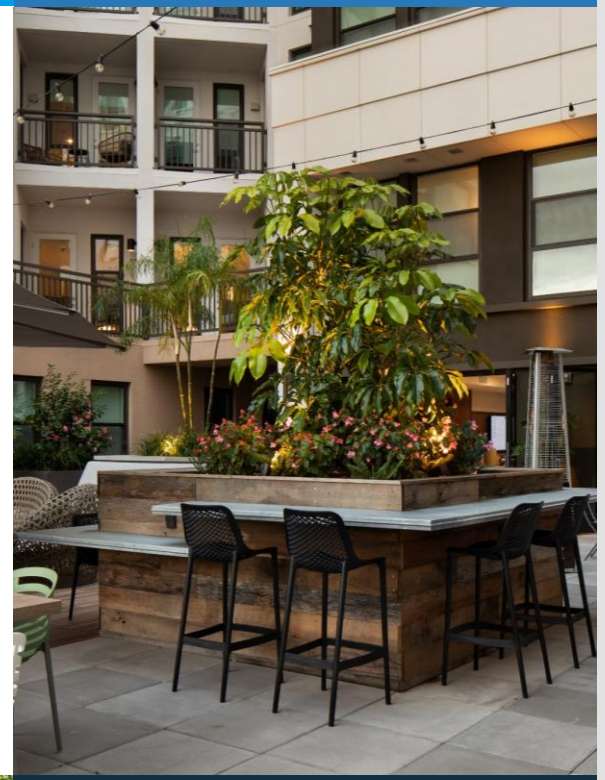
Equity Residential

INVESTOR PRESENTATION

Creating Communities Where People Can Thrive



See pages 37 through 44 for information about forward-looking statements, a glossary of defined terms and a related Reconciliation of non-GAAP financial measures including the reconciliations of Earnings Per Share ("EPS") to Funds From Operations ("FFO") per share and Normalized Funds From Operations ("Normalized FFO") per share.

AVENIR – BOSTON, MA

NOVEMBER 2022

Equity Residential



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THE LEX – SAN JOSE, CA

* Section features new materials.

Executive Summary

Key Operating Metrics

Physical Occupancy		New Lease Change		Blended Rate	
96.3%	96.2%	8.3%	5.3%	13.0%	12.5%
September 2022	October 2022	September 2022	October 2022	YTD Sep 2022	YTD Oct 2022

Same Store Revenue Growth Guidance
10.6%
2022 Full Year
(Up 0.10% from prior midpoint)

Same Store Expense Growth Guidance
3.3%
2022 Full Year
(Up 0.30% from prior midpoint)

Same Store Operating Margin
68.5%
Q3 2022

- Strong operating fundamentals during the leasing season drove exceptional Q3 2022 same store revenue growth of nearly 12%. As previously disclosed, rents peaked in early August 2022 and have since moderated. Demand and Physical Occupancy remain healthy but with slightly more price sensitivity in Seattle and San Francisco. Our revised full year guidance of approximately 10.6% (up from the previous midpoint of 10.5%), which will be the highest annual same store revenue growth in our history, reflects continued health in our business.
- **The Company's outlook for 2022 operating performance has not changed since its Q322 Earnings Report on October 25, 2022.**
- Despite geopolitical and economic uncertainties, demand to live in our apartment communities remains robust and we are well positioned for 2023. Significantly above average Forecasted Embedded Growth and a continuing gap between in-place rent levels and market rent levels (i.e. Loss to Lease) position us well for above average same store revenue performance in 2023.
- Operating initiatives continue to reduce on-site labor costs, which when coupled with modest real estate tax growth, are delivering low same store expense growth in 2022. Expense pressures are persistent but we remain focused on strategies to buffer 2023 growth.
- Transaction activity has slowed as buyers and sellers adjust their expectations in a volatile economic climate with rising interest rates. While this type of environment can be challenging, the Company has traditionally found investment opportunities during periods of market dislocation as our ability to move quickly and our relatively low cost of capital create flexibility that can provide us a competitive advantage.

Note: Data presented as of 10/20/2022. Reflects 2022 Same Store Properties. Data for October 2022 is preliminary.



Who We Are

CHLOE ON MADISON – SEATTLE, WA

About Our Company


170 AMSTERDAM – NEW YORK, NY

We buy, build and manage multifamily properties through a disciplined, strategic approach.

Equity Residential has created a portfolio of high-quality multifamily communities that provide an exceptional living experience for our residents.

We are a premier owner and operator of residential properties located in and around dynamic cities in the United States that attract affluent long-term renters.

Equity Residential At A Glance

308
Communities

79,594
Units

12
Strategic Markets

Member of the S&P 500 since 2001

STANDARD &POOR'S

11.2%*
Annual Total Shareholder Return Since 1993 IPO

6.4%
Dividend CAGR 2011 to 2022

$34
Billion Enterprise Value


THE HUXLEY – REDWOOD CITY, CA

* Through 10/31/22



THE EQUITY DIFFERENCE

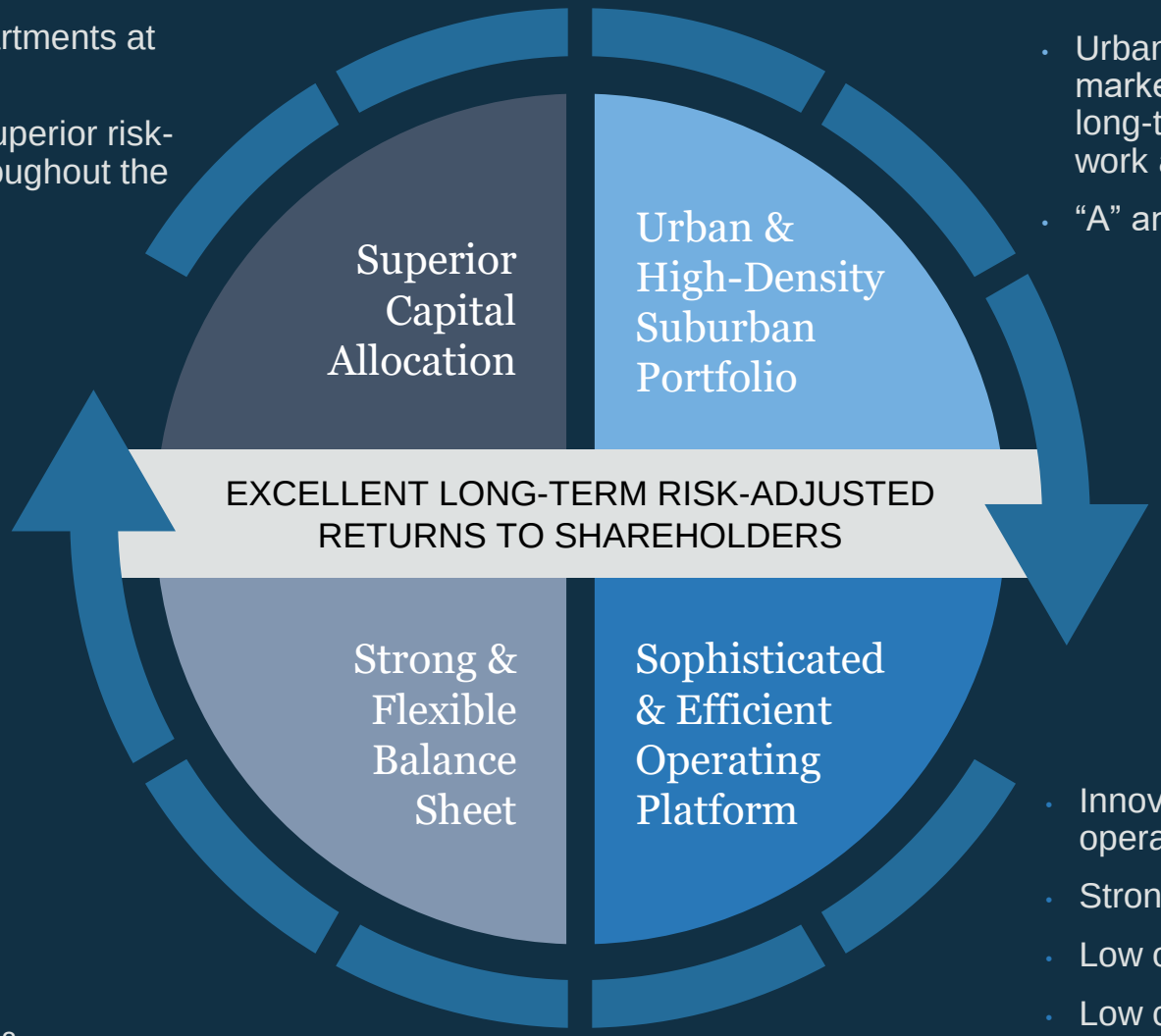
Strategic Focus on Driving Superior Long-Term Growth in Cash Flow and Shareholder Value

LOFTS AT KENDALL SQUARE - CAMBRIDGE, MA

- We own high quality residential communities in targeted locations within dynamic markets where affluent long-term renters want to live, work and play.
- We are a recognized leader in capital allocation. Our multi-pronged investment strategy through acquisitions, ground up new developments, densifying developments and accretive renovations of existing properties is focused on optimizing our portfolio in terms of quality and location to drive best-in-class cash flow generation and total return.
- Our innovative operating platform is highly efficient with a focus on Operating Excellence that drives superior margins. We have a history as a first mover when implementing technology to reduce expenses, maximize revenue, and better serve our customers.
- Our deep and experienced management team has a track record of success and superior long-term performance.
- We strategically maintain a conservative balance sheet, augmented by diligent capital recycling, to support accretive, long-term growth.
- Our track record of corporate commitment to the principles of ESG reflects our responsibility to manage and operate our business for the benefit of all stakeholders.

The Equity Difference: How We Deliver Long-Term Outperformance

- Buy, build & sell apartments at opportune times
- Create value from superior risk-adjusted returns throughout the real estate cycle



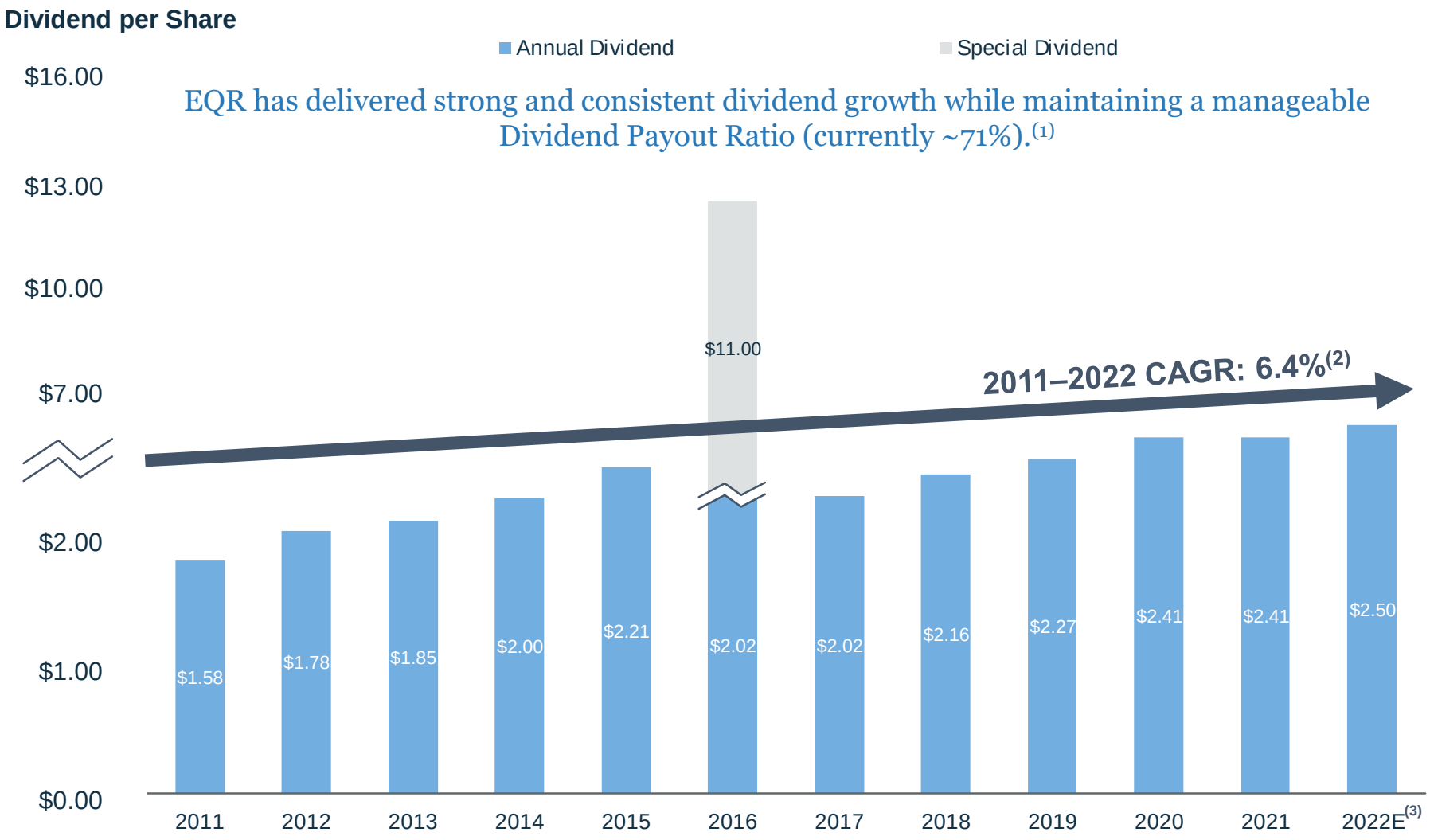
- Urban and high-density suburban markets where today's affluent long-term renters want to live, work and play
- "A" and "B" quality assets

- Strong credit ratings (A-/A3)
- Low net debt to Normalized EBITDAre of 4.5x
- Superior access to multiple funding sources
- Long duration debt portfolio & staggered maturity schedule, reducing interest rate risk

- Innovation Leader in property operations
- Strong expense controls
- Low overhead
- Low capital spending compared to competitors due to high portfolio quality

The Equity Difference: Stable, Durable Dividend Performance

Strong and Consistent Historical Dividend Growth



(1) Dividend Payout Ratio defined as annual dividend per share as a percentage of annual Normalized FFO per share.

(2) 2011-2022 CAGR is adjusted due to the "reset" associated with the Company's 2016 asset sale program and related large special dividend. Adjusted 2016 dividend growth is calculated utilizing a 2015 dividend per share of 64% of Comparable Normalized FFO per Share, which reflects 2016 transaction activity and debt payoffs as if they occurred on 01/01/15. Special Dividends of $11.00 per share are excluded.

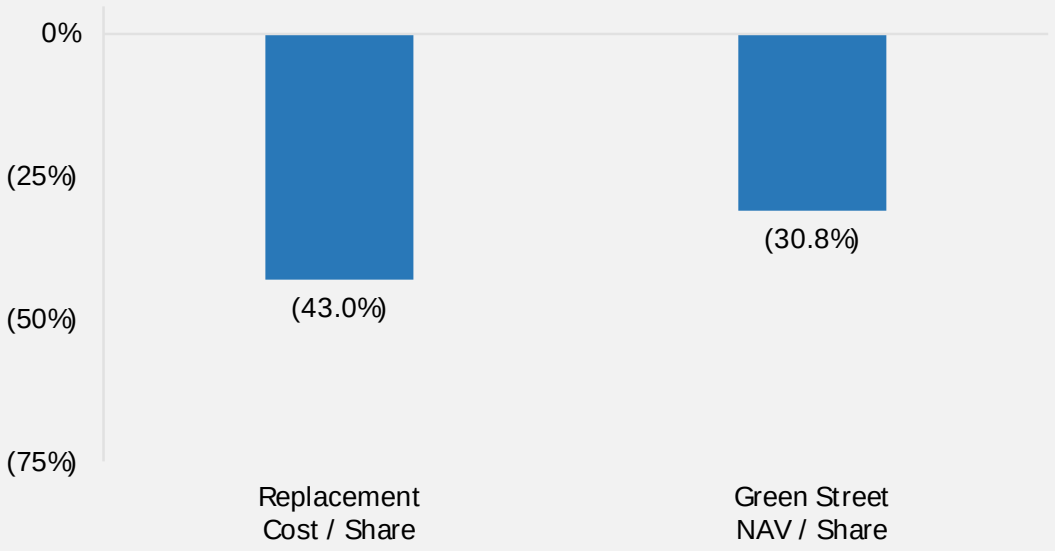
(3) 2022 YTD dividends plus anticipated Q4 dividend.

Resilient Performance with Attractive Current Valuations

Resilient historical performance, typically including outperformance during inflationary periods, at an attractive current valuation entry point.

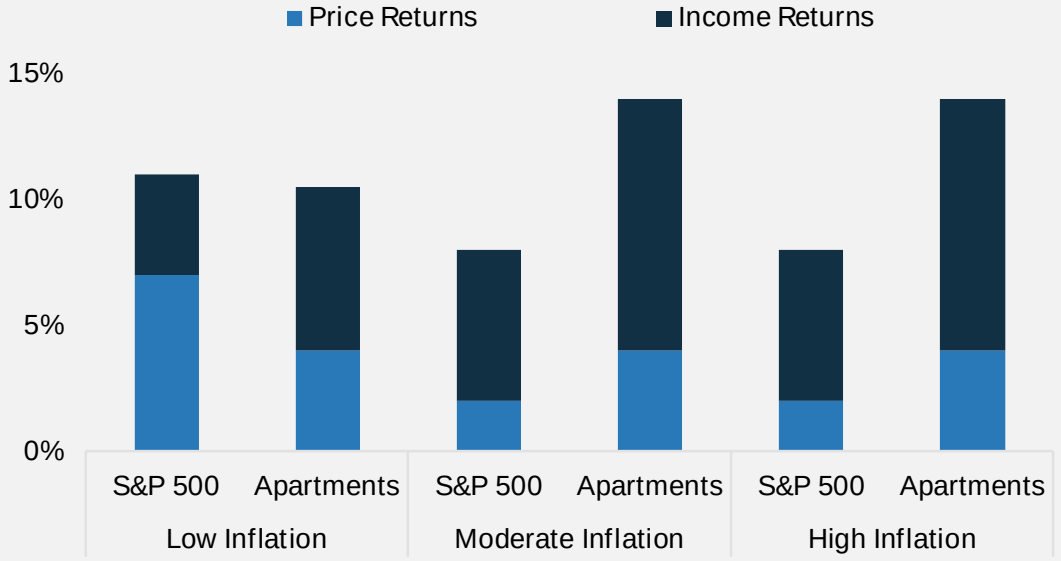
- EQR, and multifamily in general, has shown significant resiliency during the pandemic and prior recessionary periods.
- This resiliency has not gone unnoticed by institutional capital. As a favored real estate asset class, multifamily remains a prioritized sector for the nearly $400B in capital looking to be deployed in real estate.
- Part of this attractiveness is driven by multi-family's strong historical performance during inflationary periods due to annual rent resets, with the asset class outperforming the S&P 500 during periods of high and moderate inflation.

Valuation Discounts



Note: Stock Price of $59.90 as of 11/07/2022.
Source: EQR internal analysis, Green Street and Bloomberg.

Unlevered Apartment Returns Compared to S&P 500 During Different Inflationary Periods(1)



Source: Nareit analysis of prices for the FTSE Nareit All Equity REIT Index and S&P 500 Index; 1972-2021; inflation measure for all items, all urban consumers.
(1) Moderate inflation is between 2.5% and 7.0% (one standard deviation over the average), and high inflation is for years with inflation of 7.0% and higher.

Equity Residential remains committed to incorporating Environmental, Social and Governance concepts into all aspects of our business.

ESG Highlights

Environmental

A GRESB Top Performer since 2013. Achieved a GRESB 5-Star rating and named Residential, Overall Regional Sector Leader for 2021 for the Development Benchmark.

Named Industry Top Rated and Regional Top Rated by Sustainalytics.

Selected for the 2022 Empire Building Challenge to advance climate-friendly buildings in New York State.

Became an Energy Star Partner, a U.S. Environmental Protection Agency (EPA) program that delivers environmental benefits and financial value through superior energy efficiency.

$665M

All of our recent wholly-owned development properties, representing $665 million in gross asset value, are the process of receiving Leadership in Energy and Environmental Design (LEED) Gold certification or higher.

12.1%

38 LEED or equivalent certifications on properties, representing 12.1% of our portfolio.

$10M

Committed $10 million in a new fund focused on early-stage sustainability and climate change mitigation technology relevant to the built environment as well as adding technical staff capable of evaluating and implementing promising technologies.

Social

Deepened integration of diversity across all phases of the employee lifecycle through innovative and inclusive practices.

Named the Gold Nareit 2021 Diversity, Equity and Inclusion (“DEI”) award recipient.

97%

Of the Company’s employees completed cultural citizenship training furthering diversity and inclusion knowledge.

Supported local communities through $600,000 in charitable contributions to 30 organizations.

82%

Of our open positions were filled by a diverse candidate.

55%

Of promoted employees were people of color and 44% were female.

Governance

40%

Women and people of color represent 40% of our Board of Trustees.

Named one of America’s Most Responsible Companies in 2022 by Newsweek Magazine.

30%

Women represent 30% of our Board of Trustees and 66% of Independent committee chairs.

Expanded executive compensation leadership goal includes specific and transparent environmental and governance factors.



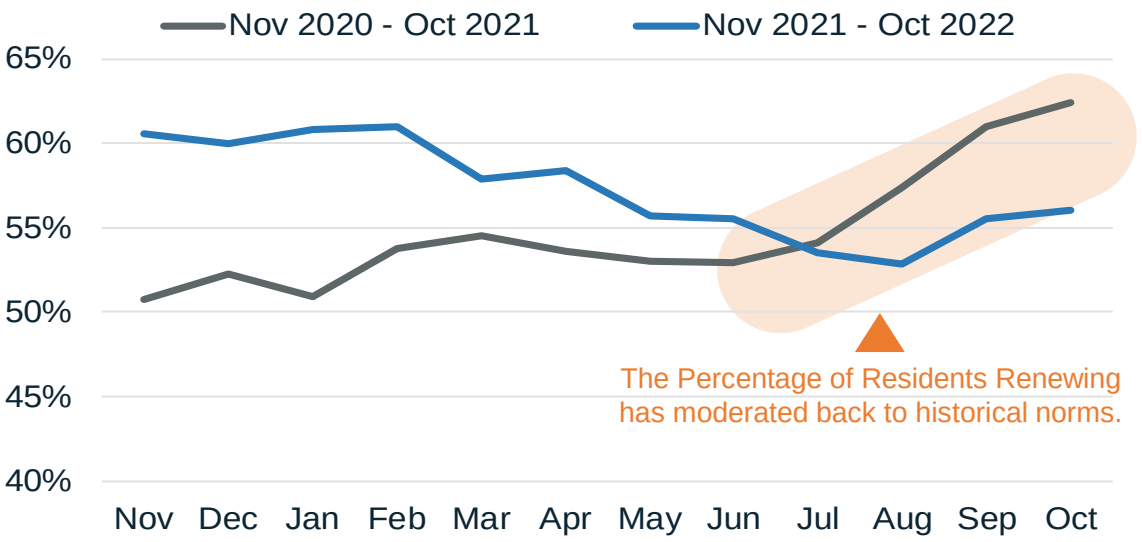
THE DALTON – ALEXANDRIA, VA

Company Update

(No Change Since Q322 Earnings Report)

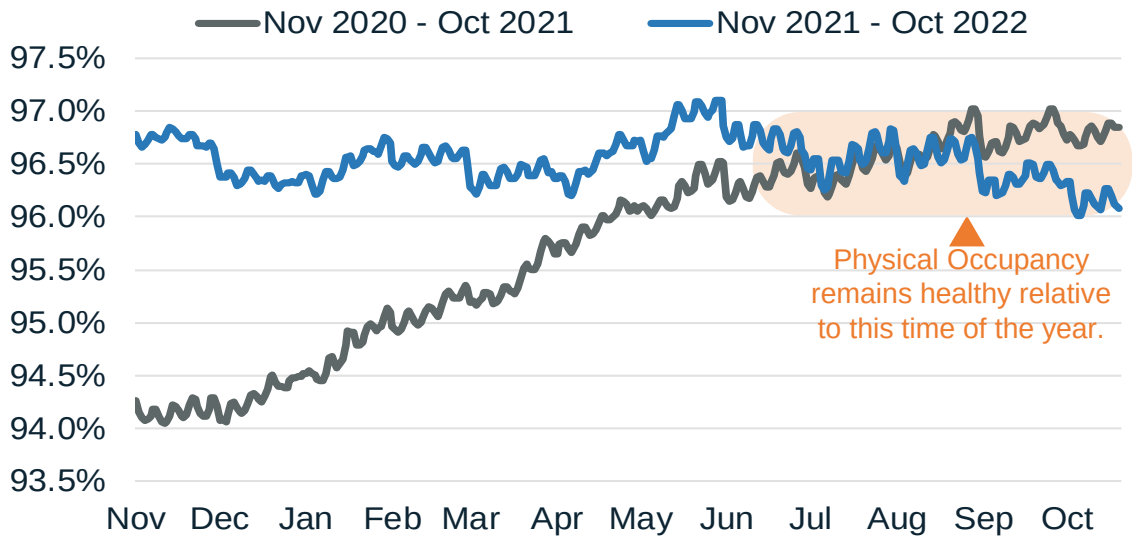
Robust Demand Drove Strong Performance

PERCENTAGE OF RESIDENTS RENEWING BY MONTH



- The Percentage of Residents Renewing remains healthy and consistent with historical levels after normalization from record high levels after the pandemic in late 2021 and early 2022.
- Our approach of centralizing renewal negotiations provides a consistent customer experience that drives strong renewal performance.
- Renewal pricing remains strong at nearly 9%.

PHYSICAL OCCUPANCY



- Physical Occupancy remains healthy even as we approach the seasonally slow fourth quarter. For context, in 2018 and 2019 (the most recent years unaffected by the pandemic), Physical Occupancy followed a similar pattern.
- All markets, except Seattle and San Francisco which are slightly below, have Physical Occupancy near 96%.

Note: Data presented as of 10/20/2022. Reflects 2022 Same Store Properties. Data for October 2022 is preliminary.

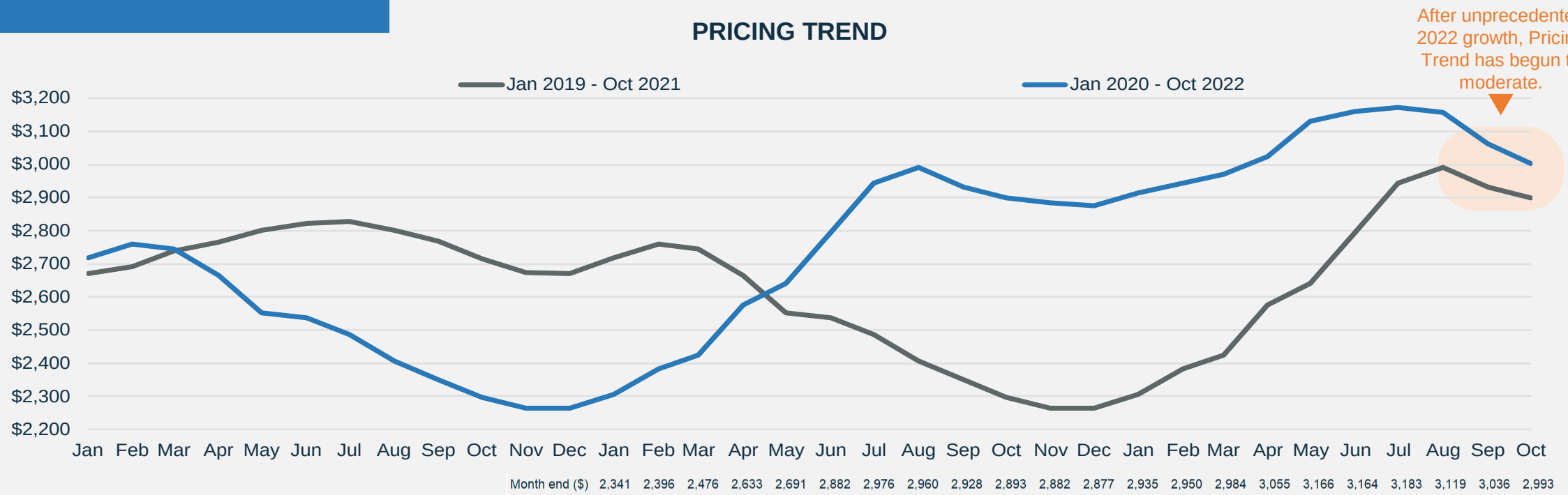
Operating Performance Update

2022 Pricing Has Been the Strongest in the Company's History

Pricing Trend (which includes the impact of Leasing Concessions) grew earlier and higher than expected across all markets, particularly New York, during 2022. After this exceptional performance, Seattle and San Francisco have begun to demonstrate slightly more than anticipated price sensitivity despite healthy demand.

This strength in 2022 performance positions us well as we end the year and prepare for 2023.

PRICING TREND

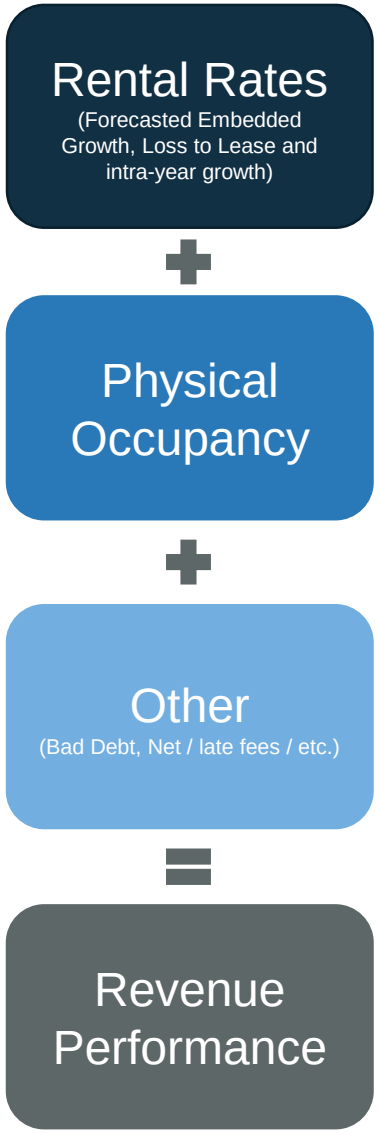


Note: Data presented as of 10/20/2022. Reflects 2022 Same Store Properties. Data for October 2022 is preliminary.

Equity Residential

Drivers of Same Store Revenue Growth

While the Company is not planning to provide 2023 guidance until its Q4 2022 earnings release, this page lays out the primary drivers that Management will consider when producing guidance.



Commentary

- **2022 Forecasted Embedded Growth of 4-5%** creates a strong foundation for growth in 2023.
- **Coupled with a current Loss to Lease of nearly 5%, which will moderate by year end, 2023 has one of the best set ups for revenue growth in our history.**
- **Long term fundamentals support rental rate growth in 2023 but an uncertain near term economic environment warrants some caution.** As a result, the 2023 leasing season is not likely to be as robust as the record breaking one in 2022.

- Full Year Physical Occupancy in 2022 is forecasted at 96.4%. Given general supply and demand trends and the attractiveness of our communities, healthy Physical Occupancy should persist barring significant economic disruption.

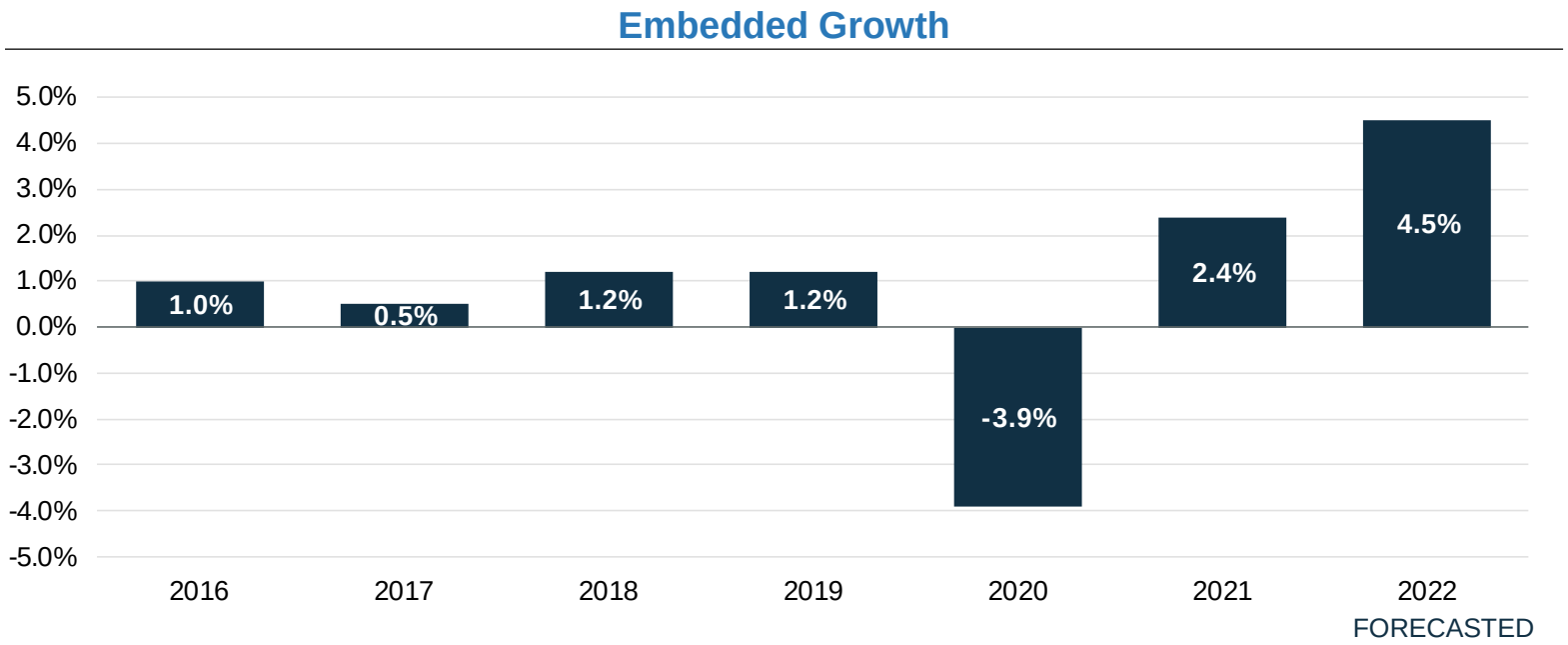
- Bad Debt, Net (excluding the impact of rental assistance) has improved as a percentage of revenue in 2022 (currently ~225bps, down from ~275bps in 2021) but remains elevated from historical norms of ~50bps. An improved regulatory environment coupled with the high quality of our Affluent Renter should lead to an eventual return to these more normalized levels.
- Rental assistance programs have mostly ended with nearly $31 million (~125 bps of revenue) collected by the Company in 2022 and little additional payments expected. This benefit will not be available for 2023.
- Ancillary revenue initiatives and growth in existing other income categories should remain strong though this is a small percentage (~5%) of total revenue.

- **The combination of healthy long-term fundamentals and a favorable set up should drive above average same store revenue growth in 2023. A substantial worsening of economic conditions, especially deterioration in the job market for our residents, is a risk to the Company's 2023 same store revenue performance.**

Driver of Same Store Revenue Growth for 2023 – Forecasted Embedded Growth

Outstanding performance in 2022 positively sets up 2023 for strong same store revenue growth.

- Forecasted Embedded Growth is the positive or negative contribution to growth implied by annualizing total lease income anticipated for the last month of the current year (without regard to vacancy) compared to anticipated actual full year lease income for the current year (without regard to vacancy) and excluding the impact of Leasing Concessions and other income.
- **This metric is a helpful data point in that it captures the impact of leases in existence at the end of the current year and their impact on rental income for the following year.**
- EQR's current Forecasted Embedded Growth at the end of 2022 (~4.5%) is substantially higher than in prior years.



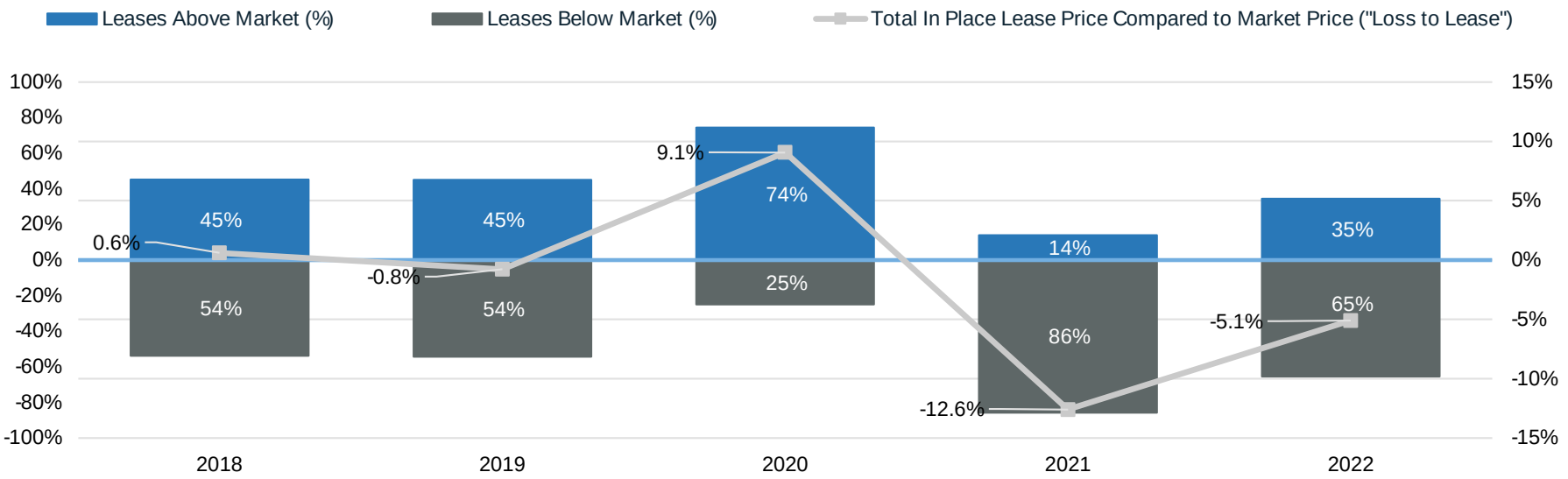
Note: Data presented at the end of the period.

Driver of Same Store Revenue Growth for 2023 – Loss to Lease

We expect to see continued rental rate growth as in-place leases expire and are renewed over the course of next year at or close to prevailing market prices.

- Loss to Lease is the total in-place lease price compared to current market lease prices at the end of the period presented (before the effect of Leasing Concessions unless otherwise noted).
- **This metric is helpful in assessing where the existing lease portfolio is positioned relative to current market rents. It seeks to capture likely changes in rental rates as contractual rents are moved up (or down) to match current market rent levels as existing leases expire.**
- EQR's in-place lease rates ("Loss to Lease") are approximately 5.1% below market prices (4.8%, net of Leasing Concessions) as of mid October 2022.

Historical Gross Loss to Lease Comparison Before Leasing Concessions (1)



Note: Data presented as of 10/20/22 and reflects leases from Same Store Properties. Prior years are also presented as of mid October of each year.
(1) Includes leases above, below and at market pricing.

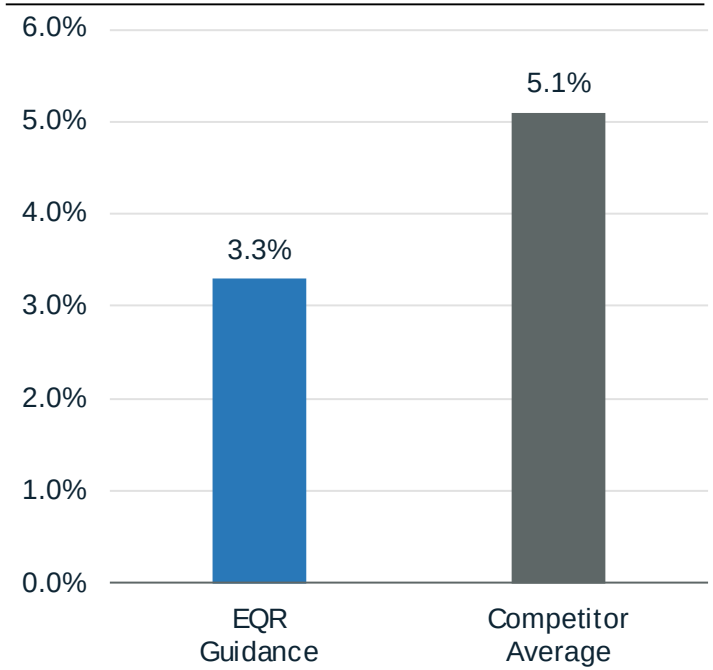
Drivers of Expense Performance

Equity Residential has a track record of superior expense management. While cost pressures continue to be widespread, execution on operating initiatives should continue to dampen growth.

- The following includes 2022 YTD same store expense growth for the “Big Four” categories along with the initial 2023 outlook:

	% Total	YTD 2022	2023 Outlook Commentary
Real Estate Taxes	42.0%	0.5%	Difficult comparable period and municipal fiscal pressures likely to drive growth rate up.
On site payroll	19.0%	(3.8%)	Continued execution on initiatives should aid in offsetting labor price pressures.
Utilities	16.0%	12.8%	Easier comparable period coupled with potential moderation in commodity prices may reduce future rate of growth. Timing of moderation and geopolitical impact uncertain.
Repairs and Maintenance	13.0%	9.6%	Continued execution on initiatives should aid in moderating rate of growth.
	90.0%	2.7%	
All the Rest	10.0%	5.3%	
Total	100.0%	3.0%	Growth expected to be higher than 2022, but manageable given initiatives underway.

Comparison of Competitor 2022 Same Store Expense Growth(1)



(1) EQR Guidance as updated 10/25/22. Competitor weighted average based on Q3 guidance and weighted average competitor enterprise value as of 9/30/2022; Competitors include: AVB, MAA, ESS, UDR, CPT and AIRC.

Source: Company Filings and Bloomberg.



CHLOE ON MADISON – SEATTLE WA

High Quality Portfolio

Our portfolio focuses around dynamic cities that attract high quality long-term renters.

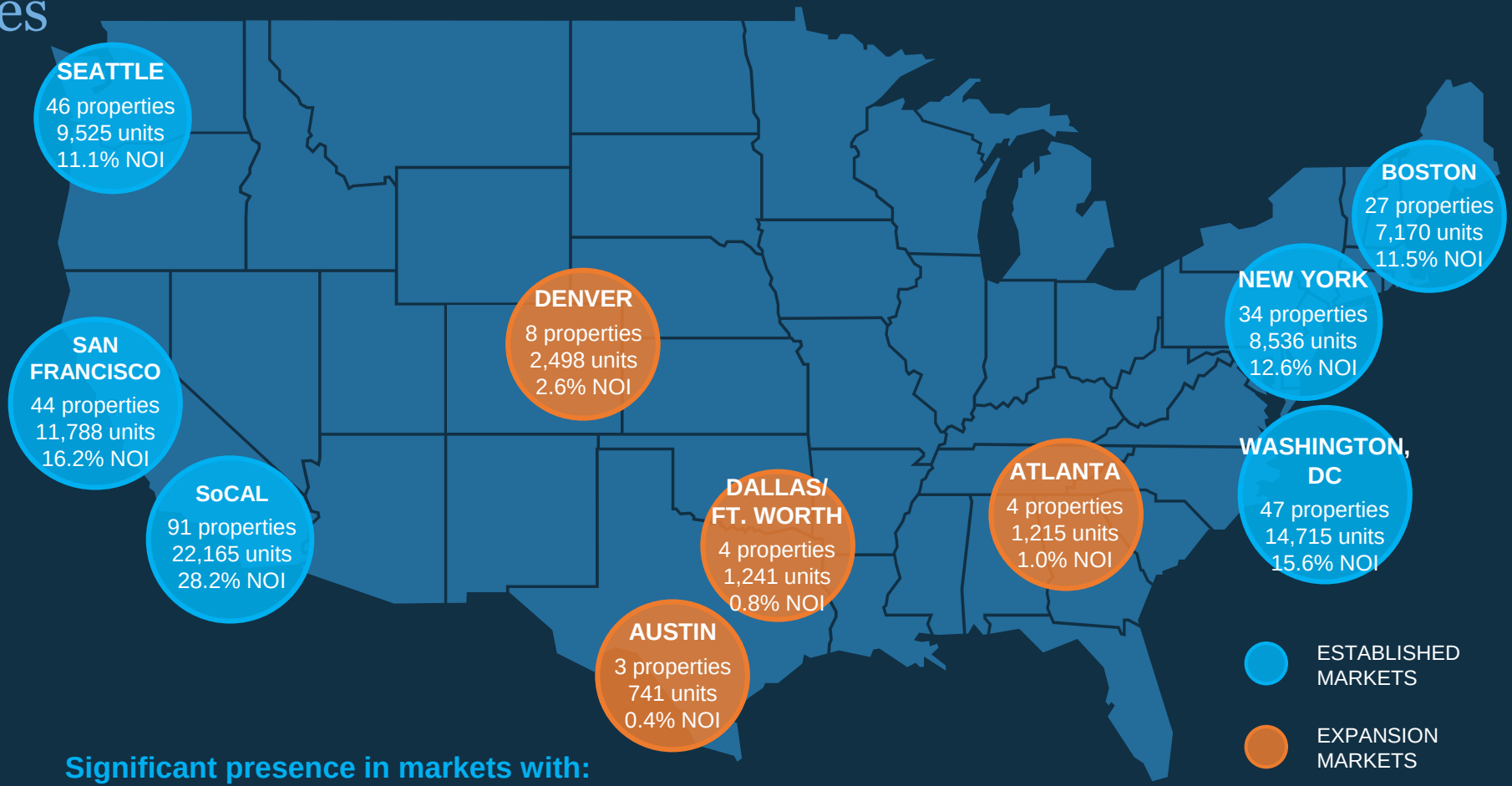
Encompasses a mixture of urban and suburban properties in the knowledge centers of today's economy.

Resident demographic that chooses to rent for lifestyle reasons.

Markets where the Affluent Renter demographic is large and growing (9.8% annual growth, 2010 - 2019).

PORTFOLIO SUMMARY

as of September 30, 2022 — **79,594** total apartment units



Significant presence in markets with:

- Strong demand drivers.
- Significant demand to meet new supply.
- Superior high-wage job growth.
- High and rapidly rising single-family housing prices.
- Superior long-term returns.



EQR's Affluent Residents

Resident Profile[1]

Equity Residential's affluent resident works in the highest earning sectors of the economy and is not rent burdened – creating the ability to raise rents more readily in good economic times and reducing risk during downturns.

Approximate Household Income



32 yrs.
Median resident age

19.9%
2022 average EQR resident rent as a % of income

1.9%
Unemployment Rate for the college-educated

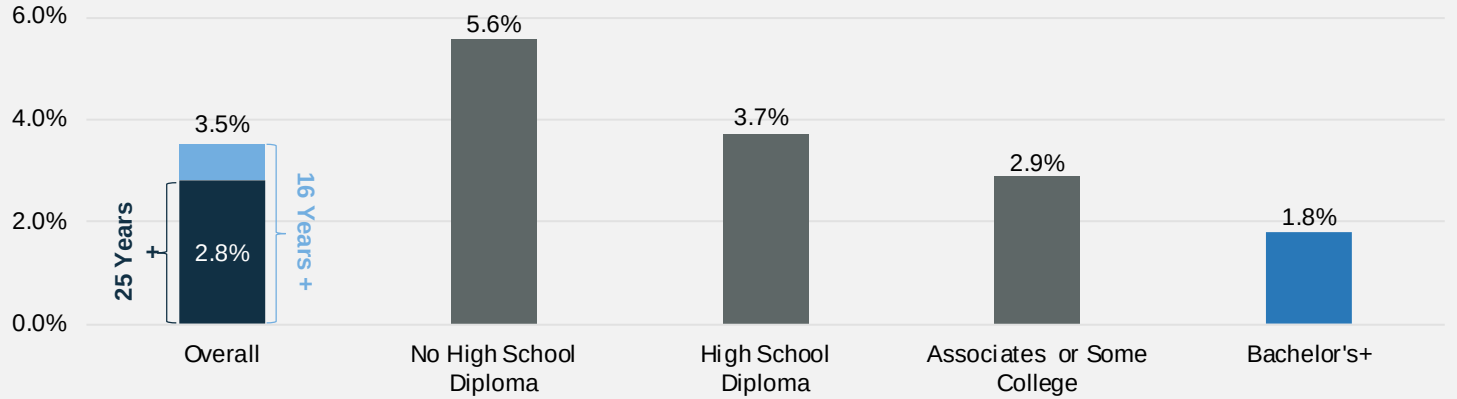
(1) Resident profile for EQR Established Markets and Denver.
(2) Source: ESRI

EQR's target resident is more affluent with lower unemployment and favorable prospects ahead.

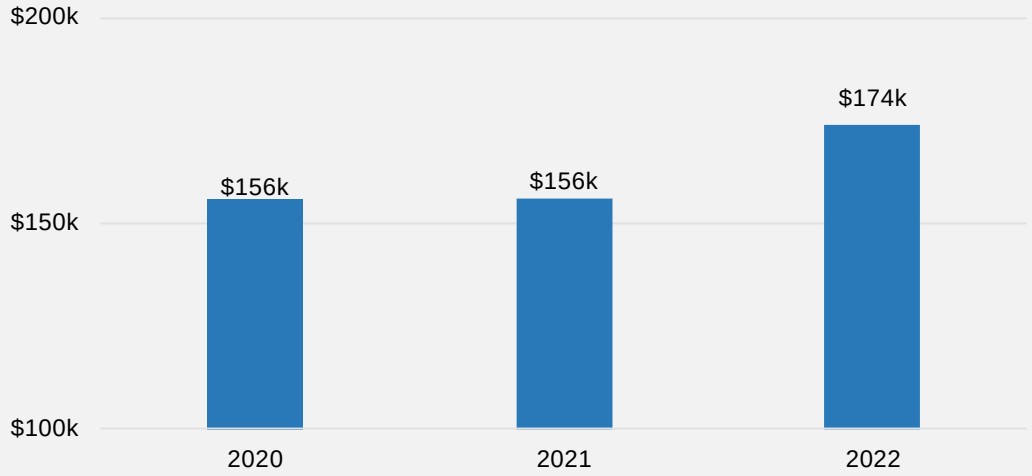
EQR Target Resident

Blue = EQR Target

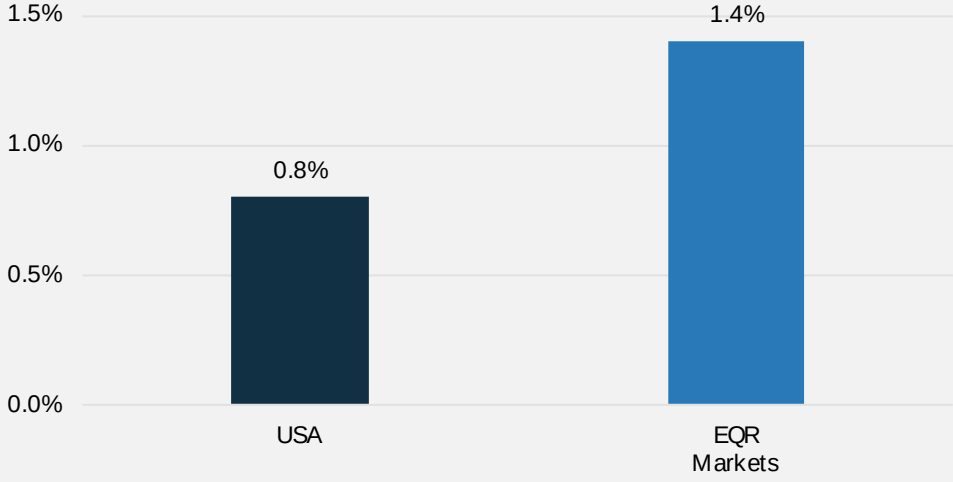
National Unemployment Rates by Demographic (1)



EQR Resident Average Household Income Growth (2)



High-Wage Job Growth Forecast (3)



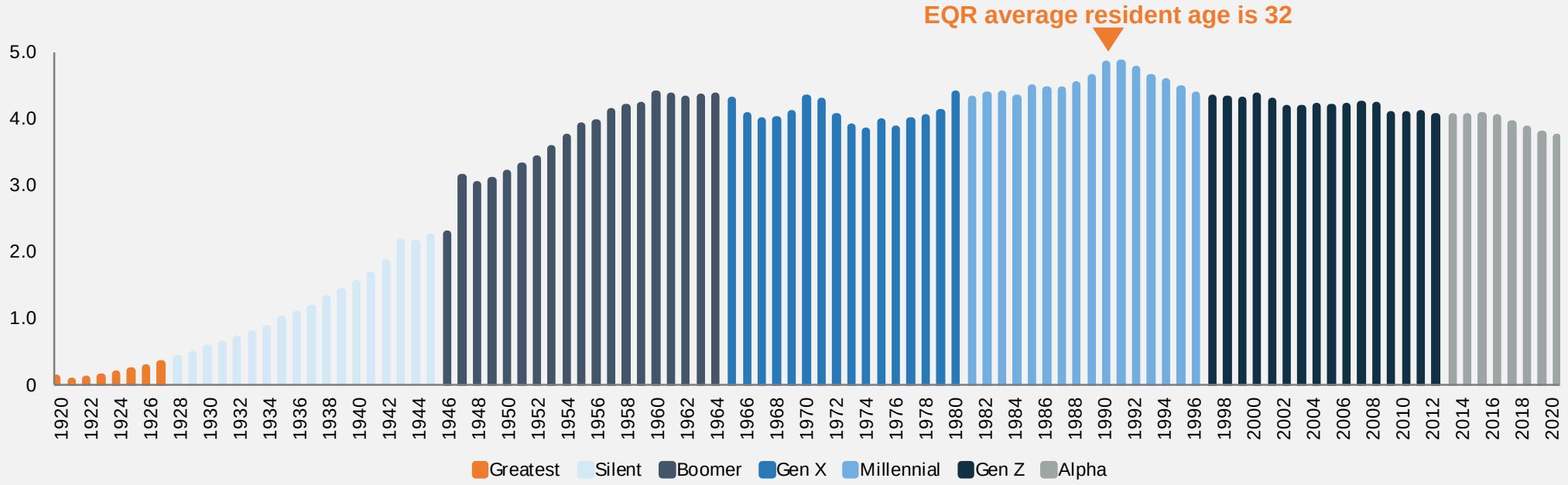
(1) Unemployment rates are seasonally adjusted.
(2) Average Household Income of residents who signed new leases in the past 12 months.
(3) High-Wage Job Sectors include: Finance and Insurance, Healthcare & Social Assistance, Information, Management, and Prof., Scientific & Technical Services. EQR Markets weighted by each market's percentage of Stabilized Budgeted NOI as of 3Q22.
Source: Bureau of Labor Statistics, New York Fed Survey of Consumer Expectations, Oxford Economics and EQR Filings.

Demographic Trends

Demographics Support Strong Demand

- Millennials are likely to rent for longer due to the cost of single family ownership and lifestyle preferences while a large Gen Z cohort is entering prime renter age .
- Our affluent renter continues to do well as evidenced by consistently low rent to income ratios despite recent rent increases.

Population (millions) by Birth Year



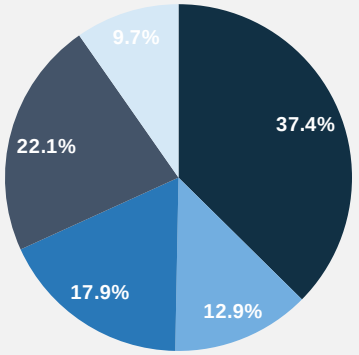
Note: Generations as defined by Pew Research
Source: Pew Research, U.S. Census Bureau

Case Study New Supply

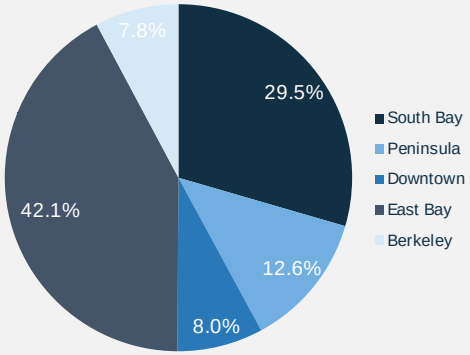
- Competitive supply, typically supply located between 1-2 miles of our communities in 2023, is expected to be manageable across our Established Markets (~95% of NOI). New York, San Francisco and Seattle are expected to see declines in supply in 2023 relative to 2022 while Washington DC and Los Angeles will see increases.
- Within our Expansion Markets (~5% of NOI), increases in new supply relative to 2022 is expected to be more pronounced. Markets in this category with the largest anticipated growth in supply are Austin and Denver. Completion and delivery of these new communities may create attractive future acquisition opportunities for the Company.

San Francisco New Supply by Submarket

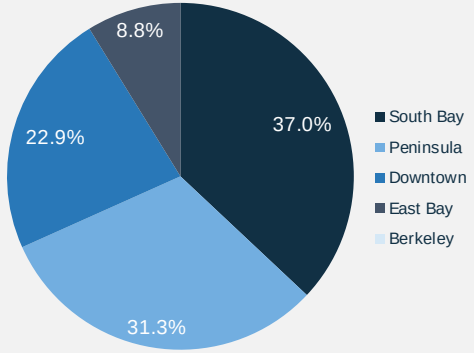
2022 – 9,087 Units



2023 – 8,403 Units

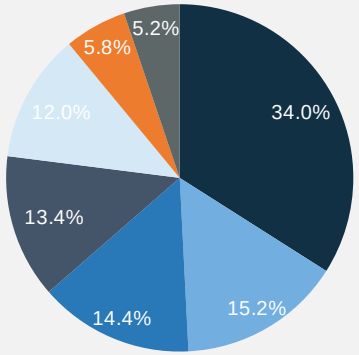


NOI by Submarket

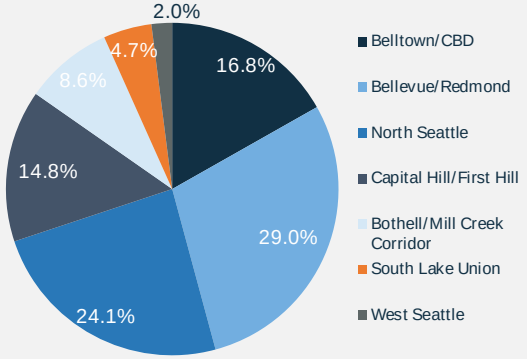


Seattle New Supply by Submarket

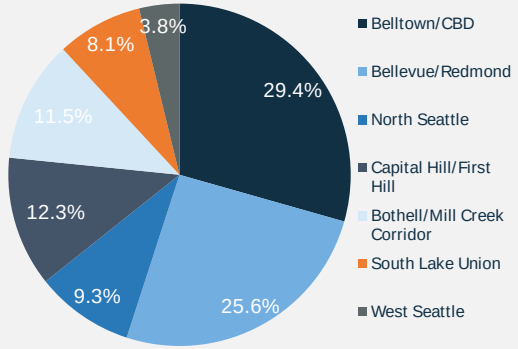
2022 – 7,900 Units



2023 – 6,601 Units



NOI by Submarket



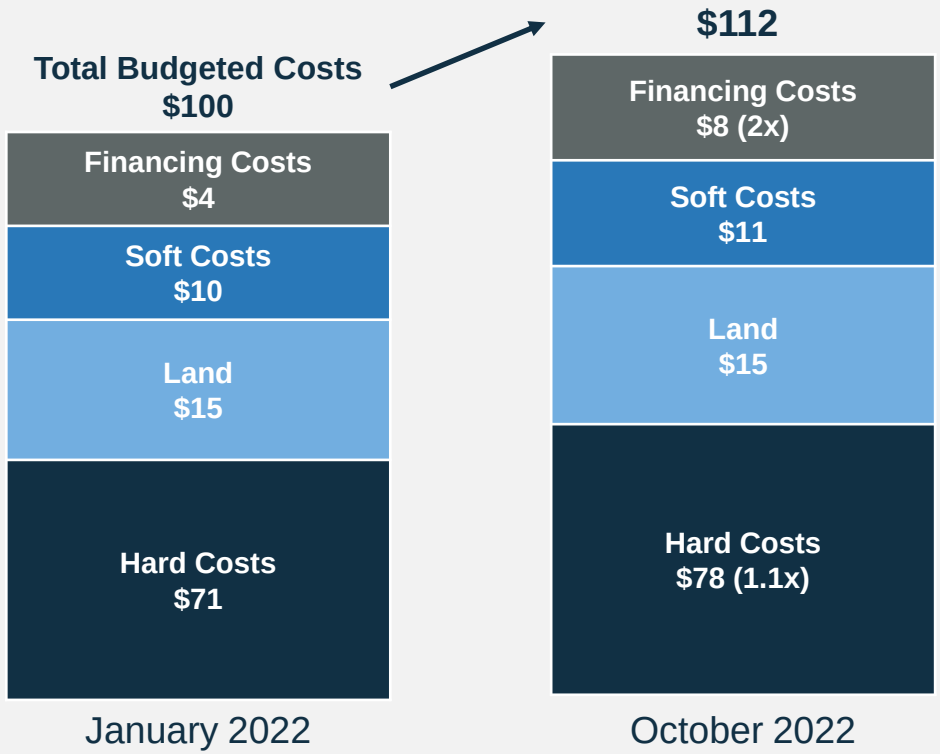
Source :EQR Company Research

New Supply

Developer Economics Are Deteriorating

- Higher cost and more limited access to capital, steadily increasing labor and material costs, low availability of labor, NIMBYism and increased regulation (including costs from enhanced green building codes) all contribute to putting stress on development build-to yields.
- NOI growth, albeit robust in 2022, has not been sufficient to overcome these cost increases and higher "required" returns. The build to yield of ~5% from earlier in the year is well below the 6%+ hurdle that now seems appropriate.
- As a result, market participants anticipate a significant drop in development activity.

Illustrative Development Budget: January vs. October 2022



- Hard costs have increased ~1% per month this year and are the largest driver of the +12% increase in total budgeted development costs.
- Land values remain flat thus far, however given the increase in hard costs they may face some downward pressure.
- Soft cost increases have been driven primarily by labor costs.
- Although not a significant portion of the budget in a low levered deal, financing cost increases of 300+ basis points are starting to impact yields.
- Rent increases have thus far failed to keep pace with escalating development costs, which has resulted in many deals failing to achieve required returns and yields.
- While EQR remains committed to development as a driver of external growth, we remain highly selective in this increased cost environment.

Capital Allocation



THE EDGE - BETHESDA, MD



Optimizing Our Portfolio Through Active Management to Balance Risk and Maximize Return

EQR's customer-centric approach endeavors to invest in assets, markets and submarkets that together create the best risk adjusted return.

APPROACH TO PORTFOLIO ALLOCATION

- Continuous performance review of the existing portfolio from market to asset level metrics.
- Data driven analysis focused on historic and future performance that incorporates risk.
- Emphasis on cash flow growth which is differentiated and enhanced by focusing on our affluent renter demographic.
- Prioritization of quality to drive total return and avoid high capital expenditures without commensurate returns.

NOT OUR APPROACH

- Wholesale exits from existing markets.
- Scatter-shot portfolio that chases the "next best thing".
- Mutual fund of multifamily.
- Deterioration of resident quality.

Capital Allocation – Established Markets



Optimize Portfolio

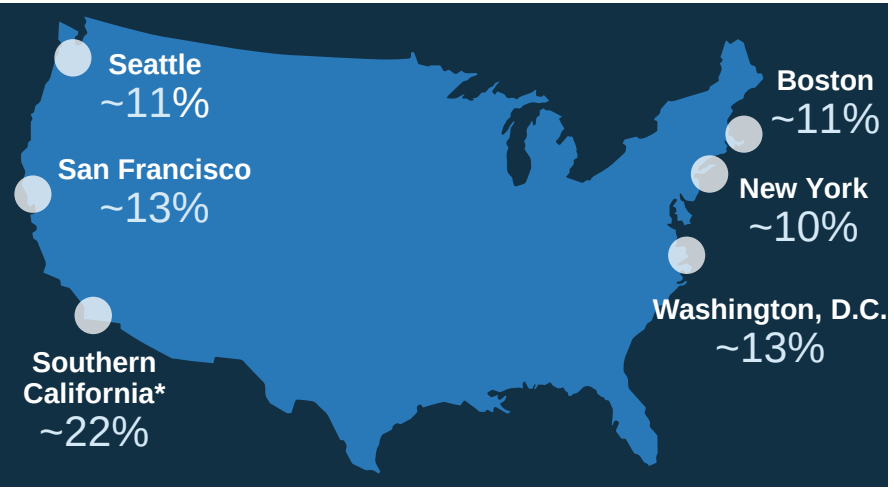
Retain assets with best long term growth potential	Create more balance within markets through the acquisition and development of suburban properties	Maximize cash flow generation regardless of economic environment	Reduce regulatory, resiliency and concentration risk

Acquisitions Funded with Dispositions

Capital recycling | **Minimal to no cash flow dilution**

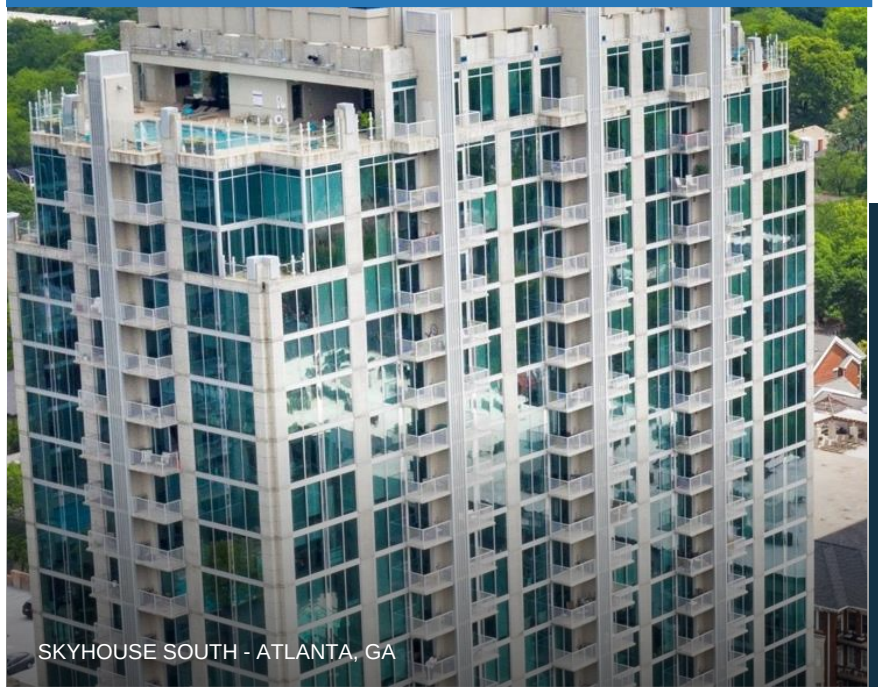
Boston	New York	Southern California
Seattle	San Francisco	Washington, DC

~80% of EQR's portfolio value is expected to be in Established Markets



* Includes Los Angeles, Orange County and San Diego.

Capital Allocation – Expansion Markets


SKYHOUSE SOUTH - ATLANTA, GA

Data-Driven

Analyzed market data and selected expansion markets based on key characteristics.

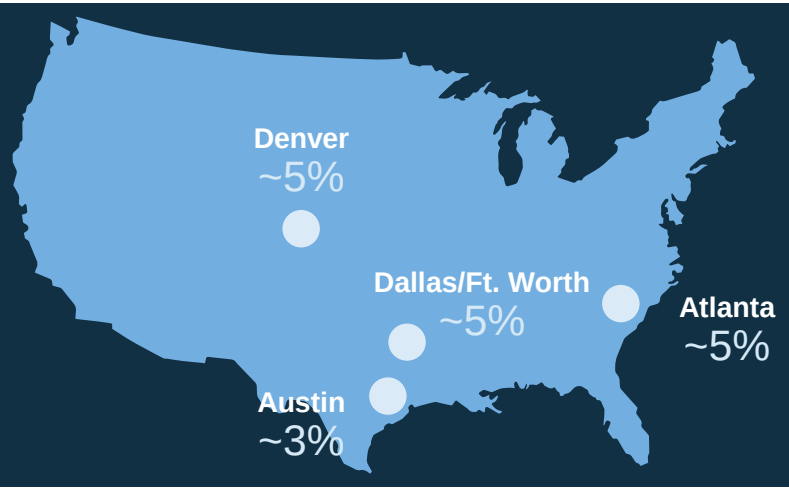
Strong demographic growth	Minimum size to achieve scale	Positive affluent renter trends to align with EQR's current focus

Disciplined "Buy Box"

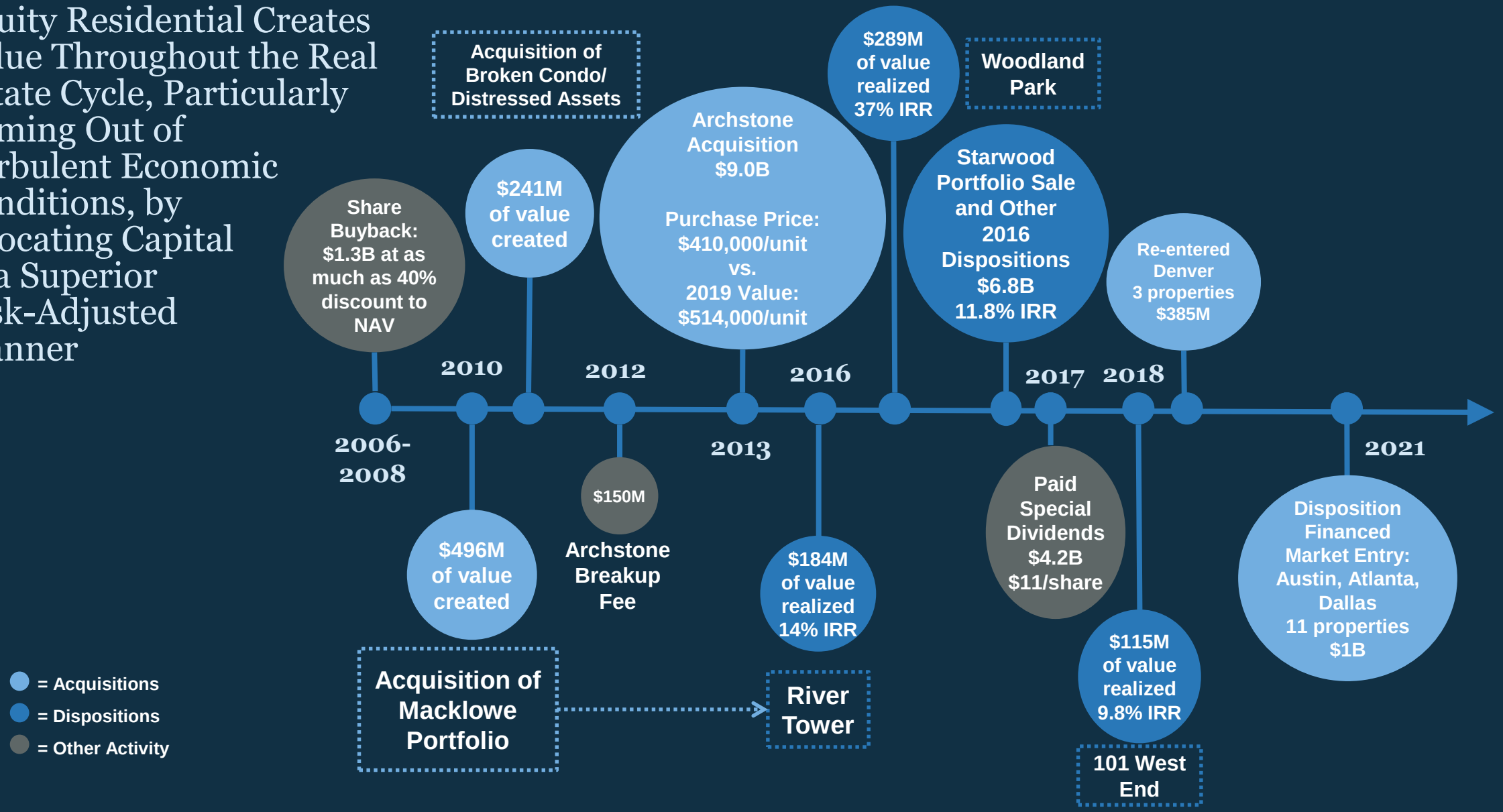
Tight submarket selection	**New communities**	**Midrise** **Highrise** **Select Garden**
Vibrant and offer a high quality of life to affluent residents	with equal balance between urban and suburban submarkets	

Atlanta | Austin | Dallas/Ft. Worth | Denver

~20% of EQR's portfolio value is expected to be in Expansion Markets



Equity Residential Creates Value Throughout the Real Estate Cycle, Particularly Coming Out of Turbulent Economic Conditions, by Allocating Capital in a Superior Risk-Adjusted Manner



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

Superior Operating Platform - Innovation



MARA PACIFIC BEACH - SAN DIEGO, CA



Technology Evolution

Equity Residential has long been a leader in deploying and investing in property technology.

Centralizing and Optimizing Basic Functions

2005–2008

- Implementation of LRO – Pricing/Yield Management
- MRI Operating Platform
- Ops Technology eProcurement

Centralizing Operations and Digitizing Customer Touchpoints

2008–2012

- Centralized Business Group (“CBG”)
- Resident Portal
- Electronic Lease Signing
- Business Intelligence Dashboards
- Operating Expenses (“OpEx”) Metrics

2012–2021

- Online Leasing
- Hold Time Pricing
- Cloud Voice Platform
- Centralized Invoice Processing
- Electronic Payments to Vendors
- Cloud Enabled Human Capital Management
- Service Mobility
- Artificial Intelligence (“AI”) Leasing Agent
- Self Guided Tours
- Sales Mobility

Using Technology and Mobility to Improve Staffing and Utilization

2021–2023

In Process:

- Smart Home
- Smart Building
- Next Generation Revenue Management
- Asset Tagging
- Enhanced Data + Analytics
- Expand Centralization + Flex + Outsourcing

2022 Deployment:

- Sales Mobility
- Smart Home
- Smart Building
- CBG 2.0
- Building-wide WiFi



Operating Excellence Yielding Results

SERVICE MOBILITY FOR MAINTENANCE	**VIRTUAL TOURS/CRM IMPLEMENTATION**	**REDUCING WAGE PRESSURES THROUGH ROBOTICS**	**DATA DRIVEN AMENITY OPTIMIZATION**



Expected NOI contribution of ~$60 million, up from $45 million. ~$25 million in NOI already achieved.





Driving Continual Operational Improvement

Heading towards a new frontier by harnessing technology to improve the sales and service experience.

The future of apartment operations is now. By coupling new technologies and building upon the progress we have already made we can create a self-service customer experience that provides what customers want – when and how they want it.

Enhanced Operating Model

FLEX	OUTSOURCING	CENTRALIZATION	ADDITIONAL OPPORTUNITY
Operate across properties, with teams supporting larger groups of properties, e.g. Flex for Service, Flex for Sales.	Further leverage our scale and platform by outsourcing repeatable tasks cost effectively while utilizing our own capacity for higher value add activities.	Continue to identify activities that do not need to happen on site and centralize them.	**$30M to $35M NOI**

Team of the Future

Optimize people, process and technology while enhancing customer experience and leveraging operating efficiency.

Long Term Enablers

- AI
- Data & Analytics
- Customer Relationship Management
- Smart Home + WiFi
- Mobility/ Workflow



MILO – DENVER, CO

Balance Sheet

Strategic focus on maintaining a strong
& flexible balance sheet

Strong Credit Metrics Create Balance Sheet Capacity and Financial Flexibility

A- / A3 Investment Grade Credit Ratings(1)	**4.5x** Net Debt to Normalized EBITDAre(2)	**6.2x** Fixed Charge Coverage
88% Unencumbered NOI as a % of total NOI	**$2.5B** Unsecured Revolving Credit Facility(3)	**28%** Debt to Total Assets(4)

Source: Company Filings as of 09/30/22.

(1) S&P and Moody's, respectively.

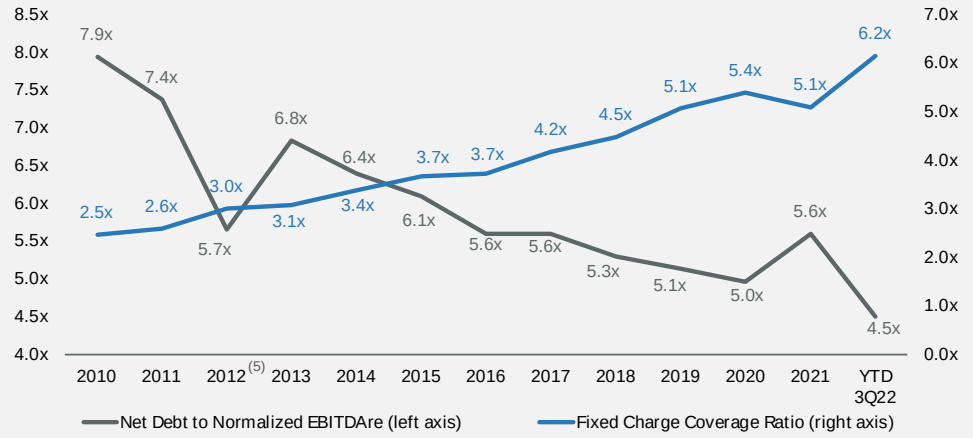
(2) See "Normalized EBITDAre Reconciliations" on page 25 of the Company's Q3 2022 Earnings Release.

(3) The Company limits its utilization of the facility in order to maintain liquidity to support its $1.0 billion commercial paper program along with certain other obligations. Currently, it has $2.3 billion available under the facility.

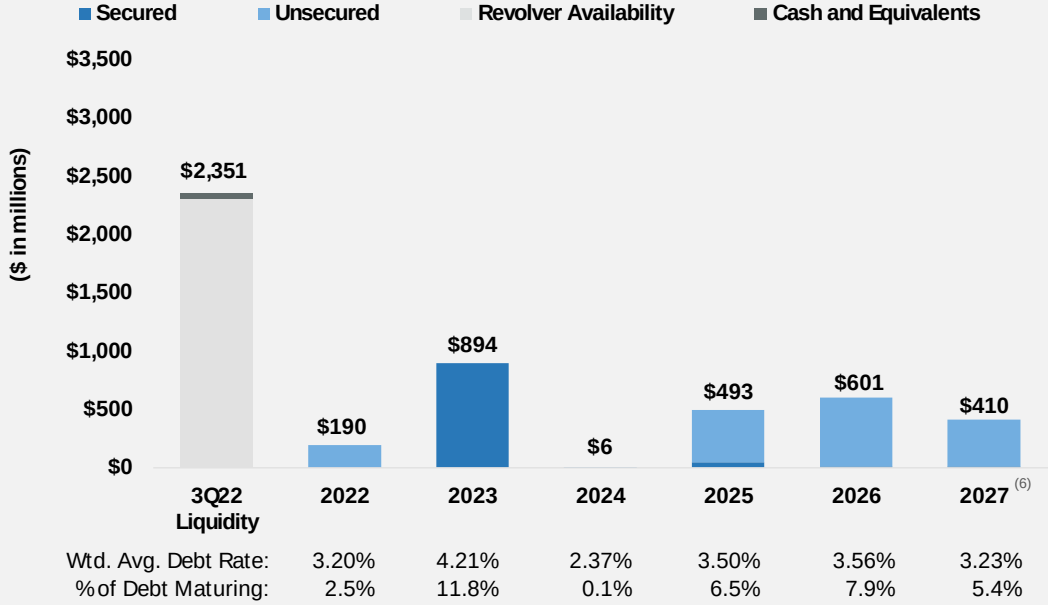
(4) Calculated consistent with the Company's unsecured bond covenants.

- Prudent financial policy through operating cycles, economic downturns and transformative events facilitates financial flexibility, better access to multiple capital sources, and reduced interest rate risk.
- Large scale provides resilient and healthy cash flow.
- Substantial liquidity provided by its $2.5 billion revolving line of credit (inclusive of $1.0 billion commercial paper program) supported by well established bank relationships. In October 2022, the Company recast its credit facility, extending the maturity to October 2027.
- Well-staggered debt maturity schedule, large pool of high-quality unencumbered assets and strong long-term credit ratings.

Conservative Leverage Profile With Ample Balance Sheet Capacity



Substantial Liquidity and Manageable Near-Term Debt Maturities



(5) The Company issued equity at the end of 2012 to fund the Archstone acquisition.

(6) The $2.5B revolver is set to mature October 2027. As of 09/30/22, the Company had $190.0 million in commercial paper outstanding which is reflected as maturing in 2022.



WEAVER - AUSTIN, TX

Guidance and Glossary of Terms

2022 Revised Normalized FFO Guidance and Assumptions

The guidance/projections provided below are based on current expectations and are forward-looking. All guidance is given on a Normalized FFO basis. Therefore, certain items excluded from Normalized FFO, such as debt extinguishment costs/prepayment penalties and the write-off of pursuit costs, are not included in the estimates provided on this page. See pages 10 through 12 for the definitions of non-GAAP financial measures and other terms as well as the reconciliations of EPS to FFO per share and Normalized FFO per share. New or updated guidance is highlighted in blue.

2022 Normalized FFO Guidance (per share diluted)	Q4 2022	Revised Full Year 2022
Expected Normalized FFO Per Share	$0.94 to $0.96	$3.52 to $3.54
2022 Same Store Assumptions (includes Residential and Non-Residential)		
Physical Occupancy		96.4%
Revenue change		10.6%
Expense change		3.3%
NOI change (1)		14.25%
2022 Transaction Assumptions		
Consolidated rental acquisitions		$113.0M
Consolidated rental dispositions		$746.0M
Transaction Accretion (Dilution)		-
2022 Debt Assumptions		
Weighted average debt outstanding		$7.85B to $7.95B
Interest expense, net (on a Normalized FFO basis)		$278.5 to $281.5M
Capitalized interest		$6.5M to $7.5M
2022 Capital Expenditures to Real Estate Assumptions for Same Store Properties (2)		
Capital Expenditures to Real Estate for Same Store Properties		$192.5M
Capital Expenditures to Real Estate per Same Store Apartment Unit		$2,600
2022 Other Guidance Assumptions		
Property management expense		$110.0M to $111.0M
General and administrative expense		$59.0M to $60.0M
Debt offerings		No amounts budgeted
Weighted average Common Shares and Units - Diluted		389.7M

(1) Approximately 25 basis point change in NOI percentage = $0.01 per share change in EPS/FFO per share/Normalized FFO per share.
(2) During 2022, the Company expects to spend approximately $42.0 million for apartment unit Renovation Expenditures on approximately 1,750 same store apartment units at an average cost of approximately $24,000 per apartment unit renovated, which is included in the Capital Expenditures to Real Estate assumptions noted above.

Glossary of Terms

Please reference the Company's "Third Quarter 2022 Earnings Release and Supplemental Financial Information" from October 25, 2022, 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").

Terms	Definition
Affluent Renters	Affluent Renters are defined as those with annual household incomes of more than $150,000 in New York, $100,000 in Boston, Washington, D.C., Seattle, San Francisco and Southern California and $75,000 in Denver, Atlanta, Dallas/Ft. Worth and Austin.
AFFO Margin	Adjusted Funds From Operations divided by total revenues.
Bad Debt, Net	Change in rental income due to bad debt write-offs and reserves, net of amounts collected on previously written-off or reserved accounts.
Blended Rate	The weighted average of New Lease Change and Renewal Rate Achieved.
NFFO Margin	Normalized Funds From Operations divided by total revenues
Forecasted Embedded Growth	The positive or negative contribution to growth implied by annualizing total lease income anticipated for the last month of the current year (without regard to vacancy) compared to anticipated actual full year lease income for the current year (without regard to vacancy) and excluding the impact of Leasing Concessions and other income. This metric is a helpful data point in that it captures the impact of leases in existence at the end of the current year and their impact on rental income for the following year.
Leasing Concessions	Reflects upfront discounts on both new move-in and renewal leases on a straight-line basis.

Glossary of Terms

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Terms	Definition
Loss to Lease	Total in-place lease price compared to current market lease prices as of the end of the period presented. Data presented before the effect of Leasing Concessions unless otherwise noted. This metric seeks to capture likely changes in rental rates as contractual rents are moved up (or down) to match current market rent levels as existing leases expire.
New Lease Change	The net effective change in rent (inclusive of Leasing Concessions) for a lease with a new or transferring resident compared to the rent for the prior lease of the identical apartment unit, regardless of lease term.
Percentage of Residents Renewing	Leases renewed expressed as a percentage of total renewal offers extended during the reporting period.
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.
Pricing Trend	Weighted average of 12-month base rent including amenity amount less Leasing Concessions on 12-month signed leases for the reporting period.
Renewal Rate Achieved	The net effective change in rent (inclusive of Leasing Concessions) for a new lease on an apartment unit where the lease has been renewed as compared to the rent for the prior lease of the identical apartment unit, regardless of lease term.
Same Store Properties	For annual comparisons, primarily includes all properties acquired or completed that are stabilized prior to January 1, 2021, less properties subsequently sold. Properties are included in Same Store when they are stabilized for all of the current and comparable periods presented.

Glossary of Terms

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Terms	Definition
Unlevered Internal Rate of Return ('IRR")	The Unlevered IRR on sold properties is the compound annual rate of return calculated by the Company based on the timing and amount of: (i) the gross purchase price of the property plus any direct acquisition costs incurred by the Company; (ii) total revenues earned during the Company's ownership period; (iii) total direct property operating expenses (including real estate taxes and insurance) incurred during the Company's ownership period; (iv) capital expenditures incurred during the Company's ownership period; and (v) the gross sales price of the property net of selling costs. The calculation of the Unlevered IRR does not include an adjustment for the Company's property management expense, general and administrative expense or interest expense (including loan assumption costs and other loan-related costs). Therefore, the Unlevered IRR is not a substitute for net income as a measure of our performance. Management believes that the Unlevered IRR achieved during the period a property is owned by the Company is useful because it is one indication of the gross value created by the Company's acquisition, development, renovation, management and ultimate sale of a property, before the impact of Company overhead. The Unlevered IRR achieved on the properties as cited in this release should not be viewed as an indication of the gross value created with respect to other properties owned by the Company, and the Company does not represent that it will achieve similar Unlevered IRRs upon the disposition of other properties. The weighted average Unlevered IRR for sold properties is weighted based on all cash flows over the investment period for each respective property, including net sales proceeds.

Non-GAAP Financial Measures

Equity Residential
Non-GAAP Financial Measures - Reconciliations of EPS to FFO per share and Normalized FFO per share
(All per share data is diluted)

The guidance/projections below are based on current expectations and are forward-looking.

	Expected Q4 2022 Per Share	Expected 2022 Per Share
EPS – Diluted	$0.39 - $0.41	$2.02 - $2.04
Depreciation expense	0.54	2.25
Net (gain) loss on sales	-	(0.78)
Impairment - operating assets	-	-
FFO per share – Diluted	0.93 - 0.95	3.49 - 3.51
Impairment – non-operating assets	-	-
Write-off of pursuit costs	-	0.01
Debt extinguishment and preferred share redemption (gains) losses	-	0.01
Non-operating asset (gains) losses	-	-
Other miscellaneous items	0.01	0.01
Normalized FFO per share – Diluted	$0.94 - $0.96	$3.52 - $3.54

Please reference the Company's "Third Quarter 2022 Earnings Release and Supplemental Financial Information" from October 25, 2022, 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") and Normalized Funds From Operations ("Normalized FFO").

Additional Notes to the 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	Note: Please reference the Company's "Third Quarter 2022 Earnings Release and Supplemental Financial Information" from October 25, 2022, 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").
30	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.
30	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.
30	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.
30	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.
30	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.
30	Starwood Portfolio Sale And Other 2016 Dispositions reflect total sales year to date through December 31, 2016.
30	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.
30	101 West End, a 506-unit property in New York City was acquired as part of the Archstone acquisition for approximately $322.0M in 2013. The asset was sold for $416.1M in 2018 generating a Net Gain on Sale of Real Estate Property of $114.6M.

Forward-Looking Statements

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