



### MARKET AT A GLANCE



**OCCUPANCY RATE** 95.3%

Down 190 bps since 3Q19



**EFFECTIVE RENT** \$2,371

Down 5.2% since 3Q19



**RENT PAYMENT TRACKER (Oct. 1-6)** 68.6%

Up 180 bps since Sept. 1-6

### OCCUPANCY AND RENT TRENDS

## APARTMENT DEMAND UP WITH HIRING & MORE RENTERS MAKING PAYMENTS

An improving sense of community health led to renters absorbing 1,196 apartment units during the third quarter, a reversal of negative demand in the previous quarter. Occupancy fell 40 basis points to 95.3% after 3,234 new units were added. Operators responded to pandemic uncertainty by decreasing effective rent 2.3% during the quarter to \$2,371 and increasing concessions. The metro continued to draw interest from expanding software, technology, and health care tech firms. A Boston-based autonomous driving collaboration between Hyundai Motor Group and Aptiv began filling 150 open positions during the third quarter. Facebook announced plans to acquire 300,000 additional square feet of office space in Boston, indicating that more tech job growth is around the corner. The rate of new COVID-19 cases remained low over the past three months, encouraging companies to expand locally. PNC opened its first branch in the Boston metro during the third quarter and is planning five more locations in 2020. Expect apartment investors to keep a close eye on rent payments in Boston as the economy recovers. During the first week of October, 68.6% of Boston renters made rent payments, up 180 basis points from the previous month.



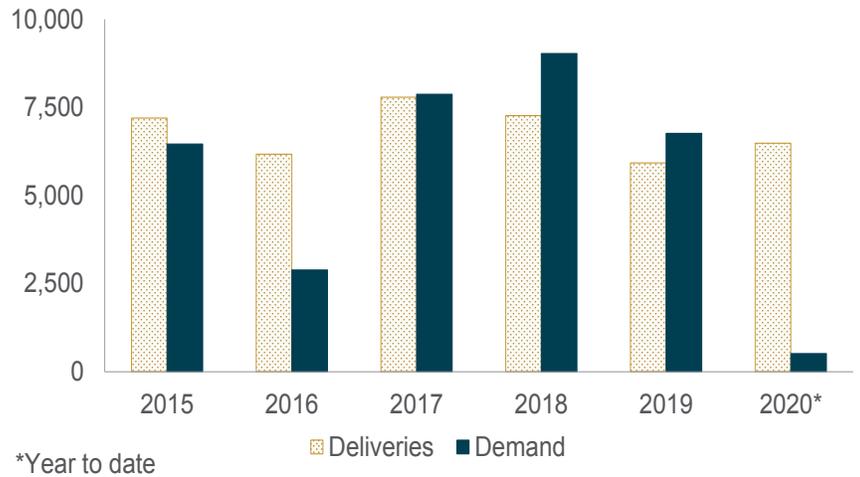
**DELIVERIES AND DEMAND**



**DELIVERIES** 6,485  
Units YTD



**NET ABSORPTION** 514  
Units YTD



**ECONOMIC TRENDS**

2019 2.5% ..... **UNEMPLOYMENT\*** ..... 2020 10.8%  
**830 BPS CHANGE**

2019 2.8m ..... **EMPLOYMENT\*** ..... 2020 2.5m  
**-11.9% CHANGE**

2019 50.8k ..... **EXISTING SFH SALES\*\*** ..... 2020 63.3k  
**24.6% CHANGE**

2019 4.9m ..... **POPULATION\*\*** ..... 2020 4.9m  
**0.4% CHANGE**

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

\*August; \*\*September



# BOSTON

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
Cambridge/Somerville	94.3%	-60	-200	\$2,966	-4.3%	-8.6%	-105	-154	87	521
Chelsea/Revere/Charlestown	94.9%	-60	-220	\$2,307	-2.4%	-2.7%	-21	125	84	536
East Middlesex County	94.0%	-60	-320	\$2,259	-1.6%	-6.3%	110	188	305	1,223
Fenway/Brookline/Brighton	94.4%	-210	-330	\$3,117	-4.3%	-5.3%	-541	-932	466	640
Intown Boston	92.3%	-230	-480	\$3,286	-7.9%	-13.7%	-61	-426	894	1,511
Lowell	96.7%	0	-60	\$1,893	1.0%	-0.8%	191	370	200	534
Marlborough/Framingham	95.0%	-20	-250	\$1,872	-1.3%	-4.5%	101	61	144	583
North Essex County	97.5%	100	0	\$1,817	2.1%	1.0%	222	18	10	10
Plymouth County	98.4%	100	50	\$1,816	-0.3%	1.4%	223	392	41	318
Quincy	96.0%	10	-90	\$2,123	1.0%	-1.0%	266	359	245	640
Rockingham/Strafford Counties	98.0%	20	-40	\$1,457	0.7%	1.6%	154	146	118	235
South Essex County	97.4%	100	-20	\$2,082	1.2%	-0.3%	326	331	32	411
Southwest Boston	94.1%	-10	-220	\$2,109	-1.5%	-3.3%	-14	-305	124	464
Waltham/Newton/Lexington	94.3%	-100	-230	\$2,641	-1.6%	-7.8%	-52	-27	154	464
West Norfolk County	95.7%	40	-10	\$2,115	0.9%	-1.9%	398	560	330	604
<b>TOTALS</b>	<b>95.3%</b>	<b>-40</b>	<b>-190</b>	<b>\$2,371</b>	<b>-2.3%</b>	<b>-5.2%</b>	<b>1,196</b>	<b>707</b>	<b>3,234</b>	<b>8,694</b>

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