



MARKET AT A GLANCE



OCCUPANCY RATE 95.2%

Down 130 bps since 3Q19



EFFECTIVE RENT \$1,802

Down 2.9% since 3Q19



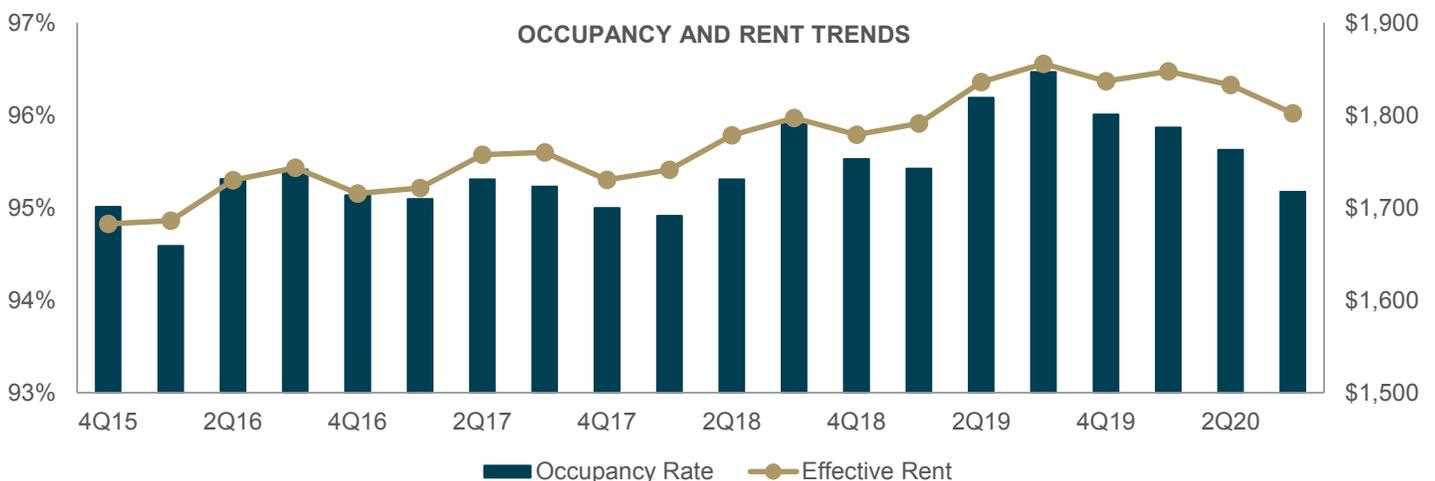
RENT PAYMENT TRACKER (Oct. 1-6) 84.2%

Up 470 bps since Sept. 1-6

OCCUPANCY AND RENT TRENDS

HEIGHTENED SUPPLY EXPANSION REGISTERS ACROSS GREATER D.C.

Apartment effective rent in the Washington, D.C., metro area dropped in response to concessions rising and leasing activity taking a dip in the third quarter. Only 340 net units were absorbed in the previous three months, comparatively low to the market's five-year average of 2,973 units absorbed during the third quarter. This trend reflected the ongoing effects induced by the COVID-19 pandemic that is discouraging renter mobility. As a result, the average occupancy rate fell below the metro's norm to 95.2% in the third quarter. Multifamily apartment operators adjusted their effective rent accordingly by depreciating the average value 1.7% quarterly to \$1,802 per month. Renters responded favorably to these changes. On-time and partial rent payments in the metro increased 470 basis points monthly during the first week of October, reaching an average of 84.2%. For the duration of 2020, development activity has only accelerated in the DMV. The year kickstarted with 3,287 units delivered in the first quarter and expanded with 3,562 more units in the third quarter. Most of the new deliveries were concentrated in the Navy Yard/Capitol South submarket, which has been recognized as one of the fastest-growing neighborhoods in the nation.



WASHINGTON, D.C.

MULTIFAMILY REPORT

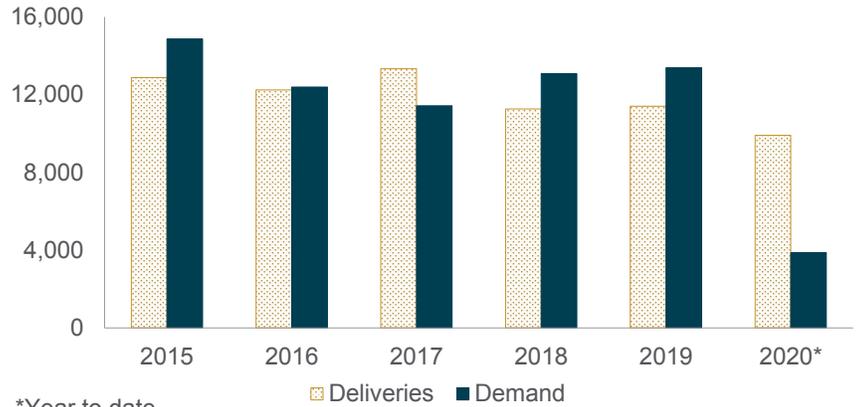
DELIVERIES AND DEMAND



DELIVERIES 9,912
Units YTD



NET ABSORPTION 3,877
Units YTD



ECONOMIC TRENDS

2019 3.0% **UNEMPLOYMENT*** 2020 6.8%
380 BPS CHANGE

2019 3.3m **EMPLOYMENT*** 2020 3.1m
-6.1% CHANGE

2019 78.0k **EXISTING SFH SALES**** 2020 87.8k
12.6% CHANGE

2019 6.3m **POPULATION**** 2020 6.3m
0.8% CHANGE

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

*August; **September



WASHINGTON, D.C.

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
Bethesda/Chevy Chase	94.1%	-110	-270	\$2,354	-2.5%	-4.9%	-146	-371	0	0
Central Alexandria	96.1%	-40	-80	\$1,555	-3.2%	-3.5%	3	191	61	302
Central DC	92.6%	-200	-400	\$2,362	-4.5%	-6.7%	-606	-891	429	1,189
College Park/Greenbelt	94.3%	-150	-190	\$1,655	-1.5%	-0.3%	-167	-211	0	0
Columbia Pike	95.2%	-110	-30	\$1,783	-2.6%	-5.2%	-58	518	110	595
Crystal City/Pentagon City	93.3%	-140	-370	\$2,090	-8.1%	-10.5%	-34	-31	180	522
Downtown Silver Spring	94.7%	-20	-50	\$1,834	-1.8%	-5.8%	-28	23	0	98
East Alexandria	94.6%	-110	-190	\$1,925	-3.8%	-4.3%	-76	810	138	1,205
East Silver Spring/Takoma Park/Adelphi	97.3%	40	-60	\$1,410	0.9%	0.3%	70	-118	0	0
Frederick	97.5%	230	90	\$1,433	5.9%	1.2%	414	333	153	239
Fredericksburg/Stafford	97.2%	100	20	\$1,403	3.8%	3.8%	239	610	104	597
Gaithersburg	95.9%	30	-70	\$1,650	0.7%	-0.2%	49	-116	0	0
Germantown	96.7%	50	20	\$1,568	1.0%	-0.3%	170	142	135	135
Hyattsville/Riverdale	96.9%	30	-10	\$1,422	0.2%	0.8%	55	222	0	254
Landover/Bowie	95.7%	60	0	\$1,651	1.0%	3.8%	103	-7	0	0
Laurel/Beltsville	96.7%	40	40	\$1,547	2.4%	2.3%	63	63	0	0
Loudoun County	96.5%	-10	30	\$1,728	0.8%	0.2%	299	473	327	434
Manassas/Far Southwest Suburbs	96.8%	-50	-40	\$1,512	1.5%	1.2%	-79	46	0	105
Navy Yard/Capitol South	92.4%	-130	-350	\$2,452	-3.2%	-5.0%	1,046	2,344	1,351	3,090
North Arlington	93.9%	-180	-240	\$2,298	-4.4%	-7.3%	-316	311	245	1,086
North Central DC	94.0%	-120	-220	\$1,719	-2.2%	-3.2%	-227	-397	0	0
Northeast DC	94.5%	-80	-170	\$2,201	-3.6%	-5.8%	-157	420	0	797
Northeast Montgomery County	96.6%	20	180	\$1,580	0.7%	1.7%	21	165	0	0
Northwest DC	93.3%	-150	-290	\$2,157	-2.7%	-5.0%	-312	-499	41	158
Reston/Herndon	94.7%	-10	-130	\$1,821	-2.0%	-4.4%	-21	275	0	554
Rockville/North Bethesda	95.2%	-50	-130	\$1,955	-0.8%	-1.8%	-97	-347	0	0
Seven Corners/Baileys Crossroads/Annandale	96.7%	30	-30	\$1,624	-2.2%	-4.9%	34	121	0	156
South Fairfax County	95.5%	-10	-80	\$1,689	-2.3%	-2.7%	-23	-174	0	0
South Prince George's County/St. Charles	96.8%	40	60	\$1,450	1.7%	2.7%	90	89	0	0
Southeast DC	96.8%	50	-80	\$1,273	0.6%	2.4%	149	-236	0	0
Suitland/District Heights/Capitol Heights	96.1%	50	70	\$1,454	1.5%	3.5%	92	116	0	0
Tysons Corner/Falls Church/Merrifield	94.4%	-80	-210	\$1,917	-3.0%	-7.0%	-106	194	132	806
West Alexandria	95.3%	-40	-150	\$1,567	-3.7%	-5.0%	-47	-161	0	0
West Fairfax County	95.5%	-50	-130	\$1,772	-1.2%	-4.3%	65	225	156	447
Wheaton/Aspen Hill	94.6%	-40	-200	\$1,656	0.0%	-2.9%	-177	-378	0	0
Woodbridge/Dale City	96.7%	40	-40	\$1,498	0.5%	0.3%	56	-65	0	0
TOTALS	95.2%	-40	-130	\$1,802	-1.7%	-2.9%	340	3,689	3,562	12,769

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