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### Multifamily Asking Rents Continue to Decline With More Listings on the Market

Asking rents on units in multifamily buildings that were listed on Rental Beast.com and the MIAMI MLS continued to decline in January 2024 as supply appears to be outpacing demand. The median asking rents fell in nearly all counties in January 2024 from one year ago: Miami-Dade (-6.8%), Broward (-7.7%), Palm Beach (-4.4%), Martin (-3.4%), and St. Lucie (0%).

However, asking rents are still highly elevated compared to the pre-pandemic level in January 2019 when asking rents were below \$2,000 in all counties: Miami-Dade (+51%), Broward (31%), Palm Beach (54%), Martin (38%), and St. Lucie (67%). In comparison, the average weekly wage in the Miami-Ft. Lauderdale-West Palm Beach metro area rose just 20% (December 2023 vs. December 2019).

As of December, asking rents were higher than the mortgage payment on a condominium or townhome purchased at the median sales prices, by about 6% (St. Lucie) to 35% (Broward), increeasing the attractiveness to own rather than to rent, although other owner costs (e.g., taxes, insurance) can offset the difference.

Multifamily listings surged in 2022-2023 as supply rose to meet the rising rental demand when mortgage rates rose amid the Fed's fight to bring down inflation. Listings in January were up 36% overall from one year ago: Miami-Dade (43%), Broward (35%), Palm Beach (16%), Martin (105%), and St. Lucie (30%).

| MF Median Asking Rent in January 2024 |                       |                |              |         |  |  |
|---------------------------------------|-----------------------|----------------|--------------|---------|--|--|
|                                       | Median<br>Rent<br>2Bd | Median<br>Rent | Y/Y<br>2-Bdr | Y/Y AII |  |  |
| Miami-Dade                            | \$3,200               | \$2,795        | -8.6%        | -6.8%   |  |  |
| Broward                               | \$2,250               | \$2,100        | -6.3%        | -7.7%   |  |  |
| Palm Beach                            | \$2,500               | \$2,385        | 0.0%         | -4.4%   |  |  |
| Martin                                | \$2,100               | \$2,000        | 4.7%         | -3.4%   |  |  |
| St. Lucie                             | \$2,000               | \$2,000        | -17.5%       | 0.0%    |  |  |

| St. Lucie | 9                           | \$2,000   | \$2,000               | -17.5%    | 0.0% |
|-----------|-----------------------------|-----------|-----------------------|-----------|------|
| Median    | Multif                      | amily Asl | king Ren <sup>.</sup> | t         |      |
| \$3,500   | Browar<br>Martin<br>Miami-l |           |                       | $\Lambda$ |      |
| \$3,000   | Palm Be                     |           |                       | 1 /\      |      |
| \$2,500   |                             |           |                       | ACT.      |      |
| \$2,000   | ~                           | N/A       |                       | WW.       | ΛΩ   |
| \$1,500   | M                           | W         | DO I                  |           |      |

2021

2022

2023

2019

2020

| Multifamily Mortgage vs. Asking Rent |                |          |                              |  |  |
|--------------------------------------|----------------|----------|------------------------------|--|--|
|                                      | Median<br>Rent | Mortgage | Rent to<br>Mortgage<br>Ratio |  |  |
| Miami-Dade                           | \$2,795        | \$2,411  | 1.16                         |  |  |
| Broward                              | \$2,100        | \$1,561  | 1.35                         |  |  |
| Palm Beach                           | \$2,385        | \$1,916  | 1.24                         |  |  |
| Martin                               | \$2,000        | \$1,544  | 1.30                         |  |  |
| St. Lucie                            | \$2,000        | \$1,881  | 1.06                         |  |  |



Source: MIAMI REALTORS®, Rental Beast data. Rental Beast.com is a rentall listing platform so its listings capture trends among mom-and-pop landlords who operate and own rentals with less than 50 units.



#### Single-family Asking Rents Remain Robust in Martin and St. Lucie

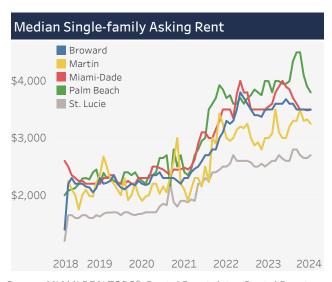
Single-family asking rents appear to be cooling as well, with asking rents down year-over-year in Miami-Dade (-1.4%), Broward (-0.1%), and Palm Beach (-4.9%). However, asking rents rose year-over-year in Martin (8.3%) and St. Lucie (5.9%) where asking rents are lower, likely bolstering demand and sustaining the rent growth.

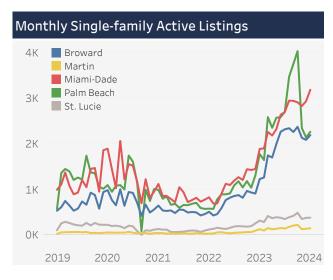
Single-family asking rents cooled with more listings on the market, up 53% overall from one year ago: Miami-Dade (69%), Broward (79%), Palm Beach (28%), Martin (16%), and St. Lucie (20%). One reason for the rise in single-family rental listings could be due to small investors who choose to rent rather than to sell their home to earn rental income and to accumulate home equity. As single-family rental listings rose, new listings of single-family homes for sale fell 15% overall in 2023 in the five Southeast Florida counties.

The demand for single-family rentals has surged since the pandemic, initially for health reasons during the COVID-19 pandemic, and in 2022-2023, for affordability reasons as mortgage rates went up as the Federal Reserve Board raised the federal funds rate to control inflation. As of December, the median single-family asking rents were lower than the mortgage payment on a typical single-family home in Miami-Dade (3% cheaper), Broward (1% cheaper) and Martin (7% cheaper).

| SF Median Asking Rent in January 2024 |                    |                |              |         |  |
|---------------------------------------|--------------------|----------------|--------------|---------|--|
|                                       | Median<br>Rent 3Bd | Median<br>Rent | Y/Y<br>3-Bdr | Y/Y AII |  |
| Miami-Dade                            | \$3,300            | \$3,500        | 0.0%         | -1.4%   |  |
| Broward                               | \$3,475            | \$3,495        | 3.8%         | -0.1%   |  |
| Palm Beach                            | \$3,660            | \$3,800        | -7.3%        | -4.9%   |  |
| Martin                                | \$3,200            | \$3,250        | 6.7%         | 8.3%    |  |
| St. Lucie                             | \$2,600            | \$2,700        | 4.0%         | 5.9%    |  |

| Single-family Mortgage vs. Asking Rent |                |          |                              |  |  |
|--|----------------|----------|------------------------------|--|--|
|  | Median<br>Rent | Mortgage | Rent to<br>Mortgage<br>Ratio |  |  |
| Miami-Dade                             | \$3,500        | \$3,616  | 0.97                         |  |  |
| Broward                                | \$3,495        | \$3,528  | 0.99                         |  |  |
| Palm Beach                             | \$3,800        | \$3,528  | 1.08                         |  |  |
| Martin                                 | \$3,250        | \$3,498  | 0.93                         |  |  |
| St. Lucie                              | \$2,700        | \$2,352  | 1.15                         |  |  |





Source: MIAMI REALTORS®, Rental Beast data. Rental Beast.com is a rentall listing platform so its listings capture trends among mom-and-pop landlords who operate and own rentals with less than 50 units.



# Rental Market Outlook: Strong Job Growth Will Absorb Most of the New Housing Units To Be Delivered

Rent growth is likely to moderate in 2024 at below 2% as more supply hits the market and as lower mortgage rates draw housing demand back to the for-sale market. The units under construction could also put downward pressure on older apartments as landlords seek to retain existing tenants who may want to take advantage of the lease-up rates in newer apartments or move to newer apartments.

In the Miami sub-metro area, units under construction in multifamily buildings with over 50 units adds 22.6% to the current stock; in the Fort Lauderdale sub-metro area, 10.1%; in Palm the Beach sub-metro area, 9.2%.

In multifamily buildings with over 50 units, the new construction will relieve the tight vacancy rate and upward rent pressure in Southeast Florida where asking rents outpaced the nation at 1.6% nationally, asking rents rising 2.4% in the Miami sub-metro and 2.7% in the Palm Beach sub-metro.

At the current levels of absorption, the units under construction, if delivered over a 3-year time, will add 1 percentage point to 3 percentage points to the current vacancy rates in multifamily buildings with 50 or more units, bringing Southeast Florida's vacancy rates in line with national average.

However, the strong job growth in Southeast Florida will absorb much of the units under construction and will also replenish old stock. Over the past three years, MIAMI's analysis of the pace of employment and housing units permitted shows 2.7 newly employed people for every 1 housing unit permitted nationally over the 3-year period of 2021, 2022, and 2023. A ratio of about 2 is ideal (two jobs to support a household), but the ratios exceeded this threshold in Miami-Dade County (4.9), Broward (14.9), Palm Beach (5.1), and Martin (2.9).

| Employment Creation vs. Housing Units Permitted from 2021-2023 |                             |                            |  |  |  |
|--|-----------------------------|----------------------------|--|--|--|
| County   | 3-Year Employment<br>Change | 3-Year Building<br>Permits | 3-Year Empl Chg to<br>Building Permits |  |  |
| US   | 13,135,173.1                | 4,854,600.0                | 2.7                                    |  |  |
| Miami-Dade   | 185,774.8                   | 37,925.0                   | 4.9                                    |  |  |
| Broward  | 139,458.7                   | 9,382.0                    | 14.9                                   |  |  |
| Palm Beach   | 98,630.8                    | 19,356.0                   | 5.1                                    |  |  |
| Martin   | 9,411.7                     | 3,220.0                    | 2.9                                    |  |  |
| St. Lucie  | 20,464.0                    | 19,124.0                   | 1.1                                    |  |  |

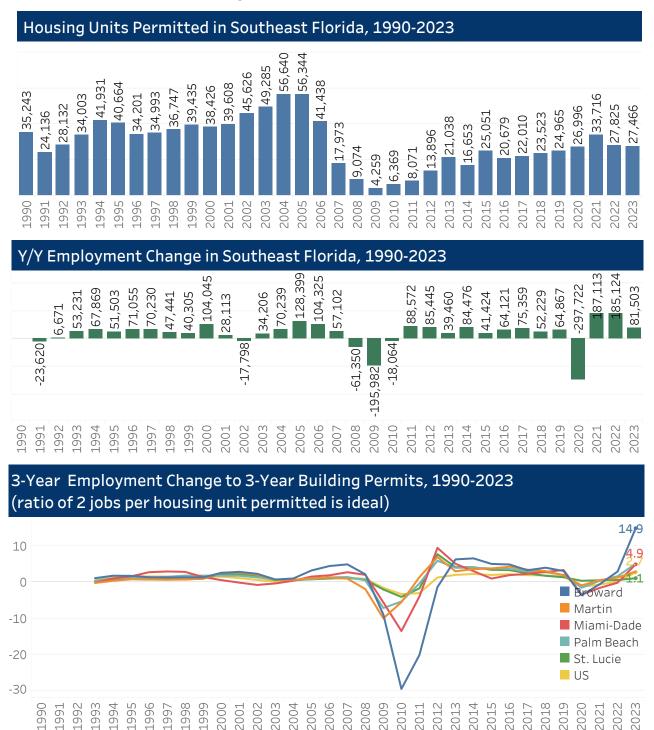
Source: MIAMI REALTORS $^{\circ}$  analysis of US Bureau of Labor Statistics and US Census Bureau data. Total employment is based on the BLS Household Survey non-seasonally adjusted data.



### Housing Units Authorized Lags Employment Creation in Southeast Florida

Due to Southeast Florida's strong economy and its allure to retirees and movers from more expensive states like New York, California, and New Jersey, the area has experienced surge in construction activity. Over the past three years from 2021-2023, a total of 89,007 housing units were permitted for construction in the counties of Miami-Dade, Broward, Palm Beach, Martin, and St. Lucie, according to MIAMI's analysis of US Census Bureau's housing permits data.

However, employment has grown faster. From 2021-2023, the total employment created was 453,740 (includes payroll and self-employed). A ratio of 2 new jobs per unit authorized is ideal but in Southeast Florida, the overall ratio over the past three years is 5.1, indicating that housing demand outpaced construction. The new housing units to be delivered will reduce this backlog.



based on the BLS Household Survey non-seasonally adjusted data.



Southeast Florida has strong multifamily market fundamentals compared to the other large cities that are facing higher vacancy rates and lower rent growth.

### Commercial Metrics in Multifamily Buildings with More than 50 Units

| U.S. Multifamily<br>Markets | YY Asking Rent<br>Growth | Vacancy Rate | Net Absorption 2023 | Under<br>Construction<br>2023Q4 | Under<br>Construction as<br>a Percent of<br>Inventory |  |
|-----------------------------|--------------------------|--------------|---------------------|---------------------------------|---|--|
| US                          | 1.6%                     | 7.2%         | 261,018             | 808,438                         | 6.5%  |  |
| Atlanta                     | -1.5%                    | 13.3%        | 5,782               | 30,005                          | 6.2%  |  |
| Austin                      | -4.6%                    | 6.8%         | 8,810               | 40,336                          | 14.8%   |  |
| Boise                       | -1.5%                    | 6.5%         | 1,894               | 2,655                           | 8.7%  |  |
| Boston                      | 3.1%                     | 5.6%         | 6,765               | 11,234                          | 5.6%  |  |
| Charlotte                   | -0.7%                    | 6.0%         | 6,610               | 31,318                          | 15.1%   |  |
| Chicago                     | 4.5%                     | 6.5%         | 7,318               | 11,171                          | 3.2%  |  |
| Dallas-Fort Worth           | -0.1%                    | 7.3%         | 12,462              | 55,611                          | 6.8%  |  |
| Denver                      | 2.0%                     | 7.1%         | 7,761               | 28,495                          | 11.3%   |  |
| Fort Lauderdale             | 0.5%                     | 4.6%         | 1,933               | 10,353                          | 10.1%   |  |
| Knoxville                   | 6.1%                     | 10.2%        | 895                 | 2,981                           | 8.5%  |  |
| Los Angeles                 | 0.3%                     | 6.7%         | 6,883               | 20,267                          | 5.6%  |  |
| Miami                       | 2.4%                     | 5.2%         | 4,896               | 27,626                          | 22.6%   |  |
| New York                    | 2.8%                     | 6.8%         | 17,869              | 66,420                          | 7.5%  |  |
| Orlando                     | -2.2%                    | 8.2%         | 6,019               | 20,151                          | 9.8%  |  |
| Palm Beach                  | 2.7%                     | 7.1%         | 1,661               | 6,208                           | 9.2%  |  |
| Phoenix                     | -1.3%                    | 6.4%         | 9,697               | 34,372                          | 10.0%   |  |
| San Francisco               | 0.0%                     | 5.3%         | 1,371               | 4,085                           | 5.1%  |  |
| Tampa                       | 0.3%                     | 6.0%         | 4,168               | 17,030                          | 8.7%  |  |
| Washington                  | 4.3%                     | 0.0%         | 12,733              | 29,141                          | 5.5%  |  |
|                             |                          |              |                     |                                 |   |  |

 $Source: Cushman \ and \ Wakefield \ \underline{U.S.\ Multifamily\ MarketBeat\ |\ United\ States\ |\ Cushman\ \&\ Wakefield\ (cushmanwakefield.com)}$ 



36% of 184 zip codes saw year-over-year gains in the median multifamily asking rent in January 2024 (42% in December 2023).

# Most Expensive MF Asking Rent by County in January 2024

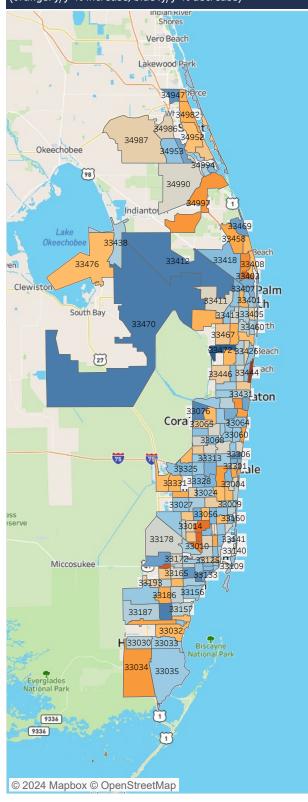
| Zip   | Index (Top) | Median Rent | Active Listings |
|-------|-------------|-------------|-----------------|
| 33109 | 1           | \$30,000    | 13              |
| 33158 | 2           | \$7,800     | 7               |
| 33149 | 3           | \$6,500     | 94              |
| 33483 | 4           | \$5,000     | 58              |
| 33480 | 5           | \$5,000     | 109             |
| 33477 | 6           | \$5,000     | 99              |
| 33332 | 7           | \$4,500     | 1               |
| 33154 | 8           | \$4,375     | 152             |
| 33137 | 9           | \$4,084     | 355             |
| 33131 | 10          | \$3,950     | 583             |
| 33029 | 11          | \$3,700     | 1               |
| 33132 | 12          | \$3,687     | 356             |
| 33414 | 13          | \$3,501     | 28              |
| 34949 | 14          | \$3,500     | 48              |
| 33408 | 15          | \$3,500     | 69              |
| 33404 | 16          | \$3,500     | 103             |
| 33160 | 17          | \$3,500     | 626             |
| 33140 | 18          | \$3,500     | 204             |
| 33130 | 19          | \$3,500     | 390             |
| 33331 | 20          | \$3,425     | 2               |

# Least Expensive MF Asking Rent by County in January 2024

| Zip   | Index (Bottom) | Median Rent | <b>Active Listings</b> |
|-------|----------------|-------------|------------------------|
| 33438 | 1              | \$575       | 2                      |
| 33476 | 2              | \$1,180     | 1                      |
| 34953 | 3              | \$1,350     | 5                      |
| 33055 | 4              | \$1,400     | 2                      |
| 33187 | 5              | \$1,400     | 4                      |
| 34983 | 6              | \$1,400     | 4                      |
| 33412 | 7              | \$1,500     | 1                      |
| 34947 | 8              | \$1,500     | 3                      |
| 33163 | 9              | \$1,545     | 1                      |
| 34984 | 10             | \$1,550     | 1                      |
| 33030 | 11             | \$1,600     | 10                     |
| 33150 | 12             | \$1,600     | 15                     |
| 33168 | 13             | \$1,600     | 8                      |
| 33177 | 14             | \$1,600     | 17                     |
| 33460 | 15             | \$1,625     | 70                     |
| 33167 | 16             | \$1,650     | 4                      |
| 33417 | 17             | \$1,650     | 130                    |
| 34982 | 18             | \$1,650     | 14                     |
| 33461 | 19             | \$1,663     | 62                     |
| 33060 | 20             | \$1,689     | 33                     |

### Y/Y Change in the Median Multifamily Asking Rent in January 2024

(orange: y/y % increase; blue :y/y % decrease)



Source of data: Miami Association of Realtors®, RentalBeast



49% of 199 zip codes had higher median single-family asking rents in January 2024 (56% in December 2023).

# Most Expensive SF Asking Rent by County in January 2024

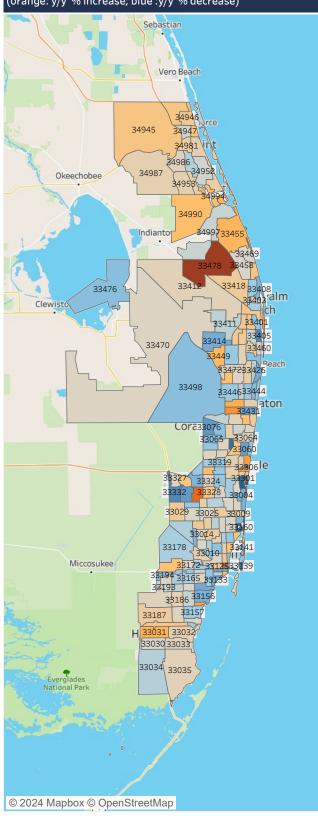
| Zip   | Index (Top) | Median Rent | Active Listings |
|-------|-------------|-------------|-----------------|
| 33480 | 1           | \$35,000    | 19              |
| 33136 | 2           | \$21,250    | 2               |
| 33149 | 3           | \$20,250    | 18              |
| 33140 | 4           | \$20,000    | 27              |
| 33478 | 5           | \$13,200    | 4               |
| 33139 | 6           | \$10,500    | 43              |
| 33496 | 7           | \$10,000    | 71              |
| 33181 | 8           | \$9,000     | 29              |
| 33154 | 9           | \$8,945     | 24              |
| 33158 | 10          | \$8,500     | 7               |
| 33449 | 11          | \$8,000     | 17              |
| 33141 | 12          | \$7,800     | 45              |
| 33156 | 13          | \$7,750     | 55              |
| 33129 | 14          | \$7,750     | 26              |
| 33122 | 15          | \$7,500     | 1               |
| 33412 | 16          | \$7,400     | 35              |
| 33432 | 17          | \$7,275     | 32              |
| 33483 | 18          | \$7,000     | 56              |
| 33138 | 19          | \$6,995     | 63              |
| 33308 | 20          | \$6,900     | 31              |

# Least Expensive SF Asking Rent by County in January 2024

| Zip   | Index (Bottom) | Median Rent | Active Listings |
|-------|----------------|-------------|-----------------|
| 33066 | 1              | \$1,300     | 1               |
| 33476 | 2              | \$1,500     | 1               |
| 34946 | 3              | \$1,750     | 1               |
| 33493 | 4              | \$1,900     | 1               |
| 34950 | 5              | \$2,000     | 17              |
| 33313 | 6              | \$2,200     | 58              |
| 33316 | 7              | \$2,300     | 12              |
| 34952 | 8              | \$2,305     | 35              |
| 34947 | 9              | \$2,350     | 15              |
| 34982 | 10             | \$2,370     | 16              |
| 33319 | 11             | \$2,375     | 31              |
| 33404 | 12             | \$2,375     | 59              |
| 33351 | 13             | \$2,450     | 23              |
| 34981 | 14             | \$2,475     | 4               |
| 33417 | 15             | \$2,500     | 31              |
| 34983 | 16             | \$2,500     | 46              |
| 33311 | 17             | \$2,588     | 118             |
| 33409 | 18             | \$2,595     | 28              |
| 33034 | 19             | \$2,600     | 55              |
| 33035 | 20             | \$2,700     | 75              |

#### Y/Y Change in the Median Single-family Asking Rent in January 2024

(orange: y/y % increase; blue:y/y % decrease)



Source of data: Miami Association of Realtors®, RentalBeast



MIAMI Commercial serves South Florida commercial members shaping and unifying the commercial real estate brokerage and service industry. The largest commercial REALTOR® association in Florida, MIAMI Commercial has more than 3,400 members in Miami-Dade, Broward, Palm Beach, and Martin counties. MIAMI Commercial does 80% of the commercial MLS business in Miami-Dade and Broward.

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Teresa King Kinney is the association's Chief Executive Officer.



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Rental Beast is a leading real estate technology firm with an end-to-end SaaS platform designed to empower real estate professionals with the nation's most comprehensive database of nearly eleven million rental properties. Sourced directly from property owners and operators, updated in real-time, and offering a fulfillment-grade rental dataset, the Rental Beast listing database provides real estate professionals with an unparalleled view of the residential lease marketplace and the tools to transact using this information.

#### For questions or more information about this report, contact:

Gay Corororaton, Chief Economist gay@miamire.com

Chris Umpierre, Vice President of Communications chris@miamire.com

#### For questions about MIAMI commercial membership, events, or services, contact:

Danielle Blake, Chief of Commercial danielle@miamire.com

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