

Multifamily
Valuation & Advisory's
North American Market Survey





Multifamily

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Market fundamentals remain strong, especially relative to other sectors. Investment in multifamily properties remain well below peak levels achieved in 2021-2022. Interest rates and interest rate volatility continues to dampen activity. However, the longer-term outlook is optimistic.

- Demand for apartment rentals remains very strong in most areas, driven by the continued rise in home prices and higher interest rates. Renting today is substantially more affordable than purchasing a home.
- Market rents generally increased in 2024. However, a significant influx of new supply during the same period slowed growth and even turned some markets negative most notably in the Sun Belt which had high levels of new development. Most of the markets that saw rent growth were less supply burdened. The Midwest, Mid-Atlantic, West and Northeast outpaced Southeast & Southwest. Most market participants anticipate that more positive rental trends will return to Sun Belt markets after new supply is absorbed in 2025 and 2026.
- Over the past five years, the top 10 buyers have been a combination of institutional investors and well-capitalized national owners/operators, as reported by RCA (Real Capital Analytics). Buyers who took on variable rate bridge debt at the peak liquidity bubble years of 2021 and 2022 have been extending loans when possible. Market participants were anticipating lower long-term interest rates ahead of the Federal Reserve cutting its overnight borrowing rate starting in September 2024. However, long-term rates continued to rise due to perceived inflation risk from a strong economy and possible tariffs. Buyers with longer term investment horizons such as family offices were active due to attractive entry points from a cost basis perspective.
- Freddie Mac anticipates multifamily loan originations to pick up in 2025 but remain below volumes seen in 2021 and 2022.— The multifamily sector continued to be much slower than peak 2021 and 2022 years, primarily due to Real Capital Analytics reported that total sales volume for 2024 was 22% higher than 2023. However, 2024 volume was still less than half of the peak liquidity bubble years of 2021-2022. Price dislocation and elevated interest rates continue to hinder the investment sales market in all sectors, though multifamily properties remain the largest share of commercial real estate investment sales. Renting remains considerably cheaper than owning a home.

MULTIFAMILY 1Q 2025 National Rates Comparison	Going-In Cap Rate	Change from Mid 2024	Change from 1Q 2024	Change from Mid 2023	Discount Rate	Change from Mid 2024	Change from 1Q 2024	Change from Mid 2023	Reversion Rate (BPS over Going-In Cap)	Market Rent Growth Rate	Expense Growth Rate
WEST REGION											
CBD Class A	5.15%	-0.08%	0.00%	0.27%	6.80%	0.02%	0.08%	0.29%	45	2.82%	3.09%
CBD Class B	5.60%	-0.08%	0.00%	0.27%	7.14%	-0.02%	-0.04%	0.15%	45	2.82%	3.09%
Suburban Class A	5.30%	-0.04%	0.02%	0.29%	6.89%	0.00%	0.02%	0.23%	45	2.82%	3.09%
Suburban Class B	5.64%	-0.06%	0.02%	0.27%	7.32%	0.04%	0.04%	0.23%	45	2.82%	3.09%
CENTRAL REGION											
CBD Class A	5.68%	-0.08%	-0.08%	0.07%	7.18%	-0.13%	-0.13%	0.13%	47	2.15%	3.00%
CBD Class B	6.43%	-0.08%	-0.08%	-0.03%	7.93%	-0.13%	-0.13%	0.13%	47	2.15%	3.00%
Suburban Class A	5.83%	-0.10%	-0.10%	0.00%	7.35%	-0.15%	-0.18%	0.03%	45	2.50%	3.00%
Suburban Class B	6.55%	-0.10%	-0.08%	-0.03%	8.05%	-0.15%	-0.15%	0.10%	45	2.50%	3.00%
SOUTH REGION											
CBD Class A	5.17%	-0.12%	-0.25%	0.23%	6.79%	-0.10%	-0.10%	0.31%	29	2.69%	2.92%
CBD Class B	5.60%	-0.13%	-0.27%	0.12%	7.29%	-0.12%	-0.29%	0.29%	29	2.69%	2.92%
Suburban Class A	5.25%	-0.10%	-0.27%	0.10%	6.92%	-0.06%	-0.04%	0.29%	29	2.69%	2.92%
Suburban Class B	5.73%	-0.06%	-0.17%	0.04%	7.44%	-0.06%	-0.21%	0.27%	29	2.69%	2.92%
EAST REGION											
CBD Class A	5.33%	-0.08%	-0.08%	0.02%	6.78%	0.06%	0.10%	0.04%	48	2.85%	3.10%
CBD Class B	5.75%	-0.10%	-0.17%	-0.19%	7.30%	0.02%	0.08%	0.00%	48	2.85%	3.10%
Suburban Class A	5.50%	-0.10%	-0.15%	0.10%	6.99%	0.01%	0.11%	0.18%	50	2.82%	3.09%
Suburban Class B	5.95%	-0.10%	-0.19%	-0.15%	7.52%	0.04%	0.13%	0.08%	50	2.82%	3.09%
UNITED STATES											
CBD Class A	5.31%	-0.09%	-0.11%	0.15%	6.88%	-0.03%	-0.01%	0.20%	41	2.64%	3.02%
CBD Class B	5.82%	-0.10%	-0.13%	0.05%	7.40%	-0.06%	-0.10%	0.14%	41	2.64%	3.02%
Suburban Class A	5.45%	-0.09%	-0.13%	0.13%	7.02%	-0.05%	-0.01%	0.19%	42	2.71%	3.02%
Suburban Class B	5.94%	-0.08%	-0.11%	0.04%	7.57%	-0.03%	-0.05%	0.18%	42	2.71%	3.02%
CANADA											
CBD Class A	4.05%	-0.15%	0.05%	0.15%	4.80%	-0.15%	0.05%	0.15%	50	2.25%	2.25%
CBD Class B	4.35%	-0.15%	-0.15%	-0.10%	5.15%	-0.10%	0.00%	0.00%	50	2.25%	2.25%
Suburban Class A	4.25%	-0.15%	-0.20%	-0.30%	5.00%	-0.15%	-0.25%	-0.35%	50	2.25%	2.25%
Suburban Class B	4.55%	-0.15%	-0.45%	-0.55%	5.35%	-0.10%	-0.25%	-0.35%	50	2.25%	2.25%
MEXICO											
CBD Class A	6.50%	0.00%	0.00%	0.00%	9.50%	-0.50%	-0.50%	-0.50%	50	4.00%	4.00%
Suburban Class A	8.00%	0.00%	0.00%	0.00%	10.50%	-0.50%	-0.50%	-0.50%	50	4.00%	4.00%

Source: These rates were compiled and submitted by Newmark V&A Market Leaders and Specialty Practice Directors based on market activity during December 2024 and January 2025 including sales and discussions with market participants and service professionals.

*Note: Mexico rate increases dependent if USD or Peso were used in transaction. Peso denominated lease rental rate increased 4.5%; USD denominated lease rental rate increased 2.5%.

STUDENT HOUSING & 55+ ACTIVE ADULT 1Q 2025 National Rates Comparison	Going-In Cap Rate	Discount Rate	Reversion Rate (BPS Over Going-In Cap)	Expected Trend for 1Q 2025 (Cap/Disc Rates)	Market Rent Growth Rate	Expense Growth Rate
Student Housing, Tier 1	5.50%	7.25%	25	↔	3.00%	3.00%
Student Housing, Tier 2	6.00%	7.75%	25	↔	3.00%	3.00%
55+ Active Adult Multihousing, Class A	5.50%	7.50%	25	↔	3.00%	3.00%
55+ Active Adult Multihousing, Class B	6.00%	7.75%	25	↔	3.00%	3.00%

MULTIFAMILY 1Q 2025 National Rates Comparison - West	Going-In Cap Rate	Discount Rate	Reversion Rate (BPS Over Going-In Cap)	Expected Trend for 1Q 2025 (Cap/Disc Rates)	Market Rent Growth Rate	Expense Growth Rate
DENVER, CO						
CBD Class A	5.00%	6.75%	50	↔	3.00%	3.00%
CBD Class B	5.75%	6.50%	50	↔	3.00%	3.00%
Suburban Class A	5.25%	6.50%	50	↔	3.00%	3.00%
Suburban Class B	5.50%	7.50%	50	↔	3.00%	3.00%
IRVINE/ORANGE, CA						
CBD Class A	4.75%	7.00%	50	↔	3.00%	3.00%
CBD Class B	5.00%	7.50%	50	↔	3.00%	3.00%
Suburban Class A	4.75%	7.00%	50	↔	3.00%	3.00%
Suburban Class B	5.00%	7.50%	50	↔	3.00%	3.00%
LAS VEGAS, NV						
CBD Class A	5.25%	6.50%	50	↓	3.00%	3.00%
CBD Class B	5.50%	6.75%	50	↓	3.00%	3.00%
Suburban Class A	5.25%	6.50%	50	↓	3.00%	3.00%
Suburban Class B	5.50%	6.75%	50	↓	3.00%	3.00%
LOS ANGELES, CA						
CBD Class A	5.25%	7.50%	50	↔	3.00%	3.00%
CBD Class B	5.50%	7.75%	50	↔	3.00%	3.00%
Suburban Class A	5.25%	7.50%	50	↔	3.00%	3.00%
Suburban Class B	5.50%	7.75%	50	↔	3.00%	3.00%
PHOENIX, AZ						
CBD Class A	5.25%	6.25%	50	↔	3.00%	3.00%
CBD Class B	5.50%	6.50%	50	↔	3.00%	3.00%
Suburban Class A	5.50%	6.50%	50	↔	3.00%	3.00%
Suburban Class B	5.75%	6.75%	50	↔	3.00%	3.00%
PORTLAND, OR						
CBD Class A	5.25%	6.75%	0	↔	2.00%	4.00%
CBD Class B	5.75%	7.25%	0	↔	2.00%	4.00%
Suburban Class A	5.50%	7.00%	0	↔	2.00%	4.00%
Suburban Class B	6.00%	7.50%	0	↔	2.00%	4.00%
RENO, NV						
CBD Class A	5.00%	6.50%	50	↔	3.00%	3.00%
CBD Class B	5.25%	7.00%	50	↔	3.00%	3.00%
Suburban Class A	5.00%	6.50%	50	↔	3.00%	3.00%
Suburban Class B	5.25%	7.00%	50	↔	3.00%	3.00%
SACRAMENTO, CA						
CBD Class A	5.50%	7.00%	50	↔	2.00%	3.00%
CBD Class B	6.50%	8.00%	50	↔	2.00%	3.00%
Suburban Class A	5.75%	7.25%	50	↔	2.00%	3.00%
Suburban Class B	6.25%	7.75%	50	↔	2.00%	3.00%
SALT LAKE CITY, UT						
CBD Class A	5.25%	7.00%	25	↔	3.00%	3.00%
CBD Class B	6.00%	7.25%	25	↔	3.00%	3.00%
Suburban Class A	5.50%	7.25%	25	↔	3.00%	3.00%
Suburban Class B	6.00%	7.50%	25	↔	3.00%	3.00%



MULTIFAMILY 1Q 2025 National Rates Comparison - West	Going-In Cap Rate	Discount Rate	Reversion Rate (BPS Over Going-In Cap)	Expected Trend for 1Q 2025 (Cap/Disc Rates)	Market Rent Growth Rate	Expense Growth Rate
SAN FRANCISCO, CA						
CBD Class A	5.00%	N/A	N/A	↔	N/A	N/A
CBD Class B	5.50%	N/A	N/A	↔	N/A	N/A
SEATTLE, WA						
CBD Class A	5.00%	6.50%	25	↔	3.00%	3.00%
CBD Class B	5.50%	6.75%	25	↔	3.00%	3.00%
Suburban Class A	5.25%	6.75%	25	↔	3.00%	3.00%
Suburban Class B	5.75%	7.25%	25	↔	3.00%	3.00%
SILICON VALLEY/SAN JOSE, CA						
CBD Class A	5.25%	7.00%	50	↔	3.00%	3.00%
CBD Class B	5.50%	7.25%	50	↔	3.00%	3.00%
Suburban Class A	5.25%	7.00%	50	↔	3.00%	3.00%
Suburban Class B	5.50%	7.25%	50	↔	3.00%	3.00%

MULTIFAMILY 1Q 2025 National Rates Comparison - Central	Going-In Cap Rate	Discount Rate	Reversion Rate (BPS Over Going-In Cap)	Expected Trend for 1Q 2025 (Cap/Disc Rates)	Market Rent Growth Rate	Expense Growth Rate
CHICAGO, IL						
CBD Class A	5.00%	5.75%	50	↔	3.00%	3.00%
CBD Class B	6.00%	6.75%	50	↔	3.00%	3.00%
Suburban Class A	5.50%	6.50%	50	↔	3.00%	3.00%
Suburban Class B	6.25%	7.00%	50	↔	3.00%	3.00%
CINCINNATI, OH						
CBD Class A	6.00%	8.25%	50	↔	2.00%	3.00%
CBD Class B	7.00%	9.25%	50	↔	2.00%	3.00%
Suburban Class A	6.00%	8.25%	50	↔	2.00%	3.00%
Suburban Class B	7.00%	9.25%	50	↔	2.00%	3.00%
CLEVELAND, OH						
CBD Class A	6.25%	8.50%	50	↔	1.00%	3.00%
CBD Class B	7.25%	9.50%	50	↔	1.00%	3.00%
Suburban Class A	6.25%	8.50%	50	↔	2.00%	3.00%
Suburban Class B	7.25%	9.50%	50	↔	2.00%	3.00%
COLUMBUS, OH						
CBD Class A	6.00%	8.25%	50	↔	1.00%	3.00%
CBD Class B	7.00%	9.25%	50	↔	1.00%	3.00%
Suburban Class A	6.00%	8.25%	50	↔	2.00%	3.00%
Suburban Class B	7.00%	9.25%	50	↔	2.00%	3.00%
DETROIT, MI						
CBD Class A	6.00%	7.25%	0	↓	2.00%	3.00%
CBD Class B	6.25%	7.50%	0	↓	2.00%	3.00%
Suburban Class A	5.50%	6.75%	25	↓	2.50%	3.00%
Suburban Class B	5.75%	7.00%	25	↓	2.50%	3.00%
GRAND RAPIDS, MI						
CBD Class A	5.50%	6.75%	25	↓	2.50%	3.00%
CBD Class B	5.75%	7.00%	25	↓	2.50%	3.00%
Suburban Class A	5.50%	6.75%	25	↓	2.50%	3.00%
Suburban Class B	5.75%	7.00%	25	↓	2.50%	3.00%
INDIANAPOLIS, IN						
CBD Class A	6.00%	8.25%	50	↔	1.00%	3.00%
CBD Class B	7.00%	9.25%	50	↔	1.00%	3.00%
Suburban Class A	6.00%	8.25%	50	↔	2.00%	3.00%
Suburban Class B	7.00%	9.25%	50	↔	2.00%	3.00%
KANSAS CITY, MO						
CBD Class A	5.50%	6.25%	50	↔	3.00%	3.00%
CBD Class B	6.25%	7.00%	50	↔	3.00%	3.00%
Suburban Class A	6.00%	6.75%	50	↔	3.00%	3.00%
Suburban Class B	6.75%	7.50%	50	↔	3.00%	3.00%
MINNEAPOLIS, MN						
CBD Class A	5.25%	6.25%	50	↔	3.00%	3.00%
CBD Class B	5.75%	6.75%	50	↔	3.00%	3.00%
Suburban Class A	5.50%	6.50%	50	↔	3.00%	3.00%
Suburban Class B	6.00%	7.00%	50	↔	3.00%	3.00%

MULTIFAMILY 1Q 2025 National Rates Comparison - Central	Going-In Cap Rate	Discount Rate	Reversion Rate (BPS Over Going-In Cap)	Expected Trend for 1Q 2025 (Cap/Disc Rates)	Market Rent Growth Rate	Expense Growth Rate
ST. LOUIS, MO						
CBD Class A	5.25%	6.25%	50	↔	3.00%	3.00%
CBD Class B	6.00%	7.00%	50	↔	3.00%	3.00%
Suburban Class A	6.00%	7.00%	50	↔	3.00%	3.00%
Suburban Class B	6.75%	7.75%	50	↔	3.00%	3.00%
MULTIFAMILY 1Q 2025 National Rates Comparison - South	Going-In Cap Rate	Discount Rate	Reversion Rate (BPS Over Going-In Cap)	Expected Trend for 1Q 2025 (Cap/Disc Rates)	Market Rent Growth Rate	Expense Growth Rate
ARKANSAS						
CBD Class A	5.50%	6.50%	25	↔	2.00%	2.50%
CBD Class B	5.75%	7.00%	25	↔	2.00%	2.50%
Suburban Class A	5.00%	6.25%	25	↔	2.00%	2.50%
Suburban Class B	5.50%	7.00%	25	↔	2.00%	2.50%
ATLANTA, GA						
CBD Class A	5.00%	7.00%	25	↓	3.00%	3.00%
CBD Class B	5.25%	7.25%	25	↓	3.00%	3.00%
Suburban Class A	5.25%	7.25%	25	↓	3.00%	3.00%
Suburban Class B	5.50%	7.50%	25	↓	3.00%	3.00%
AUSTIN, TX						
CBD Class A	5.00%	6.50%	25	↔	2.00%	3.00%
CBD Class B	5.25%	6.75%	25	↔	2.00%	3.00%
Suburban Class A	5.25%	6.75%	25	↔	2.00%	3.00%
Suburban Class B	5.50%	7.00%	25	↔	2.00%	3.00%
CHARLOTTE, NC						
CBD Class A	5.00%	6.25%	0	↓	3.00%	3.00%
CBD Class B	5.50%	6.75%	0	↓	3.00%	3.00%
Suburban Class A	5.25%	6.50%	0	↓	3.00%	3.00%
Suburban Class B	5.75%	7.00%	0	↓	3.00%	3.00%
DALLAS, TX						
CBD Class A	5.00%	7.25%	25	↔	3.00%	3.00%
CBD Class B	5.50%	7.75%	25	↔	3.00%	3.00%
Suburban Class A	5.00%	7.25%	25	↔	3.00%	3.00%
Suburban Class B	5.50%	7.75%	25	↔	3.00%	3.00%
FORT WORTH, TX						
CBD Class A	5.00%	7.25%	25	↔	3.00%	3.00%
CBD Class B	5.50%	7.75%	25	↔	3.00%	3.00%
Suburban Class A	5.00%	7.25%	25	↔	3.00%	3.00%
Suburban Class B	5.50%	7.75%	25	↔	3.00%	3.00%
HOUSTON, TX						
CBD Class A	5.25%	6.75%	50	↔	3.00%	3.00%
CBD Class B	5.75%	7.25%	50	↔	3.00%	3.00%
Suburban Class A	5.50%	7.00%	50	↔	3.00%	3.00%
Suburban Class B	6.00%	7.50%	50	↔	3.00%	3.00%

MULTIFAMILY 1Q 2025 National Rates Comparison - South	Going-In Cap Rate	Discount Rate	Reversion Rate (BPS Over Going-In Cap)	Expected Trend for 1Q 2025 (Cap/Disc Rates)	Market Rent Growth Rate	Expense Growth Rate
MIAMI, FL						
CBD Class A	4.75%	6.75%	25	↔	3.00%	3.00%
CBD Class B	5.25%	7.25%	25	↔	3.00%	3.00%
Suburban Class A	5.00%	7.00%	25	↔	3.00%	3.00%
Suburban Class B	5.50%	7.50%	25	↔	3.00%	3.00%
NEW ORLEANS, LA						
CBD Class A	6.50%	7.50%	50	↓	3.00%	3.00%
CBD Class B	7.50%	8.50%	50	↓	3.00%	3.00%
Suburban Class A	6.50%	7.50%	50	↓	3.00%	3.00%
Suburban Class B	7.50%	8.50%	50	↓	3.00%	3.00%
ORLANDO, FL						
CBD Class A	4.75%	6.75%	25	↔	3.00%	3.00%
CBD Class B	5.25%	7.25%	25	↔	3.00%	3.00%
Suburban Class A	5.00%	7.00%	25	↔	3.00%	3.00%
Suburban Class B	5.50%	7.50%	25	↔	3.00%	3.00%
SAN ANTONIO, TX						
CBD Class A	5.25%	6.75%	25	↔	2.00%	3.00%
CBD Class B	5.50%	7.00%	25	↔	2.00%	3.00%
Suburban Class A	5.50%	7.00%	25	↔	2.00%	3.00%
Suburban Class B	5.75%	7.25%	25	↔	2.00%	3.00%
TAMPA, FL						
CBD Class A	4.75%	6.75%	25	↔	3.00%	3.00%
CBD Class B	5.25%	7.25%	25	↔	3.00%	3.00%
Suburban Class A	5.00%	7.00%	25	↔	3.00%	3.00%
Suburban Class B	5.50%	7.50%	25	↔	3.00%	3.00%
TULSA/OKLAHOMA CITY, OK						
CBD Class A	5.50%	6.25%	25	↔	2.00%	2.50%
CBD Class B	5.50%	7.00%	25	↔	2.00%	2.50%
Suburban Class A	5.00%	6.25%	25	↔	2.00%	2.50%
Suburban Class B	5.50%	7.00%	25	↔	2.00%	2.50%



MULTIFAMILY 1Q 2025 National Rates Comparison - East	Going-In Cap Rate	Discount Rate	Reversion Rate (BPS Over Going-In Cap)	Expected Trend for 1Q 2025 (Cap/Disc Rates)	Market Rent Growth Rate	Expense Growth Rate
BALTIMORE, MD						
CBD Class A	5.75%	6.75%	50	↓	3.00%	3.00%
CBD Class B	6.25%	7.50%	50	↓	3.00%	3.00%
Suburban Class A	5.50%	6.50%	50	↓	3.00%	3.00%
Suburban Class B	6.50%	7.75%	50	↓	3.00%	3.00%
BOSTON, MA						
CBD Class A	4.50%	6.00%	50	↔	3.00%	3.00%
CBD Class B	5.00%	6.50%	50	↔	3.00%	3.00%
Suburban Class A	5.00%	6.60%	50	↔	3.00%	3.00%
Suburban Class B	5.75%	7.25%	50	↔	3.00%	3.00%
LEHIGH VALLEY, PA						
CBD Class A	5.75%	7.25%	25	↔	3.00%	3.00%
CBD Class B	6.25%	7.75%	25	↔	3.00%	3.00%
Suburban Class A	6.00%	7.50%	50	↔	3.00%	3.00%
Suburban Class B	6.25%	7.75%	50	↔	3.00%	3.00%
MANHATTAN, NY						
CBD Class A	4.25%	5.75%	50	↓	3.00%	3.00%
CBD Class B	4.50%	6.00%	50	↓	3.00%	3.00%
NEW YORK CITY BOROUGHES						
Suburban Class A	5.00%	6.50%	50	↓	3.00%	3.00%
Suburban Class B	5.25%	6.75%	50	↓	3.00%	3.00%
NORTHERN NEW JERSEY						
CBD Class A	5.25%	6.75%	50	↓	3.00%	3.00%
CBD Class B	5.50%	7.00%	50	↓	3.00%	3.00%
Suburban Class A	5.50%	7.00%	50	↓	3.00%	3.00%
Suburban Class B	5.75%	7.25%	50	↓	3.00%	3.00%
PHILADELPHIA, PA						
CBD Class A	5.75%	7.00%	50	↔	2.00%	3.00%
CBD Class B	6.25%	7.50%	50	↔	2.00%	3.00%
Suburban Class A	5.75%	7.00%	50	↔	2.50%	3.00%
Suburban Class B	6.25%	7.50%	50	↔	2.50%	3.00%
PITTSBURGH, PA						
CBD Class A	6.00%	7.50%	50	↔	2.50%	3.00%
CBD Class B	6.50%	8.00%	50	↔	2.50%	3.00%
Suburban Class A	6.00%	7.50%	50	↔	2.00%	3.00%
Suburban Class B	6.50%	8.00%	50	↔	2.00%	3.00%
SOUTHERN NEW JERSEY						
Suburban Class A	5.75%	7.25%	50	↔	2.50%	3.00%
Suburban Class B	6.25%	7.75%	50	↔	2.50%	3.00%
UPSTATE NEW YORK						
CBD Class A	5.50%	7.00%	50	↓	3.00%	4.00%
CBD Class B	5.75%	7.50%	50	↓	3.00%	4.00%
Suburban Class A	5.50%	7.00%	50	↓	3.00%	4.00%
Suburban Class B	5.75%	7.50%	50	↓	3.00%	4.00%

MULTIFAMILY 1Q 2025 National Rates Comparison - East	Going-In Cap Rate	Discount Rate	Reversion Rate (BPS Over Going-In Cap)	Expected Trend for 1Q 2025 (Cap/Disc Rates)	Market Rent Growth Rate	Expense Growth Rate
WASHINGTON, DC						
CBD Class A	4.75%	6.50%	50	↔	3.00%	3.00%
CBD Class B	5.00%	7.00%	50	↔	3.00%	3.00%
Suburban Class A	5.00%	7.00%	50	↔	3.00%	3.00%
Suburban Class B	5.25%	7.50%	50	↔	3.00%	3.00%
WILMINGTON, DE						
CBD Class A	5.75%	7.25%	50	↓	3.00%	3.00%
CBD Class B	6.50%	8.25%	50	↓	3.00%	3.00%
Suburban Class A	5.50%	7.00%	50	↓	3.00%	3.00%
Suburban Class B	6.00%	7.75%	50	↓	3.00%	3.00%



MULTIFAMILY 1Q 2025 International Rates Comparison	Going-In Cap Rate	Discount Rate	Reversion Rate (BPS Over Going-In Cap)	Expected Trend for 1Q 2025 (Cap/Disc Rates)	Market Rent Growth Rate	Expense Growth Rate
CALGARY						
CBD Class A	4.50%	5.25%	50	↓	2.25%	2.25%
CBD Class B	5.00%	5.75%	50	↓	2.25%	2.25%
Suburban Class A	4.50%	5.25%	50	↓	2.25%	2.25%
Suburban Class B	5.00%	5.75%	50	↓	2.25%	2.25%
EDMONTON						
CBD Class A	4.75%	5.50%	50	↓	2.25%	2.25%
CBD Class B	5.00%	5.75%	50	↓	2.25%	2.25%
Suburban Class A	5.00%	5.75%	50	↓	2.25%	2.25%
Suburban Class B	5.25%	6.00%	50	↓	2.25%	2.25%
MONTREAL						
CBD Class A	4.50%	5.25%	50	↓	2.25%	2.25%
CBD Class B	4.75%	5.50%	50	↓	2.25%	2.25%
Suburban Class A	4.75%	5.50%	50	↓	2.25%	2.25%
Suburban Class B	5.00%	5.75%	50	↓	2.25%	2.25%
TORONTO						
CBD Class A	3.50%	4.25%	50	↔	2.25%	2.25%
CBD Class B	3.75%	4.75%	50	↔	2.25%	2.25%
Suburban Class A	3.75%	4.50%	50	↓	2.25%	2.25%
Suburban Class B	4.00%	5.00%	50	↓	2.25%	2.25%
VANCOUVER						
CBD Class A	3.00%	3.75%	50	↔	2.25%	2.25%
CBD Class B	3.25%	4.00%	50	↔	2.25%	2.25%
Suburban Class A	3.25%	4.00%	50	↓	2.25%	2.25%
Suburban Class B	3.50%	4.25%	50	↓	2.25%	2.25%
MEXICO CITY						
CBD Class A	6.50%	9.50%	50	↔	4.00%	4.00%
CBD Class B	N/A	N/A	50	↔	4.00%	4.00%
Suburban Class A	8.00%	10.50%	50	↔	4.00%	4.00%
Suburban Class B	N/A	N/A	50	↔	4.00%	4.00%

Source: These rates were compiled and submitted by Newmark V&A Market Leaders and Specialty Practice Directors based on market activity during December 2024 and January 2025 including sales and discussions with market participants and service professionals.

*Note: Mexico rate increases dependent if USD or Peso were used in transaction. Peso denominated lease rental rate increased 4.5%; USD denominated lease rental rate increased 2.5%.

ABOUT MULTIFAMILY

Newmark Valuation & Advisory's Multifamily group is dedicated exclusively to providing best-in-class valuation and consulting services for a wide array of multifamily types, including garden-style, mid-rise and high-rise apartments, condominiums, student housing, lifestyle centers and affordable housing. We take a consultative approach to valuation, evaluating multifamily properties from a holistic perspective that considers their rental income streams in concert with the real estate assets. The V&A team's core offerings also include financial reporting and property tax services.

Newmark V&A's Multifamily group serves some of the nation's leading mortgage lenders and institutional property owners. We also meet the requirements of government agencies and government-sponsored entities (GSEs) that provide financing for multifamily properties, including the top multifamily lenders, Fannie Mae and Freddie Mac. In recent years, our team has become one of the largest providers of appraisals to both Fannie and Freddie.

Specialty Practices

Agriculture

Agricultural Land
Irrigated Land
Recreational Land
Grain Storage Facilities
Timberland
Greenhouses / Nurseries
Ranches / Pastureland
Vineyards & Wineries

Aviation

Advanced Air Mobility
Air Cargo
Fuel
Hotels
Infrastructure
Industrial
Lounges
Offices
Parking
Property Development
Retail

Convenience Stores & Automotive Energy

Convenience Stores
Gas Stations
Electric Vehicle
Charging Stations
Car Washes
Truck Stops
Service Stations
Bulk Plants
Cardlocks

Data Centers & Life Science

Carrier Hotels
Colocation Facilities
Turnkey Data Centers
Powered Shell Data Centers
Network Switching Centers
Mission Critical Facilities
Mission Critical Tech Office
Life Science R&D
Life Science Lab Cleanrooms
Life Science cGMP Facilities

Education

Children's Day Nurseries
Colleges / Universities
Language Schools
Private / Independent Schools
Special Educational Needs
(SEN) Schools

Energy

Hydrogen Production & Storage
Carbon Capture
Solar / Wind
Gas Storage
Nuclear
Decommissioning of Coal
Energy Storage & Networks
Gigafactories
Supporting infrastructure
Biomass

Healthcare & Seniors Housing

Assisted & Independent Living
Skilled Nursing
Memory Care Facilities
Continuing Care Retirement Communities
(CCRC)
Hospitals
Medical Office Buildings
Surgical Centers
Long-Term Acute Care
Outpatient Healthcare Facilities

Hospitality, Gaming & Leisure

Hotels and Resorts
Gaming Facilities
Golf Courses
Marinas
Stadiums & Arenas
Multisport Complexes
Conference, Expo and Convention Centers
Ski & Village Resorts
Water Parks, Amusement Parks & Attractions
Campgrounds & RV Parks

Industrial & Logistics

Automotive
Business Parks
Chemical Plants
Cold Storage / Food Production
Distribution Centers
Heavy / Light Manufacturing
Office / Warehouse
Research and Development
E-Commerce Fulfillment Centers
Intermodal Freight Transport Facilities
Shipyards & Working Waterfront Facilities



Minerals

Ancillary Mineral Plants
Brick & Tile Factories
Captured Landfill Methane (CLM / LFG)
Cement & Lime Plants
Concrete Product Works
Mines
Mineral Depots and Wharfs
Plaster Board Factories
Quarries

Multifamily

High-Rise, Mid-Rise & Low-Rise
Garden-Style
Condominiums
Cooperatives
Student Housing
Lifestyle Centers
Manufactured Housing Communities

Multifamily HUD / Affordable Housing

HUD 221(d)(4)
HUD 223(f)
HUD 220
HUD 202
Low-Income / Affordable Housing

Office

CBD / Trophy Buildings
Corporate Campuses / Headquarters
Creative Office Buildings
Suburban Offices
Government Buildings
Office / Condos
Office Business Parks
Entertainment Studios

Residential

Finished Lots (Partially Developed, Remaining Inventory, Excess Land)
Master Floor Plan Valuation
Raw Land for Acquisition and Development
Infill Development
Single-Family Build-for-Rent and Acquire-to-Rent (SFBFR, B2R, BTR)
Single-Family Rental Portfolio Valuation (SFR)
Subdivisions
(Single-Family Detached & Attached)
Urban Redevelopment
Master-Planned / Planned Unit Developments (Traditional & Adult-Active)
Mixed-Use Projects

Restaurants

Quick Service
Fast Casual
Casual Dining
Polished Casual
Fine Dining
Family Dining
Grill Buffet
Food Hall
Ghost Kitchen

Retail & Regional Malls

Regional Malls
Lifestyle Centers
Community Centers
Power Centers
Neighborhood Centers
Department Stores
Big-Box Stores
High Street Retail
Net Leased Properties

Self Storage

Climate / Non-Climate Controlled
Portable Container Storage
RV/Boat / Vehicle Storage
Wine Storage

Waste Management

Anaerobic Digestors
Biomass Plants
Energy from Waste Plants (EfW)
Household Recycling Centers
Landfill
Recycling Plants
Scrap Facilities
Waste Transfer and Processing

Special Use

Billboards / Cell Towers
Cemeteries
Charitable Organizations
Correctional Facilities
Embassies / Consulates
Eminent Domain / Right-of-Way
Government Agencies
Ground Leases
Infrastructure
Manufactured Housing
Mines & Quarries
Parking Garages / Decks / Lots
Religious Organizations
Septic Fields





Multifamily

Whether garden-style or high-rise, student housing or lifestyle center, our Multifamily specialty practice combines on-the-ground knowledge and industry-leading expertise on a wide array of multifamily types.

Our team takes a comprehensive view that considers rental income in conjunction with real estate assets, offering a consultative approach.

Tapping into Newmark's integrated platform, our Multifamily specialty practice delivers valuation reports and analyses with integrity and vision. This empowers our clients to make educated decisions with more diverse and innovative options in an increasingly competitive market.

We also meet the requirements of government agencies and government-sponsored entities that provide financing for multifamily properties. Our team is now one of the largest providers of appraisals to top multifamily lenders, Fannie Mae, Freddie Mac, and private and public equities and funds.

Our Multifamily platform service offerings include:

Estimates of Market Value
FASB Reports

Financial Reporting
Market Analysis

Market/Feasibility Studies
Property Tax Appeals

Subcategories:

High-Rise
Mid-Rise
Low-Rise
Garden-Style

Student Housing
Affordable Housing
Condominiums
Cooperatives

Land/Development
Mixed Use

ABOUT NEWMARK

We transform untapped potential into limitless opportunity.

At Newmark, we don't just adapt to what our partners need—we adapt to what the future demands. Our integrated platform delivers seamlessly connected services tailored to every type of client, from owners to occupiers, investors to founders, and growing startups to leading companies. We think outside of boxes, buildings and business lines, delivering a global perspective and a nimble approach. From reimagining spaces to engineering solutions, we have the vision to see what's next and the tenacity to get there first.

CONTACT

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Sacramento
San Francisco
San Jose
San Mateo

COLORADO

Denver

CONNECTICUT

Stamford

DELAWARE

Wilmington

WASHINGTON, D.C.

FLORIDA

Boca Raton
Jacksonville
Orlando
Tampa

GEORGIA

Atlanta

IDAHO

Boise

ILLINOIS

Chicago

INDIANA

Indianapolis

KANSAS

Overland Park

KENTUCKY

Louisville

LOUISIANA

New Orleans

MARYLAND

Baltimore
Salisbury

MASSACHUSETTS

Boston
Springfield

MICHIGAN

Detroit
Grand Rapids

MINNESOTA

Minneapolis

MISSOURI

Kansas City
Springfield
St. Louis

NEVADA

Las Vegas
Reno

NEW JERSEY

Marlton
Morristown
Rutherford

NEW YORK

Albany
Buffalo / Amherst
Long Island
New York – HQ

NORTH CAROLINA

Charlotte
Raleigh

OHIO

Cincinnati
Cleveland
Columbus

OKLAHOMA

Oklahoma City

OREGON

Portland

PENNSYLVANIA

Philadelphia
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TENNESSEE

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TEXAS

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UTAH

Salt Lake City

VIRGINIA

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São Paulo
Rio de Janeiro

CARIBBEAN

CHILE

Santiago

COLOMBIA

Bogota
Medellin
Cali
Cartagena
Barranquilla

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San José
Guanacaste

MEXICO

Mexico City

PANAMA

Panama City

PERU

Lima

APAC

INDIA

Delhi
Hyderabad

SINGAPORE

Singapore

ISRAEL

Tel Aviv

JAPAN

Tokyo

UAE

Dubai

EMEA

BELGIUM

Brussels

FRANCE

Paris

GERMANY

Munich

SWITZERLAND

Geneva

HUNGARY

Budapest

IRELAND

Dublin

N. IRELAND

Belfast

ITALY

Milan

LUXEMBOURG

NETHERLANDS

Amsterdam

NORDICS

Sweden
Finland
Denmark
Norway
Baltic

POLAND

Warsaw

PORTUGAL

Lisbon

SPAIN

Barcelona

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Birmingham
Cardiff
Glasgow
Leeds
Manchester