

# NAR Commercial Real Estate Metro Market Report | 2022.Q1

## Boston-Cambridge-Nashua, MA-NH

Core-Based Statistical Area Code: 14460

The Boston-Cambridge-Nashua, MA-NH commercial real estate market is stronger compared to the overall U.S. market.

NAR Commercial Real Estate Market Conditions Index\* 70.8

Overall economic conditions are stronger than nationally.  
 The apartment property market is stronger than nationally.  
 The office property market is stronger than nationally.  
 The industrial property market is about the same than nationally.  
 The retail property market is about the same than nationally.  
 The hotel/lodging property market is stronger than nationally.

### I. Economic and Demographic

Economic	Boston-Cambridge-Nashua, MA-NH			U.S.			
	2022 Q1 (March)	2021 Q4 (Dec)	2021 Q1 (March)	2022 Q1 (March)	2021 Q4 (Dec)	2021 Q1 (March)	
Total non-farm employment ('000)	2,735	2,739	2,597	149,912	150,352	143,308	
Y/Y chg.in nonfarm payroll employment ('000)	138	126	(189)	6,604	6,747	(6,644)	
Y/Y % chg. in nonfarm payroll employment	5.3%	4.8%	-6.8%	4.6%	4.7%	-4.4%	Job creation is stronger than nationally
Unemployment rate (%)	3.8%	4.5%	6.1%	3.6%	3.9%	6.0%	Unemployment rate is higher than nationally
Average weekly wages	\$1,456	\$1,447	\$1,371	\$1,099	\$1,092	\$1,049	
Wage growth, year-over-year	6.2%	3.7%	6.2%	4.7%	5.2%	6.9%	Wages are rising faster than nationally
	<b>2020</b>	<b>2019</b>	<b>2018</b>	<b>2020</b>	<b>2019</b>	<b>2018</b>	
GDP growth (%)	-3.4%	3.4%	4.3%	-3.4%	2.3%	2.9%	
	<b>2020</b>	<b>2019</b>	<b>2018</b>	<b>2020</b>	<b>2019</b>	<b>2018</b>	
<b>Demographic</b>							
Net domestic migration ('000)	(26.6)	(22.8)	(23.3)	0	0	0	Area is experiencing net domestic out-migration
Population ('000)	4,937	4,876	4,862	331,501	328,330	326,838	
Population growth (%)	1.24%	0.29%	0.35%	0.97%	0.46%	0.53%	Population is growing faster than nationally

### II. Multifamily

Demand indicators	Boston-Cambridge-Nashua, MA-NH			U.S.			
	2022 Q1	2021 Q4	2021 Q1	2022 Q1	2021 Q4	2021 Q1	
Vacancy rate	4.0%	4.3%	7.0%	4.9%	4.8%	6.0%	The area has a lower vacancy rate than nationally
Absorption of units over the quarter	1,317	2,068	3,519	58,097	61,951	187,113	
Absorption of units in past 12 months	13,989	16,191	6,432	568,362	697,378	498,721	
Absorption in past 12 months as % of inventory	5.9%	6.8%	2.9%	3.3%	4.1%	3.0%	The area has stronger absorption than nationally
Market asking rent per unit	\$2,600	\$2,529	\$2,342	\$1,587	\$1,553	\$1,425	
Market asking rent per unit, y/y % chg	11.0%	11.0%	-1.1%	11.4%	11.3%	2.4%	
Effective rent per unit	\$2,584	\$2,513	\$2,284	\$1,578	\$1,543	\$1,406	
Effective rent per unit, y/y % chg	13.1%	13.4%	-2.7%	12.2%	12.2%	1.8%	Rents are rising faster than nationally
Rent as a percent of 2-person annual wage income	20.4%	20.0%	19.2%	16.5%	16.3%	15.4%	Renting is less affordable than nationally
	<b>Supply indicators</b>						
Inventory	238,267	236,952	224,296	17,251,546	17,194,020	16,685,925	
Net delivered units in past 12 months	6,947	7,531	9,089	387,022	391,271	417,342	
Net delivered units, as % of inventory	2.9%	3.2%	4.1%	2.2%	2.3%	2.5%	
Units under construction	16,303	15,997	14,238	774,864	744,997	732,144	
Units under construction, as % of inventory	6.8%	6.8%	6.3%	4.5%	4.3%	4.4%	Construction is stronger than nationally
Ratio of jobs created to net delivered units (as of latest available month of the quarter)	19.8	16.7	(20.8)	17.1	17.2	(15.9)	More jobs per delivered units than nationally
	<b>Sales transactions</b>						
Total investment acquisitions (in million \$)	\$719	\$1,659	\$693	\$50,395	\$113,844	\$30,199	Sales transactions are not rising as fast than nationally
Transaction sales price per unit	\$359,670	\$423,309	\$323,821	\$220,078	\$227,367	\$157,676	Prices are not rising as fast than nationally
Market cap rate	4.3%	4.3%	4.4%	5.1%	5.1%	5.2%	Cap rates are lower than nationally

### III. Office

Demand indicators	Boston-Cambridge-Nashua, MA-NH			U.S.			
	2022 Q1	2021 Q4	2021 Q1	2022 Q1	2021 Q4	2021 Q1	
Vacancy rate	9.4%	9.6%	9.3%	12.2%	12.1%	11.7%	The area has a lower vacancy rate than nationally
Absorption in sq.ft. over the quarter	1,416,731	1,964,682	(2,846,788)	3,410,230	11,127,334	(43,926,356)	
Absorption in sq.ft. over 12 months	2,936,106	(1,327,413)	(6,416,258)	5,610,472	(41,726,112)	(119,807,672)	
Absorption in past 12 months as % of inventory	0.9%	-0.4%	-2.0%	0.1%	-0.6%	-1.7%	The area has stronger absorption than nationally
Market rent per sq.ft.	\$41.2	\$41.2	\$40.6	\$34.7	\$34.6	\$34.4	
Market rent growth, y/y % chg.	1.4%	1.3%	-1.5%	0.8%	0.4%	-2.1%	Rents are rising faster than nationally
Y/Y chg.in professional/business services jobs ('000) (as of latest available month of the quarter)	29.2	23.9	(11.7)	1,153	1,161	(283)	Stronger office job creation than nationally
	<b>Supply indicators</b>						
Inventory in sq. ft.	328,527,744	327,111,008	325,550,592	7,256,351,232	7,252,931,072	7,250,434,560	
Net delivered over 12 months, in sq.ft.	3,672,418	2,917,423	1,439,804	54,741,303	57,123,296	47,997,877	More delivered space relative to inventory than nationally
Net delivered units, as % of inventory	1.1%	0.9%	0.4%	0.8%	0.8%	0.7%	
Under construction in sq.ft.	15,952,076	16,190,804	13,393,058	143,665,184	143,194,512	153,944,000	
Under construction, as % of inventory	4.9%	4.9%	4.1%	2.0%	2.0%	2.1%	Construction activity is more robust than nationally
	<b>Sales transactions</b>						
Total investment acquisitions (in million \$)	\$1,899	\$3,986	\$4,959	\$26,711	\$35,335	\$17,487	Sales transactions are not rising as fast than nationally
Transaction sale price per sq.ft.	\$470	\$566	\$1,025	\$324	\$295	\$325	Prices are not rising as fast than nationally
Market cap rate	5.9%	5.9%	6.0%	7.0%	7.0%	7.0%	Cap rates are lower than nationally

- Some data may not be available for the quarter

# NAR Commercial Real Estate Metro Market Report | 2022.Q1

## Boston-Cambridge-Nashua, MA-NH

Core-Based Statistical Area Code: 14460

### IV. Industrial

	Boston-Cambridge-Nashua, MA-NH			U.S.			
	2022 Q1	2021 Q4	2021 Q1	2022 Q1	2021 Q4	2021 Q1	
<b>Demand indicators</b>							
Vacancy rate	3.9%	4.4%	4.7%	4.1%	4.2%	5.3%	<i>The area has lower vacancy rate than nationally</i>
Absorption in sq.ft. over the quarter	1,554,167	828,025	270,055	98,463,552	139,649,760	92,218,864	
Absorption in sq.ft. over 12 months	3,368,433	2,084,321	449,838	521,957,216	515,712,512	267,819,536	
Absorption in past 12 months as % of inventory	1.0%	0.6%	0.1%	3.1%	3.1%	1.6%	<i>The area has lower absorption than nationally</i>
Market rent per sq.ft.	\$13.7	\$13.2	\$12.4	\$10.2	\$9.9	\$9.2	
Market rent growth, y/y % chg.	10.5%	8.0%	5.4%	11.0%	9.3%	5.5%	<i>Rent growth is slower than nationally</i>
<b>Supply indicators</b>							
Inventory in sq. ft.	340,081,120	338,526,944	336,614,176	16,970,607,616	16,872,123,392	16,448,452,608	
Net delivered over 12 months, in sq.ft.	481,404	1,471,780	(77,677)	316,015,277	299,570,240	290,668,397	
Net delivered units, as % of inventory	0.1%	0.4%	0.0%	1.9%	1.8%	1.8%	<i>Less deliveries relative to inventory than nationally</i>
Under construction in sq.ft.	6,733,977	6,031,597	3,956,067	591,536,384	531,512,224	391,175,904	
Under construction, as % of inventory	2.0%	1.8%	1.2%	3.5%	3.2%	2.4%	<i>Less delivered space relative to inventory than nationally</i>
<b>Sales transactions</b>							
Total investment acquisitions (in million \$)	\$500	\$1,993	\$700	\$21,817	\$51,629	\$16,323	<i>Sales transactions are not rising as fast as nationally</i>
Transaction sale price per sq.ft.	\$158	\$192	\$116	\$140	\$136	\$105	<i>Prices are rising faster nationally</i>
Market cap rate	6.1%	6.1%	6.3%	6.3%	6.3%	6.3%	<i>Cap rates are lower than nationally</i>

### V. Retail

	Boston-Cambridge-Nashua, MA-NH			U.S.			
	2022 Q1	2021 Q4	2021 Q1	2022 Q1	2021 Q4	2021 Q1	
<b>Demand indicators</b>							
Vacancy rate	2.8%	2.9%	3.2%	4.5%	4.7%	5.1%	<i>The area has a lower vacancy rate than nationally</i>
Absorption in sq.ft. over the quarter	209,532	358,969	117,056	24,405,304	24,416,072	3,996,477	
Absorption in sq.ft. over 12 months	1,439,922	1,347,446	(216,572)	94,035,968	73,627,144	(22,757,808)	
Absorption in past 12 months as % of inventory	0.6%	0.6%	-0.1%	0.8%	0.7%	-0.2%	<i>The area has lower absorption than nationally</i>
Market rent per sq.ft.	\$25.0	\$24.8	\$24.5	\$22.9	\$22.6	\$22.0	
Market rent growth, y/y % chg.	2.3%	0.7%	-2.8%	3.9%	3.1%	1.1%	<i>Rent growth is slower than nationally</i>
Y/Y chg. in retail trade payroll employment ('000) (as of latest available month of the quarter)	-	-	-	570.90	382.90	(187.70)	
<b>Supply indicators</b>							
Inventory in sq. ft.	238,015,024	237,805,504	236,575,104	11,256,099,840	11,231,675,392	11,161,937,920	
Net delivered over 12 months, in sq.ft.	670,806	754,862	667,720	19,624,738	21,905,704	37,703,262	<i>Relatively more units delivered than nationally</i>
Net delivered units, as % of inventory	0.3%	0.3%	0.3%	0.2%	0.2%	0.3%	<i>More delivered space relative to inventory than nationally</i>
Under construction in sq.ft.	853,810	931,703	1,186,434	54,194,816	56,052,512	54,297,696	
Under construction, as % of inventory	0.4%	0.4%	0.5%	0.5%	0.5%	0.5%	<i>Construction activity is slower than nationally</i>
<b>Sales transactions</b>							
Total investment acquisitions (in million \$)	\$515	\$963	\$427	\$22,755	\$33,245	\$12,773	<i>Sales transactions are not rising as fast than nationally</i>
Transaction sale price per sq.ft.	\$275	\$238	\$287	\$219	\$226	\$182	<i>Prices are not rising as fast than nationally</i>
Market cap rate	6.2%	6.2%	6.3%	6.8%	6.8%	6.8%	<i>Cap rates are lower than nationally</i>

### VI. Hotel/Lodging

	Boston-Cambridge-Nashua, MA-NH			U.S.			
	2022 Q1 (March)	2021 Q4 (Dec)	2021 Q1 (March)	2022 Q1 (March)	2021 Q4 (Dec)	2021 Q1 (March)	
Leisure and hospitality payroll workers ('000)	226.4	229.6	179.5	14,939	14,804	12,876	
Y/Y change ('000)	46.9	52.0	(75.3)	2,063.0	2,337.0	(2,869.0)	<i>Job creation in the leisure industry is stronger than nationally</i>
% share to nonfarm payroll employment	8.3%	8.4%	6.9%	10.0%	9.8%	9.0%	<i>Lower fraction of workers in leisure industry than nationally</i>

- Some data may not be available for the quarter

Sources of data used: CoStar®, US Census Bureau, US Bureau of Labor Statistics, and US Bureau of Economic Analysis.

\*An index below 50 means local market conditions are weaker than nationally, above 50 means local market conditions are stronger, and 50 means local market conditions are about the same as nationally.

NAR derived the index by assigning 1 point for each indicator where local market conditions are better than the national (US) condition.

The total points for each local market are divided by the number of variables that are available at the local area, with 25 indicators if all the data are available. The fraction is multiplied by 100 to get the index.

Economic data may not be available for all markets. In some submarkets or metropolitan divisions (e.g., Long Island) reported by CoStar®, the economic data that is reported (e.g. employment) is of the metropolitan area (New York-Newark-Jersey City). The 390 markets in this report are based on the CoStar® market areas.

NAR reserves the right to add new variables or drop variables that comprise the index based on its analysis of variables that impact market trends.

Market cap rate is based on CoStar proprietary model that is based on both sales transaction cap rates and modeled cap rates based on characteristics of comparable properties in the geographic area.

Data may not be available for some markets or property types.

For information about this report, email data@nar.realtor.

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# NAR Commercial Real Estate Metro Market Report | 2022.Q1

## Manchester, NH

Core-Based Statistical Area Code:

31700

The Manchester, NH commercial real estate market is not as strong compared to the overall U.S. market.

NAR Commercial Real Estate Market Conditions Index\*

36.0

Overall economic conditions are not as strong than nationally.  
 The apartment property market is about the same than nationally.  
 The office property market is not as strong than nationally.  
 The industrial property market is not as strong than nationally.  
 The retail property market is not as strong than nationally.  
 The hotel/lodging property market is stronger than nationally.

### I. Economic and Demographic

Economic	Manchester, NH			U.S.			
	2022 Q1 (March)	2021 Q4 (Dec)	2021 Q1 (March)	2022 Q1 (March)	2021 Q4 (Dec)	2021 Q1 (March)	
Total non-farm employment ('000)	111	111	109	149,912	150,352	143,308	
Y/Y chg.in nonfarm payroll employment ('000)	2	3	(7)	6,604	6,747	(6,644)	
Y/Y % chg. in nonfarm payroll employment	2.0%	2.5%	-5.6%	4.6%	4.7%	-4.4%	Job creation is weaker than nationally
Unemployment rate (%)	2.4%	2.9%	4.0%	3.6%	3.9%	6.0%	Unemployment rate is lower than nationally
Average weekly wages	\$1,223	\$1,190	\$1,198	\$1,099	\$1,092	\$1,049	
Wage growth, year-over-year	2.0%	2.8%	17.0%	4.7%	5.2%	6.9%	Wages are rising at a slower pace than nationally
	2020	2019	2018	2020	2019	2018	
GDP growth (%)	-0.1%	1.9%	3.3%	-3.4%	2.3%	2.9%	
	2020	2019	2018	2020	2019	2018	
Demographic							
Net domestic migration ('000)	(0.7)	0.6	(0.6)	0	0	0	Area is experiencing net domestic out-migration
Population ('000)	423	418	415	331,501	328,330	326,838	
Population growth (%)	1.19%	0.68%	0.33%	0.97%	0.46%	0.53%	Population is growing faster than nationally

### II. Multifamily

Demand indicators	Manchester, NH			U.S.			
	2022 Q1	2021 Q4	2021 Q1	2022 Q1	2021 Q4	2021 Q1	
Vacancy rate	1.6%	1.7%	2.1%	4.9%	4.8%	6.0%	The area has a lower vacancy rate than nationally
Absorption of units over the quarter	20	(44)	233	58,097	61,951	187,113	
Absorption of units in past 12 months	288	501	729	568,362	697,378	498,721	
Absorption in past 12 months as % of inventory	1.4%	2.4%	3.5%	3.3%	4.1%	3.0%	The area has lower absorption than nationally
Market asking rent per unit	\$1,779	\$1,726	\$1,562	\$1,587	\$1,553	\$1,425	
Market asking rent per unit, y/y % chg	13.9%	13.0%	5.9%	11.4%	11.3%	2.4%	
Effective rent per unit	\$1,773	\$1,722	\$1,558	\$1,578	\$1,543	\$1,406	
Effective rent per unit, y/y % chg	13.8%	13.1%	6.1%	12.2%	12.2%	1.8%	Rents are rising faster than nationally
Rent as a percent of 2-person annual wage income	16.7%	16.7%	15.0%	16.5%	16.3%	15.4%	Renting is less affordable than nationally
	2020	2019	2018	2020	2019	2018	
Supply indicators							
Inventory	21,106	21,067	20,799	17,251,546	17,194,020	16,685,925	
Net delivered units in past 12 months	173	173	133	387,022	391,271	417,342	
Net delivered units, as % of inventory	0.8%	0.8%	0.6%	2.2%	2.3%	2.5%	
Units under construction	415	415	266	774,864	744,997	732,144	
Units under construction, as % of inventory	2.0%	2.0%	1.3%	4.5%	4.3%	4.4%	Construction is weaker than nationally
Ratio of jobs created to net delivered units (as of latest available month of the quarter)	12.7	15.6	(48.9)	17.1	17.2	(15.9)	Fewer jobs per delivered units than nationally
	2020	2019	2018	2020	2019	2018	
Sales transactions							
Total investment acquisitions (in million \$)	\$124	\$53	\$7	\$50,395	\$113,844	\$30,199	Sales transactions are rising faster than nationally
Transaction sales price per unit	\$266,120	\$122,395	\$120,317	\$220,078	\$227,367	\$157,676	Prices are rising faster nationally
Market cap rate	5.6%	5.6%	5.8%	5.1%	5.1%	5.2%	Cap rates are higher than nationally

### III. Office

Demand indicators	Manchester, NH			U.S.			
	2022 Q1	2021 Q4	2021 Q1	2022 Q1	2021 Q4	2021 Q1	
Vacancy rate	8.0%	6.7%	7.0%	12.2%	12.1%	11.7%	The area has a lower vacancy rate than nationally
Absorption in sq.ft. over the quarter	(248,292)	26,947	(7,945)	3,410,230	11,127,334	(43,926,356)	
Absorption in sq.ft. over 12 months	(170,266)	70,081	(256,715)	5,610,472	(41,726,112)	(119,807,672)	
Absorption in past 12 months as % of inventory	-0.9%	0.4%	-1.4%	0.1%	-0.6%	-1.7%	The area has lower absorption than nationally
Market rent per sq.ft.	\$17.5	\$17.5	\$17.4	\$34.7	\$34.6	\$34.4	
Market rent growth, y/y % chg.	0.9%	0.7%	0.9%	0.8%	0.4%	-2.1%	Rents are rising faster than nationally
Y/Y chg.in professional/business services jobs ('000) (as of latest available month of the quarter)	1.3	0.7	(0.9)	1,153	1,161	(283)	Stronger office job creation than nationally
	2020	2019	2018	2020	2019	2018	
Supply indicators							
Inventory in sq. ft.	17,964,154	18,212,446	18,134,420	7,256,351,232	7,252,931,072	7,250,434,560	
Net delivered over 12 months, in sq.ft.	24,800	-	37,480	54,741,303	57,123,296	47,997,877	
Net delivered units, as % of inventory	0.1%	-	0.2%	0.8%	0.8%	0.7%	More delivered space relative to inventory than nationally
Under construction in sq.ft.	-	9,800	15,000	143,665,184	143,194,512	153,944,000	
Under construction, as % of inventory	-	0.1%	0.1%	2.0%	2.0%	2.1%	
	2020	2019	2018	2020	2019	2018	
Sales transactions							
Total investment acquisitions (in million \$)	\$44	\$28	\$9	\$26,711	\$35,335	\$17,487	Sales transactions are rising faster than nationally
Transaction sale price per sq.ft.	\$283	\$55	\$72	\$324	\$295	\$325	Prices are rising faster nationally
Market cap rate	9.0%	9.0%	9.0%	7.0%	7.0%	7.0%	Cap rates are higher than nationally

- Some data may not be available for the quarter

# NAR Commercial Real Estate Metro Market Report | 2022.Q1

## Manchester, NH

Core-Based Statistical Area Code:

31700

### IV. Industrial

	Manchester, NH			U.S.			
	2022 Q1	2021 Q4	2021 Q1	2022 Q1	2021 Q4	2021 Q1	
<b>Demand indicators</b>							
Vacancy rate	4.4%	4.8%	6.5%	4.1%	4.2%	5.3%	<i>The area has higher vacancy rate than nationally</i>
Absorption in sq.ft. over the quarter	186,921	648,917	(112,575)	98,463,552	139,649,760	92,218,864	
Absorption in sq.ft. over 12 months	921,853	622,357	(400,061)	521,957,216	515,712,512	267,819,536	
Absorption in past 12 months as % of inventory	2.2%	1.5%	-1.0%	3.1%	3.1%	1.6%	<i>The area has lower absorption than nationally</i>
Market rent per sq.ft.	\$9.3	\$9.1	\$8.6	\$10.2	\$9.9	\$9.2	
Market rent growth, y/y % chg.	7.7%	7.4%	6.6%	11.0%	9.3%	5.5%	<i>Rent growth is slower than nationally</i>
<b>Supply indicators</b>							
Inventory in sq. ft.	41,416,756	41,229,836	40,494,904	16,970,607,616	16,872,123,392	16,448,452,608	
Net delivered over 12 months, in sq.ft.	10,022	10,022	-	316,015,277	299,570,240	290,668,397	
Net delivered units, as % of inventory	0.0%	0.0%	-	1.9%	1.8%	1.8%	<i>Less deliveries relative to inventory than nationally</i>
Under construction in sq.ft.	215,010	215,010	256,768	591,536,384	531,512,224	391,175,904	
Under construction, as % of inventory	0.5%	0.5%	0.6%	3.5%	3.2%	2.4%	<i>Less delivered space relative to inventory than nationally</i>
<b>Sales transactions</b>							
Total investment acquisitions (in million \$)	\$28	\$56	\$45	\$21,817	\$51,629	\$16,323	<i>Sales transactions are not rising as fast as nationally</i>
Transaction sale price per sq.ft.	\$43	\$72	\$93	\$140	\$136	\$105	<i>Prices are not rising as fast than nationally</i>
Market cap rate	7.3%	7.3%	7.4%	6.3%	6.3%	6.3%	<i>Cap rates are higher than nationally</i>

### V. Retail

	Manchester, NH			U.S.			
	2022 Q1	2021 Q4	2021 Q1	2022 Q1	2021 Q4	2021 Q1	
<b>Demand indicators</b>							
Vacancy rate	2.7%	2.7%	3.4%	4.5%	4.7%	5.1%	<i>The area has a lower vacancy rate than nationally</i>
Absorption in sq.ft. over the quarter	(12,330)	(66,071)	109,269	24,405,304	24,416,072	3,996,477	
Absorption in sq.ft. over 12 months	134,149	255,748	(95,451)	94,035,968	73,627,144	(22,757,808)	
Absorption in past 12 months as % of inventory	0.5%	0.9%	-0.3%	0.8%	0.7%	-0.2%	<i>The area has lower absorption than nationally</i>
Market rent per sq.ft.	\$17.7	\$17.5	\$17.4	\$22.9	\$22.6	\$22.0	
Market rent growth, y/y % chg.	1.7%	1.1%	1.3%	3.9%	3.1%	1.1%	<i>Rent growth is slower than nationally</i>
Y/Y chg.in retail trade payroll employment ('000) (as of latest available month of the quarter)	(0.50)	(0.80)	(0.10)	570.90	382.90	(187.70)	<i>The area has stronger retail trade job creation than nationally</i>
<b>Supply indicators</b>							
Inventory in sq. ft.	28,249,894	28,262,224	28,115,744	11,256,099,840	11,231,675,392	11,161,937,920	
Net delivered over 12 months, in sq.ft.	-57,617	-24,525	-96,073	19,624,738	21,905,704	37,703,262	<i>Relatively more units delivered than nationally</i>
Net delivered units, as % of inventory	-0.2%	-0.1%	-0.3%	0.2%	0.2%	0.3%	<i>Less delivered space relative to inventory than nationally</i>
Under construction in sq.ft.	238,000	233,000	12,125	54,194,816	56,052,512	54,297,696	
Under construction, as % of inventory	0.8%	0.8%	0.0%	0.5%	0.5%	0.5%	<i>Construction activity is more robust than nationally</i>
<b>Sales transactions</b>							
Total investment acquisitions (in million \$)	\$34	\$39	\$8	\$22,755	\$33,245	\$12,773	<i>Sales transactions are rising faster than nationally</i>
Transaction sale price per sq.ft.	\$159	\$202	\$111	\$219	\$226	\$182	<i>Prices are rising faster nationally</i>
Market cap rate	8.0%	8.0%	7.9%	6.8%	6.8%	6.8%	<i>Cap rates are higher than nationally</i>

### VI. Hotel/Lodging

	2022 Q1 (March)	2021 Q4 (Dec)	2021 Q1 (March)	2022 Q1 (March)	2021 Q4 (Dec)	2021 Q1 (March)	
Leisure and hospitality payroll workers ('000)	9.2	9.3	8.1	14,939	14,804	12,876	
Y/Y change ('000)	1.1	1.5	(1.8)	2,063.0	2,337.0	(2,869.0)	<i>Job creation in the leisure industry is stronger than nationally</i>
% share to nonfarm payroll employment	8.3%	8.4%	7.4%	10.0%	9.8%	9.0%	<i>Lower fraction of workers in leisure industry than nationally</i>

- Some data may not be available for the quarter

Sources of data used: CoStar®, US Census Bureau, US Bureau of Labor Statistics, and US Bureau of Economic Analysis.

\*An index below 50 means local market conditions are weaker than nationally, above 50 means local market conditions are stronger, and 50 means local market conditions are about the same as nationally.

NAR derived the index by assigning 1 point for each indicator where local market conditions are better than the national (US) condition.

The total points for each local market are divided by the number of variables that are available at the local area, with 25 indicators if all the data are available. The fraction is multiplied by 100 to get the index.

Economic data may not be available for all markets. In some submarkets or metropolitan divisions (e.g., Long Island) reported by CoStar®, the economic data that is reported (e.g. employment) is of the metropolitan area

(New York-Newark-Jersey City). The 390 markets in this report are based on the CoStar® market areas.

NAR reserves the right to add new variables or drop variables that comprise the index based on its analysis of variables that impact market trends.

Market cap rate is based on CoStar proprietary model that is based on both sales transaction cap rates and modeled cap rates based on characteristics of comparable properties in the geographic area.

Data may not be available for some markets or property types.

For information about this report, email data@nar.realtor.

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