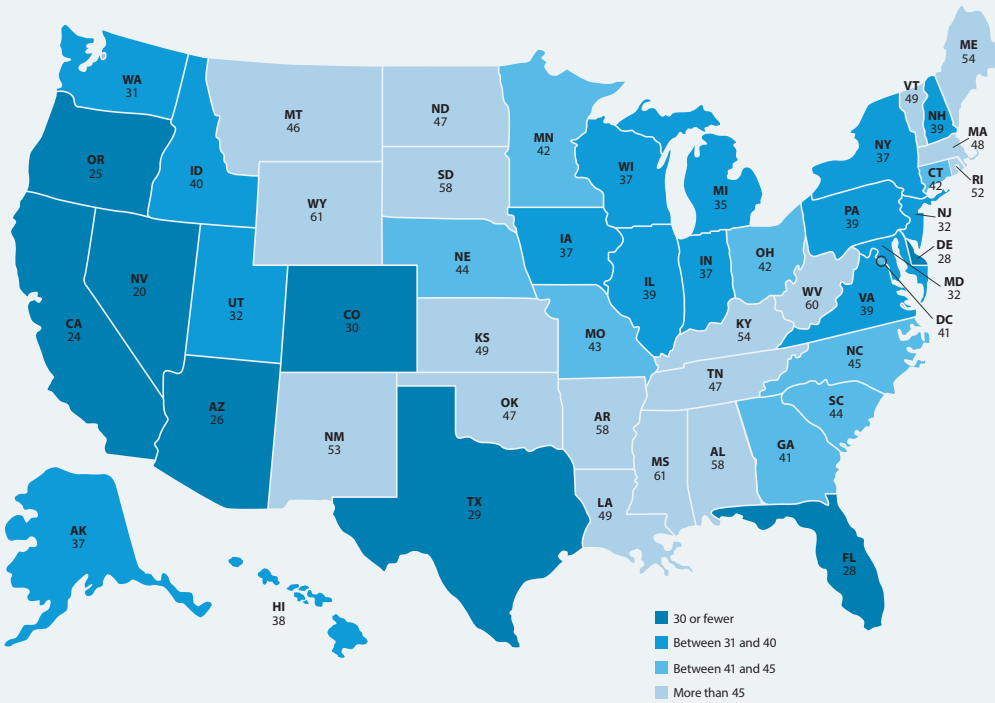




# Meeting the Challenges of Today's Multifamily Industry

The multifamily sector has outperformed most other industries throughout the pandemic. As market conditions continue to improve, the volume of multifamily investment is expected to increase accordingly. Investor demand for multifamily assets will continue to drive pricing higher, while vacancy rates for affordable multifamily housing will remain low through 2022.

## Low Income Rental Affordability



**Note:** Extremely low income (ELI) renter households have incomes at or below the poverty level or 30% of the area median income (AMI).  
**Source:** National Low Income Housing Coalition (NLIHC) tabulations of 2019 American Community Survey (ACS) Public Use Microdata Sample (PUMS) data.

## Trends Impacting the Multifamily Industry

- Cap rates declined by 30 basis points from 2019 to 2020
- Overall effective rents declined by 1.1% in 2020
- Occupancy has remained stable, with levels averaging above 95%
- Development activity continues to be high
- Select markets are facing supply risk

## 2021 U.S. EFFECTIVE RENT GROWTH

