



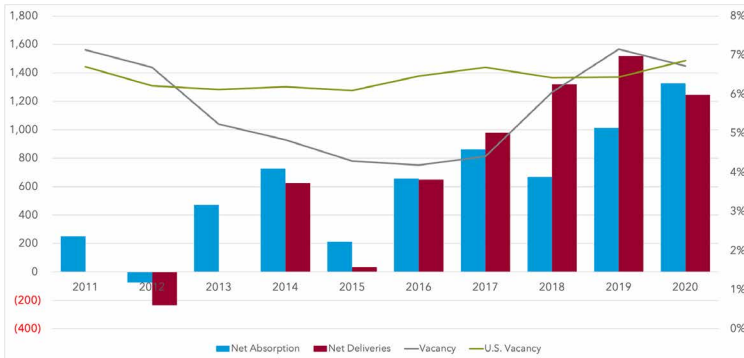
MULTIFAMILY MARKET OVERVIEW

LYLE CHAMBERLAIN, *President*

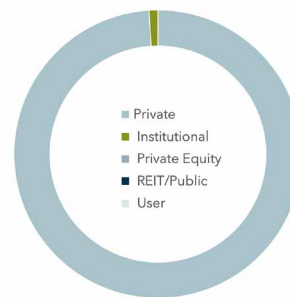
Multi Family in Northern Nevada continues to succeed all levels. While a plethora of building has occurred since around 2017, rents have continued to increase, and sales are pushing the lower levels of cap rates. The vacancy rates have only stayed at national averages because of the high number of units which have been put on the market in a relatively short amount of time. The demand has remained high as Reno has become a Distribution Hub along with strong employers such as Tesla, Apple, and Google coming to the Northern Nevada region.

MARKET INDICATORS	Q4 2020	Q3 2020	Q2 2020	Q1 2020	Q4 2019
▼ Absorption Units	197	530	671	148	393
▼ Vacancy Rate	6.2%	6.7%	7.2%	6.8%	7.2%
▲ Asking Rent/Unit	\$1,321	\$1,316	\$1,279	\$1,260	\$1,260
◀▶ Inventory Units	38,848	38,848	38,845	37,632	37,602
◀▶ Under Construction	1,899	1,899	1,979	2,398	2,419

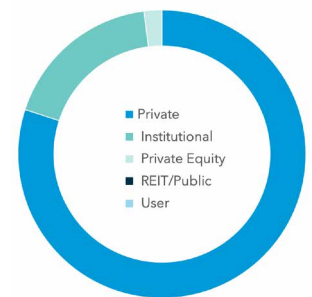
NET ABSORPTION, NET DELIVERIES, & VACANCY



SALE BY BUYER TYPE



SALE BY SELLER TYPE



**Sale by Buyer' and 'Sale by Seller' Data is comprised of data from the previous 12 months.

TOP SALE TRANSACTIONS BY SF	SALE PRICE	NUMBER OF UNITS	BUYER / SELLER
1360 Nannette Circle Reno, NV	\$4,625,000	42	Francisco Marquina John Kavanagh
101 Arletta Reno, NV	\$2,400,000	14	Jesse Biegal Margaret Murphy
15 Gentry Way Reno, NV	\$2,230,000	12	Gary Barringer Mike Richardson

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME	TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Prim Ventures Inc	\$64,000,000	DiNapoli Capital Partners	\$68,000,000
American Capital Group	\$40,000,000	Kinsel Ameri Properties Inc	\$40,000,000
Sunroad Holding Corporation	\$22,666,666	Herzog RE Development Services	\$32,000,000

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