



MARKET AT A GLANCE



OCCUPANCY RATE **96.0%**
Up **10 bps** since 3Q19



EFFECTIVE RENT **\$1,009**
Up **1.3%** since 3Q19

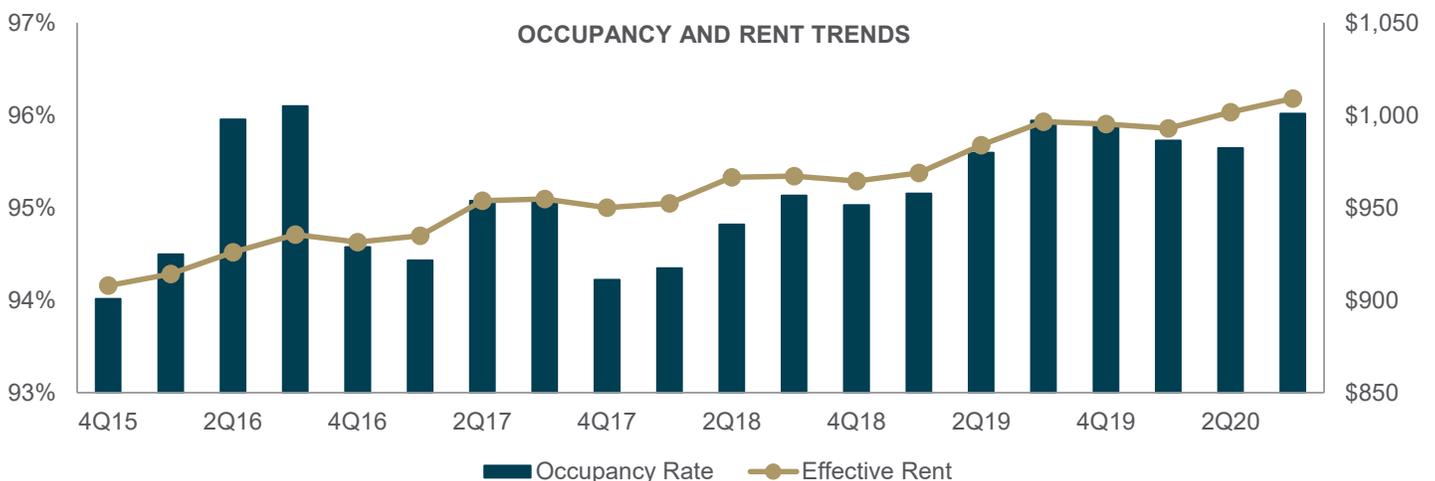


RENT PAYMENT TRACKER (Oct. 1-13) **88.9%**
Down **20 bps** since Sept. 1-13

OCCUPANCY AND RENT TRENDS

CENTRAL CLEVELAND DEVELOPMENT ON THE VERGE OF REINVENTION

Developers in the Cleveland metro completed 692 units in the third quarter of 2020. Over 90% of the new inventory was delivered in the Central Cleveland submarket, further establishing the urban core as a destination for private investment and opportunity zone projects. Home to roughly half of Ohio's publicly announced opportunity zone ventures, the city is breaking ground on a more diversified supply to underline its affordability and attract new multifamily renters. The Lumen, a 34-story apartment complex, is not only in an opportunity zone, but is among the largest multifamily projects underway in the state and is an illustrative example of what the city's future skyline will entail. Elevated leasing activity in Central Cleveland resulted in 343 new renters and suggests a promising outlook for renter mobility amid the ongoing pandemic. In total, metro renters absorbed 1,288 units in the third quarter, a stark contrast from the 106 net move-outs recorded during the first two quarters of the year. In turn, occupancy grew 40 basis points quarterly to 96.0%. An upswing in monthly effective rent in nearly all the region's submarkets also permitted the metro average to appreciate 0.7% between June and September, reaching \$1,009.



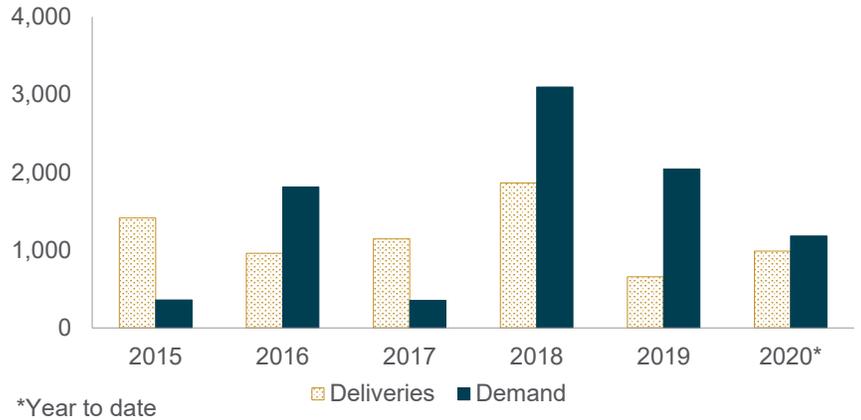
DELIVERIES AND DEMAND



DELIVERIES 987
Units YTD



NET ABSORPTION 1,182
Units YTD



ECONOMIC TRENDS

2019 4.0% **UNEMPLOYMENT*** 2020 10.4%
640 BPS CHANGE

2019 1.1m **EMPLOYMENT*** 2020 961.8k
-11.0% CHANGE

2019 50.6k **EXISTING SFH SALES**** 2020 59.7k
18.0% CHANGE

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

2019 1.70% **10-YEAR TREASURY**** 2020 0.68%
-100 BPS CHANGE

*August; **September



CLEVELAND

MULTIFAMILY REPORT

SUBMARKET BREAKDOWN

SUBMARKET NAME	OCCUPANCY			EFFECTIVE RENT			NET ABSORPTION		DELIVERED UNITS	
	3Q20	Q-o-Q Change (BPS)	Y-o-Y Change (BPS)	3Q20	Q-o-Q Change	Y-o-Y Change	3Q20	Annual	3Q20	Annual
Beachwood/Mayfield	96.4%	60	140	\$1,141	0.3%	-0.3%	78	189	0	0
Central Cleveland	93.4%	-190	-10	\$1,414	-1.4%	-5.3%	343	1,069	628	1,161
East Cleveland	93.0%	140	-70	\$1,147	-0.1%	-1.3%	452	-126	64	99
Euclid	96.4%	100	-30	\$758	1.7%	9.1%	107	-36	0	0
Lake County	97.9%	60	50	\$969	0.7%	3.2%	87	62	0	0
Parma/Middleburg Heights	97.4%	-60	-40	\$856	0.6%	2.0%	-80	-49	0	0
Southeast Cleveland	94.3%	-20	0	\$831	1.2%	3.3%	-31	-4	0	0
Strongsville/North Royalton/Medina	97.4%	50	50	\$957	3.2%	3.9%	68	73	0	0
West Cleveland	98.1%	100	70	\$899	0.6%	1.2%	211	156	0	0
Westlake/North Olmsted/Lorain County	97.2%	20	0	\$988	1.1%	2.8%	53	0	0	0
TOTALS	96.0%	40	10	\$1,009	0.7%	1.3%	1,288	1,335	692	1,260

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