



MARKET AT A GLANCE



OCCUPANCY RATE **95.2%**
Down **20 bps** since 3Q16



ASKING RENT **\$1,154**
Up **2.8%** since 3Q16

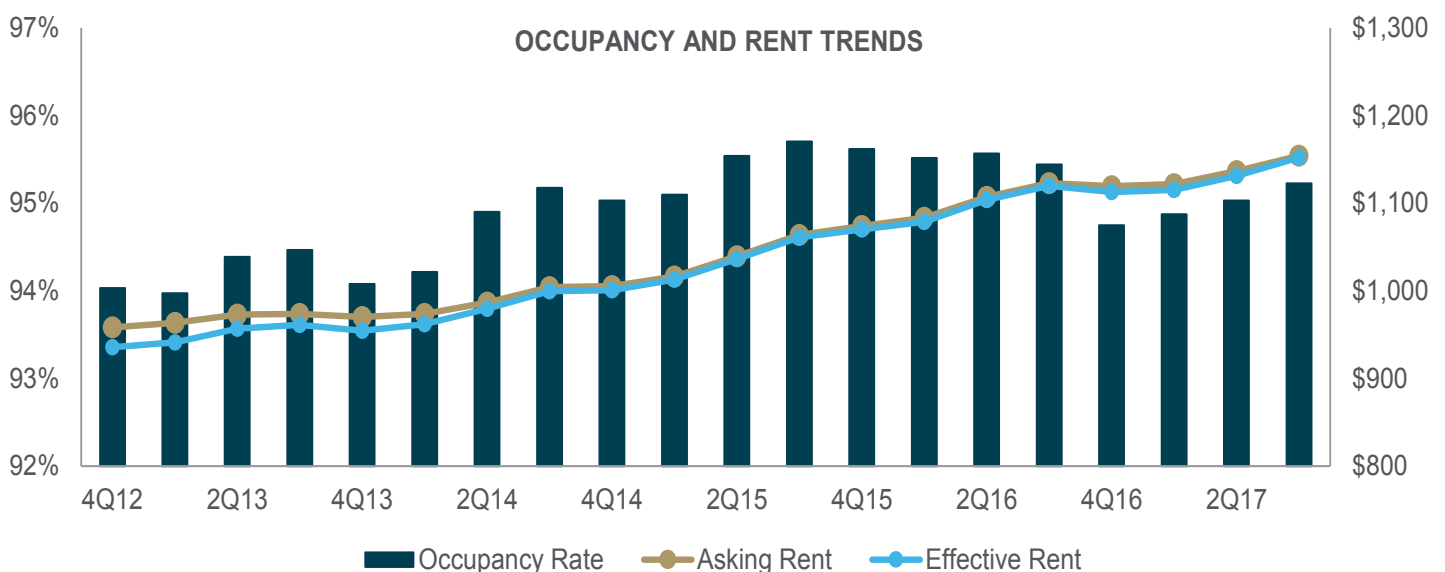


CONCESSIONS **0.2%**
Down **10 bps** since 3Q16

OCCUPANCY AND RENT TRENDS

CONCESSIONS REACH A POSTRECESSION LOW AMID RISING OCCUPANCY

Spared any massive damage from Hurricane Irma, apartment demand elevated during the third quarter in the Tampa-St. Petersburg metropolitan area. Residents newly occupied 1,385 units during the last three months, exceeding the 869 units absorbed during the same time one year prior. Apartment demand was strongest in the Central Tampa submarket, with 558 units absorbed since June 2017. Metrowide leasing activity surpassed additions, driving occupancy up 20 basis points from the second quarter to the third quarter. At 95.2% in September, apartment occupancy was 30 basis points higher than the five-year average. The weather did delay some development as only 625 units completed of the 794 units scheduled to come online during the third quarter. With rising occupancy, asking rent advanced 1.5% since June to an average of \$1,154 per month in September. At the same time, operators increased effective rent on average 1.8%. The shift lowered average concessions to 0.2% of asking rent. In the highly sought Central Tampa submarket, average concessions were virtually nonexistent as asking rent remained a metro high at \$1,570 per month in September.



TAMPA-ST. PETERSBURG

MULTIFAMILY REPORT

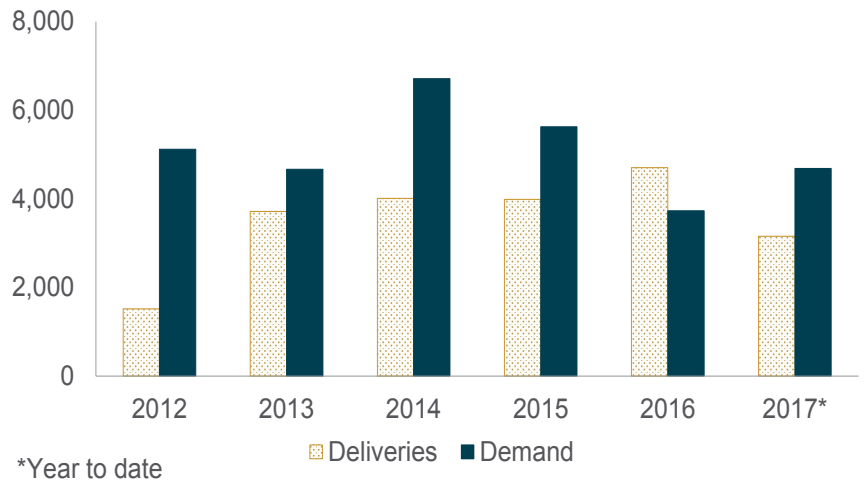
DELIVERIES AND DEMAND



DELIVERIES 3,157
Units YTD



NET ABSORPTION 4,685
Units YTD



ECONOMIC TRENDS

2016 **UNEMPLOYMENT*** 2017
4.7% **-80 BPS** 3.9%
CHANGE

2016 **EMPLOYMENT*** 2017
1.30m **3.0%** 1.34m
CHANGE

2016 **EXISTING SFH SALES**** 2017
67.2k **18.6%** 79.7k
CHANGE

2016 **MEDIAN SFH PRICE**** 2017
\$200.5k **8.6%** \$217.7k
CHANGE

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

*August; **September

Hiring in the professional and business services sector boosted overall job growth in the Tampa Bay-St. Petersburg metropolitan area during the last year. Professional and business services employers added 16,200 net workers annually through August 2017, to lead job creation in the metro. Overall, the metrowide labor force grew by 39,600 positions, to expand 3.0%. The local increase was more than double the 1.4% national increase at the same time. Beyond the professional and business services segment, nine employment sectors posted job gains across Tampa Bay-St. Petersburg in the last year. The construction industry continued to have oversized growth, expanding a metro-leading 10.5% year over year. Demand for construction workers should remain healthy as employers reported a workforce shortage of qualified personnel needed for large-scale projects, in part because recovery efforts from Hurricane Harvey and Hurricane Irma attract personnel away from the metro. In the trade, transportation, and utilities sector, 3,200 net jobs were added for a 1.3% expansion.



TAMPA-ST. PETERSBURG

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
Brandon/Plant City	94.3%	94.9%	6.2%	1.9%	\$1,117	\$1,138	25	179	0	43
Central St. Petersburg	94.7%	95.1%	10.1%	4.2%	\$1,277	\$1,331	85	396	0	322
Central Tampa	95.5%	94.3%	5.1%	2.6%	\$1,530	\$1,570	558	1,671	369	2,040
Clearwater	95.4%	95.5%	7.3%	2.0%	\$1,097	\$1,119	119	241	83	226
Hernando County	96.5%	97.7%	8.6%	7.0%	\$921	\$986	-26	129	0	97
Largo	96.5%	95.3%	1.9%	7.2%	\$954	\$1,023	61	-138	0	0
MacDill Air Force Base	95.3%	96.0%	3.8%	6.5%	\$1,180	\$1,257	65	161	83	83
North Hillsborough	95.7%	95.4%	7.2%	2.8%	\$1,115	\$1,146	33	35	0	98
North Hillsborough County	96.1%	95.7%	6.6%	1.4%	\$1,238	\$1,256	23	-15	0	0
North Pinellas	95.3%	95.4%	6.6%	3.8%	\$1,157	\$1,201	61	30	0	0
North St. Petersburg	95.5%	95.3%	6.0%	3.9%	\$1,201	\$1,248	-92	325	0	379
Pasco County	96.4%	96.2%	5.6%	3.2%	\$1,025	\$1,058	208	249	0	304
Pinellas Beaches	95.8%	95.5%	16.6%	5.4%	\$961	\$1,013	95	-137	0	0
Pinellas Park/Seminole	95.8%	95.9%	7.4%	4.3%	\$1,187	\$1,238	13	26	0	0
South Hillsborough County	92.7%	94.6%	6.1%	6.2%	\$1,229	\$1,305	37	382	48	310
Sulphur Springs	96.5%	96.2%	10.1%	5.0%	\$946	\$993	30	30	0	60
Temple Terrace	94.1%	94.9%	12.0%	2.0%	\$968	\$988	-19	33	0	0
University North	94.8%	95.5%	4.9%	2.2%	\$951	\$972	49	565	42	449
University South	94.4%	94.2%	2.3%	1.8%	\$935	\$951	41	-16	0	0
Westshore	94.4%	94.5%	6.3%	4.0%	\$1,163	\$1,209	18	11	0	0
TOTALS	95.4%	95.2%	5.6%	2.8%	\$1,123	\$1,154	1,385	4,159	625	4,411



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