EBITDA

9 Yrs.

Average debt maturity

Baa1/A-

(Positive Outlook)

Moody's and S&P ratings

Compelling Absolute and Relative Returns

Equity Residential

Total Shareholder Return

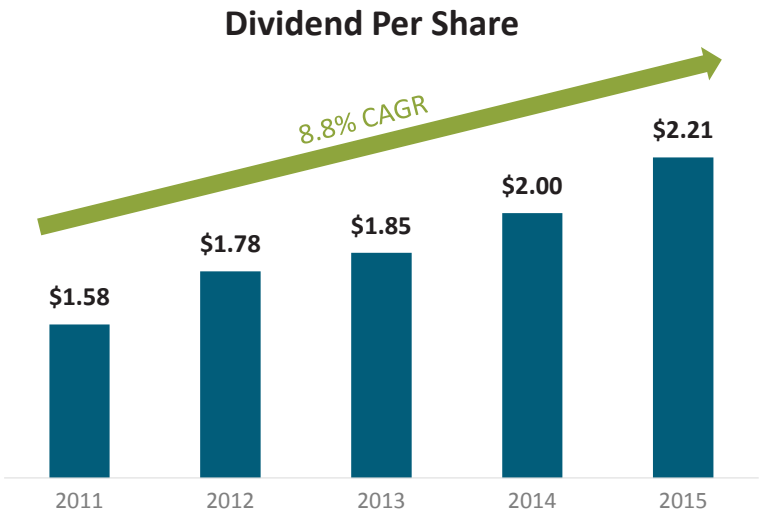
	1-Year	3-Year	5-Year
EQR	**8.0%**	**64.3%**	**75.8%**
S&P 500	1.0%	38.2%	73.0%
S&P 500 Financial Index	-4.5%	30.2%	51.3%
MSCI REIT Index	2.0%	31.4%	75.5%

TSR through 3/28/16

Net Asset Value Growth – CAGR

	5-Year	10-Year
EQR	**22.6%**	**8.5%**
Apartment REIT Avg.	20.4%	6.7%

Source: Green Street Advisors



- Dividend yield of ~3%
- Special dividends in 2016:
  - $8/share in 2Q16
  - Additional $2-4/share in 2H16

2016 Guidance

Equity Residential

	2016
Normalized FFO	$3.05 - $3.15 per share
Same Store Net Operating Income Growth	5.0% - 6.0%
Annual Dividend	$2.015 per share

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WELL-POSITIONED TO CREATE LONG-TERM SHAREHOLDER VALUE

Thank You

Equity Residential



170 Amsterdam – New York, NY
Expected to receive LEED Certification