

# CLEVELAND, OH

## 2023 MARKET AT A GLANCE

Occupancy Rate

95.2%



DOWN 100 BPS YOY

Effective Rent

\$1,211



UP 2.7% YOY

Rent Share of Wallet

21.1%



DOWN 30 BPS YOY

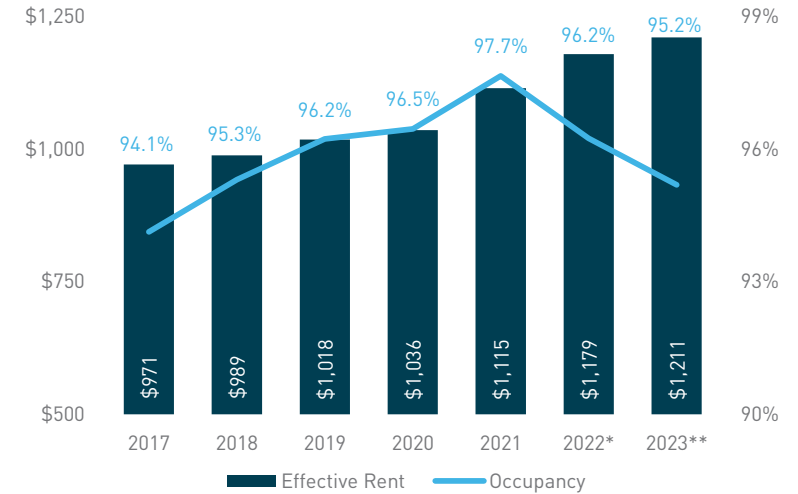
## Apartment Development and Demand Concentrated in Central Cleveland

As the economic recovery continues in the Cleveland metropolitan area, apartment fundamentals are expected to shift to pre-pandemic norms. Employers are forecast to create 7,000 additional jobs for 0.7% growth over the next 12 months. A significant share of the new jobs will be in the education and health care segment, the largest employment sector in the metro. The Cleveland Clinic will boost the industry this year and beyond with a new 1 million-square-foot Neurological Institute building on the main campus that is projected to add more than 9,500 direct and indirect jobs. Occupations in the health care industry typically pay more than the market average, contributing to a 3.9% forecast increase in the median household income this year. More well-paid households will be needed as more than 1,200 units are scheduled to come online in 2023. Deliveries will be focused on the Central Cleveland submarket. Housing demand in Downtown Cleveland will be driven by continued investments in the area, including the new \$300 million Sherwin-Williams global headquarters that will house more than 3,000 employees. The Central Cleveland submarket is the only one of the metro's submarkets expected to see more people moving into apartments than moving out this year, as total households metrowide are projected to contract as many people are choosing to move in with family or take on roommates. As a result, Greater Cleveland apartment occupancy is forecast to settle at 95.2% by year-end, still above the pre-pandemic cycle average of 94.7% from 2010 to 2019.

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 2022 are projected values. 2023 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.

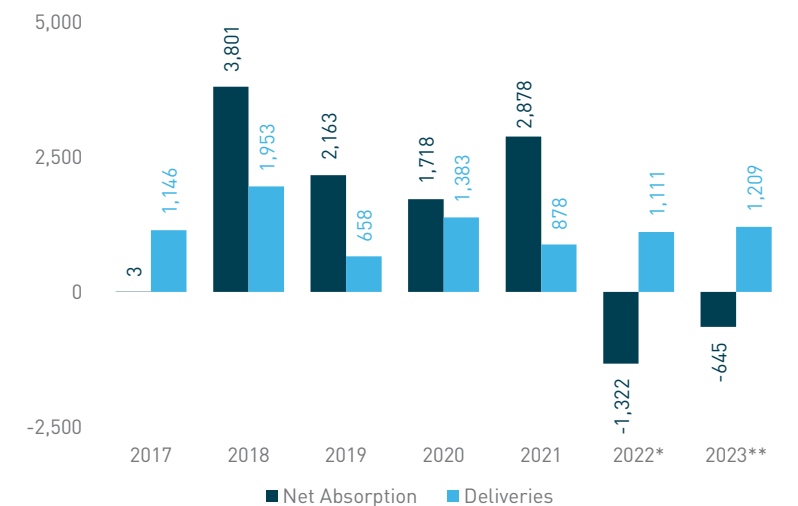
## Apartment Trends

### Effective Rent & Occupancy



\*Projected \*\*Forecast

### Absorption & Deliveries

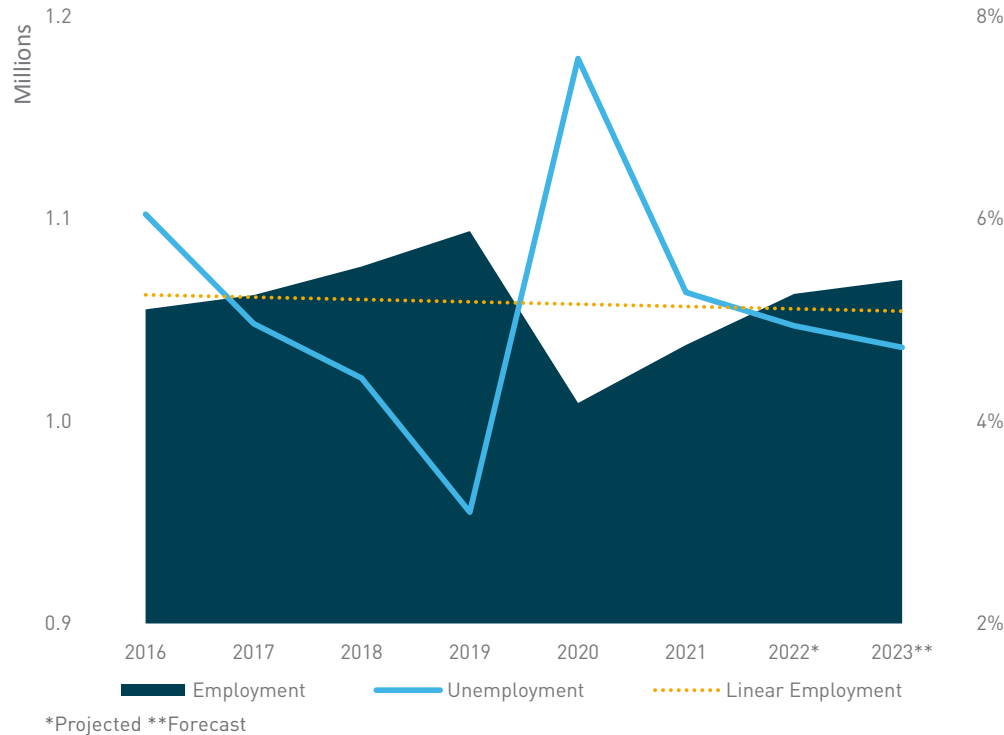


\*Projected \*\*Forecast

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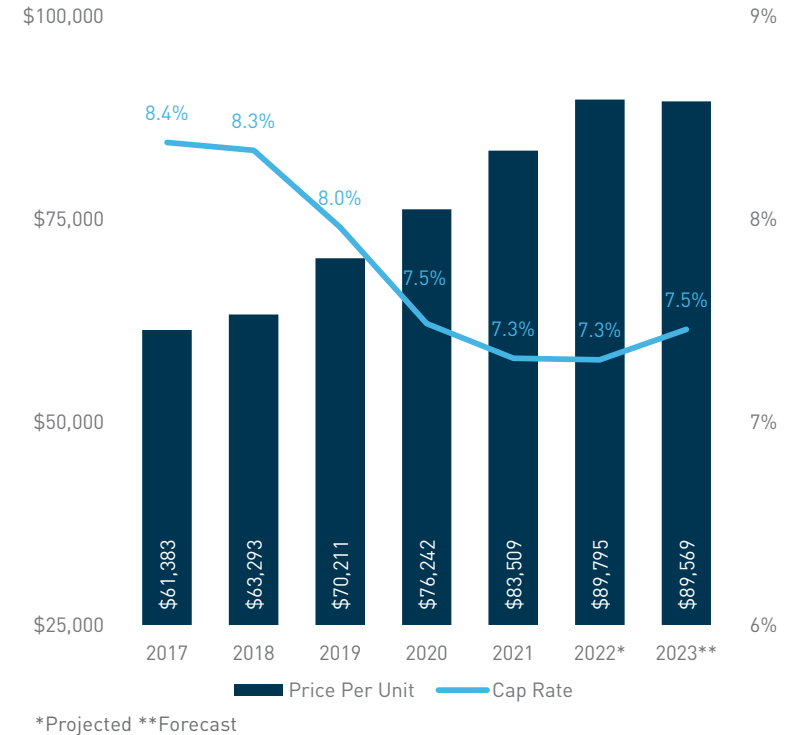
## Employment Trends

Market Employment Trends



## Sales Trends

Price Per Unit & Cap Rate



Employment  
1,069,800



UP 0.7% YOY

Unemployment  
4.7%



DOWN 20 BPS YOY

Median Household Income  
\$68,880



UP 3.9% YOY

Price Per Unit  
\$89,569



DOWN 0.3% YOY

Cap Rate  
7.5%



UP 20 BPS YOY