

EASTERN WASHINGTON

APARTMENT

MARKET DYNAMICS

Q3 2024

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



50+ Units



Buyer & Seller Representation



Valuation Advisory



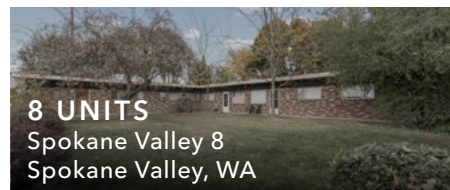
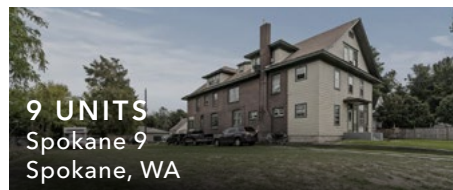
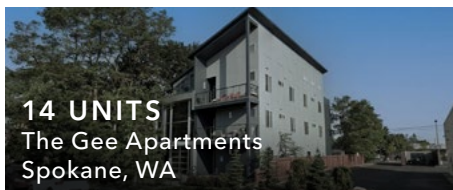
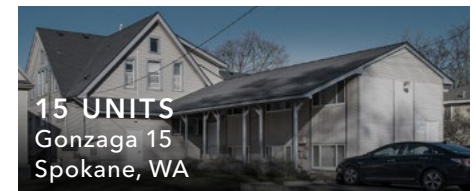
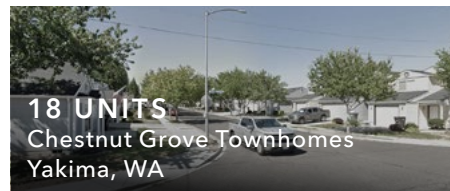
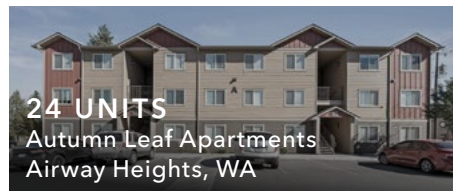
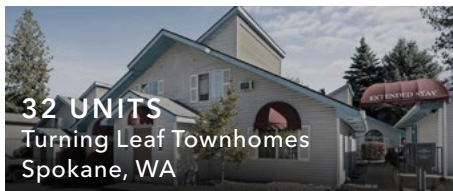
MAX FRAME

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.

OUR 2024 SALES



FOR ADDITIONAL INFORMATION ON THESE SALES, CONTACT MAX FRAME

DOWNLOAD PRIOR RESEARCH REPORTS

↓ Q2 2024 REPORT

↓ Q1 2024 REPORT

↓ Q4 2023 REPORT

↓ Q3 2023 REPORT

↓ Q2 2023 REPORT

Investors continue to target value-add opportunities in Eastern Washington markets.



SALES VOLUME: Although cap rates remained constant from one quarter to the next, we observed a significant rise in overall sales and a dramatic increase in sales volume, reaching \$113 million in Q2 compared to only \$25 million in Q1. This surge is primarily attributed to Q1's largest sale being just \$3.6 million, whereas Q2's largest sale was \$26 million.



VALUE-ADD VS TURNKEY: Value-add properties continue to dominate the sales market, with only four sales this year involving properties built after 2010.



SPOKANE: Spokane remains the most active market in Eastern Washington, accounting for 12 sales in Q2 (55% of the total), followed by Yakima County with 3 sales (14% of the total).



MARKET SHARE: Our team remains highly active in the Eastern Washington Market, successfully closing 7 sales in the first half of the year and 13 sales over the past 12 months, equating to approximately 20% of the total market share for the year.

INVENTORY

	Units	Buildings
TOTAL	79,807	1,936
5 TO 50-UNITS	23,009	1,532
50+ UNITS	56,798	404
12-MONTH DELIVERIES	4,121	42
AVERAGE UNIT SIZE	881 SF	

RENT & VACANCY

	12 MONTHS AGO	12-Month Change	90 DAYS AGO	90-Day Change	LAST QUARTER
RENT	Q2 2023 \$1,310	▲ 1%	Q1 2024 \$1,309	▲ 1%	Q2 2024 \$1,319
VACANCY	6.2%	▲ 210 bps	7.5%	▲ 80 bps	8.3%

All building ages, 5+ unit apartment buildings

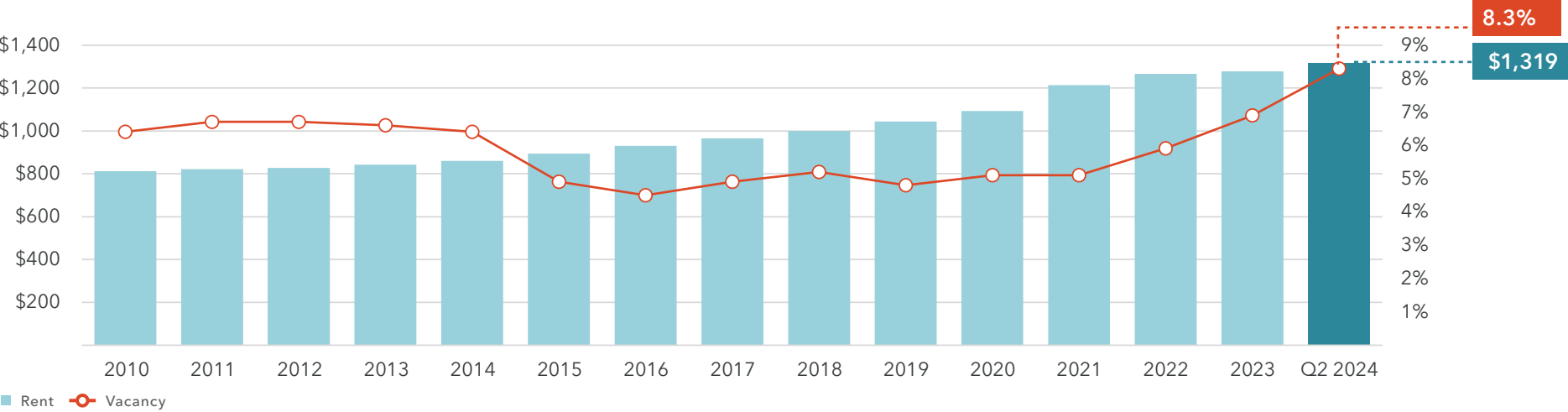
HISTORICAL SALES TRENDS

	2017	2018	2019	2020	2021	2022	2023	Q2 2023	12-Month Change	Q1 2024	90-Day Change	Q2 2024
BUILDING SALES	86	111	113	116	124	88	69	18	▲ 22%	16	▲ 38%	22
SALES VOLUME	\$179M	\$372M	\$406M	\$170M	\$529M	\$624M	\$374M	\$73M	▲ 55%	\$25M	▲ 355%	\$113M
PRICE/UNIT	\$75K	\$95K	\$105K	\$92K	\$146K	\$132K	\$151K	\$155K	▼ 5%	\$110K	▲ 34%	\$147K
PRICE/SF	\$79	\$101	\$108	\$112	\$165	\$184	\$181	\$172	▲ 0.2%	\$157	▲ 10%	\$172
CAP RATE	6.8%	6.5%	6.4%	6.1%	5.7%	5.0%	5.6%	6.3%	▼ 6 bps	6.2%	▲ 5 bps	6.2%

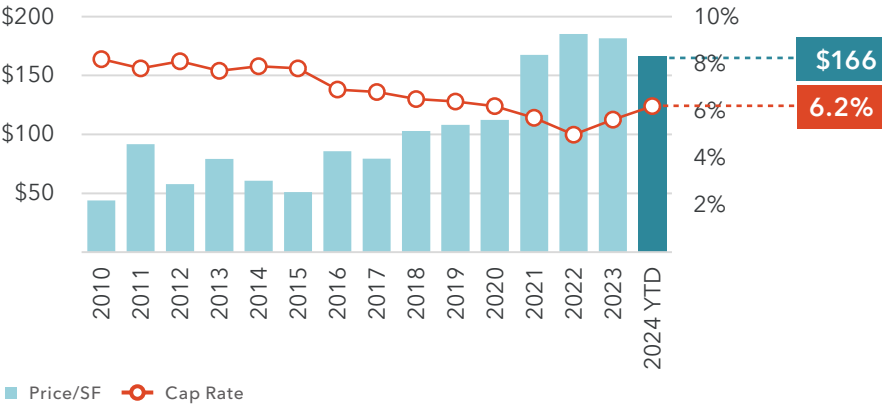
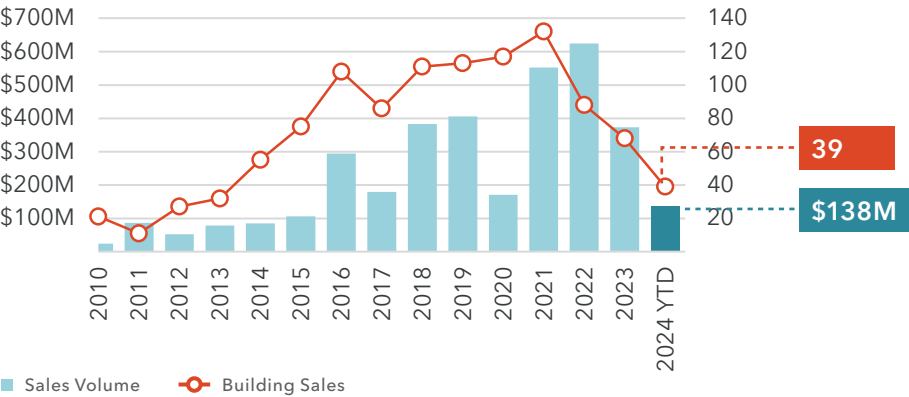
All building ages, 5+ unit apartment buildings

HISTORIC TRENDS

RENT AND VACANCY TRENDS



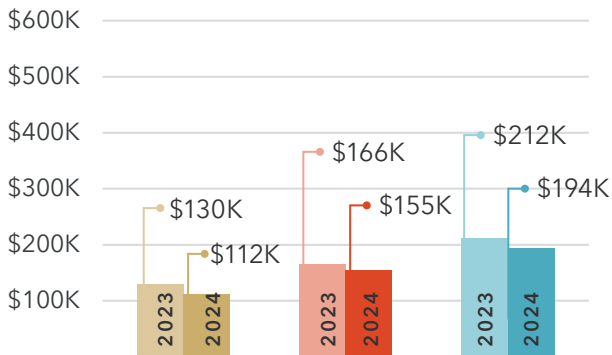
SALES TRENDS



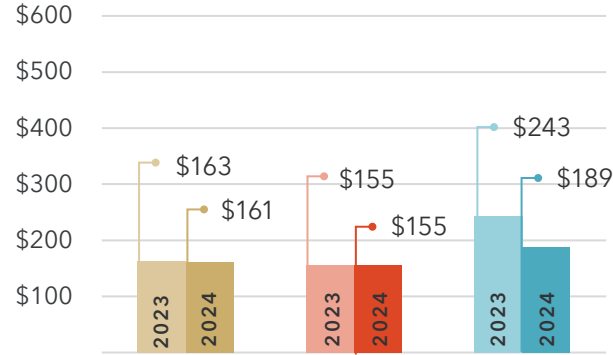
SALES VELOCITY

5 TO 50 UNITS

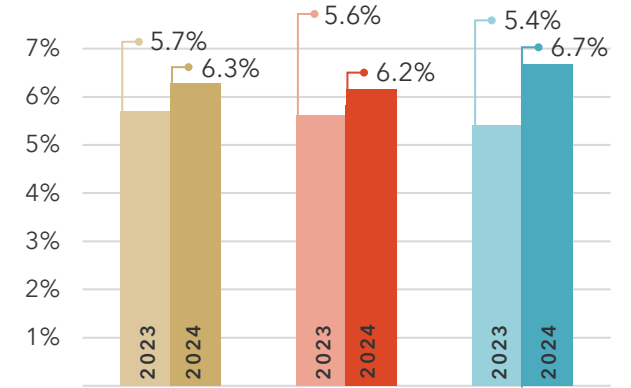
PRICE PER UNIT



PRICE PER SQUARE FOOT

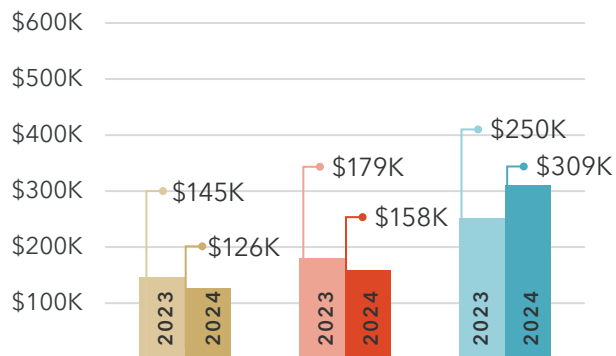


CAP RATE

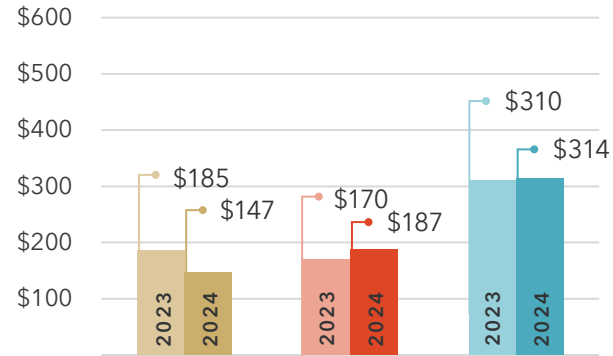


50+ UNITS

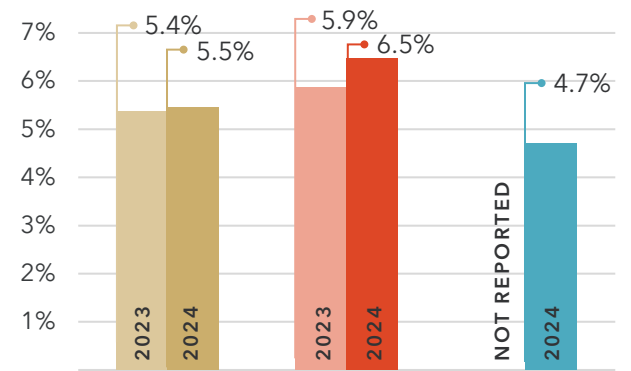
PRICE PER UNIT



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)

	Q3 2023	Q4 2023	Q1 2024	Q2 2024
BUILDING SALES	-	1	-	2
SALES VOLUME	-	\$6M	-	\$32M
PRICE/UNIT	-	\$124K	-	\$251K
PRICE/SF	-	\$100	-	\$245
CAP RATE	-	-	-	5.1%

GRANT COUNTY

	Q3 2023	Q4 2023	Q1 2024	Q2 2024
BUILDING SALES	3	1	-	1
SALES VOLUME	\$4M	\$1M	-	\$2M
PRICE/UNIT	\$129K	\$113K	-	\$188K
PRICE/SF	\$135	\$108	-	\$149
CAP RATE	5.6%	7.0%	-	5.2%

YAKIMA COUNTY

	Q3 2023	Q4 2023	Q1 2024	Q2 2024
BUILDING SALES	-	1	4	3
SALES VOLUME	-	\$700K	\$3.2M	\$7M
PRICE/UNIT	-	\$140K	\$104K	\$114K
PRICE/SF	-	\$153	\$137	\$121
CAP RATE	-	6.2%	5.8%	6.5%

SPOKANE COUNTY

	Q3 2023	Q4 2023	Q1 2024	Q2 2024
BUILDING SALES	9	10	9	13
SALES VOLUME	\$47M	\$44M	\$14.8M	\$39M
PRICE/UNIT	\$156K	\$166K	\$105K	\$141K
PRICE/SF	\$233	\$182	\$175	\$181
CAP RATE	5.3%	5.2%	6.1%	6.6%

FRANKLIN & BENTON COUNTIES (TRI-CITIES)

	Q3 2023	Q4 2023	Q1 2024	Q2 2024
BUILDING SALES	3	1	2	1
SALES VOLUME	\$75M	\$7M	\$4.7M	\$14M
PRICE/UNIT	\$165K	\$119K	\$132K	\$142K
PRICE/SF	\$166	\$126	\$96	\$150
CAP RATE	6.4%	6.8%	7.0%	5.2%

WALLA WALLA COUNTY

	Q3 2023	Q4 2023	Q1 2024	Q2 2024
BUILDING SALES	-	1	-	-
SALES VOLUME	-	\$6M	-	-
PRICE/UNIT	-	\$127K	-	-
PRICE/SF	-	\$130	-	-
CAP RATE	-	-	-	-

All building ages, 5+ unit apartment buildings

CLIENT TESTIMONIALS



TURNING LEAF TOWNHOMES

Spokane, WA

UNITS	32
SALE DATE	June 6, 2024

“You will not go wrong working with Max Frame and Kidder Matthews. Professionalism, honesty, forthrightness, genuine, trustworthy, and well principled are just a few adjectives I would use to describe Max and his team. We had several unforeseen challenges arise during the sale of both our apartment buildings and they were handled expertly by Max. You get a good sense of a person’s character during a stressful time and if I had to go into battle again, I would want Max by my side. You will do well to hire him as your commercial broker.”

SELLER, TURNING LEAF TOWNHOMES

Lee C.



THE GEE APARTMENTS

Spokane, WA

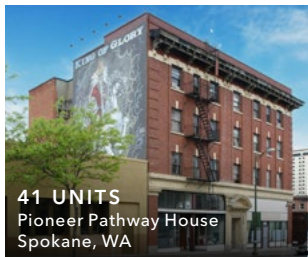
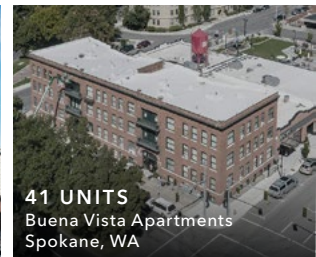
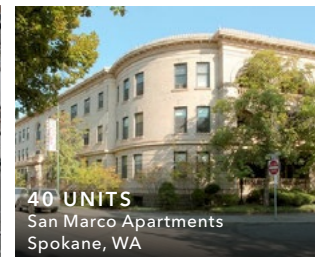

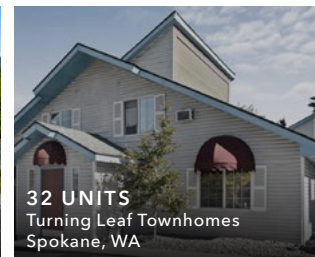
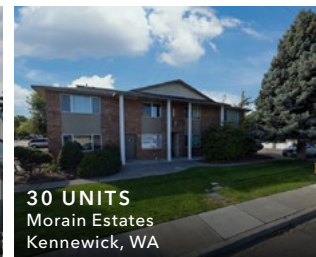

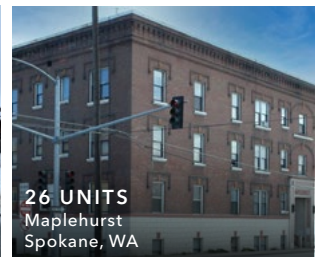
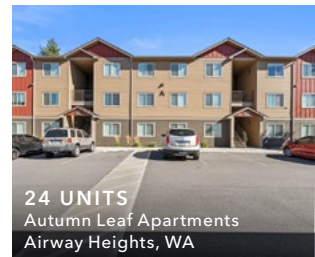

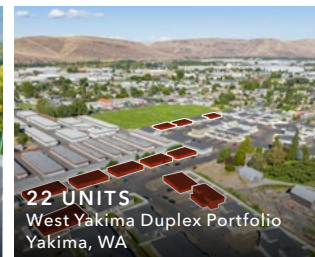


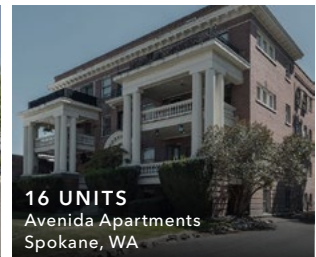
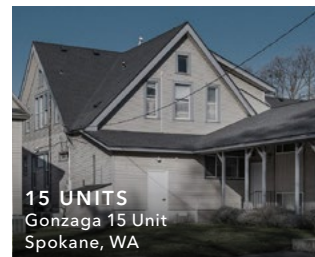

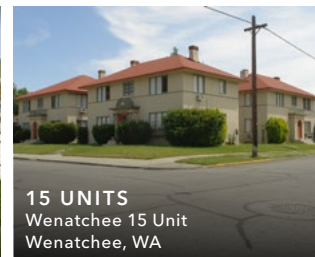

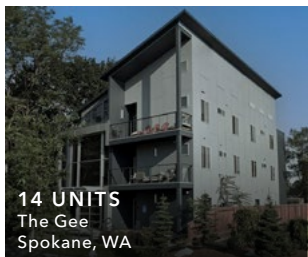
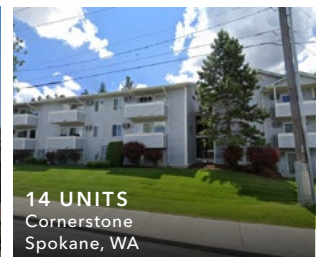
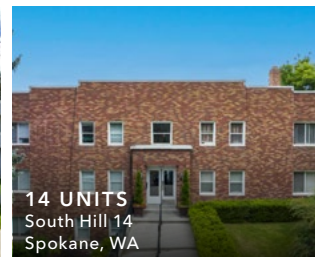


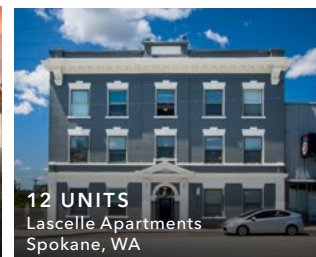
UNITS	14
SALE DATE	June 28, 2024

“When it came time to sell, Max was the broker I reached out to. I realized from our preliminary conversations that he would provide the highest and best value in the market, which proved to be the case. From marketing materials to under-contract checklists, Max and his Team provide unparalleled service. I particularly valued his end-of-week-update, this gave me a concise summary of his Team’s current efforts and the continued strategy moving forward. This was extremely helpful, and I felt reassured that he and his Team were doing everything possible to get me the best result. I’d highly recommend them to any apartment owners.”

SELLER, THE GEE APARTMENTS

Vance H.

OUR RECENT EASTERN WA SALES

 <p>41 UNITS Pioneer Pathway House Spokane, WA</p>	 <p>41 UNITS Buena Vista Apartments Spokane, WA</p>	 <p>40 UNITS San Marco Apartments Spokane, WA</p>	 <p>37 UNITS Mark on Monroe Spokane, WA</p>	 <p>32 UNITS Turning Leaf Townhomes Spokane, WA</p>	 <p>30 UNITS Morain Estates Kennewick, WA</p>
 <p>28 UNITS Yakima 28 Unit Yakima, WA</p>	 <p>26 UNITS Maplehurst Spokane, WA</p>	 <p>24 UNITS Autumn Leaf Apartments Airway Heights, WA</p>	 <p>24 UNITS Mt Vista Yakima, WA</p>	 <p>22 UNITS West Yakima Duplex Portfolio Yakima, WA</p>	 <p>22 UNITS Astor Terrace Spokane, WA</p>
 <p>18 UNITS Chestnut Grove Townhomes Yakima, WA</p>	 <p>16 UNITS Avenida Apartments Spokane, WA</p>	 <p>15 UNITS Gonzaga 15 Unit Spokane, WA</p>	 <p>15 UNITS Lee Apartments Spokane, WA</p>	 <p>15 UNITS Wenatchee 15 Unit Wenatchee, WA</p>	 <p>14 UNITS Marlboro Apartments Spokane, WA</p>
 <p>14 UNITS The Gee Spokane, WA</p>	 <p>14 UNITS Cornerstone Spokane, WA</p>	 <p>14 UNITS South Hill 14 Spokane, WA</p>	 <p>13 UNITS Spokane 13 Unit Spokane, WA</p>	 <p>12 UNITS Hillcrest Arms Yakima, WA</p>	 <p>12 UNITS Lascelle Apartments Spokane, WA</p>

Simon/Anderson Multifamily Team

**EASTERN
WASHINGTON
SPECIALIST**

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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.