

DELTA ASSOCIATES'  
**DISTRICT OF COLUMBIA**  
APARTMENT MARKET OVERVIEW | Q3 2020



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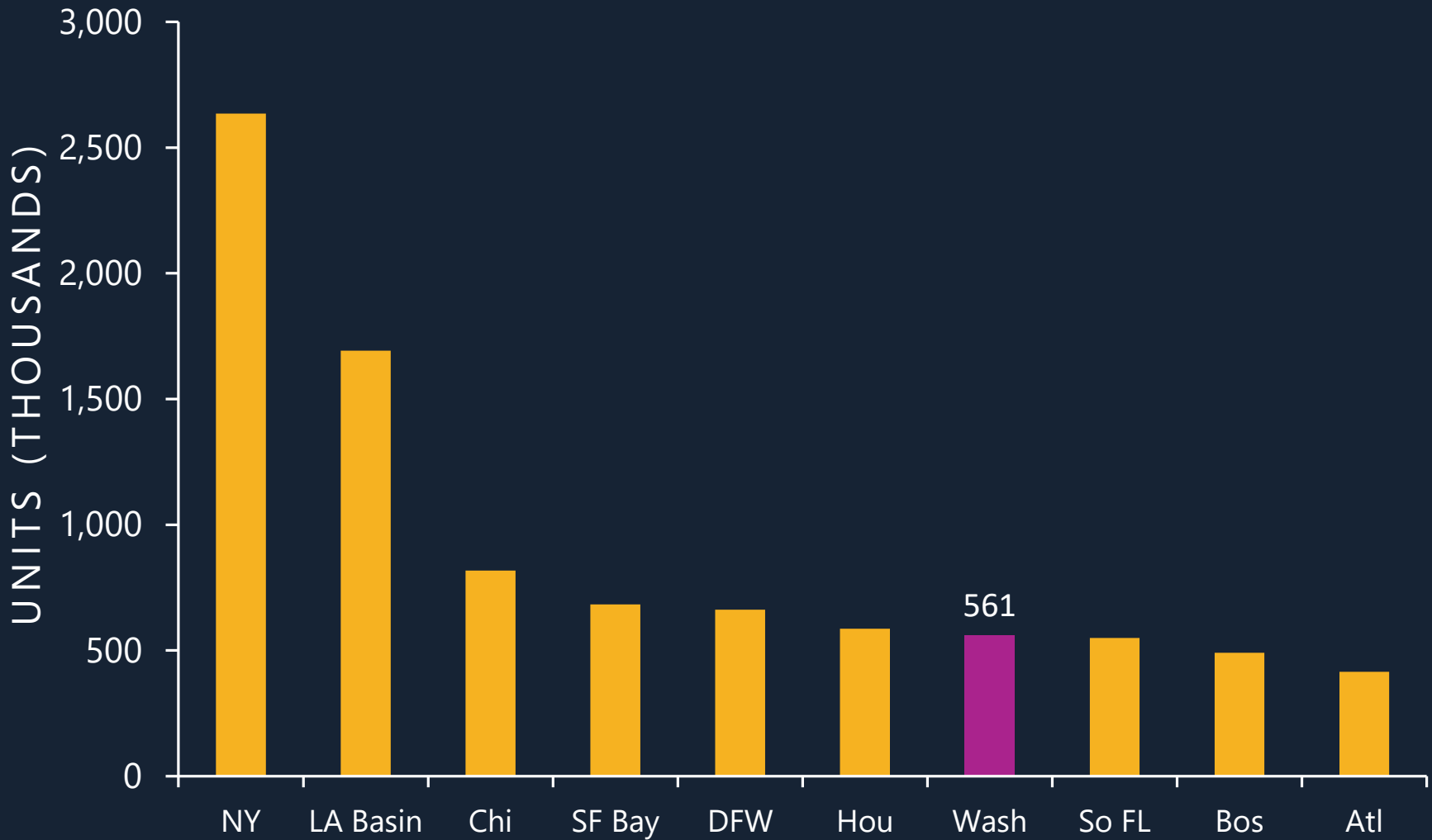


**DELTA**  
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PRESENTED BY:  
WILLIAM RICH, CRE

# LARGEST APARTMENT MARKETS

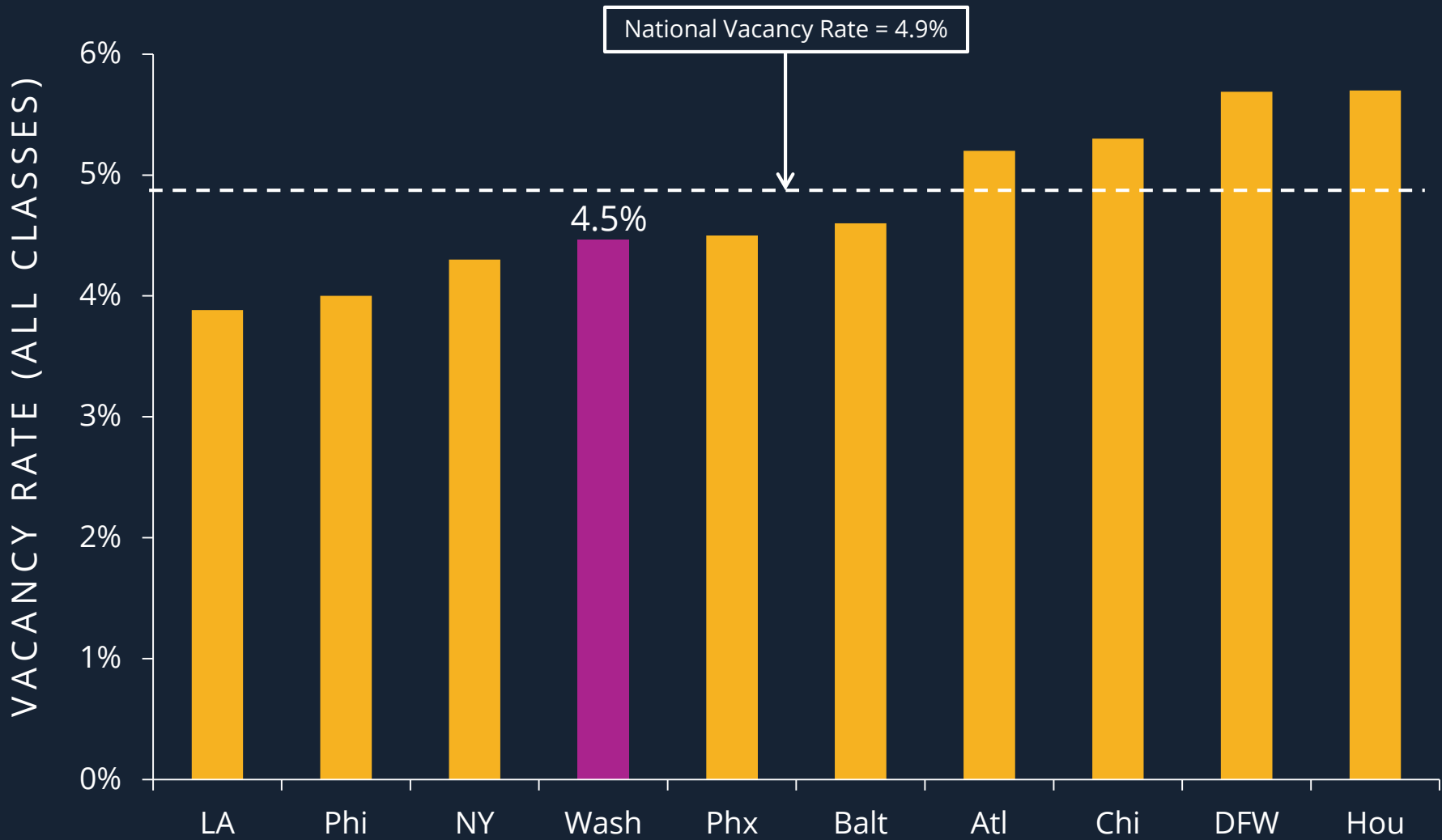
Selected Metro Areas | 2018



Source: U.S. Census Bureau, Delta Associates; October 2020.

# STABILIZED APARTMENT VACANCY RATES

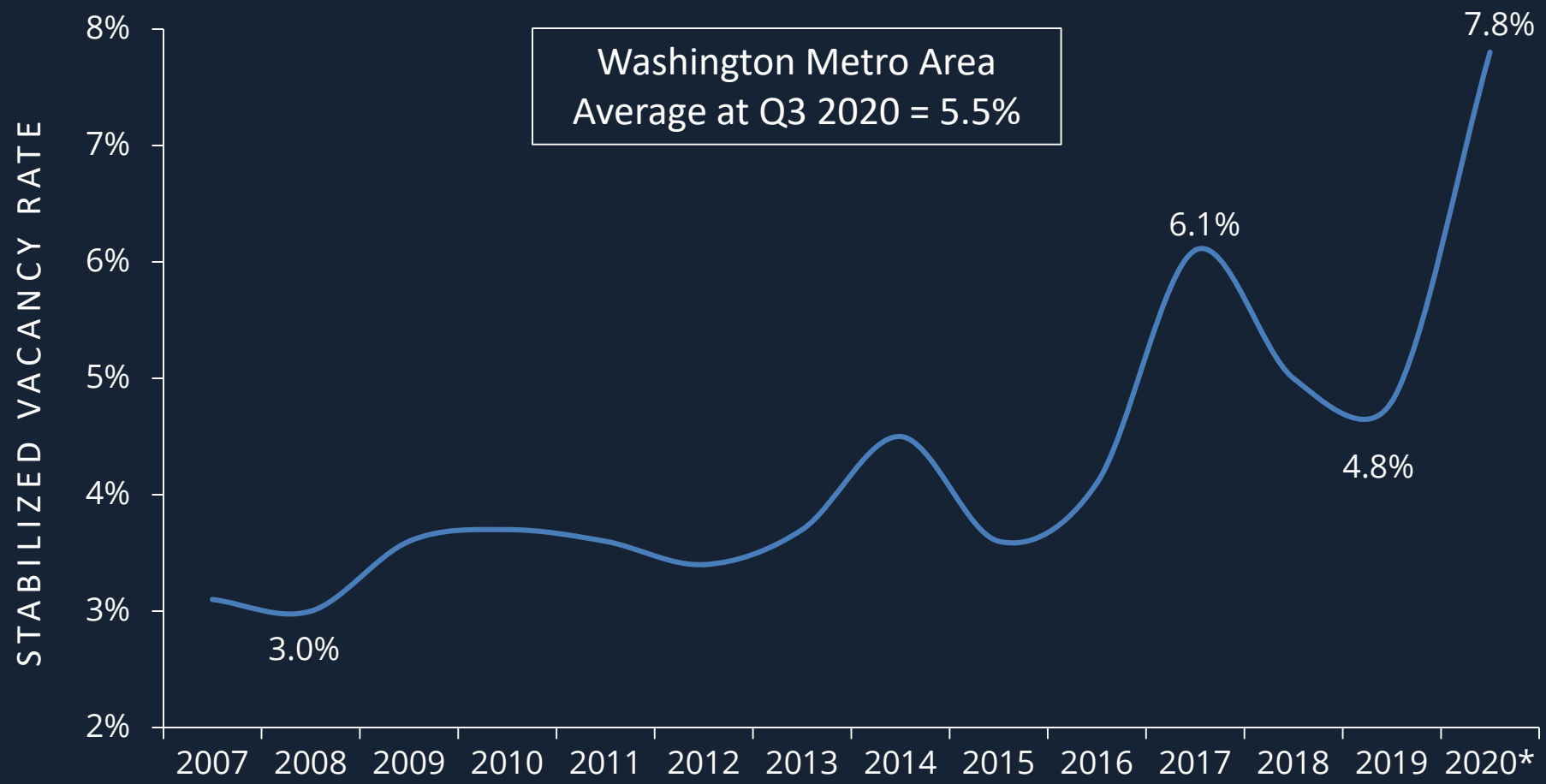
Major Apartment Markets | Third Quarter 2020



Source: Axiometrics, Delta Associates; October 2020.

# STABILIZED VACANCY RATE TREND

Class A Apartments | District of Columbia | 2007 - 2020

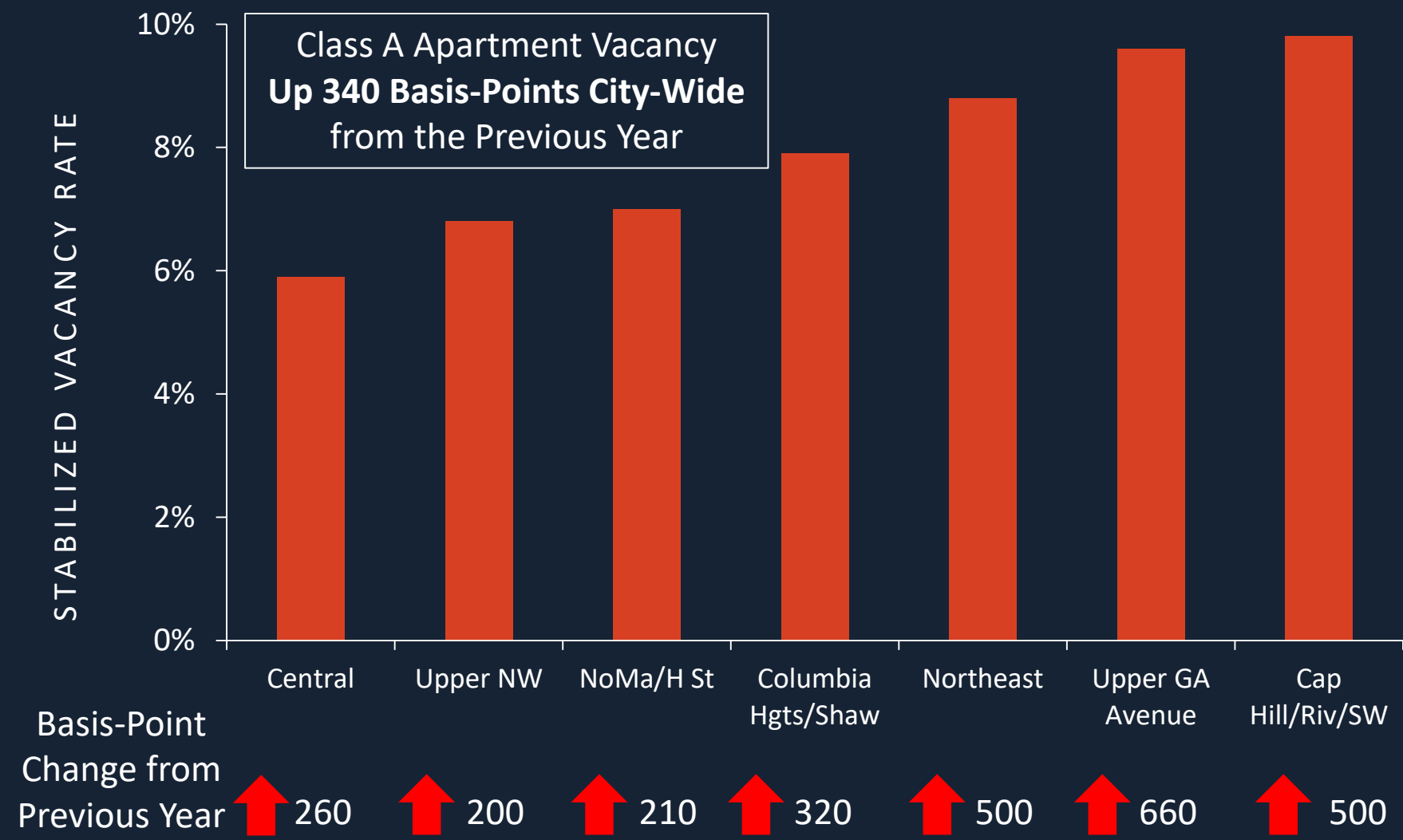


Source: Delta Associates; October 2020.

\*September 2020.

# CLASS A APARTMENT STABILIZED VACANCY

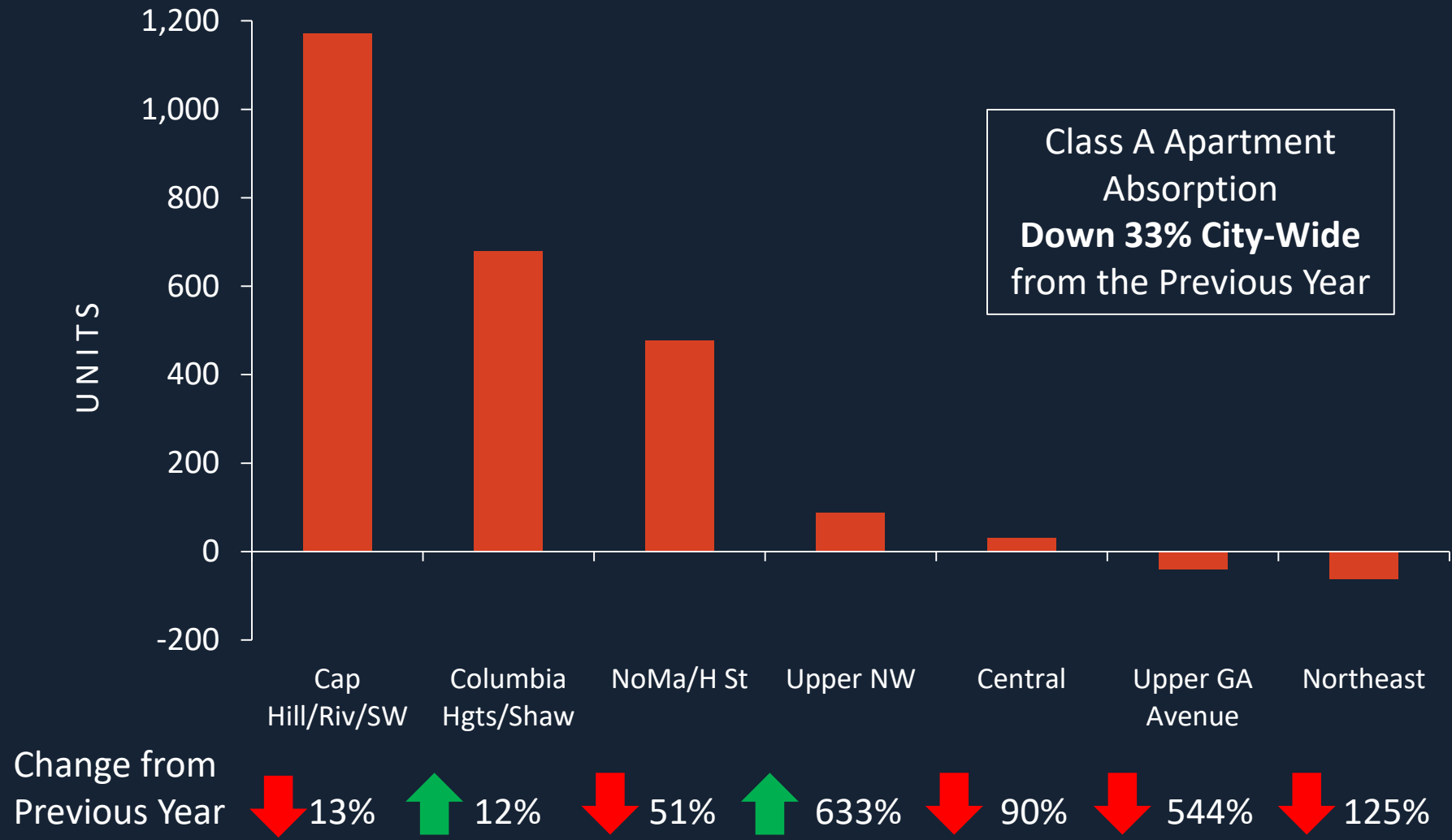
District of Columbia Submarkets | September 2020



Source: Delta Associates; October 2020.

# CLASS A APARTMENT ABSORPTION

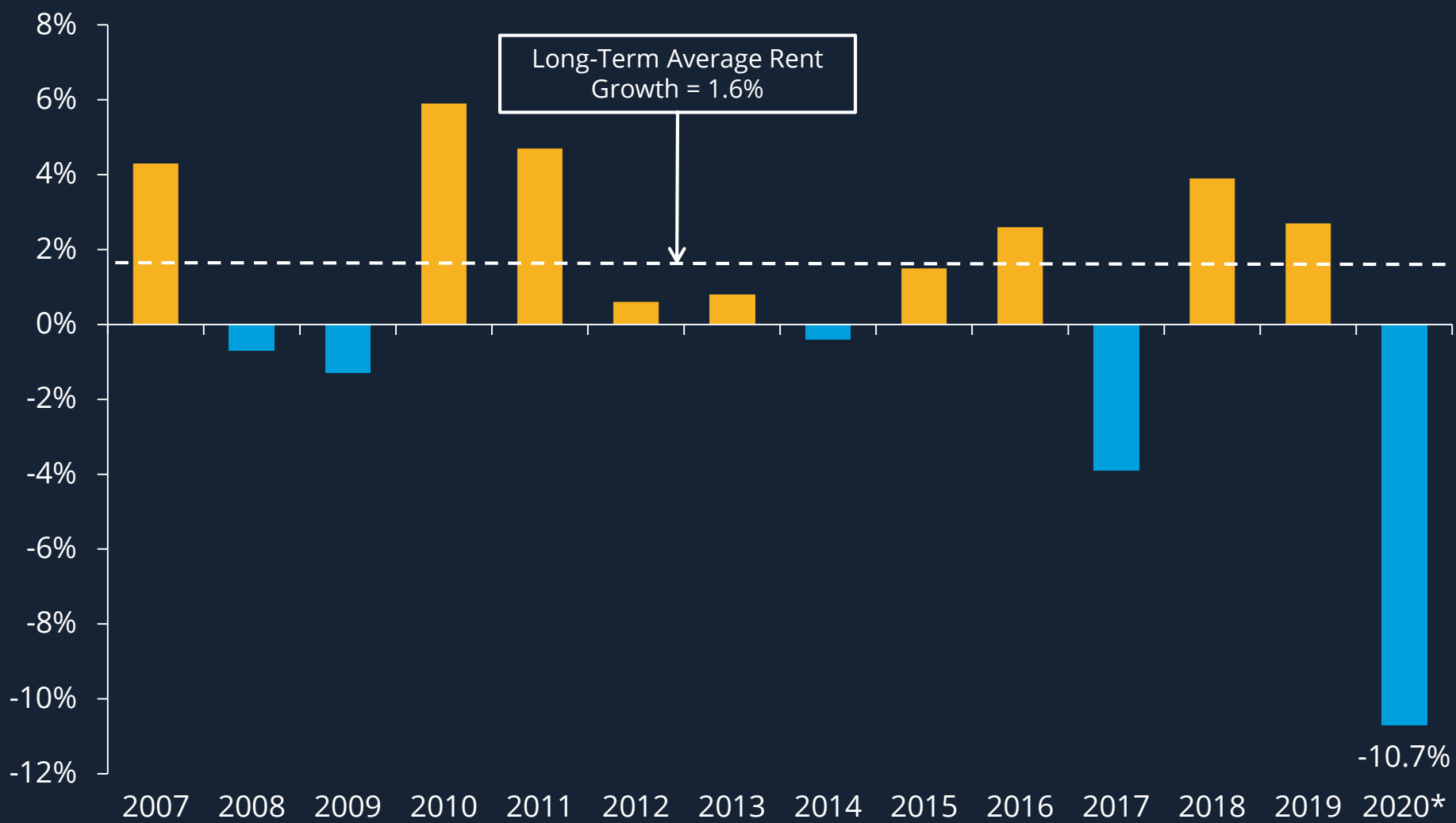
District of Columbia Submarkets | 12 Mo. Ending Sept. 2020



Source: Delta Associates; October 2020.

# ANNUAL EFFECTIVE RENT GROWTH

Class A Apartments | District of Columbia | 2007 - 2020

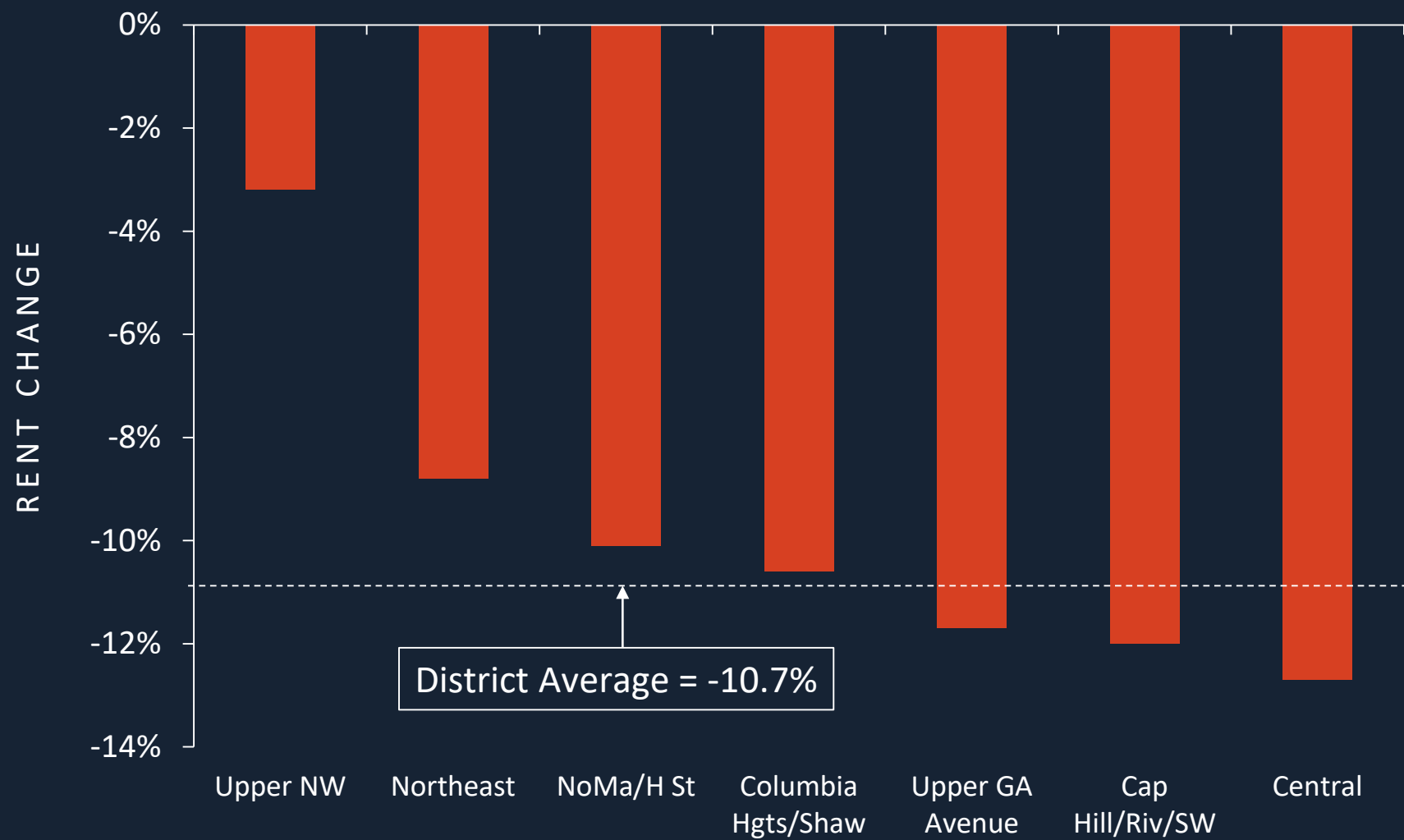


Source: Delta Associates; October 2020.

\*12 months ending September 2020.

# CLASS A APARTMENT RENT CHANGE

District of Columbia Submarkets | 12 Mo. Ending Sept. 2020

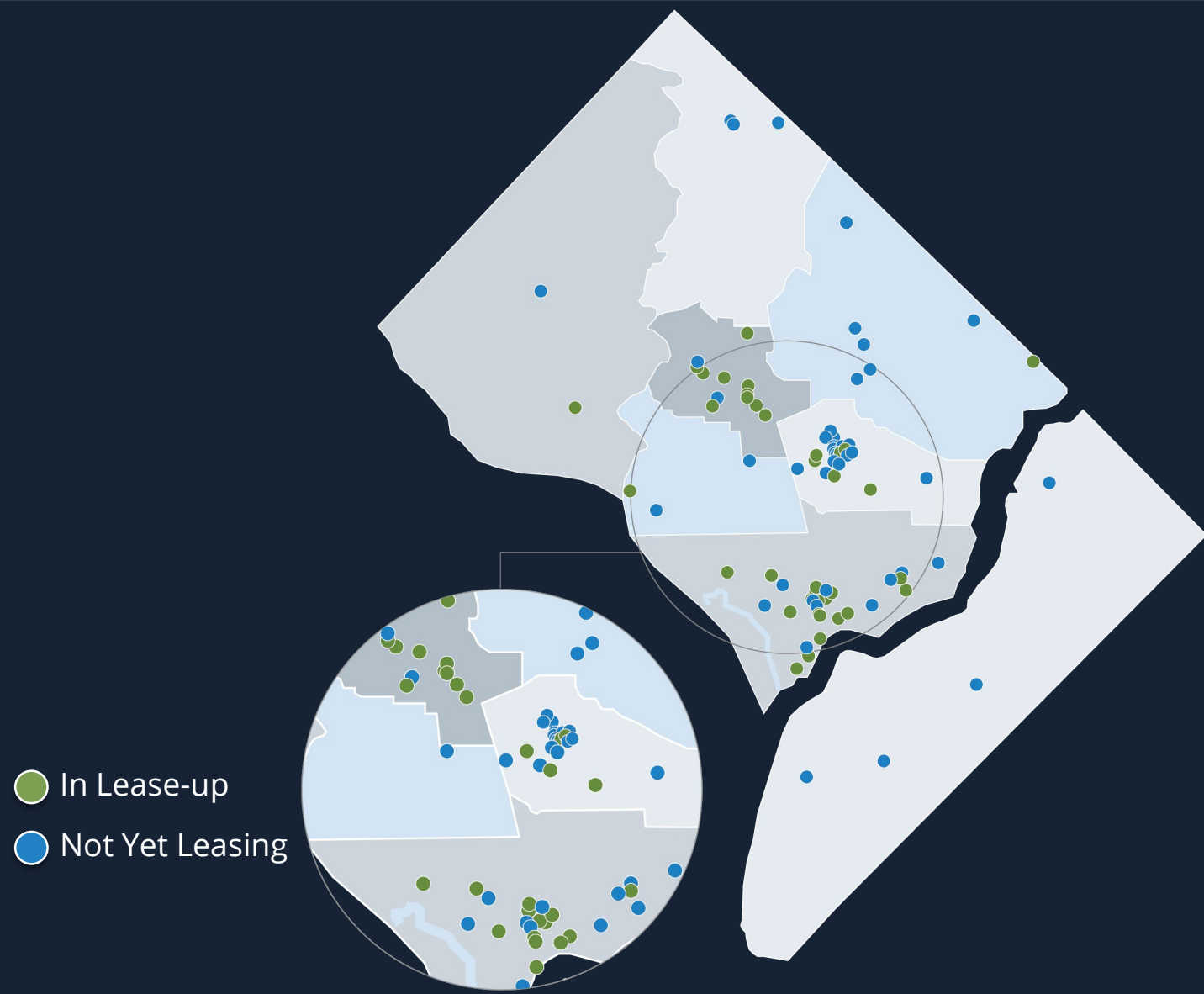


Source: Delta Associates; October 2020.



# APARTMENT PROJECTS CURRENTLY U/C

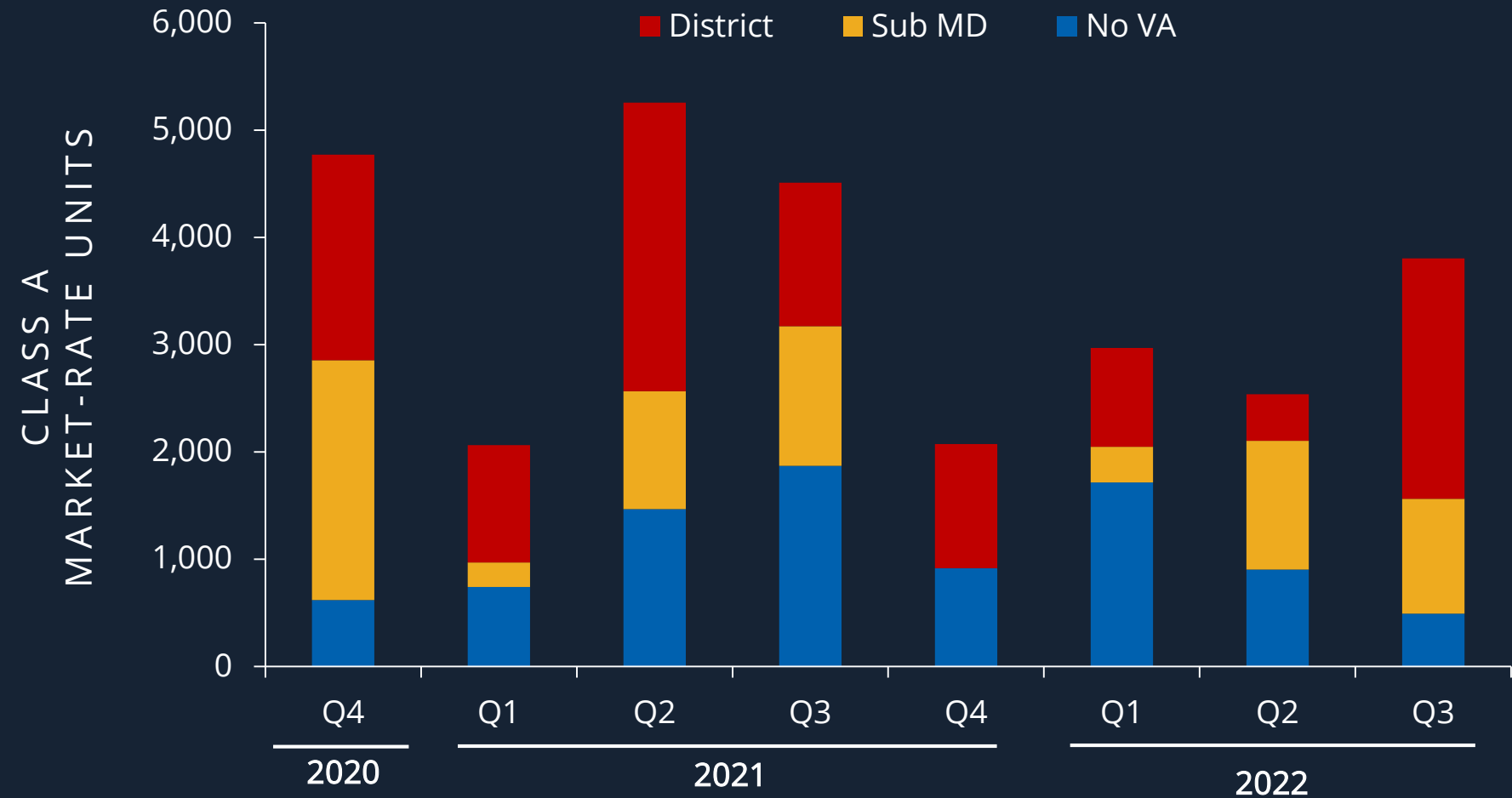
District of Columbia | Q3 2020



Source: Delta Associates; October 2020.

# PROJECTED DELIVERIES

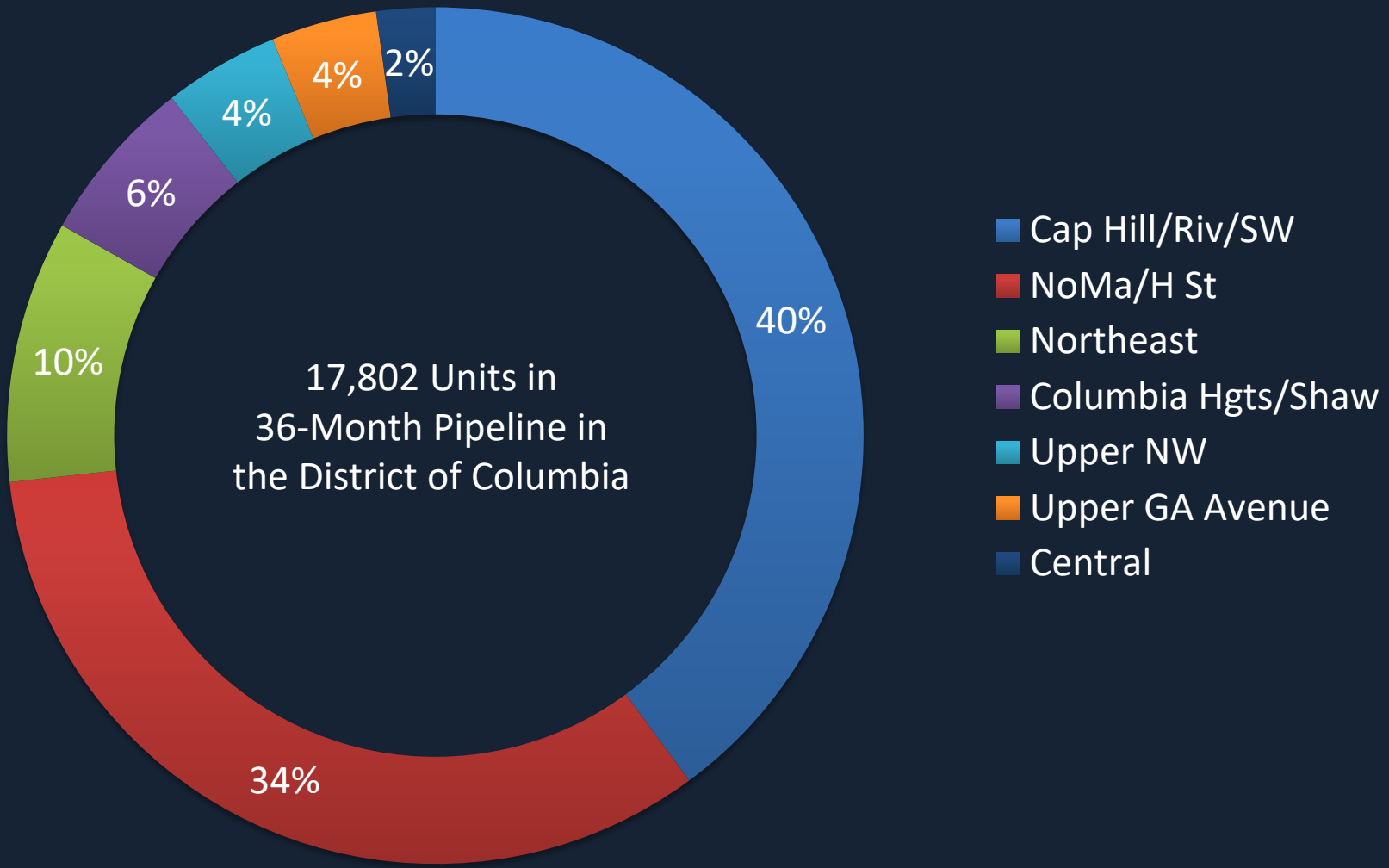
Washington Metro Area | 2020 - 2022



Source: Delta Associates; October 2020.

# 36-MONTH APARTMENT PIPELINE\*

District of Columbia Submarkets | Q3 2020



Source: Delta Associates; October 2020.

\*Market-Rate Units Planned and Under Construction After Attrition.

# APARTMENT MARKET TAKEAWAYS

District of Columbia | Q3 2020



- Stabilized vacancy at historic highs; vacancy rising in the city and close-in suburbs while it is falling in outer submarkets. Less need to live closer to work now as WFH is common.
- Absorption down 33% from the previous year; will remain below average in 2021.
- Rent growth to remain negative city-wide through the end of the year and into 2021. Meanwhile, rents in outer suburbs are up from a year ago.
- Over 17,000 new apartment units are in the 36-month development pipeline; 74% of units located in two submarkets.

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