



MARKET AT A GLANCE



OCCUPANCY RATE **94.5%**
Down **70 bps** since 1Q20



EFFECTIVE RENT **\$1,007**
Up **1.0%** since 1Q20

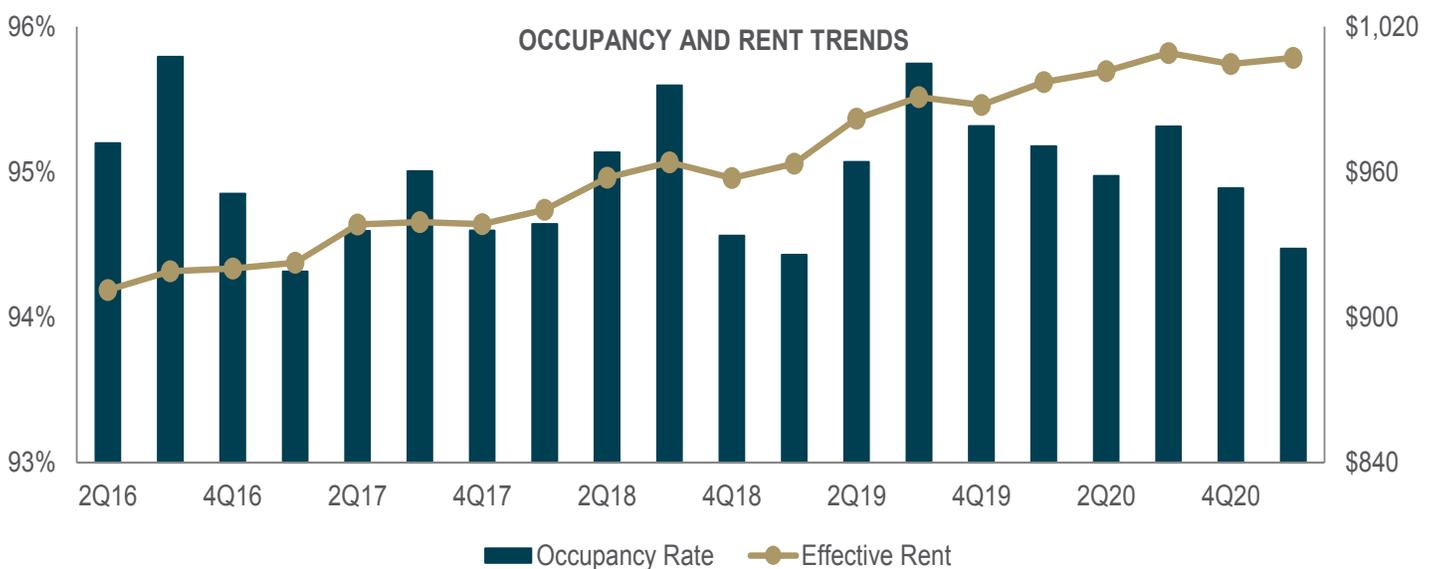


RENT PAYMENT TRACKER (APRIL 1-13) **88.6%**
Up **30 bps** YOY

OCCUPANCY AND RENT TRENDS

LIKE OTHER MIDWEST CITIES, K.C.'S MULTIFAMILY SECTOR FARED WELL IN 1Q21

Multifamily developers have been building in the metro's premier submarkets, with current projects and deliveries concentrated in Kansas City's central business district. The downtown population quadrupled in the last decade and is expected to grow 50% in the next five years. With about 4,850 deliveries metrowide last year, additions reached a 10-plus year high. At the start of this year, 6,700 units across 35 projects were under construction. The supply surge amid the pandemic tested the K.C. apartment market. On a quarter-over-quarter basis, overall occupancy settled at 94.5% as net apartment absorption was positive metrowide and in most submarkets. Domestic net migration flow of 1,200 new residents in the first quarter and rising household formation buoyed leasing activity. Simultaneously, effective rent increased 0.2% to \$1,007 per month and operators recorded positive collection trends. For households needing help to pay back rent, \$30 million in additional COVID-19 federal relief are available. On the jobs front, K.C. employers restored 68% of the jobs shed since the onset of the pandemic. Most recently, the U.S. Department of Agriculture brought roughly 500 jobs to downtown and the \$1.5 billion Kansas City International Airport project sparked a construction hiring boom.



KANSAS CITY

MULTIFAMILY REPORT

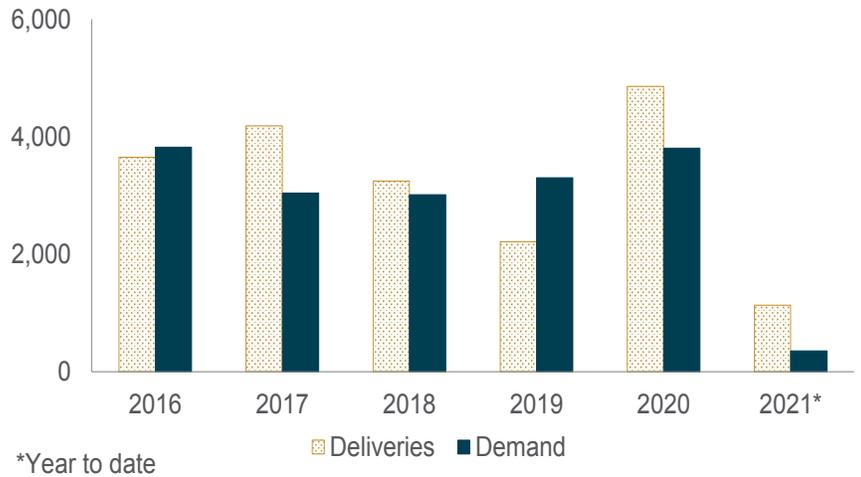
DELIVERIES AND DEMAND



DELIVERIES 1,133
Units YTD



NET ABSORPTION 355
Units YTD



ECONOMIC TRENDS

2020 3.1% **UNEMPLOYMENT*** 2021 3.8%
70 BPS CHANGE

2020 1.1m **EMPLOYMENT*** 2021 1.1m
-4.2% CHANGE

2020 40.1k **EXISTING SFH SALES**** 2021 51.4k
28.2% CHANGE

2020 2.2m **POPULATION**** 2021 2.2m
0.7% CHANGE

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

*February; **March



KANSAS CITY

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 Kansas City	91.9%	-100	-250	\$1,233	-0.1%	-3.9%	117	1,463	415	2,294
Clay County	95.8%	-60	40	\$940	0.5%	3.7%	21	308	144	240
Independence/East Kansas City	94.7%	30	-130	\$843	-1.5%	2.7%	50	-193	0	0
Lee's Summit/Blue Springs/Raytown	94.8%	-80	-90	\$966	1.8%	5.8%	-3	507	113	652
North Overland Park	95.2%	-60	-110	\$1,023	0.8%	2.3%	-72	-135	0	0
Olathe/Gardner	96.6%	30	-30	\$981	1.5%	0.9%	167	340	144	477
Platte County	94.5%	-10	30	\$981	1.5%	3.6%	104	330	123	323
Shawnee/Lenexa/Mission	95.1%	0	-20	\$1,054	-1.1%	-0.4%	-3	218	0	266
South Kansas City/Grandview	94.4%	40	90	\$817	0.9%	3.0%	61	150	0	0
South Overland Park	94.6%	-40	-80	\$1,142	0.0%	-1.5%	112	657	194	857
Wyandotte County/Leavenworth	94.1%	-150	-70	\$855	-0.8%	0.1%	-200	-92	0	0
TOTALS	94.5%	-40	-70	\$1,007	0.2%	1.0%	355	3,551	1,133	5,109

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