
SIMON | ANDERSON MULTIFAMILY TEAM

Washington State Apartment Sales Specialists

EASTERN WASHINGTON APARTMENT MARKET DYNAMICS

Q1 2024

 Kidder
Mathews

HOW TO USE THIS STUDY

Discover the latest apartment investment sales, vacancy, and rent data in Eastern Washington.



Look for our insights in each submarket to help guide your investment decisions.



Contact us to chat about the market, discuss the best times to buy or sell, and request a valuation of your apartment building or land.



APARTMENT SALES EXPERTS

OUR EXPERTISE



5 - 50 Units



Development



50+ Units



Micros

MAX FRAME

Vice President



EASTERN WASHINGTON SPECIALIST

Max is an apartment broker specializing in the sale of apartments in Eastern Washington. Born and raised in the region, Max pairs his local market knowledge and expertise with Kidder Mathews' national outreach and exposure.

CURRENT LISTINGS



CAMPUS VILLAGE

Ellensburg, WA

STATUS	On the Market
UNITS	41
PRICE	\$5,500,000



GONZAGA 15 BEDROOM

Spokane, WA

STATUS	Coming Soon
UNITS	15
PRICE	\$895,000



TURNING LEAF TOWNHOMES

Spokane, WA

STATUS	Pending
UNITS	32
PRICE	Pending



SPOKANE VALLEY 8-UNIT

Spokane, WA

STATUS	Pending
UNITS	8
PRICE	Pending

DOWNLOAD PRIOR RESEARCH REPORTS

↓ Q4 2023 REPORT

↓ Q3 2023 REPORT

↓ Q2 2023 REPORT

↓ Q1 2023 REPORT

Spokane County Takes Lead in Eastern Washington Sales for 2023 Amid a Trend of Softening Rental Rates.



Sales

In 2023, Spokane dominated Eastern Washington's overall sales with 35 transactions, equating to 51% of all sales. Following Spokane was Walla Walla with 5 sales (7%), Yakima with 4 sales (6%), and East Wenatchee and Kennewick each with 3 sales (4% each).



Interest Rates

Anticipate a boost in the real estate market, as the Federal Reserve is projected to reduce interest rates in 2024. This move is expected to facilitate a closer alignment between buyer and seller pricing.



Rental Rates

Rental rates in all Eastern Washington markets are starting to soften. Although seasonality contributes significantly to this trend, it's unlikely that we will witness the substantial rental hikes that were customary in past years.

INVENTORY

	Units	Buildings
TOTAL	76,277	1,888
5 TO 50-UNITS	22,440	1,498
50+ UNITS	53,837	390
12-MONTH DELIVERIES	2,708	34
AVERAGE UNIT SIZE	888 SF	

RENT & VACANCY

	12 MONTHS AGO	12-Month Change	90 DAYS AGO	90-Day Change	LAST QUARTER
RENT	Q4 2022 \$1,266	▲ 0.9%	Q3 2023 \$1,282	▼ 0.3%	Q4 2023 \$1,278
VACANCY	5.9%	▲ 100 bps	6.6%	▲ 30 bps	6.9%

All building ages, 5+ unit apartment buildings

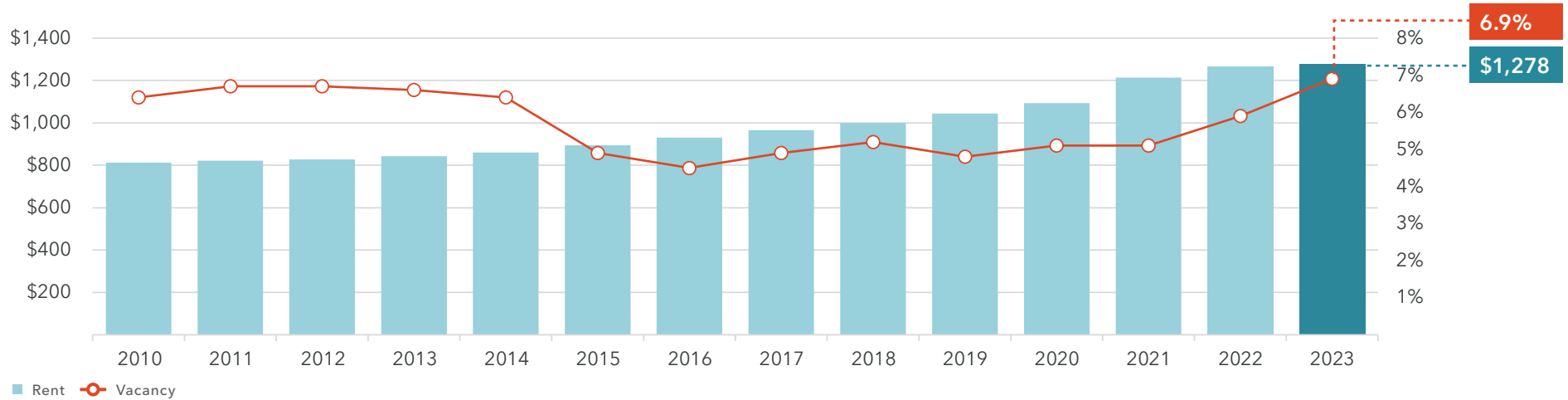
HISTORICAL SALES TRENDS

	2017	2018	2019	2020	2021	2022	Q4 2022	12-Month Change	Q4 2023	Y-O-Y Change	2023
BUILDING SALES	86	111	113	116	124	88	17	▼ 12%	15	▼ 23%	68
SALES VOLUME	\$179M	\$372M	\$406M	\$170M	\$529M	\$624M	\$70M	▼ 7%	\$65M	▼ 40%	\$373M
PRICE/UNIT	\$75K	\$95K	\$105K	\$92K	\$146K	\$132K	\$128K	▲ 20%	\$153K	▲ 15%	\$152K
PRICE/SF	\$79	\$101	\$108	\$112	\$165	\$184	\$206	▼ 21%	\$163	▼ 1%	\$182
CAP RATE	6.8%	6.5%	6.4%	6.1%	5.7%	5.0%	5.0%	▲ 52 bps	5.5%	▲ 64 bps	5.6%

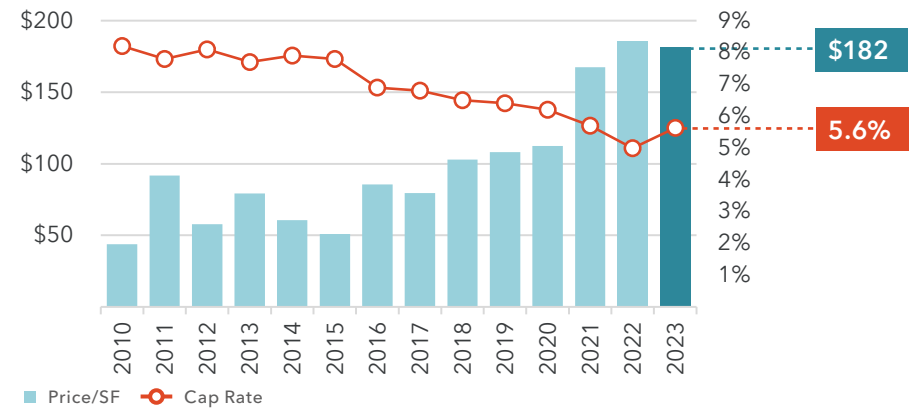
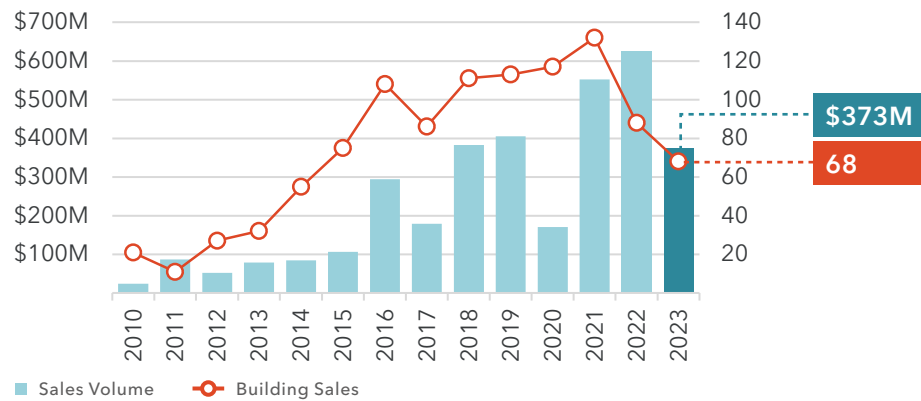
All building ages, 5+ unit apartment buildings

HISTORIC TRENDS

RENT AND VACANCY TRENDS



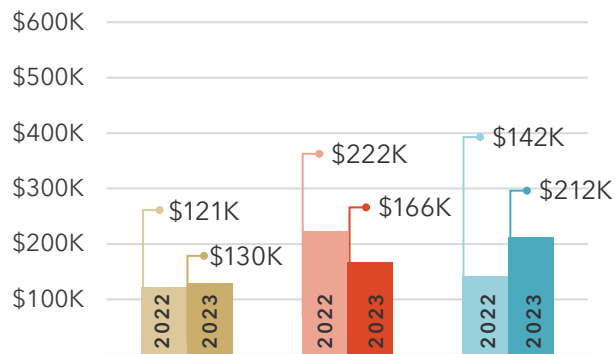
SALES TRENDS



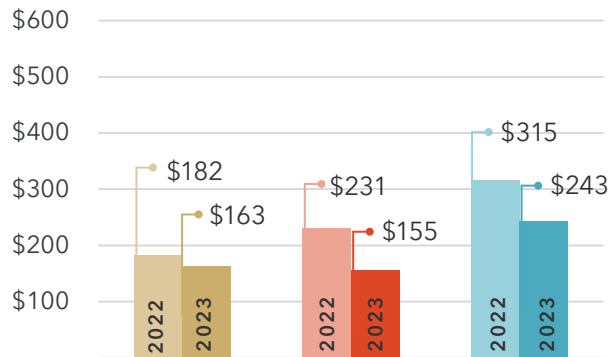
SALES VELOCITY

5 TO 50 UNITS

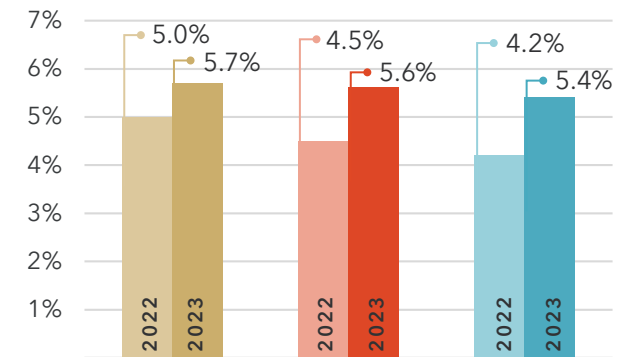
PRICE PER UNIT



PRICE PER SQUARE FOOT

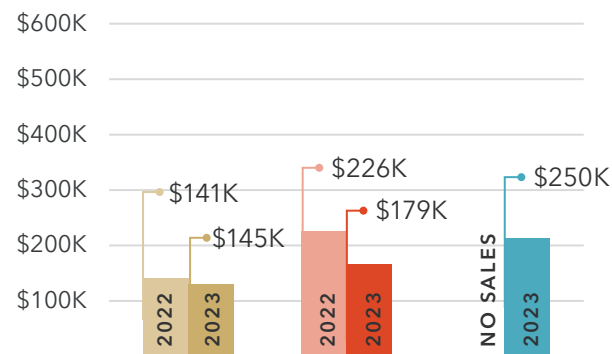


CAP RATE

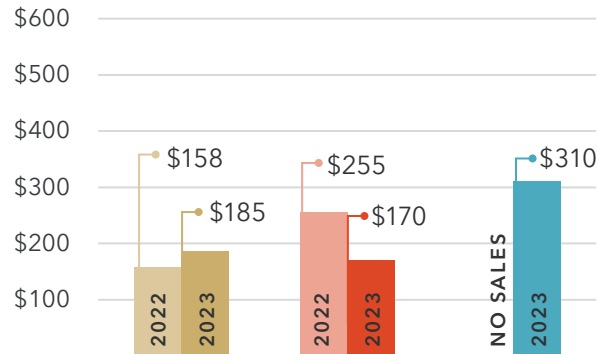


50+ UNITS

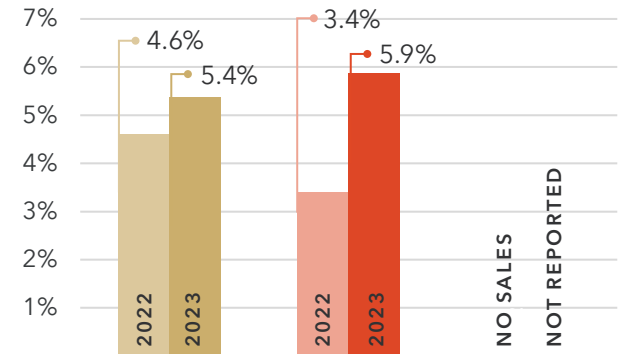
PRICE PER UNIT



PRICE PER SQUARE FOOT



CAP RATE



■ PRE-1980 ■ 1980-2010 ■ 2010-CURRENT

EASTERN WASHINGTON'S MOST ACTIVE MARKETS

REGIONAL SALE PRICING VELOCITY

CHELAN & DOUGLAS COUNTIES
(WENATCHEE VALLEY)

	Q1 2023	Q2 2023	Q3 2023	Q4 2023
BUILDING SALES	2	1	-	1
SALES VOLUME	\$9M	\$2M	-	\$6M
PRICE/UNIT	\$126K	\$79K	-	\$124K
PRICE/SF	\$94	\$164	-	\$100
CAP RATE	4.4%	-	-	-

YAKIMA COUNTY

	Q1 2023	Q2 2023	Q3 2023	Q4 2023
BUILDING SALES	2	1	-	1
SALES VOLUME	\$7M	\$1M	-	\$700K
PRICE/UNIT	\$300K	\$86K	-	\$140K
PRICE/SF	\$219	\$73	-	\$153
CAP RATE	5.0%	-	-	6.2%

FRANKLIN & BENTON COUNTIES
(TRI-CITIES)

	Q1 2023	Q2 2023	Q3 2023	Q4 2023
BUILDING SALES	1	4	3	1
SALES VOLUME	\$2M	\$38M	\$75M	\$7M
PRICE/UNIT	\$93K	\$173K	\$165K	\$119K
PRICE/SF	\$234	\$185	\$166	\$126
CAP RATE	7.1%	6.2%	6.4%	6.8%

GRANT COUNTY

	Q1 2023	Q2 2023	Q3 2023	Q4 2023
BUILDING SALES	-	-	3	1
SALES VOLUME	-	-	\$4M	\$1M
PRICE/UNIT	-	-	\$129K	\$113K
PRICE/SF	-	-	\$135	\$108
CAP RATE	-	-	5.6%	7.0%

SPOKANE COUNTY

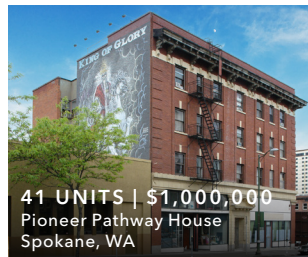
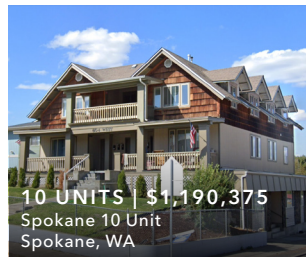
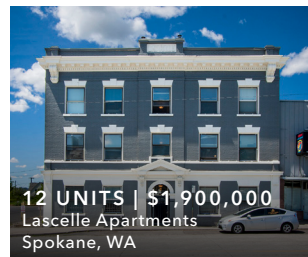
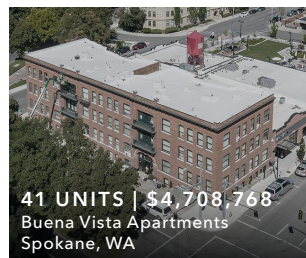
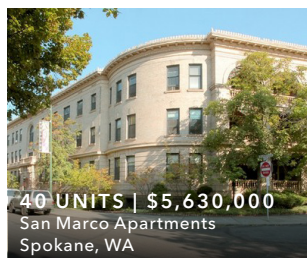
	Q1 2023	Q2 2023	Q3 2023	Q4 2023
BUILDING SALES	10	11	9	10
SALES VOLUME	\$55M	\$29M	\$47M	\$44M
PRICE/UNIT	\$168K	\$168K	\$156K	\$166K
PRICE/SF	\$207	\$180	\$233	\$182
CAP RATE	5.3%	6.3%	5.3%	5.2%

WALLA WALLA COUNTY

	Q1 2023	Q2 2023	Q3 2023	Q4 2023
BUILDING SALES	3	1	-	1
SALES VOLUME	\$35M	\$3M	-	\$6M
PRICE/UNIT	\$149K	\$106K	-	\$127K
PRICE/SF	\$217	\$151	-	\$130
CAP RATE	5.4%	-	-	-

All building ages, 5+ unit apartment buildings

OUR RECENT EASTERN WA SALES



RECENT CLIENT TESTIMONIAL



SPOKANE 9 UNIT

1414-1418 N Lincoln St, Spokane, WA

SALE PRICE \$825,000

SALE DATE January 10, 2024

“Max had nothing but our best interests in mind from day one until after closing. He consistently kept us apprised of the changing market, of his progress and tactfully kept us on task with whatever was required from us. He considered our every suggestion, offered invaluable insight to our real estate selling strategy and exceeded our expectations in attention to detail, market analysis, pricing our property and marketing material.

At every stage Max consistently gave us his full attention and quickly responded in his follow up and follow through. Once in contract, Max was keen to realize when delays and details affected us and genuinely reassured us in a personal yet professional manner. He was an outstanding advocate in the negotiations and a great support through closing.

We would highly recommend Max and his team to anyone in the buying or selling of commercial real estate.

SELLERS, SPOKANE 9 UNIT

Katherine & Randy S.

Simon/Anderson Multifamily Team

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Notes & Sources

Sales data for the Eastern Washington region is inclusive to all market-rate apartment buildings with at least five units in Okanogan, Ferry, Stevens, Pend Oreille, Chelan, Douglas, Lincoln, Spokane, Kittitas, Grant, Adams, Whitman, Yakima, Benton, Franklin, Walla Walla, Columbia, Garfield, Asotin, Klickitat. Sources include: CoStar, SCOUT - Spokane County, Real Capital Analytics and Simon | Anderson Multifamily Team Research.

Vacancy data includes Yakima, Spokane, Benton, Franklin, Chelan, Douglass, Walla Walla, and Kittitas Counties. Sources include: CoStar and Simon | Anderson Multifamily Team Research.

