



MARKET AT A GLANCE



OCCUPANCY RATE **95.7%**
Up **90 bps** since 1Q20



EFFECTIVE RENT **\$1,400**
Up **3.5%** since 1Q20

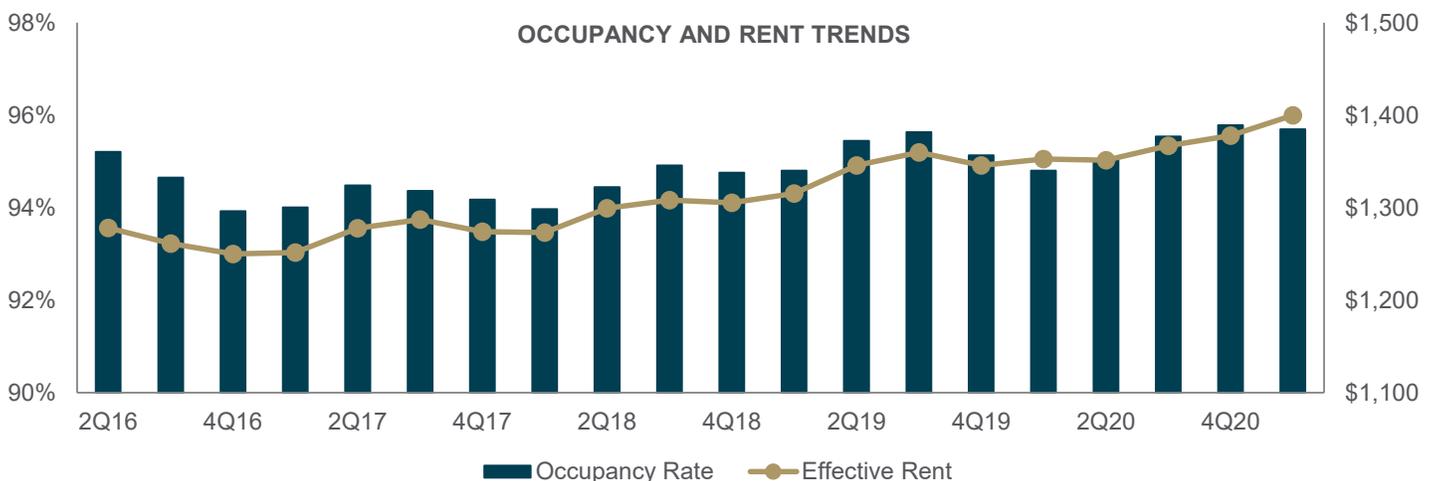


RENT PAYMENT TRACKER (APRIL 1-20) **94.0%**
Up **210 bps** YOY

OCCUPANCY AND RENT TRENDS

EFFECTIVE RENT REBOUNDS IN DOWNTOWN BALTIMORE

As offices reopened, Millennial and Generation Z workers accustomed to teleworking accelerated demand for multifamily stock close to the urban core. As a result, leasing activity outpaced new supply in Downtown Baltimore in the first quarter of 2021, increasing the average occupancy rate to 92.3%. In contrast, metrowide occupancy dipped 10 basis points to 95.7% due to supply side pressure. Recent additions like The James represent a new wave of Class A apartments capable of thriving in neighborhoods that are already desirable and established. Apartment operators are hopeful these units will outperform up-and-coming areas like Baltimore East's Port Covington, which will start delivering new residences in 2022. Success in Downtown Baltimore is also underscored by a rebound in rent growth. The submarket recorded a quarterly increase of 1.7% in average effective rent, a resilient turnaround compared to the 0.1% growth rate in the fourth quarter of 2020. Metrowide, effective rent followed suit with a 1.6% average growth rate to \$1,400 per month. Increases in vaccine distribution and a rise in hiring activity will help carry Baltimore through its post-pandemic transformation and solidify renters' commitment to downtown.



BALTIMORE

MULTIFAMILY REPORT

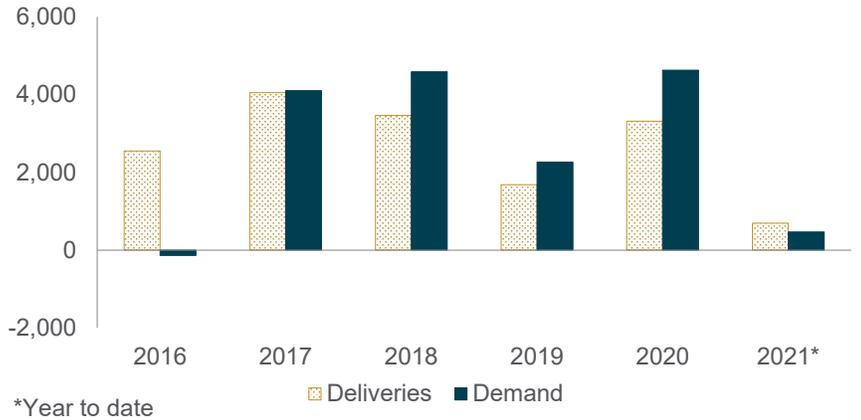
DELIVERIES AND DEMAND



DELIVERIES 695
Units YTD



NET ABSORPTION 470
Units YTD



ECONOMIC TRENDS

2020 3.5% **UNEMPLOYMENT*** 2021 5.9%
240 BPS CHANGE

2020 1.4m **EMPLOYMENT*** 2021 1.4m
-4.7% CHANGE

2020 39.5k **EXISTING SFH SALES*** 2021 50.0k
26.6% CHANGE

2020 2.8m **POPULATION*** 2021 2.8m
0.2% CHANGE

2020 0.87% **10-YEAR TREASURY*** 2021 1.61%
70 BPS CHANGE

*March



BALTIMORE

MULTIFAMILY REPORT

SUBMARKET BREAKDOWN

SUBMARKET NAME	OCCUPANCY			EFFECTIVE RENT			NET ABSORPTION		DELIVERED UNITS	
	1Q21	Q-o-Q Change (BPS)	Y-o-Y Change (BPS)	1Q21	Q-o-Q Change	Y-o-Y Change	1Q21	Annual	1Q21	Annual
Annapolis	96.1%	40	80	\$1,792	0.7%	2.9%	38	40	0	0
Baltimore City East	94.5%	0	0	\$1,437	2.5%	-1.0%	2	364	0	385
Baltimore City North	93.3%	-30	30	\$1,129	0.5%	3.9%	-59	321	0	284
Baltimore City West	95.4%	-70	100	\$1,026	2.3%	3.4%	-128	215	0	44
Columbia/North Laurel	96.3%	-80	120	\$1,682	0.6%	2.2%	-127	492	0	306
Downtown Baltimore	92.3%	20	-10	\$1,530	1.7%	-2.7%	157	261	136	303
Ellicott City/Elkridge	95.3%	-20	-10	\$1,683	2.4%	4.3%	30	229	48	248
Far North Baltimore Suburbs	97.6%	-30	100	\$1,375	1.0%	5.0%	-47	136	0	0
Northeast Anne Arundel County	96.4%	-10	40	\$1,419	0.2%	4.3%	92	153	107	107
Northwest Anne Arundel County	96.6%	0	160	\$1,775	0.7%	2.1%	323	817	334	622
Owings Mills/Pikesville/Randallstown	97.2%	0	200	\$1,429	1.7%	4.4%	76	548	70	175
Parkville/Carney/Perry Hall	97.3%	0	130	\$1,246	2.0%	7.7%	5	468	0	324
Southeast Baltimore County	96.3%	40	210	\$1,206	2.9%	12.2%	69	393	0	0
Southwest Baltimore County	97.1%	10	180	\$1,241	1.7%	6.8%	15	334	0	0
Towson/Hunt Valley	95.1%	20	-40	\$1,419	2.1%	0.8%	26	411	0	494
TOTALS	95.7%	-10	90	\$1,400	1.6%	3.5%	470	5,183	695	3,292

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