

101 N. Meridian  
Tampa, FL

# INVESTOR PRESENTATION

March 2025



Opening doors to the future®

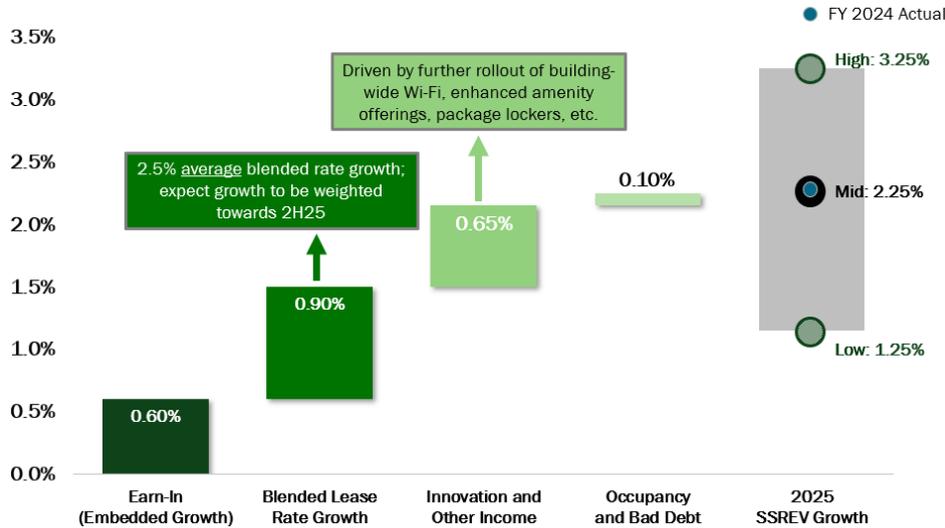
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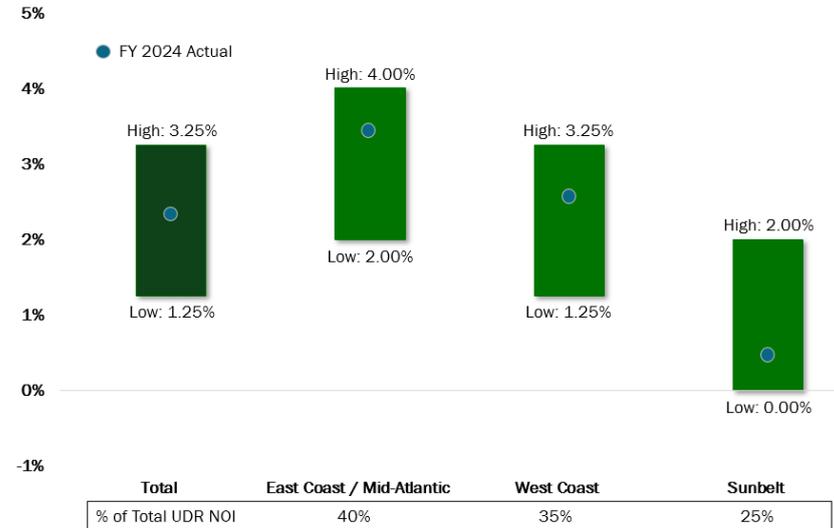
# RECENT UPDATES – 2025 GUIDANCE (AS REPORTED FEBRUARY 5, 2025)

Key operating metrics remain on track relative to the outlook provided on our fourth quarter earnings call, including sequential improvements in both blended lease rate growth and occupancy in the first quarter of 2025.

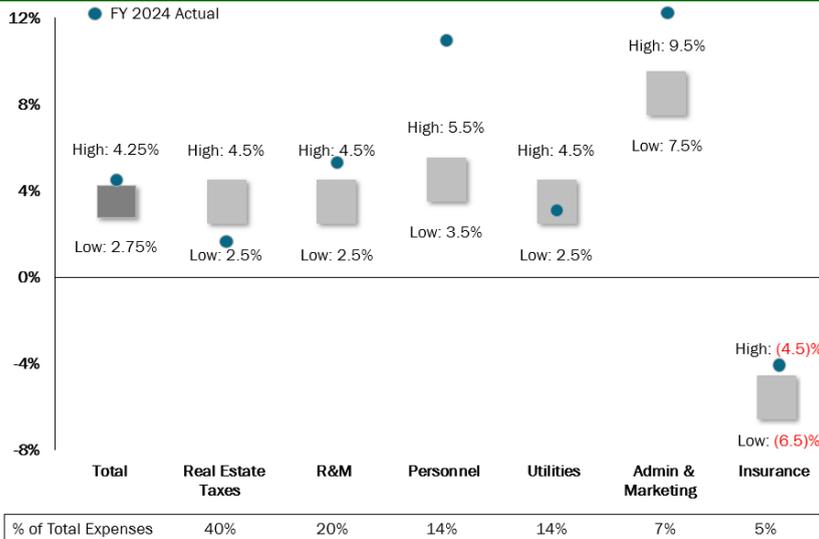
## SSREV Growth



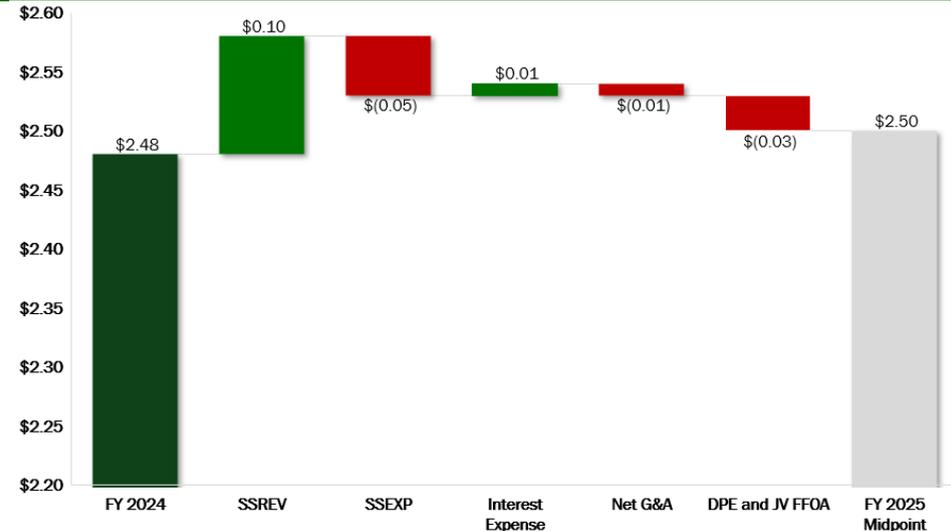
## SSREV Growth, by Region



## SSEX Growth



## FFOA Per Share<sup>(1)</sup>



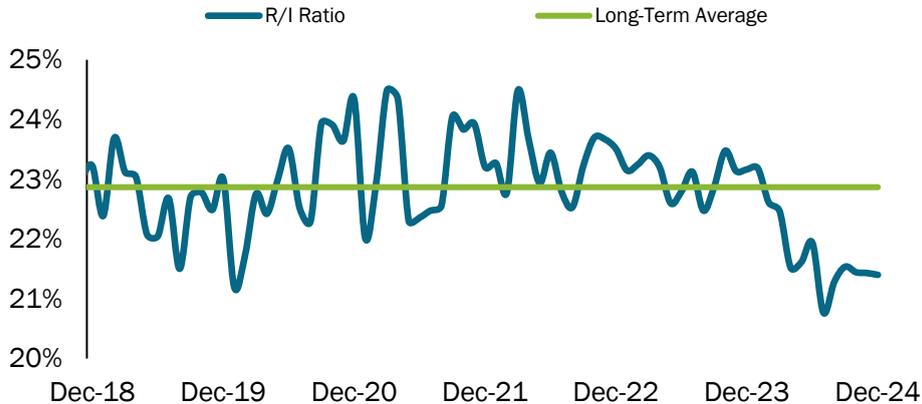
(1) Interest Expense assumes lower average debt balance in FY 2025 as compared to FY 2024. Net G&A includes Property Management expense, which is calculated as 3.25% of property revenue. DPE and JV includes (a) a \$0.02 per diluted share impact from no longer accruing interest on the Company's investment in 1300 Fairmount and (b) a \$0.01 impact from the pending sale of the Company's direct investment in a third-party technology company to an acquiring company, which would result in notes receivable converting into equity in the acquiring company. Source: Company documents.

# RECENT UPDATES – SECTOR TRENDS<sup>(1)</sup>

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

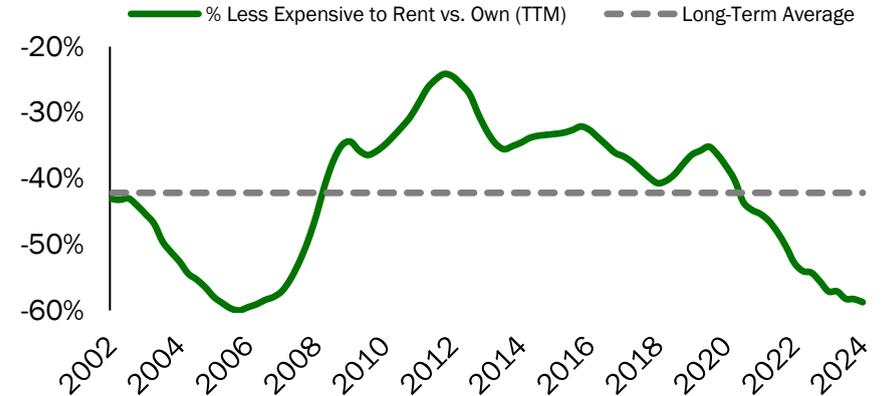
## Steady Rent-to-Income Ratio (“R/I”)

Median resident R/I ratio in the low-20% range; average UDR household income is 2.5x higher than the median MSA income.



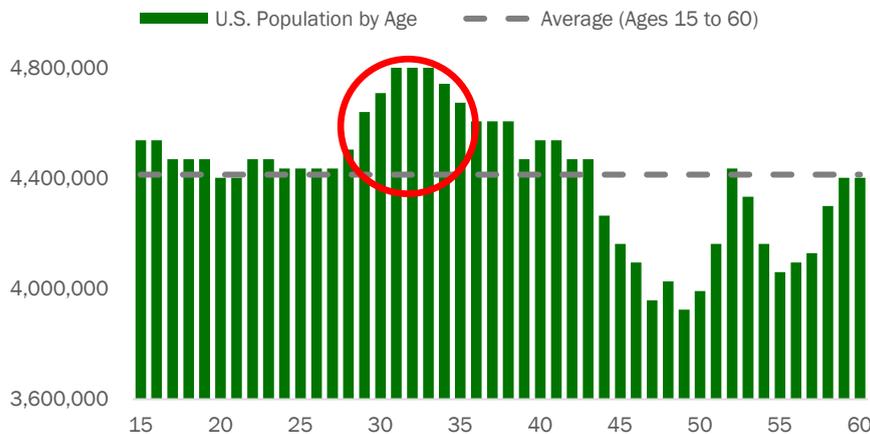
## Attractive Relative Affordability

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



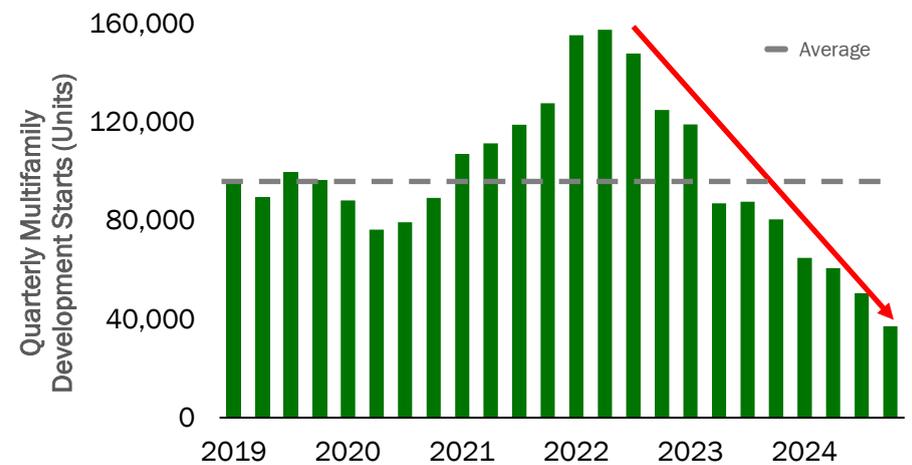
## Robust Demand

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



## Slowing Future Supply

Multifamily starts have declined materially since mid-2022

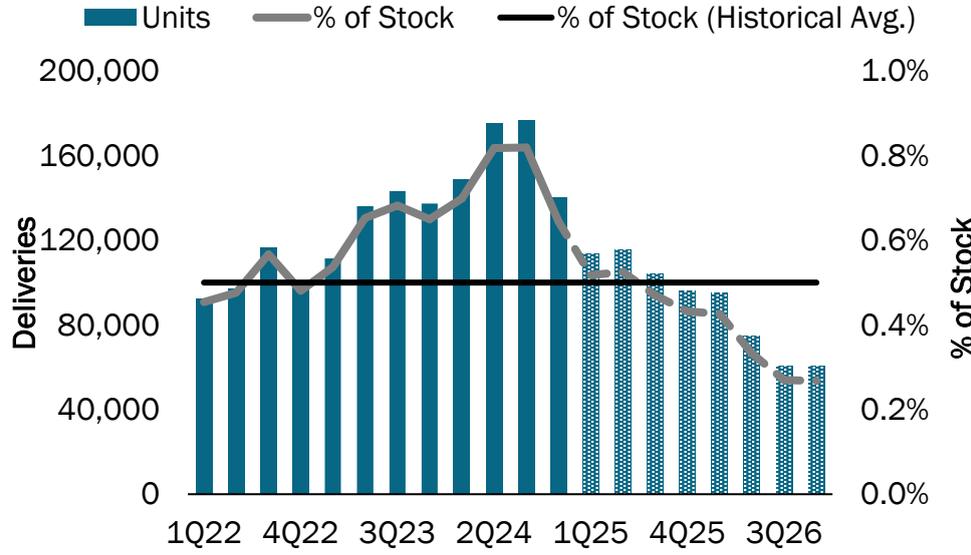


(1) Metrics as of December 31, 2024, unless otherwise noted. Source: Company documents, RealPage, U.S. Census Bureau.

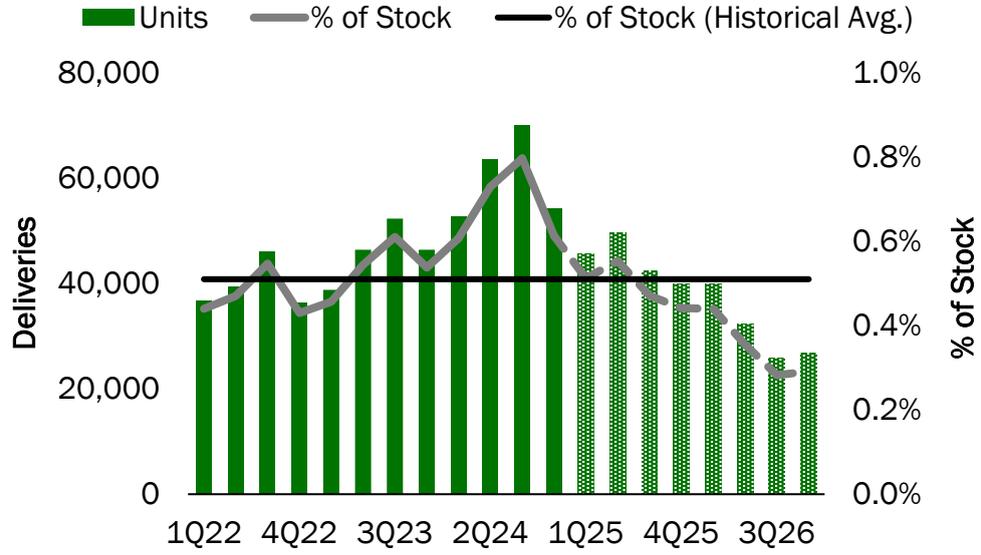
# RECENT UPDATES – SUPPLY OUTLOOK

Multifamily supply is expected to decline to historical average in 2025 with completions expected to trend even lower in 2026.

### National Multifamily Deliveries



### UDR Market Multifamily Deliveries



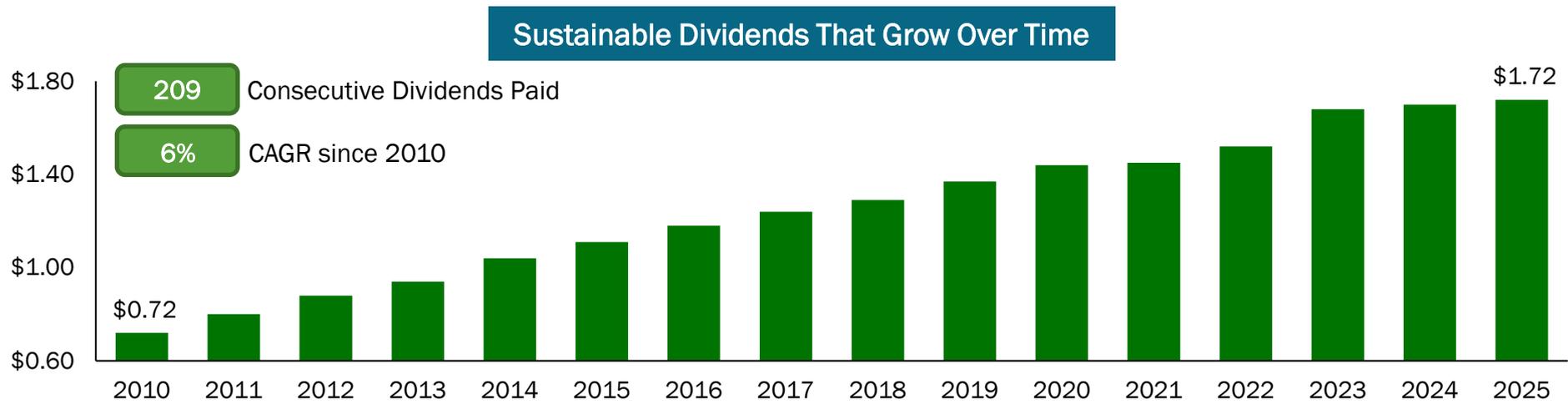
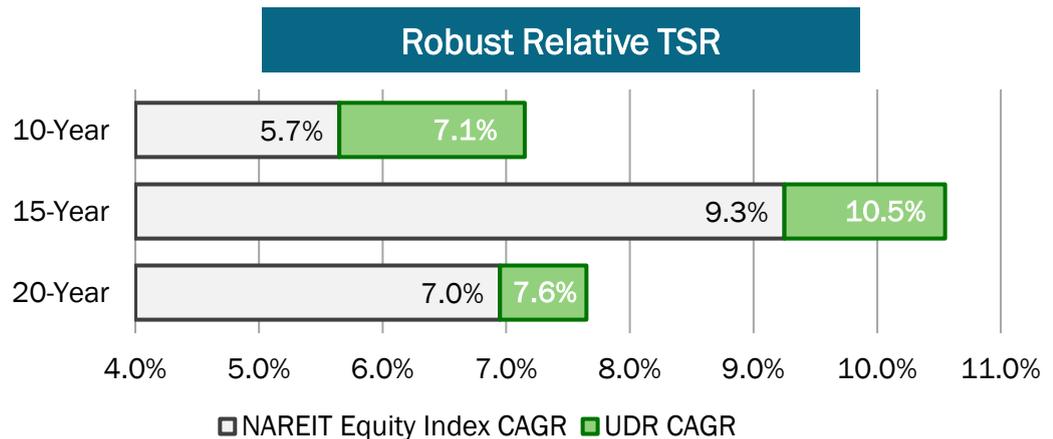
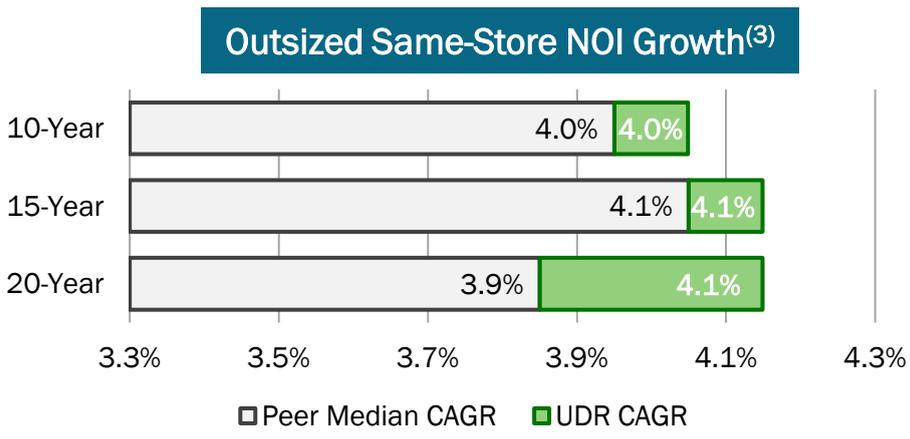
## 2025 Supply as % of Existing Stock<sup>(1)</sup>

Flat to 50 bps Above Historical Average	50 to 150 bps Above Historical Average	>150 bps Above Historical Average
40% of UDR NOI Baltimore Monterey Peninsula Orange County Portland San Francisco Bay Area Washington, D.C. Metro	40% of UDR NOI Boston Dallas Denver Los Angeles New York Philadelphia Seattle	20% of UDR NOI Austin Inland Empire Nashville Orlando Richmond San Diego Tampa

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

# UDR AT A GLANCE<sup>(1)(2)</sup>

UDR is a **full-cycle investment** that consistently generates strong total shareholder return (“TSR”) through innovation, best-in-class operations, and disciplined capital allocation.

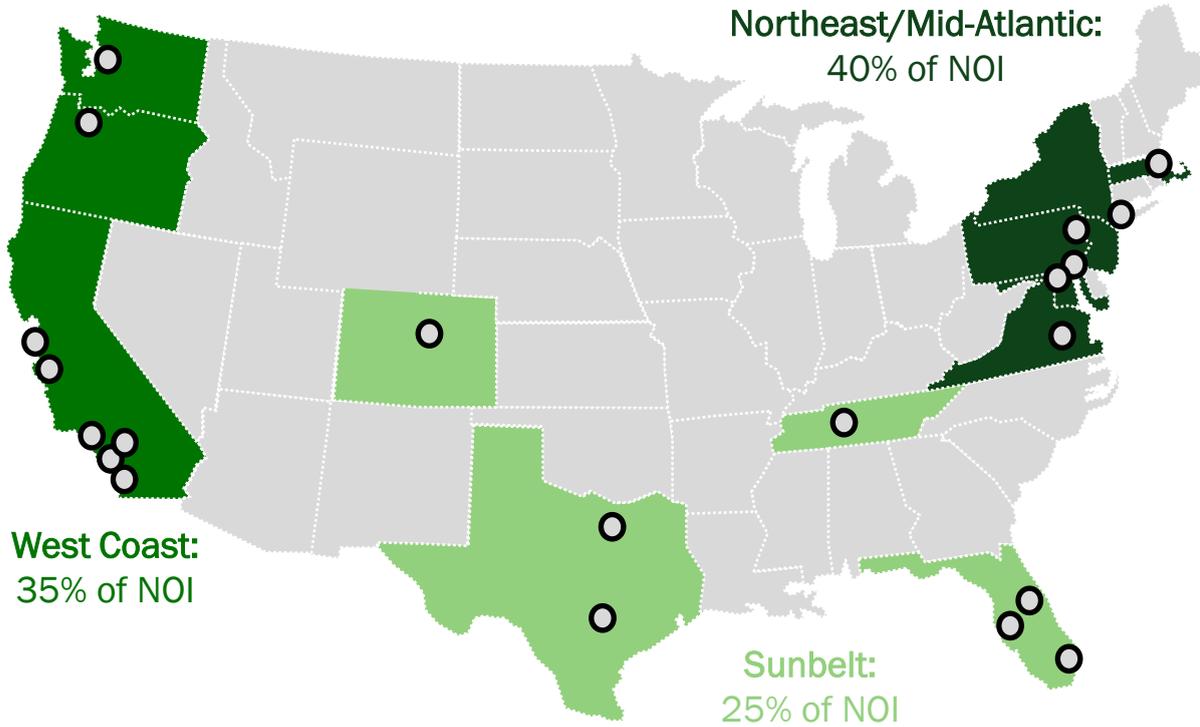


(1) As of December 31, 2024, except otherwise noted.  
 (2) Dividend Yield is based on UDR's 2025 annualized dividend of \$1.72 per share.  
 (3) Peer group includes AVB, CPT, EQR, ESS, IRT, and MAA; 2Q 2020 through 4Q 2023 UDR same-store NOI results have been adjusted where appropriate to reflect concessions on a straightline basis for peer comparability.  
 Source: Company and peer documents, Nareit.

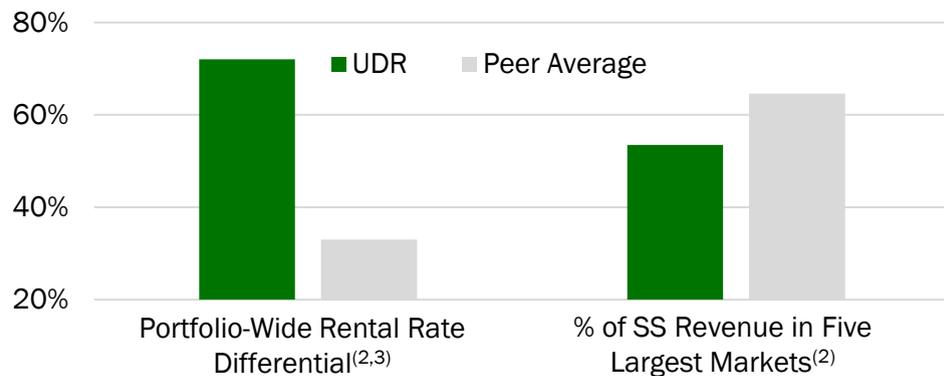
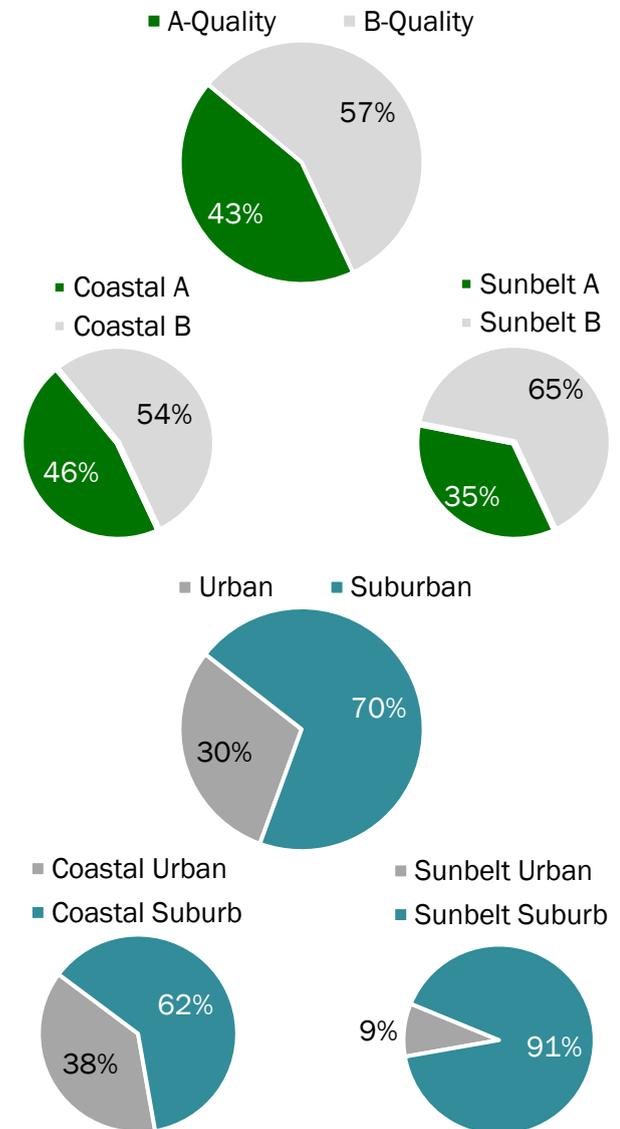
# UDR AT A GLANCE – DIVERSIFIED PORTFOLIO COMPOSITION

UDR is diversified across markets and price points to generate robust growth with less risk.

## Market Mix



## Price Point and Location<sup>(1)</sup> Within Market



- ✓ Less Concentration Risk
- ✓ More Stability

(1) Price point 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.  
 (2) Data as of December 31, 2024. Comparative top-5 markets for peer REITs are defined similarly to UDR's market definitions.  
 (3) Rental rate differential equals the percentage difference between 1<sup>st</sup> and 3<sup>rd</sup> quartile rent levels across each REIT's portfolio.  
 Source: Company and peer documents, Nareit.

# UDR VALUE PROPOSITION: INNOVATION = REPEATABLE VALUE CREATION

UDR innovation initiatives have consistently driven high-single-digit y/y growth in other income, resulting in (a) approximately \$40M of incremental run-rate NOI since 2018, equating to \$800M of value creation,<sup>(1)</sup> and (b) an approximate 200 basis point controllable margin advantage versus peers. Current and identified future initiatives should allow UDR to sustain high-single-digit other income growth.

## \$110M NOI (\$0.30/share or 10% upside) from Identified Value Creation



### Legacy Innovation

-  **Ancillary Income:** Parking, Package Lockers, Pet Fees, Short-Term Rentals
-  **Site-Level Efficiencies:** Reduce Controllable Expenses, Unmanned Communities, Group Purchasing
-  **Foundational Technologies:** SmartHome Tech, Data Hub, CRM, AI Chatbot, Self-Guided Tours, Resident App, Maintenance Tech, Spatial Analytics, Robotics
-  **Pricing Enhancements:** Unit-Level and Amenity Pricing
-  **Reduce Friction:** Streamlined Resident Move-In Process

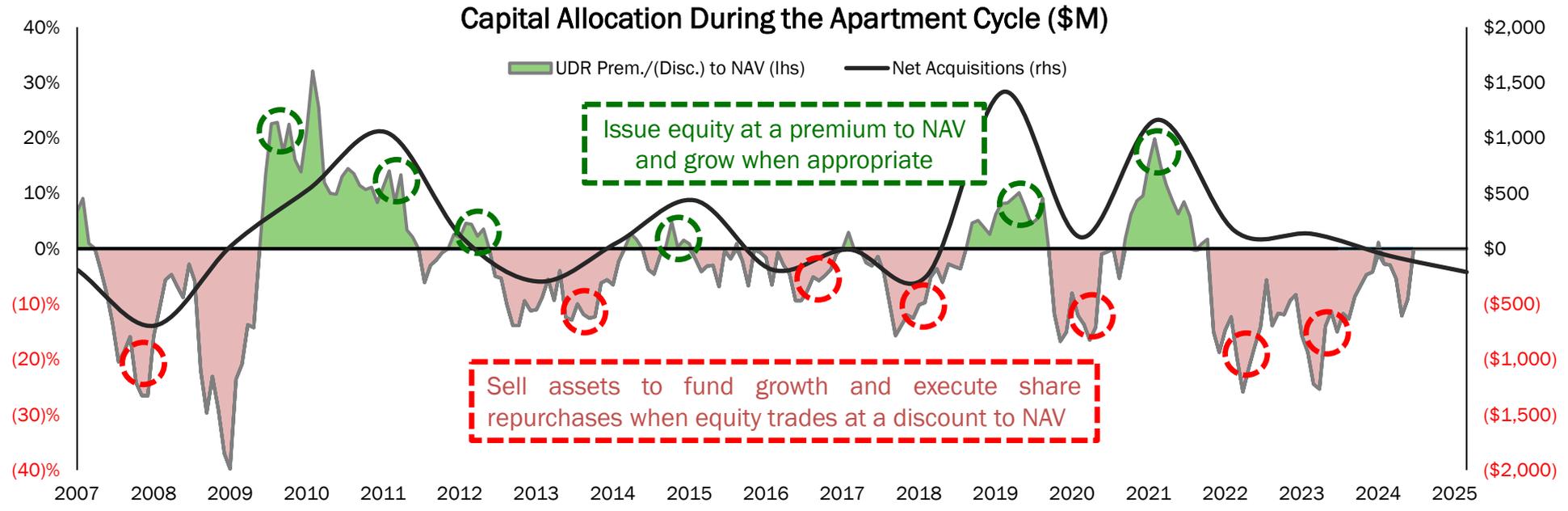
### Major Strategic Initiatives (Examples)

-  **Community WiFi (\$10-\$15M NOI 2025+):** Seamless access for residents; supports self-service model; building block to reduce emissions
-  **Customer Experience (\$10-\$25M NOI 2025+):** Leverage data and AI to orchestrate interactions and decisions; leads to higher satisfaction, increased lifetime value of resident, higher retention, fewer vacant days, improved pricing, margin expansion
-  **Bad Debt (\$10-\$20M NOI 2025+):** AI-assisted fraud screening (proof of income, ID verification, pattern recognition) = higher collections, reduced eviction and turnover costs, lower vacancy loss

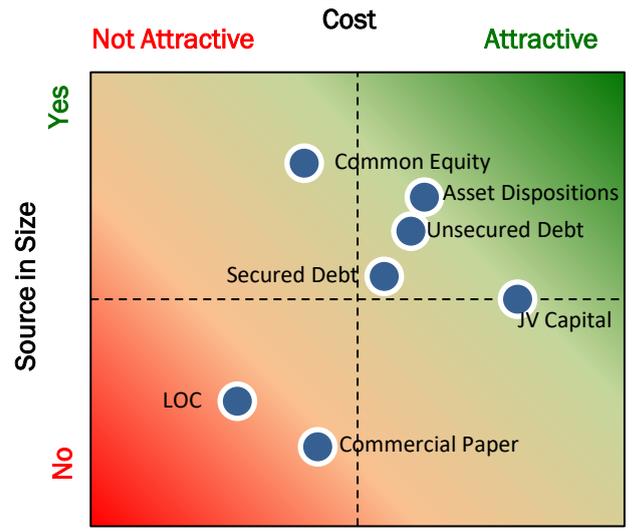
(1) Calculated based on an applied cap rate of 5.0%. Source: Company documents.

# ACCRETIVE CAPITAL ALLOCATION

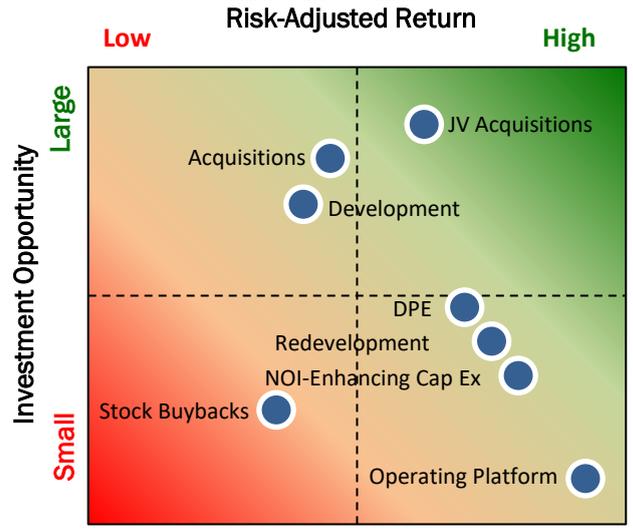
UDR has a track record of being a proficient steward of capital and can utilize various external growth value creation drivers.



## UDR'S CAPITAL SOURCES



## UDR'S CAPITAL USES



Source: Company documents.

# ACCRETIVE CAPITAL ALLOCATION

Our wide variety of value creation drivers provides UDR the latitude to **pivot toward investment opportunities that generate the highest risk-adjusted IRRs and the greatest earnings/NAV accretion.** These include:

## ACQUISITIONS



Villaggio | Dallas, TX

- Target 10%-15% NOI growth above market in first 3 years of ownership

## DEVELOPMENT



101 N. Meridian | Tampa, FL

- Approximately 6% weighted average projected stabilized yield on recently developed communities

## REDEVELOPMENT



Jefferson at Marina Del Rey | Los Angeles, CA

- Target mid-teens IRRs through NOI enhancing projects

## DEBT AND PREFERRED EQUITY



Essex Luxe | Orlando, FL

- Low/mid-double-digit IRRs on capital provided to third-party developers and operators (i.e., recapitalizations); deal structures enhance acquisition optionality

## JOINT VENTURES



Signal Hill | Washington, D.C.

- Strategic partnerships to source attractively priced capital and grow the Company across cycles

## PLATFORM & INNOVATION



Virtual Tours | SmartHome Technology Package

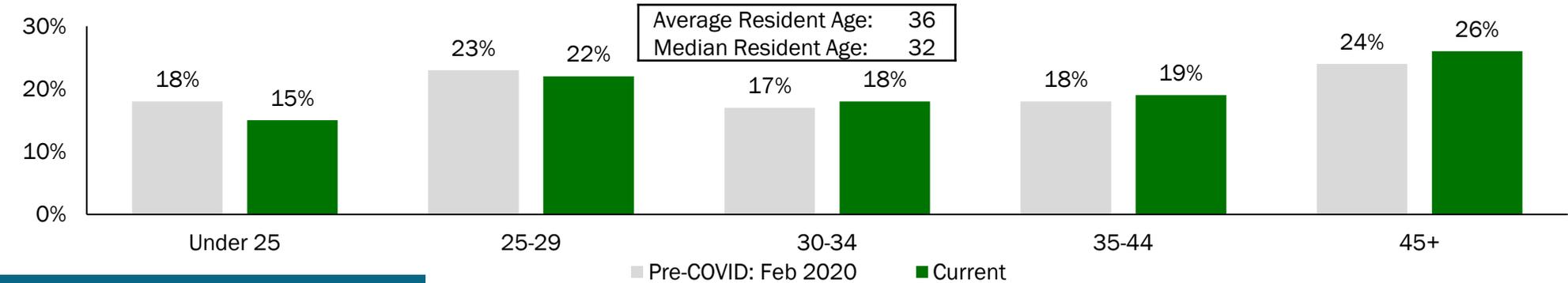
- Digitalization, centralization, and utilization of advanced AI to improve customer experience

Source: Company documents.

# RESIDENT ATTRIBUTES AND TRENDS

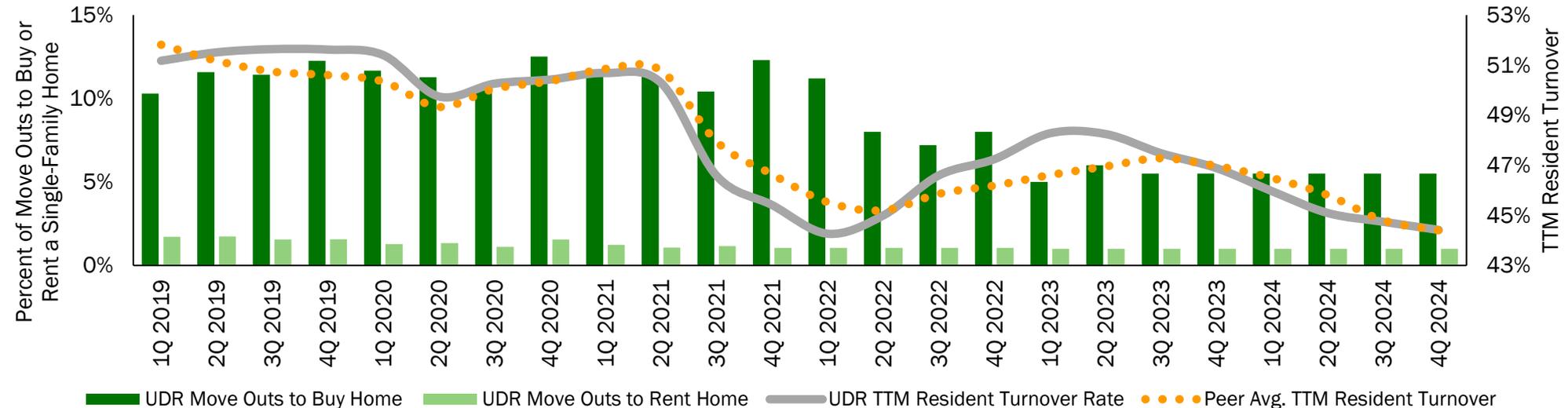
## Resident Age Distribution<sup>(1)</sup>

Balanced resident composition minimizes risk of exposure to specific age cohorts.



## Resident Turnover

- Healthy demand and our focus on resident satisfaction has helped drive a 710 basis point decrease in trailing-twelve-month (“TTM”) resident turnover versus pre-COVID levels.
- More recently, since 1Q 2023, we have reduced resident turnover by 400 basis points (the most among the peer group)<sup>(2)</sup> while delivering peer-average blended lease rate growth (i.e., lower resident turnover without sacrificing pricing power).
- Resident move outs to buy (6%) or rent (1%) a single-family home during 4Q 2024 totaled 7%, or 45% below historic norms.



(1) Distribution is based on residents who are signees on a lease.  
 (2) Peer group includes AVB, CPT, EQR, ESS, IRT, and MAA.  
 Source: Company and peer documents.

# STRONG, LIQUID, FLEXIBLE BALANCE SHEET<sup>(1)</sup>

Sector-leading weighted average interest rate, the lowest percentage of maturing debt among peers over the next 3- and 5-year periods, robust liquidity (>\$1 billion), and strong leverage metrics support growth opportunities and reduce risk.

### Investment Grade

**BBB+**

S&P Unsecured Rating

**Baa1**

Moody's Unsecured Rating

**3.4%**

Sector-best weighted average interest rate

### Strong Leverage Metrics

**27%**

Consolidated debt-to-enterprise value<sup>(1)</sup>

**5.5x**

Consolidated net debt-to-EBITDA<sub>re</sub> as of 4Q 2024

**5.0x**

Consolidated fixed charge coverage ratio as of 4Q 2024

### Well Laddered Maturity Schedule

**5.2 years**

Average debt duration<sup>(2)</sup>

**10%**

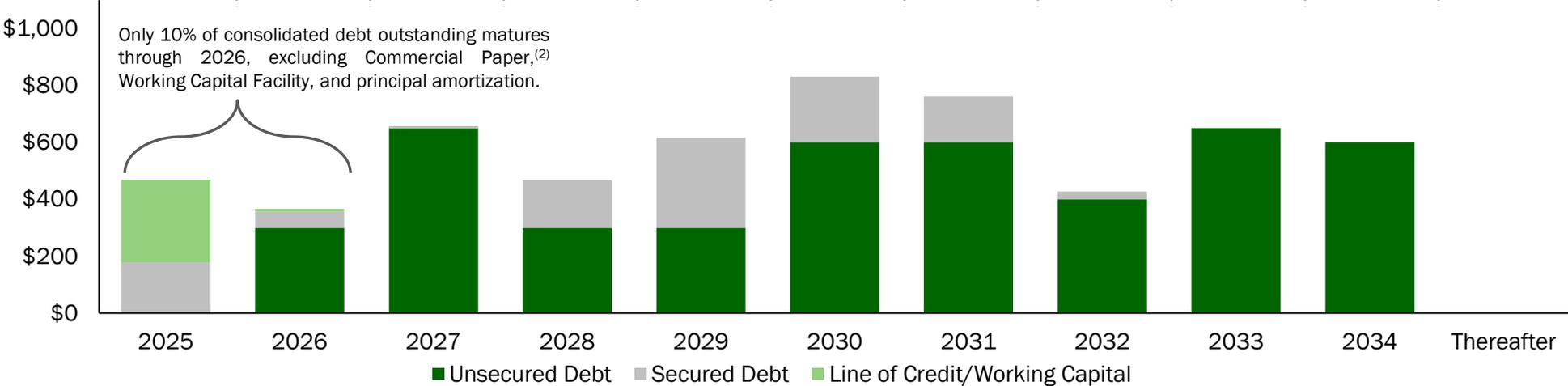
Sector-low percentage of debt maturing through 2026

**87%**

of NOI unencumbered

### Forward Debt Maturity Schedule (\$M/Weighted Average Interest Rate)<sup>(2)</sup>

\$468	\$366	\$657	\$467	\$616	\$831	\$761	\$427	\$650	\$600	\$0
4.3%	3.1%	3.7%	3.7%	3.9%	3.3%	2.9%	2.2%	2.0%	4.0%	—



(1) Metrics as of December 31, 2024, unless otherwise noted.

(2) 2025 maturities 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. If the commercial paper was refinanced using the line of credit, the weighted average years to maturity would be 5.4 years with extensions and 5.3 years without extensions.

Source: Company and peer documents.

# ESG AND SUSTAINABILITY LEADERSHIP

UDR is a recognized global ESG leader and is committed to further enhancing our ESG profile.<sup>(1)</sup>

### Top Workplace

Named the **2024 Top Workplaces** winner in the Real Estate Industry



### Sustainable Development

Selected by USGBC as a LEED Homes Award recipient in the **Outstanding Developer** category



### Sector Leader

Recognized by GRESB as a **Residential Multifamily Sector Leader** twice since 2021



### SDG Alignment

Aligned with **10 United Nations Sustainable Development Goals**



### DEI Commitment

Inaugural donor to the Nareit Foundation's **Dividends Through Diversity, Equity & Inclusion** campaign



### Responsibility

Named one of **America's Most Responsible Companies** by Newsweek in three consecutive years



### Green Bonds

**Two Green Bond** issuances totaling **\$650 million** of proceeds since 2019



### Climate Tech Funds

Committed to invest **\$30M** into strategic ESG and Climate Technology Funds



<sup>(1)</sup> For additional details on UDR's targets, please refer to the Company's [ESG website](#) and its [6th annual ESG Report](#). Source: Company documents.



# APPENDIX

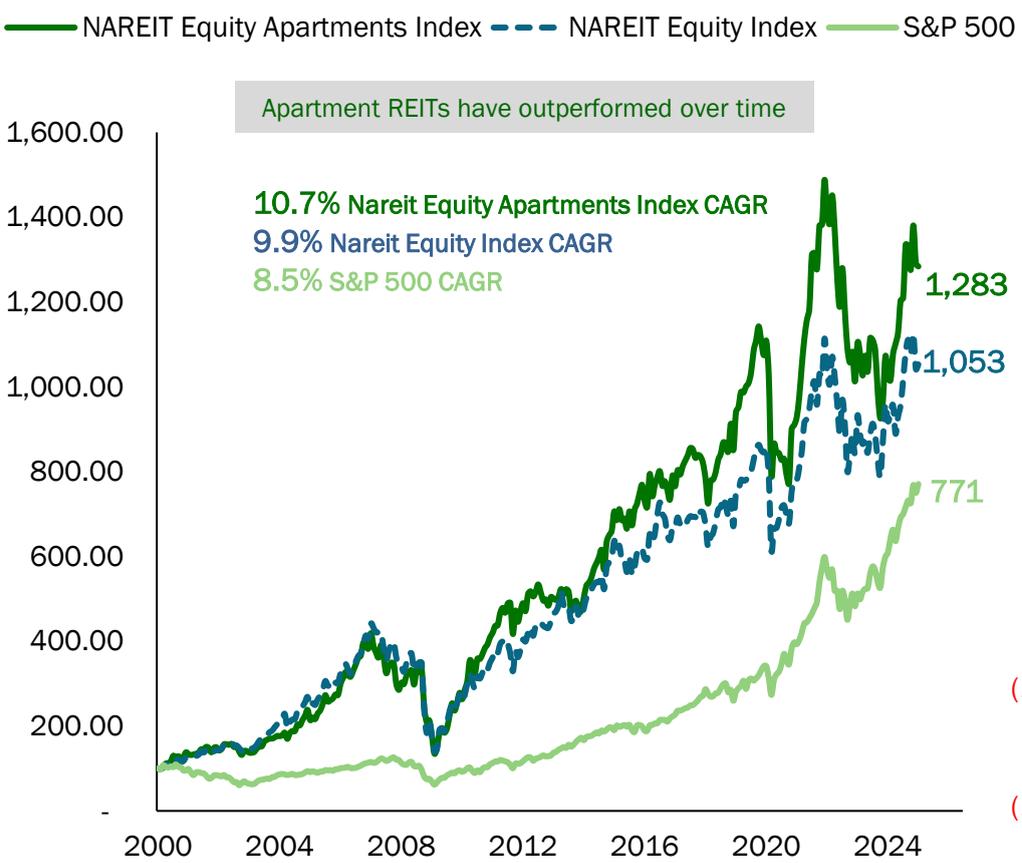


# THE CASE FOR APARTMENT REITS

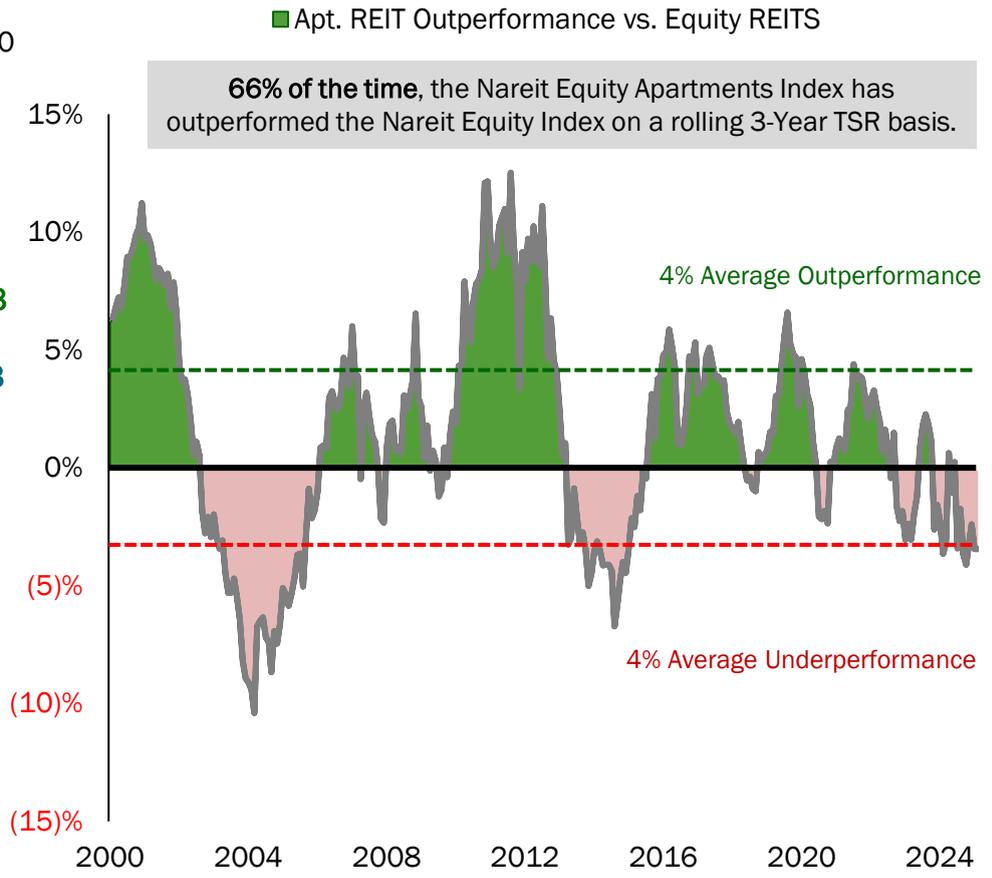
Apartment REIT TSR has outperformed other REITs and the broader market by a wide margin since 2000 due to:

- 1** Ongoing shortage of U.S. housing
- 2** Increased propensity to rent
- 3** Housing's status as a necessary, non-discretionary expense
- 4** Better long-term NOI growth + lower capex than most REIT sectors

**TOTAL SHAREHOLDER RETURN (INDEXED AT 100 IN JANUARY 2000)<sup>(1)</sup>**



**ROLLING 3-YEAR ANNUALIZED TSR<sup>(1)</sup>**

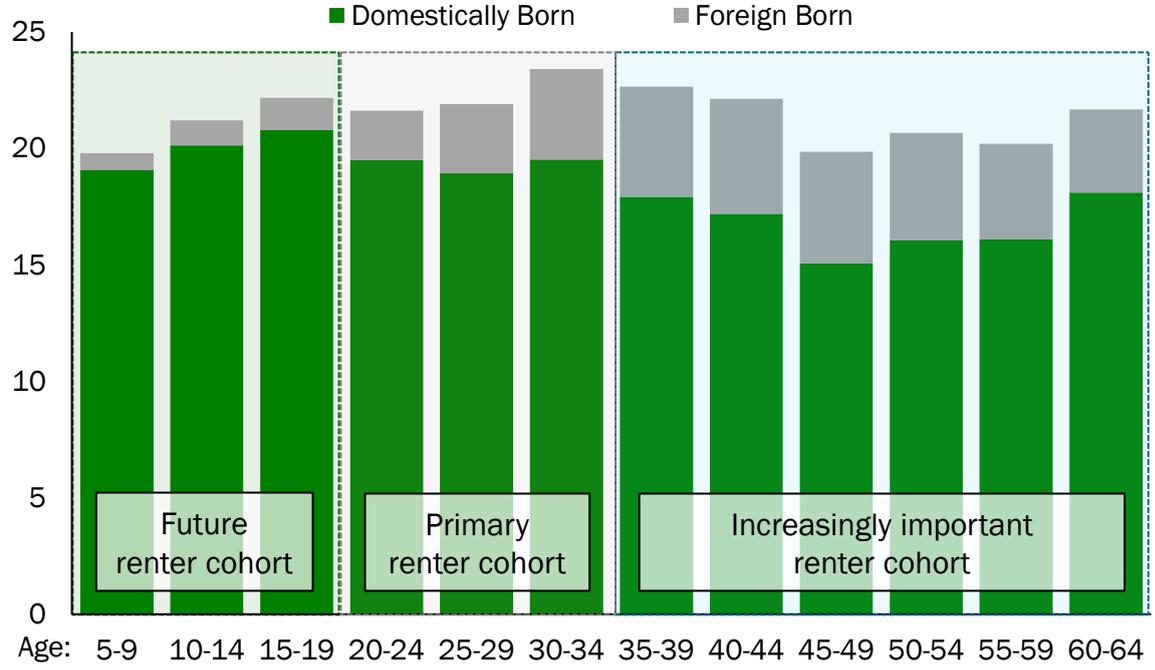


(1) Data through January 31, 2025. Source: Nareit and Factset.

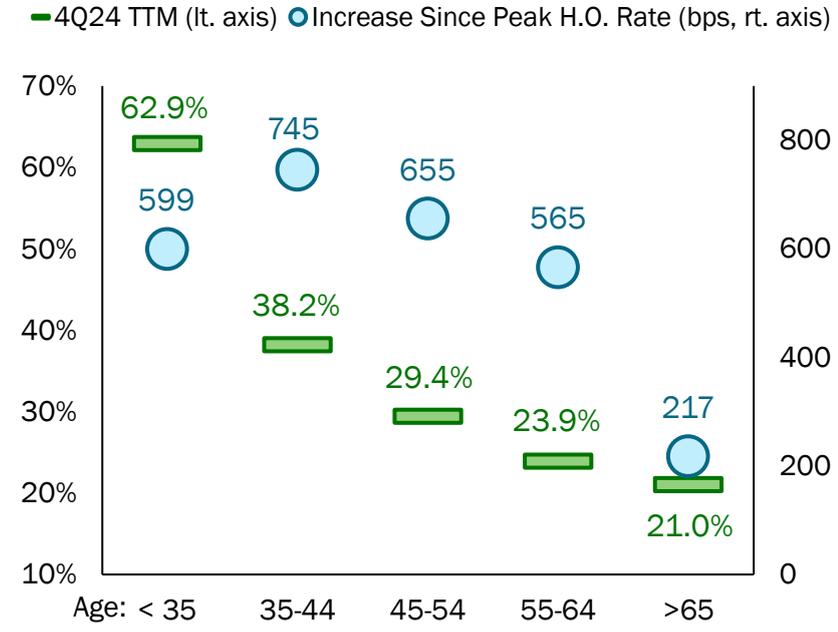
# APARTMENT DEMOGRAPHICS AND FUNDAMENTALS

Long-term demographics remain strong for apartments. Since 2010, approximately 30% fewer total housing units have been produced versus total households formed over the same period.

### U.S. POPULATION BY AGE COHORT (MILLIONS)



### PROPENSITY TO RENT BY AGE COHORT



- ✓ Sizeable current primary renter cohort
- ✓ Larger domestically born future renter cohort
- ✓ Potential upside from foreign-born growth

**Significantly higher propensity to rent due to:**

- Overall housing shortage
- High for-sale home prices and mortgage rates
- Pent-up demand (household formation)



Peak home-buying age ↑ to 38 from 29 in the 1970s.



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



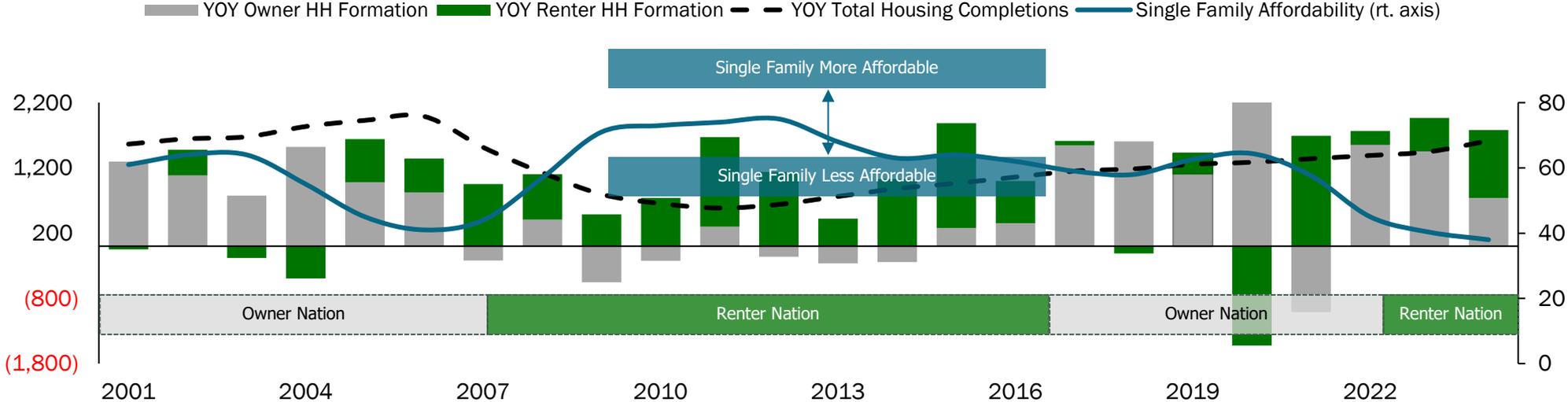
67% of Millennials who want to own a home have zero down payment savings.

Source: U.S. Census Bureau. Data as of January 31, 2024.

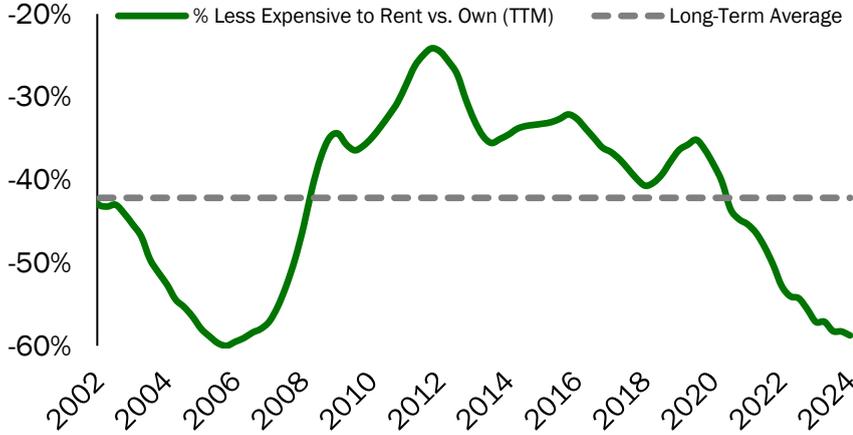
# APARTMENT DEMOGRAPHICS AND FUNDAMENTALS

Low absolute and relative affordability represent a barrier to single-family ownership, resulting in a larger potential multifamily renter pool. Third-party forecasts indicate approximately 5 million additional apartments will be needed by 2030 to satisfy housing demand, thereby mitigating the potential supply risk of increased residential completions.

## Household (“HH”) Growth by Type (000s)



## UDR Monthly Cost To Rent vs. Total Cost To Own<sup>(1)</sup>



- Rent-versus-own analysis<sup>(1)</sup> shows it is approximately **60% less expensive** to rent than own across UDR markets. This equates to **relative savings of approximately \$3,200 per month** to rent a UDR apartment home.
- **Relative affordability has improved by 25%** compared to pre-COVID levels.

<sup>(1)</sup> UDR Average Monthly Cost to Rent is as of 4Q 2024 and is defined as Total Revenue Per Occupied Home on a Same-Store basis. Blended cost to own a home is calculated using data from Moody’s, National Association of Realtors, and property prices (both single-family and condos) from Zillow for the markets in which UDR operates and is based on UDR’s NOI by market. Monthly mortgage costs assumes a 20% down payment and a 30-year fixed rate mortgage based on historical quarterly rates from Federal Reserve Economic Data. Monthly cost to own also includes taxes and insurance expense assumed at 1/12 of 2% of the historical median home price.   
 Source: U.S. Census Bureau, Federal Reserve Economic Data, REIS, Zillow, Moody’s National Association of Realtors, Company documents.

# 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,” “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 and Presentations heading.



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