Investor Presentation

July 2022

WASH★REIT®

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Certain statements in this presentation are "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995 and involve risks and uncertainties. Forward-looking statements relate to expectations, beliefs, projections, future plans and strategies, anticipated events or trends and similar expressions concerning matters that are not historical facts. In some cases, you can identify forward looking statements by the use of forward-looking terminology such as “may,” “will,” “should,” “expects,” "assumed," "pro forma," "target," “intends,” “plans,” “anticipates,” “believes,” “estimates,” “predicts,” or “potential” or the negative of these words and phrases or similar words or phrases which are predictions of or indicate future events or trends and which do not relate solely to historical matters. Such statements involve known and unknown risks, uncertainties, and other factors which may cause the actual results, performance, or achievements of WashREIT to be materially different from future results, performance or achievements expressed or implied by such forward looking statements. Additional factors which may cause the actual results, performance, or achievements of WashREIT to be materially different from future results, performance or achievements expressed or implied by such forward-looking statements include, but are not limited to the risks associated with the failure to enter into and/or complete contemplated acquisitions or dispositions within the price ranges anticipated and on the terms and timing anticipated, or at all; our ability to execute on our strategies, including new strategies with respect to our operations and our portfolio, including the acquisition of multifamily properties in the Southeastern markets, on terms anticipated, or at all, and to realize any anticipated benefits, including the performance of any acquired multifamily properties at the levels anticipated; our ability to achieve our anticipated NOI growth and to capture outsized market rent growth; whether our actual 2022 and 2023 NOI for Trove will be consistent with our expected NOI for Trove; the risks associated with the ownership of real estate in general and our real estate assets in particular; the economic health of the greater Washington, DC metro region and the larger Southeastern region; changes in the composition and geographic location of our portfolio; fluctuations in interest rates; reductions in or actual or threatened changes to the timing of federal government spending; the risks related to use of third-party providers; the economic health of our residents and tenants; the ultimate duration of the COVID-19 global pandemic, including any mutations thereof, the actions taken to contain the pandemic or mitigate its impact, and the direct and indirect economic effects of the pandemic and containment measures, the effectiveness and willingness of people to take COVID-19 vaccines, and the duration of associated immunity and efficacy of the vaccines against emerging variants of COVID-19; the availability and terms of financing and capital and the general volatility of securities markets; compliance with applicable laws, including those concerning the environment and access by persons with disabilities; the risks related to not having adequate insurance to cover potential losses; the risks related to our organizational structure and limitations of stock ownership; changes in the market value of securities; terrorist attacks or actions and/or cyber-attacks; failure to qualify and maintain our qualification as a REIT and the risks of changes in laws affecting REITs; and other risks and uncertainties detailed from time to time in our filings with the SEC, including our 2021 Form 10-K filed on February 18, 2022. While forward-looking statements reflect our good faith beliefs, they are not guarantees of future performance. We undertake no obligation to update our forward-looking statements or risk factors to reflect new information, future events, or otherwise.

Use of Non-GAAP Financial Measures and other Definitions
This presentation contains certain non-GAAP financial measures and other terms that have particular definitions when used by us. The definitions and calculations of these non-GAAP financial measures and other terms may differ from those used by other REITs and, accordingly, may not be comparable. Please refer to the definitions and calculations of these terms and the reasons for their use, and reconciliations to the most directly comparable GAAP measures included later in this investor presentation.

Definitions and Reconciliation of Certain Forward-Looking Non-GAAP information
This presentation also includes certain forward-looking non-GAAP information. Due to the high variability and difficulty in making accurate forecasts and projections of some of the information excluded from these estimates, together with some of the excluded information not being ascertainable or accessible, the Company is unable to quantify certain amounts that would be required to be included in the most directly comparable GAAP financial measures without unreasonable efforts.

Strategic Transactions
As discussed in greater detail under the "Forward-Looking Statements" above, there is no assurance that we will execute the transactions and strategies described in this presentation, including the redeployment of proceeds into additional multifamily assets, on the terms and timing anticipated, or at all.

Market Data
Market data and industry forecasts are used in this presentation, including data obtained from publicly available sources. These sources generally state that the information they provide has been obtained from sources believed to be reliable, but the accuracy and completeness of the information is not assured. The Company has not independently verified any such information.

WHY INVEST IN WASHREIT

WashREIT has a very strong growth outlook that will carry over through 2023, with double digit same-store multifamily NOI growth, on average, for the next five quarters, and even higher year-over-year NOI growth from our Atlanta communities

80% of our portfolio is in the Washington Metro, which offers employment stability during downturns

We continue to transform our operating platform and scale our G&A expense base and expect to deliver improved operating leverage as our portfolio grows

WashREIT offers a compelling value proposition with the opportunity to participate in value creation as we earn a lower implied cap rate

WHAT WE DO

WashREIT targets mid-market renters in Southeast markets that are positioned for long-term outperformance. With the strongest growth tailwinds in recent history, a scalable operating platform, and an investment-grade balance sheet, we expect to earn a lower implied cap rate as we grow and expand our geographic footprint

Research-led Capital Allocation

Investment strategy targets deepest segments of demand curve in outperforming markets

Growing Southeast Footprint

Expanding into Southeast markets and generating double-digit NOI growth on new acquisitions with strong long-term demographic tailwinds

Outperforming Washington Metro

Same-store portfolio is positioned to deliver historically strong rental rate growth through 2023

Investment Grade Balance Sheet

Full revolver capacity of $700 million and no scheduled maturities until July 2023

3k Unit Renovation Pipeline

Opportunity to renovate and generate mid-teen cash on cash returns based on rent gap between Class B units and Class A in same submarket

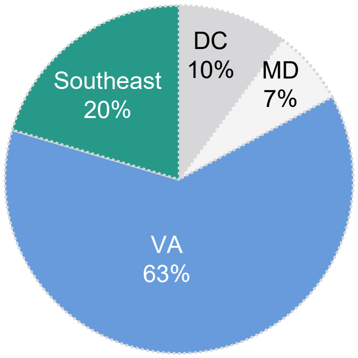
Scalable Operating Platform

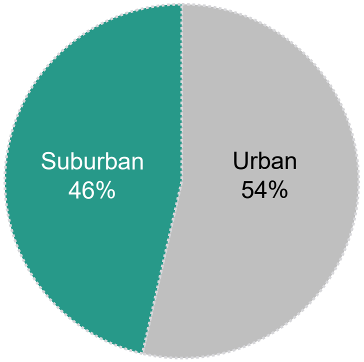
Infrastructure transformation is ongoing and will yield significant operational benefits and efficiencies. Existing G&A expense base supports a doubling of our unit count.

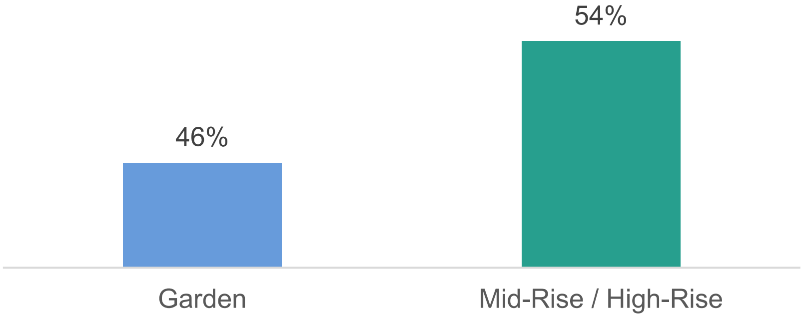
APARTMENT PORTFOLIO

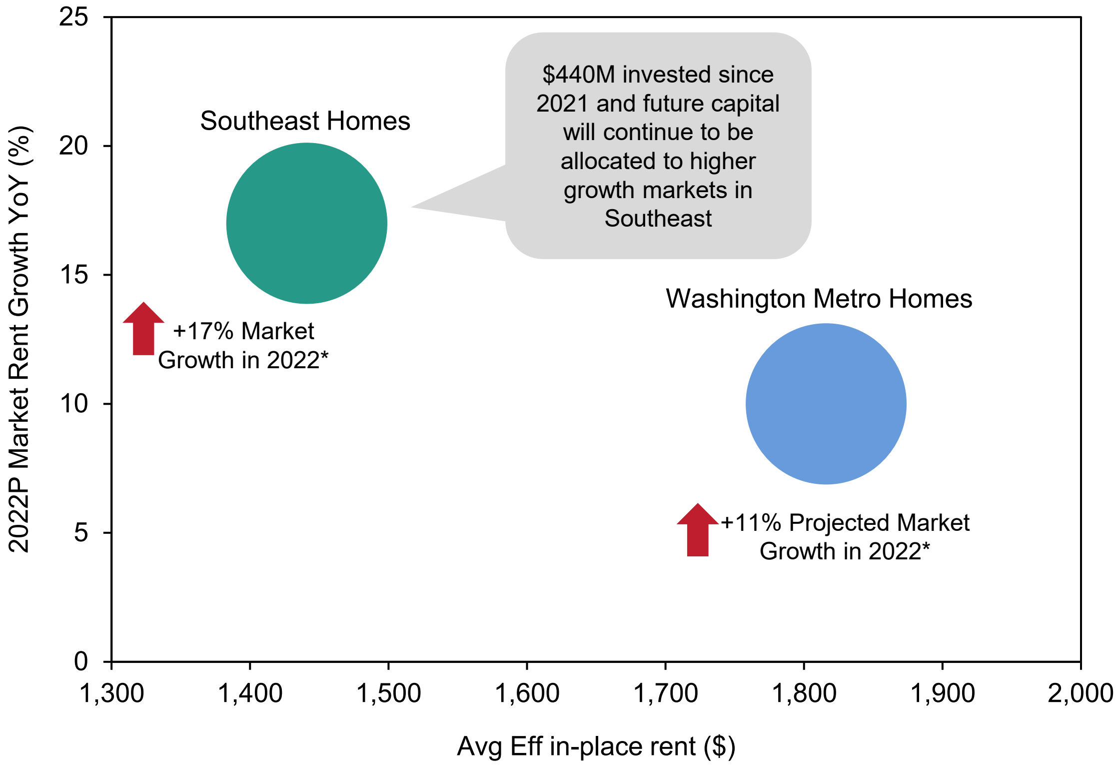
Focused on value-oriented apartment communities at mid-market price points that do not compete with new supply

~8,900	27	~3,000	>$725	2x
Homes	Communities	Renovation Pipeline (units)	Average amount saved per month by living at a WashREIT community instead of nearby Class A	Capacity to double our unit count without increasing G&A





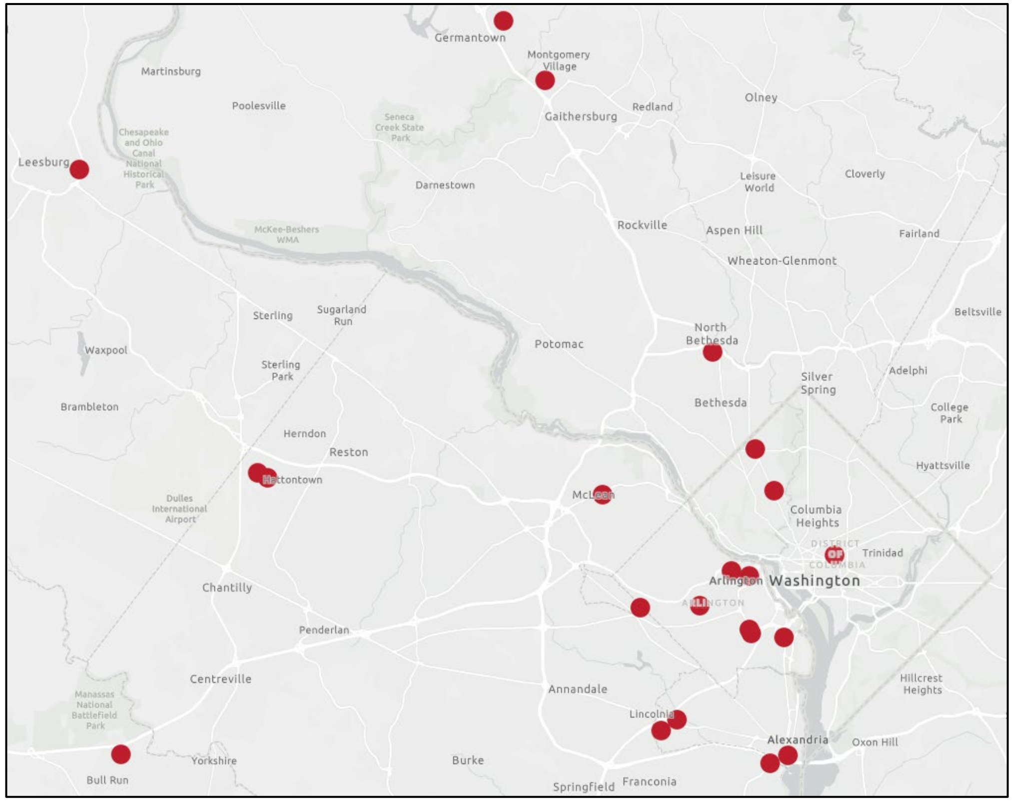




* According to RealPage, reflects average effective year-over-year rent growth throughout 2022

WASHINGTON METRO COMMUNITIES

Focused on multifamily value-oriented communities with limited competitive supply, located in Washington Metro and Atlanta Metro while pursuing further expansion into outperforming Southeast market



11.7%
Q2 Effective New Lease Rate Growth

10.9%
Q2 Effective Renewal Lease Rate Growth

95.6%
Q2 Occupancy

63%
Q2 Retention

Assembly Manassas

Assembly Dulles

Bennett Park

Cascade at Landmark

Riverside

The Maxwell

The Paramount

Trove

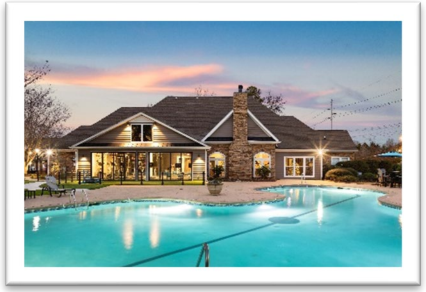
Yale West

ATLANTA COMMUNITIES

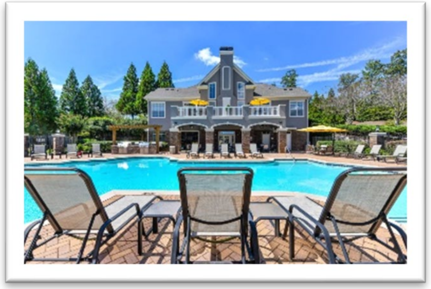
Initial acquisitions are generating very strong growth with average new lease executions up 18% in the second quarter

The Oxford

Marietta Crossing



Assembly Eagles Landing



Alder Park

Carlyle of Sandy Springs

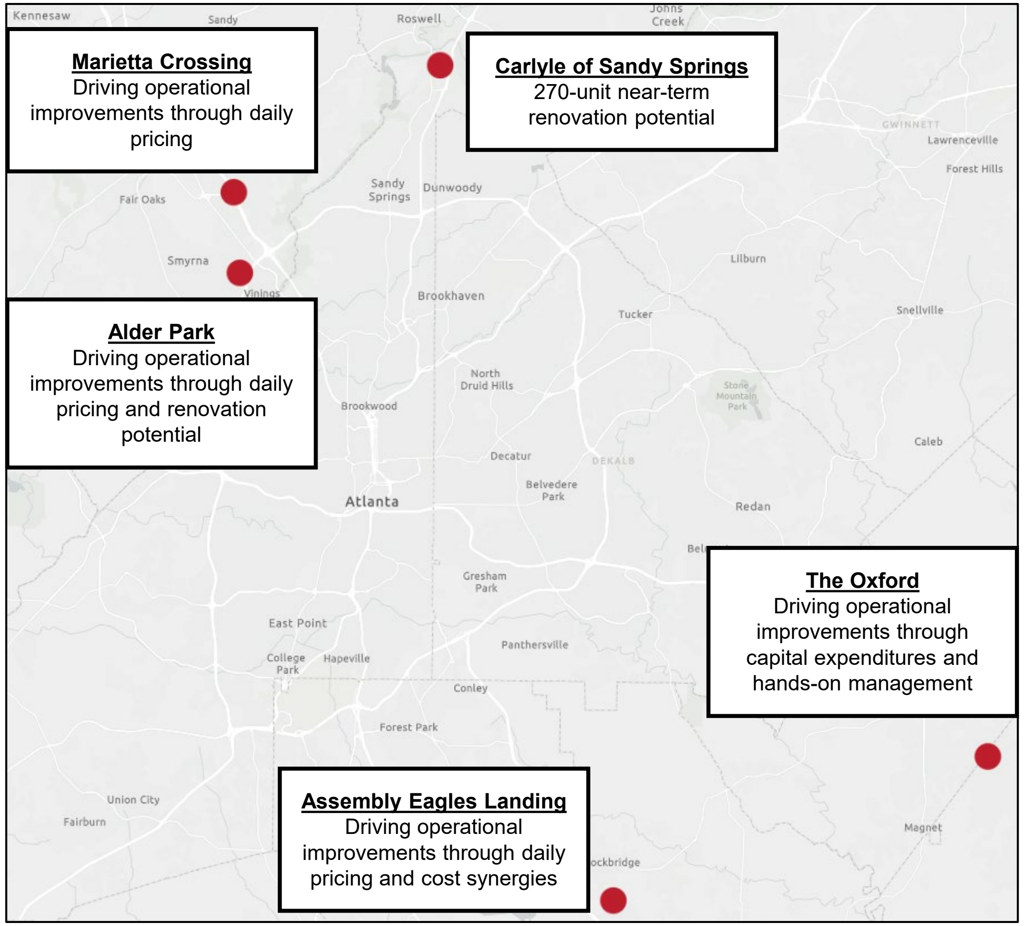
>4.6%
Combined 1-Year Forward Yield

17.7%
Q2 Effective New Lease Rate Growth

16.3%
Q2 Effective Renewal Lease Rate Growth

94.3%
Q2 Occupancy

63%
Q2 Retention

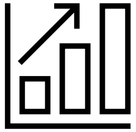


TROVE DEVELOPMENT

Trove is projected to deliver approximately 120% NOI growth in 2022 and 19% growth in 2023. 2022 same-store multifamily NOI growth combined with Trove is expected to range between 12.25% to 13.25%. Trove stabilized in 2021 and will be in our non-same-store portfolio until January 2023.

- Class A product for the value seeking renter
- 401 units; 95.0% occupied at quarter end
- Rooftop pool with views overlooking a golf course and DC monuments
- Proximate to some of the largest employers in the region
- 6-minute drive to Pentagon City and Amazon HQ2
- Achieved LEED Silver

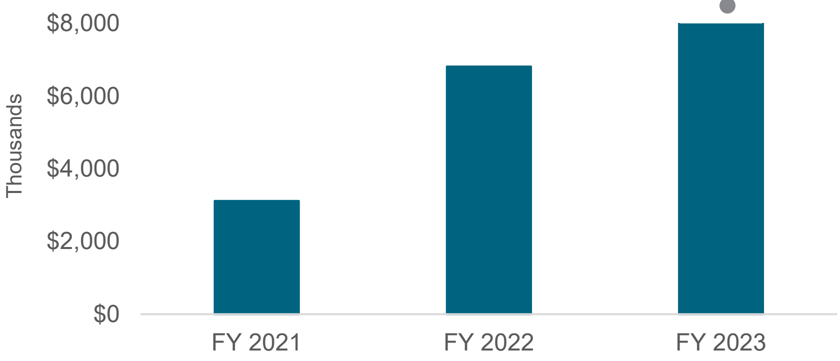
2022 YTD Effective Blended Rate Growth



20.9%

We expect Trove to deliver NOI growth of 19% for 2023, on top of ~120% growth in 2022

NOI Outlook



Effective rate growth by lease application date as of July 20, 2022

WATERGATE 600

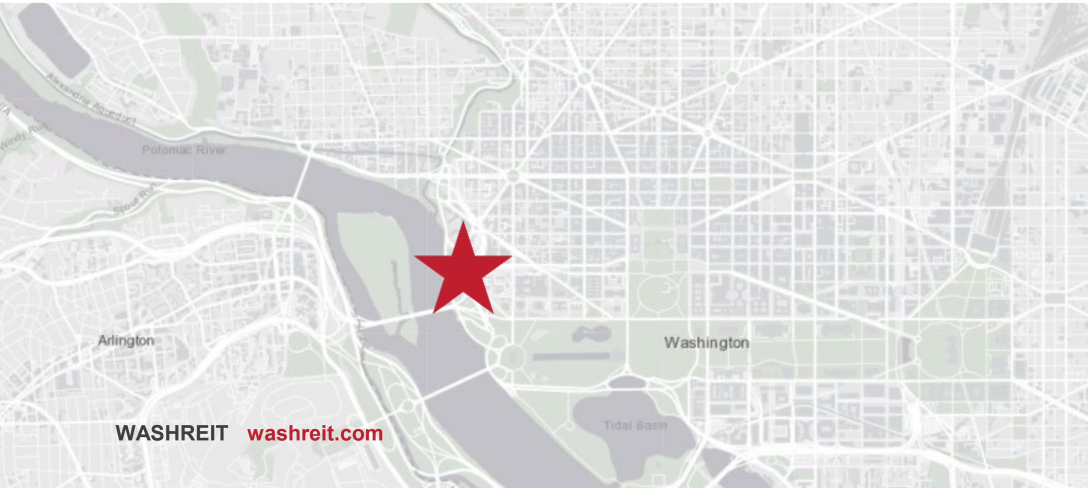
- Watergate 600 has a high-quality institutional tenant base and a weighted average lease term of 7 years
- As our sole remaining commercial asset, Watergate 600 was retained to maximize its value as an iconic building with high quality institutional tenant base
- We have grown occupancy over the course of the past year to 92.1% as of June 30th
- Raised 2022 guidance; NOI is now expected to grow 4.4% at the midpoint of our guidance range

300,000	92.1%	92.1%	7
NRSF	Leased	Occupied	WALT (Years)

as of June 30, 2022

MAJOR TENANTS

EIG GLOBAL ENERGY PARTNERS | ATLANTICMEDIA | NJ NATIONAL JOURNAL | IA INTERIOR ARCHITECTS



TRANSFORMATION UPDATES

INFRASTRUCTURE TRANSFORMATION: PHASES + MILESTONES

Phase 1

Initiated in **2021**:

- PMO Governance
- Human Capital
- Technology Vision & Core Platform Selection
- Branding

Phase 2

Initiated in **January 2022** with foundation created from Phase 1:

- Core Platform Implementation
- Operating Model
- Website(s)
- Property Rollout Sequencing

Phase 3

Beginning **June 2022**, with our core platform and operating model almost ready to deploy:

- Advance Human Capital
- Continue Core Platform Implementation
- Begin to onboard properties to our internal platform

Year End 2021

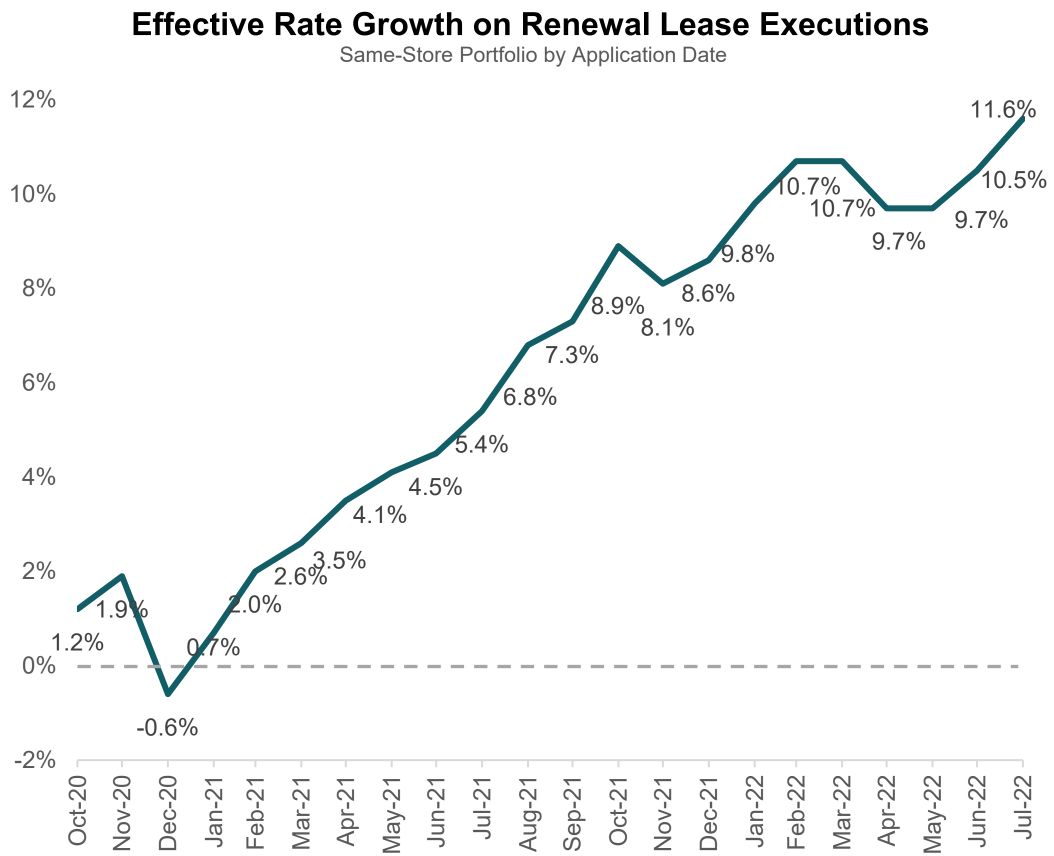
June 2022

Mid-2023

OPERATIONAL UPDATE

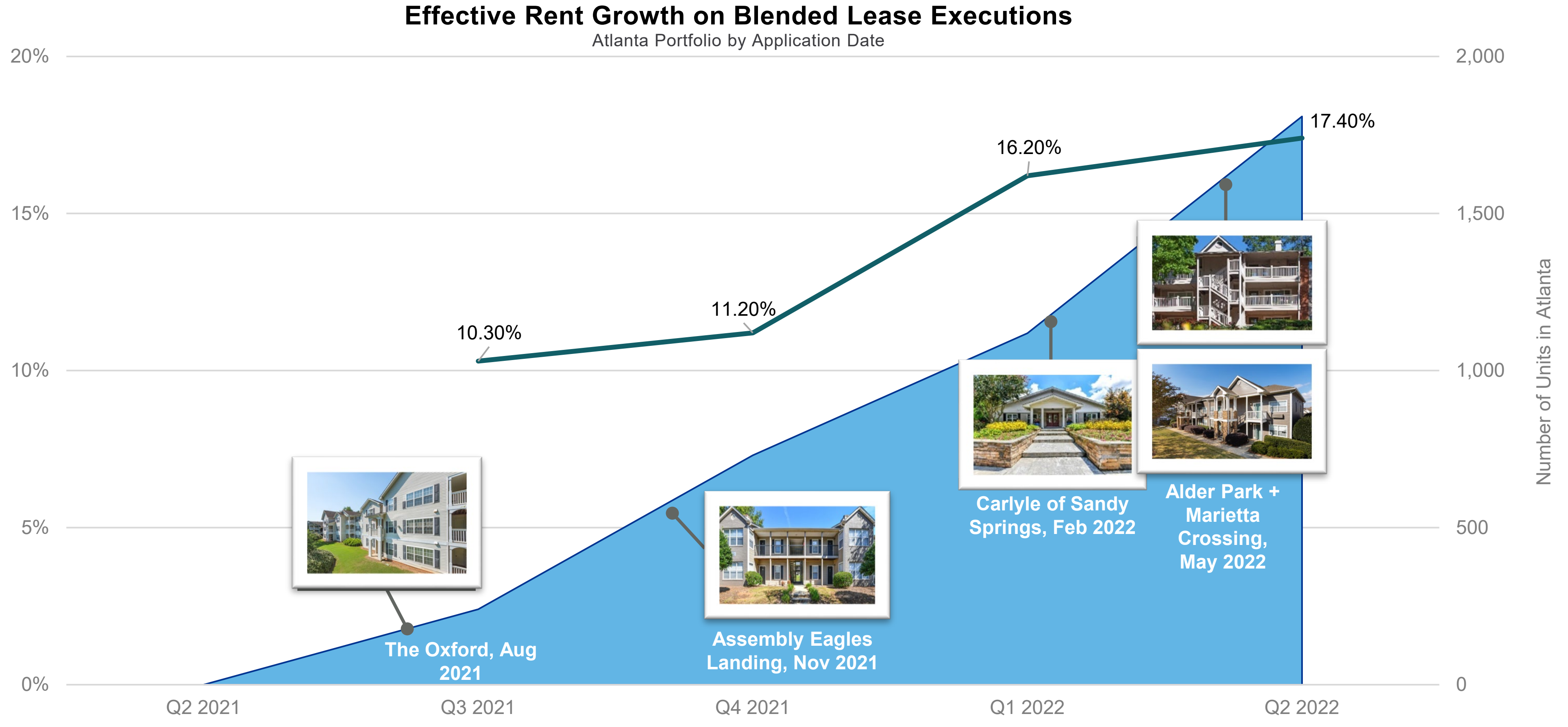
SAME-STORE LEASE RATES CONTINUE TO GROW

We are positioned well heading through the summer leasing season with double-digit lease rate growth on our most recent new lease executions. Our blended lease rate growth is outperforming the Washington Metro average as reported by RealPage transaction data.



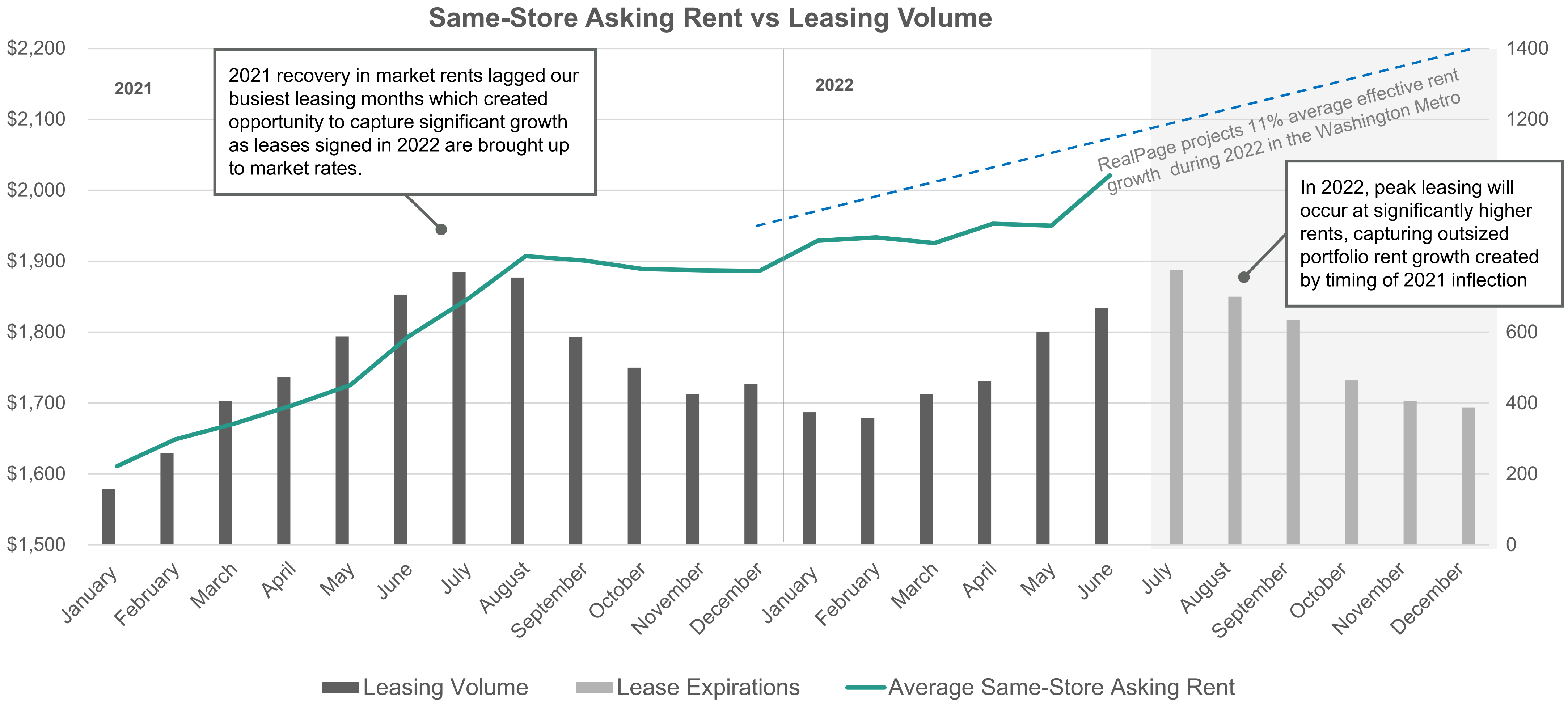
ATLANTA LEASE RATES

Our recently acquired Atlanta communities are experiencing strong double-digit lease rate growth, which is benefiting from strong summer leasing trends and operational improvements.



ASKING RENTS CONTINUE TO CLIMB HIGHER

The timing of the 2021 recovery in market rents created an opportunity to capture significant growth during the peak leasing season in 2022



LOSS TO LEASE

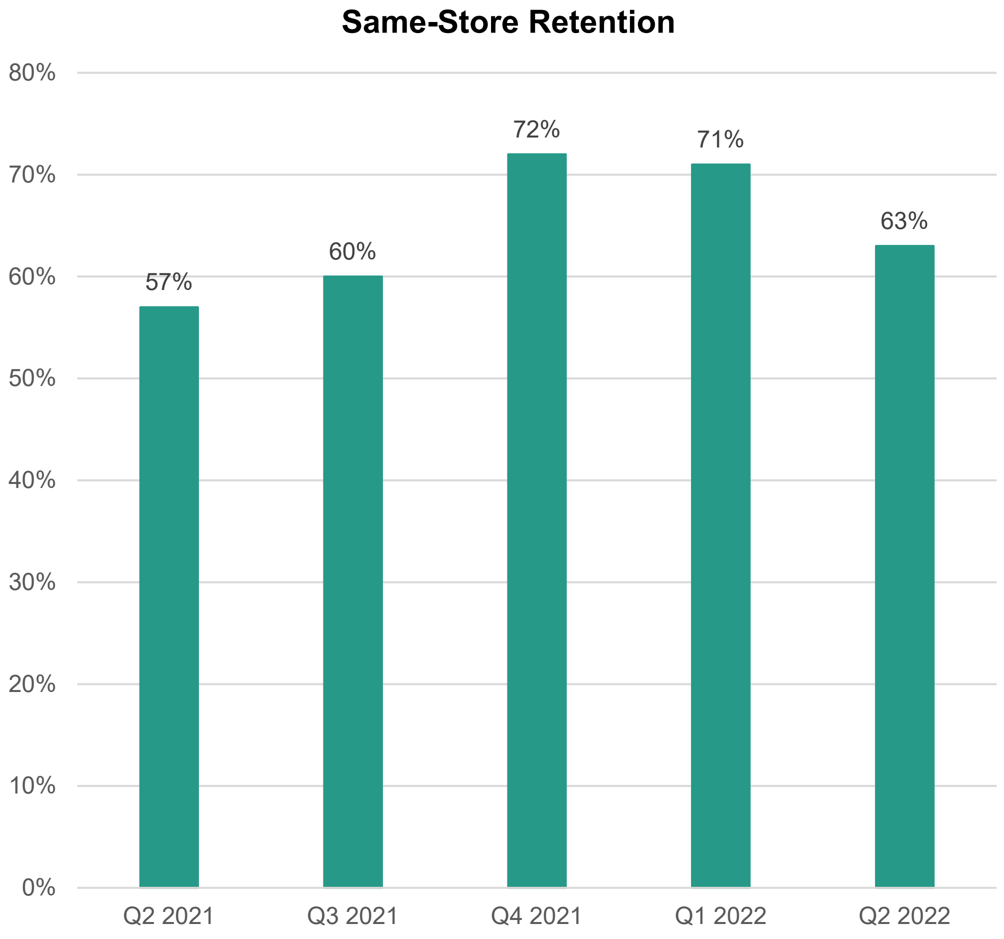
In-place rents are trending up but are still below market which creates opportunity to capture significant growth as leasing activity and market rental rates increase through the summer

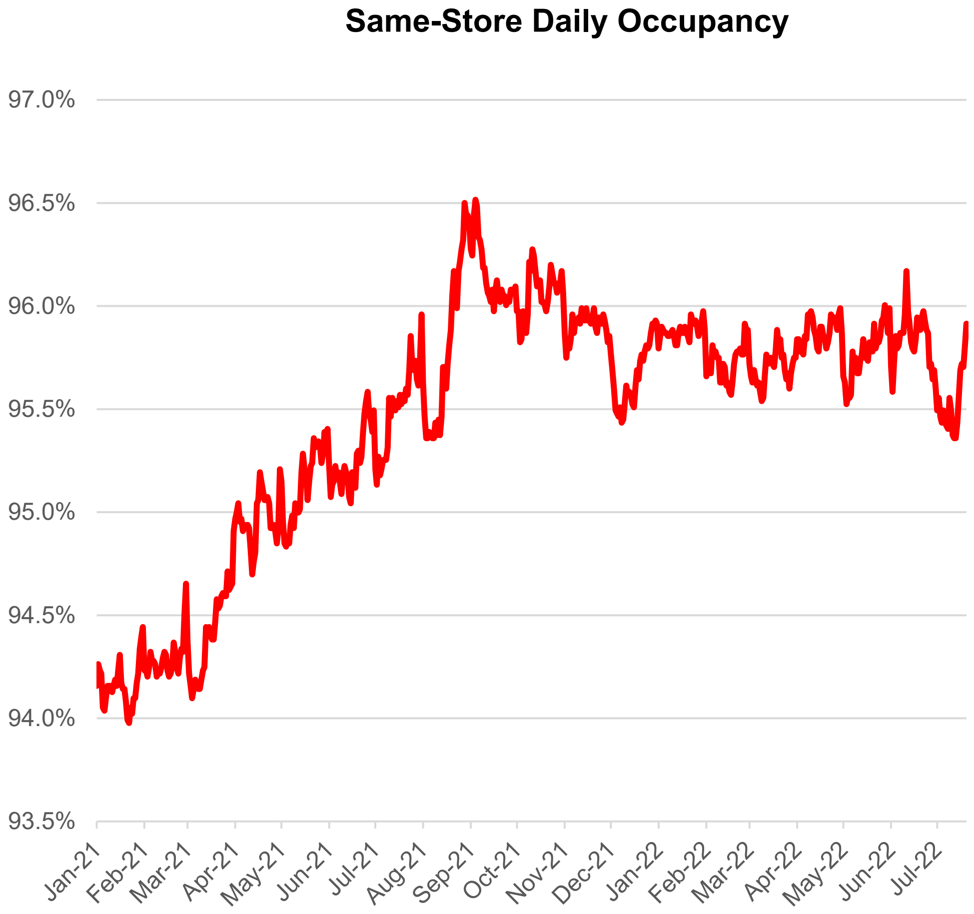
- Current in-place leases were approximately 10.1% below market rents for our same-store portfolio and 16.0% below market rents for our Atlanta portfolio which, along with Trove, blends to a total loss to lease of 11% through June 30th
- We expect to capture our existing loss to lease over the next 12-16 months
- In addition to the market rent growth that has already occurred, we expect strong market rent growth throughout 2022
- Washington Metro average effective year-over-year rent growth throughout 2022 is projected to be ~11%, according to RealPage

* Loss to lease represents total in-place lease rent compared to the average market rent for the period presented. Data shown before the effect of concessions

RETENTION AND OCCUPANCY

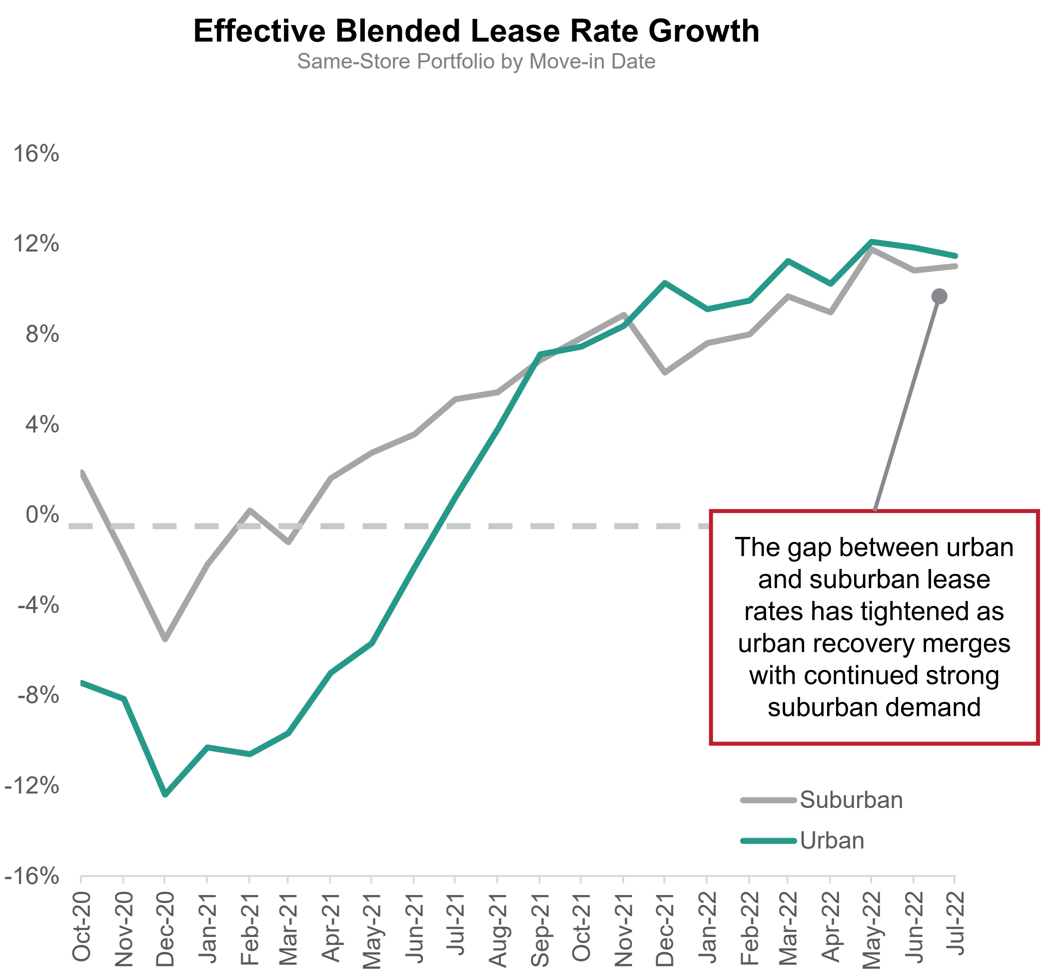
Retention continued to be strong during the second quarter at 63%, an increase from Q2 2021 which was at 57%. This has allowed us to retain high occupancy and to continue to capture strong renewal rates.

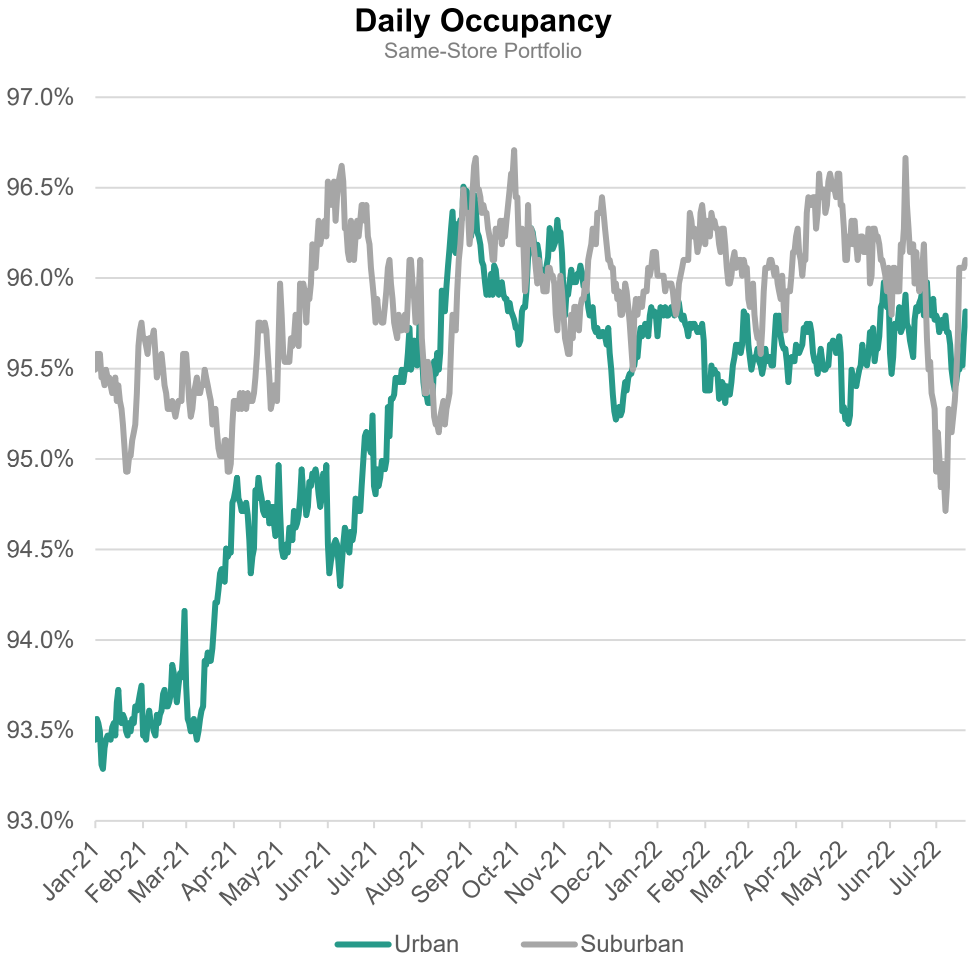




URBAN VS SUBURBAN PORTFOLIO TRENDS

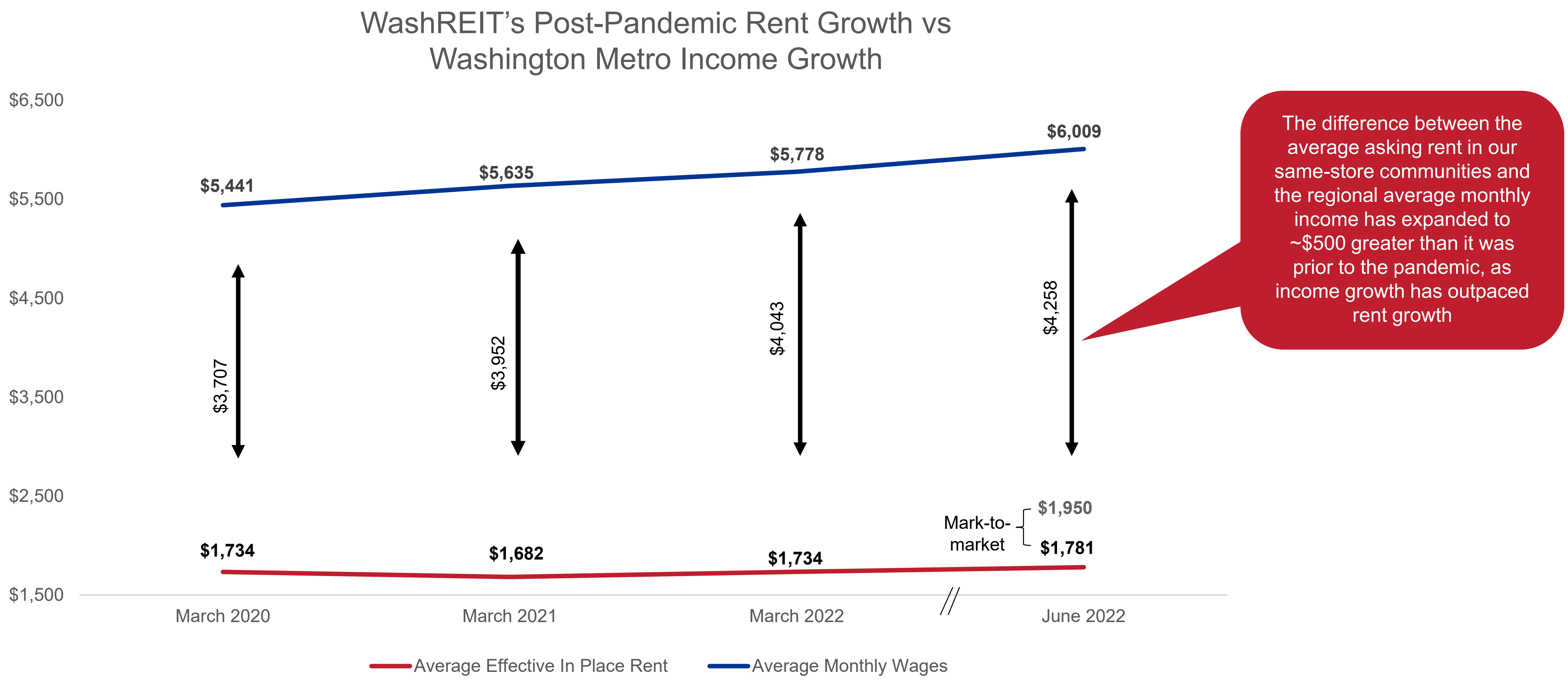
Fundamentals continue to improve and both urban and suburban lease rates remain on an upward trend. While lagging earlier, urban lease rate growth is outpacing suburban lease rate growth driven by the recovery in urban demand.





WASHINGTON METRO INCOME GROWTH

Average income in the Washington Metro has risen 10.4% since the start of the pandemic, mirroring the 11% difference between our same-store asking rents today compared to the average effective monthly rent in March 2020



VALUE-ADD PROGRAMS

Renovation programs create an improved living experience while generating strong returns

Current Opportunity

+ ~3,000-unit renovation pipeline
+ Target 2022 full renovation spend of ~$6 million, which is a significant increase from 2021 spend of ~$3 million. After putting the program on hold during the pandemic, 2021 experienced a gradual ramp up.

Methodology

+ Research-driven capital allocation
+ Scope tailored to submarket and individual asset
+ Returns Threshold: 10%-20% in current environment

Status

+ Remobilized and capitalizing on suburban demand

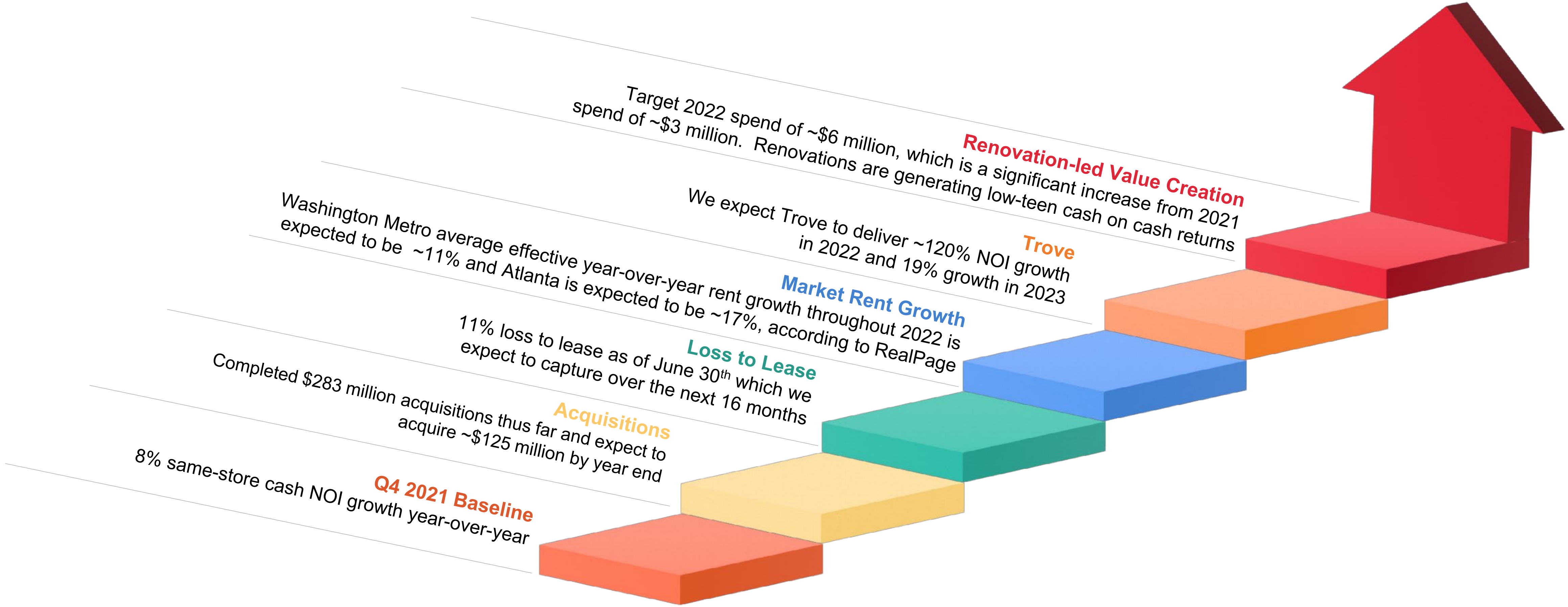
Going Forward, We Plan To

+ Execute program in existing Washington, DC metro pipeline
+ Expand Value-Add B in the Southeast
+ Expanding pipeline for future renovation growth through our Class A- Strategy

	FULL RENOVATION		UNIT UPGRADES
KEY METRICS			
Avg. cost per unit	$18-$22,000	$13-$16,000	$4,500
Avg. monthly premium	$260	$150	$55
ROI	14%-17%	11%-14%	15%
BEFORE			
AFTER			
SCOPE	Appliances, counter-top replacement, new cabinetry, kitchen backsplash, open format kitchen, plumbing fixture updates, light package, flooring	Appliances, counter-top replacement, cabinetry doors, plumbing fixture updates, light package, flooring	One of the following: Appliances, counter-top replacement, cabinetry doors, plumbing fixture updates, light package, flooring
TRACK RECORD *2015-2022 YTD*			
Units Completed	1,189	917	>1,000

EARNINGS MOMENTUM

2022 will be a year of building momentum as Southeast acquisitions drive higher NOI growth and our same-store portfolio captures outsized market rent growth. As NOI ramps up throughout the year, we will be establishing a significantly higher earnings run rate to grow from with a stronger growth trajectory.



RESEARCH-LED CAPITAL ALLOCATION

COMPETITIVE DIFFERENTIATION

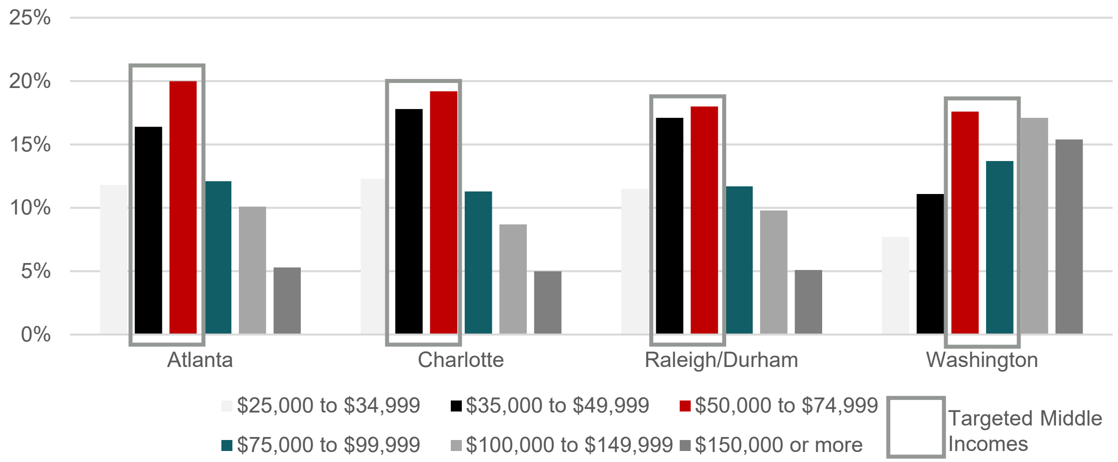
We have a disciplined strategy that targets the deepest part of the demand curve, in economically dynamic markets and submarkets. These generators of strong demand coupled with price point supply insulation result in a track record of rent growth outperformance in our targeted vintages of assets. WashREIT's strategies harness these market dynamics for long-term rental growth.

Mid-Market Renter Demand Depth + Economically Dynamic Markets/ Submarket Selection + Price Point Supply Insulation + Target Vintages Rent Growth Outperformance = **Long-Term WashREIT Rental Growth Outperformance**

MID MARKET RENTER DEMAND: DEEP AND UNDERSERVED

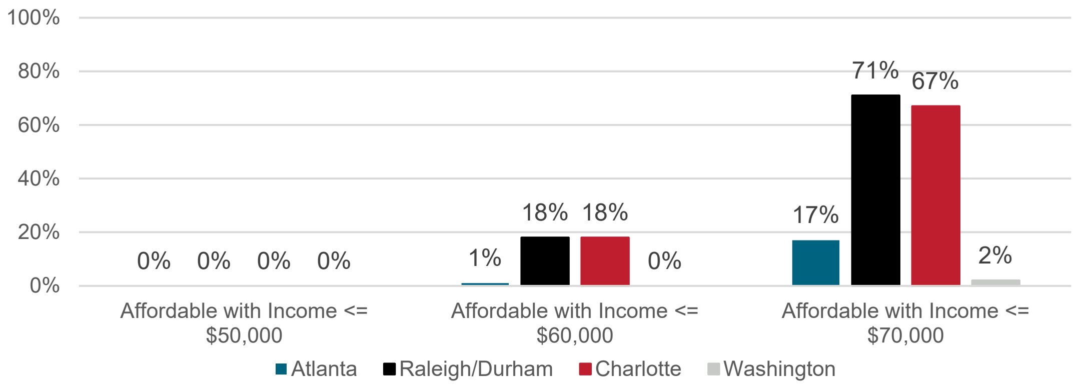
Middle incomes and price points make up the largest share of apartment demand, yet a limited and rapidly decreasing share of new supply is affordable to these renters.

SHARE OF RENTER HOUSEHOLDS BY INCOME LEVEL



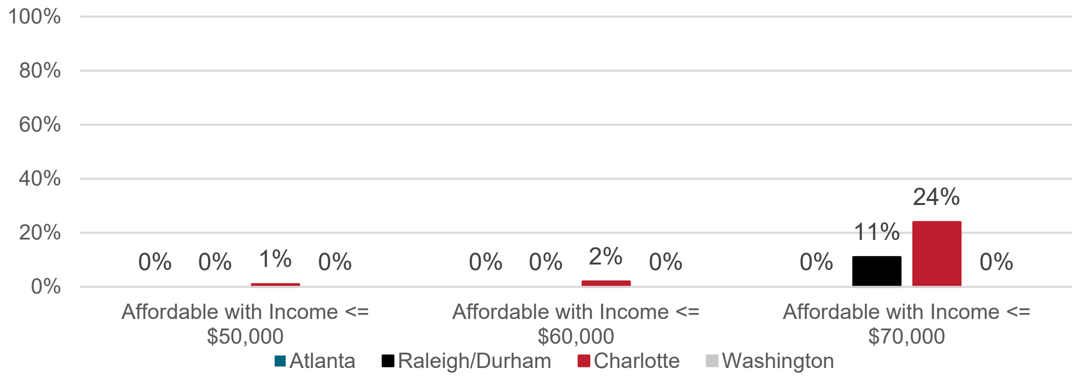
AFFORDABILITY THRESHOLDS FOR APARTMENT PRODUCT DELIVERED SINCE 2018

AT Q1 2021



AFFORDABILITY THRESHOLDS FOR APARTMENT PRODUCT DELIVERED SINCE 2018

AT Q4 2021



Source: American Housing Survey, US Census, WashREIT Research; March 2022.

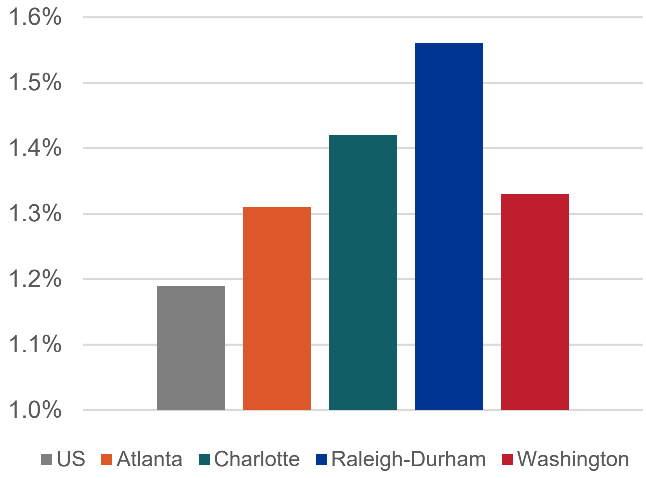
ECONOMICALLY DYNAMIC MARKETS & SUBMARKETS

WashREIT's market and submarket selection targets economies with diverse, innovation industries that drive outsized job creation, wage growth and in-migration. Dynamic economies provide the strong foundation of demand upon which we grow our portfolio.

Employment growth in each of our target markets is projected to outpace the US average through 2026.

PROJECTED EMPLOYMENT GROWTH

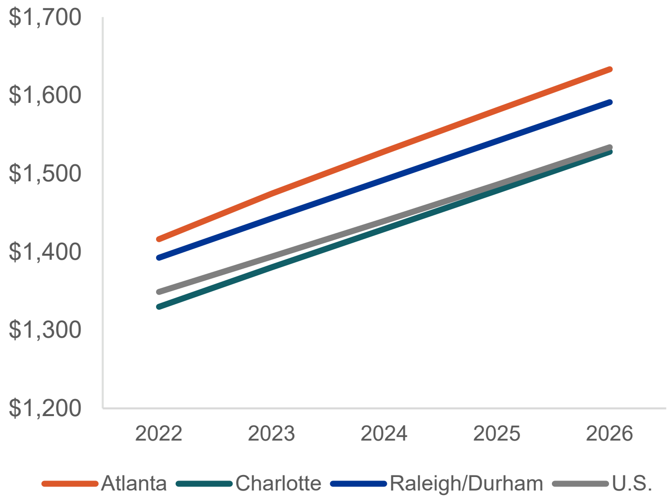
2022 – 2026 Annual Rate



Wage growth in each of our Southeastern markets is projected to exceed the US average.

PROJECTED WAGE GROWTH 2022 – 2029

Weekly Average Wages



Population growth in each of our target markets has been among the strongest in the US and is expected to far exceed the national average through 2026.

POPULATION CHANGE SINCE 2020

Atlanta	79,700	+1.3%	12th in US
Raleigh	31,600	+2.2%	2nd in US
Charlotte	51,700	+2.0%	3rd in US
Washington	57,200	+0.9%	19th in US

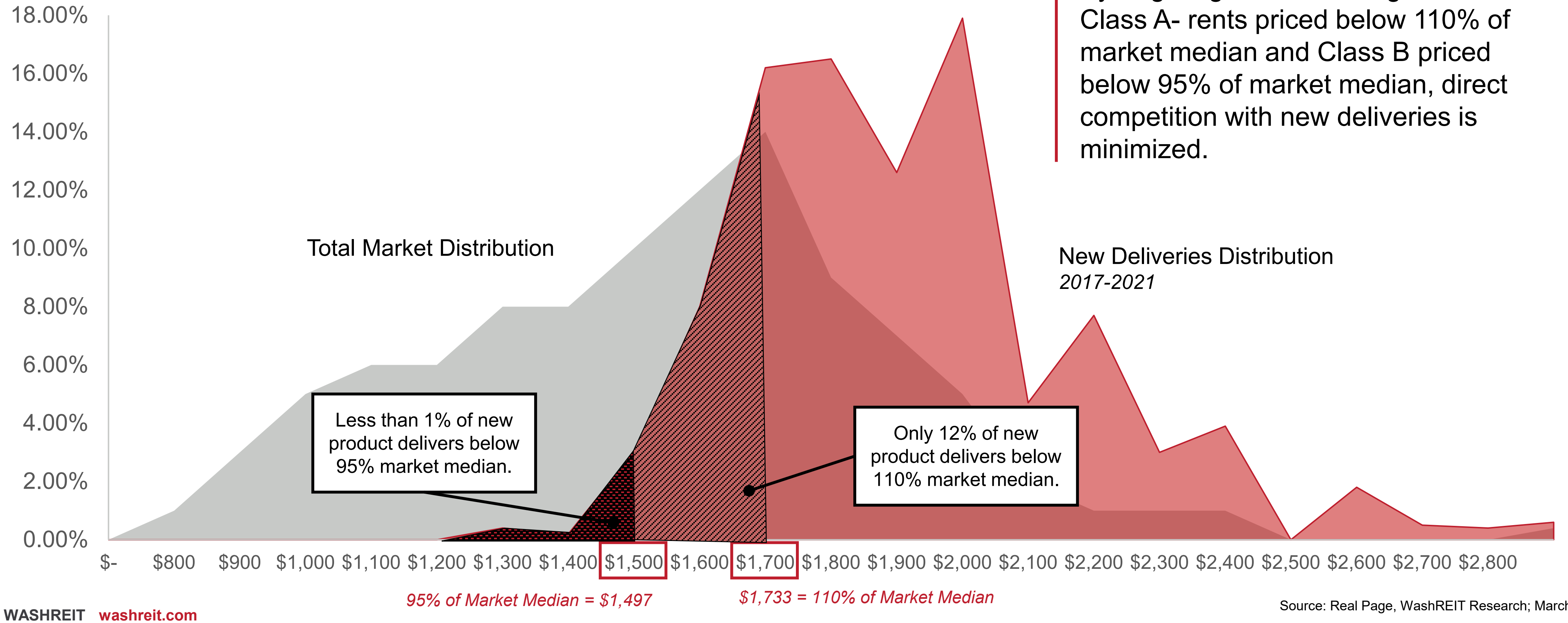
Source: Oxford Analytics; March 2022.

PRICE POINT SUPPLY INSULATION

Our disciplined approach to market pricing position of our community acquisitions provides considerable mitigation of supply pressures from new product while simultaneously maintaining an affordability gap, enabling targeted renovation programs.

TOTAL MARKET RENT DISTRIBUTION VS. NEW PRODUCT DELIVERIES

Atlanta



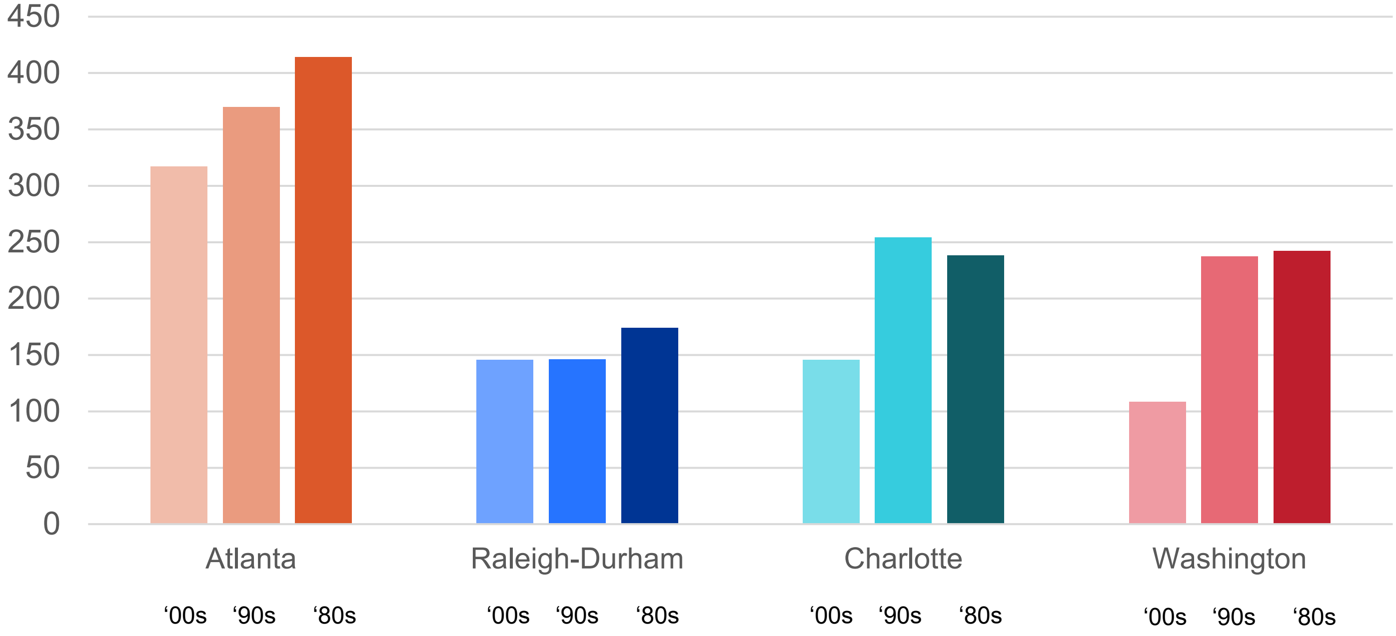
By targeting the lower range of Class A- rents priced below 110% of market median and Class B priced below 95% of market median, direct competition with new deliveries is minimized.

Source: Real Page, WashREIT Research; March 2022.

TARGET VINTAGE RENT GROWTH OUTPERFORMANCE

Older vintages of communities in our target markets have a track record of effective rent growth outperformance.

SAME-STORE ANNUAL EFFECTIVE RENT GROWTH OUTPERFORMANCE OF OLDER VINTAGES vs. NEW PRODUCT[1]
(BPS) – 2016-2021



AVERGE SAME-STORE ANNUAL EFFECTIVE RENT GROWTH OUTPERFORMANCE '00s – '80's
(BPS) 2021

Atlanta	+600
Raleigh-Durham	+200
Charlotte	+200
Washington	+475

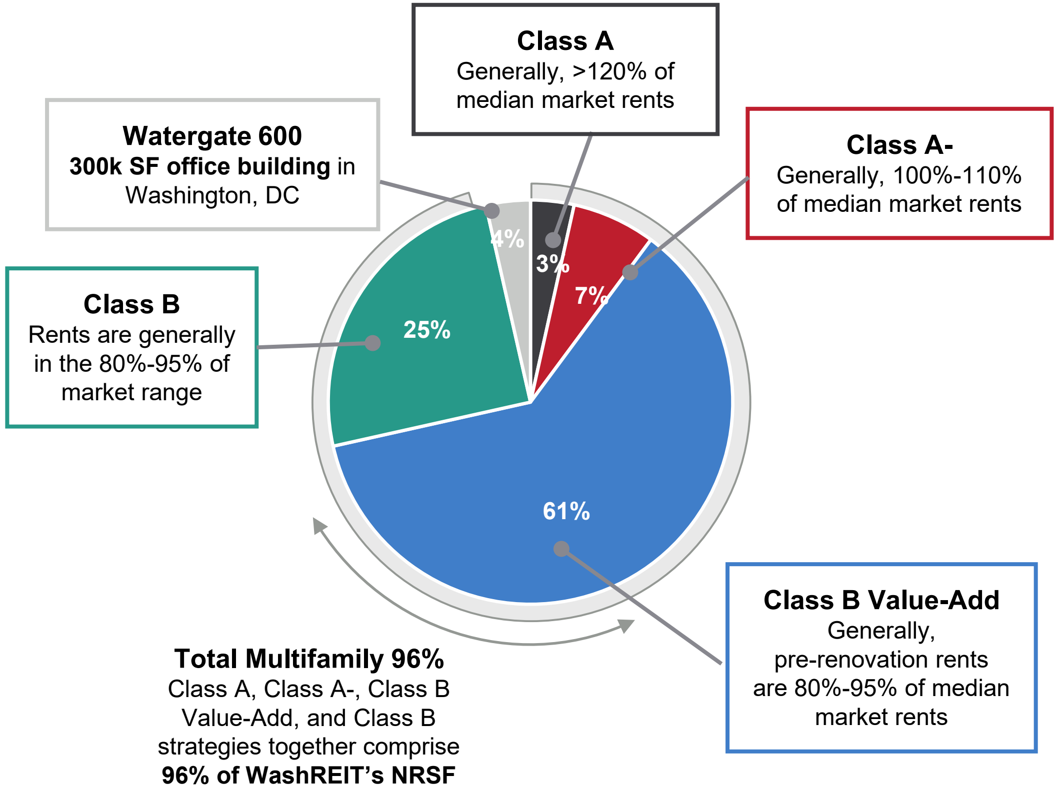
Note: Product delivered in the 2010s.
Source: Real Page, WashREIT Research; March 2022.

MULTIFAMILY PORTFOLIO

MULTIFAMILY PORTFOLIO COMPOSITION

Properties	Location	Class	Homes	NRSF (000s)
Clayborne	Alexandria, VA	A-	74	60
Riverside Apartments	Alexandria, VA	B Value-Add	1,222	1,001
Assembly Alexandria	Alexandria, VA	B Value-Add	532	437
Cascade at Landmark	Alexandria, VA	B Value-Add	277	273
Park Adams	Arlington, VA	B	200	173
Bennett Park	Arlington, VA	A-	224	215
The Maxwell	Arlington, VA	A-	163	116
The Paramount	Arlington, VA	B	135	141
The Wellington	Arlington, VA	B Value-Add	711	600
Trove	Arlington, VA	A	401	293
Roosevelt Towers	Falls Church, VA	B	191	170
The Ashby at McLean	McLean, VA	B	256	274
Assembly Dulles	Herndon, VA	B Value-Add	328	361
Assembly Herndon	Herndon, VA	B Value-Add	283	221
Assembly Manassas	Manassas, VA	B Value-Add	408	390
Assembly Leesburg	Leesburg, VA	B	134	124
Bethesda Hill Apartments	Bethesda, MD	B	195	225
Assembly Germantown	Germantown, MD	B Value-Add	218	211
Assembly Watkins Mill	Gaithersburg, MD	B	210	193
3801 Connecticut Avenue	Washington, DC	B Value-Add	307	178
Kenmore Apartments	Washington, DC	B Value-Add	374	268
Yale West	Washington, DC	A-	216	173
The Oxford	Conyers, GA	B	240	273
Marietta Crossing	Marietta, GA	B Value-Add	420	415
Carlyle of Sandy Springs	Sandy Springs, GA	B Value-Add	389	506
Alder Park	Smyrna, GA	B Value-Add	270	321
Assembly Eagles Landing	Stockbridge, GA	B	490	534
Total // Stabilized Multifamily Communities			**8,868**	**8,146**
Watergate 600	Washington, DC	–	–	300

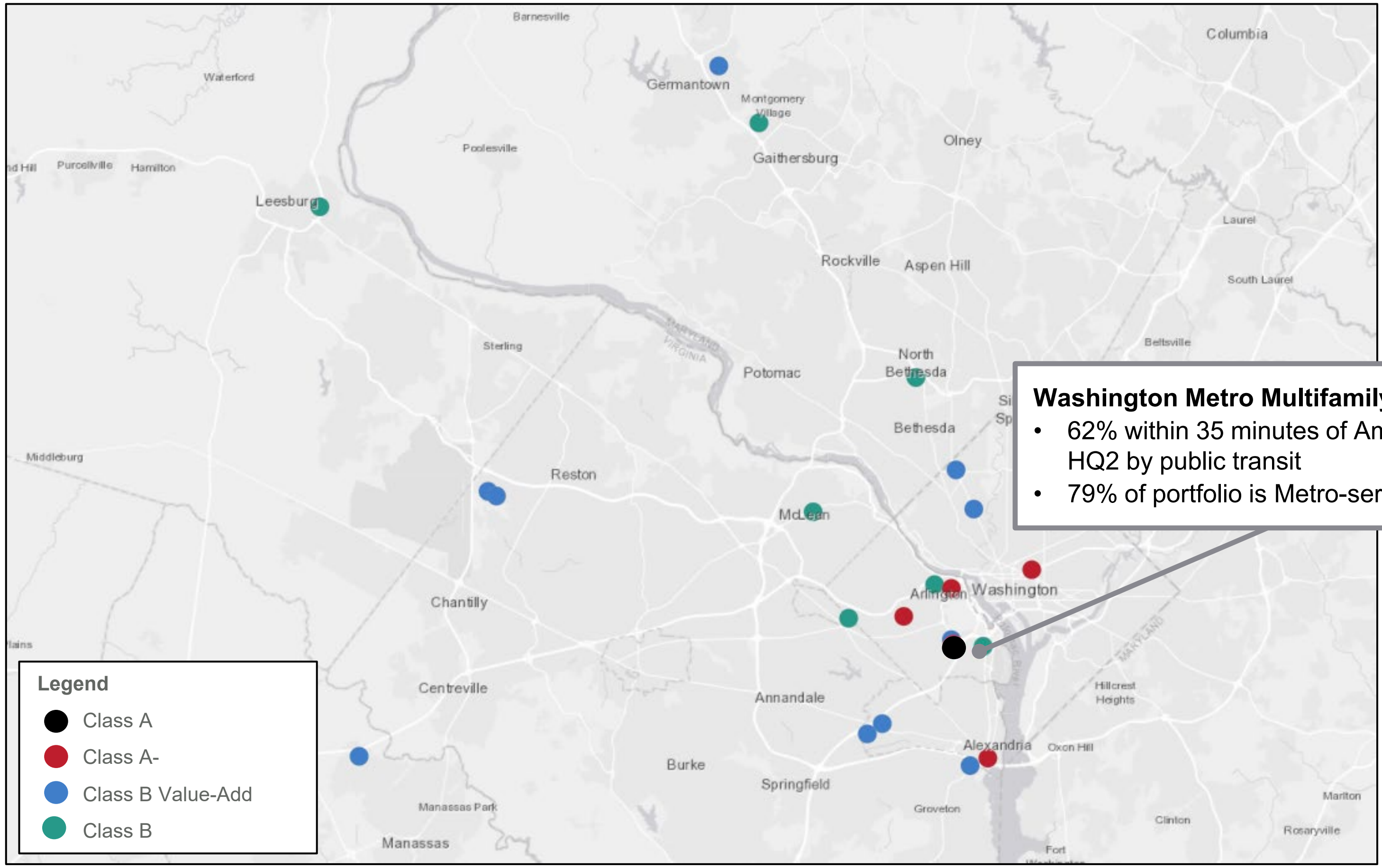
Strategy Diversification
Percentage of NRSF



Note: Refer to slide 2 for certain disclosures regarding Forward-Looking Statements.

MULTIFAMILY HOME DISTRIBUTION IN WASHINGTON METRO

~80% of our Washington Metro multifamily homes are currently located in Northern Virginia and over 30% are located in the suburbs



Washington Metro Multifamily Homes

- 62% within 35 minutes of Amazon HQ2 by public transit
- 79% of portfolio is Metro-served

95.6%
Q2 Same-Store Occupancy

11.7%
Q2 Same-Store Effective New Lease Rate Growth

33% / 67%
Suburban vs. Urban

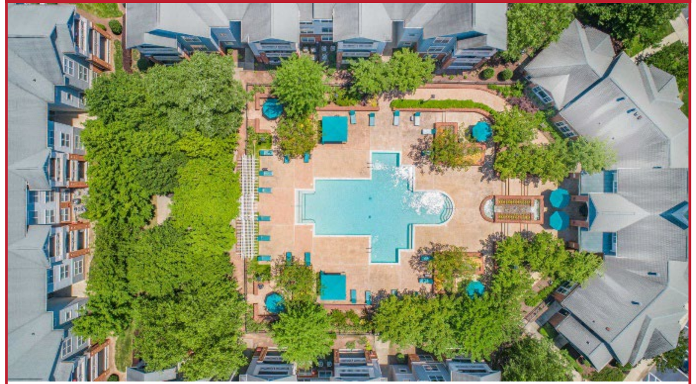
~$111k
3 Mi. Avg. HHI

Source: ESRI

PORTFOLIO STRATEGIES

We target submarkets with attributes we believe are most likely to drive rent growth, tailoring our specific investment strategy to best create value.

CLASS A-



Vintage: 2000's

Rent Growth Drivers: Operational Improvements, Unit Upgrades, Prop-Tech, Submarket Rent Growth, Future Renovations

Price Point: 100%-110% of market median rent

Targeted Go-Forward Capital Allocation

CLASS B VALUE-ADD

Vintage: 1980's, 1990's, 2000's

Rent Growth Drivers: Operational Improvements, Full Renovations, Submarket Rent Growth

Price Point: 80%-95% of market median, pre-renovation rent

Targeted Go-Forward Capital Allocation

CLASS B

Vintage: 1980's, 1990's, 2000's

Rent Growth Drivers: Operational Improvements, Submarket Rent Growth, Future Renovations

Price Point: 80%-95% of market median rent

Targeted Go-Forward Capital Allocation

PRIMARY RESIDENT SEGMENTING AND STRATEGY

We target a diverse set of renters across markets and prices creating greater portfolio stability and strength

CLASS A- RENTERS

- Mix of single householders and married couples in their mid-20s to late-30s.
- Environmentally, health, and image conscientious – all impacting their purchasing decisions.
- Household income is generally between $60,000 - $80,000, varying by market.

Renters are partial to city living and convenience – our Class A- strategy focuses on urban and suburban assets that are perceived as a value play to renters.

CLASS B VALUE-ADD RENTERS

- Diverse mix of families and singles, some with roommates.
- Characterized by careful spending – but with different drivers: some residents tend to be price savvy but will pay for brands they trust, while others carefully balance spending with student loans or retirement funds.
- Household income generally between $50,000 - $70,000, varying by market.

Renters are savvy and look for both value and social alignment – our Class B Value-Add strategy provides upgraded living at affordable prices.

CLASS B RENTERS

- Mix of life stages – from new college graduates to retirees, and a mix of education and jobs - from blue collar workers to new college graduates.
- Characterized as careful spenders due to their limited incomes, Class B renters are hard working and striving to get ahead.
- Household income generally between $45,000 - $65,000, varying by market.

Renters are price-conscious and hard working - our Class B strategy appeals to the largest rental cohort with broad demographic characteristics who are long-term renters.

Source: ESRI, WashREIT Research; May 2021.

ACQUISITIONS ALIGNED WITH STRATEGY

The Oxford

Atlanta Metro

Class B

- ✓ **Acquired:** August 2021
- ✓ **Purchase Price**: $48 million
- ✓ **Vintage:** 1999
- ✓ **Number of Homes**: 240
- ✓ **Rent Growth Drivers**: Operational Improvements, Submarket rent growth, future renovations
- ✓ **5-Mi Projected 21-26 HH Growth**: 1.09%/yr
- ✓ **5-Mi Avg HH Income**: $57,000
- ✓ **5-Year Annual Proj. HH Income Growth:**1.9%
- ✓ **Median Home Value within 5 miles:** $182,000
- ✓ **Property Price Point:** 85% of market median rent

Property Performance

Q2 Effective New Lease Rate Growth	Q2 Occupancy
10.6%	95.0%

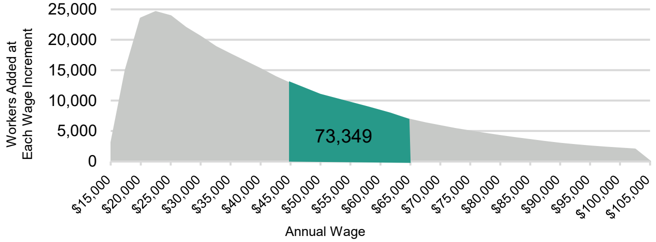
Submarket Performance

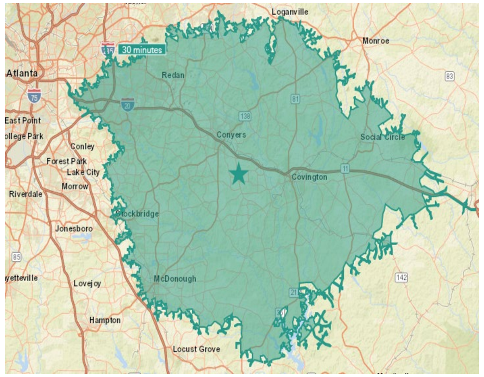
Q2 YoY Effective Rent Change	Q2 Occupancy
21.5%	96.0%

Dynamic Employment Demand

- Over 73,000 jobs at targeted incomes are within a 30-minute commute
- This deep demand segment is projected to grow by another 12.5% over the next five years.
- Rivian electric automotive plant, adding 7,500+ jobs in $50k range, announced in December 2021.

30-Minute Commute:
Employment Added at Each Wage Increment





30-min. commute shed

RIVIAN · Takeda · Meta · fulfillment by amazon · Piedmont · EMORY HEALTHCARE

Sources: ESRI, RealPage Market Analytics, Emsi Burning Glass.

ACQUISITIONS ALIGNED WITH STRATEGY

Assembly Eagles Landing

Atlanta Metro

Class B

- ✓ **Acquired:** November 2021
- ✓ **Purchase Price**: $106 million
- ✓ **Vintage:** 1997, 2000
- ✓ **Number of Homes**: 490
- ✓ **Rent Growth Drivers**: Operational Improvements, Submarket rent growth, future renovations
- ✓ **5-Mi Projected 21-26 HH Growth**: 1.26%/yr
- ✓ **5-Mi Avg HH Income**: $67,000
- ✓ **5-Year Annual Proj. HH Income Growth**: 2.0%
- ✓ **Median Home Value within 5 miles:** $195,000
- ✓ **Property Price Point:** 85% of market median rent

Property Performance

Q2 Effective New Lease Rate Growth

25.0%

Q2 Occupancy

95.7%

Submarket Performance

Q2 YoY Effective Rent Change

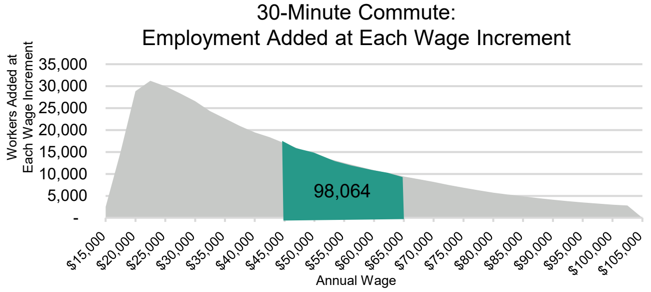
14.2%

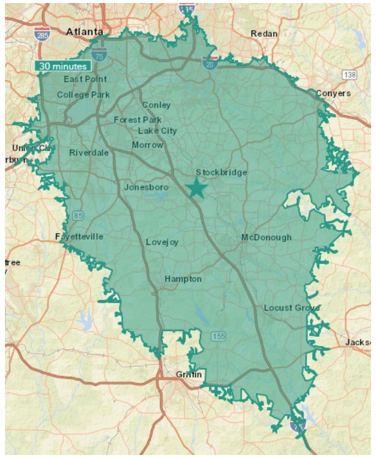
Q2 Occupancy

94.7%

Dynamic Employment Demand

- Over 98,000 jobs at targeted incomes are within a 30-minute commute
- This deep demand segment is projected to grow by another 11.8% over the next five years.
- Henry County, GA is the epicenter of logistics-related job growth in the Atlanta region.





30-min. commute shed

Federal Aviation Administration · The Home Depot · carter's, inc. · Luxottica · wayfair · Georgia Power

Sources: ESRI, RealPage Market Analytics, Emsi Burning Glass.

ACQUISITIONS ALIGNED WITH STRATEGY

Carlyle of Sandy Springs
Atlanta Metro

Class B Value-Add

- ✓ **Acquired:** February 2022
- ✓ **Purchase Price**: $106 million
- ✓ **Vintage:** 1972
- ✓ **Number of Homes**: 389
- ✓ **Rent Growth Drivers**: Operational Improvements, Submarket rent growth, Value-add renovation program of ~270 homes
- ✓ **3-Mi Projected 21-26 HH Growth**: 0.56%/yr
- ✓ **3-Mi Avg HH Income**: $78,000
- ✓ **3-Year Annual Proj. HH Income Growth**: 3.3%
- ✓ **Median Home Value within 3 miles:** $412,000
- ✓ **Property Price Point:** 91% of submarket median rent

Property Performance

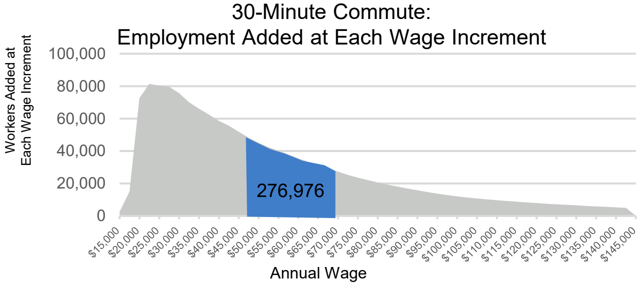
Q2 Effective New Lease Rate Growth	Q2 Occupancy
22.2%	94.3%

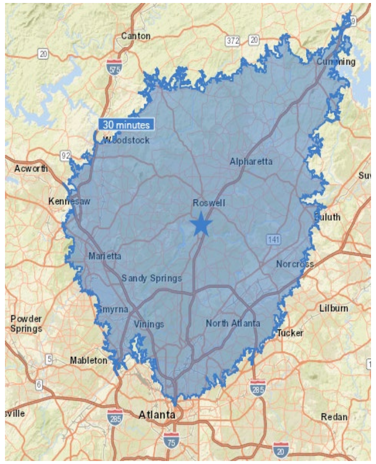
Submarket Performance

Q2 YoY Effective Rent Change	Q2 Occupancy
18.5%	95.6%

Dynamic Employment Demand

- Nearly 277,000 jobs at targeted incomes are within a 30-minute commute
- This deep demand segment is projected to grow by another 10.5% over the next five years.
- Perimeter Center, one of the region's premier employment centers, is just minutes away.





30-min. commute shed

Mercedes-Benz · The Weather Company An IBM Business · INSPIRE · State Farm · COX · KAISER PERMANENTE · T Mobile

Sources: ESRI, RealPage Market Analytics, Emsi Burning Glass.

ACQUISITIONS ALIGNED WITH STRATEGY

Alder Park
Atlanta Metro

Class B Value-Add

- ✓ **Acquired:** May 2022
- ✓ **Purchase Price**: $70 million
- ✓ **Vintage:** 1982
- ✓ **Number of Homes**: 270
- ✓ **Rent Growth Drivers**: Operational Improvements, Submarket rent growth, Value-add renovation program of ~80 homes
- ✓ **3-Mi Projected 21-26 HH Growth**: 1.67%/yr
- ✓ **3-Mi Avg HH Income**: $79,000
- ✓ **5-Year Annual Proj. HH Income Growth**: 2.0%
- ✓ **Median Home Value within 3 miles:** $381,000
- ✓ **Property Price Point:** 92% of market median rent

Property Performance

Q2 Effective New Lease Rate Growth	Q2 Occupancy
7.9%	95.9%

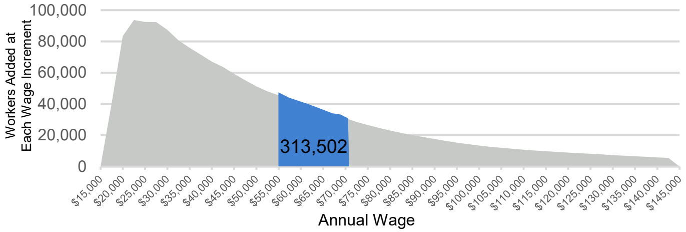
Submarket Performance

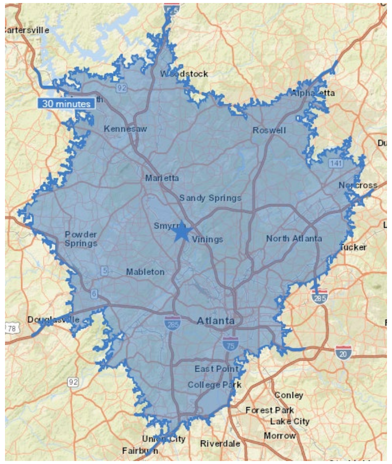
Q2 YoY Effective Rent Change	Q2 Occupancy
17.0%	96.0%

Dynamic Employment Demand

- Nearly 314,000 jobs at targeted incomes are within a 30-minute commute
- This deep demand segment is projected to grow by another 12.3% over the next five years.
- Alder Park is located adjacent to Cumberland-Galleria, one of the region's premier employment centers.

30-Minute Commute:
Employment Added at Each Wage Increment





30-min. commute shed

Sources: ESRI, RealPage Market Analytics, Emsi Burning Glass.

ACQUISITIONS ALIGNED WITH STRATEGY

Marietta Crossing

Atlanta Metro

Class B Value-Add

- ✓ **Acquired:** May 2022
- ✓ **Purchase Price**: $108 million
- ✓ **Vintage:** 1975
- ✓ **Number of Homes**: 420
- ✓ **Rent Growth Drivers**: Operational Improvements, Submarket rent growth, Value-add renovation program of ~34 homes
- ✓ **3-Mi Projected 21-26 HH Growth**: 1.09%/yr
- ✓ **3-Mi Avg HH Income**: $60,000
- ✓ **3-Year Annual Proj. HH Income Growth**: 2.1%
- ✓ **Median Home Value within 3 miles:** $302,000
- ✓ **Property Price Point:** 87% of market median rent

Property Performance

Q2 Effective New Lease Rate Growth	Q2 Occupancy
9.5%	91.2%

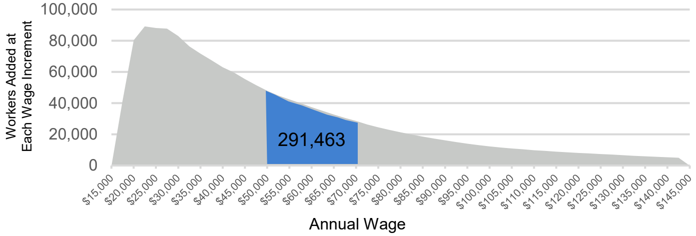
Submarket Performance

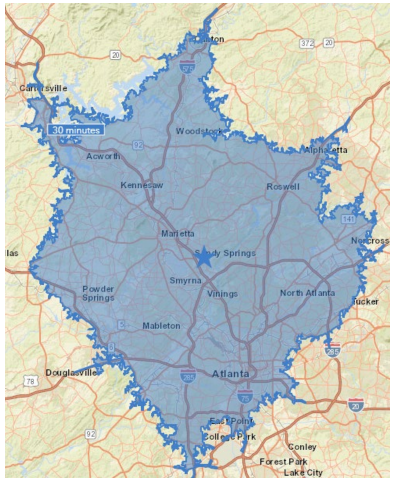
Q2 YoY Effective Rent Change	Q2 Occupancy
18.5%	95.1%

Dynamic Employment Demand

- Over 291,000 jobs at targeted incomes are within a 30-minute commute
- This deep demand segment is projected to grow by another 12.7% over the next five years.
- Cumberland/Galleria, one of the region's premier employment centers, is just minutes away.

30-Minute Commute:
Employment Added at Each Wage Increment





30-min. commute shed

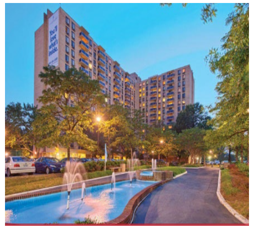
Sources: ESRI, RealPage Market Analytics, Emsi Burning Glass.

EXECUTION TRACK RECORD TO CONTINUE

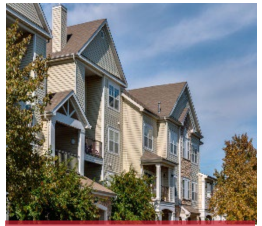
Multifamily Execution

- Since 2013, assuming we close on assets under contract, we will have completed ~$5.1 billion of strategic portfolio transactions to significantly reduce concentrations of non-core retail and office assets, while becoming a value-oriented multifamily company.
- In 2019, our research-led suburban multifamily Assembly portfolio acquisition added value to our portfolio and has outperformed our expectations during the pandemic.
- In 2020, leveraged a covered land site to deliver Trove, a 401-unit, Class A project 1.5 miles from Amazon HQ2, at a >30% total basis discount to current value.
- Since 2021, we initiated our expansion into the Southeast and have closed five acquisitions in Atlanta, and continue to pursue additional opportunities

$1.6 Billion of Value-Oriented Multifamily Investments since 2015[1]



Riverside
2016



Assembly Dulles
2019

Cascade at Landmark
2019

Trove
2020

The Oxford
2021

Assembly Eagles Landing
2021

Carlyle of Sandy Springs
2022

Alder Park
2022

Marietta Crossing
2022

Note: Refer to slide 2 for certain disclosures regarding Forward -Looking Statements and Strategic Transactions.
[1] Pro forma for 2022 guidance of approximately $125 million of additional multifamily acquisitions

ENVIRONMENTAL SOCIAL GOVERNANCE

DELIVERING ON ESG PRIORITIES

INTEGRATING CLIMATE RISK

Climate risk assessments are fully integrated into our acquisition process, from deal identification to underwriting, due diligence, and investment committee. We evaluate the physical risks impacting property operations and expenses and the transition risks impacting the investment strategy. And we maintain climate risk transparency through our commitment to Task Force on Climate-related Financial Disclosures (TCFD).

BRIDGING THE HOUSING AFFORDABILITY GAP

WashREIT's focus on providing quality, affordable housing to the underserved middle-income market meets a pressing social need and maintains existing communities, while providing consistent and solid returns to our investors.

IMPACT IMPROVEMENT OPPORTUNITIES

Operating high-performing buildings will continue to be our focus, and we will raise the bar of any acquisitions to meet WashREIT standards for sustainability. We prioritize energy and water efficiency, resident health and wellness, sustainable purchasing, and resource conservation. We will seek to close the gap between existing operations and our standards as part of our onboarding process, similar to the approach taken in pursuing BREEAM certification for the Assembly portfolio.

BREEAM
CODE FOR A SUSTAINABLE BUILT ENVIRONMENT

WashREIT completed $350 million Green Bond allocation and became the first multifamily company to achieve BREEAM certification in the US in Q4 2021.

WashREIT is committed to net zero carbon operations in alignment with ULI Greenprint Net Zero by 2050.

"The problem is there's no moderate-income housing for people to move up from lower-cost housing, or to move down from an expensive apartment if their circumstances change. REITs can provide investment into that middle level of housing."

Christopher Ptomey
Executive Director
Terwilliger Center for Housing
Urban Land Institute


2022 Guidance

2022 GUIDANCE

2022 Full Year Guidance[1]	Range
Core FFO per diluted share	$0.86 - $0.90
Same-store Multifamily NOI Growth	8.5% - 9.5%
Same-store Multifamily and Trove NOI Growth	12.25% - 13.25%
Non-same-store Multifamily NOI [2]	$22.0 million - $23.0 million
Non-residential NOI [3]	~$0.75 million
Other same-store NOI [4]	$13.25 million - $13.75 million
Property Management Expenses	$7.5 million - $8.0 million
G&A, net of core adjustments	$25.5 million - $26.5 million
Interest Expense	$25.5 million - $26.25 million
Transformation Costs	$10.5 million - $11.5 million
Capitalized interest [5]	~$0.3 million
Acquisitions [6]	$125 million

[1] As of 7/28/2022
[2] Includes Trove, The Oxford, Assembly Eagles Landing, Carlyle of Sandy Springs, Alder Park, Marietta Crossing, and Riverside Development
[3] Includes revenues and expenses from retail operations at multifamily properties
[4] Other same-store NOI consists of Watergate 600
[5] Capitalized interest was $0.3 million year to date and is expected to be the same amount for the full year 2022 due to the suspension of development activities at Riverside. The effect of higher interest rates and no longer capitalizing interest reduced our 2022 Core FFO guidance range by approximately one cent per share.
[6] Anticipated completion in the fourth quarter of 2022. Amount is in addition to acquisitions completed year-to-date. The delay of these future acquisitions, net of carrying costs, has the effect of lowering our prior guidance by approximately one cent per share.

TRANSFORMATION RECAP

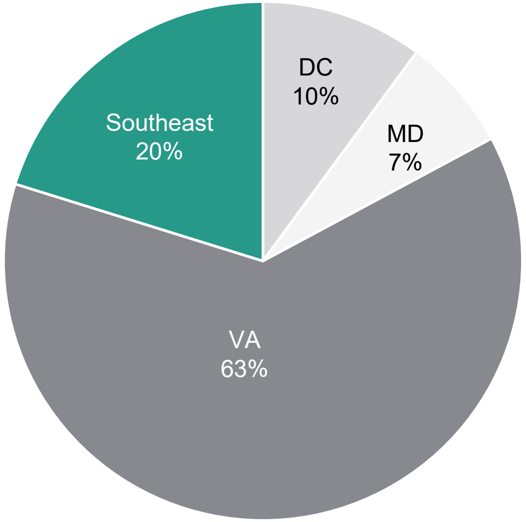
TRANSFORMATION UPDATE

CAPITAL DEPLOYMENT

We have acquired 1,809 units in the Southeast for approximately $440 million. By year-end, we expect to complete $125 million in additional multifamily acquisitions in the Southeast. Beyond that, we expect to continue to grow our Southeast footprint.

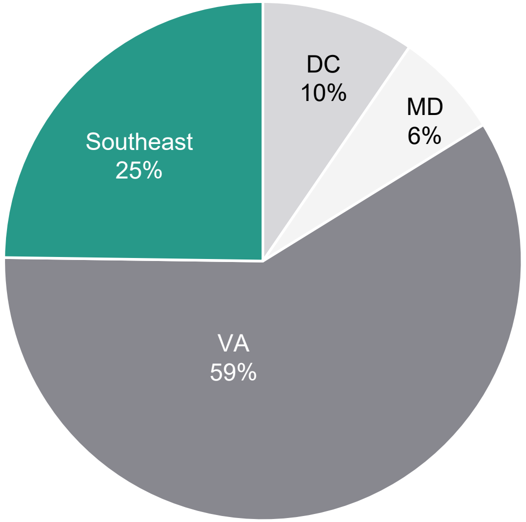
CURRENT PORTFOLIO MIX

(multifamily homes)



YEAR-END TARGET

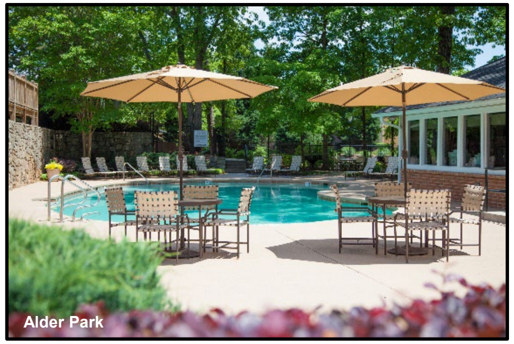
(multifamily homes)[1]



Note: Refer to slide 2 for certain disclosures regarding Forward-Looking Statements and Strategic Transactions.
Note: Portfolio composition based on multifamily homes by asset class and geography.
[1] Pro forma for completed 2022 acquisitions plus assumed $125M of additional multifamily acquisitions

TRANSFORMATION UPDATE

STRATEGIC ACTIONS TIMELINE



June 2021

- ✓ Announced agreement to sell office portfolio to Brookfield for $766 million in gross proceeds
- ✓ Announced LOI to dispose of 8 retail assets in Q3 2021 for approximately $168 million in gross proceeds

2H 2021

- ✓ Closed on office portfolio sale on July 26th
- ✓ Closed on first multifamily acquisition, The Oxford, in Conyers, GA on August 10th
- ✓ Closed on retail portfolio sale on September 22nd
- ✓ Redeemed 2022 $300 million notes and repaid $150 million of debt under existing unsecured term loan
- ✓ Closed on Assembly Eagles Landing in Stockbridge, GA on November 19th
- ✓ Reached stabilization on Trove, which was 95% occupied at year-end

2022

- ✓ Closed on Carlyle of Sandy Springs in Sandy Springs, GA on February 1st
- ✓ Closed on Alder Park in Smyrna, GA and Marietta Crossing in Marietta, GA on May 5th for $178 million
- ✓ Substantially completed the deployment of $450 million commercial portfolio sale net proceeds
- ✓ Continue sourcing expansion opportunities in the Southeast to deploy approximately $125 million towards multifamily acquisitions
- ✓ Continue to transform infrastructure to prepare to internalize multifamily operations

Note: Refer to slide 2 for certain disclosures regarding Forward-Looking Statements and Strategic Transactions.

CAPITAL MARKETS

- ✓ Redeemed $300 million of senior unsecured notes due in 2022 on August 26th
- ✓ Repaid $150 million of amounts outstanding on the $250 million unsecured term loan maturing in 2023 in September
- ✓ Renewed the $700 million revolving credit facility for a four-year term ending in August 2025 with two six-month extension options. The amended credit agreement includes an accordion feature that allows the Company to increase the aggregate facility to $1.5 billion.
- ✓ Available liquidity of $745 million as of June 30th, consisting of the entire capacity under the Company's $700 million revolving credit facility plus cash on hand
- ✓ In Q4 2021 and Q1 2022 issued 2.6 million common shares through the Company’s At-the-Market (ATM) at an average price of $25.79 for gross proceeds of $68.2 million.
- ✓ No scheduled maturities until July 2023

APPENDIX

FINANCIALS FROM Q2 2022 SUPPLEMENT

Consolidated Statements of Operations
(In thousands, except per share data)
(Unaudited)

WASH★REIT

OPERATING RESULTS	Six Months Ended June 30, 2022	Six Months Ended June 30, 2021	Three Months Ended June 30, 2022	Three Months Ended March 31, 2022	Three Months Ended December 31, 2021	Three Months Ended September 30, 2021	Three Months Ended June 30, 2021
Revenues							
Real estate rental revenue	$ 99,184	$ 81,904	$ 51,380	$ 47,804	$ 44,748	$ 42,499	$ 41,297
Expenses							
Property operating and maintenance	(22,312)	(18,754)	(11,747)	(10,565)	(10,086)	(9,901)	(9,359)
Real estate taxes and insurance	(13,424)	(10,981)	(6,837)	(6,587)	(5,516)	(5,544)	(5,385)
Property management	(3,546)	(2,949)	(1,796)	(1,750)	(1,685)	(1,499)	(1,486)
General and administrative	(14,595)	(11,929)	(7,656)	(6,939)	(7,700)	(7,909)	(6,325)
Transformation costs	(4,246)	(3,780)	(2,023)	(2,223)	(1,839)	(1,016)	(3,780)
Depreciation and amortization	(46,239)	(34,290)	(24,039)	(22,200)	(20,114)	(18,252)	(17,303)
	(104,362)	(82,683)	(54,098)	(50,264)	(46,940)	(44,121)	(43,638)
Real estate operating loss	(5,178)	(779)	(2,718)	(2,460)	(2,192)	(1,622)	(2,341)
Other income (expense)							
Interest expense	(11,806)	(20,281)	(6,156)	(5,650)	(5,676)	(8,106)	(10,158)
Loss on interest rate derivatives	—	(5,760)	—	—	—	(106)	(5,760)
Loss on extinguishment of debt	—	—	—	—	—	(12,727)	—
Other income	386	2,806	—	386	1,072	231	1,522
Loss from continuing operations	(16,598)	(24,014)	(8,874)	(7,724)	(6,796)	(22,330)	(16,737)
Discontinued operations:							
Income from operations of properties sold or held for sale	—	15,875	—	—	—	7,208	9,745
Gain on sale of real estate, net	—	—	—	—	—	46,441	—
Income from discontinued operations	—	15,875	—	—	—	53,649	9,745
Net (loss) income	$ (16,598)	$ (8,139)	$ (8,874)	$ (7,724)	$ (6,796)	$ 31,319	$ (6,992)
Per Share Data:							
Net (loss) income	$ (0.19)	$ (0.10)	$ (0.10)	$ (0.09)	$ (0.08)	$ 0.37	$ (0.08)
Fully diluted weighted average shares outstanding	87,303	84,437	87,392	87,214	84,804	84,496	84,461
Percentage of Revenues:							
General and administrative expenses	14.7 %	14.6 %	14.9 %	14.5 %	17.2 %	18.6 %	15.3 %
Net (loss) income	(16.7)%	(9.9)%	(17.3)%	(16.2)%	(15.2)%	73.7 %	(16.9)%
Ratios:							
Adjusted EBITDA / Interest expense	4.0x	3.9x	4.0x	4.1x	3.6x	3.1x	4.0x

FINANCIALS FROM Q2 2022 SUPPLEMENT

Consolidated Balance Sheets
(In thousands, except per share data)
(Unaudited)

WASH★REIT

	June 30, 2022	March 31, 2022	December 31, 2021	September 30, 2021	June 30, 2021
Assets					
Land	$ 373,171	$ 340,046	$ 322,623	$ 306,507	$ 301,709
Income producing property	1,875,307	1,733,326	1,642,147	1,544,217	1,490,975
	2,248,478	2,073,372	1,964,770	1,850,724	1,792,684
Accumulated depreciation and amortization	(441,105)	(421,663)	(402,560)	(384,392)	(367,519)
Net income producing property	1,807,373	1,651,709	1,562,210	1,466,332	1,425,165
Properties under development or held for future development	31,220	31,157	30,631	30,254	30,065
Total real estate held for investment, net	1,838,593	1,682,866	1,592,841	1,496,586	1,455,230
Investment in real estate held for sale, net	—	—	—	—	779,121
Cash and cash equivalents	44,787	139,711	233,600	307,797	5,435
Restricted cash	1,984	636	620	605	595
Rents and other receivables	16,644	16,120	15,067	14,713	15,079
Prepaid expenses and other assets	32,865	37,391	33,866	33,109	28,297
Other assets related to properties sold or held for sale	—	—	—	—	84,648
Total assets	$ 1,934,873	$ 1,876,724	$ 1,875,994	$ 1,852,810	$ 2,368,405
Liabilities					
Notes payable, net	$ 497,135	$ 497,093	$ 496,946	$ 496,823	$ 945,905
Mortgage notes payable, net	71,576	—	—	—	—
Line of credit	—	—	—	—	43,000
Accounts payable and other liabilities	39,890	33,184	40,585	38,864	47,897
Dividend payable	14,916	14,924	14,650	14,440	25,474
Advance rents	1,821	1,463	2,082	1,747	1,572
Tenant security deposits	5,439	4,817	4,669	4,480	4,374
Other liabilities related to properties sold or held for sale	—	—	—	—	23,748
Total liabilities	630,777	551,481	558,932	556,354	1,091,970
Equity					
Preferred shares; $0.01 par value; 10,000 shares authorized	—	—	—	—	—
Shares of beneficial interest, $0.01 par value; 150,000 shares authorized	874	874	863	846	846
Additional paid-in capital	1,727,031	1,725,828	1,697,477	1,656,821	1,654,409
Distributions in excess of net income	(408,882)	(385,108)	(362,494)	(341,052)	(357,934)
Accumulated other comprehensive loss	(15,229)	(16,656)	(19,091)	(20,468)	(21,200)
Total shareholders' equity	1,303,794	1,324,938	1,316,755	1,296,147	1,276,121
Noncontrolling interests in subsidiaries	302	305	307	309	314
Total equity	1,304,096	1,325,243	1,317,062	1,296,456	1,276,435
Total liabilities and equity	$ 1,934,873	$ 1,876,724	$ 1,875,994	$ 1,852,810	$ 2,368,405

FINANCIALS FROM Q2 2022 SUPPLEMENT

Funds from Operations
(In thousands, except per share data)
(Unaudited)

WASH★REIT®

	Six Months Ended		Three Months Ended				
	June 30, 2022	June 30, 2021	June 30, 2022	March 31, 2022	December 31, 2021	September 30, 2021	June 30, 2021
Funds from operations (FFO) [1]							
Net (loss) income	$ (16,598)	$ (8,139)	$ (8,874)	$ (7,724)	$ (6,796)	$ 31,319	$ (6,992)
Real estate depreciation and amortization	46,239	34,290	24,039	22,200	20,114	18,252	17,303
Discontinued operations:							
Gain on sale of depreciable real estate, net	—	—	—	—	—	(46,441)	—
Real estate depreciation and amortization	—	22,904	—	—	—	—	10,248
NAREIT funds from operations (FFO)	29,641	49,055	15,165	14,476	13,318	3,130	20,559
Loss on extinguishment of debt	—	—	—	—	—	12,727	—
Loss on interest rate derivatives	—	5,760	—	—	—	106	5,760
Severance expense	474	173	—	474	—	—	—
Transformation costs	4,246	3,780	2,023	2,223	1,839	1,016	3,780
Insurance gain	—	—	—	—	(1,026)	—	—
Structuring expenses	980	—	980	—	—	—	—
Core FFO [1]	35,341	58,768	18,168	17,173	14,131	16,979	30,099
Allocation to participating securities [2]	(123)	(276)	(51)	(72)	(44)	(73)	(137)
NAREIT FFO per share - basic	$ 0.34	$ 0.58	$ 0.17	$ 0.17	$ 0.16	$ 0.04	$ 0.24
NAREIT FFO per share - fully diluted	$ 0.34	$ 0.58	$ 0.17	$ 0.17	$ 0.16	$ 0.04	$ 0.24
Core FFO per share - fully diluted	$ 0.40	$ 0.69	$ 0.21	$ 0.20	$ 0.17	$ 0.20	$ 0.35
Common dividend per share	$ 0.34	$ 0.60	$ 0.17	$ 0.17	$ 0.17	$ 0.17	$ 0.30
Average shares - basic	87,303	84,437	87,392	87,214	84,804	84,496	84,461
Average shares - fully diluted (for NAREIT FFO and Core FFO)	87,388	84,507	87,521	87,253	84,911	84,586	84,519

[1] See "Definitions" for the definitions of NAREIT FFO and Core FFO.
[2] Adjustments to the numerators for FFO and Core FFO per share calculations when applying the two-class method for calculating EPS.

FINANCIALS FROM Q2 2022 SUPPLEMENT

Adjusted Funds from Operations
(In thousands, except per share data)
(Unaudited)

WASH★REIT®

	Six Months Ended		Three Months Ended				
	June 30, 2022	June 30, 2021	June 30, 2022	March 31, 2022	December 31, 2021	September 30, 2021	June 30, 2021
Adjusted funds from operations (AFFO) [(1)]							
NAREIT FFO	$ 29,641	$ 49,055	$ 15,165	$ 14,476	$ 13,318	$ 3,130	$ 20,559
Non-cash loss on extinguishment of debt	—	—	—	—	—	833	—
Tenant improvements and incentives, net of reimbursements	(1,025)	(573)	(476)	(549)	(642)	(331)	(1,112)
Leasing commissions capitalized	—	(2,406)	—	—	(24)	(378)	(1,868)
Recurring capital improvements	(2,622)	(2,023)	(1,384)	(1,238)	(1,366)	(1,485)	(1,156)
Straight-line rent, net	(325)	(1,173)	(135)	(190)	(218)	(347)	(625)
Non-cash fair value interest expense	105	—	105	—	—	—	—
Non-real estate depreciation and amortization of debt costs	2,359	2,694	1,151	1,208	1,241	1,330	1,350
Amortization of lease intangibles, net	(381)	572	(209)	(172)	(172)	(32)	195
Amortization and expensing of restricted share and unit compensation [(2)]	4,240	3,827	2,159	2,081	2,075	2,651	2,163
AFFO	31,992	49,973	16,376	15,616	14,212	5,371	19,506
Cash loss on extinguishment of debt	—	—	—	—	—	11,894	—
Loss on interest rate derivatives	—	5,760	—	—	—	106	5,760
Non-share-based severance expense	202	103	—	202	—	—	—
Structuring expenses	980	—	980	—	—	—	—
Transformation costs [(3)]	3,938	3,703	1,776	2,162	1,802	674	3,703
Insurance gain	—	—	—	—	(1,026)	—	—
Core AFFO [(1)]	$ 37,112	$ 59,539	$ 19,132	$ 17,980	$ 14,988	$ 18,045	$ 28,969

(1) See “Definitions” for the definitions of AFFO and Core AFFO
(2) Includes share award modifications related to transformation costs
(3) Excludes share award modifications related to transformation costs

FINANCIALS FROM Q2 2022 SUPPLEMENT

Net Operating Income (NOI) - Multifamily
(Dollars In thousands)

	Apartment Homes as of 6/30/2022	Six Months Ended June 30, 2022	Six Months Ended June 30, 2021	Three Months Ended June 30, 2022	Three Months Ended March 31, 2022	Three Months Ended December 31, 2021	Three Months Ended September 30, 2021	Three Months Ended June 30, 2021
Rental and other property revenues								
Same-store [(1)]	6,658	$ 73,931	$ 70,233	$ 37,198	$ 36,733	$ 35,660	$ 35,408	$ 35,321
Acquisitions [(2)]	1,809	10,568	—	6,643	3,925	1,774	488	—
Development [(3)]	401	4,931	2,306	2,500	2,431	2,223	1,846	1,330
Non-residential [(4)]	N/A	550	490	305	245	233	304	211
Total rental and other property revenues	8,868	89,980	73,029	46,646	43,334	39,890	38,046	36,862
Property operating expenses								
Same-store		26,397	25,586	13,259	13,138	12,523	13,003	12,550
Acquisitions		4,892	—	3,049	1,843	653	212	—
Development		1,779	1,574	934	845	838	846	853
Non-residential		145	134	70	75	73	85	65
Total property operating expenses		33,213	27,294	17,312	15,901	14,087	14,146	13,468
Net Operating Income (NOI)								
Same-store		47,534	44,647	23,939	23,595	23,137	22,405	22,771
Acquisitions		5,676	—	3,594	2,082	1,121	276	—
Development		3,152	732	1,566	1,586	1,385	1,000	477
Non-residential		405	356	235	170	160	219	146
Total NOI		$ 56,767	$ 45,735	$ 29,334	$ 27,433	$ 25,803	$ 23,900	$ 23,394
Same-store metrics								
Operating margin		64%	64%	64%	64%	65%	63%	64%
Retention		66%	54%	63%	71%	72%	60%	57%
Effective lease rate growth								
New		11.1%	(11.0)%	11.7%	10.0%	8.7%	3.2%	(8.1)%
Renewal		10.2%	2.8%	10.9%	9.2%	8.2%	5.1%	3.5%
Blended		10.6%	(4.0)%	11.2%	9.5%	8.4%	4.3%	(2.1)%

(1) Includes properties that were owned for the entirety of the years being compared, and excludes properties under redevelopment or development and properties acquired, sold or classified as held for sale during the years being compared.
(2) Includes properties that were acquired during one of the years presented. An acquired property is categorized as same-store when it has been owned for the entirety of the years being compared
(3) Includes properties for which we have planned or ongoing major construction activities on existing or acquired land pursuant to an authorized development plan. We consider a property's development activities to be complete when the property is ready for its intended use. The property is categorized as same-store when it has been ready for its intended use for the entirety of the years being compared.
(4) Includes revenues and expenses from retail operations at multifamily properties.

FINANCIALS FROM Q2 2022 SUPPLEMENT AND GUIDANCE RECONCILIATION

The following tables contain reconciliations of net loss to NOI for the periods presented (in thousands):

	Three Months Ended June 30, 2022	Three Months Ended June 30, 2021	Six Months Ended June 30, 2022	Six Months Ended June 30, 2020
Net loss	$ (8,874)	$ (6,992)	$ (16,598)	$ (8,139)
Adjustments:				
Property management expense	1,796	1,486	3,546	2,949
General and administrative expense	7,656	6,325	14,595	11,929
Transformation costs	2,023	3,780	4,246	3,780
Real estate depreciation and amortization	24,039	17,303	46,239	34,290
Interest expense	6,156	10,158	11,806	20,281
Loss on interest rate derivatives	—	5,760	—	5,760
Other income	—	(1,522)	(386)	(2,806)
Discontinued operations:				
Income from operations of properties sold or held for sale	—	(9,745)	—	(15,875)
Total Net Operating Income (NOI)	$ 32,796	$ 26,553	$ 63,448	$ 52,169
Multifamily NOI:				
Same-store portfolio	$ 23,939	$ 22,771	$ 47,534	$ 44,647
Acquisitions	3,594	—	5,676	—
Development	1,566	477	3,152	732
Non-residential	235	146	405	356
Total	29,334	23,394	56,767	45,735
Other NOI (Watergate 600)	3,462	3,159	6,681	6,434
Total NOI	$ 32,796	$ 26,553	$ 63,448	$ 52,169

2022 Guidance Reconciliation Table

A reconciliation of projected net loss per diluted share to projected Core FFO per diluted share for the full year ending December 31, 2022 is as follows:

	Low	High
Net loss per diluted share	$(0.34)	$(0.31)
Real estate depreciation and amortization	1.06	1.06
NAREIT FFO per diluted share	0.72	0.75
Core adjustments	0.14	0.15
Core FFO per diluted share	$0.86	$0.90

DEFINITIONS

Adjusted EBITDA is earnings before interest expense, taxes, depreciation, amortization, gain/loss on sale of real estate, casualty gain/loss, real estate impairment, gain/loss on extinguishment of debt, gain/loss on interest rate derivatives, severance expense, acquisition expenses and gain from non-disposal activities and transformation costs. Adjusted EBITDA is included herein because we believe it helps investors and lenders understand our ability to incur and service debt and to make capital expenditures. Adjusted EBITDA is a non-GAAP and non-standardized measure and may be calculated differently by other REITs.

Adjusted Funds From Operations (“AFFO”) is a non-GAAP measure. It is calculated by subtracting from FFO (1) recurring expenditures, tenant improvements and leasing costs, that are capitalized and amortized and are necessary to maintain our properties and revenue stream (excluding items contemplated prior to acquisition or associated with development / redevelopment of a property) and (2) straight line rents, then adding (3) non-real estate depreciation and amortization, (4) non-cash fair value interest expense and (5) amortization of restricted share compensation, then adding or subtracting the (6) amortization of lease intangibles, (7) real estate impairment and (8) non-cash gain/loss on extinguishment of debt, as appropriate. AFFO is included herein, because we consider it to be a performance measure of a REIT’s ability to incur and service debt and to distribute dividends to its shareholders. AFFO is a non-GAAP and non-standardized measure, and may be calculated differently by other REITs.

Core Adjusted Funds From Operations ("Core AFFO") is calculated by adjusting AFFO for the following items (which we believe are not indicative of the performance of Washington REIT’s operating portfolio and affect the comparative measurement of Washington REIT’s operating performance over time): (1) gains or losses on extinguishment of debt and gains or losses on interest rate derivatives, (2) costs related to the acquisition of properties, (3) non-share-based executive transition costs, severance expenses and other expenses related to corporate restructuring and executive retirements or resignations, (4) property impairments, casualty gains and losses, and gains or losses on sale not already excluded from FAD, as appropriate, (5) relocation expense and (6) transformation costs. These items can vary greatly from period to period, depending upon the volume of our acquisition activity and debt retirements, among other factors. We believe that by excluding these items, Core AFFO serves as a useful, supplementary performance measure of Washington REIT’s ability to incur and service debt, and distribute dividends to its shareholders. Core AFFO is a non-GAAP and non-standardized measure, and may be calculated differently by other REITs.

Core Funds From Operations (“Core FFO”) is calculated by adjusting NAREIT FFO for the following items (which we believe are not indicative of the performance of Washington REIT’s operating portfolio and affect the comparative measurement of Washington REIT’s operating performance over time): (1) gains or losses on extinguishment of debt and gains or losses on interest rate derivatives, (2) expenses related to acquisition and structuring activities, (3) executive transition costs, severance expenses and other expenses related to corporate restructuring and executive retirements or resignations, (4) property impairments, casualty gains and losses, and gains or losses on sale not already excluded from NAREIT FFO, as appropriate, (5) relocation expense and (6) transformation costs. These items can vary greatly from period to period, depending upon the volume of our acquisition activity and debt retirements, among other factors. We believe that by excluding these items, Core FFO serves as a useful, supplementary measure of Washington REIT’s ability to incur and service debt, and distribute dividends to its shareholders. Core FFO is a non-GAAP and non-standardized measure, and may be calculated differently by other REITs.

NAREIT Funds From Operations (“FFO”) is defined by 2018 National Association of Real Estate Investment Trusts, Inc. (“NAREIT”) FFO White Paper Restatement, as net income (computed in accordance with generally accepted accounting principles (“GAAP”)) excluding gains (or losses) associated with the sale of property, impairment of depreciable real estate and real estate depreciation and amortization. We consider NAREIT FFO to be a standard supplemental measure for equity real estate investment trusts (“REITs”) because it facilitates an understanding of the operating performance of our properties without giving effect to real estate depreciation and amortization, which historically assumes that the value of real estate assets diminishes predictably over time. Since real estate values have instead historically risen or fallen with market conditions, we believe that NAREIT FFO more accurately provides investors an indication of our ability to incur and service debt, make capital expenditures and fund other needs. Our FFO may not be comparable to FFO reported by other real estate investment trusts. These other REITs may not define the term in accordance with the current NAREIT definition or may interpret the current NAREIT definition differently. NAREIT FFO is a non-GAAP measure.

Net Operating Income (“NOI”), defined as real estate rental revenue less direct real estate operating expenses, is a non-GAAP measure. NOI is calculated as net income, less non-real estate revenue and the results of discontinued operations (including the gain or loss on sale, if any), plus interest expense, depreciation and amortization, lease origination expenses, general and administrative expenses, acquisition costs, real estate impairment, casualty gain and losses and gain or loss on extinguishment of debt. NOI does not include management expenses, which consist of corporate property management costs and property management fees paid to third parties. They are the primary performance measures we use to assess the results of our operations at the property level. We also present NOI on a cash basis ("Cash NOI") which is calculated as NOI less the impact of straight-lining apartment rent concessions. We believe that each of NOI and Cash NOI is a useful performance measure because, when compared across periods, they reflect the impact on operations of trends in occupancy rates, rental rates and operating costs on an unleveraged basis, providing perspective not immediately apparent from net income. NOI and Cash NOI exclude certain components from net income in order to provide results more closely related to a property’s results of operations. For example, interest expense is not necessarily linked to the operating performance of a real estate asset. In addition, depreciation and amortization, because of historical cost accounting and useful life estimates, may distort operating performance at the property level. As a result of the foregoing, we provide each NOI and Cash NOI as a supplement to net income, calculated in accordance with GAAP. NOI and Cash NOI do not represent net income or income from continuing operations calculated in accordance with GAAP. As such, neither should be considered an alternative to these measures as an indication of our operating performance.

DEFINITIONS

Average Effective Monthly Rent Per Home represents the average of effective rent (net of concessions) for in-place leases and the market rent for vacant homes.

Average Occupancy is based on average daily occupied homes as a percentage of total homes.

Current Strategy represents the class of each community in our portfolio based on a set of criteria. Our strategies consist of the following subcategories: Class A, Class A-, Class B Value-Add and Class B. A community's class is dependent on a variety of factors, including its vintage, site location, amenities and services, rent growth drivers and rent relative to the market.

- Class A communities are recently-developed, well-located, have competitive amenities and services and command average rental rates well above market median rents.
- Class A- communities have been developed within the past 20 years and feature operational improvements and unit upgrades and command rents at or above median market rents.
- Class B Value-Add communities are over 20 years old but feature operational improvements and strong potential for unit renovations. These communities command average rental rates below median market rents for units that have not been renovated.
- Class B communities are over 20 years old, feature operational improvements and command average rental rates below median market rents.

Debt Service Coverage Ratio is computed by dividing earnings attributable to the controlling interest before interest expense, taxes, depreciation, amortization, real estate impairment, gain on sale of real estate, gain/loss on extinguishment of debt, severance expense, relocation expense, acquisition and structuring expenses and gain/loss from non-disposal activities by interest expense (including interest expense from discontinued operations) and principal amortization.

Debt to Total Market Capitalization is total debt divided by the sum of total debt plus the market value of shares outstanding at the end of the period.

Earnings to Fixed Charges Ratio is computed by dividing earnings attributable to the controlling interest by fixed charges. For this purpose, earnings consist of income from continuing operations (or net income if there are no discontinued operations) plus fixed charges, less capitalized interest. Fixed charges consist of interest expense (excluding interest expense from discontinued operations), including amortized costs of debt issuance, plus interest costs capitalized.

Ending Occupancy is calculated as occupied homes as a percentage of total homes as of the last day of that period.

Lease Rate Growth is defined as the average percentage change in either gross (excluding the impact of concessions) or effective rent (net of concessions) for a new or renewed lease compared to the prior lease based on the move-in date. The blended rate represents the weighted average of new and renewal lease rate growth achieved.

Recurring Capital Expenditures represent non-accretive building improvements required to maintain current revenues. Recurring capital expenditures do not include acquisition capital that was taken into consideration when underwriting the purchase of a building or which are incurred to bring a building up to "operating standard".

Retention represents the percentage of leases renewed that were set to expire in the period presented.

Same-store Portfolio Properties include properties that were owned for the entirety of the years being compared,and exclude properties under redevelopment or development and properties acquired, sold or classified as held for sale during the years being compared. We categorize our properties as "same-store" or "non-same-store" for purposes of evaluating comparative operating performance. We define development properties as those for which we have planned or ongoing major construction activities on existing or acquired land pursuant to an authorized development plan. Development properties are categorized as same-store when they have reached stabilized occupancy (90%) before the start of the prior year. We define redevelopment properties as those for which have planned or ongoing significant development and construction activities on existing or acquired buildings pursuant to an authorized plan, which has an impact on current operating results, occupancy and the ability to lease space with the intended result of a higher economic return on the property. We categorize a redevelopment property as same-store when redevelopment activities have been complete for the majority of each year being compared.

Transformation Costs include costs related to the strategic transformation including consulting, advisory and termination benefits.

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Rooftop pool overlooking the Air Force Memorial
Trove, Arlington, Virginia