



## MARKET AT A GLANCE



**OCCUPANCY RATE** 95.6%

Down 60 bps since 2Q19



**EFFECTIVE RENT** \$1,830

Down 0.1% since 2Q19



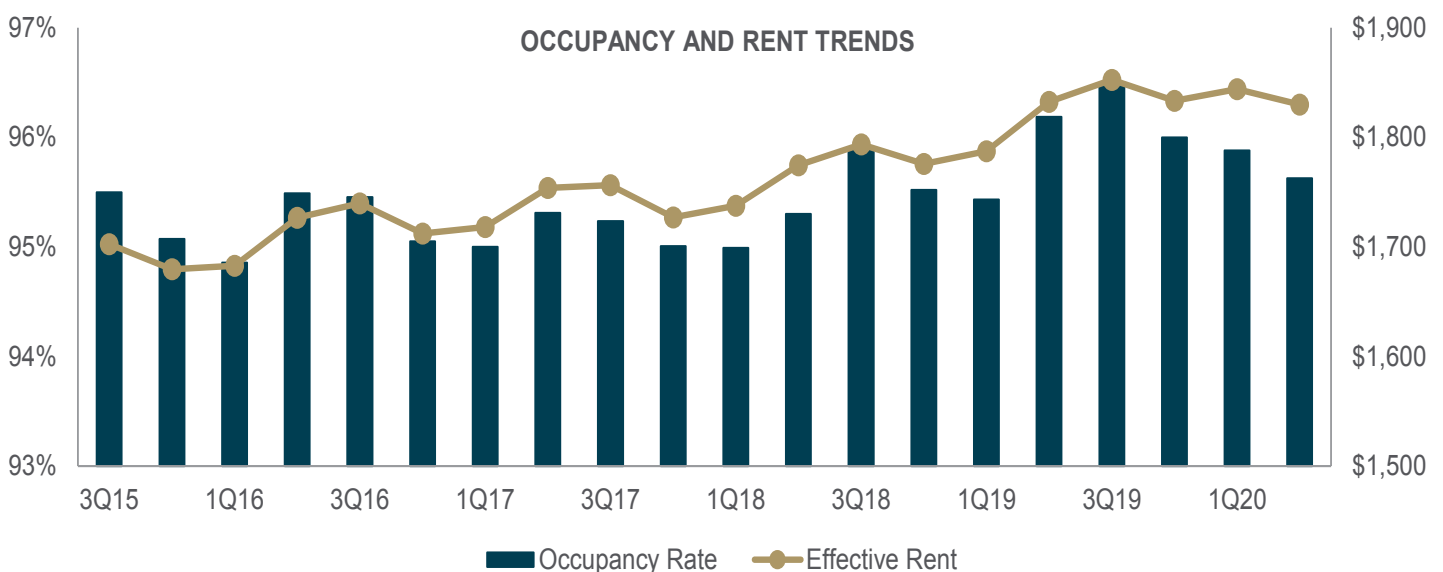
**RENT PAYMENT TRACKER (July 1-6)** 83.5%

Down 60 bps since June 1-6

## OCCUPANCY AND RENT TRENDS

### NATION'S CAPITAL FINDS RELIEF IN RECOVERING ECONOMY

In addition to deterring many residents from becoming homeowners, the economic instability realized during the on-set of the COVID-19 health crisis has limited movement in the rental market. In comparison to the metro apartment market's historical spring and summer leasing activity, a conservative number of 1,722 units were absorbed in the second quarter of 2020. As a result, the June average occupancy rate was recorded at 95.6%, equating to a 30-basis-point decrease from March. Compared to the end of the first quarter of 2020, in which the region's economy contracted, confidence in COVID-19's aftereffects across Greater Washington, D.C., has grown. Examples of the metro's promising near-term outlook include improved retail sales and month-over-month employment growth in sectors like, construction, finance, and manufacturing. New renters are benefitting from operators exercising caution by limiting rent increases. Average rent decreased 0.8% quarter-over-quarter to \$1,830 per month. Existing renters have responded with 83.5% of apartment households making full or partial payments by July 6, 610 basis points higher than the national average. Facing a drop in revenue, approved forbearance requests totaled 2.0% of loans in June, 30 basis points lower than the average for secondary markets.



# WASHINGTON, D.C.

## MULTIFAMILY REPORT

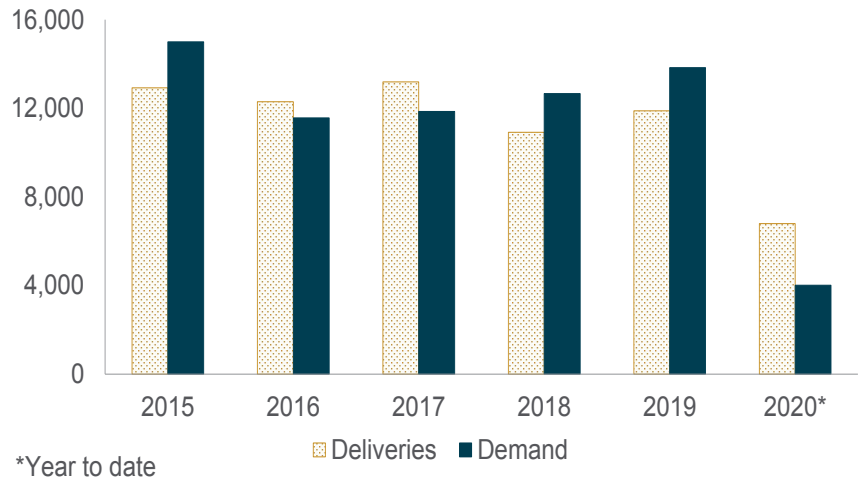
### DELIVERIES AND DEMAND



**DELIVERIES** 6,796  
Units YTD



**NET ABSORPTION** 4,010  
Units YTD



### ECONOMIC TRENDS

2019 3.1% ..... UNEMPLOYMENT\* ..... 2020 9.2%  
**610 BPS CHANGE**

2019 3.3m ..... EMPLOYMENT\* ..... 2020 3.0m  
**-9.4% CHANGE**

2019 78.4k ..... EXISTING SFH SALES\*\* ..... 2020 66.4k  
**-15.3% CHANGE**

2019 6.3m ..... POPULATION\*\* ..... 2020 6.3m  
**0.7% CHANGE**

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

\*May; \*\*June



# WASHINGTON, D.C.

## 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
Bethesda/Chevy Chase	95.2%	-70	-80	\$2,394	-0.5%	-0.9%	-102	-111	0	0
Central Alexandria	96.5%	-20	0	\$1,608	-1.1%	0.1%	124	192	150	200
Central DC	94.6%	-130	-160	\$2,478	-1.3%	-0.8%	-262	162	441	998
College Park/Greenbelt	95.8%	-10	-60	\$1,686	1.2%	2.1%	-8	-68	0	0
Columbia Pike	96.3%	-30	-80	\$1,832	-1.0%	-0.4%	57	408	108	546
Crystal City/Pentagon City	94.7%	-50	-140	\$2,292	-1.2%	0.1%	60	552	138	782
Downtown Silver Spring	95.0%	-40	-50	\$1,841	-2.5%	-2.6%	-63	165	0	242
East Alexandria	95.7%	-40	-10	\$1,986	-0.4%	0.6%	330	1,065	414	1,136
East Silver Spring/Takoma Park/Adelphi	97.0%	40	10	\$1,399	-1.8%	0.4%	78	9	0	0
Frederick	95.2%	0	-100	\$1,363	-2.3%	-1.9%	24	-36	22	86
Fredericksburg/Stafford	96.2%	30	-40	\$1,353	1.3%	0.2%	160	482	127	565
Gaithersburg	95.6%	-80	-60	\$1,639	-0.7%	0.1%	-128	-93	0	0
Germantown	96.1%	40	50	\$1,549	0.9%	-0.9%	34	39	0	0
Hyattsville/Riverdale	96.6%	30	-40	\$1,422	-0.8%	1.4%	52	341	0	422
Landover/Bowie	95.1%	20	-90	\$1,635	0.9%	1.8%	43	-163	0	0
Laurel/Beltsville	96.3%	60	20	\$1,511	0.7%	0.0%	82	31	0	0
Loudoun County	96.5%	30	30	\$1,711	1.3%	-1.6%	90	244	42	200
Manassas/Far Southwest Suburbs	97.3%	50	100	\$1,468	0.2%	-0.8%	84	344	0	192
Navy Yard/Capitol South	93.7%	-90	-170	\$2,535	-1.5%	-0.7%	763	1,766	970	2,143
North Arlington	95.7%	-60	-120	\$2,408	-1.2%	-0.3%	200	830	396	1,233
North Central DC	95.2%	-150	-70	\$1,745	-1.0%	0.4%	-279	-137	0	0
Northeast DC	95.3%	-10	-10	\$2,289	-2.0%	-1.5%	113	1,083	140	1,155
Northeast Montgomery County	96.4%	70	50	\$1,567	1.0%	-0.2%	66	289	0	256
Northwest DC	94.9%	-100	-60	\$2,214	-2.4%	-1.8%	-197	-7	39	143
Reston/Herndon	94.8%	-40	-140	\$1,861	-0.7%	-2.7%	-39	249	52	554
Rockville/North Bethesda	95.7%	-50	-40	\$1,977	-1.0%	0.3%	-113	-151	0	0
Seven Corners/Baileys Crossroads/Annandale	96.4%	50	-20	\$1,661	-2.0%	-1.7%	212	126	156	156
South Fairfax County	95.6%	-40	-90	\$1,705	-0.8%	-0.1%	-89	-199	0	0
South Prince George's County/St. Charles	96.2%	70	-20	\$1,420	0.7%	1.1%	146	-68	0	0
Southeast DC	96.2%	-10	-30	\$1,255	0.2%	3.5%	-23	-76	0	0
Suitland/District Heights/Capitol Heights	95.8%	50	30	\$1,439	0.6%	3.6%	93	135	0	78
Tysons Corner/Falls Church/Merrifield	95.3%	-60	-100	\$1,961	-2.2%	-3.4%	-36	634	132	942
West Alexandria	95.7%	20	-30	\$1,623	-1.6%	-0.9%	16	-36	0	0
West Fairfax County	96.0%	20	-10	\$1,793	-1.6%	-2.3%	214	486	187	516
Wheaton/Aspen Hill	95.1%	20	-10	\$1,623	-2.0%	-0.9%	22	-9	0	0
Woodbridge/Dale City	96.3%	0	-90	\$1,486	0.4%	0.5%	-5	-139	0	0
<b>TOTALS</b>	<b>95.6%</b>	<b>-30</b>	<b>-60</b>	<b>\$1,830</b>	<b>-0.8%</b>	<b>-0.1%</b>	<b>1,722</b>	<b>8,340</b>	<b>3,514</b>	<b>12,545</b>

# BERKADIA<sup>®</sup>

## CORPORATE HEADQUARTERS

521 Fifth Avenue  
20th Floor  
New York, NY 10175  
(646) 600-7800 | Fax: (646) 600-7838  
[www.Berkadia.com](http://www.Berkadia.com)

a Berkshire Hathaway and Jefferies Financial Group company

© 2020 Berkadia Proprietary Holding LLC

Berkadia<sup>®</sup> is a trademark of Berkadia Proprietary Holding LLC.

Axiometrics<sup>®</sup> is a trademark of Axiometrics Inc.

Commercial mortgage loan origination and servicing businesses are conducted exclusively by Berkadia Commercial Mortgage LLC and Berkadia Commercial Mortgage Inc. This website is not intended to solicit commercial mortgage loan brokerage business in Nevada. Investment sales and real estate brokerage businesses are conducted exclusively by Berkadia Real Estate Advisors LLC and Berkadia Real Estate Advisors Inc. For state licensing details for the above entities, visit: [www.berkadia.com/legal/licensing.aspx](http://www.berkadia.com/legal/licensing.aspx)