



MARKET AT A GLANCE



OCCUPANCY RATE **96.5%**
Down **90 bps** since 3Q19



EFFECTIVE RENT **\$1,927**
Down **1.3%** since 3Q19



RENT PAYMENT TRACKER (Oct. 1-6) **81.8%**
Up **440 bps** since Sept. 1-6

OCCUPANCY AND RENT TRENDS

LOWER COST OF LIVING IN LOS ANGELES SOUTH SPURS APARTMENT DEMAND

Households on a budget continued looking to Los Angeles South for relief from higher rents in most other parts of the county. Countywide rent commanded a 14.3% premium over average rent in Los Angeles South. The rent differential was a major reason renters absorbed an additional 1,036 units in Los Angeles South during the third quarter, considerably greater than the rest of the county. Average apartment occupancy in Los Angeles South rose 10 basis points during the third quarter to 96.5%. And while monthly effective rent dipped 0.4% to \$1,927 during the same period, countywide effective rent fell 1.9%. Over the past few years, multifamily developers have recognized the greater affordability of the South Los Angeles submarket—its communities including Hawthorne, Inglewood, and South Gate—and its proximity to major new developments like SoFi Stadium. Apartment developments that broke ground in the South Los Angeles submarket in the last couple of years will gradually be completed in the near term, resulting in 2,047 units scheduled for delivery over the next four quarters. The 6.0% countywide job growth from April to August of this year also bodes well for apartment fundamentals going forward.



LOS ANGELES SOUTH

MULTIFAMILY REPORT

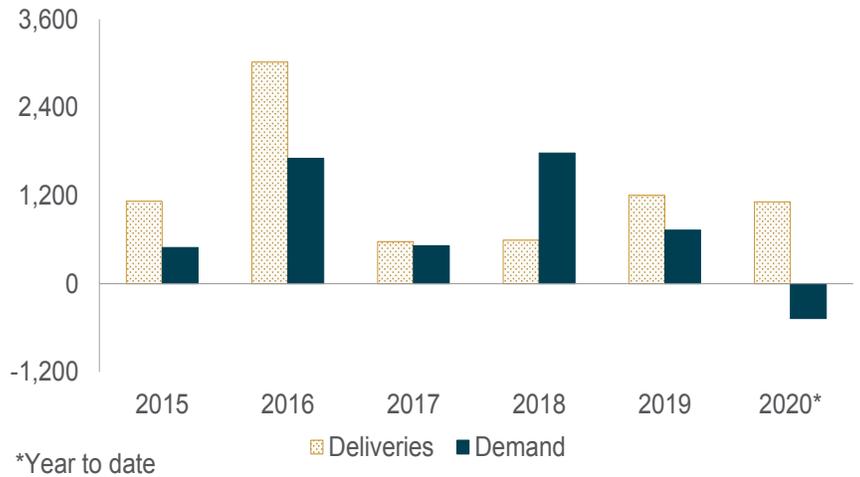
DELIVERIES AND DEMAND



DELIVERIES 1,115
Units YTD



NET ABSORPTION -474
Units YTD



ECONOMIC TRENDS

2019 4.3% **UNEMPLOYMENT*** 1,180 BPS CHANGE 2020 16.1%

2019 4.6m **EMPLOYMENT*** -9.5% CHANGE 2020 4.1m

2019 61.8k **EXISTING SFH SALES**** -4.5% CHANGE 2020 59.0k

2019 10.0m **POPULATION**** 0.2% CHANGE 2020 10.1m

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

*August; **September



LOS ANGELES SOUTH

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
East Los Angeles	97.3%	10	-10	\$1,643	-0.1%	-1.0%	54	-44	0	0
Long Beach	96.2%	50	-40	\$2,028	1.5%	0.7%	617	430	262	720
South Bay	95.0%	20	-200	\$2,475	-2.2%	-6.7%	353	-896	225	413
South Los Angeles	97.2%	-20	-90	\$1,717	-1.3%	-0.2%	-177	-940	29	201
South San Gabriel Valley	96.0%	0	-140	\$1,808	2.2%	2.1%	-2	-152	0	0
Southeast Los Angeles	97.0%	50	-50	\$1,889	0.9%	2.0%	192	-180	0	0
TOTALS	96.5%	10	-90	\$1,927	-0.4%	-1.3%	1,036	-1,782	516	1,334

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