MARKETBEAT ORLANDO
MULTIFAMILY Q3 2024



CUSHMAN & WAKEFIELD

MARKET FUNDAMENTALS

	YOY Chg	12-Month Forecast
93.3% Stabilized Occupancy Rate	▲	▼
11,247 Net Absorption, units	▲	▼
$1,778 Effective Rent, PSF	▼	▲

(Overall, All Property Classes)

ECONOMIC INDICATORS

	YOY Chg	12-Month Forecast
1.5M Orlando Employment	▲	▲
3.3% Orlando Unemployment Rate	▲	▲
$78,800 Orlando Median Household Income	▲	▲

Source: BLS

ECONOMY

Orlando's population increased by 84,590 residents over the past year, bringing the total population to 2.9 million. Nonfarm employment grew by 21,100 new jobs during the last twelve months, reflecting a 1.4% rise. Median household income posted a 3.1% year-over-year (YOY) gain, reaching $78,800 by the end of Q3. Although the unemployment rate inched up by 30 basis points (bps) to 3.3%, it remained below the national average of 4.1%.

SUPPLY & DEMAND

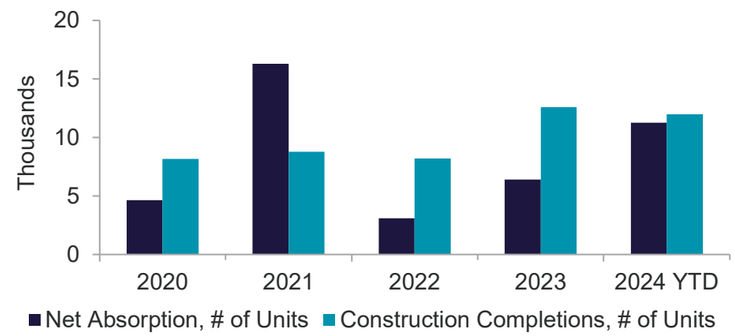
Sixteen multifamily buildings comprised of 4,891 units were completed in Q3, bringing the year-to-date (YTD) total to 11,987 units – a 34.1% increase compared to the same period last year. The Southwest Orlando and I Drive Orlando submarkets remained the leaders for new product comprising 54.5% of all delivered units across the Orlando market YTD. Despite the high number of deliveries, the pipeline has begun to thin; at the close of Q3, 13,615 units remained under construction, representing a 39.1% decrease from the same point last year.

The Orlando market absorbed 3,757 units in Q3, bringing the YTD net occupancy gains to 11,247 units. This is a substantial YTD increase of 190.6% from the same point last year. The stabilized occupancy rate, which excludes properties in their initial lease-up phase or those which have delivered within the last 18 months, increased by 30 bps YOY to 93.3%. However, five submarkets—East Outlying (95.0%), Northwest Orlando (94.4%), South Orlando (94.4%), Eastside (94.1%) and Downtown Orlando (93.6%)—exceeded the national stabilized occupancy rate of 93.4%.

MARKET PRICING

At the end of Q3, effective rents averaged $1,778 per unit, stabilizing over the past year. However, over the past five years, rates have risen by 22.6%. Class A properties commanded premium rents of $1,953 per unit, 11.6% more expensive than Class B spaces. While stabilized assets faced challenges during lease renewals as tenants sought the most competitive rates, newer properties continued to offer generous concessions, such as free rent and waived fees.

DEMAND / DELIVERIES



OVERALL VACANCY & EFFECTIVE RENT



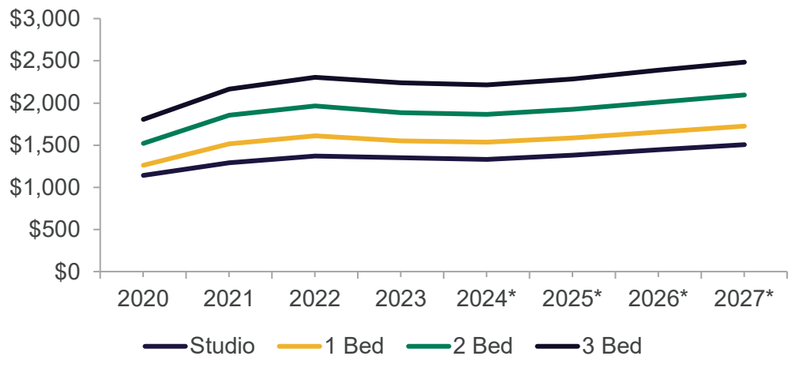
Criteria: End of 3Q24 Data, Excludes Affordable Only Rents, Includes Properties with 100+ Units in Orlando MSA *Source: CoStar, Moody's Analytics*

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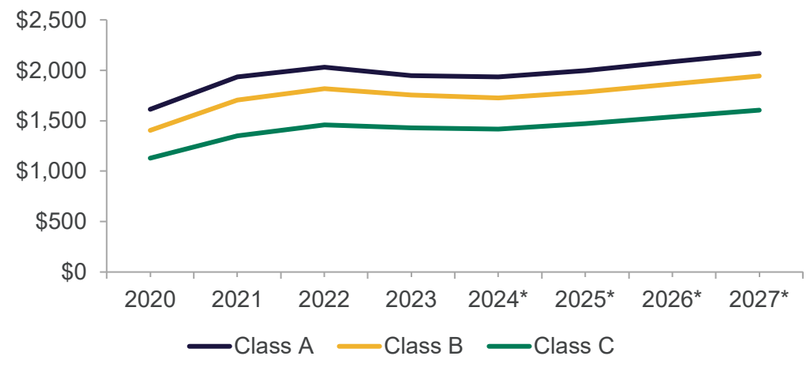
ORLANDO
MULTIFAMILY Q3 2024

MARKET STATISTICS

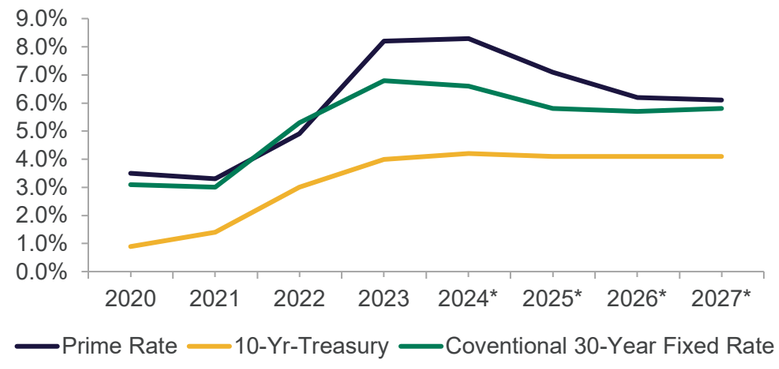
AVERAGE RENT PER UNIT BY BEDROOM



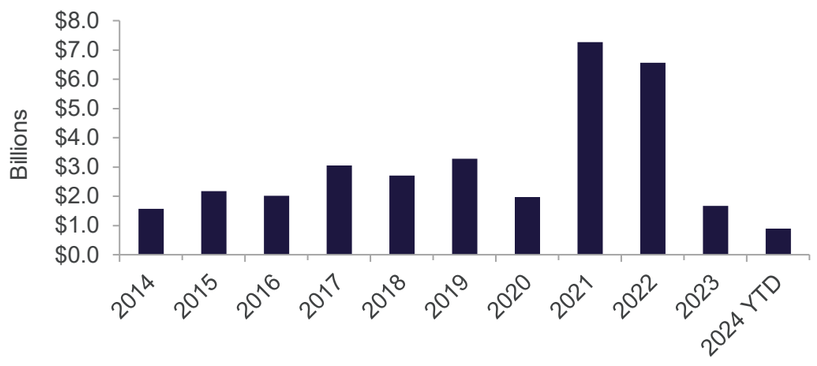
AVERAGE RENT PER UNIT BY CLASS



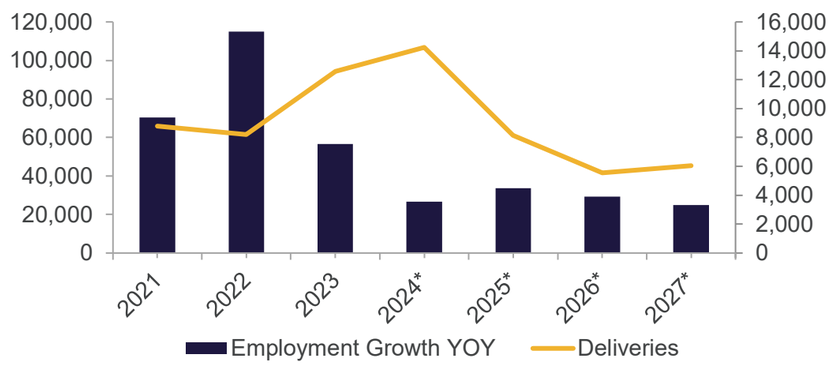
INTEREST RATES



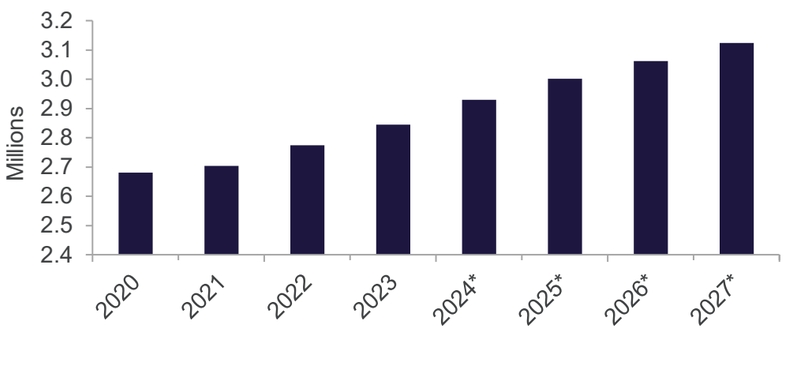
SALES TRANSACTION VOLUME



GROWTH IN JOBS VS UNITS DELIVERED



ORLANDO POPULATION



Source: CoStar, Moody's Analytics **Forecasted Data*

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MARKET STATISTICS

SUBMARKET	INVENTORY (UNITS)	YTD NET ABSORPTION (UNITS)	STABILIZED OCCUPANCY RATE	UNITS DELIVERED YTD	UNITS UNDER CONSTRUCTION	AVG EFFECTIVE RENT/UNIT
Downtown Orlando	11,737	208	93.6%	462	350	$1,967
East Orlando	22,034	939	92.5%	1,150	200	$1,668
East Outlying	3,384	185	95.0%	300	0	$1,985
Eastside	11,548	188	94.1%	0	230	$1,796
I Drive Orlando	35,834	3,026	93.2%	3,009	3,749	$1,879
Lake Nona	8,163	387	93.2%	0	2,190	$2,076
North Orlando	38,196	1,380	93.2%	672	1,324	$1,729
Northwest Orlando	11,508	1,663	94.4%	1,644	1,031	$1,782
South Orlando	28,485	478	94.4%	249	1,754	$1,637
Southwest Orlando	21,781	2,164	92.7%	3,528	2,387	$1,783
West Orlando	16,903	388	92.5%	240	400	$1,591
Windemere	5,645	241	93.0%	733	0	$2,065
ORLANDO TOTAL	**215,218**	**11,247**	**93.3%**	**11,987**	**13,615**	**$1,778**

SECONDARY MARKETS*	INVENTORY (UNITS)	YTD NET ABSOPTION	STABILIZED OCCUPANCY RATE	UNITS DELIVERED YTD	UNITS UNDER CONSTRUCTION	AVG EFFECTIVE RENT/UNIT
Marion County (Ocala)	7,144	1,006	93.5%	444	1,882	$1,500
Volusia County (Daytona Beach)	20,448	1,246	92.4%	1,643	1,446	$1,547
Brevard County (Melbourne)	25,228	1,051	92.5%	2,212	1,115	$1,646

**Not included in overall stats*

KEY SALE TRANSACTIONS Q3 2024

PROPERTY	SUBMARKET	BUYER | SELLER	UNITS	PRICE | $ UNIT	YEAR BUILT
Maitland Pointe	North Orlando	Journey Capital Real Estate Partners | IMT Residential	392	$100M | $255K	2017
Halston Waterleigh	I Drive Orlando	Ashcroft Capital | Passive Investing Co.	354	$85M | $240K	2020
The Courtney at Universal Boulevard	I Drive Orlando	Ram Realty | Blackstone	355	$79M | $223K	2015

KEY PROJECTS UNDER CONSTRUCTION

PROPERTY	SUBMARKET	UNITS	DELIVERY	DEVELOPER
Catchlight Crossings	I Drive Orlando	1,000	Q1 2026	Wendover Housing Partners
Millenia Park	South Orlando	960	Q1 2025	MIR Developments
Skylar Towers	Lake Nona	627	Q3 2025	Tavistock Group

Source: CoStar, Moody's Analytics

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