LEE & ASSOCIATES
COMMERCIAL REAL ESTATE SERVICES

Q1 2026
PACIFIC NORTHWEST, WA

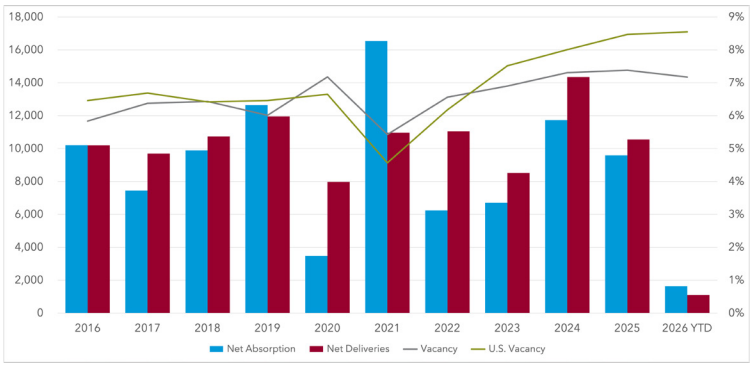
MULTIFAMILY MARKET OVERVIEW

CANDICE CHEVAILLIER, *Principal*

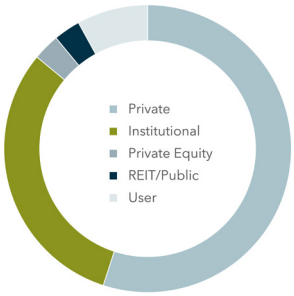
Q1 2026 saw our lowest rate of absorption in years, with only 8,557 units absorbed. Vacancy is still lingering at 7.2%. Asking rents have been relatively flat, though up slightly over last quarter, to $2,085. With very little development on the immediate horizon, rents are expected to increase due to a lack of supply. Transaction volume is back and pricing is attractive with lower-than-average price per unit and price per square foot metrics, on par with 2019 levels. The market will really start to move if interest rates finally start to come down, though expectations are still that rates will be "higher for longer."

MARKET INDICATORS	Q1 2026	Q4 2025	Q3 2025	Q2 2025	Q1 2025
▼ 12 Mo. Absorption Units	8,557	9,588	12,370	12,720	12,282
▼ Vacancy Rate	7.20%	7.40%	7.00%	7.00%	7.30%
▲ Asking Rent/Unit	$2,085	$2,064	$2,087	$2,106	$2,073
▲ Sale Price/Unit	$358,860	$355,599	365,798	367,695	$301,541
◄ ► Cap Rate	5.00%	5.00%	4.90%	5.70%	5.70%
▲ Under Construction Units	14,236	12,812	12,762	13,536	14,761
▲ Inventory Units	405,509	405,363	404,070	402,321	399,504

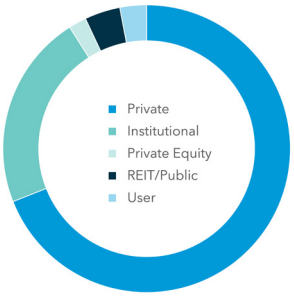
NET ABSORPTION, NET DELIVERIES, & VACANCY



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
2515 4th Avenue Seattle, WA	$130,680,000 $320,294 Per Unit	408	JRK Property Holdings Equity Residential
16525 Ash Way Lynnwood, WA	$44,690,000 $354,651 Per Unit	126	Hasco Integral Northwest Corporation
8300 160th Avenue NE Redmond, WA	$78,500,000 $443,503 Per Unit	177	Bell Partners, Inc. UDR, Inc.

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Goodman Real Estate, Inc.	$870,670,500
Security Properties, Inc.	$820,320,000
Greystar Real Estate Partners	$796,461,412
Equity Residential	$606,530,000
Blackstone, Inc.	$451,650,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Security Properties, Inc.	$1,170,849,000
Kennedy Wilson, Inc.	$845,666,666
Marcus & Millichap	$760,812,000
La Caisse	$538,236,412
Acacia Capital Corporation	$526,390,000

The information and details contained herein have been obtained from third-party sources believed to be reliable, however, Lee & Associates has not independently verified its accuracy. Lee & Associates makes no representations, guarantees, or express or implied warranties of any kind regarding the accuracy or completeness of the information and details provided herein, including but not limited to, the implied warranty of suitability and fitness for a particular purpose. Interested parties should perform their own due diligence regarding the accuracy of the information.

The information provided herein, including any sale or lease terms, is being provided subject to errors, omissions, changes of price or conditions, prior sale or lease, and withdrawal without notice. Third-party data sources: CoStar Group, Inc., The Economist, U.S. Bureau of Economic Analysis, U.S. Bureau of Labor Statistics, Congressional Budget Office, European Central Bank, GlobeSt.com, CoStar Property, and Lee & Associates Proprietary Data. ©

© Copyright 2026 Lee & Associates all rights reserved. Third-party Image sources: sorbis/shutterstock.com, shutterstock.com, pixabay.com, istock.com