



MARKET AT A GLANCE



OCCUPANCY RATE 94.3%

Down 180 bps since 1Q20



EFFECTIVE RENT \$1,737

Down 6.6% since 1Q20



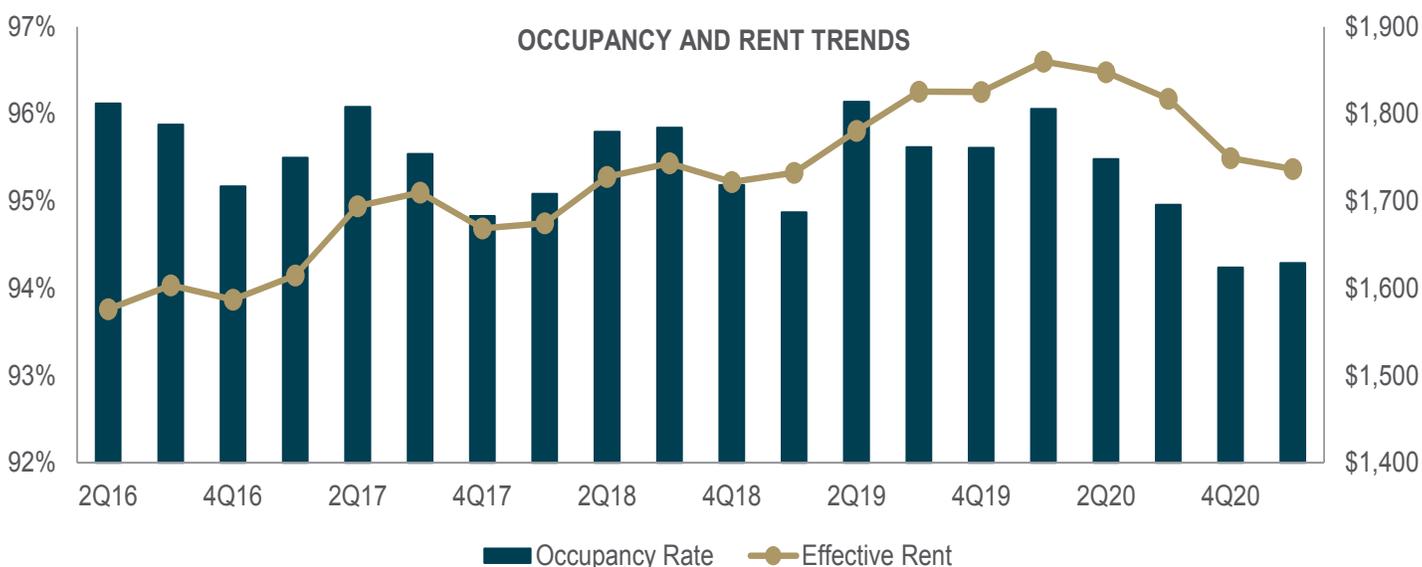
RENT PAYMENT TRACKER (APRIL 1-13) 83.6%

Down 740 bps YOY

OCCUPANCY AND RENT TRENDS

RENTERS SEEK APARTMENTS IN URBAN CORE AS METROWIDE OCCUPANCY RISES

The seasonal surge in apartment absorption in the first quarter benefited the Seattle-Tacoma apartment market, even as deliveries remained elevated. Leasing activity was positive in most submarkets, with the greatest demand in the urban core as operators in the South Lake Union/Queen Anne and the Downtown Seattle submarkets recorded the highest net absorption over the last three months. To help entice renters in these submarkets and across the metro, operators on average offered higher concessions in the last three months on new and renewing leases. While this contributed to monthly effective rent lowering 0.7% quarter over quarter to \$1,737, net absorption exceeded inventory growth to push up occupancy. At an average of 94.3% in the first quarter of 2021, the metro occupancy rate increased 10 basis points since the close of 2020. Helping underpin apartment demand was the 27,300 net jobs added to the workforce in the first two months of 2021, part of 119,000 additional positions created since the trough following the initial effects of the pandemic in April 2020. Another factor contributing to residents selecting renting over homeownership was the 14.8% annual increase in the median single-family home price.



SEATTLE-TACOMA

MULTIFAMILY REPORT

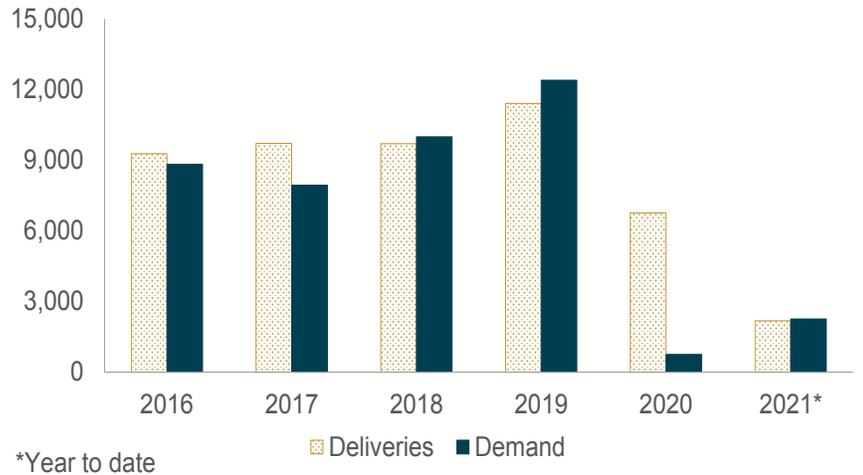
DELIVERIES AND DEMAND



DELIVERIES 2,181
Units YTD



NET ABSORPTION 2,261
Units YTD



ECONOMIC TRENDS

2020 3.1% UNEMPLOYMENT* 2021 5.6%
250 BPS CHANGE

2020 2.1m EMPLOYMENT* 2021 2.0m
-6.3% CHANGE

2020 46.6k EXISTING SFH SALES** 2021 64.8k
39.1% CHANGE

2020 4.0m POPULATION** 2021 4.1m
1.0% CHANGE

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

*February; **March



SEATTLE-TACOMA

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
Capitol Hill/Central District	91.4%	-10	-500	\$1,726	-2.7%	-13.7%	262	-47	317	1,737
Downtown Seattle	91.6%	120	-410	\$2,266	-0.6%	-15.7%	368	-1,152	0	91
East Bellevue/Issaquah	94.3%	0	-200	\$1,889	-1.5%	-7.0%	4	-202	0	204
East Pierce County	97.5%	0	200	\$1,590	1.3%	7.1%	79	594	83	288
Everett	96.3%	-10	130	\$1,501	1.4%	2.7%	9	659	48	344
Federal Way/Des Moines	96.5%	-40	10	\$1,491	1.4%	2.5%	-62	18	0	0
Kent/Auburn	96.4%	-10	70	\$1,544	-0.3%	0.8%	199	625	236	466
Kirkland/Bothell	95.2%	30	-70	\$1,842	0.1%	-4.7%	268	277	203	475
Lynnwood/Edmonds/Mukilteo	95.6%	-50	-30	\$1,579	-0.6%	-1.7%	39	101	131	173
North Seattle/Shoreline	94.0%	-10	-240	\$1,541	-1.1%	-4.5%	-17	-111	0	410
North Tacoma	96.9%	-10	100	\$1,511	-0.1%	2.9%	27	353	50	200
Redmond	95.4%	-10	-170	\$1,940	-0.7%	-8.1%	255	305	283	580
Renton	95.3%	-10	-50	\$1,691	1.1%	-2.5%	220	282	252	378
SeaTac/Burien	95.0%	20	-120	\$1,446	-2.2%	-1.8%	24	-177	0	0
South Lake Union/Queen Anne	90.9%	70	-530	\$2,107	-2.5%	-13.1%	377	-1,123	202	303
South Tacoma/University Place	97.6%	-50	90	\$1,380	3.3%	6.1%	-49	256	0	170
Southwest Pierce County	97.5%	-10	40	\$1,360	3.7%	6.6%	-14	72	0	0
University District/Ballard	91.9%	0	-410	\$1,809	-2.4%	-11.5%	342	-739	376	726
West Bellevue/Mercer Island	94.2%	40	-240	\$2,270	-2.1%	-11.1%	54	119	0	509
West Seattle/South Seattle	91.7%	-70	-380	\$1,696	-1.0%	-12.1%	-125	-652	0	62
TOTALS	94.3%	0	-180	\$1,737	-0.7%	-6.6%	2,261	-543	2,181	7,116

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