# DINIUS-WARSINSKE MULTIFAMILY GROUP 2022 END-OF-YEAR REVIEW 

RYAN DINIUS I SIDNEY WARSINSKE



## 01.

WHY US?

- The Dinius-Warsinske Multifamily Group
- Recent Transactions

Since 2012, Ryan and Sidney have listed and sold multifamily assets and urban infill development sites totaling over \$4.8 Billion.

The Dinius-Warsinske Multifamily Group of Marcus \& Millichap specializes in the sale of multifamily assets and development sites. In addition to sales, Ryan and Sianey have organized a team to provide advisory services or smail
to large scale investment groups looking to expand their footprint within the market. With combined experience of 18 years, the Dinius-Warsinske Multifamily Group has consistently outperformed their competition and become a pinnacle of execution within the small to mid-market.
The team caters to exclusive representation of multifamily owners in property dispositions and of selected buyers in property acquisitions. Consultation services are also provided for asset valuation, buy/sell, and broader market analysis. This expertise combined with modern technological capabilities期

In 2018, Sidney and Ryan came to Marcus and Millichap to expand their
business. After being at Kidder Mathews for years, and top sales recognition business. Atter being at Kidder Mathews for years, and top sales recognition
awards received, being able to come to a national platform allowed them awards received, being able to come to a national platform allowed them
the opportunity to bring clients into a full-service brokerage, and thus, achieve higher value for their sellers and select buyers. Boasting a track record of completing over $\$ 4.8$ Billion in transaction volume in their careers, Sidney and Ryan look forward to continuing their success through
excellent deal execution, clear communication, and undying passion to win.


## THE DINIUS-WARSINSKE MULTIFAMILY GROUP


tammy linden Capital Markets
jestine wood Dinius-Warsinske
zac mazzuca Analyst
Dinius-Warsins Dinius-Warsinske
Multifamily Group

TYLER SKELTON perations Manage
Dinius-Warsinske Dinius-Warsinske
Multifamily Group
joeldeis First Vice Presiden Regional Manager
Marcus \& Millichap

JESS MORSE Operations
Manager

DINIUS-WARSINSKE MUITIFAMILY GROUP // MARCUS \& MHLICHAP


## (B) ECLAIRE


(14) TAMARIND
(15) TWIN CEDARS

1775 S 305th Place, Federal Way


921, 927 N 96 th St. 5 seat



|  | Sale Price | \$1,300,000 |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | \# of Units | 7 |  |  |
|  | Price/SF | 5208 |  |  |
|  | Price/Unit | \$185,714 |  |  |
|  | Year Built |  |  |  |

Price/sF
Price/un
(19) PARK DES MOINES 10002 Des Moines Memorial Drive S, Seattle (20) OVERLOOK 13007 2th Ave SW, Seattle 121

(10) THE OLIVE BRANCH 427 sW 154 th st, Burien
 Sale Price
\# of Units
Pricesp Price//s
Price Unit Price/Unit
Year Buitt


## (22) BALLARD 5

(23) FREMONT 5

|  |  |
| :---: | :---: |
|  | Price |

 | Sale Price |
| :--- |
| \# of Units |
| Prici/SF |
| Priceunit |
| Year Built |





## 02.

2022 MULTIFAMILY SALES \& MARKET SHARE

- Broker Market Share
- 2022 Sales By Submarket
- Puget Sound Sales Statistics

2022 MULTIFAMILY SALES \& MARKET SHARES
2022 BROKER MARKET SHARE
PUGET SOUND UNDER 30M

## THE \#1 CHOICE IN MULTIHOUSING

Marcus \& Millichap's Multi Housing Division provides the industry's most dynamic and effective marketplace for the acquisition and disposition of apartment properties. With specialists throughout the U.S. and Canada, Marcus \& Millichap's Multi Housing Division is the industry leader, having successfully executed on our clients' behalf more than $\$ 106$ billion of sales volume in the past five years.


| 2022 SALES BY 5-19 UNITS |  | PROPERTY NAME <br> Cowen Park | ADDRESS <br> 1403 NE 56th St | SUBMARKET <br> University District | SALE DATE <br> 1/5/2022 | YEAR OF BUILDING 1960 | SALE PRICE <br> \$3,200,000 | UNITS <br> 7 | PRICE PER UNIT \$457,143 | $\begin{gathered} \text { PRICE PER } \\ \text { SF } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |
|  |  | Hallmark Apartments | 4125 SW Graham St | West Seattle | 1/6/22 | 1965 | \$1,645,000 | 7 | \$235,000 | \$379 |
|  |  | Maywood | 1321 4th Ave W | Queen Anne | 1/12/2022 | 1909 | \$3,400,000 | 10 | \$340,000 | \$412 |
| SALES Volume avg \$/UNIT | CAP RATE | 5700-5708 20th Ave NW | 5700-5708 20th Ave NW | Ballard / Fremont | 1/13/22 | 1954 | \$,195,000 | 5 | \$239,000 | \$488 |
| 6,000,0 | 4.2\% $\downarrow$ | Mercedes Apartments | 12348 28th Ave NE | North Seattle | 1/14/2022 | 1970 | \$2,600,000 | 15 | \$173,333 | \$253 |
|  |  | North Green Lake Apartments | 902 N 95 th St | North Seattle | 1/14/2022 | 1985 | \$2,400,000 | 10 | \$240,000 | \$342 |
|  | 4.3\% | 2020 at Lake Union | 2020 Minor Ave E | South Lake Union | 1/18/2022 | 1965 | \$4,997,000 | 11 | \$454,273 | \$503 |
|  | 4.4\% $\uparrow$ | Fremont 5 | 4509 Fremont Ave N | Ballard / Fremont | 1/18/2022 | 1978 | \$1,543,500 | 5 | \$308,700 | \$372 |
|  |  | 8214 Creenwood Ave N | 8214 Greenwood Ave N | North Seattle | 1/20/2022 | 1912 | \$4,200,000 | 11 | \$381,818 | \$343 |
|  |  | 2117 Dexter Ave. N | 2117 Dexter Ave. N | South Lake Union | 1/2/2022 | 1970 | \$2,350,000 | 6 | \$391,667 | \$473 |
|  |  | Leschi Lakeview | 20130 th Ave S | Madison / Leschi | 1/23/2022 | 1965 | \$4,87,800 | 11 | \$380,709 | \$516 |
|  |  | 6708 California Ave SW | 6708 California Ave SW | West Seattle | 1/26/2022 | 2006 | \$2,13,200 | 6 | \$35,553 | \$331 |
|  |  | Barrett West | 2850 15th Ave W | Queen Anne | 1/28/2022 | 1963 | \$4,652,500 | 19 | \$244,868 | \$338 |
|  |  | Pinehurst West | 12007 15th Ave NE | North Seattle | 1/3/2022 | 1988 | \$4,721,400 | 18 | \$262,300 | \$361 |
|  |  | 1310 E Thomas St. | 1310 E Thomas St. | Capitol Hill / Eastlake | 1/31/2022 | 1967 | \$6,450,000 | 19 | \$339,474 | \$373 |
|  |  | Pingkit Court | 701 NE 42nd St | University District | 2/1/2022 | 1962 | \$2,550,000 | 6 | \$425,000 | \$630 |
|  |  | Lakeland | 9601 Eighth Ave NW | Ballard/Fremont | 2/7/2022 | 1987 | \$2,644,000 | 12 | \$220,333 | \$347 |
|  |  | 801 W McGraw St | 801 W McGraw St | Queen Anne | 2/8/2022 | 1957 | \$2,354,500 | 8 | \$294,313 | \$490 |
|  |  | 7325 47th Ave SW | 7325 47th Ave SW | West Seattle | 2/14/2022 | 1985 | \$1,620,650 | 5 | \$324,130 | \$357 |
|  |  | Essex Apartments | 4200 SW Manning St | West Seattle | 2/15/2022 | 1928 | \$2,890,000 | 9 | \$321,710 | \$486 |
|  |  | 5212 77th Ave NW | 5212 77th Ave NW | Ballard/Fremont | 2/77/2022 | 1948 | \$,792,500 | 5 | \$358,500 | \$702 |
|  |  | Maison Royale | 4529 44th Ave SW | West Seattle | 2/22/2022 | 1966 | \$4,72,000 | 14 | \$298,000 | \$391 |
|  |  | 3650 Phinney Ave. North | 3650 Phinney Ave. North | Ballard/Fremont | 2/24/22 | 1961 | \$1,500,000 | 5 | \$300,000 | \$455 |
|  |  | 3107 Eastlake Ave | 3107 Eastlake Ave | Capitol Hill / Eastlake | 2/28/2022 | 1953 | \$3,920,000 | 6 | \$65,333 | \$405 |
|  |  | 1520 23rd Ave | 1520 23rd Ave | Capitol Hill / Eastlake | 3/1/2022 | 1943 | \$1,800,000 | 8 | \$225,000 | \$295 |

[^0]
## 2022 SALES BY SUBMARKETS

SEATTLE
5-19 UNITS CONT'D

| PROPERTY NAME | ADDRESS | SUBMARKET | SALE DATE | YEAR OF BUILDING | SALE PRICE | UNITS | PRICE PER UNIT | $\begin{gathered} \text { PRICE PER } \\ \text { SF } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2026 NW 58th St | 2026 NW 58th St | Ballard/ Fremont | 3/10/22 | 1976 | \$1,576,000 | 5 | \$315,200 | \$508 |
| 2338 Franklin Ave E | 2338 Franklin Ave E | South Lake Union | 3/10/22 | 1930 | \$2,382,000 | 6 | \$397,000 | \$379 |
| Ballard 5 | 6549 24th Ave NW | Ballard/Fremont | 3/14/2022 | 1974 | \$1,450,000 | 5 | \$290,000 | \$412 |
| Brooklyn Boutique Apartments | 5246 Brooklyn Ave NE | University District | 3/15/2022 | 2015 | \$4,850,000 | 12 | \$404,167 | \$488 |
| Coniston Arms | 1403 E Olive Way | Capitol Hill / Eastlake | 3/16/2022 | 1908 | \$2,660,000 | 14 | \$190,000 | \$253 |
| Homebody Apartments | 219913 th Ave S | South Seattle | 3/17/22 | 2020 | \$3,944,000 | 15 | \$262,933 | \$342 |
| 302 10th Ave. East | 302 10th Ave. East | Capitol Hill / Eastlake | 3/21/2022 | 1907 | \$2,648,000 | 8 | \$331,000 | \$503 |
| 2617 14th Ave W | 2617 14th Ave W | Queen Anne | 3/22/22 | 1924 | \$1,300,000 | 5 | \$260,000 | \$372 |
| Linden Haus | 7100 Linden Ave $N$ | Greenlake / Wallingford | 3/23/2022 | 1963 | \$2,598,800 | 8 | \$324,850 | \$343 |
| 5236 California Ave SW | 5236 California Ave SW | West Seattle | 3/24/2022 | 1967 | \$2,485,000 | 7 | \$355,000 | \$473 |
| Skyway Park Apartments | 7041 S 176th place | South Seattle | 3/31/2022 | 1993 | \$4,023,600 | 16 | \$25,475 | \$516 |
| 621 NW 85th St | 621 NW 85th St | North Seattle | 4/5/22 | 1990 | \$1,949,300 | 7 | \$278,471 | \$331 |
| 2034 NW 57th St | 2034 NW 57th St | Ballard/Fremont | 4/7/22 | 1967 | \$1,630,000 | 6 | \$271,667 | \$338 |
| Clara Antoinette | 502622 nd Ave NE | University District | 4/12/2022 | 1928 | \$2,295,000 | 6 | \$382,500 | \$361 |
| Interlake Apartments | 9527 Interlake Ave N | North Seattle | 4/13/2022 | 1996 | \$5,595,500 | 18 | \$310,861 | \$373 |
| 3997 Whitman Ave. N | 3977 Whitman Ave. N | Ballard/Fremont | 4/14/2022 | 1964 | \$3,869,500 | 10 | \$386,950 | \$630 |
| Tudor Apartments | 1105 5th Ave N | Queen Anne | 4/15/2022 | 1928 | \$4,347,600 | 12 | \$362,300 | \$347 |
| Melinda Arms | 11515 26th ave. NE | North Seattle | 4/28/2022 | 1968 | \$3,247,000 | 15 | \$216,467 | \$490 |
| Bugge Apartments | 6402 Phinney Ave N | Greenlake / Wallingford | 5/3/2022 | 1926 | \$5,397,850 | 17 | \$317,521 | \$357 |
| 9407 23rd Ave NE | 9407 23rd Ave NE | North Seattle | 5/6/2022 | 1662 | \$2,088,000 | 7 | \$298,286 | \$486 |
| 4315 Woodland Park Ave | 4315 Woodland Park Ave | Ballard/Fremont | 5/9/22 | 1901 | \$1,900,000 | 10 | \$190,000 | \$702 |
| Hollywood apartments | 180314th Ave | Capitol Hill / Eastlake | 5/10/2022 | 1967 | \$4,474,000 | 12 | \$372,833 | \$391 |
| Roosevelt Heights | 12054 Roosevelt Way NE | North Seattle | 5/16/2022 | 1990 | \$4,347,000 | 15 | \$289,800 | \$455 |
| Arbutus Apartments | 10707 Des Moines Memorial Dr | West Seattle | 5/24/22 | 1983 | \$3,092,600 | 12 | \$257,717 | \$405 |
| Caldwell Apartments | 2312 E Denny Way | Central District | 6/1/22 | 1983 | \$1,998,500 | 5 | \$339,700 | \$295 |

[^1]
## 2022 SALES BY SUBMARKETS

SEATTLE
5-19 UNITS CONT'D

| PROPERTY NAME | ADDRESS | SUBMARKET | SALE DATE | YEAR OF BUILDING | SALE PRICE | UNITS | PRICE PER UNIT | $\begin{gathered} \text { PRICE PER } \\ \mathrm{SF} \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 8359 9th Ave NW | 8359 9th Ave NW | Ballard/ Fremont | 6//1/22 | 1954 | \$1,80,000 | 5 | \$236,000 | \$367 |
| 411 E Republican | 411 E Republican | Capitol Hill / Eastlake | 6/3/22 | 1928 | \$2,548,600 | 7 | \$364,086 | \$407 |
| Summit Chalet Apartments | 427 Summit Ave E | Capitol Hill / Eastlake | 6/2/22 | 1965 | \$5,795,000 | 15 | \$386,333 | \$734 |
| 500 Ne 70th St. | 500 NE 70th St. | Greenlake / Wallingford | 6/7/2022 | 1978 | \$4,958,000 | 18 | \$275,444 | \$426 |
| Summit Crest | 315 Summit Ave E | Capitol Hill / Eastlake | 6/9/22 | 1930 | \$3,147,000 | 14 | \$224,786 | \$369 |
| Whittier Hall Apartments | 510 Bellevue Ave E | Capitol Hill / Eastlake | 6/0/22 | 1928 | \$2,835,700 | 9 | \$315,078 | \$457 |
| La Sienna Apartments | 4266 Winslow PI N | Ballard/Fremont | 6/5/22 | 1969 | \$,680,000 | 5 | \$336,000 | \$476 |
| Neutra Apartments | 6401 20th Ave NW | Ballard/Fremont | 6/16/22 | 1958 | \$3,620,475 | 12 | \$301,706 | \$480 |
| The Dolores | 3818 S Edmunds St | South Seattle | 6/7/22 | 1962 | \$3,025,000 | 14 | \$216,071 | \$309 |
| Yonkers Apartments | 1722 E Thomas St | Capitol Hill / Eastlake | 6/23/2022 | 1910 | \$3,000,000 | 16 | \$187,500 | \$337 |
| 2272 Gilman Dr W | 2272 Gilman Dr W | Queen Anne | 6/27/22 | 1955 | \$1,900,000 | 6 | \$316,667 | \$470 |
| Park Meridian | 11224 Meridian Ave. N | North Seattle | 6/29/2022 | 1977 | \$4,998,500 | 15 | \$333,233 | \$453 |
| Caldwell Apartments | 2312 E Denny Way | Central District | 6/30/2022 | 1983 | \$2,000,000 | 5 | \$400,000 | \$593 |
| Lake Union Vista | 2030 Minor Ave E | Eastlake | 7/1/2022 | 1965 | \$2,935,000 | 7 | \$479,286 | \$412 |
| Wagon Wheel Apartments | 7215 Linden Ave | Greenlake / Wallingford | 7/6/2022 | 1956 | \$3,048,500 | 10 | \$304,850 | \$460 |
| 553 26th Ave | 55326 th Ave | Central District | 7/6/2022 | 1924 | \$2,32,500 | 6 | \$355,417 | \$427 |
| Linden Apartments | 4468 Linden Ave $N$ | Fremont | 7/7/2022 | 1977 | \$4,126,000 | 14 | \$294,714 | \$438 |
| 2040 NW 59th St | 2040 NW 59th St | Ballard | 7/17/2022 | 1969 | \$1,860,000 | 6 | \$310,000 | \$378 |
| Stroud Apartments | 7810 Stroud Ave N | Greenlake / Wallingford | 7/18/2022 | 1967 | \$2,155,000 | 6 | \$359,167 | \$665 |
| Roselawn Apartments | 220 Belmont Ave E | Capitol Hill | 7/21/2022 | 1905 | \$3,333,000 | 12 | \$277,750 | \$718 |
| 7338 MLK Jr Way S | 7338 MLK Jr Way S | South Seattle | 7/23/2022 | 1946 | \$3,050,000 | 10 | \$305,000 | \$681 |
| Redevelopment Project | 822 3rd Ave N | Downtown Seattle | 7/27/2022 | 1956 | \$1,905,000 | 7 | \$272,143 | \$467 |
| 7361 15th Ave NW | 7361 15th Ave NW | Ballard | 7/29/2022 | 1959 | \$2,321,000 | 9 | \$257,889 | \$498 |
| D \& A Apartments | 1001 N 109th St | North Seattle | 7/29/2022 | 1940 | \$1,598,000 | 8 | \$199,750 | \$365 |
| The Noreg | 2600 \& 2606 NW 58th St | Ballard | 8/2/2022 | 1989 | \$5,248,300 | 17 | \$308,724 | \$228 |

## 2022 SALES BY SUBMARKETS

SEATTLE
5-19 UNITS CONT'D

| PROPERTY NAME | ADDRESS | SUBMARKET | SALE DATE | YEAR OF BUILDING | SALE PRICE | UNITS | PRICE PER UNIT | PRICE PER SF |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| The Pines | 2431 \& 2437 NW 57th St | Ballard | 8/5/2022 | 1956 | \$3,185,000 | 9 | \$353,889 | \$485 |
| 62834 th Ave | 62834 th Ave | Madison/Leschi | 8/6/2022 | 1962 | \$1,850,000 | 6 | \$308,333 | \$546 |
| Villa Apartments | 938 10th Ave E | Capitol Hill | 8/22/2022 | 1953 | \$3,647,000 | 6 | \$607,833 | \$774 |
| Eclaire Apartments | 10525 Midvale Ave N | North Seattle | 8/26/2022 | 1973 | \$1,505,000 | 8 | \$188,125 | \$230 |
| Fountain Court Apartments | 3825-3831 34th Ave W | Magnolia | 8/30/2022 | 1967 | \$5,799,750 | 18 | \$322,208 | \$451 |
| 4905 Evanston Ave N | 4905 Evanston Ave N | Fremont | 8/30/2022 | 1955 | \$1,347,500 | 5 | \$269,500 | \$374 |
| Vista Apartments | 1018 NE 7172th St | Pinehurst | 8/31/2022 | 1996 | \$3,096,100 | 9 | \$344,017 | \$424 |
| Newton Apartments | 517 Newton St | Queen Anne | 9/1/2022 | 1950 | \$3,200,000 | 11 | \$290,909 | \$467 |
| 7618 Greenwood Ave N | 7618 Greenwood Ave N | Greenwood | 9/13/2022 | 1955 | \$1,250,000 | 6 | \$208,333 | \$443 |
| 700 NW Market St | 700 NW Market St | West Woodland | 9/23/2022 | 1958 | \$3,050,000 | 10 | \$305,000 | \$495 |
| 153 NE 80th St | 153 NW 80th St | Greenwood | 10/3/2022 | 1981 | \$1,100,400 | 5 | \$220,080 | \$308 |
| Capitol Core | 215 Boylston Ave E | Capitol Hill | 10/7/2022 | 2017 | \$4,800,000 | 17 | \$282,353 | \$929 |
| Paula Marie Apartments | 8518 Phinney Ave N | North Seattle | 10/31/2022 | 1960 | \$2,224,000 | 9 | \$247,710 | \$360 |
| California 9 | 2200 California Ave SW | North Admiral | 10/14/2022 | 1967 | \$2,099,100 | 9 | \$233,233 | \$282 |
| Eastern Apartments | 3832 Eastern Ave N | Wallingford | 10/14/2022 | 1907 | \$1,649,150 | 7 | \$235,593 | \$462 |
| The Brons Apartments | 2046 Franklin Ave E | Eastlake | 10/77/2022 | 1910 | \$2,861,500 | 10 | \$286,150 | \$643 |
| Thomas Park Apartments | 419 E Thomas St | Capitol Hill | 10/21/2022 | 1921 | \$4,885,000 | 15 | \$325,667 | \$518 |
| 420 N 39 th St | 420 N 39 th St | Fremont | 10/27/2022 | 1985 | \$3,872,400 | 12 | \$322,700 | \$398 |
| Thomas Park View Apartments | 411 E Thomas St | Capitol Hill | 10/21/2022 | 1909 | \$3,818,000 | 16 | \$238,625 | \$360 |
| 3666 \& 3672 Francis Ave N | 3666 \& 3672 Francis Ave N | Fremont | 10/27/2022 | 1979 | \$3,575,000 | 14 | \$255,357 | \$376 |
| Atrium | 3104 S Day St | Central District | 10/31/2022 | 2015 | \$10,391,000 | 18 | \$577,278 | \$720 |
| 2000 California Ave SW | 2000 California Ave SW | West Seattle | 17/3/2022 | 1969 | \$1,850,000 | 7 | \$264,286 | \$283 |
| Greenlake 6 | 90674 th St | Greenlake / Wallingford | 17/4/2022 | 1963 | \$1,825,000 | 6 | \$304,167 | \$424 |
| Ravenswood Apartments | 1154 NW 59th St | Ballard/Fremont | 17/55/2022 | 1990 | \$4,900,000 | 14 | \$350,000 | \$543 |
| 1922 NW 65th St | 1922 NW 65th St | Ballard/Fremont | 17/88/2022 | 2021 | \$3,063,000 | 7 | \$437,571 | \$528 |

[^2]
## 2022 SALES BY SUBMARKETS

SEATTLE
5-19 UNITS CONT'D

| PROPERTY NAME | ADDRESS | SUBMARKET |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |




[^3]| SNOHOMISH / | PROPERTY NAME | ADDRESS | SUBMARKET | SALE DATE | YEAR OF BUILDING | SALE PRICE | UNITS | PRICE PER UNIT | $\begin{aligned} & \text { PRICE PER } \\ & \text { SF } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| NORTH KING | Sultan 5 Unit | 211 4th St | Sutan | 6/10/2022 | 1906 | \$650,000 | 5 | \$130,000 | \$198 |
|  | Orchard Apartments | 4806 212th St SW | Mountlake Terrace | 7/1/2022 | 1989 | \$1,600,000 | 6 | \$266,667 | \$196 |
| COUNTY | Alder Apartments | 101 Alder Ave | Snohomish | 8/6/2022 | 1988 | \$2,675,000 | 10 | \$267,500 | \$236 |
| 5-19 UNITS CONT'D | Hillcrest Apartments | 18700 1015t Ave NE | Bothell | 8/77/2022 | 1971 | \$2,800,000 | 10 | \$280,000 | \$400 |
|  | 1830596 th Ave NE | 1830596 th Ave NE | Bothell | 8/8/2022 | 1984 | \$1,875,000 | 7 | \$267,857 | \$268 |
|  | Kelsey Street Apartments | 520 S Kelsey St | Monroe | 8/26/2022 | 1989 | \$4,997,300 | 18 | \$277,628 | \$306 |
|  | 341 Elizabeth St | 341 Elizabeth St | Monroe | 8/26/2022 | 1990 | \$1,599,100 | 6 | \$266,517 | \$225 |
|  | 356 Elizabeth St | 356 Elizabeth St | Monroe | 9/15/2022 | 1967 | \$,529,100 | 6 | \$254,850 | \$268 |
|  | Parkview / Apartments | 524 Terrace St | Monroe | 9/19/2022 | 1997 | \$1,366,000 | 8 | \$170,750 | \$121 |
|  | Lakeview Townhomes | 2109123 rd Ave | Lake Stevens | 9/23/2022 | 1985 | \$4,944,000 | 15 | \$329,600 | \$319 |
|  | Forest Green Apartments | 415100 th St W | Cascade View Everett | 10/26/2022 | 1996 | \$2,000,000 | 9 | \$222,222 | \$216 |
|  | Hoyt House | 3825 Hoyt Ave | Port Cardner | 12/13/2022 | 1978 | \$1,850,000 | 8 | \$231,250 | \$236 |
|  |  |  |  |  | total / Avg. | \$60,941,000 | 243 | \$252,601 | \$275.58 |


| 2022 SALES BY SUBMARKETS |  |  | PROPERTY NAME | ADDRESS | SUBMARKET | SALE DATE | YEAR OF BUILDING | SALE PRICE | UNITS | PRICE PER UNIT | PRICE PER SF SF |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Twincrest Apartments | 10545 SE 238th St | East Hill－Meridian | 1／3／2022 | 1975 | \＄3，998，650 | 18 | \＄222，47 | \＄268 |
| COUNT |  |  | Julianne Apartments | 3249 s 160th St | Seatac | 2／7／12022 | 1959 | \＄2，54，500 | 16 | \＄159，219 | \＄275 |
| 5－19 UNITS |  |  | Pinehurst Manor | 733 10th St NE | Downtown Auburn | 2／23／2022 | 1968 | \＄2，673，000 | 16 | \＄167，063 | \＄226 |
|  |  |  | Lois Ann Apartments | 723－729 1st Ave S | South Kent | 2／24／2022 | 1979 | \＄950，000 | 8 | \＄118，750 | \＄238 |
| SALES VOLUME |  |  | Skyway Park Apartments | $7041 \mathrm{~S} \mathrm{116th} \mathrm{PI}$ | Skyway | 4／7／2022 | 1993 | \＄4，025，000 | 17 | \＄236，765 | \＄277 |
|  | AVG \＄／UNIT | CAP RATE | Development Site（0．27 Acres） | 891414th Ave S | South Park | 4／14／2022 | 1966 | \＄2，950，000 | 6 | \＄491，667 | \＄590 |
| ส̃̃̃ \＄44，586，000 个 | \＄220，551 个 | 5．0\％$\downarrow$ | 913 Harrington Ave | 913 Harrington Ave | Renton | 5／88／2022 | 1962 | \＄，560，000 | 7 | \＄222，857 | \＄340 |
| \＄28，900，000 个 <br> \＄22，900，000 | \＄181，466 $\downarrow$ | 5．1\％$\rightarrow$ | The Village House | 222 SW 154th St | Downtown Burien | 5／23／2022 | 1977 | \＄1，535，000 | 8 | \＄191，875 | \＄256 |
|  |  |  | 10839 SE 200th St | 10839 SE 200th St | East Hill－Meridian | 6／3／2022 | 1967 | \＄2，200，000 | 6 | \＄366，667 | \＄422 |
|  | \＄187，544 个 | 5．1\％$\downarrow$ | Casa Bella Apartments | 3221 208th St | Seatac | 6／8／2022 | 2004 | \＄2，290，000 | 9 | \＄254，444 | \＄236 |
|  |  |  | Arbutus Apartments | 10707 Des Moines Memorial Dr | Boulevard Park | 6／0／2022 | 1983 | \＄3，095，000 | 12 | \＄257，917 | \＄191 |
|  |  |  | Park Des Moines South | 1000717 th PI S | Boulevard Park | 6／23／2022 | 1967 | \＄1，200，000 | 7 | \＄171，429 | \＄215 |
|  |  |  | Fir Crest Apartments | 1737 S 305th PI | Federal Way | 7／15／2022 | 1977 | \＄1，300，000 | 7 | \＄185，714 | \＄208 |
|  |  |  | Powell Apartments | 220 sw 112 th St | Highline | 7／20／2022 | 1981 | \＄3，296，500 | 15 | \＄219，767 | \＄327 |
|  |  |  | Twin Cedar Apartments | 1717 S 305th PI | Federal Way | 7／27／2022 | 1976 | \＄1，350，000 | 7 | \＄192，857 | \＄213 |
|  |  |  | 840 SW 154th St | 840 SW 154th St | Downtown Burien | 7／28／2022 | 1967 | \＄2，350，000 | 9 | \＄261，71 | \＄286 |
|  |  |  | The Olive Branch | 427 SW 154th St | Downtown Burien | 10／3／2022 | 1976 | \＄1，74，000 | 6 | \＄195，667 | \＄243 |
|  |  |  | Auburn 8 | 117 SE 10th St | South Auburn | 17／／2022 | 1913 | \＄950，000 | 8 | \＄118，750 | \＄212 |
|  |  |  | 15405 10th Ave SW | 15405 10th Ave SW | Lake Burien | 17／29／2022 | 1959 | \＄，316，500 | 6 | \＄219，417 | \＄281 |
|  |  |  | 1761 S 305th PI | 1761 S 305th PI | Federal Way | 12／7／2022 | 1969 | \＄1，225，000 | 6 | \＄204，167 | \＄167 |
|  |  |  | Cenesis Apartments | 1120 sw 126th St | Highline | 12／14／2022 | 1965 | \＄2，600，000 | 15 | \＄17，333 | \＄207 |
|  |  |  |  |  |  |  | TOTAL／AVG． | \＄44，586，150 | 209 | \＄220，551 | \＄270 |


| 5-19 UNITS | COUNT |  | PROPERTY NAME | ADDRESS | SUBMARKET | SALE DATE | YEAR OF BUILDING | SALE PRICE | UNITS | PRICE PER UNIT | $\begin{gathered} \text { PRICE PER } \\ \mathrm{SF} \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1212 N ISt | 1212 N ISt | North End Tacoma | 1/7/2022 | 1890 | \$1,375,000 | 7 | \$196,429 | \$221 |
|  |  |  | Hillside | 1601 C st | Stadium District | 2/1/1/2022 | 1908 | \$1,250,000 | 7 | \$178,571 | \$157 |
| SALES VOLUME | AVG \$/UNIT | CAP RATE | Ainsworth Terrace Apartments | 607 S Ainsworth Ave | Hilltop | 3/16/2022 | 2020 | \$2,000,000 | 13 | \$153,846 | \$303 |
|  | AVG \$/UNT | CAP RATE | 601 S Jackson Ave | 6015 Jackson Ave | Stadium District | 3/24/2022 | 1959 | \$3,055,000 | 12 | \$254,583 | \$383 |
| $\stackrel{\text { ® }}{ }$ \$60,533,000 $\downarrow$ | \$197,895 个 | 4.9\% $\downarrow$ | Locust Ridge Apartments | 8511-8515 Locust Ave | Puyallup | 4/8/2022 | 1999 | \$2,16,000 | 8 | \$270,875 | \$310 |
| - $\$ 84,800,000$ 个 | \$140,705 $\downarrow$ | 5.4\% $\downarrow$ | 4334 S Puget Sound Ave | 4334 S Puget Sound Ave | South Tacoma | 4/16/2022 | 1972 | \$1,500,000 | 6 | \$250,000 | \$258 |
|  |  | $\downarrow$ | Sheridan II Apartments | 3102-3124 S.92nd | Lakewood | 4/16/2022 | 1967 | \$2,362,000 | 12 | \$196,833 | \$278 |
|  |  | $\downarrow$ | Lanes Landing Apartment | 5821 N 33 rd St | West End | 4/20/2022 | 1980 | \$4,600,000 | 18 | \$255,556 | \$315 |
|  |  |  | Cottage Lane Apartments | 4711115 th St Ct SW | Lakewood | 5/1/2022 | 1964 | \$2,396,000 | 16 | \$149,750 | \$195 |
|  |  |  | Western Terrace | 2407-2421 98th Ave E | Edgewood | 5/23/2022 | 1973 | \$1,355,000 | 8 | \$169,375 | \$210 |
|  |  |  | Station Place Townhomes | 1608 Washington St | Sumner | 6/27/2022 | 1975 | \$5,375,000 | 16 | \$355,938 | \$353 |
|  |  |  | 5425 S M St | 5425 M M St | South End | 6/30/2022 | 1950 | \$795,000 | 5 | \$159,000 | \$194 |
|  |  |  | 3010 E Portland Ave | 3010 E Portland Ave | Eastside Tacoma | 7/1/2022 | 1926 | \$1,300,000 | 5 | \$260,000 | \$269 |
|  |  |  | 160 136th St S | 160136 th St S | Parkland | 7/1/2022 | 1954 | \$1,295,000 | 7 | \$185,000 | \$262 |
|  |  |  | Mai Tai Apartments | 11320 Bridgeport Way SW | Lakewood | 7/8/2022 | 1964 | \$1,500,000 | 9 | \$166,667 | \$221 |
|  |  |  | Lochburn Apartments | 8814-8815 Lochburn Ln | Lakewood | 7/13/2022 | 1950 | \$2,593,000 | 18 | \$144,056 | \$261 |
|  |  |  | Lee Manor | 3339 S Ainsworth Ave | South End Tacoma | 7/20/2022 | 1980 | \$1,500,000 | 8 | \$187,500 | \$241 |
|  |  |  | Tamarack Apartments | 702 S Oakes St | Central Tacoma | 7/28/2022 | 1964 | \$2,850,000 | 12 | \$237,500 | \$333 |

## PIERCE COUNTY

| PROPERTY NAME | ADDRESS | SUBMARKET | SALE DATE | YEAR OF BUILDING | SALE PRICE | UNITS | PRICE PER UNIT | $\begin{aligned} & \text { PRICE PER } \\ & \text { SF } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 644 N Trafton St | 644 N Trafton St | North End Tacoma | 8/12/2022 | 1930 | \$1,100,000 | 17 | \$100,000 | \$140 |
| Orchard Apartments | 8324 Orchard St SW | South Lakes | 9/2/2022 | 1925 | \$825,000 | 7 | \$117,857 | \$265 |
| Union Square Apts | 14405-14417 Union Ave SW | Lakewood | 9/15/2022 | 1976 | \$2,499,900 | 16 | \$156,244 | \$300 |
| Alderwood Apartments | 3815 Tacoma Ave S | South End Tacoma | 9/5/2022 | 1964 | \$2,085,000 | 17 | \$122,647 | \$182 |
| 723 N Cushman Ave | 723 N Cushman Ave | North End Tacoma | 9/9/2022 | 1890 | \$900,000 | 6 | \$150,000 | \$226 |
| Harbor View Apartments | 2902 N Carr St | North End Tacoma | 9/30/2022 | 1968 | \$3,625,000 | 16 | \$226,563 | \$378 |
| Talisman Apartments | 708 NJSt | North End Tacoma | 10/12/2022 | 1963 | \$2,000,000 | 10 | \$200,000 | \$307 |
| 3591-3595 s c st | 3591-3595 S C St | South End Tacoma | 10/28/2022 | 2021 | \$1,900,000 | 6 | \$316,667 | \$361 |
| Sherwood Villa | 6020-6070 20th St E | Fife | 10/30/2022 | 1979 | \$2,500,000 | 16 | \$156,250 | \$216 |
| Four Townhouse Duplexes | 1403-1417 107th Street Ct S | Parkland | 17/18/2022 | 1994 | \$2,330,000 | 8 | \$291,250 | \$199 |
| 5123 Seattle Ave SW | 5123 Seattle Ave SW | Lakewood | 12/2/2022 | 1967 | \$1,500,000 | 10 | \$150,000 | \$232 |
|  |  |  |  | TOTAL/AVG. | \$60,532,900 | 310 | \$197,895 | \$261.01 |


| 2022 SALES BY SUBMARKETS SEATTIE |  | PROPERTY NAME | ADDRESS | SUBMARKET | SALE DATE | YEAR OF BUILDING | SALE PRICE | UNITS | PRICE PER UNIT | $\begin{gathered} \text { PRICE PER } \\ \text { SF } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 20-49+ UNITS |  | Sunset Vista Apartments | 5451 California Ave SW | West Seattle | 12/21/2022 | 1969 | \$5,500,000 | 22 | \$250,000 | \$269 |
|  |  | Casa Nita Apartments | 43012 th Ave E | Capitol Hill / Eastlake | 12/1/2022 | 1925 | \$5,892,900 | 26 | \$226,650 | \$355 |
|  |  | Harvard Lofts | 225-231 Harvard Ave E | Capitol Hill / Eastlake | 11/25/2022 | 2021 | \$21,000,000 | 71 | \$295,775 | \$1,027 |
| SALES VOLUME AVG \$/UNIT | CAP RATE | 1715 Boarding House Apartments | 1775 NW 58th St | Ballard | 11/9/2022 | 2015 | \$5,744,600 | 43 | \$133,595 | \$703 |
| \$638,107,000 个 <br> \$530,000,000 个 <br> \$159,000,000 | 4\% | Wedgewood Apartments | 7320 35th Ave NE | Roosevelt | 10/28/2022 | 1968 | \$3,810,000 | 20 | \$190,500 | \$342 |
|  |  | Muse Apartments | 1515 Bellevue Ave | Capitol Hill | 10/25/2022 | 1925 | \$5,088,000 | 24 | \$212,000 | \$387 |
|  | $\downarrow$ | Alloy Apartments | 802 5th Ave N | South Lake Union | 10/20/2022 | 2019 | \$23,400,000 | 68 | \$323,218 | \$844 |
|  | 4.9\% $\downarrow$ | Track 66 Apartments | 838 NE 66th St | South Lake Union | 10/20/2022 | 2018 | \$19,400,000 | 75 | \$258,667 | \$1,003 |
|  |  | Luna Apartments | 6921 Roosevelt Way NE | Roosevelt | 10/20/2022 | 2017 | \$19,000,000 | 71 | \$267,606 | \$877 |
|  |  | Vega Apartments | 4528 44th Ave SW | West Seattle | 10/20/2022 | 2017 | \$14,200,000 | 58 | \$244,828 | \$999 |
|  |  | Brooklyn 65 | 1222 NE 65th St | Roosevelt | 10/20/2022 | 2017 | \$13,900,000 | 55 | \$238,205 | \$879 |
|  |  | SEDU Apartment | 2037 Yale Ave E | Capitol Hill / Eastlake | 10/20/2022 | 2018 | \$6,500,000 | 27 | \$240,747 | \$1,084 |
|  |  | Hill Vista Apartments | 165 77th Ave | Central District | 10/4/2022 | 1970 | \$7,480,000 | 20 | \$374,000 | \$481 |
|  |  | Olympic View Apartments | 11740 Greenwood Ave N | North Seattle | 10/7/2022 | 1987 | \$6,945,500 | 30 | \$231,517 | \$278 |
|  |  | Belay Apartments | 6559 15th Ave NW | Ballard | 9/28/2022 | 2013 | \$28,700,000 | 104 | \$275,962 | \$528 |
|  |  | Noba Apartments | 8022 15th Ave NW | Ballard | 9/28/2022 | 2013 | \$12,800,000 | 51 | \$250,980 | \$471 |
|  |  | Madkin Apartments | 1625 E Madison St | Capitol Hill / Eastlake | 9/14/2022 | 1904 | \$5,319,200 | 29 | \$183,421 | \$271 |
|  |  | Graham Place | 46015 Craham St | Beacon Hill/ Rainier Valley | 9/5/2022 | 1968 | \$13,25,000 | 60 | \$218,750 | \$287 |
|  |  | Riverview West Apartments | 10300 Des Moines Memorial Drive S | West Seattle | 8/29/2022 | 1964 | \$13,300,000 | 54 | \$246,296 | \$296 |
|  |  | Erawan Apartments | 421 Bellevue Ave E | Capitol Hill / Eastlake | 8/25/2022 | 1967 | \$14,524,500 | 34 | \$427,91 | \$489 |
|  |  | Tamarind Apartment | 927 N 96th St | Ballard | 8/18/2022 | 1967 | \$4,100,000 | 24 | \$170,833 | \$291 |
|  |  | Vivir Apartments | 1201 S Cloverdale St | South Park | 8/77/2022 | 1957 | \$4,200,000 | 20 | \$210,000 | \$380 |
|  |  | 1711 Apartments | 171172 th Ave | Capitol Hill / Eastlake | 8/77/2022 | 2014 | \$11,989,750 | 37 | \$324,047 | \$642 |
|  |  | Iro Apartments | 523315 th Ave NE | University District | 8/12/2022 | 1965 | \$8,337,225 | 24 | \$347,384 | \$348 |
|  |  | Etta Ballard Apartments | 1710 NW 57th St | Ballard | 8/4/2022 | 1989 | \$19,980,000 | 80 | \$249,750 | \$579 |
|  |  | Avalon | 42547 th Ave NE | University District | 7/30/2022 | 1980 | \$4,993,000 | 20 | \$249,650 | \$398 |

[^4]| 2022 SALES BY SUBMARKETS$\begin{aligned} & \text { SEATTLE } \\ & 20-49+\text { UNITS CONT'D } \end{aligned}$ | PROPERTY NAME | ADDRESS | SUBMARKET | SALE DATE | YEAR OF BUILDING | SALE PRICE | UNITS | PRICE PER UNIT | $\begin{gathered} \text { PRICE PER } \\ \text { SF } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Andante Apartments | 3031 Ne 137th St | North Seattle | 7/29/2022 | 1965 | \$18,000,000 | 68 | \$264,706 | \$341 |
|  | University Manor | 1305 NE 43rd St | University District | 7/21/2022 | 1928 | \$23,975,000 | 80 | \$299,688 | \$475 |
|  | Campus Apartments | 412412 th Ave NE | University District | 7/21/2022 | 1923 | \$8,987,000 | 46 | \$195,370 | \$400 |
|  | The Cavanaugh | 353927 th PI W | Magnolia | 7/13/2022 | 1969 | \$20,739,800 | 51 | \$406,663 | \$460 |
|  | The Mercury Apartments | 1723 Summit Ave | Capitol Hill / Eastlake | 7//2022 | 1908 | \$6,17,000 | 44 | \$138,955 | \$425 |
|  | Queen Villa | 219 Queen Anne Ave N | Queen Anne | 6/28/2022 | 1955 | \$4,950,000 | 22 | \$225,000 | \$500 |
|  | Villa Andora | 1520 California Ave SW | West Seattle | 6/24/2022 | 1969 | \$13,581,500 | 37 | \$367,068 | \$450 |
|  | Park Des Moines Apartments | 10002 Des Moines Memorial Drive | West Seattle | 6/77/2022 | 1967 | \$5,97,000 | 30 | \$173,233 | \$242 |
|  | Beach Landing Apartments | 6023 SW Stevens st | West Seattle | 6/8/2022 | 1989 | \$8,892,800 | 24 | \$370,533 | \$483 |
|  | The Arches | 6601 Rainier Ave S | Beacon Hill / Rainier | 6/8/2022 | 1967 | \$6,400,000 | 24 | \$266,667 | \$312 |
|  | June on South Lake Apartments | 1622 Aurora Ave N | South Lake Union | 5/31/2022 | 2018 | \$20,041,600 | 42 | \$477,181 | \$531 |
|  | Coldfinch | 4711 Aurora Ave N | Ballard | 5/25/2022 | 2021 | \$20,400,000 | 66 | \$309,091 | \$1,109 |
|  | Velo Apartments | 301 E Roy street | Capitol Hill | 5/24/2022 | 1966 | \$14,250,000 | 49 | \$290,816 | \$429 |
|  | Shelton Eastlake | 2359 Franklin Ave E | Capitol Hill / Eastlake | 5/20/2022 | 2016 | \$25,200,000 | 61 | \$413,115 | \$820 |
|  | Fox and Finch | 525 Boren Ave N | South Lake Union | 5/0/2022 | 2017 | \$29,035,000 | 49 | \$592,551 | \$744 |
|  | Fairview Apartments | 1000 Queen Anne Ave $N$ | Queen Anne | 5/7/2022 | 1962 | \$7,795,000 | 29 | \$268,793 | \$357 |
|  | Marnae Apartments | 6533 California Ave | West Seattle | 5/2/2022 | 1960 | \$6,674,000 | 26 | \$256,692 | \$358 |
|  | Inspire Apartments | 3825 Bridge Way NE | Ballard | 4/29/2022 | 2018 | \$14,500,000 | 42 | \$345,238 | \$999 |
|  | Junction Landing | 4477-4423 42nd Ave SW | West Seattle | 4/91/2022 | 2020 | \$25,314,000 | 62 | \$408,290 | \$777 |
|  | Manchester Arms | 1412 Summit Ave | First Hill | 4/11/2022 | 1908 | \$8,244,000 | 60 | \$137,400 | \$409 |
|  | Costas Apartments | 4557 University Way NE | University District | 3/1/2022 | 1919 | \$4,195,000 | 20 | \$209,750 | \$320 |
|  | 180713 th Ave S | 180713 th Ave S | Beacon Hill / Rainier | 2/18/22 | 2020 | \$9,300,000 | 42 | \$221,429 | \$779 |
|  | Marinwood | 362824 th PI W | Magnolia | 2/0/2022 | 1980 | \$13,965,150 | 31 | \$450,489 | \$416 |
|  | Vale | 473532 nd Ave S | Beacon Hill / Rainier | 2/4/2022 | 2020 | \$9,930,500 | 40 | \$248,263 | \$832 |
|  | Uptown Studios | 610 2nd Ave W | Queen Anne | 1/31/2022 | 1953 | \$8,000,000 | 32 | \$250,000 | \$603 |
|  | Kenmark | 27814 th Ave S | Beacon Hill / Rainier | 1/1/1/2022 | 1966 | \$5,195,800 | 22 | \$236,173 | \$374 |
| 382022 END-OF-YEAR REVIEW |  |  |  |  | TOTAL/AVG. | \$638,106,825 | 2,246 | \$243,087 | \$546.06 |




## PIERCE COUNTY

## 20-49+ UNITS

| SALES VOLUME | AVG \$/UNIT | CAP RATE |
| :---: | :---: | :---: |
| ~ั̃̃ \$165,895,000 $\downarrow$ | \$198,694 $\uparrow$ | 4.7\% $\rightarrow$ |
| - $\$ 231,000,000$ 个 | \$189,616 】 | 4.7\% $\downarrow$ |
| $\stackrel{\text { c̈n }}{\text { c }}$ \$171,000,000 $\downarrow$ | \$201,869 $\uparrow$ | 5.1\% $\downarrow$ |


| PROPERTY NAME | ADDRESS | SUBMARKET | SALE DATE | YEAR OF BUILDING | SALE PRICE | UNITS | PRICE PER UNIT | $\begin{gathered} \text { PRICE PER } \\ \mathrm{SF} \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Terry Apartments | 14177 C St S | South Tacoma | 1/26/2022 | 1972 | \$6,100,000 | 30 | \$203,333 | \$299 |
| Pennington Apartments | 702 Martin Luther King JR. Way | Stadium District | 4/9/2022 | 1931 | \$7,225,000 | 51 | \$14,667 | \$285 |
| Vintage Apartments | 518 S 7th St | Downtown Tacoma | 4/9/2022 | 1929 | \$12,200,000 | 84 | \$145,238 | \$318 |
| Water's Edge Townhomes | 1101 N Mountain View Dr | West End | 4/29/2022 | 1997 | \$22,200,000 | 76 | \$292,105 | \$231 |
| Tuscany Court | 8810 John Dower Road SW | North Lakewood | 5/4/2022 | 1968 | \$3,850,000 | 24 | \$160,417 | \$251 |
| Belle Gardens Apartments | 1609 \& 1621 E 68th St | Eastside Tacoma | 5/17/2022 | 2012 | \$7,560,000 | 36 | \$210,000 | \$265 |
| Twin Oaks Apartments | 4801 SW Court St | Lakewood | 5/13/2022 | 1962 | \$4,792,000 | 32 | \$149,750 | \$300 |
| The Edge Apartments | 2818 Meridian Ave. E | Puyallup/Sumner | 5/24/2022 | 2021 | \$6,400,000 | 20 | \$320,000 | \$375 |
| Coventry Court Apartments | 7412-7416 Golden Given Road E | Midland | 6/24/2022 | 1990 | \$3,450,000 | 20 | \$172,500 | \$183 |
| Coventry Court IV Apartments | 90876 th St E | Midland | 6/24/2022 | 1990 | \$21,150,000 | 88 | \$240,347 | \$226 |
| Oak Park Apartments | 14515 A St S | Parkland | 7/17/2022 | 1986 | \$7,486,000 | 54 | \$138,889 | \$167 |
| Clover Meadows | 12517 47th Ave. SW | Lakewood | 7/1/2022 | 1968 | \$4,350,000 | 26 | \$167,308 | \$240 |
| Station Place | 728 Cherry Ave | Sumner | 7/14/2022 | 1967 | \$4,800,000 | 20 | \$240,000 | \$318 |
| Tanara Villa Apartments | 6322 N 26th St | West End | 8/26/2022 | 1969 | \$24,200,000 | 130 | \$186,154 | \$338 |
| The Heron | 1624 E 32nd St | Eastside Tacoma | 10/26/2022 | 2022 | \$22,432,000 | 82 | \$273,561 | \$612 |
| Chelsea Apartments | 3315 Mckinley Ave | Eastside Tacoma | 17/16/2022 | 1964 | \$3,500,000 | 20 | \$175,000 | \$378 |
| Pineridge Apartments | 5612 Boston Ave W | Lakewood | 12/30/2022 | 1977 | \$4,200,000 | 26 | \$161,538 | \$239 |
|  |  |  |  | total / AVg. | \$94,927,000 | 461 | \$203,535 | \$273.28 |

AVERAGE SALE PRICE BY SUBMARKET

| $\begin{aligned} & \stackrel{y}{2} \\ & \underset{2}{2} \\ & \frac{0}{0} \end{aligned}$ | SUBMARKET | SALE PRICE | ＋ | SUBMARKET | SALE PRICE |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Seattle | \＄3，046，789 |  | Seattle | \＄12，271，285 |
|  | Eastside | \＄4，422，800 |  | Eastside | \＄11，888，333 |
|  | Snohomish／North King County | \＄2，257，074 |  | Snohomish／North King County | \＄10，389，156 |
|  | South King County | \＄2，23，150 |  | South King County | \＄9，617，682 |
|  | Pierce County | \＄2，300，556 |  | Pierce County | \＄9，758，529 |

## PUGET SOUND 5－49＋UNITS

## SALES STATISTICS

| $\begin{aligned} & 0 \\ & 0 \\ & 0 \\ & 0 \\ & 0 \\ & 0 \\ & 2 \\ & 0 \end{aligned}$ | SUBMARKET | UNITS | $\begin{aligned} & \frac{10}{2} \\ & \frac{1}{2} \\ & 0 \\ & \frac{\pi}{6} \\ & \frac{y}{4} \end{aligned}$ | SUBMARKET | UNITS |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Seattle | 3，310 |  | Seattle | \＄964，107，000 |
|  | Eastside | 157 |  | Eastside | \＄57，879，000 |
|  | Snohomish／North King County | 884 |  | Snohomish／North King County | \＄227，168，000 |
|  | South King County | 948 |  | South King County | \＄182，033，700 |
|  | Pierce County | 1，129 |  | Pierce County | \＄226，428，000 |
|  | TOTAL | 6，428 |  | TOTAL | \＄1，657，615，700 |

AVERAGE PRICE PER DOOR BY SUBMARKET

|  | SUBMARKET | SALE PRICE |  | SUBMARKET | SALE PRICE |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Seattle | \＄311，867 |  | Seattle | \＄278，168 |
|  | Eastside | \＄430，462 |  | Eastside | \＄351，792 |
|  | Snohomish／North King County | \＄252，601 |  | Snohomish／North King County | \＄257，882 |
|  | South King County | \＄220，551 |  | South King County | \＄202，717 |
|  | Pierce County | \＄197，895 |  | Pierce County | \＄198，694 |

462022 END－OF－YEAR REVIEW

PUGET SOUND 5－49＋UNITS
TRENDING PUGET SOUND SALES STATISTICS

| SALES Volume |  |  | total units |  | AVG \＄／UNIT |  | AVG \＄／sF |  | AVG CAP RATE |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| シี̃ | \＄1，657，615，700 | $\downarrow$ | 6，428 | $\downarrow$ | \＄268，127 | $\uparrow$ | \＄379 | $\uparrow$ | 4．4\％ | $\downarrow$ |
| ジ | \＄1，692，500，000 | $\uparrow$ | 7，360 | $\uparrow$ | \＄233，667 | $\downarrow$ | \＄345 | $\downarrow$ | 4．6\％ | $\rightarrow$ |
| 合 | \＄965，000，000 | $\downarrow$ | 4，846 | $\downarrow$ | \＄237，611 | $\uparrow$ | \＄364 | $\uparrow$ | 4．6\％ | $\downarrow$ |

ADDITIONAL 2022 SALES STATISTICS


15\％
INCREASE IN PRICE

PROPERTY SIZE

SALES VOLUME
\＄514，274，000
$\$ 1,091,507,000$
$\$ 1,605,781,000$

## AvERACE

| PROPERTY SIZE | SALES VOLUME | TOTAL | UNTTS |
| :--- | :--- | :--- | :--- |
| $5-19$ units | $\$ 514,274,000$ | 1,879 | DEAL PRICE |
| $20-49+($ Sub $\$ 30 \mathrm{M})$ | $\$ 1,09,507,000$ | 4,232 | $\$ 10,694,095$ |
| TOTAL | $\$ 1,605,781,000$ | 6,111 |  |


03.

HIGH ACTIVITY MARKETS

- Sales Analysis Map


| \$300,000+ / UNIT |  |  |  |
| :---: | :---: | :---: | :---: |
| \# | PROPERTY | units | \$/ UNIT |
| 1 | 3107 Eastlake Ave | 6 | \$65,333 |
| 2 | Villa Apartments | 6 | \$607,833 |
| 3 | Fox and Finch | 49 | \$592,551 |
| 4 | 6007 Lakeview | 9 | \$577,667 |
| 5 | Atrium | 18 | \$577,278 |
| 6 | Development Site (0.27 Acres) | 6 | \$491,667 |
| 7 | June on South Lake Apartments | 42 | \$477,187 |
| 8 | 19601 82nd PI W | 5 | \$460,000 |
| 9 | Cowen Park | 7 | \$457,143 |
| 10 | 2020 at Lake Union | 11 | \$454,273 |
| 11 | Marinwood | 31 | \$450,489 |
| 12 | Ormonde Cate Townhomes | 20 | \$44,000 |
| 13 | 1922 NW 65th St | 7 | \$437,571 |
| 14 | Juanita Ridge Fourplexes | 8 | \$437,500 |
| 15 | B \& B Apartments | 12 | \$432,500 |
| 16 | Erawan Apartments | 34 | \$427,91 |
| 17 | Pingkit Court | 6 | \$425,000 |
| 18 | Lake Union Vista | 7 | \$49,286 |
| 19 | Shelton Eastlake | 61 | \$413,115 |
| 20 | Junction Landing | 62 | \$408,290 |
| 21 | The Cavanaugh | 51 | \$406,663 |
| 22 | Brooklyn Boutique Apartments | 12 | \$404,167 |
| 23 | Caldwell Apartments | 5 | \$400,000 |
| 24 | Andover Apartments | 7 | \$400,000 |
| 25 | 2338 Franklin Ave E | 6 | \$397,000 |
| 26 | 3900 Latona | 7 | \$396,229 |
| 27 | 1450430th Ave NE | 6 | \$392,500 |
| 28 | 2177 Dexter Ave. N | 6 | \$399,667 |


| \$300,000+ / UNIT |  |  |  |
| :---: | :---: | :---: | :---: |
| \# | PROPERTY | units | \$/ UNIT |
| 29 | Juanita Bayshore Estates | 20 | \$390,000 |
| 30 | 3917 Whitman Ave. N | 10 | \$386,950 |
| 31 | Summit Chalet Apartments | 15 | \$386,333 |
| 32 | Brierwood Apartments | 10 | \$385,000 |
| 33 | The Bluff Apartments | 12 | \$38,333 |
| 34 | Clara Antoinette | 6 | \$382,500 |
| 35 | 8214 Creenwood Ave N | 11 | \$38,818 |
| 36 | Leschi Lakeview | 11 | \$380,709 |
| 37 | Hill Vista Apartments | 20 | \$374,000 |
| 38 | Hollywood apartments | 12 | \$372,833 |
| 39 | Beach Landing Apartments | 24 | \$370,533 |
| 40 | Villa Andora | 37 | \$367,068 |
| 41 | 10839 SE 200th St | 6 | \$366,667 |
| 42 | 411 E Republican | 7 | \$364,086 |
| 43 | Tudor Apartments | 12 | \$362,300 |
| 44 | Stroud Apartments | 6 | \$359,67 |
| 45 | 5212 17th Ave NW | 5 | \$358,500 |
| 46 | Morgan Junction | 6 | \$35,553 |
| 47 | 55326 th Ave | 6 | \$355,477 |
| 48 | 5236 California Ave SW | 7 | \$355,000 |
| 49 | The Pines | 9 | \$35,889 |
| 50 | Eagle Ridge Apartments | 40 | \$352,875 |
| 51 | The Meadows at Martha Lake | 63 | \$351,98 |
| 52 | Ravenswood Apartments | 14 | \$350,000 |
| 53 | Iro Apartments | 24 | \$347,384 |
| 54 | Inspire Apartments | 42 | \$345,238 |
| 55 | Vista Apartments | 9 | \$344,017 |
| 56 | Maywood | 10 | \$340,000 |


| \$300,000+ / UNIT |  |  |  |
| :---: | :---: | :---: | :---: |
| \# | PROPERTY | UNITS | \$/ UNIT |
| 57 | Caldwell Apartments | 5 | \$339,700 |
| 58 | 1310 E Thomas St. | 19 | \$339,474 |
| 59 | La Sienna Apartments | 5 | \$336,000 |
| 60 | Station Place Townhomes | 16 | \$335,938 |
| 61 | West Ridge Apartments | 36 | \$333,333 |
| 62 | Park Meridian | 15 | \$333,233 |
| 63 | 302 10th Ave. East | 8 | \$331,000 |
| 64 | Lakeview Townhomes | 15 | \$329,600 |
| 65 | Lakeshore Townhomes | 56 | \$329,571 |
| 66 | Nantucket Cardens | 40 | \$328,000 |
| 67 | Thomas Park Apartments | 15 | \$325,667 |
| 68 | Linden Haus | 8 | \$324,850 |
| 69 | 7325 47th Ave SW | 5 | \$324,130 |
| 70 | 1711 Apartments | 37 | \$324,047 |
| 71 | Alloy Apartments | 68 | \$323,218 |
| 72 | 420 N 39 th St | 12 | \$322,700 |
| 73 | Fountain Court Apartments | 18 | \$322,208 |
| 74 | Essex Apartments | 9 | \$321,17 |
| 75 | The Edge Apartments | 20 | \$320,000 |
| 76 | 7176 196th St SW | 5 | \$320,000 |
| 77 | Redmond Crest | 14 | \$319,643 |
| 78 | Bugge Apartments | 17 | \$317,521 |
| 79 | 2272 Cilman Dr W | 6 | \$316,667 |
| 80 | 3597-3595 SC St | 6 | \$316,667 |
| 81 | 2026 NW 58th St | 5 | \$315,200 |
| 82 | Whittier Hall Apartments | 9 | \$315,078 |
| 83 | Admiral Flats | 8 | \$315,000 |
| 84 | Westview Garden Apartments | 44 | \$312,500 |



| \$300,000+ / UNIT |  |  |  |
| :---: | :---: | :---: | :---: |
| \# | PROPERTY | UNITS | \$/ UNIT |
| 85 | Interlake Apartments | 18 | \$310,861 |
| 86 | 2040 NW 59th St | 6 | \$310,000 |
| 87 | Coldfinch | 66 | \$309,091 |
| 88 | The Noreg | 17 | \$308,724 |
| 89 | Fremont 5 | 5 | \$308,700 |
| 90 | 62834 th Ave | 6 | \$308,333 |
| 91 | 7338 MLK Jr Way S | 10 | \$305,000 |
| 92 | 700 NW Market St | 10 | \$355,000 |
| 93 | Wagon Wheel Apartments | 10 | \$304,850 |
| 94 | Creenlake 6 | 6 | \$304,167 |
| 95 | Neutra Apartments | 12 | \$301,706 |
| 96 | 3650 Phinney Ave. North | 5 | \$300,000 |


| \$299,999-\$200,000 / UNIT |  |  |  | \$299,999-\$200,000 / UNIT |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \# | PROPERTY | UNITS | \$/ UNIT | \# | PROPERTY | UNITS | \$/ UNIT |
| 1 | University Manor | 80 | \$299,688 | 29 | 2034 NW 57th St | 6 | \$27,667 |
| 2 | 9407 23rd Ave NE | 7 | \$298,286 | 30 | Aspire 160 Apartments | 36 | \$27,528 |
| 3 | Maison Royale | 14 | \$298,000 | 31 | Locust Ridge Apartments | 8 | \$270,875 |
| 4 | Everett Townhomes | 12 | \$295,833 | 32 | 4905 Evanston Ave N | 5 | \$269,500 |
| 5 | Harvard Lofts | 71 | \$295,775 | 33 | Sunwood Apartments | 25 | \$269,000 |
| 6 | Encore Apartments | 60 | \$295,000 | 34 | Fairview Apartments | 29 | \$268,793 |
| 7 | Linden Apartments | 14 | \$294,714 | 35 | 1830596 th Ave NE | 7 | \$267,857 |
| 8 | 801 W McGraw St | 8 | \$294,313 | 36 | Luna Apartments | 71 | \$267,606 |
| 9 | Lake Meridian Shores | 58 | \$293,103 | 37 | Alder Apartments | 10 | \$267,500 |
| 10 | Water's Edge Townhomes | 76 | \$292,105 | 38 | The Arches | 24 | \$266,667 |
| 11 | Four Townhouse Duplexes | 8 | \$29,250 | 39 | Orchard Apartments | 6 | \$266,667 |
| 12 | Newton Apartments | 11 | \$290,909 | 40 | 341 Elizabeth St | 6 | \$266,517 |
| 13 | Velo Apartments | 49 | \$290,816 | 41 | Andante Apartments | 68 | \$264,706 |
| 14 | Ballard 5 | 5 | \$290,000 | 42 | 2000 California Ave SW | 7 | \$264,286 |
| 15 | Roosevelt Heights | 15 | \$289,800 | 43 | Homebody Apartments | 15 | \$262,933 |
| 16 | The Brons Apartments | 10 | \$286,50 | 44 | Pinehurst West | 18 | \$262,300 |
| 17 | Capitol Core | 17 | \$282,353 | 45 | 840 sw 154th St | 9 | 17261010 |
| 18 | Meridian Avenue Apartments | 20 | \$280,000 | 46 | 2617 14th Ave W | 5 | \$260,000 |
| 19 | Hillcrest Apartments | 10 | \$280,000 | 47 | 3010 E Portland Ave | 5 | \$260,000 |
| 20 | 621 NW 85th St | 7 | \$278,471 | 48 | Track 66 Apartments | 75 | \$258,667 |
| 21 | Richmond highlands II | 9 | \$277,778 | 49 | 736115 th Ave NW | 9 | \$257,889 |
| 22 | Roselawn Apartments | 12 | \$277,750 | 50 | Arbutus Apartments | 12 | \$257,77 |
| 23 | Kelsey Street Apartments | 18 | \$277,628 | 51 | Marnae Apartments | 26 | \$256,692 |
| 24 | Belay Apartments | 104 | \$275,962 | 52 | Lanes Landing Apartment | 18 | \$25,556 |
| 25 | 500 Ne 70th St. | 18 | \$275,444 | 53 | 3666 \& 3672 Francis Ave N | 14 | \$255,357 |
| 26 | The Heron | 82 | \$273,561 | 54 | 356 Elizabeth St | 6 | \$254,850 |
| 27 | Athena $1 \& \\|$ | 29 | \$272,414 | 55 | 601 S Jackson Ave | 12 | \$254,583 |
| 28 | Redevelopment Project | 7 | \$272,143 | 56 | Richmond highlands 1 | 11 | \$254,545 |


| \$299,999-\$200,000 / UNIT |  |  |  |
| :---: | :---: | :---: | :---: |
| \# | Property | units | \$/ UNIT |
| 113 | Muse Apartments | 24 | \$212,000 |
| 114 | Vivir Apartments | 20 | \$210,000 |
| 115 | Belle Cardens Apartments | 36 | \$210,000 |
| 116 | Costas Apartments | 20 | \$209,750 |
| 117 | 7618 Greenwood Ave N | 6 | \$208,333 |
| 118 | 1761 S 305th PI | 6 | \$204,167 |
| 119 | Audrey Cardens | 9 | \$203,389 |
| 120 | Terry Apartments | 30 | \$203,333 |
| 121 | Ridgewood View | 8 | \$201,250 |
| 122 | Riviera \& \& \\| | 26 | \$200,000 |
| 123 | Talisman Apartments | 10 | \$200,000 |



| \$199,999-\$150,000 / UNIT |  |  |  |
| :---: | :---: | :---: | :---: |
| \# | PROPERTY | Units | \$/ UNIT |
| 1 | D\&/Apartments | 8 | \$199,750 |
| 2 | Virginia Apartments | 6 | \$199,167 |
| 3 | 1532 S Walnut St | 7 | \$198,571 |
| 4 | Le Chateau Apartments | 36 | \$197,917 |
| 5 | Sheridan \|| Apartments | 12 | \$196,833 |
| 6 | 1222 N St | 7 | \$196,429 |
| 7 | The Olive Branch | 6 | \$195,667 |
| 8 | Campus Apartments | 46 | \$195,370 |
| 9 | Marnice Apartments | 58 | \$193,103 |
| 10 | Twin Cedar Apartments | 7 | \$192,857 |
| 11 | Davis Apartments | 21 | \$192,619 |
| 12 | The Village House | 8 | \$191,875 |
| 13 | 4018 th St | 6 | \$191,667 |
| 14 | Southie Flats | 11 | \$190,909 |
| 15 | Wedgewood Apartments | 20 | \$190,500 |
| 16 | Valle Vista Apartments | 29 | \$190,145 |
| 17 | Coniston Arms | 14 | \$190,000 |
| 18 | 4315 Woodland Park Ave | 10 | \$190,000 |
| 19 | Heritage Manor | 22 | \$188,636 |
| 20 | Eclaire Apartments | 8 | \$188,125 |
| 21 | Yonkers Apartments | 16 | \$187,500 |
| 22 | Lee Manor | 8 | \$187,500 |
| 23 | Vicky Lyn Apts | 18 | \$186,667 |
| 24 | Tanara Villa Apartments | 130 | \$186,154 |
| 25 | Fir Crest Apartments | 7 | \$185,714 |
| 26 | 160 136th St S | 7 | \$185,000 |
| 27 | Skyline Apartments | 22 | \$184,091 |
| 28 | Madkin Apartments | 29 | \$183,421 |


| \$199,999-\$150,000 / UNIT |  |  |  | \$14,9999 AND LESS / UNIT |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \# | PROPERTY | UNITS | \$/ Unit | \# | PROPERTY | Units | \$/ UNIT |
| 29 | Arise Highline | 30 | \$180,000 | 1 | Twin Oaks Apartments | 32 | \$149,750 |
| 30 | Hillside | 7 | \$178,571 | 2 | Cottage Lane Apartments | 16 | \$149,750 |
| 31 | Chelsea Apartments | 20 | \$175,000 | 3 | Vintage Apartments | 84 | \$145,238 |
| 32 | Cenesis Apartments | 15 | \$177,333 | 4 | Lochburn Apartments | 18 | \$144,056 |
| 33 | Mercedes Apartments | 15 | \$173,333 | 5 | Pennington Apartments | 51 | \$141,667 |
| 34 | Park Des Moines Apartments | 30 | \$173,233 | 6 | The Mercury Apartments | 44 | \$138,955 |
| 35 | Park Des Moines Apartments | 30 | \$173,233 | 7 | Oak Park Apartments | 54 | \$138,889 |
| 36 | Coventry Court Apartments | 20 | \$172,500 | 8 | Manchester Arms | 60 | \$137,400 |
| 37 | The Grenville | 7 | \$171,429 | 9 | Mayfair Apartment Complex | 71 | \$135,915 |
| 38 | Tamarind Apartment | 24 | \$170,833 | 10 | 1715 Boarding House Apartments | 43 | \$133,595 |
| 39 | Parkview / Apartments | 8 | \$170,750 | 11 | Sultan 5 Unit | 5 | \$130,000 |
| 40 | Western Terrace | 8 | \$169,375 | 12 | Richmond Highlands | 20 | \$125,000 |
| 41 | Clover Meadows | 26 | \$167,308 | 13 | Alderwood Apartments | 17 | \$122,647 |
| 42 | Pinehurst Manor | 16 | \$167,063 | 14 | Lynn Ree Apartments | 25 | \$120,000 |
| 43 | Mai Tai Apartments | 9 | \$166,667 | 15 | Lois Ann Apartments | 8 | \$118,750 |
| 44 | Pineridge Apartments | 26 | \$161,538 | 16 | Auburn 8 | 8 | \$118,750 |
| 45 | Tuscany Court | 24 | \$160,417 | 17 | Orchard Apartments | 7 | \$117,857 |
| 46 | Julianne Apartments | 16 | \$159,219 | 18 | 644 N Trafton St | 11 | \$100,000 |
| 47 | 5425 M St | 5 | \$159,000 |  |  |  |  |
| 48 | Sherwood Villa | 16 | \$156,250 |  |  |  |  |
| 49 | Union Square Apartments | 16 | \$156,244 |  |  |  |  |
| 50 | Ainsworth Terrace Apartments | 13 | \$153,846 |  |  |  |  |
| 51 | Windsor Park Apartments | 158 | \$150,496 |  |  |  |  |
| 52 | 723 N Cushman Ave | 6 | \$150,000 |  |  |  |  |
| 53 | 5123 Seattle Ave SW | 10 | \$150,000 |  |  |  |  |


04.

KING COUNTY RENT ANALYSIS

- Rent Statistics Overview

RENT COMPARABLES
SEATTLE - LAKE CITY


## AVERAGE RENT

1 BEDROOM
$\$ 1,514$
$\$ 1,853$




NOTES
$\$ 750$ security deposit, $\$ 250$ pet deposit, $\$ 25 /$ month pet rent. $\$ 75 / \mathrm{month} \mathrm{W} / \mathrm{s} / \mathrm{C}$
for first tenant $+\$ 40 /$ /ddititional tenant, common laundry on-site, garage parking at $\$ 65 /$ /honthth Lition throughout, tuartz countertops, white shaker




SEATTLE - GREENLAKE


## AVERAGE RENT

STUDIO
1 BEDROOM
2 BEDROOM $\$ 1,482$ \$2,064


NOTES
New construction with W/D in unit, walk in closets, stone countertops with
community amenities inclusive of bike storage, billiards, secure entry, fithess communty amenities inclusive of bike storage,
center, grilling stationst, secure entrin and rooftop deck. Parking available for $\$ 175 /$ space



NOTES
Units have mix of tile/carpet with partially updated appliances throughout.
WiD in all units, secure parking available, on site storage and community
W/D in all un
oooftop patio.


WEEDIN PLACE
6909 Weedin PI NE, seattle
Units
ear Built
$\qquad$

 | UNIT MIX | UNITS | ISF | MARKET RENT | $\$ /$ SF |
| :--- | :---: | :---: | :---: | :---: |
| 2BA/1 BA | 40 | 700 | $\$ 2,95$ | $\$ 3.14$ | NOTES $\$ 1,000$ security deposit, $\$ 400$ pet deposit. W/S/C billed back through RUBS,

W/D inunit, garage paraing a t $4100 /$ ononth . LV P flooring thrughout, quartz
countertops, white shaker cabinets, stainless steel appliances.





SEATTLE - QUEEN ANNE


notes
NOTES
$\$ 500$ security deposit, $\$ 500$ pet deposit. W/S// included in rent, W/D Din 1 and 2,
bedroom units, $\$ 75 /$ month for underground garage parking. LVP throughout, bedroom units, $\$ 75 /$ montht for underground garage parking. LVP throughout


CORONA APARTMENTS 15 2nd Ave N, Seattle
Units
ear Built
Lease Terms

|  | UNITS | $\pm$ SF | MARKET RENT |
| :--- | :---: | ---: | :--- |
| STUDIO | 21 | 400 |  |
|  | 3 | 550 |  | | $1 \mathrm{BA} / 1 \mathrm{BA}$ | 3 | 550 | $\$ 1,395$ | $\$ 3.49$ |
| :--- | :--- | :--- | :--- | :--- | notes

$\$ 800$ security deposit, $\$ 250$ admin fee, $\$ 250$ cat deposit, $\$ 400$ dog deposit itchen and hardwood throughout, quartzz counterktops, updated cabinets, thite appliances, tile backsplash


SEATTLE－DOWNTOWN


## AVERAGE RENT

STUDIO
1 BEDROOM
3 BEDROOM
$\$ 1,649$
$\$ 3,510$


8TH \＆REPUBLICAN
430 8th Ave N，Seattle
$\left.\begin{array}{ll}\text { Units } & 211 \\ \hline \text { Year Built } & 2016 \\ \hline\end{array} \quad \begin{array}{ll} \\ \hline\end{array}\right)$
Lease Terms 12 months

\section*{| UNIT MIX | UNITS | $\pm$ SF | MARKET RENT | $\$ /$ SF |
| :--- | :---: | :---: | :---: | :---: |
| STUDIO | 43 | 575 | $\$ 1.850$ | $\$ 322$ |}

STUDIO \begin{tabular}{lcccc}
\hline 2 BR $/ 1$ BA \& 40 \& 860 \& $\$ 2,115$ \& $\$ 3.02$ <br>
\hline 2 BR $/ .15$ BA TH \& 8 \& 1,025 \& $\$ 2,450$ \& $\$ 2.85$ <br>
\hline 2 BR $/ 2$ BA \& 29 \& 1,200 \& $\$ 3,000$ \& $\$ 2.76$ <br>
\hline

 

2 BR／1．5 BA TH \& 8 \& 1,025 \& $\$ 2,830$ \& $\$ 2.76$ <br>
\hline 2 BR／BA \& 29 \& 1,200 \& $\$ \$, 000$ \& $\$ 2.50$ <br>
TOTAL／AVG \& 211 \& $\pm 786$ \& $\$ 2,273$ \& $\$ 2.95$ <br>
\&
\end{tabular} NOTES NOTES

$\$ 550$ security deposit，$\$ 300$ pet deposit，$\$ 35 /$ month pet rent． $\mathrm{W} / \mathrm{s} / \mathrm{C}$ is billed
back through RUBS， $\mathrm{W} / \mathrm{D}$ in－unit，$\$ 225 /$ month for garage parking．LVP


UNIT MIX

| UNIT MIX | UNITS | $\pm$ SF | MARKET RENT | \＄／SF |
| :---: | :---: | :---: | :---: | :---: |
| STUDIO | 35 | 480 | \＄1，710 | \＄3．56 |
| $1 \mathrm{BR} / 1 \mathrm{BA}$ | 28 | 670 | \＄2，370 | \＄3．54 |
| 2BR／1BA | 15 | 950 | \＄2，500 | \＄2．63 |
| $2 \mathrm{BR} / 2 \mathrm{BA}$ | 16 | 980 | \＄2，600 | \＄2．65 |
| $3 \mathrm{BR} / 2 \mathrm{BA}$ | 4 | 1，100 | \＄3，345 | \＄3．04 |
| totalavg | 98 | $\pm 713$ | \＄2，232 | \＄3．2 |

NOTES
$\$ 400$ security deposit，$\$ 250$ pet deposit，$\$ 50 /$ month het rent．W／S is billed back
through RUBS，garbage is $\$ 20$／month liat，$W / D$ in－unit，$\$ 250 /$ month for garage

$\$ 400$ security deposit，$\$ 50 /$ month pet rent．W／S／C billed back through RUBS，
W／D in－unit，$\$ 200 /$ month garage parking，$\$ 300 /$ month for tandem space．

| UNIT MIX | UNITS | SF | MARKET RENT | $\$ /$ SF |
| :--- | :---: | :---: | :---: | :---: |
| STUDIO | 20 | 525 | $\$ 1,800$ | $\$ 3.43$ |
| 1 BR $/ 1$ BA | 140 | 670 | $\$ 2,080$ | $\$ 3.10$ |
| $2 \mathrm{BR} / 1 \mathrm{BA}$ | 37 | 900 | $\$ 2,500$ | $\$ 2.78$ |

 kitchen and carpet throughout，quartz countertops，stainless steel appliances，
updated cabinets．

| UNIT MIX | UNITS | $\pm$ SF | MARKET RENT | \＄／SF |
| :---: | :---: | :---: | :---: | :---: |
| studio | 23 | 465 | \＄1，650 | \＄3．55 |
| $1 \mathrm{BR} / 1 \mathrm{BA}$ | 29 | 695 | \＄1，895 | \＄2．73 |
| 2BR／18A | 8 | 910 | \＄2，395 | \＄2．63 |
| totalavg | 60 | $\pm 636$ | \＄1，868 | \＄3．03 |
| notes <br> $\$ 500$ security deposit，$\$ 300$ pet deposit，$\$ 45 /$ month pet rent．W／s／C is billed back through RUBS，W／D in－unit，$\$ 200 /$／month for garage parking．LVP in kitchen and carpet throughout，quartz countertops，stainless steel appliances， updated cabinets． |  |  |  |  |



號都
都


| UNIT MIX | UNITS | ISF | MARKET RENT | $\$ /$ SF |
| :--- | :---: | :---: | :---: | :---: |
| STUDIO | 59 | 425 | $\$ 1,235$ | $\$ 2.91$ |
| 1 BA $/ 1$ BA | 1 | 600 | $\$ 1,380$ | $\$ 2.30$ |


|  | 6 | 600 | $\$ 1,380$ | $\$ 2.30$ |
| :--- | :--- | :--- | :--- | :--- |
| TOTAL／AVG | 60 | $\pm 428$ | $\$ 1,237$ | $\$ 2.20$ |

Notes
NOTES
$\$ 500$ security deposit，$\$ 150$ admin fee，$\$ 200$ pet deposit，$\$ 300$ pet fee． $\mathrm{W} / \mathrm{s} / \mathrm{C}$
billed back to tenants，common laundry on－site $\$ 175 /$ month for uncovered parking，$\$ 25$／month for storage locker．Tile in kitithen and hardwood
throughout，white appliances，laminate countertops，lassic cabinets．

CHARLESGATE
2230 4th Ave，Seattle

$\qquad$ | Year Built | 1922 |
| :--- | ---: |
| Lease Terms | 12 months |

[^5]and

RENT COMPARABLES

NOTES
Security
Security deposit is month's rent, $\$ 250$ pet deposit, $\$ 250$ pet fee, $\$ 25 /$ month
pet rent. W/S/C billed back through RUBS, common laundry on-site, 1 uncovered parking spot per unit included in rent. Hardwood floors throughout
and carpet in bedroom, faux quartz countertops, white shaker cabinets, black and carpet in
appliances.

COLUMBIA GREEN 4700 35th Ave S, Seattle
Units 15
1958
ear Built 12 months

| UNIT MIX | UNITS | 士SF | MARKET RENT | $\$ /$ SF |
| :--- | :---: | :---: | :---: | :---: |
| IBA/I BA | 10 | 660 | $\$ 1,695$ | $\$ 2.57$ |
| TOTAL/AVC | 10 | $\pm 660$ | $\$ 1,695$ | $\$ 2.57$ |

Notes
through RUBS, W/D in-unit off-street parking pet rent. W/S/C billed back through RUBS, W/D in-unit, off-street parking included in rent. LVP floors
throughout, stainless steel appliances, updated cabinets, granite counters.

\section*{| UNIT MIX | UNITS | ŁSF | MARKET RENT | $\$ / / 5 F$ |
| :--- | :---: | :---: | :---: | :---: |
| 1BA $/ 1$ BA | 7 | 680 | $\$ \$, 595$ | $\$ \$ .35$ |
| 2BA $/ 1 \mathrm{BA}$ | 8 | 1025 | $\$ 2145$ | $\$ 2.09$ | total}

NOTES
$\$ 300$ se
Sil security deposit, $\$ 300$ pet deposit, $\$ 30 /$ /month pet rent. W/S/C billed back
though RUSS, common laundry on-site, $\$ 30 /$ month for uncovered parking, $\$ 50 /$ month for carport parking. LVP throughout, quartz countertops, class
cabinets, white appliances.

## 5

3200 S EDMUNDS ST
Units

|  | 10 |
| :--- | ---: |
| ear Built | 1952 | + +SF


|  | UNITS | 土SF | MARKET RENT | $\$ /$ SF |
| :--- | :---: | :---: | :---: | :---: |
| STYMIO | 2 | 410 | $\$ 1,300$ | $\$ 3.17$ |
| IBA $/ 1$ BA | 8 | 600 | $\$ 1,600$ | $\$ 2.67$ | $\begin{array}{lllll}\text { TBA/IBA } & 8 & 600 & \$ 1,600 & \$ 2.67 \\ \text { TOTAL/AVG } & 10 & \pm 562 & \$ 1,540 & \$ 277\end{array}$ notes

$\$ 750$ security deposit, $\$ 250$ admin fee, $\$ 200$ pet deposit, no pet rent charged
$\$ 75 /$ month $W / / / / G$ c common laundry on-site, $\$ 50 /$ month reserved parking $\$$ Hardwood florors throumhout, quartz countertops, white shaker cabinets,
stainless steel appliances.


AVERAGERENT
1 BEDROOM
$\$ 1,483$ $\$ 1,902$

$\$ 350$ security deposit. $\$ 150$ admin fee, $\$ 350$ pet deposit, $\$ 200$ pet fee, $\$ 35 /$
month pet rent. Water is submetered and billed back to tenants, W/D in-unit, open parking throughout. LVP in kitchen and carpet throughout, stainless
steel appliances, laminate countertops, updated cabinets.


NEWCASTLE APTS
$\qquad$
Lease Terms $\quad 12$ months

| UNIT MIX | UNITS | $\pm$ SF | MARKET RENT | \$/SF |
| :---: | :---: | :---: | :---: | :---: |
| $1 \mathrm{BA} / 1 \mathrm{BA}$ | 17 | 800 | \$1,450 | \$1.81 |
| $2 \mathrm{BA} / 1 \mathrm{BA}$ | 2 | 1,000 | \$1,650 | \$1.65 |
| totalava | 19 | $\pm 821$ | \$1,471 | \$1. 8 |



REDMOND



| UNIT MIX | UNITS | +SF | MARKET RENT | \$/SF |
| :---: | :---: | :---: | :---: | :---: |
| 1BA/1bA | 4 | 710 | \$,850 | \$2.61 |
| $2 \mathrm{BA} / 1.5 \mathrm{BA}$ | 4 | 1,145 | \$2,375 | \$2.07 |

NOTES
$\$ 1,000$ security deposit, no pets allowed. 2 bedroom units are 2 -story
 1 carport spot included in rent. Tile in kitchen and hardwood throughout,
stainless steel appliances, two-tone shaker cabinets, quartz countertops, stainless steel ap
private balcony.


## UNIT MIX

| UNIT MIX | UNITS | ISF | MARKET RENT | $\$ /$ SF |
| :--- | :---: | :---: | :---: | :---: | :---: |
| 1BA $/ 1$ BA | 12 | 600 | $\$ 1,600$ | $\$ 2.67$ |
| 2BA $/ 1$ BA | 6 | 900 | $\$ 1,950$ | $\$ 2.17$ |

Totales
$\$ 750$ security deposit $\$ 300$ edmin $\$ 700$ \$2,750 $\$ 30 /$ month for additional storage. $\$ 70 /$ /honth $\mathrm{W} / / \mathrm{S} / \mathrm{C}+\$ 30 / \mathrm{Adddititional}$ occupant app-op laundry on-site, 1 free surface spot and 1 free carport space for most
units. LVP throughout and carpet in bedroom updated cabinets granite units. LVP throughout and carpet in bedroom, updated cabinets, granite
counters, updated cabinets, tile backsplash, stainless steel appliances.






RENT COMPARABLES


## aVERAGE RENT

1BEDROOM
2 BEDROOM
3 BeDROOM $\$ 1,518$
$\$ 2,075$

$\$ 500$ security deposit, $\$ 200$ admin fee, $\$ 25 /$ month pet rent, $\$ 300$ pet deposit. $\$ 150 \mathrm{~W} / \mathrm{s} / \mathrm{C}, \mathrm{W} / \mathrm{D}$-unit, assigned uncovered parking spot per unit included countertops, black appliances.
 TOTAL
W/DLS in-unit, $\$ 100 \mathrm{~W} / / / / \mathrm{C}, 7$ unassigned parking space per unit. $\$ 25 / \mathrm{month}$
pet rent, $\$ 200$ pet fee $\$ 300$ pet deposit. Stain petrent, $\$ 200$ pet fee, $\$ 300$ pet deposit. Stainless steel appliances, quartz countertops, white cabinets, LVP flooring throughout. Carage parking
available at $\$ 75 /$ month.


NOTES
W/S/G of
W/S// of $\$ 100$, lassigned parking spot included in rent, pet rent at $\$ 25 /$ mont
$\$ 300$ refundable $\$$ Stainesundable pet deposit, $\$ 200$ pet fee. Hardwood floors throughout.

| (5) |  | SUNWOOD APTS <br> 320 sw 160th St, Burien |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | Units |  | 25 |
|  |  | Year Bu |  | 1966 |
|  |  | Lease Terms |  | 12 months |
| UNIT MIX | UNITS | $\pm$ SF | MARKEt ReN | \$/SF |
| $2 \mathrm{BA} / 1 \mathrm{BA}$ | 19 | 950 | \$,850 | \$1.95 |
| $3 \mathrm{BA} / 2 \mathrm{BA}$ | 6 | 1,200 | \$2,075 | \$1.73 |
| totalavi | 25 | $\pm 1.010$ | \$1,904 | \$1.90 |

TOTALA
NOTES
$\$ 85 \mathrm{~W} / 5 / \mathrm{C}$
 hardwood throughout, quartz countertops, updated cabinets, stainless steel
appliances.



RENT COMPARABLES


## AVERAGE RENT

1 BEDROOM
2 BEDROOM
3 BeDroom $\$ 1,573$
\$2,175

 kitchen and carpet throughout, faux quartz counters, classic cabinets, white
appliances, wood burning fireolace.

$$
\begin{aligned}
& \\
& \text { NOTES } \$ 800 \text { security deposit, } \$ 200 \text { admin fee, } \$ 200 \text { pet deposit, } \$ 45 / \text { month pet rent. } \\
& \text { and carpet in bedrooms, laminate countertops, white appliances. Loft - style }
\end{aligned}
$$

 pearking space eper unit included in rent. \$100 W/S/C, , ommom n a aundry on-site
LVP flooring throughout, classic cabinets, laminate countertops, white appliances.


05.

PIERCE COUNTY RENT ANALYSIS

- Rent Statistics Overview








[^6]RENT COMPARABLES
FIFE


[^7]| (1) 滑 1 |  | STONEBROOK |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | TOWNHOMES 5307 34th St E, Fife |  |  |
| -110 | IIII |  |  |  |
|  |  | Units |  | 16 |
|  |  | Year Bu |  | 2018 |
|  |  | Lease $T$ |  | 12 months |
| UNIT MIX | UNITS | $\pm$ SF | MARKET RENT | \$//5F |
| 2BR/1.5 BA TH | 46 | 745 | \$2,330 | \$3.13 |
| $3 \mathrm{BR} / 2.5 \mathrm{BATH}$ | 67 | 1,075 | \$3,300 | \$3.07 |
| totalavg | 135 | $\pm 1,011$ | \$3,084 | \$3.07 |

NOTES
Security deposit ranges from $\$ 300-1$ month's rent, $\$ 300$ adm in fee, $\$ 300$





SHERWOOD PARK
2300-2470 62nd Ave E, Fife
Year Built
Year Built
Lease Terms

| UNIT MIX | UNITS | ISF | MARKET RENT | $\$ /$ SF |
| :--- | :---: | :---: | :---: | :---: |
| 2 BR $/ 1.5$ BA | 8 | 1,110 | $\$ 2,300$ | $\$ 2.07$ |
| 3 BR $/ 25$ BA | 8 | 1,490 | $\$ 2850$ | $\$ 1.91$ | $\begin{array}{lllll}\text { 3 BR/ } 2.5 \text { BA } & 8 & 1,490 & \$ 2,850 & \$ 1.91 \\ \text { TOTALAVG } & 16 & \pm 1,300 & \$ 2.575 & \$ 1.9\end{array}$ notes

$\$ 1,000$ security deposit, $\$ 250$ admin fee, $\$ 250$ pet deposit, $\$ 500$ pet fee. All
utilities set up in tenant's name, W/D in-unit, car garage included in rent. utilities set up in tenant's name, $\mathrm{W} / \mathrm{D}$ in-unit, , car garage included in rent.
LPP florsthroughout, stain ess steel appliances, granite counters, white
shaker cabinets. shaker cabinets.


NOTES
$\$ 750$ security deposit, $\$ 250$ admin fee, $\$ 250$ pet deposit, $\$ 25 /$ month pet rent. Parking is free and unassigned, W/S/C incluced in rent, W/D in-unit. LVP floors throughout, white shaker cabinets, quartz cabinets, stainless steel appliances
Offering a concession of 1 month's free rent and a $\$ 500$ Amazon gift card on a 12 -month lease.




06.

SNOHOMISH COUNTY RENT ANALYSIS

- Rent Statistics Overview




PERASSO APARTMENTS
104164 th St SW. Lynnwood Units Year Built 2003 Lease Terms 12 months

| UNIT MIX | UNITS | $\pm$ SF | MARKET RENT | $\$ /$ SF |
| :--- | :---: | :---: | :---: | :---: |
| STUDIO | 1 | 432 | $\$ 1,200$ | $\$ 2.78$ |
| 1BA $/$ BA | 1 | 520 | $\$ 1,400$ | $\$ \$ .69$ |
| 2 BA $/ 1$ BA | 8 | 830 | $\$ 1,700$ | $\$ 2.05$ |
| TOTALAVG | 10 | $\pm 59$ | $\$ 1,433$ | $\$ 2.51$ |

Notes
-aTES appliances. $\mathrm{W} / \mathrm{s} / \mathrm{C}$ included in rent, pet rent $\$ 75 / \mathrm{month}, 2$ assigned parking spots included in
ncluded in rent.

| $1 \mathrm{BA} / 1 \mathrm{BA}$ | 72 | 781 | \$1,725 | 52.21 |
| :---: | :---: | :---: | :---: | :---: |
| 2BA/1BA | 48 | 1,002 | \$2,085 | \$2.08 |
| total/avg | 120 | $\pm 892$ | \$1,905 | \$2: |

NOTES
$\$ 350$ security deposit, $\$ 350$ holding fee, $\$ 200$ pet deposit, $\$ 200$ pet fee, $\$ 25 /$ month pet rent. $\$ 50$ carport spaces. free unassigned surface spaces, W/D in-
unit, tagreting $100 \% \%$ RUSS. Amenities include a fitness center, swimming pool, unit, targeting 100\% RUBS.
dog park, and clubhouse.


| UNIT MIX | UNITS | $\pm$ SF | MARKET RENT | $\$ /$ SF |
| :--- | :---: | :---: | :---: | :---: |
| STUDIO | 3 | 560 | $\$ 1,380$ | $\$ 2.46$ |
| IBA/1 BA | 20 | 640 | $\$ 1,725$ | $\$ 2.70$ |
| 2BA/1.5A | 22 | 980 | $\$ 2,100$ | $\$ 2.14$ |
| TOTALAVG | 45 | $\pm 727$ | $\$ 1,735$ | $\$ 2.43$ |

NOTES
W/S/C billed back based on usage, no storage available, $\$ 500$ pet fee for dogs, $\$ 200$ fee for cats, free assigned parking $+\$ 25$ /month for addititional spot. Stainless steel appliances, LVP thr
cabinetry, townhome style units.


TIMBER GROVE 1805 Filbert Rd, Lynnwood
$\frac{\text { Units }}{\text { Year Built }}$ 488
1968
ease Terms 12 months notes Quartz countertops, stainless steel appliances, updated white cabinetry, LV or each additional boom, carpet throughout. W/S/C $\$ 75$ for 1 tenant, $+\$ 40$ parking spot included in rent. $\$ 750$ security deposit, app-operated common

NOTES
Laminate countertops, carpet throughout and tile in kitchen, white appliances, classic wood cabinets. $\$ 50 /$ month for carport, \$40/month for assigned
uncovered parking. W/S/G included in rent, W/D in all units. No pet rent uncovered
charged.




RENT COMPARABLES
LAKE STEVENS


## AVERAGE RENT

1BEDROOM
2 BEDROOM
3 BEDROOM
$\$ 1,525$
$\$ 1,935$
$\$ 2,300$


THE TERRAC
619 127th Ave NE, Lake Stevens

| Units | 26 |
| :--- | ---: |
| Year Built | 2000 | Lease Terms 12 months

Security deposit is 1 month's rent, $\$ 200$ admin fee, $\$ 250$ pet deposit, $\$ 250$ pet
eee, $\$ 25$ pet rent. $C$. lee, $\$ 25$ pet rent. Carbage included in rent, W/S is an $\$ 86$ flat fee, common


424 99TH AVE NE
42499 th Ave NE, Lake Stevens
Year Built $\quad 1991$ Lease Terms 12 months


HARTFORD COURT APTS
1901 125th Ave NE, Lake Stevens
Units Lease Terms $\quad 12$ months

| it mix | UNITS | tSF | MARKEt RENT | \$/SF |
| :---: | :---: | :---: | :---: | :---: |
| 1BA/1ba | 16 | 560 | \$1.450 | \$2.59 |
| 2BA/1BA | 11 | 850 | \$,875 | \$2.21 |
| $3 \mathrm{BA} / 2 \mathrm{BA}$ | 4 | 1,125 | \$2,300 | \$2.04 |

NOTES
NoTtS
Security deposit is one month's rent, $\$ 200$ admin fee, $\$ 500$ pet deposit, $\$ 500$
pet fee, $\$ 25$ pet rent. W/S/G is $\$ 95$ for the first tenant $+\$ 10$ per each additional




Security deposit is 1 month's rent, $\$ 200$ admin fee, $\$ 35$ pet rent. W/D in-
unit, $\$ 25$ carport parking, W/S/C $\$ 125$. LVP flooring throughout and carpet in bedrooms, laminate countertops, white shaker cabinets, stainess steel appliance


[^8]

INSIDE THE NUMBERS

- Sales Volume Statistics
- Counties By The Numbers


## 2022 SALES VOLUME STATISTICS

\$1.66 B Market volume for 5 5 unit sales under S30M in Tri.C.Cunty, and increase in $5 \%$ f from 2021
322 Number of 5 t unit transactions under 530 M in 2022 vs. 345 i in 2021
111 Number of $20+$ unit transactions, where 202 I Isto had 11 transections
$\$ 268,127$ Average price per unit for all $5+$ unit sales under $\$ 30 \mathrm{M}$ in Tri-County vs. $\$ 233,667$ in 2021

6,111 Total 5 + units under S30M in Tri.County sold vs. 7.7.50 in 2021
KTNG COUNTY BY THE NUMBERS
2.29 M
total population
1,067
POPULATION DENSITY POPULATION DENS
PER SQUARE MILE
7.14\%

PROJECTED POPULATION GROWTH BY 2026


## Marcus \& Millichap <br> DINIUS-WARSINSKE MULTIFAMILY GROUP

## WWW.DWMULTIFAMILYGROUP.COM

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[^0]:    142022 END-OF-YEAR REVIEW

[^1]:    162022 END-OF-YEAR REVIEW

[^2]:    202022 END-OF-YEAR REVIEW

[^3]:    262022 END-OF-YEAR REVIEW

[^4]:    362022 END-OF-YEAR REVIEW

[^5]:    5

[^6]:    1162022 END-OF-YEAR REVIEW

[^7]:    1182022 END-OF-YEAR REVIEW

[^8]:    1382022 END-OF-YEAR REVIEW

[^9]:    Direct 206.826.5629

