

SIMON | ANDERSON MULTIFAMILY TEAM

Puget Sound & Washington State Apartment Sales Specialists

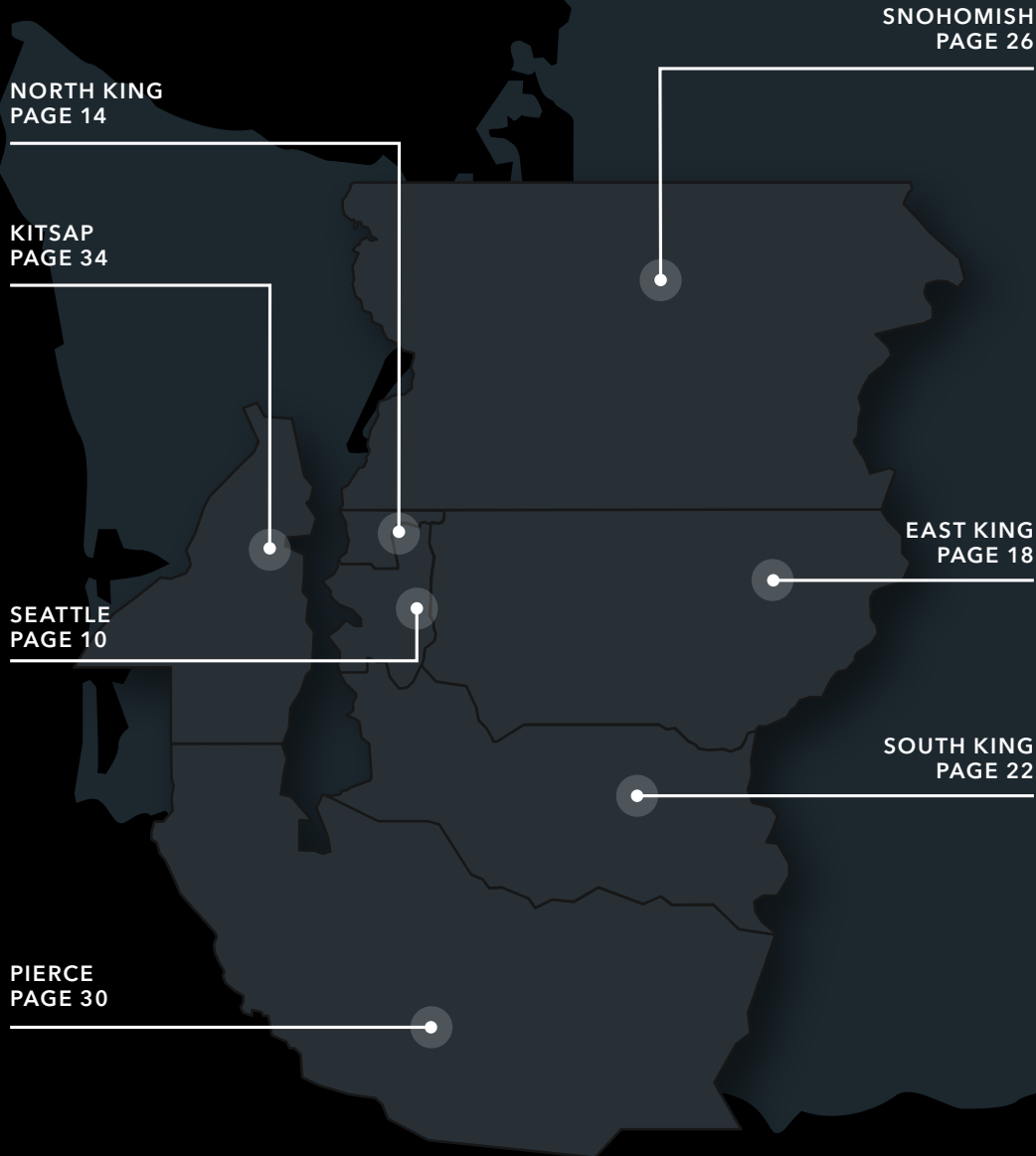
SEATTLE &
PUGET SOUND
Q1 2025

APARTMENT *MARKET DYNAMICS*

Q1

km Kidder
Mathews

HOW TO USE THIS STUDY



Discover the latest apartment investment sales data for King, Snohomish, Pierce, and Kitsap counties.



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



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



Our Eastern Washington market research is available at

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APARTMENT SALES EXPERTS

OUR EXPERTISE



5 - 50 Units



Development

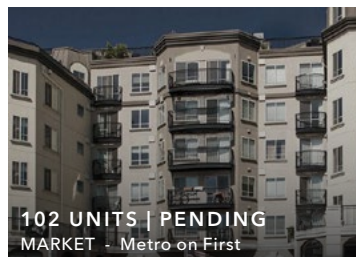
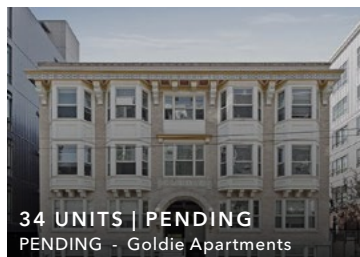
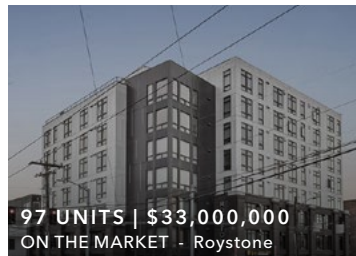


50+ Units



Micros

SELECT RECENT LISTINGS



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MEET THE TEAM

DYLAN SIMON
Executive Vice President



Dylan is a commercial real estate broker who specializes in helping investors buy, sell, and develop apartment buildings in Puget Sound and across Washington state. He has brokered transactions from \$1M to more than \$100M.

JERRID ANDERSON
Executive Vice President



Jerrid focuses on urban apartment and land sales in the City of Seattle. His clients hire him for pricing outperformance and industry-leading successful closing percentage.

MATT LAIRD
First Vice President



Matt specializes in urban and suburban apartment sales; development land sales; and off-market acquisitions. His attention to detail and excellent client service ensure smooth transactions from marketing through closing.

MAX FRAME
Vice President



Max is an apartment broker specializing in the sale of King County development land and Eastern Washington apartment buildings.

ELIJAH PIPER
Vice President



Elijah is an apartment broker specializing in Tacoma, Pierce County, and the greater South Sound region.

JD FULLER
Associate



JD is an apartment broker specializing in the sale of apartment buildings and development land with a focus in the Puget Sound.

JACK SHEPHARD
Associate



Jack is an apartment broker specializing in the sale of 10- to 100-unit properties located in the City of Seattle.

Leasing activity has remained strong, easing the rise in vacancy rates after a historic construction surge. With pricing now adjusted to higher interest rates, a more robust recovery in investment activity is expected in 2025.



On the sales front, it's too early to call a full recovery even as investors continued to wade back into the water in Q4 2024, transacting a total of \$1.2 billion during the quarter. While this represents a healthy, 63% increase compared to the same period last year, total figures for 2024 still finished below historical averages. Even so, as borrowing costs begin to stabilize, we expect the financing environment to allow for a more normalized year of investment volumes in 2025.



Vacancy rates across Puget Sound averaged 7.3% at the end of 2024 - approximately 100 basis points (bps) above the historical average and up about 40 bps year-over-year. This increase was largely driven by high levels of recent development activity, which led to a record year of deliveries. However, we think the key readthrough here is developer confidence in the region - which, so far, has proven valid given the vigorous leasing and defensive rental rates we're seeing.



At the same time, cap rates continue to tick up in the region - despite showing signs of decelerating - and are hovering in the mid-5% range. And, with borrowing costs sitting slightly above that level, cap rates may need to adjust a bit higher to reach a more balanced market. That said, borrowing costs are expected to decline gradually throughout 2025, so that adjustment may indeed be very minimal.

INVENTORY

	Units	Buildings
TOTAL	396,448	8,306
5 TO 50 UNITS	97,334	6,428
50+ UNITS	299,114	1,878
12-MONTH DELIVERIES	14,422	94
AVERAGE UNIT SIZE	817 SF	

RENT & VACANCY

	12 MONTHS AGO	12-Month Change	90 DAYS AGO	90-Day Change	LAST QUARTER
RENT	Q4 2023 \$1,973	▲ 2%	Q3 2024 \$2,020	▼ 1%	Q4 2024 \$2,009
VACANCY	6.9%	▲ 40 bps	7.2%	▲ 10 bps	7.3%

All building ages, 5+ unit apartment buildings

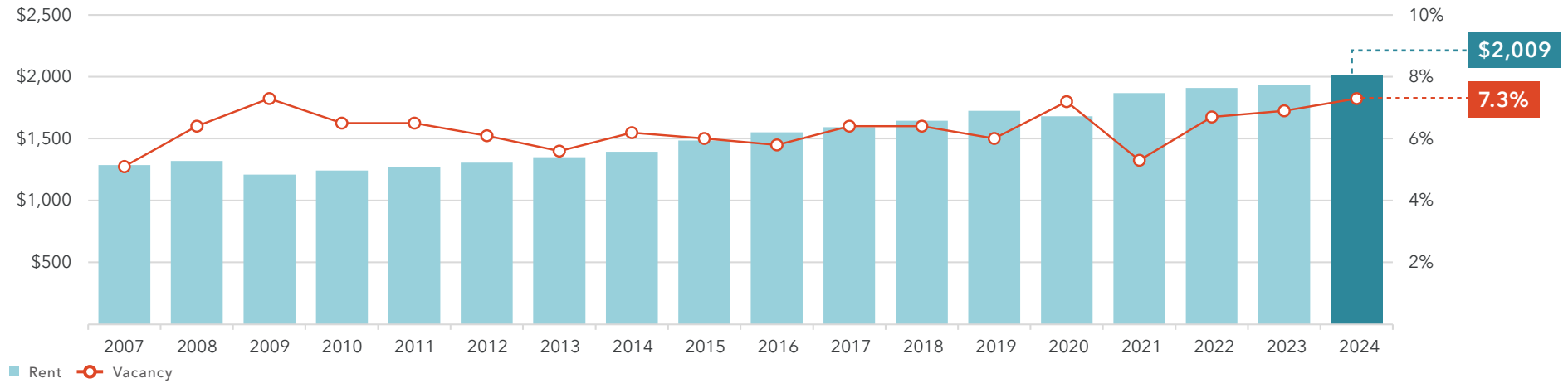
HISTORICAL SALES TRENDS

	2017	2018	2019	2020	2021	2022	2023	Q4 2023	12-Month Change	Q4 2024	Y-O-Y Change	2024
BUILDING SALES	483	456	483	355	468	338	169	45	▲ 29%	58	▲ 31%	222
SALES VOLUME	\$4.5B	\$4.5B	\$8.2B	\$3.3B	\$8.0B	\$5.8B	\$2.5B	\$747M	▲ 63%	\$1.2B	▲ 50%	\$3.8B
PRICE/UNIT	\$226K	\$238K	\$281K	\$274K	\$332K	\$285K	\$275K	\$255K	▲ 3%	\$263K	▼ 8%	\$253K
PRICE/SF	\$237	\$258	\$325	\$291	\$358	\$387	\$348	\$341	▼ 4%	\$327	▼ 6%	\$328
CAP RATE	4.9%	5.0%	4.8%	5.0%	4.6%	4.1%	4.9%	5.0%	▲ 42 bps	5.5%	▲ 37 bps	5.3%

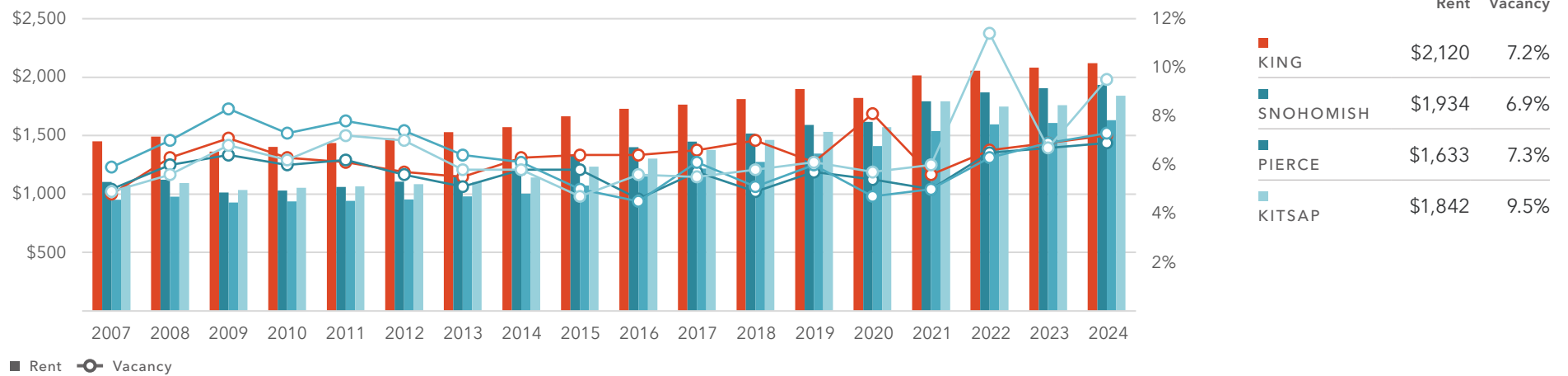
All building ages, 5+ unit apartment buildings

REGIONAL HISTORIC RENT VS. VACANCY

PUGET SOUND REGION



COUNTY BREAKDOWN



REGIONAL BUILDING INCOME VELOCITY

NORTH KING

	Q4 2023	12-Mo Change	Q3 2024	90-Day Change	Q4 2024
RENT	\$1,820	▲ 2%	\$1,863	▼ 0.4%	\$1,856
RENT/SF	\$2.42	▲ 2%	\$2.48	▼ 0.4%	\$2.47
VACANCY	10.4%	▼ 50 bps	8.7%	▲ 120 bps	9.9%

SNOHOMISH

	Q4 2023	12-Mo Change	Q3 2024	90-Day Change	Q4 2024
RENT	\$1,905	▲ 2%	\$1,951	▼ 1%	\$1,934
RENT/SF	\$2.20	▲ 1%	\$2.25	▼ 1%	\$2.23
VACANCY	6.7%	▲ 20 bps	6.6%	▲ 30 bps	6.9%

KITSAP

	Q4 2023	12-Mo Change	Q3 2024	90-Day Change	Q4 2024
RENT	\$1,759	▲ 5%	\$1,853	▼ 1%	\$1,842
RENT/SF	\$2.07	▲ 5%	\$2.18	▼ 0.5%	\$2.17
VACANCY	6.7%	▲ 280 bps	9.9%	▼ 40 bps	9.5%

EAST KING

	Q4 2023	12-Mo Change	Q3 2024	90-Day Change	Q4 2024
RENT	\$2,465	▲ 3%	\$2,562	▼ 1%	\$2,531
RENT/SF	\$2.79	▲ 3%	\$2.90	▼ 1%	\$2.87
VACANCY	5.2%	▲ 110 bps	6.7%	▼ 40 bps	6.3%

SEATTLE

	Q4 2023	12-Mo Change	Q3 2024	90-Day Change	Q4 2024
RENT	\$2,107	▲ 1%	\$2,139	▼ 0.3%	\$2,133
RENT/SF	\$3.21	▲ 1%	\$3.26	▼ 0.3%	\$3.25
VACANCY	7.1%	▼ 50 bps	7.4%	▲ 20 bps	7.6%

SOUTH KING

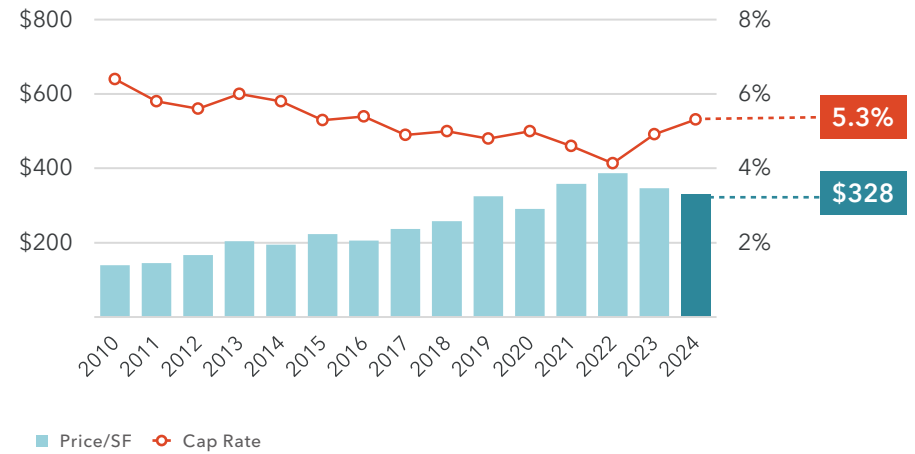
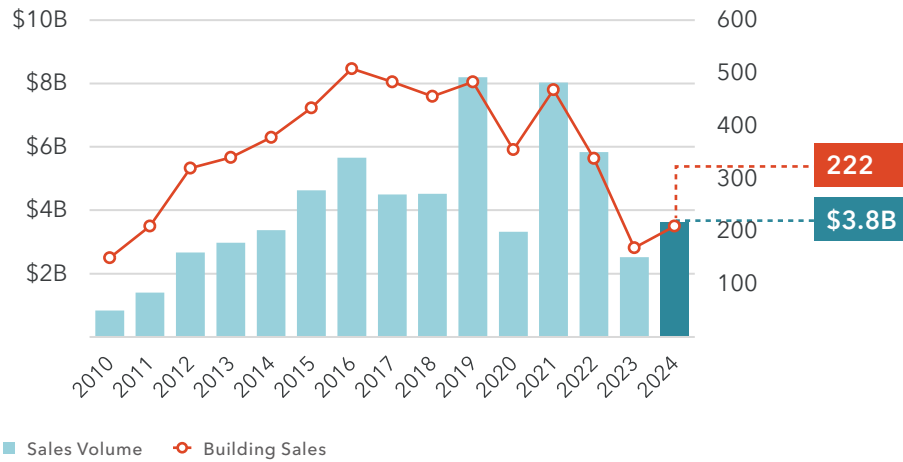
	Q4 2023	12-Mo Change	Q3 2024	90-Day Change	Q4 2024
RENT	\$1,798	▲ 2%	\$1,825	▲ 0.2%	\$1,828
RENT/SF	\$2.12	▲ 1%	\$2.15	No Change	\$2.15
VACANCY	6.7%	▼ 60 bps	6.2%	▼ 10 bps	6.1%

PIERCE

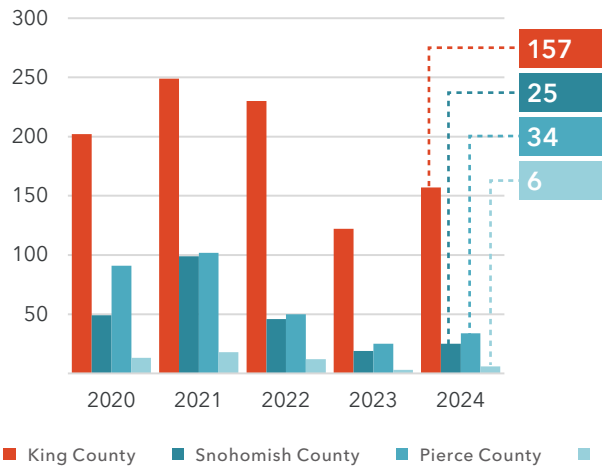
	Q4 2023	12-Mo Change	Q3 2024	90-Day Change	Q4 2024
RENT	\$1,608	▲ 2%	\$1,637	▼ 0.2%	\$1,633
RENT/SF	\$1.93	▲ 2%	\$1.97	▼ 1%	\$1.96
VACANCY	6.9%	▲ 40 bps	7.4%	▼ 10 bps	7.3%

All building ages, 5+ unit apartment buildings

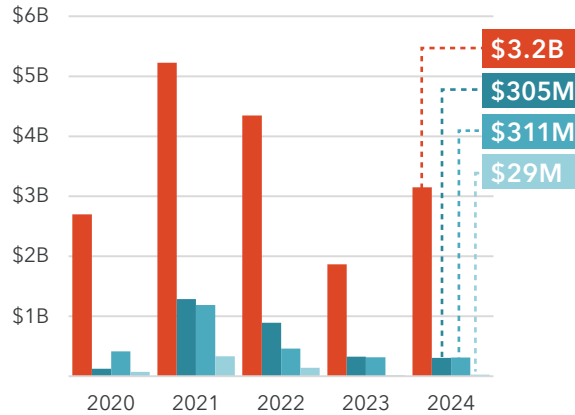
REGIONAL HISTORIC SALES



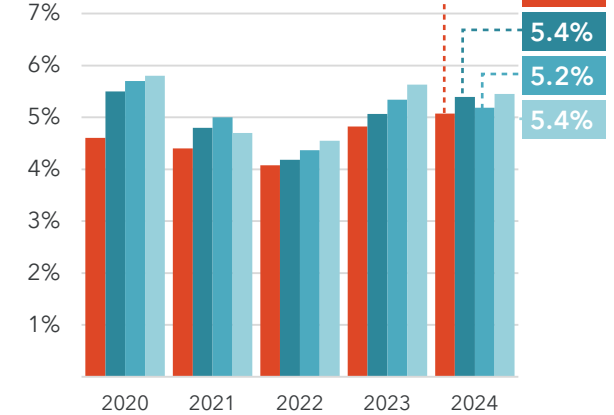
BUILDING SALES



SALES VOLUME



CAP RATE



REGIONAL SALE PRICING VELOCITY

NORTH KING

	2022	2023	2024
PRICE/UNIT	\$244K	\$208K	\$246K
PRICE/SF	\$357	\$264	\$336
CAP RATE	4.2%	5.0%	5.2%

SNOHOMISH

	2022	2023	2024
PRICE/UNIT	\$272K	\$263K	\$226K
PRICE/SF	\$307	\$311	\$259
CAP RATE	4.2%	5.1%	5.6%

KITSAP

	2022	2023	2024
PRICE/UNIT	\$233K	\$224K	\$187K
PRICE/SF	\$252	\$228	\$289
CAP RATE	4.6%	5.6%	5.4%

EAST KING

	2022	2023	2024
PRICE/UNIT	\$470K	\$397K	\$411K
PRICE/SF	\$526	\$406	\$422
CAP RATE	3.7%	4.1%	4.6%

SEATTLE

	2022	2023	2024
PRICE/UNIT	\$313K	\$300K	\$281K
PRICE/SF	\$475	\$410	\$390
CAP RATE	4.0%	4.8%	5.1%


SOUTH KING

	2022	2023	2024
PRICE/UNIT	\$229K	\$218K	\$206K
PRICE/SF	\$289	\$259	\$252
CAP RATE	4.5%	4.9%	5.4%

PIERCE

	2022	2023	2024
PRICE/UNIT	\$213K	\$180K	\$184K
PRICE/SF	\$264	\$218	\$223
CAP RATE	4.4%	5.1%	5.9%

All building ages, 5+ unit apartment buildings




In many respects, 2023 represented a low point for investment activity in multifamily real estate. As such, it didn't take much to show signs of improvement in 2024. Even so, it's too early to call a full recovery as sales activity is still well below historical averages. But, we do expect 2025 and beyond to see continued growth as markets normalize.

SEATTLE



DYLAN SIMON
 JERRID ANDERSON
 MATT LAIRD
 JACK SHEPHARD

Last year, the Seattle market benefitted from strong growth in jobs— including office-based roles, which is a contrast to the trends witnessed in 2023. This has helped investors continue their return to the Seattle market as they gain more confidence in the overall market outlook.

 **Sales Insight**

Seattle closed the year with 101 multifamily transactions totaling \$1.6 billion. While this represents a clear improvement from 2023 figures (the number of sales and total volume were up 23% year-over-year and 82% year-over-year, respectively), more typical levels of transaction activity should take place throughout 2025 as borrowing costs continue to stabilize.

 **Rent / Vacancy Insight**

Rental rates in Seattle remained relatively unchanged year-over-year, up about 1% on both a per-unit and per-square-foot basis across building size categories. However, vacancy rates didn't demonstrate the same uniformity: The smaller product saw some tightening year-over-year, whereas the larger product (50+ units) experienced a 100-bps increase in vacancy to finish the year at 8.8%.

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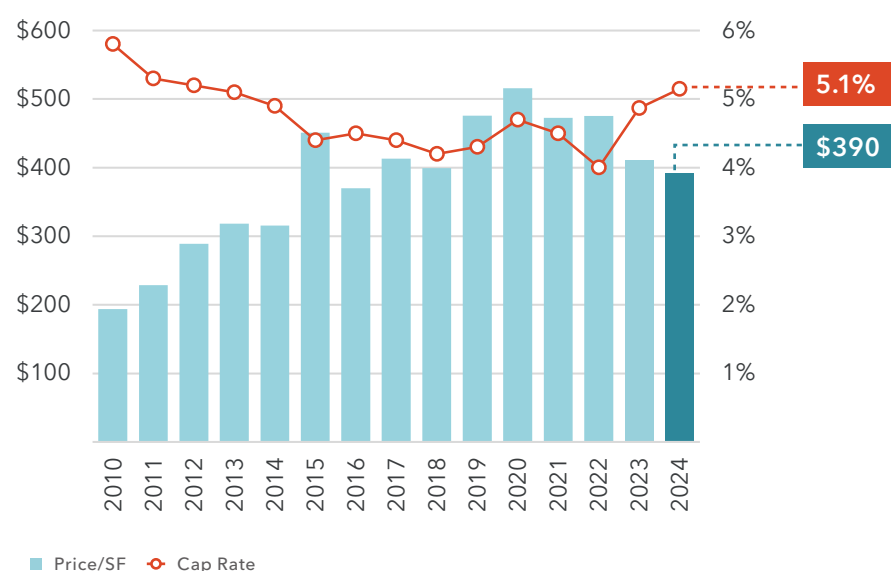
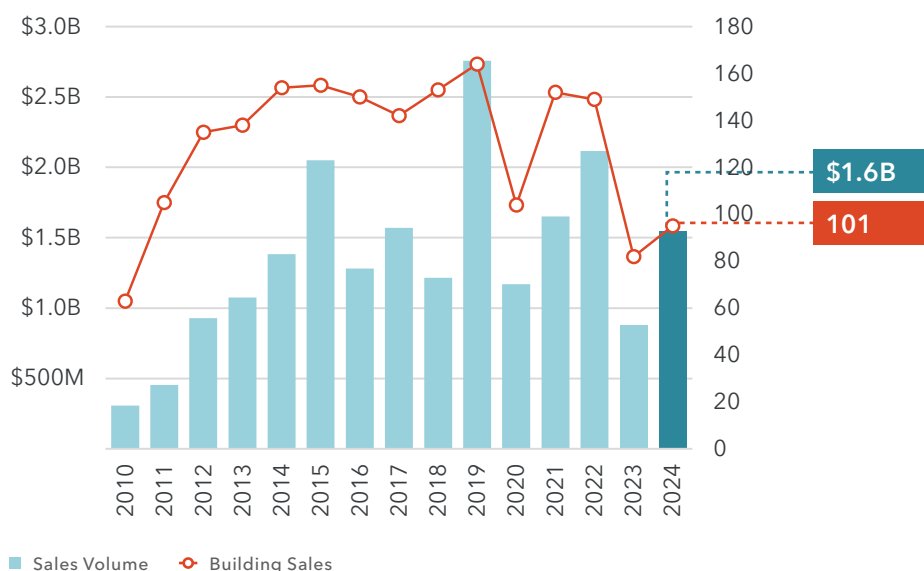
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INVENTORY

	Units	Buildings
TOTAL	115,980	3,372
5 TO 50 UNITS	41,441	2,842
50+ UNITS	74,539	530
12-MONTH DELIVERIES	5,221	37
AVERAGE UNIT SIZE	660 SF	

SALES TRENDS



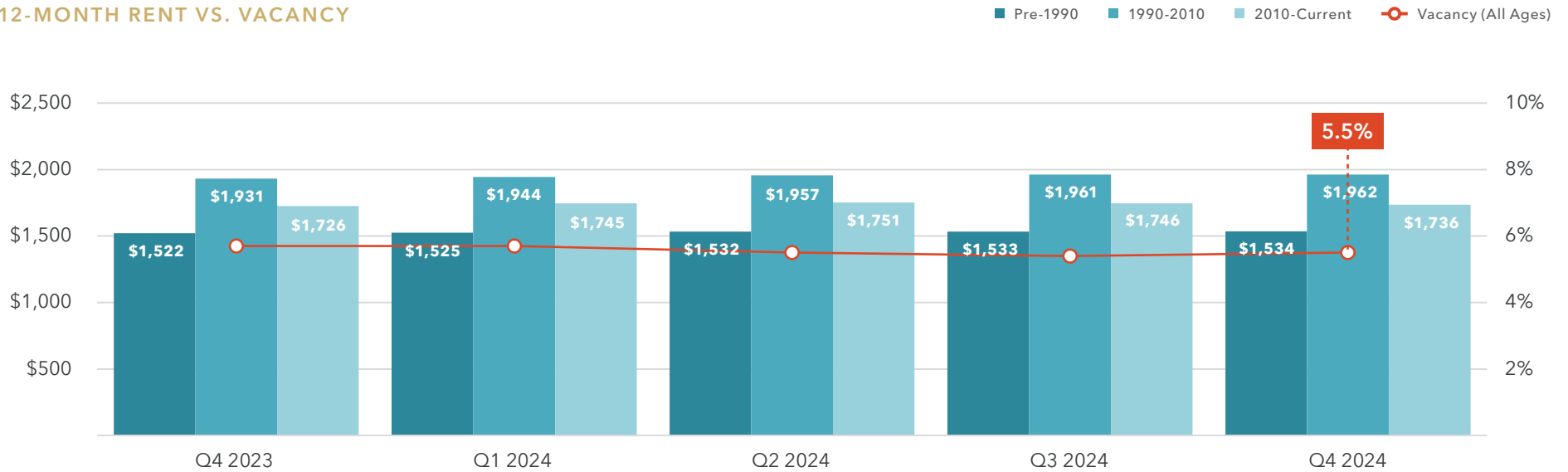
HISTORICAL SALES

	2018	2019	2020	2021	2022	2023	Q4 2023	12-Month Change	Q4 2024	Y-O-Y Change	2024
BUILDING SALES	153	164	104	152	149	82	23	▲ 26%	29	▲ 23%	101
SALES VOLUME	\$1.2B	\$2.8B	\$1.2B	\$1.7B	\$2.1B	\$877M	\$322M	▲ 5%	\$337M	▲ 82%	\$1.6B
PRICE/UNIT	\$326K	\$402K	\$399K	\$396K	\$313K	\$301K	\$270K	▲ 3%	\$277K	▼ 7%	\$281K
PRICE/SF	\$400	\$476	\$516	\$473	\$475	\$410	\$400	▼ 5%	\$381	▼ 5%	\$390
CAP RATE	4.2%	4.3%	4.7%	4.5%	4.0%	4.9%	4.9%	▲ 27 bps	5.1%	▲ 23 bps	5.1%

All building ages, 5+ unit apartment buildings

RENT & VACANCY | 5 TO 50 UNIT BUILDINGS

12-MONTH RENT VS. VACANCY



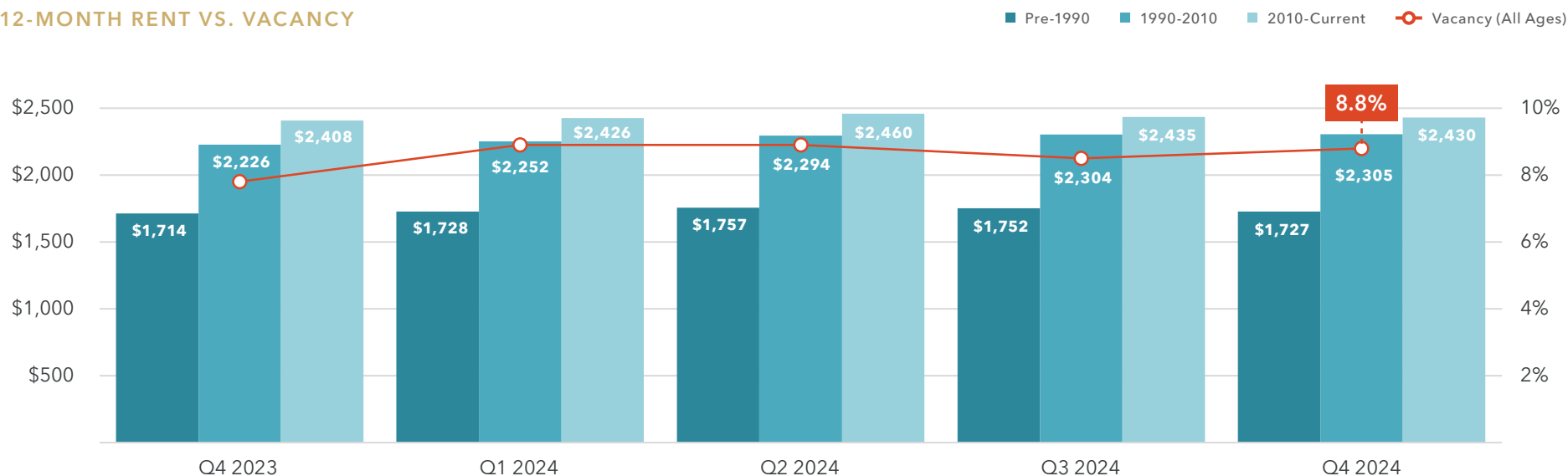
HISTORICAL RENT & VACANCY

	2017	2018	2019	2020	2021	2022	2023	Q4 2023	12-Month Change	Q3 2024	90-Day Change	Q4 2024
RENT	\$1,432	\$1,455	\$1,476	\$1,476	\$1,503	\$1,531	\$1,547	\$1,598	▲ 1%	\$1,612	▼ 0.1%	\$1,611
RENT/SF	\$2.28	\$2.31	\$2.35	\$2.35	\$2.39	\$2.44	\$2.48	\$2.58	▲ 1%	\$2.61	▼ 0.4%	\$2.60
VACANCY	5.5%	5.1%	5.0%	7.0%	5.0%	5.7%	6.0%	5.7%	▼ 20 bps	5.4%	▲ 10 bps	5.5%

All building ages, 5+ unit apartment buildings

RENT & VACANCY | 50+ UNIT BUILDINGS

12-MONTH RENT VS. VACANCY



HISTORICAL RENT & VACANCY


	2017	2018	2019	2020	2021	2022	2023	Q4 2023	12-Month Change	Q3 2024	90-Day Change	Q4 2024
RENT	\$1,994	\$2,020	\$2,143	\$1,919	\$2,187	\$2,175	\$2,202	\$2,283	▲ 1%	\$2,321	▼ 0.3%	\$2,314
RENT/SF	\$2.93	\$2.97	\$3.16	\$2.82	\$3.22	\$3.20	\$3.24	\$3.40	▲ 1%	\$3.45	▼ 0.3%	\$3.44
VACANCY	9.7%	9.7%	6.0%	11.5%	7.0%	9.1%	7.9%	7.8%	▲ 100 bps	8.5%	▲ 30 bps	8.8%

All building ages, 5+ unit apartment buildings



DYLAN SIMON
JD FULLER

Following a very quiet Q3, sales activity came back to life in Q4 with four transactions recorded for a total of \$31 million. Here, the larger product leased up incredibly well after last year’s deliveries to drive vacancy rates back down to levels that were at or below historical averages.

 **Sales Insight**

As sales volumes returned to North King in 2024, so did pricing clarity: The average cap rate among transacted properties in 2024 was 5.2% - a 20-bps increase year-over-year and slightly below the majority of the Puget Sound submarkets.

 **Rent / Vacancy Insight**

Much like the rent growth seen in Seattle throughout this past year, rents in North King were up modestly (1% to 2% year-over-year, depending on product type). While there was a modest pullback in Q4, this is typical seasonal behavior that should not necessarily be extrapolated further.

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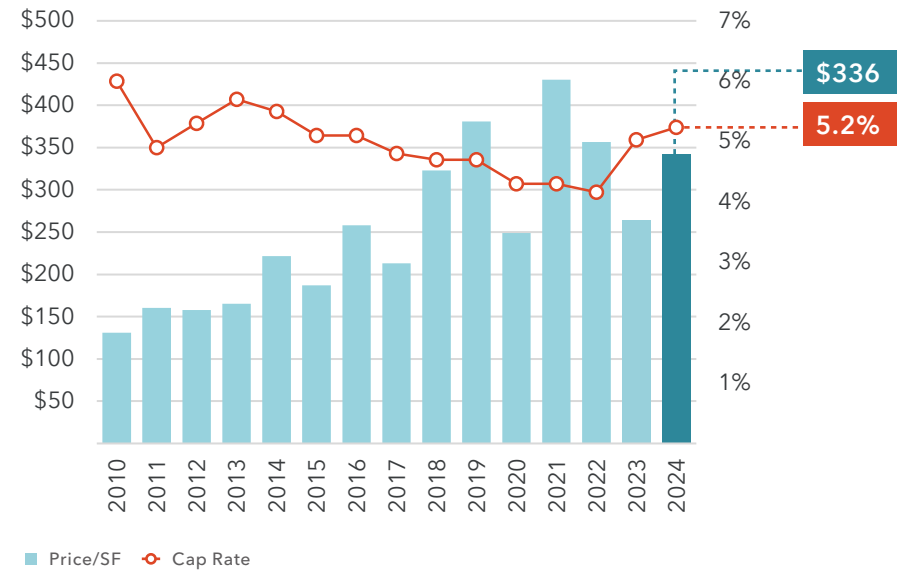
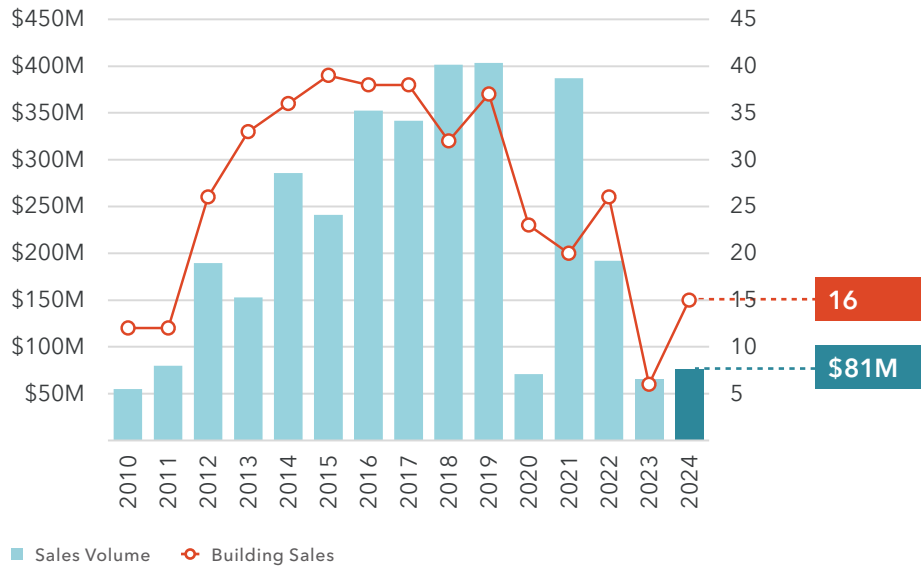
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INVENTORY

	Units	Buildings
TOTAL	27,753	737
5 TO 50 UNITS	8,997	604
50+ UNITS	18,756	133
12-MONTH DELIVERIES	1,722	9
AVERAGE UNIT SIZE	755 SF	

SALES TRENDS



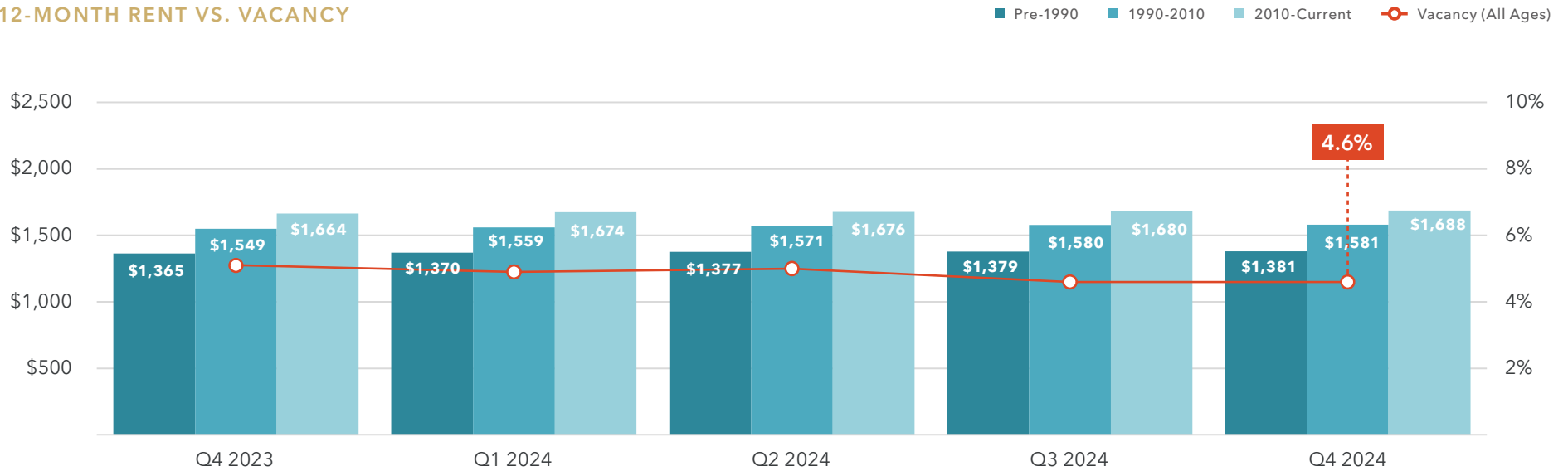
HISTORICAL SALES

	2018	2019	2020	2021	2022	2023	Q4 2023	12-Month Change	Q4 2024	Y-O-Y Change	2024
BUILDING SALES	32	37	23	20	26	6	No Sales	-	4	▲ 167%	16
SALES VOLUME	\$402M	\$404M	\$71M	\$387M	\$192M	\$65M	No Sales	-	\$31M	▲ 24%	\$81M
PRICE/UNIT	\$281K	\$288K	\$234K	\$367K	\$244K	\$208K	No Sales	-	\$282K	▲ 18%	\$246K
PRICE/SF	\$323	\$381	\$249	\$430	\$357	\$264	No Sales	-	\$325	▲ 27%	\$336
CAP RATE	4.7%	4.7%	4.3%	4.3%	4.2%	5.0%	No Sales	-	4.9%	▲ 20 bps	5.2%

All building ages, 5+ unit apartment buildings

RENT & VACANCY | 5 TO 50 UNIT BUILDINGS

12-MONTH RENT VS. VACANCY



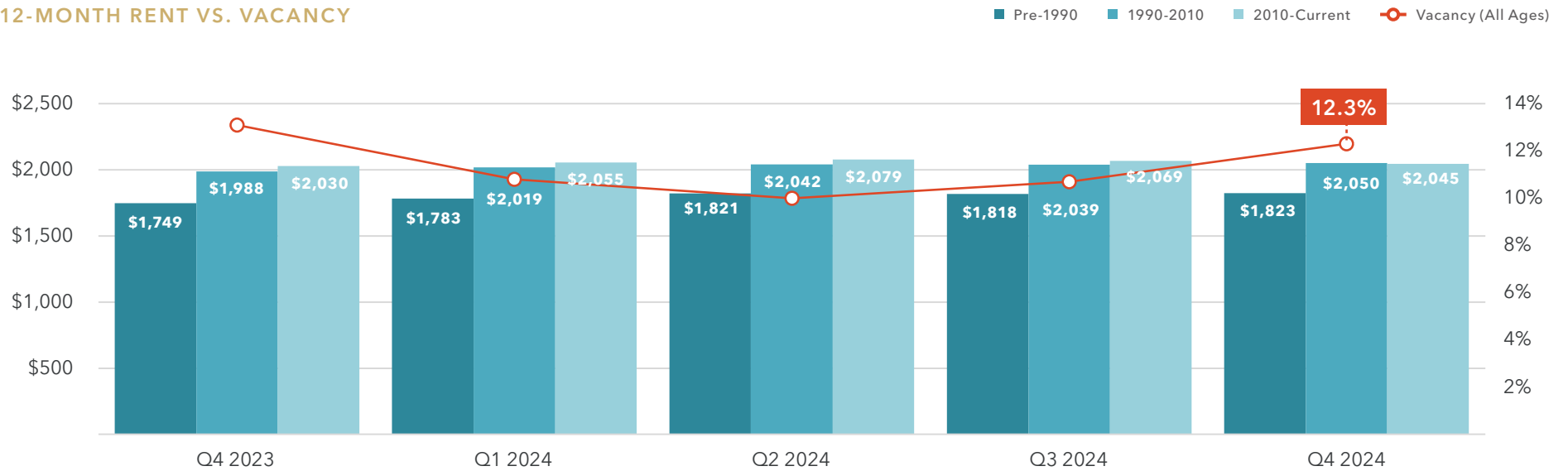
HISTORICAL RENT & VACANCY

	2017	2018	2019	2020	2021	2022	2023	Q4 2023	12-Month Change	Q3 2024	90-Day Change	Q4 2024
RENT	\$1,264	\$1,283	\$1,303	\$1,319	\$1,347	\$1,382	\$1,390	\$1,430	▲ 1%	\$1,446	▲ 0.2%	\$1,449
RENT/SF	\$1.69	\$1.71	\$1.74	\$1.76	\$1.80	\$1.85	\$1.86	\$1.92	▲ 2%	\$1.95	No Change	\$1.95
VACANCY	4.1%	4.0%	4.0%	5.6%	4.0%	4.8%	5.2%	5.1%	▼ 50 bps	4.6%	No Change	4.6%

All building ages, 5+ unit apartment buildings

RENT & VACANCY | 50+ UNIT BUILDINGS

12-MONTH RENT VS. VACANCY



HISTORICAL RENT & VACANCY

	2017	2018	2019	2020	2021	2022	2023	Q4 2023	12-Month Change	Q3 2024	90-Day Change	Q4 2024
RENT	\$1,585	\$1,618	\$1,668	\$1,655	\$1,812	\$1,898	\$1,868	\$1,932	▲ 2%	\$1,983	▼ 1%	\$1,973
RENT/SF	\$2.09	\$2.13	\$2.20	\$2.18	\$2.39	\$2.50	\$2.46	\$2.56	▲ 2%	\$2.63	▼ 1%	\$2.61
VACANCY	6.0%	7.5%	6.1%	7.3%	5.2%	5.7%	13.0%	13.1%	▼ 80 bps	10.7%	▲ 160 bps	12.3%

All building ages, 5+ unit apartment buildings




DYLAN SIMON
JD FULLER
MATT LAIRD

Owners are still hesitant to meet the market in East King as the number of sales in Q4 was unchanged relative to the same period last year. Even so, larger deals are being done; the average deal size this quarter exceeded \$100 million.

 **Sales Insight**

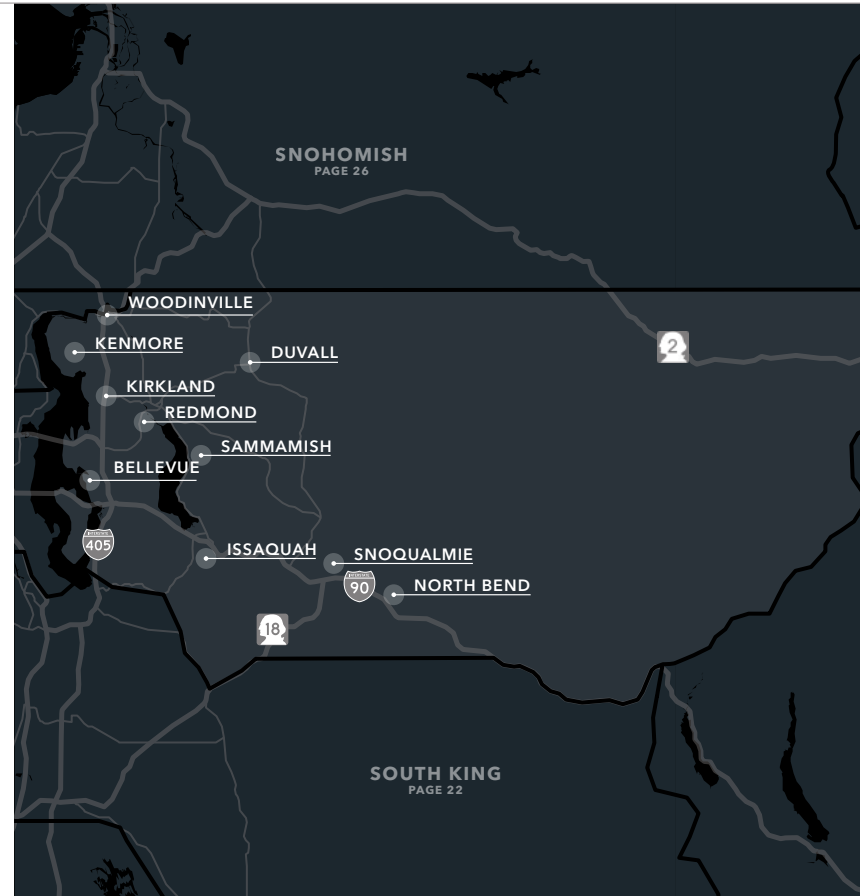
East King stands out among Puget Sound submarkets as the only one in which the number of transactions was actually down relative to 2023. But, this was only in terms of transactions: The actual transaction sizes increased this quarter to bring the total dollar value traded to \$907 million – up 61% year-over-year.

 **Rent / Vacancy Insight**

On the rental rate side, year-over-year growth has been healthy, ranging from 2% to 3% across product size categories. Here, too, there was modest pullback last quarter, which is typical of the seasonal nature of the multifamily sector. Changes in vacancy also illustrate the patterns of construction and absorption that we’ve seen recently as early-year deliveries subsequently lease up nicely.

View all of our listings online

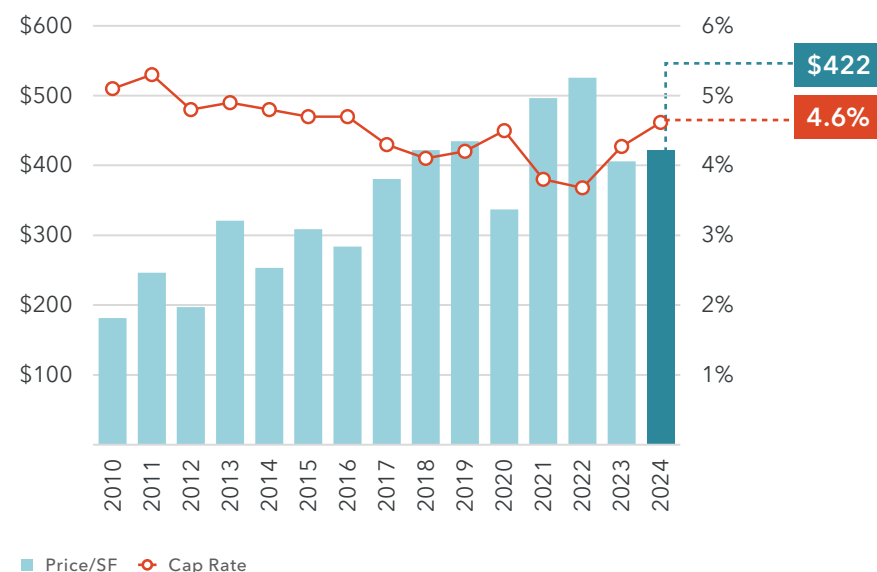
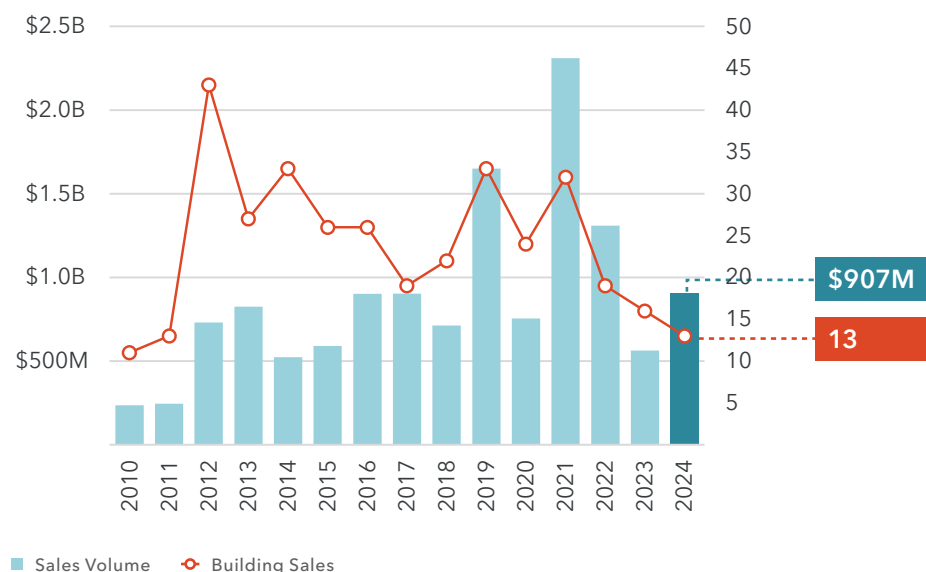
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INVENTORY

	Units	Buildings
TOTAL	61,931	567
5 TO 50 UNITS	4,838	286
50+ UNITS	57,093	281
12-MONTH DELIVERIES	2,251	10
AVERAGE UNIT SIZE	884 SF	

SALES TRENDS



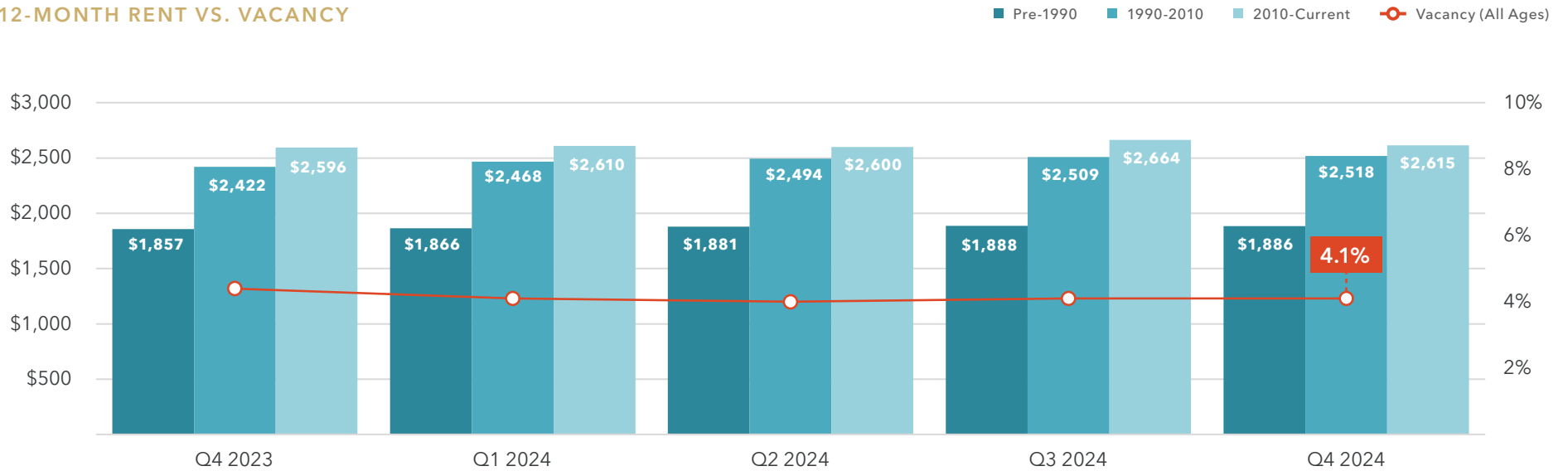
HISTORICAL SALES

	2018	2019	2020	2021	2022	2023	Q4 2023	12-Month Change	Q4 2024	Y-O-Y Change	2024
BUILDING SALES	22	33	24	32	19	16	5	No Change	5	▼ 19%	13
SALES VOLUME	\$713M	\$1.7B	\$754M	\$2.3B	\$1.3B	\$563M	\$123M	▲ 350%	\$553M	▲ 61%	\$907M
PRICE/UNIT	\$447K	\$383K	\$340K	\$478K	\$470K	\$397K	\$321K	▲ 28%	\$410K	▲ 4%	\$411K
PRICE/SF	\$422	\$434	\$337	\$496	\$526	\$406	\$373	▲ 12%	\$416	▲ 4%	\$422
CAP RATE	4.1%	4.2%	4.5%	3.8%	3.7%	4.3%	4.4%	▲ 13 bps	4.5%	▲ 34 bps	4.6%

All building ages, 5+ unit apartment buildings

RENT & VACANCY | 5 TO 50 UNIT BUILDINGS

12-MONTH RENT VS. VACANCY



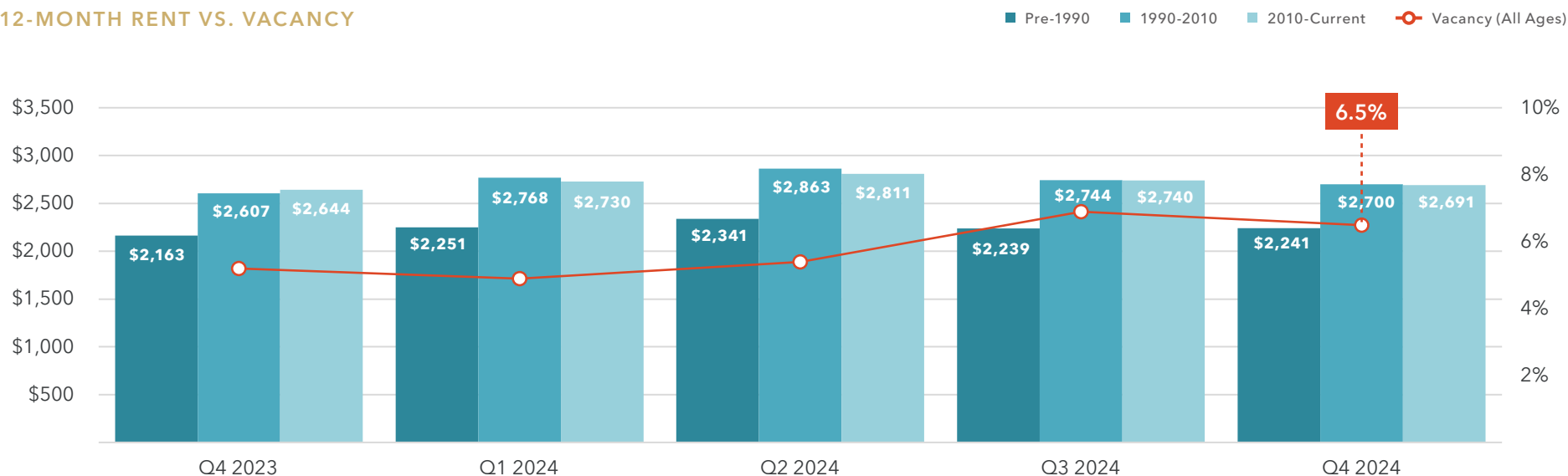
HISTORICAL RENT & VACANCY

	2017	2018	2019	2020	2021	2022	2023	Q4 2023	12-Month Change	Q3 2024	90-Day Change	Q4 2024
RENT	\$1,699	\$1,742	\$1,779	\$1,796	\$1,862	\$1,929	\$1,968	\$2,015	▲ 2%	\$2,058	▼ 0.1%	\$2,056
RENT/SF	\$1.83	\$1.88	\$1.92	\$1.93	\$2.01	\$2.08	\$2.12	\$2.18	▲ 2%	\$2.22	No Change	\$2.22
VACANCY	5.1%	4.6%	4.5%	5.8%	3.7%	4.6%	4.7%	4.4%	▼ 30 bps	4.1%	No Change	4.1%

All building ages, 5+ unit apartment buildings

RENT & VACANCY | 50+ UNIT BUILDINGS

12-MONTH RENT VS. VACANCY



HISTORICAL RENT & VACANCY


	2017	2018	2019	2020	2021	2022	2023	Q4 2023	12-Month Change	Q3 2024	90-Day Change	Q4 2024
RENT	\$1,958	\$2,039	\$2,147	\$2,056	\$2,327	\$2,383	\$2,448	\$2,490	▲ 3%	\$2,590	▼ 1%	\$2,558
RENT/SF	\$2.22	\$2.31	\$2.44	\$2.33	\$2.64	\$2.70	\$2.78	\$2.83	▲ 3%	\$2.94	▼ 1%	\$2.91
VACANCY	6.5%	7.2%	8.1%	8.5%	6.4%	6.0%	5.3%	5.2%	▲ 130 bps	6.9%	▼ 40 bps	6.5%

All building ages, 5+ unit apartment buildings



DYLAN SIMON
JD FULLER

Multifamily operations in South King were strong in 2024, posting positive rent growth and declining vacancy throughout the year. At the same time, South King has also shown its resilience in the face of the seasonality that often works against Q4 performance.

 **Sales Insight**

Sales volume in South King totaled 27 transactions valued at \$569 million in aggregate during 2024. Moving forward, we expect this “half recovery” in investor activity witnessed last year to continue in full recovery mode in 2025, barring any unforeseen negative economic shocks.

 **Rent / Vacancy Insight**

Demand for rental product in South King has been steady as new properties continue to lease up and vacancy falls across product types. It’s worth noting here that rental rate growth remained positive even throughout the typically slow fourth quarter of this year.

View all of our listings online

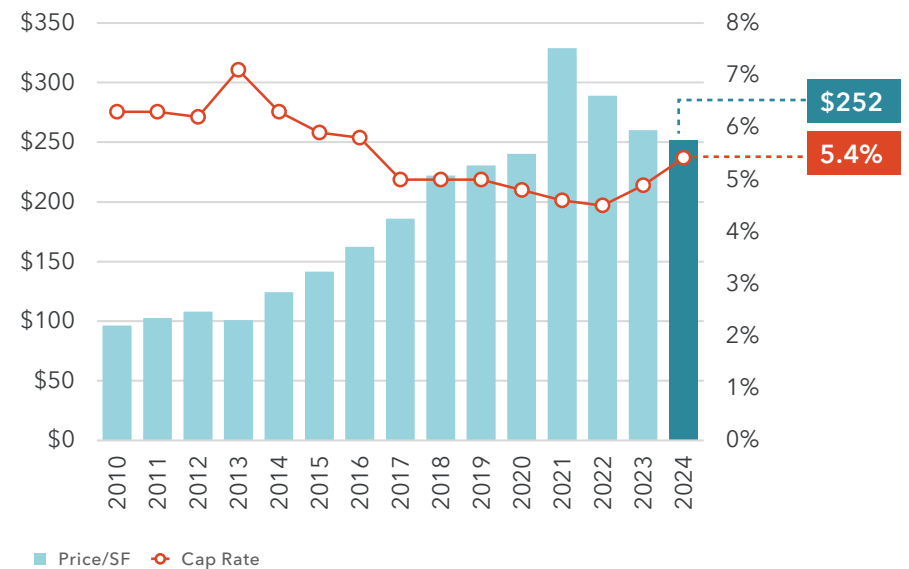
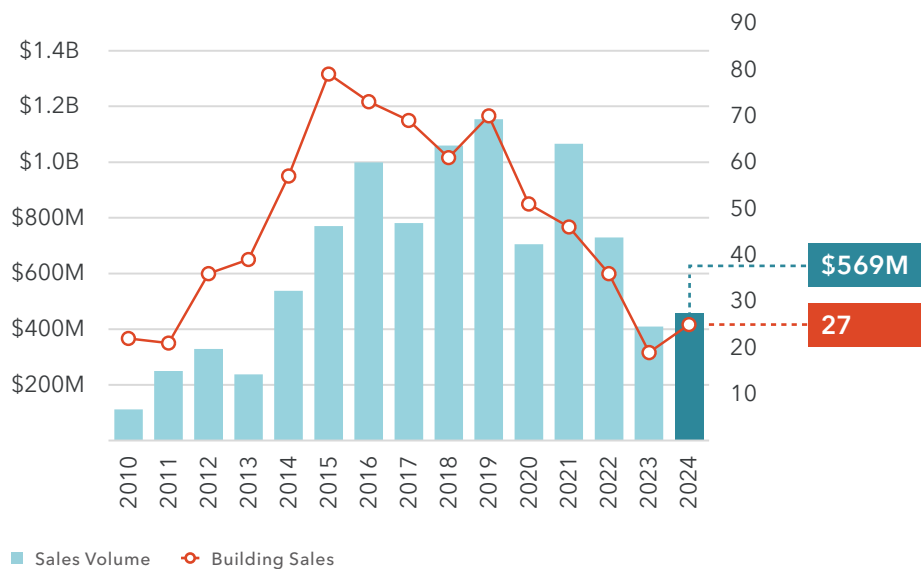
→ [SIMONANDERSONTEAM.COM](https://simonandersonteam.com)



INVENTORY

	Units	Buildings
TOTAL	59,567	941
5 TO 50 UNITS	10,698	640
50+ UNITS	48,869	301
12-MONTH DELIVERIES	860	7
AVERAGE UNIT SIZE	855 SF	

SALES TRENDS



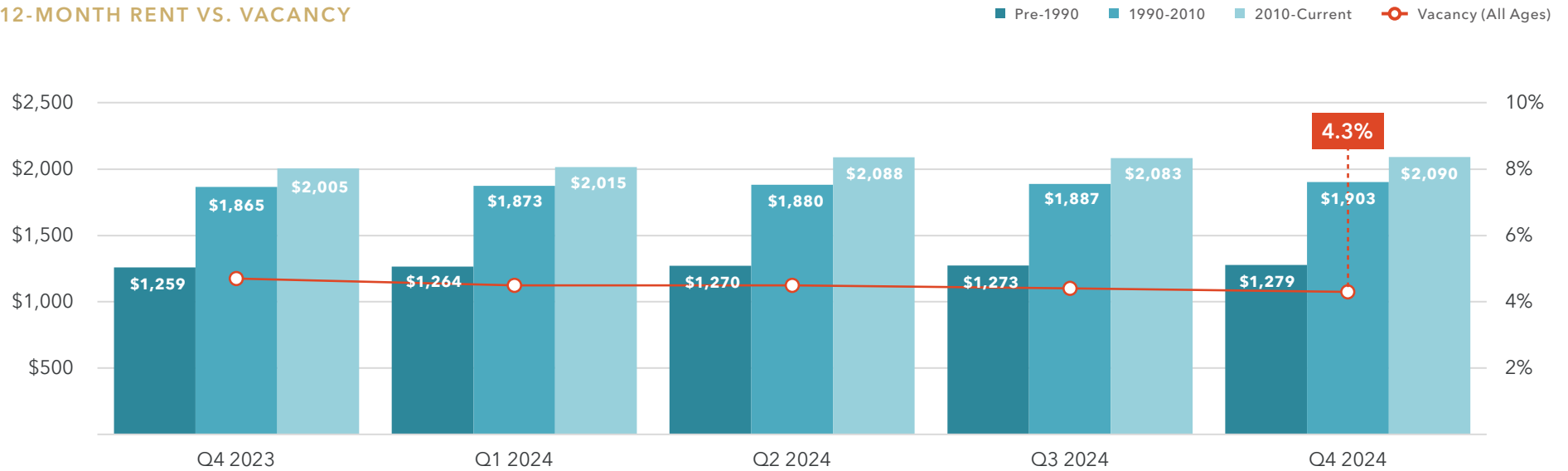
HISTORICAL SALES

	2018	2019	2020	2021	2022	2023	Q4 2023	12-Month Change	Q4 2024	Y-O-Y Change	2024
BUILDING SALES	61	70	51	46	36	19	7	No Change	9	▲ 42%	27
SALES VOLUME	\$1.1B	\$1.2B	\$705M	\$1.1B	\$730M	\$410M	\$256M	▼ 79%	\$164M	▲ 39%	\$569M
PRICE/UNIT	\$216K	\$202K	\$230K	\$306K	\$229K	\$221K	\$213K	▼ 3%	\$210K	▼ 7%	\$206K
PRICE/SF	\$222	\$231	\$240	\$329	\$289	\$260	\$250	▼ 9%	\$270	▼ 3%	\$252
CAP RATE	5.0%	5.0%	4.8%	4.6%	4.5%	4.9%	5.3%	▲ 30 bps	5.6%	▲ 53 bps	5.4%

All building ages, 5+ unit apartment buildings

RENT & VACANCY | 5 TO 50 UNIT BUILDINGS

12-MONTH RENT VS. VACANCY



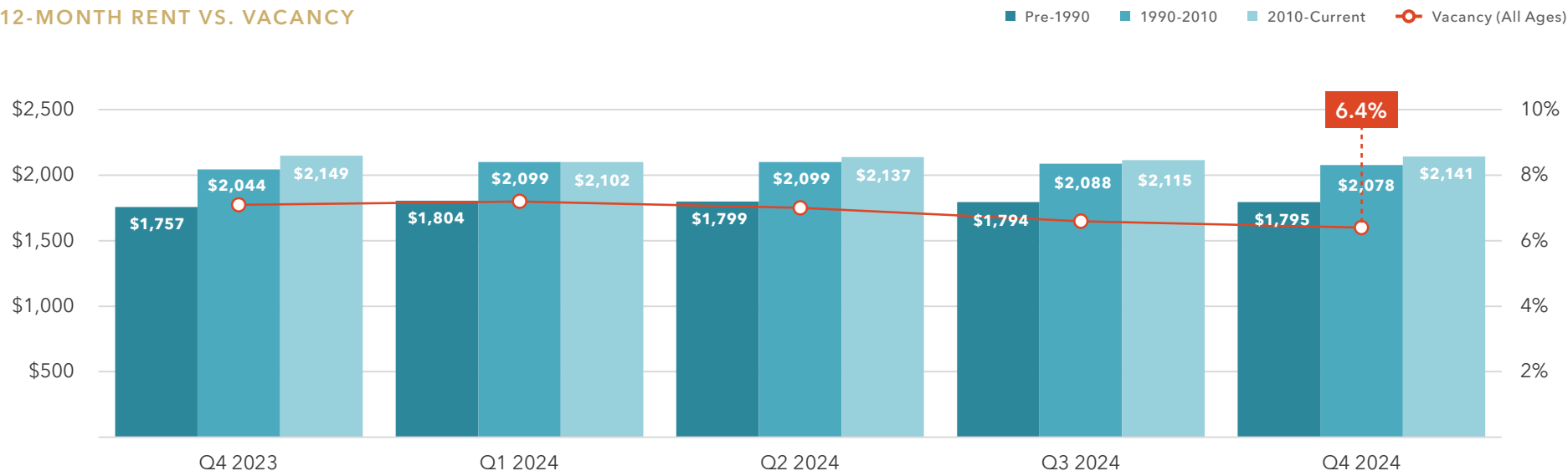
HISTORICAL RENT & VACANCY

	2017	2018	2019	2020	2021	2022	2023	Q4 2023	12-Month Change	Q3 2024	90-Day Change	Q4 2024
RENT	\$1,110	\$1,148	\$1,184	\$1,205	\$1,236	\$1,274	\$1,299	\$1,343	▲ 2%	\$1,359	▲ 0.5%	\$1,366
RENT/SF	\$1.39	\$1.44	\$1.49	\$1.52	\$1.56	\$1.60	\$1.63	\$1.69	▲ 2%	\$1.71	▲ 0.6%	\$1.72
VACANCY	4.4%	4.8%	4.4%	4.1%	3.3%	4.1%	4.9%	4.7%	▼ 40 bps	4.4%	▼ 10 bps	4.3%

All building ages, 5+ unit apartment buildings

RENT & VACANCY | 50+ UNIT BUILDINGS

12-MONTH RENT VS. VACANCY



HISTORICAL RENT & VACANCY


	2017	2018	2019	2020	2021	2022	2023	Q4 2023	12-Month Change	Q3 2024	90-Day Change	Q4 2024
RENT	\$1,402	\$1,457	\$1,531	\$1,566	\$1,758	\$1,838	\$1,838	\$1,868	▲ 2%	\$1,897	▲ 0.1%	\$1,899
RENT/SF	\$1.63	\$1.70	\$1.78	\$1.82	\$2.05	\$2.14	\$2.14	\$2.18	▲ 1%	\$2.21	No Change	\$2.21
VACANCY	5.1%	6.1%	5.5%	5.5%	4.0%	5.4%	7.0%	7.1%	▼ 70 bps	6.6%	▼ 20 bps	6.4%

All building ages, 5+ unit apartment buildings



DYLAN SIMON
JD FULLER

Snohomish experienced positive, but modest growth throughout 2024 – a pattern seen amongst the majority of Puget Sound submarkets. Additionally, rental rates continue to grow in the 1% to 2% range, and vacancy has also remained in healthy territory.

 **Sales Insight**

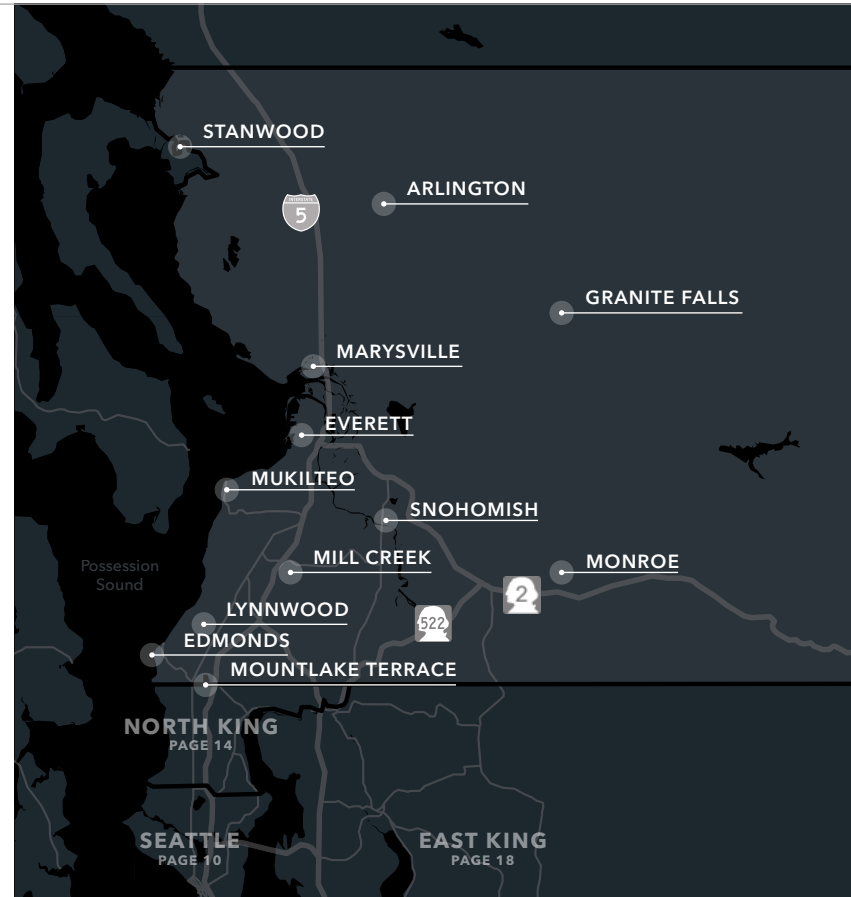
Sales activity continued its recovery in Snohomish during Q4 2024 with 25 transactions recorded for a total of \$305 million. Granted, this is only a partial recovery as investment activity was still well below historical averages. Now, with more clarity on fundamentals and an improving financing environment, we expect this recovery to continue into a more normalized 2025.

 **Rent / Vacancy Insight**

Rental rates continued their steady, but modest ascent in Q4 2024, both on a per-unit and per-square-foot basis. In fact, among the larger property types, vacancy rates were still climbing even into the fourth quarter of 2024 – a pattern unlike most other Puget Sound submarkets.

View all of our listings online

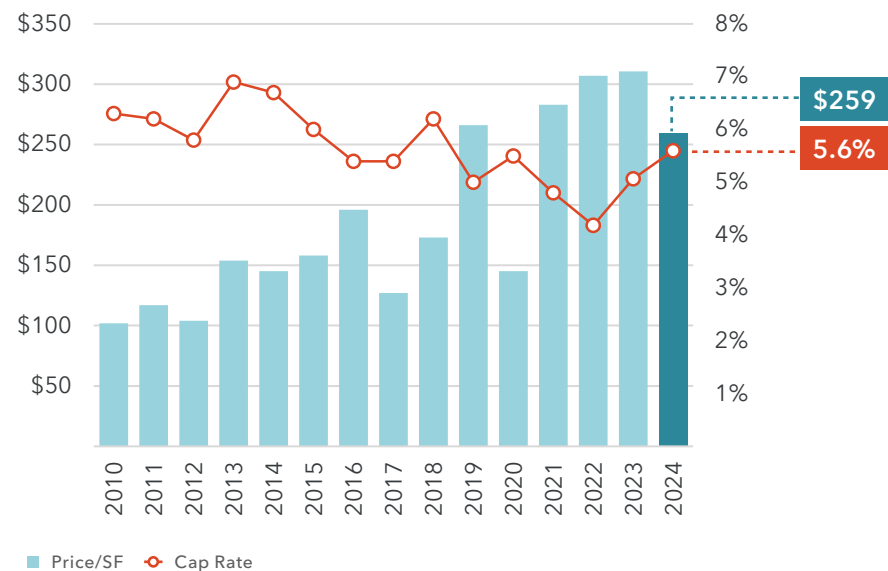
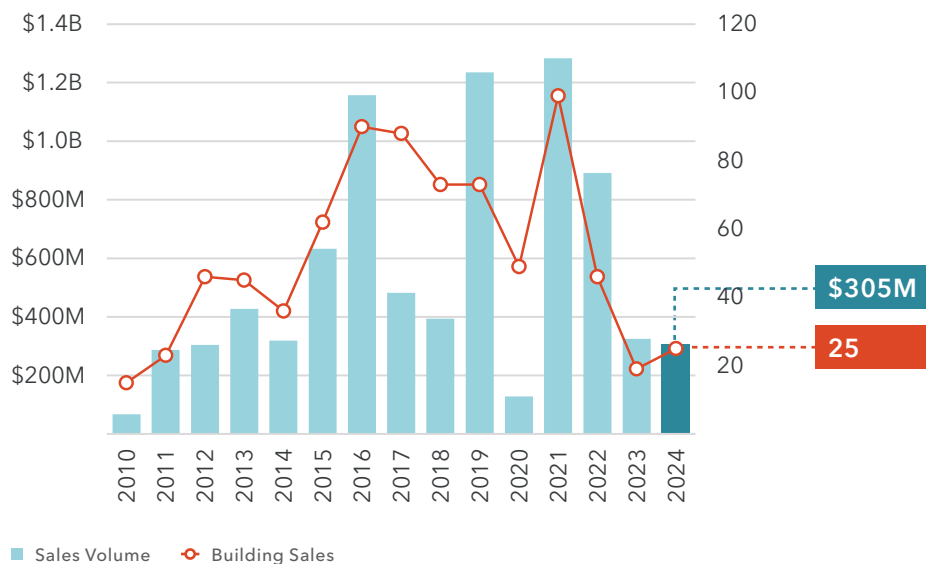
→ [SIMONANDERSONTEAM.COM](https://simonandersonteam.com)



INVENTORY

	Units	Buildings
TOTAL	51,245	1,024
5 TO 50 UNITS	10,638	801
50+ UNITS	40,607	223
12-MONTH DELIVERIES	1,176	6
AVERAGE UNIT SIZE	878 SF	

SALES TRENDS



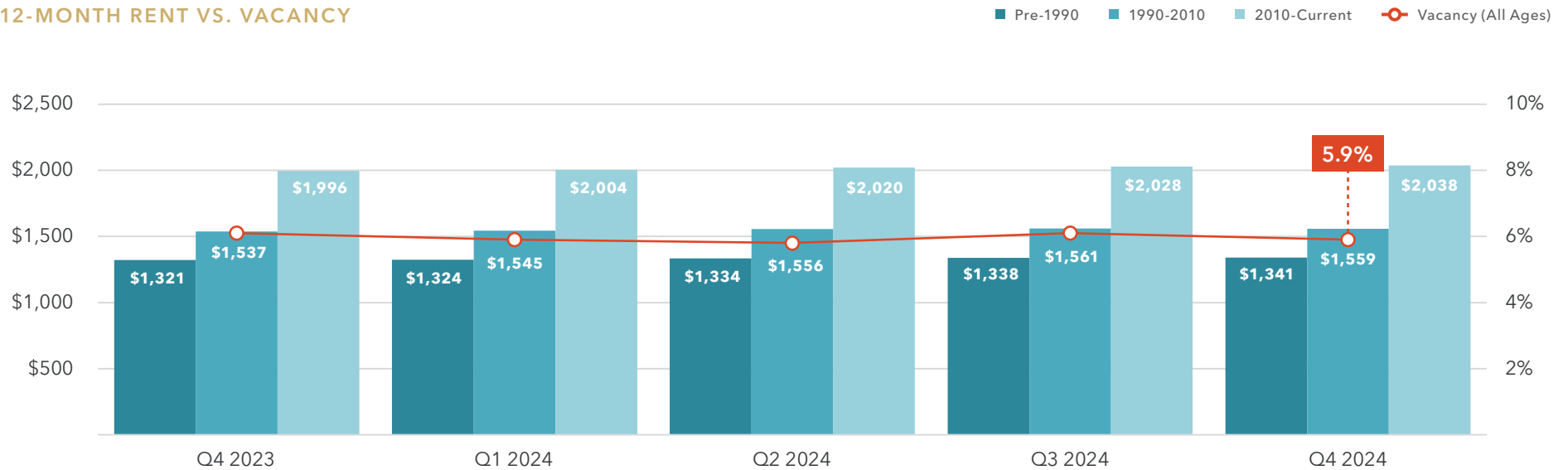
HISTORICAL SALES

	2018	2019	2020	2021	2022	2023	Q4 2023	12-Month Change	Q4 2024	Y-O-Y Change	2024
BUILDING SALES	73	73	49	99	46	19	5	▲ 60%	8	▲ 32%	25
SALES VOLUME	\$394M	\$1.2B	\$128M	\$1.3B	\$892M	\$325M	\$29M	▲ 335%	\$125M	▼ 6%	\$305M
PRICE/UNIT	\$169K	\$228K	\$164K	\$261K	\$272K	\$263K	\$275K	▼ 9%	\$250K	▼ 14%	\$226K
PRICE/SF	\$173	\$266	\$145	\$283	\$307	\$311	\$303	▼ 8%	\$278	▼ 17%	\$259
CAP RATE	6.2%	5.0%	5.5%	4.8%	4.2%	5.1%	5.5%	▼ 6 bps	5.4%	▲ 53 bps	5.6%

All building ages, 5+ unit apartment buildings

RENT & VACANCY | 5 TO 50 UNIT BUILDINGS

12-MONTH RENT VS. VACANCY



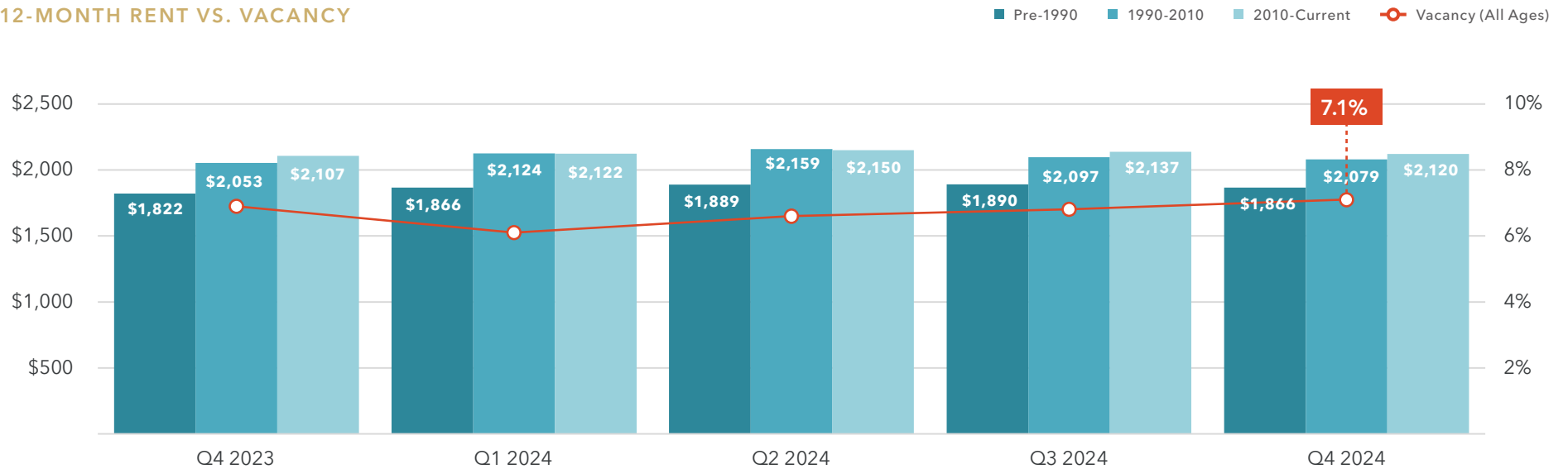
HISTORICAL RENT & VACANCY

	2017	2018	2019	2020	2021	2022	2023	Q4 2023	12-Month Change	Q3 2024	90-Day Change	Q4 2024
RENT	\$1,182	\$1,220	\$1,255	\$1,285	\$1,322	\$1,370	\$1,409	\$1,451	▲ 2%	\$1,471	▲ 0.3%	\$1,475
RENT/SF	\$1.37	\$1.41	\$1.45	\$1.49	\$1.53	\$1.59	\$1.64	\$1.68	▲ 2%	\$1.71	No Change	\$1.71
VACANCY	5.1%	4.7%	5.0%	5.1%	4.1%	5.3%	6.3%	6.1%	▼ 20 bps	6.1%	▼ 10 bps	5.9%

All building ages, 5+ unit apartment buildings

RENT & VACANCY | 50+ UNIT BUILDINGS

12-MONTH RENT VS. VACANCY



HISTORICAL RENT & VACANCY


	2017	2018	2019	2020	2021	2022	2023	Q4 2023	12-Month Change	Q3 2024	90-Day Change	Q4 2024
RENT	\$1,455	\$1,524	\$1,598	\$1,621	\$1,833	\$1,896	\$1,935	\$1,978	▲ 1%	\$2,027	▼ 01%	\$2,007
RENT/SF	\$1.67	\$1.75	\$1.84	\$1.86	\$2.11	\$2.18	\$2.22	\$2.28	▲ 1%	\$2.34	▼ 01%	\$2.31
VACANCY	5.8%	5.0%	5.9%	5.4%	4.9%	6.6%	6.6%	6.9%	▲ 20 bps	6.8%	▲ 30 bps	7.1%

All building ages, 5+ unit apartment buildings



DYLAN SIMON
JD FULLER
ELIJAH PIPER

The Pierce County multifamily market might be described as the dark horse of Puget Sound. Here, investors are only inching back into the market (apart from some compelling examples).

 **Sales Insight**

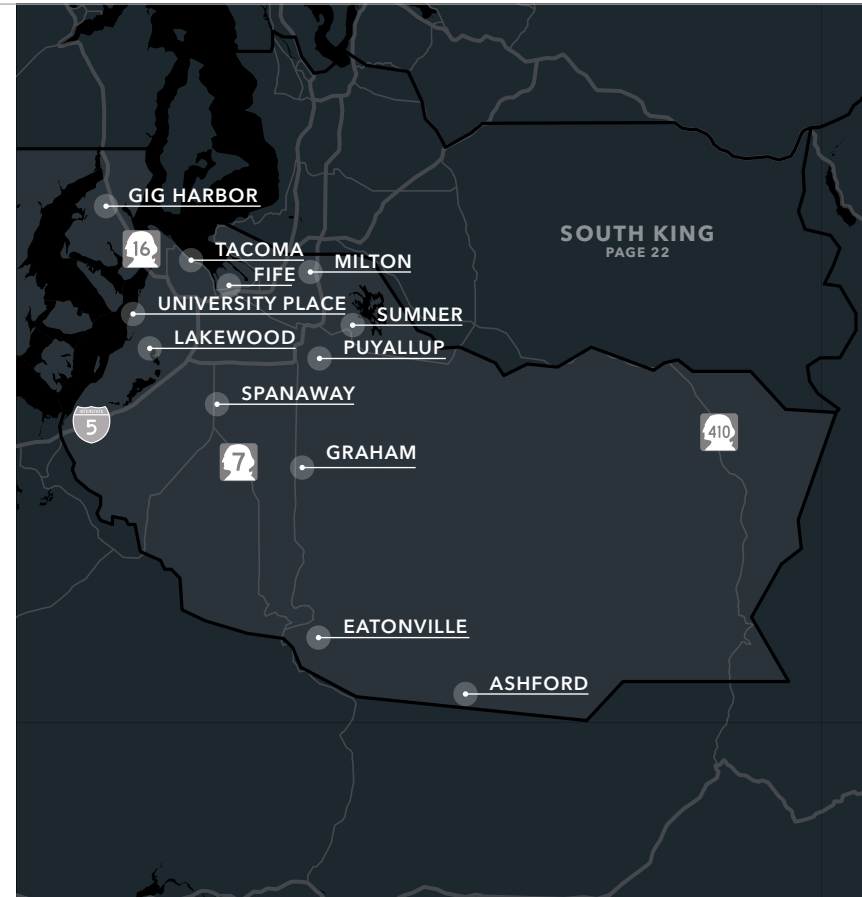
Reflecting a pattern that we’re seeing across the more rural Puget Sound submarkets, investor activity in Pierce has returned at a much slower rate than Seattle or South King, for example. Although 34 transactions were recorded during the year (a year-over-year increase of 42%), that nevertheless equates to only 30% to 40% of pre-pandemic levels. It’s also comparable to the Puget Sound average, which averaged ~50% of historical transaction averages in 2024.

 **Rent / Vacancy Insight**

Year-over-year rental rate growth was remarkably healthy, particularly for smaller properties, where rents are up approximately 3%. Add the post-construction absorption and falling vacancy rates on top of that and we have a market that may deserve more attention from investors.

View all of our listings online

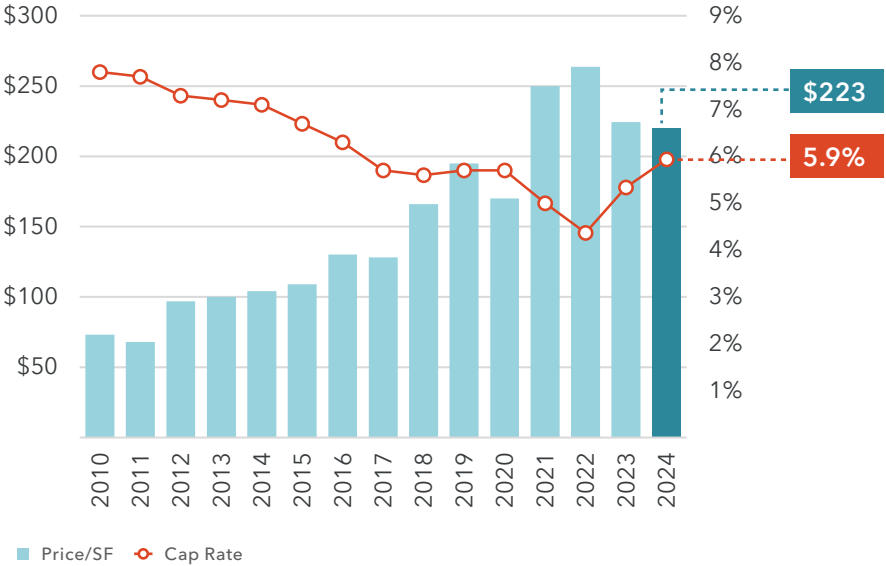
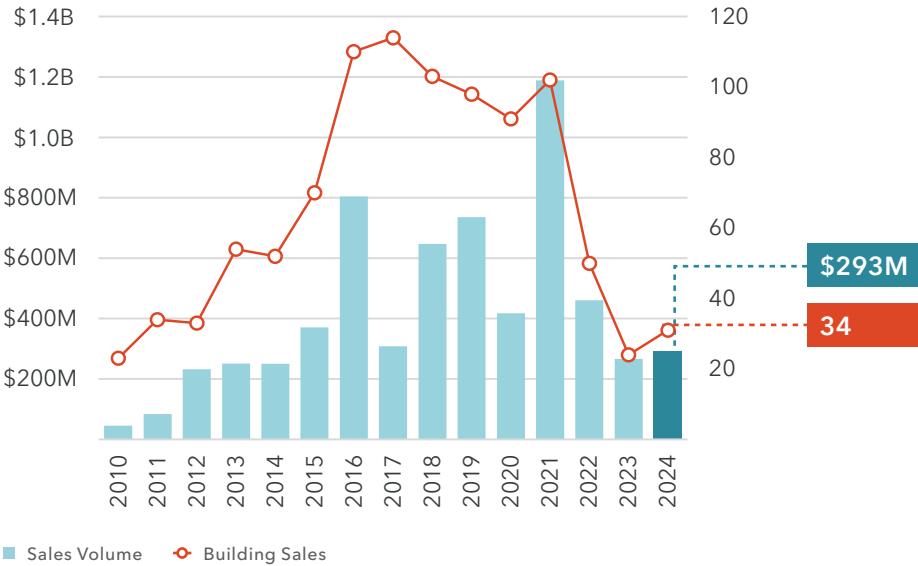
→ [SIMONANDERSONTEAM.COM](https://simonandersonteam.com)



INVENTORY

	Units	Buildings
TOTAL	67,077	1,451
5 TO 50 UNITS	18,327	1,112
50+ UNITS	48,750	339
12-MONTH DELIVERIES	2,057	20
AVERAGE UNIT SIZE	839 SF	

SALES TRENDS



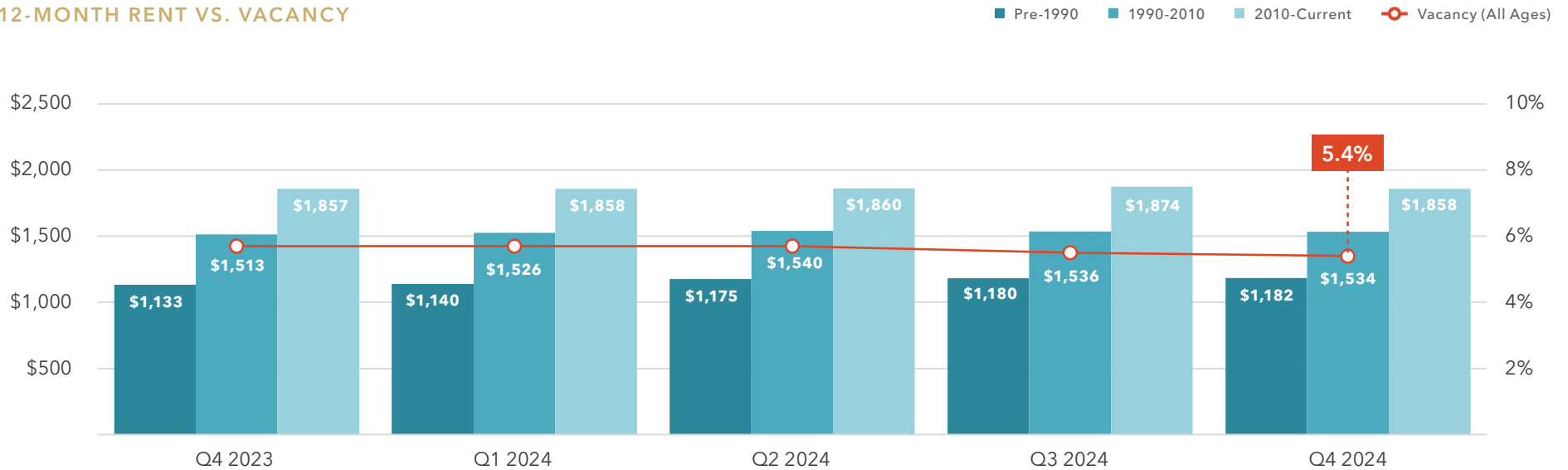
HISTORICAL SALES

	2018	2019	2020	2021	2022	2023	Q4 2023	12-Month Change	Q4 2024	Y-O-Y Change	2024
BUILDING SALES	103	98	91	102	50	24	5	▲ 140%	15	▲ 42%	34
SALES VOLUME	\$647M	\$736M	\$418M	\$1.2B	\$461M	\$267M	\$17M	▲ 876%	\$186M	▲ 16%	\$311M
PRICE/UNIT	\$151K	\$174K	\$171K	\$249K	\$213K	\$182K	\$163K	▲ 18%	\$200K	▲ 1%	\$184K
PRICE/SF	\$166	\$195	\$170	\$250	\$264	\$224	\$200	▲ 16%	\$236	▼ 1%	\$223
CAP RATE	5.6%	5.7%	5.7%	5.0%	4.4%	5.3%	6.2%	▼ 25 bps	6.0%	▲ 59 bps	5.9%

All building ages, 5+ unit apartment buildings

RENT & VACANCY | 5 TO 50 UNIT BUILDINGS

12-MONTH RENT VS. VACANCY



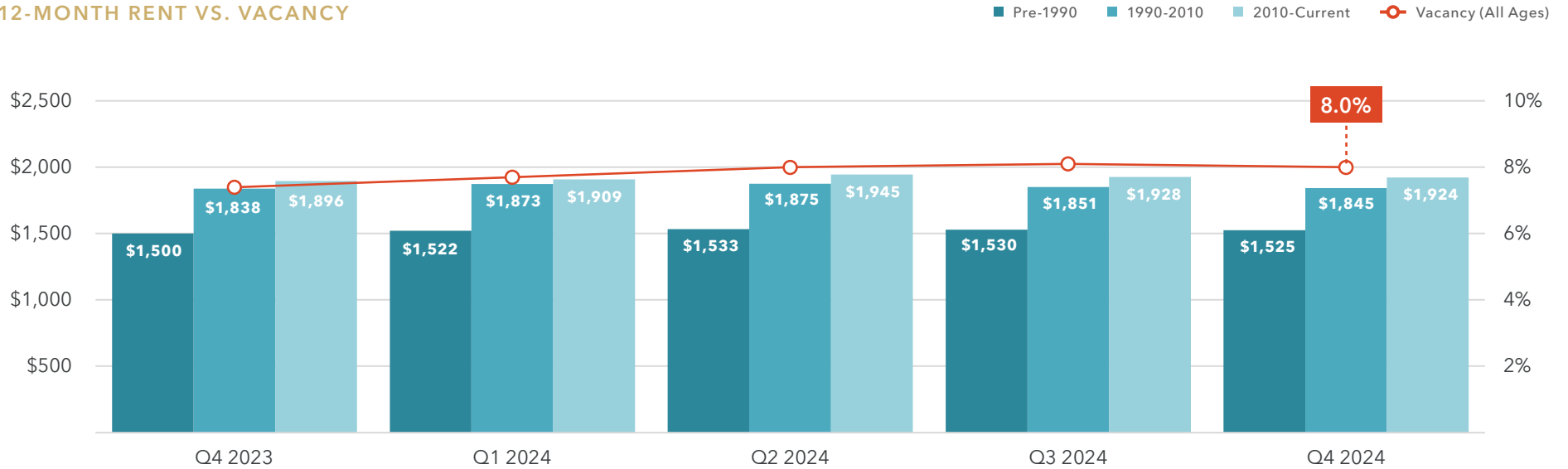
HISTORICAL RENT & VACANCY

	2017	2018	2019	2020	2021	2022	2023	Q4 2023	12-Month Change	Q3 2024	90-Day Change	Q4 2024
RENT	\$1,006	\$1,041	\$1,075	\$1,101	\$1,141	\$1,178	\$1,194	\$1,230	▲ 3%	\$1,272	No Change	\$1,272
RENT/SF	\$1.30	\$1.34	\$1.39	\$1.42	\$1.48	\$1.52	\$1.55	\$1.60	▲ 4%	\$1.66	No Change	\$1.66
VACANCY	4.8%	4.6%	4.6%	4.0%	4.3%	5.1%	5.9%	5.7%	▼ 30 bps	5.5%	▼ 10 bps	5.4%

All building ages, 5+ unit apartment buildings

RENT & VACANCY | 50+ UNIT BUILDINGS

12-MONTH RENT VS. VACANCY



HISTORICAL RENT & VACANCY

	2017	2018	2019	2020	2021	2022	2023	Q4 2023	12-Month Change	Q3 2024	90-Day Change	Q4 2024
RENT	\$1,241	\$1,306	\$1,384	\$1,459	\$1,607	\$1,661	\$1,668	\$1,702	▲ 1%	\$1,728	▼ 0.3%	\$1,723
RENT/SF	\$1.45	\$1.52	\$1.62	\$1.70	\$1.88	\$1.94	\$1.95	\$2.01	▲ 1%	\$2.04	▼ 0.5%	\$2.03
VACANCY	6.9%	5.6%	6.8%	5.3%	5.2%	6.8%	7.5%	7.4%	▲ 60 bps	8.1%	▼ 10 bps	8.0%

All building ages, 5+ unit apartment buildings



DYLAN SIMON
JD FULLER
ELIJAH PIPER

Another quarter with no sales leaves little to report on. However, figures for the full year 2024 (albeit small figures) do show an improvement from last year.

 **Sales Insight**

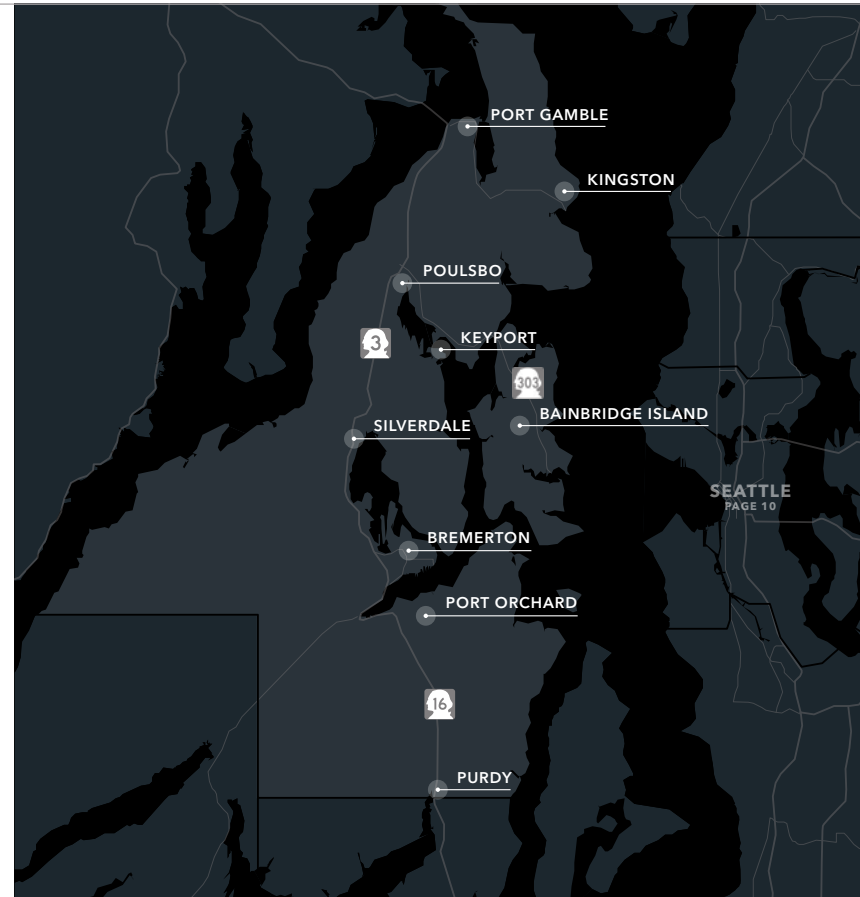
Although significant sales activity is fairly rare in Kitsap County, 2024 was particularly quiet with Q4 2024 marking the second quarter in a row of zero transactions. As such, we have no readthrough to fair valuations, apart from those derived from neighboring counties, many of which do have properties similar to those in Kitsap.

 **Rent / Vacancy Insight**

Year-over-year, rental rates are up solidly in Kitsap with an increase of up to 5% among the larger product. It's worth noting that this strength was in spite of the high number of deliveries seen in the first half of the year. After initially driving vacancy rates up 400 bps in the first three quarters of this year, this supply has continued to benefit from steady demand, which then caused a pull-back of 50 bps in vacancy rates in Q4 2024.

View all of our listings online

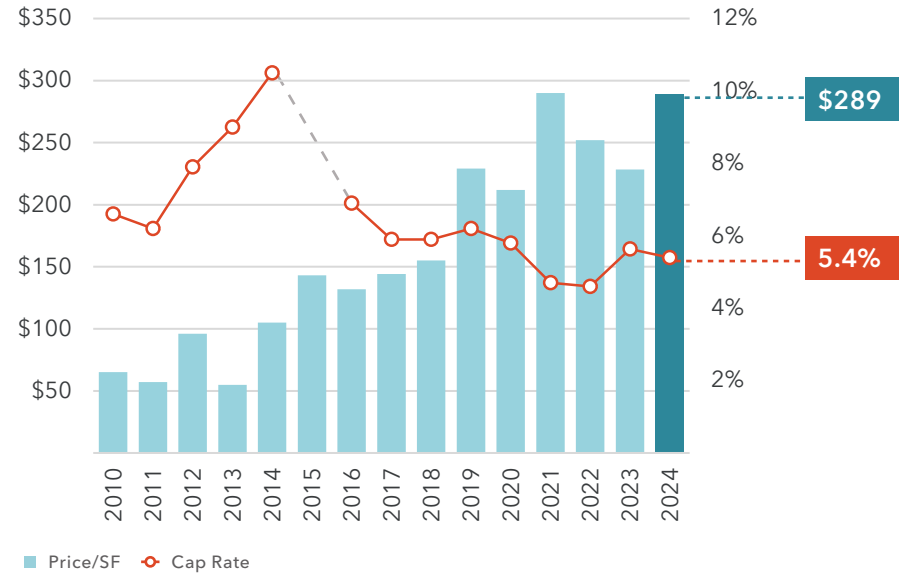
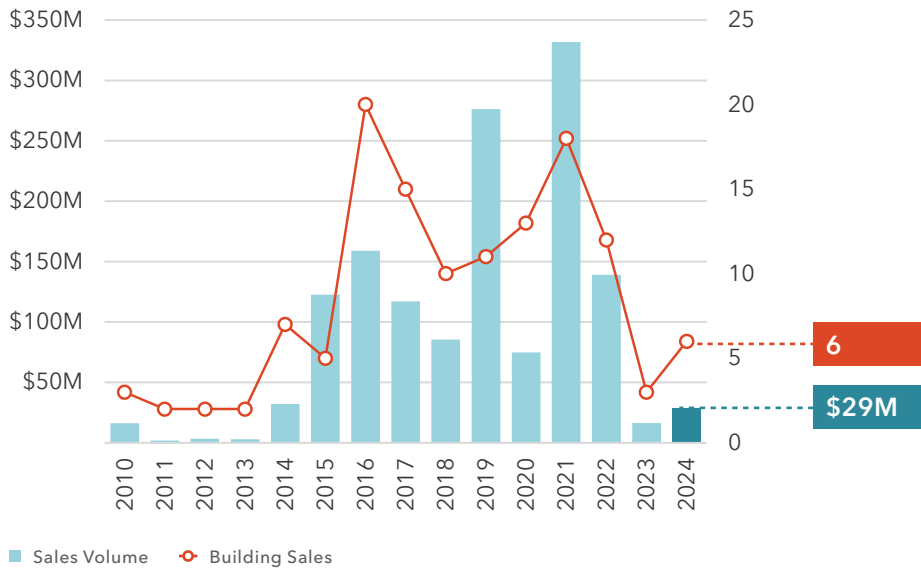
→ SIMONANDERSONTEAM.COM



INVENTORY

	Units	Buildings
TOTAL	12,895	214
5 TO 50 UNITS	2,395	143
50+ UNITS	10,500	71
12-MONTH DELIVERIES	1,135	5
AVERAGE UNIT SIZE	851 SF	

SALES TRENDS



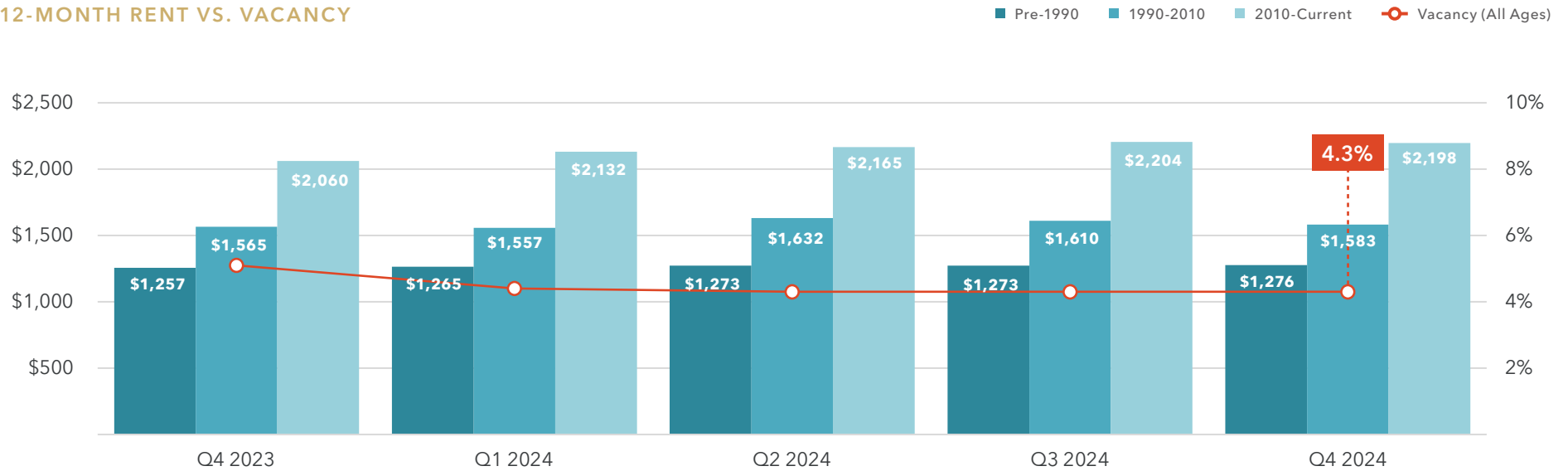
HISTORICAL SALES

	2018	2019	2020	2021	2022	2023	Q4 2023	12-Month Change	Q4 2024	Y-O-Y Change	2024
BUILDING SALES	10	11	13	18	12	3	No Sales	-	No Sales	▲ 100%	6
SALES VOLUME	\$85M	\$276M	\$75M	\$332M	\$139M	\$16M	No Sales	-	No Sales	▲ 76%	\$29M
PRICE/UNIT	\$138K	\$222K	\$196K	\$255K	\$233K	\$224K	No Sales	-	No Sales	▼ 17%	\$187K
PRICE/SF	\$155	\$229	\$212	\$290	\$252	\$228	No Sales	-	No Sales	▲ 26%	\$289
CAP RATE	5.9%	6.2%	5.8%	4.7%	4.6%	5.6%	No Sales	-	No Sales	▼ 24 bps	5.4%

All building ages, 5+ unit apartment buildings

RENT & VACANCY | 5 TO 50 UNIT BUILDINGS

12-MONTH RENT VS. VACANCY



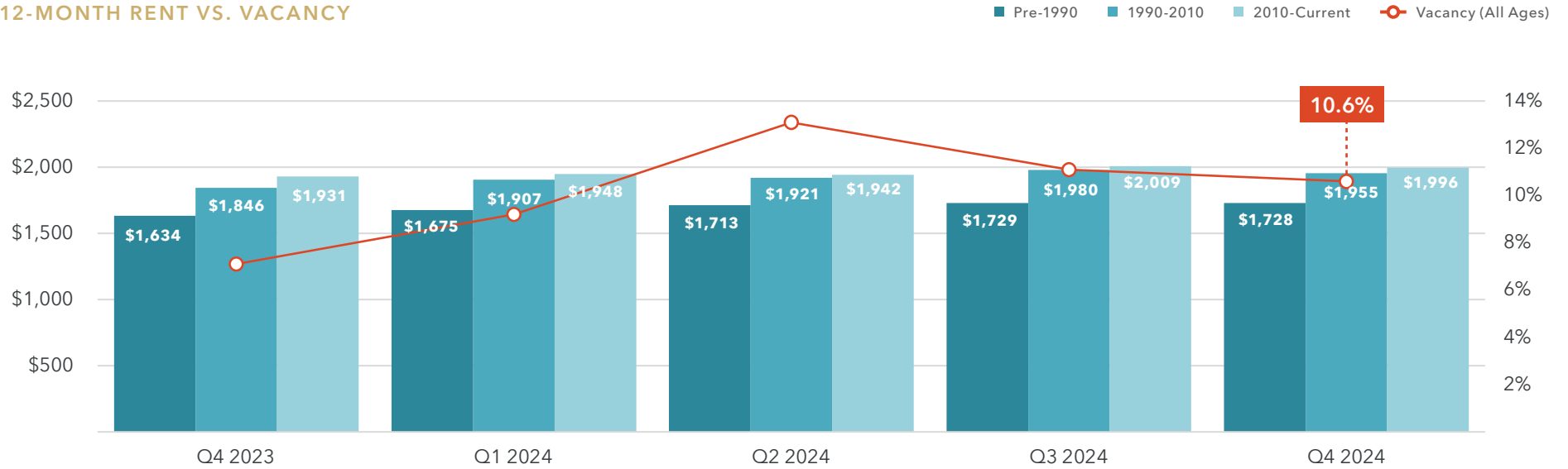
HISTORICAL RENT & VACANCY

	2017	2018	2019	2020	2021	2022	2023	Q4 2023	12-Month Change	Q3 2024	90-Day Change	Q4 2024
RENT	\$1,226	\$1,269	\$1,324	\$1,363	\$1,413	\$1,443	\$1,434	\$1,461	▲ 3%	\$1,503	▼ 0.2%	\$1,500
RENT/SF	\$1.51	\$1.56	\$1.63	\$1.67	\$1.74	\$1.77	\$1.76	\$1.80	▲ 2%	\$1.85	▼ 1%	\$1.84
VACANCY	4.8%	5.6%	4.6%	3.7%	3.2%	6.0%	4.9%	5.1%	▼ 80 bps	4.3%	No Change	4.3%

All building ages, 5+ unit apartment buildings

RENT & VACANCY | 50+ UNIT BUILDINGS

12-MONTH RENT VS. VACANCY



HISTORICAL RENT & VACANCY

	2017	2018	2019	2020	2021	2022	2023	Q4 2023	12-Month Change	Q3 2024	90-Day Change	Q4 2024
RENT	\$1,366	\$1,456	\$1,519	\$1,566	\$1,808	\$1,729	\$1,748	\$1,799	▲ 5%	\$1,898	▼ 0.1%	\$1,886
RENT/SF	\$1.61	\$1.72	\$1.79	\$1.85	\$2.13	\$2.04	\$2.06	\$2.11	▲ 5%	\$2.22	▼ 0.5%	\$2.21
VACANCY	5.6%	5.8%	6.4%	6.2%	5.2%	14.3%	7.7%	7.1%	▲ 350 bps	11.1%	▼ 50 bps	10.6%

All building ages, 5+ unit apartment buildings

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Team Founders

DYLAN SIMON
Executive
Vice President



JERRID ANDERSON
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Vice President



Dylan is a commercial real estate broker who specializes in helping investors buy, sell, and develop apartment buildings in Puget Sound and across Washington state. He has brokered transactions from \$1M to more than \$100M.

Jerrid focuses on urban apartment and land sales in the City of Seattle. His clients hire him for pricing outperformance and industry-leading successful closing percentage.

MATT LAIRD
First Vice President



MAX FRAME
Vice President



ELIJAH PIPER
Vice President



JD FULLER
Associate



JACK SHEPHARD
Associate



RYDER TUTTLE
Analyst



CASSIE PIETERS
Broker Assistant



ALICE LUNDT
Broker Assistant



MATTIE TONSETH
Marketing Assistant



ASHLEY WOODLIFF
Marketing Assistant



NOTES

Sales data for the Puget Sound region is inclusive of all market-rate apartment buildings with at least five units in King, Snohomish, Pierce, and Kitsap counties.

DATA SOURCES

SALES

CoStar

King County Registrar

Pierce County Planning & Public Works Department

Real Capital Analytics

Simon | Anderson Multifamily Team Research

Snohomish County Registrar

RENT, VACANCY & INVENTORY

CoStar

Simon | Anderson Multifamily Team Research



Simon / Anderson Multifamily Team

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