ATLANTA

MULTIFAMILY YEAR-END SALES SUMMARY | **2018**

QUICK FACTS

SALES VOLUME

2018	CHANGE	2017
$5,725m	-15.0%	$6,732m

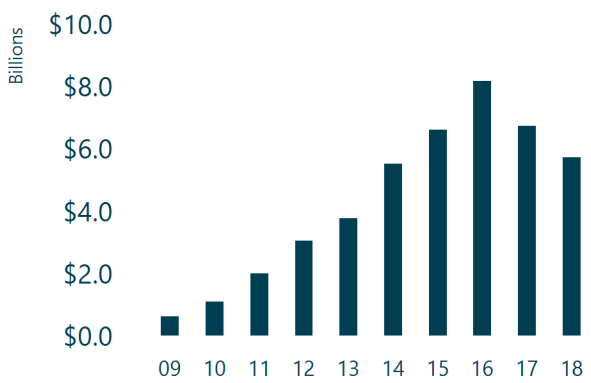
AVERAGE CAP RATE

2018	CHANGE	2017
5.8%	-20 bps	6.0%

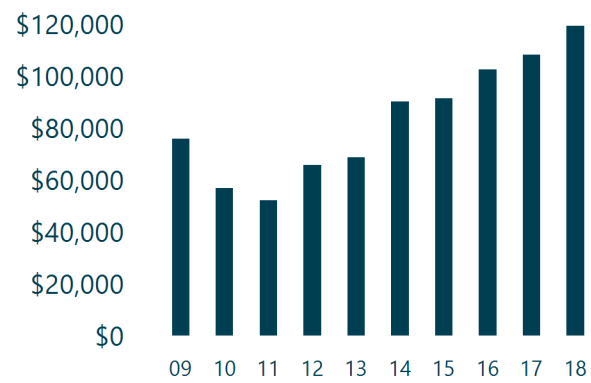
AVERAGE PRICE PER UNIT

2018	CHANGE	2017
$119k	10.1%	$108k

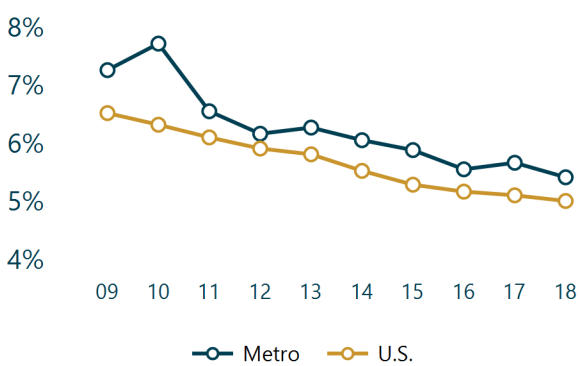
SALES VELOCITY



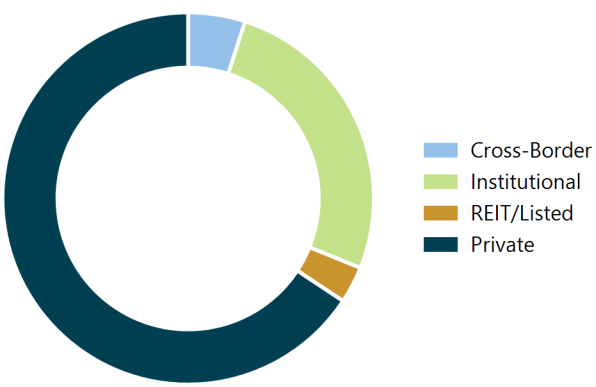
AVERAGE PRICE PER UNIT



AVERAGE CAP RATE



2018 BUYER COMPOSITION



TOP SALES

NAME	CITY	UNITS	BUILT	DATE SOLD	SALES PRICE	PPU
Avery at Northwinds	Alpharetta	800	1998	September	$ 172,375,000	$ 215,468
Cortland at the Battery Atlanta	Atlanta	531	2017	October	$ 156,200,000	$ 294,161
Juncture I & II	Alpharetta	560	2017	March	$ 141,700,000	$ 253,035
Hanover East Paces	Atlanta	375	2017	August	$ 117,100,000	$ 312,266
The Pointe at Perimeter	Dunwoody	604	1989	September	$ 111,136,000	$ 184,000

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