DECEMBER BROKER AWARDS MEETING

JANUARY 18, 2024

MONTHLY STATISTICS

LEASING	# OF TRANSACTIONS	TOTAL $ VALUE
December 2021	13	$3,612,575
December 2022	24	$4,856,972
December 2023	**16**	**3,310,804**

SALES	# OF TRANSACTIONS	TOTAL $ VALUE
December 2021	11	$25,652,000
December 2022	5	$5,865,000
December 2023	**2**	**1,925,000**


TOP LEASES

3RD TOP LEASE

23rd & Overton to Pettygrove
1338 NW 23rd Ave
Portland, OR

Lessor: Legacy Health

Lessee: New Renaissance Book Shop

Lease Value: $401,136

Lease Rate: $25/sf + 3% annual increases

Leased Area: 5,200 SF

Lease Term: 36 months

TI's & Concessions: N/A

TIM PEIFFER

CAMDEN MULLER

2ND TOP LEASE

Stubb Street II
2439-2441 SE Stubb St.
Milwaukee, OR

Lessor: Stubb Street II

Lessee: Crystal Greens, LLC

Lease Value: $869,296

Lease Rate: $.66 Blended NNN with 3.5% annual increases

Leased Area: 16,380 SF

Lease Term: 62 months

TI's & Concessions:
2 months free rent $5,000 in TI

GREG NESTING

GABE SCHNITZER

TOP LEASE

7700 SW Dartmouth St.
Tigard, OR

Lessor: Dartmouth DSK, LLC

Lessee: US Government/GSA

Lease Value: $1,022,052

Lease Rate: $38/SF + $10/SF OpEx Charge.

Leased Area: 5,878 SF

Lease Term: 60 months

TI's & Concessions: LL Allowance of $150/SF

MATT LYMAN


TOP SALES

2ND TOP SALE

Ainsworth
3001 NE Ainsworth St
Portland, OR

Seller: Elmer and Margaret Liebert Family Trust

Buyer: JSLI Investments, LLC

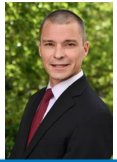
Sale Price: $1,116,820

Price per SF: $??? PSF

Property Size: 2,662 SF

Cap Rate: N/A

Financing: 9-month seller financing with 25% down payment @ 5% I/O



DAVID CHATFIELD

TIM MITCHELL

TOP SALE

4123 NE Columbia Blvd
Portland,OR

Seller: Creitz Marital Trust

Buyer: Columbia 41 LLC

Sale Price: $1,175,000

Price PSF: $229.13 SF

Property Size: 5,128 SF

Land Size: 1.0 acres

Land $PSF: $26.97

Cap Rate: Owner/User

Financing: Washington Trust Bank Terms Unknown

GREG NESTING

GABE SCHNITZER


TOP DOGS

LEASING BROKER OF THE MONTH

MATT LYMAN

SALES BROKER OF THE MONTH

GREG NESTING

PRESIDENT'S AWARD

JAKE HOLMAN

ELISSA VANARDALL

IN RUNNING FOR PINNACLE AWARD


SCOTT FINNEY


GREG NESTING


TIM BUDELMAN


LUIS MARTIN DEL CAMPO


ANNOUNCEMENTS

Norris & Stevens
INVESTMENT REAL ESTATE SERVICES

SALES MEETING SCHEDULE

January 24th	**TBD**
January 31st	**Annual Broker Awards Breakfast – Portland City Grill**
February 7th	**Brokers Meet By Industry Group**
February 14th	**Broker Awards Meeting for January 2024** **Market Reports by Charlie DiGregorio & Mallorie Goodie**
February 21st	**All Broker Meeting**

N&S ANNUAL BROKER AWARDS BREAKFAST

Date: **Wed., January 31ST**
Time: **8:00 AM**

Where:

PORTLAND CITY GRILL
On the 30th floor

111 SW 5th Ave
30th Floor

- **Pinnacle Award**
- **Industry Group Brokers of the Year**
- **Rookie of the Year**
- **Most Inspirational**
- **Top Deals**
- **The Timmies**

UPCOMING LOCAL EVENTS

WEA WESTSIDE ECONOMIC ALLIANCE

Discussion With Legislators

Thursday, January 18th @ 4:30 PM – 6:30 PM

Cedar Tree Hotel – 4901 NE Five Oaks Drive, Hillsboro, OR

WASHINGTON COUNTY CHAMBER of COMMERCE

January Forum: Overview of the Westside's Real Estate Environment

Thursday, January 26th @ 7:30 PM

Embassy Suites Tigard - Washington Square

PORTLAND METRO CHAMBER

EPOP Last Tuesday

Tuesday, January 30th @ 5:00 PM – 7:00 PM

Civic Taproom, 621 SW 19th Ave, Portland, OR

CREW PORTLAND

Oregon Renewed: Inside the Portland Central City Council Task

February 8th @ 5:30 PM

Rose Room at the Moda Center - 1 N Center Ct. Street, Portland, OR

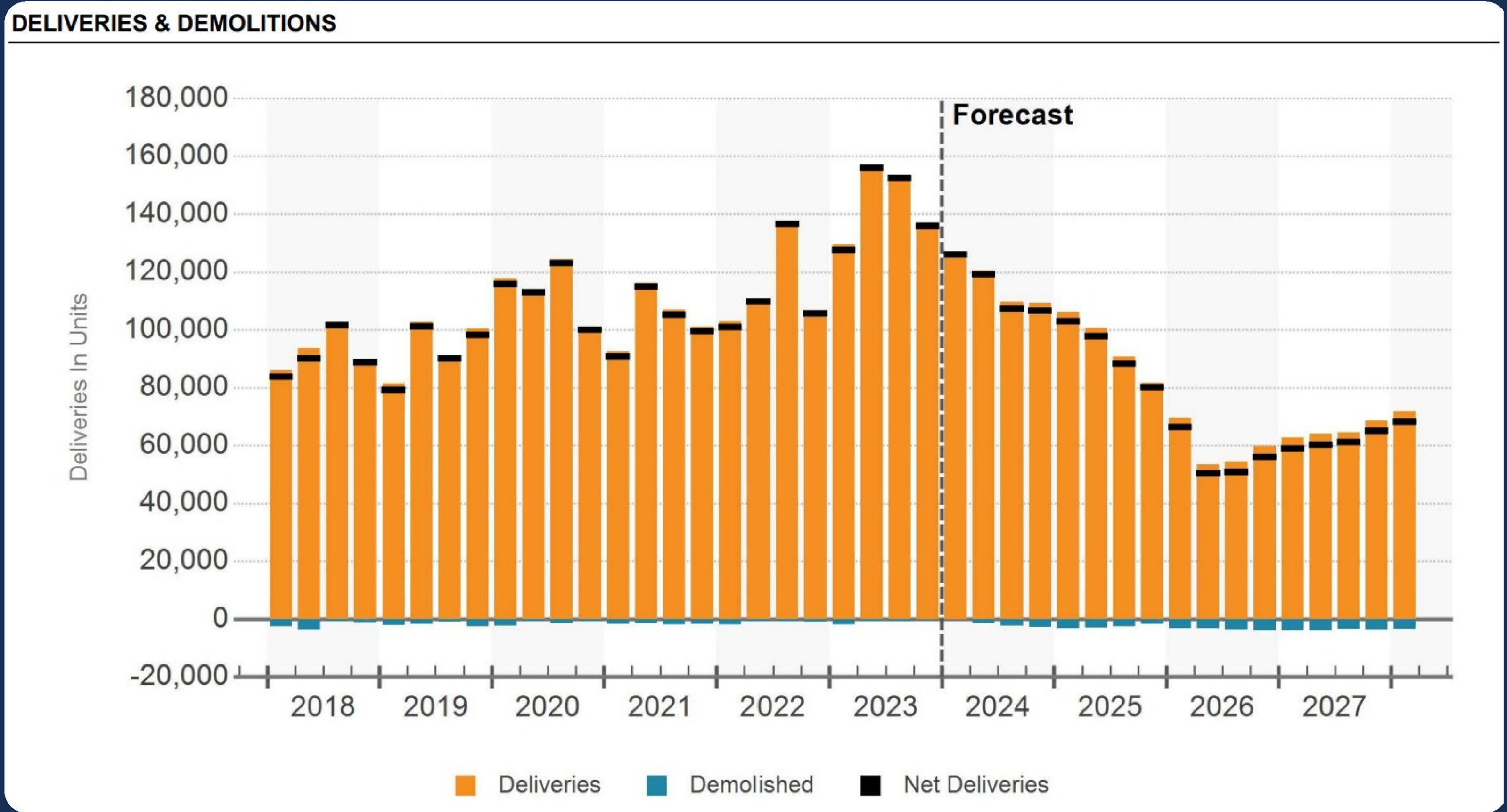
EXECUTIVE CORNER

Market Rent Decline

BY ADRIAN VIDICAN

- Strong growth period in 2021 and early 2022, is cooling.
- US apartment markets experiencing rental declines.
- Influx of new supply

United States Multi-family Deliveries & Demolitions



United States Overall Supply & Demand

OVERALL SUPPLY & DEMAND

	Inventory			Absorption		
Year	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2028	20,980,050	286,717	1.4%	289,649	1.4%	1.0
2027	20,693,333	245,087	1.2%	263,115	1.3%	0.9
2026	20,448,246	223,500	1.1%	278,357	1.4%	0.8
2025	20,224,746	369,129	1.9%	373,221	1.8%	1.0
2024	19,855,617	459,124	2.4%	422,116	2.1%	1.1
YTD	19,408,013	11,520	0.1%	9,602	0%	1.2
2023	19,396,493	571,817	3.0%	324,688	1.7%	1.8
2022	18,824,676	453,032	2.5%	148,231	0.8%	3.1
2021	18,371,644	410,477	2.3%	697,705	3.8%	0.6
2020	17,961,167	451,742	2.6%	396,631	2.2%	1.1
2019	17,509,425	368,387	2.1%	339,739	1.9%	1.1
2018	17,141,038	364,367	2.2%	384,193	2.2%	0.9
2017	16,776,671	377,914	2.3%	314,575	1.9%	1.2
2016	16,398,757	330,216	2.1%	256,694	1.6%	1.3
2015	16,068,541	316,491	2.0%	316,214	2.0%	1.0
2014	15,752,050	285,599	1.8%	255,510	1.6%	1.1
2013	15,466,451	200,054	1.3%	202,508	1.3%	1.0
2012	15,266,397	119,759	0.8%	183,807	1.2%	0.7

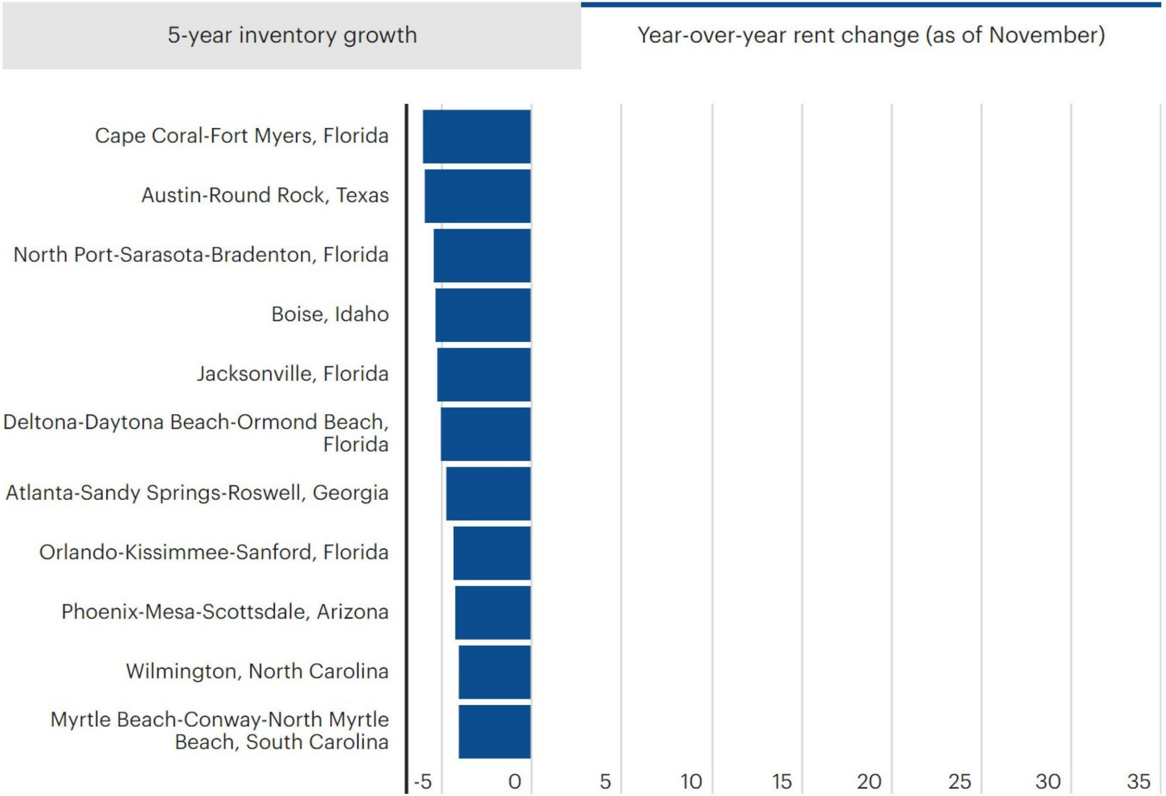
- Yardi Matrix
- Most competitive rental markets (Sun Belt cities)
- Midwest to be nation’s most competitive market

The most competitive rental markets in 2023, based on: the number of days apartments stayed vacant, the percentage of occupied rentals, the number of prospective renters competing for an apartment, the percentage of renters who renewed their lease and the share of apartments completed in 2023.

Rank	Market	Average vacant days	Occupied apartments	Prospective renters	Lease renewal rate	Share of new apartments
1	Miami-Dade County, Florida	31	96.9%	22	71.2%	3.7%
2	North New Jersey	34	96.3%	14	70.5%	2.0%
3	Milwaukee	33	95.8%	14	69.6%	2.9%
4	Grand Rapids, Michigan	34	95.5%	10	69.9%	1.0%
5	Suburban Chicago	35	95.3%	14	66.7%	1.6%
6	Omaha, Nebraska	28	96.0%	13	63.9%	2.7%
7	Broward County, Florida	37	95.3%	13	66.4%	1.4%
8	Suburban Philadelphia	41	94.7%	11	75.4%	0.9%
9	Brooklyn, New York	38	96.1%	9	64.6%	0.9%
10	Central New Jersey	46	95.9%	9	82.5%	1.7%
11	Orlando, Florida	33	95.0%	11	65.7%	3.8%
12	Bridgeport-New Haven, Connecticut	37	95.7%	14	62.3%	1.9%
13	Cincinnati	36	94.8%	12	63.7%	1.5%
14	Orange County, California	40	95.9%	13	60.5%	0.9%
15	San Diego, California	34	95.8%	14	50.5%	0.9%
16	Kansas City, Kansas	35	94.3%	9	66.0%	2.0%
17	Greater Boston	35	95.3%	13	58.7%	1.8%
18	Southwest Florida	34	94.4%	9	65.1%	5.1%
19	Lansing-Ann Arbor, Michigan	37	93.9%	8	65.4%	0.5%

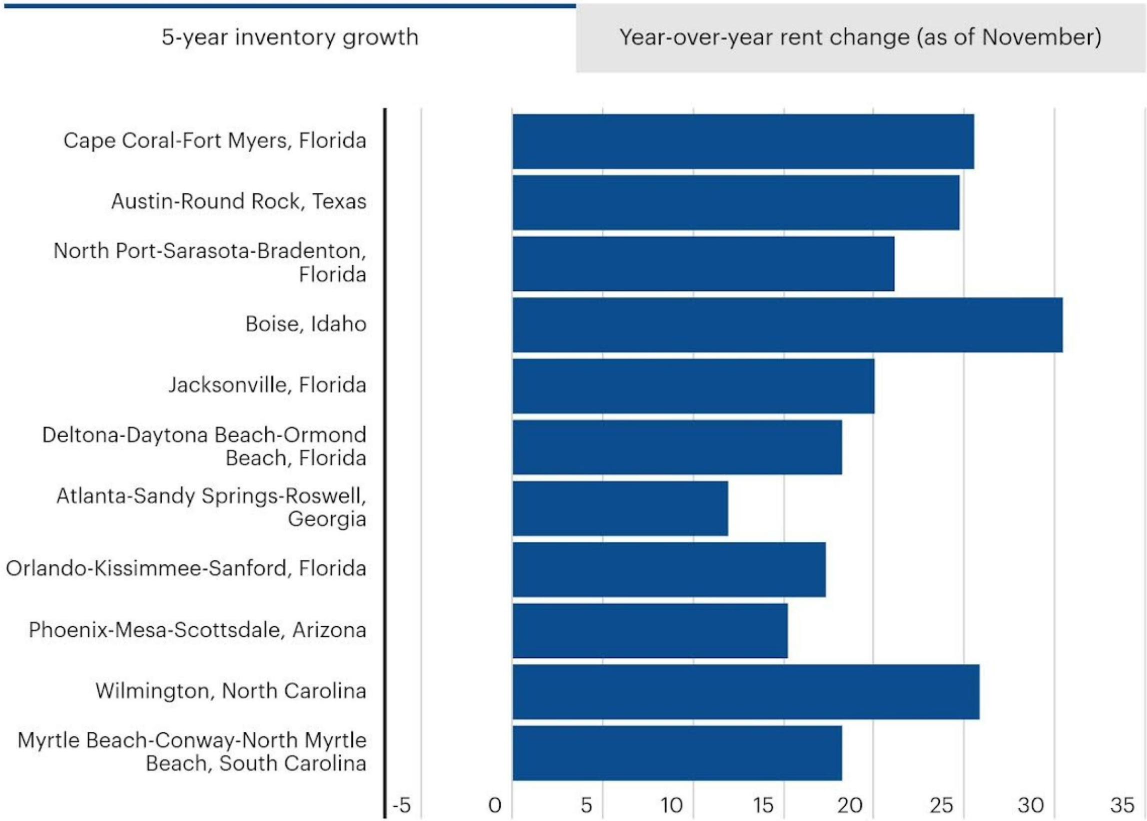
- In 2024 rental prices expected to have minimal changes overall
- Regions with increased supply may witness reductions in rental rates
- Markets with significant year over year reductions are Cape Coral-Fort Myers ,Florida, Austin-Round Rock, Texas, and North-Port-Sarasota-Bradenton, Florida.

DEEPEST RENT CUTS



Source: RealPage

DEEPEST RENT CUTS



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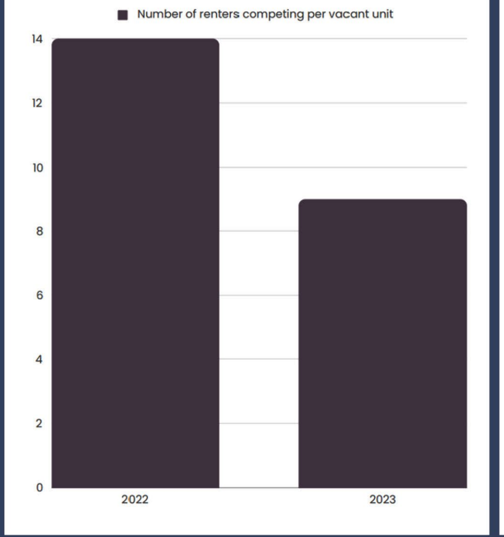
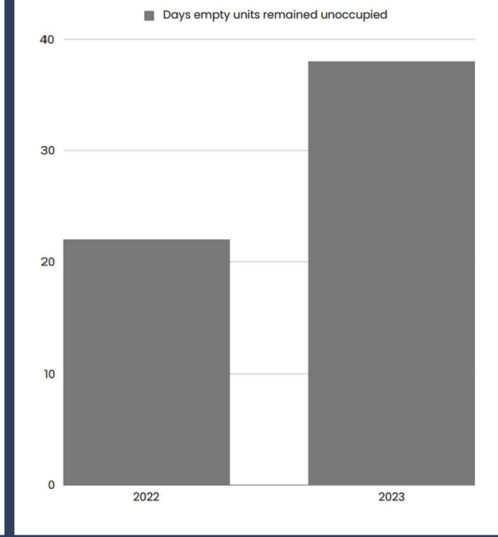
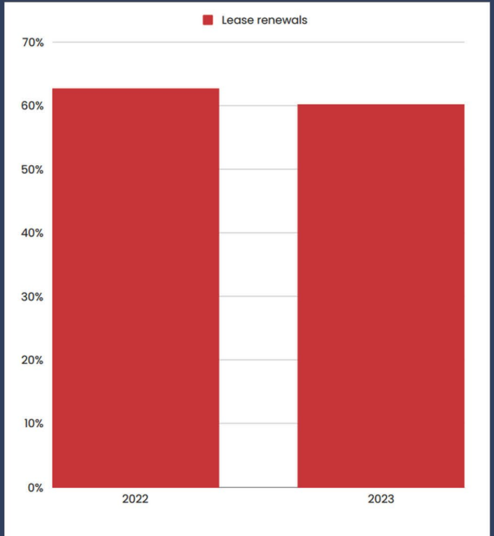
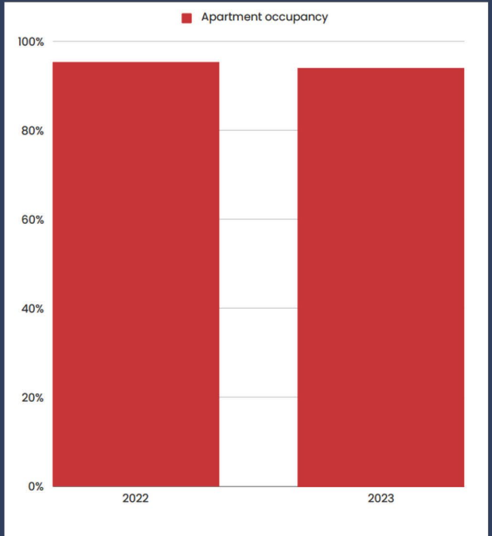
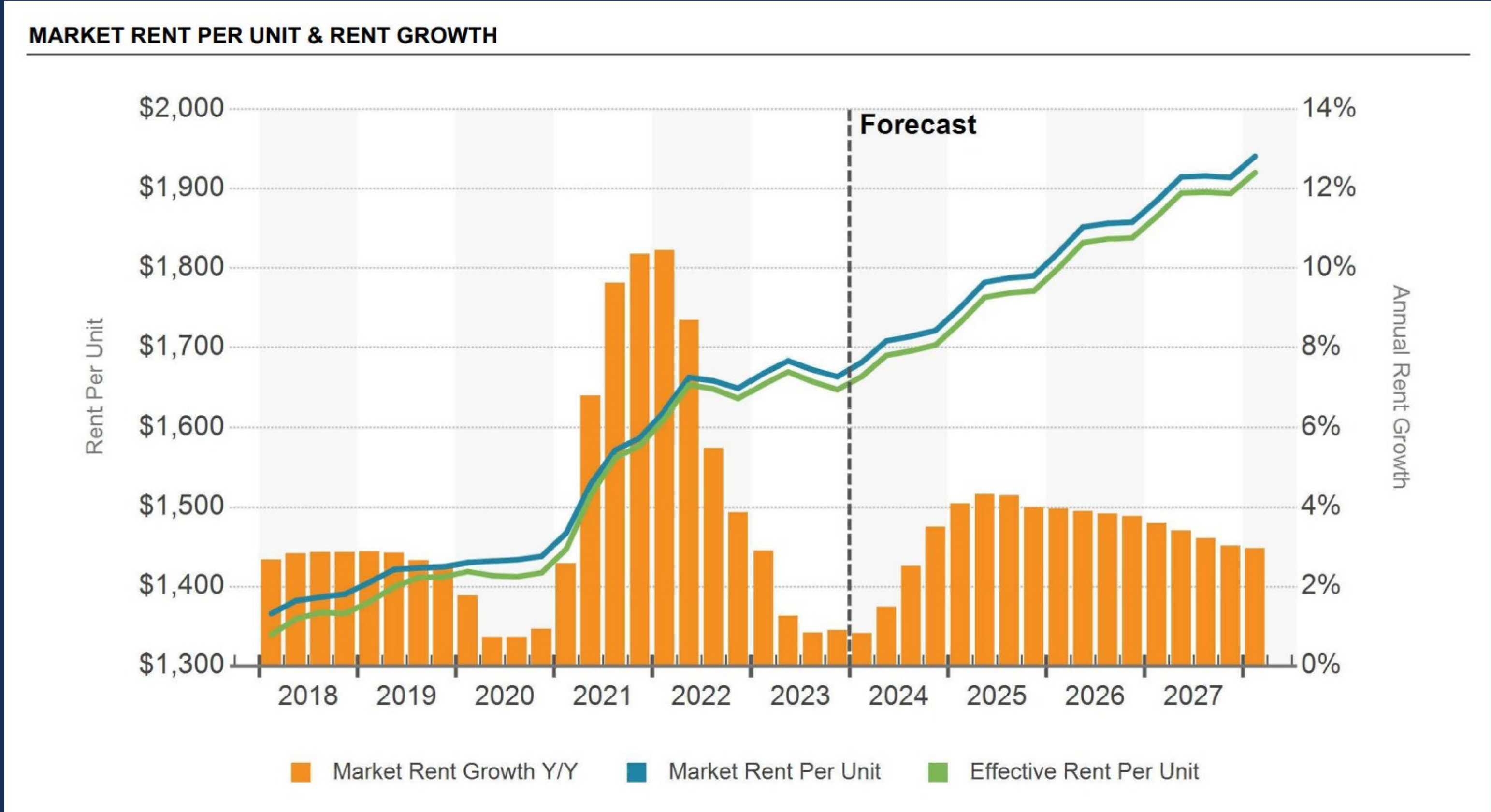

Number of renters competing per vacant unit
14
12
10
8
6
4
2
0
2022
2023


Days empty units remained unoccupied
40
30
20
10
0
2022
2023


Lease renewals
70%
60%
50%
40%
30%
20%
10%
0%
2022
2023


Apartment occupancy
100%
80%
60%
40%
20%
0%
2022
2023

United States Market Rent per Unit & Rent Growth



Portland Metro

Portland Metro Overall Supply & Demand

OVERALL SUPPLY & DEMAND

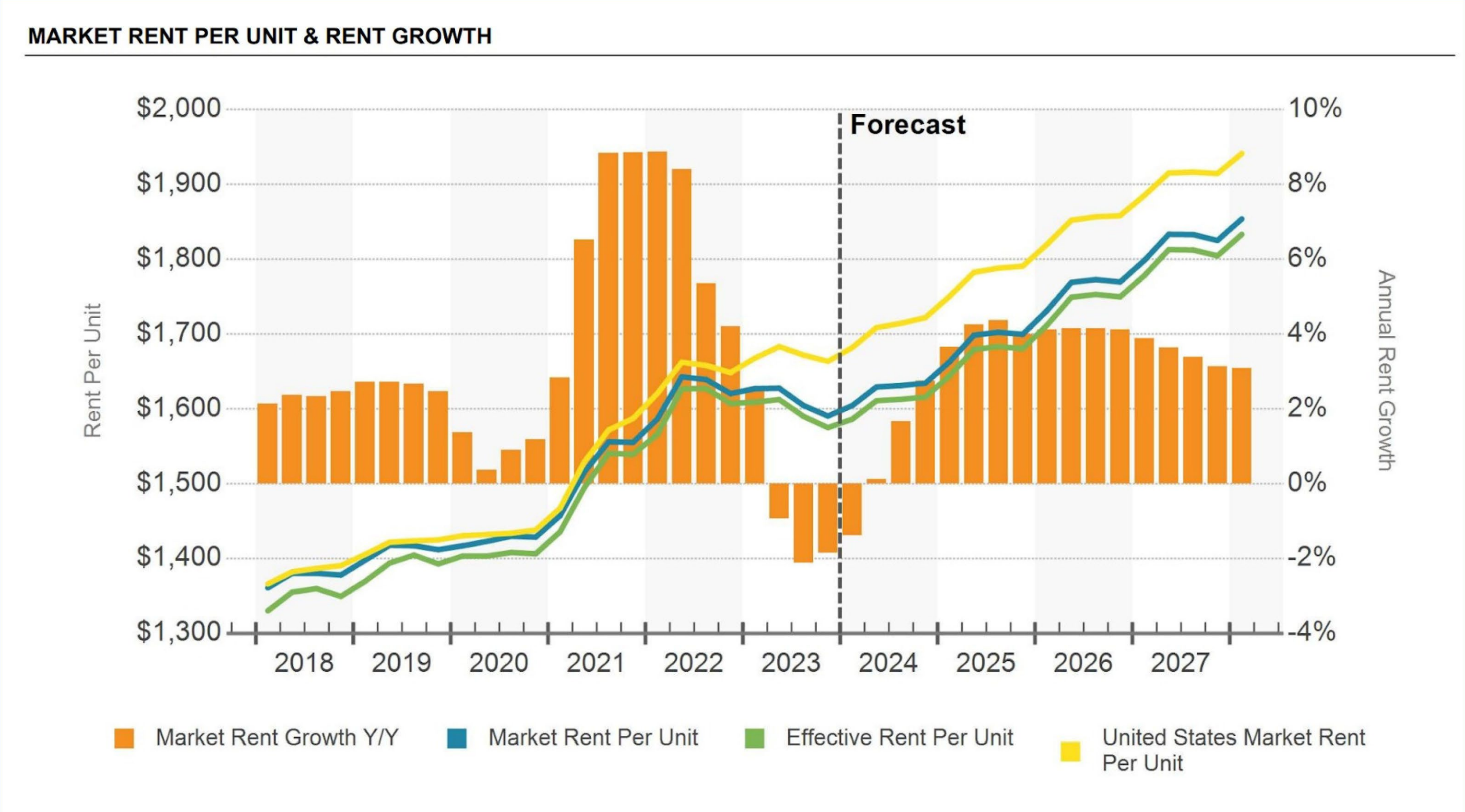
	Inventory			Absorption		
Year	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2028	244,134	4,123	1.7%	4,046	1.7%	1.0
2027	240,011	3,605	1.5%	3,725	1.6%	1.0
2026	236,406	2,302	1.0%	3,504	1.5%	0.7
2025	234,104	3,506	1.5%	4,424	1.9%	0.8
2024	230,598	4,441	2.0%	4,552	2.0%	1.0
YTD	226,497	340	0.2%	46	0%	7.4
2023	226,157	7,002	3.2%	3,046	1.3%	2.3
2022	219,155	3,580	1.7%	3,073	1.4%	1.2
2021	215,575	6,819	3.3%	9,678	4.5%	0.7
2020	208,756	7,529	3.7%	6,322	3.0%	1.2
2019	201,227	7,025	3.6%	5,604	2.8%	1.3
2018	194,202	6,777	3.6%	6,983	3.6%	1.0
2017	187,425	5,608	3.1%	4,924	2.6%	1.1
2016	181,817	5,124	2.9%	2,775	1.5%	1.8
2015	176,693	4,363	2.5%	3,822	2.2%	1.1
2014	172,330	4,506	2.7%	4,658	2.7%	1.0
2013	167,824	2,806	1.7%	3,176	1.9%	0.9
2012	165,018	2,265	1.4%	1,902	1.2%	1.2

Overview

Portland Multi-Family

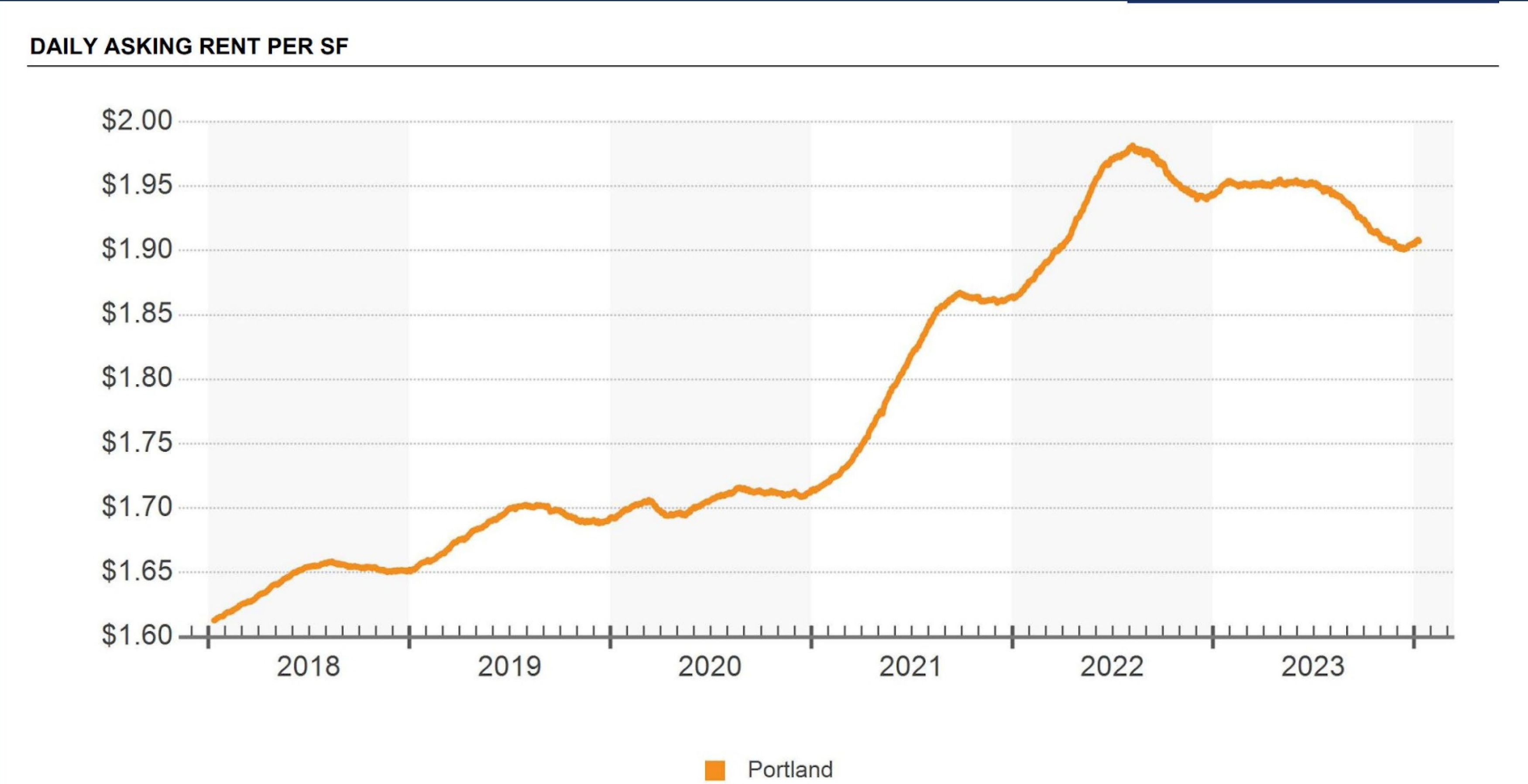
12 Mo Delivered Units	12 Mo Absorption Units	Vacancy Rate	12 Mo Asking Rent Growth
7,009	3,025	7.2%	-1.8%

Portland Metro Market Rent per Unit & Rent Growth

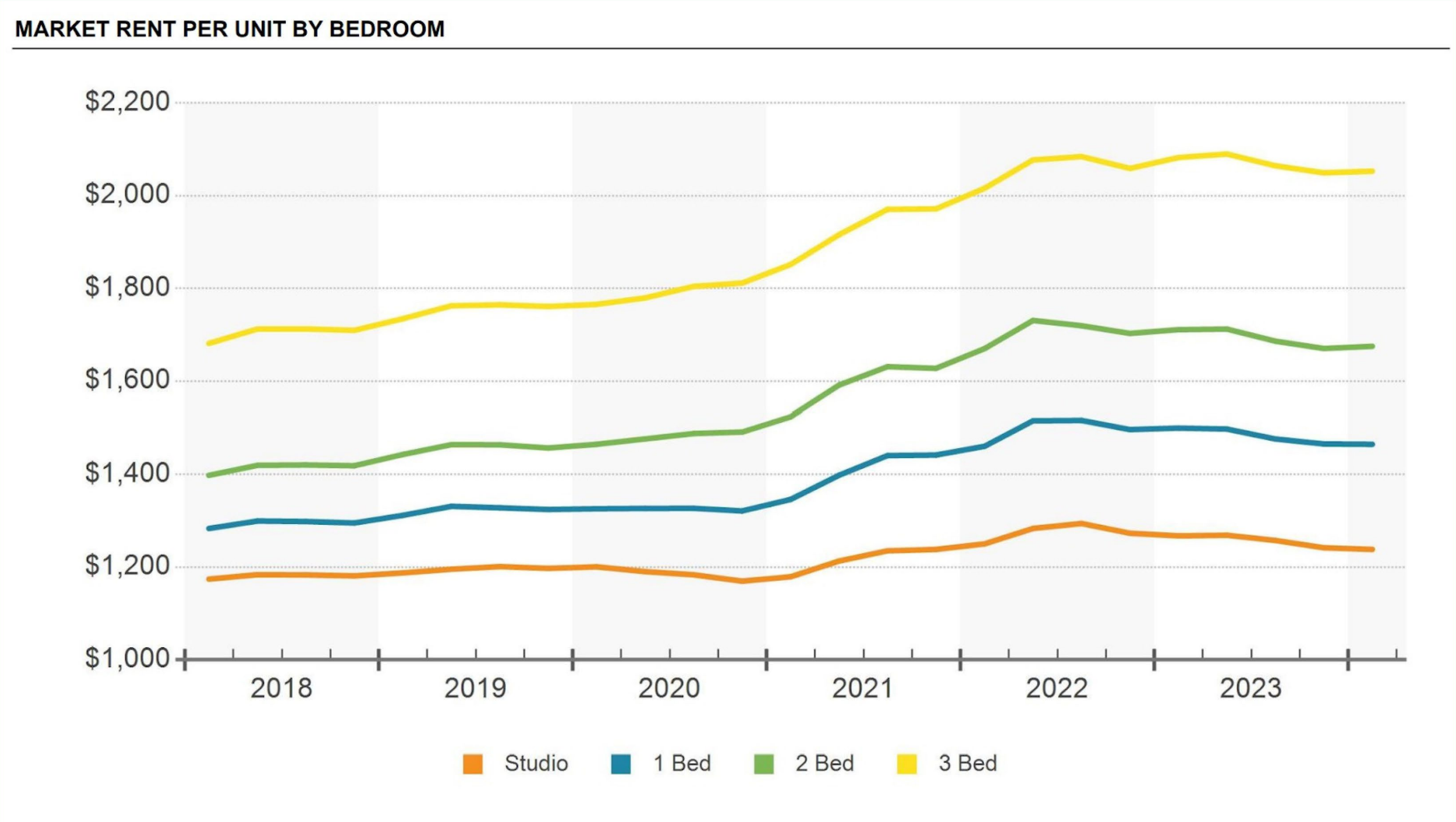


- More choices and increased negotiations
- Negative or flat renewals in the downtown sub-market
- Over one month free on select units

Portland Metro Rent Per SF



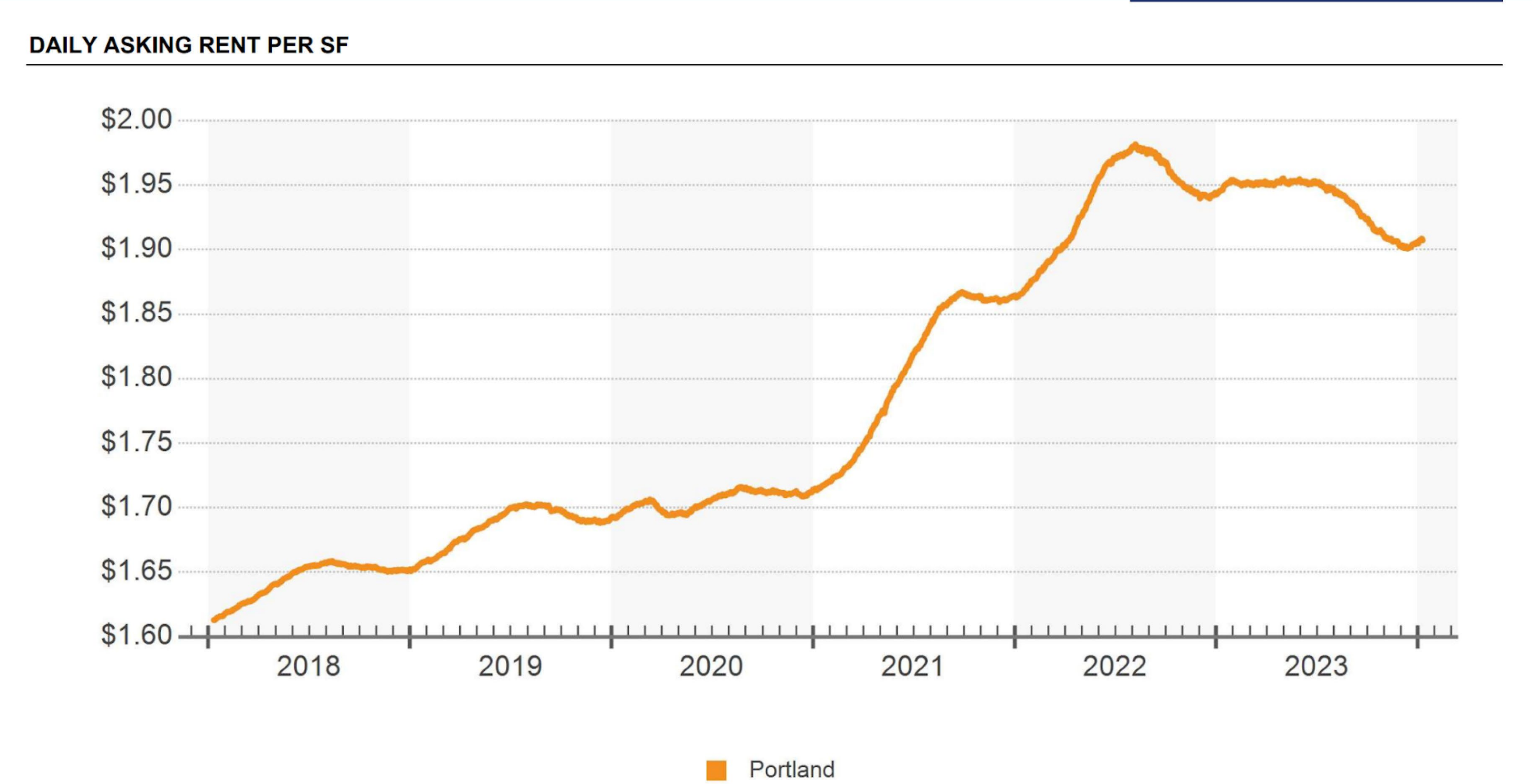
Portland Metro Market Rent Per Unit By Bedroom



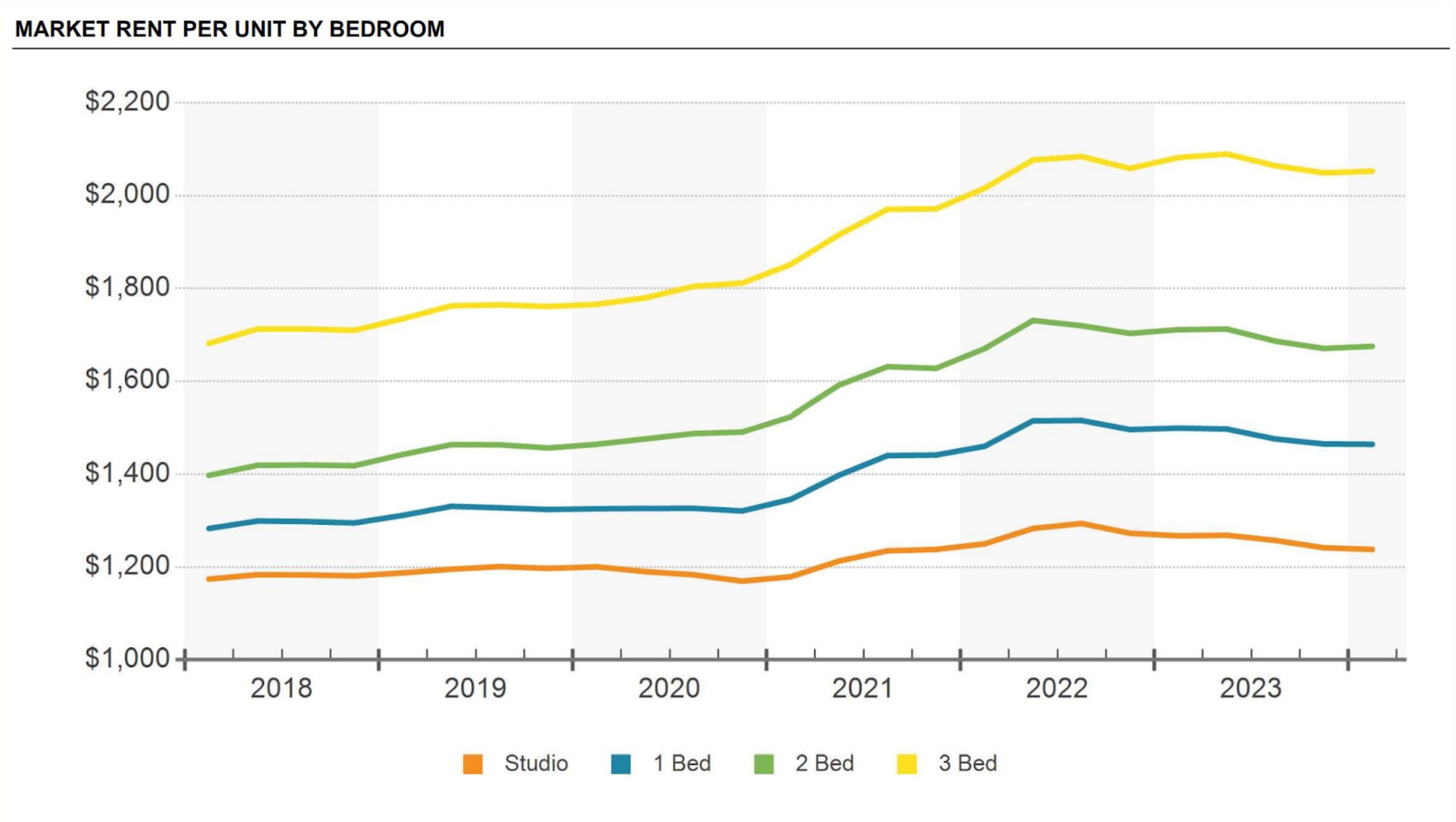
Sources

- https://www.bizjournals.com/portland/news/2023/12/11/rental-market-2024-predictions.html
- file:///C:/Users/Adrian%20Vidican/OneDrive/Desktop/CRE/MarketPresentation/United%20States-MultiFamily-National-2024-01-12.pdf
- https://product.costar.com/pds/report/72eb4bfb-ffab-4bfa-9079-6c492d07fa76/retrieve/blue/Portland%20-%20OR%20-USA-MultiFamily-Market-2024-01-11#view=Fit

Portland Metro Rent Per SF



Portland Metro Market Rent Per Unit By Bedroom



Sources

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