



MARKET AT A GLANCE



OCCUPANCY RATE 94.4%
Up 30 bps since 1Q18



EFFECTIVE RENT \$1,213
Up 5.9% since 1Q18

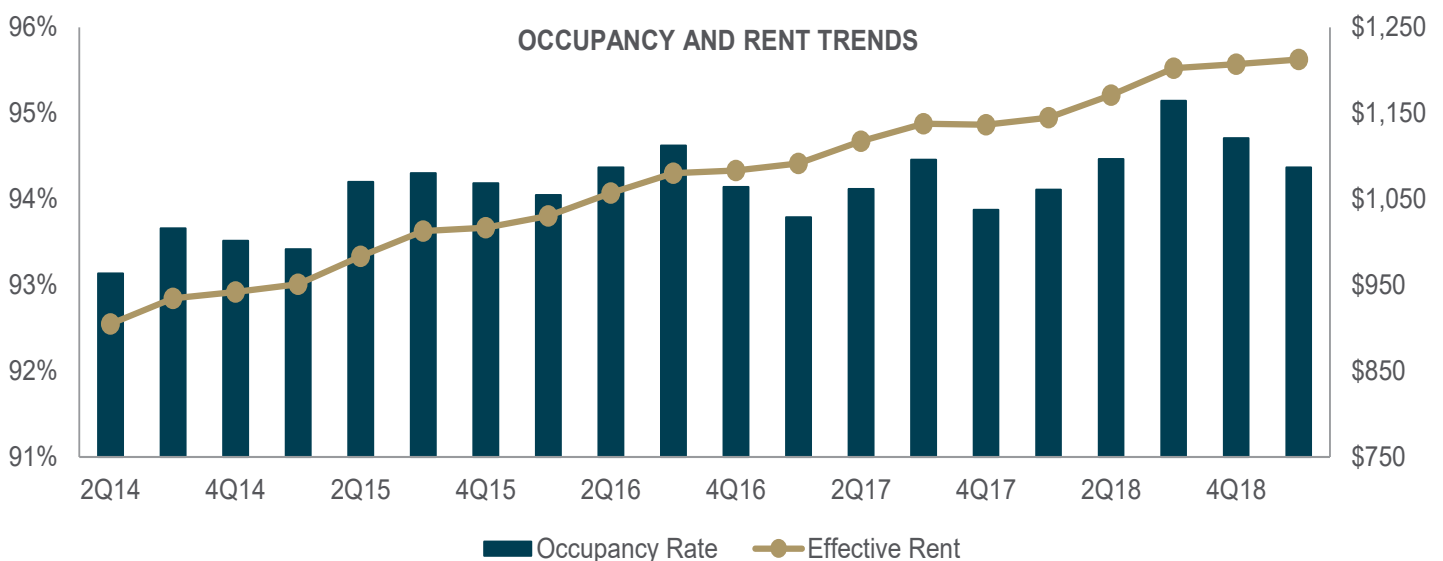


TOTAL INVENTORY 510,872

OCCUPANCY AND RENT TRENDS

DEMAND ECLIPSES ROBUST APARTMENT DELIVERIES

Atlanta's apartment fundamentals continued to flourish amid a strong local economy, rapid population growth, and a shortage of housing. Net migration totaled 61,000 persons in the last four quarters, and insufficient single-family and multifamily housing propelled apartment occupancy and stout rent appreciation. A wave of nearly 9,000 apartments came online in the four quarters ending in March of this year—and yet, renters newly occupied 9,756 units during the same period, driving up average occupancy 30 basis points year over year to 94.4%. At the same time, average monthly effective rent advanced 5.9% to \$1,213, accelerating from 4.9% annual growth one year earlier. A number of factors point to continued favorable apartment fundamentals in the near term. Several thousand Class B properties are under renovation, and once completed will provide a new tier of selection for renters priced out of the proliferation of high-end apartments. Additionally, Moody's forecast for single-family housing starts suggests a continued housing shortage. This deficiency is likely to aid the local apartment market in the near term and possibly beyond.



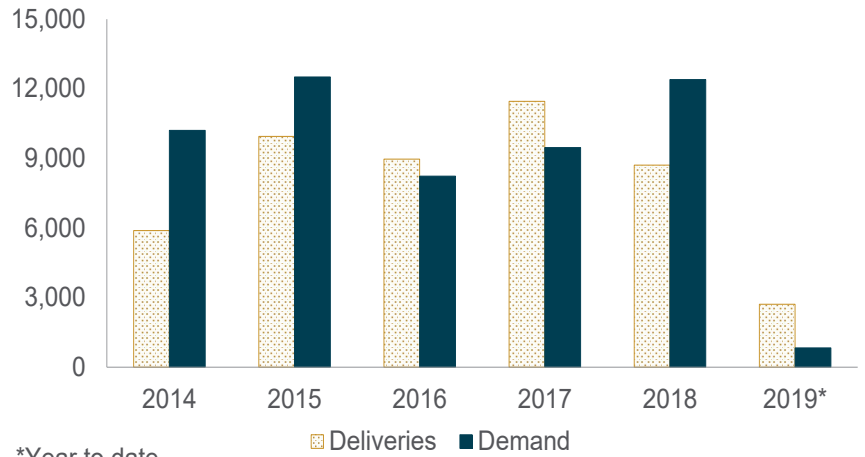
DELIVERIES AND DEMAND



DELIVERIES 2,711
Units YTD



NET ABSORPTION 827
Units YTD



ECONOMIC TRENDS

2018 4.2% **UNEMPLOYMENT*** 2019 3.6%
-60 BPS CHANGE

2018 2.76m **EMPLOYMENT*** 2019 2.81m
2.0% CHANGE

2018 113.0k **EXISTING SFH SALES**** 2019 91.5k
-19.0% CHANGE

2018 \$216.3k **MEDIAN SFH PRICE**** 2019 \$223.6k
3.4% CHANGE

2018 2.84% **10-YEAR TREASURY**** 2019 2.57%
-30 BPS CHANGE

*January; **March

Brisk household formation boosted service-oriented employment in the last 12 months. Leisure and hospitality industry employment led with 14,200 workers hired in the 12 months ending in January 2019, a 4.8% annual gain. The trade, transportation, and utilities sector followed, with 12,200 newly created jobs, a 2.0% increase. Education and health services sector payrolls expanded 3.4% as 11,800 positions were filled. Overall employment grew 2.0% with 54,400 new jobs. Ongoing expansions and major job announcements offered continued economic optimism. Salesforce.com Inc. is currently hiring 600 workers at their office tower in Buckhead. Home Depot Inc. is working with Cobb County officials to occupy two buildings that will house 700 new web developers who will be paid an average of \$100,000 annually. Meanwhile, BlackRock Inc. plans to hire 1,000 highly compensated workers over the next several years in Midtown, and thyssenkrupp AG will fill 900 new jobs following completion of its 420-foot tower in Cobb County in 2022.



ATLANTA

MULTIFAMILY REPORT

SUBMARKET BREAKDOWN

SUBMARKET NAME	OCCUPANCY		AVG RENT INCREASE		AVG RENT		NET ABSORPTION		DELIVERED UNITS	
	1Q18	1Q19	1Q18	1Q19	1Q18	1Q19	1Q19	ANNUAL	1Q19	ANNUAL
Alpharetta/Cumming	93.7%	94.7%	0.9%	5.0%	\$1,312	\$1,378	28	636	120	494
Briarcliff	94.4%	94.7%	4.0%	5.6%	\$1,282	\$1,354	-32	48	0	0
Buckhead	93.6%	93.5%	1.5%	1.8%	\$1,641	\$1,671	193	1,321	402	1,436
Chamblee/Brookhaven	94.2%	94.8%	5.0%	5.2%	\$1,331	\$1,400	-16	99	0	0
Clarkston/Tucker	94.6%	95.4%	5.4%	6.5%	\$910	\$969	10	77	0	0
Clayton County	94.4%	93.5%	8.5%	9.8%	\$804	\$883	-94	-169	0	0
Decatur	95.7%	95.4%	7.5%	4.6%	\$1,292	\$1,352	272	496	274	551
Doraville	94.7%	95.0%	4.8%	6.8%	\$970	\$1,036	-8	23	0	0
Downtown Atlanta	95.0%	95.6%	1.9%	5.4%	\$1,358	\$1,432	45	1,078	120	1,060
Duluth	93.7%	94.6%	4.6%	6.5%	\$1,108	\$1,180	53	276	0	168
Dunwoody	93.8%	94.4%	2.6%	3.3%	\$1,433	\$1,480	-27	53	0	0
Far East Atlanta Suburbs	95.5%	95.4%	8.0%	7.7%	\$931	\$1,003	-63	-10	0	0
Far North Atlanta Suburbs	95.1%	96.3%	5.5%	6.6%	\$986	\$1,051	100	147	56	56
Far South Atlanta Suburbs	93.6%	94.5%	1.1%	5.8%	\$1,025	\$1,084	-21	94	0	0
Far West Atlanta Suburbs	95.5%	96.6%	6.4%	5.3%	\$914	\$962	33	167	13	96
Henry County	95.2%	94.9%	3.8%	7.5%	\$1,006	\$1,081	-69	-34	0	0
Johns Creek/Suwanee/Buford	93.6%	94.3%	2.4%	4.1%	\$1,296	\$1,349	72	266	120	222
Kennesaw/Acworth	95.2%	95.9%	5.2%	6.9%	\$1,142	\$1,221	31	73	0	0
Midtown Atlanta	93.3%	93.8%	10.3%	5.6%	\$1,724	\$1,821	420	1,624	575	1,609
Norcross	94.6%	95.1%	5.7%	6.3%	\$995	\$1,058	156	387	103	307
Northeast Atlanta	92.4%	93.8%	0.7%	3.4%	\$1,538	\$1,591	172	579	256	364
Northeast Cobb/Woodstock	95.0%	95.4%	5.8%	6.4%	\$1,161	\$1,235	-37	141	0	110
Northeast Gwinnett County	95.4%	95.3%	7.8%	4.9%	\$1,128	\$1,183	-53	-11	0	0
Roswell	94.0%	94.8%	2.7%	3.6%	\$1,159	\$1,201	-25	141	0	79
Sandy Springs	93.4%	93.3%	2.2%	5.3%	\$1,236	\$1,301	125	1,179	176	1,284
Smyrna	94.6%	94.7%	2.7%	10.5%	\$1,088	\$1,202	-72	18	0	0
South Atlanta	94.0%	93.8%	2.2%	5.5%	\$803	\$847	-136	4	0	46
South Cobb County/Douglasville	94.7%	94.4%	8.8%	6.8%	\$969	\$1,035	13	-40	0	0
South DeKalb County	93.4%	92.9%	6.5%	6.4%	\$799	\$850	-98	-70	0	0
South Fulton County	95.6%	93.8%	10.0%	6.2%	\$839	\$891	-77	-277	0	0
Southeast Atlanta	94.1%	94.2%	3.7%	4.2%	\$999	\$1,041	-87	41	31	31
Southeast DeKalb County	93.7%	93.2%	6.9%	5.7%	\$928	\$981	-44	-37	0	0
Southeast Gwinnett County	93.7%	95.1%	5.6%	5.6%	\$1,045	\$1,103	-45	125	0	0
Southeast Marietta	94.8%	94.5%	1.6%	4.7%	\$1,048	\$1,097	44	-44	0	0
Southwest Atlanta	92.8%	93.4%	5.6%	7.4%	\$980	\$1,053	-59	59	0	0
Stone Mountain	92.8%	94.7%	9.7%	4.2%	\$851	\$887	-90	214	0	0
Vinings	92.8%	93.8%	4.9%	6.0%	\$1,322	\$1,401	280	830	351	759
West Atlanta	93.0%	93.2%	-0.1%	3.8%	\$1,298	\$1,347	-2	317	114	302
West Marietta	93.8%	93.0%	4.6%	6.1%	\$930	\$987	-64	-64	0	0
TOTALS	94.1%	94.4%	4.9%	5.9%	\$1,145	\$1,213	827	9,756	2,711	8,974



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