



MARKET AT A GLANCE



OCCUPANCY RATE **95.0%**
Down **10 bps** since 2Q19



EFFECTIVE RENT **\$997**
Up **2.0%** since 2Q19

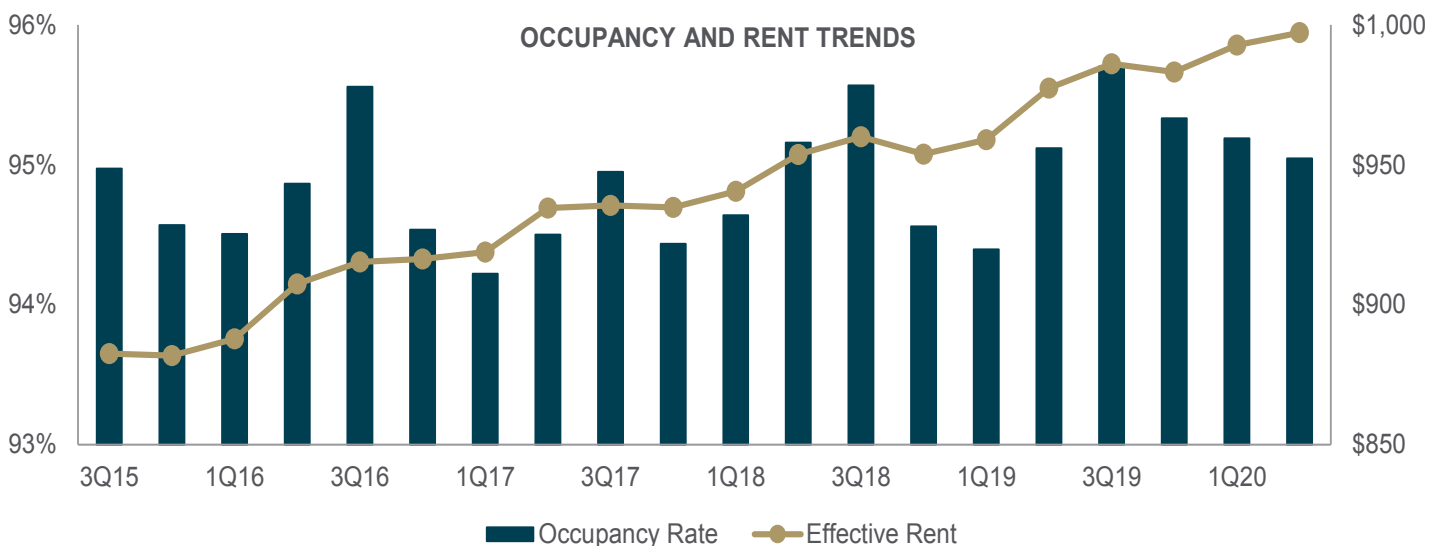


RENT PAYMENT TRACKER (July 1-13) **90.0%**
Down **50 bps** since June 1-13

OCCUPANCY AND RENT TRENDS

RENTAL DEMAND UP 30% SINCE MARCH AS PAYROLLS REBOUND

Kansas City’s foothold as a Silicon Prairie metro—drawing wealthy, well-educated millennials—continued to attract renters particularly to the city’s urban core. Renters occupied 828 new apartments metrowide in the second quarter of 2020, up 30% quarter over quarter. While positive absorption occurred in seven of the 11 submarkets, leasing activity in the Central Kansas City submarket exceeded all others. White-collar renters less affected financially by the pandemic hunkered down in amenity-rich urban KC rentals, offering a convenient work-from-home lifestyle. As metrowide demand expanded, so did effective rent, up 0.4% to \$997 in June. With 35 projects underway, and construction considered an essential business during lockdown, apartment inventory expanded 0.7% or by 1,128 units in the second quarter, outpacing demand, which caused occupancy to dip to 95.0% in June. The economy made significant headway in June, as employers recalled 31,400 workers, pushing up payrolls 3.2% from May. As workers returned to jobs, and for those still unemployed and receiving CARES Act funds, rent payments were mostly on time as 90.0% of renters made their monthly lease payment between July 1 and 13.



KANSAS CITY

MULTIFAMILY REPORT

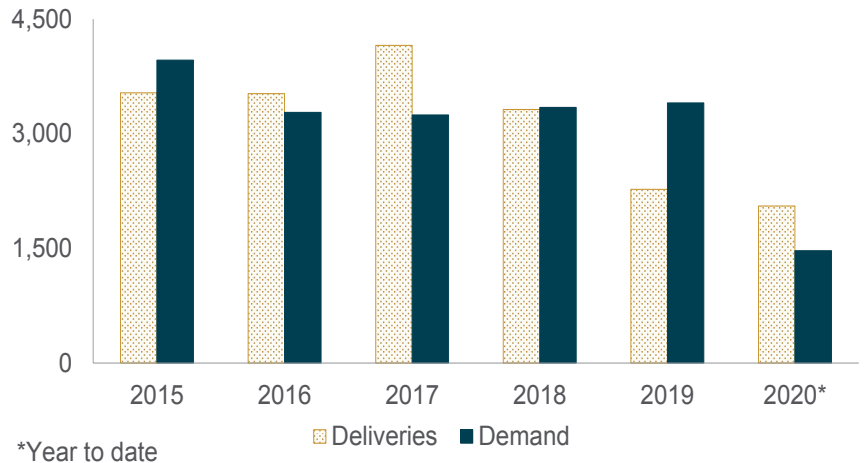
DELIVERIES AND DEMAND



DELIVERIES 2,055
Units YTD



NET ABSORPTION 1,470
Units YTD



ECONOMIC TRENDS

2019 3.1% UNEMPLOYMENT* 2020 11.0%
790 BPS CHANGE

2019 1.1m EMPLOYMENT** 2020 1.0m
-6.2% CHANGE

2019 42.0k EXISTING SFH SALES** 2020 38.0k
-9.5% CHANGE

2019 2.2m POPULATION** 2020 2.2m
0.7% CHANGE

2019 2.07% 10-YEAR TREASURY** 2020 0.73%
-130 BPS CHANGE

*May; **June



KANSAS CITY

MULTIFAMILY REPORT

SUBMARKET BREAKDOWN

SUBMARKET NAME	OCCUPANCY			EFFECTIVE RENT			NET ABSORPTION		DELIVERED UNITS	
	2Q20	Q-o-Q Change (BPS)	Y-o-Y Change (BPS)	2Q20	Q-o-Q Change	Y-o-Y Change	2Q20	Annual	2Q20	Annual
Central Kansas City	93.7%	-80	-100	\$1,281	0.2%	-0.7%	325	868	565	1,195
Clay County	95.7%	40	60	\$910	1.3%	3.5%	73	122	0	0
Independence/East Kansas City	95.7%	-30	90	\$835	2.1%	5.6%	-43	130	0	0
Lee's Summit/Blue Springs/Raytown	95.8%	20	40	\$932	1.2%	3.9%	192	523	175	493
North Overland Park	96.4%	10	-20	\$974	0.0%	1.2%	19	201	0	235
Olathe/Gardner	96.7%	-20	40	\$980	-0.1%	3.0%	-18	37	0	0
Platte County	94.0%	-30	-50	\$946	0.2%	0.3%	-27	56	0	112
Shawnee/Lenexa/Mission	95.2%	-20	-100	\$1,041	0.1%	2.1%	37	-59	75	105
South Kansas City/Grandview	94.4%	80	130	\$789	-0.3%	0.3%	136	210	0	0
South Overland Park	94.7%	-70	-80	\$1,157	-0.7%	1.8%	174	598	313	786
Wyandotte County/Leavenworth	94.7%	-30	-20	\$849	0.1%	2.0%	-40	105	0	139
TOTALS	95.0%	-10	-10	\$997	0.4%	2.0%	828	2,790	1,128	3,065



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