

PORTLAND, OREGON MSA • MARCH 2017

APARTMENT SALES SUMMARY

2011-2016



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FIVE YEAR HISTORY • 2011-2016
MARKET COMMENTS





FIVE YEAR HISTORY • 2011-2016 MARKET COMMENTS

It took only two years to go from the fat years of 2007 to the cataclysm of 2009 for both sales and operating dynamics of apartments. Right now, times look good for multi-unit housing, but markets do revert to the mean.

The biggest variable driving operations has been income derived from apartments. It's ranged from low (2009 meant few buyers and few renters) to high (today means lots of buyers and renters). The individual owner doesn't have much control over his/her income and can basically do what the prevailing market allows him/her to do. 2017 will see a plateau in rent growth plus new regs regarding rent control in Oregon may affect all properties as a limiter. Instead of increasing rents, look at bettering the quality of your tenant stock. Remember, *one bad tenant can cost a half-years rent.*

You have more control over expenses. Again, look at your building for things like repairs that may be cheaper now than waiting until needed. Issues like moisture invasion should be addressed as soon as possible. Expenses, especially utility usage, merit close examination whether curbing use (desired) or off-loading the cost onto tenants (bill-backs).

You have a valuable income-generating asset. If inflation recurs, it should provide asset protection and income growth at the rate of inflation. It is worth devoting some of your income to protecting and preserving that asset.

Demand for larger complexes, especially Class A urban seems to be hitting limits with push-backs on offerings of larger complexes. However, >100 unit sales drove transaction volume in 2016, with >100 units complexes => 75% of gross sales dollars.

Buying quality properties in good locations means you have to reach on pricing (see page 12, Sales by Neighborhood). However, paying extra means your asset will hold its value better and probably grow in value at a slightly higher rate than average.

There are still **good buying opportunities in lower-priced outlying areas.** To paraphrase Warren Buffet, *you make your most sure gain when you buy and not when you sell.* Demand for smaller complexes continues to pick up as smaller investors let go of cash and see the relative stability of investments in multi-unit housing.





FIVE YEAR HISTORY • 2011-2016 MARKET COMMENTS

Sellers on vacation - Landlords are making good money and rent increases are in their favor. There are a growing percentage of sales being done “off-market.”

The two factors in de-motivating potential sellers: They are making good money after the tumult of 2009, and *not* finding multi-family replacement properties for a 1031 exchange.

Emergence of micro-units - There is a market for these since older studios in high Walk Score neighborhoods are still in demand at a high \$/sqft rent value. Most tenants are willing to accept smaller, single-person units at a lower gross price if they can live where they want and mitigate the need for private cars.

However, the success of micro-unit projects depends on two factors:

1. Good locations with amenities since these factor in higher with tenants than larger units.
2. Over-building. It is a limited number of units now with demand outstripping supply, but things change.

2016 was a plateau year for rent growth and owners competed for better-quality tenants, especially on high-end properties. The question now is - How many tenants are willing and able to pay \$2500+/month for a 2-bed unit? Focus on what you can do to improve the attractiveness of your apartments to good tenants.

Expense management - Consequent with a leveling off of rent increases comes the need to watch expenses. Expenses grow at a consistent rate, while income has its ups and downs. *Utilities will be the fastest growing expense* and anything you can do to lessen use (e.g. sub-metering) helps. Managing maintenance is a balancing act that requires doing needed maintenance to avoid a more expensive repair later.

Other things to consider are taking advantage of weatherization programs offered at the county level for older complexes. Moreover, the appeal of tenant amenities such as bike storage shouldn't be discounted, especially in closer-in complexes.

Bottoming out in the rental market. The dampening factor will be incomes (Portland, Oregon isn't the strongest in creating well-paying jobs). If rents increase too much, tenants will either go into room-mate shares or maybe back to mom'n'dad, or just leave town for the next “coolest” place.





FIVE YEAR HISTORY • 2011-2016 MARKET COMMENTS

| | 5 yr Balloon Rate | Avg \$/unit | Avg \$/SqFt | Avg Cap Rate | Deals | Total Units Sold | Avg Transaction | Total Sales |
|------------|-------------------|-------------|-------------|--------------|-------|------------------|-----------------|------------------|
| 2016 | 4.25% | \$147,081 | \$166.61 | 5.51% | 275 | 16115 | \$10,635,771 | \$2,924,837,025 |
| 2015 | 3.95% | \$126,476 | \$151.77 | 5.92% | 285 | 15473 | \$8,083,301 | \$2,303,740,785 |
| 2014 | 4.13% | \$119,015 | \$129.57 | 6.26% | 197 | 10887 | \$7,897,054 | \$1,555,719,638 |
| 2013 | 4.25% | \$88,496 | \$105.00 | 6.68% | 208 | 11295 | \$5,514,846 | \$1,147,087,968 |
| 2012 | 4.00% | \$90,788 | \$108.12 | 6.58% | 179 | 9405 | \$5,687,798 | \$1,018,115,842 |
| 2011 | 4.50% | \$87,688 | \$99.67 | 6.70% | 160 | 11402 | \$7,390,286 | \$1,182,445,760 |
| 5 yr Avg | 4.18% | \$109,924 | \$126.79 | 6.275% | 217.3 | 12430 | \$7,534,843 | \$1,688,657,836 |
| 5 Yr Total | | | | | 1304 | 74577 | | \$10,131,947,018 |

2011 - Close-in properties have very low vacancies. Continuation of 2010 trends, however, smaller buyers are slowly returning. Many large sales happen driving average \$/unit higher. The spread between Cap Rates and Interest Rates is > 2%. Buyers of large complexes realize the value and begin to buy in a large way (see Sales by Unit Count, page 15.) New record in terms of total gross transaction dollars sold of \$1.113B.

2012 - Smaller investors re-enter the market and the lure of low interest rates and rising rents proves irresistible. Unfortunately, landlords are starting to make good money and have a rent market in their favor. Finding reasonably priced replacement properties in good locations is an issue for potential 1031s. Now the battle is finding owners willing to sell at all after having some very good returns erase the abysmal years of 2007 and earlier.

2013 - Finding reasonably priced properties in good locations becomes an issue. The 2009 buyers sell and turn a very nice profit as available inventory dries up forcing prices up. The spread between average Cap Rates (6.69%) and average lending rates (4.25%) is still > 1.5%. Total transaction \$ almost surpasses all-time high (2011).

2014 - The spread between average Cap Rates (6.3%) and average lending rates (4.13%) is still >1.5%. Total transaction \$ surpasses previous all-time high (2011). The market is heating up with institutional buyers leading the way.

2015 - The spread between average Cap Rates (5.88%) and average lending rates (3.95%) is still >1.5%. Total transaction \$ sets record easily. Buyer demand swamps inventory resulting in pricing being driven by buyers. Sellers still are seeing good income on properties, however, the threat of rent control rules in Portland is a threat. Meanwhile, new construction hits another high with money still cheap.

2016 - Was a watershed year with differing cross currents including:

- All-time high in gross sales dollars
- Bottoming out in borrowing interest rates
- Large amount of new construction inventory being brought online
- Threat of government interference through rent control at local and state levels
- Rents continued at the same 10% per year rate as in 2015



FIVE YEAR HISTORY • 2011-2016 MARKET COMMENTS

2017 - So now what?

Biggest questions:

- Are rents topping out, since we seem to be reaching tenant capacity to pay?
- Expenses will always increase. Will income outpace that increase? What can an owner do to control expenses?
- With inflated sales prices, are we hitting a buyer limit? Class A properties have crossed the \$400K/unit and \$100M gross sale numbers already.
- Evidence to the contrary notwithstanding, will an interest rate increase reverse pricing trends?

IMG Northwest can keep you current on these and other questions you may have about the Portland rental market. We've also helped owners with:

- Weatherization grants
- Finding new ways to do utility bill-backs that are not intrusive
- Providing thorough financial analyses that compare their rents and expenses to neighborhood averages
- Compiling rent and sales comparables

I send out a monthly email detailing individual apartment sales >\$450K. If you'd like to receive this, let me know at steve@imgnorthwest.com.

Current knowledge about your property and the market helps you make the best decisions and plans for your today and future income. Making an informed decision sooner trumps being forced into a decision. With unsolicited offers increasing, learn where you stand and if its even worth considering an offer.

Total Number of Rentable Units by County & Complexes (Estimates)

| | Clackamas | Clark (WA) | Multnomah | Washington | Average or Total |
|-------------------------|-----------|------------|-----------|------------|------------------|
| Complexes | 671 | 727 | 4443 | 1145 | 6986 |
| Individual Units | 34716 | 43414 | 159389 | 78700 | 316219 |
| % of Total Units | 11.0% | 13.7% | 50.4% | 24.9% | 100% |



FIVE YEAR HISTORY • 2011-2016 MARKET COMMENTS

Preparing for the future

As an owner, whether you SELL or HOLD, job number one is to increase Net Operating Income (NOI). If you can raise top-line income through rents, fees, or bill-backs...*great*. However, you're always prey to the market for what income you can drive.

What you have more control over are expenses. Whether this means reducing utility usage or getting better tenants, it should be an action item. Ultimately, attracting and keeping good tenants is the best ongoing investment effort you can make.

Keeping maintenance manageable is important. The first step is ongoing and needed maintenance. If you are making a decision with limited funds, you should prioritize:

- **Tenant safety issues** (immediately)
- **Moisture invasion** (the sooner you address, the cheaper it will be to fix)
- **Aesthetics** (Your tenants will look no better than your apartments)



FIVE YEAR HISTORY • 2011-2016
NEW CONSTRUCTION





FIVE YEAR HISTORY • 2011-2016 NEW CONSTRUCTION

New construction shouldn't affect most of the existing market since money and time barriers mean you have to build either high rent (\$2/sq.ft./month or more) or subsidized (usually low-income housing) which affects Class A urban properties. It's difficult to build a new apartment building today that you can rent cheaply. With builders looking at SDCs (System Development Charges) and fees pushing \$25K *per unit*, at 5% borrowing cost is almost \$100/month to service soft costs and this comes out of your return. Most new construction is happening in higher rent parts of town (downtown, close-in and Beaverton-Hillsboro).

The continuing attraction of Washington County (Beaverton and Hillsboro) as a rental market will be the availability of high-income jobs at places like Nike, Intel, and their support and spin-off businesses in the area. Projections have Washington County exceeding Multnomah County in jobs and

population by 2030. Think San Jose vs. San Francisco in the Bay area.

Inclusionary Zoning - The City of Portland has come up with a plan to encourage the construction of more affordable housing called *Inclusionary Zoning* to be effective for building permits for >20 unit apartments issued after Feb. 1, 2017. The basics are that they will require a set-aside of 20% of the units for tenants making 60% AMI (Area Median Income). The tenant share (not including vouchers) can't be more than 30% of their income per month.

Owners will need to track the income verification paperwork. The city will record a 99-year use restriction on the property. If you do not wish to participate you'll have to pay an additional \$20-\$30/sqft on gross building area. It remains to be seen if this will remain intact since it will have a chilling effect on new construction.

New Construction by County

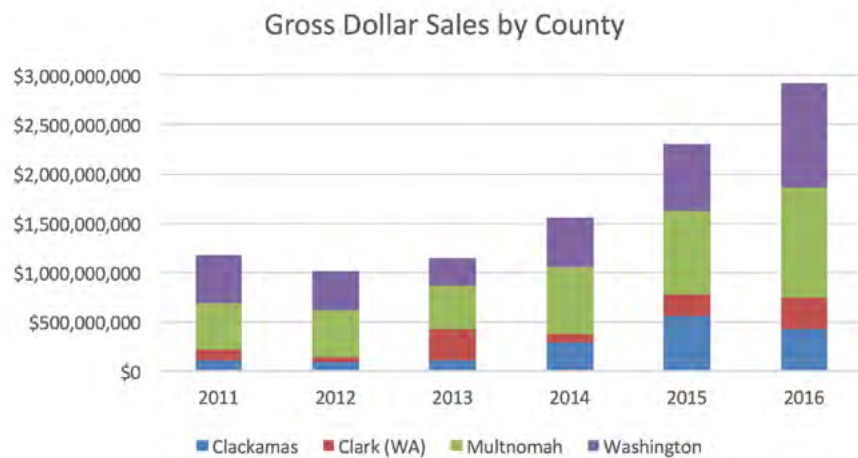
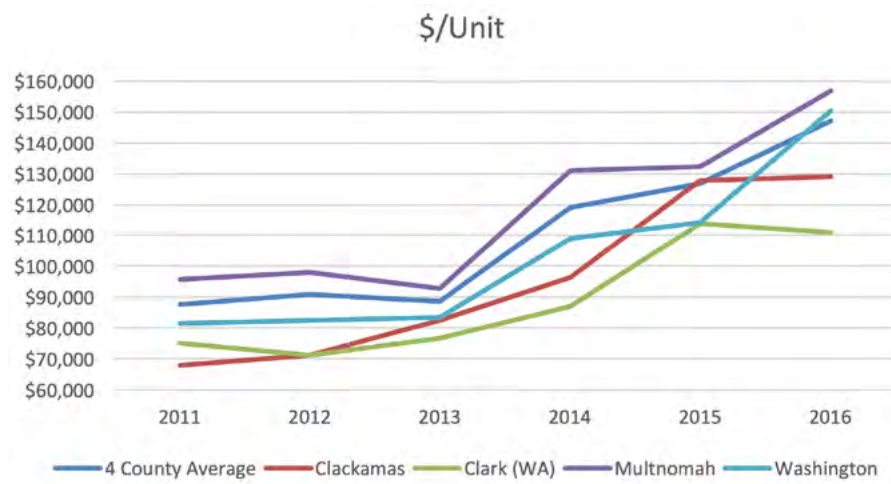
| | Clack | | Clark | | Mult | | Wash | | 4 County | |
|-------|----------|-------|----------|-------|----------|-------|----------|-------|----------|-------|
| | Projects | Units | Projects | Units | Projects | Units | Projects | Units | Projects | Units |
| 2012 | 2 | 469 | 3 | 272 | 15 | 1010 | 3 | 428 | 23 | 2179 |
| 2013 | 4 | 586 | 9 | 1538 | 61 | 3923 | 9 | 1124 | 83 | 7171 |
| 2014 | 4 | 664 | 3 | 162 | 52 | 3554 | 15 | 3008 | 74 | 7388 |
| 2015 | 4 | 250 | 8 | 877 | 49 | 3025 | 17 | 1881 | 78 | 6033 |
| 2016 | 5 | 458 | 11 | 1820 | 91 | 10092 | 20 | 2930 | 127 | 15300 |
| 2017 | 11 | 1696 | 5 | 559 | 106 | 8805 | 12 | 1420 | 134 | 12480 |
| 2018 | 1 | 18 | 15 | 4265 | 244 | 20117 | 20 | 3302 | 280 | 27702 |
| 2019 | 2 | 424 | | | 3 | 471 | 1 | 142 | 6 | 1037 |
| TOTAL | 33 | 4565 | 54 | 9493 | 621 | 50997 | 97 | 14235 | 805 | 79290 |

| | | | | | | | | | | |
|----------------|-------|--------|-------|--------|--------|--------|-------|--------|--------|--------|
| New + Existing | 671 | 34716 | 727 | 43414 | 4443 | 159389 | 1145 | 78700 | 6986 | 316219 |
| New/ALL Const | 4.92% | 13.15% | 7.43% | 21.87% | 13.98% | 32.00% | 8.47% | 18.09% | 11.52% | 25.07% |

FIVE YEAR HISTORY • 2011-2016
SALES BY COUNTY



FIVE YEAR HISTORY • 2011-2016 SALES BY COUNTY





FIVE YEAR HISTORY • 2011-2016 SALES BY COUNTY

Following are brief comments on each county and comparison to averages from 2011-2016 (% difference/total is relative to overall 4-county averages for 2016).

Clackamas - Most growth is in Tualatin and Clackamas (city)/Happy Valley. Clackamas county has some of the highest income towns (Lake Oswego, West Linn and Wilsonville) and highest asset values. Unfortunately, most job growth happens outside the county without too many major employers, except retail outlets in Happy Valley (Clackamas Town Center) and Tualatin (Bridgeport).

Clark (WA) - In 2016 a very large percentage of sales were large complexes (>150 units). Clark County operates without an urban boundary unlike the other three counties (Multnomah, Clackamas and Washington) in Oregon, so there is plenty of area for development. However, there are few major employers outside of health care and retail. Washington State does not have an income tax and Vancouver does have lower utility prices on average. With the threat of rent control looming in Oregon, Vancouver (Clark and Cowlitz counties)

will become more attractive to investors.

Multnomah - Always recognized as the economic center of the area, however, the inability to attract large non-governmental employers is beginning to show.

Multnomah will remain the more expensive part of the metro area. However, Portland has one of the more activist governments for tenant rights and Portland has the highest soft costs in the area for builders. Portland has introduced inclusionary zoning, forcing builders into including LIH (Low Income Housing) units or paying higher fees (>\$20/sq.ft) if they don't include LIH.

Washington - Wins the award for lowest average Cap Rate. Its population is projected in 15 years to pass Multnomah County as the largest in Oregon. A lot of the fuel for growth is based on the high-tech business (Intel, Synopsys, Genentech and Salesforce.com) centered on Hillsboro, and Nike in the Beaverton area. In addition, there is more land available for construction of residential and plant, so larger complexes exist and it is a focus for developers.

Following is a **2016 Summary of All Sales in the Portland Metro:**

| | Clackamas | Clark (WA) | Multnomah | Washington | Average or Total |
|----------------------------|---------------|---------------|-----------------|-----------------|------------------|
| Avg \$/PerUnit | \$128,928 | \$110,849 | \$156,947 | \$150,417 | \$147,081 |
| Relative to Average | -12.3% | -24.6% | 6.7% | 2.3% | |
| Avg \$/SqFt | \$134.54 | \$123.82 | \$183.28 | \$162.64 | \$166.61 |
| Relative to Average | -19.3% | -25.7% | 10.0% | -2.4% | |
| Avg CapRate | 5.50% | 5.70% | 5.39% | 5.34% | 5.51% |
| Relative to Average | -0.2% | 3.4% | -2.2% | -3.2% | |
| Avg Transaction | \$11,345,122 | \$10,630,678 | \$7,071,718 | \$21,581,031 | \$10,635,771 |
| Relative to Average | 6.7% | 0.0% | -33.5% | 102.9% | |
| Transactions | 38 | 30 | 158 | 49 | 275 |
| % of Total | 13.8% | 10.9% | 57.5% | 17.8% | |
| Gross \$ | \$431,114,640 | \$318,920,339 | \$1,117,331,501 | \$1,057,470,500 | \$2,924,836,980 |
| % of Total | 14.7% | 10.9% | 38.2% | 36.2% | |
| Pop Growth | B | B | B | B | |
| Job Growth | C+ | C+ | C+ | B | |

FIVE YEAR HISTORY • 2011-2016

SALES BY COUNTY

Four County Total

| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|------------------------|------------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| \$/Unit (Unweighed) | \$87,688 | \$90,788 | \$88,824 | \$118,623 | \$126,830 | \$147,081 |
| | Year-Year Change | 3.5% | -2.2% | 33.5% | 6.9% | 16.0% |
| \$/Sqft | \$99.67 | \$108.12 | \$105.38 | \$129.18 | \$151.84 | \$166.61 |
| | Year-Year Change | 8.5% | -2.5% | 22.6% | 17.5% | 9.7% |
| CapRate (Reported) | 6.70% | 6.58% | 6.68% | 6.26% | 5.92% | 5.50% |
| | Year-Year Change | -1.7% | 1.4% | -6.2% | -5.4% | -7.0% |
| Transactions | 160 | 179 | 210 | 199 | 285 | 275 |
| | Year-Year Change | 11.9% | 17.3% | -5.2% | 43.2% | -3.5% |
| Total Individual Units | 11402 | 9405 | 11316 | 10915 | 15455 | 16115 |
| | Year-Year Change | -17.5% | 20.3% | -3.5% | 41.6% | 4.3% |
| Total Transaction \$ | \$1,182,445,769 | \$1,018,115,847 | \$1,148,977,949 | \$1,557,509,542 | \$2,303,015,898 | \$2,924,836,980 |
| | Year-Year Change | -13.9% | 12.9% | 35.6% | 47.9% | 27.0% |

By County

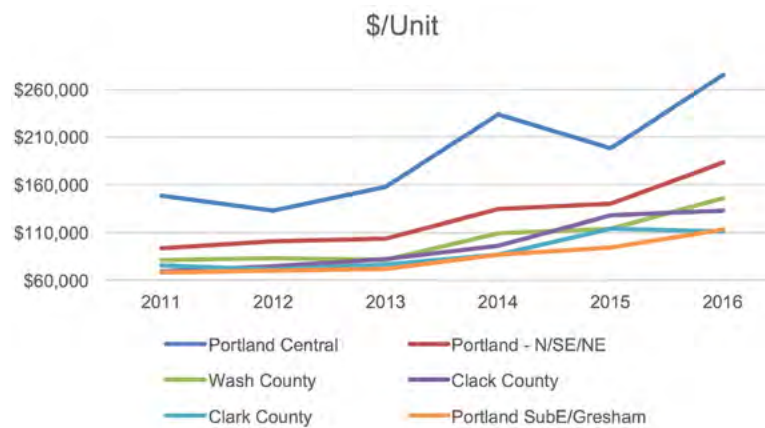
| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|-----------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|
| Clack | | | | | | |
| Avg \$/PerUnit | \$67,922 | \$71,250 | \$80,824 | \$94,586 | \$127,896 | \$128,928 |
| Avg \$/SqFt | \$78.82 | \$76.23 | \$86.45 | \$108.98 | \$140.31 | \$134.54 |
| Avg CapRate | 6.98% | 6.81% | 7.43% | 6.41% | 5.90% | 6.18% |
| Transactions | 21 | 20 | 19 | 27 | 33 | 38 |
| Total Units | 1268 | 948 | 1230 | 2335 | 3493 | 2698 |
| Total Sales | \$109,781,500 | \$89,354,954 | \$117,691,000 | \$291,952,000 | \$563,770,514 | \$431,114,640 |
| Clark | | | | | | |
| Avg \$/PerUnit | \$75,170 | \$71,166 | \$76,785 | \$87,055 | \$113,878 | \$110,849 |
| Avg \$/SqFt | \$74.72 | \$68.98 | \$85.00 | \$90.10 | \$113.29 | \$123.82 |
| Avg CapRate | 6.79% | 6.47% | 6.89% | 7.10% | 6.47% | 5.70% |
| Transactions | 8 | 9 | 23 | 17 | 25 | 30 |
| Total Units | 1310 | 667 | 3404 | 908 | 1655 | 2406 |
| Total Sales | \$111,195,000 | \$57,446,593 | \$310,096,184 | \$93,749,709 | \$217,746,940 | \$318,920,339 |
| Mult | | | | | | |
| Avg \$/PerUnit | \$95,714 | \$98,000 | \$93,294 | \$130,937 | \$132,312 | \$156,947 |
| Avg \$/SqFt | \$109.60 | \$120.50 | \$113.21 | \$144.28 | \$167.13 | \$183.28 |
| Avg CapRate | 6.84% | 6.64% | 6.58% | 6.15% | 5.85% | 5.39% |
| Transactions | 94 | 116 | 134 | 122 | 174 | 158 |
| Total Units | 3683 | 4006 | 4110 | 4041 | 5460 | 6056 |
| Total Sales | \$467,028,183 | \$471,207,289 | \$441,182,860 | \$671,506,133 | \$848,452,223 | \$1,117,331,501 |
| Wash | | | | | | |
| Avg \$/PerUnit | \$81,438 | \$82,567 | \$83,668 | \$109,027 | \$114,282 | \$150,417 |
| Avg \$/SqFt | \$91.66 | \$91.94 | \$98.16 | \$110.97 | \$125.80 | \$162.64 |
| Avg CapRate | 6.19% | 6.33% | 6.37% | 5.98% | 5.90% | 5.34% |
| Transactions | 37 | 34 | 34 | 33 | 53 | 49 |
| Total Units | 5141 | 3784 | 2572 | 3631 | 4847 | 4955 |
| Total Sales | \$494,441,086 | \$400,107,011 | \$280,007,905 | \$500,301,700 | \$673,046,221 | \$1,057,470,500 |
| Total Avg \$/PerUnit | \$87,688 | \$90,788 | \$88,824 | \$118,623 | \$126,830 | \$147,081 |
| Total Avg \$/SqFt | \$99.67 | \$108.12 | \$105.38 | \$129.18 | \$151.84 | \$166.61 |
| Total Avg CapRate | 6.70% | 6.58% | 6.68% | 6.26% | 5.92% | 5.50% |
| Total Transactions | 160 | 179 | 210 | 199 | 285 | 275 |
| Total Units | 11402 | 9405 | 11316 | 10915 | 15455 | 16115 |
| Total Sales \$ | \$1,182,445,769 | \$1,018,115,847 | \$1,148,977,949 | \$1,557,509,542 | \$2,303,015,898 | \$2,924,836,980 |

FIVE YEAR HISTORY • 2011-2016
SALES BY NEIGHBORHOOD



FIVE YEAR HISTORY • 2011-2016

SALES BY NEIGHBORHOOD



Total Sales - All 4 Portland Metro Counties

Neighborhoods are sorted by ascending 5 year average Cap Rates

| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | Grand Total |
|---------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|------------------|
| Average \$/PerUnit | \$87,688 | \$90,788 | \$88,496 | \$119,015 | \$126,746 | \$147,081 | \$114,134 |
| Average \$/SqFt | 160 | 179 | 208 | 197 | 285 | 275 | 1304 |
| Average CapRate | 6.70% | 6.58% | 6.68% | 6.26% | 5.92% | 5.51% | 6.23% |
| Gross Sales Dollars | \$1,182,445,769 | \$1,018,115,847 | \$1,147,087,949 | \$1,555,719,542 | \$2,303,740,898 | \$2,924,836,980 | \$10,131,946,985 |
| Transactions | 160 | 179 | 208 | 197 | 285 | 275 | 1304 |

Portland Central / West

| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | Grand Total |
|---------------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|
| Average \$/PerUnit | \$148,688 | \$132,380 | \$157,690 | \$233,299 | \$198,247 | \$275,416 | \$184,288 |
| Average \$/SqFt | 18 | 24 | 11 | 18 | 23 | 9 | 103 |
| Average CapRate | 6.34% | 5.45% | 4.89% | 4.90% | 4.73% | 5.02% | 5.23% |
| Gross Sales Dollars | \$242,701,133 | \$190,415,480 | \$175,736,780 | \$304,700,250 | \$303,268,500 | \$232,805,000 | \$1,449,627,143 |
| Transactions | 18 | 24 | 11 | 18 | 23 | 9 | 103 |
| % of 4 county total | 11.3% | 13.4% | 5.3% | 9.1% | 8.1% | 3.3% | 7.9% |

Central Portland and close-in West - Prices are higher, but you buy asset preservation. This is still a very in-demand neighborhood and continues to appreciate. Most new construction is either income-qualified or high-end (>\$2.75/sq.ft./month rent). Average complex size is in the 50-unit range. Operating expenses (especially water/sewer) and property taxes (due to an excess of bonding) are among the highest in the metro area. While Portland Central remains the urban hub, two other areas are siphoning off high rents - Close-in East Portland and Hillsboro-Beaverton. In addition, the sales lead seems to be slipping to the Beaverton-Hillsboro and Washington County areas due to job growth and availability of amenities.

FIVE YEAR HISTORY • 2011-2016 SALES BY NEIGHBORHOOD

Portland SE/NE/North (West of 82nd Avenue)

| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | Grand Total |
|---------------------|--------------|---------------|---------------|---------------|---------------|---------------|-----------------|
| Average \$/PerUnit | \$93,792 | \$101,108 | \$103,324 | \$134,535 | \$140,476 | \$183,222 | \$131,648 |
| Average \$/SqFt | 45 | 60 | 62 | 57 | 94 | 82 | 400 |
| Average CapRate | 6.42% | 6.42% | 6.38% | 5.82% | 5.52% | 5.04% | 5.86% |
| Gross Sales Dollars | \$83,387,794 | \$165,134,367 | \$118,376,885 | \$185,609,200 | \$327,305,315 | \$515,604,500 | \$1,395,418,061 |
| Transactions | 45 | 60 | 62 | 57 | 94 | 82 | 400 |
| % of 4 county total | 28.1% | 33.5% | 29.8% | 28.9% | 33.0% | 29.8% | 30.7% |

Close-in East Portland (West of 82nd to the Willamette) - This is also a very in-demand neighborhood and continues to appreciate faster. Most new construction is either income-qualified or high-end (rents at >\$2.50/sq.ft./month). Access to amenities is paramount and smaller units pre-dominate. Older construction means smaller complexes (20-unit range) available which reflects the relative age of the district and lack of land for newer and larger projects. There are hot spots for new development along traffic corridors like SE Hawthorne, SE Division, NE Alberta, N Williams and N Mississippi, which are maturing into high Walk Score locations. This is probably the center for creative job creation.

Beaverton/Hillsboro/Tigard

| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | Grand Total |
|---------------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|
| Average \$/PerUnit | \$81,173 | \$83,503 | \$81,104 | \$109,288 | \$113,577 | \$145,868 | \$105,895 |
| Average \$/SqFt | 34 | 32 | 30 | 32 | 48 | 45 | 221 |
| Average CapRate | 6.09% | 6.30% | 6.31% | 5.98% | 6.11% | 5.33% | 6.02% |
| Gross Sales Dollars | \$482,356,086 | \$396,148,387 | \$270,212,905 | \$492,851,500 | \$616,271,221 | \$972,340,500 | \$3,230,180,599 |
| Transactions | 34 | 32 | 30 | 32 | 48 | 45 | 221 |
| % of 4 county total | 21.3% | 17.9% | 14.4% | 16.2% | 16.8% | 16.4% | 16.9% |

Beaverton/Hillsboro - With a lot of inventory, most job and population growth is happening in this area. Job growth (especially in high-tech) should continue to push demand and rents up. A lot of this growth will be dependent on the expansion of Intel and Nike. While the job base is more diverse than 20 years ago, these are the 400 lb. gorillas for hiring and drawing tenants. In addition, areas like Hillsboro along Cornell Road and Beaverton along SW Murray and SW Cedar Hills have a lot of amenities. There is also light-rail (MAX) service to downtown Portland through the heart of both towns. However, there is a very high density of rental units along the MAX line. There are a wide range of properties in vintage, size and grade. Most transactions have been larger complexes (>100 units) since smaller owners are getting good demand and holding.

FIVE YEAR HISTORY • 2011-2016

SALES BY NEIGHBORHOOD

South Portland Suburbs

Wilsonville / Lake Oswego / Happy Valley / Clackamas / Oregon City / Milwaukie / West Linn / Tualatin

| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | Grand Total |
|---------------------|---------------|--------------|---------------|---------------|---------------|---------------|-----------------|
| Average \$/PerUnit | \$68,818 | \$74,666 | \$82,071 | \$96,589 | \$127,896 | \$132,541 | \$104,133 |
| Average \$/SqFt | 20 | 18 | 17 | 26 | 33 | 36 | 150 |
| Average CapRate | 6.98% | 6.81% | 7.60% | 6.41% | 5.90% | 6.32% | 6.57% |
| Gross Sales Dollars | \$109,181,500 | \$85,354,954 | \$116,066,000 | \$291,102,000 | \$563,770,514 | \$429,139,640 | \$1,594,614,608 |
| Transactions | 20 | 18 | 17 | 26 | 33 | 36 | 150 |
| % of 4 county total | 12.5% | 10.1% | 8.2% | 13.2% | 11.6% | 13.1% | 11.5% |

South Portland Suburbs (Clackamas County) - The demographics span from the richest cities (Lake Oswego/ West Linn) to the city with the fastest growing percentage of low-income housing in Oregon, Tualatin. However, between retail developments in Clackamas Town Center and Bridgeport, the availability of amenities is probably the highest in the area. More readily available land allows larger complexes (100-unit average). The space also allows for added amenities to lure tenants. Job growth and incomes are average for the Portland metro area. Property taxes and operating expenses are also average.

Vancouver (WA)

| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | Grand Total |
|---------------------|---------------|--------------|---------------|--------------|---------------|---------------|-----------------|
| Average \$/PerUnit | \$75,170 | \$71,166 | \$76,785 | \$87,055 | \$113,878 | \$110,849 | \$95,257 |
| Average \$/SqFt | 8 | 9 | 23 | 17 | 25 | 30 | 112 |
| Average CapRate | 6.79% | 6.47% | 6.89% | 7.10% | 6.47% | 5.70% | 6.60% |
| Gross Sales Dollars | \$111,195,000 | \$57,446,593 | \$310,096,184 | \$93,749,709 | \$217,746,940 | \$318,920,339 | \$1,109,154,765 |
| Transactions | 8 | 9 | 23 | 17 | 25 | 30 | 112 |
| % of 4 county total | 5.0% | 5.0% | 11.1% | 8.6% | 8.8% | 10.9% | 8.6% |

Vancouver - Benefits from lower operating costs (especially utilities) and less government interference than Oregon. Rent demand seems to be steady. Most transactions are in the larger complexes. Vancouver is not limited by the Urban Growth Boundary set by Portland Metro government and there are a lot of large spaces available on the outskirts that offer good access to I-5 and I-205 transportation corridors. New construction is not anticipated to have a large effect on existing stock.

Portland (East of 82nd) & Gresham

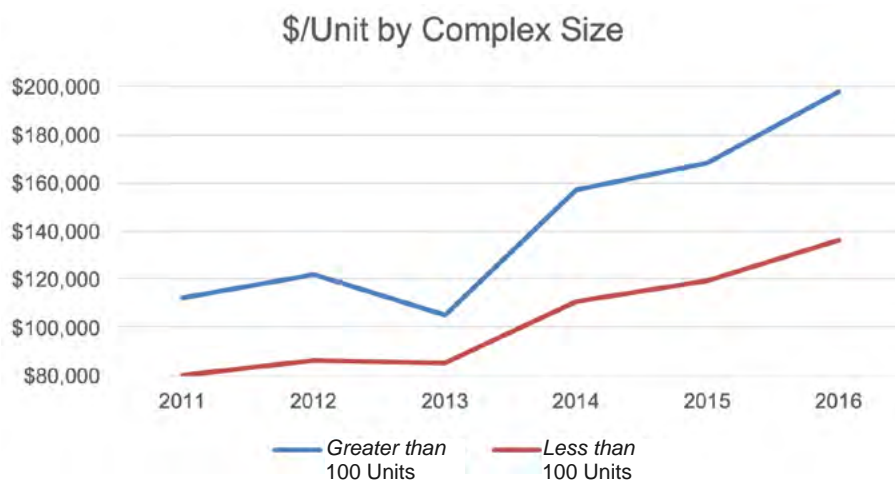
| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | Grand Total |
|---------------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|
| Average \$/PerUnit | \$68,614 | \$69,584 | \$71,764 | \$87,011 | \$94,177 | \$113,417 | \$87,386 |
| Average \$/SqFt | 35 | 34 | 65 | 47 | 62 | 72 | 315 |
| Average CapRate | 7.35% | 7.57% | 6.94% | 6.78% | 6.47% | 5.81% | 6.73% |
| Gross Sales Dollars | \$153,624,256 | \$119,616,066 | \$156,599,195 | \$187,706,883 | \$275,378,408 | \$454,832,001 | \$1,347,756,809 |

Portland East Suburbs (East of 82nd Avenue) - This would be the lowest rent area in town along with Vancouver. However, lower vacancies close-in will drive tenants out to these markets. Mass transit will help, but there may be safety/crime issues with mass transit. There seems to be demand since this neighborhood will usually have the lowest rent rates and higher inventory for tenants to choose from. On the other hand, the price of admission is lower. There is not a lot of new construction planned in this neighborhood besides LIH projects.

FIVE YEAR HISTORY • 2011-2016
SALES BY UNIT COUNT

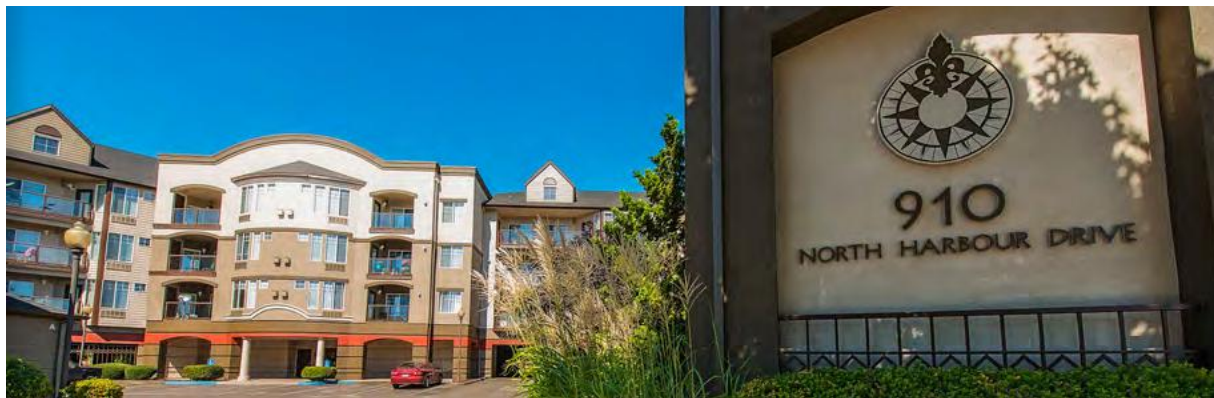


FIVE YEAR HISTORY • 2011-2016 SALES BY UNIT COUNT



Larger complexes are in demand which keeps Cap Rates lower compared to the overall market. The large investor faces the issue of an expensive entry price and faith in the continued growth of the Portland market plus competition from new construction.

For the very large investor, Portland may seem like a small market with only about 20 existing and proposed complexes (>500 units). However, in terms of gross sales dollars, complexes >100 units make up almost $\frac{3}{4}$ of all sales. What is interesting is that the ratio ($\text{GrossLargeSales}/\text{GrossSmallSales} = 3/1$) has held for the past five years.



SOLD: Harbour Court Apartments, Portland OR • Units: 99, \$17.7MIL



FIVE YEAR HISTORY • 2011-2016 SALES BY UNIT COUNT

Complexes With 100+ Units

| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | Grand Total |
|---------------------|---------------|---------------|---------------|-----------------|-----------------|-----------------|-----------------|
| Average \$/PerUnit | \$112,446 | \$121,996 | \$105,205 | \$156,848 | \$168,079 | \$197,617 | \$149,710 |
| Average \$/SqFt | \$111.65 | \$125.20 | \$119.10 | \$153.35 | \$186.00 | \$201.86 | \$156.08 |
| Average CapRate | 6.24% | 5.70% | 5.99% | 5.63% | 5.32% | 5.39% | 5.73% |
| Sum of Price | \$956,771,683 | \$700,479,383 | \$813,116,847 | \$1,193,294,900 | \$1,633,796,929 | \$2,295,899,502 | \$7,593,359,244 |
| Average Units | 232.2 | 260.3 | 224.8 | 212.6 | 225.3 | 225.4 | 227.8 |
| % of Total Sales \$ | 80.9% | 68.8% | 70.9% | 76.7% | 70.9% | 78.5% | 74.9% |

Probably the best takeaway is that for larger complexes you'll pay a higher admission fee, but, in return you'll have the security of higher incomes and asset preservation. However, due to competition you'll be paying roughly a third more in \$/unit and \$/sqft. A lot of this is due to buyers driving pricing with REITs eager to place money, who may move on unless they can find property.

Complexes With Less Than 100 Units

| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | Grand Total |
|---------------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|
| Average \$/PerUnit | \$80,179 | \$86,241 | \$85,440 | \$110,555 | \$119,200 | \$136,026 | \$106,846 |
| Average \$/SqFt | \$96.07 | \$105.67 | \$102.41 | \$124.19 | \$145.47 | \$158.60 | \$126.58 |
| Average CapRate | 6.82% | 6.76% | 6.79% | 6.38% | 5.98% | 5.53% | 6.32% |
| Sum of Price | \$225,674,086 | \$317,636,464 | \$333,971,102 | \$362,424,642 | \$669,943,969 | \$628,937,478 | \$2,538,587,741 |
| Average Units | 23.0 | 24.4 | 23.4 | 20.1 | 23.1 | 22.6 | 22.8 |
| % of Total Sales \$ | 19.1% | 31.2% | 29.1% | 23.3% | 29.1% | 21.5% | 25.1% |

In 2012, the smaller investor re-entered the market helping to drive demand again. The smaller investor realizes that of all commercial property, apartments will always generate income.

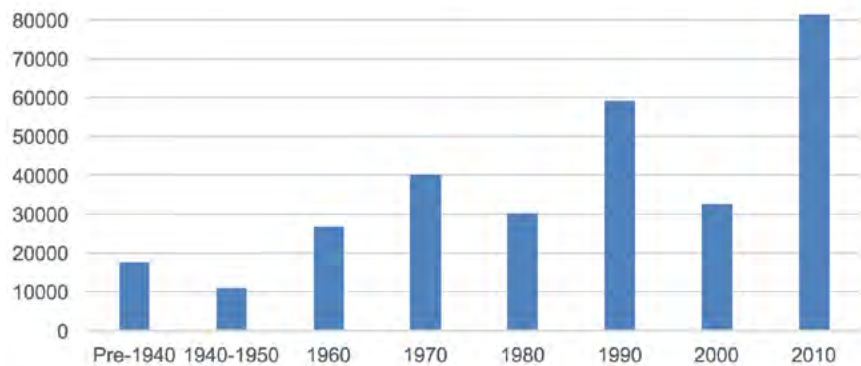
If you want to get top dollar out of your apartments, do your maintenance and keep good books so you can see where your cash is going and fix problems before they become expensive.

SALES BY DECADE BUILT

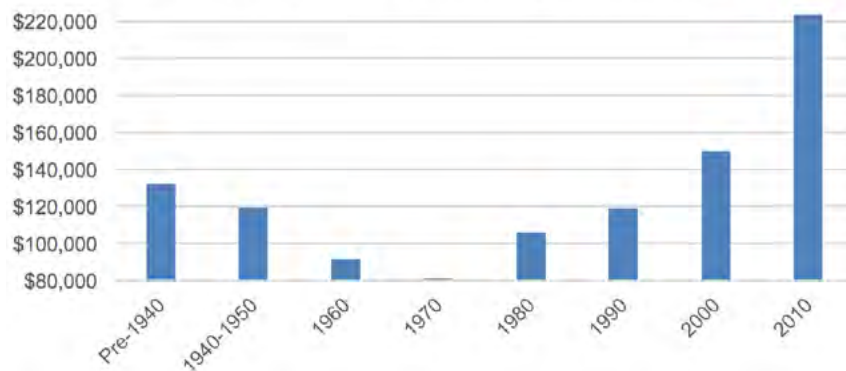


SALES BY DECADE BUILT

Available Units by Decade Built



2011-2016 Sold Avg \$/Unit by Decade Built



SALES BY DECADE BUILT

All 2011-2016 Sales in 4-County Portland-Metro By Decade Built

| | Pre-1940 | 1940-1950s | 1960s | 1970s | 1980s | 1990s | 2000s | 2010s | TOTAL |
|--------------------|---------------|---------------|---------------|---------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Avg. of \$/PerUnit | \$131,787 | \$109,386 | \$84,056 | \$72,808 | \$92,183 | \$103,758 | \$134,917 | \$215,953 | \$104,859 |
| Avg. of \$/SqFt | \$169.14 | \$151.49 | \$106.10 | \$86.04 | \$104.48 | \$107.65 | \$123.19 | \$250.56 | \$121.99 |
| Avg. of CapRate | 6.01% | 6.23% | 6.58% | 6.82% | 6.39% | 6.30% | 6.29% | 5.73% | 6.44% |
| Transactions | 162 | 102 | 258 | 372 | 99 | 203 | 145 | 87 | 1428 |
| Avg. of Units | 16.0 | 24.6 | 26.0 | 37.2 | 107.3 | 112.8 | 63.4 | 76.5 | 52.5 |
| Sum of Units | 2600 | 2511 | 6697 | 13806 | 10626 | 22904 | 9195 | 6575 | 74914 |
| Sum of Price | \$323,900,193 | \$286,307,515 | \$585,666,449 | \$963,158,298 | \$1,153,346,370 | \$2,841,136,060 | \$1,494,749,676 | \$1,473,015,541 | \$9,121,280,102 |
| % of All Sales | 3.7% | 2.2% | 6.7% | 8.4% | 13.6% | 33.1% | 18.0% | 10.2% | 100% |

Older apartments usually mean a better location. Most pre-1960 construction was close to downtown. However, construction was not on the scale of today. 20-unit complexes were the norm. These areas are favorites for the under-30 renters who value access to amenities while minimizing the cost of transportation to the point of forsaking private cars.

While the decade of 2010 seems like a big jump in inventory (which it is) it is not the biggest increase by

decade. Right now, about 25% of all inventory through 2019 looks to be built in the 2010's. However, most new construction is either in the core, close-in Eastside, or Beaverton to Hillsboro.

That honor belongs to the 1990s, when 1/3 of all inventory (up until 1999) was built in the four-county area. Most 90s construction happened in outlying suburbs like Gresham, Happy Valley/Clackamas, Tualatin and Vancouver.

Distribution of All Apartments in the 4-County Portland Metro - 1880-2019

| | Pre-1940 | 1940-1950s | 1960s | 1970s | 1980s | 1990s | 2000s | 2010s | TOTAL |
|-------------------|----------|------------|--------|--------|--------|--------|--------|--------|---------|
| Clackamas | | | | | | | | | |
| Complexes | 9 | 20 | 104 | 141 | 59 | 88 | 26 | 37 | 484 |
| Units | 137 | 903 | 2,481 | 5,404 | 5,985 | 9,615 | 2,026 | 5,035 | 31,586 |
| Clark | | | | | | | | | |
| Complexes | 17 | 17 | 80 | 142 | 70 | 102 | 65 | 59 | 552 |
| Units | 269 | 322 | 2,173 | 4,914 | 6,517 | 10,032 | 7,183 | 10,027 | 41,437 |
| Multnomah | | | | | | | | | |
| Complexes | 786 | 393 | 613 | 734 | 124 | 305 | 288 | 653 | 3,896 |
| Units | 17,301 | 8,824 | 14,906 | 19,315 | 5,828 | 18,929 | 18,887 | 53,347 | 157,337 |
| Washington | | | | | | | | | |
| Complexes | 7 | 41 | 175 | 237 | 110 | 134 | 49 | 98 | 851 |
| Units | 61 | 1,079 | 7,335 | 10,552 | 12,187 | 19,992 | 4,961 | 14,473 | 70,640 |
| Total | | | | | | | | | |
| Total Complexes | 819 | 471 | 972 | 1,254 | 363 | 629 | 428 | 847 | 5,783 |
| Total Units | 17,768 | 11,128 | 26,895 | 40,185 | 30,517 | 58,568 | 33,057 | 82,882 | 301,000 |
| % of Total Units | 5.90% | 3.70% | 8.94% | 13.35% | 10.14% | 19.46% | 10.98% | 27.54% | 100.00% |

SALES BY DECADE BUILT

Pre-1940 - Almost all construction close-in (downtown) to the Willamette river. Before mid-1920's construction was mostly unreinforced masonry (check with your insurance agent on coverage) while later masonry/stucco construction used wood framing as a support for masonry with some all-wood construction also. Most units in a studio configuration or SROs.



1940-1959 - After World War II, Portland witnessed a burst of population and income growth. In addition, housing for all these new residents included single-family residences. Location was a little farther out (West Hills to 39th Ave. and North Portland.) Most construction was wood frame and siding, however units became larger including 1- and 2-bedroom complexes. Again, most of these complexes have great locations since Portland didn't go much beyond 39th/Cesar Chavez to the east.

1960 and 1979 - Construction trends continued, however the growth of suburbs like Beaverton, Gresham and Vancouver captured a lot of new construction with the availability and low cost of land along with lower soft costs than Portland proper. Also contributing to the growth was that services and amenities became more common in the suburbs and outer edges of town. Complex sizes began to inch up into the 100+ unit range, but this was just the start. 1970s vintage units seem to offer the most bang for the buck with lowest \$/unit, but seem to suffer the ravages of owner neglect and poorer locations.



SALES BY DECADE BUILT



1980 - 1999 - The biggest change was the rapid growth of a “go large or go home” mentality with 100+ unit complexes proliferating in the suburbs. Beaverton-Hillsboro showed a lot of growth thanks to pioneering employers like Intel and Nike. The early 1990s had a large burst of construction in the Gresham area that it is still recovering from. For the first time, the Urban Growth Boundary began to hamper developers of apartments. The 1990s were responsible for construction of almost 33% of all available units in the four-county area up through 1999, *by far* the largest decade of growth (barring 201x futures).

2000 - 2019 - Trends continued with the exception of renewed urban development, especially in areas like the Pearl District. Another trend was the rapid development and collapse of the condo market with conversion siphoning off some rental stock until 2008. Neighborhoods with high Walk Scores along with the desire



for workers to have a short commute to jobs like close-in East Portland (Alberta, Division and Hawthorne avenues) and North Portland (Mississippi and Williams) are showing a lot of demand by tenants, albeit in smaller complex sizes. However, new construction is overlooking lower rent areas like East Multnomah and Clark counties.

2016 LARGEST SALES BY GROSS \$ AND \$/UNIT



2016 LARGEST SALES BY GROSS \$ AND \$/UNIT

Top 15 Sales by Total \$

| 5 Yr Rank | Name | City | County | Price | Units | \$/Unit | \$/SqFt | Yr Built |
|----------------|---|--------------------|--------|---------------------|--------------|------------------|-----------------|---------------|
| 1 | LaSalle | Beaverton | Wash | \$140,000,000 | 566 | \$247,350 | \$239.22 | 1997 |
| 2 | The Yard | Portland - NE | Mult | \$126,680,000 | 284 | \$446,056 | \$367.97 | 2015 |
| 3 | Eddyline @ Bridgeport | Tualatin | Wash | \$118,100,000 | 367 | \$321,798 | \$344.40 | 2014 |
| 6 | Seven West at the Trails | Beaverton | Wash | \$96,000,000 | 423 | \$226,950 | \$276.47 | 1996 |
| 9 | Waterline | Portland - Central | Mult | \$94,000,000 | 243 | \$386,831 | \$269.23 | 2015 |
| 10 | Alara Hedges Creek | Tualatin | Wash | \$93,000,000 | 408 | \$227,941 | \$246.28 | 1998 |
| 12 | Breckenridge (Brookdale Glen) | Portland - W | Wash | \$81,500,000 | 357 | \$228,291 | \$298.07 | 1986 |
| 14 | Tanasbourne Terrace / Club at Tanasbourne | Hillsboro | Wash | \$78,340,000 | 373 | \$210,027 | \$207.63 | 1989 |
| 15 | One Jefferson | Lake Oswego | Clack | \$78,000,000 | 348 | \$224,138 | \$214.38 | 1985 |
| 18 | Green Leaf Monterey | Happy Valley | Clack | \$76,000,000 | 390 | \$194,872 | \$207.68 | 1990 |
| 19 | The Club at Tanasbourne | Hillsboro | Wash | \$72,980,000 | 352 | \$207,330 | \$221.55 | 1989 |
| 20 | Rowlock (Portfolio - Equity Swap) | Hillsboro | Wash | \$70,000,000 | 255 | \$274,510 | \$217.27 | 2015 |
| 23 | The Vue (nee Lone Plaza) | Portland - Central | Mult | \$63,950,000 | 308 | \$207,630 | \$243.17 | 1951 |
| 24 | Domaine at Villebois (Alexan Villebois) | Wilsonville | Clack | \$63,250,000 | 274 | \$230,839 | \$237.56 | 2008 |
| 31 | Russellville | Portland - SubE | Mult | \$57,850,000 | 283 | \$204,417 | \$234.21 | 1999 |
| 33 | Courtyard Fountains (Senior) | Gresham | Mult | \$55,500,000 | 252 | \$220,238 | \$216.98 | 1999 |
| 35 | Sofi at Cedar Mill | Beaverton | Wash | \$55,000,000 | 238 | \$231,092 | \$121.43 | 2010 |
| 50 | Walnut Grove | Vancouver | Clark | \$49,671,233 | 296 | \$167,808 | \$163.66 | 1990 |
| 60 | Madison Park (Portfolio Sale) | Vancouver | Clark | \$46,350,000 | 336 | \$137,946 | \$165.21 | 1999 |
| 67 | Sunfield Lakes | Sherwood | Wash | \$43,100,000 | 200 | \$215,500 | \$210.50 | 1998 |
| AVERAGE | | | | \$77,963,562 | 327.7 | \$240,578 | \$235.14 | 1997.2 |

2016 LARGEST SALES BY GROSS \$ AND \$/UNIT

Top 15 Sales by \$/UNIT (>100 units)

| 5 Yr Rank | Name | City | County | Price | Units | \$/Unit | \$/SqFt | Yr Built |
|-----------|---|--------------------|--------|---------------|-------|-----------|----------|----------|
| 2 | The Yard | Portland - NE | Mult | \$126,680,000 | 284 | \$446,056 | \$367.97 | 2015 |
| 68 | Park 19 | Portland - Central | Mult | \$42,500,000 | 103 | \$412,621 | \$448.66 | 2009 |
| 9 | Waterline | Portland - Central | Mult | \$94,000,000 | 243 | \$386,831 | \$269.23 | 2015 |
| 3 | Eddylne @ Bridgeport | Tualatin | Wash | \$118,100,000 | 367 | \$321,798 | \$344.40 | 2014 |
| 80 | The Linden | Portland - SE | Mult | \$39,000,000 | 132 | \$295,455 | \$238.44 | 2013 |
| 20 | Rowlock (Portfolio - Equity Swap) | Hillsboro | Wash | \$70,000,000 | 255 | \$274,510 | \$217.27 | 2015 |
| 96 | HUB 9 (Portfolio - Equity Swap) | Hillsboro | Wash | \$33,500,000 | 124 | \$270,161 | \$295.90 | 2015 |
| 1 | LaSalle | Beaverton | Wash | \$140,000,000 | 566 | \$247,350 | \$239.22 | 1997 |
| 122 | Portera at the Grove (Senior) | Wilsonville | Clack | \$27,200,000 | 112 | \$242,857 | \$136.00 | 2015 |
| 85 | Sofi at Forest Heights (nee Forest Creek) | Portland - W | Mult | \$37,500,000 | 160 | \$234,375 | \$251.31 | 2004 |
| 105 | The Gables at Mountain Park | Lake Oswego | Clack | \$30,200,000 | 129 | \$234,109 | \$241.52 | 1991 |
| 35 | Sofi at Cedar Mill | Beaverton | Wash | \$55,000,000 | 238 | \$231,092 | \$121.43 | 2010 |
| 24 | Domaine at Villebois (Alexan Villebois) | Wilsonville | Clack | \$63,250,000 | 274 | \$230,839 | \$237.56 | 2008 |
| 12 | Breckenridge (Brookdale Glen) | Portland - W | Wash | \$81,500,000 | 357 | \$228,291 | \$298.07 | 1986 |
| 10 | Alara Hedges Creek | Tualatin | Wash | \$93,000,000 | 408 | \$227,941 | \$246.28 | 1998 |
| 6 | Seven West at the Trails | Beaverton | Wash | \$96,000,000 | 423 | \$226,950 | \$276.47 | 1996 |
| 15 | One Jefferson | Lake Oswego | Clack | \$78,000,000 | 348 | \$224,138 | \$214.38 | 1985 |
| 33 | Courtyard Fountains (Senior) | Gresham | Mult | \$55,500,000 | 252 | \$220,238 | \$216.98 | 1999 |
| 67 | Sunfield Lakes | Sherwood | Wash | \$43,100,000 | 200 | \$215,500 | \$210.50 | 1998 |
| 132 | Springville Oaks | Beaverton | Wash | \$24,000,000 | 112 | \$214,286 | \$212.77 | 2014 |
| 14 | Tanasbourne Terrace / Club at Tanasbourne | Hillsboro | Wash | \$78,340,000 | 373 | \$210,027 | \$207.63 | 1989 |
| AVERAGE | | | | \$64,984,500 | 258.8 | \$257,469 | \$246.20 | 2003.6 |

LARGEST SALES BY COUNTY



2016 LARGEST SALES BY COUNTY

Clackamas - Top 10 Sales by Total \$

| 5 Yr Rank | Date | Name | City | County | Price | Units | \$/Unit | \$/SqFt | Yr Built |
|-----------|--------|--|--------------|--------|--------------|-------|-----------|----------|----------|
| 15 | Oct-16 | One Jefferson | Lake Oswego | Clack | \$78,000,000 | 348 | \$224,138 | \$214.38 | 1985 |
| 18 | Sep-16 | Green Leaf Monterey (Wellington Springs) | Happy Valley | Clack | \$76,000,000 | 390 | \$194,872 | \$207.68 | 1990 |
| 24 | Oct-16 | Domaine at Villebois (Alexan Villebois) | Wilsonville | Clack | \$63,250,000 | 274 | \$230,839 | \$237.56 | 2008 |
| 105 | Dec-16 | The Gables at Mountain Park | Lake Oswego | Clack | \$30,200,000 | 129 | \$234,109 | \$241.52 | 1991 |
| 122 | Aug-16 | Portera at the Grove (SENIOR) | Wilsonville | Clack | \$27,200,000 | 112 | \$242,857 | \$136.00 | 2015 |
| 141 | Jun-16 | The Preserve (nee Hidden Creek) | Oregon City | Clack | \$21,500,000 | 135 | \$159,259 | \$181.80 | 2004 |
| 153 | Aug-16 | Town Center Park | Wilsonville | Clack | \$18,500,000 | 111 | \$166,667 | \$164.37 | 1990 |
| 157 | May-16 | Boulder Gardens (nee Watkins Glen) | Clackamas | Clack | \$18,000,000 | 157 | \$114,650 | \$156.52 | 1957 |
| 180 | Oct-16 | Lake Crest (LIH) | Milwaukie | Clack | \$14,400,000 | 229 | \$62,882 | \$82.57 | 1986 |
| 188 | Jun-16 | The Crossings | Clackamas | Clack | \$13,452,500 | 96 | \$140,130 | \$153.07 | 1996 |
| AVERAGE | | | | | \$36,050,250 | 198.1 | \$177,040 | \$177.55 | 1992.2 |

Clark (WA) - Top 10 Sales by Total \$

| 5 Yr Rank | Date | Name | City | County | Price | Units | \$/Unit | \$/SqFt | Yr Built |
|-----------|--------|-------------------------------|---------------|--------|--------------|-------|-----------|----------|----------|
| 50 | Dec-16 | Walnut Grove Landing | Vancouver | Clark | \$49,671,233 | 296 | \$167,808 | \$163.66 | 1990 |
| 60 | Oct-16 | Madison Park (Portfolio Sale) | Vancouver | Clark | \$46,350,000 | 336 | \$137,946 | \$165.21 | 1999 |
| 88 | Dec-16 | Rock Creek Commons | Vancouver | Clark | \$37,000,000 | 240 | \$154,167 | \$205.56 | 2013 |
| 92 | Feb-16 | Meadows at Cascade Park | Vancouver | Clark | \$35,200,000 | 198 | \$177,778 | \$177.27 | 1989 |
| 125 | Dec-16 | Carriage House | Vancouver | Clark | \$26,468,000 | 160 | \$165,425 | \$162.86 | 1993 |
| 131 | Dec-16 | Golfside Village | Vancouver | Clark | \$24,250,000 | 141 | \$171,986 | \$173.19 | 1989 |
| 166 | Jan-16 | Park at Fox Pointe | Vancouver | Clark | \$16,245,000 | 200 | \$81,225 | \$110.60 | 1978 |
| 185 | Oct-16 | Parkview | Vancouver | Clark | \$13,875,000 | 104 | \$133,413 | \$168.51 | 1966 |
| 186 | Feb-16 | Crown Plaza | Vancouver | Clark | \$13,599,269 | 120 | \$113,327 | \$139.62 | 1982 |
| 291 | May-16 | Meadow View | Battle Ground | Clark | \$6,440,000 | 56 | \$115,000 | \$105.58 | 2014 |
| AVERAGE | | | | | \$26,909,850 | 185.1 | \$141,808 | \$157.21 | 1991.3 |

Multnomah - Top 10 Sales by Total \$

| 5 Yr Rank | Date | Name | City | County | Price | Units | \$/Unit | \$/SqFt | Yr Built |
|-----------|--------|---|--------------------|--------|---------------|-------|-----------|----------|----------|
| 2 | Dec-16 | The Yard | Portland - NE | Mult | \$126,680,000 | 284 | \$446,056 | \$367.97 | 2015 |
| 9 | Mar-16 | Waterline | Portland - Central | Mult | \$94,000,000 | 243 | \$386,831 | \$269.23 | 2015 |
| 23 | Jul-16 | The Vue (nee Ione Plaza) | Portland - Central | Mult | \$63,950,000 | 308 | \$207,630 | \$243.17 | 1951 |
| 31 | Feb-16 | Russellville Commons | Portland - SubE | Mult | \$57,850,000 | 283 | \$204,417 | \$234.21 | 1999 |
| 33 | Jan-16 | Courtyard Fountains (SENIOR) | Gresham | Mult | \$55,500,000 | 252 | \$220,238 | \$216.98 | 1999 |
| 68 | Mar-16 | Park 19 | Portland - Central | Mult | \$42,500,000 | 103 | \$412,621 | \$448.66 | 2009 |
| 73 | May-16 | Cook Street | Portland - N | Mult | \$40,000,000 | 206 | \$194,175 | \$214.87 | 2014 |
| 74 | Oct-16 | Powell Valley Farms | Gresham | Mult | \$39,500,000 | 228 | \$173,246 | \$197.74 | 1999 |
| 80 | Dec-16 | The Linden | Portland - SE | Mult | \$39,000,000 | 132 | \$295,455 | \$238.44 | 2013 |
| 85 | Dec-16 | Sofi at Forest Heights (nee Forest Creek) | Portland - W | Mult | \$37,500,000 | 160 | \$234,375 | \$251.31 | 2004 |
| AVERAGE | | | | | \$59,648,000 | 219.9 | \$277,504 | \$268.26 | 2001.8 |

Washington - Top 10 Sales by Total \$

| 5 Yr Rank | Date | Name | City | County | Price | Units | \$/Unit | \$/SqFt | Yr Built |
|-----------|--------|---|--------------|--------|---------------|-------|-----------|----------|----------|
| 1 | Nov-16 | LaSalle | Beaverton | Wash | \$140,000,000 | 566 | \$247,350 | \$239.22 | 1997 |
| 3 | Nov-16 | Eddylane @ Bridgeport | Tualatin | Wash | \$118,100,000 | 367 | \$321,798 | \$344.40 | 2014 |
| 6 | Nov-16 | Seven West at the Trails | Beaverton | Wash | \$96,000,000 | 423 | \$226,950 | \$276.47 | 1996 |
| 10 | Dec-16 | Alara Hedges Creek | Tualatin | Wash | \$93,000,000 | 408 | \$227,941 | \$246.28 | 1998 |
| 12 | May-16 | Breckenridge (Brookdale Glen) | Portland - W | Wash | \$81,500,000 | 357 | \$228,291 | \$298.07 | 1986 |
| 14 | Dec-16 | Tanasbourne Terrace / Club at Tanasbourne | Hillsboro | Wash | \$78,340,000 | 373 | \$210,027 | \$207.63 | 1989 |
| 19 | Dec-16 | The Club at Tanasbourne | Hillsboro | Wash | \$72,980,000 | 352 | \$207,330 | \$221.55 | 1989 |
| 20 | Oct-16 | Rowlock (Portfolio - Equity Swap) | Hillsboro | Wash | \$70,000,000 | 255 | \$274,510 | \$217.27 | 2015 |
| 35 | Oct-16 | Sofi at Cedar Mill | Beaverton | Wash | \$55,000,000 | 238 | \$231,092 | \$121.43 | 2010 |
| 67 | Nov-16 | Sunfield Lakes | Sherwood | Wash | \$43,100,000 | 200 | \$215,500 | \$210.50 | 1998 |
| AVERAGE | | | | | \$84,802,000 | 353.9 | \$239,079 | \$238.28 | 1999.2 |

FIVE YEAR HISTORY • 2011-2016 LARGEST SALES BY COUNTY

2011-2016 Top 20 Sales by Total \$

| 5 Yr Rank | Yr Sold | Name | City | Price | Units | \$/Unit | \$/SqFt | Yr Built |
|-----------|---------|---|--------------------|---------------|-------|-----------|----------|----------|
| 1 | 2016 | LaSalle | Beaverton | \$140,000,000 | 566 | \$247,350 | \$239.22 | 1997 |
| 2 | 2016 | The Yard | Portland - NE | \$126,680,000 | 284 | \$446,056 | \$367.97 | 2015 |
| 3 | 2016 | Eddyline @ Bridgeport | Tualatin | \$118,100,000 | 367 | \$321,798 | \$344.40 | 2014 |
| 4 | 2014 | The Asa | Portland - Central | \$105,500,000 | 231 | \$456,710 | \$435.00 | 2008 |
| 5 | 2015 | Riverplace Square | Portland - Central | \$97,200,000 | 290 | \$335,172 | \$324.13 | 1998 |
| 6 | 2016 | Seven West at the Trails | Beaverton | \$96,000,000 | 423 | \$226,950 | \$276.47 | 1996 |
| 7 | 2013 | Cyan PDX | Portland - Central | \$95,750,000 | 352 | \$272,017 | \$253.42 | 2009 |
| 8 | 2015 | Village at Main Street | Wilsonville | \$95,000,000 | 464 | \$204,741 | \$182.06 | 1998 |
| 9 | 2016 | Waterline | Portland - Central | \$94,000,000 | 243 | \$386,831 | \$269.23 | 2015 |
| 10 | 2016 | Alara Hedges Creek | Tualatin | \$93,000,000 | 408 | \$227,941 | \$246.28 | 1998 |
| 11 | 2015 | Sterling Pointe | Beaverton | \$91,080,000 | 630 | \$144,571 | \$158.54 | 1987 |
| 12 | 2016 | Breckenridge (Brookdale Glen) | Portland - W | \$81,500,000 | 357 | \$228,291 | \$298.07 | 1986 |
| 13 | 2014 | Rock Creek Landing | Hillsboro | \$80,000,000 | 480 | \$166,667 | \$185.41 | 1995 |
| 14 | 2016 | Tanasbourne Terrace / Club at Tanasbourne | Hillsboro | \$78,340,000 | 373 | \$210,027 | \$207.63 | 1989 |
| 15 | 2016 | One Jefferson | Lake Oswego | \$78,000,000 | 348 | \$224,138 | \$214.38 | 1985 |
| 16 | 2012 | RiverPlace Square | Portland - Central | \$77,500,000 | 290 | \$267,241 | \$245.96 | 1993 |
| 17 | 2012 | LaSalle | Beaverton | \$77,200,000 | 566 | \$136,396 | \$75.16 | 1997 |
| 18 | 2016 | Green Leaf Monterey (Wellington Springs) | Happy Valley | \$76,000,000 | 390 | \$194,872 | \$207.68 | 1990 |
| 19 | 2016 | The Club at Tanasbourne | Hillsboro | \$72,980,000 | 352 | \$207,330 | \$221.55 | 1989 |
| 20 | 2016 | Rowlock (Portfolio - Equity Swap) | Hillsboro | \$70,000,000 | 255 | \$274,510 | \$217.27 | 2015 |
| AVERAGE | | | | \$92,191,500 | 383.5 | \$258,981 | \$248.49 | 1998.7 |



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- Similar information tailored to your neighborhood or ZIP code(s)
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