



MULTI - FAMILY DESIGN TRENDS

Introduction to DKN Architects

49 Years in Business
Developer based Pedigree
Team Approach
Results Oriented
Highly Qualified
Diversity of Building Types
Transformative and Authentic





States Registered

Alabama	Nebraska
Arizona	Nevada
California	New Jersey
Colorado	New Mexico
Connecticut	New York
Delaware	North Carolina
District of Columbia	Ohio
Florida	Oklahoma
Georgia	Pennsylvania
Hawaii	Rhode Island
Idaho	South Carolina
Illinois	South Dakota
Indiana	Tennessee
Iowa	Texas
Kansas	Utah
Kentucky	Vermont
Louisiana	Virginia
Maine	Washington
Maryland	West Virginia
Massachusetts	Wisconsin
Michigan	Wyoming
Minnesota	
Mississippi	
Missouri	





Rob L. Donhoff, CEO



Tom Kargl, Vice President



Patrick Nall, President

Meet the Partners



As an architect with DKN Architects (formally TBD+) since 1986, and a Partner since 1996, **Rob Donhoff** has contributed significantly to the firm as a lead designer and principal architect in a wide array of projects, including those for religious institutions, public and private corporations and commercial developers.



Patrick Nall is a Principal of DKN Architects whose business and architectural expertise was developed through leadership on design teams for various project sizes. His ability to view project and process issues from the perspective of the developer, owner, and user is one of his crucial assets.



Christy Pinholster is a registered architect and LEED Accredited Professional with over 20 years of professional experience on a variety of commercial developments. She joined the team in 2014 and has since lead multiple flagship hospitality and residential developments, with recent work in senior living.



Urban Style:
Sub-Urban Style:

High-rise, high-density developments of often more compact apartment plans in core city areas.



Mixed Use:

Typically, under 8 stories, combining entertainment, hospitality, and retail with its residential program. Urban-suburban areas



Hybrid Garden:

A more luxurious spin on the typical garden style with added amenity spaces for renters, as well as direct unit access.



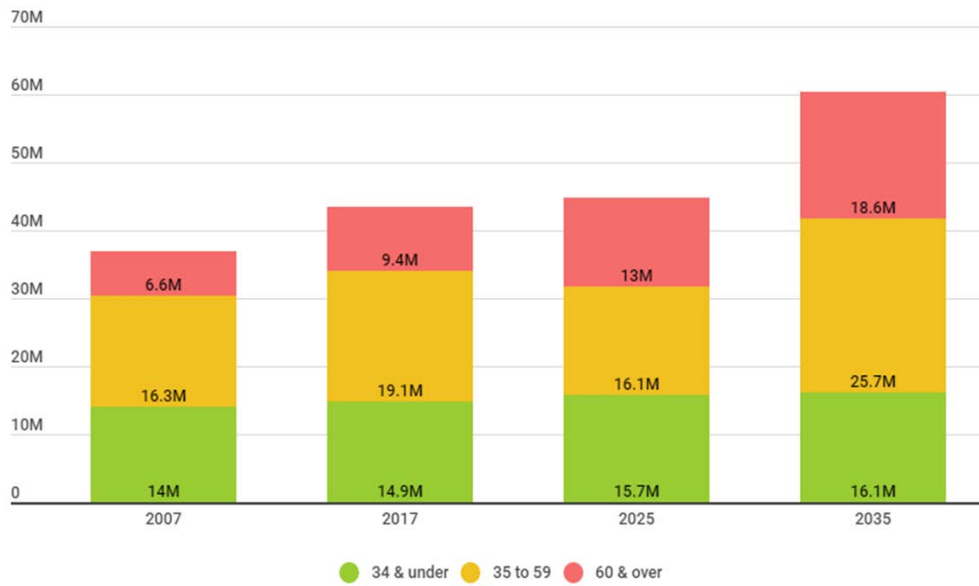
Garden Style:

Low lying multifamily development with access to or surrounded by greenspace. Typically, with parking lot style or direct access garage parking for residents, with breezeways.



Varieties of Multifamily Housing Development

Demographics of Renters



Projection based on Census - ACS 1-year estimates 2007 to 2017 - Households by age and tenure. Numbers have been rounded to the nearest hundred thousand. See methodology for full description.

Source: RENTCafe 2017 Report



60+ Seniors renting in the top 30 largest U.S. cities

City/State	10 Year change	Share of 60+ renters	No. of 60+ renters
Austin, TX	113%	12%	24,819
Phoenix, AZ	112%	17%	40,705
Fort Worth, TX	95%	16%	20,799
Jacksonville, FL	83%	17%	26,721
Charlotte, NC	66%	13%	20,939
Dallas, TX	62%	14%	43,534
Houston, TX	61%	15%	73,366
San Antonio, TX	59%	16%	37,191
Louisville, KY	58%	20%	19,935
Denver, CO	52%	16%	23,896

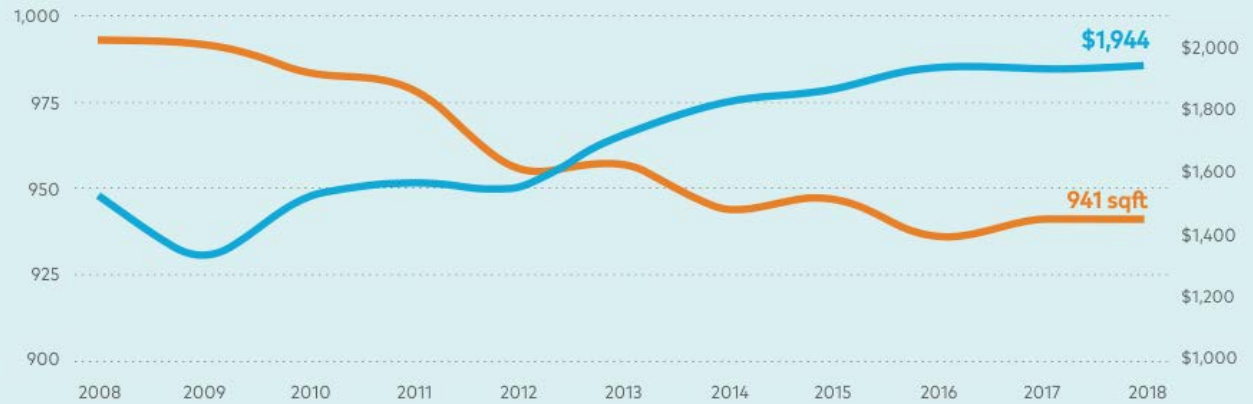
Data Source: Census Bureau, ACS 2007 to 2017 1-year estimates

National Trends in Apartment Size and Pricing:

We believe the modern apartment renter is willing to pay for services, not space which bring comfort and amenities beyond what they would be able to afford in traditional housing units at their income level.



10-YEAR TRENDS IN AVERAGE SIZE AND AVERAGE RENT IN NEW APARTMENTS*



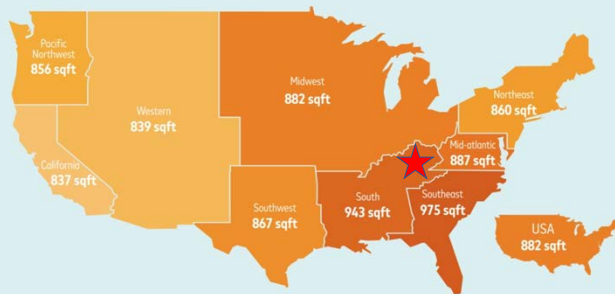
*Avg. size change -5% Avg. rent change 28%

Source: Yardi Matrix

RENTCafé®



THE AVERAGE SIZE OF U.S. APARTMENTS BY REGION



Source: Yardi Matrix

RENTCafé®

Source: RENTCafe 2018 Report



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CHANGE IN NEW APARTMENT SIZE BY REGION

Region	Average Size (sqft) New Apartments 2008	Average Size (sqft) New Apartments 2018	10-Year Change
California	974	858	-12%
Northeast	1,048	945	-10%
Pacific Northwest	890	805	-10%
South	1,022	931	-9%
Western	1,011	938	-7%
Mid-Atlantic	951	886	-7%
Southwest	975	930	-5%
Southeast	1,049	1,007	-4%
Midwest	934	947	1%

Source: Yardi Matrix

RENTCafé®

- Library
- Coffee Bar
- Film Screening Room
- Meeting Room
- Juice Bar
- Music Rooms
- “Maker” Spaces
- Ping Pong
- Golf Simulator



Indoor Amenities

Clubroom – Co-working Space – Community Kitchen – Game Room

Common amenities in medium to large scale urban and mixed-use developments

- Seasonal Rooftops
- Lounge Areas
- Community Garden
- Volleyball
- Basketball
- Tennis
- Corn Hole
- Bocce Ball
- Pickleball Courts



Outdoor Amenities

Firepits – Community Kitchens – Games – Movie Screens

Renters often look for community-based areas to unwind and socialize within their complex. Fun, creative spaces that encourage interaction are in demand

- Meditation Rooms
- Walking Paths
- Proximity to Bike Trails
- Rock-Climbing Walls
- Hydro Massage Machines
- Peloton



Health & Wellness

Fitness Center – Outdoor Fitness Area – Outdoor Yoga – Fitness Studio

Yoga and socially distanced fitness areas are increasingly common

- Lap Lane
- Waterslides
- Fountains
- Pool Bars
- Swim Up Bars
- Wading Pools
- Lazy Rivers
- Waterfall Features



Resort Style Pool Decks

Large Pools – Shaded Pool Decks – Cabana Rentals – Lounge Pools

In the Louisville market, we've found that pool and cabana design are key features for higher end residents looking to unwind with convenience

- Package Room Management Software



THE WALL STREET JOURNAL.
Survey Shows Rapid Growth in Online Shopping
Surveyed shoppers made 51% of their purchases on the web

Size Recommendation:
10'X15' room for 300 unit
property



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Package Handling and Mailrooms

Smart Package Lockers – Package Rooms – Mailrooms – Cold Storage

Well designed mailrooms and package storage lockers with improved software interface are essential in the era of rapidly expanding e-commerce



Parking / Transportation

Detached Garage – Attached Garage – Uber Pick Up Zone– EV Stations

Options for covered parking are an increasingly important amenity as well as car charging stations

- Cleaning Services
- Interior Trash Room
- On-Site Recycling
- Robotic Vacuum Cleaners
- Print Areas



Lifestyle Amenities

Dog Park – Bike Rooms – Dry Cleaning Pick Up – Pet Spa

Renters are looking for time saving conveniences located on site.

- Unit Coat Closets
- Unit Laundry Rooms
- Unit Linen Closets



Storage Space

Storage Lockers – Storage Rooms – Walk In Closets – Unit Pantries

Life-long renters and those looking to transition from a house to a new unit are often looking for storage options that can support their current hobbies

- Upgraded Appliance Package
- Bathroom Double Vanities
- Glass Shower Enclosure
- Hardwood Floors
- Granite Countertops
- High Speed Internet

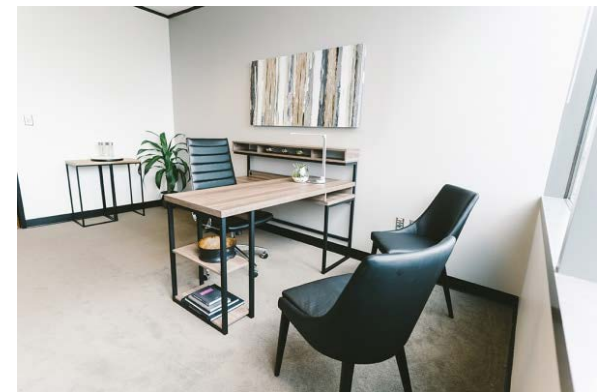


Apartment Unit Amenities

Kitchen Island – In Unit Washer/Dryers – Wine Coolers – “Mudrooms”

Once a luxury, now an absolute unit necessity for new, higher paying renters

- Balconies
- Air Purification Systems
- Antimicrobial Surfaces
- Wider Corridors
- Touchless Public Restroom Fixtures
- Amenity Reservations
- Smaller Gathering Areas Within the Common Spaces
- Sanitization Stations
- Foyers / Mudrooms in Units
- Fitness Centers with Work Out Pods



Source: HKS 2021 Analysis

An array of different sized and spaced balcony spaces are an emergent, post-Covid trend, responding to activity both inside and outside the development.



Covid 19 Influenced Design

Touchless Elevator – Automatic Doors – Unit Work Areas – Rentable Office Space

Once a luxury, now an absolute unit necessity for new, higher paying renters

EMERGING DESIGN TRENDS

- Smart Lights and Outlets
- Smart Blinds
- Water Leak Detection Sensors
- Grab & Go Food Kiosks
- Resident Programming
- Plant Walls



“Tide” on Site Drop Boxes



Smart Locks

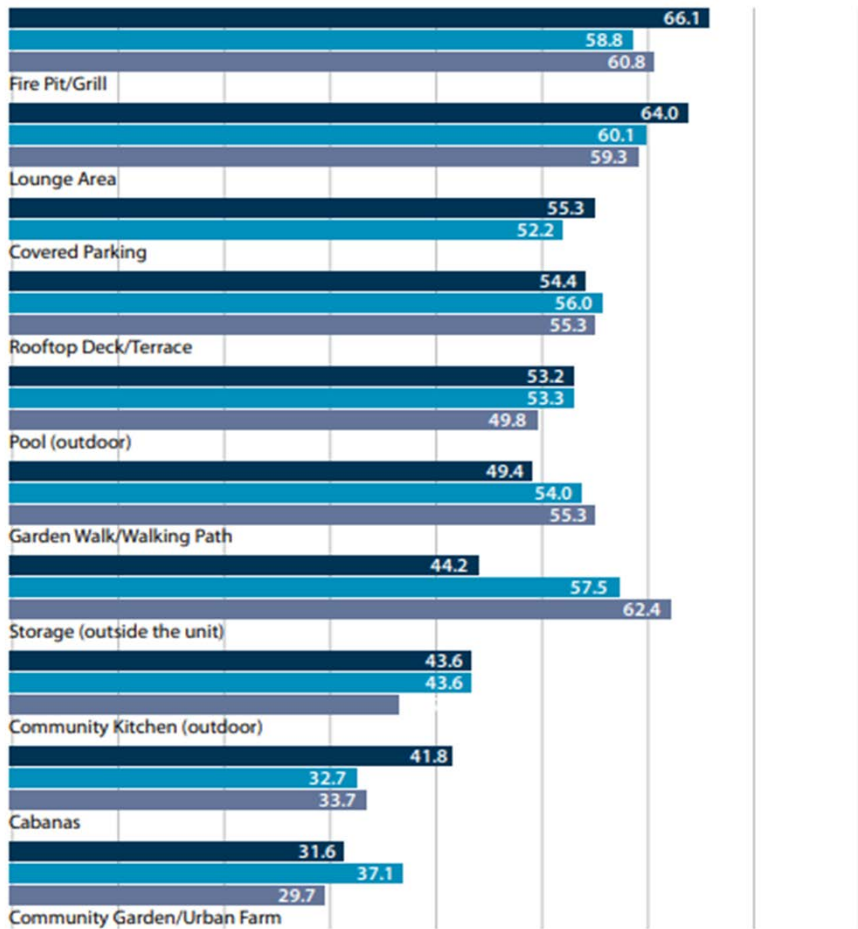


Smart Thermostats



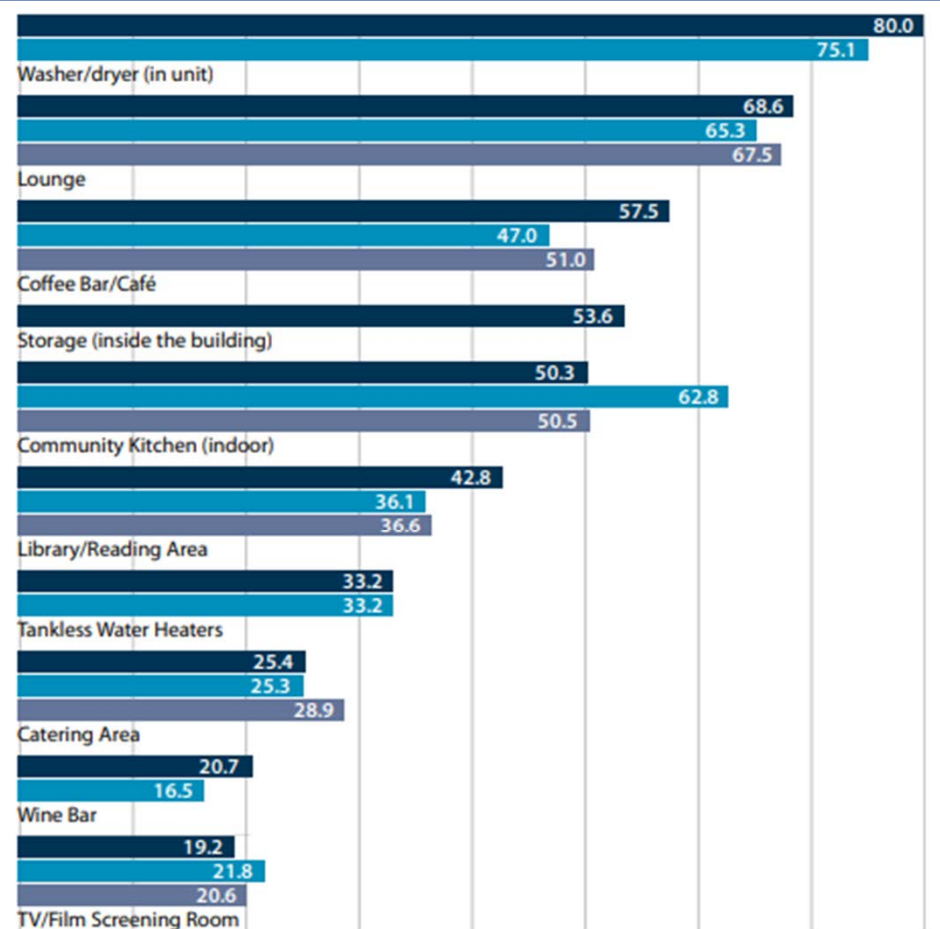
Self Dry Cleaning

Top Ten Outdoor Amenities



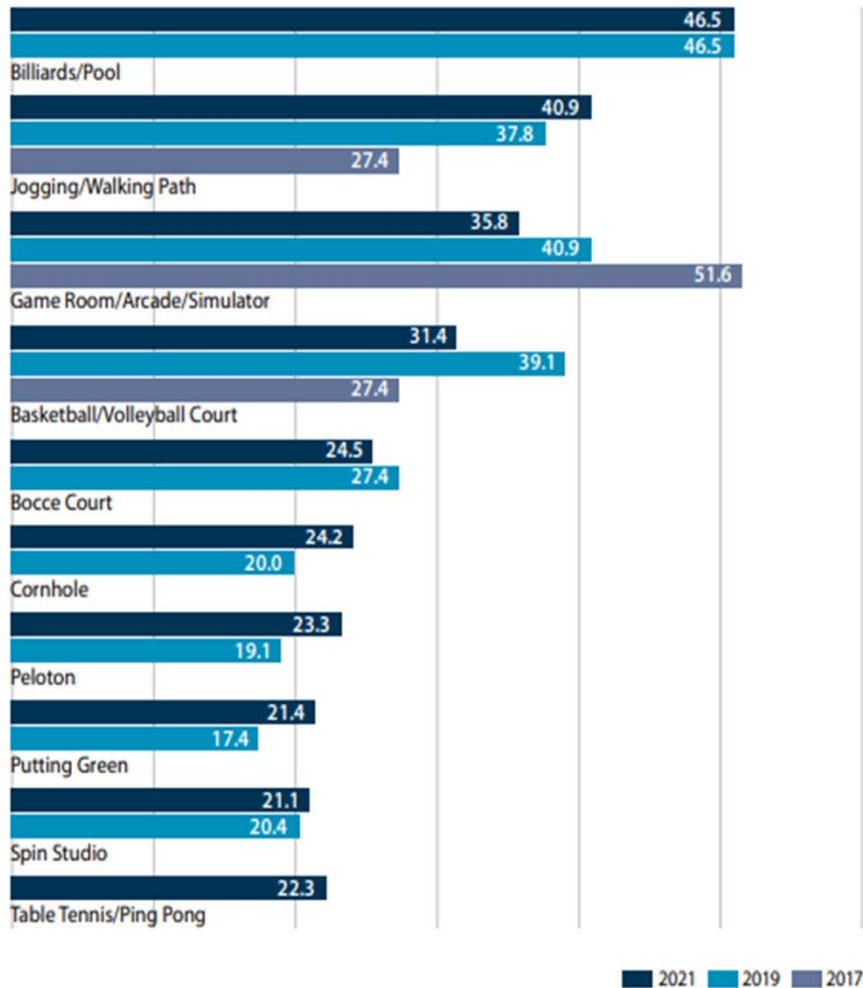
n = 342 (2021) n = 291 (2019) n = 199 (2017)
Multiple responses permitted (total = 1948)

Top Ten Indoor Amenities



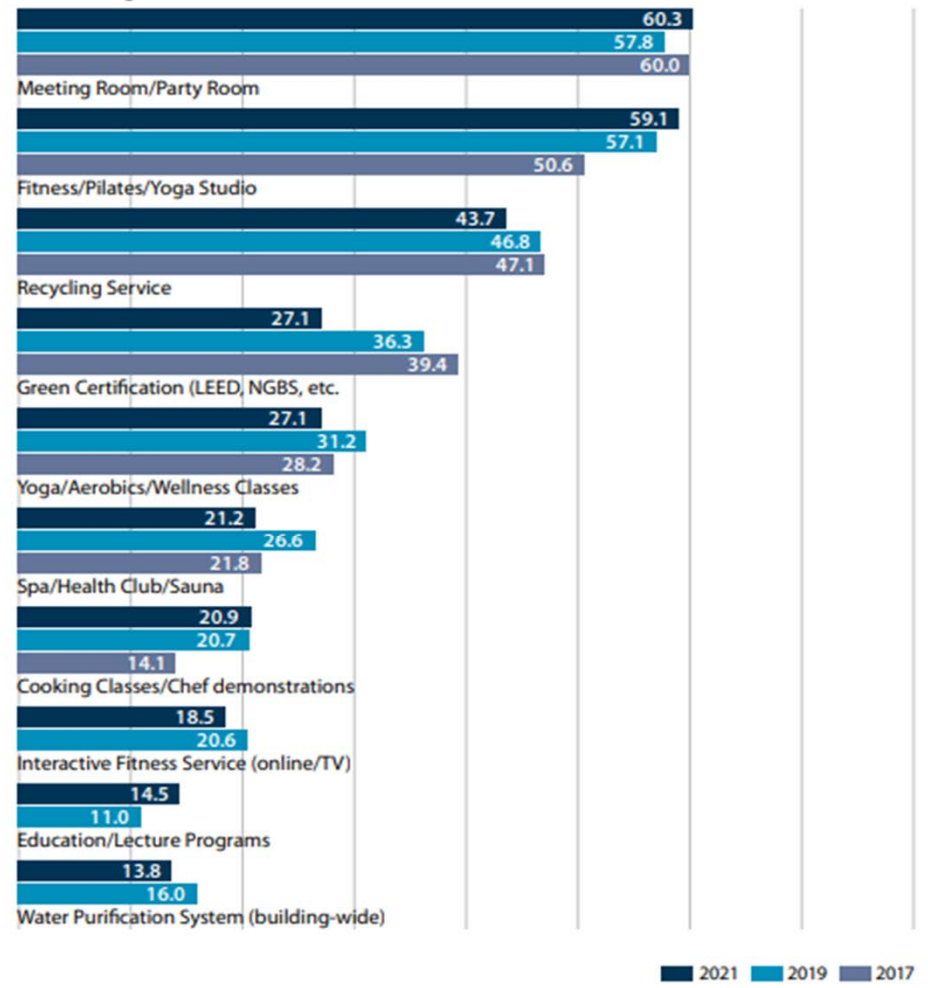
n = 334 (2021) n = 285 (2019) n = 194 (2017)
Multiple responses permitted (total = 1715)

Top Ten Recreation Amenities



n = 318 (2021) n = 230 (2019) n = 155 (2017)
Multiple responses permitted (total = 1286)

Top Ten Quality of Life Amenities



n = 325 (2021) n = 218 (2019) n = 142 (2017)
Multiple responses permitted (total = 1509)



Lodges of English Station





Terra Apartments



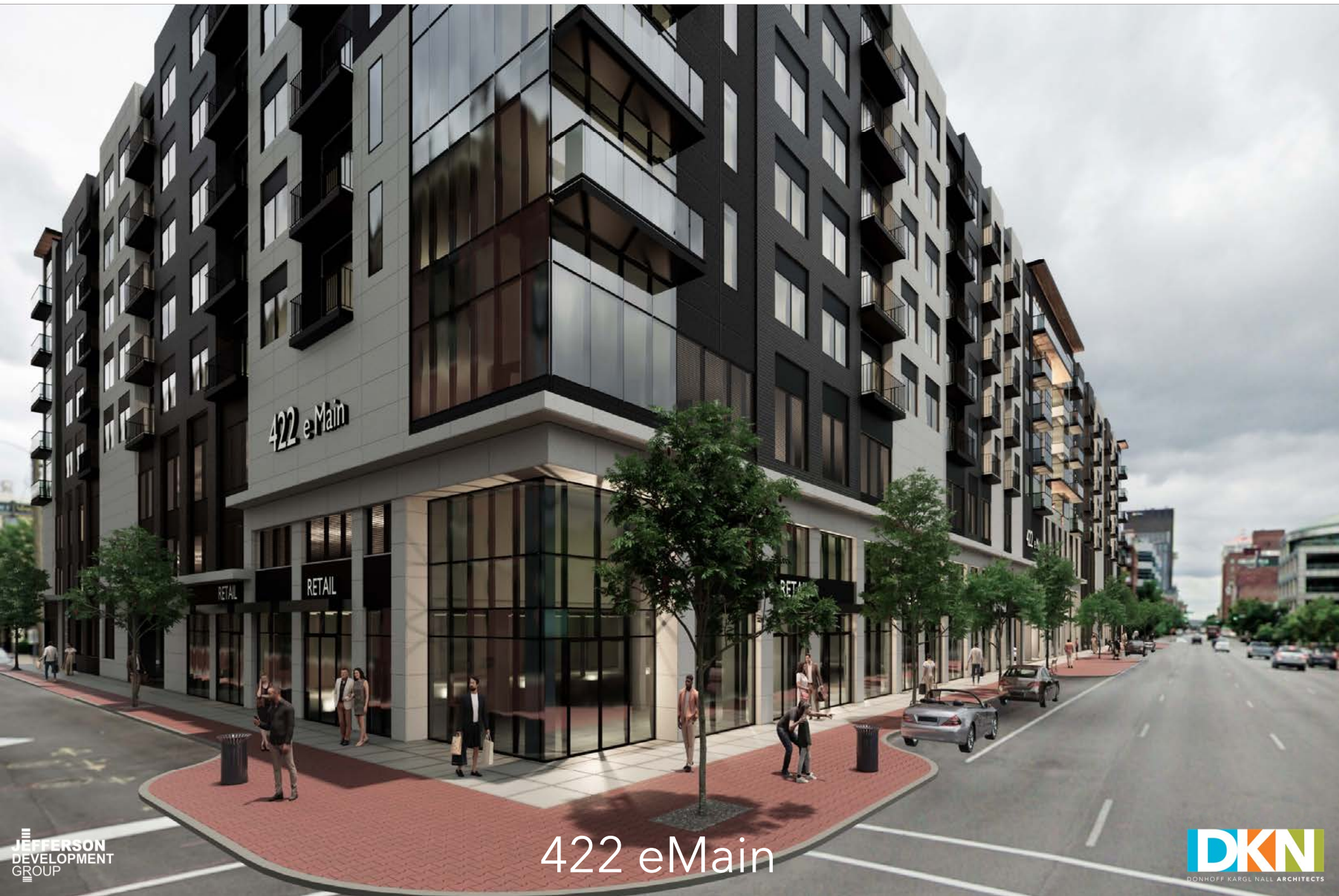
DKNI
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JEFFERSON
DEVELOPMENT
GROUP

Terra Apartments



Terra Apartments



422 eMain

RETAIL

RETAIL

RETAIL

422 eMain



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One Park

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