



MARKET AT A GLANCE



OCCUPANCY RATE 95.7%

Up **10 bps** since 2Q19



EFFECTIVE RENT \$1,002

Up **1.8%** since 2Q19



RENT PAYMENT TRACKER (July 1-20) 91.5%

Down **300 bps** since June 1-20

OCCUPANCY AND RENT TRENDS

CLEVELAND RENTERS CONTINUE TO MEET RENT OBLIGATIONS AMID PANDEMIC

Cleveland's rebounding economy has enabled annual growth across its apartment market. Having a limited development pipeline and positive leasing activity has permitted the metro's average effective rent and occupancy rate to fluctuate accordingly. In the second quarter of 2020, Cleveland recorded an average effective rent of \$1,002 per month, up 1.8% from one year prior. Annual rent growth was most prominent in the Euclid and Lake County submarkets, but the average is still heavily influenced by the more affluent Central Cleveland and East Cleveland submarkets. Amid the pandemic and inevitable economic downturn, new and existing renters were still able to comply with on-time rent payments. Through July 20, approximately 91.5% of metro residents met their rent obligations, outpacing the national average by 20 basis points over the same time frame. Apartment occupancy also increased to 95.7%, surpassing the market's five-year average by 90 basis points. Meanwhile, the regional unemployment rate has begun to descend in response to the inflow of workers re-entering the workforce. Guiding employment growth in the metro are firms within the financial, hospitality, and manufacturing industries, demonstrating how diverse Cleveland's economy can be.



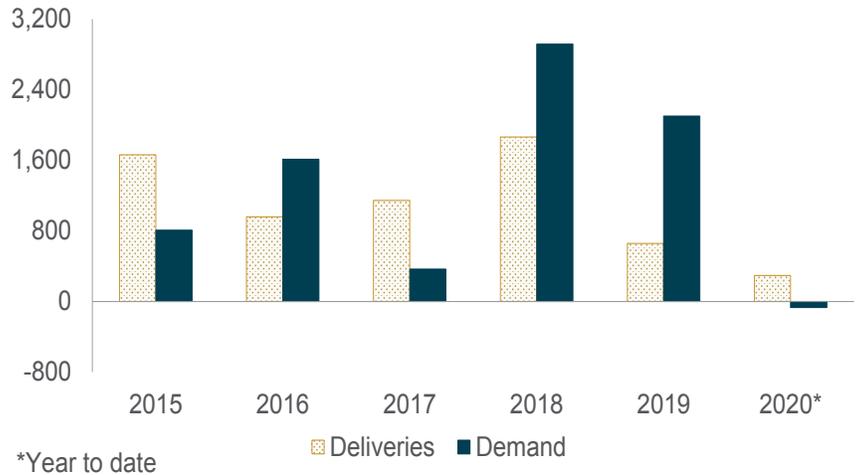
DELIVERIES AND DEMAND



DELIVERIES 296
Units YTD



NET ABSORPTION -68
Units YTD



ECONOMIC TRENDS

2019 4.0% **UNEMPLOYMENT*** 1,310 BPS CHANGE 2020 17.1%

2019 1.1m **EMPLOYMENT**** -12.5% CHANGE 2020 0.9m

2019 49.4k **EXISTING SFH SALES**** -10.1% CHANGE 2020 44.4k

2019 2.0m **POPULATION**** -0.2% CHANGE 2020 2.0m

2019 2.07% **10-YEAR TREASURY**** -130 BPS CHANGE 2020 0.73%

*May; **June



CLEVELAND

MULTIFAMILY REPORT

SUBMARKET BREAKDOWN

SUBMARKET NAME	OCCUPANCY			EFFECTIVE RENT			NET ABSORPTION		DELIVERED UNITS	
	2Q20	Q-o-Q Change (BPS)	Y-o-Y Change (BPS)	2Q20	Q-o-Q Change	Y-o-Y Change	2Q20	Annual	2Q20	Annual
Beachwood/Mayfield	95.8%	-60	10	\$1,093	2.2%	-1.5%	-86	15	0	0
Central Cleveland	95.3%	240	110	\$1,418	-0.2%	-2.5%	433	844	129	742
East Cleveland	91.8%	-100	-200	\$1,132	0.0%	1.3%	-297	-480	0	103
Euclid	95.4%	-70	70	\$742	1.2%	7.5%	-72	81	0	0
Lake County	97.2%	20	40	\$970	1.4%	4.3%	27	52	0	0
Parma/Middleburg Heights	98.0%	40	170	\$854	2.1%	1.5%	55	212	0	0
Southeast Cleveland	94.7%	-10	50	\$836	2.2%	3.2%	-13	71	0	0
Strongsville/North Royalton/Medina	96.9%	40	-40	\$931	0.4%	2.2%	59	-64	0	0
West Cleveland	97.1%	-30	80	\$916	0.6%	2.0%	-75	180	0	0
Westlake/North Olmsted/Lorain County	96.9%	0	0	\$993	0.9%	2.6%	-10	5	0	0
TOTALS	95.7%	0	10	\$1,002	0.2%	1.8%	22	918	129	845



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