

Multifamily|Market Report

West Michigan Q3 2018



The Market Overview

Job Growth

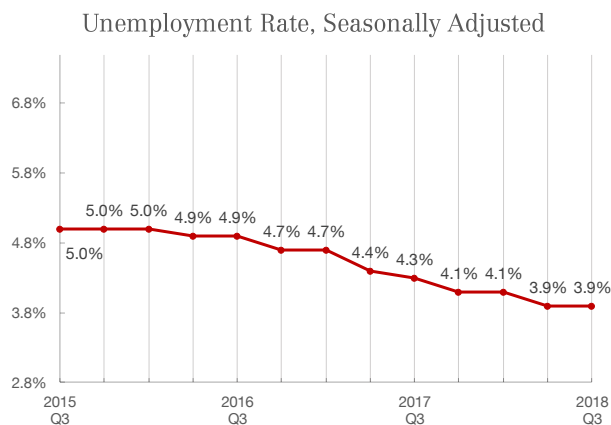


Both National and West Michigan total employment numbers have risen since this time last year. This data is based on quarterly total nonfarm payrolls, seasonally adjusted.

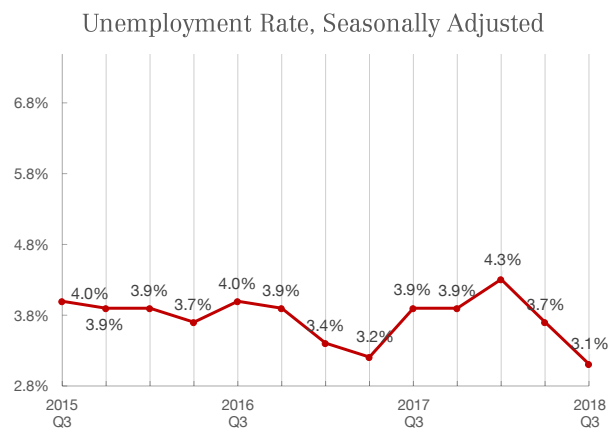
Statistics represent annual percentage change of total individuals employed.

Unemployment Rate

National



West Michigan



Graphs represent unemployment as a percentage of total population. This statistic is affected by how much, if any, population growth has occurred.

Source: Federal Reserve Bank of St. Louis

Market changes since this time last year: Lakeshore 2.56%, Kalamazoo 4.60%, Grand Rapids 3.53%, and Lansing 2.56%.



Source: CoStar Reality Information Inc.



Average occupancy rates in West Michigan have decreased from 95.05% (2017 Q3) to 94.85% (2018 Q3)

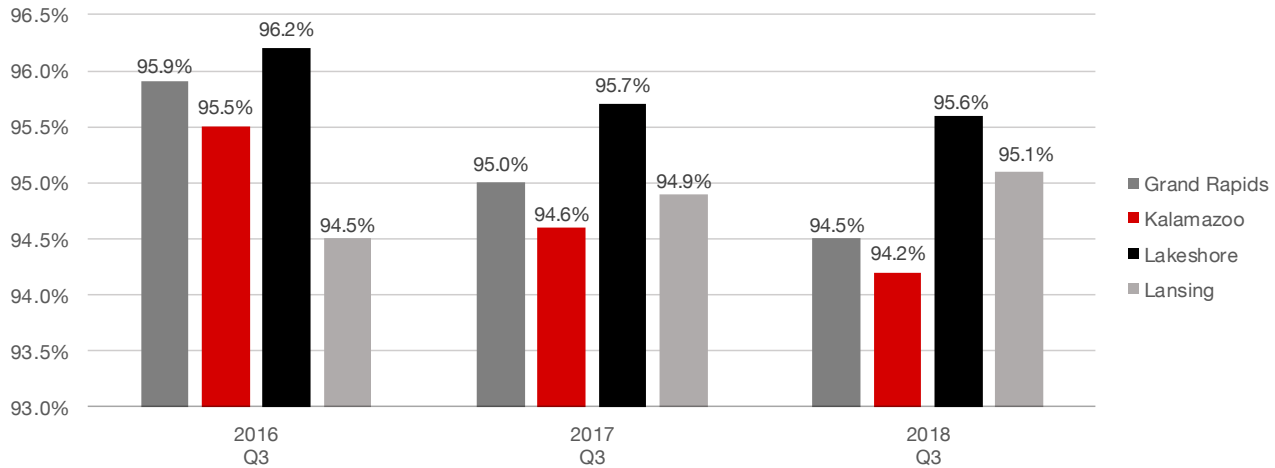
Source: CoStar Realty Information Inc.

Recent Sales Transactions (July - October, 2018)

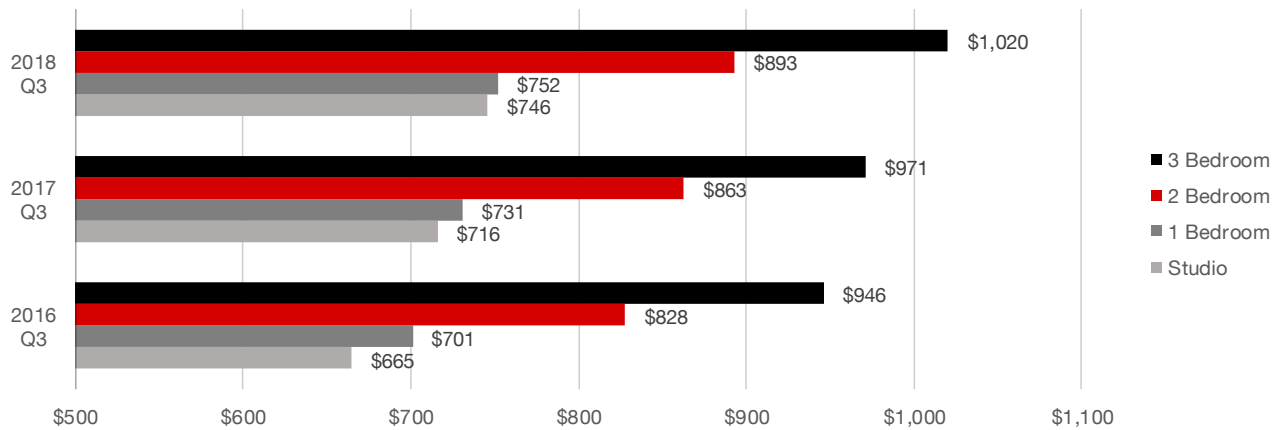
Property	City	Units	Year Built	Sale Price	\$/Unit
700 SOHO	Kalamazoo	122	2001	\$19,150,000	\$156,967
Full Circle Townhomes	Allendale	8	2010	\$1,100,000	\$137,000
The Vista Apartments & Townhomes	Portage	188	1996	\$20,700,000	\$110,106
The View Apartments & Townhomes	Portage	304	1987	\$28,300,000	\$93,092
Executive Estates Apartments	Wyoming	40	1971	\$2,130,000	\$53,250

West Michigan Multifamily

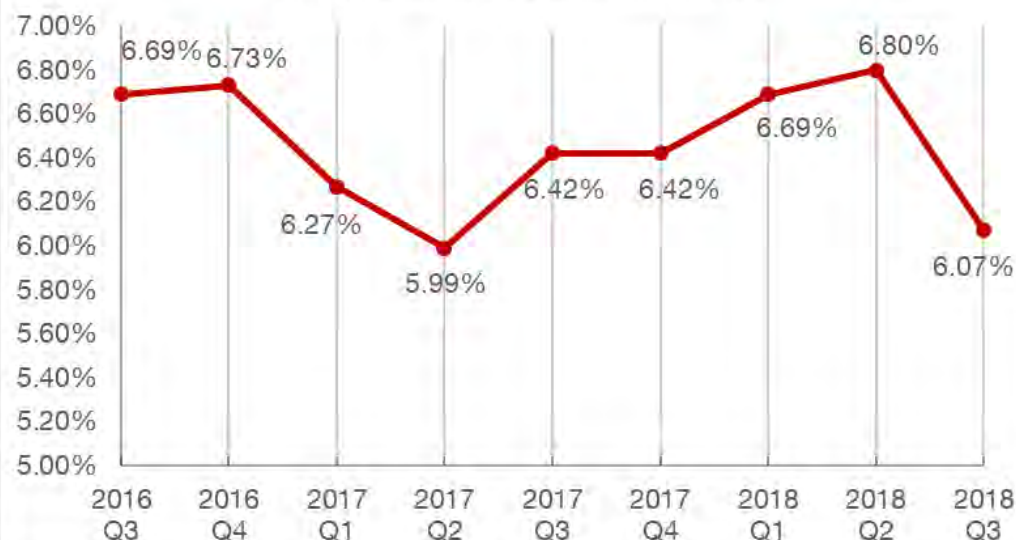
Occupancy: All Unit Types by Market



Average Rents: All Markets by Unit Type



Cap Rate: All Markets



NAI Global Great Lakes Region, an affiliate of NAI Global, is the foremost multifamily expert for the Great Lakes region. NAI Global is the world's largest managed network of independently-owned commercial real estate firms. The primary objective of our team is to provide you and your investors a level of multifamily services that is above and beyond your expectations.

The NAI Global Great Lakes Region multifamily team offers hands on experience in brokerage, development, ownership, condo conversion, property management, and finance. The team members understand the owner's perspective and the many factors involved in making a prudent investment decision. Our team and client relationship-based approach allows for a broader and more long-term continuum of services throughout the acquisition, operations, and disposition processes. Through affiliate relationships, NAI Global can offer property management services on both conventional and tax credit properties. NAI Great Lakes Region can act as liaison in that relationship when requested.

While NAI Global offers a wide range of services, **its disposition platform is singularly focused on helping owners obtain the highest price possible for their property, as quickly as possible.** This requires creating maximum market exposure to the largest and most qualified group of investors. The key is to create competition for your asset. The NAI Great Lakes multifamily team accomplishes this using institutional level capabilities, including an extensive database of buyers, a world class multi-level marketing platform, cutting edge technology and active phone prospecting.

NAI Global Great Lakes Region provides regular market research reports covering the State of Michigan. Our firm generates thorough reports regarding State of Michigan employment trends, construction pipeline information, comprehensive rental & occupancy trends, and sale transaction data. Our research is backed by some of the most reputable sources available. The data is updated on a quarterly and annual basis, per report. All our research is available for free by registering on our website. Please feel free to contact us for your Michigan multifamily service needs.



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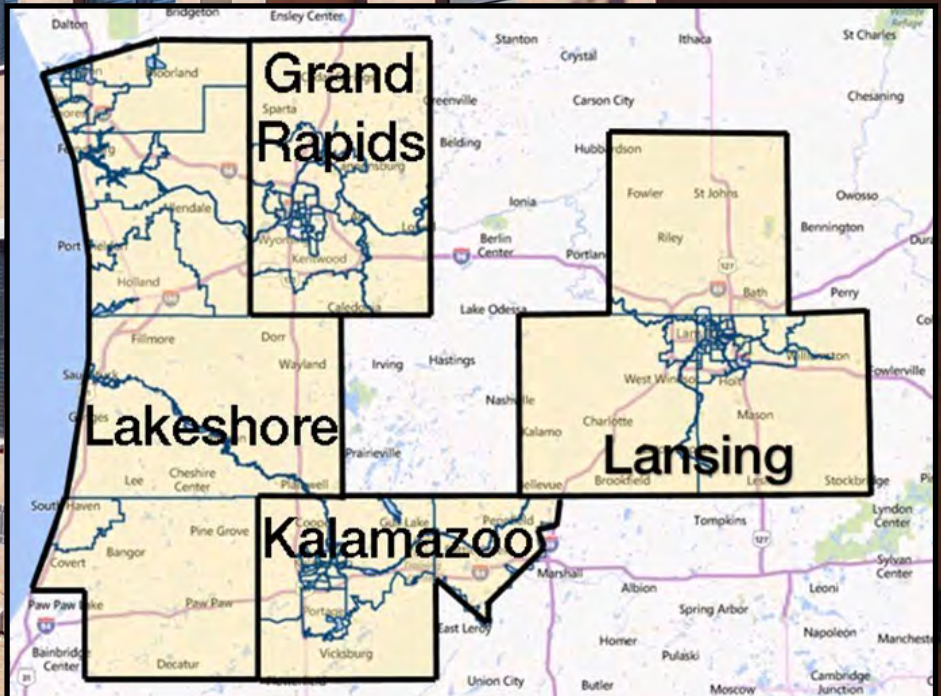
NAI Global

Great Lakes Region

100 Grandville Ave SW Suite 100

Grand Rapids, MI 49503

616. 776. 0100 www.naiwwm.com



Craig Black, CCIM

Senior Multifamily Investment Specialist

+ 1 616 242 1126

[@craigb@naiwwm.com](mailto:craigb@naiwwm.com)

Scott M. Nurski, MBA

Senior Multifamily Investment Specialist

+ 1 616 242 1106

[@scottn@naiwwm.com](mailto:scottn@naiwwm.com)