



MARKET AT A GLANCE



OCCUPANCY RATE **94.9%**
Down **80 bps** since 2Q19



EFFECTIVE RENT **\$1,169**
Up **0.3%** since 2Q19

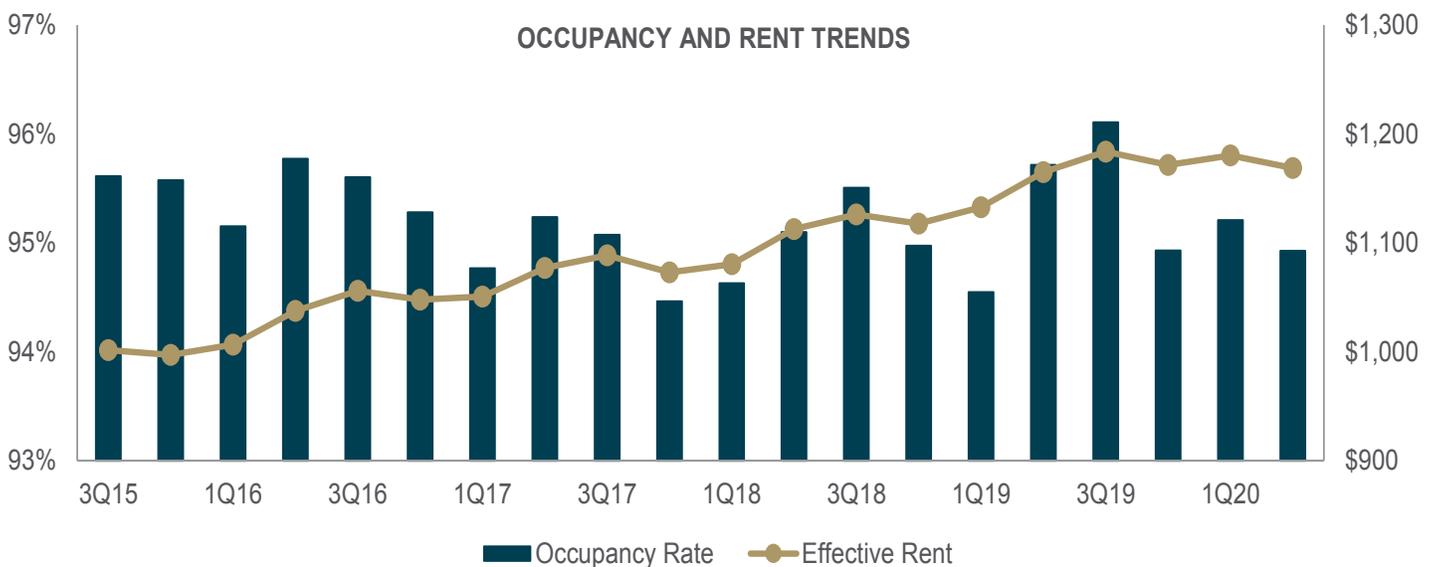


RENT PAYMENT TRACKER (July 1-20) **94.3%**
Down **60 bps** since June 1-20

OCCUPANCY AND RENT TRENDS

CHARLOTTE ON LOCKDOWN BUT STILL ATTRACTS MAJOR CORPORATE GROWTH

Retail centers, bars, and other select businesses in the Charlotte metro remained closed for over a month during the second quarter. The metro reached 13.2% unemployment in May due to both the lockdown and a workforce with a higher exposure to job losses driven by COVID-19 than the national average. Conversely, construction was deemed an essential industry and multifamily development continued, albeit at a slower pace than the second quarter of the previous year. Developers in the metro responded to the pandemic by adjusting their building plans to accommodate the potential long-term need for greater social distancing within apartment communities. Multifamily construction accelerated on a quarterly basis through the end of June; developers brought 1,824 new units online during that period. With fewer residents looking for a new apartment amid nationwide economic strife, apartment demand contracted compared to the previous quarter as residents absorbed net 1,190 units. Occupancy fell 30 basis points quarter over quarter to 94.9% due to this supply side pressure. By July 20, 94.3% of apartment residents made a full or partial rent payment, better than the national average.



CHARLOTTE

MULTIFAMILY REPORT

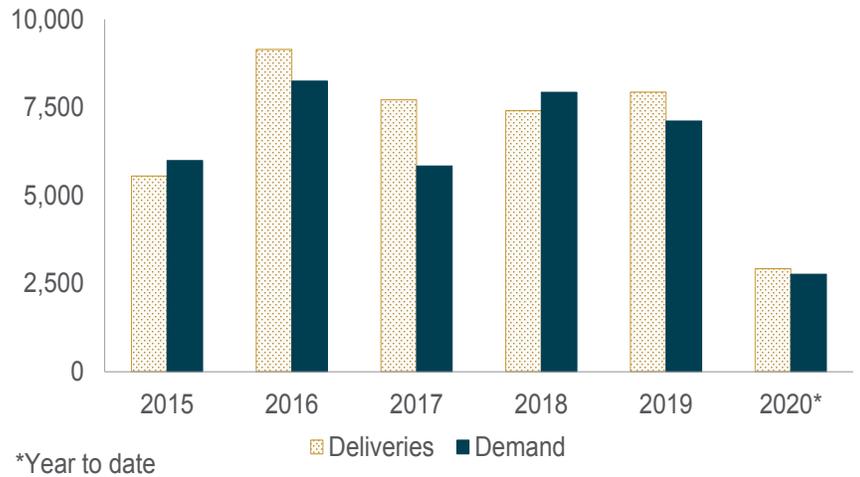
DELIVERIES AND DEMAND



DELIVERIES 2,923
Units YTD



NET ABSORPTION 2,769
Units YTD



ECONOMIC TRENDS

2019 3.7% UNEMPLOYMENT* 2020 13.2%
950 BPS CHANGE

2019 1.2m EMPLOYMENT** 2020 1.1m
-8.3% CHANGE

2019 45.6k EXISTING SFH SALES** 2020 37.8k
-17.1% CHANGE

2019 2.6m POPULATION** 2020 2.7m
1.5% CHANGE

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

*May; **June



CHARLOTTE

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
Ballantyne	94.1%	-90	-110	\$1,306	-1.7%	-2.2%	41	95	120	193
Concord/Kannapolis/Salisbury	96.4%	-10	-80	\$1,023	0.9%	3.2%	105	189	126	305
East Charlotte	95.2%	-70	-60	\$1,027	0.4%	1.9%	-118	84	0	188
Far East Charlotte/Mint Hill	95.1%	20	-70	\$963	1.1%	2.1%	13	-45	0	0
Gaston County	96.9%	80	-30	\$971	1.3%	1.7%	89	103	0	144
Huntersville/Cornelius	95.4%	-70	-120	\$1,222	0.3%	1.2%	-54	64	0	156
Matthews/Southeast Charlotte	95.0%	-50	-50	\$1,187	0.0%	0.1%	-48	-47	0	0
Mooresville/Statesville	95.6%	-80	-150	\$1,031	-1.6%	0.3%	47	436	115	570
Myers Park	94.3%	-10	-130	\$1,355	-1.6%	-0.7%	201	-57	224	439
North Charlotte	95.4%	-10	-50	\$1,136	-0.5%	-1.0%	130	932	151	1,051
Rock Hill/Fort Mill	94.7%	-30	-60	\$1,109	-1.2%	2.3%	163	498	232	631
South Charlotte	95.3%	0	20	\$1,118	-1.1%	0.0%	-1	25	0	0
Southwest Charlotte	94.9%	-50	-90	\$1,140	-1.0%	0.7%	110	745	214	959
UNC Charlotte	95.1%	130	-10	\$1,120	-0.6%	1.3%	351	806	138	861
Uptown/South End	92.4%	-150	-210	\$1,607	-4.4%	-3.7%	163	881	504	1,375
TOTALS	94.9%	-30	-80	\$1,169	-1.0%	0.3%	1,190	4,709	1,824	6,872



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