

MARCH 2018

BELLTOWN

SEATTLE MULTIFAMILY

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

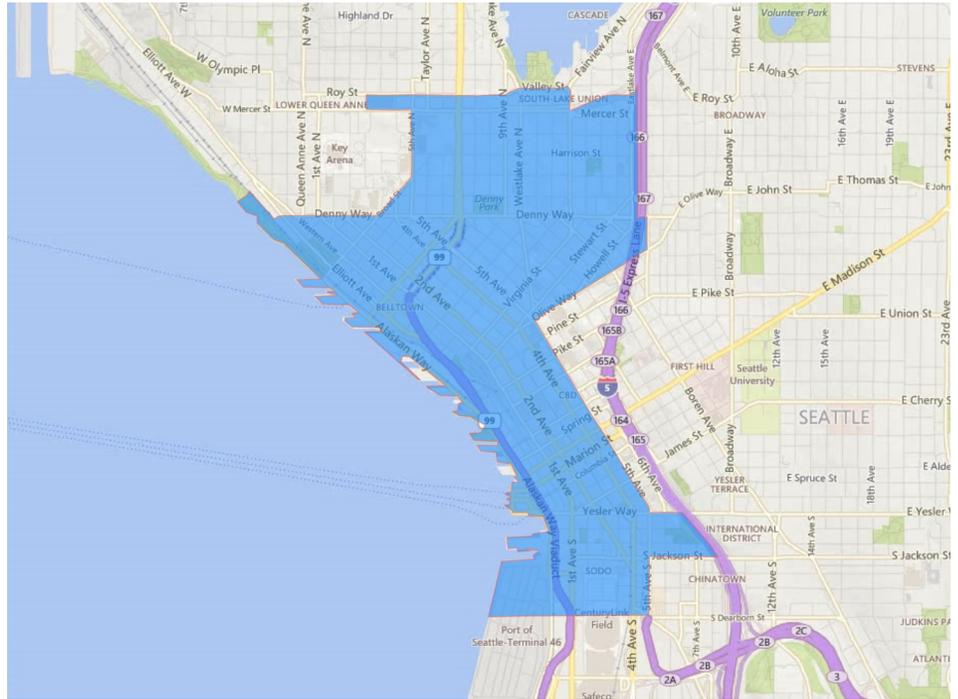
BELLTOWN

SEATTLE MULTIFAMILY
MARCH 2018

Belltown submarket metrics and benchmarks: rent, inventory, new supply and sales.

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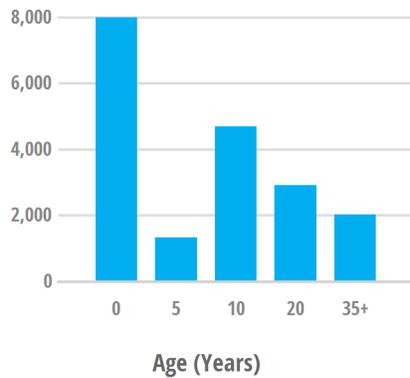
123 Properties

18,954 Units

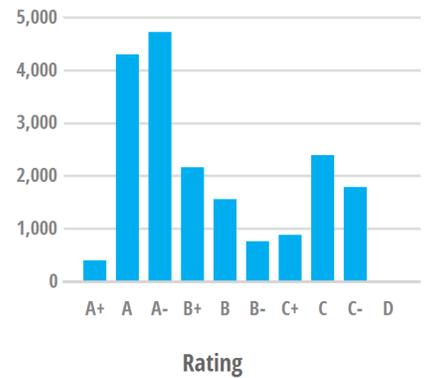
A- Average Location Rating

B Average Improvements Rating

PROPERTY AGE BY UNITS



IMPROVEMENTS RATING BY UNITS



CONTACT US

Get in touch with our team for inquiries and feedback

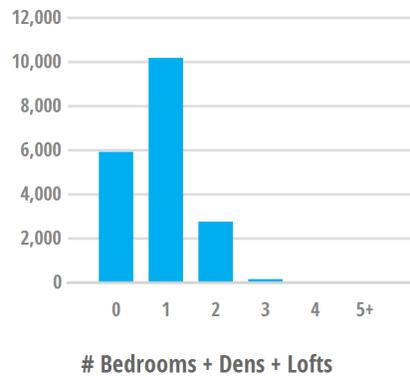
Ron Brock

Industry Principal, Matrix
(480) 663 1149 ext. 2404

Candice Spencer

Customer Service/Retention Manager
(480) 663 1149 ext. 2417

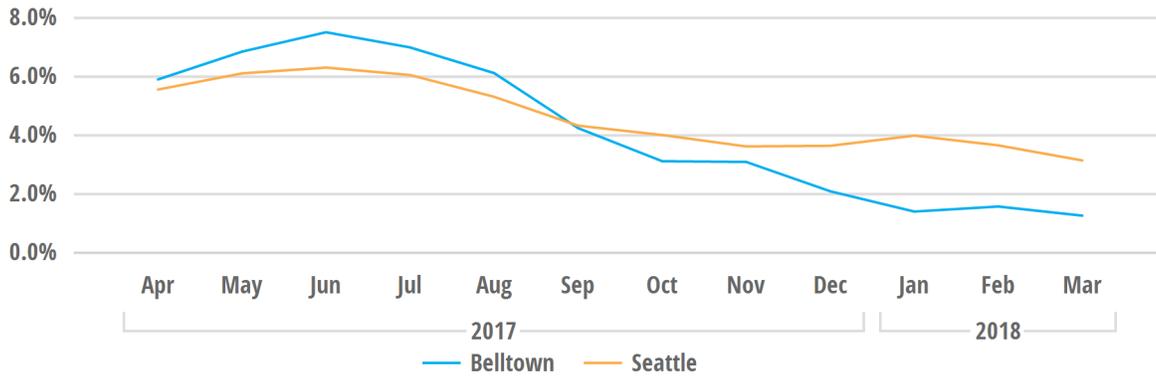
EFFECTIVE BEDROOMS BY UNITS



BUILDING STORIES BY PROPERTIES



RENTAL RATES YEAR-OVER-YEAR ROLLING CHANGE VS MARKET

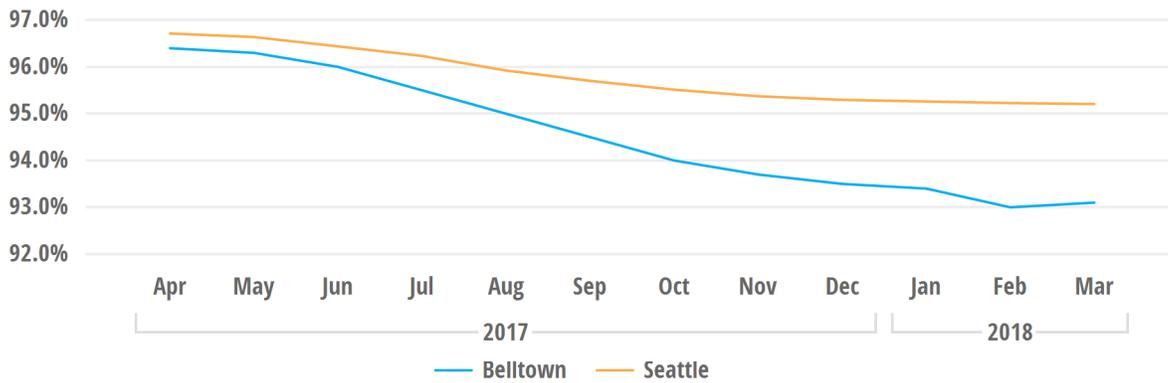


33rd
Rank out of 42 Submarkets

1.3%
Y-o-Y Change

\$2,398
Average Rental Rate
March 2018

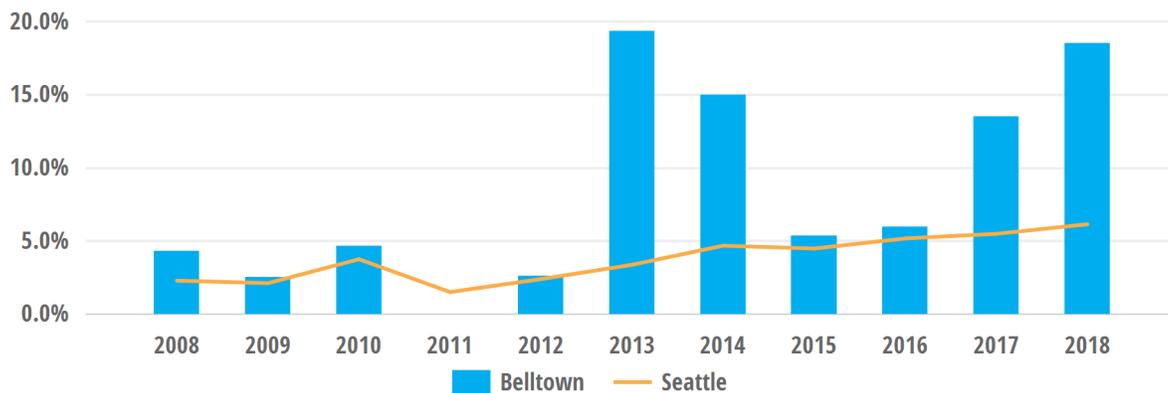
OCCUPANCY RATE VS MARKET



43rd
Rank out of 44 Submarkets

93.1%
Occupancy Rate
March 2018

INVENTORY GROWTH COMPLETIONS AS % PRIOR INVENTORY



3rd
Rank out of 44 Submarkets

18.5%
Growth in 2018 - Projected Year End

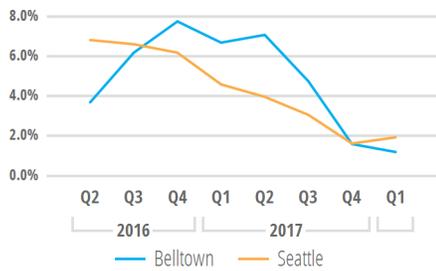
3,436
Units built in 2018 - Projected Year End

QUARTERLY YEAR-OVER-YEAR ROLLING CHANGE BY UNIT TYPE

Unit Type	# Units	SqFt/Unit	2016			2017				2018
			Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
One Bedroom	12,149	682	3.7%	6.2%	7.8%	6.7%	7.1%	4.8%	1.6%	1.2%
Two Bedrooms	3,679	1,075	0.1%	0.2%	1.0%	0.7%	5.2%	7.1%	5.5%	2.7%
Three Bedrooms	150	1,206	8.0%	4.7%	5.5%	0.9%	-1.4%	5.5%	4.4%	1.8%
Other	8,563	461	6.9%	7.6%	8.0%	6.4%	8.7%	7.4%	2.6%	0.3%
Overall	24,541	856	3.4%	4.8%	6.0%	5.1%	6.8%	5.8%	2.8%	1.4%

ONE BEDROOM

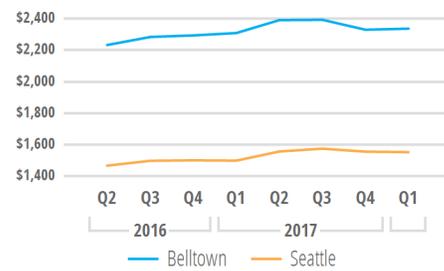
Rental Rate Change
Year-over-Year



33rd
Rank out of
44 Submarkets

1.2%
Y-o-Y Change
Q1 2018

Average Rental Rate



1st
Rank out of
44 Submarkets

\$2,337
Average Rental Rate
Q1 2018

TWO BEDROOM

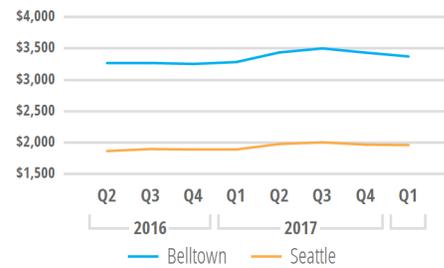
Rental Rate Change
Year-over-Year



24th
Rank out of
44 Submarkets

2.7%
Y-o-Y Change
Q1 2018

Average Rental Rate

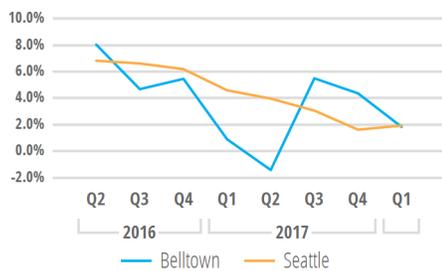


1st
Rank out of
44 Submarkets

\$3,374
Average Rental Rate
Q1 2018

THREE BEDROOM

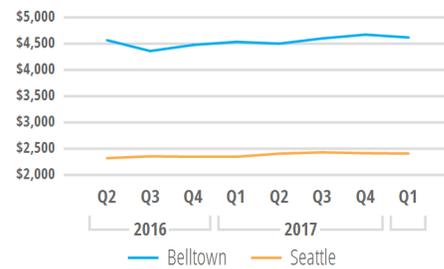
Rental Rate Change
Year-over-Year



24th
Rank out of
43 Submarkets

1.8%
Y-o-Y Change
Q1 2018

Average Rental Rate



3rd
Rank out of
43 Submarkets

\$4,622
Average Rental Rate
Q1 2018

Overall Inventory Growth

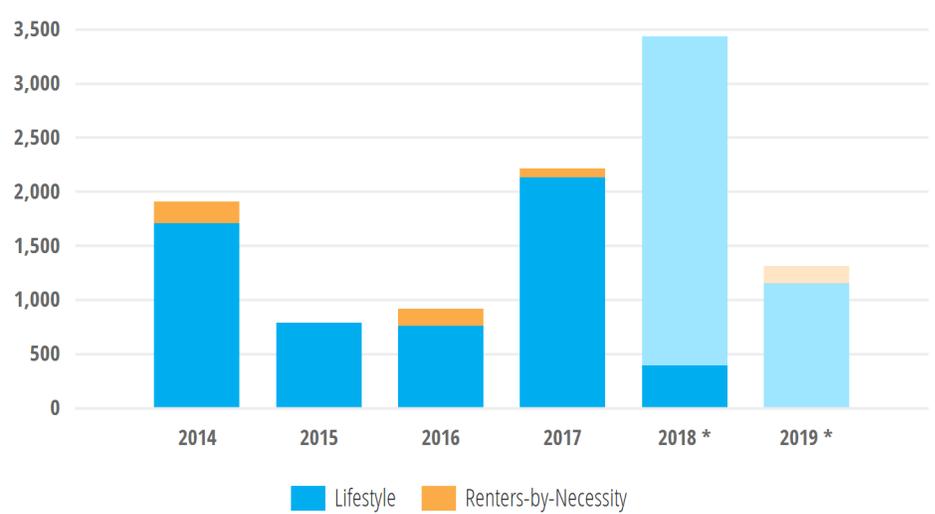
	Ranked *	Growth	# Units
Last 5 Years	3rd/39	71.17%	9,262
2018	3rd/28	18.24%	3,436
2019	13th/23	5.89%	1,313

Lifestyle Inventory Growth

	Ranked *	Growth	# Units
Last 5 Years	7th/32	151.89%	8,817
2018	4th/21	30.72%	3,436
2019	12th/19	7.89%	1,153

* among submarkets with completions in this period

Unit Completions
Lifestyle vs Renters-by-Neccessity



* Projected year-end completions

UNDER CONSTRUCTION PROPERTIES

Property	Address	# Units	Developer	Construction Start	Completion Date	Rent-Up Start
1120 Denny Way	1120 Denny Way, Seattle, WA 98109	1,128	Onni Real Estate	05/2017	08/2020	
970 Denny	970 Denny Way, Seattle, WA 98109	461	Holland Partners	06/2016	09/2018	
McKenzie	2202 8th Avenue, Seattle, WA 98121	450	Clise Properties	12/2015	09/2018	03/2018
AMLI Arc	1800 Boren Avenue, Seattle, WA 98101	393	AMLI Residential	08/2015	05/2018	08/2017
+ 15 More Properties		3,049				

19 Properties

5,481 Units

160 Fully Affordable Units

PLANNED PROPERTIES

Property	Address	# Units	Developer	Submitted Date
1200 Stewart Street	1200 Stewart Street, Seattle, WA 98101	1,051	Westbank Projects Corporation	11/2015
1901 Minor Avenue	1901 Minor Avenue, Seattle, WA 98101	940	Crescent Heights of America	03/2016
BB6	2300 6th Avenue, Seattle, WA 98121	936	Paragon Real Estate Advisors	07/2015
1120 John Street	1120 John Street, Seattle, WA 98109	843	Onni Real Estate	08/2013
+ 25 More Properties		7,062		

29 Properties

10,832 Units

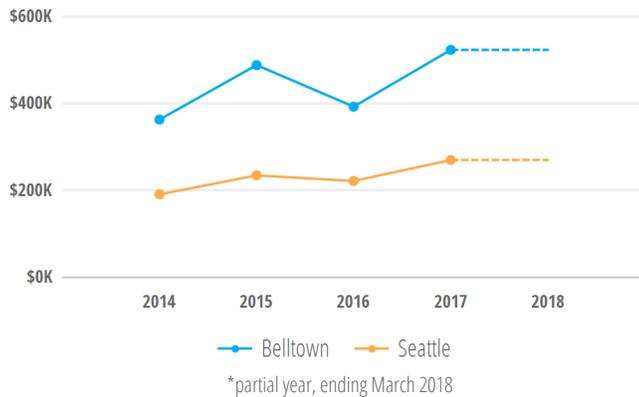
PROSPECTIVE PROPERTIES |

20 Properties

6,106 Units

160 Fully Affordable Units

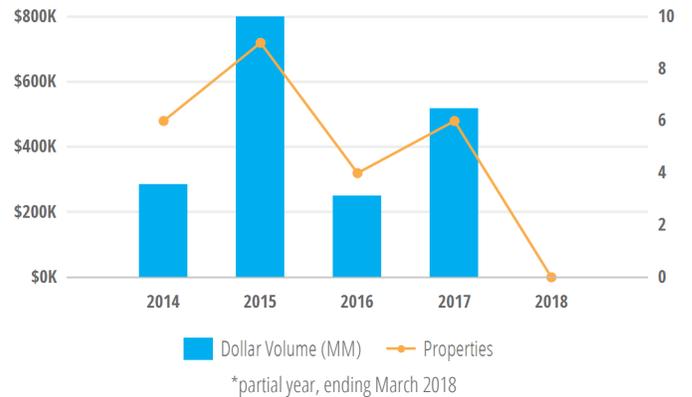
SALE PRICE (AVERAGE PER UNIT) - LAST 5 YEARS



2nd Rank out of 41 Submarkets

\$442K Sale Price per Unit

SALES VOLUME - LAST 5 YEARS



2nd Rank out of 41 Submarkets

5.0 Avg Properties Sold per Year

MOST RECENT SALES

Property	# Units	Built	Rating		Buyer	Seller	Sale Date	Sale Price			Loan	
			Impr.	Loc.				Total (MM)	Per SqFt	Per Unit	Maturity	Amount (MM)
Atwood 104 Pine Street Seattle, WA 98101	55	1909	C-	B+	Brad Management	W.H. Crim & Son	12/2017	\$14.90	\$719.81	\$271K		\$12.22
Tower 12 2015 2nd Avenue Seattle, WA 98121	314	2017	A	B+	Weidner Investment Services	Continental Properties	10/2017	\$224.94	\$823.23	\$716K	2027	\$135.30
Ascona, The 200 South 5th Avenue Seattle, WA 98104	53	1979	C-	B-	Altom, Rhoda L.	Foundation Group, The	10/2017	\$11.25	\$524.11	\$212K		\$7.40
8th + Republican 430 8th Avenue North Seattle, WA 98109	211	2016	A	B	Essex Property Trust	Wolff Company, The	08/2017	\$101.30	\$624.09	\$480K	2024	\$55.69
Radius 400 Boren Avenue North Seattle, WA 98109	282	2016	A-	A-	Kennedy Wilson	Greystar	02/2017	\$141.00	\$731.46	\$500K		\$70.00
Union Bay 526 Yale Avenue North Seattle, WA 98109	73	1994	B+	B+	Champion Real Estate Company	Yeh, Ting-Ling & Hsushi	01/2017	\$24.00	\$480.68	\$329K		\$19.50
Walton Lofts 75 Vine Street Seattle, WA 98121	137	2015	A-	A	Clarion Partners	Schuster Group, The	08/2016	\$75.59	\$764.48	\$552K	2026	\$38.00
Rivet 1201 Mercer Street Seattle, WA 98109	131	2014	B	B+	Ezralow Company, The	Holland Partners	08/2016	\$54.75	\$637.71	\$418K	2026	\$37.77
Cornelius, The 306 Blanchard Street Seattle, WA 98121	137	1996	C	B+	Pillar Communities	MG Properties Group	03/2016	\$29.65	\$475.31	\$216K	2022	\$13.80

COVERAGE

Yardi® Matrix reports on multifamily properties of 50+ units in size. Rental rate coverage is for Market Rate properties only. Fully Affordable properties are not included in our rental surveys and are not reported in rental rate averages.

GENERAL DEFINITIONS

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

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

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

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

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

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

RENT

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

Rent Growth Rankings – are based on rent growth over the past year, current month. Submarkets with less than 1% of market inventory and less than 500 units are not included in rankings.

OCCUPANCY

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

DEVELOPMENT ACTIVITY

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

Prospective Properties – announced construction projects, with no specific documents or government filings.

Planned Properties – are in the planning stages of construction, with documents having been filled with the county or city.

Under Construction Properties – have received permits for construction and broken ground.

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

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

Completions as a % of Prior Inventory – submarkets with a total share of market inventory below 1% are assigned an N/A value for this metric, to avoid over-stating their significance in rankings.

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

TRANSACTION ACTIVITY

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

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