



GRESB
REAL ESTATE
sector leader 2021

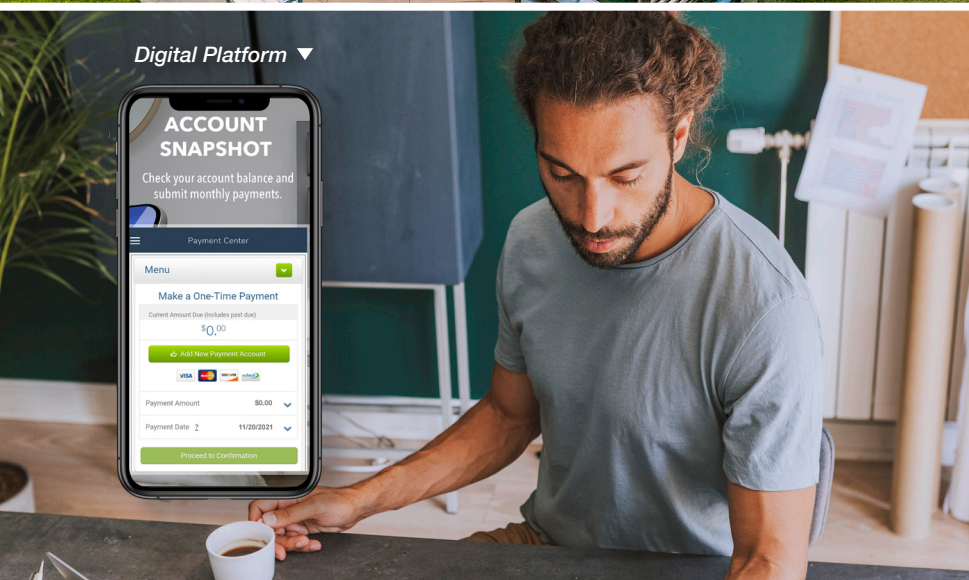
Opening doors to the future®

INVESTOR PRESENTATION

NOVEMBER 2021



Arbors at Maitland Summit | Orlando, FL ▲



Digital Platform ▼



ESG Leadership ▼

UDR, Inc. (NYSE: UDR) has a demonstrated history of successfully managing, buying, selling, developing and redeveloping attractive multifamily real estate communities in targeted U.S. markets.

- S&P 500 Company
- ~\$24.3 Billion Enterprise Value as of November 5, 2021
- 2021 Annualized Dividend of \$1.45; ~2.6% yield as of November 5, 2021

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UDR, INC. | UDR.COM

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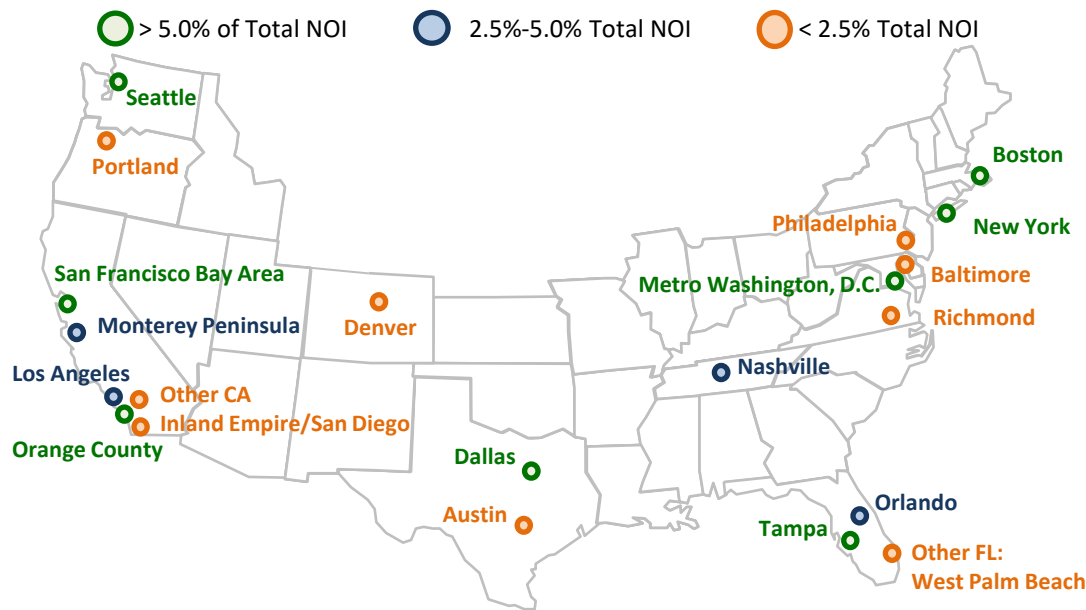
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UDR AT A GLANCE⁽¹⁾

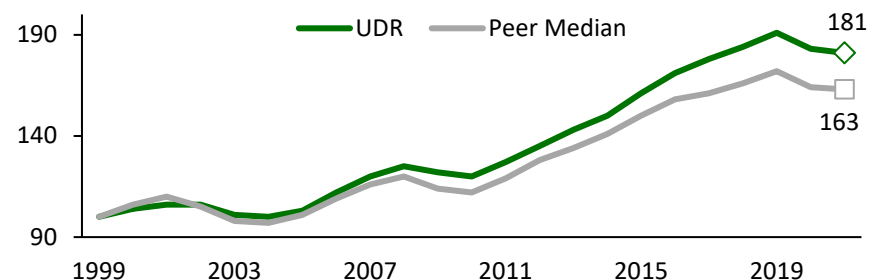
UDR is a multifamily REIT that owns, operates, develops and redevelops a diversified portfolio of apartment homes across top-tier U.S. markets. Founded in 1972, UDR is an S&P 500 company that consistently generates **strong total shareholder return (“TSR”)** through **innovation, best-in-class operations and flexible capital allocation across a wide range of opportunities**. UDR’s strategy starts with diversification, which creates opportunity. Coupling a diversified portfolio across markets, price points, and product types with our best-in-class operations delivers a **full-cycle investment** that generates both growth and stability.

UDR is a \$24.3 billion⁽²⁾ company with a highly diverse portfolio spread across 21 Coastal and Sunbelt markets.



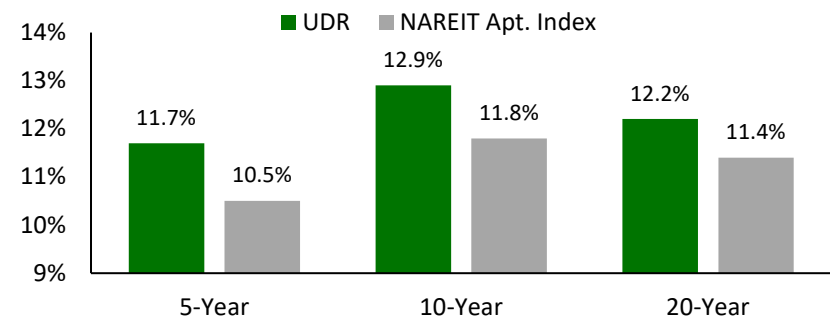
Best-in-class, innovative operations have powered outsized historical Same-Store NOI growth.

SAME-STORE NOI GROWTH CAGR (1999-3Q 2021)



UDR’s strong value proposition has driven robust relative TSR and consistent return of capital over time.

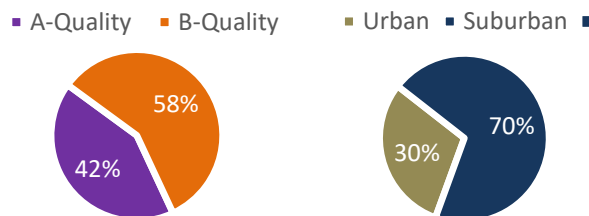
TSR CAGR



196 Consecutive Quarters
Paying a Dividend

Dividend Yield⁽²⁾:
2.6%

Our 56,325 apartment homes are well diversified by price point⁽³⁾ and location within markets, and are occupied by households earning, on average, 150% of their respective MSA’s median income.



(1) As of September 30, 2021, except otherwise noted.

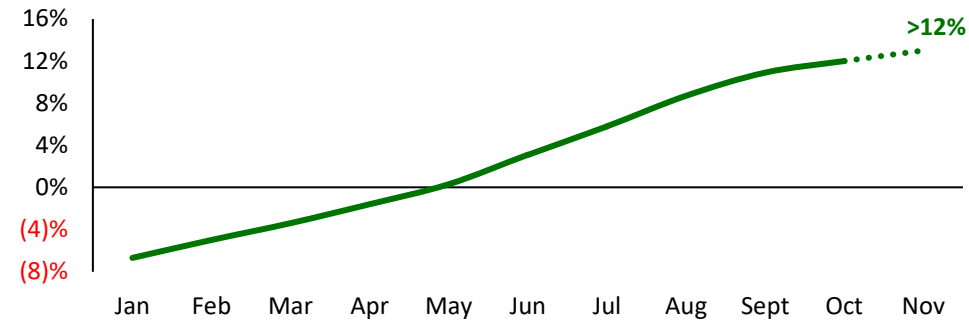
(2) Enterprise Value and Dividend Yield as of November 5, 2021.

(3) Quality and location charts are based on NOI. A-Quality is defined as having average community rent >120% of the market average rent. B-Quality is defined as having average community rent greater than or equal to 80% but less than 120% of the market average rent. Source: Company and peer documents, Nareit.

RECENT UPDATES

UDR's preliminary October and November MTD operating results have remained unseasonably robust. Strong demand, increased pricing power, and the near-elimination of concessions have led to low-double-digit blended lease rate growth.

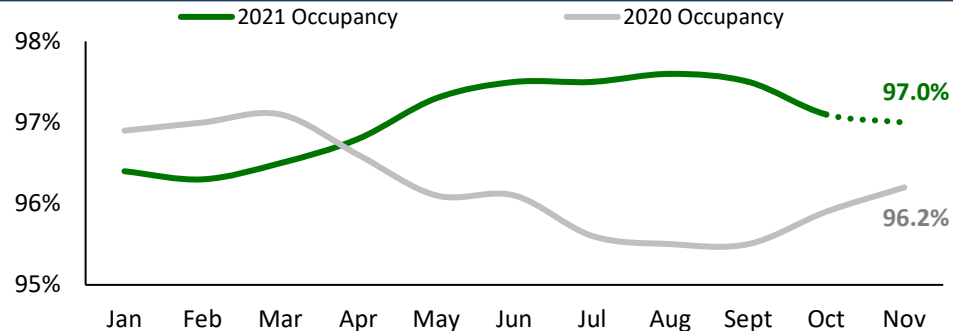
SAME-STORE YOY EFFECTIVE BLENDED LEASE RATE GROWTH⁽¹⁾⁽³⁾



Blended Effective Rent Growth:

- Pricing power **↑**, blended effective rent growth of **+11.8% in October** and **>12% in November MTD**.
- All UDR markets had positive YOY effective rent growth** during October with minimal concessions offered.
- Effective rental rates are **4% on average above pre-COVID peak levels** as of October 31, 2021.
- Low-double-digit loss-to-lease** supports future pricing power.
- YTD 2021 traffic⁽²⁾ **↑ 35% YOY**.

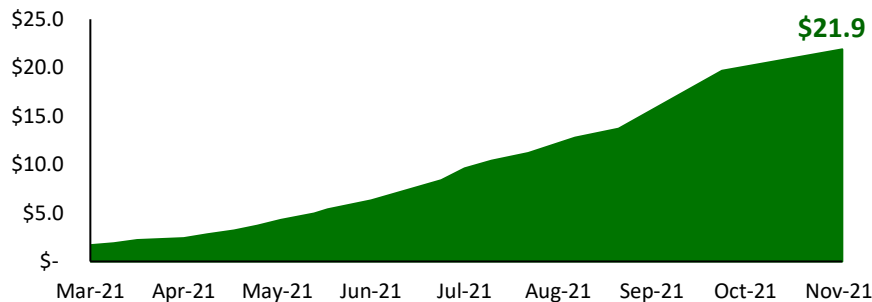
SAME-STORE WEIGHTED AVERAGE PHYSICAL OCCUPANCY⁽¹⁾



Occupancy:

- Unseasonably strong demand and lower turnover continue to result in strong occupancy trends.
- Weighted average October 2021 physical occupancy of **97.1%** and **November MTD occupancy of 97.0%** remain above historical averages.
- Optimizing revenue by actively trading some occupancy for higher rate growth given the strength of market rents.

CUMULATIVE COLLECTIONS – RENTAL ASSISTANCE PROGRAMS (\$M)



Regulatory/Rental Assistance:

- UDR is working with residents to access state/local rental assistance to support those in need and obtain back rent.
- YTD, UDR has **collected approximately \$22 million in assistance** with another **\$11 million in application**.
- \$3 million** in former resident back rent is **in application**.
- 3Q21 SS NOI lower by ~\$6 million vs. pre-COVID due to regulatory restrictions. We expect to recapture this income over time as regulations ease.

(1) Metrics shown here are for the Company's same-store portfolio and are as of November 5, 2021, unless otherwise indicated.

(2) The Company defines Leasing Traffic as average daily leads to lease a home for the period indicated.

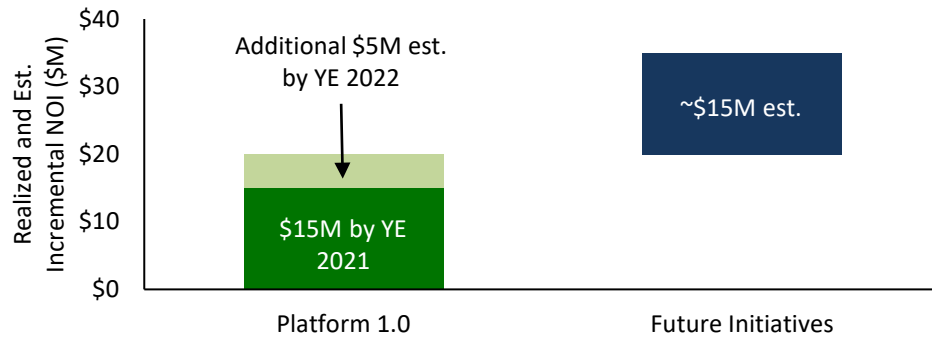
(3) The Company defines Effective Blended Lease Rate Growth as the combined proportional growth as a result of Effective New Lease Rate Growth and Effective Renewal Lease Rate Growth. Definitions can be found in the Definitions and Reconciliations addendum.

Source: Company and peer documents.

RECENT UPDATES

UDR's future operating initiatives and recent accretive acquisitions should continue to drive long-term value creation. Low single-family affordability remains conducive to near-term elevated rental demand and pricing power.

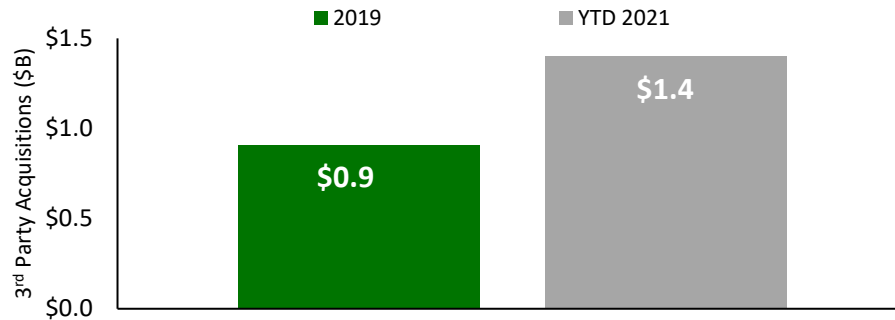
PLATFORM AND FUTURE INITIATIVE INCREMENTAL NOI



Future Initiatives and NextGen Operating Platform:

- Future operating initiatives expected to generate **another ~\$15M in run rate NOI** over the coming years.
- UDR's controllable operating margin is 250bps above what would be expected for a company with our average rent.
- Platform 1.0 initiatives fully implemented in all our markets.
- **\$15M in annual NOI achieved to-date from Platform 1.0**; on track to capture an additional \$5M by YE 2022.
- Controllable operating expense ("COE") growth continues to outperform peers and remains well below inflation.

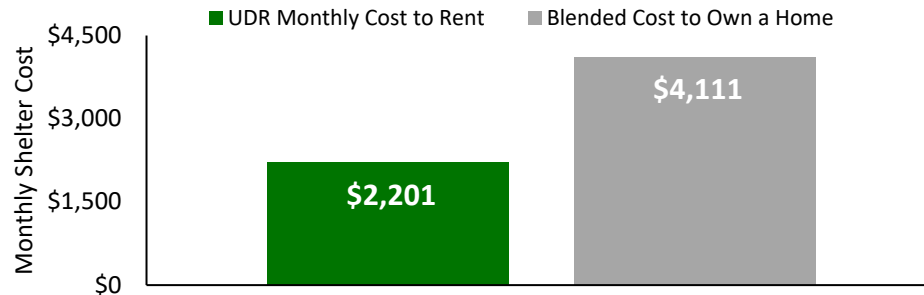
ACQUISITIONS/EXTERNAL GROWTH



Acquisitions/External Growth:

- External growth activities from 2019 to 2021 have resulted in an approximate **4% benefit to our run rate earnings**.
 - Wtd. avg. yield on ~\$1 billion of 2019 acquisitions increased by ~55bps (~\$6.4M incremental run-rate NOI) and have generated 4.5% higher NOI growth vs. UDR's legacy portfolio
 - \$1.4 billion in YTD 2021 acquisitions trending ahead of original year-1 NOI underwriting by 10% on average.
- Acquired 2 communities QTD for ~\$283M (previously announced); **under contract to acquire 1 community (Baltimore) for ~\$124M.**

RENTER CONDITIONS – RENT VS. OWN⁽¹⁾



Renter Conditions:

- Rent-versus-own analysis⁽¹⁾ shows it is **~50% less expensive (vs. ~35% average in 2019) to rent than own across UDR markets**.
- UDR resident household income is **150% above the median income**, on average, across the MSAs in which we operate.
- Widespread vaccinations and return-to-office expected to **enhance value proposition of urban markets**.

(1) Based on Baird's "Apartment Rent vs. Own Analysis" published on August 31, 2021, which uses data from US Census Bureau, FRED, REIS, and Zillow. UDR Average Monthly Rent is as of 3Q 2021 and is defined as Total Revenue Per Occupied Home on a Same-Store basis. Blended cost to own a home is a product of current property prices (both single-family homes and condos) and mortgage rates. Source: Company and peer documents.

UDR VALUE PROPOSITION

Our value proposition is founded on continual innovation which, over time, has created durable and repeatable operating and capital allocation competitive advantages versus public peers and private market competitors. These advantages have driven robust relative results across primary valuation metrics and contributed to our **TSR consistently outperforming the NAREIT Apartment and Equity Indices over the intermediate and long-term.**

Primary Competitive Advantages and Outcomes Derived From Our Innovation

Next Generation Operating Platform/Future Initiatives

- Entirely new way of doing business through self-service
- Controllable Operating margin expansion of 150-200bps
- ~\$20 million in estimated incremental NOI since mid-2018 by YE 2022

Ongoing Controllable Expense Growth Efficiencies

- On-site workforce reduced by ~40% since mid-2018
- Annual controllable expense growth 110bps below peer average and 210bps below typical inflation (2.5% annually) over the past 3 years
- 2021 fully-loaded operating margin (i.e., including management fees and gross G&A) of 61.0% is 220bps above the public peer average and UDR “wins” on this metric in 12 of 14 primary markets

Repeatable Investment Upside

- Unique UDR value creation drivers (**page 7**) we have applied to the ~\$3 billion of completed third-party acquisitions completed since year-end 2018 have, on average, resulted in:
 - +14% revenue and +20% NOI versus the prior owner
 - -7% controllable operating expense per unit
 - +400bps controllable operating margin expansion

Differentiated Market Selection – Predictive Analytics

- Most expansion markets in which UDR invested capital since 2018 have outperformed from a rent growth perspective
- These include Tampa, Dallas, Baltimore, and Philadelphia

UDR Outperformance

Above Peer-Avg. FFOA/share Growth
in **7 of the last 9 years**

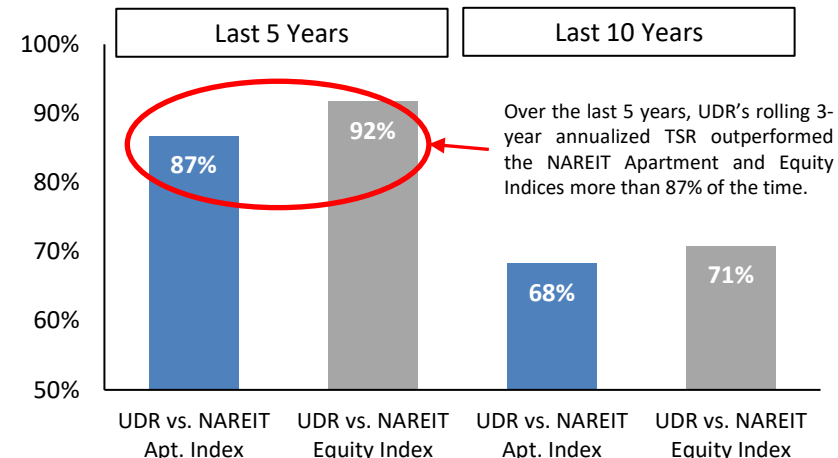
UDR Upside vs. Peer Median

Last 5-Yr SS NOI	Last 10-Yr SS NOI
+40bps/year	+30bps/year

UDR Upside vs. Peer Median Since 2013⁽¹⁾

FFOA/share	+160bps/year
Dividend/share	+10bps/year
NAV/share	+60bps/year

FREQUENCY THAT UDR'S ROLLING 3-YEAR ANNUALIZED TSR⁽²⁾ OUTPERFORMS INDEX



(1) Actual results through 2020 and guidance midpoints for 2021 for UDR and peers. 2013 coincides with UDR's initial publicly disseminated 3-year strategic plan.

(2) Data through October 31, 2021.

Source: Company documents.

OPERATING COMPETITIVE ADVANTAGES

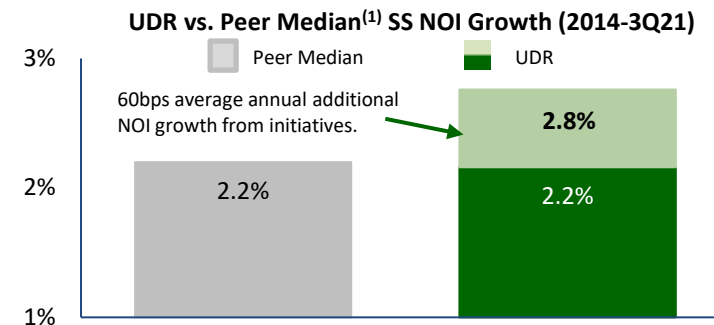
UDR's operating prowess is key to our value proposition. Our strong operating abilities have repeatably generated long-term outperformance versus peers. As we continue to innovate in 2022 and beyond, we intend to expand our operational advantage.

Core Operating Competitive Advantages

Core Operations

- More surgical approach to pricing homes
- Pricing homes more efficiently based on data
- Consistently arbitraging rate growth versus occupancy
- Maximize revenue growth
- Minimize controllable expense growth through early adoption, and industry leading utilization, of technology

Expand Margin: UDR's average SS NOI growth without margin-enhancing initiatives is similar to peer median growth with initiatives.



Legacy and Recent Operating Initiatives

- Monetize real estate in new ways
- Continue to "pick up the pennies"
- Employ best practices in each market
- Expand margin

Common Area
Rentals



Short-Term
Furnished Rentals



Suburban
Parking



And
Others

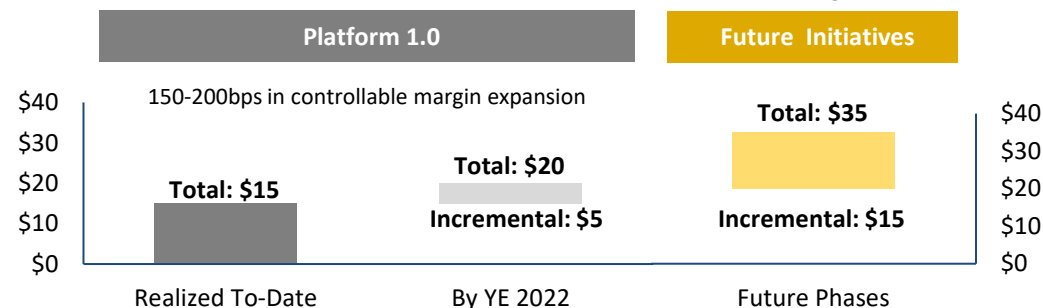


- **\$32M** in NOI since 2014
- **\$640-\$715M** in est. shareholder value creation^(2,3)

NextGen Operating Platform

- New way of doing business in multifamily industry
- Built on self-service; Improving the resident experience
- Allows UDR to "right-size" site-level staff
- New technologies & data science drive revenue and expense upside
- Expanded benefit when communities are proximate
- Expect \$15M additional upside from future initiatives

Estimated Platform Contribution to Current/Future Earnings (\$M)



(1) Peer group includes AIRC (AIV prior to 2021), AVB, CPT, EQR, ESS and MAA; 2Q 2020, 3Q 2020, 4Q 2020, 1Q 2021, 2Q 2021, and 3Q 2021 UDR same-store NOI results have been adjusted where appropriate to reflect concessions on a straightline basis for peer comparability.
 (2) Time period is reflective of UDR's implementation of initiatives affiliated with its initial publicly disseminated strategic plan.
 (3) Calculated based on an applied cap rate range of 4.5%-5.0%.
 Source: Company and peer documents.

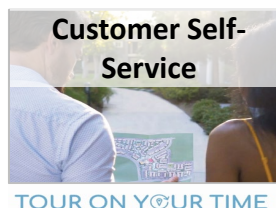
NEXT GENERATION OPERATING PLATFORM

Our Next Generation Operating Platform is built on customer self-service and represents the future of how our business will be run. This Platform allows us to more effectively interact with our customers on their schedules and drives **increased profitability and growth through additional revenue generation opportunities and greater cost efficiencies**. We believe that the ongoing refinement of, and additions to, our Platform should maintain our **position of operating strength moving forward**.

Platform 1.0 (2018-2022)



- Utilize new-to-multifamily technologies such as SmartHome tech, data hubs, customizable CRM, and proprietary resident app to implement self-service, provide better customer service, reduce costs, and drive top-line growth



- Self-service is the best service for our customer and most cost efficient for UDR
- Self-guided tours (“SGT”) are preferred by our customer and account for 97% of tours taken in 2021
- SGTs are the most tangible aspect of our self-service model, but we utilize self-service throughout UDR’s operations for maintenance fixes, lease addendums, and customer service requests



- We are at the cutting edge of the data science revolution in multifamily
- We control and track all operating data. Importantly, our systems seamlessly “speak to each other”
- UDR leverages this data to better price our homes (e.g., heat maps), find additional revenue opportunities, deliver better customer service, and maximize cost efficiencies



- Centralization, outsourcing, and tech utilization reduces costs through workforce efficiencies
- Benefits maximized at proximate communities

Financial Targets: 150-200bps controllable margin expansion and \$20 million in incremental run-rate NOI.

Considerations: Margin and NOI uplift **targets for Platform 1.0 were based on our same-store portfolio in 2018**. UDR has since acquired or is under contract to acquire ~\$3.0 billion of third-party communities, with targeted NOI growth of 10%-15% above market growth over the first three years of ownership. Our ability to source accretive acquisitions should enhance the value creation from our Platform.

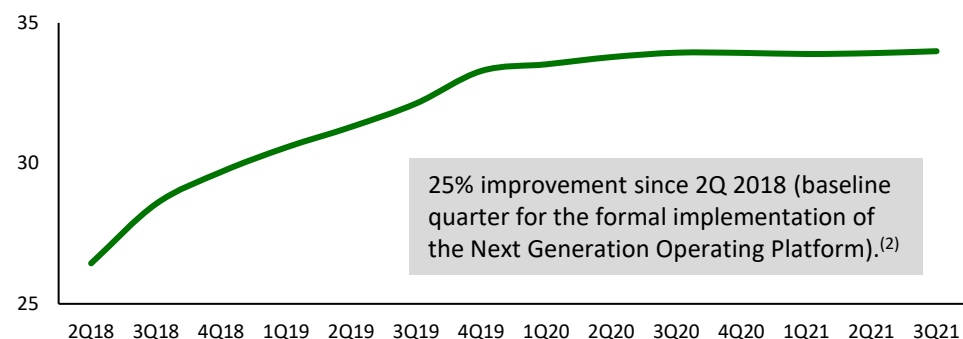
NEXT GEN OPERATING PLATFORM 1.0 ACCOMPLISHMENTS

9

Platform 1.0 revolutionized how we conduct business with our current and prospective residents, but it has also (1) improved resident satisfaction, (2) produced the NOI upside underwritten in mid-2018, and (3) widened our controllable operating margin advantage versus peers. Our 2021 fully-loaded operating margin (i.e., including management fees and gross G&A) of 61.0% compares well versus the public peer average (58.8%) and **UDR “wins” on this metric across 12 of our 14 primary markets.**

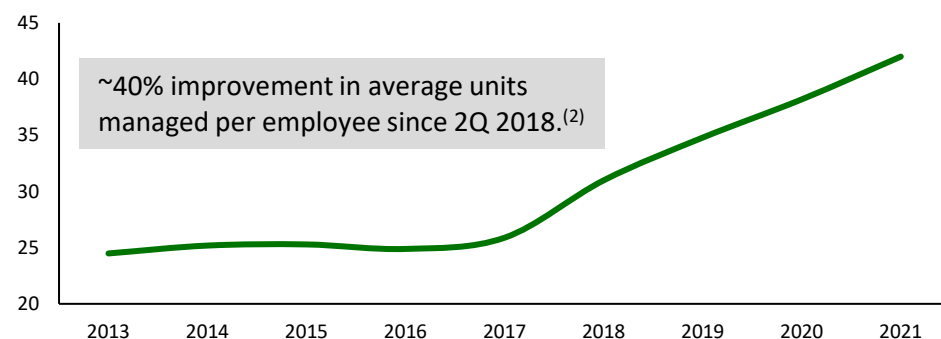
Better Customer Service Scores

Resident Satisfaction: UDR Net Promoter Score⁽¹⁾



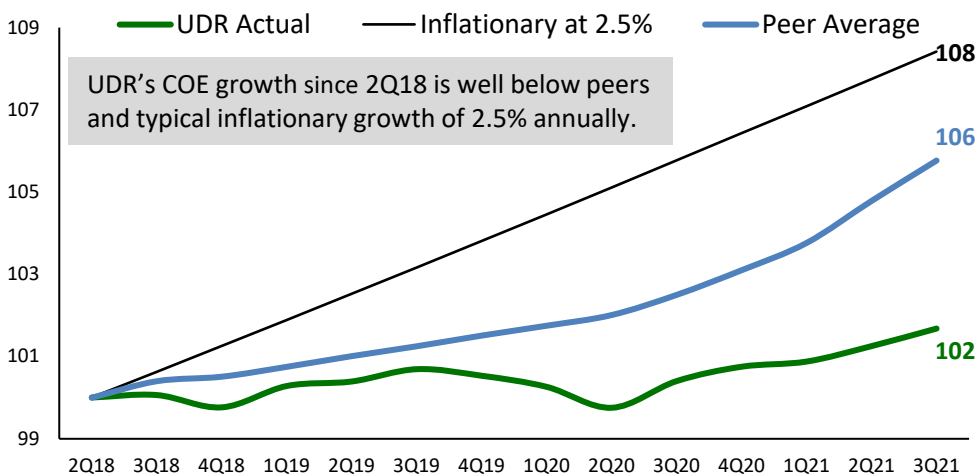
Gaining On-Site Efficiencies

Staffing Efficiency: Units Managed Per Employee

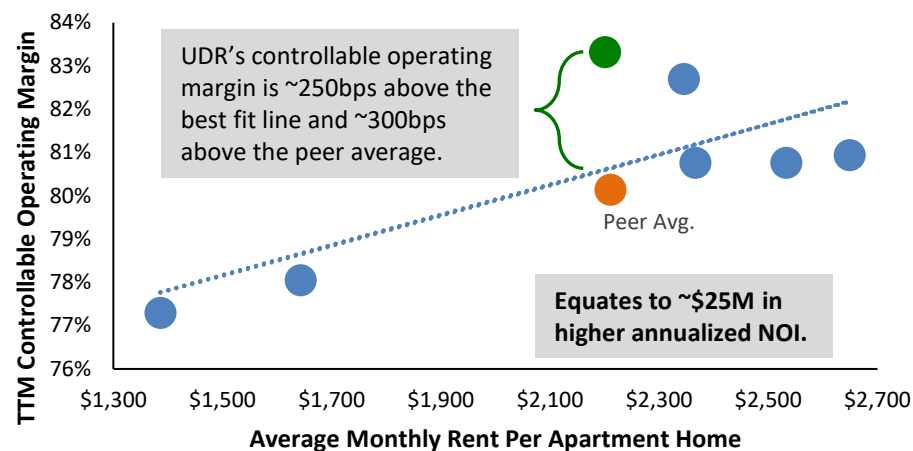


Increased Profitability and Margin Expansion versus Peers

TTM SS Controllable Operating Expense (COE) Growth



Controllable Operating Margin vs. Avg. Monthly Rent⁽³⁾ (TTM through 3Q 2021)



(1) Net Promoter Scores range from -100 to +100. Negative scores indicate a need for improvement. Scores ranging from 0-30 are widely considered "Good." Scores above 30 are widely considered "Great."

(2) Data through September 30, 2021. Average units managed per employee includes corporate employees in the denominator.

(3) Based on disclosures across the peer group, Average Monthly Rent is defined as average monthly rental rates for AVB, CPT, EQR, ESS, and MAA and is defined as average monthly revenue per occupied home for AIRC and UDR..

Source: Company and peer documents.

The next phase of UDR operating initiatives are focused on five primary revenue generation and/or expense containment strategies. They are (1) reducing days vacant, (2) pricing engine optimization, (3) improving resident experience, (4) increasing UDR's share of our resident's wallet, and (5) further reducing controllable expenses. **Together, these represent over \$100 million in max potential incremental NOI, with >50 nearer-term initiatives expected to generate ~\$15 million in NOI over the coming years.** Once implemented, we anticipate further widening our controllable operating margin delta versus public and private peers.

Reducing Vacant Days



- Process optimization with the goal of reducing average vacant days
- Current average vacant days = 19
- 1 day reduction across entire portfolio = +\$2M NOI

Pricing Engine Optimization



- Integration of our unit-by-unit data hubs, highly specialized client relations management system, and marketing data should drive better pricing decisions
- Ability to drive higher traffic creates limited supply; create “buyers” instead of “shoppers”
- Introduce concepts such as surge pricing

Increasing Resident Experience



- Improve resident experience by optimizing our touch points
- Utilize ~300k resident interactions from the last 8 years to drive decision-making process
- Large-scale predictive analytics provides us the opportunity to change negative resident outcomes (improve retention) and identify most profitable prospective residents

Resident Wallet



- Realize a bigger share of our resident's wallet
- Cross-sell amongst UDR properties (focus on proximate locations helps), monetize high-demand amenities, utilize revenue sharing agreements (win-win for resident and UDR)

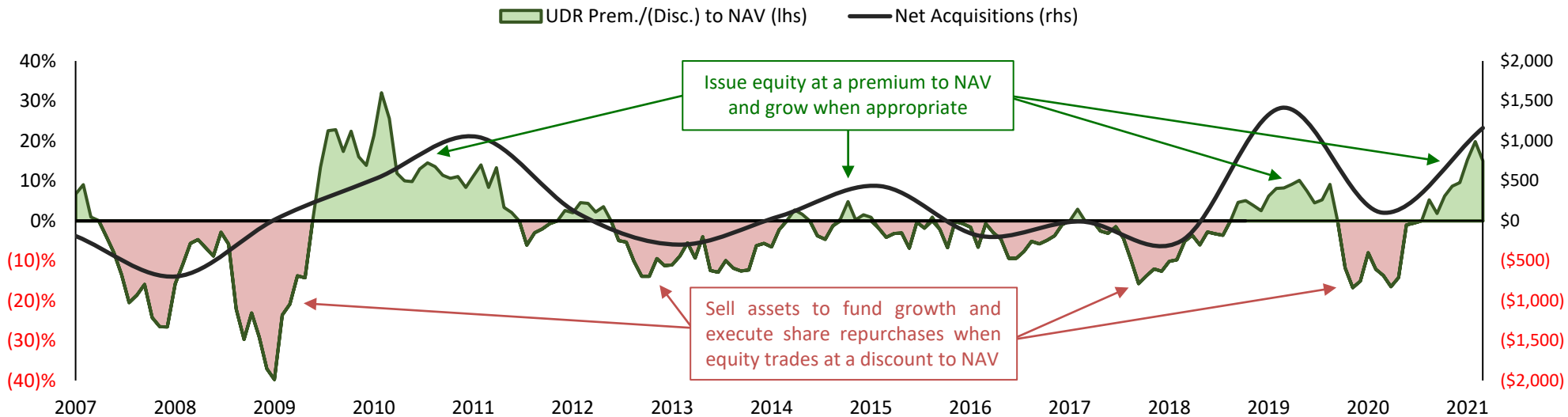
Reducing Controllable Expenses



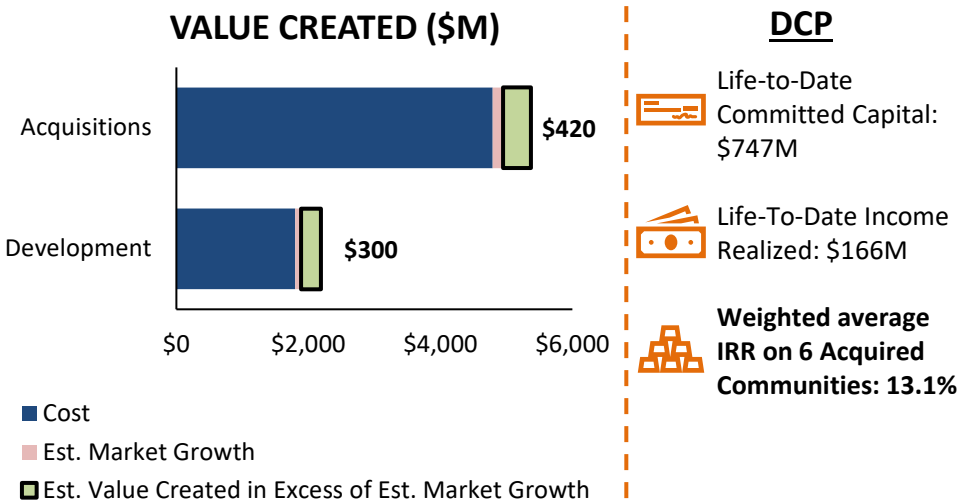
- Further leverage scale to improve outsourced costs and optimize procurement process and R&M
- Utilize AI to standardize and improve certain processes
- Operate additional communities with no on-site personnel

UDR has a strong track record of adhering to cost of capital signals from the public market. This discipline, combined with our expansive suite of investment options and extensive set of external growth value creation drivers, has driven robust returns for stakeholders over time.

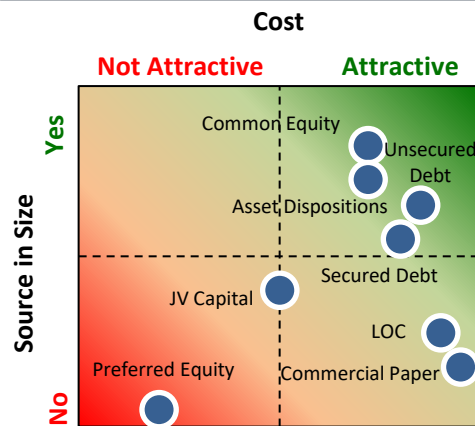
UDR'S CAPITAL ALLOCATION THROUGHOUT THE APARTMENT CYCLE (\$M)



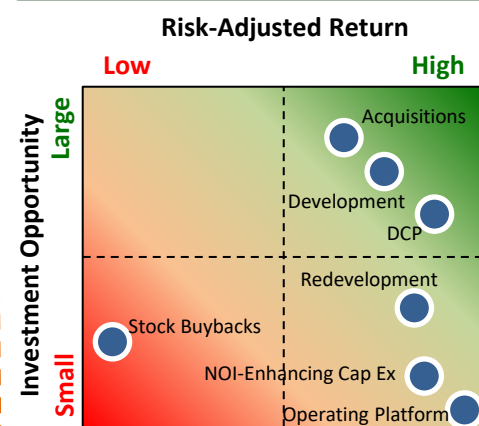
Value creation from external growth activities since 2014:



UDR'S CAPITAL SOURCES



UDR'S CAPITAL USES



Debt and common equity remain attractively priced sources of capital, in size. Developer Capital Program ("DCP") investments (mezzanine and preferred equity lending to developers), acquisitions, and development remain accretive uses, in size.

Our willingness and ability to **pivot toward investment opportunities that generate the highest risk-adjusted IRRs and the greatest earnings/NAV accretion** is central to UDR's capital allocation strategy. We have a full suite of options including:

ACQUISITIONS



Station on Silver | Herndon, VA (Washington, DC MSA)

- Portfolios or one-off value-add acquisitions with upside relative to private operators
- Target 10%-15% NOI growth above market.
- Acquired/under contract to acquire 26 third-party operating assets for ~\$3.0 billion since 2019.

DEVELOPMENT



Vitruvian West | Addison, TX (Dallas MSA)

- Develop ground up wholly-owned or JV communities in target markets.
- \$502 million active construction pipeline (~66% funded as of 3Q21) with planned developments in a diverse set of markets.

REDEVELOPMENT



10 Hanover Square Lobby | New York, NY

- NOI and value creating redevelopment, densification and unit additions.
- Recent projects: 880 Newport (CA), 388 Beale (CA), 10 Hanover Square (NYC), and Garrison Square (Boston) for a total cost of \$47 million.

DEVELOPER CAPITAL PROGRAM



Essex Luxe | Orlando, FL

- Opportunistically provide capital to third-party developers for assets in target markets.
- Strong investment returns and future optionality.
- Current DCP book is ~\$297 million of committed capital to 11 projects (>85% funded).

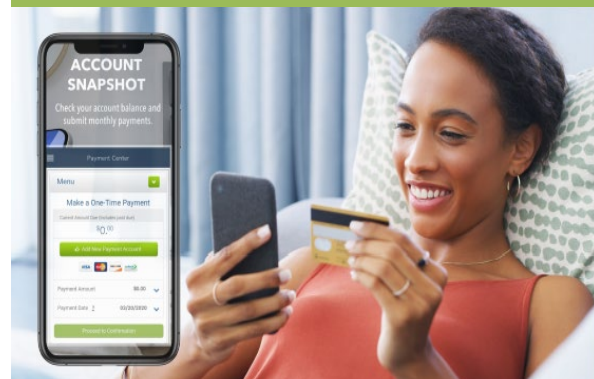
NOI-ENHANCING INVESTMENT



Tierra Del Rey Bathroom Remodel | L.A., CA

- \$45-\$50 million average annual portfolio-wide spend at low-double-digit IRRs to freshen up communities through amenity, kitchen & bath, and other upgrades.

OPERATING PLATFORM

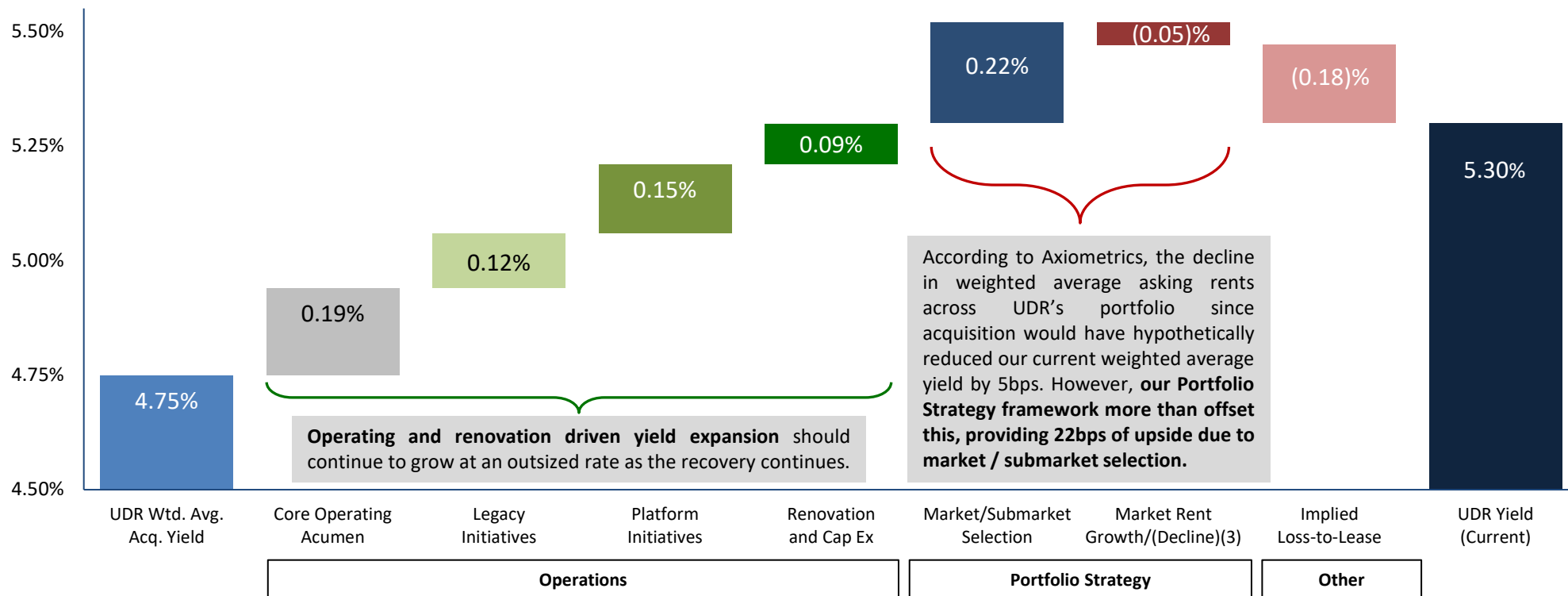


Virtual Tours | SmartHome Technology Package

- \$30-\$35 million projected spend in '19-'21 on Operating Platform enhancements and \$45-\$50 million on SmartHome technologies.

Historical acquisitions best exhibit the outsized growth and value creation our competitive advantages can provide. We believe we can grow NOI at acquired properties by 10% above market growth over the first three years of ownership. **In 2019, we acquired ~\$915 million of communities from third-party sellers⁽¹⁾ and have expanded the weighted average yield of these assets by ~55bps (~\$6.4 million of incremental annual run-rate NOI or \$125-\$140 million in shareholder value⁽²⁾), inclusive of ~5bps of negative market growth⁽³⁾ due to the pandemic.** We believe this enduring competitive advantage is repeatable and scalable.

2019 Third-Party Acquisitions: Drivers of Yield Expansion



- **Core operating acumen** including increased occupancy based on revenue maximization strategy.
- **Legacy initiatives** including parking optimization, view premiums, and short-term furnished rentals.
- **Next Gen Operating Platform initiatives** including personnel optimization, SmartHome installations, and self-service integration.
- **Renovation and CapEx investment** for unit interior renovations (K&B) and common area upgrades.

(1) Amount excludes communities acquired from UDR's Developer Capital Program.

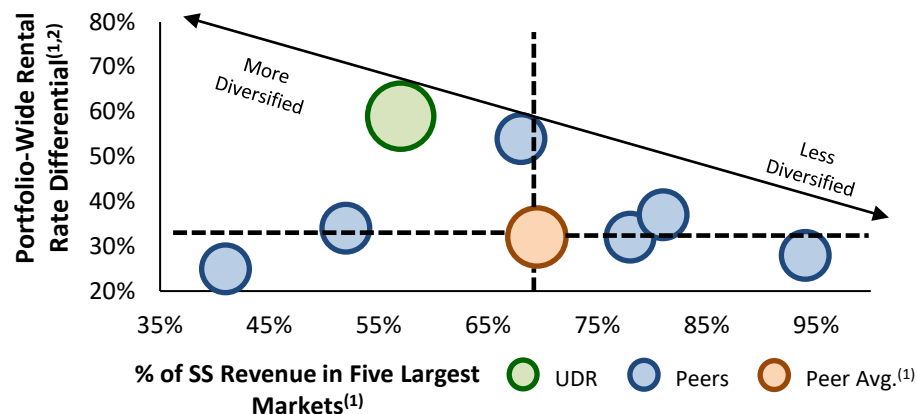
(2) Calculated based on an applied cap rate range of 4.5%-5.0%.

(3) Based on market rent growth according to Axiometrics data through September 2021.

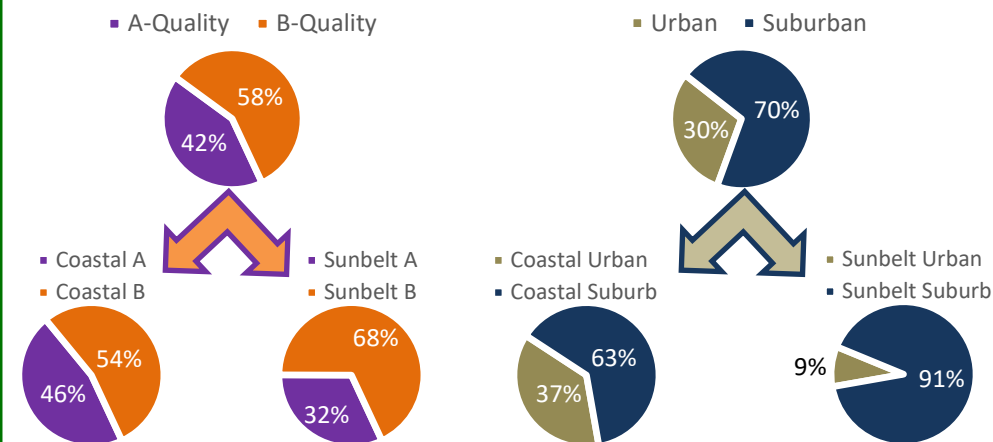
Source: Company documents.

Our diversified portfolio 1) is a differentiating factor versus peers, 2) appeals to a wide renter and investor audience, 3) provides for more markets to invest in / overlay our operating platform onto and 4) lessens volatility in long-term same-store growth.

Our portfolio is spread across 21 Coastal and Sunbelt markets with more price points that cater to a wide variety of renters.

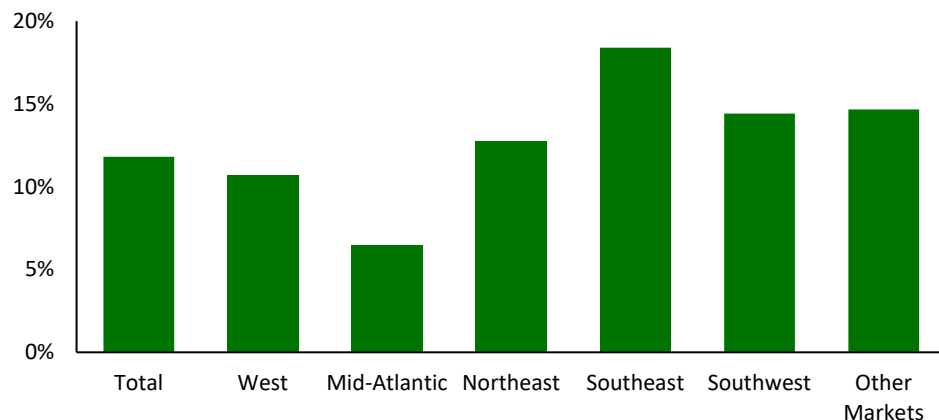


Desirable diversification by quality⁽³⁾ and location within markets.

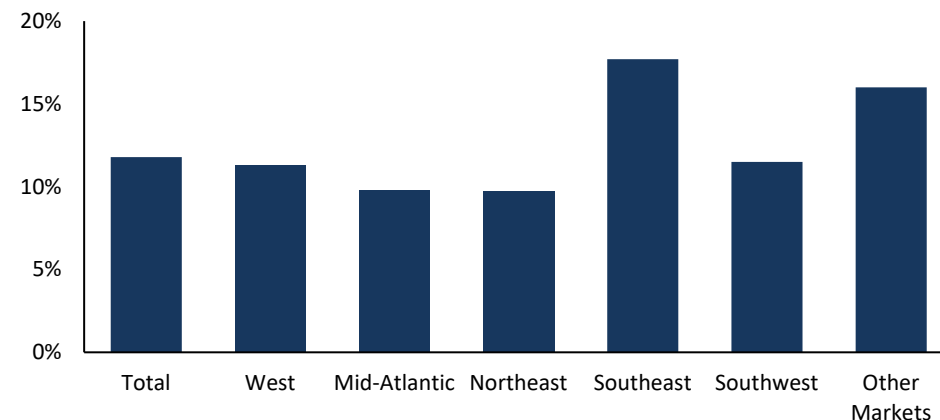


Pricing power is robust across our various regions. We expect loss-to-lease to compress as we monetize strong rate growth.

YOY Effective Blended Lease Rate Growth by Region
(as of October 31, 2021)



Loss-To-Lease by Region⁽⁴⁾
(as of October 31, 2021)



(1) Data as of September 30, 2021. Comparative top-5 markets for peer REITs are defined similarly to UDR's market definitions.

(2) Rental rate differential equals the percentage difference between 1st and 3rd quartile rent levels across each REIT's portfolio.

(3) Quality and location charts are based on NOI. A-Quality is defined as having average community rent >120% of the market average rent. B-Quality is defined as having average community rent greater than or equal to 80% but less than 120% of the market average rent.

(4) Loss-to-lease represents the percentage difference between the average market rent and average gross potential rent and excludes the impact of regulatory constraints that may otherwise limit rent increases in certain regions.

Source: Company and peer documents and AxioMetrics.

UDR has a diversified and **high-quality resident base** across our markets. **Our residents' household income is on average 150% above the median income** across the MSAs in which we operate, with a tilt toward high- and medium-income jobs. Resident credit quality has remained consistent over time with average annual household income of \$136K, which is 5% higher compared to pre-COVID, and an average rent-to-income ratio in the low-20% range.

Seattle

Avg. Resident Age:	34
Avg. Household Income (\$000s):	\$137
vs. MSA Median Income:	142%
% High-Income MSA Jobs:	↑
% Medium-Income MSA Jobs:	↑
% Low-Income MSA Jobs:	↓

San Francisco Bay Area

Avg. Resident Age:	35
Avg. Household Income (\$000s):	\$198
vs. MSA Median Income:	162%
% High-Income MSA Jobs:	↑
% Medium-Income MSA Jobs:	↑
% Low-Income MSA Jobs:	↓

Orange County

Avg. Resident Age:	36
Avg. Household Income (\$000s):	\$149
vs. MSA Median Income:	164%
% High-Income MSA Jobs:	↓
% Medium-Income MSA Jobs:	↑
% Low-Income MSA Jobs:	↓

UDR Combined Same-Store Portfolio

Avg. Resident Age:	34
Avg. Household Income (\$000s):	\$136
vs. MSA Median Income:	150%
% High-Income MSA Jobs:	↔
% Medium-Income MSA Jobs:	↑
% Low-Income MSA Jobs:	↓

Boston

Avg. Resident Age:	32
Avg. Household Income (\$000s):	\$165
vs. MSA Median Income:	186%
% High-Income MSA Jobs:	↔
% Medium-Income MSA Jobs:	↑
% Low-Income MSA Jobs:	↓

New York City

Avg. Resident Age:	34
Avg. Household Income (\$000s):	\$297
vs. MSA Median Income:	417%
% High-Income MSA Jobs:	↔
% Medium-Income MSA Jobs:	↑
% Low-Income MSA Jobs:	↓

Metro Washington, D.C.

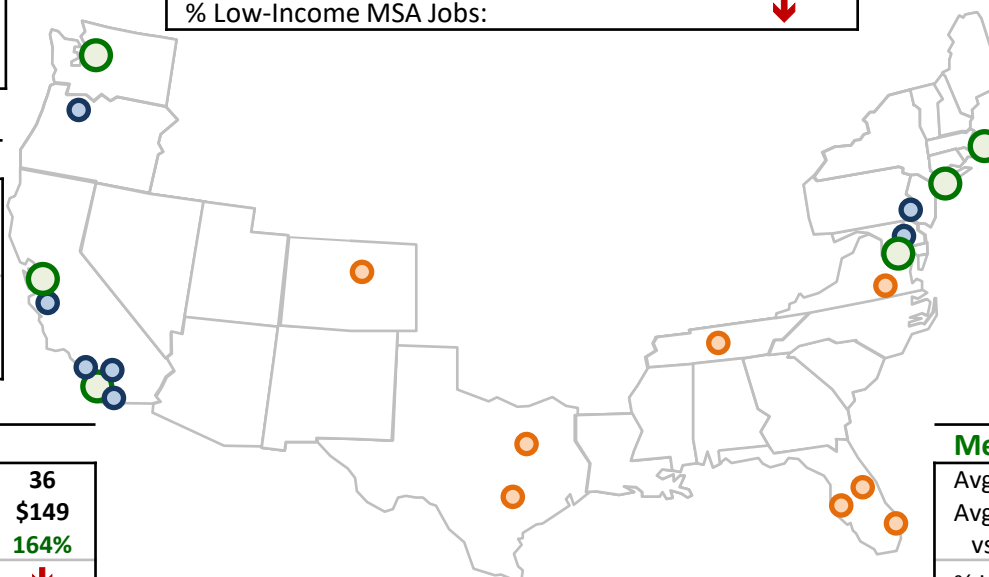
Avg. Resident Age:	35
Avg. Household Income (\$000s):	\$121
vs. MSA Median Income:	116%
% High-Income MSA Jobs:	↑
% Medium-Income MSA Jobs:	↓
% Low-Income MSA Jobs:	↓

Sunbelt Markets

Avg. Resident Age:	33
Avg. Household Income (\$000s):	\$91
vs. MSA Median Income:	134%
% High-Income MSA Jobs:	↔
% Medium-Income MSA Jobs:	↑
% Low-Income MSA Jobs:	↓

- Primary Coastal Markets
- Other Coastal Markets
- Sunbelt Markets

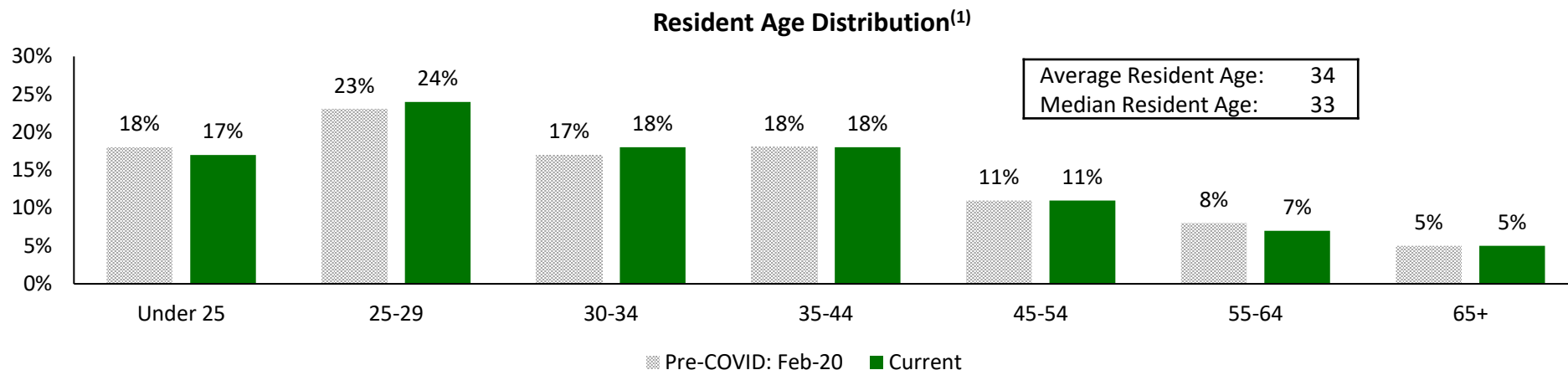
- ↑ >35% of Jobs
- ↔ >30% and <35% of Jobs
- ↓ <30% of Jobs



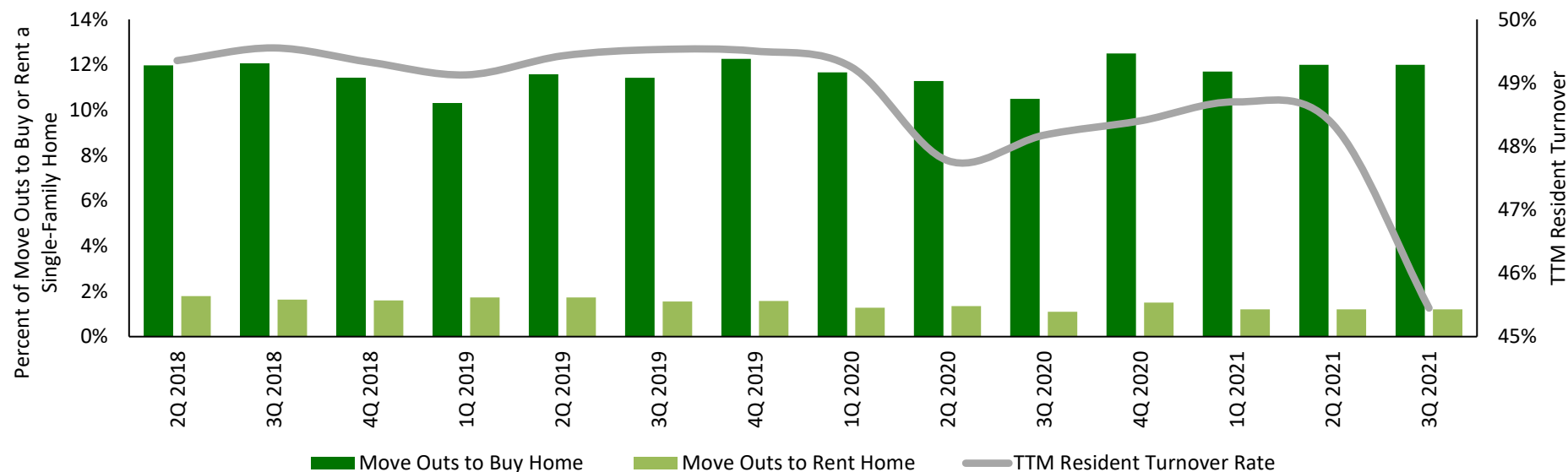
⁽¹⁾ Data as of September 2021. Resident Age, Household Income, and Household income versus MSA Median Income are based on UDR portfolio attributes. Analysis of job quality stratification (High-Income, Medium-Income, and Low-Income) reflects employment trends at the market level (or aggregated market level in the case of Sunbelt Markets) and are not necessarily reflective of UDR's resident profile. The intent of this analysis is to demonstrate the quality of potential residents based on the total addressable market. Jobs are classified by industries as defined by the Bureau of Labor Statistics category: Segmentation is done across Mining/Logging/Construction, Manufacturing, Trade/Transportation/Utilities, Information Services, Financial Services, Professional and Business Services, Education and Health Services, Leisure and Hospitality, Federal/State/Local Government, and Other Services.

RESIDENT ATTRIBUTES AND TRENDS

Our diversified portfolio across markets, product types, and price points appeals to a **wide variety of renters across various ages and other demographic traits**. While the Millennial generation has garnered headlines for potential changes in their housing preferences, our resident composition is balanced, thereby minimizing risk of exposure to specific cohorts.



Since implementing our Next Generation Operating Platform in mid-2018, **our focus on resident satisfaction has driven a ~400 basis point decrease in trailing-twelve-month (“TTM”) turnover**. Move outs to buy or rent a single-family home have remained relatively consistent over time. Resident move outs to buy (12%) or rent (1%) a single-family home during the third quarter of 2021 totaled 13%, similar to historic norms.



(1) Distribution is based on residents who are signees on a lease.
Source: Company documents.

STRONG, LIQUID BALANCE SHEET

UDR's balance sheet is **safe, liquid, flexible**, and fully capable of supporting a wide variety of growth opportunities in size. We have improved our maturity profile, five-year liquidity outlook, available LOC capacity, and many credit metrics. The efficient pricing these attributes provide serves as a competitive advantage versus the private market.

3Q 2021 UDR BALANCE SHEET STATS

Consolidated Debt-to-Enterprise Value⁽¹⁾ 22.7%

Consolidated Net Debt-to-EBITDA⁽²⁾ 7.1x

Consolidated Fixed Charge Coverage 4.9x

% of NOI Unencumbered 87.2%

Avg. Debt Duration (Years)⁽²⁾ 7.8

% of Debt Maturing in Next 5 Years⁽²⁾ 11.8%

S&P Unsecured Rating BBB+

Moody's Unsecured Rating Baa1

Safely Investment Grade rated

Well-laddered maturity schedule

Translates into efficient pricing

LIQUIDITY AND SOURCES & USES OF CAPITAL



~\$1.6 billion in available liquidity, including >\$600 million in unsettled forward equity sale agreements

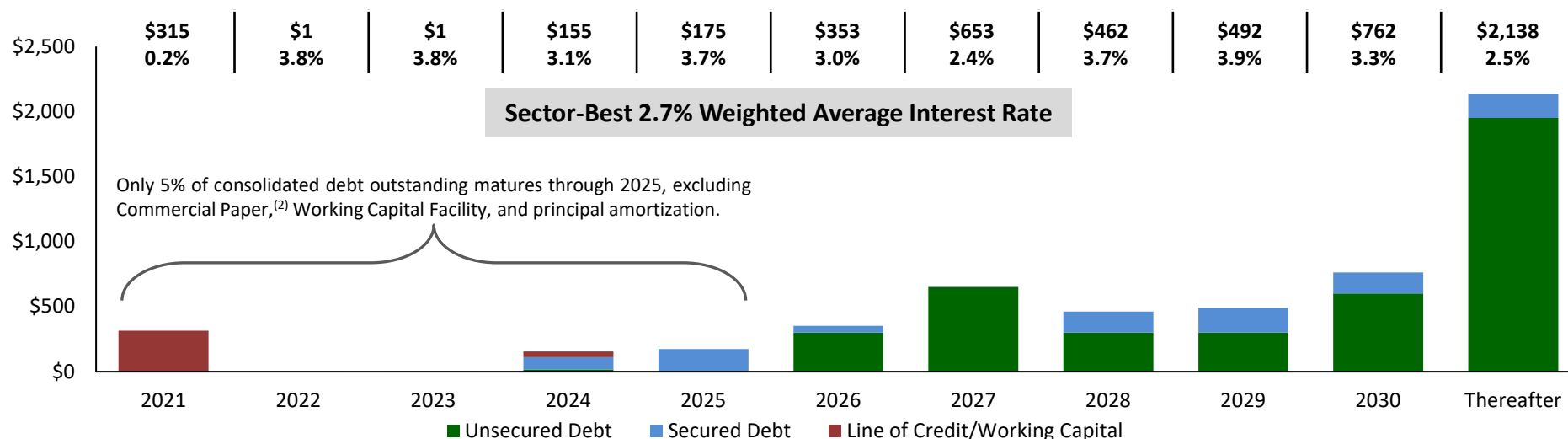


Deep pipeline of opportunistic and value-add investments



Uses of capital fully match-funded

WELL-LADDERED FORWARD DEBT MATURITY SCHEDULE (\$M/WEIGHTED AVERAGE INTEREST RATE)



(1) Consolidated debt-to-Enterprise Value is calculated using the Company's Enterprise Value as of November 5, 2021.

(2) 2021 maturities reflect \$315.0 million of principal outstanding at an interest rate of 0.22%, an equivalent of LIBOR plus a spread of 14 basis points, on the Company's unsecured commercial paper program as of September 30, 2021. Under the terms of the program the Company may issue up to a maximum aggregate amount outstanding of \$700.0 million. If the commercial paper was refinanced using the line of credit, the weighted average years to maturity would be 7.8 years without extensions and 8.1 years with extensions

Source: Company documents.

INNOVATIVE CULTURE AND ESG LEADERSHIP

Reporting on our **ESG initiatives and successes** has expanded and improved over the past three years.

Corporate Responsibility



Named #1 listed Residential performer and [2021 Global and Regional Sector Leader by GRESB](#) after achieving a score of 86.



Classified “Low Risk” by Sustainalytics ESG Risk Rating Report; Improved Risk Rating score to 14, a 5-point decrease versus last year (one of only 2 Multifamily REITs that improved YOY).



Awarded Smart Buildings Innovator of the Year in both [2019](#) and [2020](#).



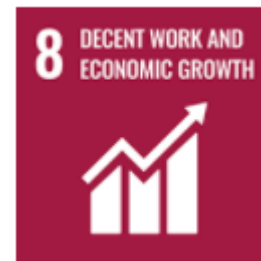
Published 3rd annual [ESG Report](#) in compliance with GRI, SASB, and TCFD frameworks.



Issued two Green Bonds totaling \$650 million since 4Q 2019.

“E” – Transparent Environmental Stewardship Targets⁽¹⁾ and Commitment to Sustainable Building Operations

UDR has aligned with the 9 United Nations Sustainable Development Goals that we believe are most relevant to our industry.



⁽¹⁾ For additional details on UDR's targets, please refer to the Company's [ESG website](#) and its [3rd annual ESG Report](#).
Source: Company documents.

INNOVATIVE CULTURE AND ESG LEADERSHIP

UDR's **culture is innovative, empowering and rewards success**. Throughout the pandemic, UDR has [proactively engaged](#) with our associates and residents, supporting **UDR's near-maximum GRESB score in Social Responsibility**.

"S" – Social Responsibility: Associate Engagement and DEI



81% of associates are engaged and 79% are enabled to do their job (800bps and 600bps, respectively, above the High-Performing Norm).



~90% of associates feel that people from diverse backgrounds can succeed at UDR.



84% of associates feel that UDR is innovative and has a strong performance culture.



One-time bonuses, additional paid time-off, vacation buyouts, and associate assistance during the pandemic.



Introduced more flexible work schedules.



Established enhanced wellness benefits, including physical and mental health.

"S" – Social Responsibility: Resident Engagement and Satisfaction



Established payment plans to accommodate those financially impacted by the pandemic.



Provided resource assistance to residents, including guidance on obtaining rental assistance through available programs.



Enhanced touchless technology and cleaning protocols for improved safety and engagement.



~50% increase in online reputation scores over the past five years.



25% increase in resident loyalty scores (NPS) since 2Q18.



~400bps reduction in TTM resident turnover vs. 2Q18.

"G" – Strong Corporate Governance



[Near-maximum Corporate Governance score by GRESB](#) (19 of 20 possible points).







Robust framework with active engagement among: (1) our Board, (2) our stakeholders, (3) ISS, and (4) Glass Lewis.



Enhanced Board diversity with [2021 appointment of Kevin Nickelberry](#) and [2020 appointment of Diane Morefield](#).

UDR has a **dedicated Governmental Affairs team** that tracks and communicates our comprehensive understanding of eviction moratoriums, rent regulations, and other regulatory topics to our UDR teams. This has been critical to **enabling our surgical approach toward pricing apartment homes and maximizing revenue growth during the pandemic.**

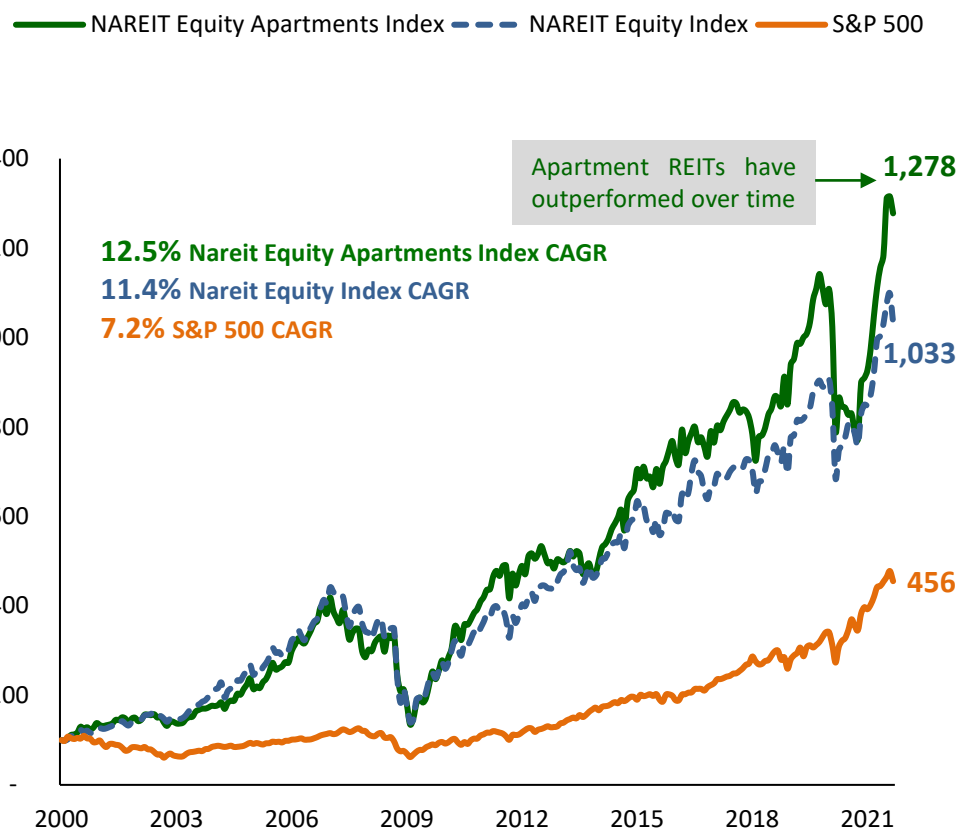
Regulatory Environment Challenges	Opportunities	Trend
<ul style="list-style-type: none"> Willingness vs. Ability to Pay 	<p>➡ Leverage knowledge and understanding of rental assistance programs to support those in need and obtain (to the extent possible) reimbursement on accumulated back rent.</p> <ul style="list-style-type: none"> YTD UDR has <u>collected approximately \$22 million</u> from these programs as of early-November with another \$11 million of applications under review. 	
<ul style="list-style-type: none"> Emergency regulations 	<p>➡ Granular surveillance of city, county, state, federal, and judicial regulations to drive operating strategies, unit-by-unit pricing strategies, and repurposing of common areas.</p>	
<ul style="list-style-type: none"> Eviction moratoriums 	<p>➡ Enhance resident satisfaction through collaborative engagement to find solutions to financial hardship that benefit both the resident and the Company.</p> <ul style="list-style-type: none"> The 3Q 2021 U.S. Supreme Court decision striking down the national CDC eviction moratorium leaves only state and local moratoriums in place. 	
<ul style="list-style-type: none"> Lower rent collection levels vs. pre-COVID 	<p>➡ Enhanced our pre-lease screening process and developed a real-time collections interface with feedback loop to local teams.</p>	



322 on North Broad | Philadelphia, PA

REITs have historically served as a strong inflation hedge and have direct exposure to primary drivers of the U.S. economy. **Apartment REIT TSR has outperformed that of other REITs and the broader market by a wide margin over the past 20 years.** This outperformance has been driven by 1) an ongoing shortage of U.S. housing, 2) better long-term NOI growth and lower cap ex than most other REIT sectors, 3) the sector's status as a necessary, non-discretionary expense, and 4) a higher propensity to rent from Millennials and Baby Boomers, the two largest U.S. population cohorts.

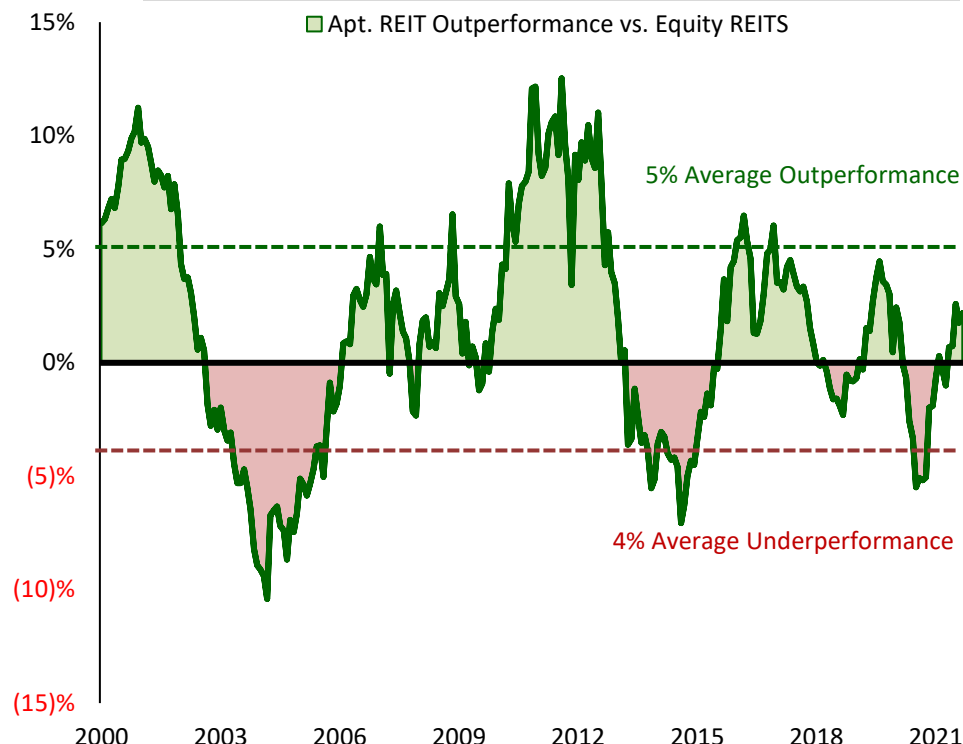
TOTAL SHAREHOLDER RETURN (INDEXED AT 100 IN JANUARY 2000)⁽¹⁾



ROLLING 3-YEAR ANNUALIZED TSR⁽¹⁾

62% of the time, the Nareit Equity Apartments Index has outperformed the Nareit Equity Index on a rolling 3-Year TSR basis.

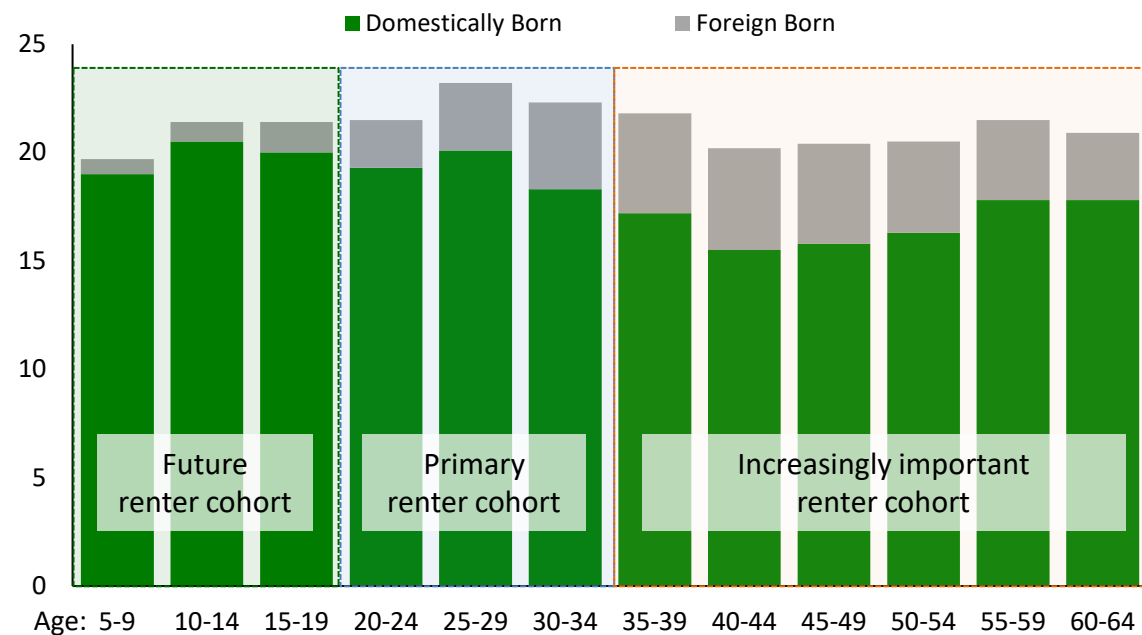
91% YOY TSR correlation between the two datasets since 2000.



(1) Data through October 31, 2021.
Source: Nareit and Factset.

Long-term demographics remain strong for apartments. Domestically born cohorts aged 19 years and under are, on average, 605K people larger than the primary renter cohort aged 20-34 years. An expected **improvement in immigration policies should support growth in the foreign-born population**, which generally has an elevated propensity to rent. Pairing these two factors bodes well for future apartment rental demand. Since 2010, approximately 28% fewer total housing units have been produced than total household formations over the same period. **Affordability and lack of availability remain barriers to single-family ownership** across many U.S. markets and third-party forecasts indicate ~5 million additional apartments should be needed by 2030 to satisfy housing demand.

U.S. POPULATION BY AGE COHORT (MILLIONS)



The primary renter cohort (aged 20-34) is sizeable, providing a solid current renter base. The domestically born future renter cohort is slightly larger in size, supporting a strong long-term trend for renter growth. Whether the “population wave” continues is dependent on the intensity of foreign-born growth as younger cohorts mature, which could be supported by improved immigration policies.



Peak home-buying age ↑ to 34 from 29 in the 1970s.

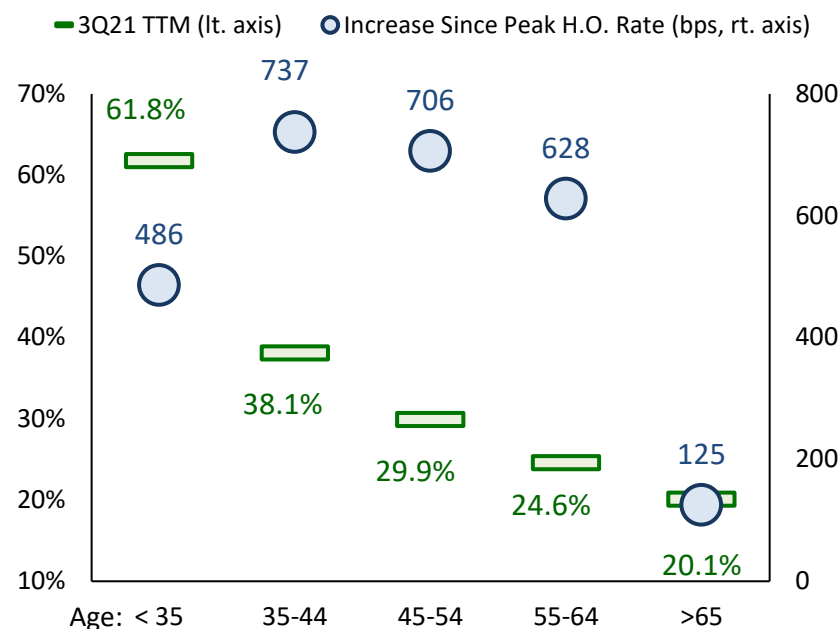


Average age of marriage ↑ to 32 from 22 in the 1970s.



48% of Millennials have zero down payment savings.

PROPENSITY TO RENT BY AGE COHORT



Propensity to rent is significantly higher than the previous housing peak in the mid-2000s. This is apparent across all age cohorts and in many of UDR’s largest markets and is a function of an overall housing shortage, high for-sale home prices, pent up demand (decoupling and new household formation), and higher wages.

Forward Looking Statements

Certain statements made in this presentation may constitute “forward-looking statements.” Words such as “expects,” “intends,” “believes,” “anticipates,” “plans,” “likely,” “will,” “seeks,” “estimates” and variations of such words and similar expressions are intended to identify such forward-looking statements. Forward-looking statements, by their nature, involve estimates, projections, goals, forecasts and assumptions and are subject to risks and uncertainties that could cause actual results or outcomes to differ materially from those expressed in a forward-looking statement, due to a number of factors, which include, but are not limited to, the impact of the COVID-19 pandemic and measures intended to prevent its spread or address its effects, unfavorable changes in the apartment market, changing economic conditions, the impact of inflation/deflation on rental rates and property operating expenses, expectations concerning availability of capital and the stabilization of the capital markets, the impact of competition and competitive pricing, acquisitions, developments and redevelopments not achieving anticipated results, delays in completing developments, redevelopments and lease-ups on schedule, expectations on job growth, home affordability and demand/supply ratio for multifamily housing, expectations concerning development and redevelopment activities, expectations on occupancy levels and rental rates, expectations concerning the joint ventures with third parties, expectations that technology will help grow net operating income, expectations on annualized net operating income and other risk factors discussed in documents filed by the Company with the SEC from time to time, including the Company's Annual Report on Form 10-K and the Company's Quarterly Reports on Form 10-Q. Actual results may differ materially from those described in the forward-looking statements. These forward-looking statements and such risks, uncertainties and other factors speak only as of the date of this presentation, and the Company expressly disclaims any obligation or undertaking to update or revise any forward-looking statement contained herein, to reflect any change in the Company's expectations with regard thereto, or any other change in events, conditions or circumstances on which any such statement is based, except to the extent otherwise required under the U.S. securities laws.

Definitions and reconciliations can be found in the attached appendix and on UDR's investor relations website at <http://ir.udr.com/> under the News and Presentations heading.



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