

Q4 2023 | MULTIFAMILY REPORT

SALES
LEASING
INVESTMENTS



MULTIFAMILY

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NORTHERN NEVADA



2023 Q4 Sales Volume: \$25,475,000

2023 SALES & 2024 OUTLOOK

Multi family sales volume in Q4 2023 included 3 different sales and totaled \$25,475,000 in Washoe County. An unseasonably slow Q4 capped off a year in which transaction volume was down roughly 50% from the year prior. The majority of volume in 2023 came from a handful of institutional sales in Q2 2023 and buyers in a 1031 exchange.

The lack of quality inventory on the market is keeping cap rates compressed and we expect investors to remain patient going into the beginning of 2024. As the debt market and economic uncertainty begin to sort themselves out, more buyers will start to come back into the market.

Given the economic uncertainty, tighter lending standards and higher borrowing costs; accurate and detailed underwriting continues to be as important as ever when solving for risk-adjusted returns.

RENO MULTI FAMILY RENTAL TRENDS

Average rental rates decreased \$41 from Q3 2023 to Q4 2023 to \$1,653. Overall vacancy increased to 3.09%. Interest rate increases have impacted the demand of the rental market as rents have been relatively flat the last year or so. Q4 2023 saw the largest number of concessions offered in the last 5 years at 37.27%, signaling a softening in rental demand.

2023 Sales Volume: \$438,349,401

2022 Sales Volume: \$869,004,792

Q4 2023

SALES VOLUME
\$25,475,000

OF TRANSACTIONS
3

PRICE PER DOOR
\$199,755

Q3 2023

SALES VOLUME
\$82,428,399

OF TRANSACTIONS
27

PRICE PER DOOR
\$258,536



ADDRESS	TYPE	CAP RATE	# OF UNITS	PRICE/UNIT	SALES PRICE PRICE/SF	NOTES
1675 SKY MOUNTAIN DR. RENO, NV 89523	MULTI FAMILY	N/A	324	\$234,568	\$76,000,000 \$285.94 PSF	VISTA RIDGE APARTMENTS IN NORTHWEST RENO.
4275 W 4TH ST. RENO, NV 89523	MULTI FAMILY	N/A	192	\$355,729	\$68,300,000 \$355.73 PSF	WESTLOOK APARTMENTS ON W 4TH ST IN NORTHWEST RENO.
1550-1590 SKY VALLEY DR. RENO, NV 89523	MULTI FAMILY	N/A	293	\$186,007	\$54,500,000 \$232.63 PSF	SOUTHWOOD APARTMENTS IN NORTHWEST RENO.
2300 HARVARD WAY RENO, NV 89502	MULTI FAMILY	5.15%	220	\$210,000	\$46,200,000 \$226.51 PSF	220 UNIT COMPLEX IN CENTRAL RENO PURCHASED BY NORTHLAND.
SILVER DOLLAR ESTATES RENO, NV 89506	MULTI FAMILY	N/A	104	\$375,962	\$39,100,000	104 SINGLE FAMILY HOMES IN STEAD. DEVELOPED BY DR HORTON.
1450 IDLEWILD DR. RENO, NV 89509	MULTI FAMILY	N/A	133	\$212,406	\$28,250,000	PARTIAL SALE OF VILLAGE AT IDLEWILD PARK IN OLD SOUTHWEST RENO. 133 OF THE 216 UNITS SOLD.
1224 BERRUM LN. RENO, NV 89509	MULTI FAMILY	5.90%	100	\$165,500	\$16,550,000 \$180.76 PSF	FAIRWAY PARK MANOR IN CENTRAL RENO.
5599 QUAIL MANOR CT. RENO, NV 89511	MULTI FAMILY	5.20%	56	\$258,929	\$14,500,000 \$272.86 PSF	QUAIL MEADOWS APARTMENTS IN SOUTHEAST RENO.
444 KIRMAN AVE. RENO, NV 89502	MULTI FAMILY	N/A	84	\$169,943	\$14,250,000 \$255.76 PSF	86 UNIT COMPLEX IN MIDTOWN WAS 75% OCCUPIED AT TIME OF SALE.
800 RALSTON ST. RENO, NV 89503	MULTI FAMILY	5.28%	67	\$132,836	\$8,900,000 \$150.08 PSF	5 PROPERTY PORTFOLIO WEST OF UNR.
475 GRAND CANYON BLVD. RENO, NV 89502	MULTI FAMILY	5.12%	24	\$187,500	\$4,500,000 \$377.07 PSF	24 UNIT COMPLEX IN MIDTOWN.
815-817 ORIOLE WAY INCLINE VILLAGE, NV 89451	MULTI FAMILY	N/A	8	\$486,875	\$3,895,000 \$542.78 PSF	8 UNIT COMPLEX IN INCLINE VILLAGE LAKE TAHOE.
64 PARK ST. RENO, NV 89502	MULTI FAMILY	5.00%	14	\$271,428.57	\$3,800,000 \$414.49 PSF	NEW CONSTRUCTION. 14 UNIT COMPLEX IN DOWNTOWN RENO.



Q4 2023 RENO MULTIFAMILY
AVERAGE CAP RATE

5.47%



Q4 2023 RENO MULTIFAMILY
AVERAGE P/DOOR

\$199,755



Q4 2023 RENO MULTIFAMILY
AVERAGE P/SF

\$235.64

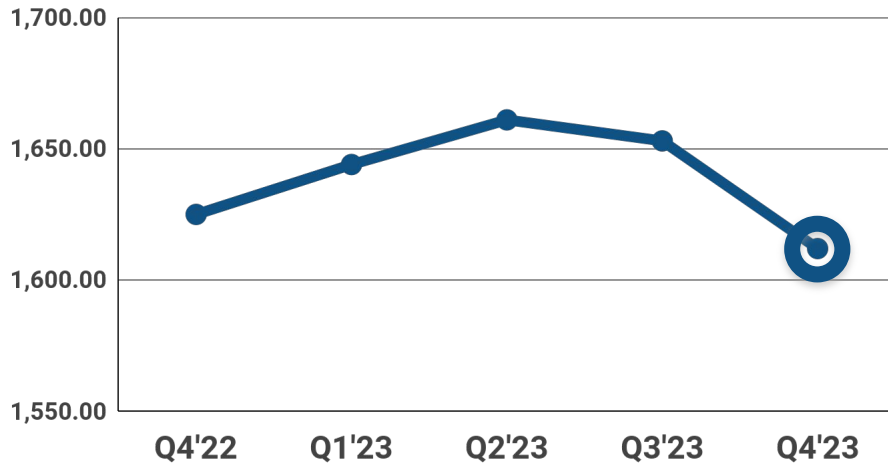


Q4 2023 RENO MULTIFAMILY
AVERAGE P/BED

\$116,553

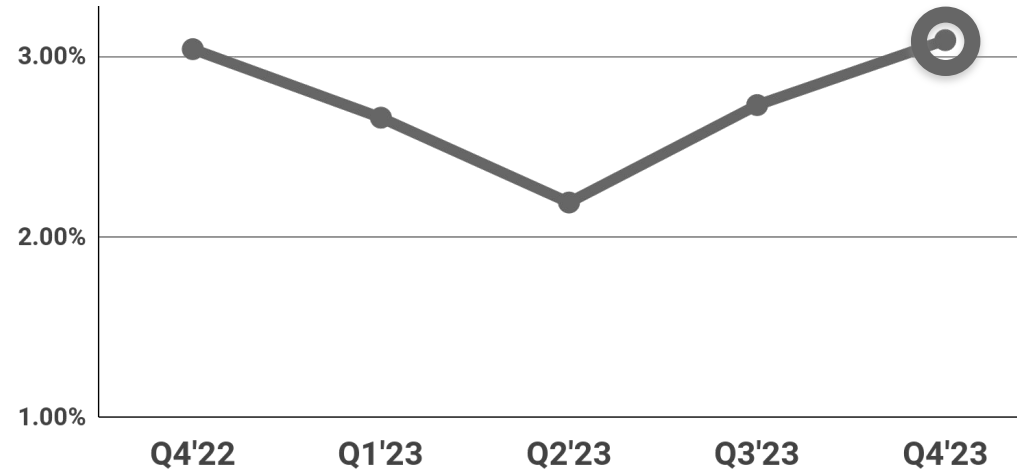
Q4 2023 Reno
Multifamily Average
Rental Rate

\$1,612



Q4 2023 Reno
Multifamily Average
Vacancy

3.09%



Reno Multifamily Construction Overview

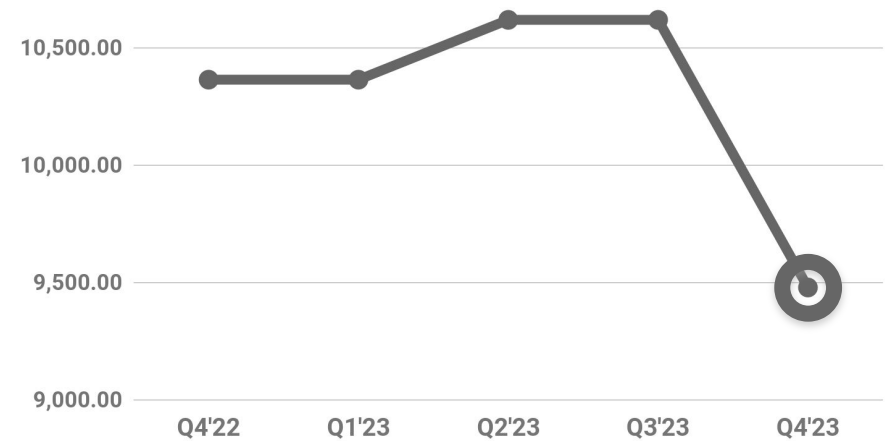
Total units planned or under construction dropped significantly from 10,620 units last quarter to 9,479 in Q4.

Lack of developable land, rising costs of capital and cost of construction continue to be the most influential factors hindering new multifamily supply.

On the demand side, job growth continues to increase as corporations expand or desire to move to the area. Nevada inbound moves have been some of the highest in the nation and affordability issues in Single Family housing push demand higher for multifamily inventory.

Reno Multifamily Average Total Units

9,479



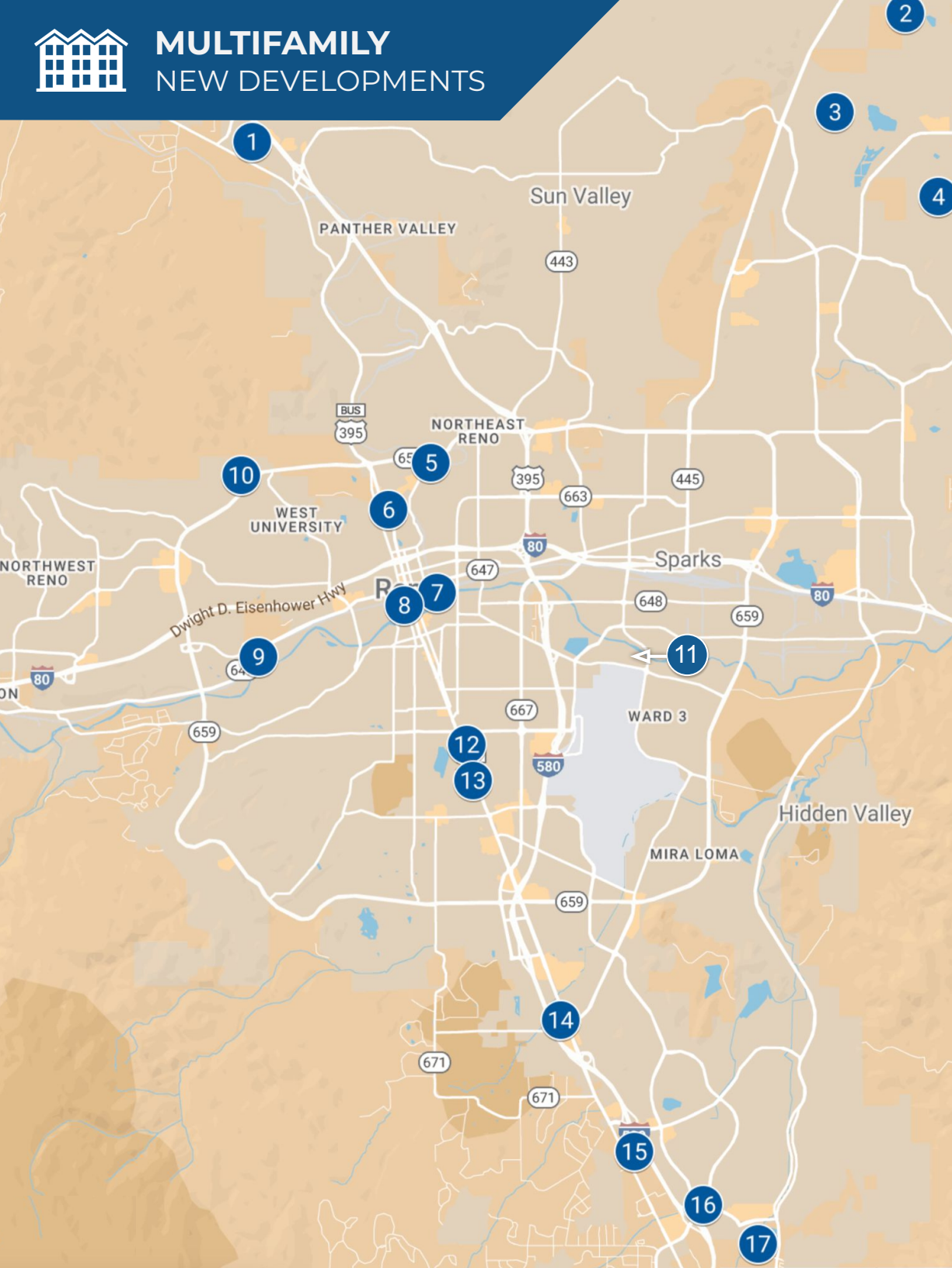
PLANNED MF CONSTRUCTION - 4,771



MF UNDER CONSTRUCTION - 4,708



MULTIFAMILY NEW DEVELOPMENTS



- 1 **Lemon Landing** - 342-units
- 2 **Stonebrook Apartments**- 396 units
- 3 **Homecoming at Kiley Ranch**- 306 units
- 4 **Rowan Apartments**- 360 units
- 5 **The Edison** - 232 units (Student Housing)
- 6 **The Dean**- 196 units (Student Housing)
- 7 **Ballpark Apartments**- 369 units
- 8 **Reno City Center**- 530 units
- 9 **The Retreat**- 283 units
- 10 **The Overlook @ Keystone Canyon** - 342 units
- 11 **The Kallan**- 242 units
- 12 **Atwood @ RED**- 359 units
- 13 **The Halcyon** - 330 units
- 14 **Elysium** - 270 units
- 15 **Integra Peaks** - 300 units
- 16 **Palomino** - 328 units
- 17 **Indigo** - 260 units

DOWNTOWN MULTIFAMILY DEVELOPMENTS

VESTA APARTMENTS

40-Unit Located in Midtown



EL CENTRO

26 studios for homeless subsidized by the HUD RAD program



CAL AVE STUDIOS

36 luxury units with modern design



RIVERSIDE APARTMENTS

34 units with ground level parking and retail space



PINE STREET TOWNHOMES

49 three-story unit tentative map with garage



HIGH STREET TOWNHOMES

16 modern spacious units



64 PARK ST

14 units



602 KUENZLI STREET

9 units with commercial space



307 PINE

12 luxury units with modern design



EDEN TOWERS

4-stories with 34-units



MAJOR DOWNTOWN RENO DEVELOPMENTS

RENO ENTERTAINMENT DISTRICT

1,300 Luxury units, 70,000+ sf of retail, 170-room Hotel, and a 2-Acre Park



245 NORTH ARLINGTON

65 units within Jacobs Entertainments' Reno Neon Line District



301 STATE

88 units



RYLAND APARTMENTS

118 units



5TH AND VINE APARTMENTS

302 units



MOD 2

69 units, five-stories



RIVERBOAT HOTEL APARTMENTS

105 studio units, one and two-bedroom units



RENO CITY CENTER

530 units, 78,500 sf of retail & 150,000 sf of office space



CANYON FLATS

158 units accommodating up to 508 students



661 LAKE STREET

475 unit student housing, 13-stories, including 5-story parking garage & 4,000 sf retail space



PARK PLACE

Five-story building with 762 beds within 267 units





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Chris has been in the commercial real estate industry since 2006 and has participated in brokering over \$650 million dollars in real estate transactions with an average transaction volume over \$6.0 million. Additionally, Chris has completed over 400 Broker Opinion of Values totaling over \$1 billion in commercial real estate valuations. His responsibilities include providing advice, execution, and investment management services to clients engaged in buying, selling, investing in, financing, or building real estate.



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Matt graduated from the University of Nevada, Reno in 2019 with a Bachelor of Science in Finance and minor in Economics. Shortly after graduation, Matt joined DCG's Investment Team, specializing in the purchase and sale of Investment Properties. His efforts include, but are not limited to, investment sales and purchase, sale-leasebacks, 1031 exchanges, joint ventures, private placements, and property underwriting. Since joining DCG, Matt has been involved in over \$200 million in transactions with an average transaction volume over \$5.3 million.

INVESTMENT SERVICES

- INVESTMENT SALES & PURCHASES
- JOINT VENTURES
- SALE-LEASEBACKS
- PRIVATE PLACEMENTS
- PROPERTY UNDERWRITING
- 1031 EXCHANGES

