



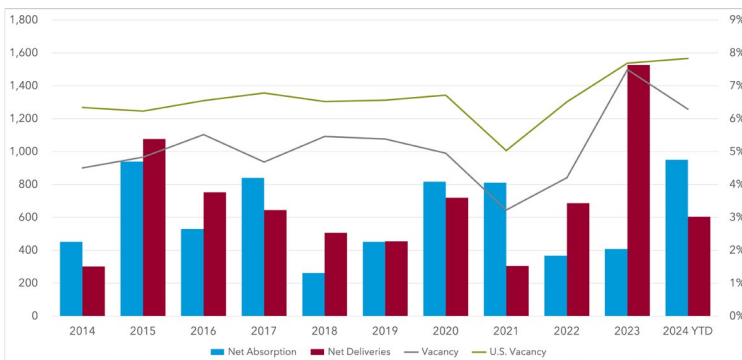
MULTIFAMILY MARKET OVERVIEW

MO BARRY, Vice President

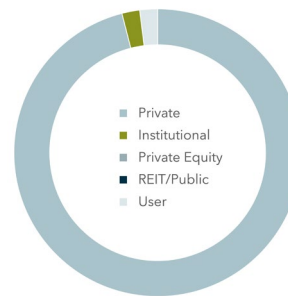
Deal volume over the past year hit \$57.2 million, lagging behind the market's 3-year average of \$107 million. Sales bifurcation is evident, with 4 & 5 Star properties contributing \$2.7 million, 3 Star units \$37.5 million, and 1 & 2 Star units \$17 million. The recent 50 bps Fed rate cut hints at potential recovery, though LTV ratios and interest rates remain high. Private investors dominate the market as institutional players pull back. Cap rates for premium assets sit around 6%, mid-tier at 7%, and lower-tier above 8%. Although price declines and economic concerns persist, new supply constraints may stabilize the market by 2026.

MARKET INDICATORS	Q3 2024	Q2 2024	Q1 2024	Q4 2023	Q3 2023
▲ 12 Mo. Absorption Units	1,193	1,054	838	408	230
▼ Vacancy Rate	6.3%	6.4%	7.2%	7.5%	6.3%
▲ Asking Rent/Unit	\$1,158	\$1,154	\$1,136	\$1,132	\$1,130
▲ Sale Price/Unit	\$113,147	\$112,660	\$111,835	\$112,564	\$114,223
◀▶ Cap Rate	7.4%	7.4%	7.4%	7.3%	7.1%
▼ Under Construction Units	658	816	391	837	1,278
▲ Inventory Units	32,619	32,461	32,461	32,015	31,341

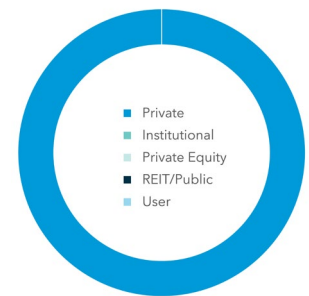
NET ABSORPTION, NET DELIVERIES, & VACANCY



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	SALE PRICE	NUMBER OF UNITS	BUYER / SELLER
6235 Holdrege Street Omaha, NE	\$3,300,000 \$91,667 Per Unit	36	Koll Investment Properties Undisclosed
700 S. 17th Street Omaha, NE	\$1,020,000 \$72,857 Per Unit	14	Viet Nguyen Undisclosed
3625-3633 Baldwin Avenue Omaha, NE	\$1,090,000 \$90,833 Per Unit	12	Darrin Deichmann Undisclosed

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
MC Home Solutions LLC	\$19,148,000
Dale Thomas	\$17,957,000
Mark A Bousek	\$3,750,000
Eric & Carol Clark	\$3,400,000
R. D. Hinkley & Associates	\$3,300,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
MC Home Solutions LLC	\$17,957,000
Wassco, LLC	\$11,468,000
Keystone Private Capital	\$3,840,000
Well Capital	\$3,840,000
Pablo Cervantes	\$3,750,000

