

## The Cantrell Report

## Pertinent Information for Apartment Owners March 2019

REAL ESTATE INVESTMENT BROKERAGE					
JOB	-	Area New Jobs	1 Mo	6 Mo	12 Mo
	Ŧ	Estimate	End 1/31	End 1/31	End 1/31
	₹	Dallas/Plano/Irving		Unavailable	
	GROWTH	Fort Worth/Arlington		Unavailable	
		-			
INTEREST	RATES 2	Rates		END 2/28	Yr. Ago
		10 Year Treasury		2.73%	2.87%
		11th District COFI		1.06%	0.75%
		1 Mo. LIBOR		2.49%	1.66%
		Units Added/	6 Mo	12 Mo	24 Mo
SUPPLY/	DEMAND 3	Absorbed	End 2/28	End 2/28	End 2/28
		Dallas County			
		Added	5,430	10,169	24,684
		Absorbed	1,406	9,113	17,134
		Tarrant County			
		Added	3,703	7,402	16,752
		Absorbed	1,375	5,693	9,564
OCCUPANCY	RATES 3	Dallas County	2/28/2019		12 Mo Ago
		2010's	79.8%	81.0%	74.7%
		2000's	93.6%	93.5%	93.3%
		1990's	94.2%		93.5%
		1980's	93.3%		94.1%
		1970's or Older	92.3%	93.5%	94.0%
		Tarrant County 2010's	74.7%	75.4%	68.1%
		2010's	94.1%	94.9%	94.6%
		1990's	95.2%	95.2%	94.6%
		1980's	93.7%	94.3%	94.6%
		1970's or Older	90.8%	91.7%	92.4%
		Dallas County			12 Mo Ago
	RATES 3	2010's	\$1,579		\$1,516
		2000's	\$1,420		\$1,377
		1990's	\$1,323	\$1,312	\$1,280
RENTAL		1980's	\$964	\$956	\$943
		1970's or Older	\$928	\$920	\$897
		Tarrant County	4	<b>.</b>	<u>.</u>
	2	2010's	\$1,403	\$1,387	\$1,362
		2000's	\$1,237	\$1,250	\$1,206 \$1,466
		1990's 1980's	\$1,225 \$947	\$1,219 \$943	\$1,166 \$921
		1980's 1970's or Older	\$947 \$881	\$943 \$874	\$921 \$849
		Average year change of	ψυσι	ψ014	Ψυτσ
HISTORICAL	JOB GROWTH	the combined DFW			
		MSA's	1 Texas Workforce Commission		
		2017 91,700	2 Banxquote.com		
		2016 120,500 2015 98,700	3 ALNsys.com - Rental rates are		
		2015 98,700 2014 132,000	after concessions. Approximately 25% of 70's or older are all		
		2013 95,600	bills paid		
		2012 79,200			

When initial apartment leases came up for renewal across the country's 50 largest markets in 2018, 52.5 percent of apartment renter households chose to stay in place. Find out how much more these residents spent to renew.

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Apartment renters don't move around as much as they used to.

When initial apartment leases came up for renewal across the country's 50 largest markets in 2018, some 52.5 percent of apartment renter households chose to stay in place. These households signed renewal leases priced, on average, 4.5 percent higher than the rents paid under their initial leases, reports Greg Willett, Chief Economist, RealPage.

The resident retention rate of 52.5 percent in 2018 bumped up from 51.7 percent in 2017, returning to the all-time high set in 2015.

Record renter retention is perhaps surprising to some, viewed in light of robust job production and aggressive new apartment deliveries. Apartment owners and operators report that job change is the top reason that their renters move, so 2018's employment additions – about 2.6 million jobs, according to the Bureau of Labor Statistics – certainly offered many opportunities to change positions. And annual apartment deliveries that reached 287,000 units definitely prompted some renting luxury housing to move from one community to another.

However, other market influences encouraged apartment renters to stay in place. For example, loss of renters to purchase ran below the historical norm, especially when interest rates inched ahead of year-ago levels, making purchase less affordable. Perhaps even more important to the renter retention stats, very tight occupancy in the apartment sector's Class B and C product niches limited product availability for many households who may have preferred to move.

Metro-level resident retention across the 50 largest markets ranged from 46 percent to 62 percent. At the top of the list, Milwaukee and Newark-Jersey City held onto the most renters, each registering conversion of expiring leases into renewal leases for 61.9 percent of the households. Resident retention also topped 60 percent in Providence and Miami. Completing the list of top 10 markets holding onto the most renters were St. Louis, Philadelphia, Cleveland, New York, Minneapolis-St. Paul and Pittsburgh.

Resident churn in 2018 proved greatest in Salt Lake City and San Antonio. Only 46.3 percent to 46.4 percent of the households opted to sign renewal leases when their initial leases expired. Other spots where resident retention ran well below the national norm were San Diego, Charlotte and Phoenix.

Market Renewed in 2018

- 1. Milwaukee 61.9
- 2. Newark-Jersey City 61.9
- 3. Providence 61.3
- 4. Miami 60.6
- 5. St. Louis 59.5
- 6. Philadelphia 58.9
- 7. Cleveland 58.8
- 8. New York 58.6
- 9. Minneapolis 57.2
- 10. Pittsburgh 56.7

Mark Cantrell 214-368-1295 mcantrell@cmi-tax.com Sam Pettigrew 972-630-6691 sp@cantrellcompany.com Thomas Hooke 972-630-6696 thooke@cantrellcompany.com