Seattle Multifamily Shows Strong Demand and Rising Rents

▲ 95.4%	▲ $2,250	▲ 4,034	▲ 1,873	▼ $4.80 B	▲ (3.54%)
Occupancy Rate	Avg. Rental Rate (Unit)	Quarterly Net Absorption (Units)	Quarterly Deliveries (Units)	Trailing 12-month Transaction Volume	Trailing 12-month Change in Transaction Volume

Note: Arrows indicate change from previous quarter unless otherwise indicated.

MARKET SUMMARY

— The Seattle multifamily market closed Q2 2026 with an occupancy rate of 95.4%. This represented a 0.50% increase from 94.9% in Q1 2026.

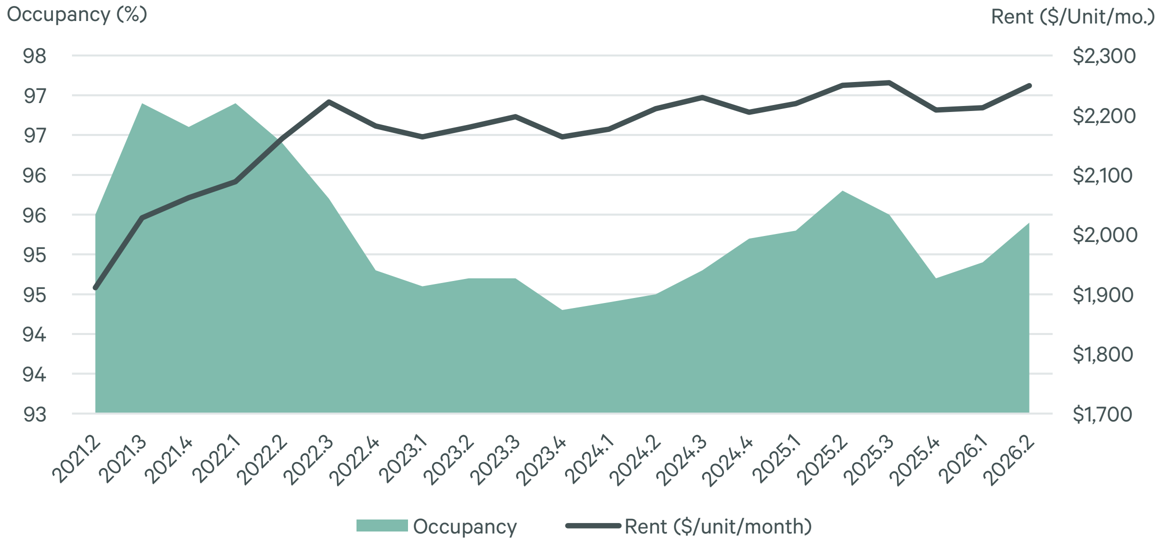
— Positive net absorption grew to 4,034 units in Q2 2026, nearly doubled from the 2,161 units of positive net absorption in Q1 2026.

— 1,873 units were delivered in Q2 2026, amounting to a total of 320 more units of new construction deliveries compared to the 1,553 units that were delivered in Q1 2026.

— The overall average rent per unit per month in Seattle ended Q2 2026 at $2,250, an increase of 1.6% quarter-over-quarter (QoQ).

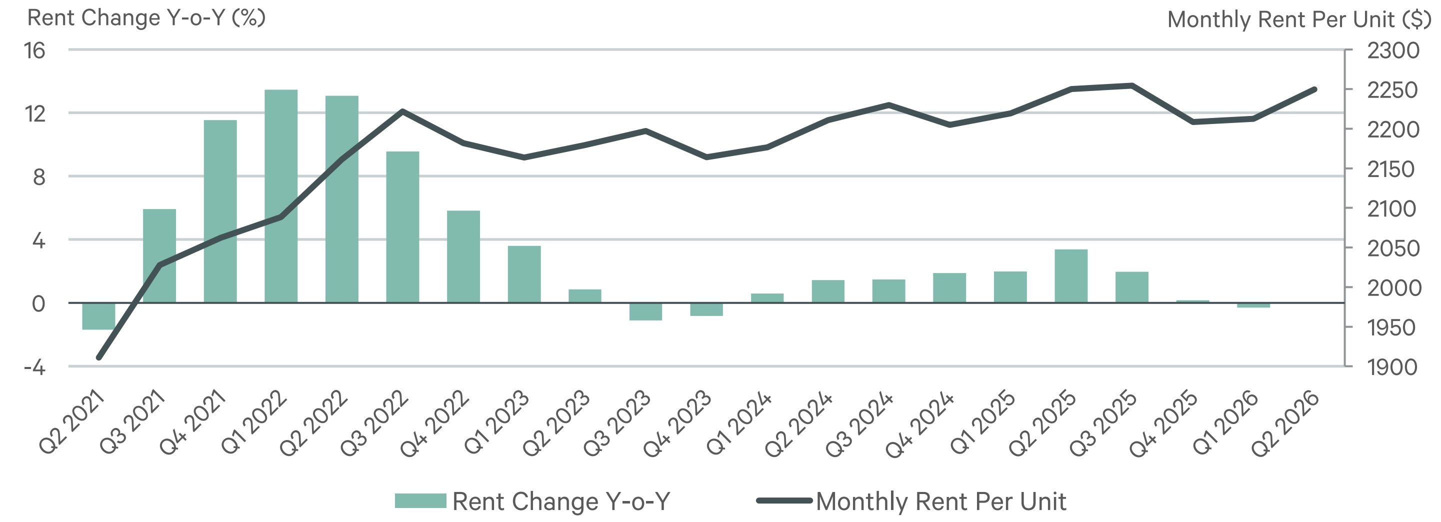
— Total multifamily investment sales in Q2 2026 amounted to $526.9 million in total volume, a moderate decrease from the $572.4 million recorded in Q1 2026.

FIGURE 1: Occupancy and Average Asking Rental Rate



Source: CBRE Research, CBRE Econometric Advisors, Q2 2026

FIGURE 2: Rent Change Year over Year

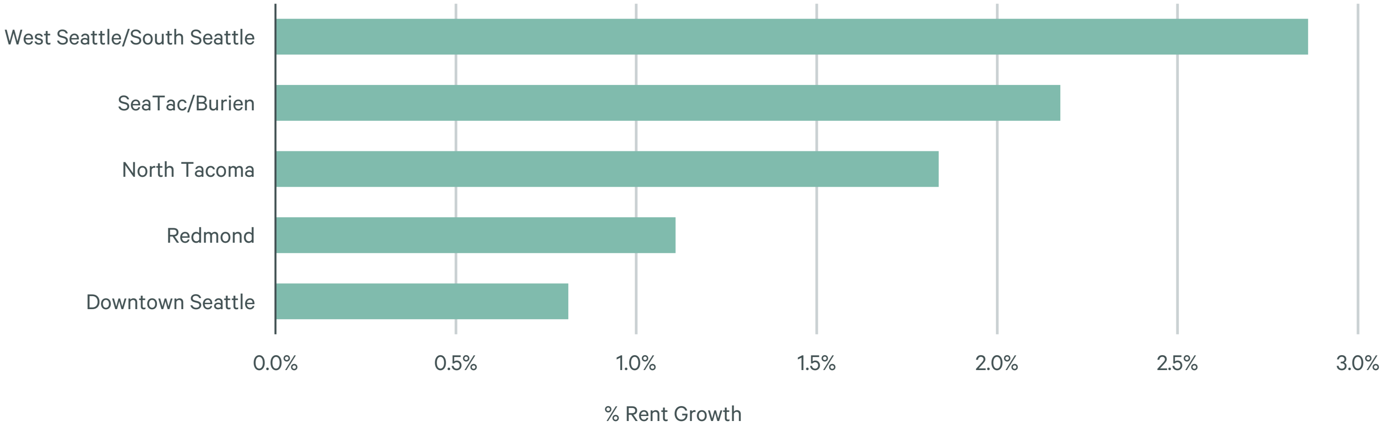


Source: CBRE Research, CBRE Econometric Advisors, Q2 2026.

Market Fundamentals

- Regional asking rents grew QoQ, increasing by roughly $37.04 per unit per month.
- YoY asking rents stayed largely flat with a drop of only $0.42 per unit per month from Q2 2025.
- The average monthly rent stood at $2,250 in Q2 2026.

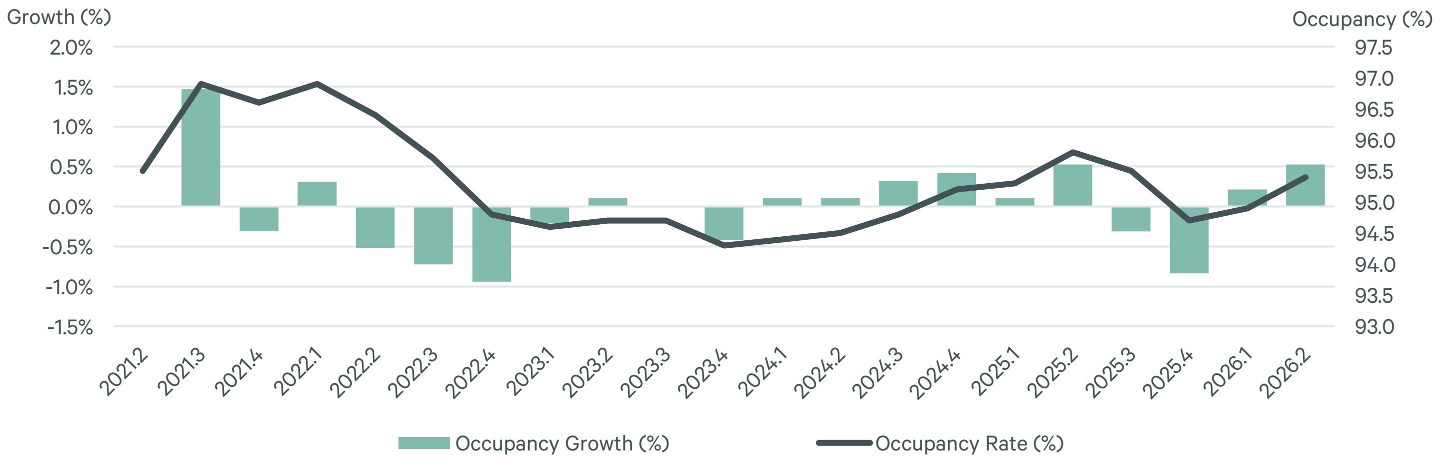
FIGURE 3: Top 5 Submarkets by Rent Growth



Source: CBRE Research, CBRE Econometric Advisors, Q2 2026.

- 40% of submarkets in the Puget Sound region showed positive year-over-year (YoY) rent growth.
- The West Seattle/South Seattle submarket showed the highest year-over-year rent growth in the market at 2.86%.

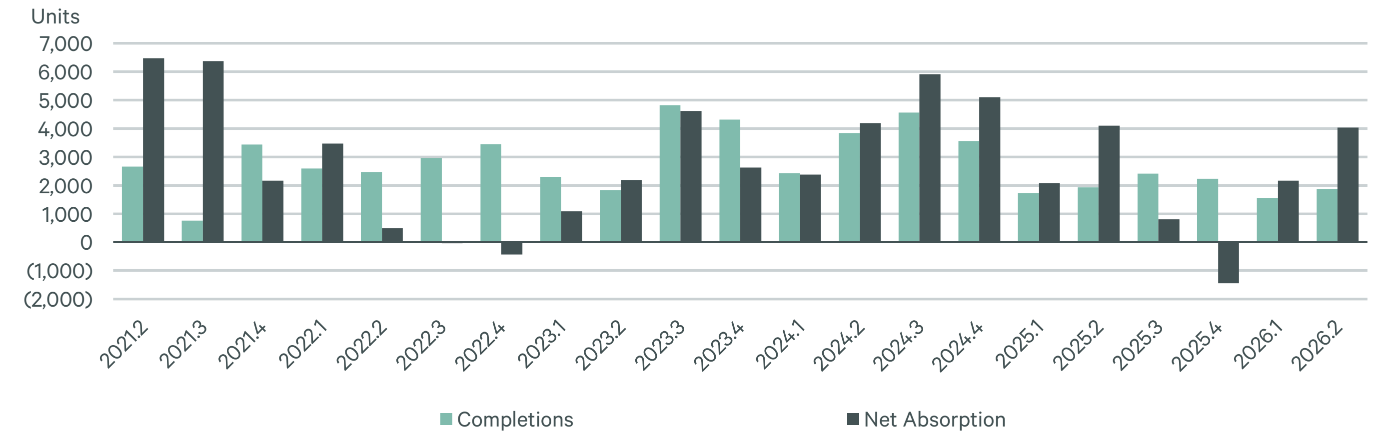
FIGURE 4: Occupancy Rate Change Year over Year



Source: CBRE Research, CBRE Econometric Advisors, Q2 2026.

- The Puget Sound multifamily market maintained historically strong occupancy rates, ending Q2 2026 at 95.4% occupied.

FIGURE 5: Completions and Absorption

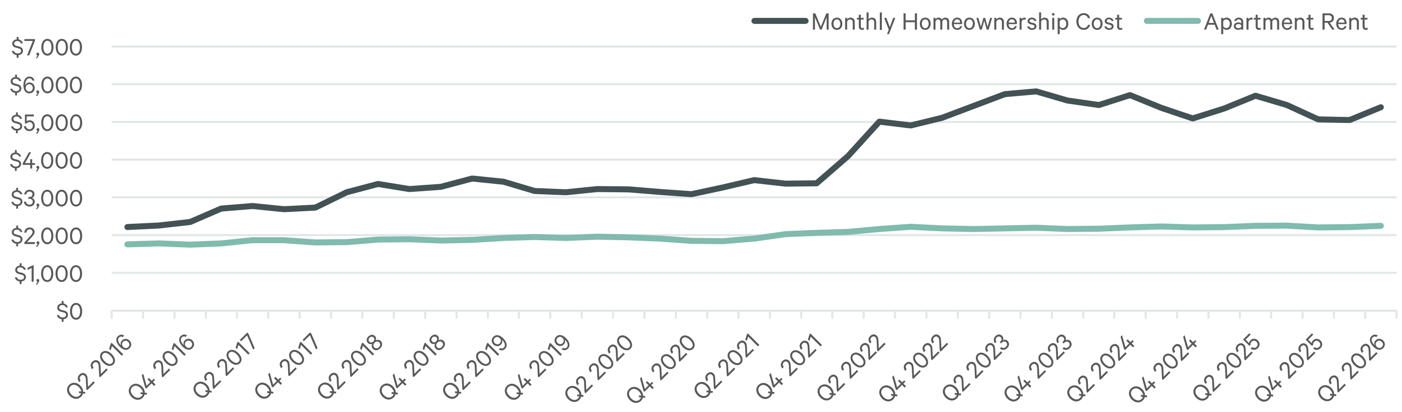


*Net Absorption: The change in occupied units from one period to the next, recognized at the tenant move-in date.

Source: CBRE Research, CBRE Econometric Advisors, Q2 2026.

- Renter demand continued to strengthen in Q2 2026, marking 4,034 units of positive net absorption. A nearly twofold increase QoQ.
- Total completions remained steady as 1,873 new units were delivered in Q2 2026.

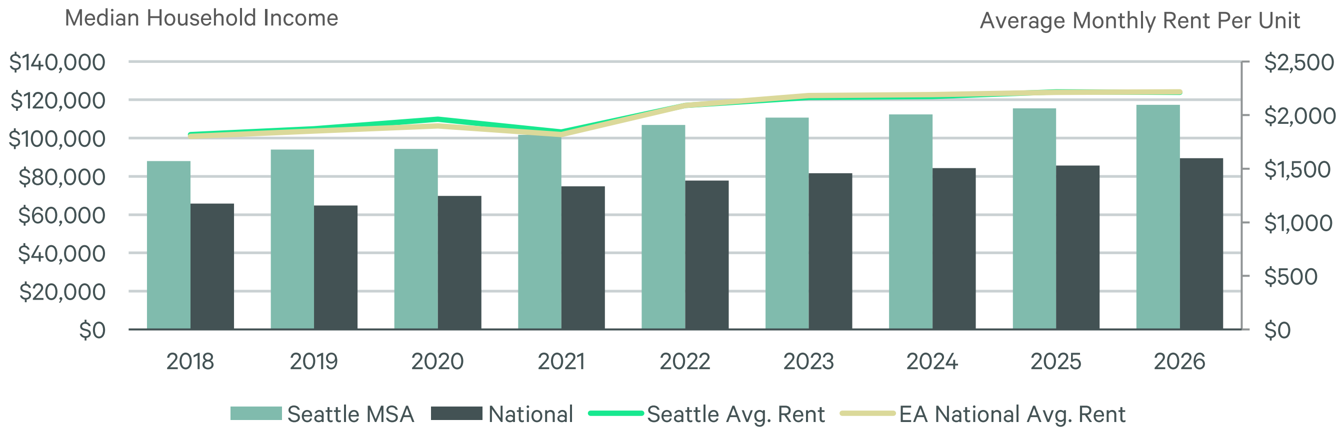
FIGURE 6: Monthly Rental Payment and Monthly Homeownership Cost



*Monthly homeownership cost was derived from the median single-family home price, with a 10% down payment, and current 30-year fixed mortgage rate.

- Homeownership in the Seattle metro area was 2.40 times more expensive than multifamily rental costs.
- Limited for-sale inventory and high mortgage costs continue to drive up the number of households renting out of necessity.

FIGURE 7: Median Household Income and National Comparison

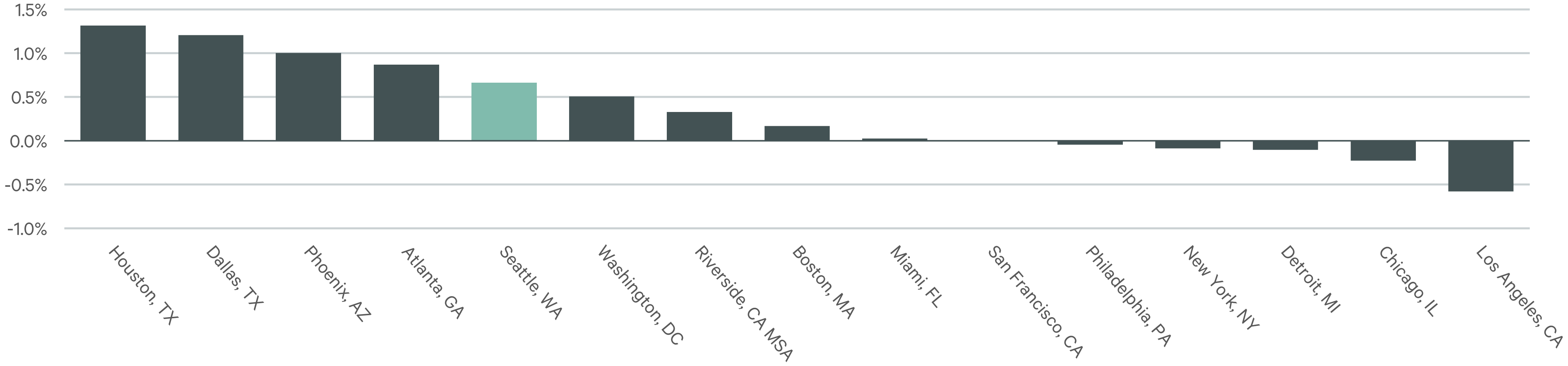


*EA's national average rent is a weighted calculation of the 69 largest multifamily markets in the US.

Source: CBRE Research, Oxford Economics, Q2 2026.

- Seattle's MSA median household income of $118,000 exceeds the national median household income of $85,920.
- Median Seattle rents remained nationally competitive at $2,250 per unit.

FIGURE 8: 2025-2026 Annual Population Growth among the 15 Most Populous MSAs in US



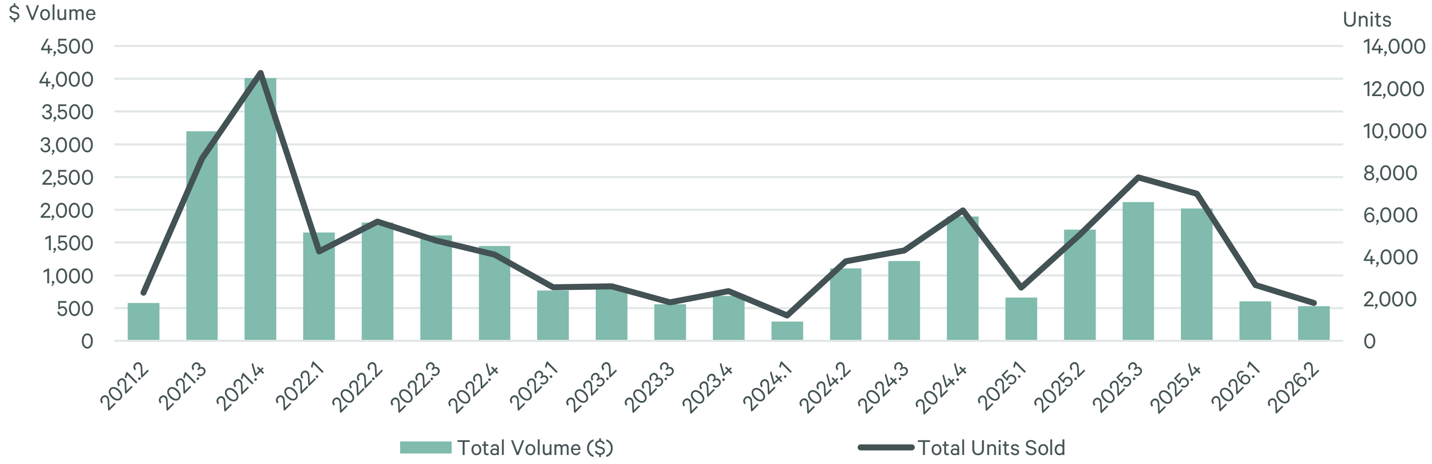
Source: CBRE Research, Oxford Economics, Q2 2026.

FIGURE 9: Notable Transactions

Property Name	City	Units	Year Built	Price	Sale Price ($/Unit)	Sale Price($/SF)	Sale Date
Cru At Willows	Bellevue	195	2024	$94,000,000	$482,051	$561	June-26
Baldwyn	Seattle	235	2024	$78,000,000	$331,915	$525	June-26
Terra @ Monroe	Monroe	222	1991	$68,564,500	$308,849	$245	May-26
Elara at the Market	Seattle	150	2017	$60,862,500	$405,750	$590	June-26
Corner 63	Seattle	139	2023	$59,250,000	$426,259	$717	April-26
Waterford Apartments	Everett	200	1989	$53,300,000	$266,500	$305	April-26

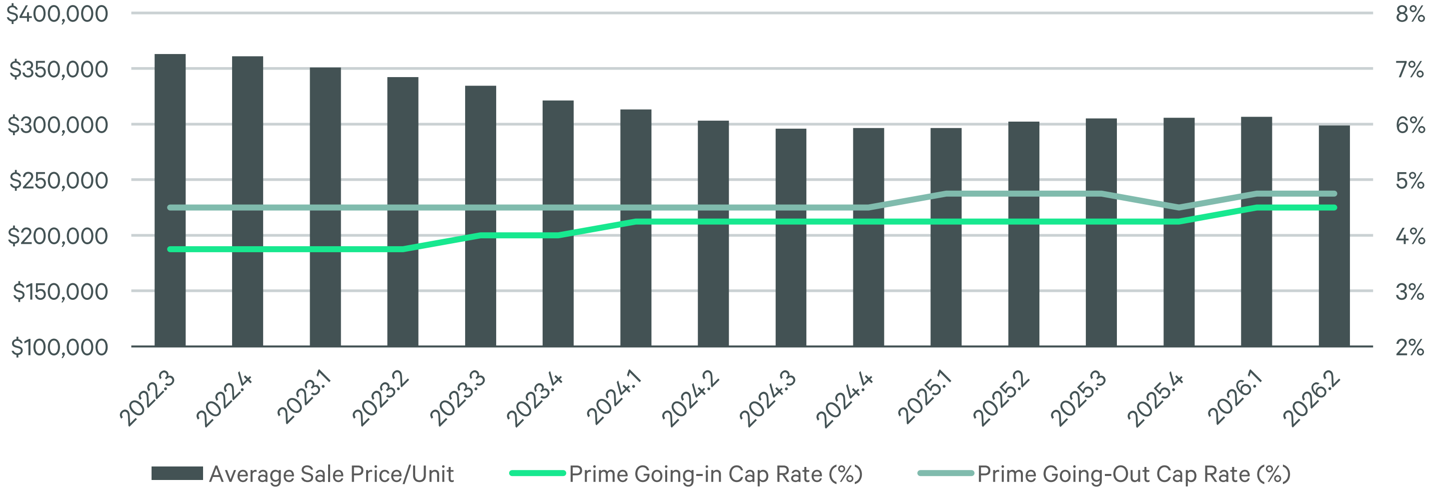
Source: CBRE PNW Multifamily, Q2 2026

FIGURE 10: Transaction Volume



Source: CBRE PNW Multifamily, Q2 2026.

FIGURE 11: Puget Sound Trailing Average Sale Price per Unit vs. Prime Cap Rate



*Estimates are based on opinion of local CBRE Investment professionals.

Source: CBRE PNW Multifamily, Q2 2026.

Investment Sales

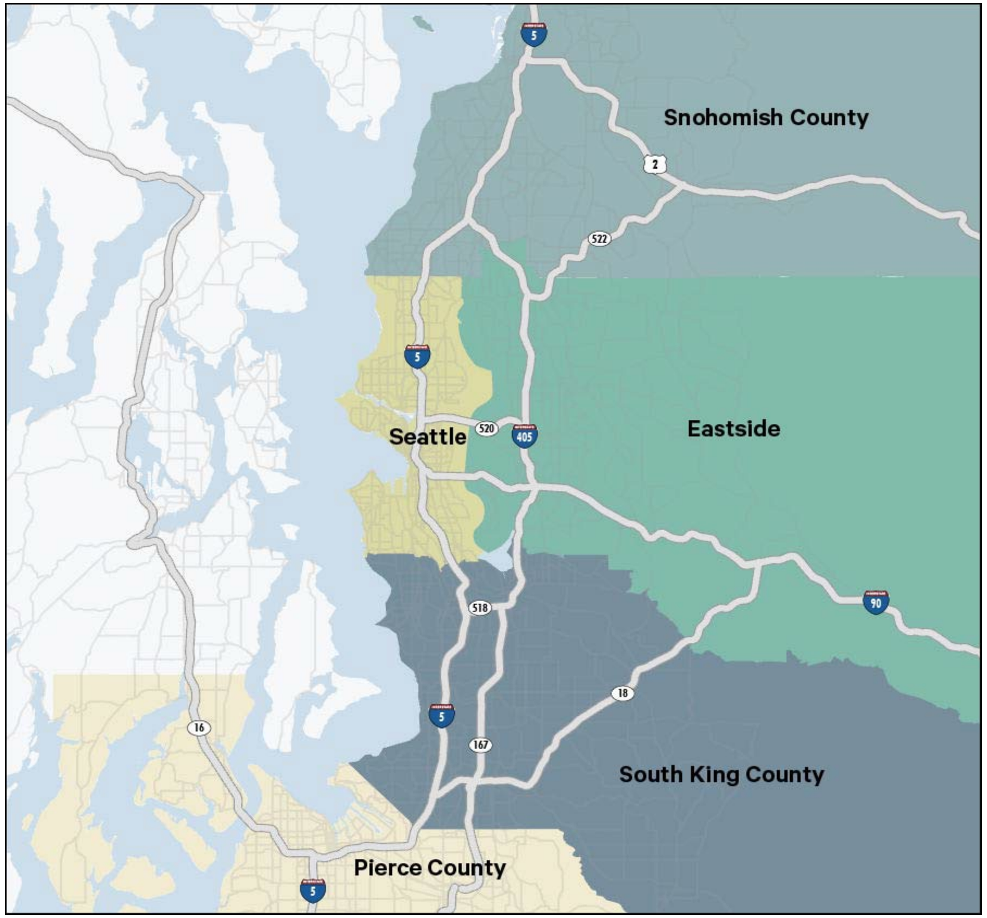
- Multifamily sales in the Puget Sound region totaled $4.80 billion in trailing 12-month investment volume, including $526 million in Q2 2026 alone.
- An estimated 1,795 multifamily units transacted this quarter.
- The trailing 4-quarter average sales price per unit fell to $299k in Q2 2026, down roughly $8k per unit from the $307k trailing average recorded in Q1 2026.
- Both going-in prime cap rates and exit cap rates stayed stable at 4.50% and 4.75% respectively.

FIGURE 12: Market Statistics by Submarket

SUBMARKET	Inventory (Units)	Vacancy Rate (%)	Quarterly Net Absorption (Units)	Avg. Rent ($/Unit)	Avg. Rent ($/SF)	YoY Rent Growth (%)	YTD Net Absorption (Units)	YTD Deliveries (Units)
Close-in Seattle (Belltown, Downtown, Pioneer Square, Denny Triangle)	32,830	5.2	155	2,833	3.79	1.6%	243	-
South Lake Union / Queen Anne / Interbay / Magnolia	28,343	5.8	179	2,780	3.72	0.9%	154	133
Capitol Hill / Eastlake / First Hill / Yesler Terrace / Central	43,203	5.6	235	2,080	3.37	-0.2%	300	139
University District / Greenlake / Wallingford / Fremont / Ballard	42,997	4.9	332	2,306	3.65	1.2%	568	105
North Seattle / Shoreline	24,963	5.4	309	1,954	2.52	-0.2%	572	302
West Seattle / South Seattle	21,661	5.7	172	2,149	3.05	1.5%	10	58
Seattle	193,997	5.4	1,382	2,351	3.40	0.8%	1,847	737
Redmond	19,159	3.4	175	2,573	3.03	3.5%	353	-
Bellevue / Issaquah / Newcastle	32,718	3.9	216	2,759	2.97	3.7%	593	-
Kirkland / Bothell / Woodinville	27,177	4.1	191	2,416	2.69	1.3%	1,004	-
Eastside	79,054	3.8	582	2,596	2.89	2.9%	1,950	0
Everett	28,344	4.5	155	1,943	2.25	2.3%	296	-
Lynnwood/Edmonds/Mukilteo	22,196	4.2	227	2,084	2.40	1.0%	219	51
Snohomish County	50,540	4.4	382	2,005	2.32	1.7%	515	51
SeaTac/Burien	15,920	5.2	(36)	1,817	2.26	0.3%	(94)	-
Renton	15,248	4.6	50	2,153	2.38	2.3%	122	-
Federal Way/Des Moines	16,114	3.6	351	1,817	2.12	0.5%	362	385
Kent/Auburn	25,361	4.4	328	1,926	2.17	1.6%	290	-
South King County	72,643	4.5	693	1,925	2.22	1.2%	680	385
South Tacoma/University Place	10,456	5.0	260	1,733	2.03	0.7%	257	240
North Tacoma	21,852	5.3	196	1,823	2.51	0.2%	86	129
East Pierce County	12,933	4.8	45	1,939	2.05	1.2%	(31)	8
Southwest Pierce County	17,315	4.8	288	1,663	2.01	0.6%	409	323
Pierce County	62,556	5.0	789	1,788	2.18	0.6%	721	700
SEATTLE	458,790	4.6	4,034	2,250	2.74	1.6%	6,195	1,873

*Note: The vacancy rate in this table represents the vacancy rate of stabilized units.
Source: CBRE Research, CBRE Econometric Advisors, Q2 2026

Market Area Overview



Definitions

Net Absorption: The change in occupied units from one period to the next, recognized at the tenant move-in date.

Vacancy: Stabilized apartment units that are physically vacant.

Survey Criteria

Includes market-rate apartment buildings five units and greater in size in Seattle, Eastside, South King County, Snohomish County, and Pierce County. Includes buildings for which construction has begun as evidenced by site excavation or foundation work.

SEATTLE OFFICE

1420 5th Ave, Suite 3800
Seattle, WA 98101
+1 206 292 1600

BELLEVUE OFFICE

929 108th Ave NE, Suite 700
Bellevue, WA 98004
+1 425 455 8500

TACOMA OFFICE

710 Market St, Suite 100
Tacoma, WA 98402
+1 253 572 6355

Contacts

Tony Tran
Sr. Research Analyst
+1 206 292 6154
Tony.Tran3@cbre.com

Annie Han
Research Manager
+1 425 462 6936
Annie.Han@cbre.com

John R. Miller
Executive Managing Director
+1 206 292 6102
John.Miller@cbre.com