



MARKET AT A GLANCE



OCCUPANCY RATE **95.6%**
Up **40 bps** since 1Q20



EFFECTIVE RENT **\$1,212**
Up **2.7%** since 1Q20

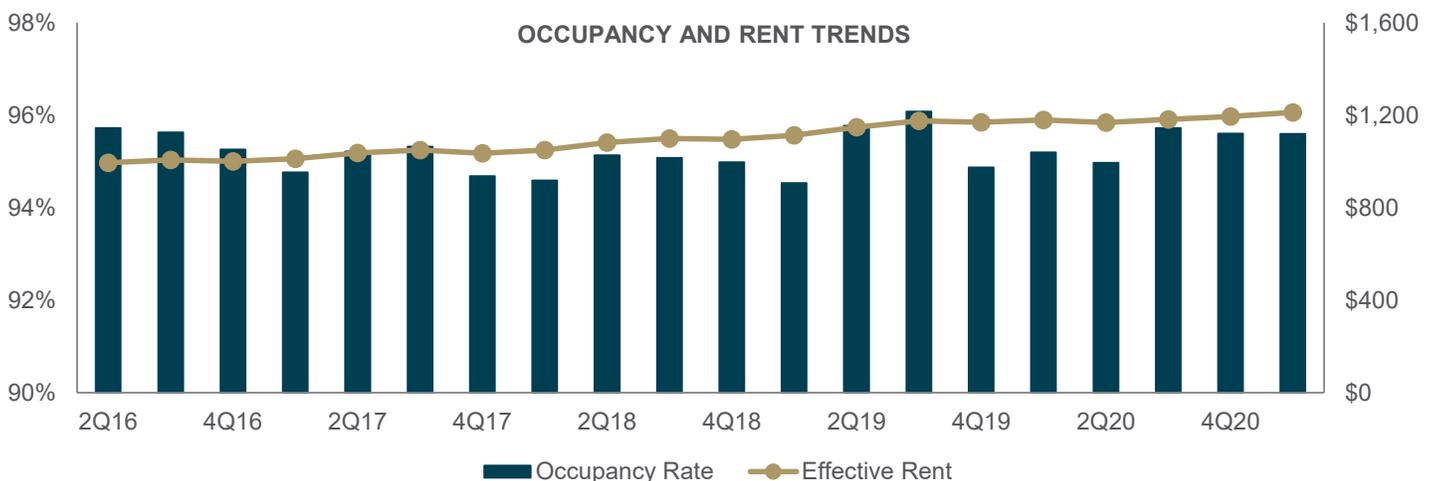


RENT PAYMENT TRACKER (APRIL 1-20) **93.9%**
Up **80 bps** YOY

OCCUPANCY AND RENT TRENDS

NEW RESIDENTS BOLSTER APARTMENT DEMAND AMID SUPPLY WAVE

Growing by nearly 25,000 residents in 2020, Charlotte became one of the fastest-growing metropolitan areas in the nation. Elevated in-migration contributed to a net absorption of 2,100 units in the first quarter of 2021 and placed Charlotte amongst the top 10 metros with the highest quarterly leasing activity. Charlotte's integration of new renters permitted apartment operators to confidently increase average effective rent 1.5% to \$1,212 per month, even amid a surplus in multifamily deliveries. Approximately 2,300 units were brought to inventory during this time, setting a brisk pace as builders continue on 16 new properties scheduled for delivery later this year. At an average of 95.6% in the first quarter, there was no change in occupancy compared to the previous quarter. It remained higher than the market's five-year average of 95.1%. It will take a while for all of metro Charlotte to see a full recovery to pre-pandemic levels, but suburbs like Myers Park demonstrate how young renters priced out of homeownership are still looking for well-rounded amenities and flexible space beyond the urban core. As a result, Myers Park led leasing activity with a net absorption of 450 units and occupancy rising 130 basis points to 95.5%.



CHARLOTTE

MULTIFAMILY REPORT

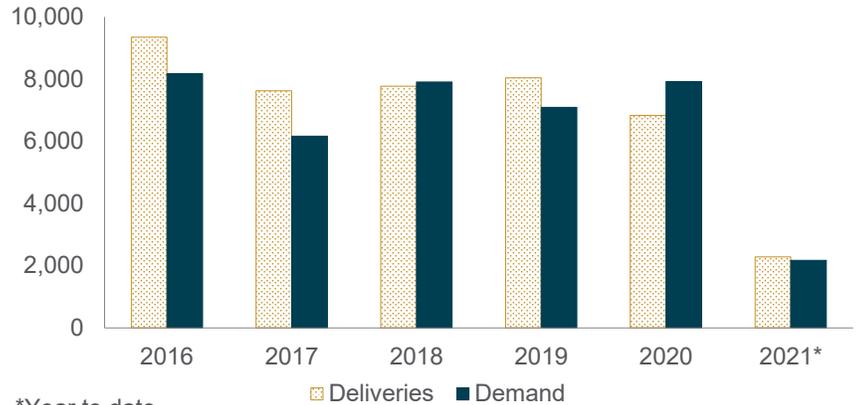
DELIVERIES AND DEMAND



DELIVERIES 2,285
Units YTD



NET ABSORPTION 2,171
Units YTD



ECONOMIC TRENDS

2020 **3.3%** **UNEMPLOYMENT*** 2021 **5.0%**
170 BPS CHANGE

2020 **1.2m** **EMPLOYMENT*** 2021 **1.2m**
-3.0% CHANGE

2020 **47.3k** **EXISTING SFH SALES*** 2021 **47.0k**
-0.6% CHANGE

2020 **2.6m** **POPULATION*** 2021 **2.7m**
1.1% CHANGE

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

*March



CHARLOTTE

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
Ballantyne	94.9%	50	-10	\$1,375	1.9%	3.5%	40	156	0	173
Concord/Kannapolis/Salisbury	97.5%	-20	90	\$1,079	1.6%	6.5%	59	427	94	306
East Charlotte	95.1%	0	-70	\$1,060	1.0%	3.8%	82	133	92	273
Far East Charlotte/Mint Hill	95.3%	-40	30	\$984	0.2%	3.3%	83	270	112	260
Gaston County	96.8%	-20	70	\$1,053	1.5%	9.6%	-17	78	0	0
Huntersville/Cornelius	96.4%	-40	30	\$1,291	0.4%	6.0%	-33	21	0	0
Matthews/Southeast Charlotte	95.2%	-50	-10	\$1,215	0.7%	2.4%	295	620	357	661
Mooresville/Statesville	97.0%	-50	60	\$1,109	1.8%	7.0%	161	518	207	487
Myers Park	95.5%	130	160	\$1,359	1.8%	-1.9%	452	1,149	317	1,022
North Charlotte	95.2%	10	-30	\$1,183	1.2%	3.9%	266	1,367	258	1,480
Rock Hill/Fort Mill	96.5%	-30	160	\$1,181	2.2%	5.4%	213	1,116	274	872
South Charlotte	95.3%	-10	-10	\$1,160	1.2%	2.9%	-8	-11	0	0
Southwest Charlotte	95.5%	-40	-10	\$1,190	0.9%	2.9%	104	688	192	733
UNC Charlotte	95.4%	-10	160	\$1,192	1.9%	5.9%	325	1,216	358	995
Uptown/South End	93.8%	60	-10	\$1,576	2.0%	-6.5%	146	757	24	830
TOTALS	95.6%	0	40	\$1,212	1.5%	2.7%	2,171	8,505	2,285	8,092

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