



www.multi-housingnews.com

April 2022

Secrets Of Top Leasing Agents

Multifamily Leasing Pros
Share Their Best Tips

Doubling Down
On Single Family

The Struggle to Grow
The Affordable Supply

Efficient Products
That Save Space



CONTENTS



APRIL 2022

- 4 EDITOR'S NOTE PEOPLE PLEASERS
- 6 MARKET PULSE MULTIFAMILY STARTS AND INVESTMENT DATA
- 10 TRANSACTIONS MAJOR SALES AND FINANCING DEALS
- 12 MARKETING: SECRETS OF TOP LEASING AGENTS MULTIFAMILY LEASING PROS SHARE THEIR BEST TIPS
- 14 FINANCE: DOUBLING DOWN ON SINGLE FAMILY LENDERS FLOCK TO FUND THE SFR GOLD RUSH
- 16 DEVELOPMENT: BUILDING UP AFFORDABLE CREATIVE SOLUTIONS FOR GROWING THE SUPPLY
- 18 PRODUCTS: ABUNDANT ADD-ONS CONVENIENCE, EFFICIENCY AND FLEXIBILITY FOR KITCHEN AND BATH
- 20 PERSPECTIVES CITY PAGES, TOP 5 EMERGING MULTIFAMILY MARKETS, TRANSACTIONS AND THE MHN POLL



16



18

ON THE COVER: Image by ETraveler/iStockphoto.com

SIGN UP FOR YOUR FREE SUBSCRIPTION

Multi-Housing News (ISSN 0146-0919; USPS 891-580), Vol. 56, No. 4, April 2022, is produced 12 times annually by Yardi Systems, Inc., One Grand Central Place, 60 E. 42nd Street, Suite 2130, New York, NY 10165. One-year digital edition subscriptions, newsletter subscriptions, changes of address and other customer inquiries can be completed at www.multi-housingnews.com.

Copyright 2022 by Yardi Systems, Inc. All rights reserved. Multi-Housing News editorial and advertising offices: One Grand Central Place, 60 E. 42nd Street, Suite 2130, New York, NY 10165.

ADVERTISING/EDITORIAL REPRINTS & PERMISSIONS: Reprints of editorial or ads can be used as effective marketing tools. Permission for one-time digital or printed use of our content—including full articles, excerpts or charts—may be acquired by contacting Anastasia Stover of The YGS Group at 717-430-2268 or anastasia.stover@theygsgroup.com.

Abundant Add-Ons

Convenience, efficiency and flexibility are hallmarks of this month's selections. Whether for kitchen or bath, they offer space-saving storage and easy operation.

BY DENILE DOYLE

Uplifted Vanity

Kohler's Robern Tech TUN is a no-swing vanity that can be integrated into smaller spaces because of its vertical opening design. Touch controls on the mirror change the light temperature from cool to warm. The mirror also has a built-in defogger with a timer. LED lighting can be programmed to preferred brightness or dim levels. The cabinet opens easily with two-finger lifting via ergonomic handles.

Its interior stores USB charging ports, electrical outlets and adjustable shelves. (www.kohlercompany.com)

Image courtesy of Kohler





Built With Character

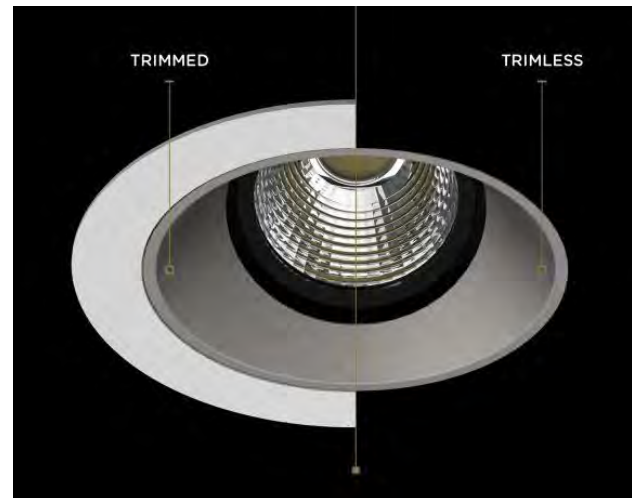
The Ruvati epiCast sink series is made from 80 percent crushed granite and includes add-ons like a stainless steel rinse grid, a drain basket, a cutting board and a foldable drying rack. Built-in ledges store accessories out of the way. The sink basin measures 9 inches deep and features rounded inside corners. The interior surface is also scratch-resistant and can withstand temperatures as high as 536 degrees Fahrenheit. epiCast is available in three matte colors: white, black and gray. (www.ruvati.com)

Image courtesy of Ruvati

Spacious Cooking and Storage

Frigidaire’s Gallery single- and double-wall ovens don’t require preheating and are designed with a convection system and 15-plus cooking methods, including air fry, steam bake and slow cook. Both ovens feature a touchscreen display, a tinted glass window and a capacity of 5.3 cubic feet. The manufacturer’s latest refrigerator includes in-door condiment storage and a Custom-Flex Temp drawer that converts from a fridge to a freezer with the touch of a button. (www.frigidaire.com)

Image courtesy of Frigidaire



Synchronized Lighting

Customizable Crestron LED light fixtures are adjustable by hue, saturation, color temperature and intensity. Users can toggle between modes such as white light and wellness. Fixtures may be preset to illuminate specific areas with the optimal light temperature. Crestron LED lights are available in multiple configurations, including adjustable, wall wash, fixed frame, pinhole fixtures, multiple enclosure options and square or round trims. (www.crestron.com)

Image courtesy of Crestron

View the Product Gallery