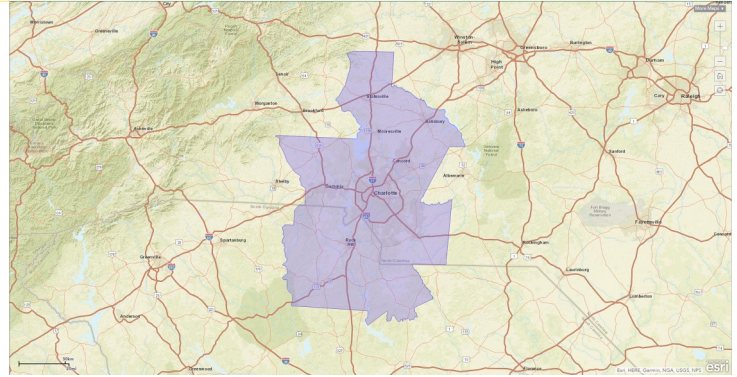# METRO MULTIFAMILY DEMAND OVERVIEW

CHARLOTTE

Already significant, net in migrations become a larger source of new renter households ahead. Good economic prospects are led by professional services and trade. Rental stock is young and scaled. Like Raleigh, Orlando and Austin, more affordable STAR units account for less than a fifth of metro rentals. Well located metro with an excellent airport.
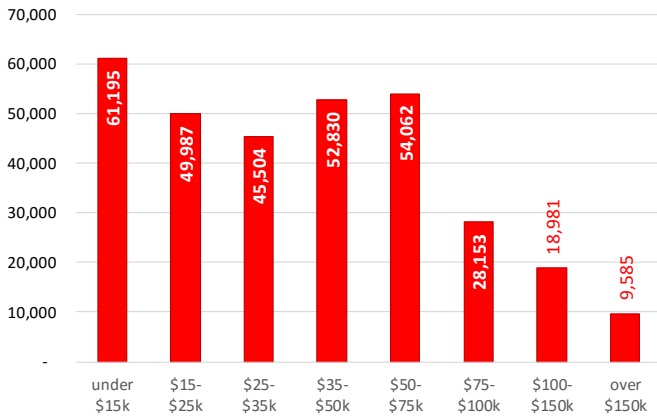
Definitions on back

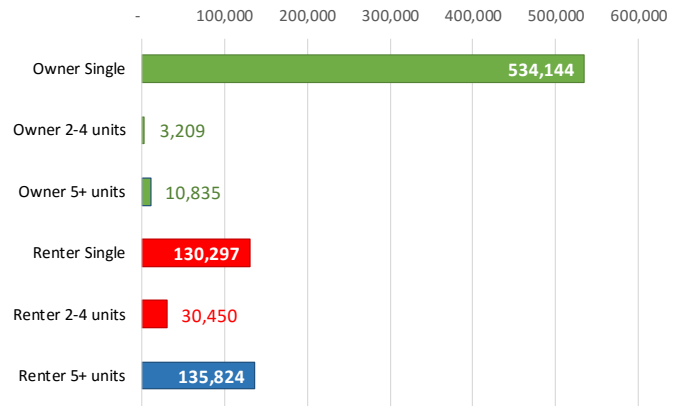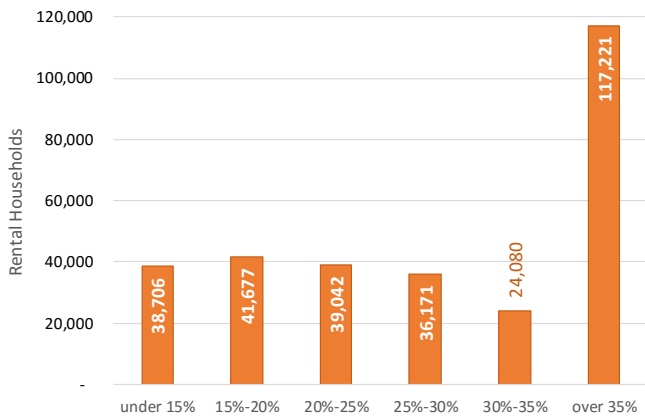| DEMAND RANKING	AFFORD-ABILITY	MF SUPPLY RESTRICTIONS	STAR* SHARE
10	182	-3.5	18%

Rental Households by Income

Income	Households
under $15k	61,195
$15-$25k	49,987
$25-$35k	45,504
$35-$50k	52,830
$50-$75k	54,062
$75-$100k	28,153
$100-$150k	18,981
over $150k	9,585

Housing Stock by Tenure & Type

Type	Units
Owner Single	534,144
Owner 2-4 units	3,209
Owner 5+ units	10,835
Renter Single	130,297
Renter 2-4 units	30,450
Renter 5+ units	135,824

Rent as a Percent of Household Income

Percent	Rental Households
under 15%	38,706
15%-20%	41,677
20%-25%	39,042
25%-30%	36,171
30%-35%	24,080
over 35%	117,221

5+ Unit Rental Stock by Year Built

Year Built	Units
since 2010	13,033
2000-2010	28,485
1980-2000	66,146
1960-1980	22,153
1940-1960	3,270
before 1940	2,737
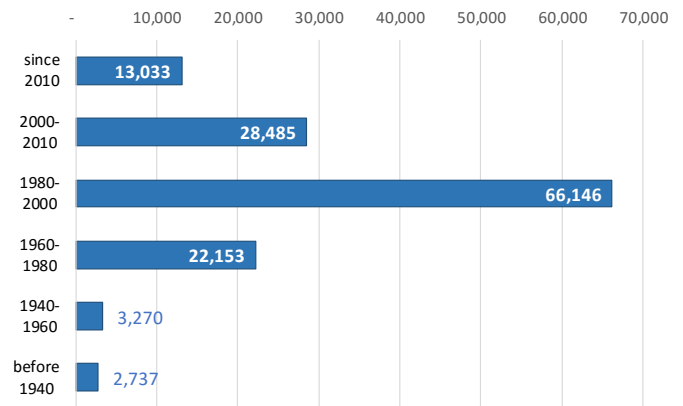
New Rental Households by Age Cohort

Legend: 15-24, 25-34, 35-44, 45-54, 55-64, 65+

not adjusted for type of rental

(Thousands, years 2016–2030)
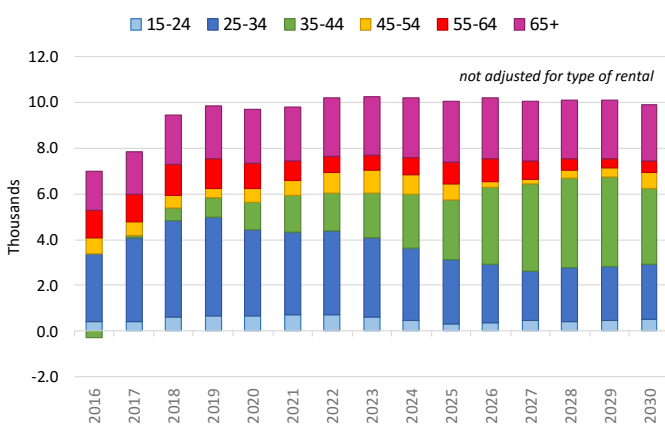
5+ Unit Apartment Demand Forecast

(Thousands, years 2007–2030)

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HAS   University of San Diego SCHOOL OF BUSINESS   WREA   dfm *Version 1*

Households by Age Cohort

Renter / Owner

Age Cohort	Renter
15-24	30,444
25-34	87,423
35-44	73,179
45-54	53,975
55-64	38,780
65-74	22,322
75-84	9,224
85+	4,950
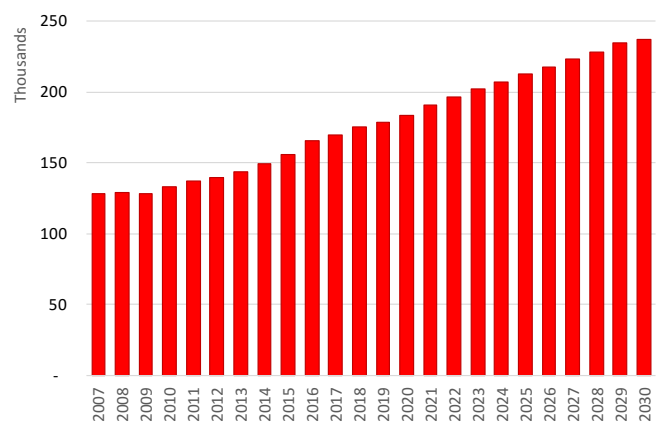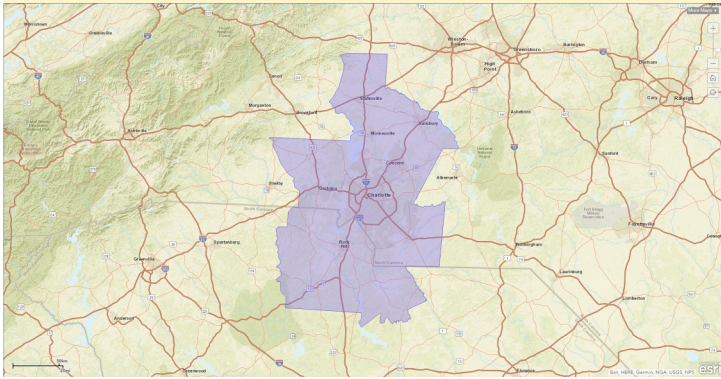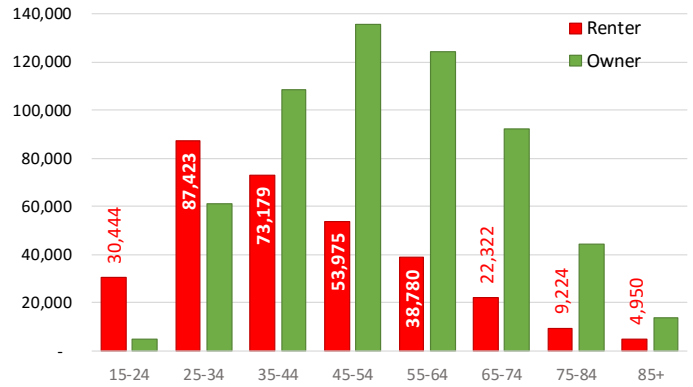
Households by Occupants

Renter / Owner

Occupants	Renter
1	115,813
2	89,120
3	52,376
4	34,291
5	16,924
6	8,004
7+	3,769
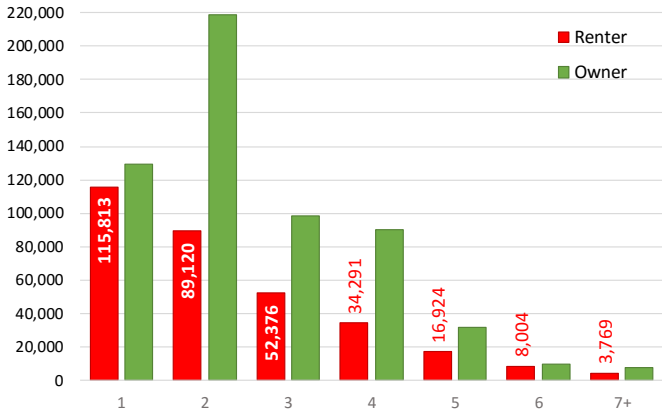
Households by Ethnicity and Origin

Renter / Owner

Ethnicity	Renter
White Alone	173,494
Black Alone	116,924
Asian Alone	10,247
Hispanic	35,871
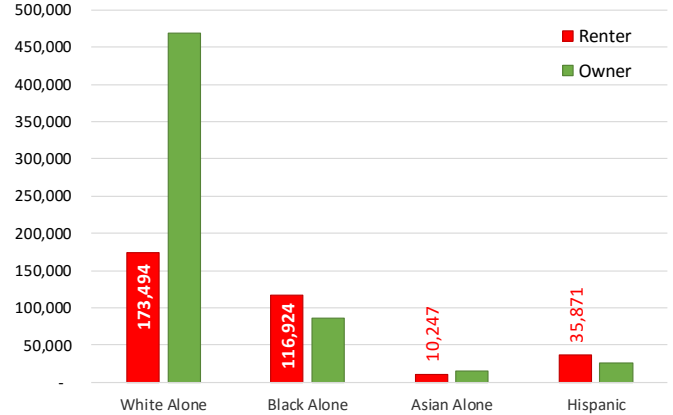
Employment Growth by Sector ('000s)

2010-2016 / 2017-2030

Mining, Construction, Manufacturing, Trade & Transport, Information Svcs, Financial Svcs, Professional Svcs, Education & Health, Leisure & Hospitality, Government
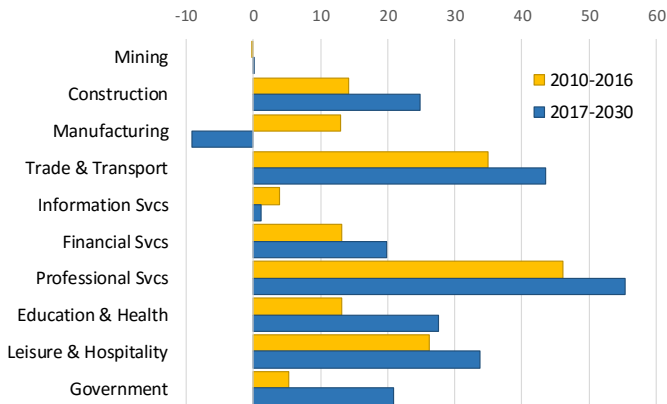
Avg Annual Population Change (000's)

2000-2010 — Natural Increase / Net Migration
2010-2016 — Natural Increase / Net Migration
2016-2030 — Natural Increase / Net Migration
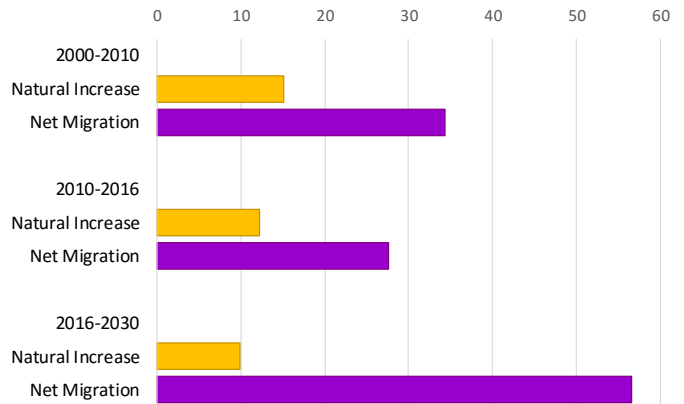
RANKING and DEFINITIONS:

METRO RANKING is the relative rank among 50 multifamily Metro markets based upon the average of HAS forecasted total Metro multifamily demand 2017-2030 and its percent of current Metro rental households, ranging from 1 (Dallas-Fort Worth) to 50 (Cleveland).

AFFORDABILITY INDEX is the ratio of median family income to the minimum income to qualify for purchase of a single-family home at the median existing home resale price under standard mortgage underwriting today, then multiplied by 100 to convert to a 100 point index (e.g., an index of 100 indicates that the median family income equals the qualifying income). This index ranges from 69.4 (San Jose) to 290.7 (Cleveland) with a Metro average of 178.0

MF SUPPLY RESTRICTIONS is an HAS composite of the Wharton Residential Land Use Restrictions Index and the Lacroix percent of available Metro land not yet developed. This index ranges from 19.5 (Honolulu) to –6.0 (New Orleans) with a Metro average of 2.0.

STAR SHARE is that share of Metro rental housing stock with five or more units HAS qualified as *S*econd-*T*ier *A*ffordable *R*entals or those non-institutional sites of typically lower unit count, lower quality and greater age, a critical and ongoing multifamily supply component. Using CoStar® ratings of 1-5 for sites of five units or more, STAR is the lower ratings of 1-2. This share ranges from 61% (Los Angeles) to 17% (Austin) with a Metro average of 36%.

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