



MARKET AT A GLANCE



OCCUPANCY RATE **94.6%**
Down **30 bps** since 3Q16



ASKING RENT **\$949**
Up **3.5%** since 3Q16

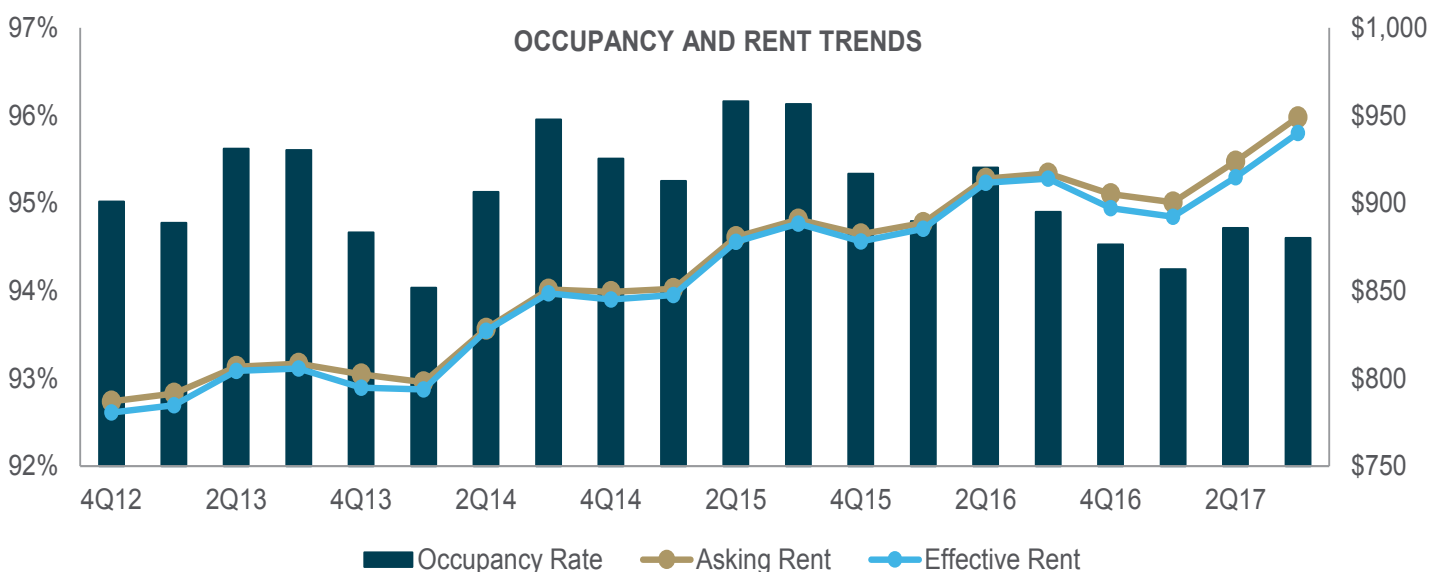


CONCESSIONS **0.9%**
Up **50 bps** since 3Q16

OCCUPANCY AND RENT TRENDS

ASKING RENT RISES 3.5% ANNUALLY AS EMPLOYMENT EXPANDS 1.6%

Renters occupied 2,289 additional apartments in the 12-month period ending in September of this year, a 62% increase over the prior year. Despite the rise in absorption, leasing activity trailed the 2,542 apartments that were delivered since September of 2016, leading to a 30-basis-point annual decrease in occupancy. By September of this year, multifamily operators recorded occupancy of 94.6% in the metro area. Nearly two-thirds of new apartment stock came online in the Northwest submarket. The largest multifamily property completed in the last 12 months was the four-story, 294-unit Main & Stone apartment community in Greenville. Nearly 500 additional units were scheduled for delivery by year-end in the metro area, contributing to the completion of six apartment communities. Asking rent rose 3.5% since the third quarter of 2016. At the end of the third quarter of this year, average asking rent was \$949 per month. Of the six submarkets in the metro, rent appreciation was greatest in the three northernmost submarkets: North, Northwest, and Pickens County. Metrowide, effective rent advanced 3.5% year over year to an average of \$940 per month.



GREENVILLE, SC

MULTIFAMILY REPORT

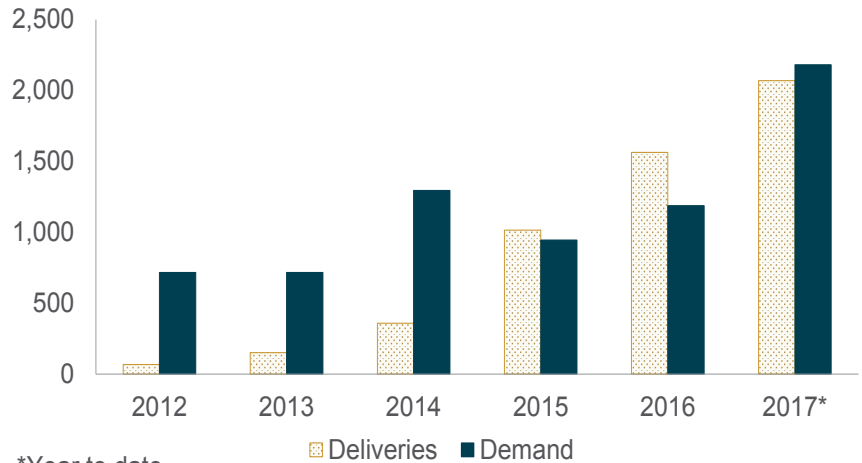
DELIVERIES AND DEMAND



DELIVERIES 2,070
Units YTD



NET ABSORPTION 2,182
Units YTD



*Year to date

ECONOMIC TRENDS

2016 **UNEMPLOYMENT*** 2017
4.1% **-60 BPS CHANGE** 3.5%

2016 **EMPLOYMENT*** 2017
410.6k **1.6% CHANGE** 417.3k

2016 **EXISTING SFH SALES**** 2017
16.1k **31.1% CHANGE** 21.1k

2016 **MEDIAN SFH PRICE**** 2017
\$188.7k **2.2% CHANGE** \$192.8k

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

*August; **September

Through August of this year, local employment rose 1.6% on an annual basis. Expansion in the trade, transportation, and utilities sector was a significant contributor to the total 6,700 new jobs in the metro area. The manufacturing industry followed, with 900 newly created jobs, a 1.6% year-over-year gain.

Elevated apartment demand is anticipated in the next few years, fueled by mass hiring in the manufacturing and the trade, transportation, and utilities sectors. Pharmaceutical manufacturer PL Developments Inc. plans to create 450 manufacturing and logistics jobs at their new plant in Piedmont by 2018. In the fourth quarter of this year, Rudolph Logistics North America, Inc. will commence hiring the first of 150 workers at its new logistics center in Greer. Long-range mass hiring includes 1,100 new jobs at Techtronic Industries Co. Ltd. in Anderson County and 200 to 250 highly paid positions at Lockheed Martin's F-16 fighter jet manufacturing facility in Greenville.



GREENVILLE, SC

MULTIFAMILY REPORT

SUBMARKET BREAKDOWN

SUBMARKET NAME	OCCUPANCY		AVG RENT INCREASE		AVG RENT		NET ABSORPTION		DELIVERED UNITS	
	3Q16	3Q17	3Q16	3Q17	3Q16	3Q17	3Q17	ANNUAL	3Q17	ANNUAL
Anderson County	95.0%	95.1%	0.4%	0.8%	\$829	\$835	13	5	0	0
Central	94.4%	94.5%	2.9%	1.4%	\$853	\$865	4	72	0	70
North	95.7%	96.5%	2.3%	4.9%	\$841	\$882	2	44	18	18
Northwest	95.8%	95.2%	2.8%	4.3%	\$1,015	\$1,059	504	1,450	501	1,577
Pickens County	93.5%	91.6%	3.6%	7.1%	\$1,006	\$1,078	74	-106	0	0
South Greenville County	95.0%	94.9%	1.9%	2.3%	\$957	\$979	210	824	185	877
TOTALS	94.9%	94.6%	2.9%	3.5%	\$917	\$949	806	2,289	704	2,542



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