

ST. LOUIS, MO

2022 MARKET AT A GLANCE

Occupancy Rate

95.6%



DOWN 30 BPS YOY

Effective Rent

\$1,109



UP 4.0% YOY

Rent Share of Wallet

18.4%



UP 10 BPS YOY

St. Louis' Economic Recovery Sets Stage for New Multifamily Demand

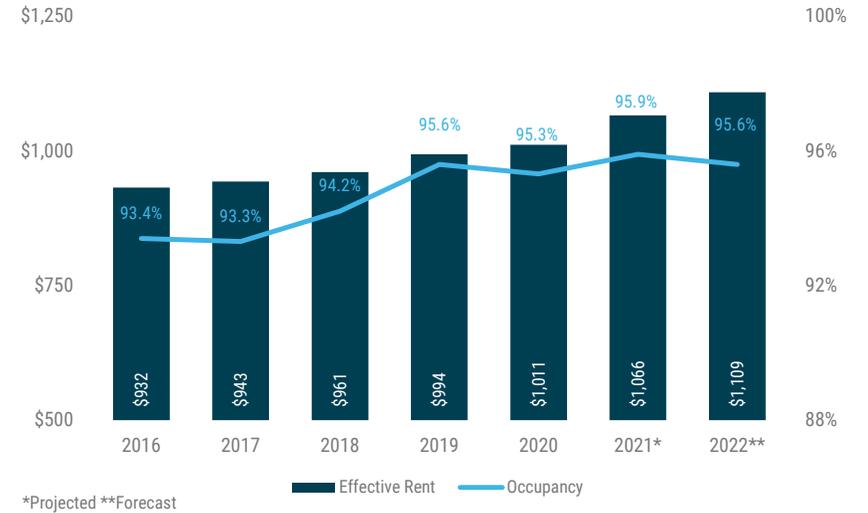
Resilient economic conditions during the pandemic in the last two years set the stage for a comparatively faster rebound in 2022 for the St. Louis metropolitan area. The market has undergone a multiyear employment recovery after the loss of 141,900 positions at the height of the pandemic. Employment growth is projected to persist through 2022, though at a more gradual pace. Job expansions and restorations will lead to 22,300 net positions filled over the next 12 months, equating to a 1.6% annual employment increase. By year-end, St. Louis will be operating at 97% of pre-pandemic payrolls. Job creation in the health care sector will continue to expand with the addition of a 659,000-square-foot outpatient facility for the Siteman Cancer Center. The project is the latest addition to the medical campus expanding east into St. Louis' Central West End. Job creation in this area will aid in the lease up of about 900 new apartments coming online this year in the Central West End/Forest Park submarket. Overall, the pace of deliveries will accelerate in the metro area in the coming quarters, growing stock 1.7% upon completion. Following a supply shortfall last year, builders are slated to deliver 2,745 units in the next four quarters. Leasing activity will advance around St. Louis' largest employment nodes: Cortex Innovation Community, Fenton Logistics Park, and the 16-block Washington University Medical Center. Persistent rental demand will help to keep the occupancy rate elevated, ending the year at 95.6%. Meanwhile, effective rent will remain on an upward trajectory, growing 4.0% annually.

Unless noted otherwise, data and images pertaining to rent, occupancy, employment, unemployment, income, price per unit, and cap rate are year-end figures. Absorption and construction figures are full-year totals, unless noted otherwise. Numbers for 2021 are projected values. 2022 figures are forecast projections. The apartment sales information represents transactions of apartment properties with a sales price of \$2.5 million or more, unless otherwise indicated.

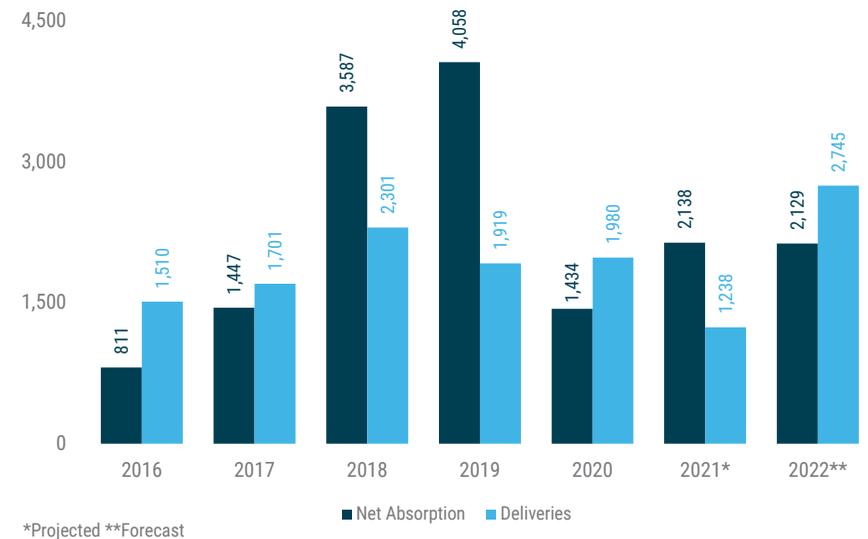
2022 FORECAST

APARTMENT TRENDS

Effective Rent & Occupancy

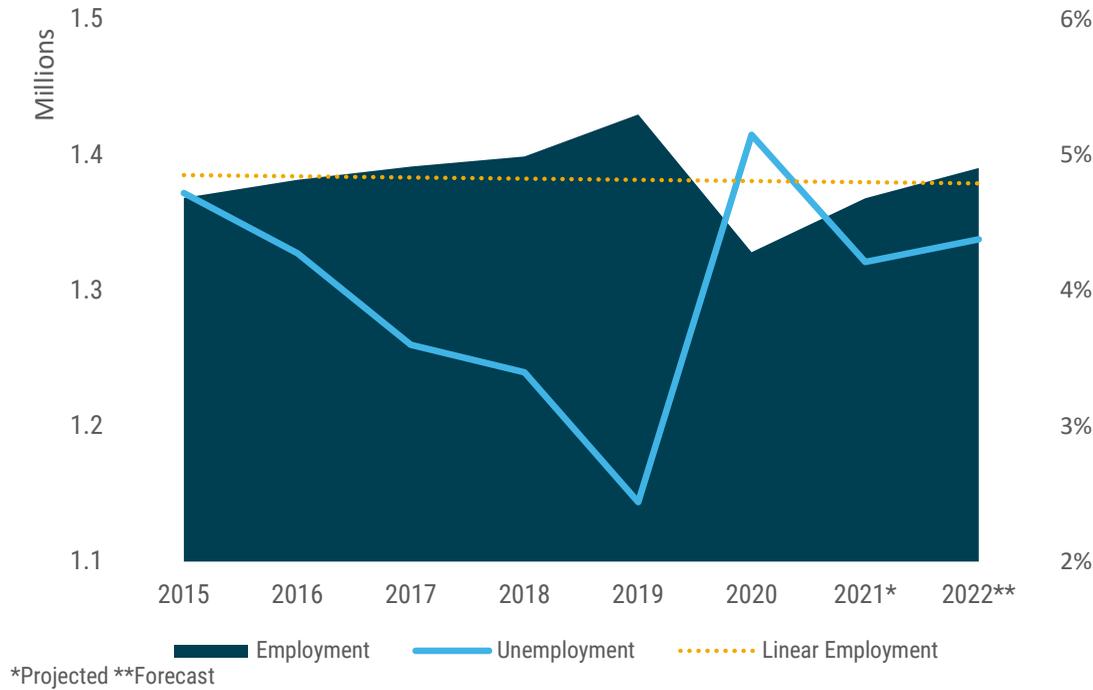


Absorption & Deliveries



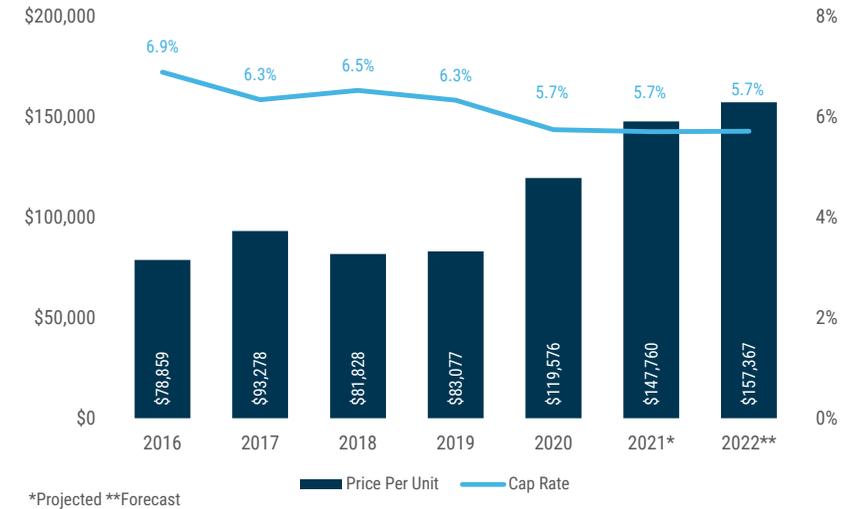
EMPLOYMENT TRENDS

Market Employment Trends



SALES TRENDS

Price Per Unit & Cap Rate



Employment
1,390,300



UP 1.6% YOY

Unemployment
4.4%



UP 20 BPS YOY

Median Household Income
\$72,230



UP 3.5% YOY

Price Per Unit
\$157,367



UP 6.5% YOY

Cap Rate
5.7%



UNCHANGED YOY