



MARKET AT A GLANCE



OCCUPANCY RATE 96.5%
Up 70 bps since 1Q20



EFFECTIVE RENT \$1,235
Up 6.0% since 1Q20

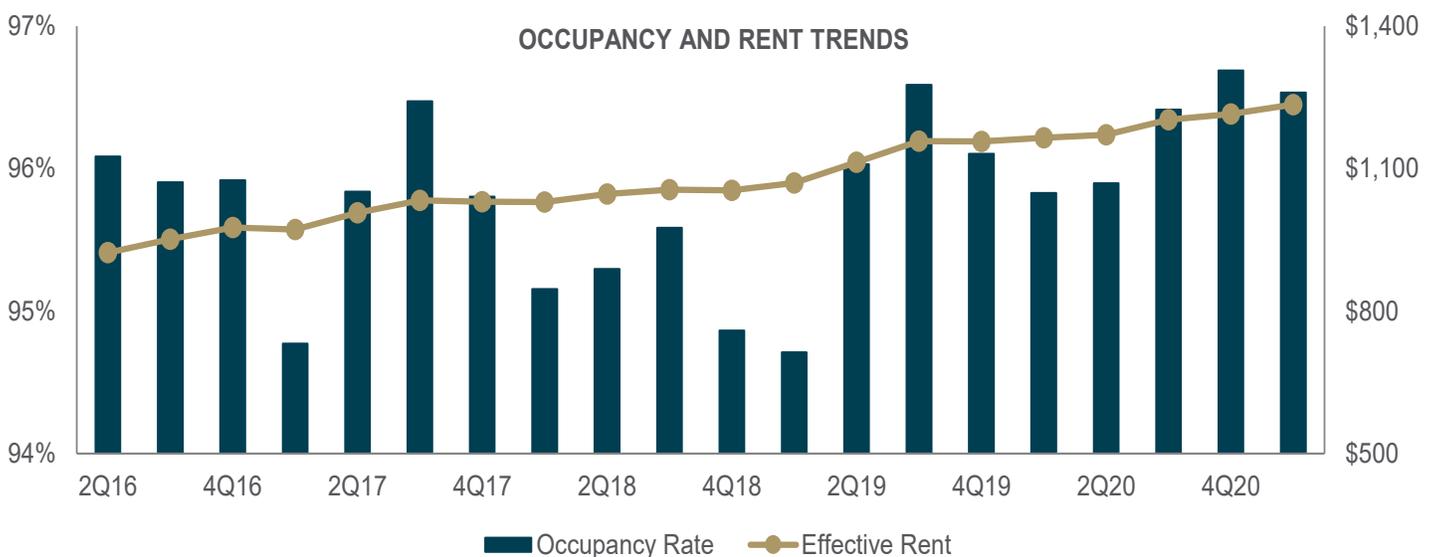


TOTAL INVENTORY 51,741

OCCUPANCY AND RENT TRENDS

INCREASED NET ABSORPTION IN THE SPRINGS FUELS 6% ANNUAL RENT GROWTH

While leasing activity was cooling across the country, Colorado Springs emerged as one of the top three multifamily secondary markets. An uptick in demographic trends alongside accelerated rental demand spurred a 70-basis-point, year-over-year increase in occupancy. The 96.5% rate in the first quarter was 100 basis points above the national average rate. Moreover, effective rent increased 6.0%, one of the highest year-over-year rent growth among markets in the Mountain West region. The North Colorado Springs submarket, home to the Air Force Academy, led the metro in net newly signed leases, pushing up occupancy and accelerating rent growth. Boosting overall leasing activity and rent was a recovering economy. Since the onset of the pandemic through March 2021, the metro restored 28,000 jobs. With a bounce back of 73% pre-pandemic payrolls, Colorado Springs had the highest recovery rate in the state. The metro's trajectory toward full employment recovery will be supported by Amazon's largest distribution center nationwide, slated to deliver this summer at Peak Innovation Park. Hiring for about 1,000 jobs began in March. Additionally, in support of growing technology and defense sectors, construction continues at the new Peak Technology Campus, a 210,000-square-foot, Class A office development.



COLORADO SPRINGS

MULTIFAMILY REPORT

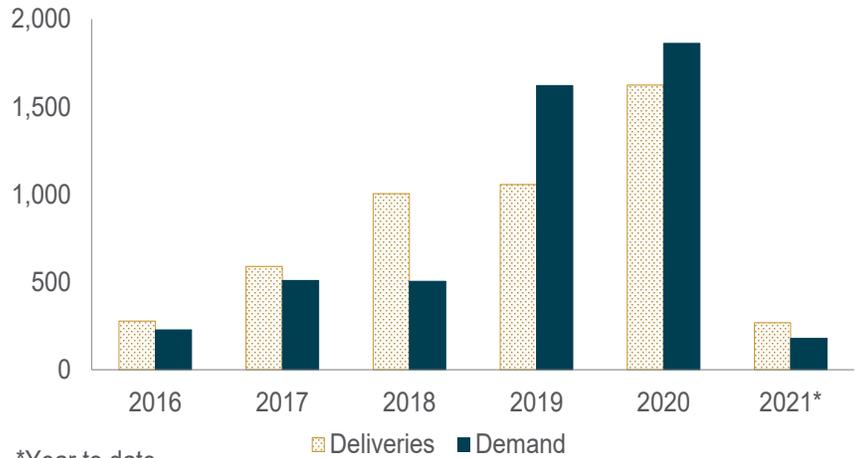
DELIVERIES AND DEMAND



DELIVERIES 268
Units YTD



NET ABSORPTION 179
Units YTD



*Year to date

ECONOMIC TRENDS

2020 3.2% UNEMPLOYMENT* 2021 6.5%
330 BPS CHANGE

2020 304.1k EMPLOYMENT* 2021 293.9k
-3.4% CHANGE

2020 13.3k EXISTING SFH SALES* 2021 16.0k
20.3% CHANGE

2020 754.6k POPULATION* 2021 762.3k
1.0% CHANGE

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

*March



COLORADO SPRINGS

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
Central Colorado Springs	96.9%	-20	40	\$1,062	2.0%	6.2%	-34	393	0	351
East Colorado Springs	96.8%	-40	80	\$1,175	1.2%	4.4%	-40	496	0	422
North Colorado Springs	96.3%	-20	160	\$1,406	1.5%	7.0%	234	977	268	793
West Colorado Springs	96.3%	10	0	\$1,278	1.6%	5.6%	18	11	0	13
TOTALS	96.5%	-20	70	\$1,235	1.7%	6.0%	179	1,878	268	1,579

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