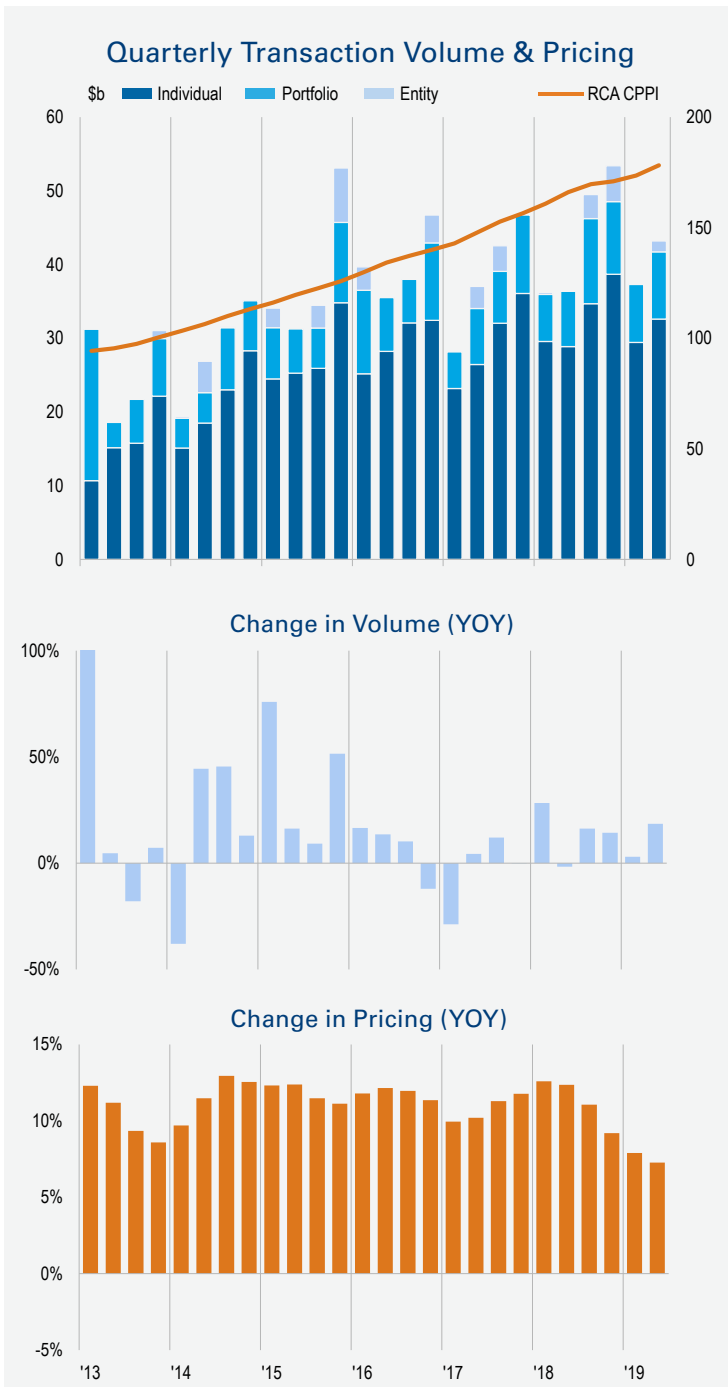


# US CAPITAL TRENDS | APARTMENT

Growth in apartment deal volume beat total commercial property sales growth in the first half of 2019. Most of the improvement came in deal activity in the secondary markets, but there are signs of more deal activity in the 6 Major Metros due to cap rate expansion.

**\$43.2b** Transaction volume  
**19%** YOY volume change  
**7.3%** YOY price change



Not only did growth in apartment deal activity beat growth in total investment sales, but the dollar volume transacted came in at a record high level. The \$80.5b in acquisitions set in the first six months of 2019 surpasses the previous high set back in 2016 for the start of a year. Slightly more than half that volume – \$43.2b – transacted in Q2'19.

Record highs this late in the economic expansion are all the more meaningful given how the market achieved this level of sales activity. Back in 2016, the combination of portfolio and entity-level sales were behind 29% of all deal volume in the first half of the year. In 2019, only 23% of sales volume was tied up in megadeals.

Furthermore, only 2% of deal activity for the year to date was tied up in entity-level sales, compared to the 4% share back in 2016. Therefore the market is hitting record high levels of sales activity not so much with home run swings, but with the steady gains of singles and doubles.

The sale of individual assets is the bedrock of the market, since investors underwrite investments one property at a time. Deal volume involving such sales was weak in Q1'19 just like other property sectors, but rebounded to a 13% YOY pace of growth in Q2'19. To the extent that the record levels of sales and volume recovery in H1'19 is a single asset sales story, it is really about improvements in Q2'19.

The RCA CPPI for apartments climbed 7.3% YOY in Q2'19, down from the 11.0% YOY pace set a year earlier. Growth in apartment prices still outpaced that for commercial property overall in Q2'19, but the sector's price increase is not the strongest. The industrial sector posted larger double-digit gains in Q2'19.

**New from Real Capital Analytics:** In this report we introduce the RCA Hedonic Series. This enhanced suite of cap rate and pricing metrics provides an alternative to the existing time series, with the goal of more accurately identifying underlying price signals.

# Recent Trends

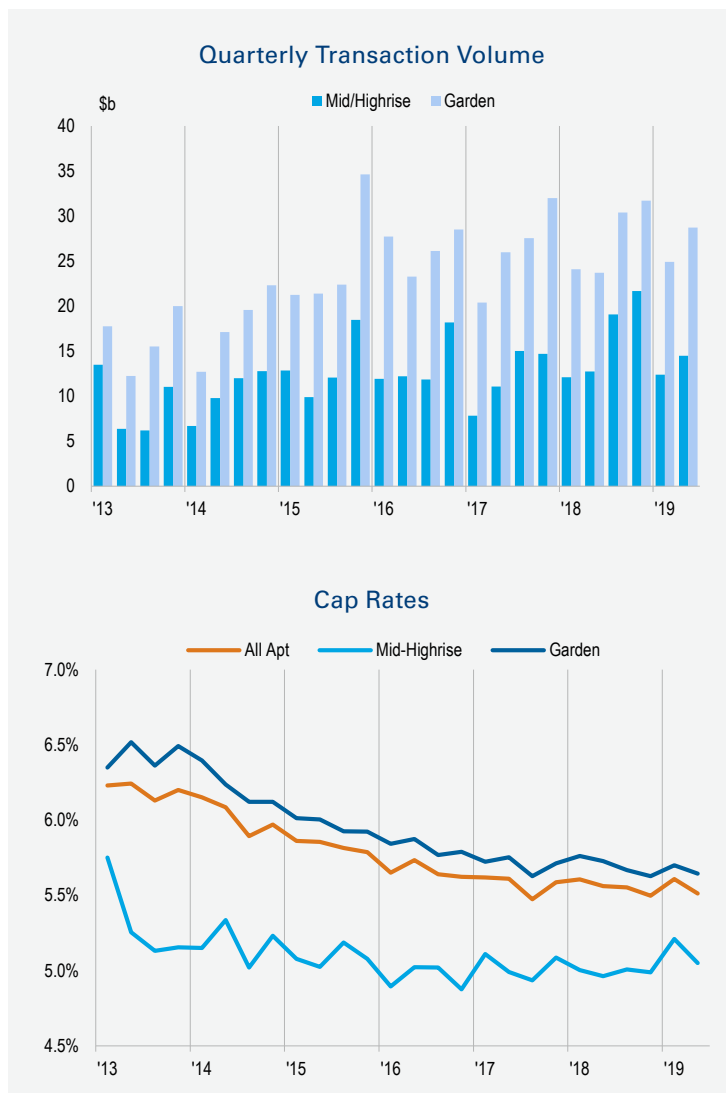
Growth in deal activity for garden apartments was stronger than that for mid/highrise assets for both the year to date as well as Q2'19. Part of this outperformance has a geographic nature, though structure does matter as well.

The garden apartment sector outperformed, in part, because the megadeal activity for the first half of 2019 was concentrated in these asset types – 74% of all megadeal activity, in fact. Traditionally these assets see more megadeals because one can assemble a portfolio of garden apartment assets more easily given the smaller lot sizes.

Mid/highrise sales were up 14% YOY in Q2'19 after a lackluster 2% YOY gain in Q1'19. The rebound in activity was more pronounced for single asset sales. There, volume fell 3% YOY in Q1'19 but jumped to a 22% YOY gain in Q2'19.

Most of mid/highrise assets are concentrated in the expensive coastal markets which are largely encompassed by our 6 Major Metros (6MM). Price growth in the 6MM was muted in Q2'19, with the RCA CPPI up only 4.5% YOY versus the 8.3% YOY gain in the secondary and tertiary markets.

The slower price growth in the 6MM is matched by signs of cap rate expansion. Cap rates averaged 5.0% in Q2'19 for these geographies, up 20 bps from a year ago. The increased deal volume in Q2'19, along with the cap rate movement, suggests that owners have capitulated a bit on price expectations.



|                 | \$b  | Q2'19 Volume |        |         | RCA CPPI  |          | Price Averages |          |               |
|-----------------|------|--------------|--------|---------|-----------|----------|----------------|----------|---------------|
|                 |      | YOY Chg      | #Props | YOY Chg | 1-qtr Chg | 1-yr Chg | \$/sf          | Cap Rate | YOY Chg (bps) |
| Apartment       | 43.2 | 19%          | 1,966  | -1%     | 2.7%      | 7.3%     | 180,727        | 5.5%     | -5            |
| Garden          | 28.7 | 21%          | 1,578  | 0%      | 2.8%      | 8.6%     | 143,359        | 5.6%     | -8            |
| Mid/Highrise    | 14.5 | 14%          | 388    | -4%     | 1.3%      | -0.7%    | 313,674        | 5.0%     | 9             |
| 6 Major Metro   | 11.9 | 10%          | 570    | -13%    | 1.0%      | 4.5%     | 295,832        | 5.0%     | 20            |
| Non-Major Metro | 31.2 | 22%          | 1,396  | 5%      | 3.3%      | 8.3%     | 151,320        | 5.7%     | -13           |

Pricing metrics are quarterly

# Identifying Underlying Cap Rate Signals

Interpreting trends in cap rates can sometimes be more art than science given changes in the composition of what sells each period. If more deals are seen in markets that are typically inexpensive, or more deals are seen for assets that are older, cap rates might seem to be creeping upward.

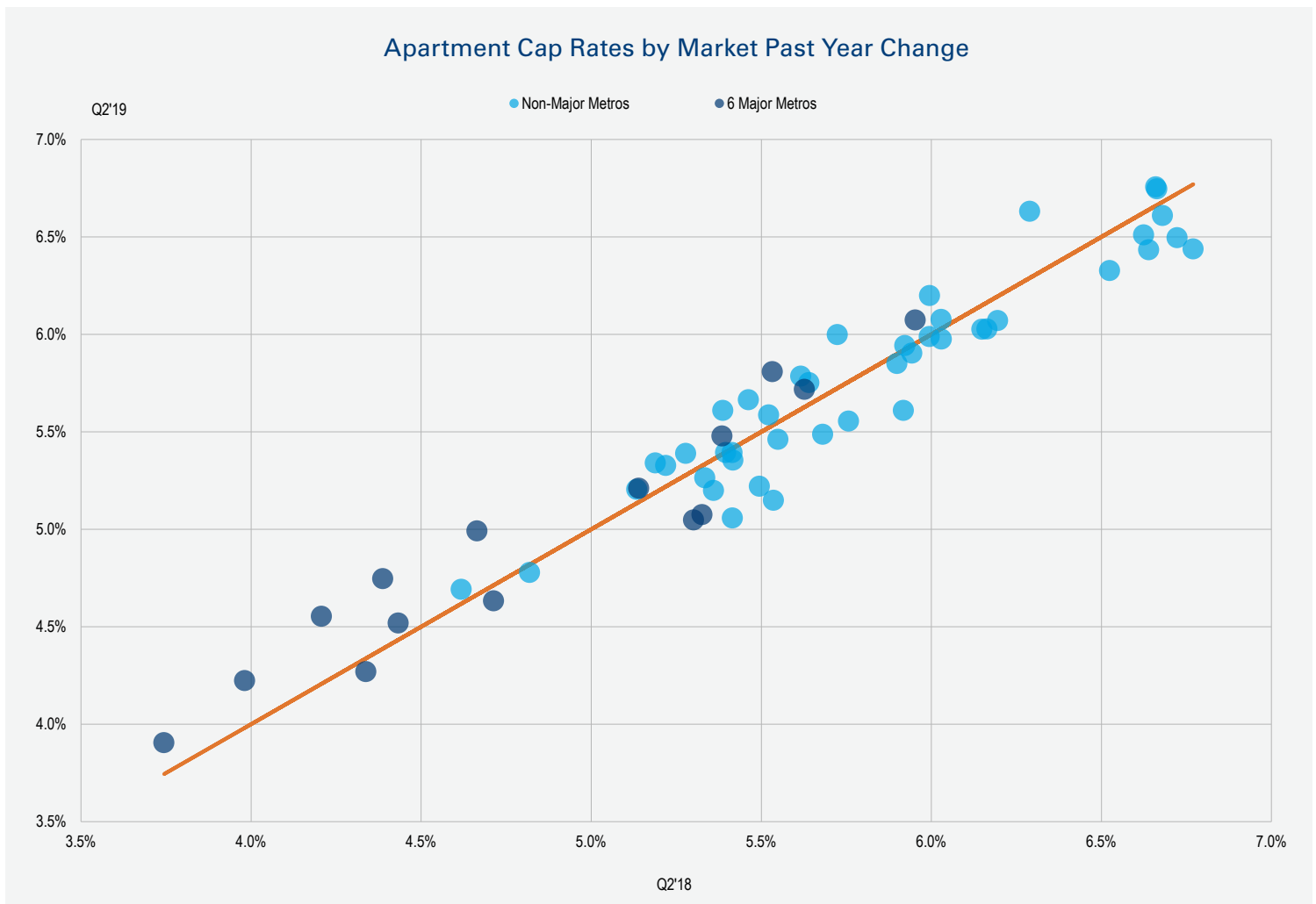
To account for such issues, we have introduced a new tool to control for the quality differences across each cap rate observation in our sample. Documentation on this RCA Hedonic Series tool is available here and on the RCA website. What matters here is that we now have a way of interpreting cap rate trends across markets more scientifically than artistically.

Looking at apartment trends across markets using this RCA HS cap rate measure, the more expensive markets tended to see cap rate expansion over the last year. Each dot represents one of 58 unique markets across the U.S. and

any dot above the line is a market where cap rates were higher in Q2'19 than in Q2'18. Any market that is part of one of the mostly coastal 6 Major Metros (6MM) is shaded in a darker blue.

Cap rates in the pricier, 6MM were up on a year-over-year basis but not so much in the rest of the country. There is a mix here at the market level. Cap rates were up in 11 out of the 15 markets that are part of the 6MM, but increased in only 15 out of 43 remaining markets in the Non-Major Metros.

Issues of public policy in the markets which constitute the 6MM may be helping to push up cap rates. Apartment rents are increasingly unaffordable in many of these markets, leading to legislation changing the profitability of ownership.



# Top Markets

Dallas continued to occupy the #1 slot for deal activity in the first half of 2019 after taking over that position from Los Angeles for 2018.

The top 10 markets for deal activity tend to be car-driven, sprawling metropolitan areas. Manhattan, which had been in the #1 position for years, came in only at #8 for the first half of 2019. Again, cap rates are extremely low and a change in rent control regulations have chilled investor optimism.

Baltimore posted the strongest gains in the rankings relative to 2018. This city jumped up from #34 to #19. Portfolio sale activity drove this gain, with the sale of two apartment portfolios by Lone Star. Portfolio sales overall were behind 75% of the deal volume for Baltimore.

Boston and Las Vegas are not two markets investors usually associate with one another. However, these two tracked closely in the rankings in 2018 and so far in 2019, with each moving up nearly 10 spots. Megadeal activity was behind 21% of the deal volume for Boston, but 32% of the activity for Las Vegas.

The NYC Boroughs posted a decline in the rankings, moving down four slots following a 31% YOY decline in deal volume. These markets are some of those with the tightest cap rates nationally and face challenges with investors rethinking price expectations in light of new rent regulations.

Most Active Apartment Markets H1'19

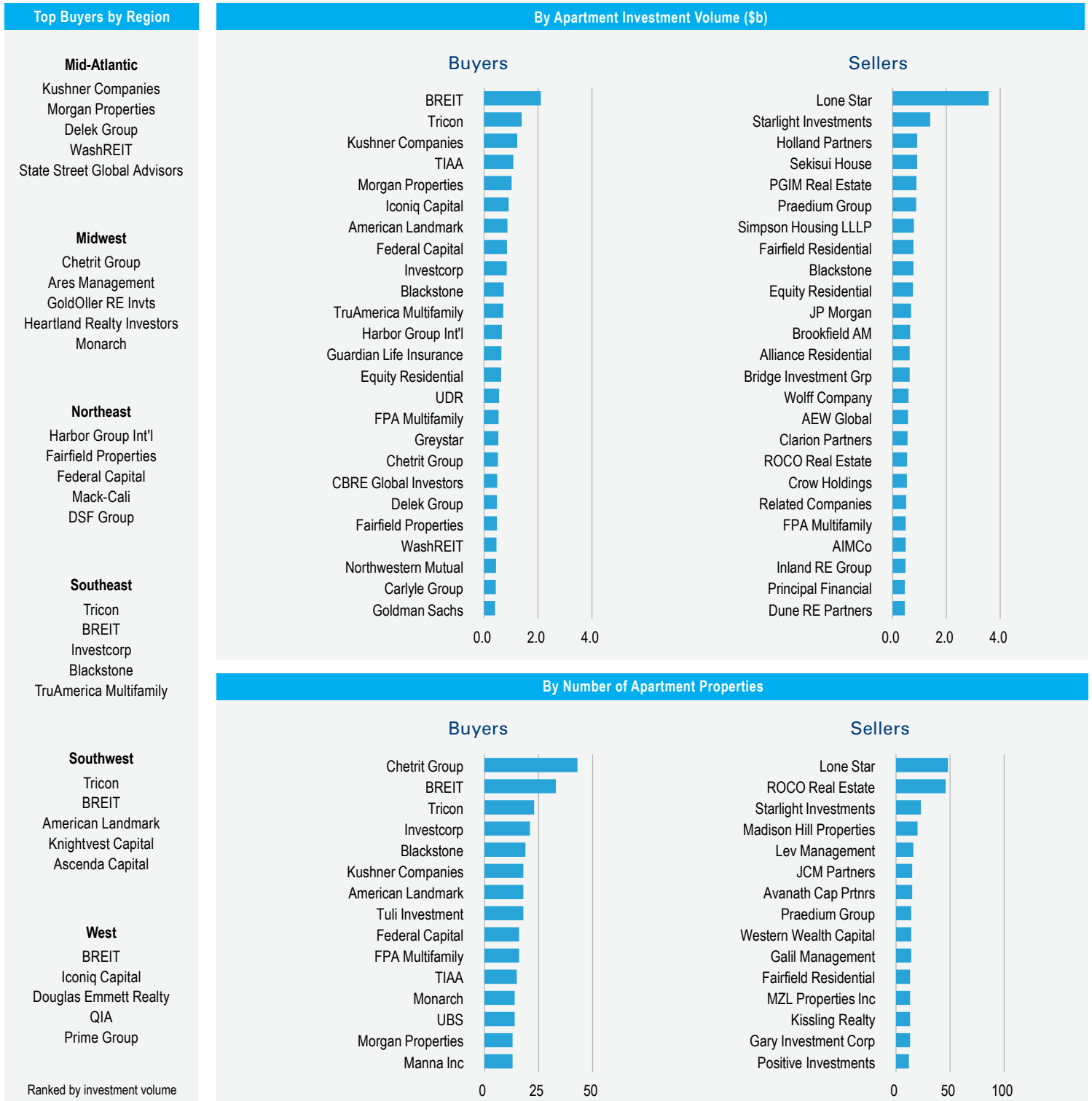
| 2014 | 2018 | H1'19 | Market         | Sales Volume (\$m) | YOY  |
|------|------|-------|----------------|--------------------|------|
| 3    | 1    | 1     | Dallas         | 4,681              | 15%  |
| 9    | 7    | 2     | Phoenix        | 4,024              | 35%  |
| 2    | 2    | 3     | Los Angeles    | 3,926              | -8%  |
| 4    | 5    | 4     | Atlanta        | 3,638              | 17%  |
| 5    | 3    | 5     | Houston        | 3,228              | -1%  |
| 7    | 10   | 6     | Seattle        | 2,807              | 46%  |
| 28   | 12   | 7     | DC VA burbs    | 2,545              | 66%  |
| 1    | 4    | 8     | Manhattan      | 2,297              | -21% |
| 12   | 11   | 9     | Austin         | 2,222              | 41%  |
| 6    | 6    | 10    | NYC Boroughs   | 2,157              | -31% |
| 8    | 8    | 11    | Denver         | 2,060              | 18%  |
| 24   | 18   | 12    | Philadelphia   | 1,863              | 92%  |
| 26   | 17   | 13    | Charlotte      | 1,809              | 57%  |
| 23   | 22   | 14    | Boston         | 1,733              | 120% |
| 19   | 15   | 15    | Tampa          | 1,683              | 51%  |
| 11   | 9    | 16    | Chicago        | 1,642              | -13% |
| 33   | 23   | 17    | Las Vegas      | 1,603              | 47%  |
| 18   | 14   | 18    | Orlando        | 1,553              | -10% |
| 30   | 34   | 19    | Baltimore      | 1,552              | 246% |
| 15   | 26   | 20    | San Diego      | 1,138              | 32%  |
| 17   | 21   | 21    | No NJ          | 1,119              | -22% |
| 21   | 16   | 22    | DC MD burbs    | 1,116              | -24% |
| 27   | 20   | 23    | San Antonio    | 957                | -7%  |
| 31   | 24   | 24    | Inland Empire  | 957                | 52%  |
| 13   | 13   | 25    | Raleigh/Durham | 897                | -20% |

Markets in orange denote record high H1 volume in H1'19

# Market Table | All Apartment

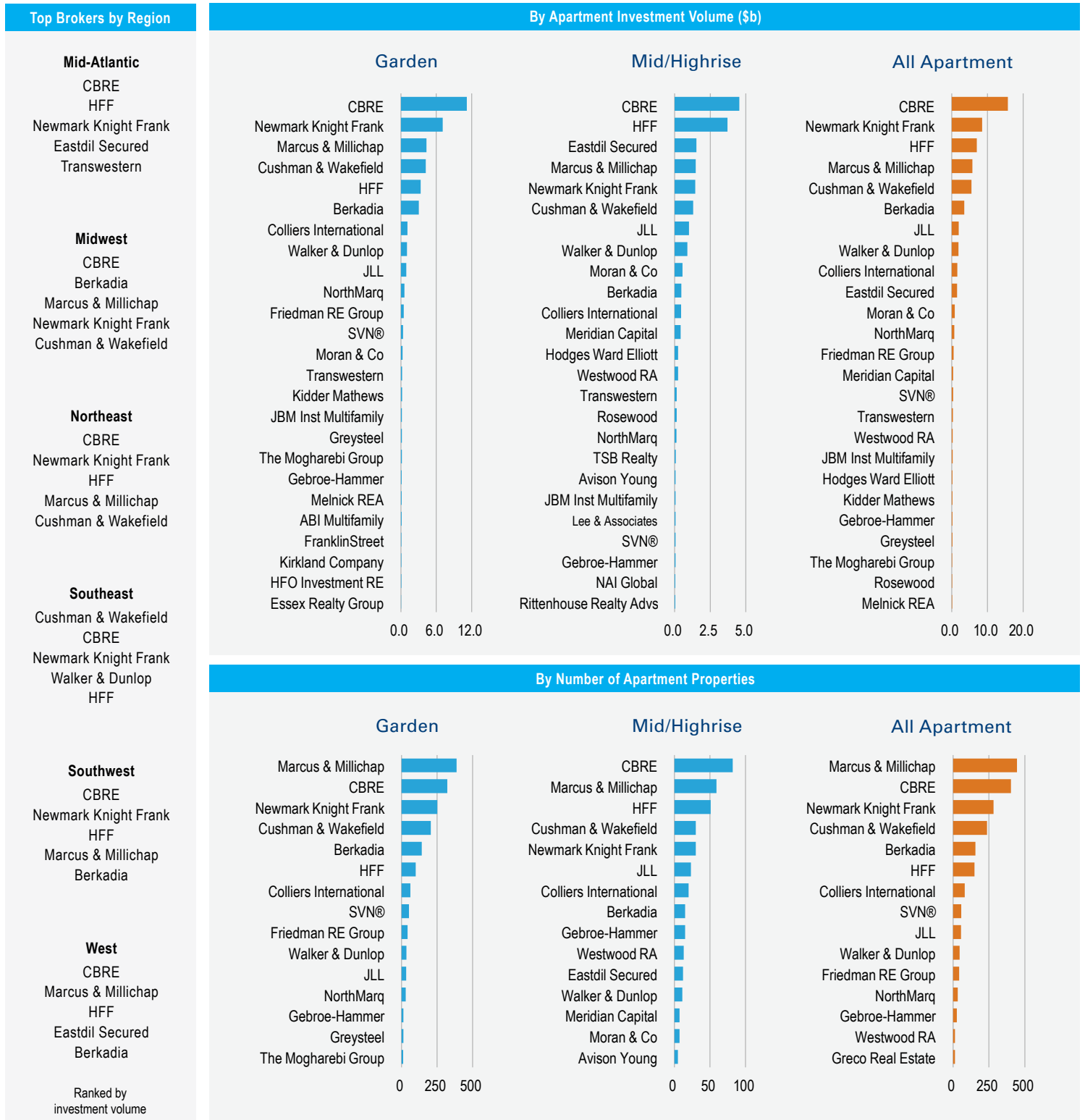
| All Apartment Transactions Reported Closed |                       | Volume          |            |              |               | Pricing        |                |                  |             |             |              |
|--|-----------------------|-----------------|------------|--------------|---------------|----------------|----------------|------------------|-------------|-------------|--------------|
| H1'19                                      |                       | Vol (\$m)       | YOY Change | # Props      | YOY Change    | Price Per Unit |                |                  | Cap Rate    |             |              |
|  |                       |                 |            |              |               | Low            | Avg            | High             | Low         | Avg         | High         |
| Mid-Atlantic                               | Baltimore             | 1,552.2         | 246%       | 35           | 75%           | 76,087         | 138,905        | 250,397          | 4.9%        | 6.2%        | 6.9%         |
|  | DC                    | 397.2           | -20%       | 31           | 55%           | 97,474         | 211,440        | 432,515          | 5.2%        | 5.5%        | 5.9%         |
|  | DC MD burbs           | 1,116.4         | -24%       | 29           | -26%          | 88,072         | 167,590        | 282,787          | 5.1%        | 5.9%        | 6.4%         |
|  | DC VA burbs           | 2,544.7         | 66%        | 38           | 58%           | 66,319         | 244,877        | 575,000          | 3.7%        | 5.3%        | 7.4%         |
|  | Philadelphia          | 1,863.1         | 92%        | 60           | 28%           | 40,003         | 175,729        | 610,500          | 4.9%        | 5.9%        | 7.2%         |
|  | Pittsburgh            | 327.6           | 101%       | 13           | 18%           | 50,757         | 177,647        | 253,540          | 5.1%        | 5.9%        | 6.8%         |
|  | Richmond/Norfolk      | 712.7           | 72%        | 30           | 0%            | 23,240         | 120,741        | 357,895          | 5.5%        | 6.2%        | 7.1%         |
|  | Tertiary Mid-Atlantic | 782.9           | 19%        | 58           | 26%           | 24,512         | 110,505        | 372,917          | 4.5%        | 5.9%        | 7.0%         |
|  | <b>Total</b>          | <b>9,296.8</b>  | <b>51%</b> | <b>294</b>   | <b>24%</b>    | <b>23,240</b>  | <b>174,016</b> | <b>610,500</b>   | <b>3.7%</b> | <b>5.9%</b> | <b>7.4%</b>  |
| Midwest                                    | Chicago               | 1,641.9         | -13%       | 77           | -6%           | 55,156         | 195,464        | 535,861          | 4.0%        | 5.7%        | 7.2%         |
|  | Cincinnati            | 341.2           | 33%        | 27           | 35%           | 14,272         | 74,417         | 188,333          | 5.7%        | 6.6%        | 9.1%         |
|  | Cleveland             | 219.8           | -10%       | 11           | -15%          | 31,975         | 43,277         | 57,950           | 5.5%        | 6.7%        | 8.9%         |
|  | Columbus              | 355.4           | -39%       | 17           | -32%          | 34,722         | 98,728         | 253,518          | 5.8%        | 6.7%        | 8.6%         |
|  | Detroit               | 192.4           | 18%        | 13           | -24%          | 19,207         | 89,558         | 204,762          | 5.4%        | 6.8%        | 8.7%         |
|  | Indianapolis          | 373.2           | -23%       | 26           | -13%          | 47,244         | 78,591         | 141,438          | 5.4%        | 6.2%        | 7.6%         |
|  | Kansas City           | 473.8           | 99%        | 29           | 81%           | 36,486         | 104,996        | 179,933          | 4.5%        | 5.4%        | 6.3%         |
|  | Minneapolis           | 484.0           | -4%        | 39           | -22%          | 34,570         | 140,676        | 304,598          | 5.1%        | 5.7%        | 6.5%         |
|  | St Louis              | 389.3           | -39%       | 23           | -30%          | 23,416         | 79,443         | 310,667          | 6.1%        | 6.9%        | 9.3%         |
|  | Tertiary Midwest      | 1,573.4         | 2%         | 170          | 13%           | 11,276         | 74,568         | 557,143          | 4.3%        | 6.3%        | 8.0%         |
| <b>Total</b>                               | <b>6,044.4</b>        | <b>-7%</b>      | <b>432</b> | <b>-1%</b>   | <b>11,276</b> | <b>107,464</b> | <b>557,143</b> | <b>4.0%</b>      | <b>6.2%</b> | <b>9.3%</b> |              |
| Northeast                                  | Boston                | 1,732.8         | 120%       | 39           | -3%           | 127,353        | 343,680        | 806,452          | 3.9%        | 5.0%        | 6.3%         |
|  | Hartford              | 110.5           | -21%       | 12           | -8%           | 83,333         | 112,330        | 126,542          | 4.9%        | 6.3%        | 7.6%         |
|  | Long Island           | 627.0           | 800%       | 10           | 67%           | 243,534        | 374,022        | 515,629          |             |             |              |
|  | Manhattan             | 2,296.9         | -21%       | 85           | -26%          | 43,796         | 599,062        | 3,370,215        | 3.8%        | 4.5%        | 5.3%         |
|  | No NJ                 | 1,118.7         | -22%       | 83           | -61%          | 77,451         | 267,979        | 699,867          | 3.3%        | 5.4%        | 7.4%         |
|  | NYC Boroughs          | 2,156.8         | -31%       | 121          | -35%          | 131,400        | 326,434        | 1,356,364        | 3.5%        | 5.0%        | 7.0%         |
|  | Stamford              | 132.1           | 1%         | 6            | 20%           | 89,545         | 289,493        | 458,716          | 4.1%        | 4.5%        | 4.9%         |
|  | Westchester           | 257.1           | -24%       | 18           | -10%          | 93,750         | 270,950        | 464,506          | 4.6%        | 5.8%        | 6.9%         |
|  | Tertiary Northeast    | 1,076.8         | 21%        | 67           | 2%            | 4,859          | 145,886        | 450,000          | 4.8%        | 6.2%        | 8.7%         |
|  | <b>Total</b>          | <b>9,508.5</b>  | <b>-3%</b> | <b>441</b>   | <b>-34%</b>   | <b>4,859</b>   | <b>308,976</b> | <b>3,370,215</b> | <b>3.3%</b> | <b>5.4%</b> | <b>8.7%</b>  |
| Southeast                                  | Atlanta               | 3,638.4         | 17%        | 129          | 10%           | 16,432         | 121,423        | 298,423          | 4.3%        | 5.5%        | 6.9%         |
|  | Broward               | 541.8           | -2%        | 17           | -26%          | 103,409        | 215,447        | 345,178          | 4.3%        | 5.4%        | 6.1%         |
|  | Charlotte             | 1,809.0         | 57%        | 52           | 11%           | 48,969         | 157,572        | 288,393          | 5.5%        | 5.8%        | 6.2%         |
|  | Jacksonville          | 585.2           | 7%         | 26           | -4%           | 34,807         | 106,039        | 211,333          | 5.3%        | 6.0%        | 6.8%         |
|  | Memphis               | 309.5           | 10%        | 17           | 21%           | 39,107         | 103,888        | 194,853          | 6.9%        | 7.0%        | 7.2%         |
|  | Miami                 | 681.0           | 39%        | 51           | 11%           | 31,373         | 224,520        | 679,943          | 4.7%        | 5.4%        | 6.3%         |
|  | Nashville             | 724.6           | 4%         | 26           | 4%            | 58,510         | 142,376        | 475,000          | 4.9%        | 5.6%        | 6.5%         |
|  | Orlando               | 1,552.6         | -10%       | 36           | -18%          | 44,688         | 164,672        | 256,250          | 4.2%        | 5.3%        | 6.6%         |
|  | Palm Beach            | 431.3           | -53%       | 15           | -38%          | 75,463         | 186,247        | 378,182          | 4.9%        | 5.8%        | 7.1%         |
|  | Raleigh/Durham        | 897.1           | -20%       | 35           | 6%            | 28,667         | 135,561        | 550,000          | 4.9%        | 5.1%        | 5.3%         |
|  | Tampa                 | 1,683.0         | 51%        | 48           | 17%           | 60,345         | 156,329        | 326,389          | 4.3%        | 5.5%        | 7.0%         |
|  | Tertiary Southeast    | 5,515.1         | 8%         | 376          | 0%            | 18,919         | 88,844         | 445,319          | 4.3%        | 6.1%        | 7.1%         |
|  | <b>Total</b>          | <b>18,368.7</b> | <b>9%</b>  | <b>828</b>   | <b>1%</b>     | <b>16,432</b>  | <b>121,963</b> | <b>679,943</b>   | <b>4.2%</b> | <b>5.7%</b> | <b>7.2%</b>  |
| Southwest                                  | Austin                | 2,221.9         | 41%        | 57           | 14%           | 93,155         | 178,520        | 642,857          | 4.8%        | 5.4%        | 6.5%         |
|  | Dallas                | 4,681.0         | 15%        | 165          | -15%          | 44,444         | 136,206        | 286,184          | 4.1%        | 5.8%        | 7.4%         |
|  | Denver                | 2,060.0         | 18%        | 73           | 1%            | 79,167         | 247,413        | 525,043          | 5.1%        | 5.5%        | 6.5%         |
|  | Houston               | 3,228.4         | -1%        | 115          | -7%           | 35,235         | 121,918        | 493,333          | 3.5%        | 6.0%        | 7.6%         |
|  | Phoenix               | 4,023.6         | 35%        | 138          | 34%           | 33,129         | 156,535        | 322,740          | 3.2%        | 5.1%        | 7.9%         |
|  | San Antonio           | 957.3           | -7%        | 54           | 17%           | 55,114         | 87,887         | 225,000          | 5.0%        | 6.2%        | 8.2%         |
|  | Tertiary Southwest    | 2,491.1         | -9%        | 174          | -23%          | 18,260         | 98,987         | 304,167          | 4.0%        | 6.2%        | 8.2%         |
|  | <b>Total</b>          | <b>19,663.2</b> | <b>13%</b> | <b>776</b>   | <b>-4%</b>    | <b>18,260</b>  | <b>146,489</b> | <b>642,857</b>   | <b>3.2%</b> | <b>5.7%</b> | <b>8.2%</b>  |
| West                                       | East Bay              | 734.1           | 8%         | 50           | 9%            | 123,750        | 284,478        | 667,895          | 4.5%        | 5.4%        | 6.9%         |
|  | Inland Empire         | 956.7           | 52%        | 34           | 13%           | 58,333         | 210,016        | 373,077          | 4.1%        | 5.0%        | 5.7%         |
|  | Las Vegas             | 1,602.8         | 47%        | 41           | 5%            | 40,264         | 150,567        | 232,021          | 5.0%        | 5.6%        | 6.0%         |
|  | Los Angeles           | 3,926.4         | -8%        | 341          | -9%           | 65,530         | 328,672        | 1,666,667        | 2.7%        | 4.7%        | 10.0%        |
|  | Orange Co             | 474.2           | -48%       | 32           | -37%          | 170,588        | 271,315        | 500,500          | 3.5%        | 4.3%        | 5.0%         |
|  | Portland              | 748.2           | 11%        | 54           | 0%            | 89,286         | 204,756        | 336,228          | 4.0%        | 5.3%        | 7.0%         |
|  | Sacramento            | 526.7           | -19%       | 38           | -22%          | 71,429         | 156,337        | 382,857          | 4.3%        | 5.2%        | 6.7%         |
|  | Salt Lake City        | 532.6           | -13%       | 27           | 8%            | 69,792         | 259,323        | 350,000          | 5.0%        | 5.5%        | 6.6%         |
|  | San Diego             | 1,137.9         | 32%        | 70           | 21%           | 125,000        | 295,029        | 666,176          | 3.5%        | 4.6%        | 6.1%         |
|  | San Francisco         | 867.7           | 12%        | 48           | -27%          | 154,545        | 569,800        | 960,815          | 3.5%        | 4.2%        | 4.9%         |
|  | San Jose              | 887.7           | 91%        | 24           | -8%           | 157,500        | 462,173        | 661,765          | 4.0%        | 4.9%        | 5.7%         |
|  | Seattle               | 2,807.3         | 46%        | 97           | -17%          | 60,011         | 270,769        | 493,794          | 2.6%        | 4.6%        | 5.9%         |
|  | Tertiary West         | 2,199.9         | -6%        | 162          | 7%            | 37,634         | 146,877        | 750,000          | 4.3%        | 6.2%        | 12.5%        |
|  | <b>Total</b>          | <b>17,402.4</b> | <b>10%</b> | <b>1,018</b> | <b>-6%</b>    | <b>37,634</b>  | <b>241,029</b> | <b>1,666,667</b> | <b>2.6%</b> | <b>5.0%</b> | <b>12.5%</b> |
| <b>Total</b>                               | <b>Total US</b>       | <b>80,471.6</b> | <b>11%</b> | <b>3,803</b> | <b>-6%</b>    | <b>4,859</b>   | <b>165,161</b> | <b>3,370,215</b> | <b>2.6%</b> | <b>5.6%</b> | <b>12.5%</b> |

# Top Buyers and Sellers | H1'19



**Methodology:** Rankings are based on the pro-rated share of the total property or portfolio value. In the case of joint ventures, full credit is assigned to each investor. For more information please visit the RCA website.

# Top Brokers | H1'19



**Methodology:** Full credit assigned to each broker when multiple brokers involved. For partial-interest, volume is based on the pro-rated share of the total property or portfolio value. Based on sell-side representation. The transaction volume of brokerage firms that have merged are left unconsolidated before the merger date and are attributed to the surviving or newly formed company after the merger date. For more information please visit the RCA website.

# Top Deals | H1'19

## Property Sales

| Property | Location                | Size               | Type        | Volume (\$m) <sup>Δ</sup> | \$/unit | Buyer     | Seller                                   |                                      |
|----------|-------------------------|--------------------|-------------|---------------------------|---------|-----------|--|--------------------------------------|
| 1        | The Glendon             | Los Angeles, CA    | 350 units   | APT                       | 365.0   | 1,042,952 | Douglas Emmett Realty JV QIA             | Clarion Partners                     |
| 2        | Jasper Rincon Hill      | San Francisco, CA  | 319 units   | APT                       | 306.5   | 960,815   | Northwestern Mutual                      | Crescent Heights                     |
| 3        | Union Denver            | Denver, CO         | 579 units   | APT                       | 304.0   | 525,043   | Iconiq Capital                           | Holland Partners JV Sekisui House    |
| 4        | Soho Lofts              | Jersey City, NJ    | 377 units   | APT                       | 263.9   | 699,867   | Mack-Cali                                | AEW Global JV Manhattan Bldg Co      |
| 5        | Truffles Tribeca        | New York, NY       | 291 units   | APT                       | 258.0   | 886,598   | Related Companies                        | Jack Parker Corp                     |
| 6        | Domain                  | San Jose, CA       | 444 units   | APT                       | 255.5   | 575,450   | Prime Group                              | Equity Resi JV Northwestern Mutual   |
| 7        | The Hub                 | Brooklyn, NY       | 750 units   | APT                       | 253.0 * | 544,000   | JP Morgan                                | Steiner Equities                     |
| 8        | Ritz Plaza              | New York, NY       | 479 units   | APT                       | 250.1 * | 779,152   | Carlyle Group                            | CDPQ                                 |
| 9        | Archstone Chelsea       | New York, NY       | 266 units   | APT                       | 240.0   | 902,256   | Greystar                                 | Equity Residential                   |
| 10       | Aura Pentagon City      | Arlington, VA      | 534 units   | APT                       | 228.0   | 426,966   | Polinger Co JV State Street Global Advs  | UBS JV Paradigm Companies            |
| 11       | Jefferson Hills         | Framingham, MA     | 1,020 units | APT                       | 227.1   | 222,598   | DSF Group                                | Blackstone                           |
| 12       | 1760 Third Avenue       | New York, NY       | 506 units   | APT                       | 212.5   | 419,960   | 60 Guilders JV The Feil Organization     | Chetrit Group                        |
| 13       | Aqua                    | Chicago, IL        | 474 units   | APT                       | 190.5 * | 535,861   | Ares Management                          | JP Morgan                            |
| 14       | Monarc at Met           | Miami, FL          | 462 units   | APT                       | 184.5   | 399,351   | Newport Office Center VI LLC             | ZOM Resi JV LeFrak Organization      |
| 15       | The Lex                 | San Jose, CA       | 386 units   | APT                       | 180.5   | 467,617   | Equity Residential                       | Roem Corporation JV PGIM Real Estate |
| 16       | WREN                    | Los Angeles, CA    | 362 units   | APT                       | 180.1   | 497,514   | Solon Mack Capital                       | Capri JV Mack Urban                  |
| 17       | 4th West Apartments     | Salt Lake City, UT | 493 units   | APT                       | -       | -         | Oakmont Properties                       | Salt Development                     |
| 18       | The Colony at the Lakes | West Covina, CA    | 450 units   | APT                       | 171.5   | 381,111   | Heitman                                  | UBS                                  |
| 19       | CityView at Longwood    | Boston, MA         | 296 units   | APT                       | 165.3   | 558,277   | Jefferson Apt Group JV LaSalle           | Equity Residential                   |
| 20       | Modera Hudson Rivers    | Yonkers, NY        | 324 units   | APT                       | 150.5   | 464,506   | JRK Asset Management                     | Mill Creek Resi JV PGIM Real Estate  |
| 21       | Allanza At The Lakes    | Las Vegas, NV      | 896 units   | APT                       | 150.5   | 167,946   | TruAmerica Multifam JV Guardian Life Ins | C-III Investment Mgmt                |
| 22       | The Harlo               | Boston, MA         | 212 units   | APT                       | 150.0   | 707,626   | Invesco                                  | PGIM Real Estate JV Skanska AB       |
| 23       | Mission Gorge East      | San Diego, CA      | 374 units   | APT                       | 149.0   | 398,396   | R&V Management Corp                      | Carlyle Group JV The Hanover Co      |
| 24       | Drexelbrook             | Drexel Hill, PA    | 1,223 units | APT                       | 145.0   | 118,561   | Drexelbrook 2019 LLC                     | L William Kay                        |
| 25       | The Mill At Mill Creek  | Mill Creek, WA     | 570 units   | APT                       | 142.0   | 249,123   | Sack Properties                          | Blackstone                           |

## Portfolio Sales

| Buyer | Seller                                  | Location                             | # Props         | Type | Volume (\$m) <sup>Δ</sup> |         |
|-------|---|--------------------------------------|-----------------|------|---------------------------|---------|
| 1     | Tricon                                  | Starlight Investments                | Multiple, USA   | 23   | APT                       | 1,400.0 |
| 2     | Kushner Companies                       | Lone Star                            | Mid-Atlantic    | 16   | APT                       | 1,133.3 |
| 3     | Morgan Properties                       | Lone Star                            | Mid-Atlantic    | 10   | APT                       | 874.0   |
| 4     | TIAA                                    | Simpson Housing LLLP                 | Multiple, USA   | 10   | APT                       | 794.0   |
| 5     | BREIT                                   | Praedium Group                       | Multiple, USA   | 12   | APT                       | 738.2   |
| 6     | Chetrit Group                           | ROCO Real Estate                     | Multiple, USA   | 43   | APT                       | 514.7   |
| 7     | Delek Group                             | Lone Star                            | Multipe, MD     | 5    | APT                       | 479.0   |
| 8     | Fairfield Properties JV Federal Capital | Lone Star                            | Long Island     | 7    | APT                       | 472.5   |
| 9     | WashREIT                                | Pantzer Props JV Dune RE Partners LP | Mid-Atlantic    | 7    | APT                       | 458.9   |
| 10    | Iconiq Capital OBO                      | Holland Partners JV Sekisui House    | Los Angeles, CA | 2    | APT                       | 403.1   |

<sup>Δ</sup> When prices are not known, estimated prices are used in the ranking but are not shown. Volume is adjusted pro-rata for partial interests although \$/unit reflects 100% valuation.

\* Partial interest \*\* Forward sale

The number of buyers or sellers shown on a deal is truncated to two. For full deal and player information go to the RCA website.



# Selected Recent Transactions



RESA at Tyber Place, Washington, DC



City Walk, Woodbury, MN

| Property Name<br>Address<br>Location                                       | Units<br>Year Built<br>Notes       | Price<br>\$/Unit<br>Qualifier                    | Owner/Buyer<br>Seller<br>Broker  |
|--|------------------------------------|--|--|
| <b>Mid-Atlantic</b>  |                                    |  |  |
| <b>RESA at Tyber Place</b><br>22 M St<br>Washington, DC                    | <b>326</b><br>2018<br>Mid/Highrise | <b>\$141,000,000</b><br>\$432,515<br>approximate | <b>O</b> Northwestern Mutual from <b>S</b> Skanska USA<br>by <b>↔</b> HFF  |
| <b>The Point at Alexandria</b><br>205 Century Pl<br>Alexandria, VA         | <b>532</b><br>1989<br>Mid/Highrise | <b>\$120,580,000</b><br>\$226,654<br>confirmed   | <b>O</b> WashREIT from <b>S</b> Pantzer Properties JV<br>Dune Real Estate Partners LP JV Malkin Properties<br>JV Principal Global Investors by <b>↔</b> CBRE |
| <b>Edgewater</b><br>2323 Race St<br>Philadelphia, PA                       | <b>286</b><br>2005<br>Mid/Highrise | <b>\$117,900,000</b><br>\$412,238<br>approximate | <b>O</b> Federal Capital from <b>S</b> JP Morgan Asset<br>Management by <b>↔</b> Newmark Knight Frank  |
| <b>Marchwood</b><br>105 Coach Ln<br>Exton, PA                              | <b>504</b><br>1971<br>Garden       | <b>\$82,000,000</b><br>\$162,698<br>confirmed    | <b>O</b> Morgan Properties from <b>S</b> BET Investments<br>by <b>↔</b> Newmark Knight Frank   |
| <b>The Point at Dulles</b><br>13690 Legacy Cir<br>Herndon, VA              | <b>328</b><br>2000<br>Garden       | <b>\$81,414,000</b><br>\$248,213<br>confirmed    | <b>O</b> WashREIT from <b>S</b> Pantzer Properties JV<br>Dune Real Estate Partners LP JV Malkin Properties<br>JV Principal Global Investors by <b>↔</b> CBRE |
| <b>Midwest</b>   |                                    |  |  |
| <b>Twin Lake Towers</b><br>816 S Adams St<br>Westmont, IL                  | <b>399</b><br>1969<br>Garden       | <b>\$78,999,999</b><br>\$197,995<br>confirmed    | <b>O</b> F&F Realty Ltd from <b>S</b> Aimco by <b>↔</b> CBRE   |
| <b>The Crossing</b><br>7831 NW Roanridge Rd<br>Kansas City, MO             | <b>624</b><br>1997<br>Garden       | <b>\$64,500,000</b><br>\$103,365<br>confirmed    | <b>O</b> BH Equities JV L5 RE Investments JV Odyssey<br>Properties from <b>S</b> GoldOller RE Invts JV The<br>Family Office by <b>↔</b> CBRE                 |
| <b>City Walk</b><br>10225 City Walk Dr<br>Woodbury, MN                     | <b>245</b><br>2011<br>Mid/Highrise | <b>\$55,707,000</b><br>\$227,376<br>confirmed    | <b>O</b> The Connor Group from <b>S</b> LeCesse Dev Corp<br>by <b>↔</b> CBRE   |
| <b>Copper Chase at Stone Crossings</b><br>2345 Thorium Dr<br>Greenwood, IN | <b>296</b><br>2009<br>Garden       | <b>\$39,500,000</b><br>\$133,446<br>confirmed    | <b>O</b> Legacy RE Dev from <b>S</b> Herman & Kittle Props<br>by <b>↔</b> CBRE   |
| <b>The Finn Apartments</b><br>5370 Knoll Creek Dr<br>Hazelwood, MO         | <b>608</b><br>1980<br>Garden       | <b>\$34,225,000</b><br>\$56,291<br>confirmed     | <b>O</b> Timberland Partners from <b>S</b> C-III Investment<br>Mgmt by <b>↔</b> CBRE   |
| <b>Northeast</b>   |                                    |  |  |
| <b>CityView at Longwood</b><br>75 Alphonsus St<br>Boston, MA               | <b>296</b><br>1969<br>Mid/Highrise | <b>\$165,250,000</b><br>\$558,277<br>confirmed   | <b>O</b> Jefferson Apt Group JV LaSalle Investment from<br><b>S</b> Equity Residential by <b>↔</b> Walker & Dunlop   |
| <b>Rocket Lofts</b><br>98-106 South 4th St<br>Brooklyn, NY                 | <b>75</b><br>1910<br>Mid/Highrise  | <b>\$60,950,000</b><br>\$813,222<br>approximate  | <b>O</b> Holterbosch Family from <b>S</b> Meadow Partners<br>by <b>↔</b> Hodges Ward Elliott   |
| <b>New Providence Gardens</b><br>43 Gales Dr<br>New Providence, NJ         | <b>232</b><br>1951<br>Garden       | <b>\$58,500,000</b><br>\$252,155<br>confirmed    | <b>O</b> Pacific Urban from <b>S</b> Madison Hill Properties<br>by <b>↔</b> Gebroe-Hammer  |
| <b>Bristol Station</b><br>90 Bristol Station Ct<br>Carteret, NJ            | <b>288</b><br>2009<br>Mid/Highrise | <b>\$57,000,000</b><br>\$197,917<br>approximate  | <b>O</b> Cammeby's from <b>S</b> Rieder Holdings LLC JV<br>Read Property Group by <b>↔</b> HFF   |
| <b>Baypointe Apartments</b><br>112 Southfield Ave<br>Stamford, CT          | <b>109</b><br>2017<br>Mid/Highrise | <b>\$50,000,000</b><br>\$458,716<br>approximate  | <b>O</b> East Prospect Properties LLC from <b>S</b><br>Belpointe JV Stillwater Inv Mgmt  |

# Selected Recent Transactions



Lake Vista Apartments, Loveland, CO



The Lex, San Jose, CA

| Property Name<br>Address<br>Location                                      | Units<br>Year Built<br>Notes       | Price<br>\$/Unit<br>Qualifier                    | <span style="color: orange;">O</span> Owner/Buyer<br><span style="color: red;">S</span> Seller<br><span style="color: blue;">↔</span> Broker   |
|---|------------------------------------|--|--|
| <b>Southeast</b>  |                                    |  |  |
| <b>The Gossett on Church</b><br>1201 Church St<br>Nashville, TN           | <b>367</b><br>2017<br>Mid/Highrise | <b>\$102,334,167</b><br>\$278,840<br>confirmed   | <span style="color: orange;">O</span> CBRE Capital Partners from <span style="color: red;">S</span> Pollack Shores RE Group by <span style="color: blue;">↔</span> CBRE  |
| <b>Bexley Creekside</b><br>4110 Double Creek Crossing Dr<br>Charlotte, NC | <b>494</b><br>2000<br>Garden       | <b>\$82,000,000</b><br>\$165,992<br>confirmed    | <span style="color: orange;">O</span> Pollack Shores RE Group from <span style="color: red;">S</span> Weinstein Properties by <span style="color: blue;">↔</span> CBRE   |
| <b>The Boot Ranch</b><br>1350 Seagate Dr<br>East Lake, FL                 | <b>432</b><br>1996<br>Garden       | <b>\$80,000,000</b><br>\$185,185<br>approximate  | <span style="color: orange;">O</span> Providence Management JV Capital Ocean from <span style="color: red;">S</span> IMT RE Group by <span style="color: blue;">↔</span> Walker & Dunlop   |
| <b>Lake Tivoli Apartments</b><br>851 Lake Tivoli Blvd<br>Kissimmee, FL    | <b>384</b><br>1990<br>Garden       | <b>\$67,000,000</b><br>\$174,479<br>confirmed    | <span style="color: orange;">O</span> Bridge Investment Grp from <span style="color: red;">S</span> Chandler Residential by <span style="color: blue;">↔</span> CBRE   |
| <b>Ayla on Krog</b><br>44 Krog St NE<br>Atlanta, GA                       | <b>222</b><br>2015<br>Mid/Highrise | <b>\$66,250,000</b><br>\$298,423<br>confirmed    | <span style="color: orange;">O</span> Ghitis Property Company from <span style="color: red;">S</span> Trammell Crow Res JV PGIM Real Estate by <span style="color: blue;">↔</span> Walker & Dunlop   |
| <b>Southwest</b>  |                                    |  |  |
| <b>Carter Apartments</b><br>7170 E Angus Dr<br>Scottsdale, AZ             | <b>365</b><br>2017<br>Mid/Highrise | <b>\$117,800,000</b><br>\$322,740<br>confirmed   | <span style="color: orange;">O</span> Redwood Capital Group from <span style="color: red;">S</span> JLB Partners by <span style="color: blue;">↔</span> CBRE   |
| <b>Arbour Square</b><br>14770 Orchard Pkwy<br>Westminster, CO             | <b>300</b><br>2011<br>Garden       | <b>\$80,500,000</b><br>\$268,333<br>approximate  | <span style="color: orange;">O</span> BREIT from <span style="color: red;">S</span> Inland RE Group by <span style="color: blue;">↔</span> CBRE  |
| <b>Avalon Apartments</b><br>2005 N 103rd Ave<br>Avondale, AZ              | <b>400</b><br>2018<br>Garden       | <b>\$80,000,000</b><br>\$200,000<br>confirmed    | <span style="color: orange;">O</span> Benedict Canyon Equities Inc from <span style="color: red;">S</span> Heers Family Trust  |
| <b>Monte Viejo</b><br>2220 E Beardsley Rd<br>Phoenix, AZ                  | <b>480</b><br>2004<br>Garden       | <b>\$77,500,000</b><br>\$161,458<br>confirmed    | <span style="color: orange;">O</span> BREIT by <span style="color: blue;">↔</span> IPA (Marcus & Millichap) from <span style="color: red;">S</span> ROC Bridge Partners by <span style="color: blue;">↔</span> IPA (Marcus & Millichap)          |
| <b>Lake Vista Apartments</b><br>2525 Rocky Mountain Ave<br>Loveland, CO   | <b>303</b><br>2010<br>Garden       | <b>\$74,900,000</b><br>\$247,195<br>approximate  | <span style="color: orange;">O</span> BREIT from <span style="color: red;">S</span> Inland RE Group by <span style="color: blue;">↔</span> CBRE  |
| <b>West</b>   |                                    |  |  |
| <b>The Glendon</b><br>1020 Glendon Ave<br>Los Angeles, CA                 | <b>350</b><br>2008<br>Mid/Highrise | <b>\$365,033,333</b><br>\$1,042,952<br>confirmed | <span style="color: orange;">O</span> Douglas Emmett Realty JV QIA by <span style="color: blue;">↔</span> Colliers International from <span style="color: red;">S</span> Clarion Partners by <span style="color: blue;">↔</span> Eastdil Secured |
| <b>The Lex</b><br>5568 Lexington Ave<br>San Jose, CA                      | <b>386</b><br>2017<br>Mid/Highrise | <b>\$180,500,000</b><br>\$467,617<br>approximate | <span style="color: orange;">O</span> Equity Residential from <span style="color: red;">S</span> Roem Corporation  |
| <b>The Colony at the Lakes</b><br>301 S Glendora Ave<br>West Covina, CA   | <b>450</b><br>2016<br>Mid/Highrise | <b>\$171,500,000</b><br>\$381,111<br>confirmed   | <span style="color: orange;">O</span> Heitman from <span style="color: red;">S</span> UBS Realty Investors LLC by <span style="color: blue;">↔</span> Moran & Co   |
| <b>The Mill at Mill Creek</b><br>1324 Mill Creek Blvd<br>Mill Creek, WA   | <b>570</b><br>1983<br>Garden       | <b>\$142,000,000</b><br>\$249,123<br>confirmed   | <span style="color: orange;">O</span> Sack Properties from <span style="color: red;">S</span> Blackstone by <span style="color: blue;">↔</span> HFF  |
| <b>Evolve Apartments</b><br>3140 St Rose Pkwy<br>Las Vegas, NV            | <b>426</b><br>2017<br>Garden       | <b>\$98,841,004</b><br>\$232,021<br>approximate  | <span style="color: orange;">O</span> Blackstone from <span style="color: red;">S</span> Nevada West Development   |

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