Equity Residential

GRESB Sector Leader 2016

Equity Residential Named
2016 Global Residential Listed
Sector Leader in Sustainability

Fall 2016 Investor Update

NOVEMBER 2016

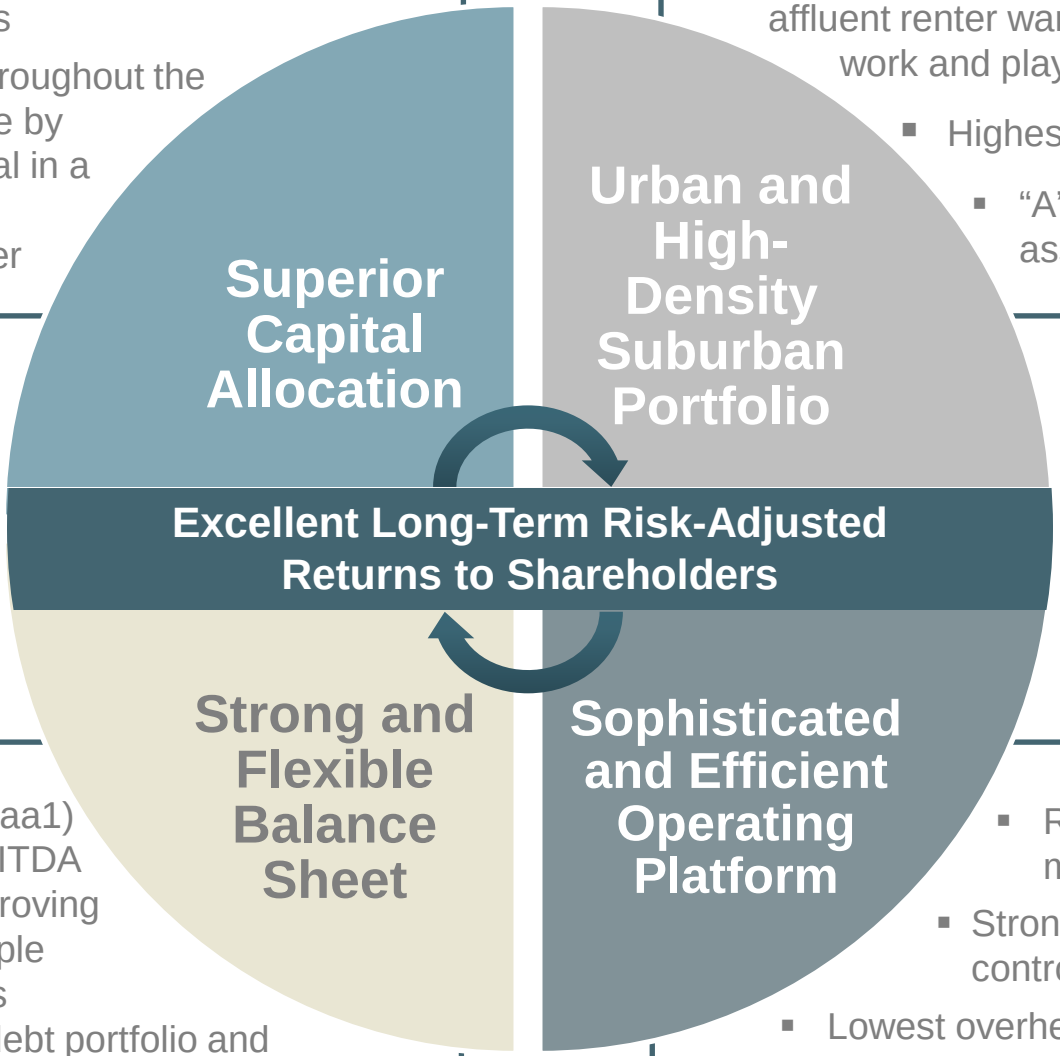


Junction 47 – Seattle, WA

The Equity Difference: Long-Term Outperformance

- Buy, build and sell apartments at opportune times
- Create value throughout the real estate cycle by allocating capital in a superior risk-adjusted manner

- Coastal markets where today's affluent renter wants to live, work and play
  - Highest Walk Scores
    - "A" and "B" quality assets



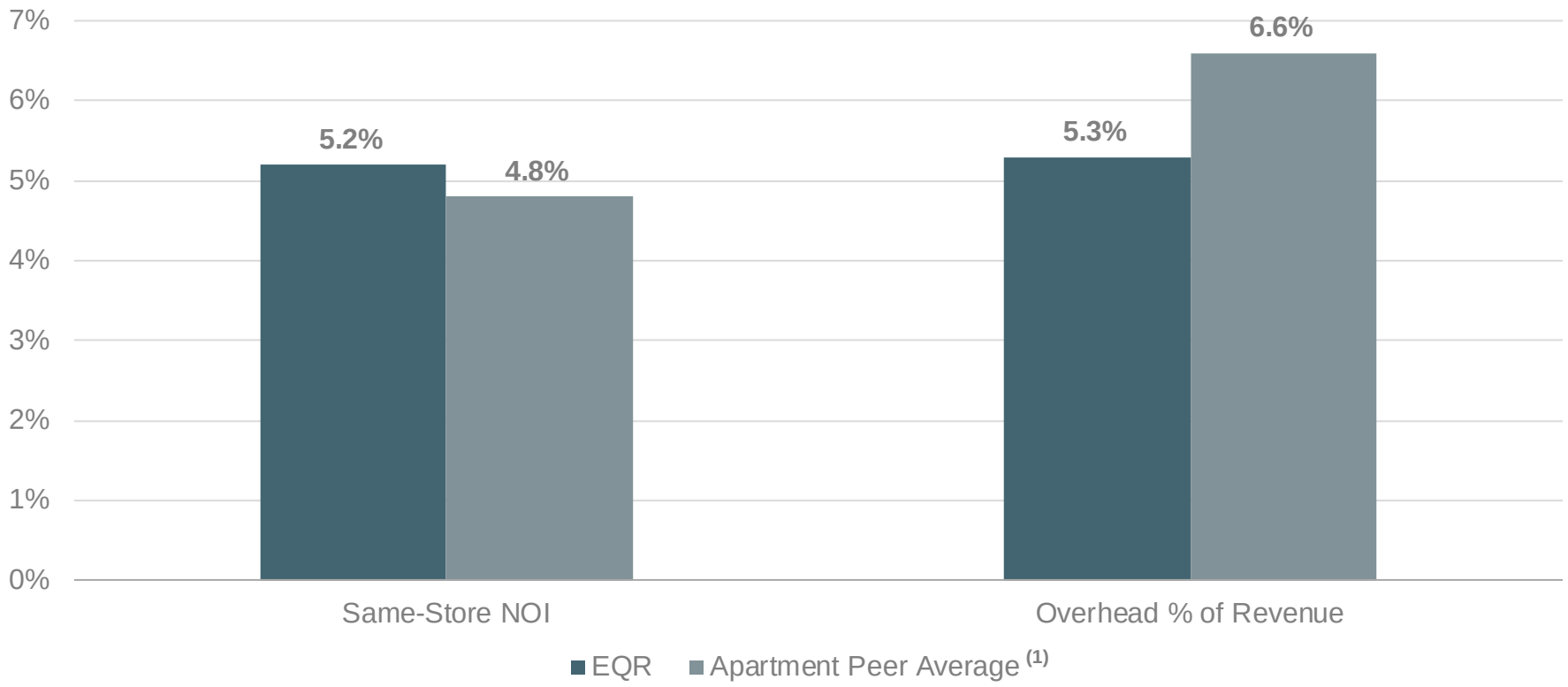
- Strong credit ratings (A-/A-/Baa1)
- Low debt to EBITDA of 5.8x and improving
- Access to multiple funding sources
- Long duration debt portfolio and staggered maturity schedule

- Revenue maximization
- Strong expense controls
- Lowest overhead

Equity Residential's Outperformance

Same-Store NOI CAGR (2010-2015)

Overhead as % of Total Revenue (2015)



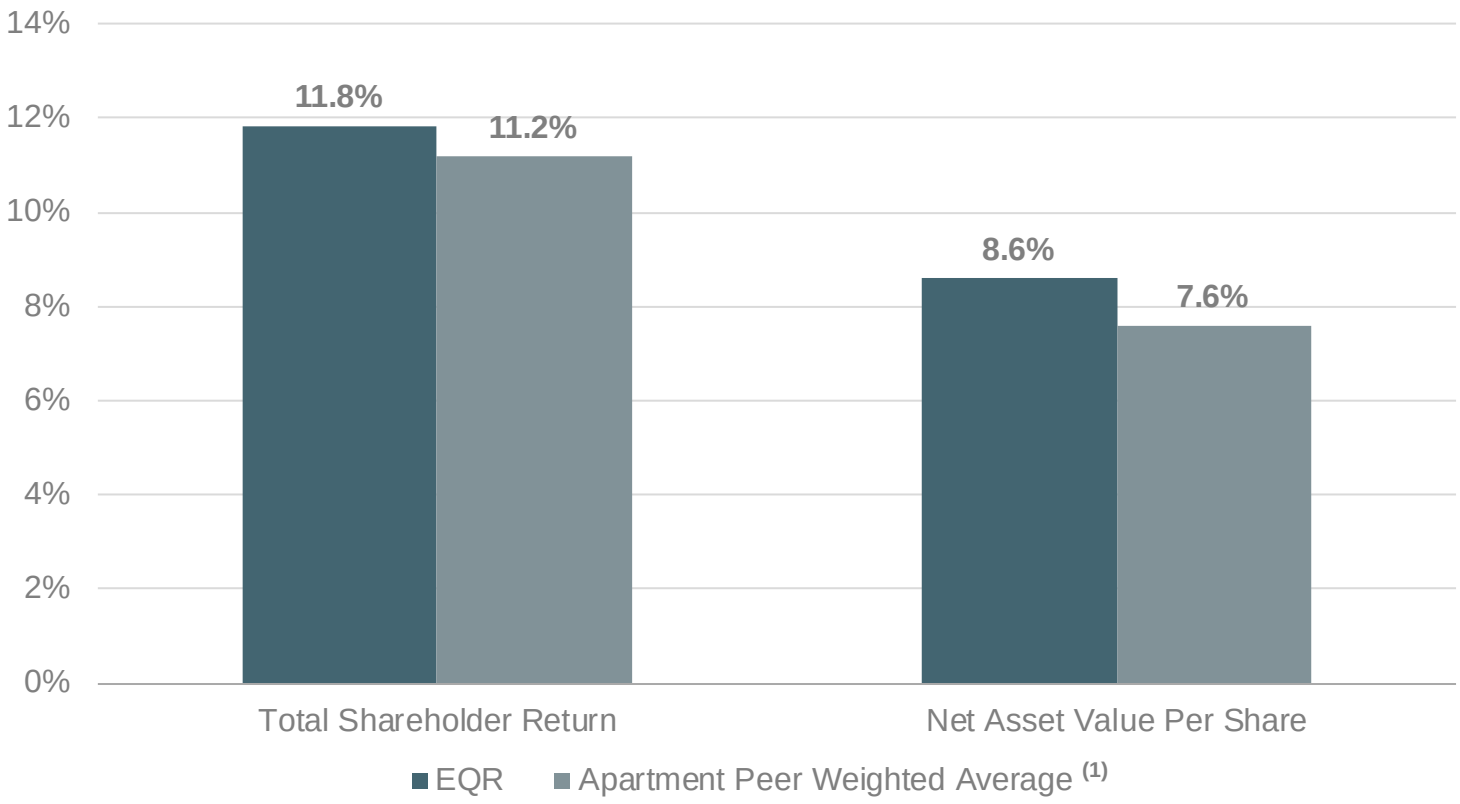
EQR Has Strong Operating Results Over Time and Excellent Cost Control

(1) Apartment Peer Average includes AIV, AVB, CPT, ESS, MAA and UDR.

Source: SNL Financial and Company filings.

Equity Residential's Long-Term Outperformance

10-Year Compound Annual Growth Rate ("CAGR") (2005-2015)

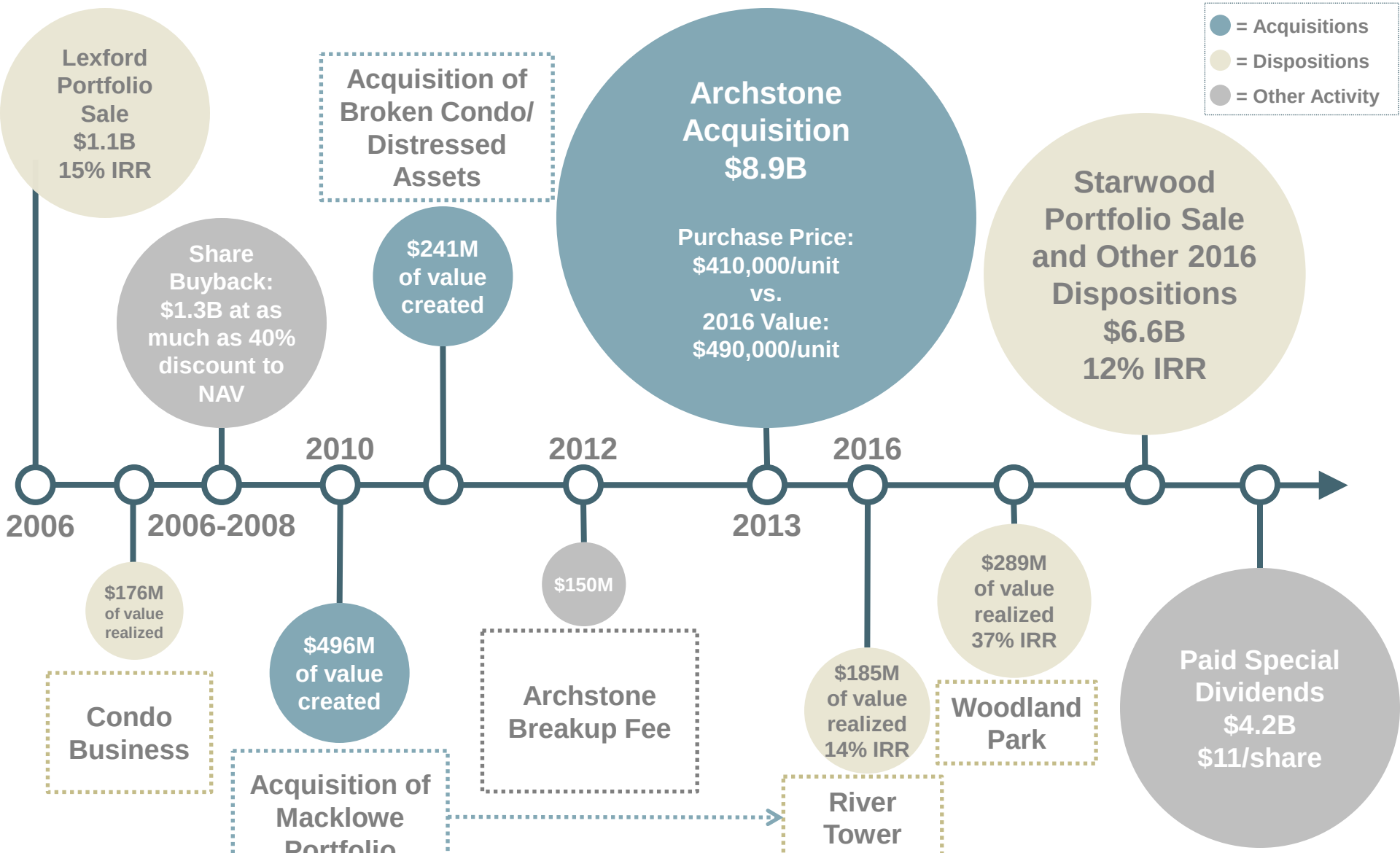


EQR Has Outperformed vs. Competitors

(1) Apartment Peer Weighted Average includes AIV, AVB, CPT, ESS, MAA, PPS and UDR, and is weighted based on Total Market Capitalization as of 12/31/15.

Source: SNL Financial, Green Street Advisors.

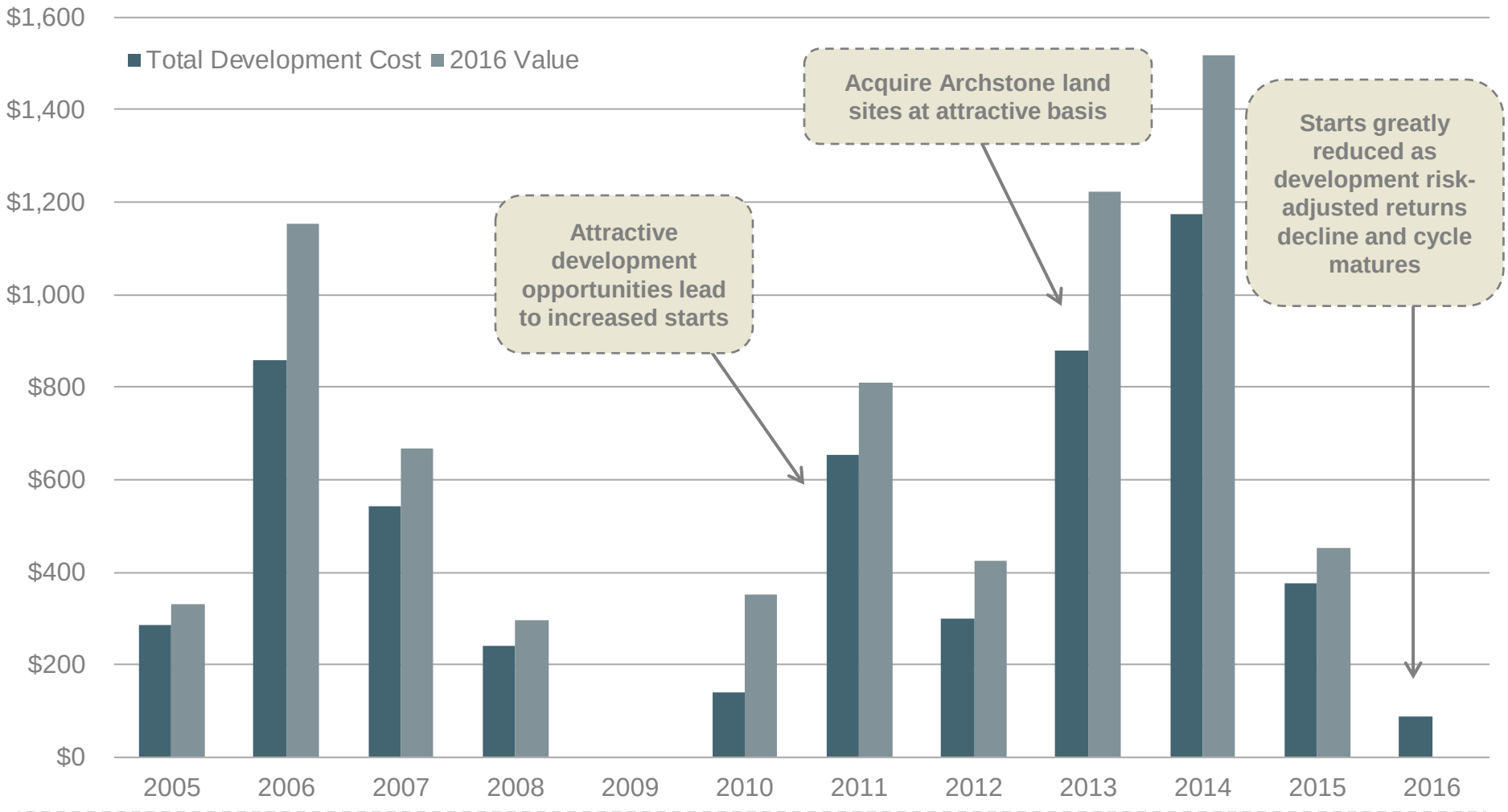
Equity Residential Creates Value Throughout the Real Estate Cycle by Allocating Capital in a Superior Risk Adjusted Manner



Note: All IRRs calculated on an unleveraged basis.
See additional notes to presentation.

Equity Residential Creates Value Throughout the Real Estate Cycle by Allocating Capital in a Superior Risk Adjusted Manner

Development Starts: Total Development Cost[(1)] vs. 2016 Value ($M)



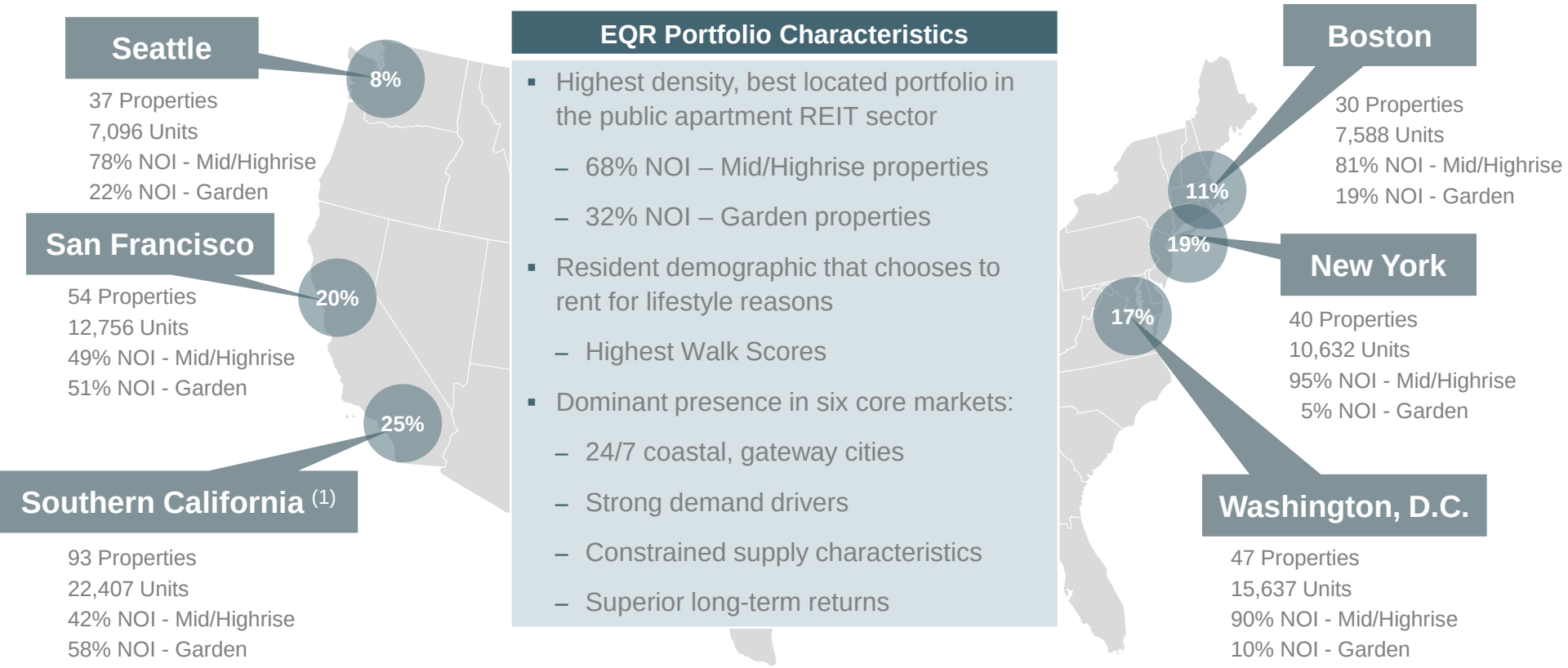
EQR development projects have created $1.8B of value during 2005-2015 for a 33% return on cost [(1)]

Equity Residential

(1) Total Development Cost figures have not been reduced by impairments. See additional notes to presentation.

Equity Residential Portfolio 2016

EQR's portfolio is focused in the six core, coastal markets



EQR Portfolio Characteristics

- Highest density, best located portfolio in the public apartment REIT sector
  - 68% NOI – Mid/Highrise properties
  - 32% NOI – Garden properties
- Resident demographic that chooses to rent for lifestyle reasons
  - Highest Walk Scores
- Dominant presence in six core markets:
  - 24/7 coastal, gateway cities
  - Strong demand drivers
  - Constrained supply characteristics
  - Superior long-term returns

Note: As of 6/30/16.

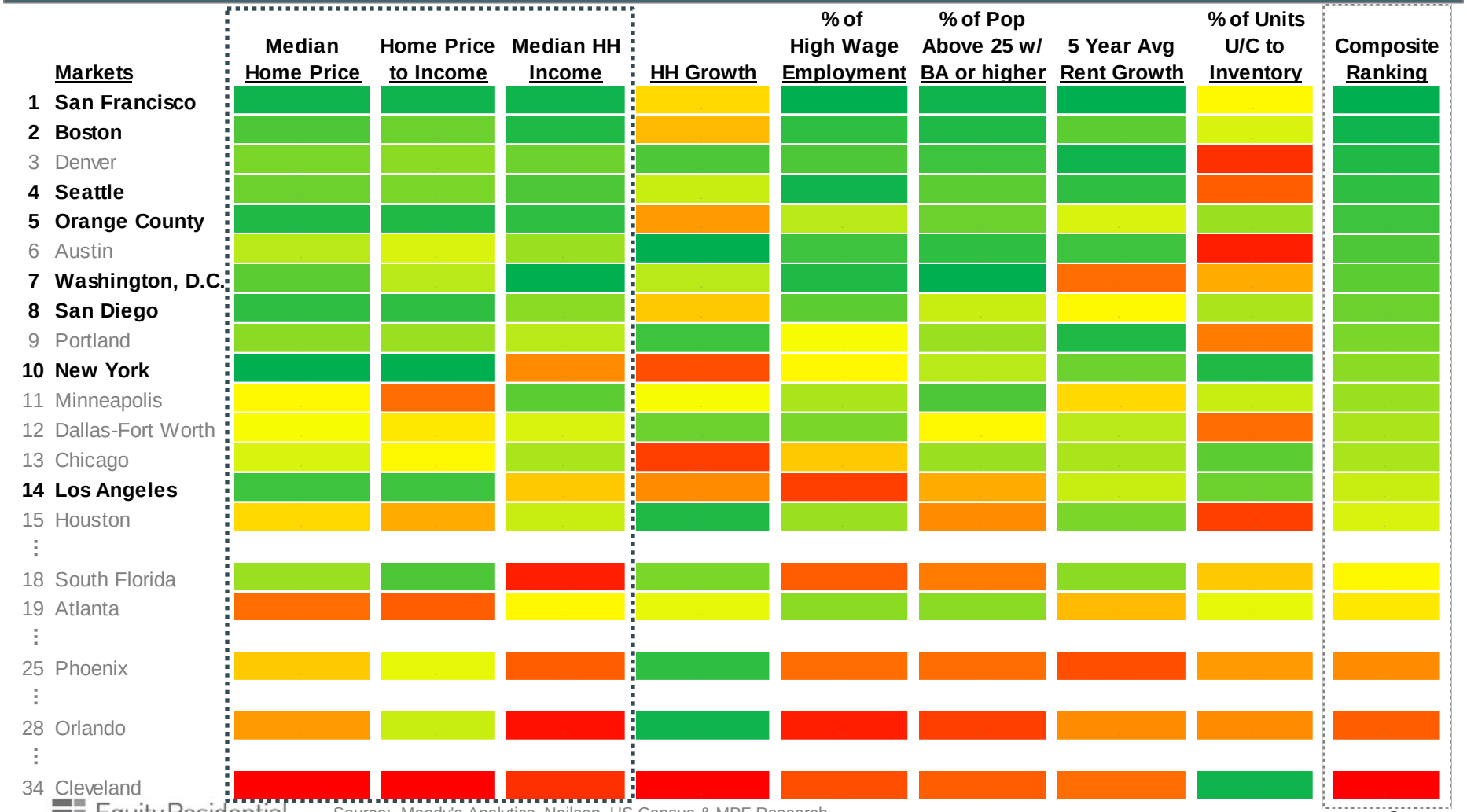
(1) Includes Los Angeles, San Diego and Orange County.

Represents percentage of Stabilized NOI.

EQR Market Selection Framework

EQR markets are characterized by renters earning high incomes with even higher home ownership costs

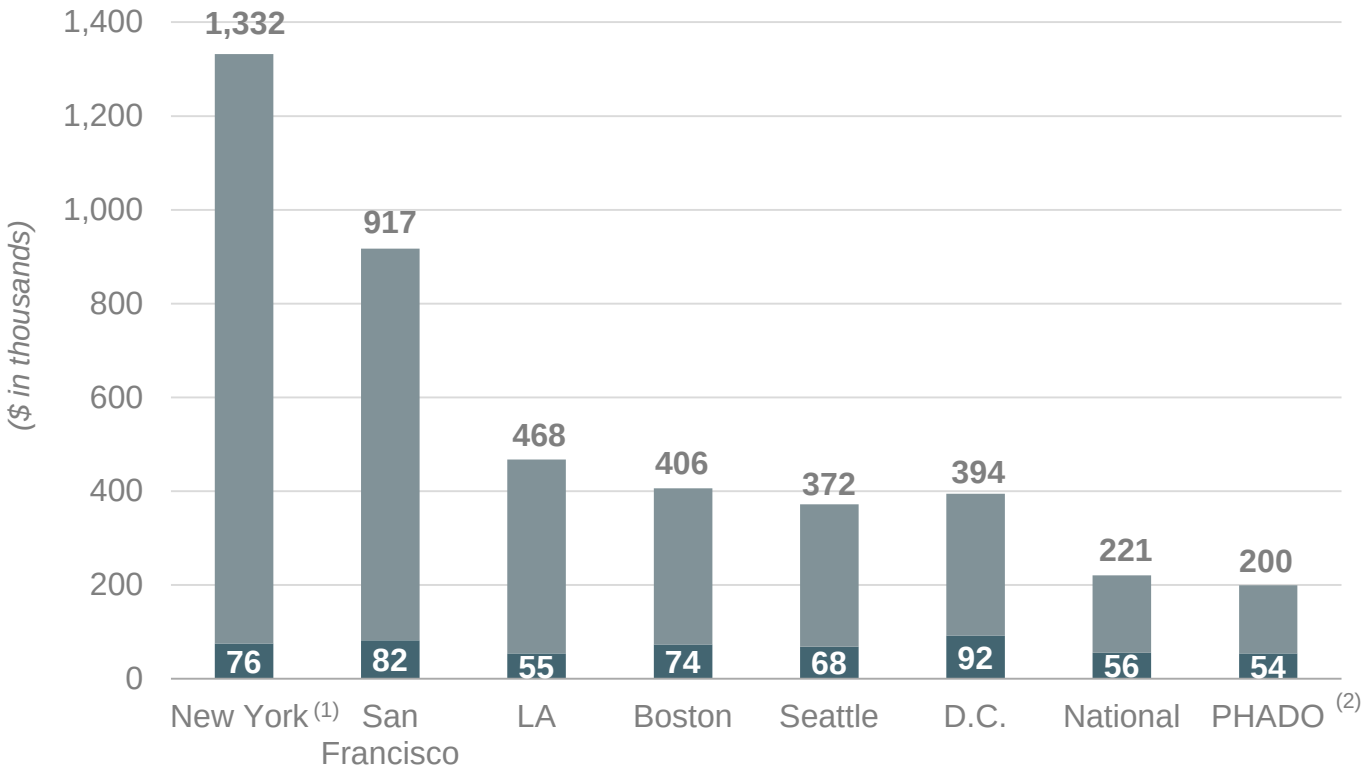
Largest 34 U.S. Apartment Markets (EQR Markets in Bold)



Source: Moody's Analytics, Neilsen, US Census & MPF Research.

EQR is Strategically Located in Markets With Attractive Housing Dynamics

Median Income vs. Median Home Price



	New York (1)	San Francisco	LA	Boston	Seattle	D.C.	National	PHADO (2)
Median Home Price/ Median Income	17.5x	11.2x	8.5x	5.5x	5.5x	4.3x	3.9x	3.7x

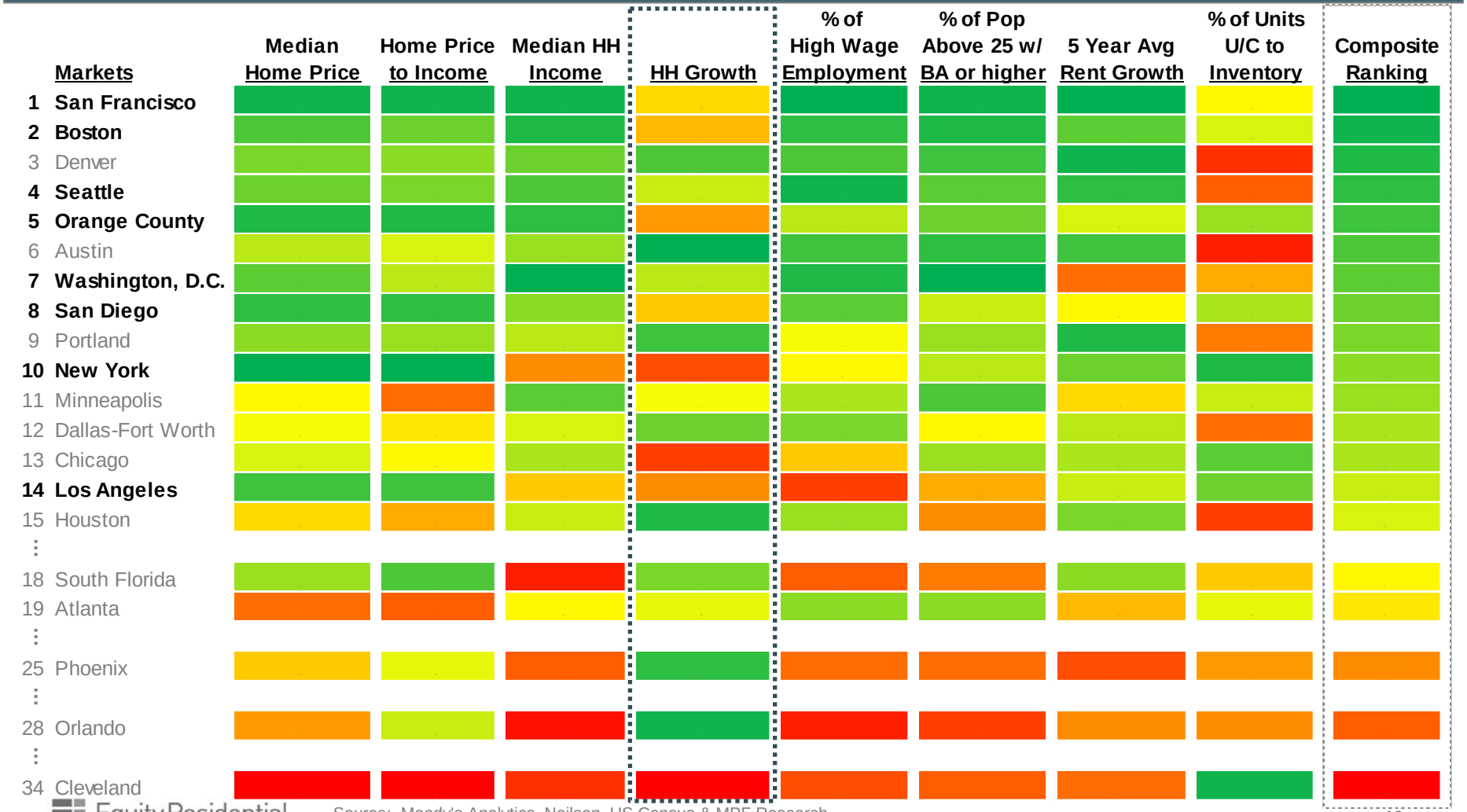
(1) All data reflects MSAs except for New York, which includes Manhattan only.
(2) PHADO represents Phoenix, Houston, Atlanta, Dallas and Orlando as a proxy for low barrier to entry markets.

Source: Moody's Analytics; American Community Survey; U.S. Decennial Census.

EQR Market Selection Framework

EQR markets have very strong household formation among the demographic most likely to rent

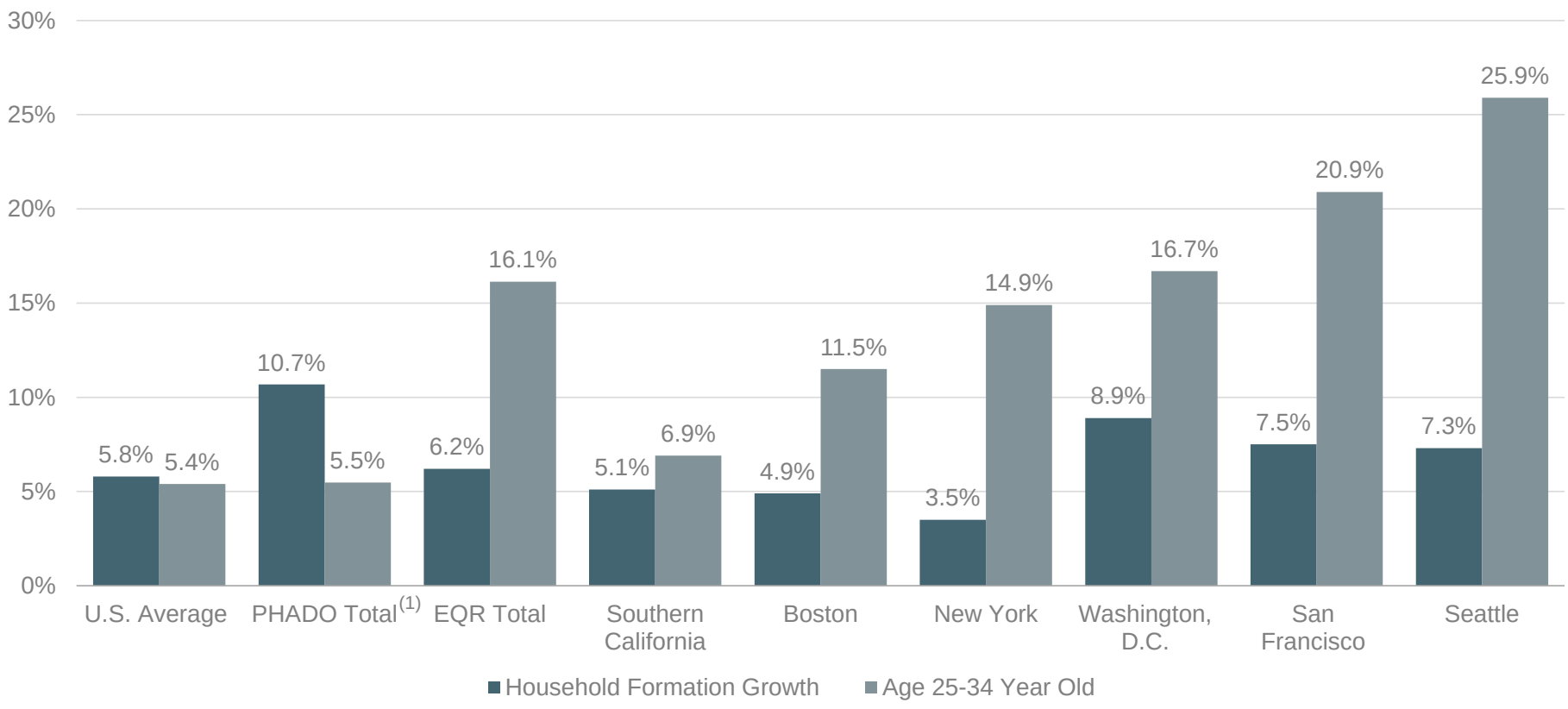
Largest 34 U.S. Apartment Markets (EQR Markets in Bold)



Source: Moody's Analytics, Neilsen, US Census & MPF Research.

Strong Household Growth in Household Formations – Especially by Prime Market Cohort – Will Drive Demand

Growth in Household Formation (2009-2015)



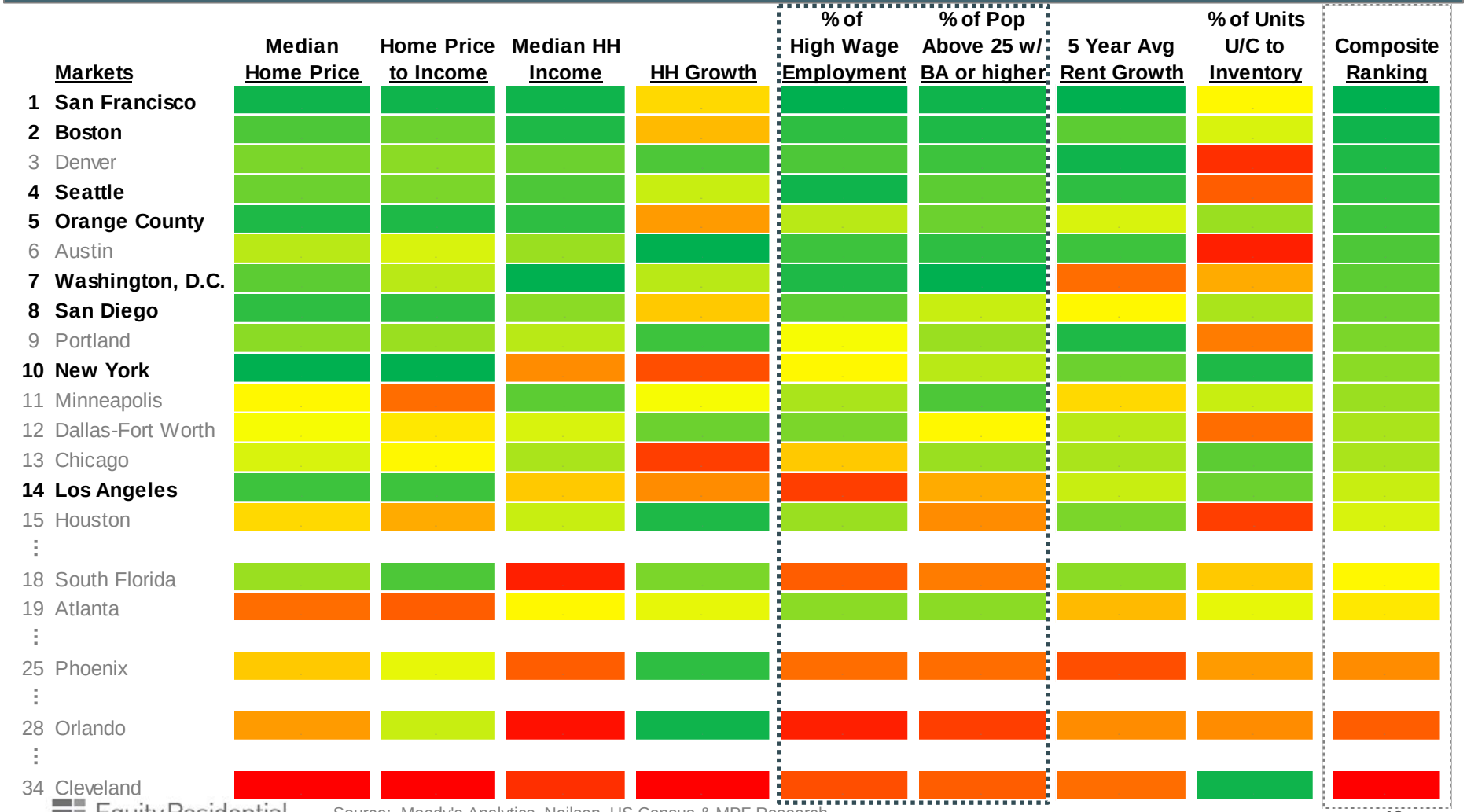
(1) PHADO represents Phoenix, Houston, Atlanta, Dallas and Orlando as a proxy for low barrier to entry markets.

Source: Census, Rosen Consulting Group.

EQR Market Selection Framework

EQR markets have large, well-educated renter pools earning high wages in our nation's growing knowledge-based professional fields

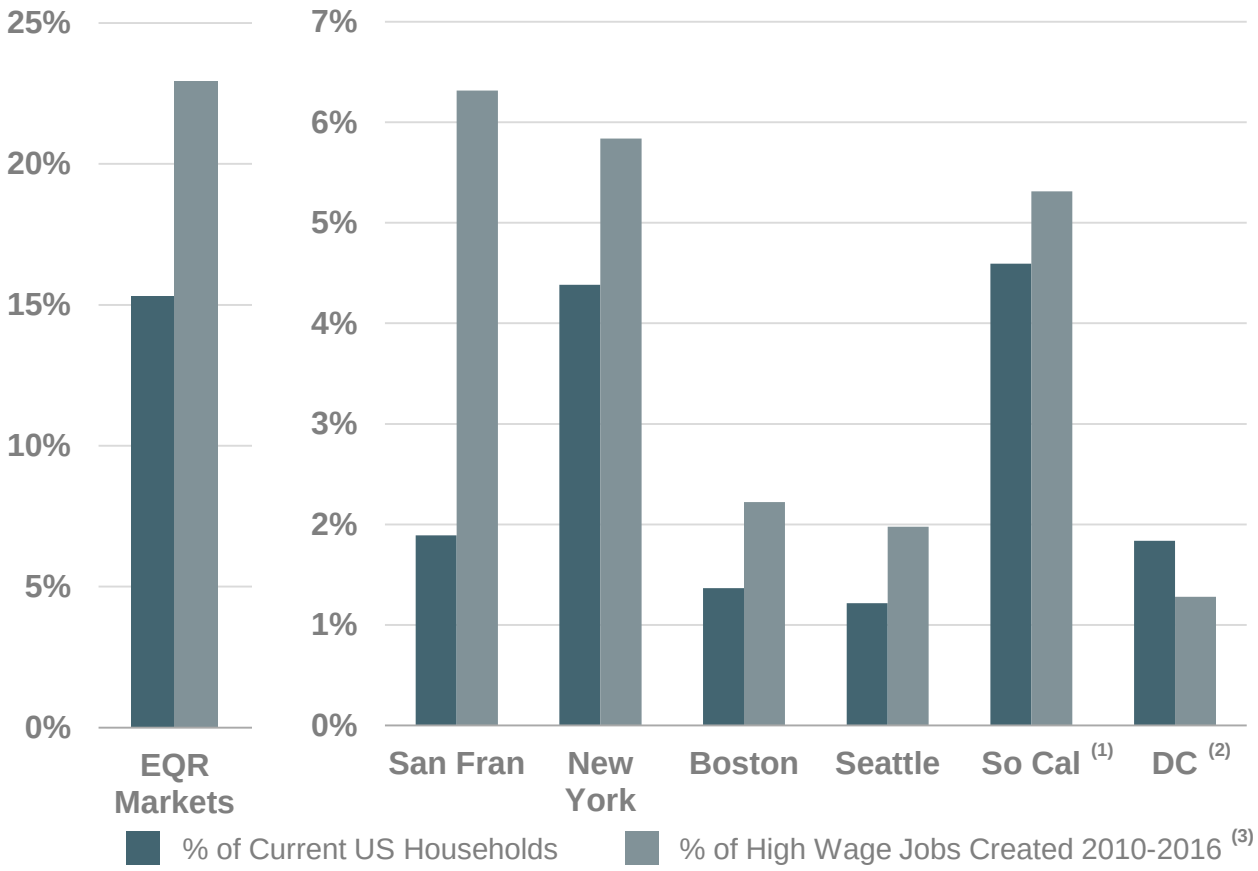
Largest 34 U.S. Apartment Market Rankings (EQR Markets in Bold)



Source: Moody's Analytics, Neilsen, US Census & MPF Research.

EQR Markets Capturing A Disproportionate Share of New High Wage Jobs

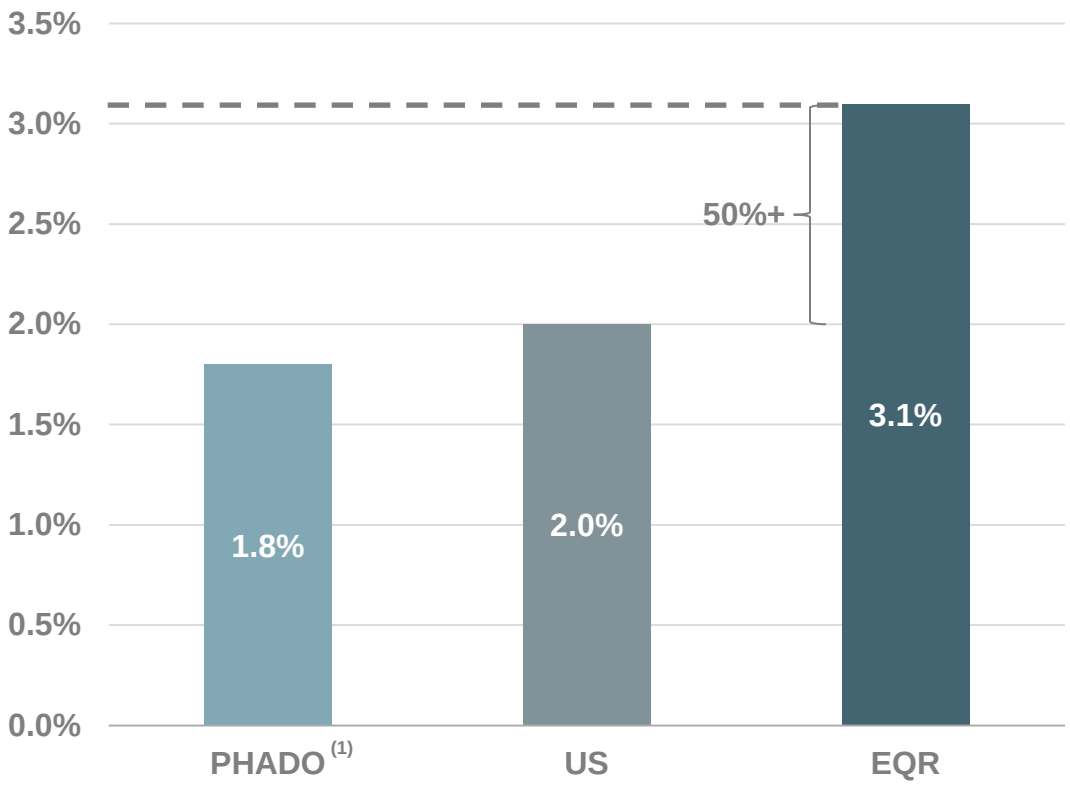
Households vs. High Wage Job Creation



(1) Includes Los Angeles, San Diego and Orange County.
(2) Large impact from sequestration on Washington, D.C. in 2012-2013. High wage job creation in Washington, D.C. has been strong in recent years.
(3) High wage jobs defined as financial services, information, professional and business services sectors.
Source: American Community Survey, BLS (CES).

EQR Market Households Experience Significantly Higher Income Growth

Annual Median Household Real Income Growth (2003-2015)



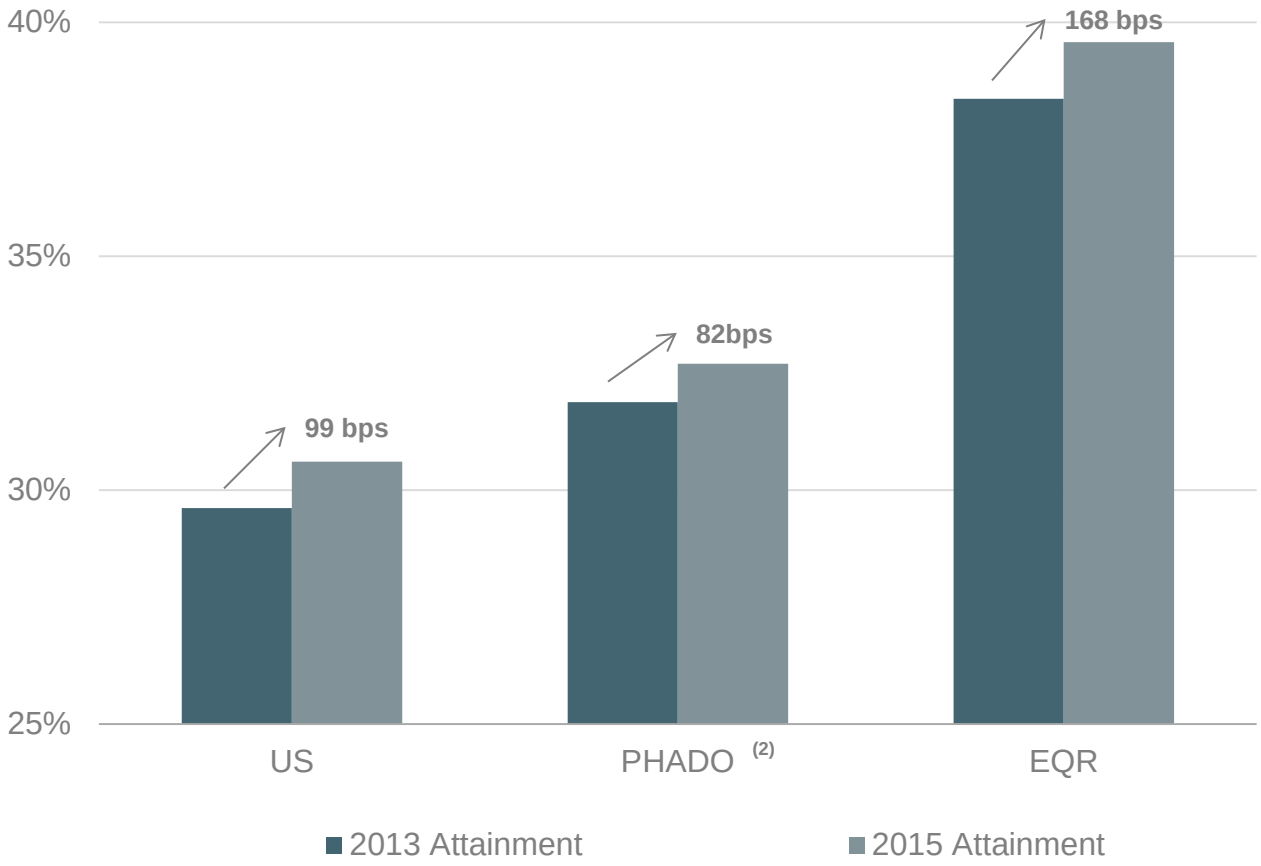
Note: Due to MSA geographic definition changes in 2010, EQR and PHADO MSA income growth estimates are based on growth rates of each respective MSA's most populous county.

(1) PHADO represents Phoenix, Houston, Atlanta, Dallas and Orlando as a proxy for low barrier to entry markets.

Source: Moody's Analytics; American Community Survey; U.S. Decennial Census

Degreed Population is Higher in EQR Markets, and Growing Faster

Attainment of BA Degree Or Higher (% Metro Population) (1)



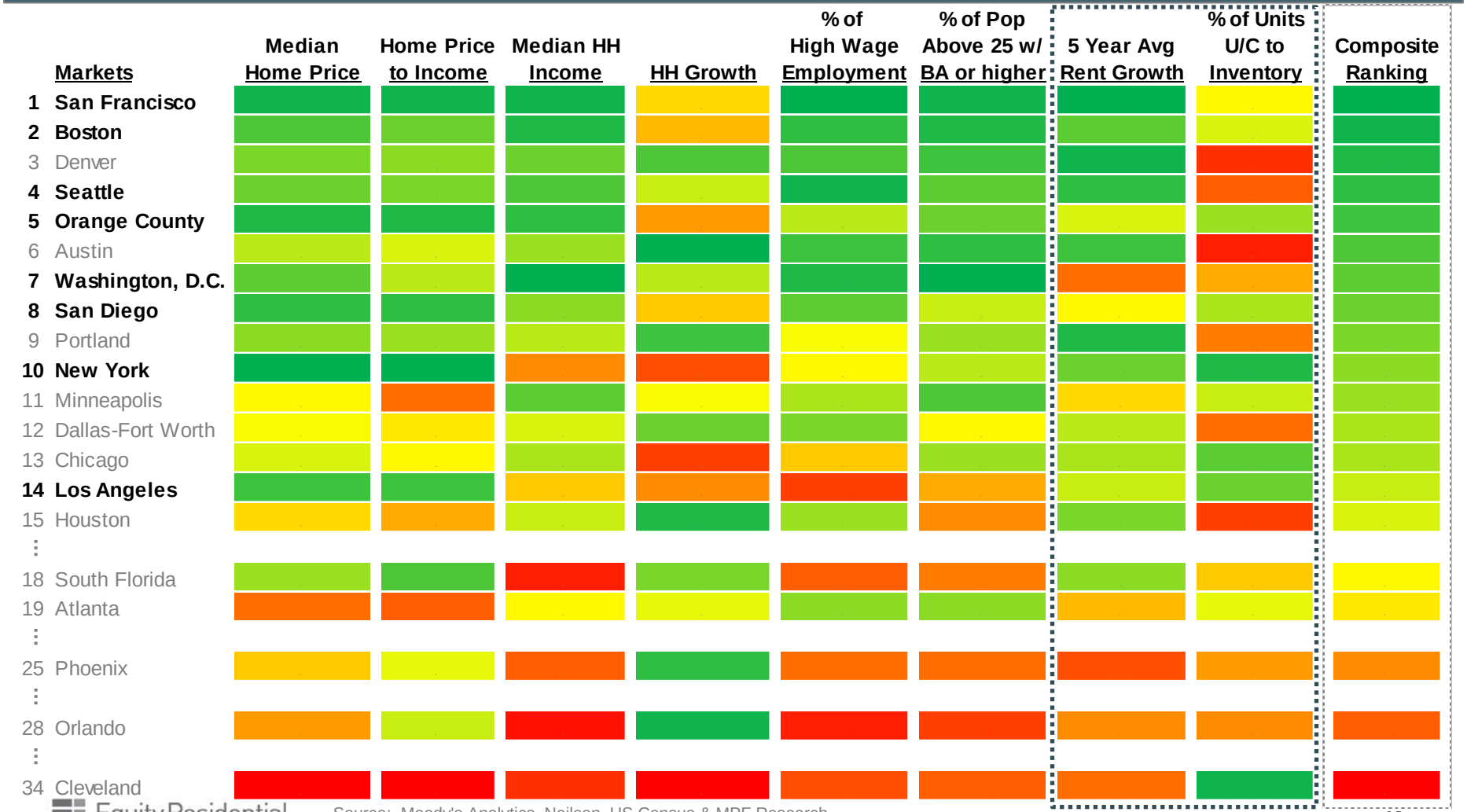
(1) Metro Population includes all persons over the age of 25.
(2) PHADO represents Phoenix, Houston, Atlanta, Dallas and Orlando as a proxy for low barrier to entry markets.

Source: American Community Survey.

EQR Market Selection Framework

EQR markets drive superior long-term rental rate growth and value creation

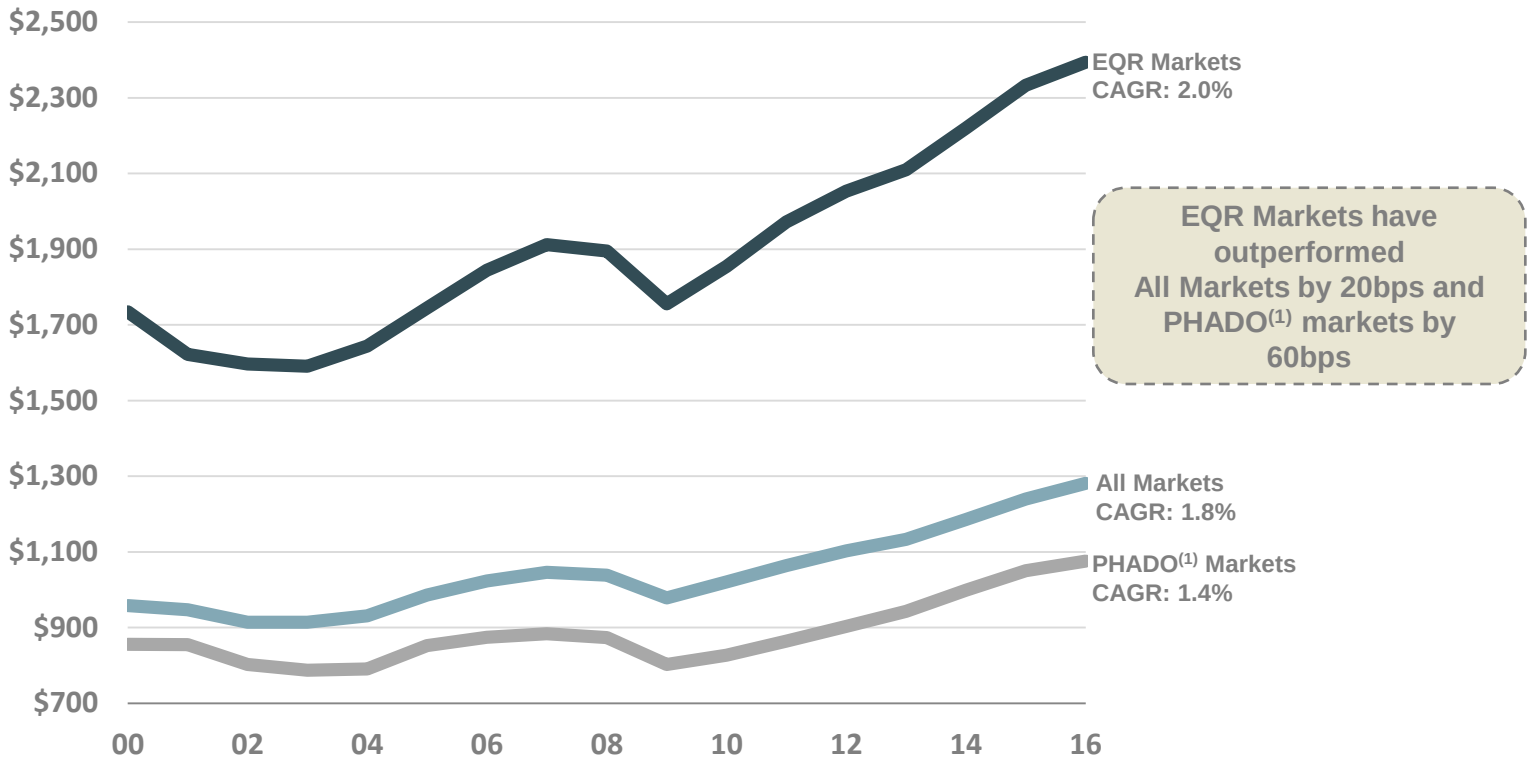
Largest 34 U.S. Apartment Market Rankings (EQR Markets in Bold)



Source: Moody's Analytics, Neilsen, US Census & MPF Research.

Equity Residential Portfolio is Constructed of Superior Rent Growth Markets…

Effective Rent Per Month (2000-2016)

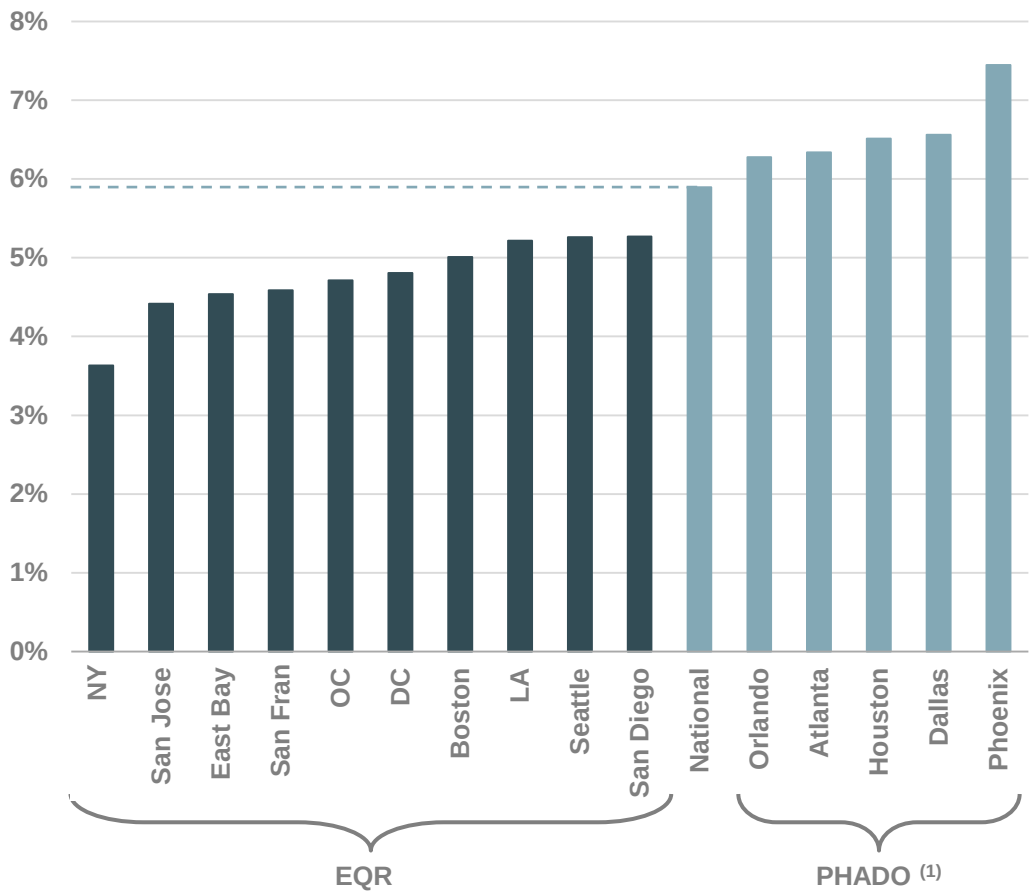


(1) PHADO represents Phoenix, Houston, Atlanta, Dallas and Orlando as a proxy for low barrier to entry markets.

Source: Axiometrics as of Q2 2016.

…Which Have The Lowest Vacancy

Average Vacancy (2000-2016)

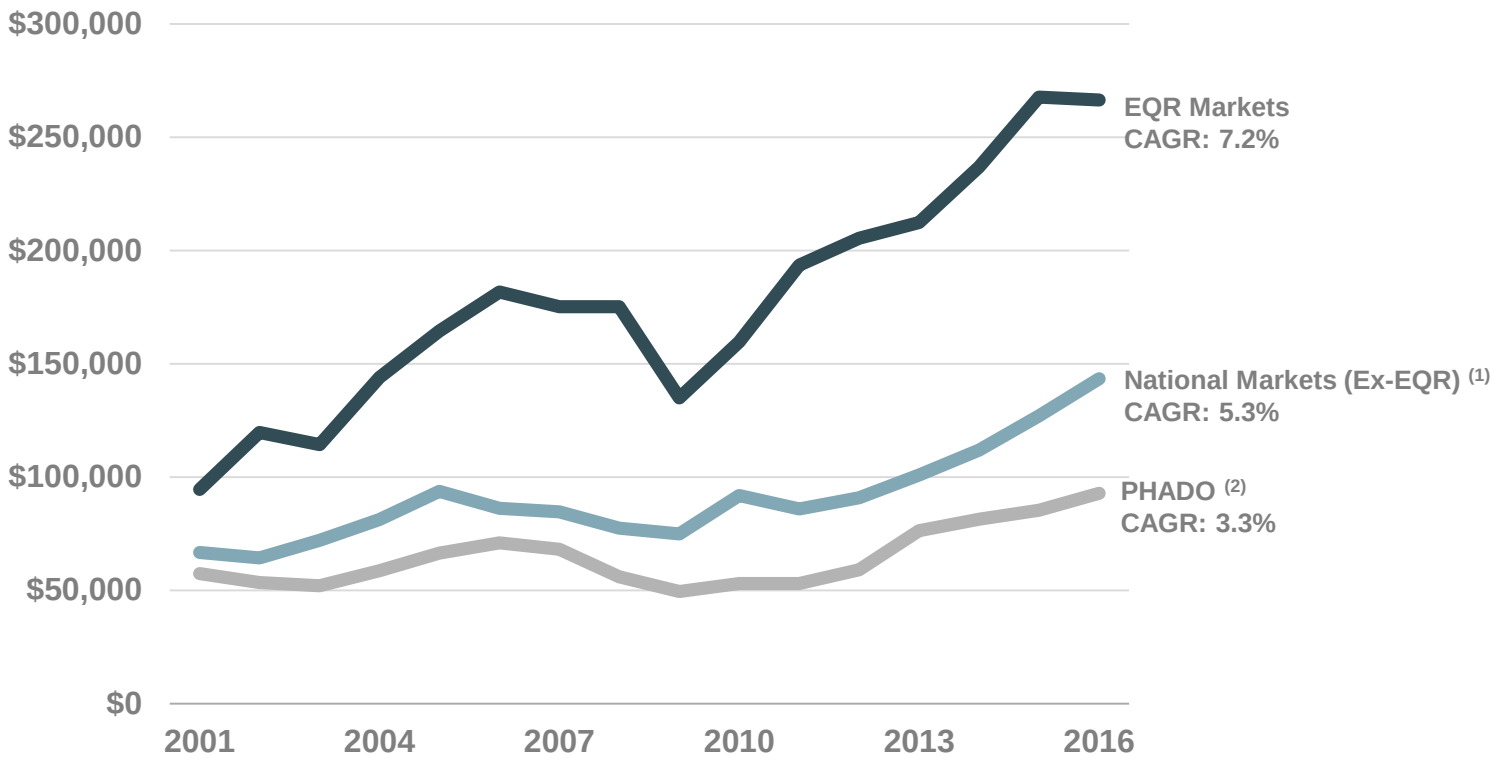


(1) PHADO represents Phoenix, Houston, Atlanta, Dallas and Orlando as a proxy for low barrier to entry markets.

Source: Axiometrics as of Q2 2016.

EQR Markets Have Consistently Outperformed Other Markets

Apartment Sales Price Per Unit



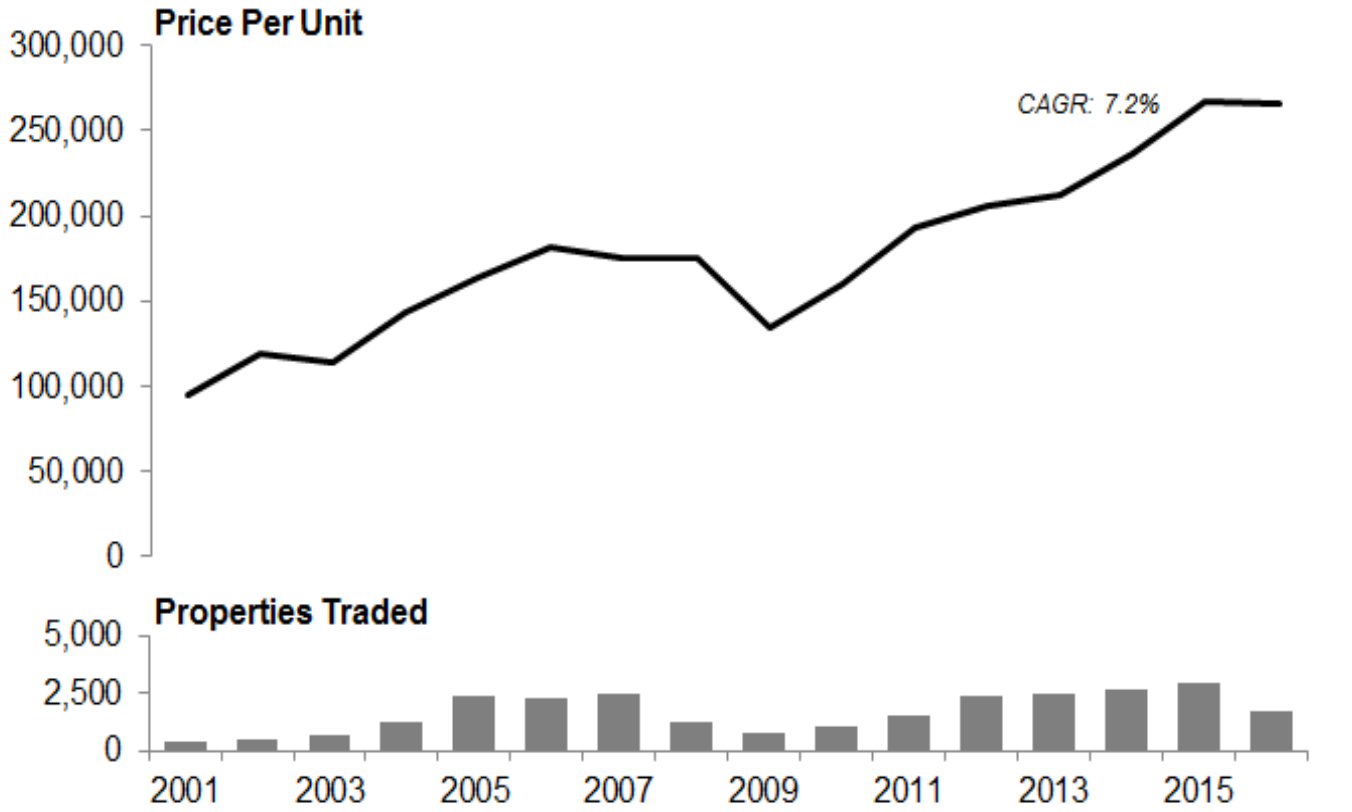
EQR Markets have outperformed National Markets (Ex-EQR) by 190bps and PHADO(2) by 390bps per annum

(1) National Markets (Ex-EQR) include all markets for which Real Capital Analytics provides a full time series (> 3 transactions per year).
(2) PHADO represents Phoenix, Houston, Atlanta, Dallas and Orlando as a proxy for low barrier to entry markets. PHADO data set does not include Mid/Highrise assets due to lack of transaction volume for equivalent time period. PHADO Mid/Highrises were outperformed by EQR Markets for time periods available.

Source: Real Capital Analytics as of Q2 2016.

EQR Markets Have Consistently Outperformed Other Markets

Apartment Sales Price Per Unit

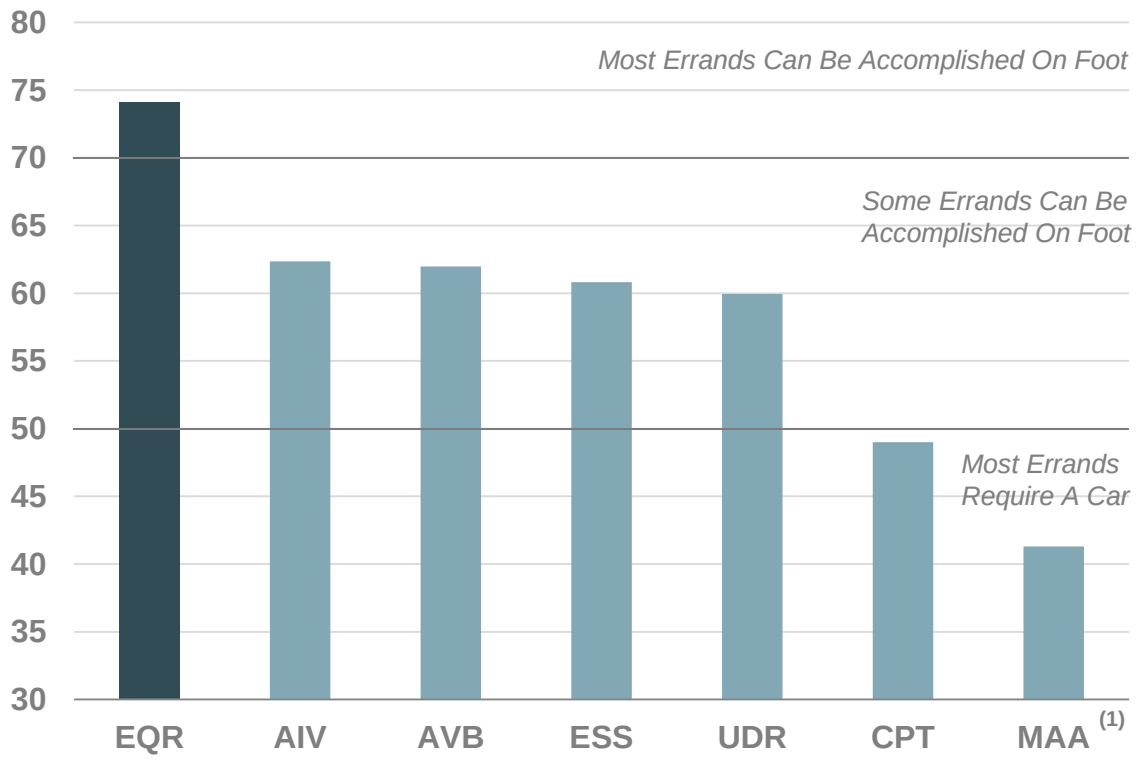


As Of: Q316

Source: Real Capital Analytics

We Are Located Where People Want to Live, Work and Play

Average Walk Score



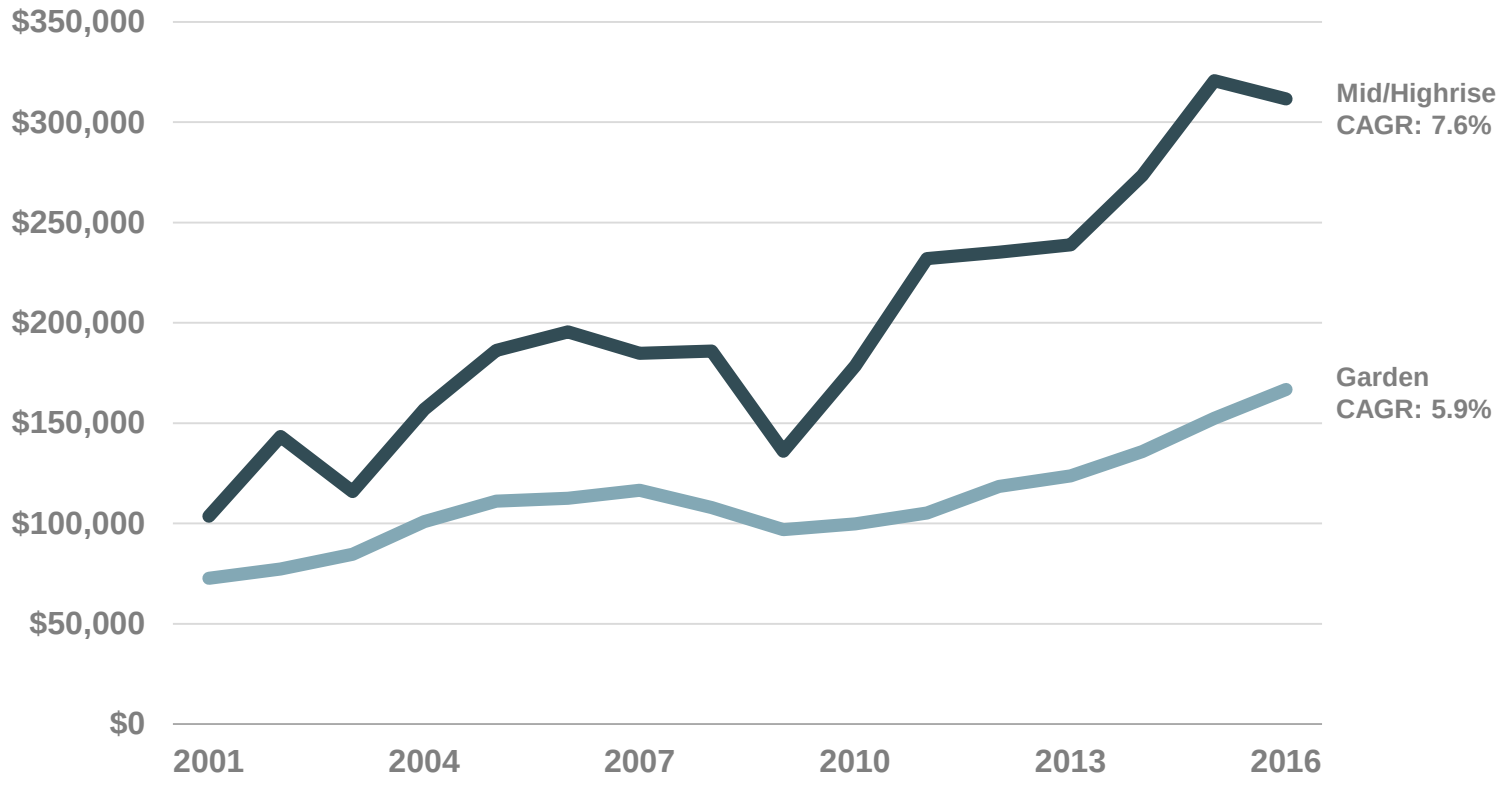
Note: Average Walk Score calculated based on individual asset compilation for each REIT.

(1) MAA includes PPS.

Source: Walk Score, Axiometrics as of Q2 2016.

Density Maximizes Long-Term Value Creation in All Markets

Apartment Sales Price Per Unit – All U.S. Markets



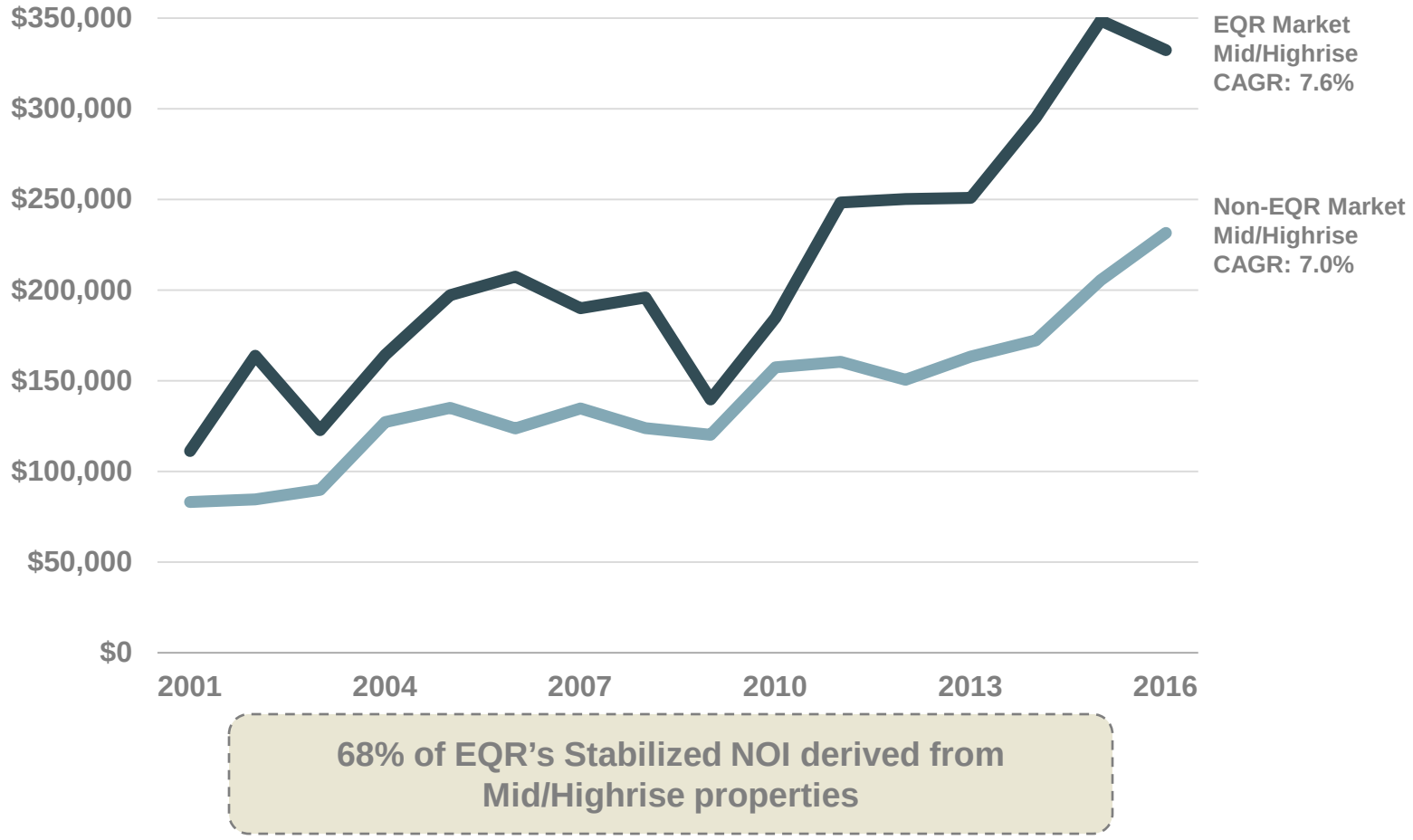
Mid/Highrise outperforms Garden by 170bps per annum

Note: All US markets included for which Real Capital Analytics provides a full time series (>3 transactions per year).

Source: Real Capital Analytics as of Q2 2016.

Highest Density Locations in those Markets Maximize Long Term Value Creation

Apartment Sales Price Per Unit



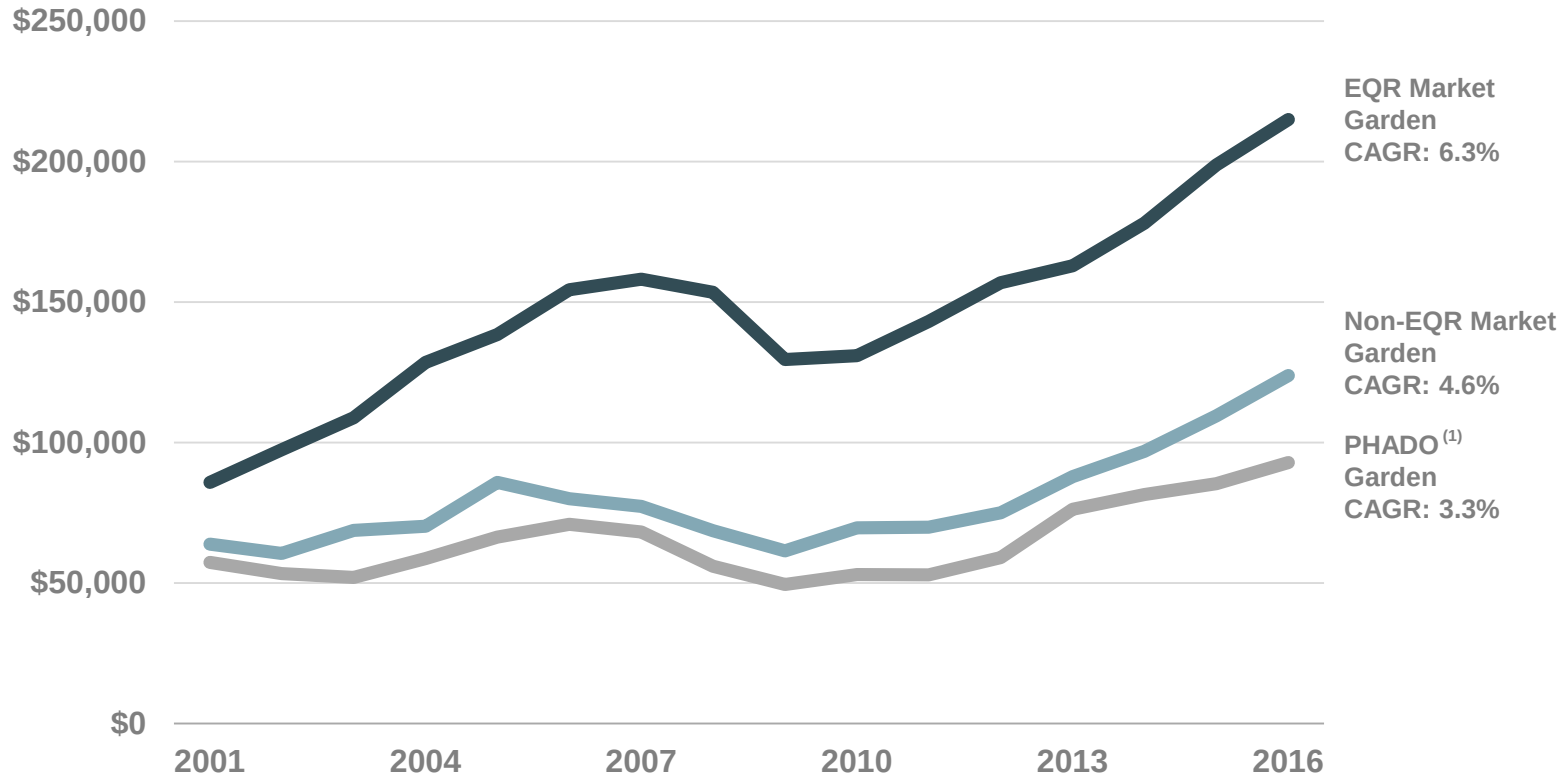
68% of EQR's Stabilized NOI derived from Mid/Highrise properties

Note: All US markets included for which Real Capital Analytics provides a full time series (>3 transactions per year).

Source: Real Capital Analytics as of Q2 2016.

Garden Product Also Creates More Value in EQR Markets

Apartment Sales Price Per Unit



32% of EQR's Stabilized NOI derived from Garden properties

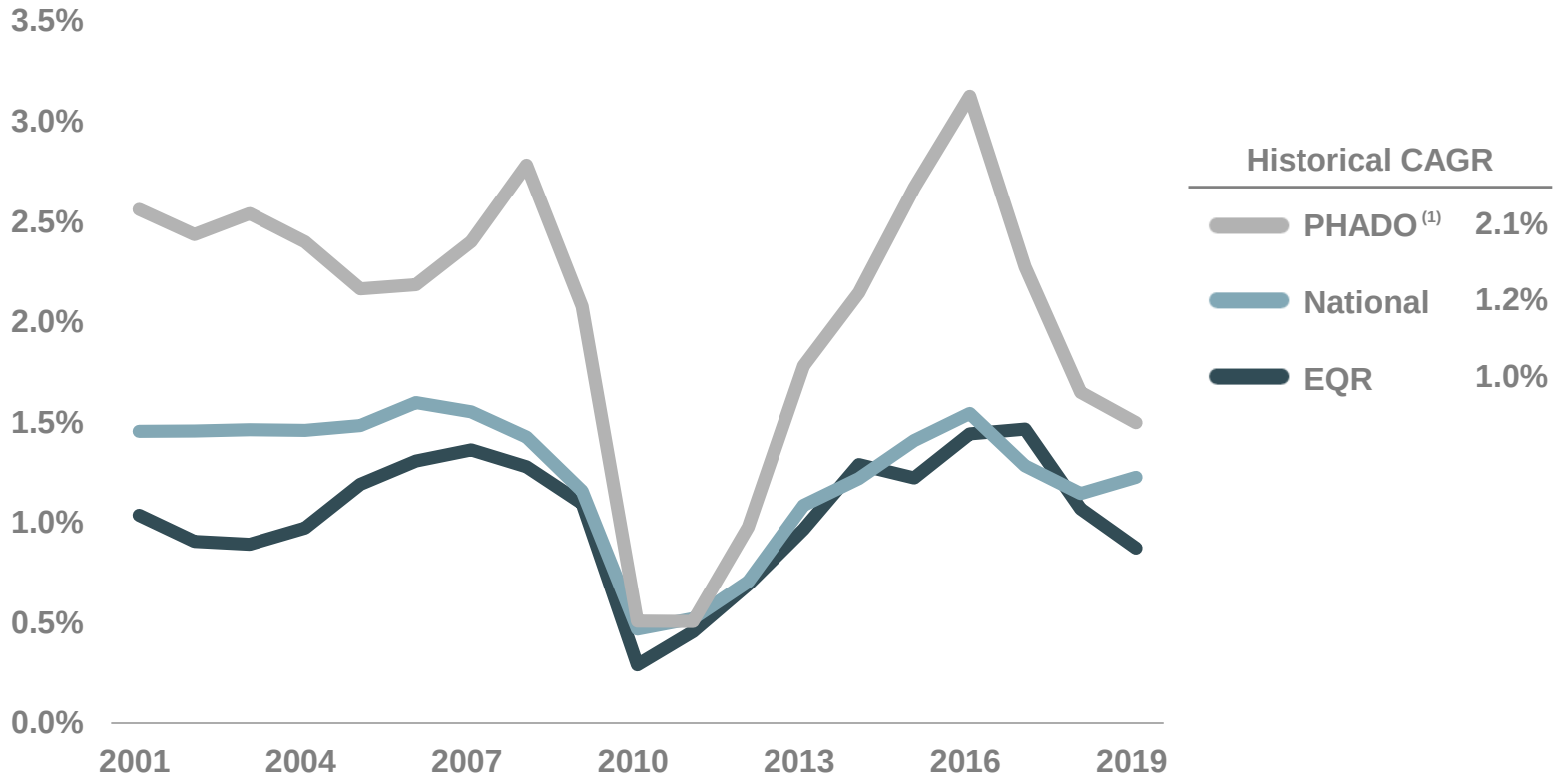
Note: All US markets included for which Real Capital Analytics provides a full time series (>3 transactions per year).

(1) PHADO represents Phoenix, Houston, Atlanta, Dallas and Orlando as a proxy for low barrier to entry markets.

Source: Real Capital Analytics as of Q2 2016.

More Difficult to Build New Product in EQR's High Density Markets

Supply Growth



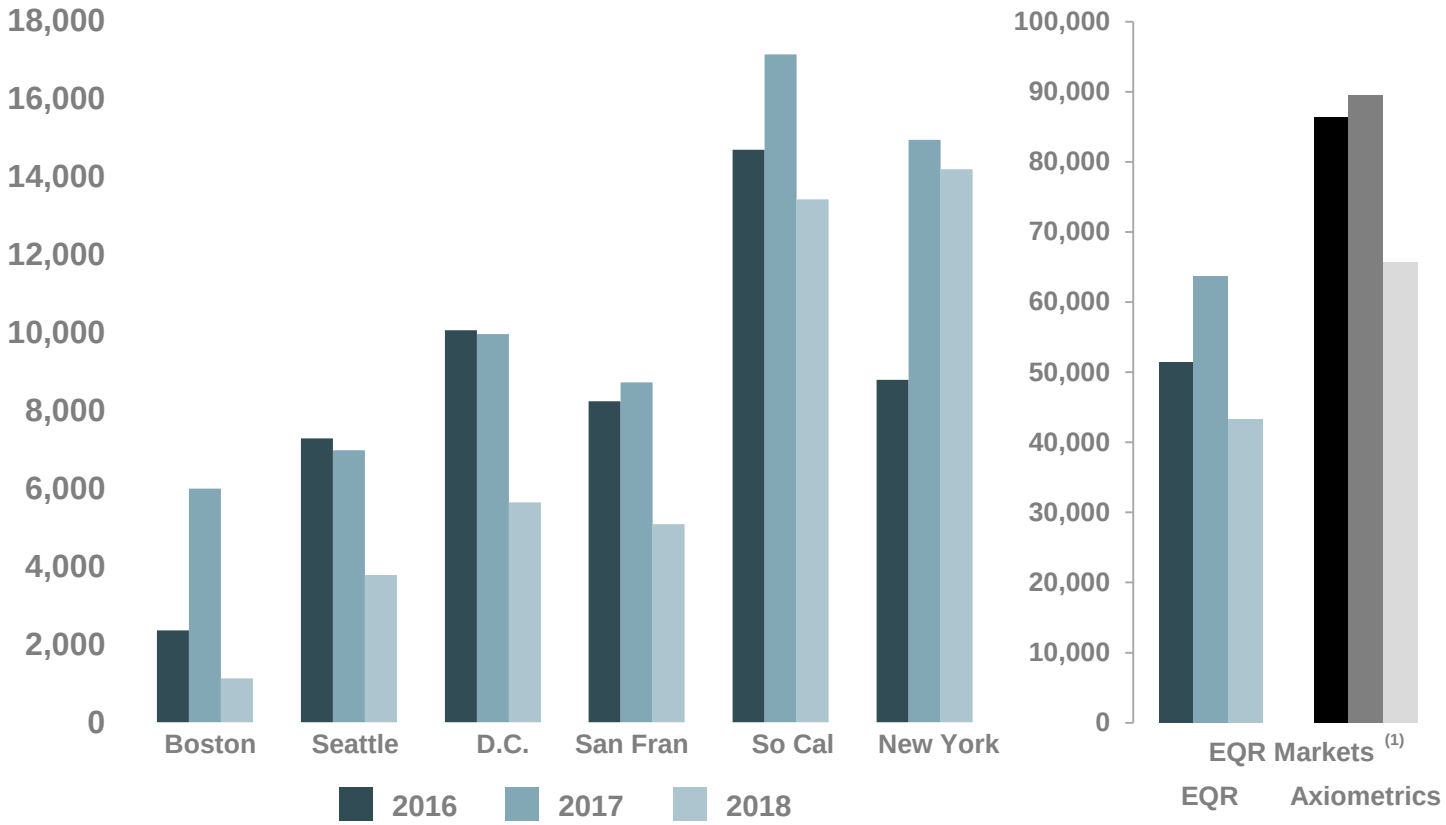
National new supply growth 24% higher than EQR markets, PHADO(1) more than double

(1) PHADO represents Phoenix, Houston, Atlanta, Dallas and Orlando as a proxy for low barrier to entry markets.

Source: Axiometrics as of Q2 2016.

EQR Expects Construction to Peak in 2017, as do Others

New Supply (Units)



EQR takes a "boots on the ground" approach to inform competitive supply forecasts

(1) Part of the discrepancy between Axiometrics and EQR supply is based upon the difference between EQR market boundaries and Axiometrics' definition of metropolitan standard area or metropolitan division.

Source: EQR, Axiometrics as of Q2 2016.

Market Boundary Defines Supply Tracking Scope

EQR market boundaries in San Francisco reflect submarkets which are competitive with our portfolio, while third party data providers encompass the entire MSA

EQR San Francisco Market Boundary



San Francisco Market Boundaries



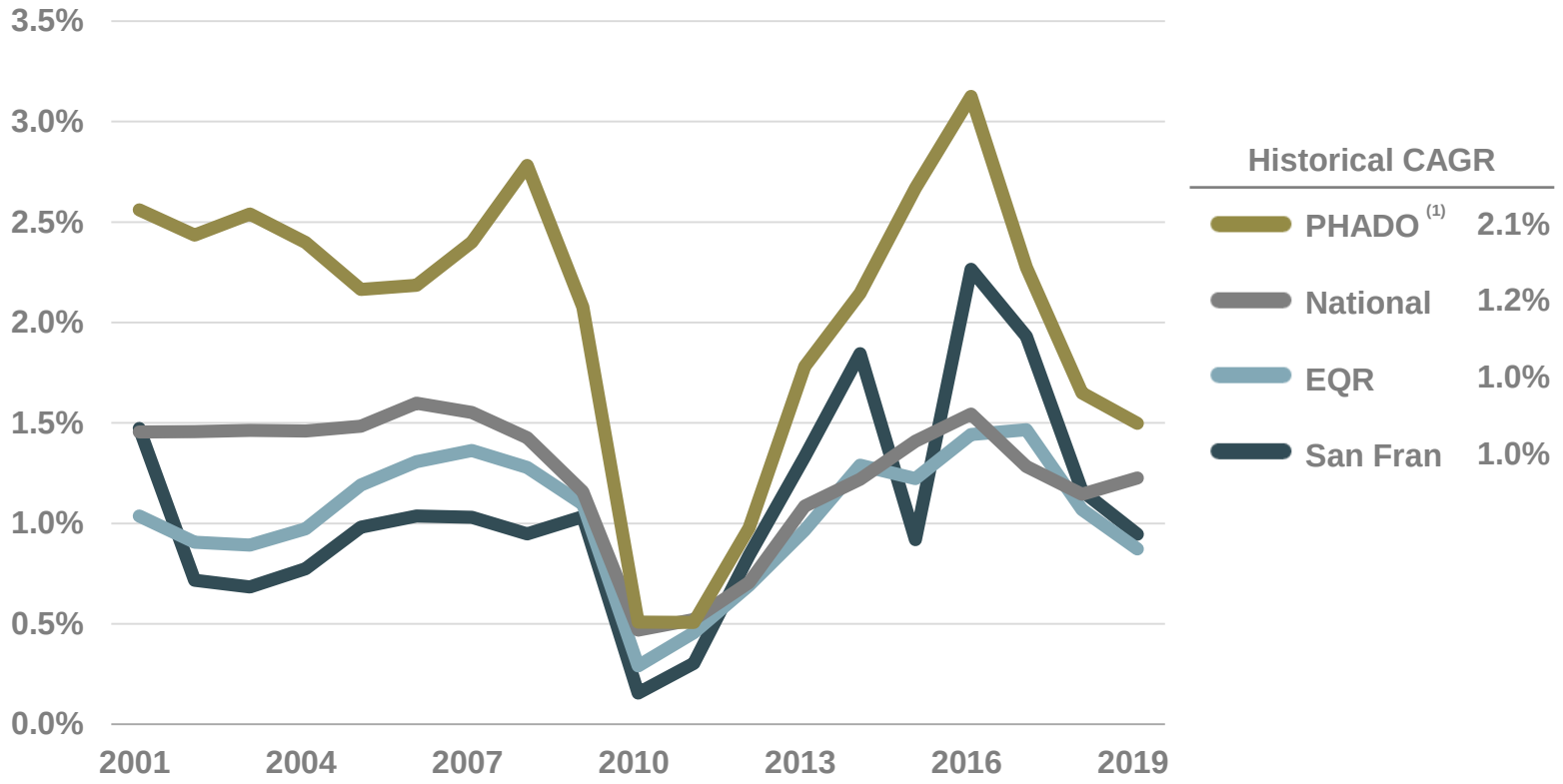
2016 San Francisco New Supply

EQR:	8,230 units
Axiometrics:	10,750 units

Source: EQR as of Q2 2016.

Current Inventory Expansion In San Francisco Is Historic

Supply Growth



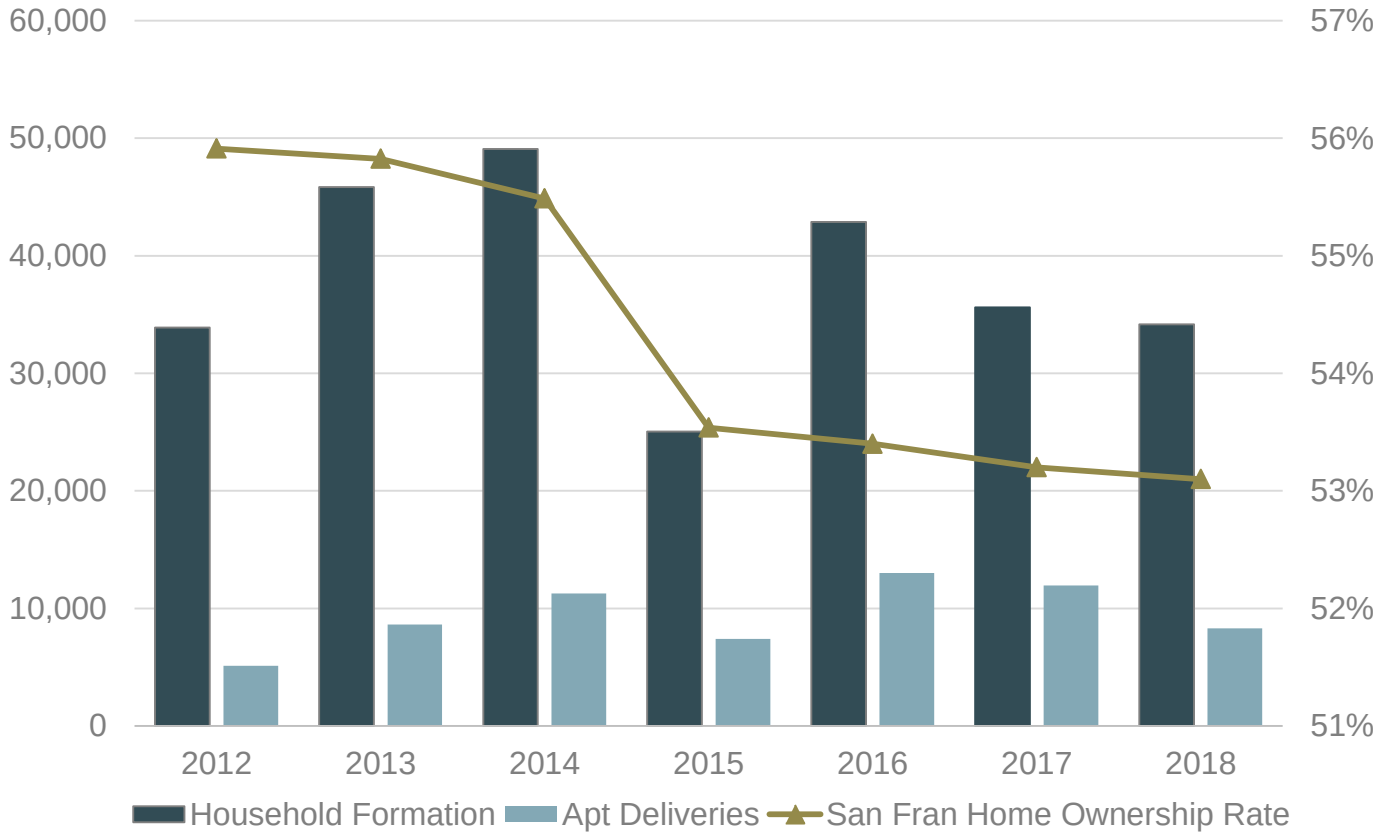
Including the current historically high levels of supply, San Francisco has seen 17% less supply than the national average and less than half of the PHADO(1) markets over the last 15 years

(1) PHADO represents Phoenix, Houston, Atlanta, Dallas and Orlando as a proxy for low barrier to entry markets.

Source: EQR, Axiometrics.

…But San Francisco Still Faces a Structural Housing Shortage

San Francisco Household Formation vs. Apartment Deliveries



Despite increases to supply, San Francisco remains structurally under housed

Source: Axiometrics, Moody's as of Q2 2016.

Lease-Ups Remain Strong, Despite Slowing Rents In Existing Assets

EQR's San Francisco Lease-up Projects

Property	Units	Average Net Effective Rent [1] Realized	Average Proforma Net Effective Rent [1] (at GMAX)	Monthly Absorption (average)	Current Occupancy	Projected Stabilized Yield [2]
Azure	273	$4.87	$4.44	23	96.0%	5.82%
Vista 99	554	$3.08	$2.52	46	90.6%	7.30%
Potrero 1010	453	$4.38	$3.82	55	82.7%	6.55%
340 Fremont	348	$4.74	$4.34	30	51.5%	5.59%
Total	1,628	$4.01	$3.52			6.29%

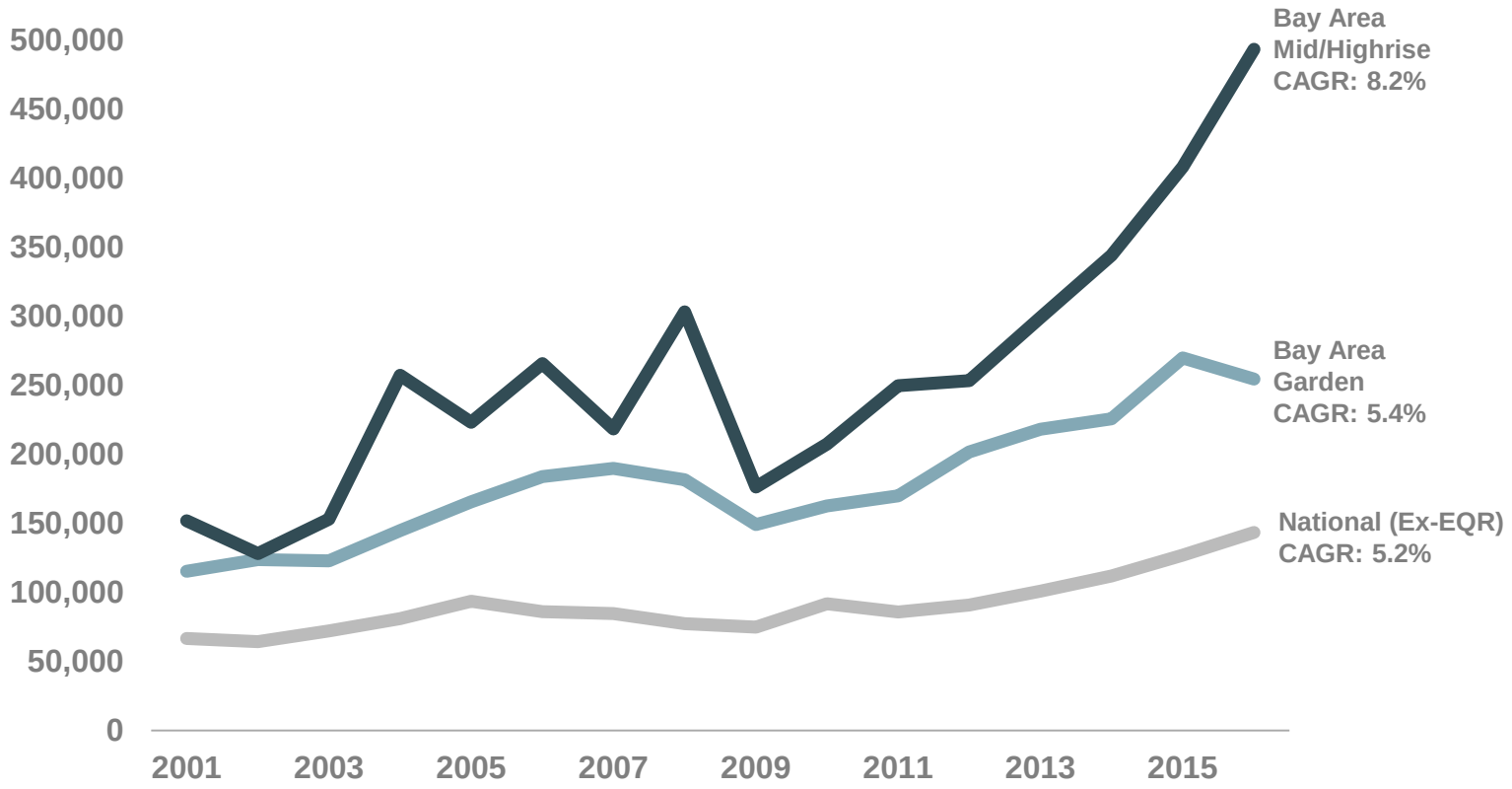
Lease-ups are absorbing faster than expected with net effective rents higher than original underwriting levels

(1) All rents reflect market rate unit pricing. Potrero 1010 is the only property with affordable units in this set.
(2) Projected Stabilized Yields are computed using Total Development Cost figures which have not been reduced by impairments.

Source: Equity Residential.

San Francisco Long Term Value Growth Has Been Outstanding

Apartment Sales Price Per Unit

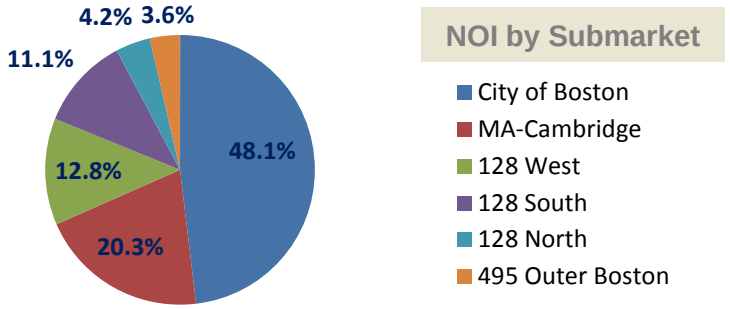


Both Garden and High/Midrise product in San Francisco have performed exceptionally well over long periods of time

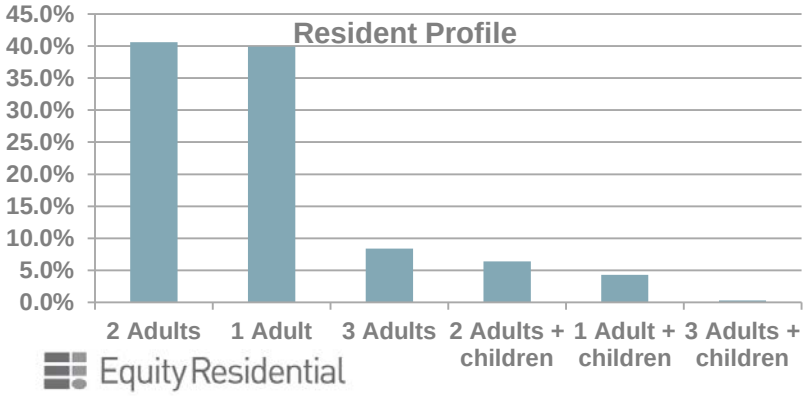
Source: Real Capital Analytics as of Q2 2016.

Boston

EQR in Boston



Market Data (as of 9/30/16)	
Properties	29
Units	7,432
Percent of NOI	10.8%
Occupancy	95.9%
Median Household Income	$135,000
Median Monthly Rent	$2,753
Rent as a Percent of Income	19.1%



Equity Residential

Market Data

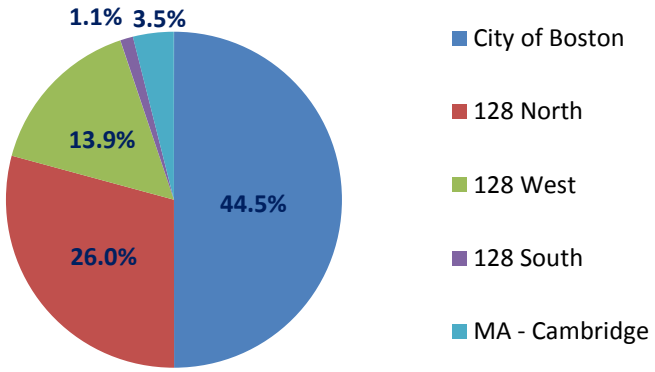
	U.S.	Boston
Median Household Income	$56,000	$74,000
Median Home Price	$221,000	$406,000
Ratio	3.9x	5.5x

Walk Score

EQR	REIT Competitor Avg.
69.5	48.2

30% of renters in Boston commute by walking or public transportation

2017 Supply by Submarket

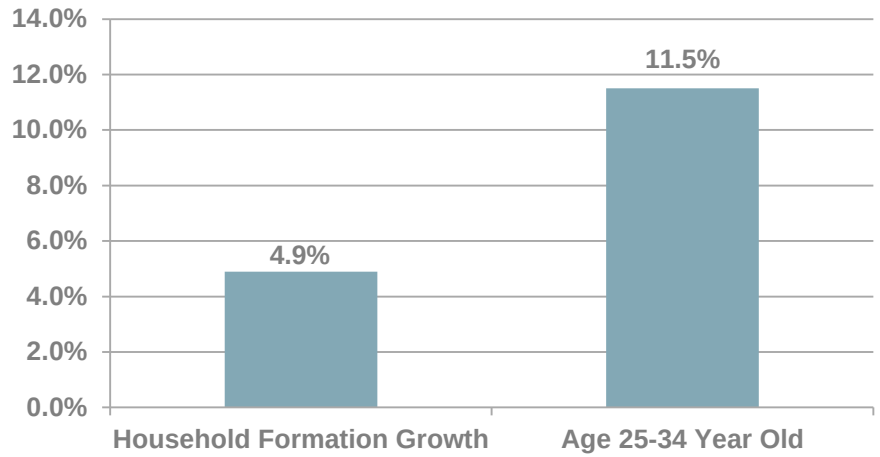


Why Boston

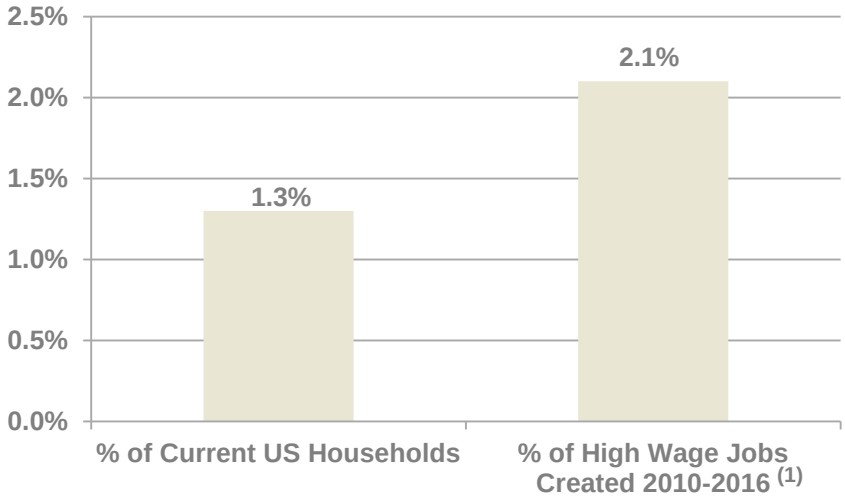
Commentary

- Education, Bio-tech and financial hub
- Large, diversified economy
- MSA population: 3.1 million
- Boston population: 667,000

Growth in Household Formation (2009-2015)



Boston is Capturing a Disproportionate Share of New High Wage Jobs



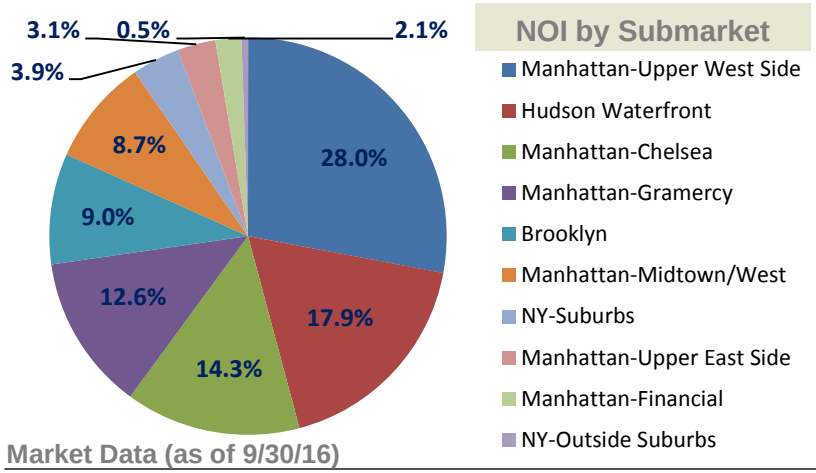
Commentary

- Annual income to afford EQR average rent: $99,000
- Number of households with that income: 136,544
- As a % of all renter households: 19.7%

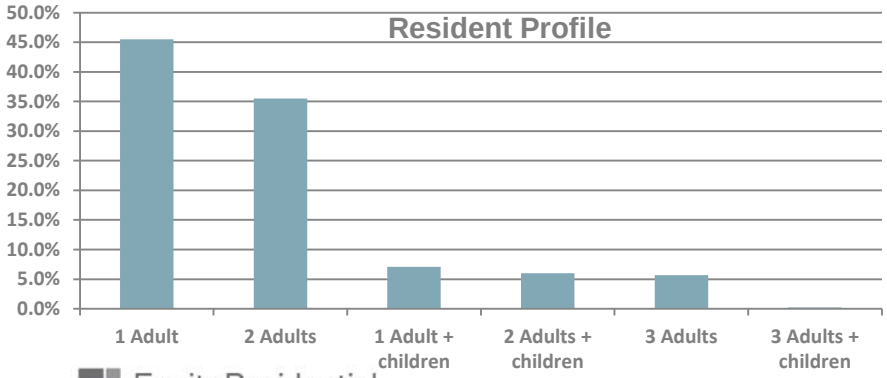
Source: Census, Rosen Consulting Group, American Community Survey, BLS (CES).
(1) High wage jobs defined as financial services, information, professional and business services sectors.

New York

EQR in New York



Market Data (as of 9/30/16)	
Properties	40
Units	10,632
Percent of NOI	19.0%
Occupancy	96.2%
Median Household Income	$182,004
Median Monthly Rent	$3,766
Rent as a Percent of Income	18.3%



Equity Residential

Market Data

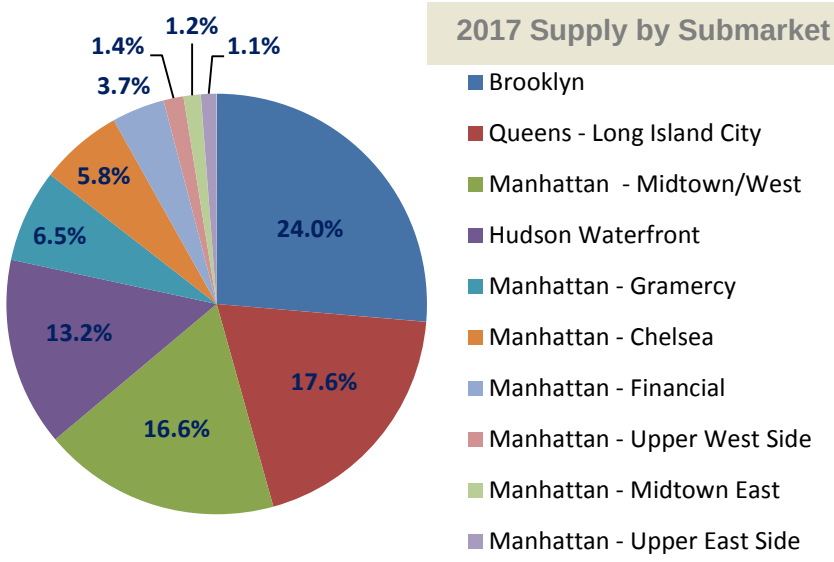
	U.S.	New York[(1)]
Median Household Income	$56,000	$76,000
Median Home Price	$221,000	$1,332,000
Ratio	3.9x	17.5x

(1) MSA data includes Manhattan only

Walk Score

EQR	REIT Competitor Avg.
93.0	77.6

More than 50% of renters in New York commute by walking or public transportation

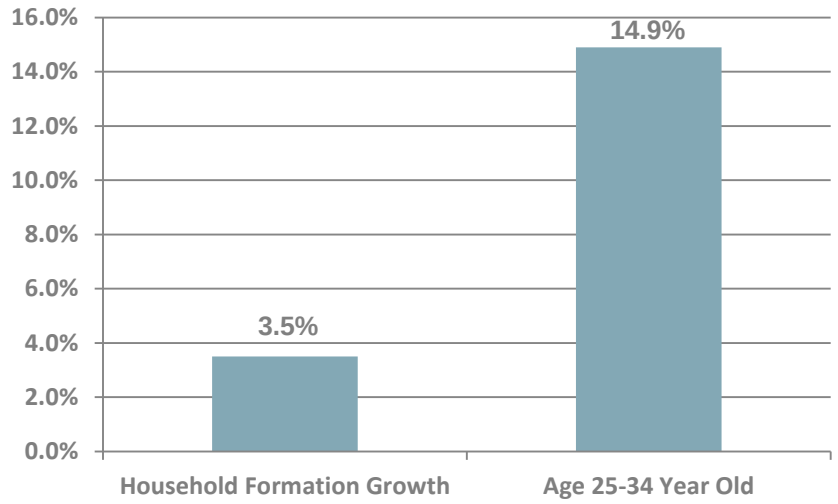


Why New York

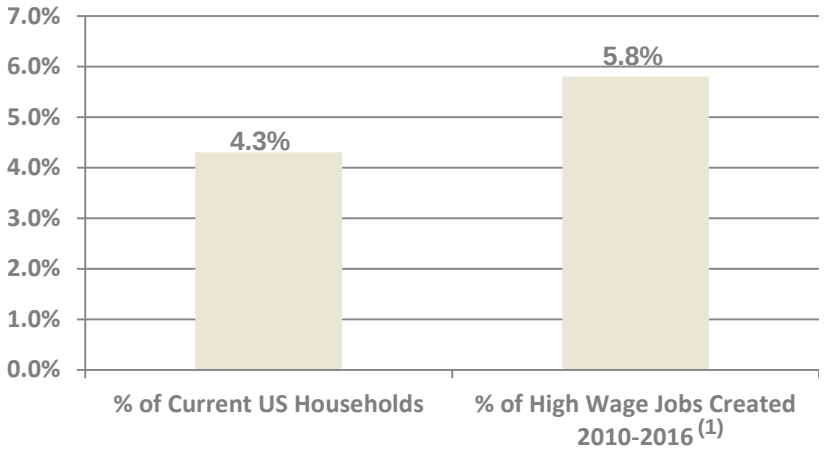
Commentary

- Cultural and financial capital of the world
- Large, diversified economy
- MSA population: 20.2 million
- NYC population: 8.5 million

Growth in Household Formation (2009-2015)



New York is Capturing a Disproportionate Share of New High Wage Jobs



Commentary

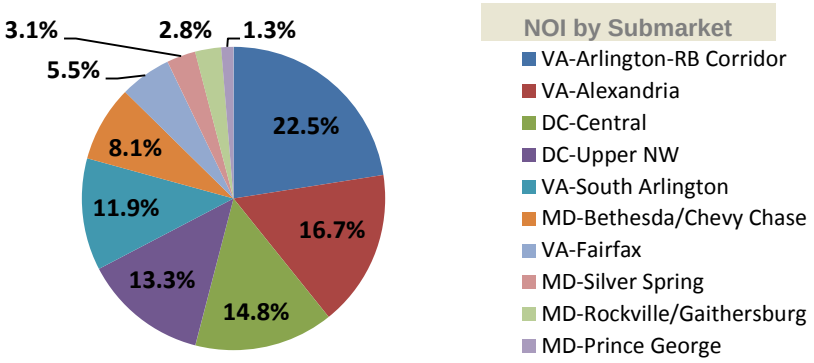
- Annual income to afford EQR average rent: $136,000
- Number of households with that income: 582,972
- As a % of all renter households: 19.9%

Equity Residential

Source: Census, Rosen Consulting Group, American Community Survey, BLS (CES).
(1) High wage jobs defined as financial services, information, professional and business services sectors.

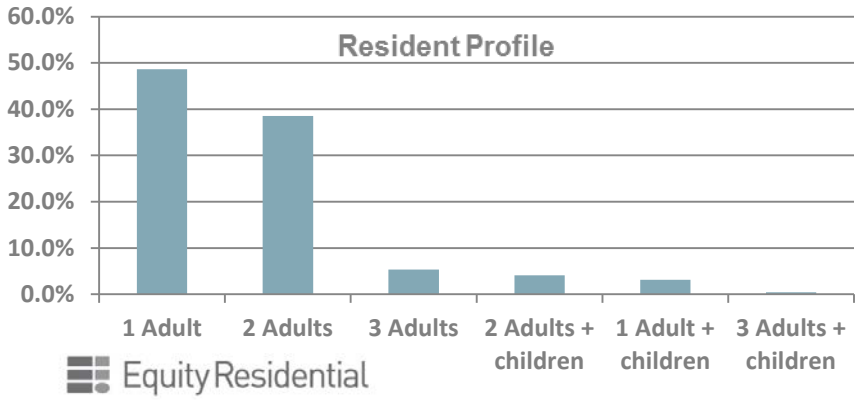
Washington, DC

EQR in Washington, DC



Market Data (as of 9/30/16)

Properties	47
Units	15,637
Percent of NOI	17.2%
Occupancy	96.1%
Median Household Income	$108,000
Median Monthly Rent	$2,352
Rent as a Percent of Income	20.3%



Equity Residential

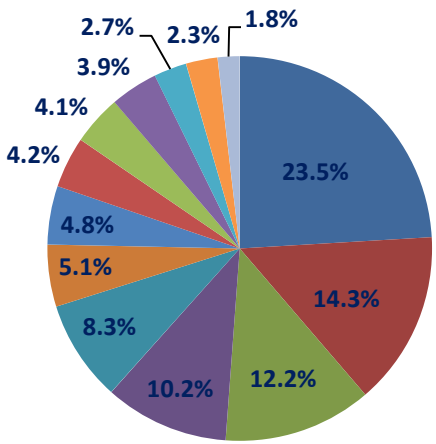
Market Data

	U.S.	Washington, DC
Median Household Income	$56,000	$92,000
Median Home Price	$221,000	$394,000
Ratio	3.9x	4.3x

Walk Score

EQR	REIT Competitor Avg.
77.5	56.3

Nearly 30% of renters in Washington, DC commute by walking or public transportation



2017 Supply by Submarket

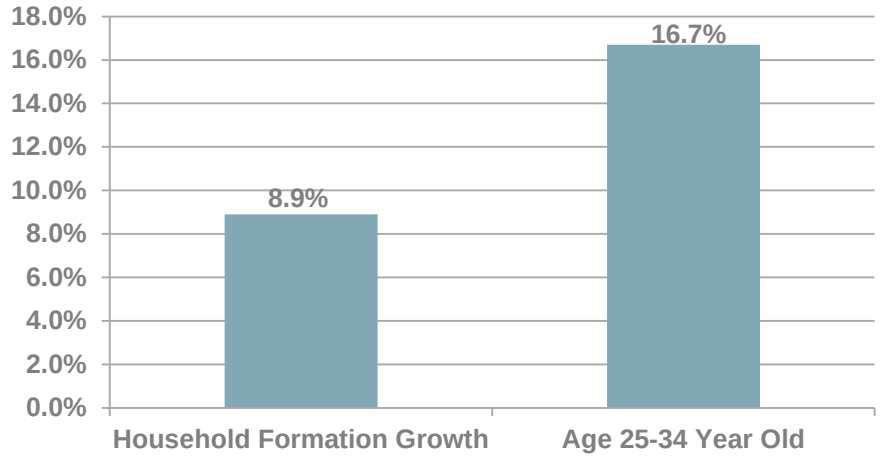
- DC - Capital Riverfront/Southwest
- DC - NOMA/H Street
- VA - Tysons Corner
- VA - Arlington-RB Corridor
- MD - Silver Spring
- DC - Northeast
- DC - Central
- DC - Shaw/14th Street
- VA - Reston/Herndon
- MD - Gaithersburg
- MD - Prince George
- MD - Rockville/North Bethesda
- VA - Fairfax

Why Washington, DC

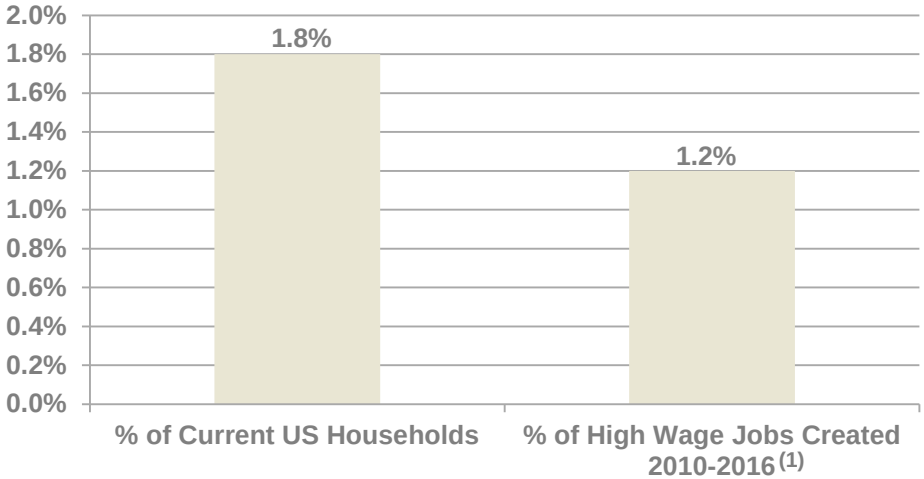
Commentary

- Hub of government and defense industry
- MSA population: 6.1 million
- DC population: 672,228

Growth in Household Formation (2009-2015)



Washington, DC High Wage Job Growth Starting to Show Improvement



Commentary

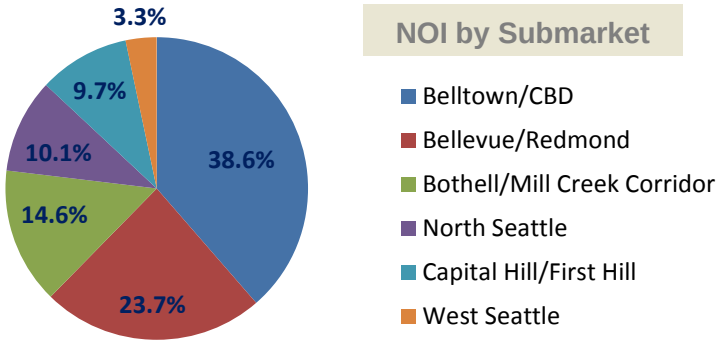
- Annual income to afford EQR average rent: $85,000
- Number of households with that income: 323,291
- As a % of all renter households: 39.4%

Source: Census, Rosen Consulting Group, American Community Survey, BLS (CES).

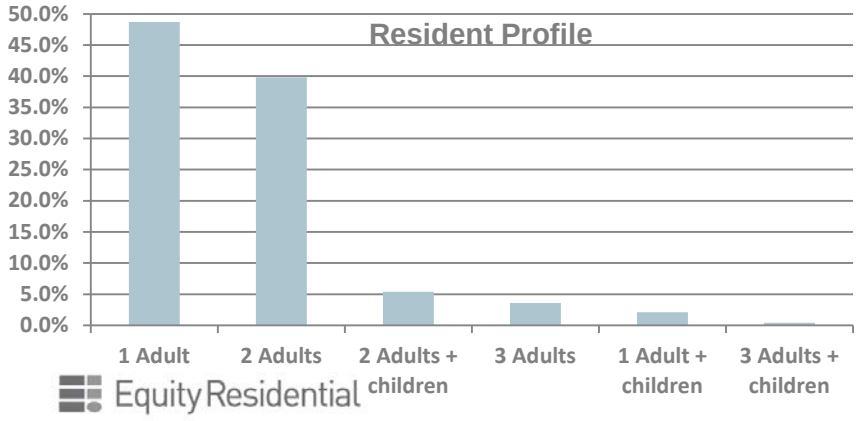
(1) High wage jobs defined as financial services, information, professional and business services sectors.

Seattle

EQR in Seattle



Market Data (as of 9/30/16)	
Properties	37
Units	7,096
Percent of NOI	7.6%
Occupancy	95.9%
Median Household Income	$105,000
Median Monthly Rent	$2,149
Rent as a Percent of Income	18.6%



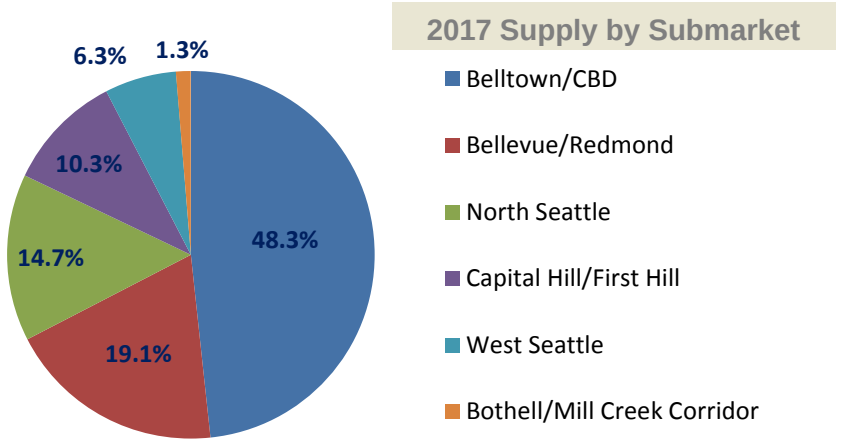
Market Data

	U.S.	Seattle
Median Household Income	$56,000	$68,000
Median Home Price	$221,000	$372,000
Ratio	3.9x	5.5x

Walk Score

EQR	REIT Competitor Avg.
73.3	66.6

20% of renters in Seattle commute by walking or public transportation

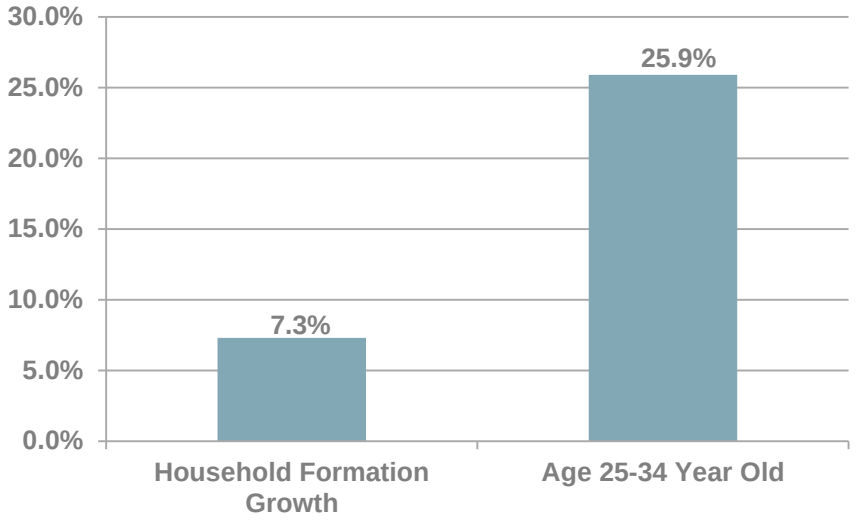


Why Seattle

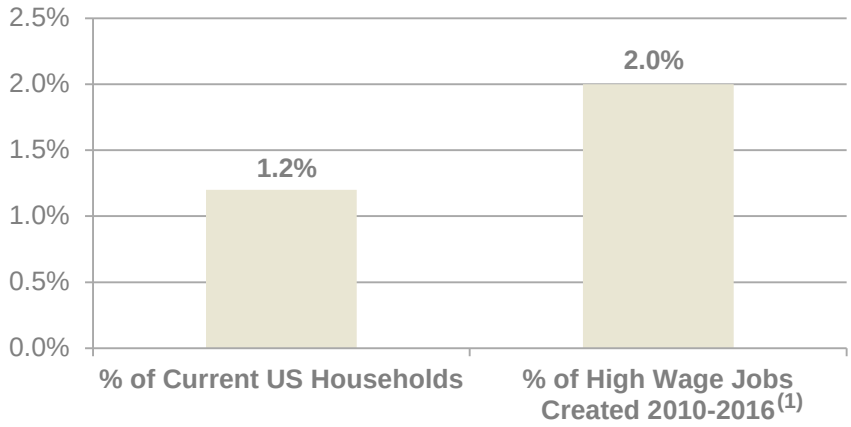
Commentary

- Technology and innovation hub
- Large, diversified economy
- MSA population: 3.7 million
- Seattle population: 684,451

Growth in Household Formation (2009-2015)



Seattle is Capturing a Disproportionate Share of New High Wage Jobs



Commentary

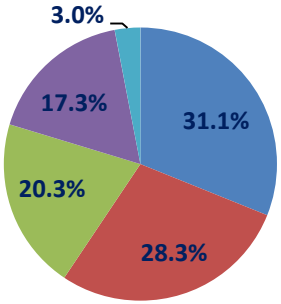
- Annual income to afford EQR average rent: $77,000
- Number of households with that income: 156,429
- As a % of all renter households: 34.4%

Equity Residential

Source: Census, Rosen Consulting Group, American Community Survey, BLS (CES).
(1) High wage jobs defined as financial services, information, professional and business services sectors.

San Francisco

EQR in San Francisco



NOI by Submarket

- SF-South Bay
- SF-Peninsula
- San Francisco
- SF-East Bay
- Berkeley

Market Data (as of 9/30/16)	
Properties	53
Units	12,718
Percent of NOI	19.6%
Occupancy	95.6%
Median Household Income	$120,000
Median Monthly Rent	$3,058
Rent as a Percent of Income	23.3%



Market Data

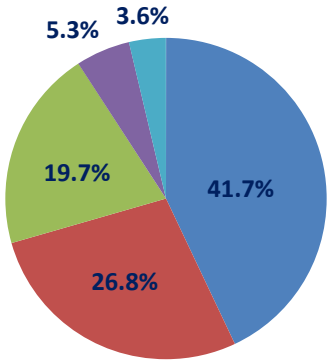
	U.S.	San Francisco
Median Household Income	$56,000	$82,000
Median Home Price	$221,000	$917,000
Ratio	3.9x	11.2x

Walk Score

EQR	REIT Competitor Avg.
70.2	63.5

30% of renters in San Francisco commute by walking or public transportation

2017 Supply by Submarket



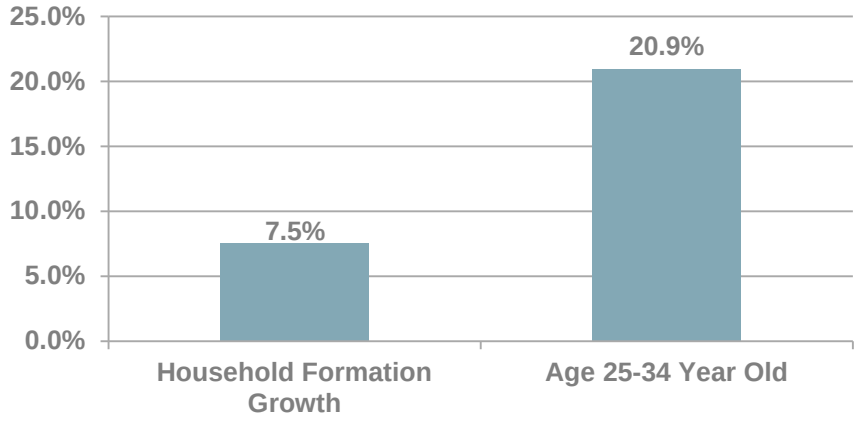
- SF - South Bay
- San Francisco
- SF - Peninsula
- SF - East Bay
- Berkeley

Why San Francisco

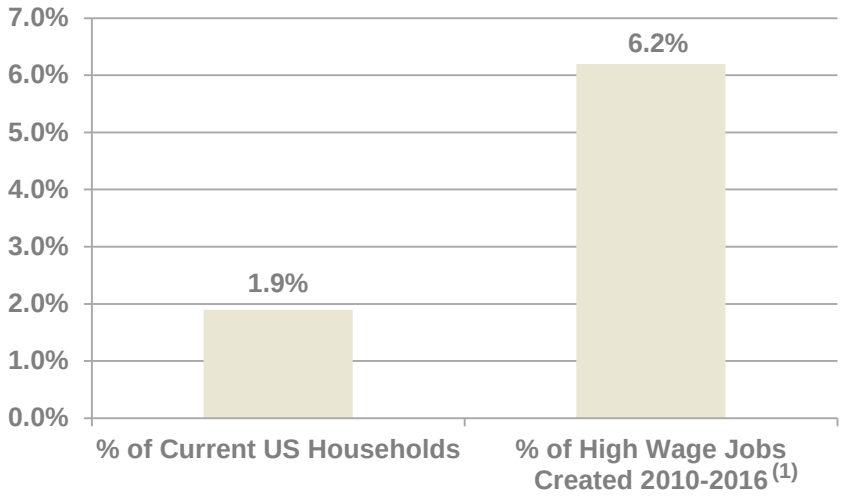
Commentary

- Technology and innovation hub
- Large, diversified economy
- MSA population: 7.6 million
- San Francisco population: 864,816

Growth in Household Formation (2009-2015)



San Francisco is Capturing a Disproportionate Share of New High Wage Jobs



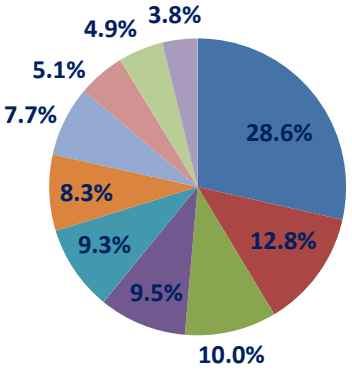
Commentary

- Annual income to afford EQR average rent: $110,000
- Number of households with that income: 350,106
- As a % of all renter households: 32.7%

Source: Census, Rosen Consulting Group, American Community Survey, BLS (CES).
(1) High wage jobs defined as financial services, information, professional and business services sectors.

Los Angeles

EQR in Los Angeles

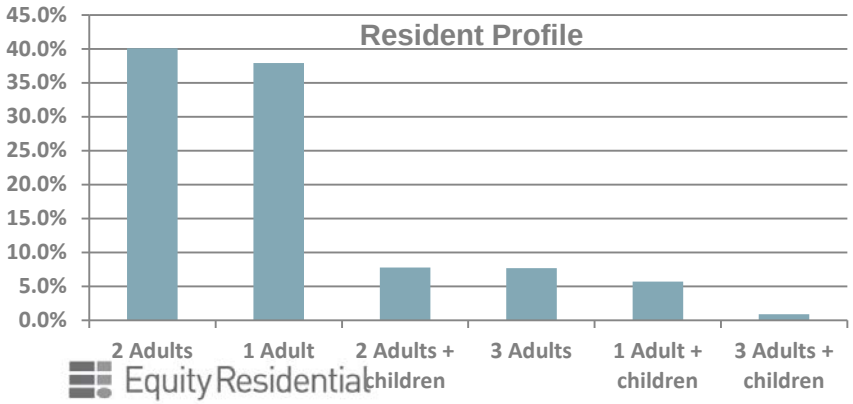


NOI by Submarket

- West Los Angeles
- Downtown LA
- Glendale/Pasadena
- Santa Clarita Valley
- South Bay
- San Fernando Valley West
- Inland Empire
- San Fernando Valley East
- Ventura County
- Koreatown

Market Data (as of 9/30/16)

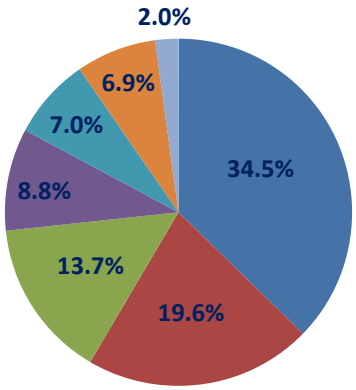
Properties	70
Units	15,857
Percent of NOI	18.0%
Occupancy	96.2%
Median Household Income	$101,308
Median Monthly Rent	$2,376
Rent as a Percent of Income	21.0%



Market Data

	U.S.	Los Angeles
Median Household Income	$56,000	$55,000
Median Home Price	$221,000	$468,000
Ratio	3.9x	8.5x

2017 Supply by Submarket



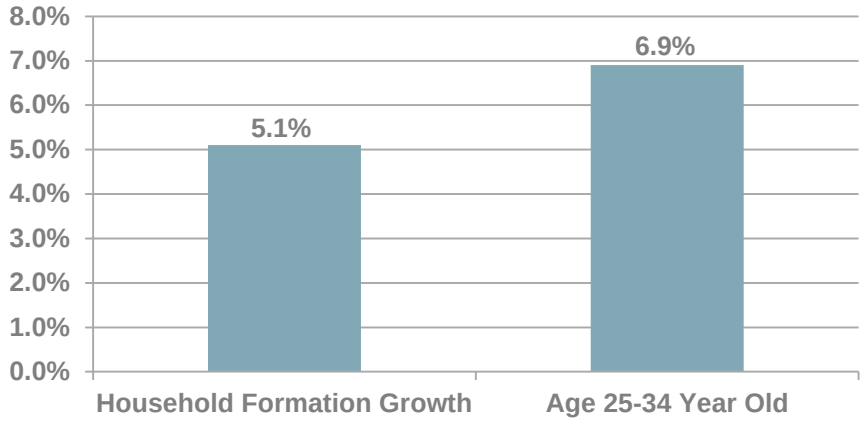
- Downtown LA
- Glendale/Pasadena
- Mid-Wilshire/Koreatown
- Hollywood
- West Los Angeles
- San Fernando Valley West
- San Fernando Valley East

Why Los Angeles

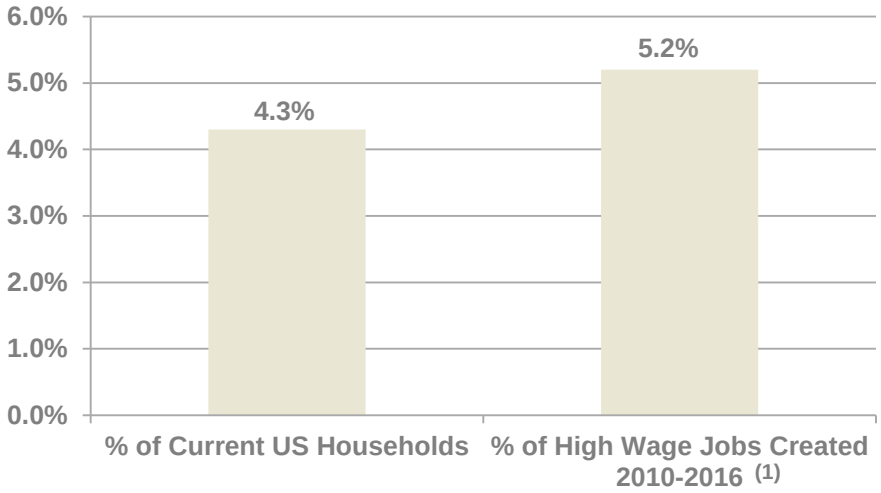
Commentary

- Entertainment and technology hub
- Large, diversified economy
- MSA population: 18.7 million
- L.A. population: 4.0 million

Growth in Household Formation (2009-2015)



Los Angeles is Capturing a Disproportionate Share of New High Wage Jobs



Commentary

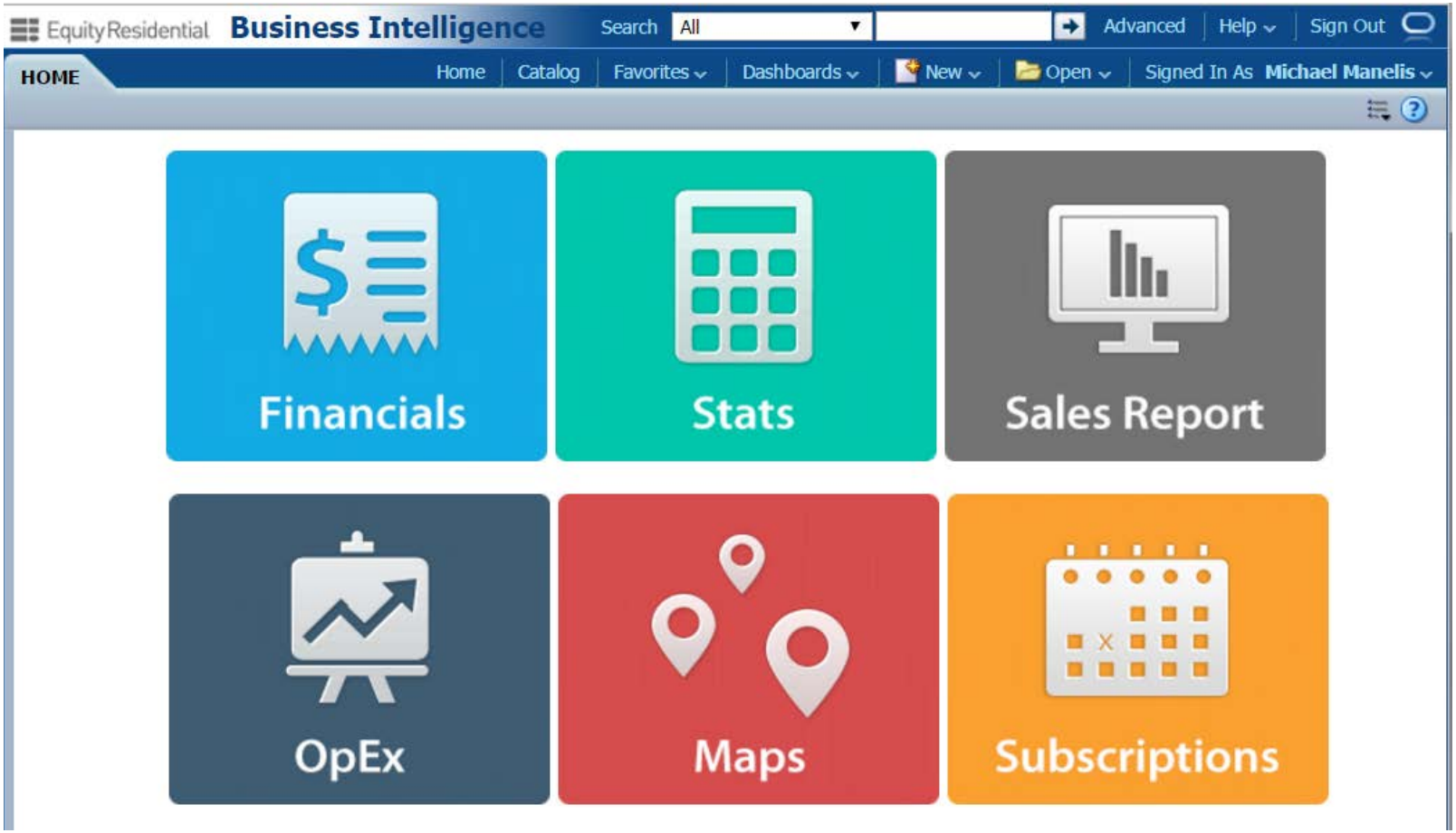
- Annual income to afford EQR average rent: $86,000
- Number of households with that income: 467,220
- As a % of all renter households: 25.8%

Source: Census, Rosen Consulting Group, American Community Survey, BLS (CES).

(1) High wage jobs defined as financial services, information, professional and business services sectors.

EQR's Operating Platform

Ops Tech	LRO	MRI	EquityApartments.com
Controlling Expenses	*Maximizing Rents*	*Property Management*	*Engaging Customers*



Maximizing Revenue – Our Pricing Process

New Lease Pricing

- Weekly calls to align on current pricing strategy
  - Collaborative process with Investments, Property Management and Pricing teams
  - Competitive rent changes
  - Current property performance
  - Renewal performance
  - Rent (LRO) overrides
  - Concessions, amenity reviews

Renewals

- Monthly calls to establish parameters used to generate individual renewal quotes for future months (typically 2 to 3 months in advance)
  - VP level from Investments, Property Management and Pricing
  - Lease expiration management
  - Negotiation results
  - Market results and what to expect in the next couple of months

Bi-Weekly Executive Pricing & Quarterly OpEx

- Bi-weekly Executive market level performance reviews
- Quarterly Operational Excellence (“OpEx”) meetings – revenue results, key performance indicators and overall market conditions

Guidance Revisions

Revisions to New York and San Francisco revenue expectations account for EQR's same-store guidance adjustments

	# Units	% of Total Income [1]	Original Guidance FY 2016 (2/2/16)	Contribution to growth	% of Total Growth	Revised Guidance FY 2016 (7/20/16)	Contribution to Growth	% of Total Growth
Boston	7,136	11.6%	**3.75%**	**0.44%**	**8.9%**	**2.80%**	**0.32%**	**8.6%**
New York	10,007	21.3%	**3.75%**	**0.80%**	**16.3%**	**1.50%**	**0.32%**	**8.5%**
Washington DC	15,475	19.8%	1.30%	0.26%	**5.2%**	1.20%	**0.24%**	**6.3%**
San Francisco	10,846	16.4%	**9.50%**	**1.56%**	**31.8%**	**6.25%**	**1.03%**	**27.2%**
Seattle	6,011	6.9%	6.25%	0.43%	**8.8%**	6.10%	**0.42%**	**11.2%**
Los Angeles	13,698	16.5%	6.25%	1.03%	**21.0%**	6.10%	**1.01%**	**26.7%**
Orange County	3,490	3.5%	5.50%	0.19%	**3.9%**	5.80%	**0.20%**	**5.4%**
San Diego	3,505	4.0%	5.00%	0.20%	**4.1%**	5.70%	**0.23%**	**6.1%**
Consolidated SS Revenue 2016 [1]	**70,168**	**100%**	**4.90%**	**4.90%**		**3.77%**	**3.77%**	

Revenue expectations have been reduced by approximately 100bps; 53bps and 48bps due to San Francisco and New York, respectively.

(1) 2016 same store units excluding approximately 2,100 units in "All Other Markets" included in public same-store reporting.

Operating Performance – All Markets

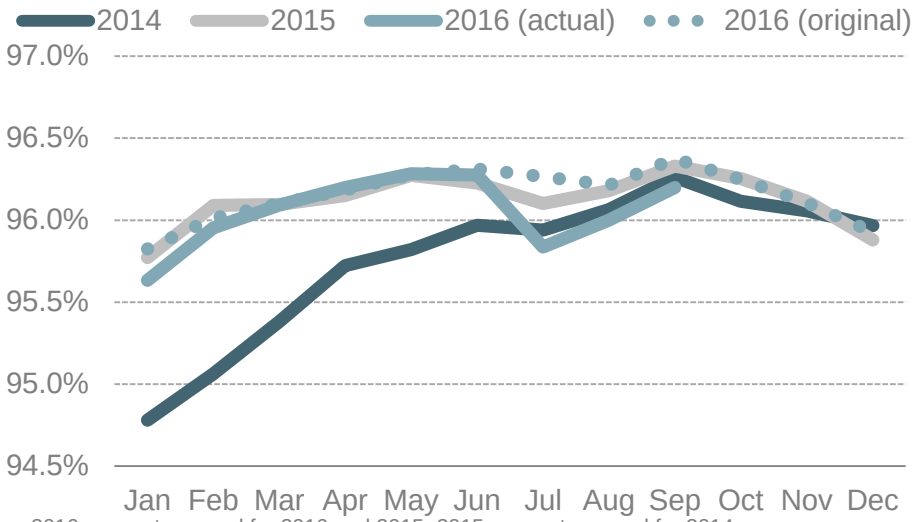
Operations tracking consistent with revised guidance

Commentary

- Occupancy – softness incurred in June and July. Currently meeting revised targets.
- Renewals – normal seasonal reduction exacerbated by San Francisco & New York rent declines. Expect to level off at 3-4% in Q4.
- Base Rent – meeting revised expectations and following the normal seasonal pattern.

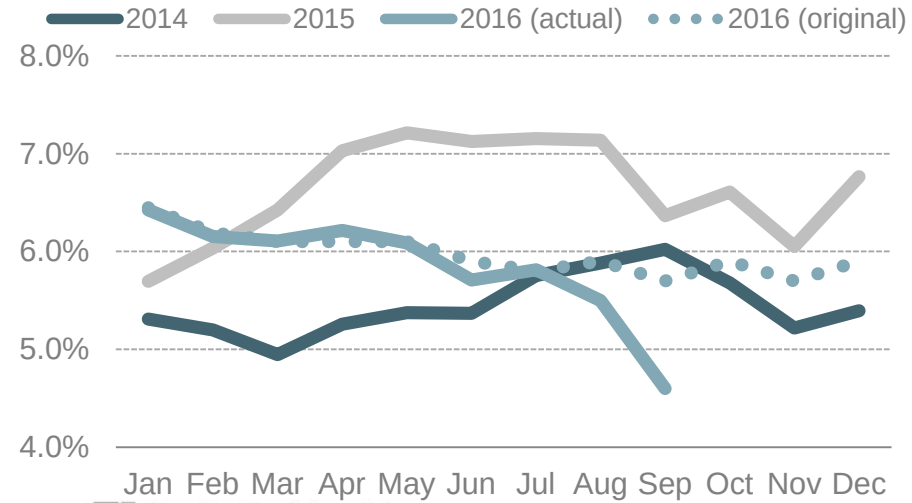
Note: "2016 (original)" refers to budget projections from Q4 2015.

Same-Store Occupancy



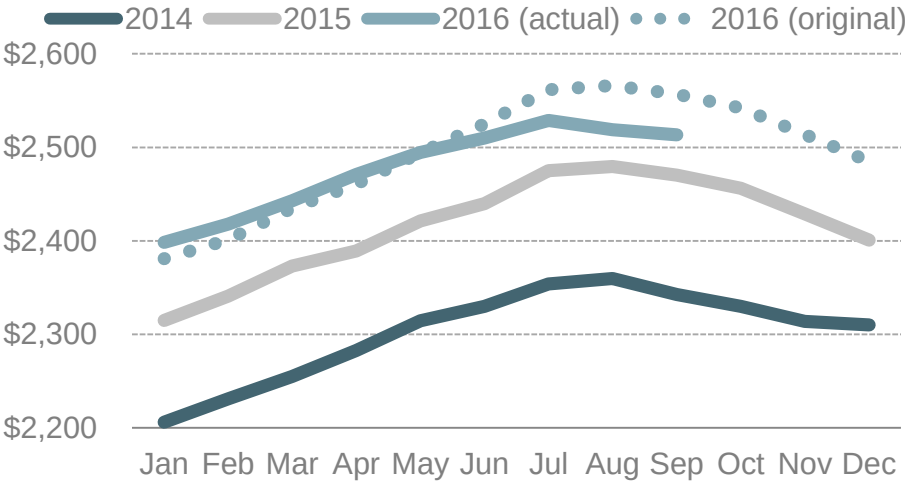
2016 same store used for 2016 and 2015. 2015 same store used for 2014.

% Renewal Rate Increase



Consolidated 2016 Same Store used for all years.

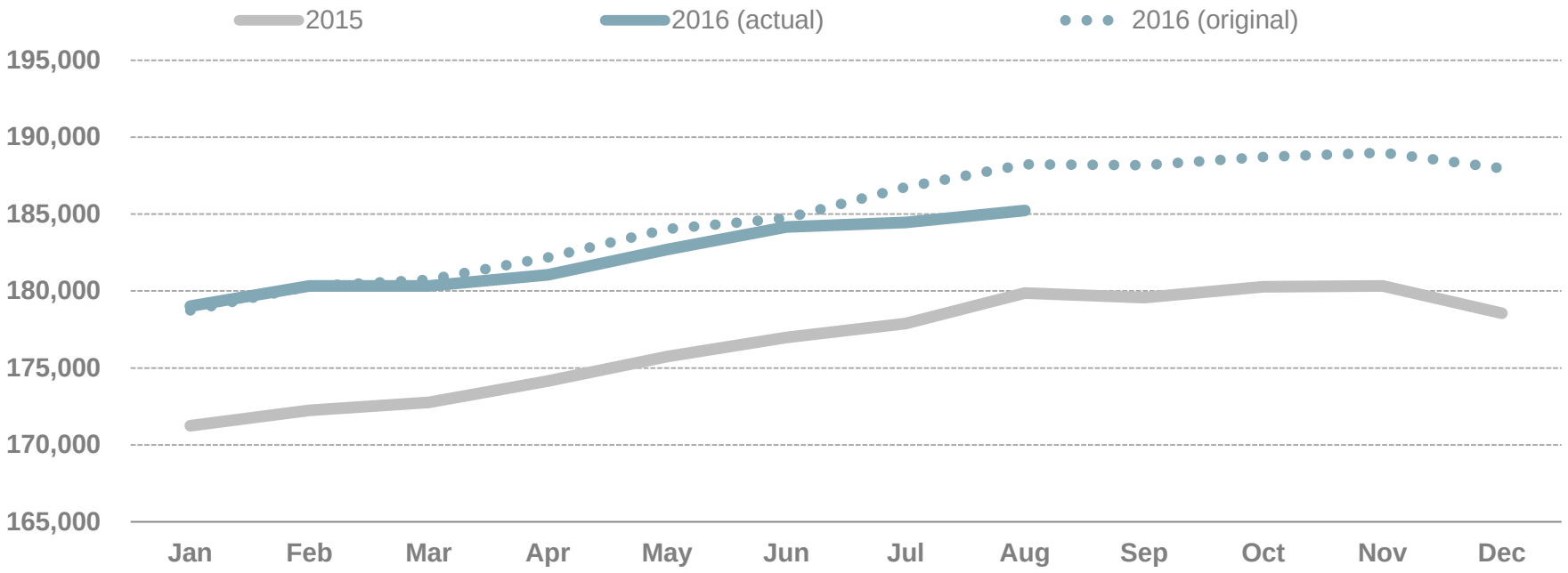
Base Rent



LRO Base Rents plus Average Amenity. Consolidated 2016 Same Store used for all years.

Operating Performance – All Markets

Total Income



Operations tracking consistent with revised guidance

Note: "2016 (original)" refers to budget projections from Q4 2015.

San Francisco – What We Saw in 2016

	April 18th	May 23rd	July 18th	September 19th
Base Rents	3.6% over 2015. Entering peak leasing season – too soon to call	1.4% over 2015 Losing momentum on pricing power	0.0% (flat to 2015) Pricing power lost in peak leasing season	0.9% below 2015 Consistent with revised expectations
Occupancy	95.8% Steady and trending to 96.5% in May	96.6% Recovered and stable. Forecasted to fall in June	95.7% 60bps below 2015 after experiencing 100bps gaps in June	96.1% Recovered and stable. Consistent with expectations
Exposure	6.3% (Favorable) 90 bps below same week in 2015	7.7% Weakening 40bps above last year	7.2% Elevated 40bps above last year	5.7% As expected 10 bps lower than last year
Renewals	Achieved 9.5% increase in April Ahead of projection	Achieved 8.8% in May. Trending as expected but now anticipate a delayed impact to future months from decline in base rent growth	7.9% Trending below projection	Achieved 3.8% in Sept. Anticipate continued deceleration in renewal growth. 2% forecasted for the balance of the year.
Concessions	Minimal at stabilized assets	Minimal at stabilized assets and not part of our response	Minimal at stabilized assets and still not part of our response.	Still minimal at stabilized assets and not part of our response.
Supply	Lumpy deliveries concentrated in Downtown and South Bay. South Bay saw isolated irrational pricing by a select owner – rest was as expected.	New deliveries being priced at 2015 rent levels on a net effective basis. Lower than we thought necessary but market reacting to headlines.	Lease ups pricing remains consistent with 2015 rent levels.	Lease ups pricing remains consistent with 2015 rent levels.

San Francisco

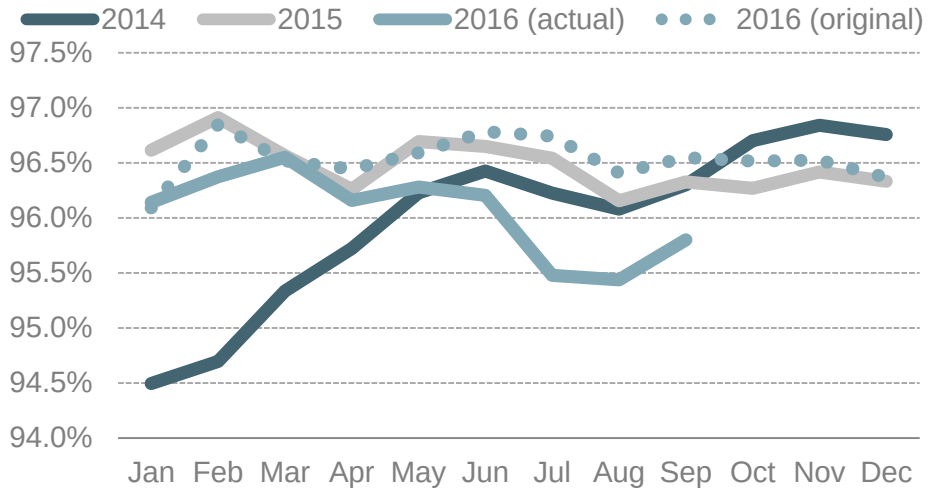
Operations tracking consistent with revised guidance

Commentary

- Occupancy – impacted by 50% increase in move-outs during June 2016 vs. 2015.
- Renewals – loss of pricing power impacted achieved increases. Tracking as expected with renewal rates stabilizing between 2-3% in Q4 2016.
- Base Rent – meeting revised expectations and flat to 2015.

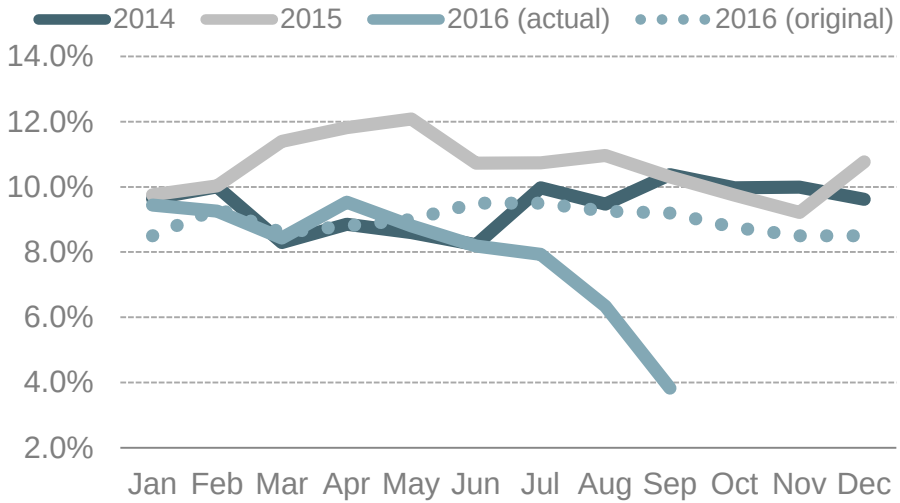
Note: "2016 (original)" refers to budget projections from Q4 2015.

Same-Store Occupancy



2016 same store used for 2016 and 2015. 2015 same store used for 2014.

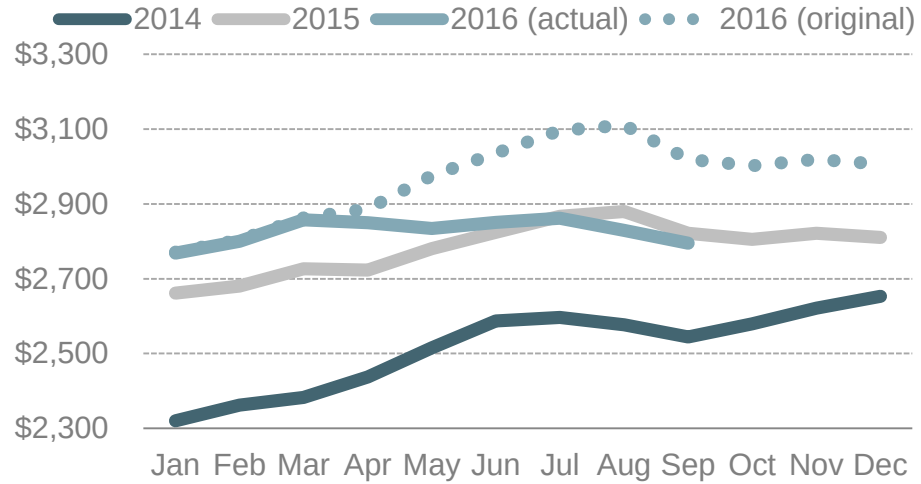
% Renewal Rate Increase



Equity Residential

Consolidated 2016 Same Store used for all years.

Base Rent



LRO Base Rents plus Average Amenity. Consolidated 2016 Same Store used for all years.

Operating Trends – Third Quarter 2016

	Annual SS Total Units	Q3 2016 % of NOI	New Lease Pricing [1] Q3 2016 [2]	New Lease Pricing [1] Q3 2015	Renewal Lease Pricing [1] Q3 2016 [2]	Renewal Lease Pricing [1] Q3 2015	Weighted Avg Occ % Q3 2016	Weighted Avg Occ % Q3 2015
Los Angeles	13,698	16.7%	2.5%	4.1%	6.8%	7.6%	96.2%	96.1%
San Diego	3,505	4.1%	4.4%	6.1%	7.5%	7.1%	96.6%	96.5%
Orange County	3,490	3.9%	4.4%	2.9%	7.6%	7.0%	96.2%	95.8%
Southern California	**20,693**	**24.7%**	**3.1%**	**4.2%**	**7.0%**	**7.4%**	**96.2%**	**96.1%**
New York	**10,007**	**19.2%**	**-2.0%**	**2.1%**	**3.0%**	**5.8%**	**96.2%**	**96.7%**
Washington DC	**15,475**	**19.1%**	**0.2%**	**-1.9%**	**4.6%**	**3.8%**	**96.1%**	**96.2%**
San Francisco	**10,846**	**17.1%**	**-0.3%**	**9.5%**	**6.2%**	**10.6%**	**95.6%**	**96.4%**
Boston	**6,993**	**11.4%**	**1.6%**	**3.6%**	**4.9%**	**6.0%**	**95.9%**	**96.3%**
Seattle	**6,011**	**7.2%**	**4.9%**	**4.1%**	**8.1%**	**8.1%**	**95.8%**	**95.4%**
Consolidated SS 2016	**70,025**	**99.3%**	**0.9%**	**3.6%**	**5.3%**	**6.8%**	**96.0%**	**96.2%**

(1) New Lease and Renewal Pricing includes residential activity only.
(2) Excludes 1,320 units in non-core markets of New England & Phoenix.

One of the Strongest Balance Sheets in the REIT Sector

Commentary

- Strong balance sheet with A- / A- / Baa1 (pos) long-term credit ratings from Standard & Poors, Fitch and Moody's, respectively.
- Stable and conservative leverage profile with strong liquidity and access to multiple sources of capital.
- Demonstrated conservative balance sheet management through operating cycles and transformative events (Archstone/Starwood).

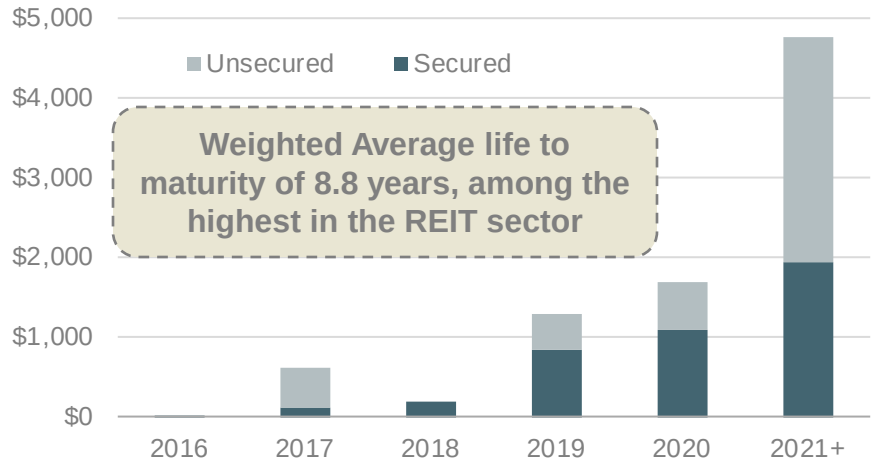
Equity Residential is Focused on Maintaining the Strength of its Credit Metrics and Balance Sheet

Strong Covenant Compliance and Credit Metrics (1)

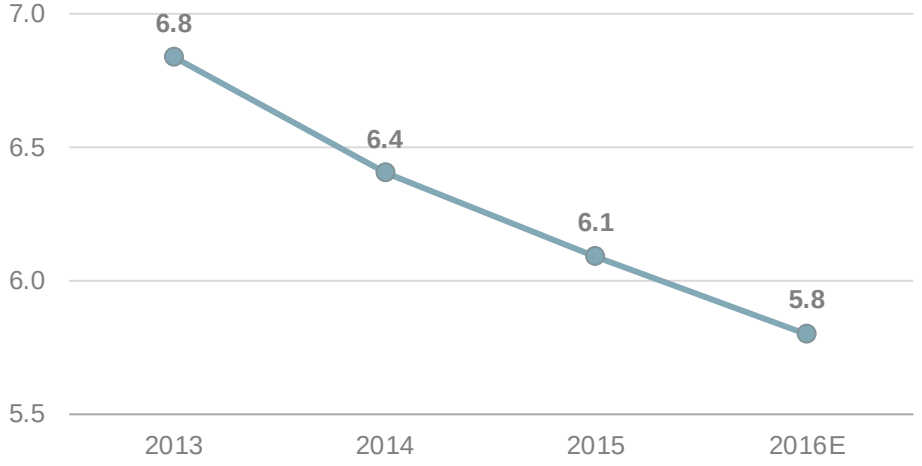
	06/30/16	Covenant
Total Debt to Adjusted Total Assets	33.1%	Max. 60%
Secured Debt to Adjusted Total Assets	16.2%	Max. 40%
Fixed Charge Coverage	3.86x	Min. 1.5x
Unencumbered Assets to Unsecured Debt	442.6%	Min. 150%
Unencumbered NOI % of total NOI (2)	71%	

(1) Q2 2016 ratios expected to normalize by Q4 2016 upon payment of the second special dividend. Covenants display the most restrictive financial covenants.

Manageable Debt Maturities



Declining Net Debt to Normalized EBITDA (2)

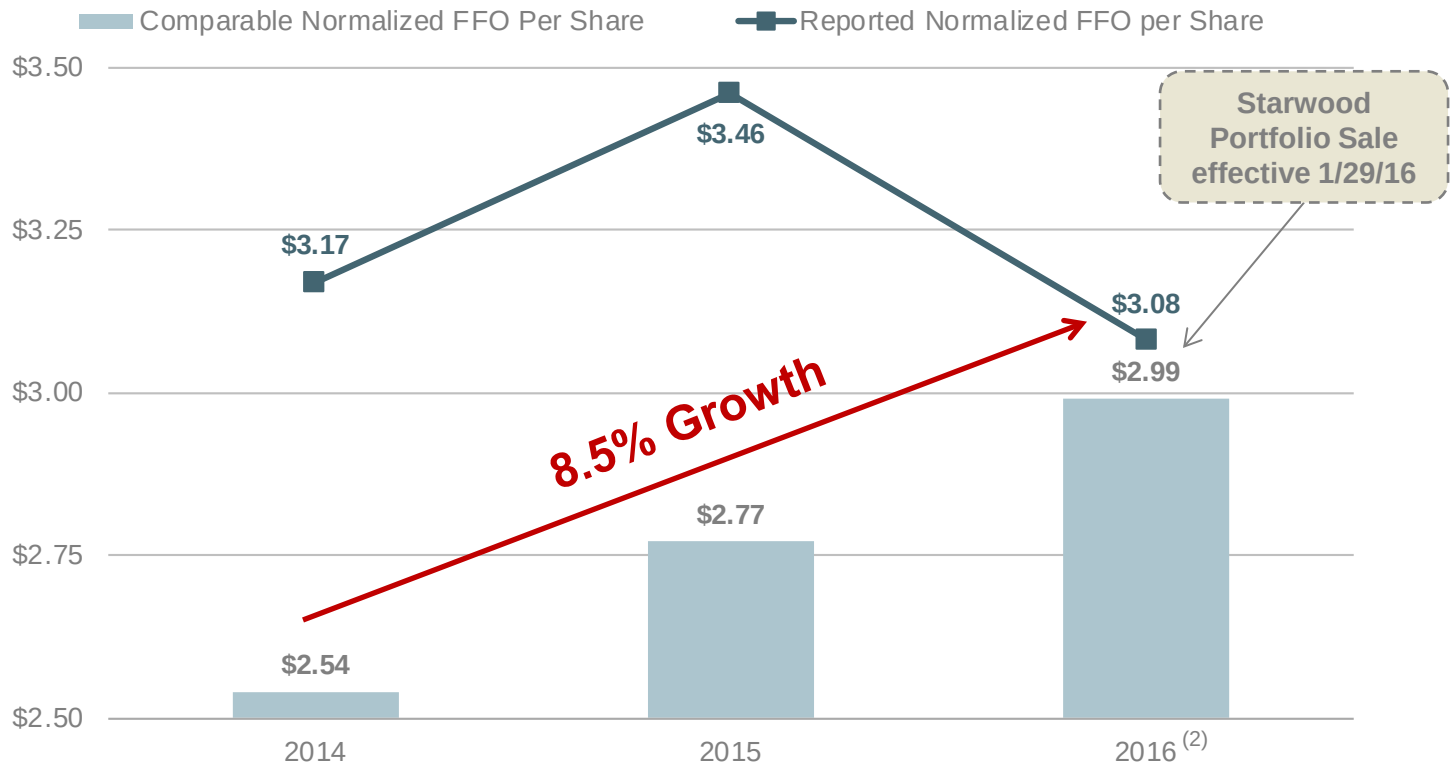


(2) Please reference the Company's "Second Quarter 2016 Earnings Release and Supplemental Financial Information" from July 26, 2016 for definitions of "Net Debt to Normalized EBITDA" and "Unencumbered NOI as a % of total NOI."

EQR's Comparable Portfolio Delivers Strong Growth

EQR's comparable portfolio is expected to grow at 8.5% CAGR between 2014-2016. This is not reflected in EQR's reported Normalized FFO due to the reset associated with the Company's 2016 asset sale program.

2014-2016 Comparable Normalized FFO Per Share (1)



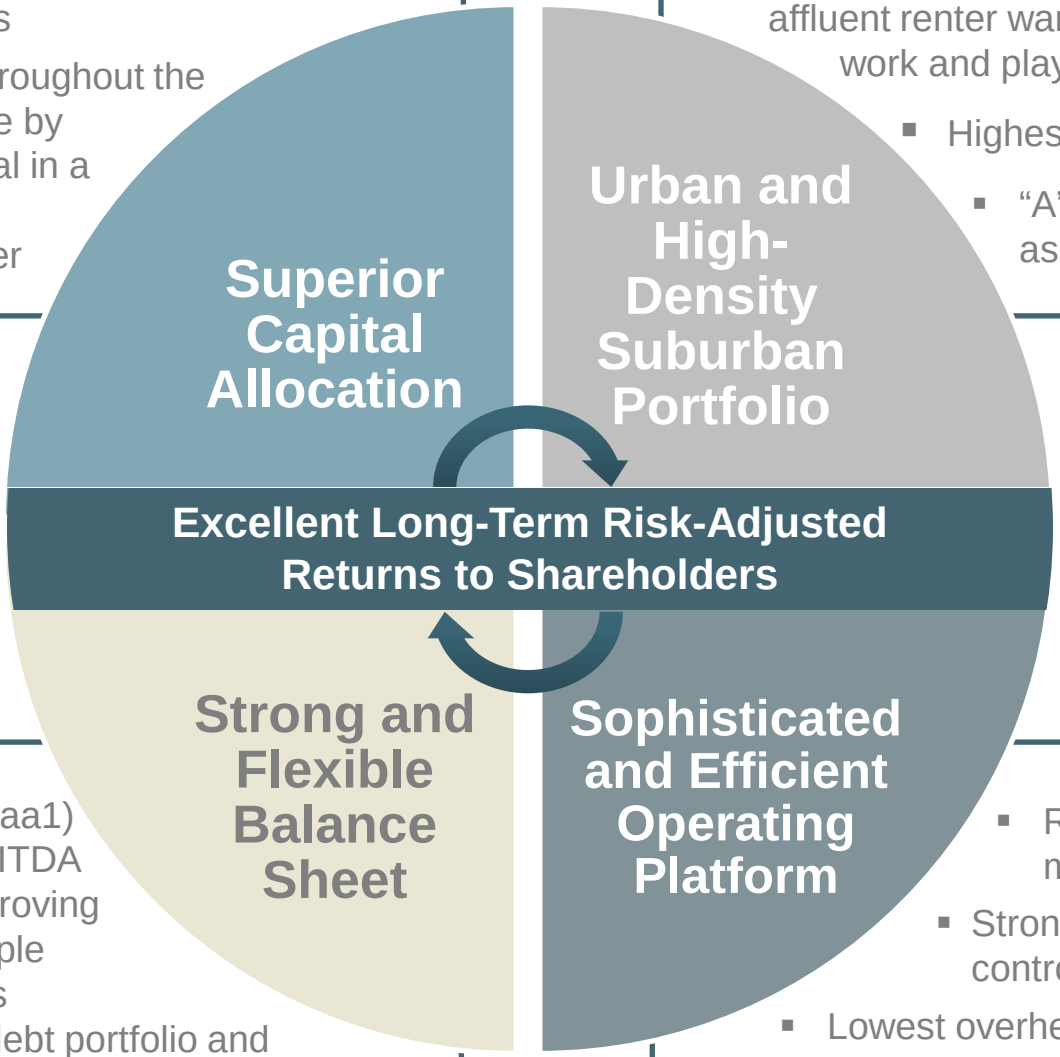
(1) Comparable Normalized FFO per share reflects 2016 transaction activity and debt payoffs as if they occurred on 01/01/14.

(2) 2016 Normalized FFO assumes midpoint of Guidance provided on 07/26/16.

The Equity Difference: Long-Term Outperformance

- Buy, build and sell apartments at opportune times
- Create value throughout the real estate cycle by allocating capital in a superior risk-adjusted manner

- Coastal markets where today's affluent renter wants to live, work and play
  - Highest Walk Scores
    - "A" and "B" quality assets



- Strong credit ratings (A-/A-/Baa1)
- Low debt to EBITDA of 5.8x and improving
- Access to multiple funding sources
- Long duration debt portfolio and staggered maturity schedule

- Revenue maximization
  - Strong expense controls
    - Lowest overhead

Additional Notes to Presentation

Forward-Looking Statements

In addition to historical information, this presentation contains forward-looking statements and information within the meaning of the federal securities laws. These statements are based on current expectations, estimates, projections and assumptions made by management. While Equity Residential's management believes the assumptions underlying its forward-looking statements are reasonable, such information is inherently subject to uncertainties and may involve certain risks, including, without limitation, changes in general market conditions, including the rate of job growth and cost of labor and construction material, the level of new multifamily construction and development, competition and local government regulation. Other risks and uncertainties are described under the heading "Risk Factors" in our Annual Report on Form 10-K and subsequent periodic reports filed with the Securities and Exchange Commission (SEC) and available on our website, www.equityapartments.com. Many of these uncertainties and risks are difficult to predict and beyond management's control. Forward-looking statements are not guarantees of future performance, results or events. Equity Residential assumes no obligation to update or supplement forward-looking statements that become untrue because of subsequent events.

Page	Note
Various	Please reference the Company's "Second Quarter 2016 Earnings Release and Supplemental Financial Information" from July 26, 2016 including "Additional Reconciliations and Definitions of Non-GAAP Financial Measures and Other Terms" for terms such as Normalized FFO per share, Net Operating Income ("NOI"), Stabilized NOI, Normalized Earnings Before Interest, Income Taxes, Depreciation and Amortization ("EBITDA") and other terms.
6	**Condo Business** value creation of $176M reflects division FFO (gain on sale from condo unit conversions net of conversion costs, overhead, litigation and other expenses) for years of operation.
6	**Macklowe Portfolio** consists of River Tower, 777 Sixth Avenue Apartments and Longacre House Apartments (910 units) purchased in 2010 in New York City. Value creation of $496M is based on the Net Gain on Sale of Real Estate Property realized for River Tower and EQR's 2016 NAV less purchase price for 777 Sixth Avenue Apartments and Longacre House Apartments.
6	**Acquisition of Broken Condo/Distressed Assets** consists of two assets (1,238 units) purchased in 2010 in Washington, D.C. and San Diego. Value creation of $241M is based on EQR's 2016 NAV less the purchase price of the two assets.
6	**Archstone Acquisition** was completed in 2013 and included 76 properties (21,781). Per unit purchase price and 2016 value per unit based on units owned by the Company as of September 2016.
6	**River Tower**, a 323-unit property in New York City, was acquired as part of the Macklowe Portfolio for approximately $218M in 2010. The asset was sold for $390M in 2016 generating a Net Gain on Sale of Real Estate Property of $185M.
6	**Woodland Park**, a 1,811 unit property in East Palo Alto, California was acquired for $130M in 2011. The asset was sold for approximately $413M in 2016 generating a Net Gain on Sale of Real Estate Property of $289M.
6	**Starwood Portfolio Sale And Other 2016 Dispositions** reflect total sales year to date through September 15, 2016.
6	**Paid Special Dividends of $4.2B or $11/share** include approximately $3.1B ($8 per share/unit) paid on March 10, 2016 and approximately $1.1B ($3 per share/unit) declared on September 14, 2016 that will be paid on October 14, 2016.
7	**Development activity from 2005-2015** includes assets constructed by the Company during the period presented. Total Development Cost figures have not been reduced by impairments. Stabilized asset values based on the EQR's 2016 NAV. Value for projects that are not yet stabilized in 2016 computed as completed value less remaining construction costs.