

MARKET AT A GLANCE



OCCUPANCY RATE

95.4%

Down **60 bps** since 1Q19



EFFECTIVE RENT

\$1,114

Up **2.1%** since 1Q19



DELIVERIES

374

Units YTD

MULTIFAMILY TRENDS

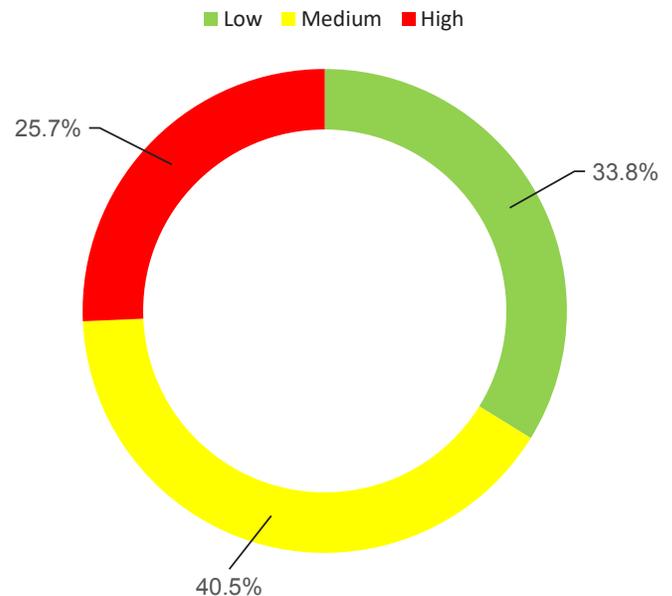
RICHMOND HEALTH CARE SECTOR POISED TO TACKLE PANDEMIC

While the pandemic is spreading across the world, Richmond is poised to lead the fight against COVID-19 through efforts by the education and health services industry. Strong medical research companies like Granger Genetics and educational institutes including Virginia Commonwealth University are working to develop antibody tests. Gaining a wide-spread, reliable testing system is important as coronavirus cases were projected to peak in the last week of April. Until then, Virginia Governor Ralph Northam stated his resolve in maintaining his stay-at-home order through the initial deadline of June 10. The shutdown of nonessential business as well as restricted social gatherings contributed to more than 500,000 Virginians being unemployed. For these individuals, as well as any renters facing hardship because of the pandemic, the commonwealth banned evictions at least through May 17. Housing is critical in the Richmond metro due in part to limited availability of single-family housing for purchase. This environment has led to a ramp up in apartment development following the Great Recession, which is a trend that continues to today. While other projects may face delays due to disruptions in the construction labor force and supply chain, construction was underway on 30 properties in the first quarter of 2020. More than 5,100 units are scheduled to come online over the next two years.

INDUSTRY COMPOSITION

Risk Level	% of Market	National Avg
LOW		
Agriculture, forestry, fishing and hunting	0.1%	1.1%
Finance and insurance	6.6%	4.7%
Health care and social assistance	16.4%	16.0%
Information	1.4%	2.2%
Transportation and warehousing	4.2%	4.4%
Utilities	0.3%	0.4%
Wholesale trade	4.8%	4.7%
Total	33.8%	33.4%
MEDIUM		
Administrative and waste services	8.8%	7.4%
Educational services	1.8%	2.3%
Manufacturing	5.3%	10.1%
Mining, quarrying, and oil and gas extraction	0.0%	0.5%
Other services, except public administration	4.1%	3.6%
Professional and technical services	8.3%	7.5%
Retail trade	12.1%	12.2%
Total	40.5%	43.6%
HIGH		
Accommodation and food services	10.0%	11.1%
Arts, entertainment, and recreation	2.2%	1.9%
Construction	6.8%	6.1%
Management of companies and enterprises	4.5%	1.9%
Real estate and rental and leasing	1.9%	1.8%
Unclassified	0.3%	0.1%
Total	25.7%	23.0%

JOBS EXPOSURE



Analysis based on RealPage Market Analytics' first quarter 2020 data, which sources more than 3 million units across more than 400 U.S. markets in real time. Data may be revised in future publications as additional information becomes available after the initial release. Risk level based on the percentage of essential vs. nonessential jobs for that sector, along with work-from-home opportunity and impacted revenue.



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