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Leasing offices were asked:

Have tenants *inquired* about reduced or waived rent?

Rent Requests	Properties Responding	%	Units Represented
No Requests	139	32.6%	15,245
Reduced Rent	104	24.4%	13,394
Payment Plan	79	18.5%	13,353
Reduced Rent; Waived Rent	54	12.7%	11,325
Reduced Rent; Waived Rent; Payment Plan	23	5.4%	4,497
Reduced Rent; Payment Plan	20	4.7%	4,206
Waived Rent; Payment Plan	4	0.9%	1,232
Waived Rent	2	0.5%	200
No Requests; Payment Plan	1	0.2%	---
Total	426	100.0%	63,532

Properties could select more than one answer.

Note: the above represents the number of properties that have received *at least one* inquiry about rent flexibility, and *does not* represent the number of *tenants* who have inquired.

In speaking further with property managers, they indicated that many inquiries were *proactive*, meaning that tenants asked about the possibility of rent flexibility in advance of possible job or income loss.

On the next slide, we present the number of tenants receiving waived or reduced rent, or a payment plan.

Use these slicers to chose which geographies to display.

- County**
- King County
 - Kitsap County
 - Pierce County
 - Snohomish County
 - Thurston County

- Submarket**
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[Sign up here for updates on our COVID-19 coverage.](#)

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On April 8th, we began asking Properties how many tenants had applied for Reduced Rent, Waived Rent, or Payment Plans-- and how many tenants have been granted one of these.

Here are our results.

Reduced Rent

57
Properties Responding

1,238
Tenants Applied

0
Tenants Granted

0%
% Granted

Waived Rent

34
Properties Responding

200
Tenants Applied

0
Tenants Granted

0%
% Granted

Payment Plan

84
Properties Responding

712
Tenants Applying

629
Tenants Granted

88%
% Granted

Payment Plans

88%

of tenants who applied for a Payment Plan received one.

In speaking further with leasing offices and management companies tenants who are seeking payment plans need to show proof of hardship due to COVID-19.

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Leasing offices were asked: Are you currently offering concessions, and if so, what type?

Respondents could select more than one answer.

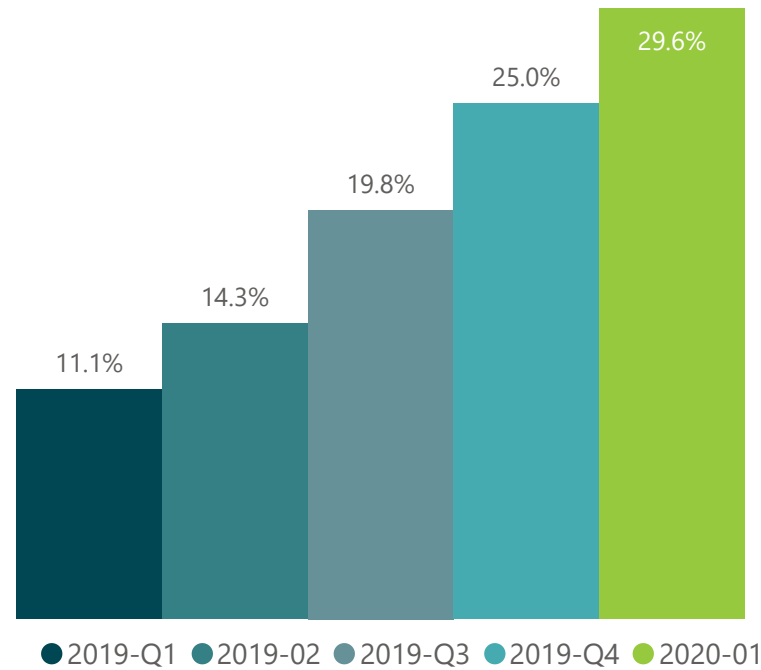
County King County Kitsap County Pierce County Snohomish County Thurston County

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Concessions	Properties Responding	%	Units Represented
No	293	70.4%	33,561
Two to three weeks free rent	19	4.6%	2,387
Four weeks free rent	14	3.4%	2,714
Reduced deposit	14	3.4%	3,700
Four weeks free rent;Select Units Only	11	2.6%	2,716
One week free rent	9	2.2%	1,466
Reduced deposit;Select Units Only	6	1.4%	2,301
Six weeks free rent	6	1.4%	857
\$1000 off move in	4	1.0%	680
Other	4	1.0%	368
Two to three weeks free rent;Select Units Only	4	1.0%	827
\$500 off move in	3	0.7%	526
Free parking	3	0.7%	458
Two to three weeks free rent;Reduced deposit	3	0.7%	577
Four weeks free rent;Reduced deposit	2	0.5%	626
Four weeks free rent;Reduced deposit;Select Units Only	2	0.5%	1,095
Four weeks free rent;Six weeks free rent	2	0.5%	436
Gift Card	2	0.5%	379
six weeks free rent;Free parking	2	0.5%	278
\$500 off move in;Other	1	0.2%	---
Total	416	100.0%	58,815

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Concessions History
 % of Properties Offering Concessions



The above results were collected as part of our quarterly surveys from March-2020 to March-2020 survey, currently underway. These results show a steady increase in the number of properties offering concessions of any type during this time.

Note: We added included Thurston County to our current survey cycle, therefore we don't have Thurston County data to present for previous quarters.

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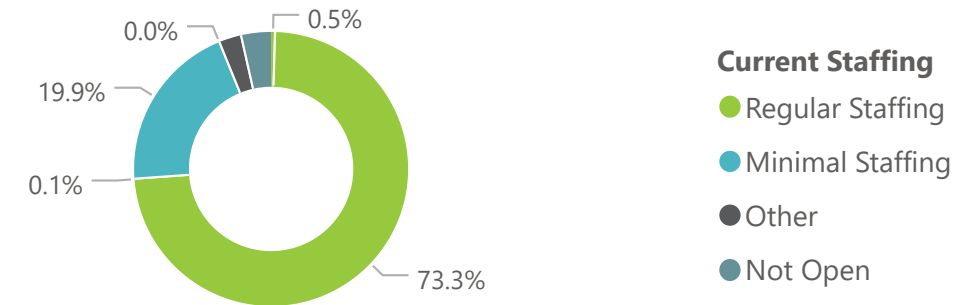
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Leasing offices were asked:

Are your leasing offices currently staffed and open?

Current Staffing	Properties Responding	%	Units Represented
Regular Staffing	303	72.5%	47,392
Minimal Staffing	74	17.7%	12,896
Other	25	6.0%	1,689
Not Open	16	3.8%	2,277
Total	418	100.0%	64,254

Are your leasing offices currently staffed and open?



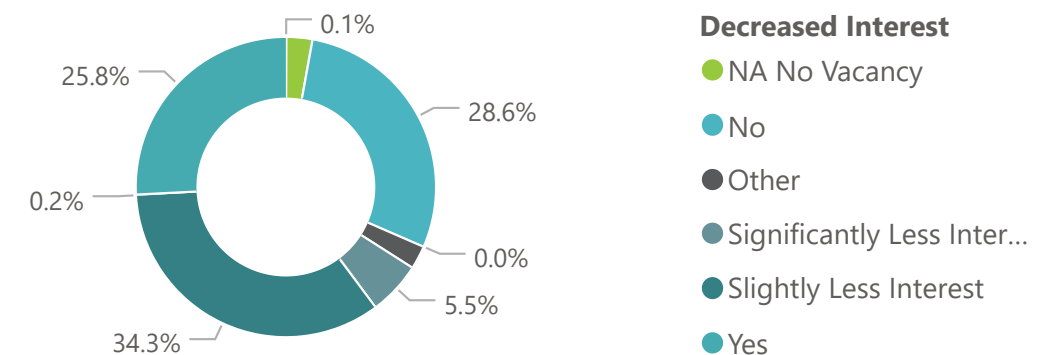
Respondents could select only one answer.

Leasing offices were asked:

Are you experiencing a decrease in leasing interest?

Decreased Interest	Properties Responding	%	Units Represented
NA No Vacancy	33	8.8%	1,474
No	92	24.4%	16,029
Other	10	2.7%	1,393
Significantly Less Interest	17	4.5%	3,082
Slightly Less Interest	140	37.1%	19,171
Yes	85	22.5%	14,436
Total	377	100.0%	55,585

Are you experiencing a decrease in leasing interest?



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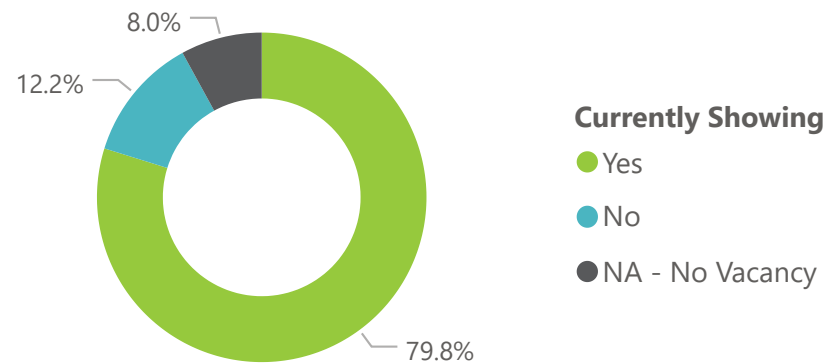
Leasing offices were asked:

Are you currently showing apartments?

Currently Showing	Properties Responding	%	Units Represented
Yes	320	79.8%	55,670
No	49	12.2%	4,518
NA - No Vacancy	32	8.0%	1,328
Total	401	100.0%	61,516

Respondents could select only one answer.

Are you currently showing apartments?



Leasing offices were asked:

If so, how are you showing?

Showing How	Properties Responding	%	Units Represented
Online or Virtual Tours	178	76.1%	38,915
By Appointment Only	23	9.8%	2,323
By Appointment Only; Online or Virtual Tours	14	6.0%	2,241
Other	6	2.6%	1,208
Walk-ins	6	2.6%	606
Online or Virtual Tours; Other	4	1.7%	733
By Appointment Only; Online or Virtual Tours; Other	1	0.4%	---
Walk-ins; By Appointment Only; Online or Virtual Tours	1	0.4%	---
Walk-ins; Online or Virtual Tours	1	0.4%	---
Total	234	100.0%	46,291

Respondents could select more than one answer.

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Leasing offices were asked:

Have tenants begun moving out because of the COVID-19 crisis?

Move Outs	Properties Responding	%	Units Represented
No	325	88.3%	46,162
Yes	41	11.1%	8,019
Yes; Other	2	0.5%	95
Total	368	100.0%	54,276

Respondents could select more than one answer.

Have tenants begun moving out because of the COVID-19 crisis?

