



MARKET AT A GLANCE



OCCUPANCY RATE **95.0%**
Down **10 bps** since 3Q18



EFFECTIVE RENT **\$1,266**
Up **4.8%** since 3Q18

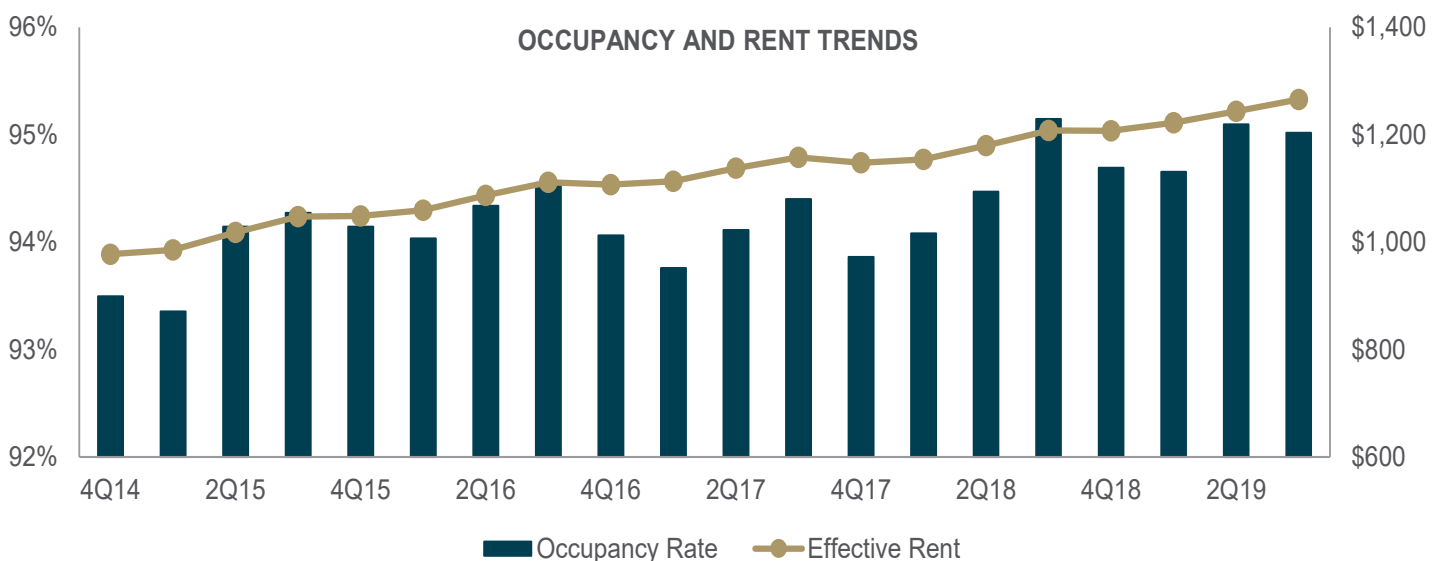


TOTAL INVENTORY **512,315**

OCCUPANCY AND RENT TRENDS

APARTMENTS CONTINUE TO EMERGE NEAR URBAN CORE EMPLOYMENT DRIVERS

More than 28,000 households formed in the Atlanta metro area since September 2018, and this growth kept apartment demand brisk. Renters occupied 6,338 additional apartments in the last 12 months. Much of the leasing activity was in the neighboring Buckhead and Midtown Atlanta submarkets, the metro's bustling centers of employment, entertainment, and cultural activities. These two submarkets also led in new apartment development, accounting for one-third of metrowide deliveries in the last 12 months. Overall, apartment absorption trailed deliveries during the last year, leading to a 10-basis-point annual dip in occupancy to 95.0% in September 2019. Nevertheless, effective rent continued upward, rising 4.8% year over year to an average \$1,266 per month. Developers had 2,362 apartments scheduled for completion in the final quarter of this year, followed by 11,287 new units anticipated in 2020. Apartment development will shift west of the urban core in 2020. Eight apartment communities will be under construction in the West Atlanta submarket, representing a total of 2,395 units. Four of these communities will have easy access to Georgia Tech and employment hubs in Midtown Atlanta.



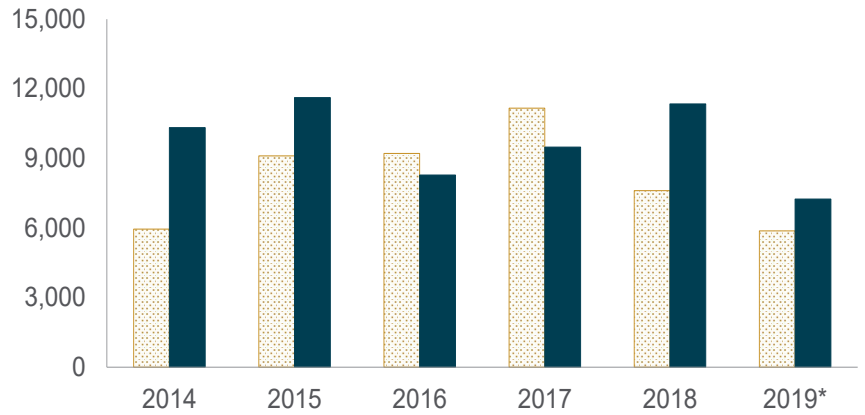
DELIVERIES AND DEMAND



DELIVERIES 5,875
Units YTD



NET ABSORPTION 7,243
Units YTD



*Year to date

▨ Deliveries ■ Demand

ECONOMIC TRENDS

2018 **UNEMPLOYMENT*** 2019
3.7% **-20 BPS** 3.5%
CHANGE

2018 **EMPLOYMENT*** 2019
2.79m **1.9%** 2.85m
CHANGE

2018 **EXISTING SFH SALES**** 2019
101.4k **-19.3%** 81.8k
CHANGE

2018 **MEDIAN SFH PRICE**** 2019
\$220.8k **4.8%** \$231.3k
CHANGE

2018 **10-YEAR TREASURY**** 2019
3.00% **-130 BPS** 1.70%
CHANGE

*July; **September

Broad-based job growth persisted in the Atlanta metro area in the last 12 months, and this trend is expected to continue for the foreseeable future. Local employers filled 53,400 new jobs from July 2018 to July 2019, a 1.9% increase. Much of this expansion was generated from the influx of new residents into the area during that time—net migration of nearly 43,400 persons. A wide range of new jobs are on the horizon. White-collar expansion over the next few years includes thousands of jobs at State Farm in Dunwoody, 500 new jobs at Invesco Ltd. in Midtown, 500 newly created positions at Blackrock Inc. in northeast Atlanta, and expansion at LeaseQuery LLC resulting in 200 additional workers in Dunwoody. Blue-collar job growth is anticipated as Amazon.com Inc. and Kroger Co. each open distribution facilities in the metro area, hiring a combined 1,400 workers. Approximately 100 hotels are in various stages of planning and construction in the metro, and when completed are expected to significantly boost the leisure and hospitality industry.



ATLANTA

MULTIFAMILY REPORT

SUBMARKET BREAKDOWN

SUBMARKET NAME	OCCUPANCY		AVG RENT INCREASE		AVG RENT		NET ABSORPTION		DELIVERED UNITS	
	3Q18	3Q19	3Q18	3Q19	3Q18	3Q19	3Q19	ANNUAL	3Q19	ANNUAL
Alpharetta/Cumming	95.6%	95.4%	2.4%	4.8%	\$1,402	\$1,470	64	279	60	327
Briarcliff	94.8%	95.5%	4.6%	3.9%	\$1,342	\$1,395	95	167	58	58
Buckhead	94.5%	93.7%	0.5%	2.4%	\$1,655	\$1,695	432	978	416	1,234
Chamblee/Brookhaven	95.5%	95.5%	2.9%	3.2%	\$1,403	\$1,448	64	-5	0	0
Clarkston/Tucker	95.2%	96.3%	5.6%	6.2%	\$945	\$1,004	-26	104	0	0
Clayton County	95.4%	95.0%	9.0%	8.4%	\$844	\$915	-101	-76	0	0
Decatur	95.9%	95.8%	6.9%	3.3%	\$1,400	\$1,446	216	648	203	689
Doraville	95.4%	96.2%	5.4%	8.1%	\$997	\$1,078	1	61	0	0
Downtown Atlanta	95.2%	95.5%	3.9%	3.7%	\$1,466	\$1,521	77	381	72	362
Duluth	95.6%	95.1%	4.5%	4.7%	\$1,168	\$1,223	116	127	105	197
Dunwoody	94.3%	94.8%	2.0%	4.8%	\$1,473	\$1,544	-37	45	0	0
Far East Atlanta Suburbs	96.5%	96.2%	7.4%	6.4%	\$994	\$1,057	-51	-28	0	0
Far North Atlanta Suburbs	95.9%	96.5%	6.2%	4.3%	\$1,053	\$1,098	310	595	305	569
Far South Atlanta Suburbs	96.0%	95.6%	2.5%	9.6%	\$1,101	\$1,207	88	119	96	165
Far West Atlanta Suburbs	96.9%	96.2%	3.2%	5.0%	\$976	\$1,025	38	-7	0	41
Henry County	96.0%	96.0%	5.4%	6.9%	\$1,066	\$1,140	59	-3	0	0
Johns Creek/Suwanee/Buford	96.3%	94.7%	0.9%	4.1%	\$1,348	\$1,404	-53	52	0	194
Kennesaw/Acworth	96.0%	96.2%	4.8%	5.5%	\$1,239	\$1,307	19	23	0	0
Midtown Atlanta	94.5%	93.5%	1.0%	1.6%	\$1,827	\$1,856	367	952	278	1,262
Norcross	95.2%	95.6%	5.0%	5.2%	\$1,036	\$1,090	8	277	0	208
Northeast Atlanta	94.2%	94.0%	2.4%	3.1%	\$1,588	\$1,638	105	398	75	452
Northeast Cobb/Woodstock	96.2%	95.9%	4.4%	5.7%	\$1,242	\$1,313	91	79	54	112
Northeast Gwinnett County	96.1%	96.1%	3.7%	4.3%	\$1,186	\$1,237	-7	4	0	0
Roswell	95.9%	95.4%	3.8%	6.9%	\$1,201	\$1,284	-5	-38	0	0
Sandy Springs	94.4%	94.2%	1.3%	4.9%	\$1,289	\$1,352	45	395	39	458
Smyrna	95.2%	95.2%	6.5%	5.9%	\$1,210	\$1,282	-83	-2	0	0
South Atlanta	94.6%	94.6%	4.5%	5.7%	\$858	\$907	-148	10	0	0
South Cobb County/Douglasville	95.0%	94.9%	8.2%	4.2%	\$993	\$1,034	32	59	76	76
South DeKalb County	95.3%	94.2%	3.9%	4.8%	\$843	\$883	-148	-146	0	0
South Fulton County	94.6%	95.2%	7.4%	5.8%	\$886	\$937	-29	99	0	0
Southeast Atlanta	95.2%	94.8%	5.9%	6.2%	\$985	\$1,046	119	256	129	312
Southeast DeKalb County	94.4%	94.9%	5.7%	8.7%	\$970	\$1,054	26	35	0	0
Southeast Gwinnett County	95.3%	95.5%	5.4%	7.5%	\$1,068	\$1,148	-49	15	0	0
Southeast Marietta	95.7%	95.5%	8.2%	2.9%	\$1,120	\$1,152	-28	-28	0	0
Southwest Atlanta	94.5%	94.6%	4.7%	5.2%	\$1,058	\$1,113	-3	10	0	0
Stone Mountain	95.2%	94.9%	3.1%	7.8%	\$876	\$945	-101	-29	0	0
Vinings	94.0%	94.3%	4.3%	0.8%	\$1,433	\$1,444	49	515	105	507
West Atlanta	94.8%	94.0%	1.4%	0.8%	\$1,413	\$1,425	106	-13	0	129
West Marietta	93.7%	94.1%	5.3%	6.5%	\$974	\$1,038	-83	32	0	0
TOTALS	95.1%	95.0%	4.3%	4.8%	\$1,208	\$1,266	1,573	6,338	2,071	7,352



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