CLEVELAND, OH

2025 MARKET AT A GLANCE

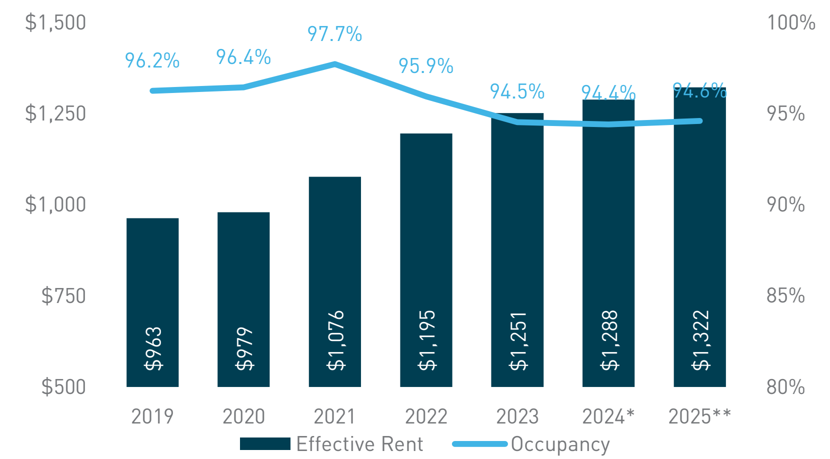
OCCUPANCY RATE (Q4 2025)	EFFECTIVE RENT (Q4 2025)	RENT SHARE OF WALLET (Q4 2025)
94.6%	$1,322	22.0%
UP 20 BPS YOY	UP 2.6% YOY	DOWN 20 BPS YOY

Apartment Demand Prevails Over Record Supply, Boosting Fundamentals

Apartment developers have raced to fill the housing gap in Greater Cleveland, as the number of available single-family home listings on the market has been almost half of what it was prior to 2019. An elevated level of new apartment units under construction coincided with delayed project times and elevated costs, causing a bottleneck between 2020 and 2023. Although the number of apartments under development began to weaken during 2024, projections indicate that a 25-year high of 2,061 new apartment units will be delivered in 2025. The market will remain balanced as net absorption rises to 2,297 units during 2025. The upswing in apartment demand is attributable to forecasts of a third consecutive year of net in-migration and rising single-family home costs. The voracious pace of leasing in 2025 will result in the market's average occupancy rate rising 20 basis points to 94.6% by the fourth quarter, matching the year-end average from 2010 to 2019 . This will coincide with a 2.6% year-over-year effective rent increase to $1,322 per month in the fourth quarter of 2025. Since 2020, multifamily developers have been heavily invested in the Central Cleveland submarket, which is home to Cleveland's downtown. Over the past five years, Cleveland has led the nation in converting downtown office space into residential space, increasing Central Cleveland's apartment inventory 18.4%. Downtown Cleveland offers the amenities a young renter desires, including walkability, a thriving theater district, the metro's best nightlife options and restaurants, and proximity to all the professional sports venues. In 2025, Central Cleveland will comprise 52% of the market's total supply and 47% of net absorption.

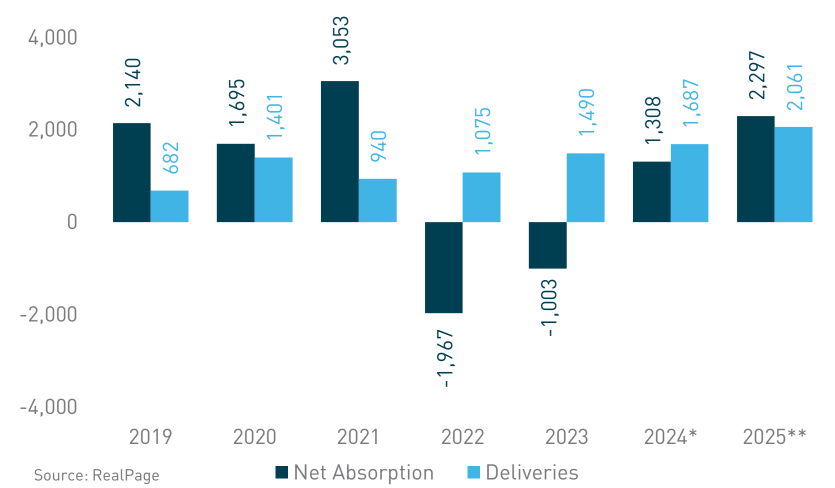
Unless noted otherwise, data and images pertaining to rent, occupancy, employment, unemployment, income, price per unit, and cap rate are year-end figures. Absorption and construction figures are full-year totals, unless noted otherwise. Numbers for 2024 are projected values. 2025 figures are forecast projections.

APARTMENT TRENDS



Source: RealPage
*Projected **Forecast

Note: Effective rent and occupancy reflect stabilized properties and does not include preleased units or properties in lease-up. A newly constructed property is considered stabilized once it becomes 85% occupied.



Source: RealPage

*Projected **Forecast

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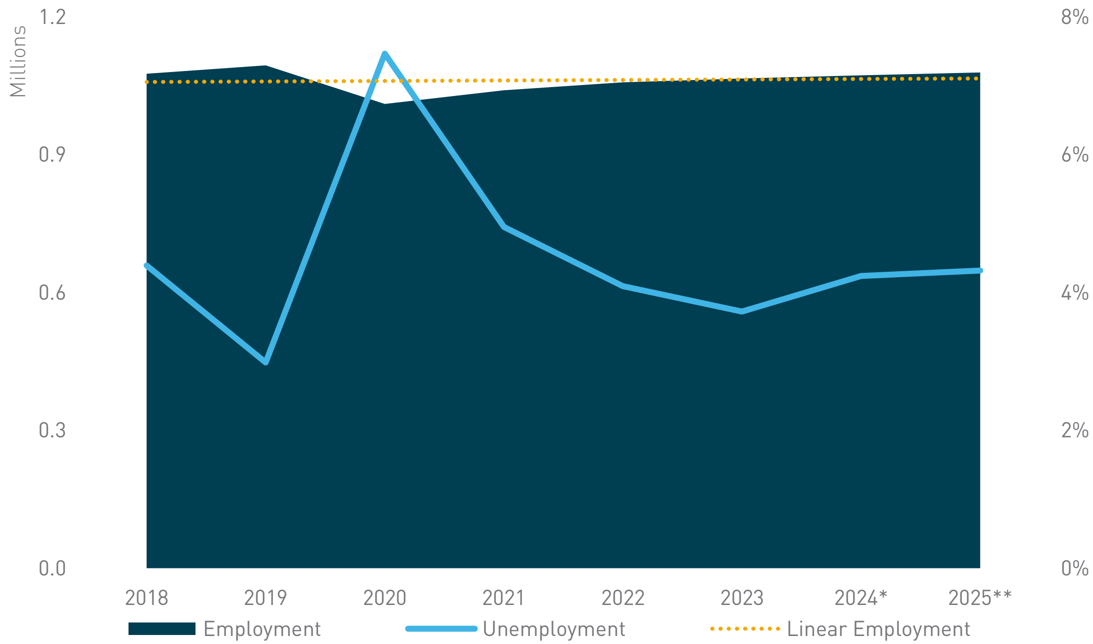
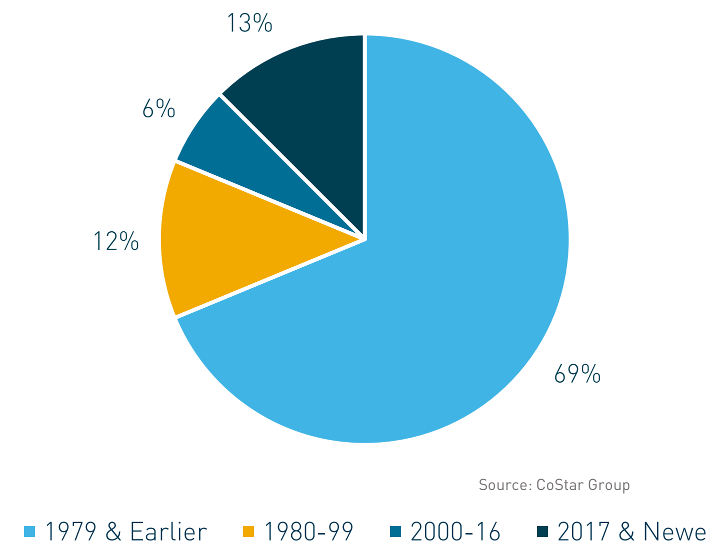
EMPLOYMENT TRENDS



Source: Moody's Analytics

*Projected **Forecast

2024 SALES TRENDS*



Source: CoStar Group

*YTD through Oct.

The apartment sales information represents transactions of apartment properties with a sales price of $2.5 million or more, unless otherwise indicated.

EMPLOYMENT (DEC. 2025)	UNEMPLOYMENT (DEC. 2025)	MEDIAN HOUSEHOLD INCOME (DEC. 2025 SAAR)	PRICE PER UNIT (2024 AVG.)	CAP RATE (2024 AVG.)
1,079,100	4.3%	$71,993	$79,649	9.1%
UP 0.5% YOY	UP 10 BPS YOY	UP 3.4% YOY	DOWN 3.1% YOY	UP 30 BPS YOY