Multifamily Market Report

West Michigan | Q4 2017

NAI Global
Great Lakes Region

The Market Overview

Employment

National

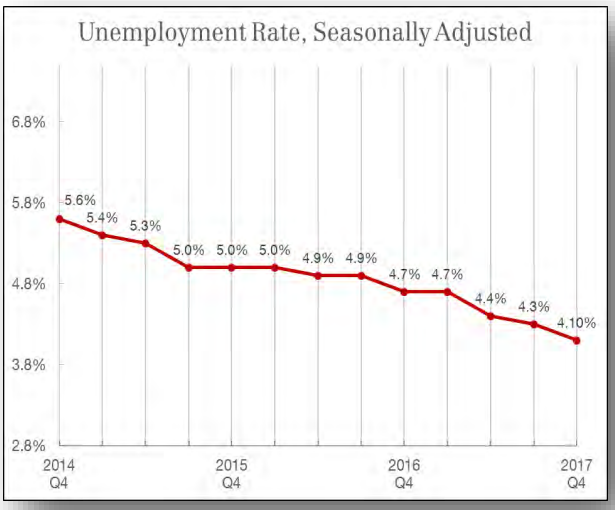
1.40%

West Michigan

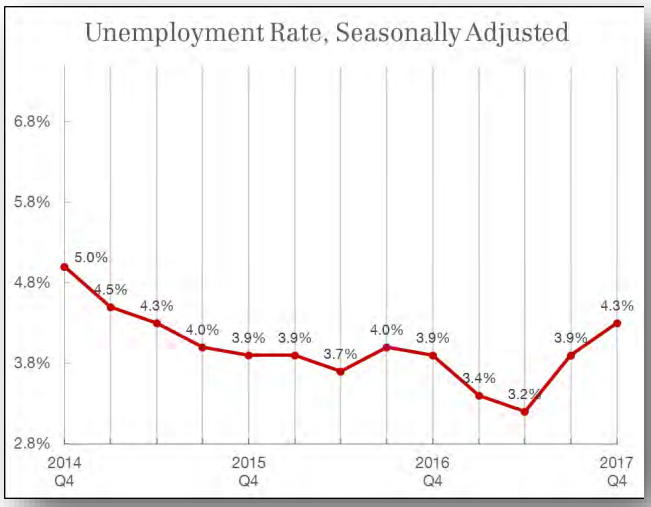
1.14%

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.

National



West Michigan



Source: Federal Reserve Bank of St. Louis

Market changes since this time last year: Lakeshore 4.02%, Kalamazoo 2.27%, Grand Rapids 2.67%, and Lansing 2.32%.

2.82%

Average Rents

Source: CoStar Reality Information Inc.

Occupancy

0.80%

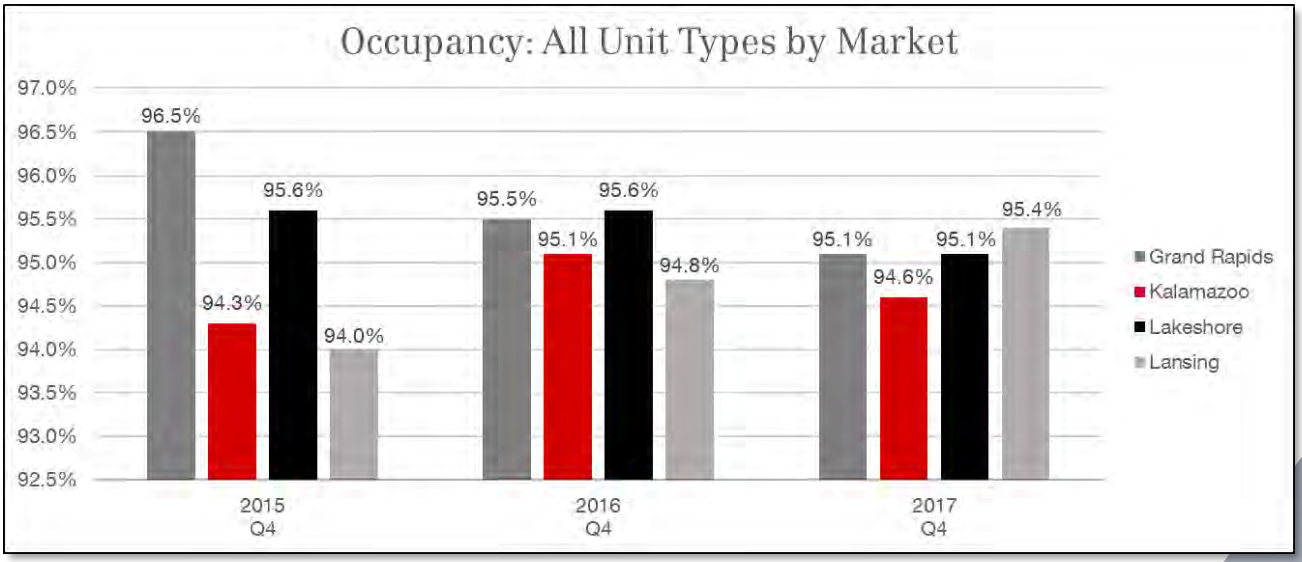
Average occupancy rates in West Michigan markets have decreased from 95.85% (Q3 2017) to 95.05% (Q4 2017).

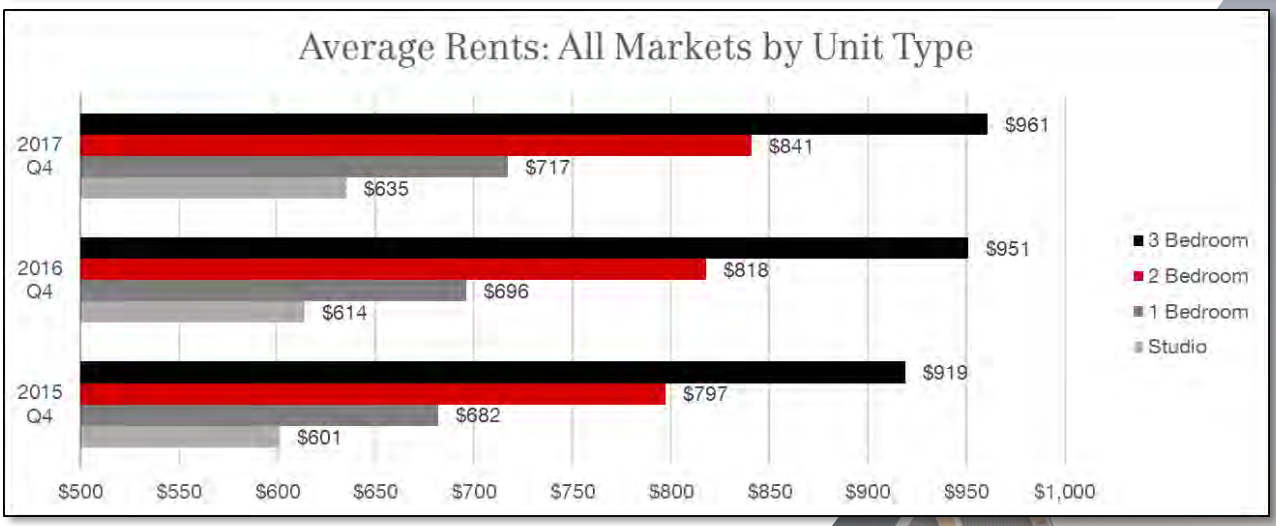
Source: CoStar Realty Information Inc.

Recent Sales Transactions (October - December)

Property	City	Units	Year Built	Sale Price	$/Unit
Calimazoo Apartments	Kalamazoo	12	2004	$1,875,000	$156,250
Longmeadow Apartments	Grand Rapids	54	1991	$3,400,000	$62,963
Beverly Hills Apartments	North Muskegon	137	1965	$6,850,000	$50,000
Austin View Apartments	Portage	47	1978	$1,925,000	$40,957
Hayward Wells Estate	Benton Harbor	81	1996	$1,619,608	$19,995

West Michigan Multifamily





* Due to a lack of market data for 4th Quarter 2017, as well as a complete absence of transactions for institutional sized (200+ unit, typically Class B or greater) properties, it is assumed that no substantial change in property cap rates, valuations and pricing occurred during that timeframe. Overall, the market continues to show far greater demand for assets than there are properties available for purchase, which tends to favor stable or increasing prices over the 4th Quarter 2017 timeframe.

Source: CoStar Realty Information Inc., Yardi Matrix

CoStar POWER BROKER 2017 Top Firm Award

To receive future market reports or to obtain a free Broker Opinion of Value, please email your request to scottn@naiwwm.com

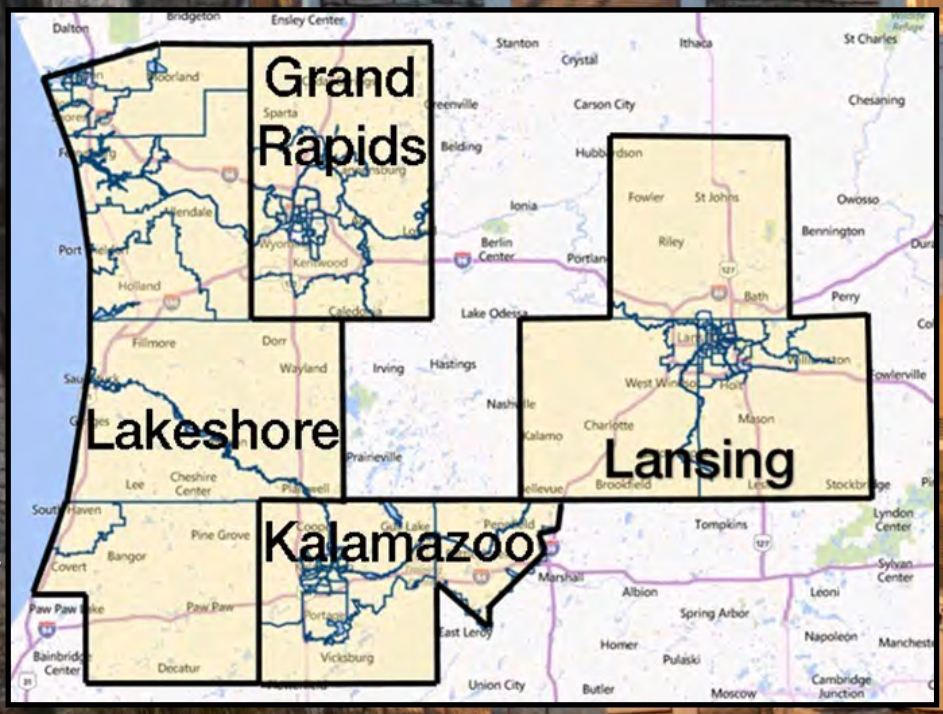
NAI Global Great Lakes Region, an affiliate of NAI Global, is the foremost multifamily expert for the Great Lakes region. NAI Global is the world's largest managed network of independently-owned commercial real estate firms. The primary objective of our team is to provide you and your investors a level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

Facebook.com/scottnurski
Facebook.com/craigblack
@ScottNurski
@CraigBlackCCIM
Scott Nurski
Craig Black
naiwwmmultifamilyteam
www.michiganaptsblog.com



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

Scott M. Nurski, MBA
Senior Multifamily Investment Specialist
+ 1 616 242 1106
scottn@naiwwm.com