

DECEMBER 2025

DECATUR

ATLANTA MULTIFAMILY

Submarket metrics and benchmarks: rent, inventory, new supply and sales

OVERVIEW

The Decatur submarket encompasses 15 properties totaling 2,538 units with current occupancy standing at 95.9% in December 2025. The submarket features mixed vintage inventory with approximately 60% of units built within the past 20 years and serves as a stable residential area with limited new development activity.

MARKET SNAPSHOT

The submarket contains 15 properties with 2,538 units, characterized by B average improvements and B+ average location ratings. Occupancy stood at 95.9% in December 2025, ranking fourth among 76 submarkets within the Atlanta metropolitan area. Average rents reached \$2,007, ranking eighth among 72 submarkets.

The inventory consists of mixed vintage, with approximately 60% of units built within the past 20 years. The development pipeline totals six properties representing 1,230 units across all phases. The submarket primarily serves workforce renters with conventional amenity packages and proximity to downtown Atlanta employment centers.

SUPPLY & DEVELOPMENT

The submarket shows no projected completions for 2025 or 2026, following a period of measured growth. Over the past five years, the submarket added 194 units for 8.28% growth, ranking 54th among 67 submarkets with development activity. The development pipeline includes one property under construction with 370 units scheduled for January 2027 completion.

Halo East Decatur by Northwood Ravin represents the sole active construction project. One planned property—750 Commerce Drive with 358 units by Pope & Land Enterprises—awaits approval, while four prospective properties totaling 502 units remain in early planning stages, with 58 designated as affordable housing.

RENTAL PERFORMANCE DATA

Average rental rates in Decatur reached \$2,007 in December 2025, ranking eighth among 72 submarkets within the Atlanta metropolitan area. The submarket demonstrated solid year-over-year rent growth of 2.9%, ranking eighth in growth metrics. Rental rates are expected to show modest gains through year-end 2025.

One-bedroom units, representing 1,502 units of inventory, posted 2.8% annual growth to reach \$1,823 in the fourth quarter of 2025. Two-bedroom apartments showed stronger momentum with 3.5% year-over-year increases to \$2,361, while three-bedroom units experienced declines of 4.8% to \$2,594. Occupancy stood at 95.9%, ranking fourth among 76 submarkets.

Current trajectory indicates continued occupancy gains through year-end 2025.

TRANSACTION ACTIVITY

Sales activity has been limited, averaging 0.8 properties sold annually over the past five years, ranking 65th among 76 submarkets for transaction volume. The average sale price reached \$209,000 per unit, placing the submarket 29th in valuation. Recent transactions include Philips Tower's \$25.99 million sale at \$117,000 per unit in February 2025 to Hallmark Company and Camellia's \$10.93 million sale at \$171,000 per unit in June 2019 by Braden Fellman Group.

Additional activity included Avery Glen's \$30.00 million transaction at \$254,000 per unit in June 2022 by Inwood Holdings.

MARKET POSITION

Unit distribution consists of 1,502 one-bedroom units averaging 718 square feet, 767 two-bedroom units averaging 903 square feet, and 127 three-bedroom units averaging 888 square feet. Building heights range from low-rise to mid-rise configurations. The inventory consists primarily of market-rate standard properties with conventional amenity packages.

Over the past five years, Lifestyle properties grew 18.32%, ranking 37th among 59 submarkets, while overall inventory grew 8.28%, ranking 54th metro-wide. The submarket's proximity to downtown Atlanta and established neighborhood character provide employment-based rental demand stability despite limited new supply additions.

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TABLE OF CONTENTS

Overview 1

Submarket Fundamentals 2

Rental Activity by Unit Type 3

Development Activity 4

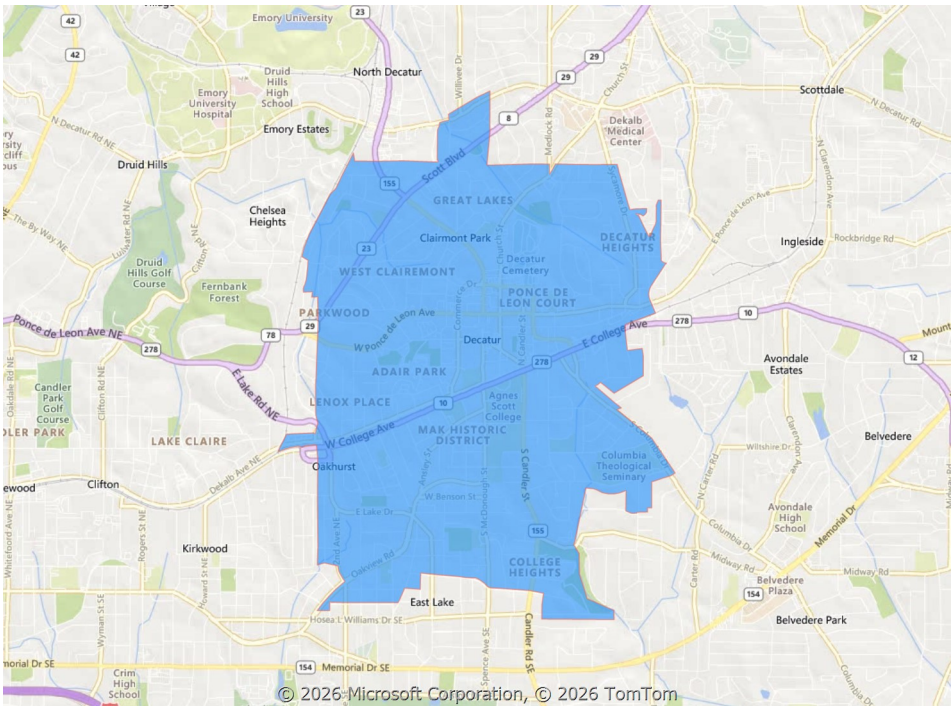
Transaction Activity 5

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Get in touch with our team for inquiries and feedback

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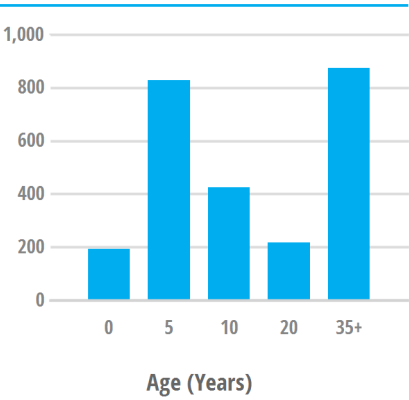
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15 Properties
2,538 Units

B+ Average Location Rating
B Average Improvements Rating

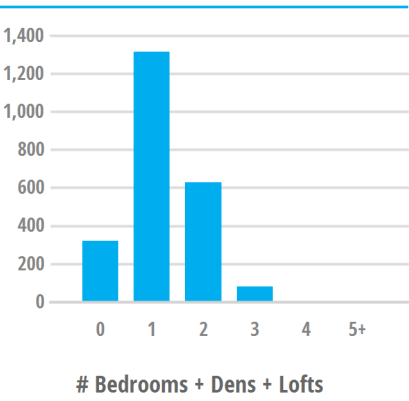
PROPERTY AGE BY UNITS



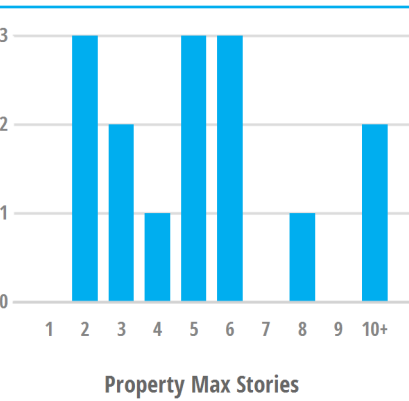
IMPROVEMENTS RATING BY UNITS



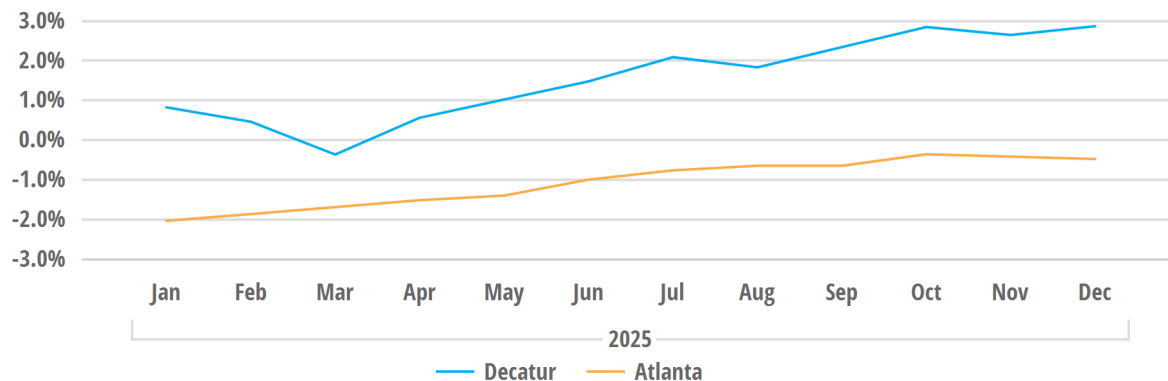
EFFECTIVE BEDROOMS BY UNITS



BUILDING STORIES BY PROPERTIES



RENTAL RATES YEAR-OVER-YEAR ROLLING CHANGE VS MARKET

**8th**Rank out of
73 Submarkets**2.9%**

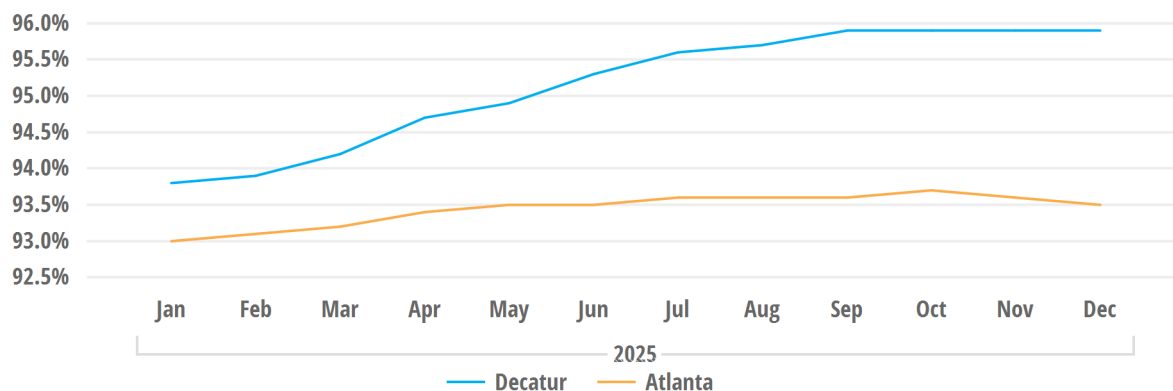
Y-o-Y Change

\$2,007

Average Rental Rate

December 2025

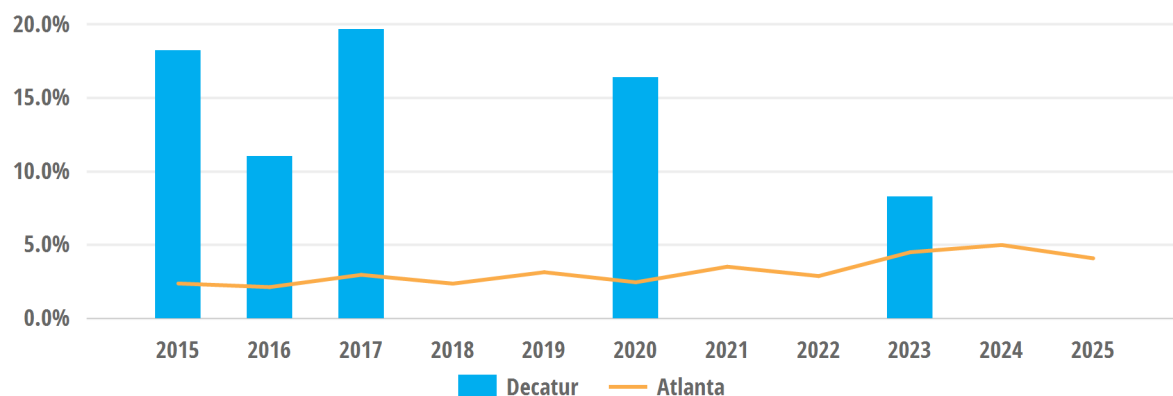
OCCUPANCY RATE VS MARKET

**4th**Rank out of
76 Submarkets**95.9%**

Occupancy Rate

December 2025

INVENTORY GROWTH COMPLETIONS AS % PRIOR INVENTORY

**N/A**Rank out of
81 Submarkets**0.0%**Growth in 2025 -
Projected Year End**N/A**Units built in 2025 -
Projected Year End

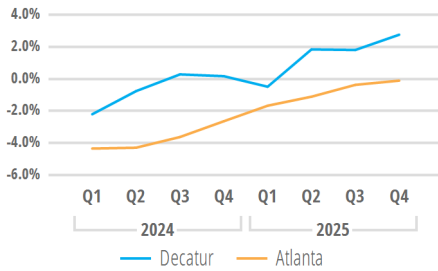
QUARTERLY YEAR-OVER-YEAR ROLLING CHANGE BY UNIT TYPE

Unit Type	# Units	SqFt/Unit	2024				2025			
			Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
One Bedroom	1,502	718	-2.2%	-0.8%	0.3%	0.2%	-0.5%	1.8%	1.8%	2.8%
Two Bedrooms	767	903	0.5%	2.2%	1.4%	2.1%	0.7%	-0.1%	2.7%	3.5%
Three Bedrooms	127	888	1.6%	0.5%	5.3%	9.6%	3.4%	0.7%	-3.0%	-4.8%
Other	531	585	-9.9%	-9.2%	-8.3%	-2.4%	3.5%	3.1%	2.6%	0.1%
Overall	2,927	774	-1.4%	0.1%	0.5%	1.1%	0.3%	1.0%	2.1%	2.8%

ONE BEDROOM

Rental Rate Change

Year-over-Year


15th

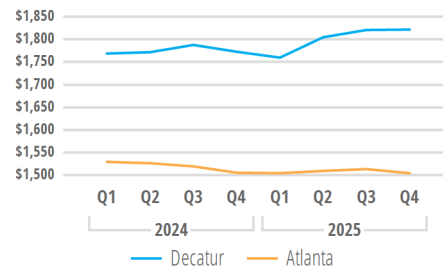
Rank out of 75 Submarkets

2.8%

Y-o-Y Change

Q4 2025

Average Rental Rate


7th

Rank out of 75 Submarkets

\$1,823

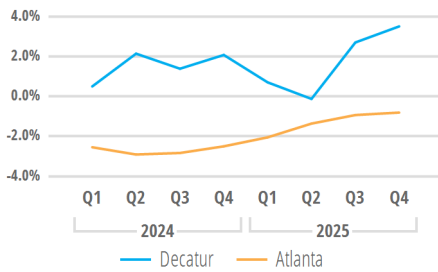
Average Rental Rate

Q4 2025

TWO BEDROOM

Rental Rate Change

Year-over-Year


3rd

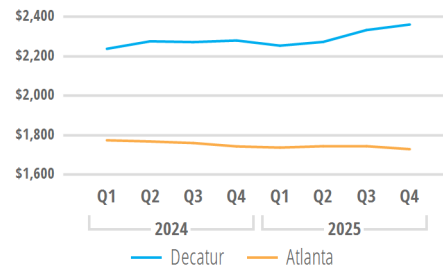
Rank out of 76 Submarkets

3.5%

Y-o-Y Change

Q4 2025

Average Rental Rate


7th

Rank out of 76 Submarkets

\$2,361

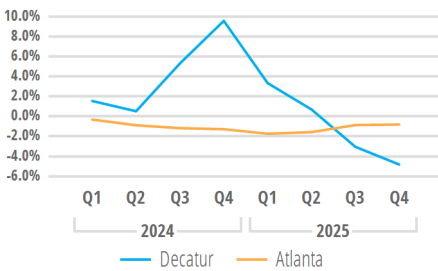
Average Rental Rate

Q4 2025

THREE BEDROOM

Rental Rate Change

Year-over-Year


68th

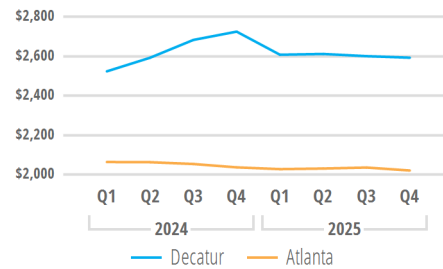
Rank out of 74 Submarkets

-4.8%

Y-o-Y Change

Q4 2025

Average Rental Rate


10th

Rank out of 74 Submarkets

\$2,594

Average Rental Rate

Q4 2025

Overall Inventory Growth

	Ranked *	Growth	# Units
Last 5 Years	54th/67	8.28%	194
2025	N/A	N/A	N/A
2026	N/A	N/A	N/A

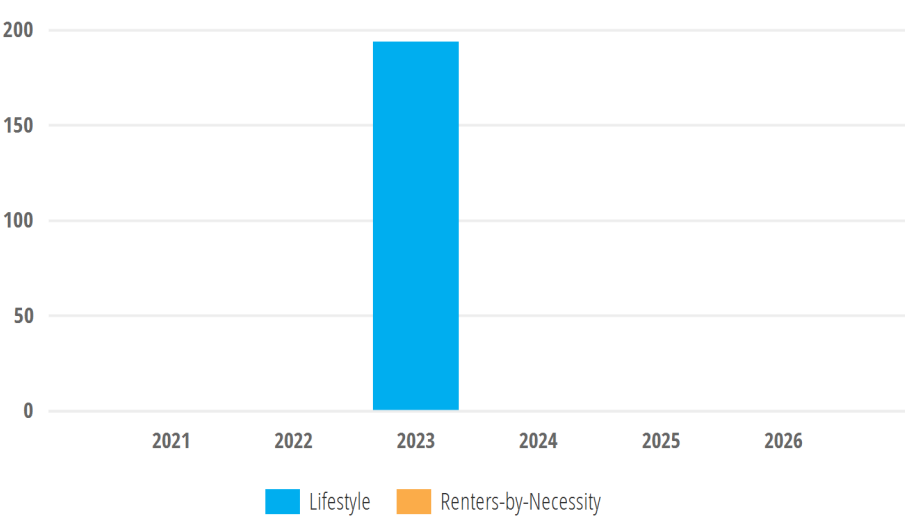
Lifestyle Inventory Growth

	Ranked *	Growth	# Units
Last 5 Years	37th/59	18.32%	194
2025	N/A	N/A	N/A
2026	N/A	N/A	N/A

* among submarkets with completions in this period

Unit Completions

Lifestyle vs Renters-by-Neccesity



UNDER CONSTRUCTION PROPERTIES

Property	Address	# Units	Developer	Construction Start	Completion Date	Rent-Up Start
Halo East Decatur	111 New Street, Decatur, GA 30030	370	Northwood Ravin	08/2024	01/2027	

1
Property
370
Units

PLANNED PROPERTIES

Property	Address	# Units	Developer	Submitted Date
750 Commerce Drive	750 Commerce Drive, Decatur, GA 30030	358	Pope & Land Enterprises	09/2024

1
Property
358
Units

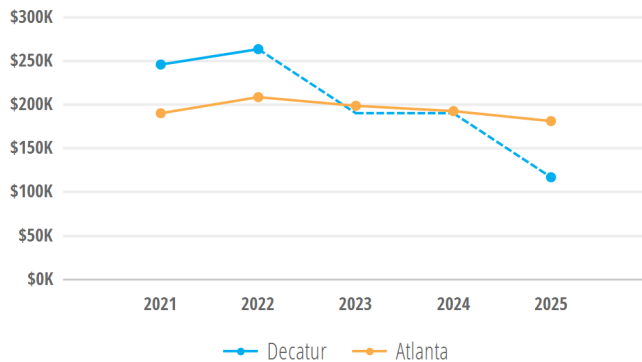
PROSPECTIVE PROPERTIES |

4 Properties

502 Units

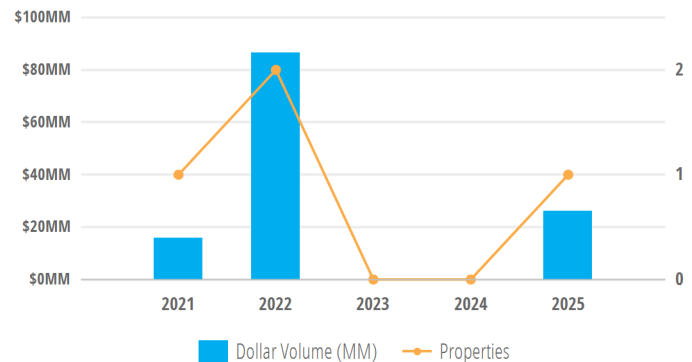
58 Fully Affordable Units

SALE PRICE (AVERAGE PER UNIT) - LAST 5 YEARS

29th Rank out of 76 Submarkets

\$209K Sale Price per Unit

SALES VOLUME - LAST 5 YEARS

65th Rank out of 76 Submarkets

0.8 Avg Properties Sold per Year

MOST RECENT SALES

Property	# Units	Built	Rating		Buyer	Seller	Sale Date	Sale Price			Loan	
			Impr.	Loc.				Total (MM)	Per SqFt	Per Unit	Maturity	Amount (MM)
Philips Tower 218 East Trinity Place Decatur, GA 30030	222	1971	C	B+	Hallmark Company	Presbyterian Homes of Georgia	02/2025	\$25.99	\$201.24	\$117K	2028	\$79.73
Camellia 212 Adair Street Decatur, GA 30030	64	1969	B-	B+	Braden Fellman Group	Cohen, Bruce	06/2019	\$10.93	\$170.83	\$171K	2024	\$9.80
Park Trace 700 Atlanta Avenue Decatur, GA 30030	170	1984	C	B+	Investment Property Group	RISE Real Estate	01/2011	\$10.60	\$122.35	\$62K		
Avery Glen 339 East College Avenue Decatur, GA 30030	118	1993	B+	B+	Inwood Holdings	Agnes Scott College	06/2022	\$30.00	\$257.03	\$254K	2027	\$22.28
1133 on the Square 1133 Commerce Drive Decatur, GA 30030	167	2016	A	B	CBRE Investment Management	Trammell Crow Residential	09/2018	\$39.50	\$278.93	\$237K		
Camellia 212 Adair Street Decatur, GA 30030	64	1969	B-	B+	Kartiko, Paulus W.	Braden Fellman Group	09/2021	\$15.75	\$246.09	\$246K	2031	\$9.24
Arlo 245 East Trinity Place Decatur, GA 30030	210	2017	A-	B+	Magnolia Capital	Cypress Real Estate Advisors	03/2018	\$50.50	\$312.48	\$240K	2028	\$32.83
Arlo 245 East Trinity Place Decatur, GA 30030	210	2017	A-	B+	Penler	Magnolia Capital	12/2022	\$56.50	\$349.61	\$269K	2030	\$29.75
Park Trace 700 Atlanta Avenue Decatur, GA 30030	170	1984	C	B+	DeSola Capital Group	Investment Property Group	03/2019	\$14.25	\$164.47	\$84K	2036	\$13.90

COVERAGE

Yardi® Matrix reports on multifamily properties of 50+ units in size.

Rental rate coverage is for Market Rate properties only. Fully Affordable properties are not included in our rental surveys and are not reported in rental rate averages.

GENERAL DEFINITIONS

Improvements Rating – a standardized rating of property improvements, based on functional and structural characteristics. More information available at: <https://www.yardimatrix.com/About-Us/Our-Methods>.

Location Rating – a standardized rating of location desirability, based on area amenities, income and other factors. More information available at: <https://www.yardimatrix.com/About-Us/Our-Methods>.

Asset Class – refers to a generalized category of properties grouped by their Yardi® Matrix Improvements rating.

Lifestyle Asset Class – a grouping of all of the highest rated market rate properties A+, A, A- and B+.

Renters-by-Necessity (RBN) Asset Class – a grouping of all of the lowest rated properties B-, B+, C+, C, C- and D.

Fully Affordable – properties where all units offer subsidized rent as part of a government program, such as Section 42 (LIHTC).

RENT

Rental rates are collected by Yardi® Matrix phone surveyors three times annually for 95%+ of property and unit configurations. Additionally, a representative sample of the market (between 10% and 20%) is surveyed monthly.

Rent Growth Rankings – are based on rent growth over the past year, current month (Pg2) or current quarter (Pg3). Submarkets with less than 3 surveyed properties or less than 100 surveyed units are not included in rankings.

OCCUPANCY

Occupancy rates are derived from U.S. Postal Service data and Yardi® Matrix phone surveys.

DEVELOPMENT ACTIVITY

New construction is tracked by Yardi® Matrix researchers. Construction projects are discovered through various publications and local government sources. Projects are tracked on a monthly basis. Completion dates and lease-up information are confirmed by phone calls to properties under construction.

Prospective Properties – announced construction projects in initial stages of planning, pending approval of formal plan submitted to planning/zoning authority, or temporarily placed on hold by the developer.

Planned Properties – development projects with approval of formal plan submitted to planning/zoning authority; specifically intended to be developed as apartments.

Under Construction Properties – apartment communities currently under construction with foundation poured and going vertical.

Projected Completions – projected completions are included in reported calendar year totals, denoted by a lighter colored series (graphs) or a notation. Projected totals are based on properties currently under construction and their expected completion date.

Rankings – are based on inventory growth (Overall vs Lifestyle); historical and projected for the next year.

Completions as a % of Prior Inventory – submarkets with less than 500 units (Overall, RBN) or less than 300 units (Lifestyle) before growth are assigned an N/A value for this metric, to avoid over-stating their significance in rankings.

Construction and Completion Counts – are reported based on property status as of the start of the month.

TRANSACTION ACTIVITY

Sale and loan information is tracked by Yardi® Matrix researchers. Sales are discovered through various publications and local government sources, and updates are made continuously. Loan information is collected from local government sources, the GSEs and publicly available SEC data.

Unpublished and portfolio sales are not included in sale aggregate totals.