



## MARKET AT A GLANCE



**OCCUPANCY RATE** **95.8%**  
Unchanged since 3Q16



**ASKING RENT** **\$924**  
Up 3.5% since 3Q16



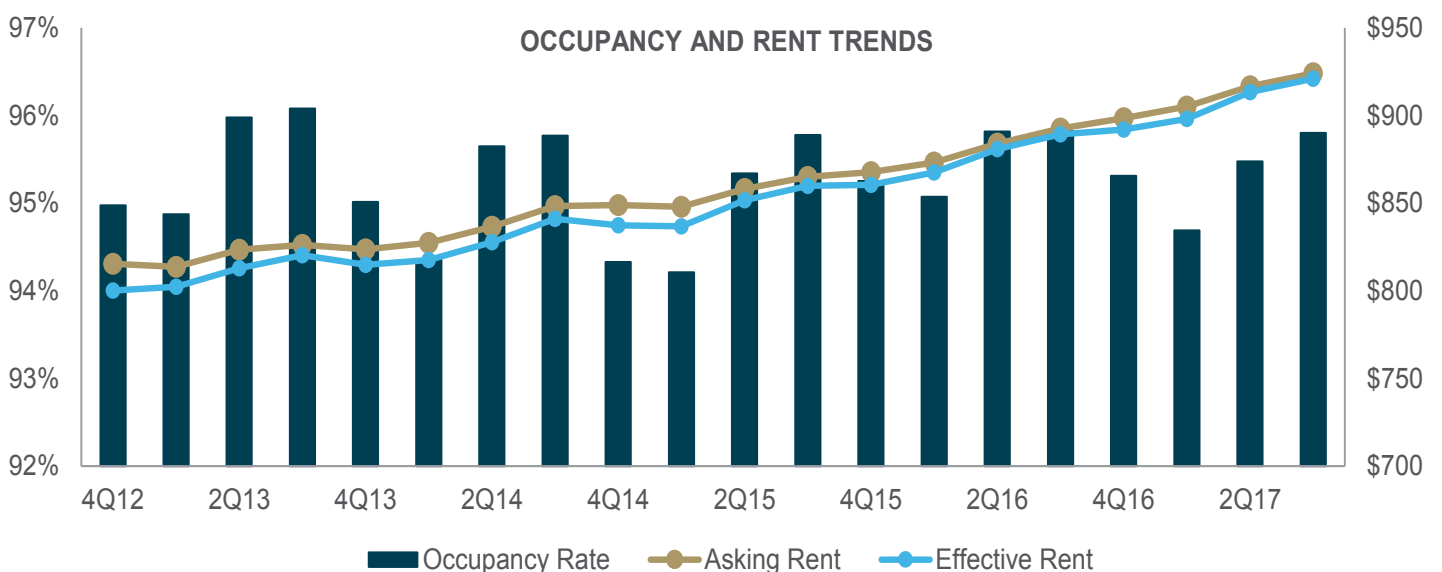
**CONCESSIONS** **0.3%**  
Down 10 bps since 3Q16

## OCCUPANCY AND RENT TRENDS

### METRO JOB AND RENT GROWTH OUTPERFORM NATIONAL AVERAGES

Through the first nine months of 2017, demand for multifamily units exceeded new supply by 125% in Greater Cincinnati, nearly balancing the trailing 12-month supply and demand totals, resulting in 95.8% metrowide occupancy in September, the same as one year prior. Since September of 2016, developers added 1,843 units to the market's inventory while net move-ins totaled 1,977 units. The submarkets of Butler/Warren County, Downtown, and Northern Kentucky were the primary focus of developers over the last year, accounting for 86% of new product in the metro area.

Average asking rent increased 3.5% year over year to \$924 per month, surpassing the national growth rate by 60 basis points. Paced by the Southeast Cincinnati submarket's growth of 12.4%, 10 of 11 of metro Cincinnati submarkets recorded positive annual rent growth. Southwest Cincinnati remained the most affordable submarket at \$669 per month after a 6.0% annual increase in average asking rent, second highest among all submarkets.



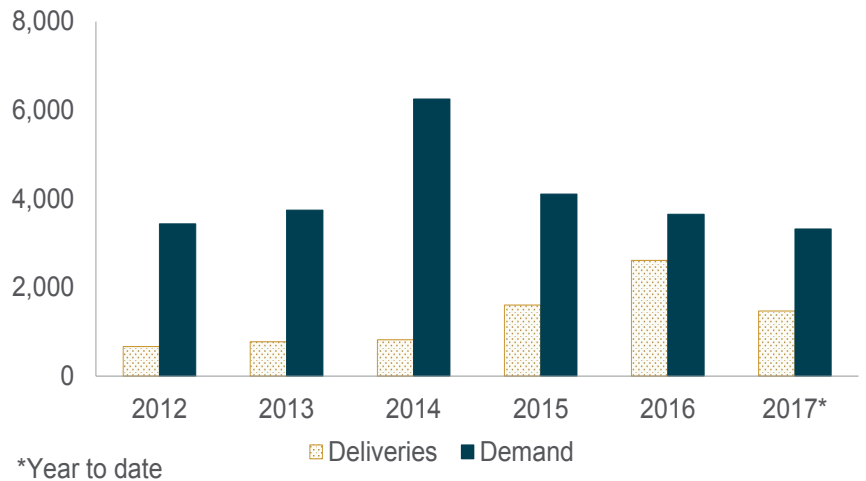
## DELIVERIES AND DEMAND



**DELIVERIES** 1,469  
Units YTD



**NET ABSORPTION** 3,319  
Units YTD



## ECONOMIC TRENDS

2016 **UNEMPLOYMENT\*** 2017  
4.2% ..... **40 BPS CHANGE** ..... 4.6%

2016 **EMPLOYMENT\*** 2017  
1.08m ..... **2.4% CHANGE** ..... 1.11m

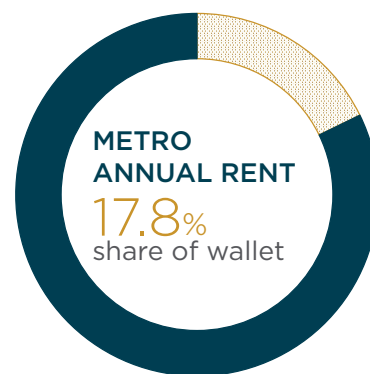
2016 **EXISTING SFH SALES\*\*** 2017  
44.8k ..... **-6.5% CHANGE** ..... 41.9k

2016 **MEDIAN SFH PRICE\*\*** 2017  
\$151.8k ..... **4.4% CHANGE** ..... \$158.5k

2016 **10-YEAR TREASURY\*\*** 2017  
1.63% ..... **60 BPS CHANGE** ..... 2.20%

Nonfarm job growth in metro Cincinnati continued to surpass the national growth rate, expanding by 2.4% during the 12-month period ending in August 2017. The 25,900 jobs added were the result of job growth in seven sectors, led by the addition of 7,600 jobs in the leisure and hospitality industry as AC Marriott, Marriott Autograph Collection, and the Renaissance Cincinnati Downtown Hotel all opened in 2017. Expanded cargo operations by DHL International GmbH and Amazon.com Inc., plus record passenger traffic at the Cincinnati/Northern Kentucky International Airport were key contributors to the addition of 5,700 jobs in the trade, transportation, and utilities sector. General Electric Corporation added 400 new employees to its Global Operations Center in Downtown Cincinnati in July of 2017, bringing the total number of new employees added in 2017 to 1,800. The addition of 1,900 construction jobs was aided by expansion projects exceeding \$490 million at the University of Cincinnati.

\*August; \*\*September



## SUBMARKET BREAKDOWN

SUBMARKET NAME	OCCUPANCY		AVG RENT INCREASE		AVG RENT		NET ABSORPTION		DELIVERED UNITS	
	3Q16	3Q17	3Q16	3Q17	3Q16	3Q17	3Q17	ANNUAL	3Q17	ANNUAL
Blue Ash/Amberley	96.2%	96.7%	-15.1%	1.8%	\$1,095	\$1,114	68	197	74	157
Butler/Warren Counties	95.4%	94.6%	6.5%	3.4%	\$956	\$989	281	428	192	725
Clermont County	96.5%	97.0%	-3.2%	1.5%	\$763	\$775	-8	156	21	97
Downtown	95.9%	94.9%	-7.6%	2.7%	\$1,182	\$1,214	359	178	241	497
Hamilton County/Other	-	93.9%	-	-	-	\$777	-17	18	0	0
Highway 27/127	95.8%	95.7%	-0.2%	0.7%	\$696	\$701	48	-4	0	13
North	94.8%	95.3%	10.0%	2.6%	\$894	\$917	-3	39	0	0
Northeast	96.2%	96.5%	3.5%	1.2%	\$1,050	\$1,063	-7	17	0	0
Northern Kentucky	95.2%	95.7%	-3.7%	1.9%	\$808	\$824	14	489	51	354
Southeast	96.2%	96.5%	-2.3%	12.4%	\$922	\$1,036	20	25	0	0
Southwest	93.6%	95.9%	3.2%	6.0%	\$631	\$669	48	436	0	0
<b>TOTALS</b>	<b>95.8%</b>	<b>95.8%</b>	<b>3.2%</b>	<b>3.5%</b>	<b>\$893</b>	<b>\$924</b>	<b>804</b>	<b>1,977</b>	<b>579</b>	<b>1,843</b>



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