



5421 at Dublin Station  
San Francisco, CA



Opening doors to the future®

# Fourth Quarter and Full-Year 2024 Earnings Presentation

FEBRUARY 2025



# DISCLAIMER AND FORWARD-LOOKING STATEMENTS

This presentation, which the Company intends to provide on an annual basis in conjunction with its initial guidance outlook, is complementary to the Company's conference call to discuss its Fourth Quarter and Full-Year 2024 earnings results, taking place on February 6, 2025. Content herein should be read alongside the Company's earnings release and related Supplemental Financial Information dated February 5, 2025.

Certain statements made in this presentation may constitute "forward-looking statements." Words such as "expects," "intends," "believes," "anticipates," "plans," "likely," "will," "seeks," "outlook," "guidance," "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, general market and economic conditions, unfavorable changes in the apartment market and economic conditions that could adversely affect occupancy levels and rental rates, the impact of inflation/deflation on rental rates and property operating expenses, the availability of capital and the stability of the capital markets, elevated interest rates, 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 or at expected rent and occupancy levels, changes in job growth, home affordability and demand/supply ratio for multifamily housing, development and construction risks that may impact profitability, risks that joint ventures with third parties and Debt and Preferred Equity Program investments do not perform as expected, the failure of automation or technology to help grow 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, Events & Presentations heading.

# FEATURED SPEAKERS

Tom Toomey

Chairman and CEO



Joe Fisher

President, CFO, and CIO



Mike Lacy

COO



## KEY TAKEAWAYS

- 1 Fourth Quarter and Full-Year 2024 FFOA per share results met guidance expectations; Same-Store results were better than their respective midpoints.
- 2 Resilient economic backdrop, with new supply pressures expected to abate as 2025 progresses.
- 3 Investments in innovation expected to drive future incremental NOI.
- 4 Positioned well for opportunistic accretive investments.
- 5 Strong balance sheet with ample liquidity and appropriately sized sources and uses of capital.

# RECENT RESULTS

4Q and FY 2024 FFOA per share and Same-Store results met or exceeded guidance.

| Metric                        | 4Q 2024 | FY 2024 | Vs. Guidance Midpoint |
|-------------------------------|---------|---------|-----------------------|
| FFOA per diluted share        | \$0.63  | \$2.48  | In-Line               |
| Year-Over-Year (“YOY”) Growth | 0%      | 1%      |                       |
| YOY Same-Store Growth         |         |         |                       |
| Revenue                       | 2.5%    | 2.3%    | Beat                  |
| Expense                       | 3.4%    | 4.3%    | Beat                  |
| NOI                           | 2.1%    | 1.5%    | Beat                  |
| Average Physical Occupancy    | 96.8%   | 96.8%   |                       |

# 2025 MACRO OUTLOOK

Positive demand and economic growth balanced by various uncertainties.

## 2025 YOY Rent Growth Forecast

UDR

2.0%

Consensus

2.25% to 2.75%

### Positives<sup>(1)</sup>



YOY GDP Growth (1.5% to 2.5%)



YOY Job (0% to 1%) and Wage (3% to 4%) Growth



Lower Homeownership Rate (75 to 125bps)  
= Higher Rentership



Lower New Housing Supply (approximately 2.25%  
of existing stock vs. 3.5% in 2024)

### Uncertainties



Economic Uncertainty, including Fed Actions



Potential Immigration Reform



Regulatory Risk



Potential DOGE Impacts

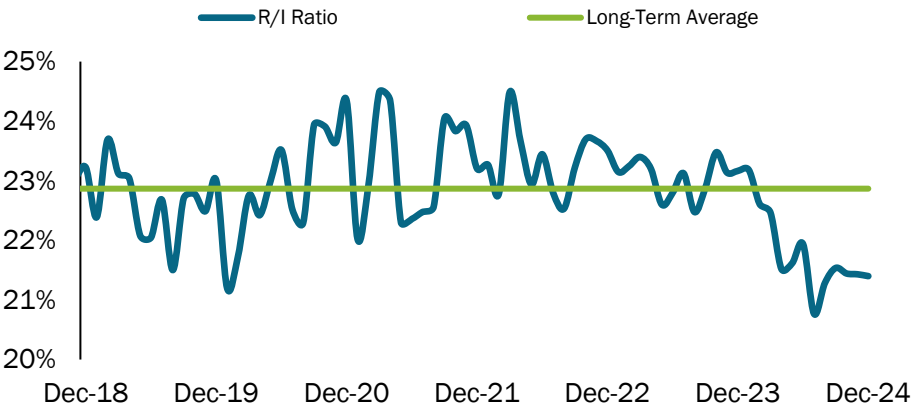
(1) Consensus economic forecasts are from Moody's Analytics.  
Source: Company documents, Moody's Analytics, RealPage, CoStar, REIS.

# SECTOR OUTLOOK<sup>(1)</sup>

Demographics, affordability, and demand/supply factors continue to support rentership.

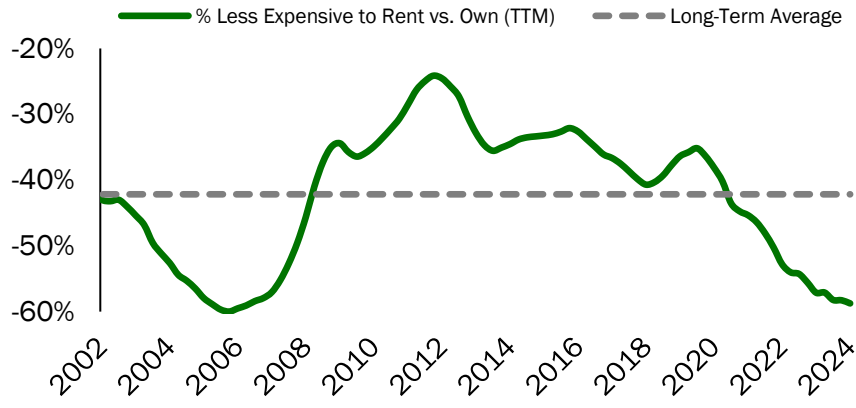
## Steady Rent-to-Income Ratio (“R/I”)

Median resident R/I ratio in the low-20% range



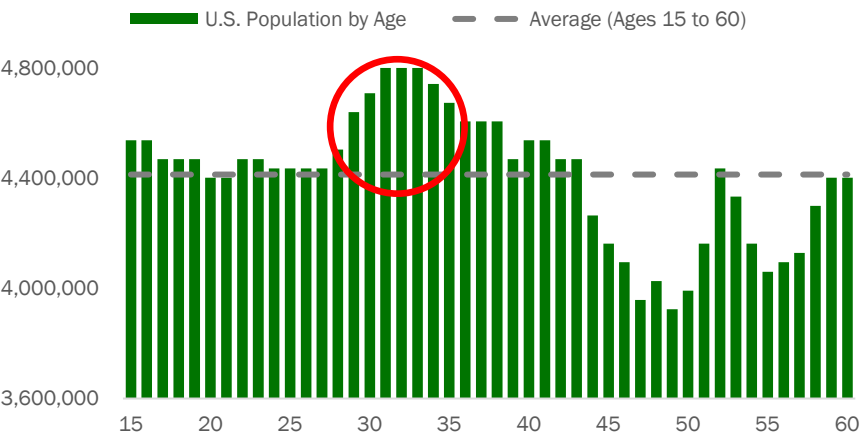
## Attractive Relative Affordability

Nearly 60%, or \$3,200 per month, less expensive to rent than own across UDR markets



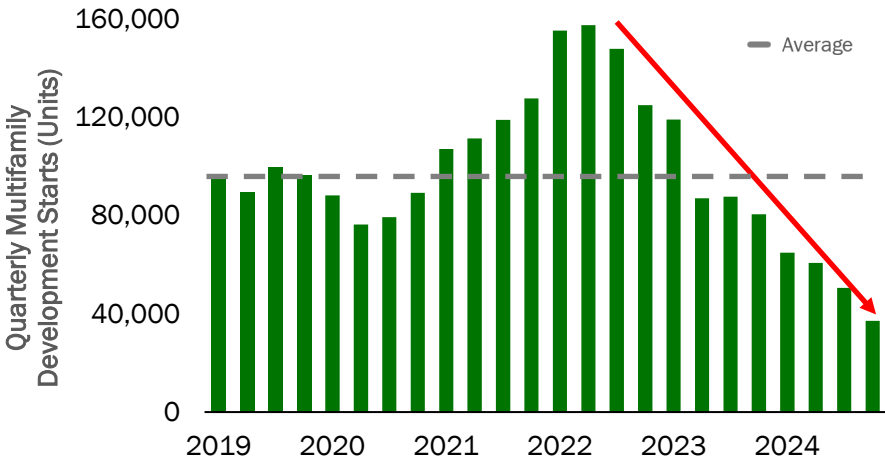
## Robust Demand

Above-average population concentrations in the mid-20's to early-30's age cohorts support future apartment rental demand



## Slowing Future Supply

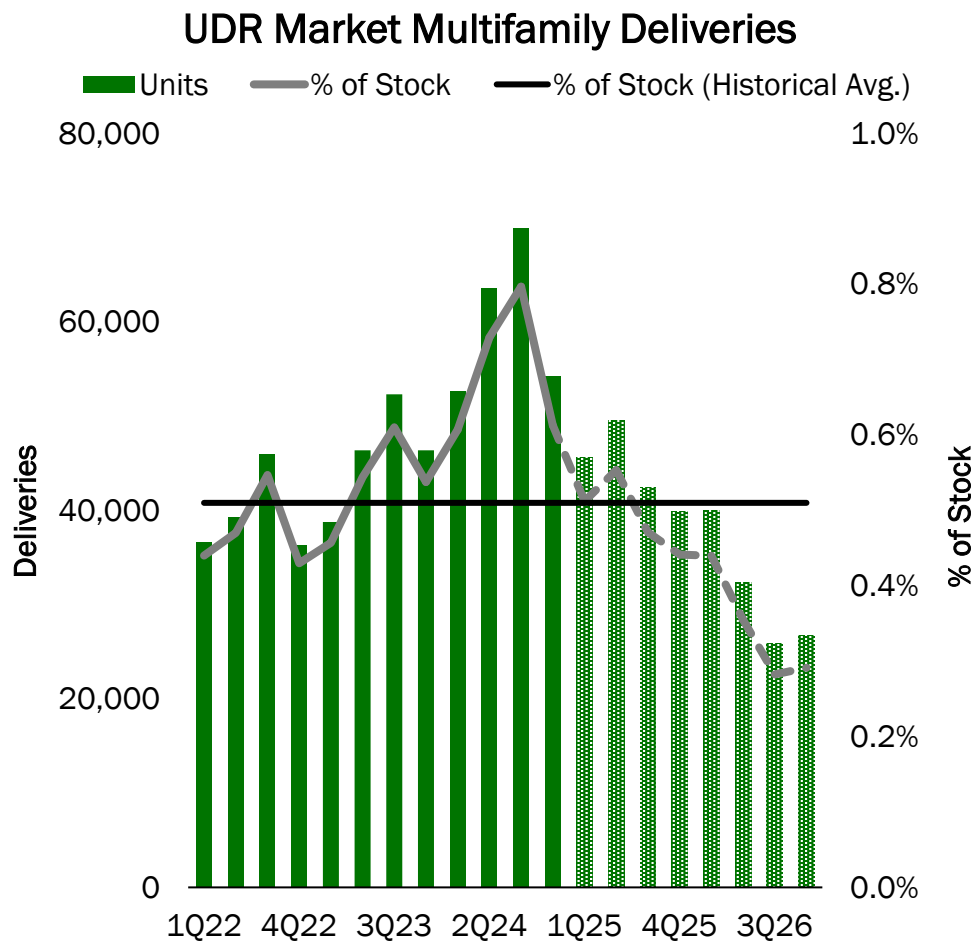
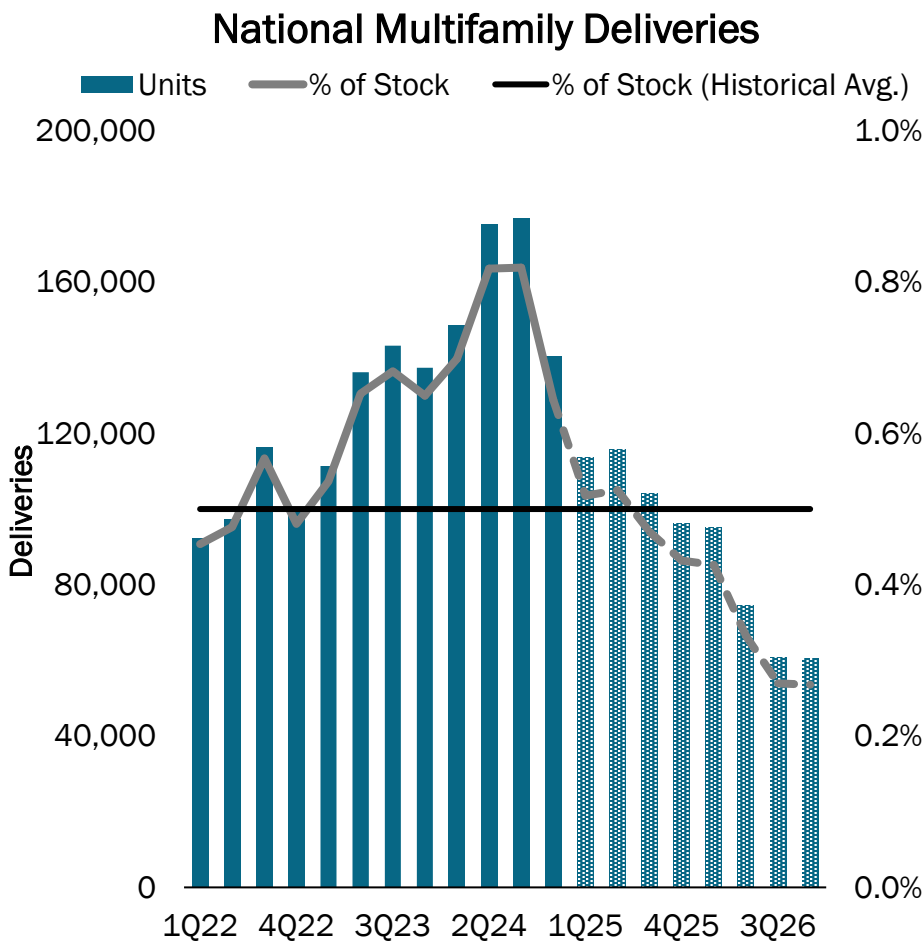
Multifamily starts have declined materially since mid-2022



(1) Metrics as of December 31, 2024, unless otherwise noted.  
Source: Company documents, RealPage, U.S. Census Bureau.

# SUPPLY OUTLOOK – BIG PICTURE

New multifamily deliveries are expected to decline to historical averages in 2025, with future completions expected to trend even lower in 2026.

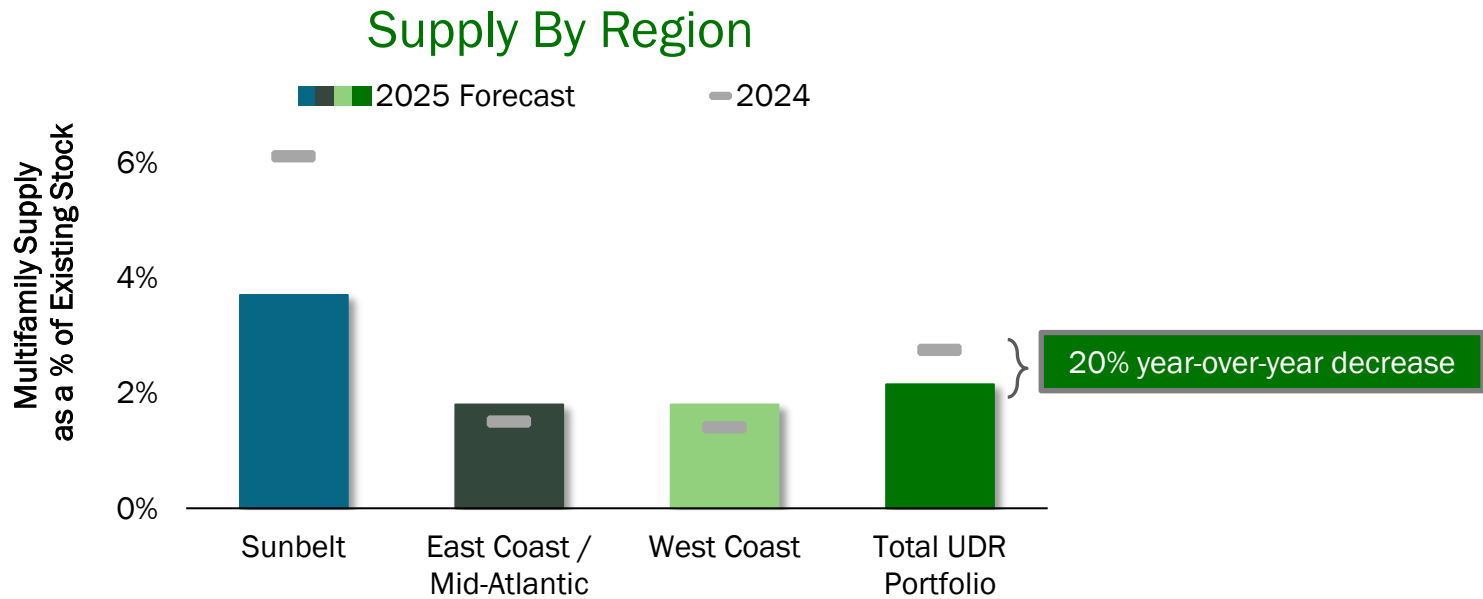


(1) Historical Average is defined as the period from 2000 through 2019.  
Source: Company documents, RealPage, CoStar.



# SUPPLY OUTLOOK – IMPACT TO UDR MARKETS

2025 supply in Coastal regions is similar to 2024 while Sunbelt is materially lower.



| 2025 Supply as % of Existing Stock <sup>(1)</sup>  |  |   |
|--|--|---|
| Flat to 50 bps Above Historical Average  | 50 to 150 bps Above Historical Average   | >150 bps Above Historical Average   |
| 40% of UDR NOI<br>Baltimore<br>Monterey Peninsula<br>Orange County<br>Portland<br>San Francisco Bay Area<br>Washington, D.C. Metro | 40% of UDR NOI<br>Boston<br>Dallas<br>Denver<br>Los Angeles<br>New York<br>Philadelphia<br>Seattle | 20% of UDR NOI<br>Austin<br>Inland Empire<br>Nashville<br>Orlando<br>Richmond<br>San Diego<br>Tampa |

(1) Historical Average is defined as the period from 2000 through 2019.  
Source: Company documents, RealPage, CoStar.

## 2025 OUTLOOK<sup>(1)</sup>

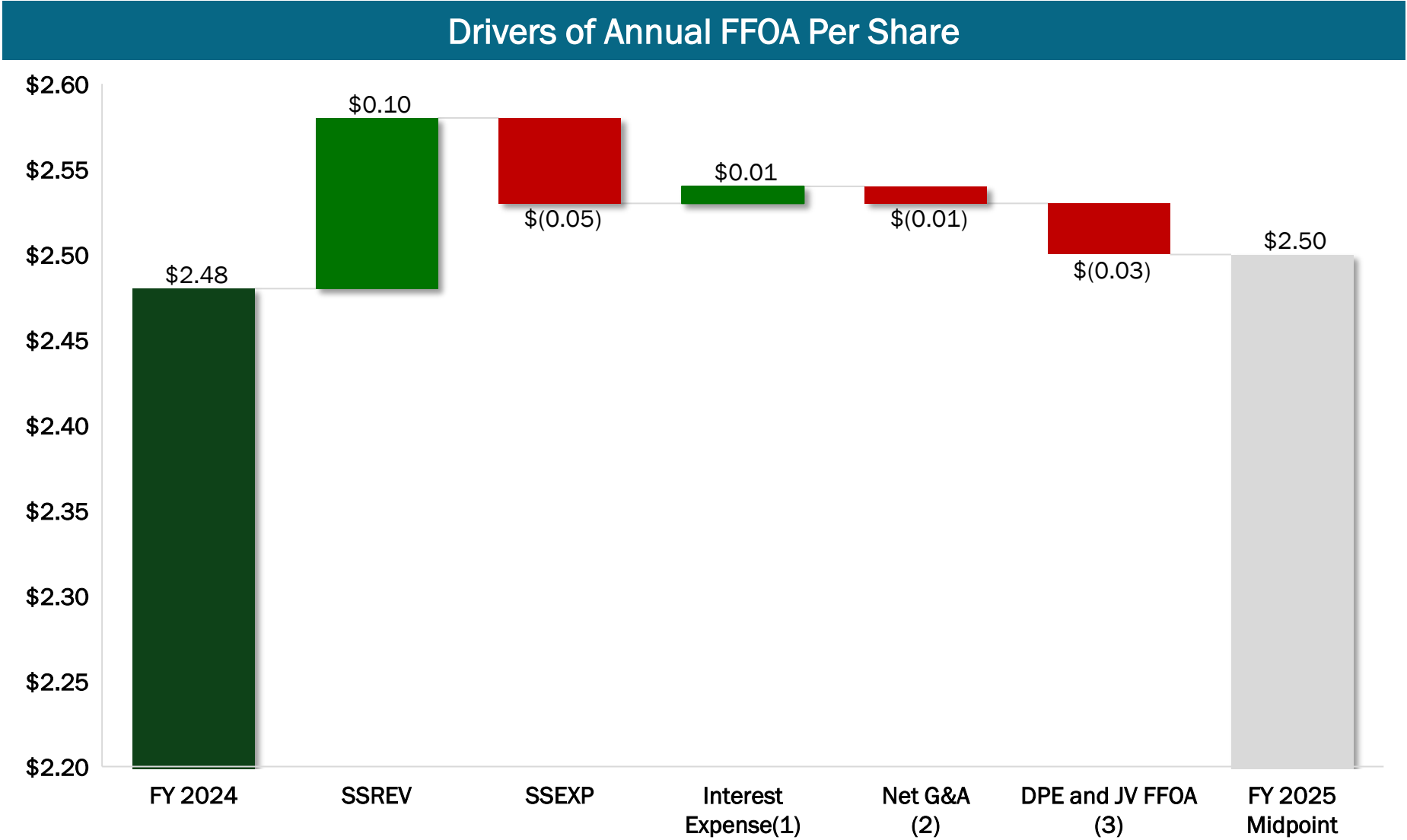
The waning impact of historically-high supply deliveries should lead to a positive inflection in same-store growth as 2025 progresses.

| Metric                 | 1Q 2025 Outlook  | FY 2025 Outlook  | FY 2025 Midpoint | FY 2024 Actual |
|------------------------|------------------|------------------|------------------|----------------|
| FFOA per share         | \$0.60 to \$0.62 | \$2.45 to \$2.55 | \$2.50           | \$2.48         |
| YOY Growth at Midpoint | Flat             | -                | 1%               | -              |
| Same Store Growth      |                  |                  |                  |                |
| Revenue (“SSREV”)      | -                | 1.25% to 3.25%   | 2.25%            | 2.30%          |
| Expense (“SSEXP”)      | -                | 2.75% to 4.25%   | 3.50%            | 4.30%          |
| NOI (“SSNOI”)          | -                | 0.50% to 3.00%   | 1.75%            | 1.50%          |

(1) Refer to the Appendix and the Company’s related Supplemental Financial Information for further details.  
Source: Company documents.

# FULL-YEAR 2025 FFOA PER SHARE GUIDANCE

YOY increase driven by positive SSNOI growth and lower interest expense, partially offset by higher G&A and lower DPE earnings contribution.



(1) The Company faces a negative \$0.01 per diluted share impact from the mid-year expiration of an interest rate swap on \$175.0 million of its debt. This is expected to be more than offset by an assumed lower average debt balance in FY 2025 as compared to FY 2024.

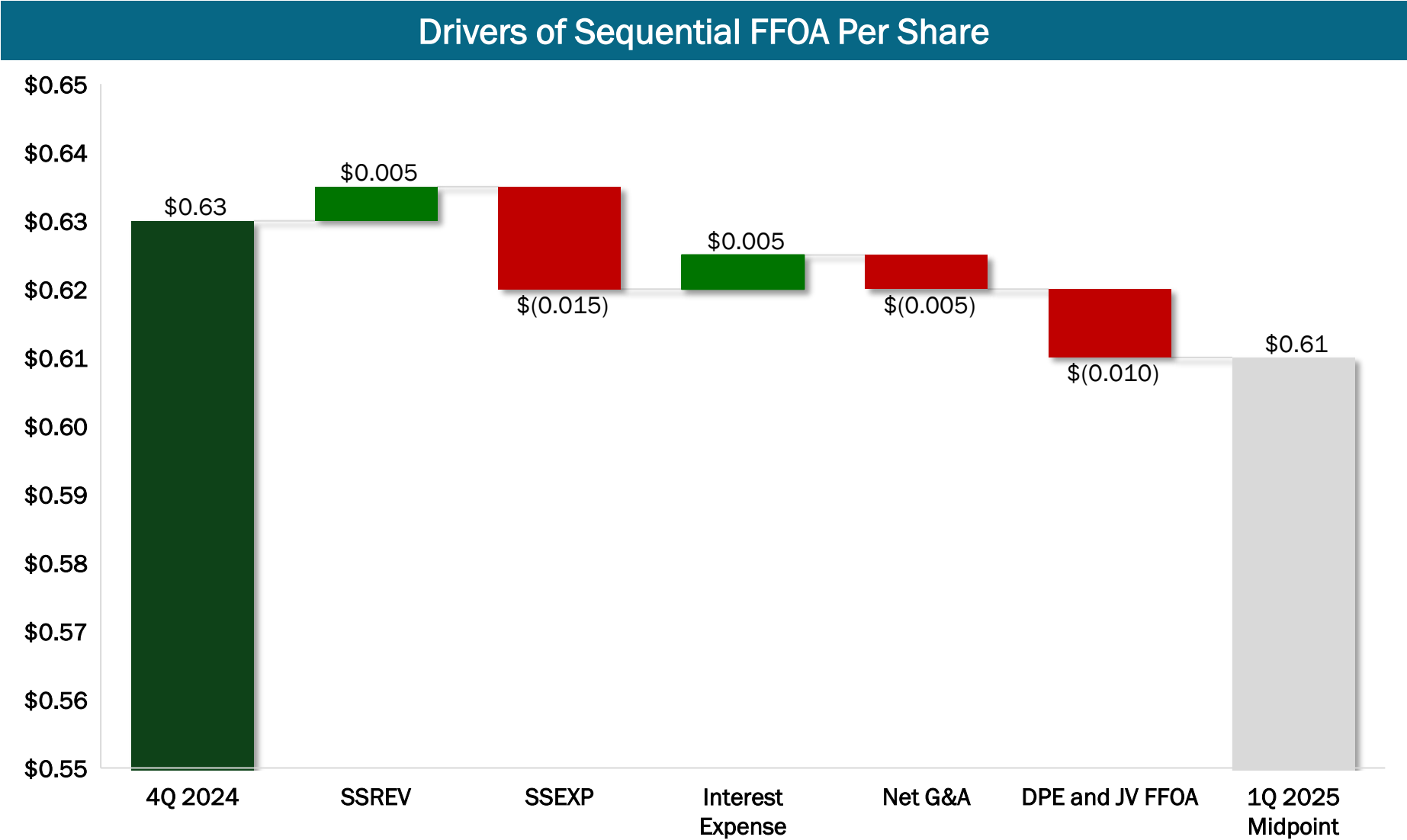
(2) Net G&A includes Property Management expense, which is calculated as 3.25% of property revenue.

(3) Includes (a) \$0.02 per diluted share impact from no longer accruing interest on the Company's investment in 1300 Fairmount and (b) \$0.01 impact from the pending sale of the Company's direct investment in a third-party technology company to an acquiring company, which is expected to result in UDR's \$43 million of notes receivable that earn 12% interest converting into equity in the acquiring company.

Source: Company documents.

# FIRST QUARTER 2025 FFOA PER SHARE GUIDANCE

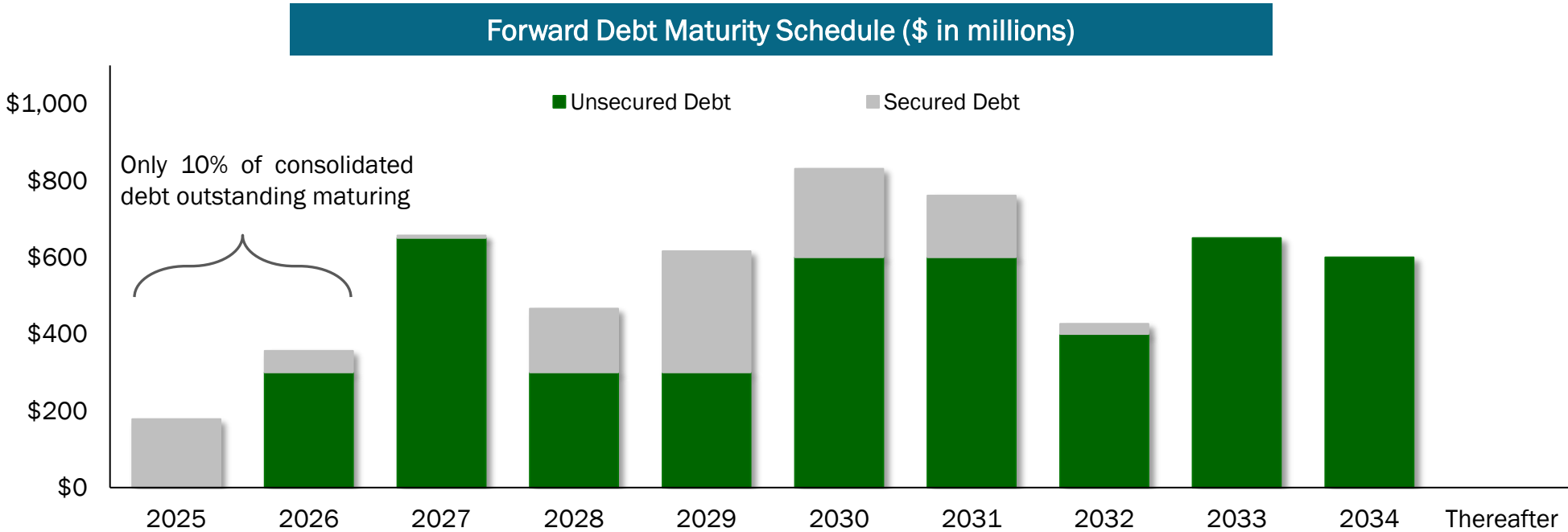
Sequential decrease driven by (1) typical seasonal SSEX growth from the fourth quarter to the first quarter, (2) higher G&A, and (3) lower DPE earnings contribution.





# BALANCE SHEET STRENGTH AND ROBUST LIQUIDITY

## Minimal near-term debt maturities<sup>(1)</sup>



## Robust liquidity



Total Liquidity<sup>(2)</sup>: \$1.1 billion



Minimal Forward Commitments



2025-2026 Debt Maturities: \$535 million (2.5% of Enterprise Value)

(1) 2025 maturities do not reflect \$289.9 million of principal outstanding at an interest rate of 4.70%, an equivalent of SOFR plus a spread of 31.0 basis points, on the Company's unsecured commercial paper program as of December 31, 2024. Under the terms of the program the Company may issue up to a maximum aggregate amount outstanding of \$700.0 million.

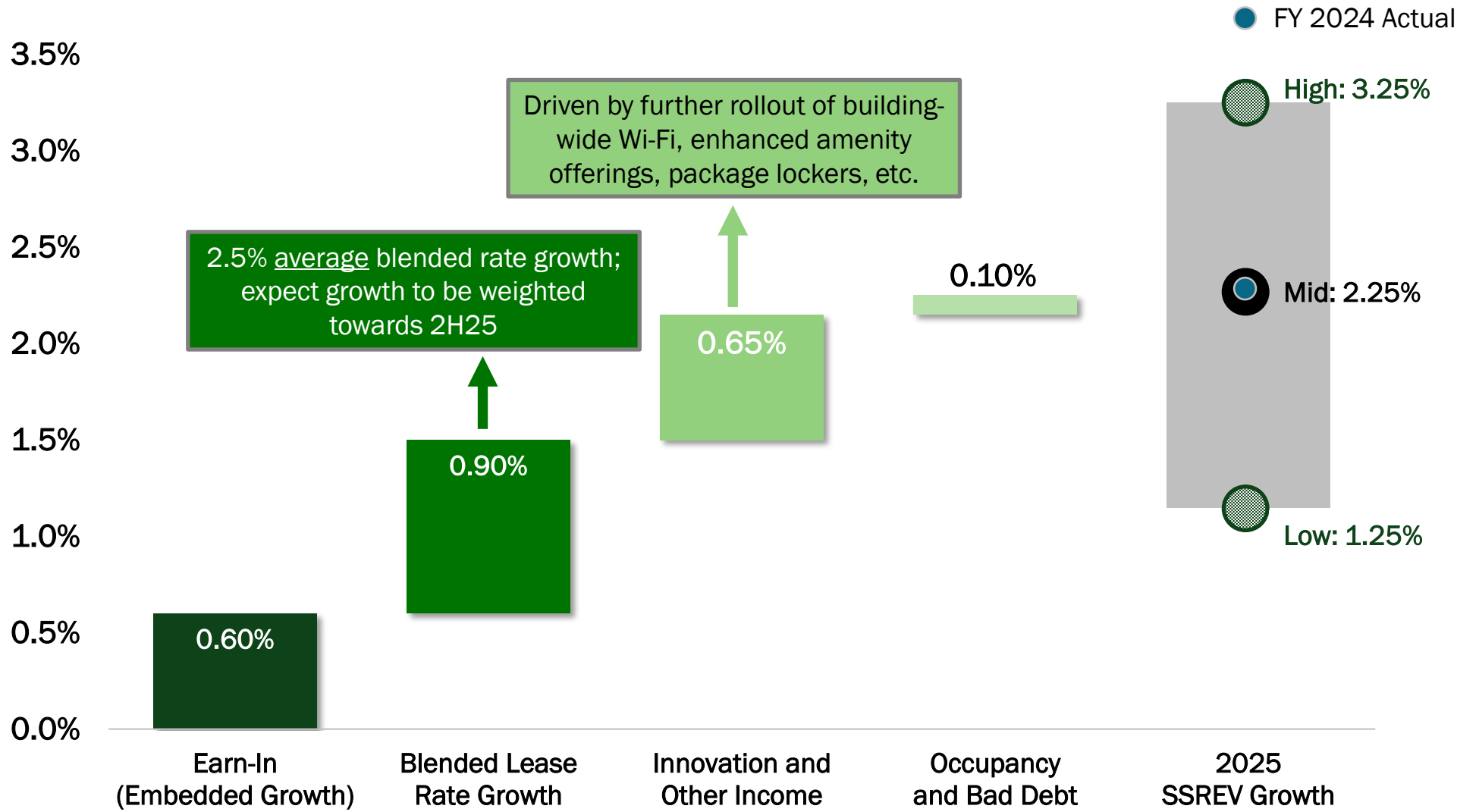
(2) Total Liquidity represents cash and available capacity on the Company's line of credit and commercial paper program as of December 31, 2024. Subsequent to quarter-end, the Company received \$211.5 million in gross proceeds from the January 2025 dispositions of Leonard Pointe and One William apartment communities, which were used to reduce the Company's commercial paper balance.

Source: Company documents.

# 2025 SAME-STORE REVENUE GROWTH

Primary variable is the magnitude and cadence of blended lease rate growth.

## Components of 2025 SSREV Growth

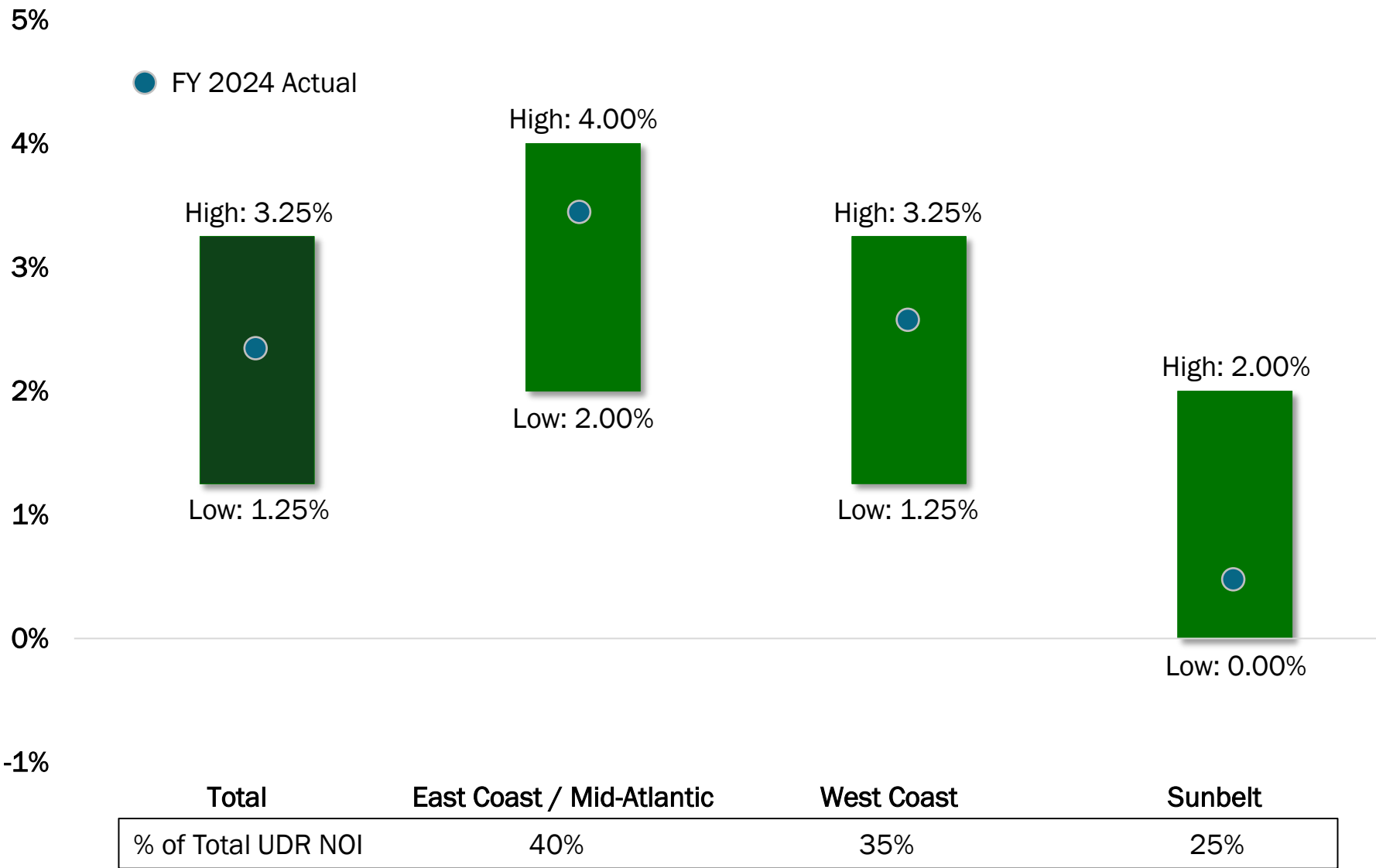


# 2025 SAME-STORE REVENUE GROWTH RANGES, BY REGION

Coastal markets (~75% of UDR NOI) expected to deliver highest growth in 2025.

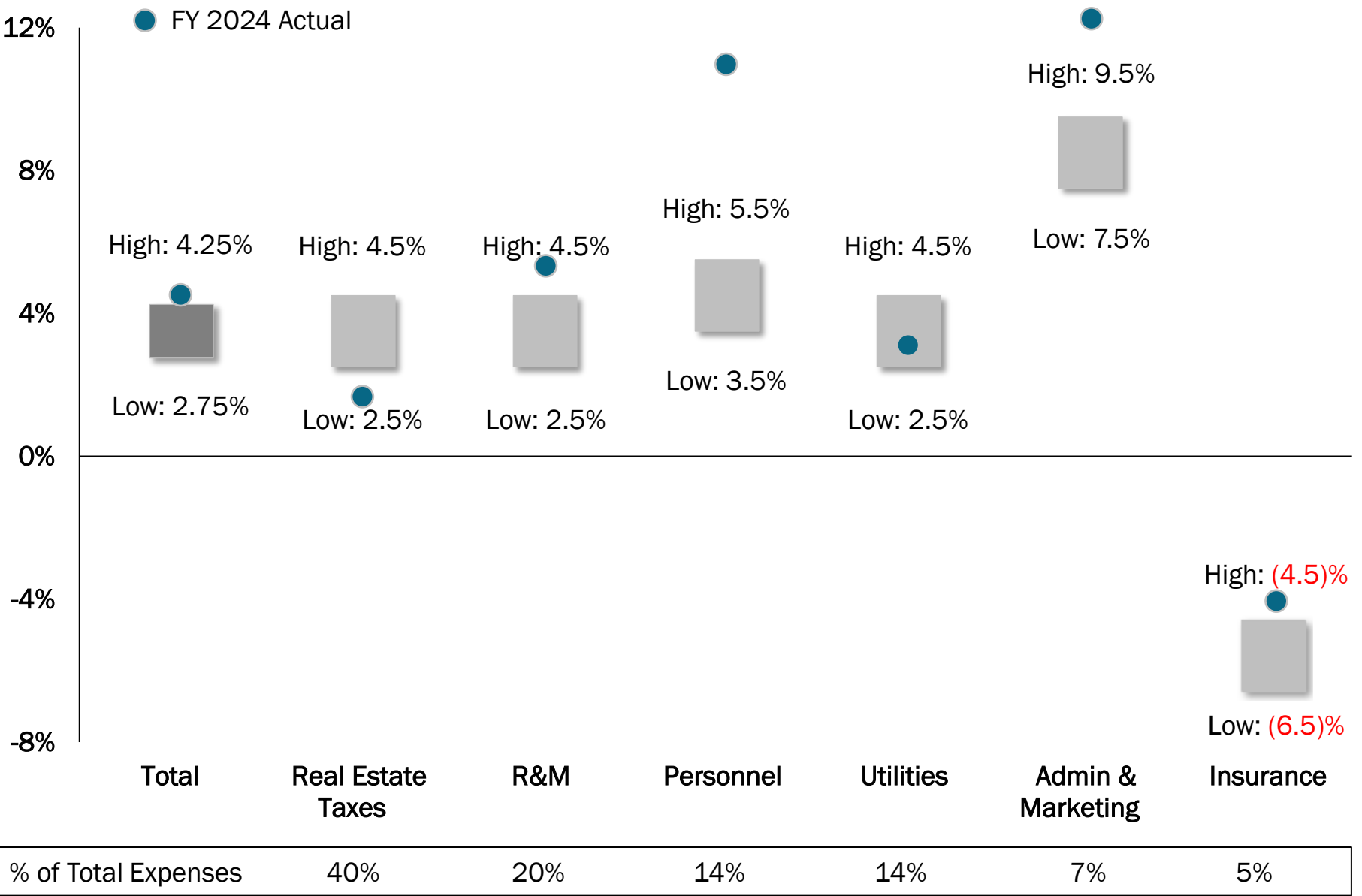
**Top growth markets:** Baltimore, New York, San Francisco, Seattle, Washington D.C.

**Bottom growth markets:** Austin, Dallas, Monterey Peninsula, Nashville, Philadelphia



# 2025 SAME-STORE EXPENSE GROWTH

2025 SSEX Growth, by Category



Source: Company documents.



# CONCLUSION

- 1 Strong Fourth Quarter and Full-Year 2024 results.
- 2 Resilient economic backdrop + new supply pressures abate as 2025 progresses = 2025 SSNOI growth acceleration vs. 2024.
- 3 Technology, talent, and innovation to drive future incremental NOI.
- 4 Investment grade balance sheet with >\$1 billion of liquidity supports flexibility to execute opportunistic accretive investments.
- 5 Diversification + Ops Excellence + Innovation = Full Cycle Investment.



KERI RUSSELL

# DEFINITIONS AND RECONCILIATIONS

FEBRUARY 2025



**Acquired Communities:** The Company defines Acquired Communities as those communities acquired by the Company, other than development and redevelopment activity, that did not achieve stabilization as of the most recent quarter.

**Adjusted Funds from Operations (“AFFO”) attributable to common stockholders and unitholders:** The Company defines AFFO as FFO as Adjusted attributable to common stockholders and unitholders less recurring capital expenditures on consolidated communities that are necessary to help preserve the value of and maintain functionality at our communities.

Management considers AFFO a useful supplemental performance metric for investors as it is more indicative of the Company's operational performance than FFO or FFO as Adjusted. AFFO is not intended to represent cash flow or liquidity for the period, and is only intended to provide an additional measure of our operating performance. The Company believes that net income/(loss) attributable to common stockholders is the most directly comparable GAAP financial measure to AFFO. Management believes that AFFO is a widely recognized measure of the operations of REITs, and presenting AFFO enables investors to assess our performance in comparison to other REITs. However, other REITs may use different methodologies for calculating AFFO and, accordingly, our AFFO may not always be comparable to AFFO calculated by other REITs. AFFO should not be considered as an alternative to net income/(loss) (determined in accordance with GAAP) as an indication of financial performance, or as an alternative to cash flow from operating activities (determined in accordance with GAAP) as a measure of our liquidity, nor is it indicative of funds available to fund our cash needs, including our ability to make distributions. A reconciliation from net income/(loss) attributable to common stockholders to AFFO is provided on page A-10 of this presentation.

**Consolidated Fixed Charge Coverage Ratio – adjusted for non-recurring items:** The Company defines Consolidated Fixed Charge Coverage Ratio - adjusted for non-recurring items as Consolidated Interest Coverage Ratio - adjusted for non-recurring items divided by total consolidated interest, excluding the impact of costs associated with debt extinguishment, plus preferred dividends.

Management considers Consolidated Fixed Charge Coverage Ratio – adjusted for non-recurring items a useful metric for investors as it provides ratings agencies, investors and lenders with a widely-used measure of the Company's ability to service its consolidated debt obligations as well as compare leverage against that of its peer REITs. A reconciliation of the components that comprise Consolidated Fixed Charge Coverage Ratio – adjusted for non-recurring items is provided on page A-9 of this presentation.

**Consolidated Interest Coverage Ratio – adjusted for non-recurring items:** The Company defines Consolidated Interest Coverage Ratio – adjusted for non-recurring items as Consolidated EBITDAre – adjusted for non-recurring items divided by total consolidated interest, excluding the impact of costs associated with debt extinguishment.

Management considers Consolidated Interest Coverage Ratio – adjusted for non-recurring items a useful metric for investors as it provides ratings agencies, investors and lenders with a widely-used measure of the Company's ability to service its consolidated debt obligations as well as compare leverage against that of its peer REITs. A reconciliation of the components that comprise Consolidated Interest Coverage Ratio – adjusted for non-recurring items is provided on page A-9 of this presentation.

**Consolidated Net Debt-to-EBITDAre – adjusted for non-recurring items:** The Company defines Consolidated Net Debt-to-EBITDAre – adjusted for non-recurring items as total consolidated debt net of cash and cash equivalents divided by annualized Consolidated EBITDAre – adjusted for non-recurring items. Consolidated EBITDAre – adjusted for non-recurring items is defined as EBITDAre excluding the impact of income/(loss) from unconsolidated entities, adjustments to reflect the Company's share of EBITDAre of unconsolidated joint ventures and other non-recurring items including, but not limited to casualty-related charges/(recoveries), net of wholly owned communities.

Management considers Consolidated Net Debt-to-EBITDAre – adjusted for non-recurring items a useful metric for investors as it provides ratings agencies, investors and lenders with a widely-used measure of the Company's ability to service its consolidated debt obligations as well as compare leverage against that of its peer REITs. A reconciliation between net income/(loss) and Consolidated EBITDAre – adjusted for non-recurring items is provided on page A-9 of this presentation.



**Controllable Expenses:** The Company refers to property operating and maintenance expenses as Controllable Expenses.

**Controllable Operating Margin:** The Company defines Controllable Operating Margin as (i) rental income less Controllable Expenses (ii) divided by rental income.

Management considers Controllable Operating Margin a useful metric as it provides investors with an indicator of the Company's ability to limit the growth of expenses that are within the control of the Company.

**Cost of Capital:** The cost to a company, such as a REIT, of raising capital in the form of equity (common or preferred stock) or debt. The cost of equity capital generally is considered to include both the dividend yield as well as the expected equity growth either by higher dividends or appreciation in stock price. The cost of debt capital generally is the after-tax interest expense on the debt incurred.

**Debt-to-Asset Value:** The amount of debt in relation to gross assets.

**Debt-to-Enterprise Value:** The amount of debt in relation to Enterprise Value.

Management considers Debt-to-Enterprise Value a useful metric for investors as it is a widely recognized measure for evaluating leverage of a public company and presenting Debt-to-Enterprise Value enables investors to assess our leverage in comparison to other REITs.

**Development Communities:** The Company defines Development Communities as those communities recently developed or under development by the Company, that are currently majority owned by the Company and have not achieved stabilization as of the most recent quarter.

**Dividend Payout Ratio:** Measures the percentage of a REIT's common dividend that is covered by recurring cash flow.

**Dividend Yield:** A valuation metric typically used to compare dividend return potential. Dividend yield is the expected annual dividend per share as a percentage of the current share price.

**Earnings Before Interest, Taxes, Depreciation and Amortization for Real Estate (EBITDAre):** The Company defines EBITDAre as net income/(loss) (computed in accordance with GAAP), plus interest expense, including costs associated with debt extinguishment, plus real estate depreciation and amortization, plus other depreciation and amortization, plus (minus) income tax provision/(benefit), (minus) plus net gain/(loss) on the sale of depreciable real estate owned, plus impairment write-downs of depreciable real estate, plus the adjustments to reflect the Company's share of EBITDAre of unconsolidated joint ventures. The Company computes EBITDAre in accordance with standards established by the National Association of Real Estate Investment Trusts, or Nareit, which may not be comparable to EBITDAre reported by other REITs that do not compute EBITDAre in accordance with the Nareit definition, or that interpret the Nareit definition differently than the Company does. The White Paper on EBITDAre was approved by the Board of Governors of Nareit in September 2017.

Management considers EBITDAre a useful metric for investors as it provides an additional indicator of the Company's ability to incur and service debt and enables investors to assess our performance against that of its peer REITs. EBITDAre should be considered along with, but not as an alternative to, net income and cash flow as a measure of the Company's activities in accordance with GAAP. EBITDAre does not represent cash generated from operating activities in accordance with GAAP and is not necessarily indicative of funds available to fund our cash needs. A reconciliation between net income/(loss) and EBITDAre is provided on page A-9 of this presentation.

**Effective Blended Lease Rate Growth:** 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.

Management considers Effective Blended Lease Rate Growth a useful metric for investors as it assesses combined proportional market-level, new and in-place demand trends.



**Effective New Lease Rate Growth:** The Company defines Effective New Lease Rate Growth as the increase/(decrease) in gross potential rent realized less concessions on a straight-line basis for the new lease term (current effective rent) versus prior resident effective rent for the prior lease term on new leases commenced during the current quarter.

Management considers Effective New Lease Rate Growth a useful metric for investors as it assesses market-level new demand trends.

**Effective Renewal Lease Rate Growth:** The Company defines Effective Renewal Lease Rate Growth as the increase/(decrease) in gross potential rent realized less concessions on a straight-line basis for the new lease term (current effective rent) versus prior effective rent for the prior lease term on renewed leases commenced during the current quarter.

Management considers Effective Renewal Lease Rate Growth a useful metric for investors as it assesses market-level, in-place demand trends.

**Enterprise Value:** The summation of Equity Market Cap, short-term debt, and long-term debt, net of balances for cash and cash equivalents, on a given date.

Management considers Enterprise Value a useful metric for investors as it is a widely recognized measure for calculating the public value of assets.

**Equity Market Cap:** The market value of all outstanding common stock and equivalents of a company based on the trading price of the common stock on a given date.

**Estimated Quarter of Completion:** The Company defines Estimated Quarter of Completion of a development or redevelopment project as the date on which construction is expected to be completed, but it does not represent the date of stabilization.

**Funds from Operations as Adjusted (“FFO as Adjusted”) attributable to common stockholders and unitholders:** The Company defines FFO as Adjusted attributable to common stockholders and unitholders as FFO excluding the impact of other non-comparable items including, but not limited to, acquisition-related costs, prepayment costs/benefits associated with early debt retirement, impairment write-downs or gains and losses on sales of real estate or other assets incidental to the main business of the Company and income taxes directly associated with those gains and losses, casualty-related expenses and recoveries, severance costs and legal and other costs.

Management believes that FFO as Adjusted is useful supplemental information regarding our operating performance as it provides a consistent comparison of our operating performance across time periods and allows investors to more easily compare our operating results with other REITs. FFO as Adjusted is not intended to represent cash flow or liquidity for the period and is only intended to provide an additional measure of our operating performance. The Company believes that net income/(loss) attributable to common stockholders is the most directly comparable GAAP financial measure to FFO as Adjusted. However, other REITs may use different methodologies for calculating FFO as Adjusted or similar FFO measures and, accordingly, our FFO as Adjusted may not always be comparable to FFO as Adjusted or similar FFO measures calculated by other REITs. FFO as Adjusted should not be considered as an alternative to net income (determined in accordance with GAAP) as an indication of financial performance, or as an alternative to cash flow from operating activities (determined in accordance with GAAP) as a measure of our liquidity. A reconciliation from net income attributable to common stockholders to FFO as Adjusted is provided on page A-10 of this presentation.

**Funds From Operations (“FFO”) attributable to common stockholders and unitholders:** The Company defines FFO attributable to common stockholders and unitholders as net income/(loss) attributable to common stockholders (computed in accordance with GAAP), excluding impairment write-downs of depreciable real estate related to the main business of the Company or of investments in non-consolidated investees that are directly attributable to decreases in the fair value of depreciable real estate held by the investee, gains and losses from sales of depreciable real estate related to the main business of the Company and income taxes directly associated with those gains and losses, plus real estate depreciation and amortization, and after adjustments for noncontrolling interests, and the Company’s share of unconsolidated partnerships and joint ventures. This definition conforms with the National Association of Real Estate Investment Trust’s definition issued in April 2002 and restated in November 2018. In the computation of diluted FFO, if OP Units, DownREIT Units, unvested restricted stock, unvested LTIP Units, stock options, and the shares of Series E Cumulative Convertible Preferred Stock are dilutive, they are included in the diluted share count.

Management considers FFO a useful metric for investors as the Company uses FFO in evaluating property acquisitions and its operating performance and believes that FFO should be considered along with, but not as an alternative to, net income and cash flow as a measure of the Company’s activities in accordance with GAAP. FFO does not represent cash generated from operating activities in accordance with GAAP and is not necessarily indicative of funds available to fund our cash needs. A reconciliation from net income/(loss) attributable to common stockholders to FFO is provided on page A-10 of this presentation.

**Held For Disposition Communities:** The Company defines Held for Disposition Communities as those communities that were held for sale as of the end of the most recent quarter.

**Internal Rate of Return (“IRR”):** The discount rate that sets estimated discounted cash flows equal to the initial investment.

**Joint Venture Reconciliation at UDR’s weighted average ownership interest:**

## In thousands

|   | 4Q 2024          | YTD 2024         |
|---|------------------|------------------|
| Income/(loss) from unconsolidated entities  | \$ 8,984         | \$ 20,235        |
| Management fee  | 1,154            | 3,728            |
| Interest expense  | 4,614            | 18,296           |
| Depreciation  | 12,284           | 52,060           |
| General and administrative  | 49               | 530              |
| Preferred Equity Program (excludes loans)   | (8,154)          | (33,824)         |
| Other (income)/expense  | 208              | 117              |
| Realized and unrealized (gain)/loss on real estate technology investments, net of tax | (4,010)          | (9,959)          |
| Impairment loss from unconsolidated joint ventures                                    | -                | 8,083            |
| <b>Total Joint Venture NOI at UDR’s Ownership Interest</b>                            | <b>\$ 15,129</b> | <b>\$ 59,266</b> |

**Net Asset Value:** Net Asset Value (“NAV”) is defined as marked-to-market value of assets less marked-to-market value of liabilities and preferred equity, divided by total outstanding diluted shares and operating partnership units. Management considers NAV a useful metric for investors as it provides context to portfolio value changes over time based on widely accepted market inputs.

**Net Operating Income ("NOI"):** The Company defines NOI as rental income less direct property rental expenses. Rental income represents gross market rent and other revenues less adjustments for concessions, vacancy loss and bad debt. Rental expenses include real estate taxes, insurance, personnel, utilities, repairs and maintenance, administrative and marketing. Excluded from NOI is property management expense, which is calculated as 3.25% of property revenue, and land rent. Property management expense covers costs directly related to consolidated property operations, inclusive of corporate management, regional supervision, accounting and other costs.

Management considers NOI a useful metric for investors as it is a more meaningful representation of a community's continuing operating performance than net income as it is prior to corporate-level expense allocations, general and administrative costs, capital structure and depreciation and amortization and is a widely used input, along with capitalization rates, in the determination of real estate valuations. A reconciliation from net income/(loss) attributable to UDR, Inc. to NOI is provided below.

| In thousands   | 4Q 2024           | 3Q 2024           | 2Q 2024           | 1Q 2024           | 4Q 2023           |
|--|-------------------|-------------------|-------------------|-------------------|-------------------|
| Net income/(loss) attributable to UDR, Inc.                | \$ (5,044)        | \$ 22,597         | \$ 28,883         | \$ 43,149         | \$ 32,986         |
| Property management  | 13,665            | 13,588            | 13,433            | 13,379            | 13,354            |
| Other operating expenses                                   | 9,613             | 6,382             | 7,593             | 6,828             | 8,320             |
| Real estate depreciation and amortization                  | 165,446           | 170,276           | 170,488           | 169,858           | 170,643           |
| Interest expense   | 49,625            | 50,214            | 47,811            | 48,062            | 47,347            |
| Casualty-related charges/(recoveries), net                 | 6,430             | 1,473             | 998               | 6,278             | (224)             |
| General and administrative                                 | 25,469            | 20,890            | 20,136            | 17,810            | 20,838            |
| Tax provision/(benefit), net                               | 312               | (156)             | 386               | 337               | 93                |
| (Income)/loss from unconsolidated entities                 | (8,984)           | 1,880             | (4,046)           | (9,085)           | 20,219            |
| Interest income and other (income)/expense, net            | 30,858            | (6,159)           | (6,498)           | (5,865)           | (9,371)           |
| Joint venture management and other fees                    | (2,288)           | (2,072)           | (1,992)           | (1,965)           | (2,379)           |
| Other depreciation and amortization                        | 6,381             | 4,029             | 4,679             | 4,316             | 4,397             |
| (Gain)/loss on sale of real estate owned                   | -                 | -                 | -                 | (16,867)          | (25,308)          |
| Net income/(loss) attributable to noncontrolling interests | (479)             | 1,480             | 2,130             | 3,161             | 2,975             |
| <b>Total consolidated NOI</b>                              | <b>\$ 291,004</b> | <b>\$ 284,422</b> | <b>\$ 284,001</b> | <b>\$ 279,396</b> | <b>\$ 283,890</b> |

**NOI Enhancing Capital Expenditures ("Cap Ex"):** The Company defines NOI Enhancing Capital Expenditures as expenditures that result in increased income generation or decreased expense growth over time. Management considers NOI Enhancing Capital Expenditures a useful metric for investors as it quantifies the amount of capital expenditures that are expected to grow, not just maintain, revenues or to decrease expenses.

**Nominal Cap Rate:** Nominal cap rates represent the expected unleveraged first year yield a property buyer expects to realize on its investment.

**Non-Mature Communities:** The Company defines Non-Mature Communities as those communities that have not met the criteria to be included in same-store communities.

**Non-Residential / Other:** The Company defines Non-Residential / Other as non-apartment components of mixed-use properties, land held, properties being prepared for redevelopment and properties where a material change in home count has occurred.

**Other Markets:** The Company defines Other Markets as the accumulation of individual markets where it operates less than 1,000 Same-Store homes. Management considers Other Markets a useful metric as the operating results for the individual markets are not representative of the fundamentals for those markets as a whole.

**Physical Occupancy:** The Company defines Physical Occupancy as the number of occupied homes divided by the total homes available at a community.

**QTD Same-Store Communities:** The Company defines QTD Same-Store Communities as those communities Stabilized for five full consecutive quarters. These communities were owned and had stabilized operating expenses as of the beginning of the quarter in the prior year, were not in process of any substantial redevelopment activities, and were not held for disposition.

**Recurring Capital Expenditures:** The Company defines Recurring Capital Expenditures as expenditures that are necessary to help preserve the value of and maintain functionality at its communities.

**Redevelopment Communities:** The Company generally defines Redevelopment Communities as those communities where substantial redevelopment is in progress. Based upon the level of material impact the redevelopment has on the community (operations, occupancy levels, and future rental rates), the community may or may not maintain Stabilization. As such, for each redevelopment, the Company assesses whether the community remains in Same-Store.

**Sold Communities:** The Company defines Sold Communities as those communities that were disposed of prior to the end of the most recent quarter.

**Stabilization/Stabilized:** The Company defines Stabilization/Stabilized as when a community's occupancy reaches 90% or above for at least three consecutive months.

**Stabilized, Non-Mature Communities:** The Company defines Stabilized, Non-Mature Communities as those communities that have reached Stabilization but are not yet in the same-store portfolio.

**Total Revenue per Occupied Home:** The Company defines Total Revenue per Occupied Home as rental and other revenues with concessions reported on a straight-line basis, divided by the product of occupancy and the number of apartment homes.

Management considers Total Revenue per Occupied Home a useful metric for investors as it serves as a proxy for portfolio quality, both geographic and physical.

**YTD Same-Store Communities:** The Company defines YTD Same-Store Communities as those communities Stabilized for two full consecutive calendar years. These communities were owned and had stabilized operating expenses as of the beginning of the prior year, were not in process of any substantial redevelopment activities, and were not held for disposition.



**2025 Guidance:** All guidance is based on current expectations of future economic conditions and the judgment of the Company's management team. The following reconciles from GAAP Net income/(loss) per share for the first quarter of 2025 and full-year 2025 to forecasted FFO and FFO as Adjusted per share and unit:

|   | 1Q 2025        |                | Full-Year 2025 |                |
|---|----------------|----------------|----------------|----------------|
|   | Low            | High           | Low            | High           |
| Forecasted net income per diluted share                               | \$ 0.24        | \$ 0.26        | \$ 0.56        | \$ 0.66        |
| Conversion from GAAP share count                                      | (0.01)         | (0.01)         | (0.02)         | (0.02)         |
| Net gain on the sale of depreciable real estate owned                 | (0.14)         | (0.14)         | (0.14)         | (0.14)         |
| Depreciation  | 0.50           | 0.50           | 2.01           | 2.01           |
| Noncontrolling interests  | 0.01           | 0.01           | 0.03           | 0.03           |
| Preferred dividends   | -              | -              | 0.01           | 0.01           |
| <b>Forecasted FFO per diluted share and unit</b>                      | <b>\$ 0.60</b> | <b>\$ 0.62</b> | <b>\$ 2.45</b> | <b>\$ 2.55</b> |
| Legal and other costs   | -              | -              | -              | -              |
| Casualty-related charges/(recoveries)                                 | -              | -              | -              | -              |
| Realized/unrealized (gain)/loss on real estate technology investments | -              | -              | -              | -              |
| <b>Forecasted FFO as Adjusted per diluted share and unit</b>          | <b>\$ 0.60</b> | <b>\$ 0.62</b> | <b>\$ 2.45</b> | <b>\$ 2.55</b> |

| Coverage Ratios   | Quarter Ended<br>December 31, 2024 |
|---|------------------------------------|
| Net income/(loss)   | \$ (5,523)                         |
| Adjustments:  |                                    |
| Interest expense, including debt extinguishment and other associated costs              | 49,625                             |
| Real estate depreciation and amortization   | 165,446                            |
| Other depreciation and amortization   | 6,381                              |
| Tax provision/(benefit), net  | 312                                |
| Adjustments to reflect the Company's share of EBITDAre of unconsolidated joint ventures | 17,413                             |
| EBITDAre  | <u>\$ 233,654</u>                  |
| Casualty-related charges/(recoveries), net  | 6,430                              |
| Legal and other costs   | 6,320                              |
| Provision for loan loss   | 37,271                             |
| Severance costs   | 6,006                              |
| Realized and unrealized (gain)/loss on real estate technology investments               | 604                                |
| (Income)/loss from unconsolidated entities  | (8,984)                            |
| Adjustments to reflect the Company's share of EBITDAre of unconsolidated joint ventures | (17,413)                           |
| Management fee expense on unconsolidated joint ventures                                 | (1,154)                            |
| Consolidated EBITDAre - adjusted for non-recurring items                                | <u>\$ 262,734</u>                  |
| Annualized consolidated EBITDAre - adjusted for non-recurring items                     | <u>\$ 1,050,936</u>                |
| Interest expense, including debt extinguishment and other associated costs              | 49,625                             |
| Capitalized interest expense  | 2,027                              |
| Total interest  | <u>\$ 51,652</u>                   |
| Preferred dividends   | <u>\$ 1,197</u>                    |
| Total debt  | <u>\$ 5,826,965</u>                |
| Cash  | (1,326)                            |
| Net debt  | <u>\$ 5,825,639</u>                |
| Consolidated Interest Coverage Ratio - adjusted for non-recurring items                 | <u>5.1x</u>                        |
| Consolidated Fixed Charge Coverage Ratio - adjusted for non-recurring items             | <u>5.0x</u>                        |
| Consolidated Net Debt-to-EBITDAre - adjusted for non-recurring items                    | <u>5.5x</u>                        |

| In thousands, except per share and unit amounts  | Three Months Ended<br>December 31, |                   | Twelve Months Ended<br>December 31, |                   |
|--|------------------------------------|-------------------|-------------------------------------|-------------------|
|  | 2024                               | 2023              | 2024                                | 2023              |
| <b>Net income/(loss) attributable to common stockholders</b>   | <b>\$ (6,241)</b>                  | <b>\$ 31,764</b>  | <b>\$ 84,750</b>                    | <b>\$ 439,505</b> |
| Real estate depreciation and amortization  | 165,446                            | 170,643           | 676,068                             | 676,419           |
| Noncontrolling interests   | (479)                              | 2,975             | 6,292                               | 30,135            |
| Real estate depreciation and amortization on unconsolidated joint ventures                                     | 12,799                             | 13,293            | 53,727                              | 42,622            |
| Impairment loss from unconsolidated joint ventures   | -                                  | -                 | 8,083                               | -                 |
| Net (gain)/loss on consolidation   | -                                  | 24,257            | -                                   | 24,257            |
| Net (gain)/loss on the sale of depreciable real estate owned, net of tax                                       | -                                  | (25,223)          | (16,867)                            | (349,993)         |
| <b>Funds from operations ("FFO") attributable to common stockholders and unitholders, basic</b>                | <b>\$ 171,525</b>                  | <b>\$ 217,709</b> | <b>\$ 812,053</b>                   | <b>\$ 862,945</b> |
| Distributions to preferred stockholders - Series E (Convertible) <sup>(1)</sup>                                | 1,197                              | 1,222             | 4,835                               | 4,848             |
| <b>FFO attributable to common stockholders and unitholders, diluted</b>  | <b>\$ 172,722</b>                  | <b>\$ 218,931</b> | <b>\$ 816,888</b>                   | <b>\$ 867,793</b> |
| <b>FFO per weighted average common share and unit, basic</b>   | <b>\$ 0.49</b>                     | <b>\$ 0.62</b>    | <b>\$ 2.30</b>                      | <b>\$ 2.46</b>    |
| <b>FFO per weighted average common share and unit, diluted</b>   | <b>\$ 0.48</b>                     | <b>\$ 0.61</b>    | <b>\$ 2.29</b>                      | <b>\$ 2.45</b>    |
| Weighted average number of common shares and OP/DownREIT Units outstanding, basic                              | 353,237                            | 353,076           | 353,283                             | 351,175           |
| Weighted average number of common shares, OP/DownREIT Units, and common stock equivalents outstanding, diluted | 357,442                            | 356,252           | 356,957                             | 354,422           |
| <b>Impact of adjustments to FFO:</b>   |                                    |                   |                                     |                   |
| Variable upside participation on preferred equity investment, net  | \$ -                               | \$ -              | \$ -                                | \$ (204)          |
| Legal and other costs  | 6,320                              | 3,763             | 13,315                              | 2,869             |
| Realized and unrealized (gain)/loss on real estate technology investments, net of tax                          | (3,406)                            | (2,872)           | (8,019)                             | (3,051)           |
| Severance costs  | 6,006                              | 4,164             | 10,556                              | 4,164             |
| Provision for loan loss <sup>(2)</sup>   | 37,271                             | -                 | 37,271                              | -                 |
| Casualty-related charges/(recoveries)  | 6,430                              | (224)             | 15,179                              | 3,138             |
| <b>Total impact of adjustments to FFO</b>  | <b>\$ 52,621</b>                   | <b>\$ 4,831</b>   | <b>\$ 68,302</b>                    | <b>\$ 6,916</b>   |
| <b>FFO as Adjusted attributable to common stockholders and unitholders, diluted</b>                            | <b>\$ 225,343</b>                  | <b>\$ 223,762</b> | <b>\$ 885,190</b>                   | <b>\$ 874,709</b> |
| <b>FFO as Adjusted per weighted average common share and unit, diluted</b>                                     | <b>\$ 0.63</b>                     | <b>\$ 0.63</b>    | <b>\$ 2.48</b>                      | <b>\$ 2.47</b>    |
| Recurring capital expenditures, inclusive of unconsolidated joint ventures                                     | (31,620)                           | (30,133)          | (105,116)                           | (90,917)          |
| <b>AFFO attributable to common stockholders and unitholders, diluted</b>                                       | <b>\$ 193,723</b>                  | <b>\$ 193,629</b> | <b>\$ 780,074</b>                   | <b>\$ 783,792</b> |
| <b>AFFO per weighted average common share and unit, diluted</b>  | <b>\$ 0.54</b>                     | <b>\$ 0.54</b>    | <b>\$ 2.19</b>                      | <b>\$ 2.21</b>    |

See pages A-1 through A-10 for definitions and other terms.

(1) Series E cumulative convertible preferred shares are dilutive for purposes of calculating FFO per share for the three and twelve months ended December 31, 2024, and December 31, 2023. Consequently, distributions to Series E cumulative convertible preferred stockholders are added to FFO and the weighted average number of Series E cumulative convertible preferred shares are included in the denominator when calculating FFO per common share and unit, diluted.

(2) Refer to the Company's related Supplemental Financial Information for further details

Source: Company documents.



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