



MARKET AT A GLANCE



OCCUPANCY RATE 95.9%

Down **10 bps** since 3Q19



EFFECTIVE RENT \$928

Up **3.4%** since 3Q19



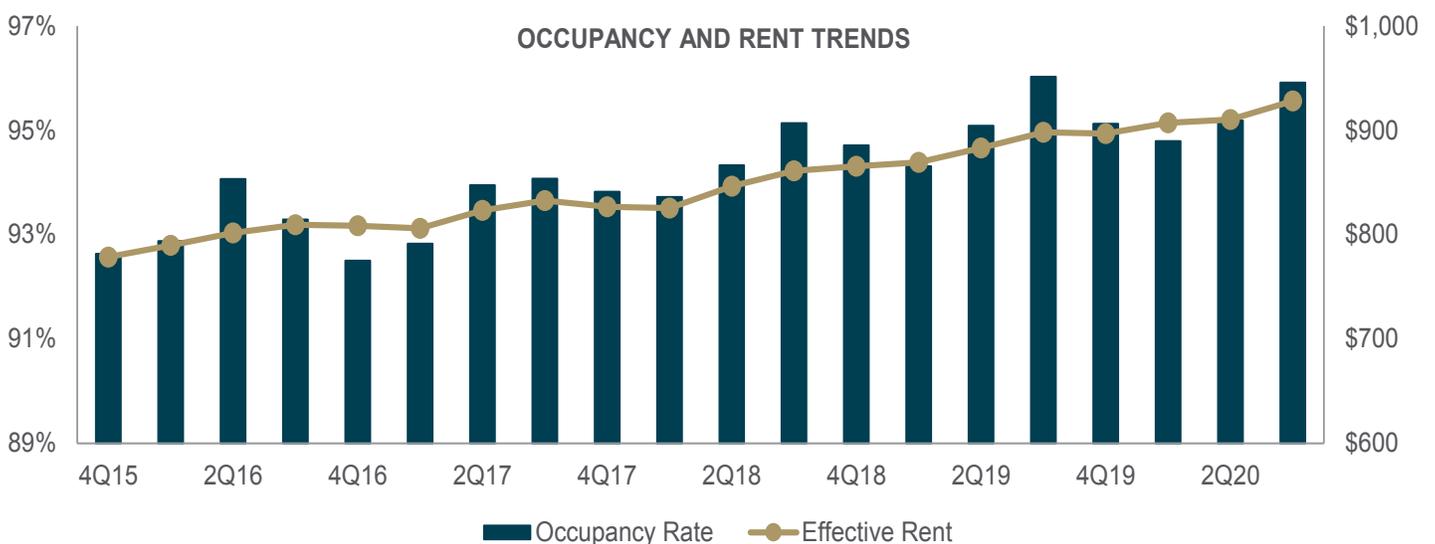
RENT PAYMENT TRACKER (Oct. 1-13) 91.8%

Up **240 bps** since Sept. 1-13

OCCUPANCY AND RENT TRENDS

TECH JOB GROWTH IN SOUTHAVEN UNDERPINS 2.0% EFFECTIVE RENT GROWTH

Employers in Memphis were able to hire or rehire 8,400 jobs during July and August as local officials relaxed statewide restrictions. In many industries, including technology and professional services, employment approached pre-pandemic norms. Tech hiring pushes were announced during the third quarter as well, focused on the Southaven/Horn Lake/Olive Branch submarket. Health care firm Spectra Laboratories broke ground on a 200,000-square-foot laboratory in the submarket that will bring 300 jobs to Memphis by 2023. Likewise, Google announced plans to fill 100 positions at an upcoming operations center. Job recovery, along with the absorption of 840 units, encouraged apartment operators to increase effective rent 2.0% to \$928 during the quarter. Occupancy increased 70 basis points to 95.9%. Investors will keep a close eye on the hard-hit leisure and hospitality sector as health experts signal concerns about rising COVID-19 case counts. However, the Memphis metro's diversified economy is less dependent on the success of entertainment and tourism. This economic resilience is reflected in the fact that 91.8% of renters made their rent payments by October 13, a monthly improvement of 240 basis points.



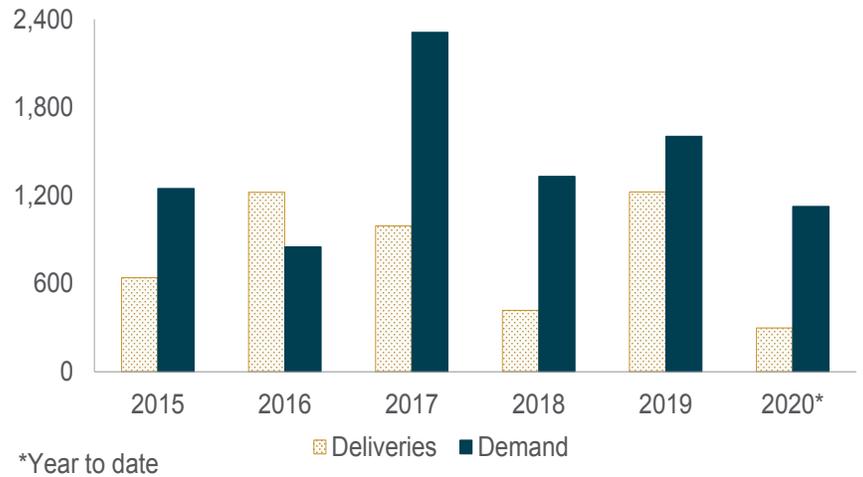
DELIVERIES AND DEMAND



DELIVERIES 298
Units YTD



NET ABSORPTION 1,126
Units YTD



ECONOMIC TRENDS

2019 4.2% UNEMPLOYMENT* 2020 11.7%
750 BPS CHANGE

2019 657.3k EMPLOYMENT* 2020 618.2k
-5.9% CHANGE

2019 22.0k EXISTING SFH SALES** 2020 25.6k
16.4% CHANGE

2019 1.4m POPULATION** 2020 1.4m
0.5% CHANGE

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

*August; **September



MEMPHIS

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
Cordova/Bartlett	95.9%	150	30	\$1,057	2.3%	4.7%	170	40	0	0
Downtown Memphis	94.2%	50	-290	\$1,248	1.2%	-0.3%	118	-27	67	280
Germantown/Collierville	95.8%	120	-50	\$1,196	2.2%	1.2%	126	141	0	198
Midtown/East Memphis	95.1%	30	-110	\$1,027	1.4%	2.7%	64	13	0	216
North Memphis	96.6%	10	-10	\$777	1.5%	7.6%	14	-22	0	0
South Memphis	96.5%	100	140	\$695	2.0%	3.2%	287	408	0	0
Southaven/Horn Lake/Olive Branch	96.3%	50	30	\$977	4.3%	4.6%	41	24	0	0
West Memphis	97.1%	70	-100	\$689	0.2%	1.1%	21	-31	0	0
TOTALS	95.9%	70	-10	\$928	2.0%	3.4%	840	546	67	694

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