Equity Residential

Investor Update

November 2018

Equity Residential Named a Sector Leader in ESG by GRESB for Fifth Consecutive Year and Received NAREIT's 2017 Residential Leader in the Light Award

GRESB

Nareit

Troy Boston – Boston, MA
Acquired Q3 2018
LEED Gold



Executive Summary

Equity Residential

- We continue to experience strong and consistent demand for apartment living across our urban and high density suburban portfolio.
  - » We now expect same store revenue growth of 2.3% for full year 2018, which is at the top end of our previous expectations.
  - » Renewal rent increases trending to 4.9% for full year, which is above previous guidance. Percentage of residents renewing continues to increase over 2017.
  - » Producing highest retention in our history.
  - » Expect full year occupancy of 96.2%.
- We re-entered Denver with the purchase of two recently built assets in the Uptown neighborhood.
- New supply will continue to be a factor in many of our markets in 2019, but will be considerably lower in our footprint in New York.
- We expect 2019 same store revenue to moderately increase from our 2018 growth rate driven by continued strong demand.
- Our expected annual dividend of $2.16/share is well covered by our operating cash flow. We expect our dividend to grow over time.

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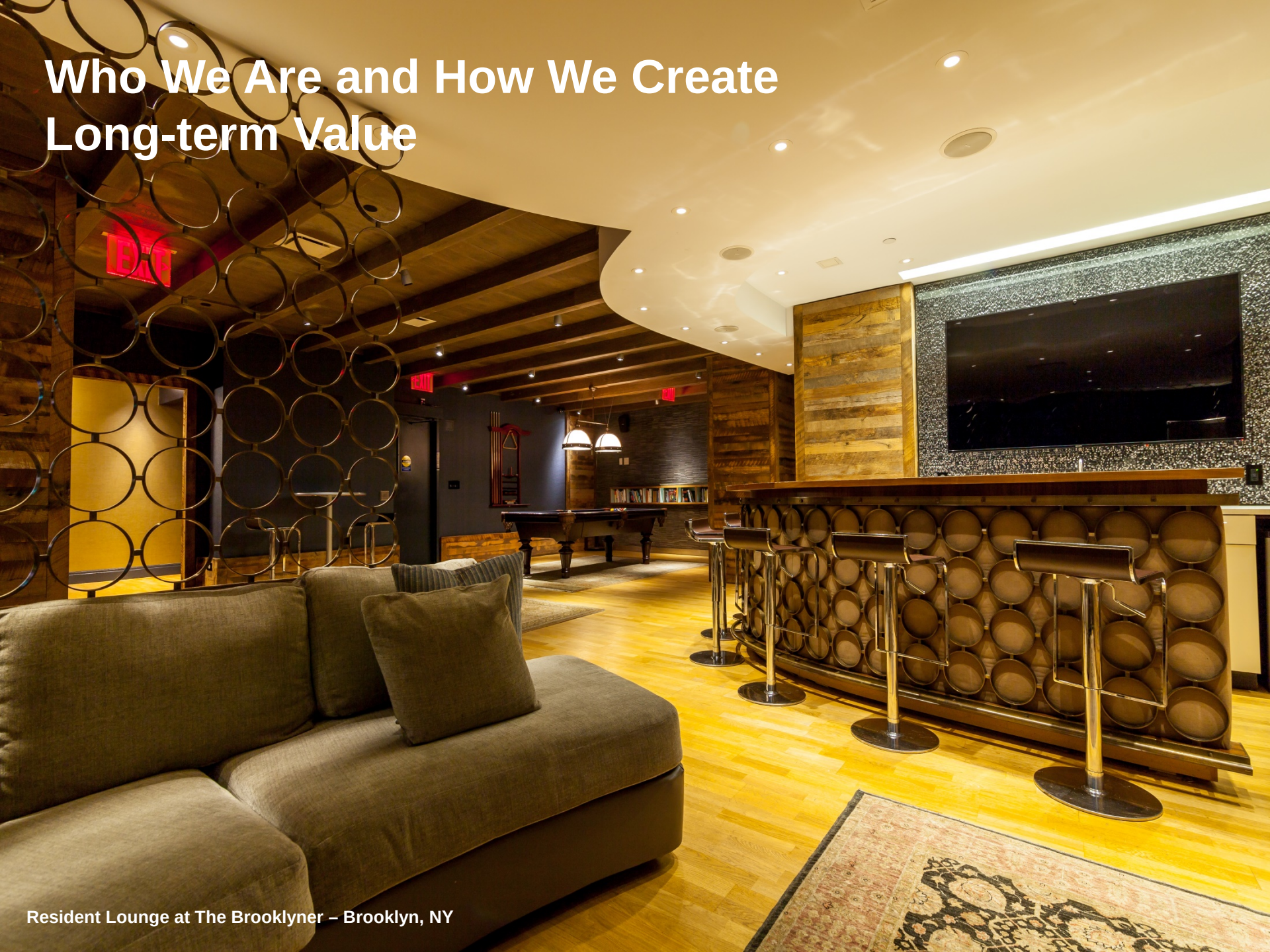
Who We Are and How We Create Long-term Value



Resident Lounge at The Brooklyner – Brooklyn, NY

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Equity Residential

306
Properties
79,260
Apartment Units

9.9%
10-Year Total Shareholder Return CAGR

Founded and Chaired by Sam Zell

$1.6 Billion in Annual Normalized EBITDAre

Premier Owner and Operator of Rental Apartments in Urban and High Density Suburban Locations in U.S. Cities

The **Highest** Walk Score® Rankings in the Sector

S&P 500 Company

Named Leader in **ESG by Both GRESB and Nareit**

Approximately $2.6 Billion in Annual Revenue

Sold $8.5 Billion
of Apartment Properties Producing Unlevered IRR of 12% since the beginning of 2015

3.1% 10-Year Same Store Revenue CAGR

2.0% 10-Year Same Store Expense CAGR

3.8% 10-Year Same Store NOI CAGR

3.2% Average 10-Year Dividend Yield

$34.2 Billion
Total Market Capitalization

One of the Strongest Balance Sheets in the REIT Sector
A-/A3/A Rated

Note: As of 09/30/18. Annual numbers are on a Trailing Twelve Months basis.

Managing our Business in the Current Environment

Equity Residential

Investment Strategy

- Manage portfolio to maximize long-term total returns by recycling capital from lower growth assets into assets providing higher growth.
- Since the beginning of 2015, sold approximately 34,000 apartment units for $8.5B generating an unlevered IRR of 12% and returned $4.2B to shareholders in special dividends.
- Currently have approximately $600M under development including a $410M project in Boston started this year.
- Continue to invest $40M-$60M per year in kitchen and bath renovations which yield a return of 10-15%. Also investing in customer facing projects like lobbies and amenity spaces to better compete with new supply.
- Invest approximately $10M in various sustainability initiatives including lighting retrofits, solar and water conservation at yields of more than 20%.

Operations Strategy

- Manage our 71,721 apartment same store portfolio to maximize revenue by balancing occupancy and rental rate. We are currently 96.2% occupied and our guidance is for same store revenue growth of 2.3% for full year 2018.
- Continued focus on resident retention which led to strong renewal increases and the highest retention in our history in 2018, despite elevated new supply.
- Lease and stabilize the more than $1.3B of assets currently under development and in lease-up at yields very favorable to market cap rates. Expect lease-up NOI of approximately $70M in 2018. Lease-ups are absorbing units ahead of expectations at very good rental rates.

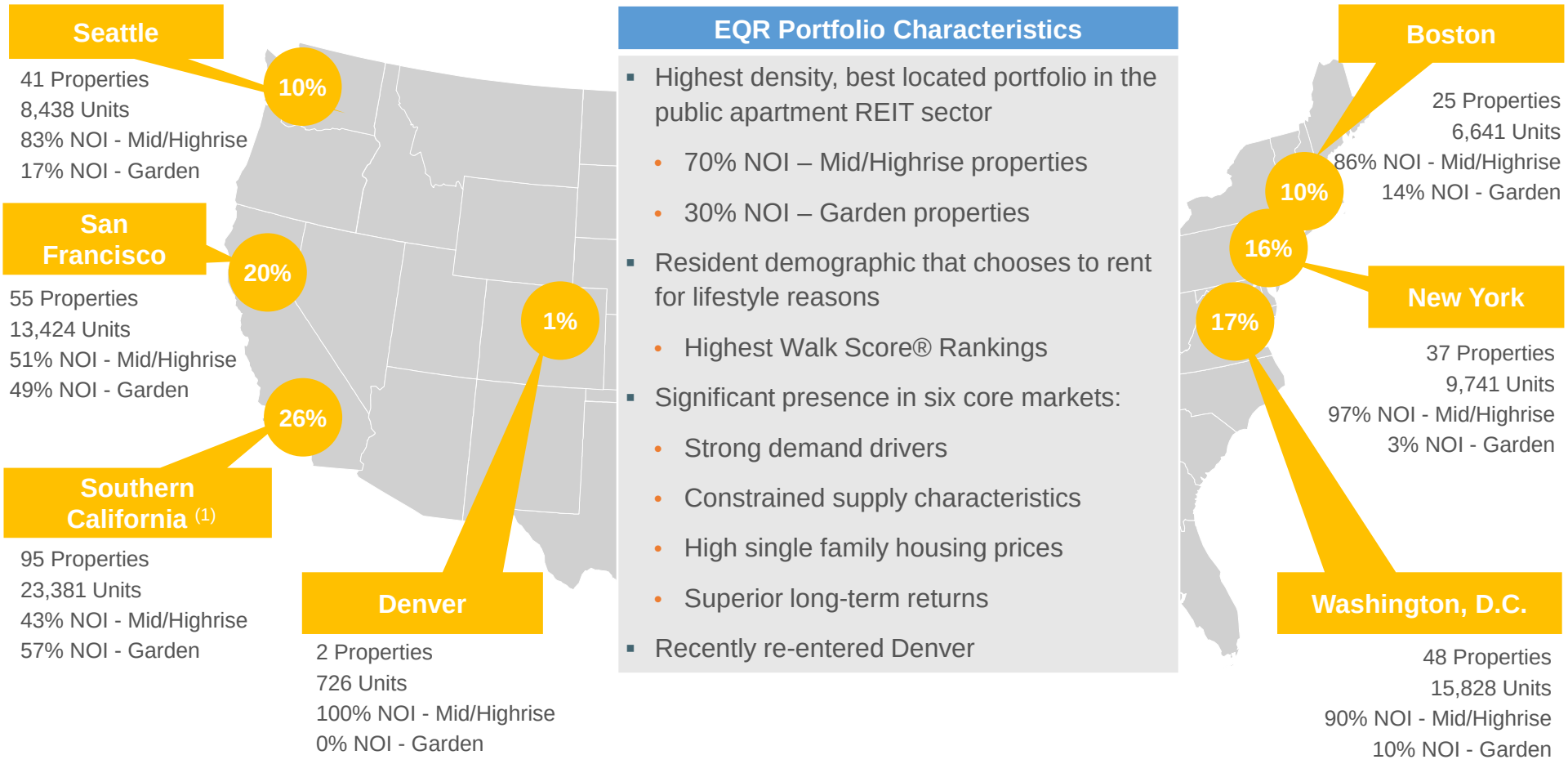
Balance Sheet Strategy

- Maintain strong and flexible balance sheet characterized by low leverage – currently 5.3x Net Debt to Normalized EBITDAre - and excellent liquidity including capacity under our $2.0B revolving line of credit and commercial paper program.
- Recent upgrades by Moody's and Fitch brought our senior unsecured debt ratings to A- / A3 / A by S&P, Moody's and Fitch, respectively.
- Take advantage of positive near-term arbitrage opportunities by locking in historically low interest rates and extending weighted average maturity from 6 years in 2013 to 8 years today.
- Prepaid $550M in 6.08% secured debt due in 2020 with proceeds from a new $500M 3.50% 10-year unsecured bond in February 2018. As a reflection of our strong credit, this issuance had the lowest credit spread for any REIT benchmark offering in history.
- Maintain large, diversified unencumbered asset base totaling $22B in undepreciated book value representing approximately 80% of NOI.

Equity Residential Portfolio 2018

Equity Residential

EQR's portfolio is focused in high density urban and suburban markets



EQR Portfolio Characteristics

- Highest density, best located portfolio in the public apartment REIT sector
  - 70% NOI – Mid/Highrise properties
  - 30% NOI – Garden properties
- Resident demographic that chooses to rent for lifestyle reasons
  - Highest Walk Score® Rankings
- Significant presence in six core markets:
  - Strong demand drivers
  - Constrained supply characteristics
  - High single family housing prices
  - Superior long-term returns
- Recently re-entered Denver

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

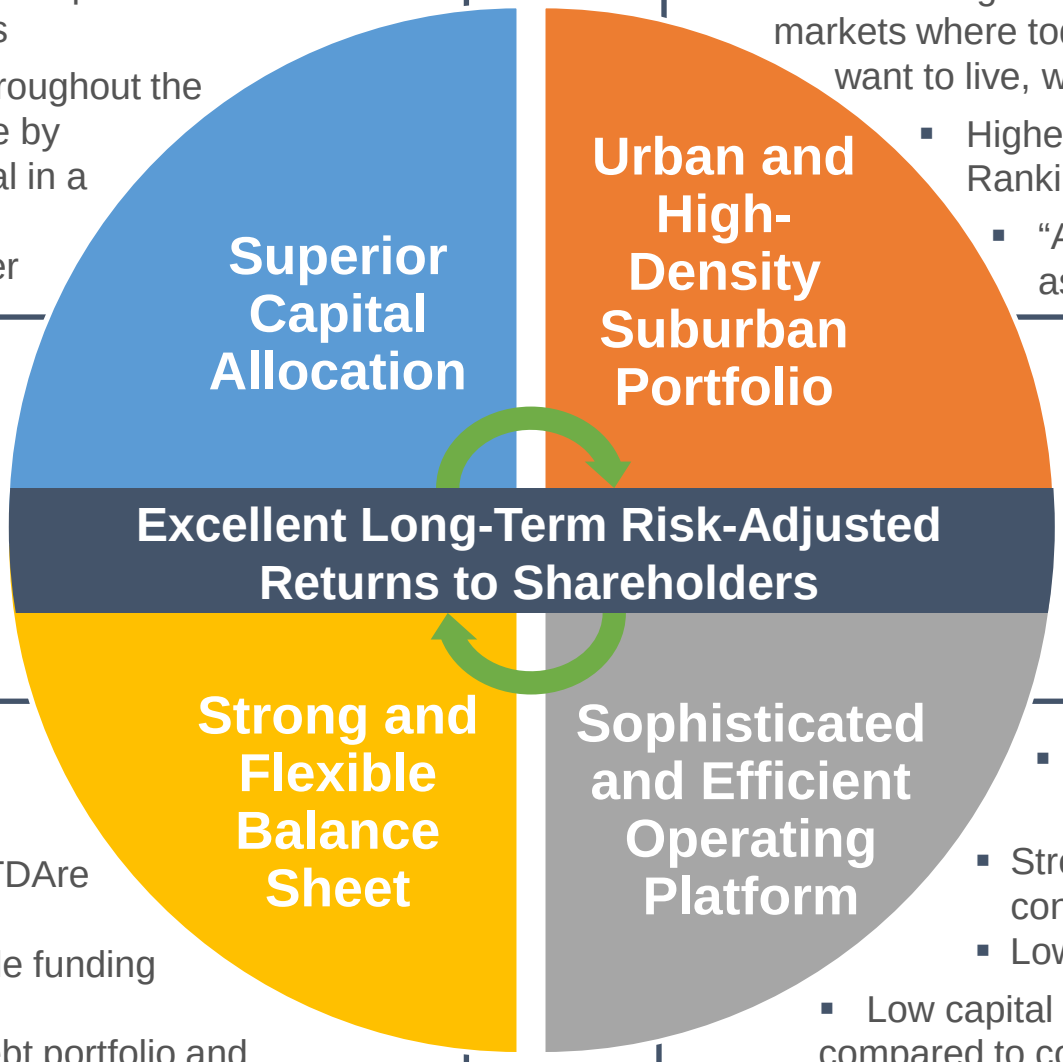
Represents percentage of Stabilized NOI as of 09/30/18.

The Equity Difference: Long-Term Outperformance

Equity Residential

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

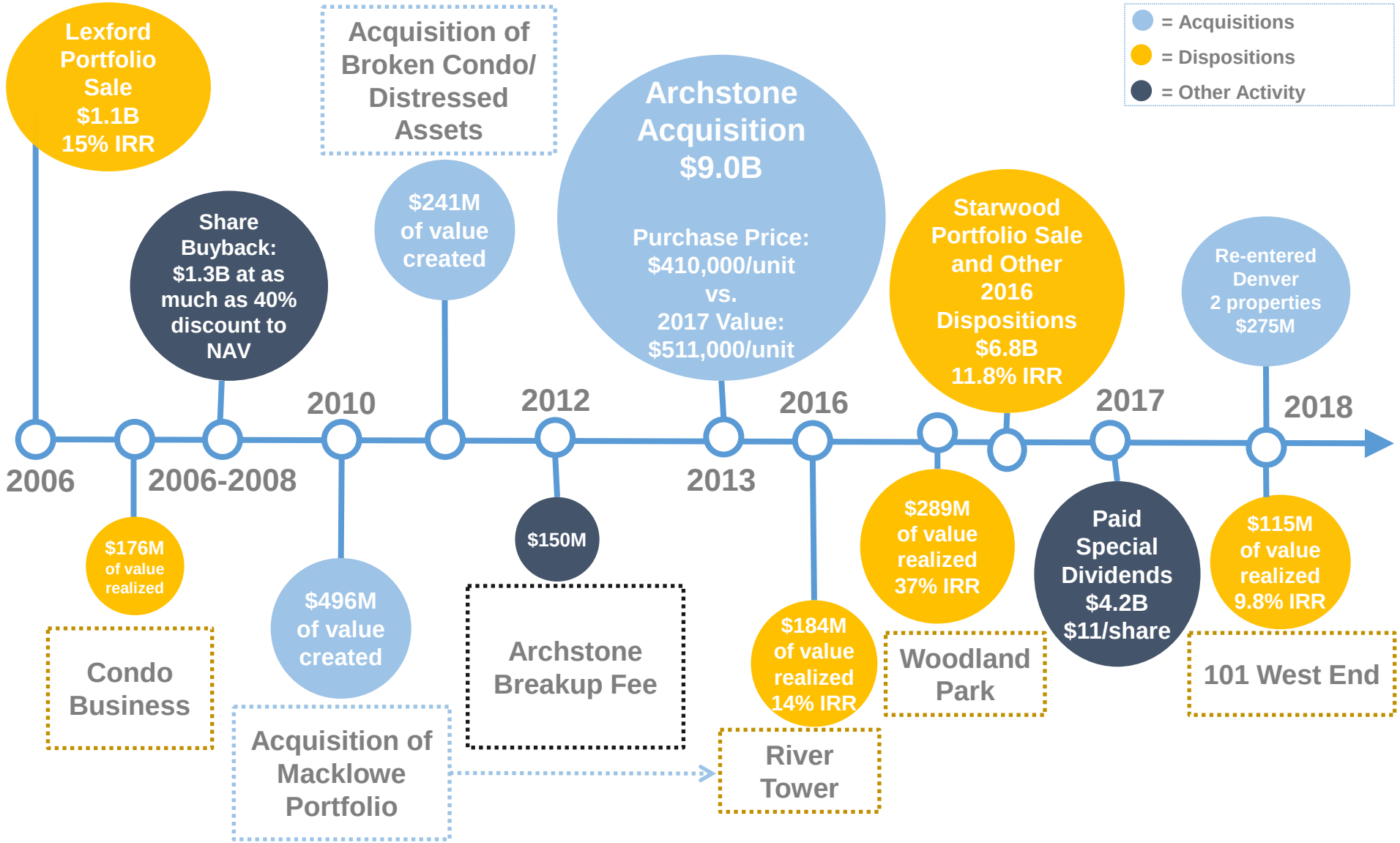
- Urban and high-density suburban markets where today's renters want to live, work and play
  - Highest Walk Score® Rankings
    - "A" and "B" quality assets



- Strong credit ratings (A-/A3/A)
- Low net debt to Normalized EBITDAre of 5.3x
- Access to multiple funding sources
- Long duration debt portfolio and staggered maturity schedule

- Revenue maximization
- Strong expense controls
- Low overhead
- Low capital spending compared to competitors due to quality of portfolio

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

Trending Issues

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New Supply

- Elevated supply will continue in many of our markets in 2019, but continued robust demand should drive absorption.
- New York will see a considerable decline in new supply in our footprint in 2019, which should lead to better operating performance.

2019 Same Store Revenue

- In 2019, we should produce a modest increase from our 2018 same store revenue growth rate due to continued strong demand.
- New York and Boston should perform better than 2018, the California markets and Washington DC about the same, and Seattle a little worse.

Impact of Increasing Interest Rates

- Historically, strong economic activity has led to increases in interest rates as well as increases in apartment rents and occupancies.
- Approximately 86% of EQR's debt is fixed rate. Also, we have hedged a significant amount of our exposure to increases in rates on future debt issuances.
- We have extended the weighted average maturity of our debt to eight years.
- Apartment property values have been steady in spite of rate increases.

California Rent Control

- Costa Hawkins, a California state law, prevents local municipalities from introducing rent control on assets built after February 1995 and requires vacancy de-control. A proposal ("Prop 10") in on the current statewide ballot and if passed would repeal Costa Hawkins and create the opportunity for local municipalities to expand beyond current rent control laws.
- If Prop 10 passes, rent control would become a municipality by municipality issue. The immediate impact to apartment owners like EQR as a result is difficult to quantify and could vary depending upon the nature of rent control under consideration. If this were to occur, we would work to educate the communities we operate in at the municipal level on why rent control is not the solution for the affordable housing shortage.
- Regardless of whether Prop 10 passes or fails, we and other apartment industry leaders intend to work together with lawmakers to take action aimed at addressing California's housing shortage in a long-term, economically viable manner.

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

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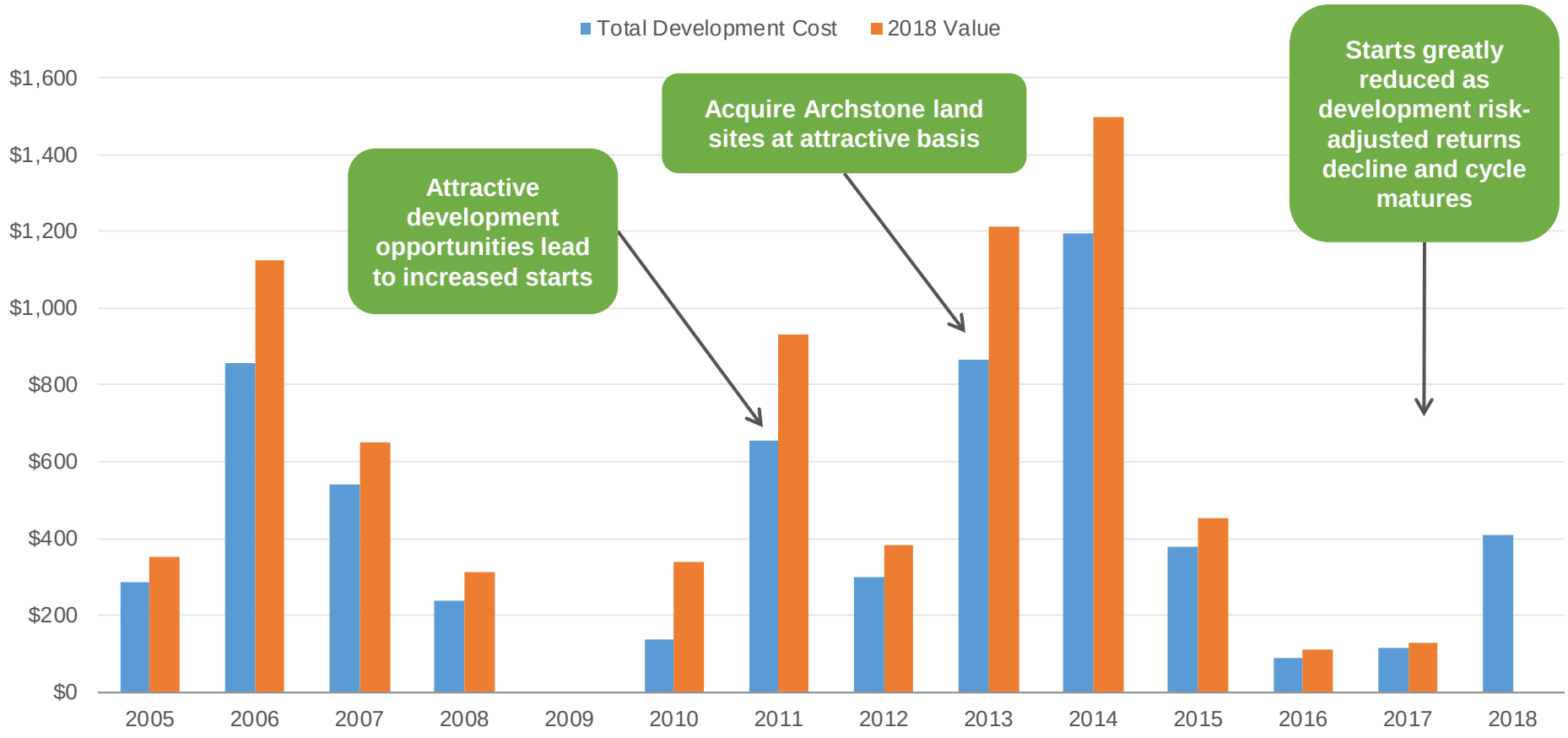
Development Starts: Total Development Cost vs. 2018 Value ($M)



EQR development projects have created $1.9B of value during 2005-2017 for a 33% return on cost

EQR Has Strong Operating Results Over Time…

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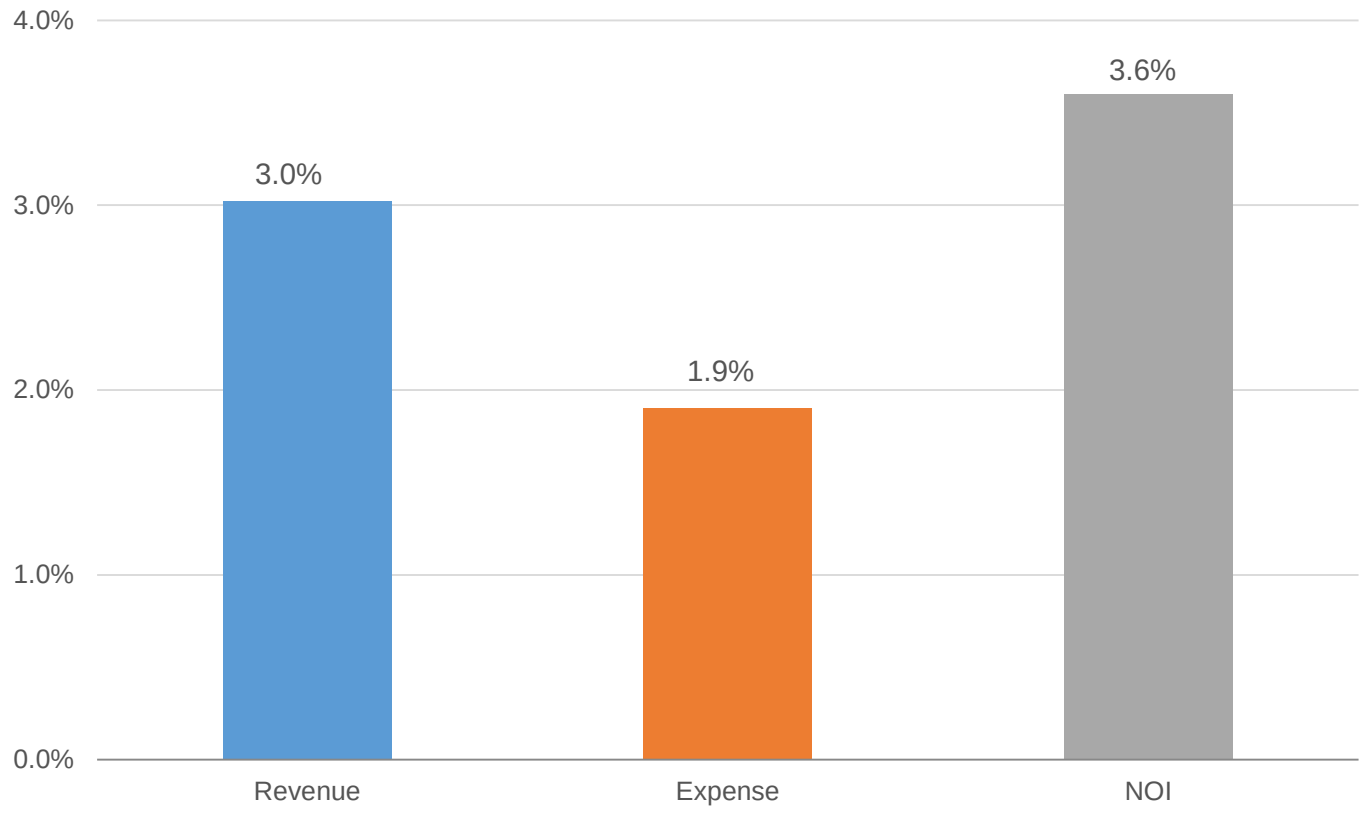
EQR Same-Store Revenue, Expense and NOI CAGR (2007-2017)[(1)]



(1) Ten year period 1/1/08 to 12/31/17
Source: SNL Financial and Company filings.

...and Excellent Cost Controls

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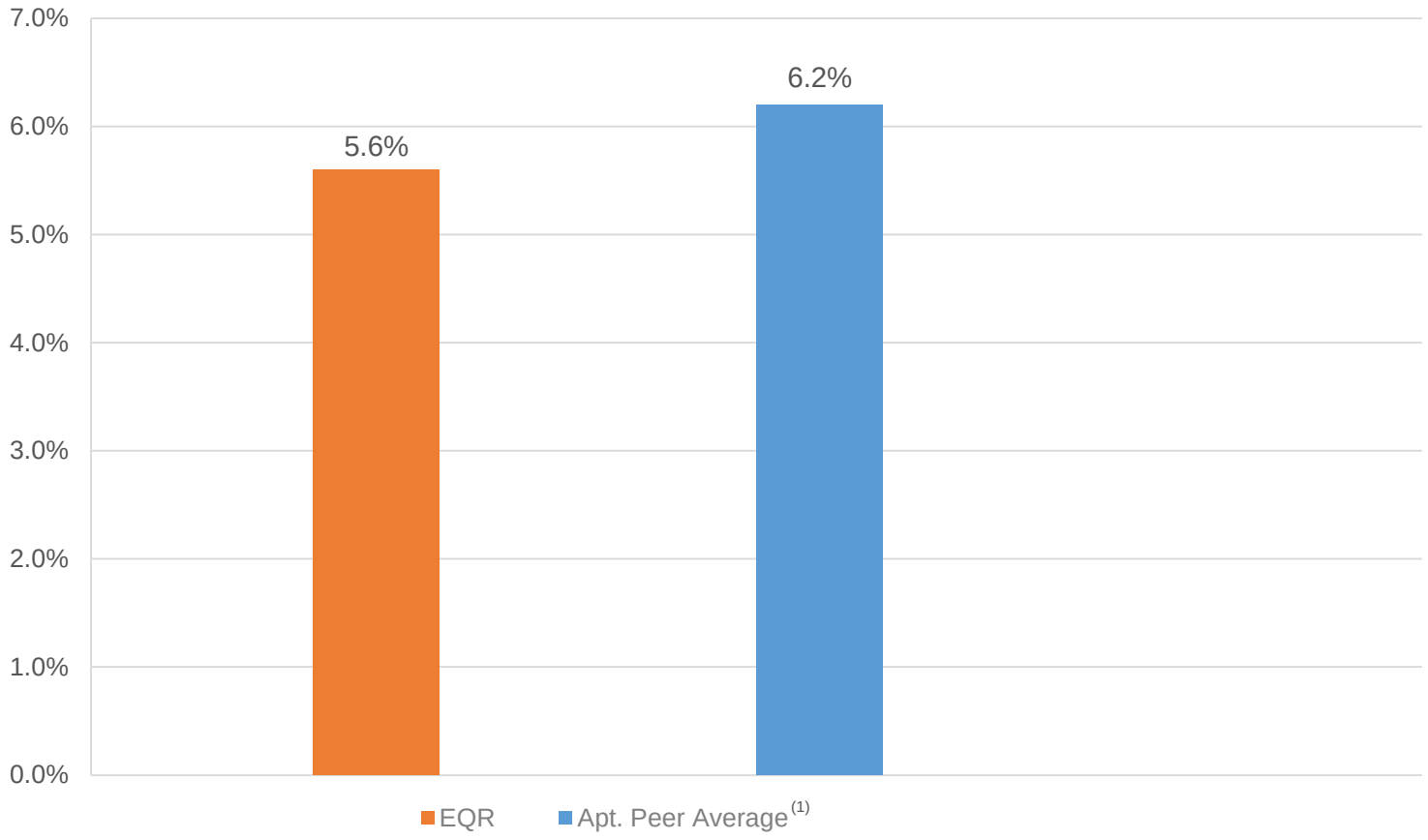
Overhead as % of Total Revenue (2017)



(1) Apartment Peer Average includes AIV, AVB, CPT, ESS, MAA and UDR.
Source: SNL Financial and Company filings.

Why We Invest in 24/7 Urban and Dense Suburban Markets



Resident Lounge at 455 Eye Street – Washington, DC

Equity Residential Portfolio 2018

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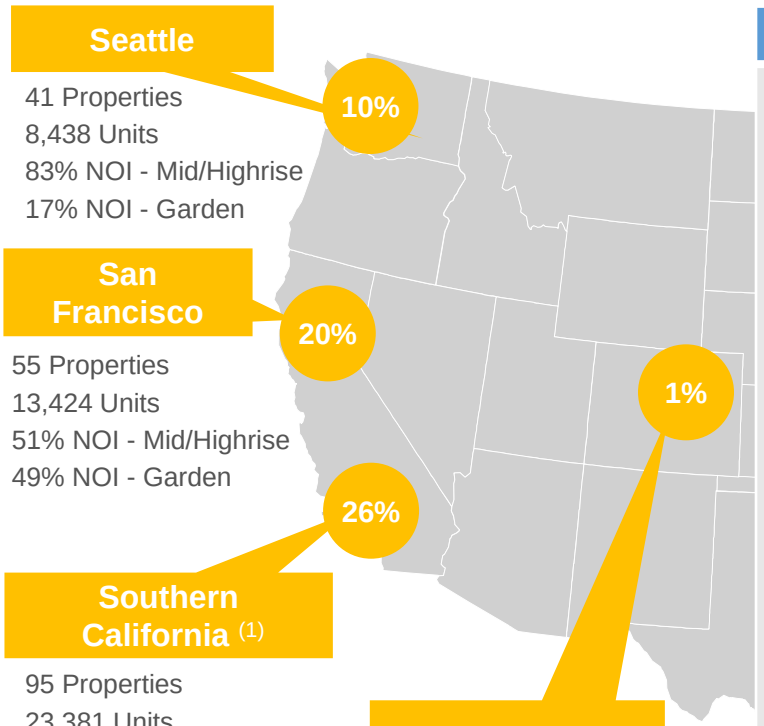
EQR's portfolio is focused in high density urban and suburban markets



Seattle
41 Properties
8,438 Units
83% NOI - Mid/Highrise
17% NOI - Garden
10%

San Francisco
55 Properties
13,424 Units
51% NOI - Mid/Highrise
49% NOI - Garden
20%

Southern California (1)
95 Properties
23,381 Units
43% NOI - Mid/Highrise
57% NOI - Garden
26%

Denver
2 Properties
726 Units
100% NOI - Mid/Highrise
0% NOI - Garden
1%

EQR Portfolio Characteristics

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  - 70% NOI – Mid/Highrise properties
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- Resident demographic that chooses to rent for lifestyle reasons
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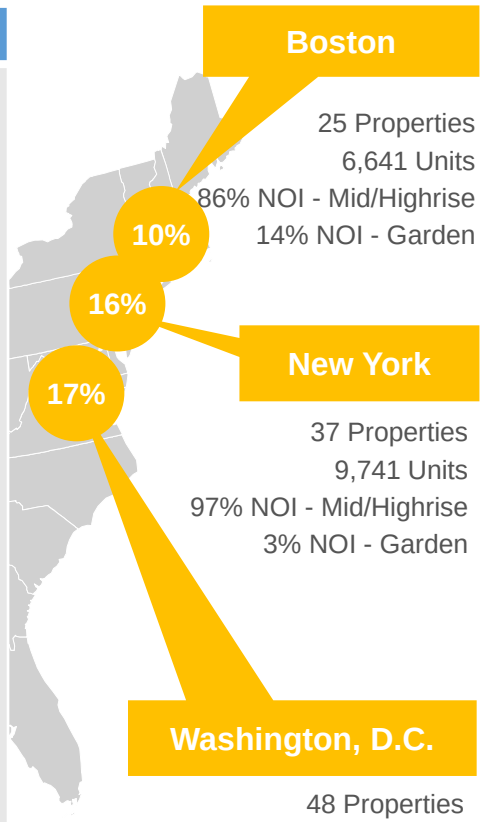

Boston
25 Properties
6,641 Units
86% NOI - Mid/Highrise
14% NOI - Garden
10%

New York
37 Properties
9,741 Units
97% NOI - Mid/Highrise
3% NOI - Garden
16%

Washington, D.C.
48 Properties
15,828 Units
90% NOI - Mid/Highrise
10% NOI - Garden
17%

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

Represents percentage of Stabilized NOI as of 09/30/18.

EQR Market Selection Framework

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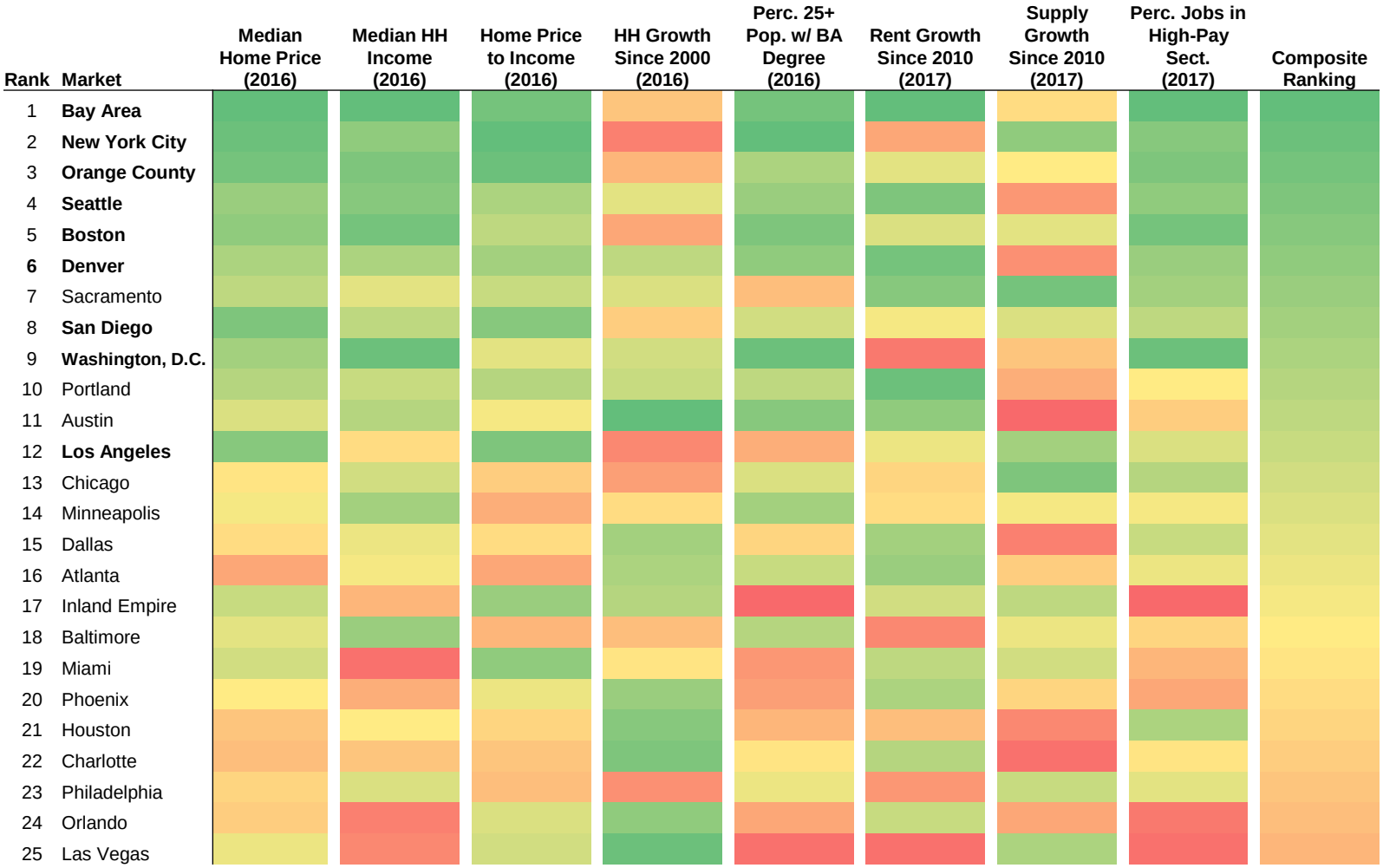
Largest 25 U.S. Markets by Population (EQR markets in bold)



Rank	Market	Median Home Price (2016)	Median HH Income (2016)	Home Price to Income (2016)	HH Growth Since 2000 (2016)	Perc. 25+ Pop. w/ BA Degree (2016)	Rent Growth Since 2010 (2017)	Supply Growth Since 2010 (2017)	Perc. Jobs in High-Pay Sect. (2017)	Composite Ranking
1	**Bay Area**									
2	**New York City**									
3	**Orange County**									
4	**Seattle**									
5	**Boston**									
6	**Denver**									
7	Sacramento									
8	**San Diego**									
9	**Washington, D.C.**									
10	Portland									
11	Austin									
12	**Los Angeles**									
13	Chicago									
14	Minneapolis									
15	Dallas									
16	Atlanta									
17	Inland Empire									
18	Baltimore									
19	Miami									
20	Phoenix									
21	Houston									
22	Charlotte									
23	Philadelphia									
24	Orlando									
25	Las Vegas									

Source(s): U.S. Census, BLS, NAR, Moody's Analytics, Axiometrics
As of: Q1 2018

Note: EQR Markets in Bold. All markets are defined as MSAs, with the following exceptions. Los Angeles and Orange County are Metro Divisions. New York City uses Manhattan for Home Price, Median Income and Household Growth, and New York City for remaining metrics to most accurately represent EQR market. Bay Area Geographic Definition includes San Jose MSA and San Francisco MSA, the latter of which includes the East Bay Metro Division

EQR is Strategically Located in Markets With High Cost of Single Family Housing

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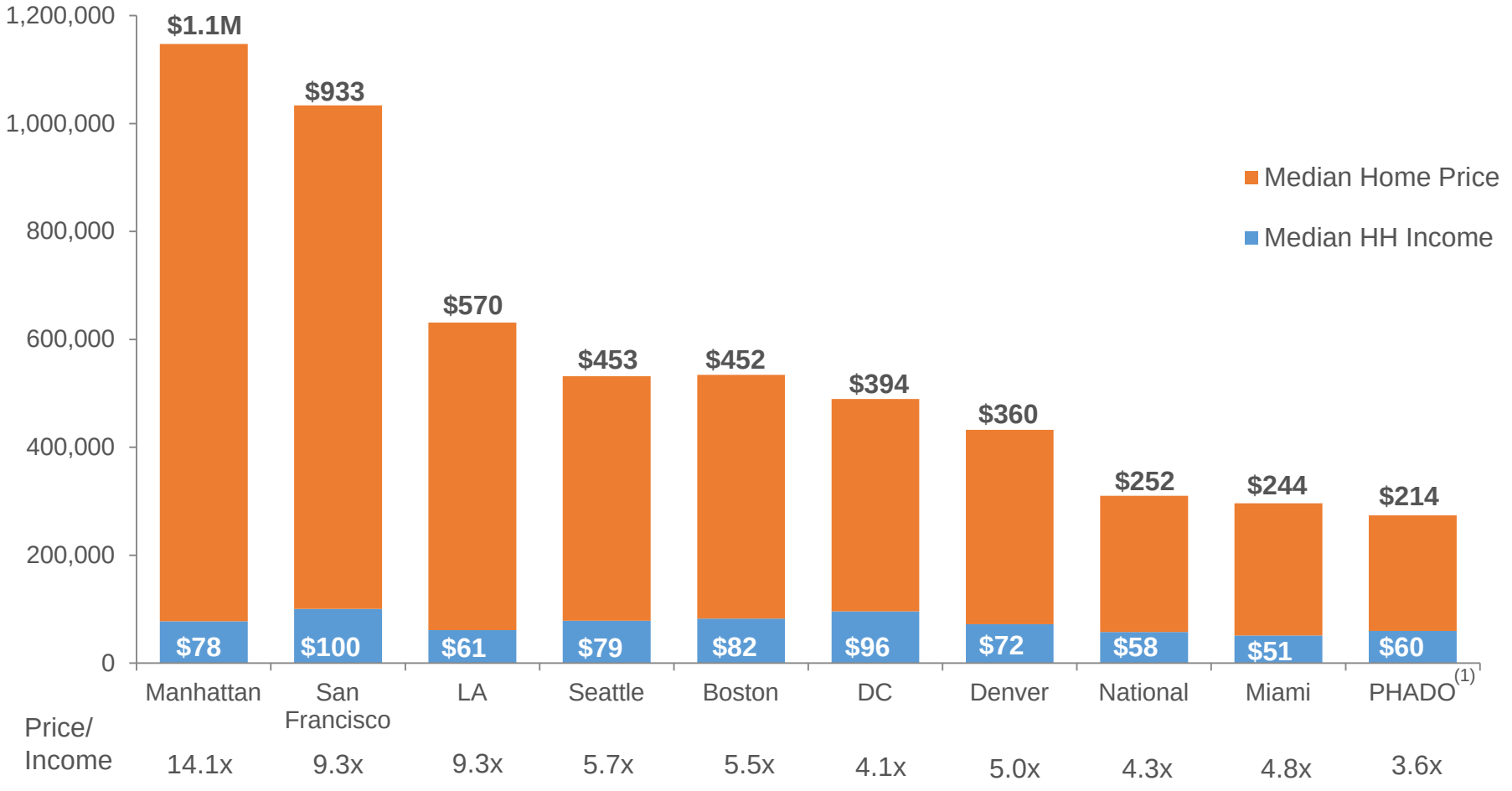
Median Household Income vs. Median Home Price



(1) PHADO represents Phoenix, Houston, Atlanta, Dallas and Orlando as a proxy for low barrier to entry markets.
Source: American Community Survey; CoreLogic; National Association of Realtors.
As of Q1 2018.

EQR Markets Have Lower Rates of Homeownership

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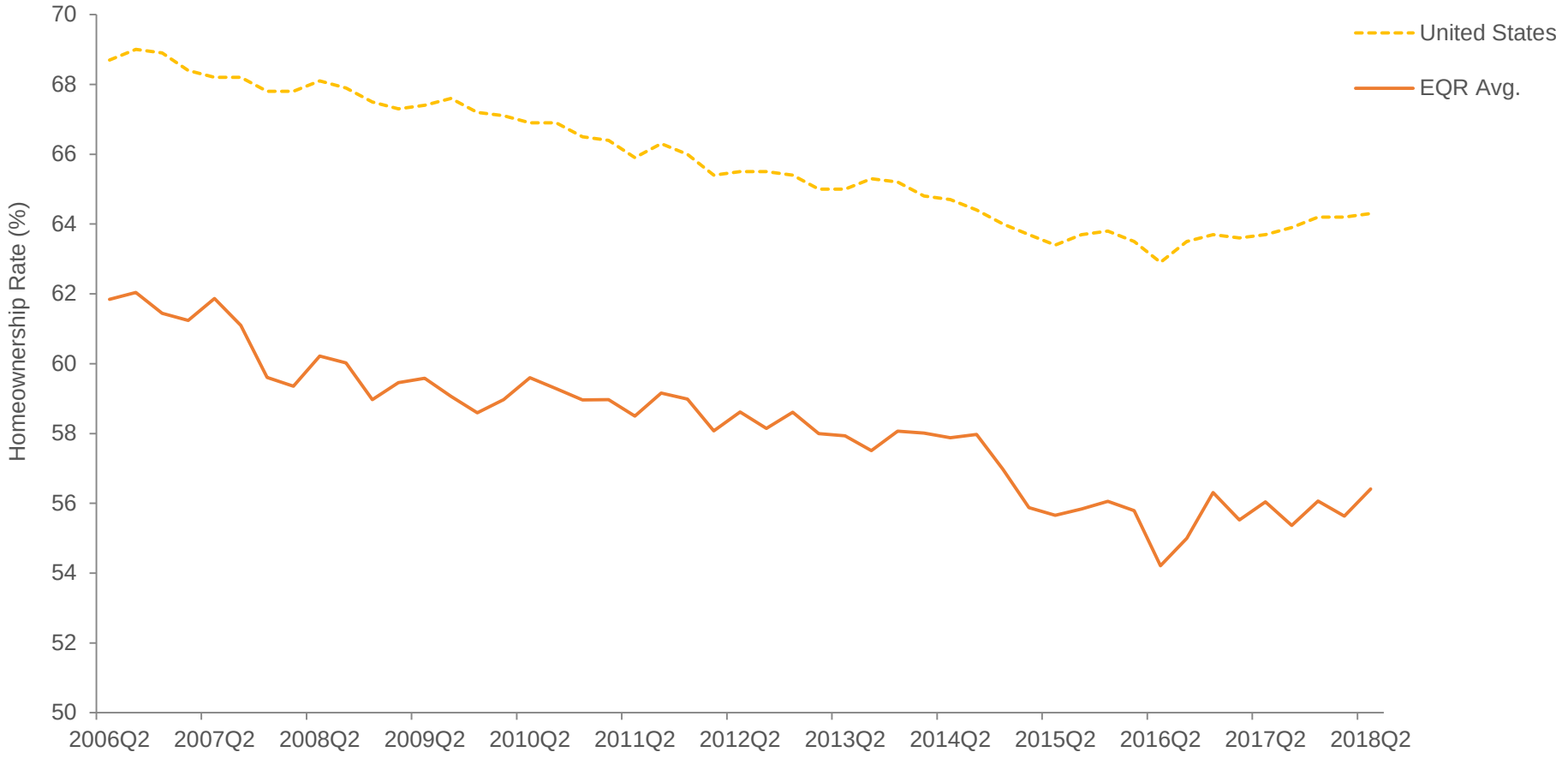
Homeownership Rate – National Versus EQR Markets



Less than 6% of EQR residents move out to buy homes each year

As of Q3 2018.
Source: U.S. Census (CPS/HVS).

Strong Growth in Household Formations – Especially by Prime Renter Cohort

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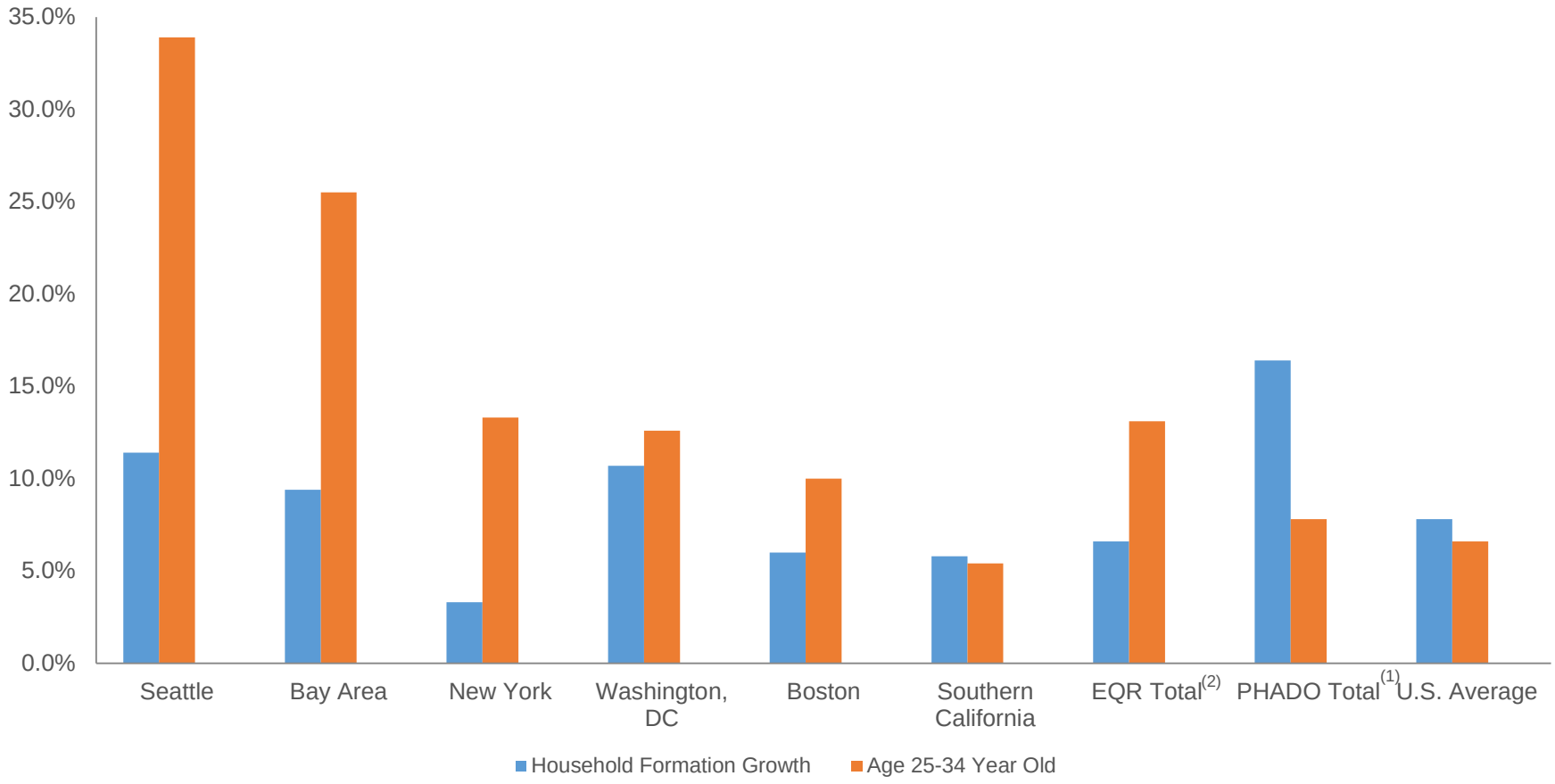
Cumulative Growth in Household Formation (2009-2017)



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

(2) EQR Total does not include Denver.

Note: U.S. average represents 75 major markets; 2017 data are RCG estimates

Source: Census, Rosen Consulting Group.

EQR Market Households Experience Significantly Higher Income Growth

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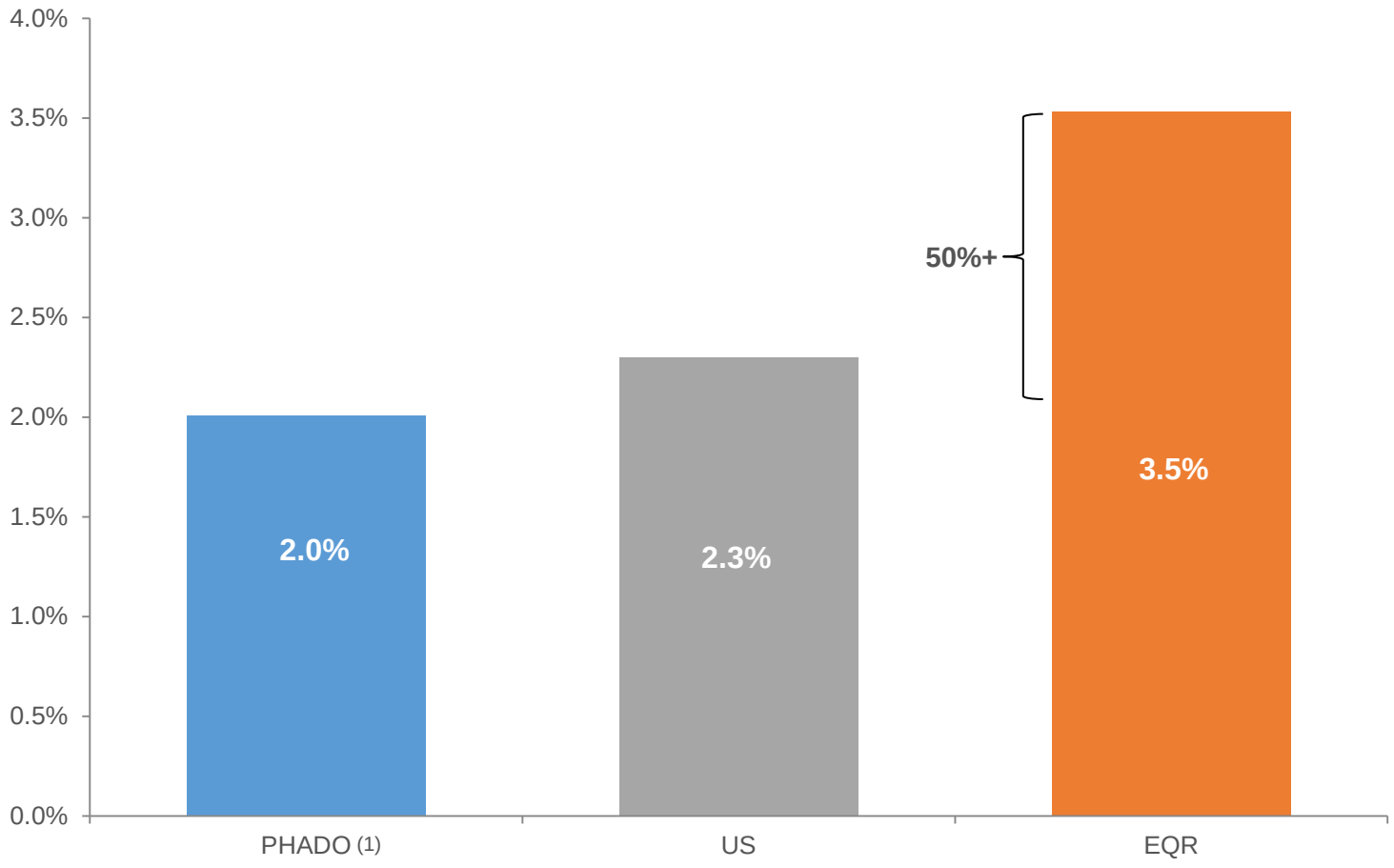
Annual Median Household Real Income Growth (2003-2017)



Sources: American Community Survey
(1) PHADO markets include: Phoenix, Houston, Atlanta, Dallas and Orlando
As of Q4 2018.

Population With Degrees is Higher in EQR Markets, and Growing Faster

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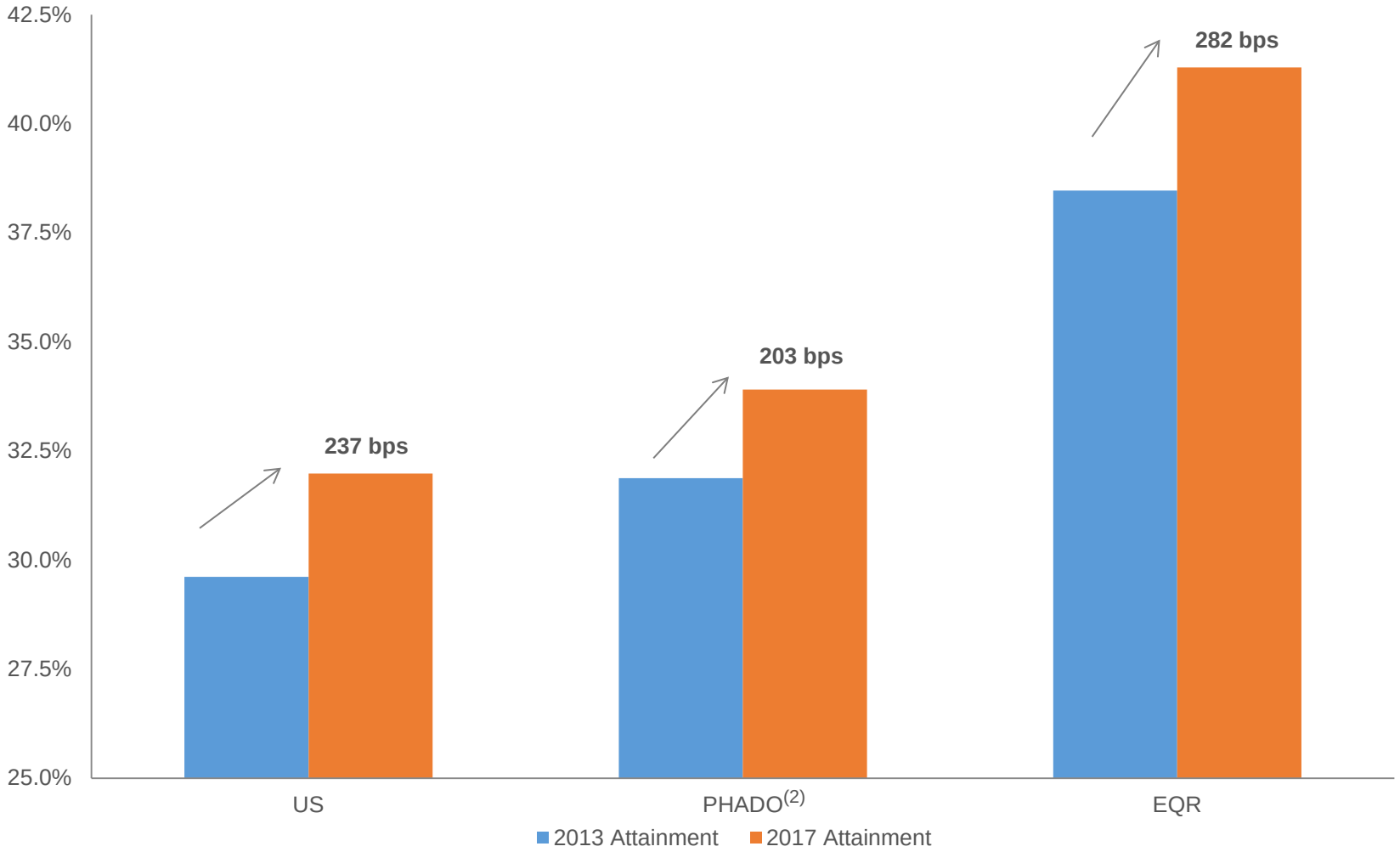
Attainment of BA Degree or Higher (% Metro Population)(1)



(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; Moody's Analytics
As of Q4 2018.

EQR Portfolio Consists of Markets With Strong Long-Term Rent Growth…

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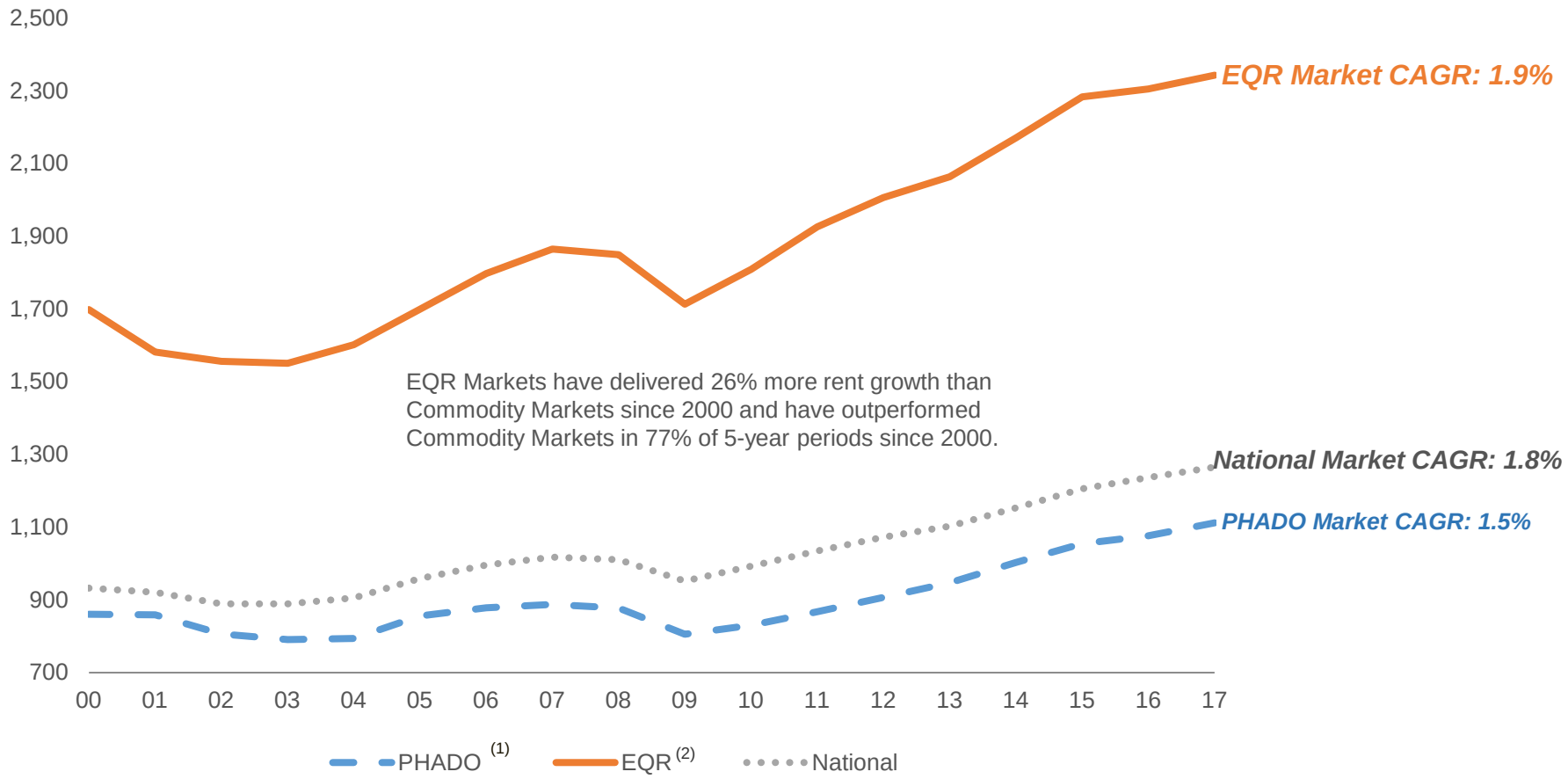
Effective Rent Per Month (2000-2017)



(1) PHADO represents Phoenix, Houston, Atlanta, Dallas and Orlando as a proxy for low barrier to entry markets.
(2) EQR market does not include Denver.

Source: Axiometrics

…Which Also Have The Lowest Long-Term Vacancy

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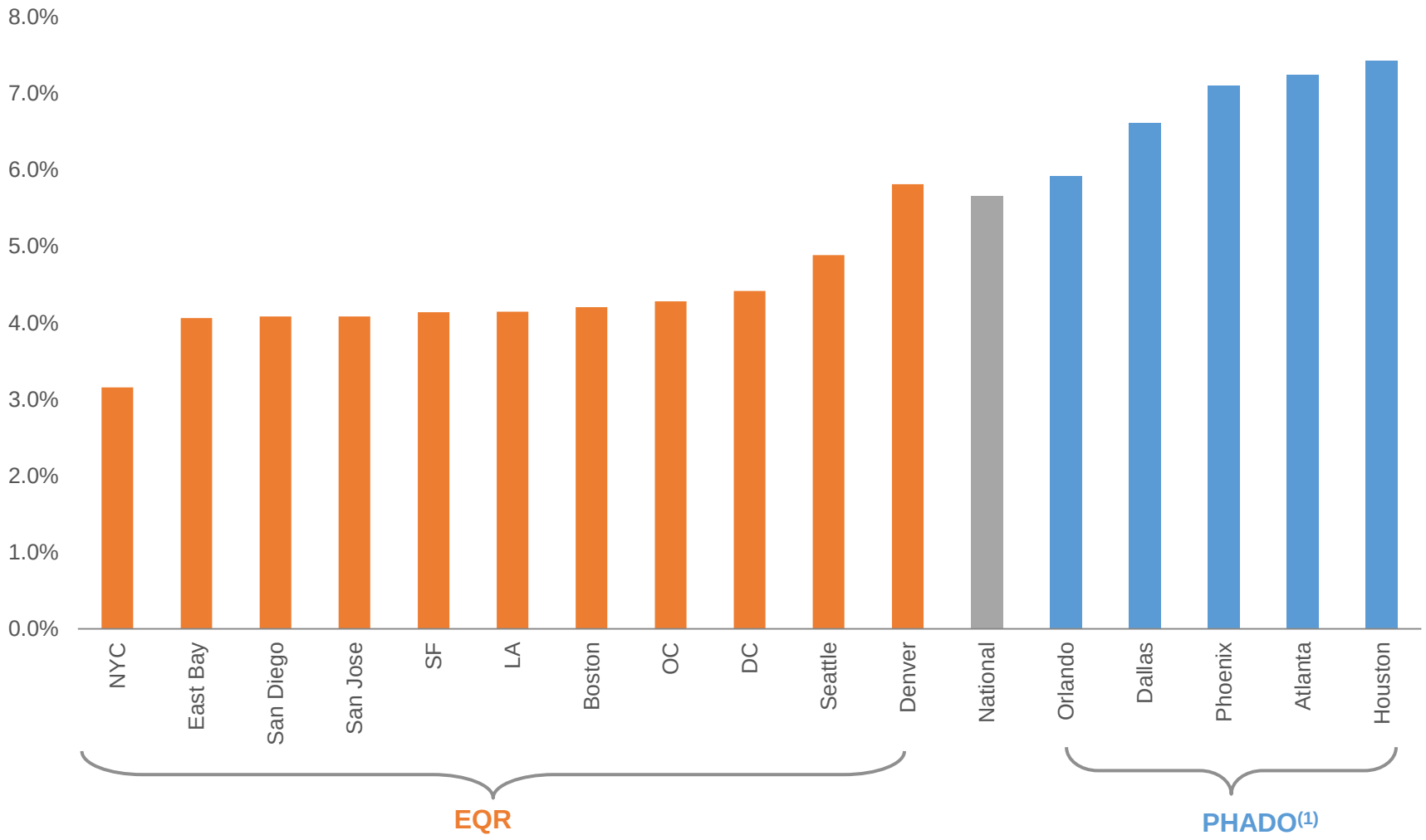
Average Vacancy (1998-2017)



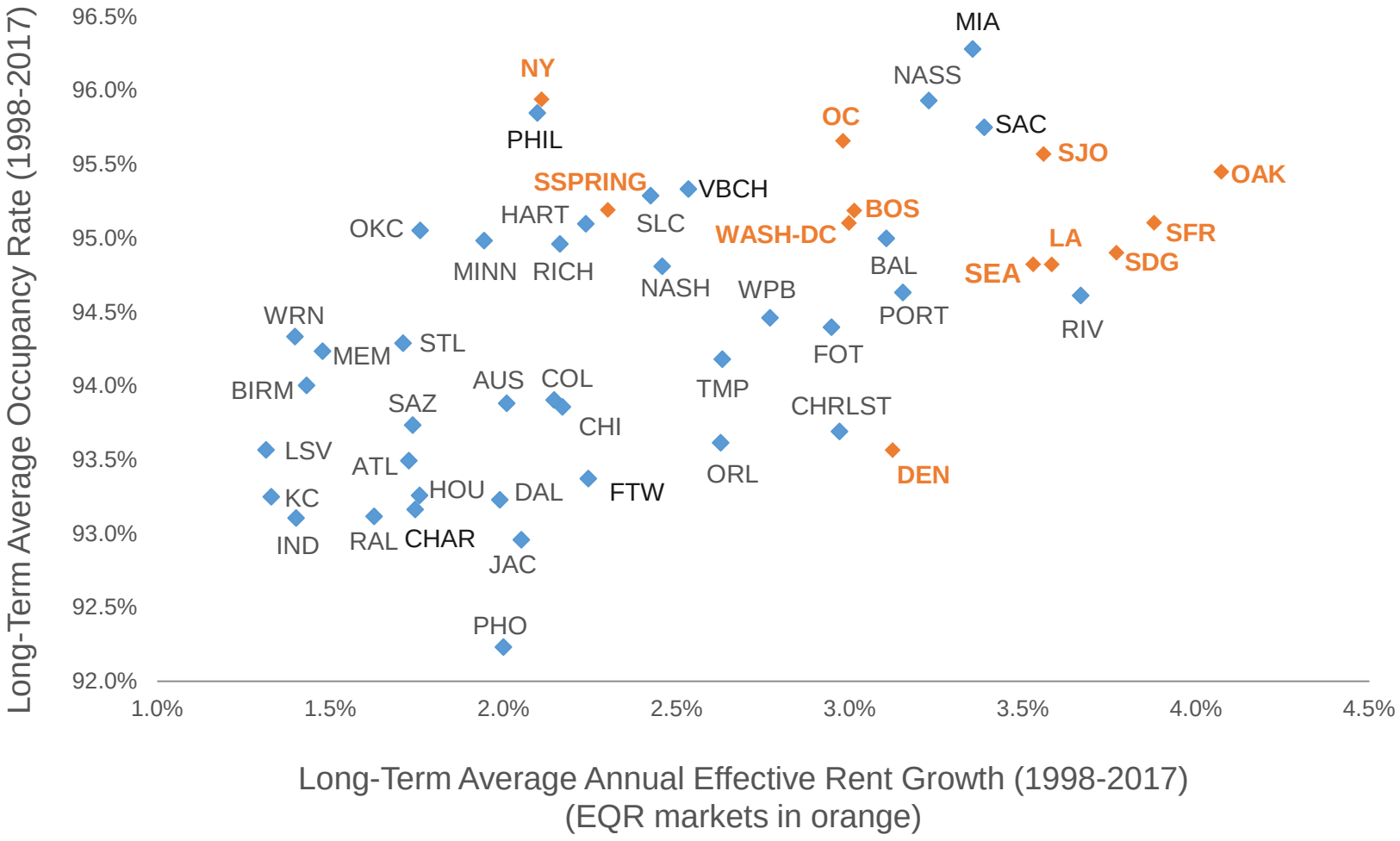
(1) PHADO represents Phoenix, Houston, Atlanta, Dallas and Orlando as a proxy for low barrier to entry markets.

Source: Axiometrics

As of Q3 2018.

EQR Markets Have the Best Long-Term Average Rent Growth & Occupancy

1998-2017



Note – Coverage starts in 1998-2000 for SANA, NY, SSPING, WRN
Source: Axiometrics

EQR Markets Have Consistently Outperformed Other Markets in Capital Appreciation

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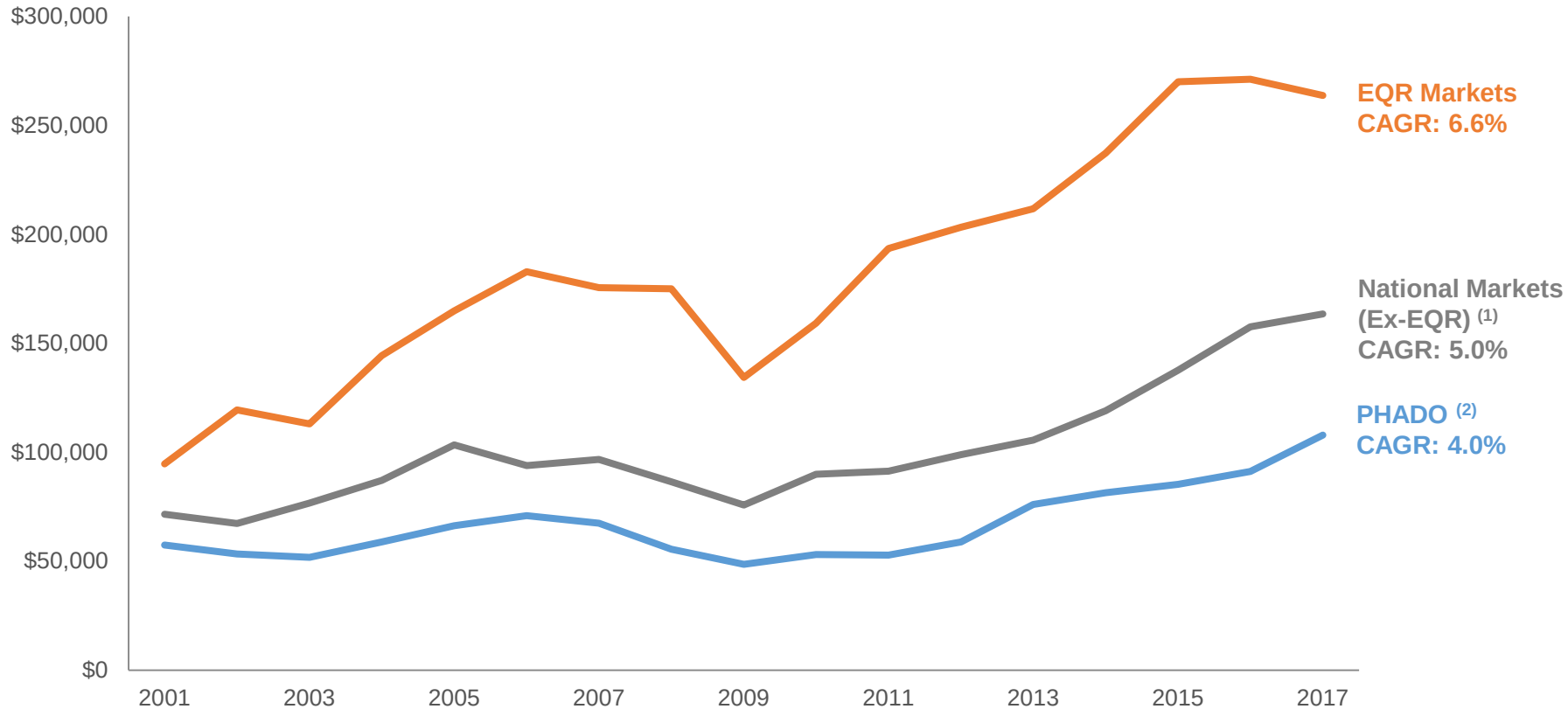
Apartment Sales Price Per Unit



EQR Markets have outperformed National Markets (Ex-EQR) by 160bps and PHADO(2) by 260bps 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/High-rise assets due to lack of transaction volume for equivalent time period. PHADO Mid/High-rises were outperformed by EQR Markets for time periods available.

Source: Real Capital Analytics
As of Q4 2018.

Garden Product Also Creates More Value in EQR Markets

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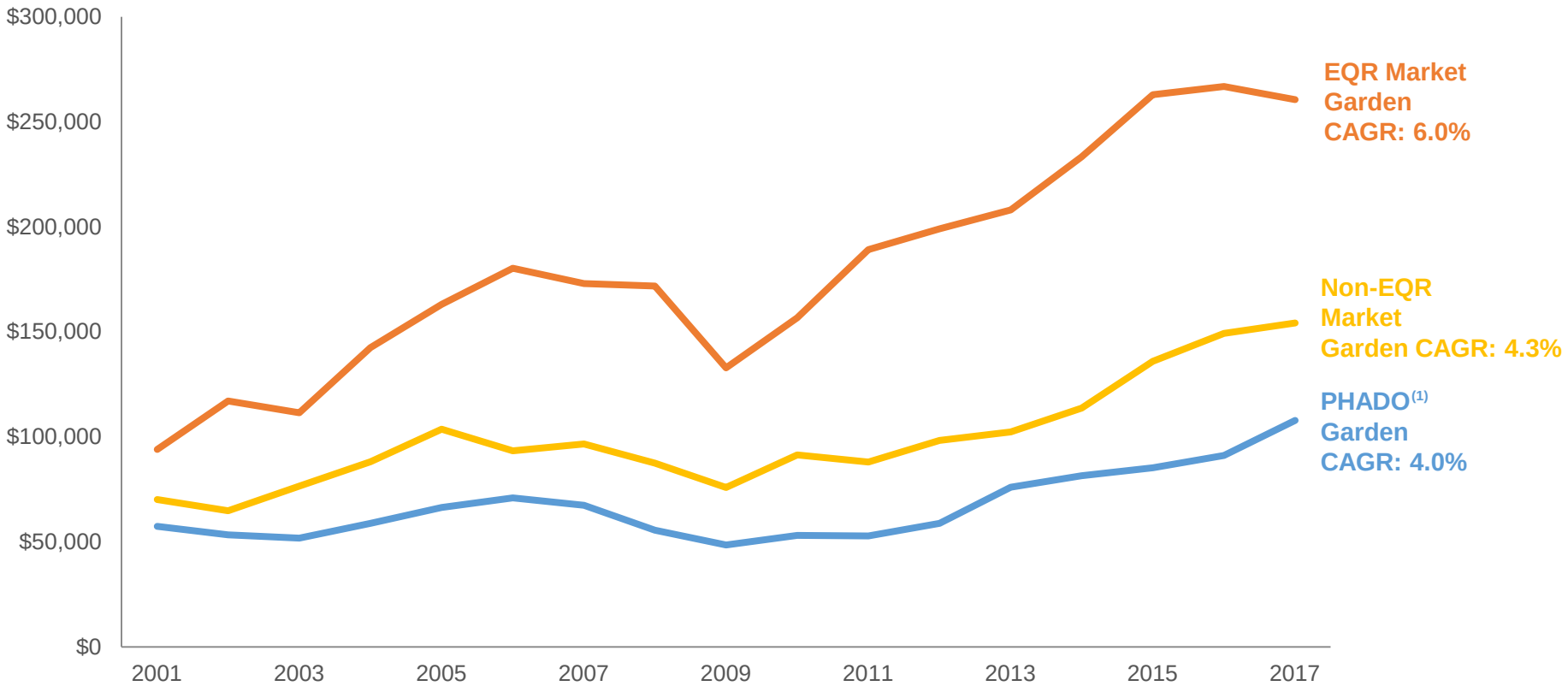
Apartment Sales Price Per Unit



30% 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 Q4 2018.

Demographics Will Continue to Create Renter Households

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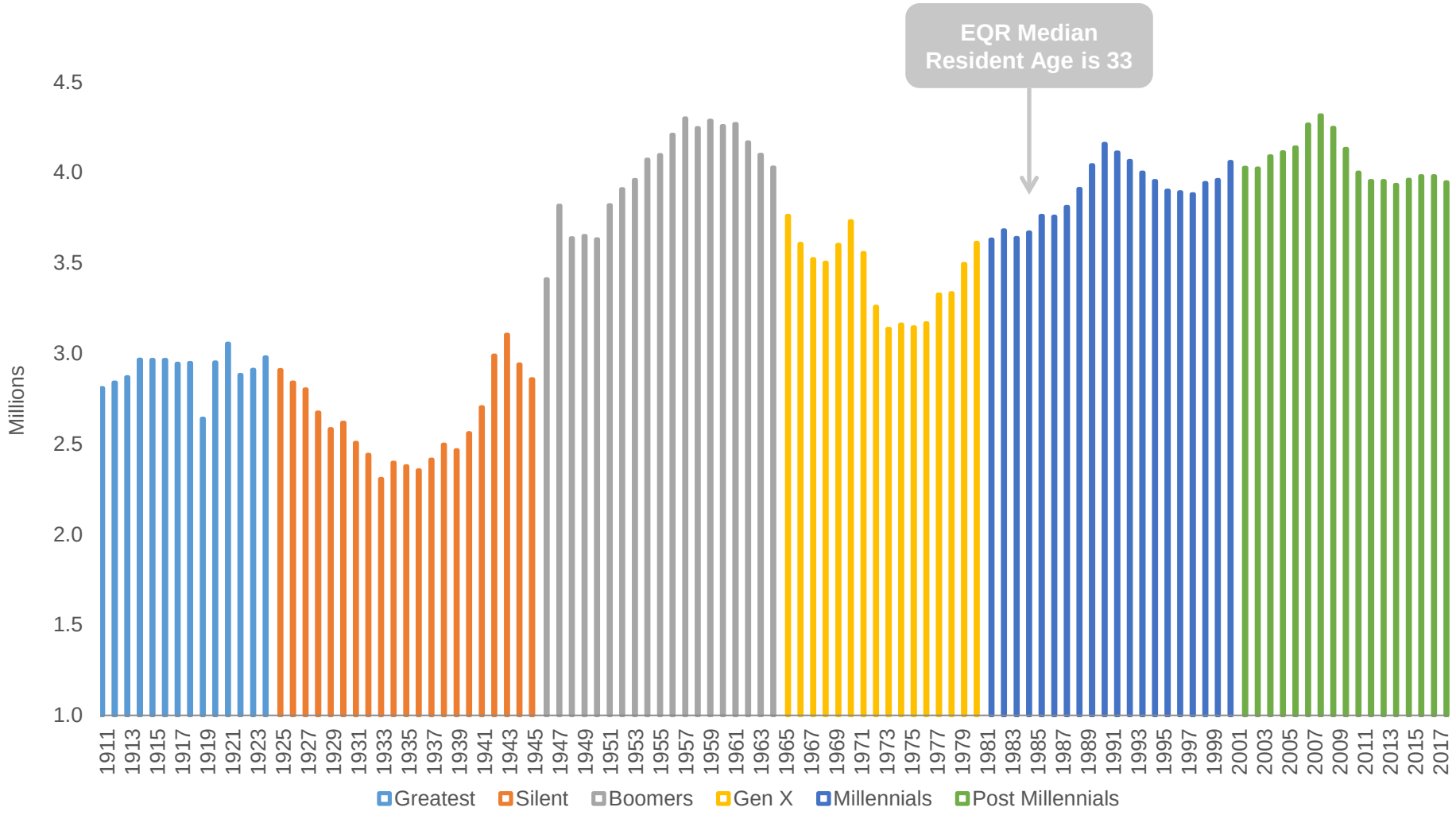
Births By Generation



As of Q3 2018.
Source: U.S. National Center for Health Statistics, Rosen Consulting.

Lifestyle Choices are Keeping People Renting Longer

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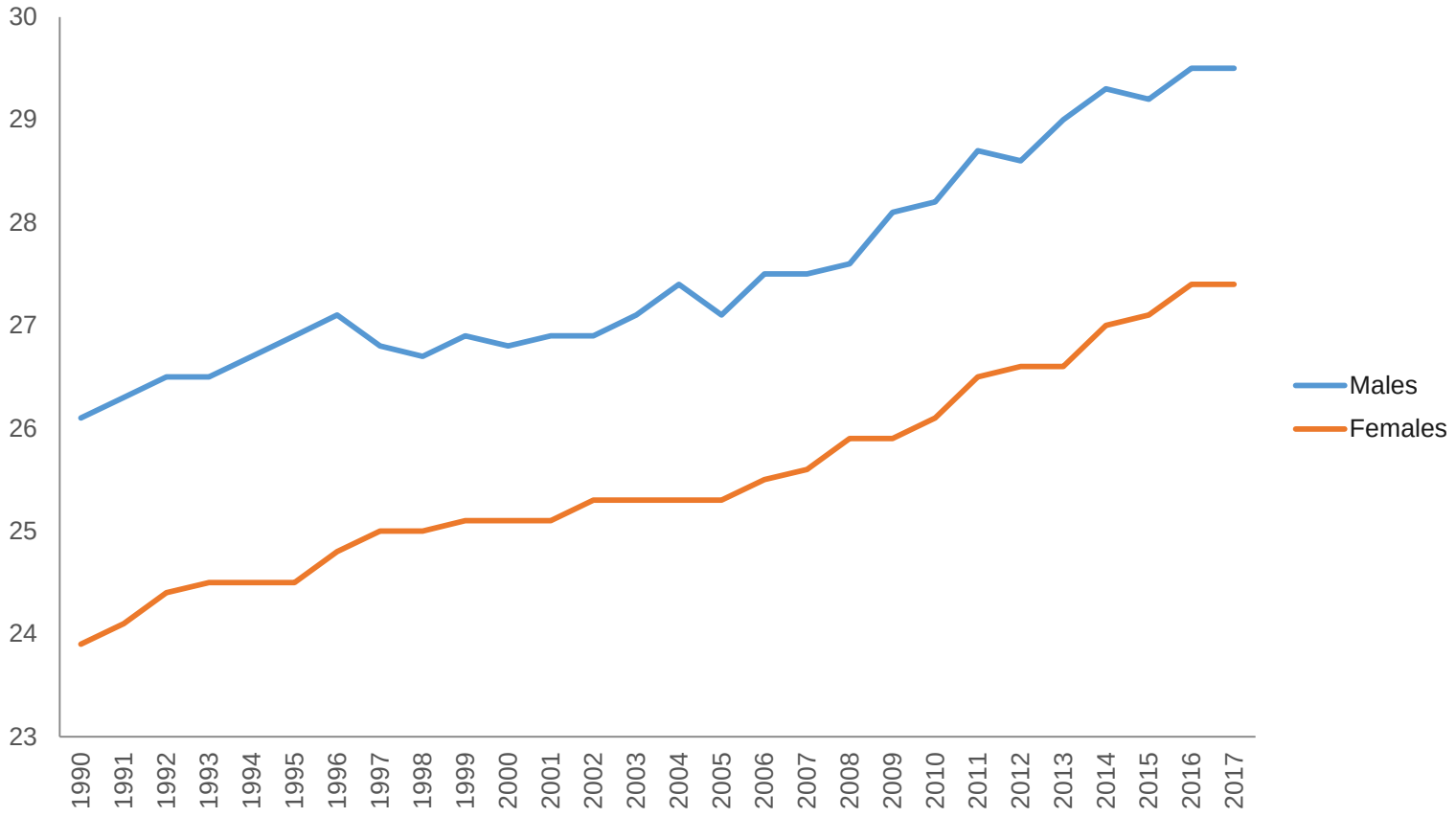
Median Age at First Marriage



Approximately 50% of American Adults are Single

Source: U.S. Census Bureau, Decennial Censuses, 1890 to 1940, and Current Population Survey, Annual Social and Economic Supplements, 1947 to 2017.

EQR's High Density Markets Have Seen Less New Supply Over the Long-Term

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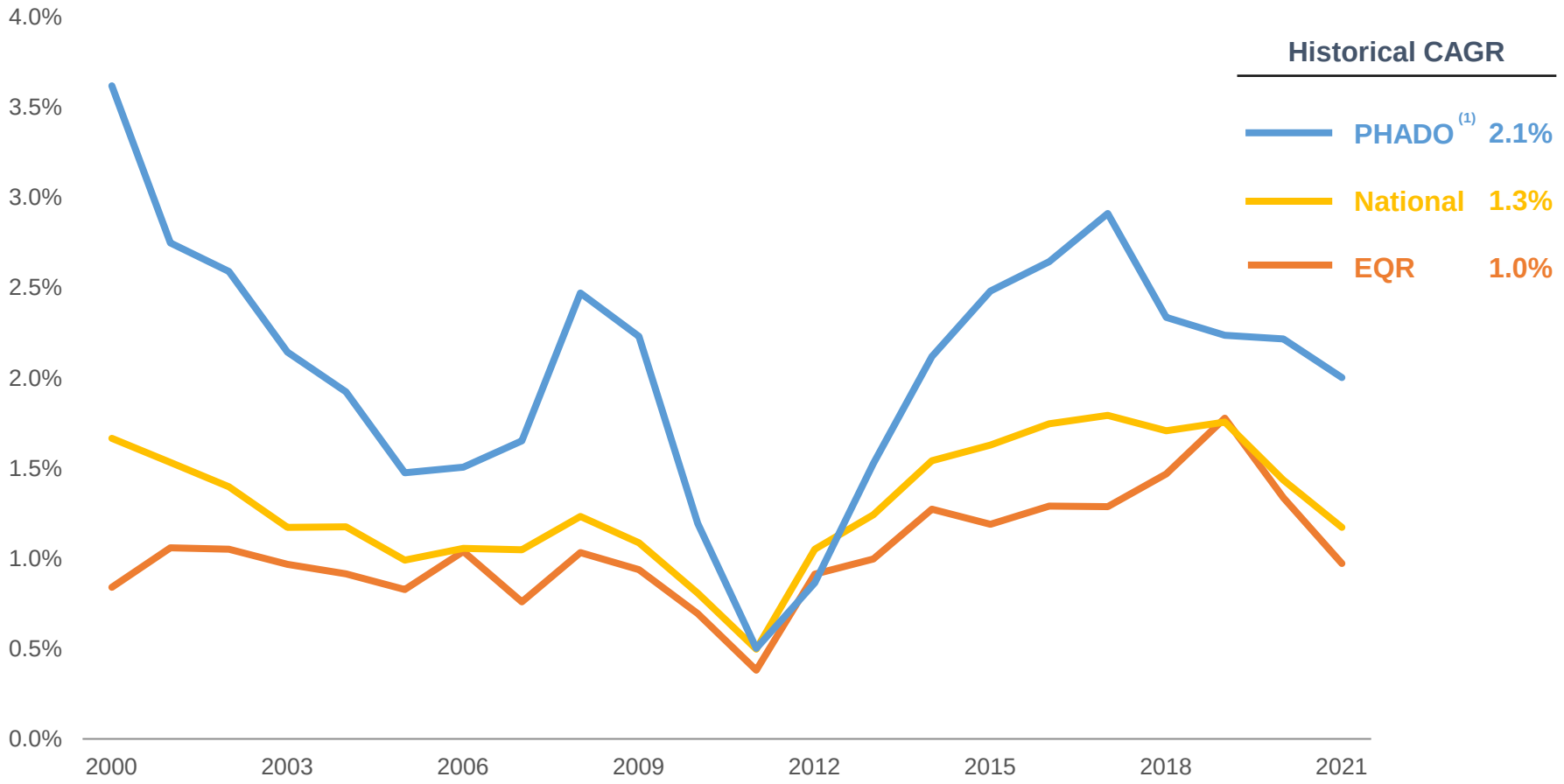
Supply Growth



(1) PHADO represents Phoenix, Houston, Atlanta, Dallas and Orlando as a proxy for low barrier to entry markets.
As of Q3 2018.
Source: Axiometrics.

Elevated Supply in Our Markets is Being Met by Robust Demand

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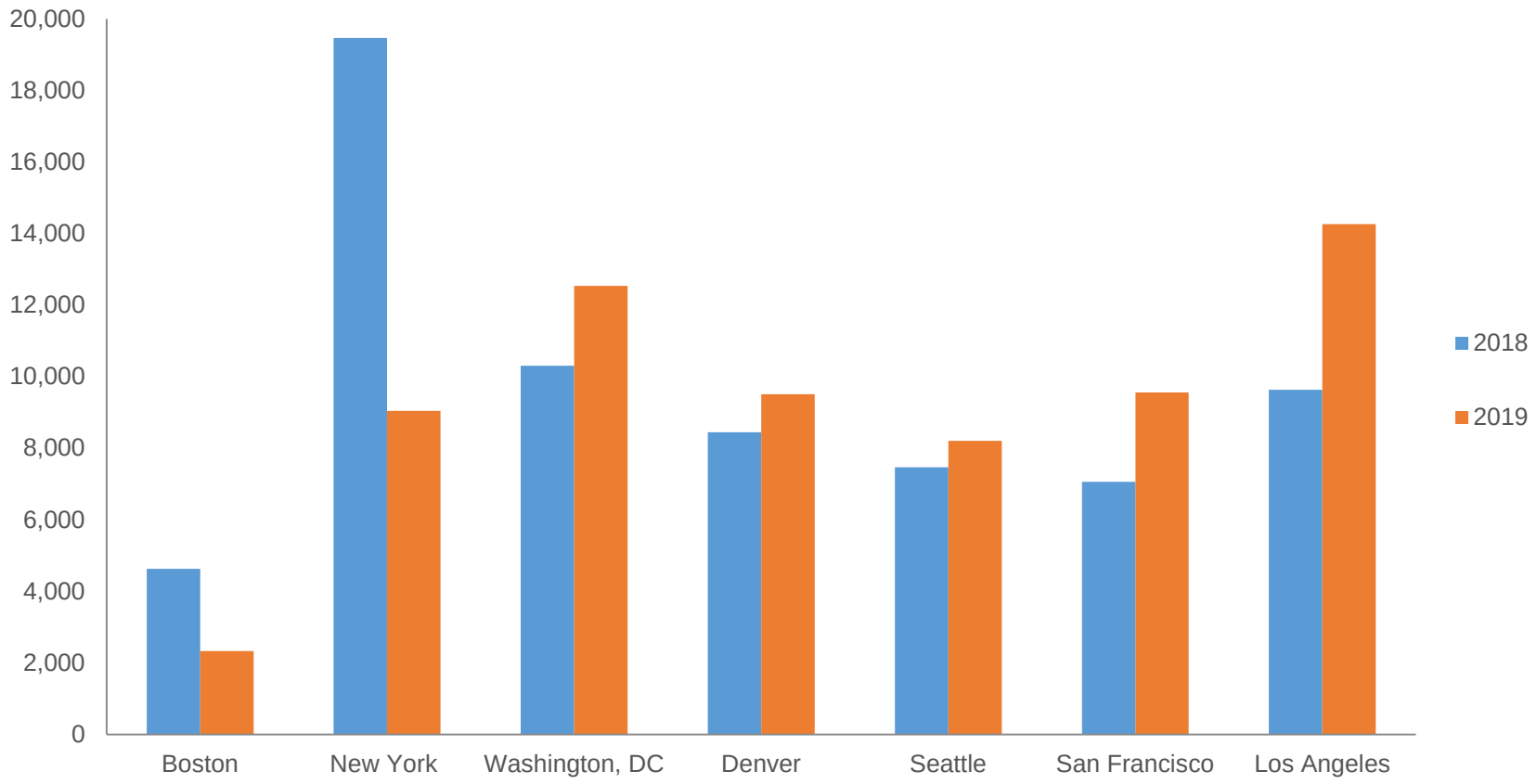
New Supply (Units)

While some 2018 supply deliveries slipped into 2019 (notably Los Angeles), two year total remains approximately the same across the markets



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Source: EQR data.

EQR's Portfolio Requires Less Capital to Keep Competitive Leaving More Free Cash Flow for Shareholders

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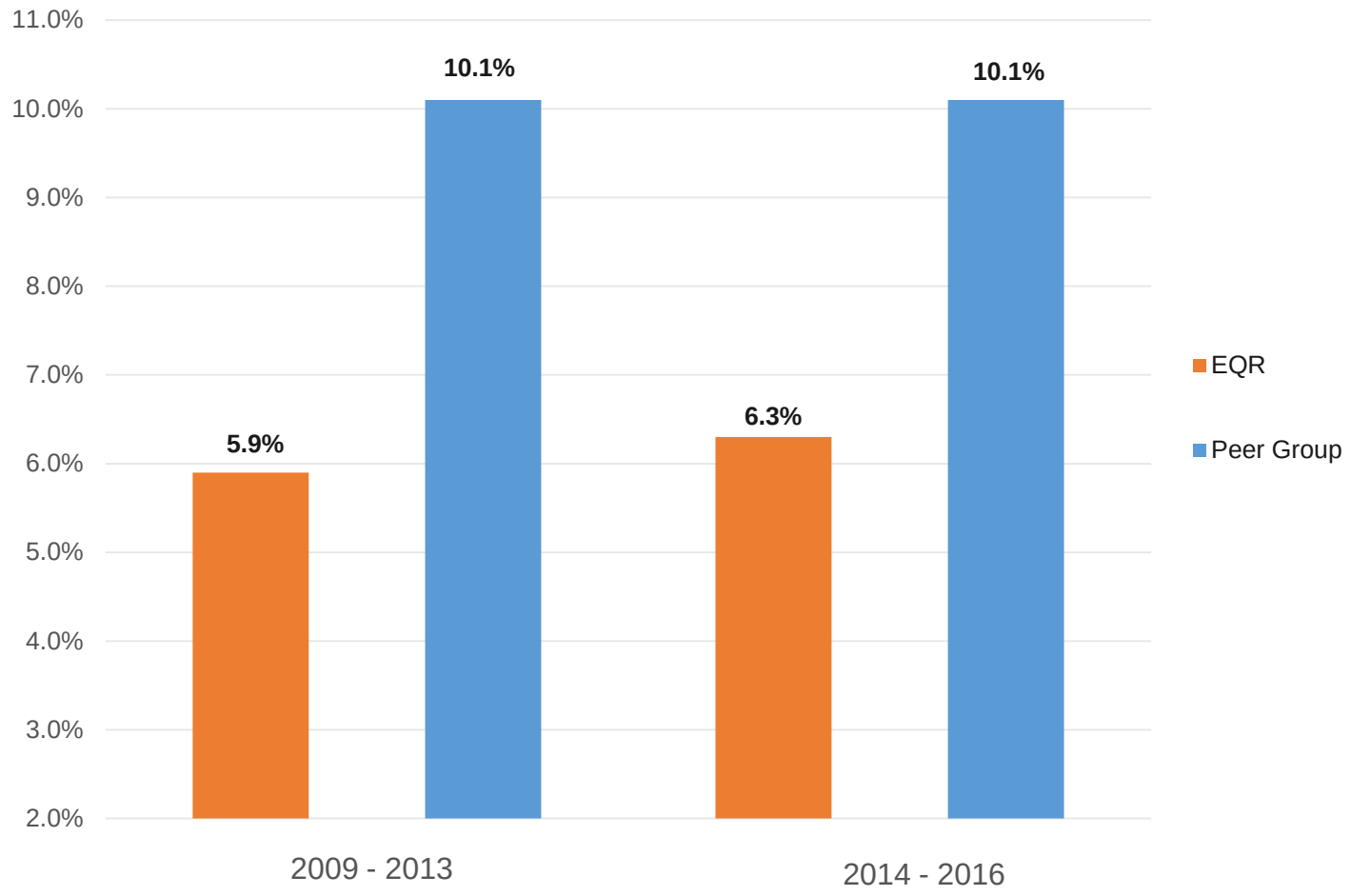
Annual Cap-Ex as % of Average Rents



.
Source: Green Street Advisors.
Peer Group: AIV, AVB, CPT, ESS, MAA, UDR

The Case for Denver


Radius Uptown – Denver, CO

- The company allocates capital in markets that historically have experienced:
  - » High cost of single family home ownership
  - » High-wage employment growth
  - » Strong multifamily performance
  - » High quality of life where our target millennial demographic wants to live, work and play.
- In our markets, our strategy is to primarily invest in highly walkable locations that are near public transit and have ready access to abundant restaurants, retail and cultural activities.

- Denver, a top 20 MSA that continues to experience meaningful growth, is a market that the company believes is a great strategic fit. Denver has:
  - The highest median single family existing home price outside our existing markets
  - Strong high wage job growth
  - Excellent rent growth over time
  - A lifestyle and location that is highly desirable to our target demographic
- The acquisition opportunities under consideration today are in the fast-growing urban core where sufficient inventory now exists to build scale (+/-$1.5B of capital) and operate efficiently.

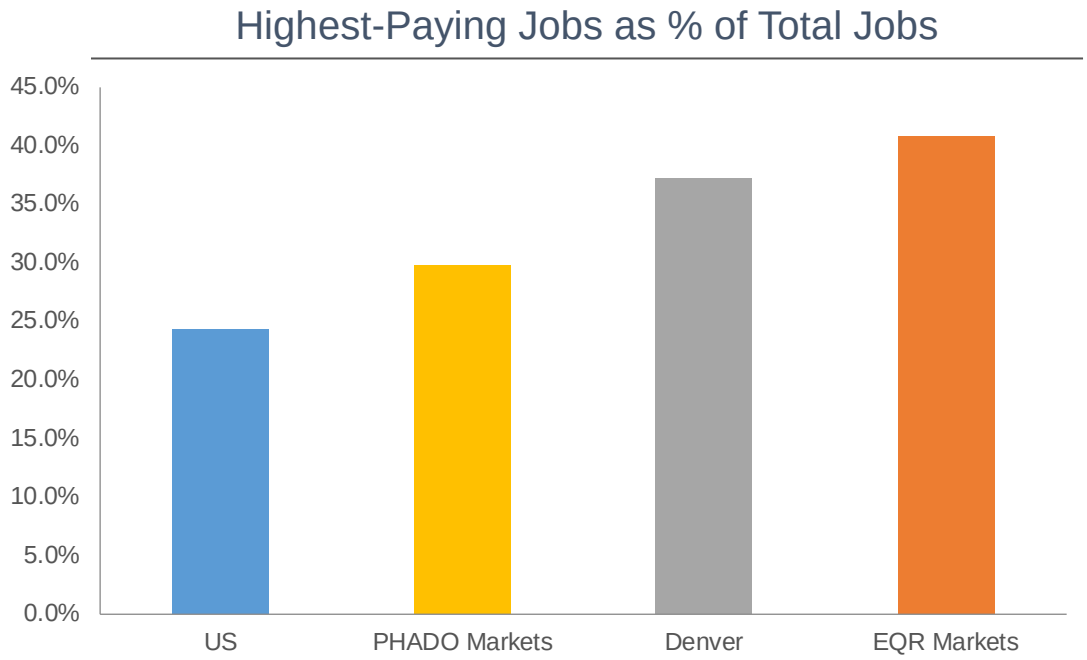
Denver, particularly the developing urban core, represents an attractive long-term market for the company.

The Case for Denver



Skyhouse Denver – Denver, CO

- Entering the Denver market also represents an opportunity for EQR to diversify its portfolio within the context of its ongoing investment strategy
- Like other desirable markets across the country, Denver is experiencing an elevated amount of new supply. This has tempered short-term rent growth and created an opportunity to reenter the market.
- Denver has a strong employment base characterized by a large percentage of high paying jobs relative to total.



Source and definition: Moody's Economy.com

Operating Update and Current Market Statistics



Resident Lounge at Troy Boston – Boston, MA

2018 Revenue Update

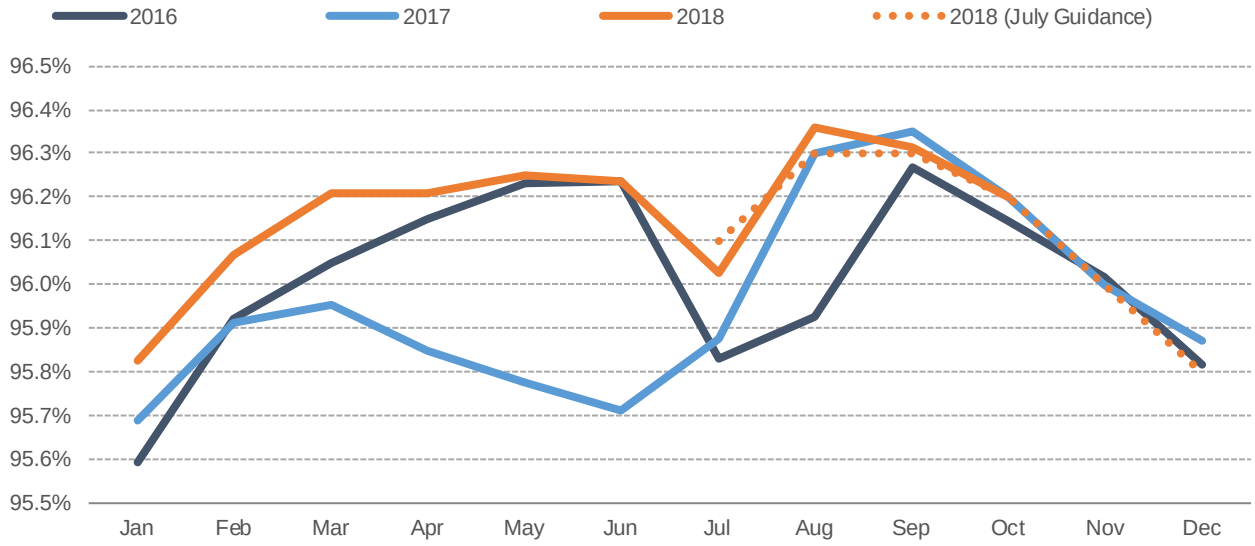
Occupancy and Rents

We expect full year same store revenue growth to be 2.3%.

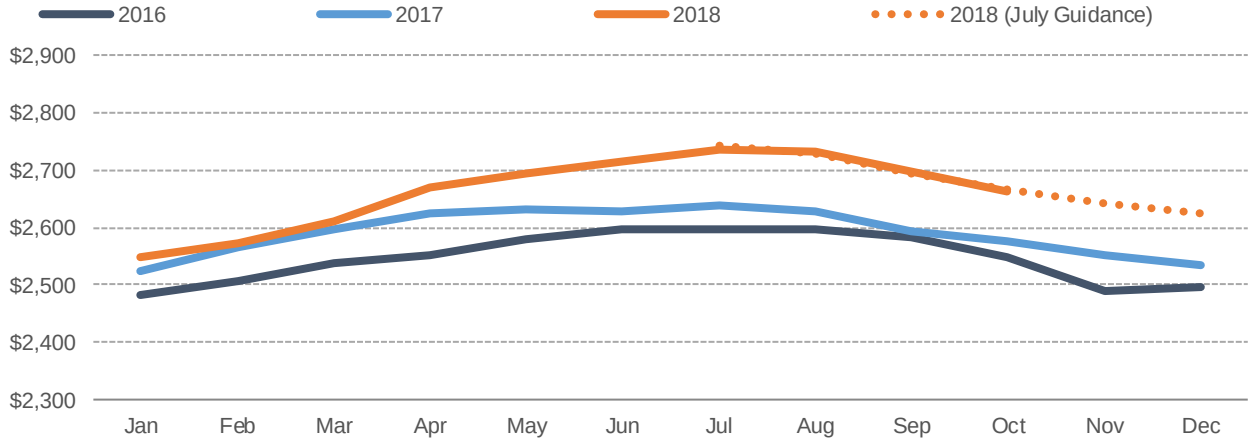
Commentary

- Physical Occupancy of 96.2% at the high end of expectations.
- Rental housing demand remains strong, aiding in absorption of new supply.
- Base Rent growth improving though still expected to be modest due to continued supply pressure.

Same Store Physical Occupancy



Base Rent



Note: 2018 Same Store Properties used for all years. Data includes results as of 10/18/18. See Glossary of Operations Terms for definitions.

2018 Revenue Update

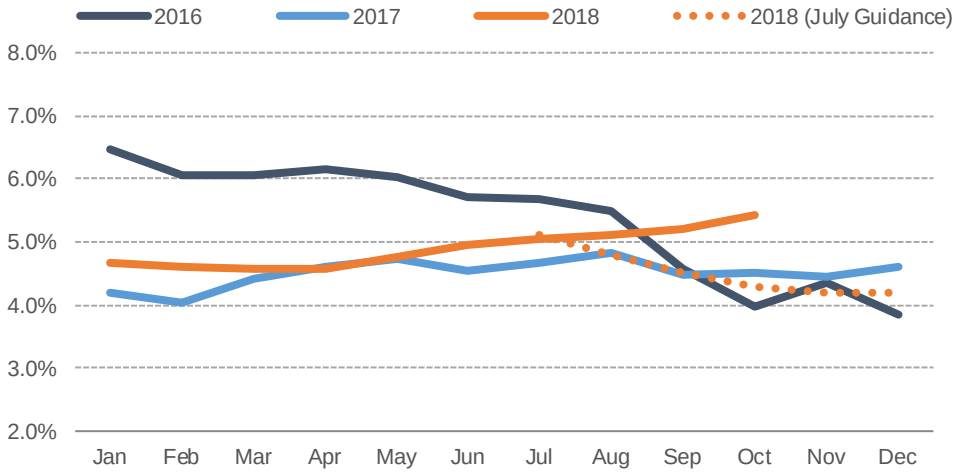
Renewals

Strong renewal growth continues across all markets.

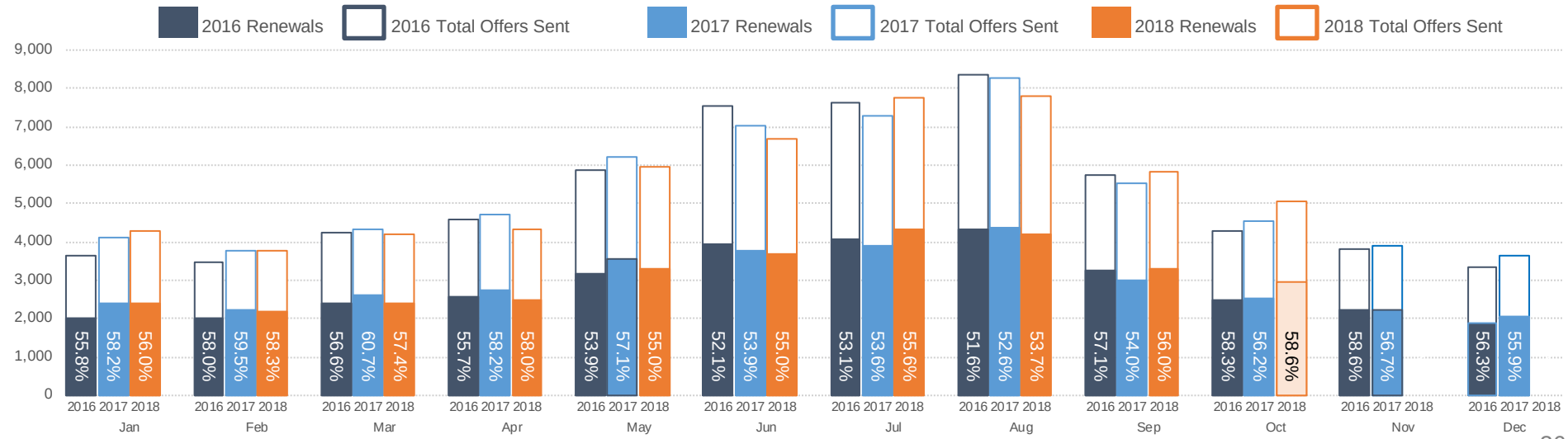
Commentary

- Current expectations are trending towards 4.9% for 2018, which is ahead of our previous expectations of 4.6%.
- We remain laser focused on our renewal process with September YTD running slightly better than expected.
- Achieved highest recorded resident satisfaction scores which is contributing to highest third quarter resident retention reported in the history of our company.

Renewal Rate Achieved



of Residents Renewing



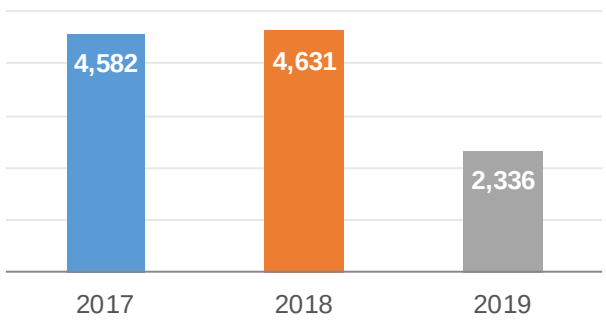
Note: 2018 Same Store Properties used for all years. Data includes results as of 10/18/18. See Glossary of Operations Terms for definitions.

Boston – Revenue

6,009 Units / 10.0% of NOI

YTD Revenue Growth ahead of expectations. Expect modest increase in pricing power based on the decline in new supply.

New Supply (in units)[(1)]



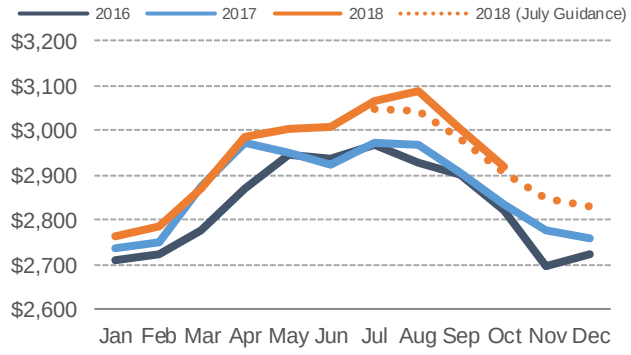
(1) Source: EQR.

Comments

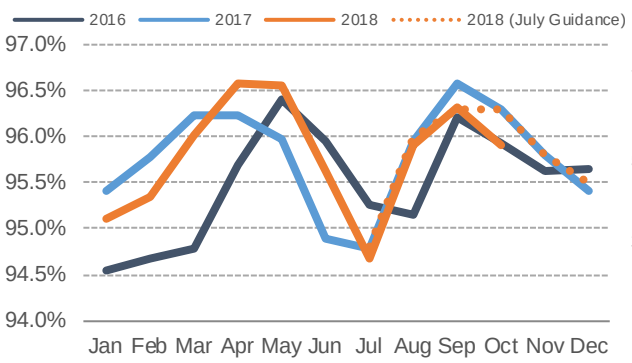
- Job growth continues to aid absorption. Boston's well-educated workforce continues to attract large corporate expansions and relocations, especially into the Kendall Square and Seaport areas.
- We anticipate normal seasonal softening in rates for the remainder of the year.
- 2018 supply impact was concentrated in the urban core (70% of the deliveries are going head-to-head with 72% of our NOI). All of the 2018 new supply has already started leasing.
- 2019 supply will be less and the deliveries are back half loaded meaning we expect a modest increase in pricing power for the next 6 to 12 months, especially in the in the City and Cambridge.

YTD indicators relative to July Guidance: ● above ● on track ● below

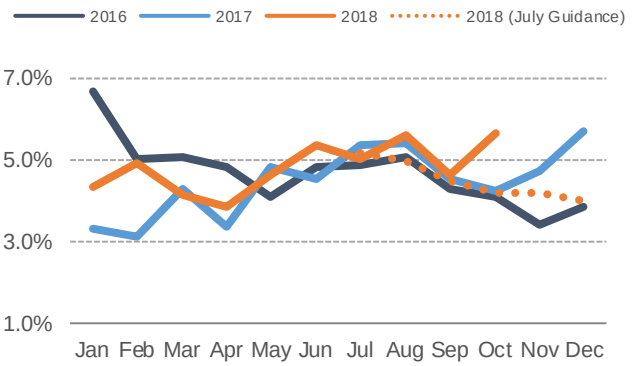
Base Rent ●



Physical Occupancy ●



Renewal Rate Achieved ●



Note: 2018 Same Store Properties used for all years. Data includes results as of 10/18/18. See Glossary of Operations Terms for definitions.

Annual Guidance Assumptions

	-0.8% New Lease Change	95.8% Physical Occupancy	4.9% Renewal Rate Achieved	2.4% Same Store Revenue Growth
Current Expectations				
2018 July Guidance	-1.2%	95.8%	4.7%	2.1%

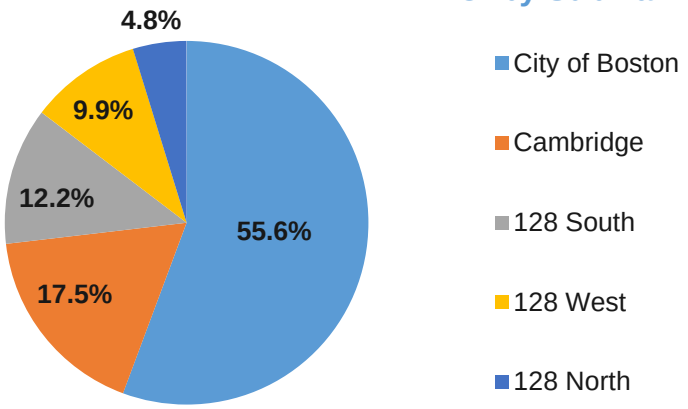
Boston

Market Profile

Equity Residential

EQR in Boston

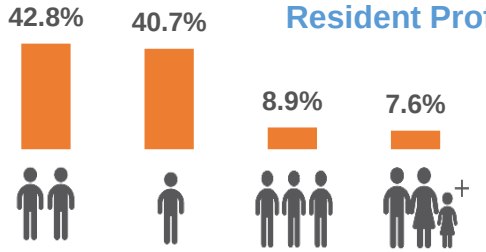
NOI by Submarket



EQR Resident Data (as of 9/30/18)*

Average Household Income	$181,128
Average Monthly Rent	$2,872
Rent as a Percent of Income	19.0%

Resident Profile



*Data for residents who have signed leases in the last 12 months as of 9/30/18.

Market Data

Home Affordability

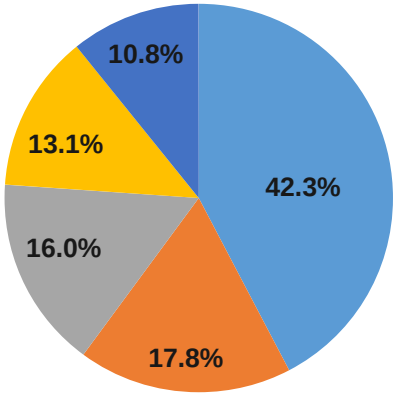
	U.S.	Boston
Median Household Income	$58,000	$82,000
Median Home Price	$252,000	$452,000
Ratio	4.3x	5.5x

Walk Score

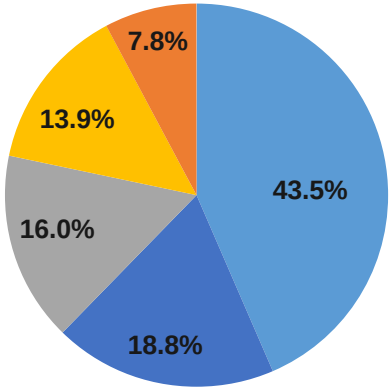
EQR	REIT Competitor Avg
80	**51**

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

Supply by Submarket



2018
4,631 units



2019
2,336 units

Boston

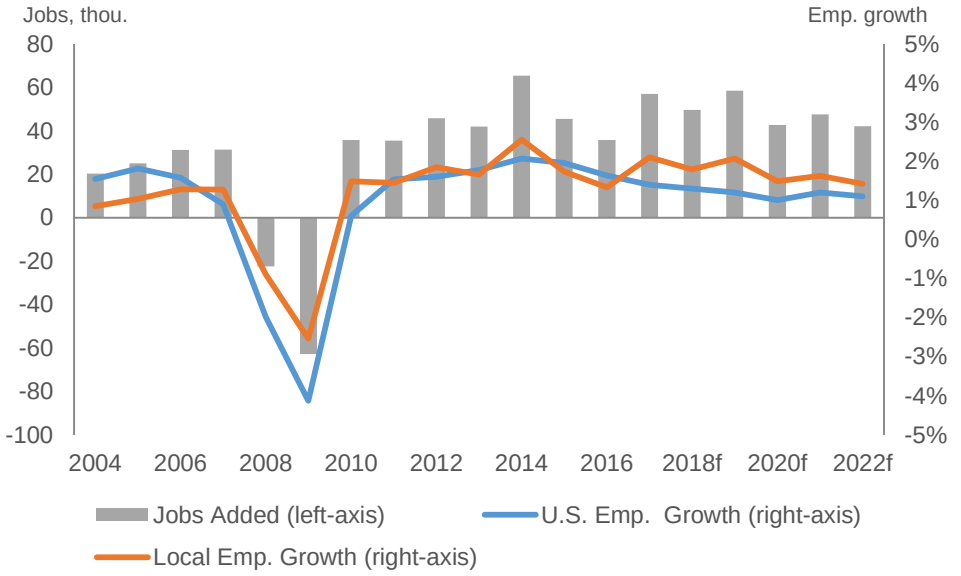
Market Profile

Equity Residential

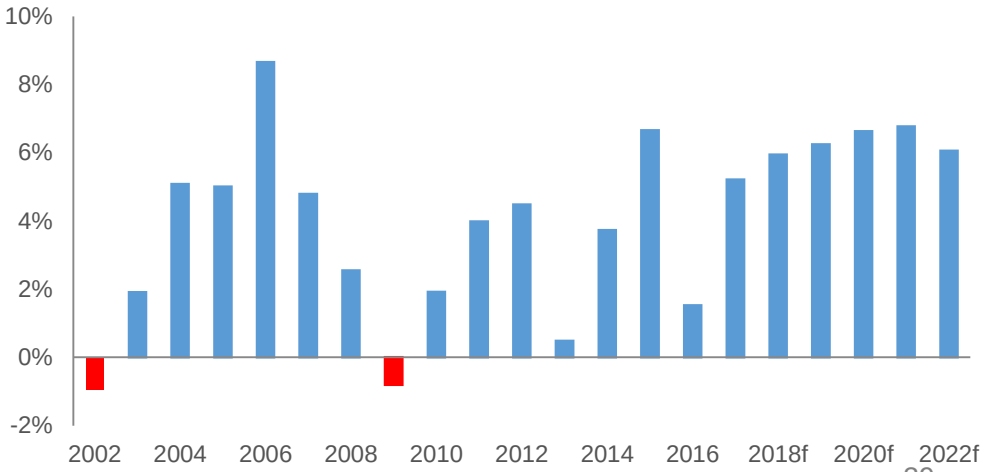
Long-Term Economic Drivers

- Boston lies at the heart of the knowledge economy, ranking highest in U.S. per-capita university enrollment.
- High-quality human capital powers the world's largest biotech/drug discovery cluster in Kendall Square, and a resilient financial hub downtown.
- Nearly 60% of Millennials in Boston have college degrees, making it the highest percentage in the country.
- Multiple companies including GE and Phillips, have announced headquarters relocations to Boston.

Employment Growth



Household Income Growth



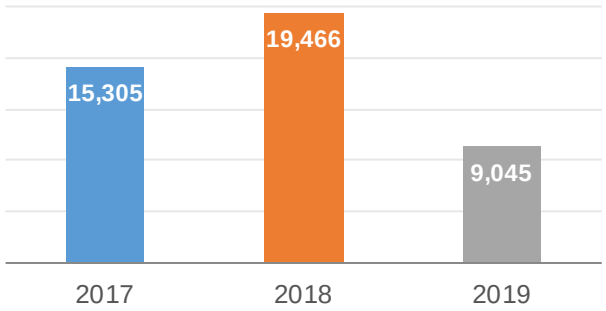
Source: Census, BEA, Rosen Consulting Group, BLS, Brookings Institute.

New York – Revenue

9,501 Units / 16.8% NOI

2019 should deliver better revenue growth due to a marked decline in supply in our footprint.

New Supply (in units)[1]



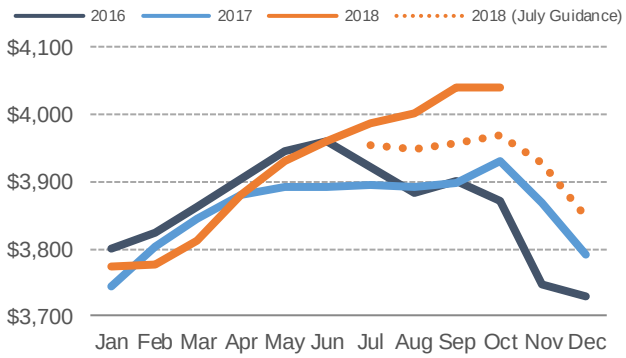
(1) Source: EQR.

Comments

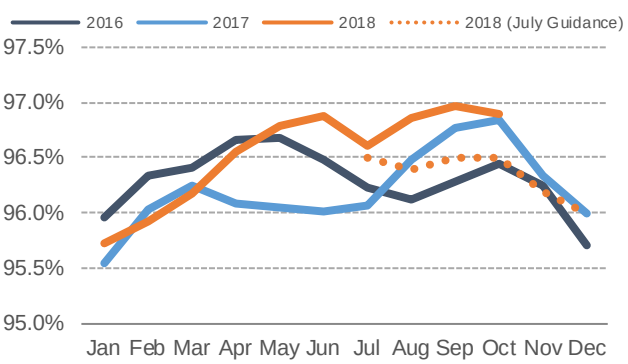
- Better than expected demand and continued disciplined pricing for stabilized assets in the market have allowed us to outperform expectations across rate, occupancy and renewals. Our concession use remains well below budgeted expectations from the beginning of the year.
- Elevated supply in our broader competitive footprint is still a slight concern as these projects face their first round of renewals. Concentrated in Long Island City (where we have no properties) and Brooklyn (9.5% of our NOI), the impact on our portfolio has been minimal to date, but we still anticipate softening heading into the slower seasonal period especially with continued elevated supply in Q4.
- Lower supply levels in 2019 should facilitate continued momentum in this market.

YTD indicators relative to July Guidance: ● above ● on track ● below

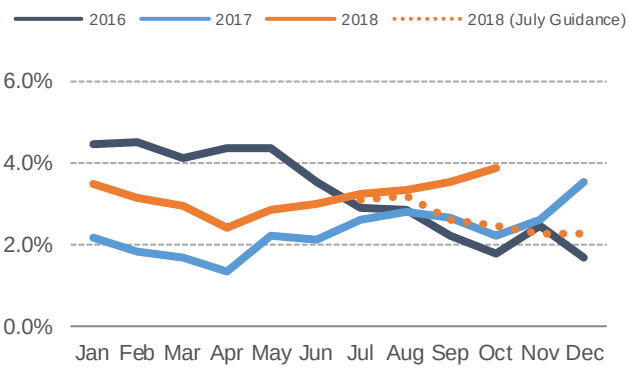
Base Rent ●



Physical Occupancy ●



Renewal Rate Achieved ●



Note: 2018 Same Store Properties used for all years. Data includes results as of 10/18/18. See Glossary of Operations Terms for definitions.

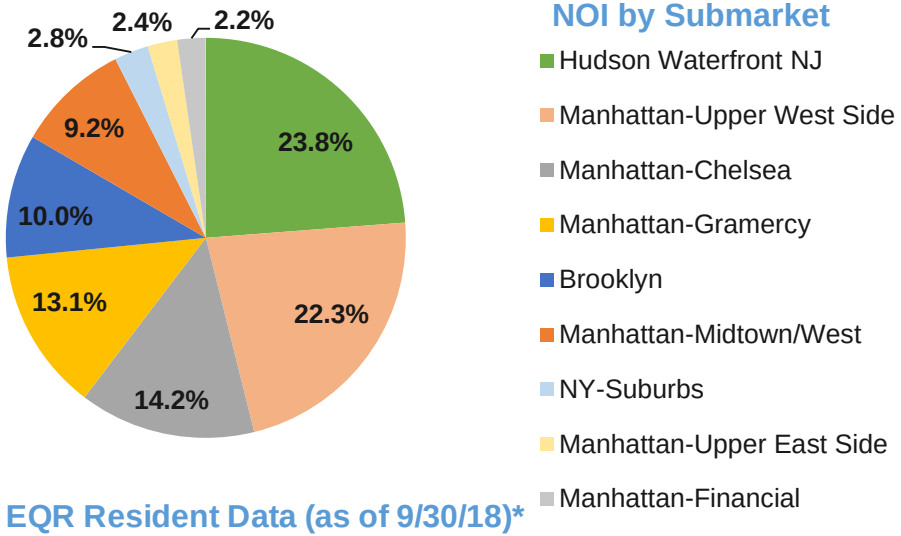
Annual Guidance Assumptions

	New Lease Change	Physical Occupancy	Renewal Rate Achieved	Same Store Revenue Growth
Current Expectations	**-2.2%**	**96.5%**	**3.0%**	**0.7%**
2018 July Guidance	**-2.6%**	**96.4%**	**2.8%**	**0.2%**

New York
Market Profile

Equity Residential

EQR in New York



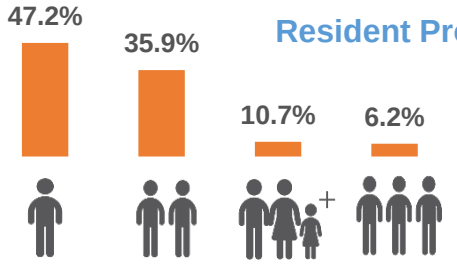
NOI by Submarket

- Hudson Waterfront NJ
- Manhattan-Upper West Side
- Manhattan-Chelsea
- Manhattan-Gramercy
- Brooklyn
- Manhattan-Midtown/West
- NY-Suburbs
- Manhattan-Upper East Side
- Manhattan-Financial

EQR Resident Data (as of 9/30/18)*

Average Household Income	$244,200
Average Monthly Rent	$3,696
Rent as a Percent of Income	18.2%

Resident Profile



*Data for residents who have signed leases in the last 12 months as of 9/30/18.

(1) MSA data includes Manhattan only

Market Data

Home Affordability

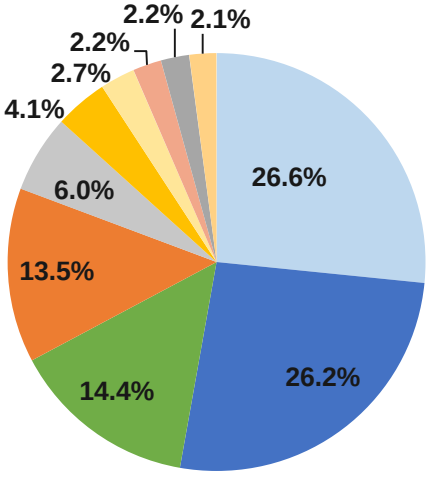
	U.S.	Manhattan
Median Household Income	$58,000	$78,000
Median Home Price	$252,000	$1,100,000
Ratio	4.3x	14.1x

Walk Score

EQR	REIT Competitor Avg
95	77

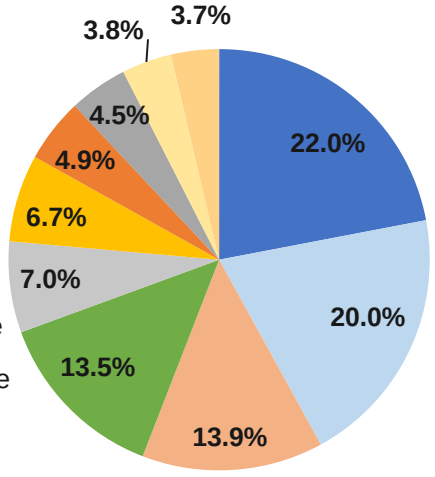
More than 50% of renters in New York commute by walking or public transportation

Supply by Submarket



2018
19,466 units

- Queens - Long Island City
- Brooklyn
- Hudson Waterfront NJ
- Manhattan - Midtown West
- Manhattan - Financial
- Manhattan - Gramercy
- Manhattan - Upper East Side
- Manhattan - Upper West Side
- Manhattan - Chelsea
- Manhattan - Midtown East



2019
9,045 units

New York City

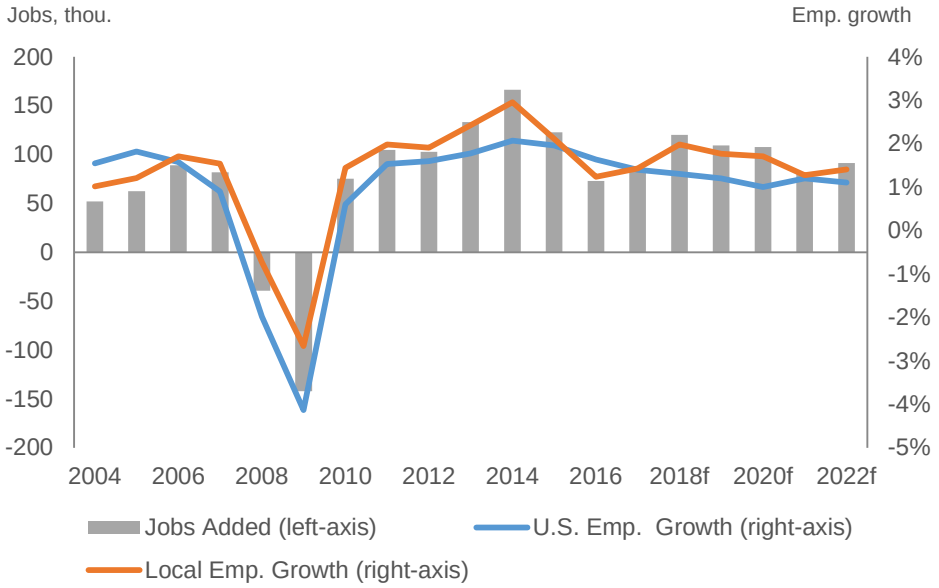
Market Profile

Equity Residential

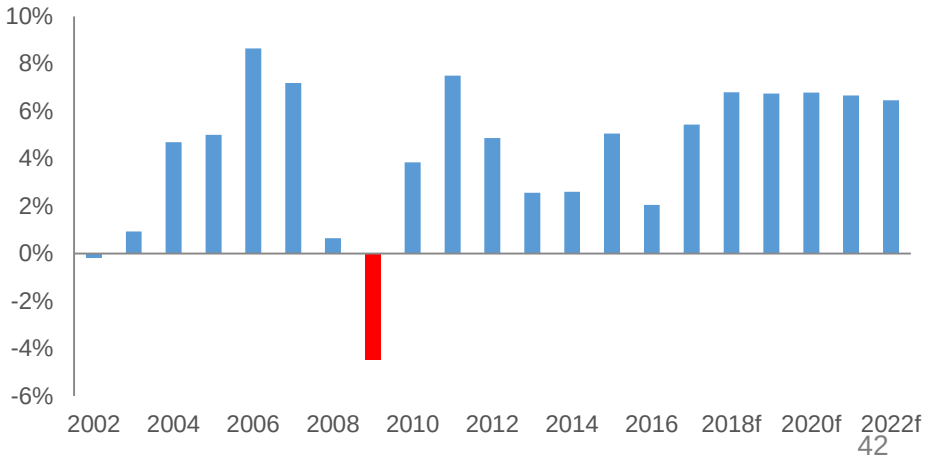
Long-Term Economic Drivers

- A dynamic economy, combined with the nation's highest barriers to homeownership, has turned the NYC rental market into the largest in the country.
- As the center of the world's financial markets, NYC is ideally suited to capitalize on emerging financial sector technology.
- Significant recent increases in tech employment are offsetting financial services job declines. The technology sector has grown faster than any other sector in New York since 2010 and is now the third largest tech sector in the nation. Average tech salary in New York was $147,300 in 2016.
- Despite recent construction, occupancy is still among the highest in the country.
- Recent tax reform is seen as beneficial to renters in New York.

Employment Growth



Household Income Growth



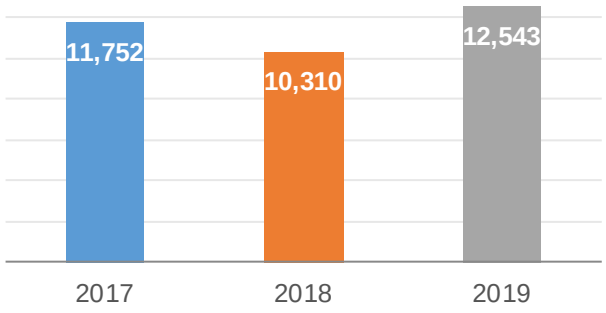
Source: Census, BEA, Rosen Consulting Group, BLS, NY Comptrollers Office.

Washington DC – Revenue

15,492 Units / 18.1% of NOI

Strong absorption of new deliveries, but limited pricing power is expected to continue in 2019.

New Supply (in units)(1)



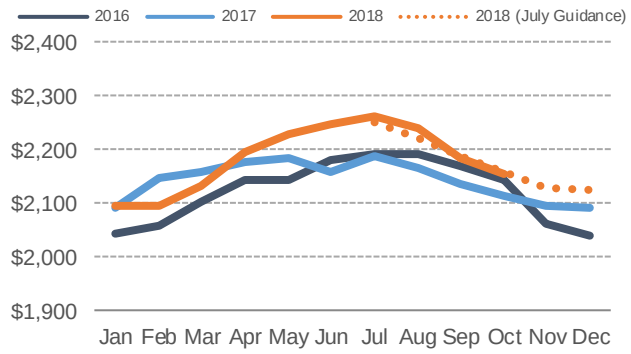
(1) Source: EQR.

Comments

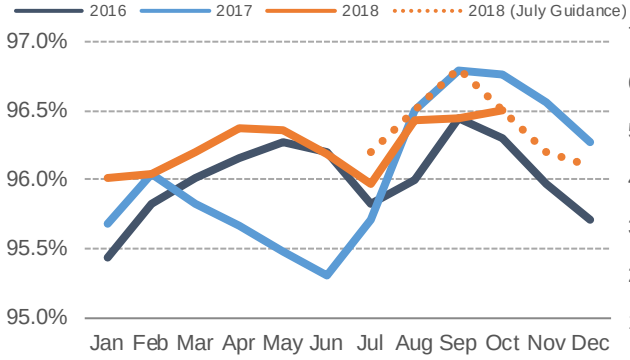
- Positive economic conditions led by continued strong household formations and growth in professional business services are creating jobs and aiding in absorption of new supply even as deliveries remain elevated.
- As anticipated, we are seeing some softening as we head into the slower seasonal period especially with continued elevated supply in Q4.
- Elevated supply expected again in 2019 will most likely result in similar revenue growth next year.

YTD indicators relative to July Guidance: above on track below

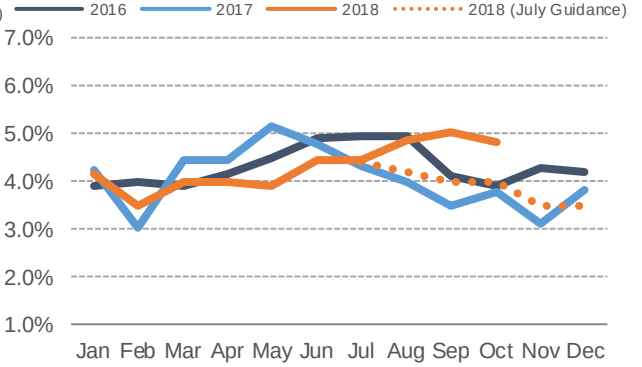
Base Rent



Physical Occupancy



Renewal Rate Achieved



Note: 2018 Same Store Properties used for all years. Data includes results as of 10/18/18. See Glossary of Operations Terms for definitions.

Annual Guidance Assumptions

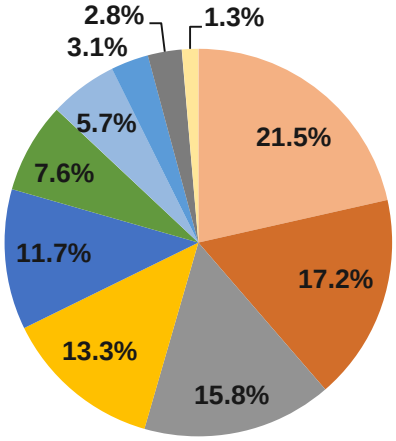
	-2.1% New Lease Change	96.2% Physical Occupancy	4.2% Renewal Rate Achieved	1.2% Same Store Revenue Growth
Current Expectations				
2018 July Guidance	-2.1%	96.3%	4.0%	1.2%

Washington, DC

Market Profile

Equity Residential

EQR in Washington, DC



NOI by Submarket

- VA-Arlington-RB Corridor
- VA-Alexandria
- DC-Central
- DC-Upper NW
- VA-South Arlington
- MD-Bethesda/Chevy Chase
- VA-Fairfax
- MD-Silver Spring
- MD-Rockville/Gaithersburg
- MD-Prince George

Market Data

Home Affordability

	U.S.	Washington, DC
Median Household Income	$58,000	$96,000
Median Home Price	$252,000	$394,000
Ratio	4.3x	4.1x

Walk Score

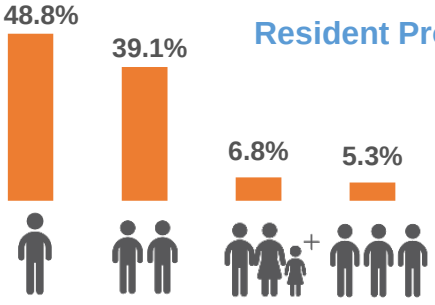
EQR	REIT Competitor Avg
82	63

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

EQR Resident Data (as of 9/30/18)*

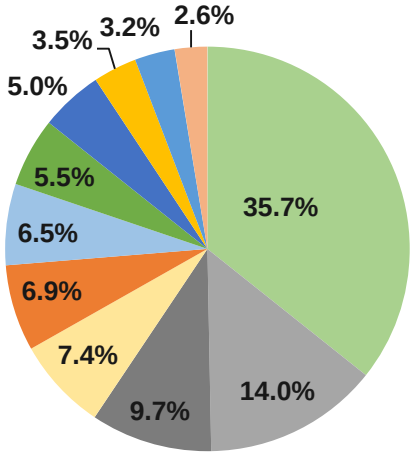
Average Household Income	$146,300
Average Monthly Rent	$2,135
Rent as a Percent of Income	17.5%

Resident Profile



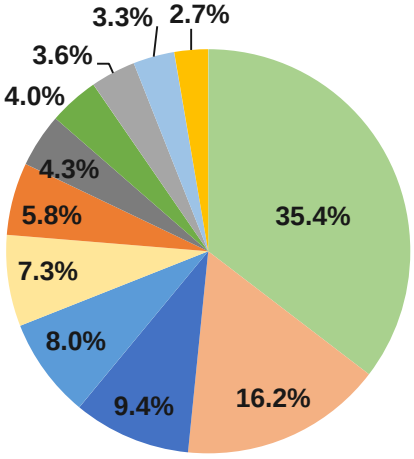
*Data for residents who have signed leases in the last 12 months as of 9/30/18.

Supply by Submarket



2018
10,310 units

- Capitol Riverfront/Other
- DC-Central
- MD-Rockville/Gaithersburg
- MD-Prince George
- VA-Alexandria
- VA-Fairfax
- MD-Bethesda/Chevy Chase
- VA-South Arlington
- DC-Upper NW
- MD-Silver Spring
- VA-Arlington-RB Corridor



2019
12,543 units

Washington, D.C.

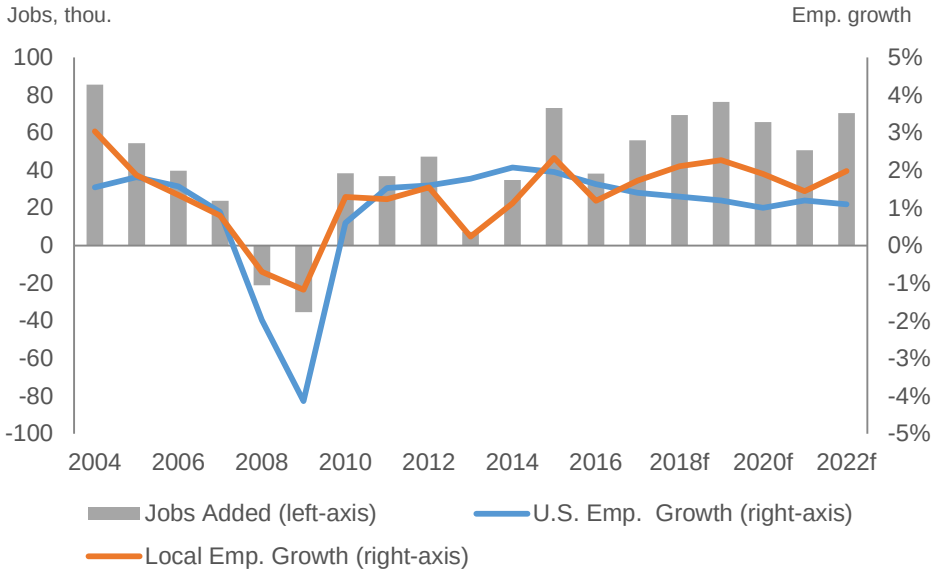
Market Profile

Equity Residential

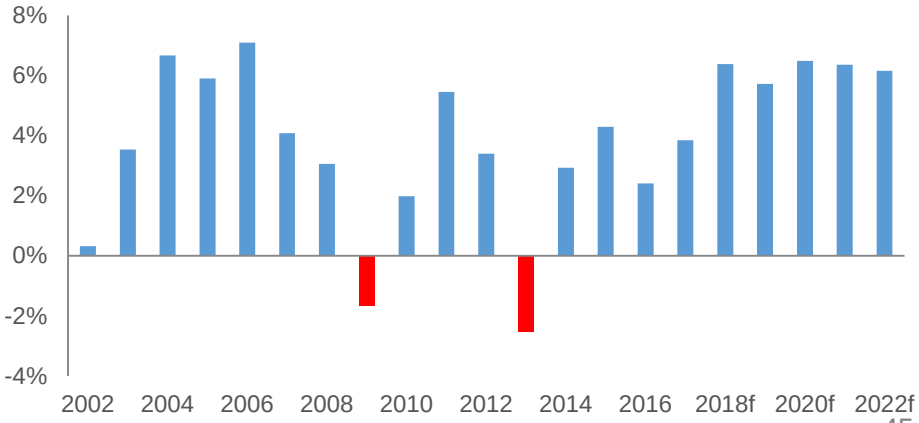
Long-Term Economic Drivers

- The Washington, DC economy is large and increasingly diverse but Federal spending, particularly defense spending, remains the key driver.
- The current Federal Budget contains a large increase in government spending, particularly defense.
- Research from Rosen Consulting projects good job growth and household income growth of more than 6% for the next five years in DC.

Employment Growth



Household Income Growth



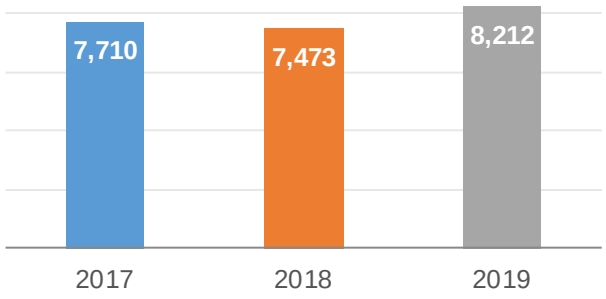
Source: Census, BEA, Rosen Consulting Group, BLS.

Seattle – Revenue

6,959 Units / 8.5% of NOI

Elevated supply eroded pricing power through peak leasing season but demand appears to be picking up.

New Supply (in units)(1)



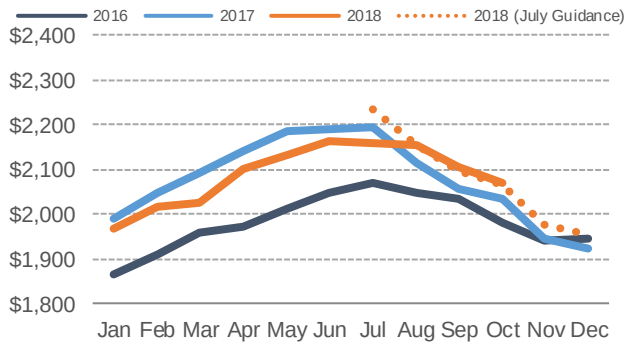
(1) Source: EQR.

Comments

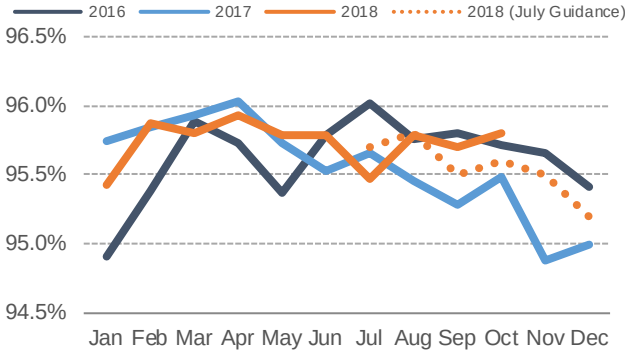
- Base Rent growth has underperformed, but has stabilized while other operating metrics remain on track to meet revised expectations for the year.
- Elevated supply will continue to pressure this market leading to lower revenue growth expectations in 2019.

YTD indicators relative to July Guidance: above | on track | below

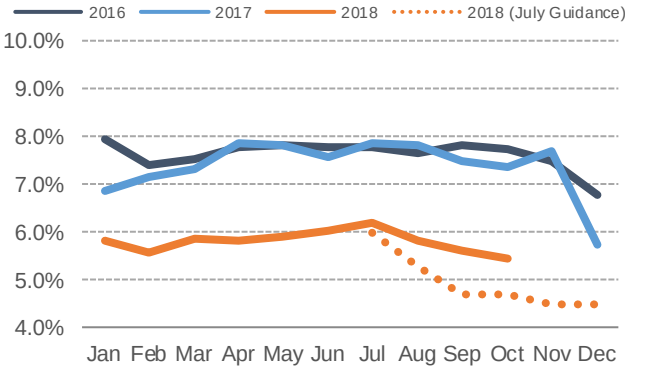
Base Rent



Physical Occupancy



Renewal Rate Achieved



Note: 2018 Same Store Properties used for all years. Data includes results as of 10/18/18. See Glossary of Operations Terms for definitions.

Annual Guidance Assumptions

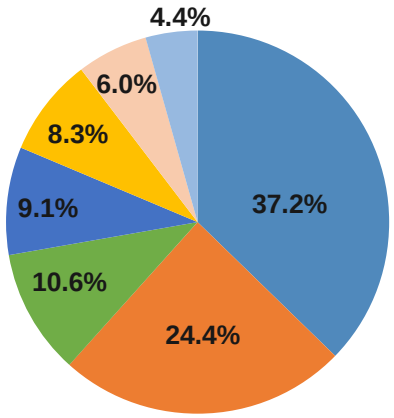
	-1.8% New Lease Change	95.7% Physical Occupancy	5.7% Renewal Rate Achieved	3.0% Same Store Revenue Growth
Current Expectations				
2018 July Guidance	-1.1%	95.7%	5.5%	3.0%

Seattle

Market Profile

Equity Residential

EQR in Seattle



NOI by Submarket

- Belltown/CBD
- Bellevue/Redmond
- Bothell/Mill Creek Corridor
- Capital Hill/First Hill
- North Seattle
- South Lake Union
- West Seattle

Market Data

Home Affordability

	U.S.	Seattle
Median Household Income	$58,000	$79,000
Median Home Price	$252,000	$453,000
Ratio	4.3x	5.7x

Walk Score

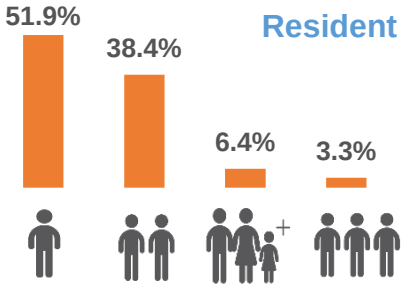
EQR	REIT Competitor Avg
86	**63**

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

EQR Resident Data (as of 9/30/18)*

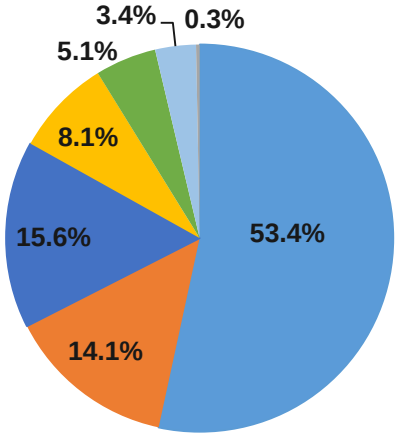
Average Household Income	$133,559
Average Monthly Rent	$1,979
Rent as a Percent of Income	17.8%

Resident Profile



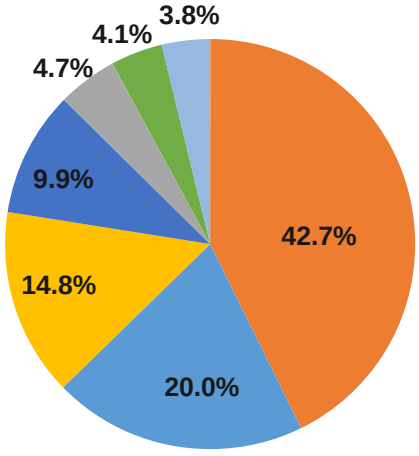
*Data for residents who have signed leases in the last 12 months as of 9/30/18.

Supply by Submarket



- Belltown/CBD
- Bellevue/Redmond
- Capitol Hill/First Hill
- North Seattle
- Bothell/Mill Creek Corner
- West Seattle
- South Seattle

2018
7,473 units



2019
8,212 units

Seattle

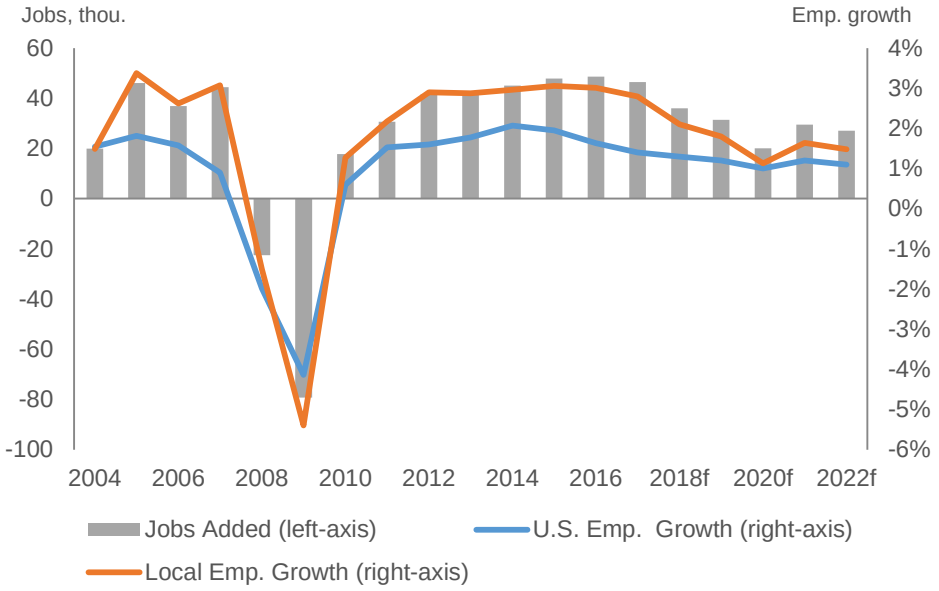
Market Profile

Equity Residential

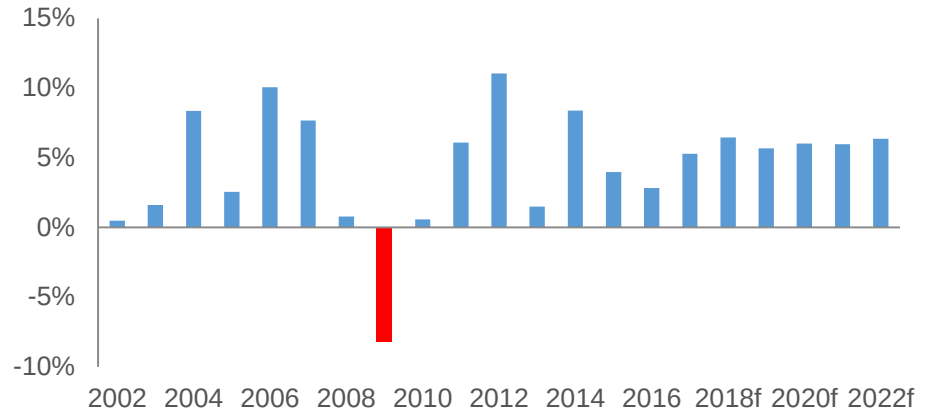
Long-Term Economic Drivers

- Seattle, powered by aerospace and information technology firms such as Boeing, Microsoft and Amazon, supports a high-wage structure economy.
- Low for-sale inventory, along with traffic-congested commutes to the suburbs have created barriers to homeownership driving strong rent growth.
- A fast expanding job base, combined with a relatively low cost-of-living, is leading to surging household growth.

Employment Growth



Household Income Growth



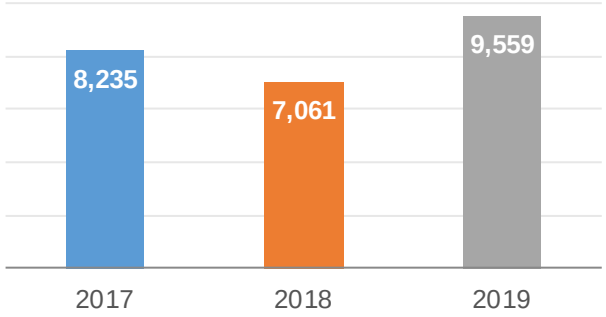
Source: Census, BEA, Rosen Consulting Group, BLS.

San Francisco – Revenue

12,315 Units / 20.3% of NOI

Market continues to show positive employment and wage growth, aiding in the absorption of new supply and driving improving revenue growth.

New Supply (in units)[1]



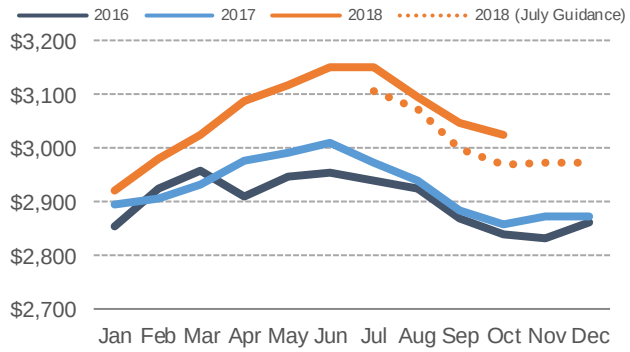
(1) Source: EQR.

Comments

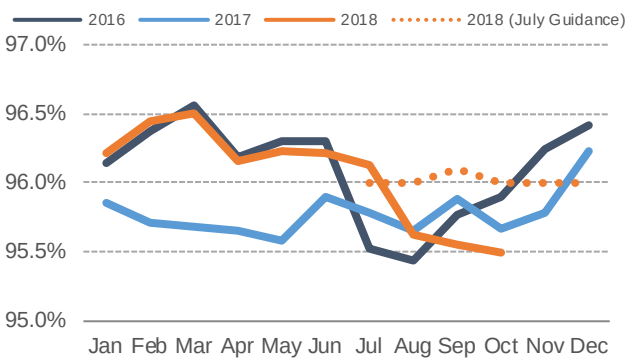
- Downtown remains the biggest upside surprise with pricing power early in the year positioning us well through the leasing season. Expect to see seasonal moderation on rates and occupancy.
- Continued good absorption of new supply. 2019 new supply is concentrated in Oakland and East Bay.
- 2019 should produce similar revenue growth.

YTD indicators relative to July Guidance: above | on track | below

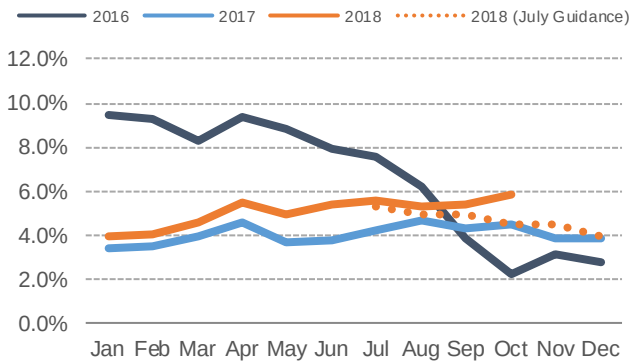
Base Rent



Same Store Occupancy



Renewal Rate Achieved



Note: 2018 Same Store Properties used for all years. Data includes results as of 10/18/18. See Glossary of Operations Terms for definitions.

Annual Guidance Assumptions

	0.3% New Lease Change	96.0% Physical Occupancy	4.9% Renewal Rate Achieved	2.9% Same Store Revenue Growth
Current Expectations				
2018 July Guidance	0.5%	96.2%	4.8%	2.9%

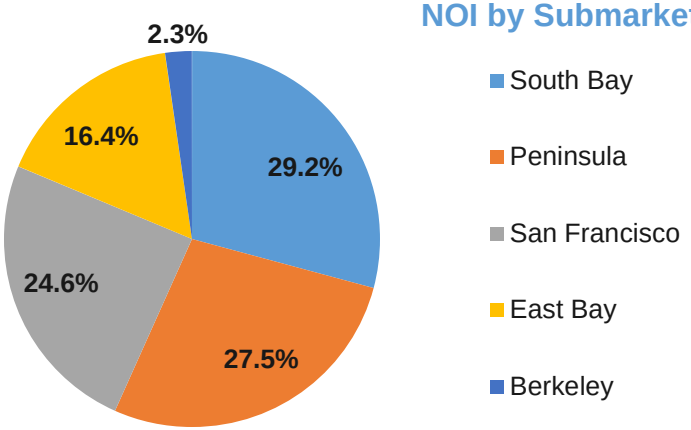
San Francisco

Market Profile

Equity Residential

EQR in San Francisco

NOI by Submarket



Market Data

Home Affordability

	U.S.	San Francisco
Median Household Income	$58,000	$100,000
Median Home Price	$252,000	$933,000
Ratio	4.3x	9.3x

Walk Score

EQR **67**

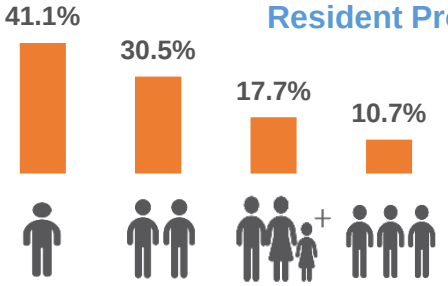
REIT Competitor Avg **62**

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

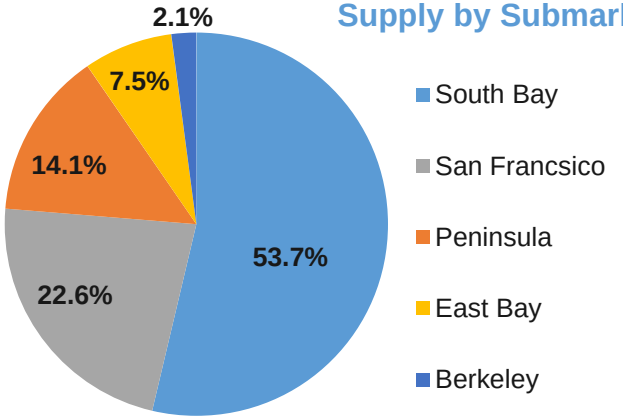
EQR Resident Data (as of 9/30/18)*

Average Household Income	$171,852
Average Monthly Rent	$2,954
Rent as a Percent of Income	20.6%

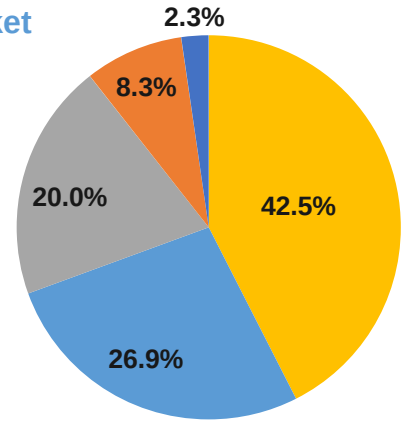
Resident Profile



Supply by Submarket



2018
7,061 units



2019
9,559 units

*Data for residents who have signed leases in the last 12 months as of 9/30/18.

San Francisco

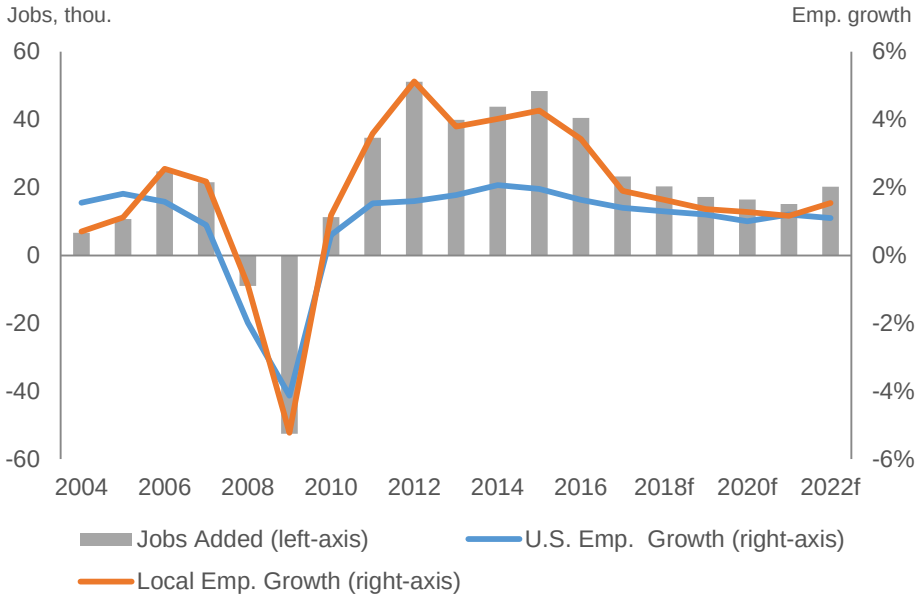
Market Profile

Equity Residential

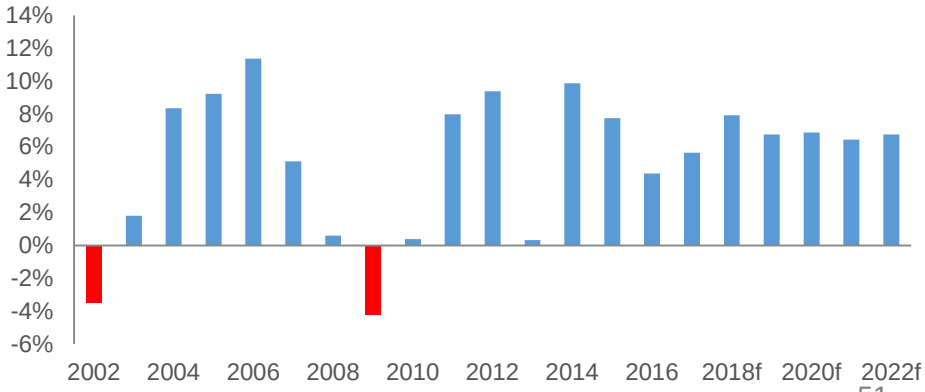
Long-Term Economic Drivers

- The Bay Area economy supports the highest percentage of high-wage workers in the country, and continues to attract, create and finance the world's most valuable technology firms.
- Fierce opposition to development, combined with challenging geography and expensive land, has produced little new construction for decades.
- Both the for-sale and rental markets in the Bay Area are among the country's most expensive.

Employment Growth



Household Income Growth



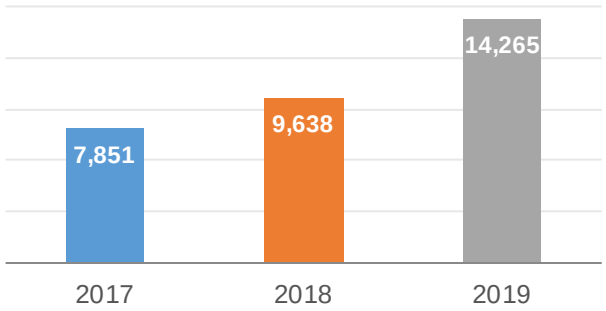
Source: Census, BEA, Rosen Consulting Group, BLS.

Los Angeles – Revenue

14,240 Units / 17.9% of NOI

Strong employment growth, particularly jobs related to online content creation in West LA, aiding absorption of new supply and driving better occupancy.

New Supply (in units)(1)



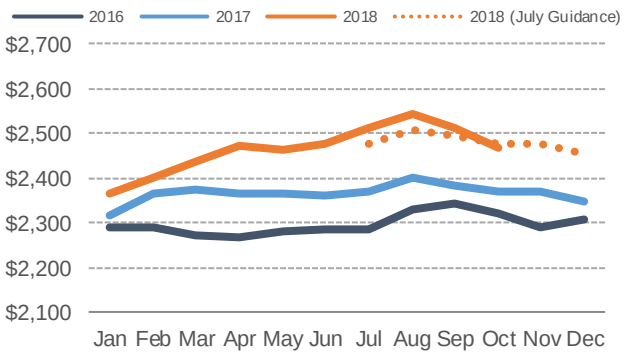
(1) Source: EQR.

Comments

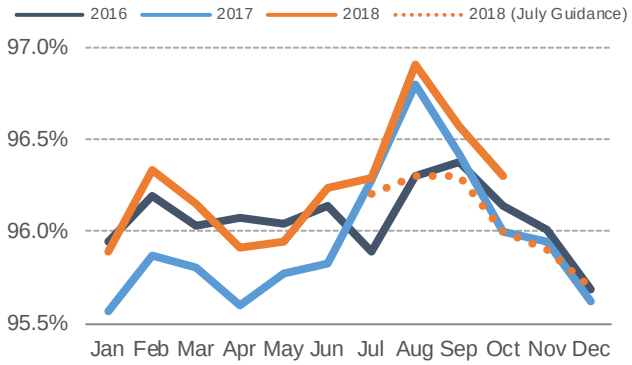
- Los Angeles continues to be a top revenue performer in 2018. Base Rent, Physical Occupancy and Renewal Rate Achieved all have outpaced original expectations but are consistent with July Guidance.
- Over 4,000 units shifted completion to 2019 from 2018. Combined two year total remains the same. 2019 should deliver similar results.
- Labor shortages contributing to shifts in deliveries which allowed modest pricing power in the market will most likely continue through next year.

YTD indicators relative to July Guidance: ● above ● on track ● below

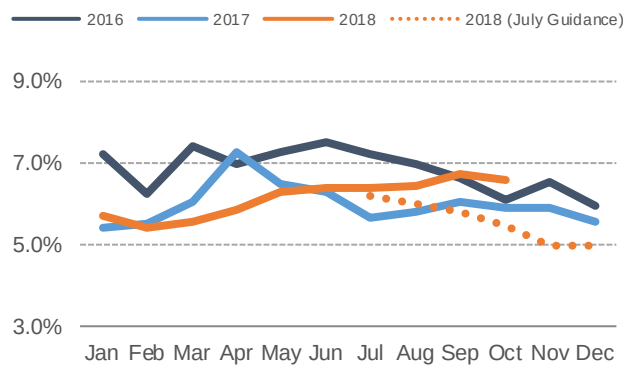
Base Rent ●



Physical Occupancy ●



Renewal Rate Achieved ●



Note: 2018 Same Store Properties used for all years. Data includes results as of 10/18/18. See Glossary of Operations Terms for definitions.

Annual Guidance Assumptions

	1.4% New Lease Change	96.2% Physical Occupancy	6.1% Renewal Rate Achieved	3.6% Same Store Revenue Growth
Current Expectations				
2018 July Guidance	1.0%	96.1%	5.8%	3.4%

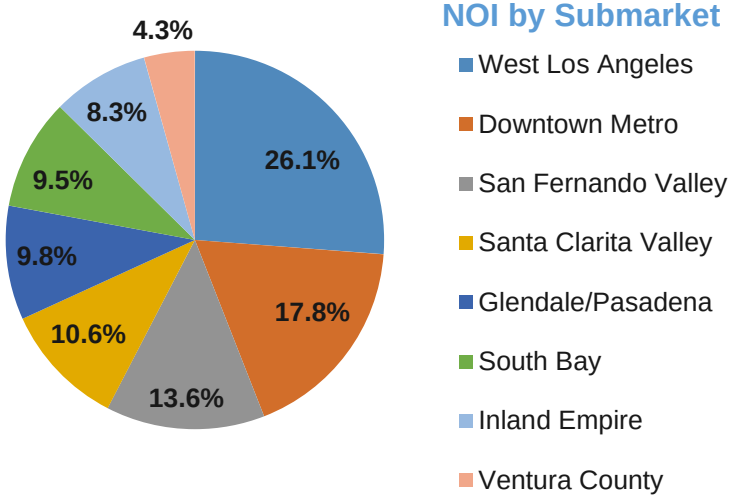
Los Angeles

Market Profile

Equity Residential

EQR in Los Angeles

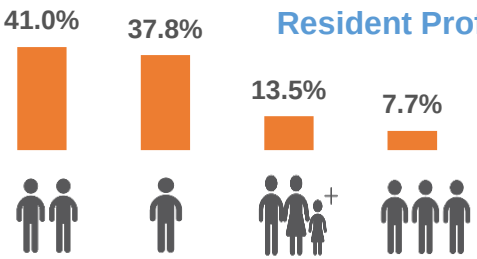
NOI by Submarket



EQR Resident Data (as of 9/30/18)*

Average Household Income	$140,682
Average Monthly Rent	$2,403
Rent as a Percent of Income	20.5%

Resident Profile



*Data for residents who have signed leases in the last 12 months as of 9/30/18.

Market Data

Home Affordability

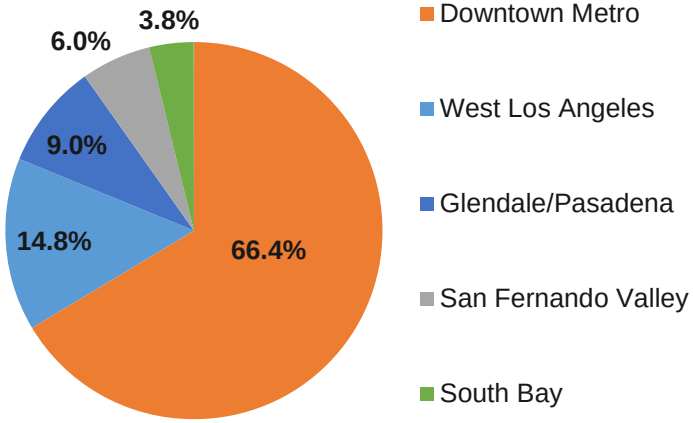
	U.S.	Los Angeles
Median Household Income	$58,000	$61,000
Median Home Price	$252,000	$570,000
Ratio	4.3x	9.3x

Walk Score

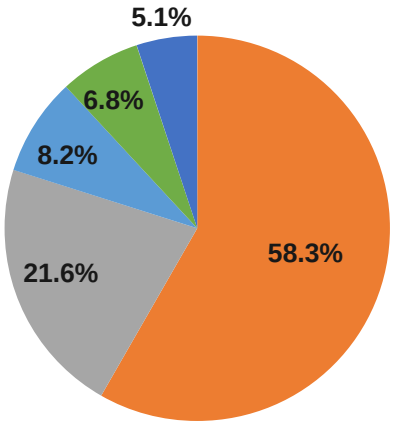
EQR	REIT Competitor Avg
74	**67**

30% of renters in Los Angeles commute by walking or public transportation

Supply by Submarket



2018
9,638 units



2019
14,265 units

Los Angeles

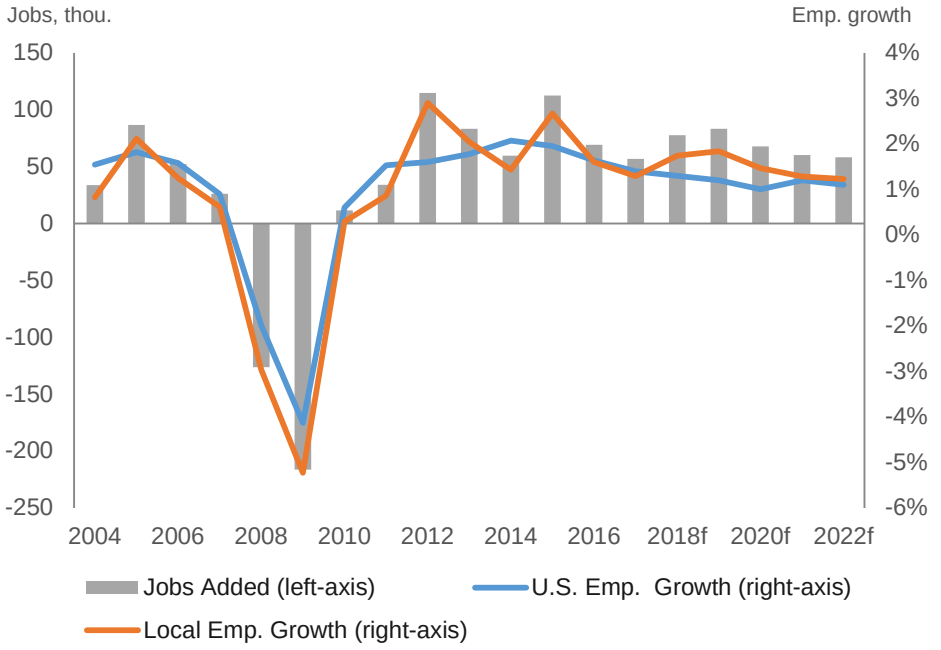
Market Profile

Equity Residential

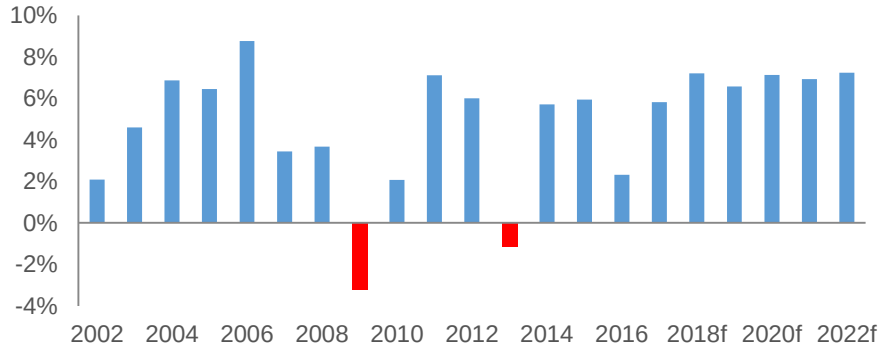
Long-Term Economic Drivers

- Diverse employment base is seeing a rapid expansion in media and tech companies. Four of the country's top computer engineering programs are located in L.A.
- Downtown LA is evolving into a "24/7" downtown as residential projects come on line.
- The for-sale market is among the country's most expensive.

Employment Growth



Household Income Growth



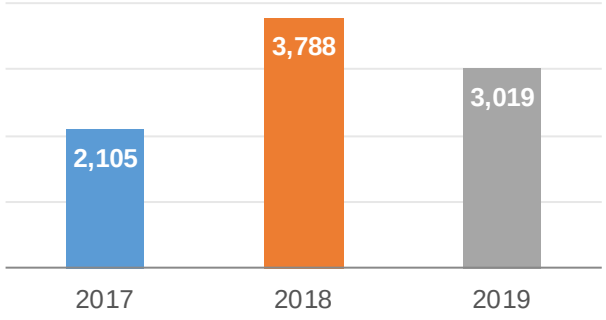
Source: Census, BEA, Rosen Consulting Group, BLS.

San Diego – Revenue

3,385 Units / 4.1% of NOI

Strongest revenue growth performer in 2018, expect similar revenue results in 2019

New Supply (in units)(1)



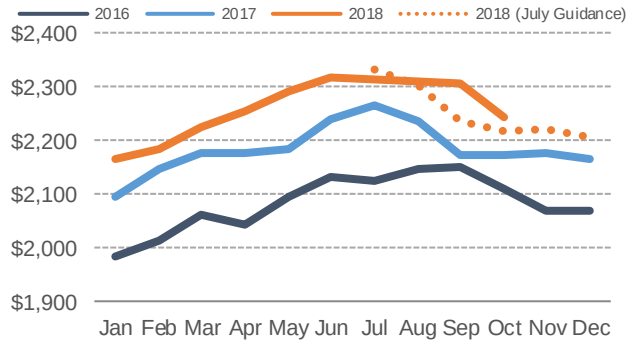
(1) Source: EQR.

Comments

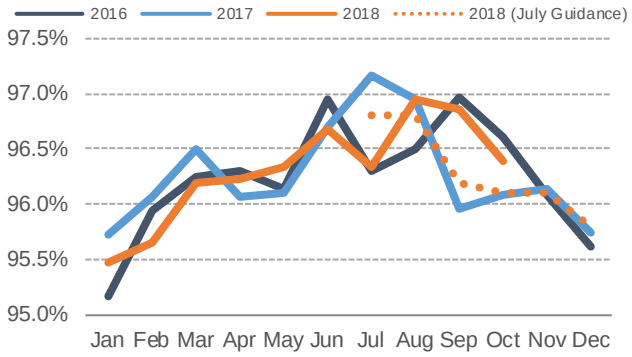
- Physical Occupancy was challenged earlier in the year, but has improved as of late and is in line with expectations. Renewal performance is exceeding expectations and the market is on track to deliver the strongest revenue growth portfolio wide.
- Consistent performance driven by moderate job growth as military spending remains strong.
- Slight decline in supply expected in 2019.

YTD indicators relative to July Guidance: above | on track | below

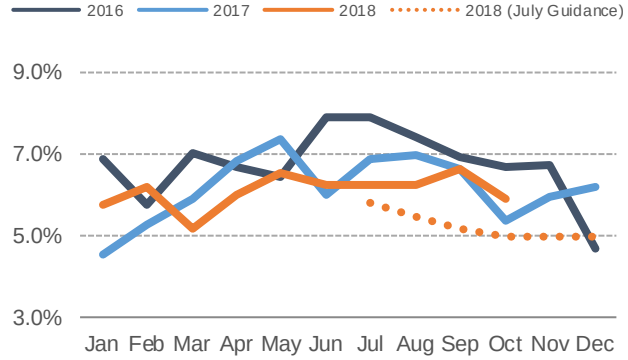
Base Rent



Physical Occupancy



Renewal Rate Achieved



Note: 2018 Same Store Properties used for all years. Data includes results as of 10/18/18. See Glossary of Operations Terms for definitions.

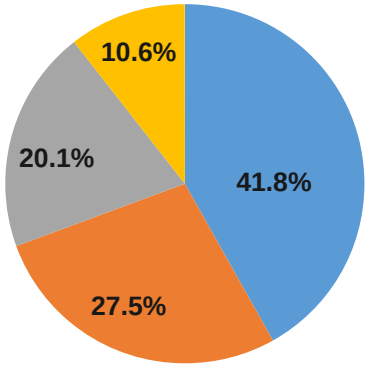
Annual Guidance Assumptions

	1.6% New Lease Change	96.2% Physical Occupancy	5.9% Renewal Rate Achieved	4.0% Same Store Revenue Growth
Current Expectations				
2018 July Guidance	2.0%	96.2%	5.7%	4.0%

San Diego
Market Profile

Equity Residential

EQR in San Diego

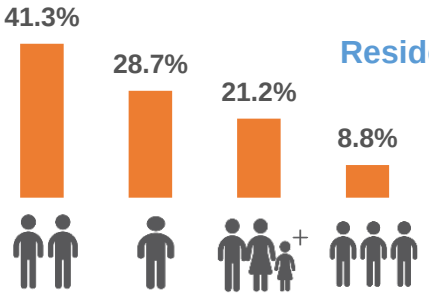


NOI by Submarket

- I-15 Corridor
- Downtown San Diego
- I-5 Corridor
- South County

EQR Resident Data (as of 9/30/18)*

Average Household Income	$118,381
Average Monthly Rent	$2,233
Rent as a Percent of Income	22.6%



Resident Profile

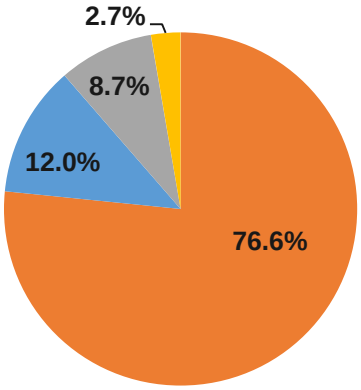
*Data for residents who have signed leases in the last 12 months as of 9/30/18.

Market Data

Home Affordability

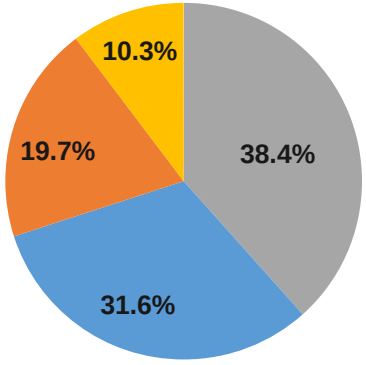
	U.S.	San Diego
Median Household Income	$58,000	$71,000
Median Home Price	$252,000	$520,000
Ratio	4.3x	7.3x

Supply by Submarket



2018
3,788 units

- Downtown San Diego
- I-15 Corridor
- I-5 Corridor
- South County



2019
3,019 units

San Diego

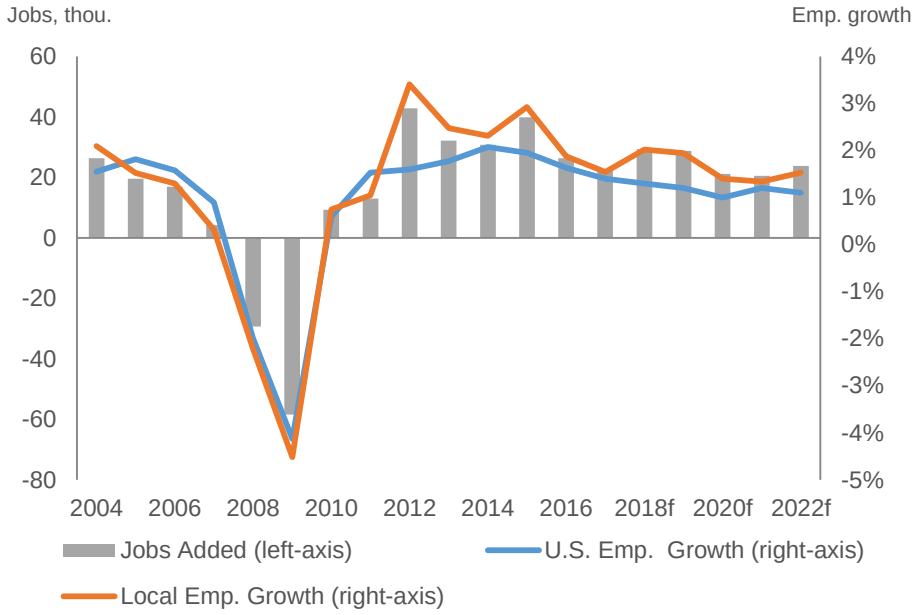
Market Profile

Equity Residential

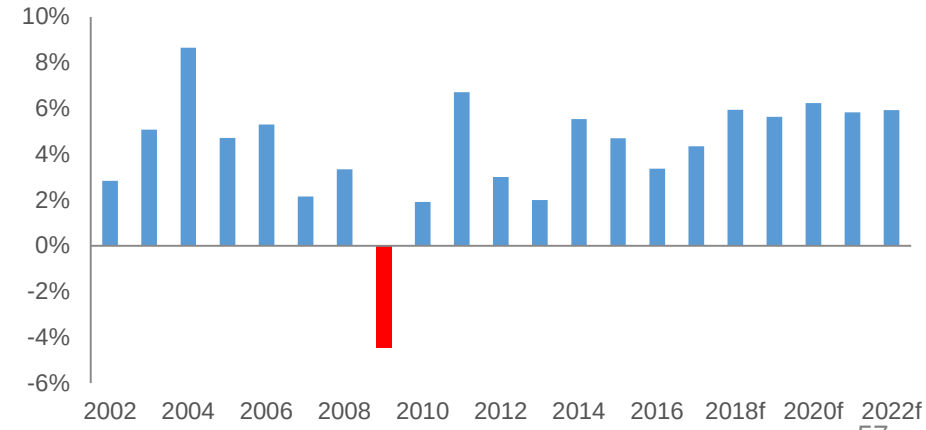
Long-Term Economic Drivers

- San Diego economy is driven by military and tech.
- Military spending expected to increase in 2018 as a result of the new federal budget.
- San Diego is ranked #9 of Top 25 “Tech Cities”. More than 400 tech startups created since 2013.

Employment Growth



Household Income Growth



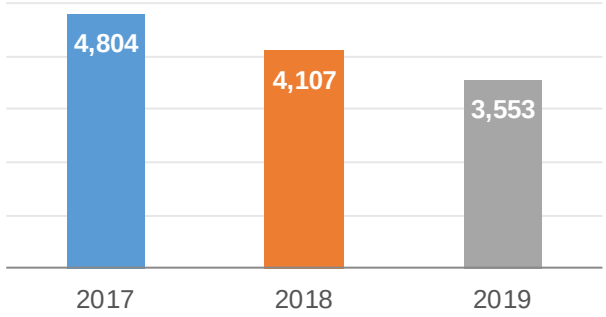
Source: Census, BEA, Rosen Consulting Group, BLS.

Orange County – Revenue

3,684 Units / 4.2% of NOI

Continues to be a top performer and expect similar results in 2019

New Supply (in units)[1]



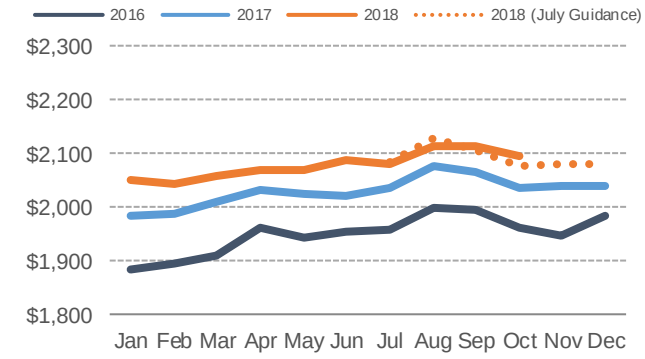
(1) Source: EQR.

Comments

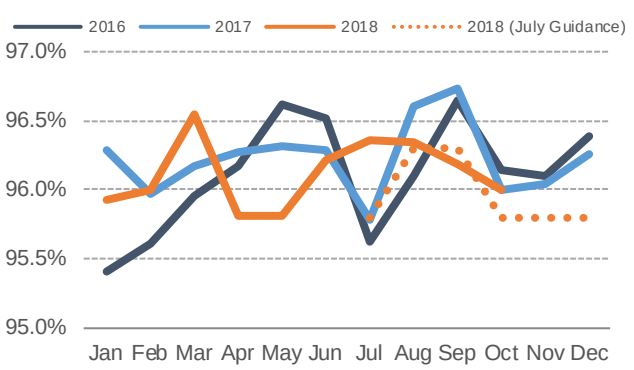
- Market underperformed original expectations during the first half of the year. Occupancy has since recovered and overall performance is consistent with revised expectations.
- As expected, new supply pressure in the Irvine Business Corridor (IBC) and Huntington Beach is negatively impacting performance, but overall the market will still produce above average revenue growth of 3.6%.
- Despite continuing job growth, we continue to see a slight moderation in demand as evidenced by lower foot traffic.

YTD indicators relative to July Guidance: above | on track | below

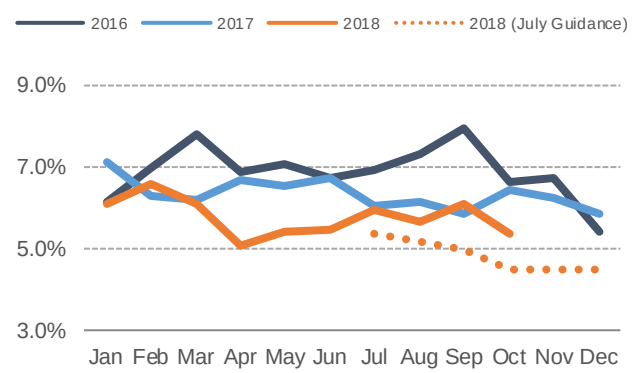
Base Rent



Physical Occupancy



Renewal Rate Achieved



Note: 2018 Same Store Properties used for all years. Data includes results as of 10/18/18. See Glossary of Operations Terms for definitions.

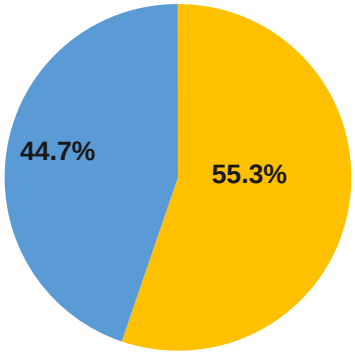
Annual Guidance Assumptions

	0.3% New Lease Change	96.0% Physical Occupancy	5.5% Renewal Rate Achieved	3.6% Same Store Revenue Growth
Current Expectations				
2018 July Guidance	0.7%	96.0%	5.3%	3.5%

Orange County

Market Profile

EQR in Orange County



NOI by Submarket

- South Orange
- North Orange

Market Data

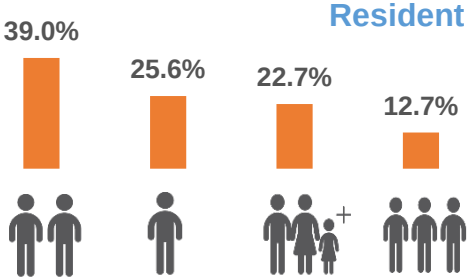
Home Affordability

	U.S.	Orange County
Median Household Income	$58,000	$82,000
Median Home Price	$252,000	$655,000
Ratio	4.3x	8.0x

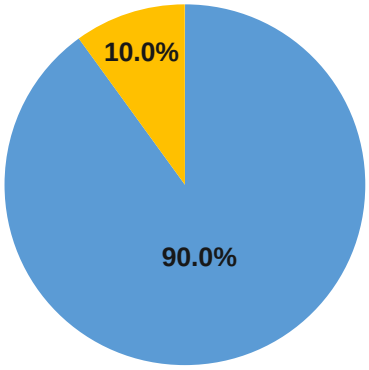
EQR Resident Data (as of 9/30/18)*

Average Household Income	$106,570
Average Monthly Rent	$2,037
Rent as a Percent of Income	22.9%

Resident Profile

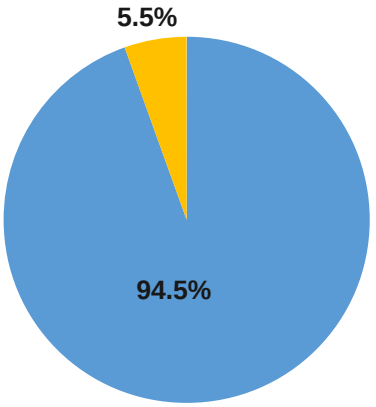


Supply by Submarket



2018
4,107 units

- North Orange
- South Orange



2019
3,553 units

*Data for residents who have signed leases in the last 12 months as of 9/30/18.

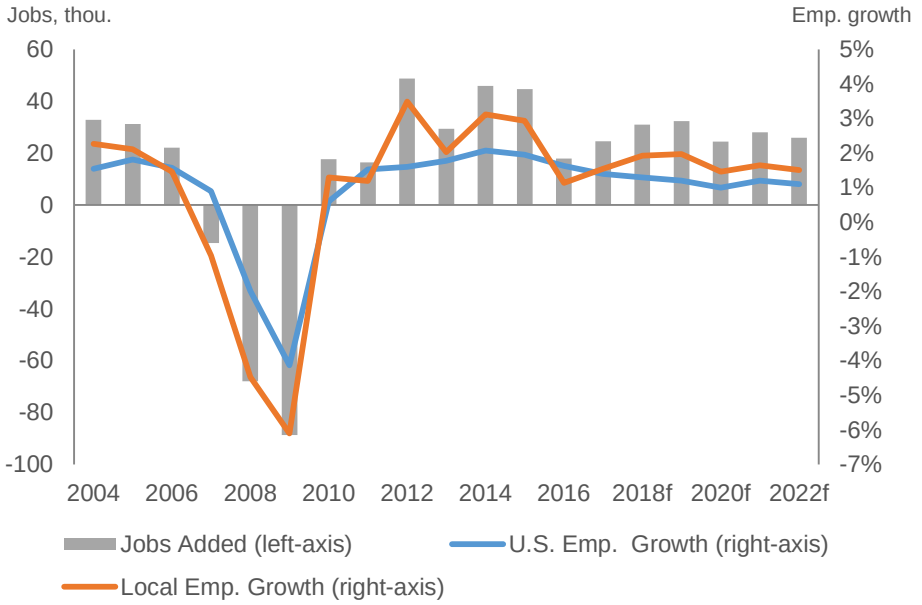
Orange County

Market Profile

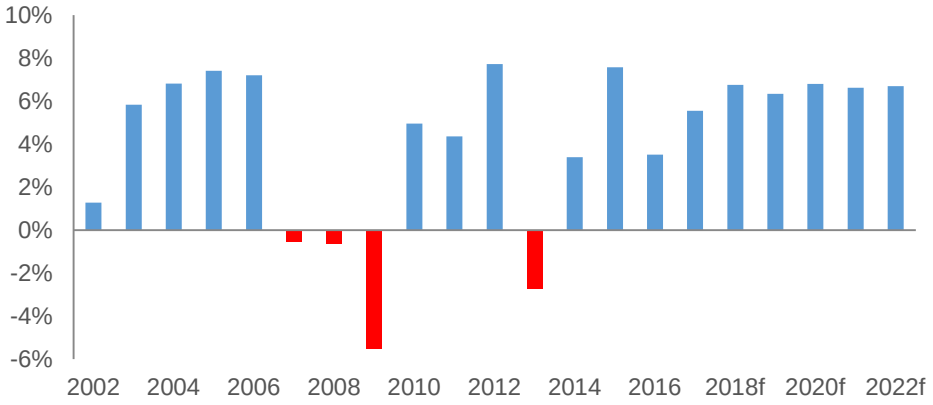
Long-Term Economic Drivers

- Aerospace and Medical Technology manufacturing are leading growth engines in Orange County.
- Rosen Consulting projects job growth above the national average and household income growth of 6% on average over the next five years.

Employment Growth



Household Income Growth



Source: Census, BEA, Rosen Consulting Group, BLS.

Our Balance Sheet



Resident Lounge at Helios – Seattle, WA

Stable and Conservative Leverage Profile

One of the Strongest Balance Sheets in the REIT Sector

Equity Residential

- Prudent capital management through operating cycles and transformative events facilitates financial flexibility, better access to capital and reduced interest rate risk
- Dominant scale and geographic diversity in top multifamily markets provides durable and growing cash flow
- Positive near-term arbitrage opportunities to lower weighted average cost of debt
- Substantial liquidity provided by $2 billion revolving line of credit (inclusive of $500 million commercial paper program)
- Well-staggered debt maturity schedule and limited development funding requirements
- Modest floating rate exposure (09/30/18: 15%)

A- / A3 / A
Investment Grade Ratings(1)

5.3x
Net Debt to Normalized EBITDAre

4.5x
Fixed Charge Coverage

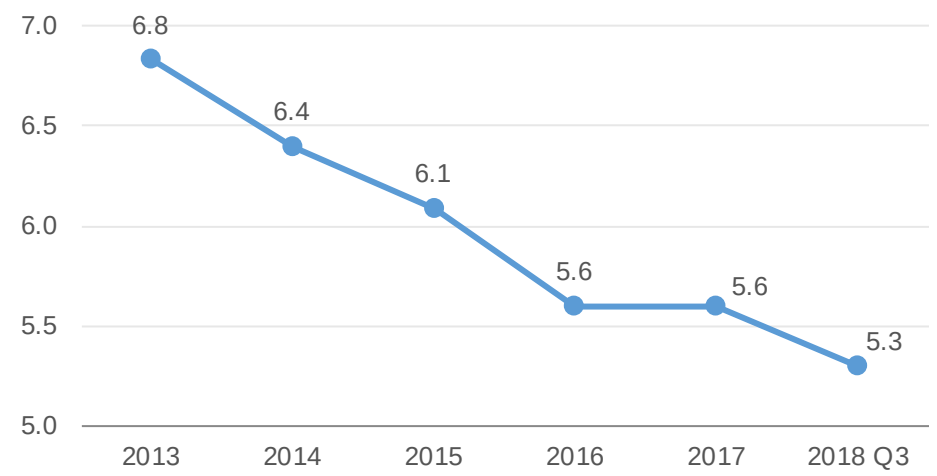
80%
Unencumbered NOI % of Total

$1.5B
Liquidity

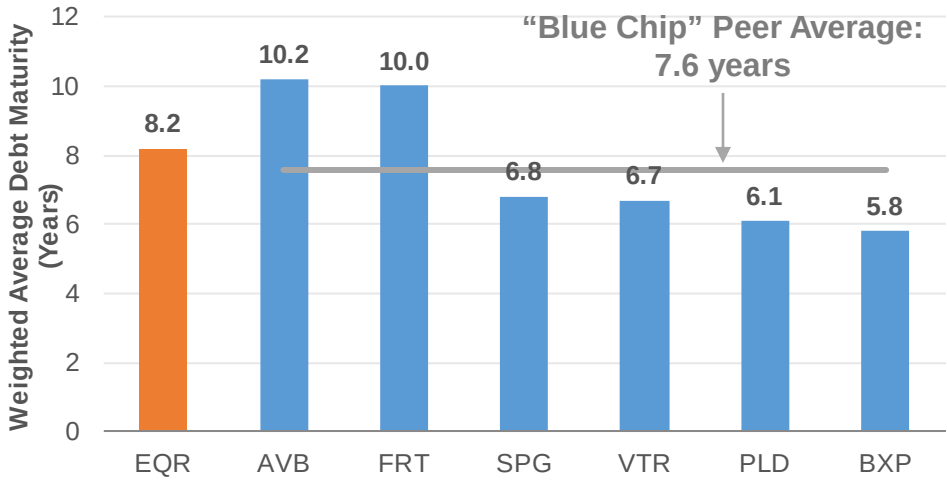
34%
Debt to Adjusted Total Assets(2)

Note: Data as of 09/30/18.
(1) From S&P, Moody's, and Fitch, respectively.
(2) Calculated consistent with the Company's unsecured bond covenants.

Improved Net Debt to Normalized EBITDAre



Long Duration Limits Refinancing Risk (3)



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

(3) "Blue Chip" REIT Peers includes AVB, FRT, SPG, VTR, PLD, and BXP.
Source: Company filings, SNL Financial as of 09/30/18 for EQR and as of 06/30/18 for peers.

Our Commitment to Sustainability



Resident Lounge at 855 Brannan – San Francisco, CA

A Sustainable Strategy

Equity Residential

We invest in urban and dense suburban markets that are highly walkable and transit-friendly, enabling a low carbon footprint lifestyle for our residents to live, work & play.

Location:
- Walkable and transit-friendly
- Neighborhoods where residents Live, Work & Play

Product:
- High density construction
- Shared amenity and systems infrastructure

Operation:
- Accretive energy and water reductions
- High onsite recycling rates

GOAL	*PROGRESS (1)*
Energy Consumption By 2021, reduce energy consumption by 15% of our 2011 levels.	Have reduced consumption by 13.4% through the end of 2017.
Water Consumption By 2021, reduce water consumption by 10% of our 2011 levels.	Have reduced consumption by 5.2% through the end of 2017.
Greenhouse Gas Emissions By 2021, reduce greenhouse gas emissions by 25% of our 2011 levels.	Have reduced emissions by 24.5% through the end of 2017.

Stakeholder Engagement

Residents

We survey our residents regularly and use that feedback to create Customer Loyalty Scores, which are a key driver of compensation for our property management team members.

Employees

We annually survey our employees for feedback on a variety of topics including compensation and benefits, career opportunities and advancement and pride in the company and their workplace.

Investors

We regularly meet with our investors at conferences, in office meetings and at property tours to discuss a variety of topics including operations, corporate governance and sustainability.

Vendors

We have regular onsite meetings with vendors as well as conduct frequent virtual status meetings to assess their business, industry, product and service innovations, along with the state of our partnership and adjustments that need to be made to better service our properties.

Communities

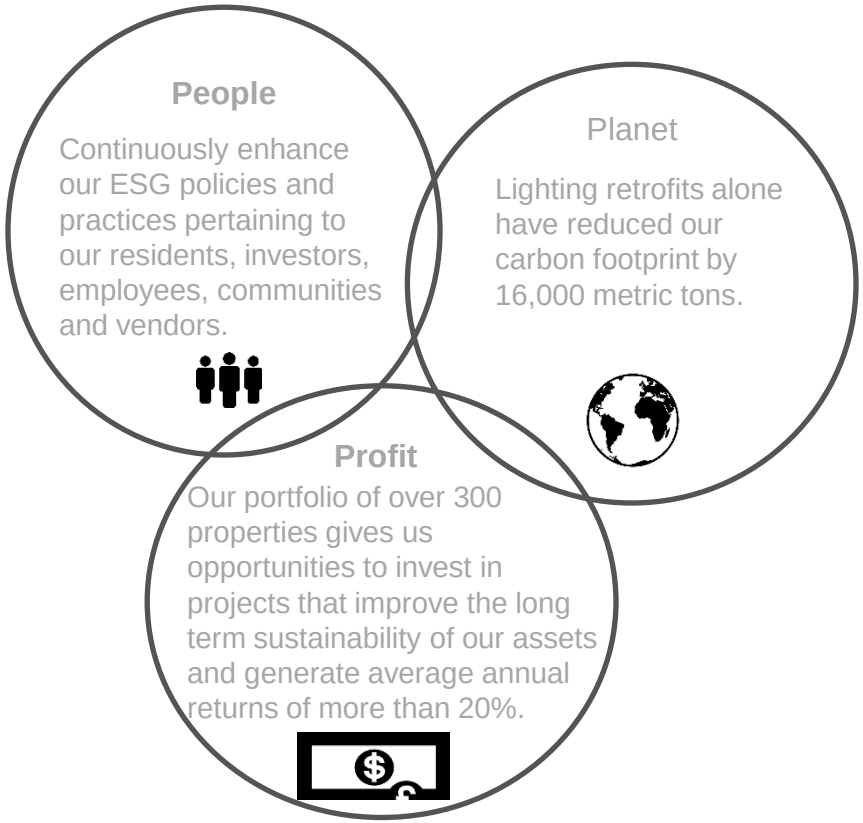
We are active participants in the communities where we operate and regularly engage in dialogue with local groups on community activities as well as receiving feedback on our development and re-development projects.

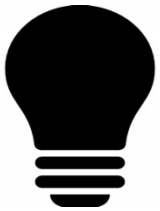
(1) Lloyd's Register Quality Assurance, Inc. (LRQA) was commissioned by Equity Residential to assure its Greenhouse Gas (GHG) Emissions Inventory, energy consumption, water consumption, and waste generation for the calendar year (CY) 2017. Refer to the full 2018 ESG report, which can be found on the Sustainability page of the Company's website at www.equityapartments.com/corporate/sustainability.html, for more details.

Our Commitment to ESG

Equity Residential

We use an all-inclusive approach, addressing not only specific environmental impacts such as water conservation, waste reduction and energy efficiency, but also the environmental and social impact to the community, including the relationships we have with our residents, employees and shareholders.





Investments in lighting have improved our bottom line by $6M annually.



At seven of our properties solar panels have reduced electric use on average by over 80%.



We now own 25 cogens. Combined, these systems represent an installed capacity of nearly 2 megawatts.



Smart irrigation systems have reduced use of irrigation water at our included properties by 28%.

Sustainability Recognition and Certification

Equity Residential

Global Real Estate Sustainability Benchmark

GRESB

- Named 2018 Global Listed Sector Leader, the fifth consecutive time EQR has been recognized as a Sector Leader in ESG by GRESB

NAREIT Leader in the Light

NAREIT Leader In The Light
Recognizing Excellence in Sustainability and Energy Efficiency

- 2017 Residential Leader In The Light Award Winner

USGBC LEED

U.S. GREEN BUILDING COUNCIL LEED USGBC

- 8 of our new developments since 2011 have received LEED certification
- Targeting 6 of our new projects under construction for LEED certification

NAHB National Green Building Standard

NAHB NATIONAL GREEN BUILDING PROGRAM™

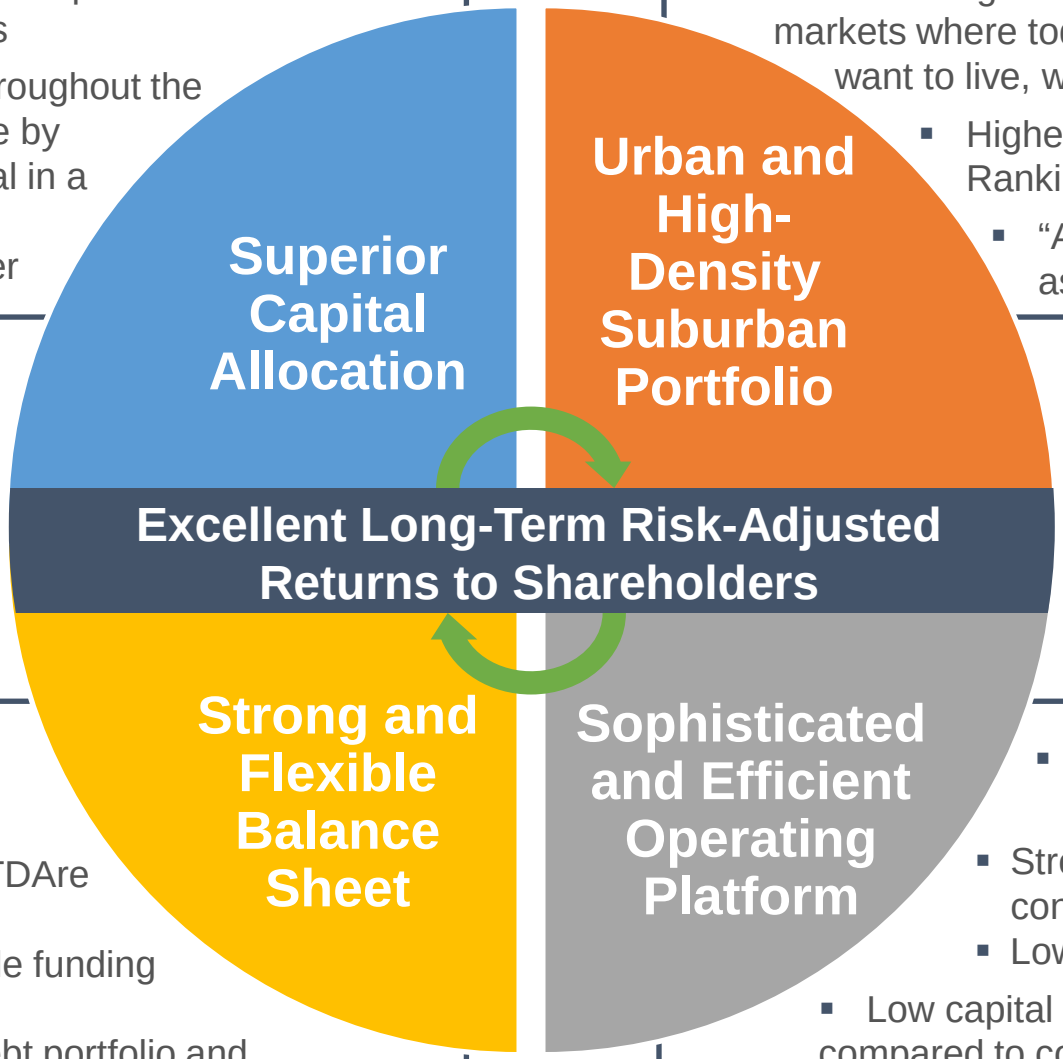
- 4 of our new developments since 2011 have received NAHB NGBS certification

The Equity Difference: Long-Term Outperformance

Equity Residential

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

- Urban and high-density suburban markets where today's renters want to live, work and play
  - Highest Walk Score® Rankings
    - "A" and "B" quality assets



- Strong credit ratings (A-/A3/A)
- Low net debt to Normalized EBITDAre of 5.3x
- Access to multiple funding sources
- Long duration debt portfolio and staggered maturity schedule

- Revenue maximization
- Strong expense controls
- Low overhead
- Low capital spending compared to competitors due to quality of portfolio

Additional Notes to Presentation

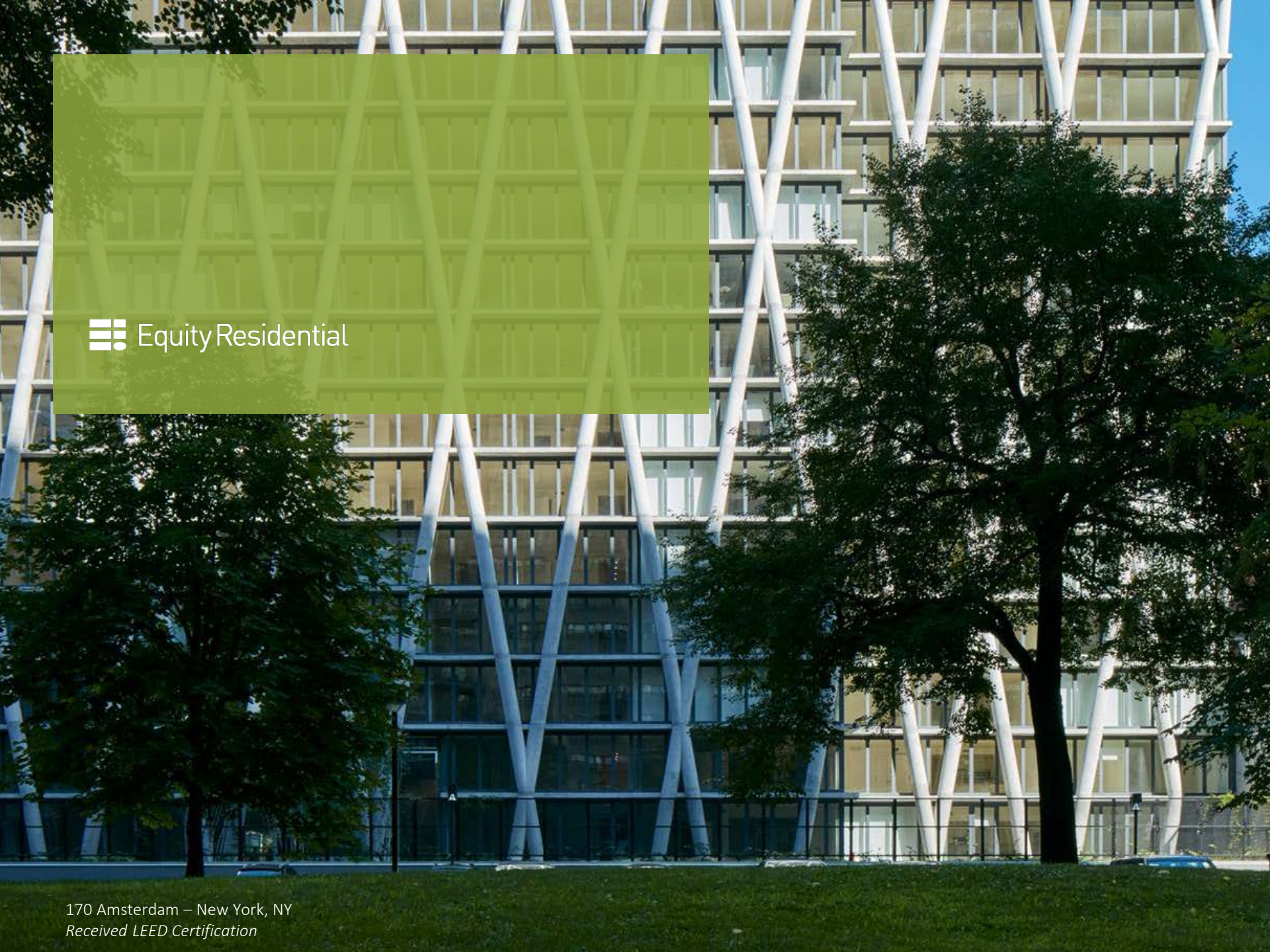
Forward-Looking Statements

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. Our forecasts exclude the impact, if any, of California Prop 10 or similar rent control initiatives.

Page	Note
Various	Note: Please reference the Company's "Third Quarter 2018 Earnings Release and Supplemental Financial Information" from October 23, 2018, including "Additional Reconciliations and Definitions of Non-GAAP Financial Measures and Other Terms" for terms such as Earnings Per Share ("EPS"), Funds From Operations ("FFO"), Normalized Funds From Operations ("Normalized FFO") and Net Operating Income ("NOI").
9	**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.
9	**Macklowe Portfolio** consists of River Tower, 777 Sixth Avenue and Longacre House (910 apartment 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 2017 NAV less purchase price for 777 Sixth Avenue Apartments and Longacre House Apartments.
9	**Acquisition of Broken Condo/Distressed Assets** consists of two assets (1,238 apartment units) purchased in 2010 in Washington, D.C. and San Diego. Value creation of $241M is based on EQR's 2017 NAV less the purchase price of the two assets.
9	**Archstone Acquisition** was completed in 2013 and included 76 properties (21,781 apartment units). Per unit purchase price and 2017 value per unit based on units owned by the Company as of December 2017.
9	**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 $184M.
9	**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.
9	**Starwood Portfolio Sale And Other 2016 Dispositions** reflect total sales year to date through December 31, 2016.
9	**Paid Special Dividends of $4.2B or $11/share** includes approximately $3.1B ($8 per share/unit) paid on March 10, 2016 and approximately $1.1B ($3 per share/unit) paid on October 14, 2016.
9	**101 West End,** a 506-unit property in New York City was acquired as part of the Archstone acquisition for approximately $301.5M in 2013. The asset was sold for $416.1M in 2018 generating a Net Gain on Sale of Real Estate Property of $114.6M.
11	**Development activity from 2005-2017** 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 EQR's 2017 NAV. Value for projects that are not yet stabilized in 2017 computed as completed value less remaining construction costs.

Glossary of Operations Terms

Operations Term	Definition
Base Rent	Monthly average for the daily market rent for all occupied and unoccupied apartment units, produced by the Company's revenue management system, without concessions or discounts being applied.
New Lease Change	The change in rent for the new lease versus the rent for the prior lease of the identical apartment unit regardless of lease term and without concessions or discounts being applied.
Physical Occupancy	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.
Same Store Properties	For annual comparison, primarily includes all properties acquired or completed that are stabilized prior to January 1, 2017, less properties sold. Properties are included in Same Store when they are stabilized for all of the current and comparable periods presented.
Net Operating Income (NOI)	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.
Renewal Rate Achieved	The change in rent for the new lease on an apartment unit where the lease has been renewed versus the rent for the prior lease of the identical apartment unit, regardless of lease term.
% of Residents Renewing	Total renewals divided by total offers sent for any given period for leases that went to full term.
Revenue Growth	The change in total revenue expressed as a percentage for the designated period. Total revenue includes rental revenue and all other residential and non-residential revenues, such as garage and retail revenues.
Embedded Growth	Income growth resulting from residential and non-residential rents in place as of 12/31 of the prior year times twelve. Assumes there is no change in rents or occupancy for the entire year.



170 Amsterdam – New York, NY
Received LEED Certification