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**Kyle Malnati**  
Senior Advisor

**Kyle Malnati**, is a commercial real estate broker specializing in multifamily and investment sales. Kyle had a breakout year in 2007 and was named Pinnacle's **Rookie of the Year** for completing 10 transactions totaling \$9,849,400. In 2008 Kyle sold 12 properties totaling \$12,864,000 and was given the **Senior Advisor** distinction. *Kyle continued his success in 2009 by being named Pinnacle's Top Producer.* Kyle has also been honored by DMCAR as a Heavy Hitter for two different categories. He was in the Top Ten for the "Multifamily Sales" category (2008 & 2009) and in the Top Three in the "Young Brokers of Denver" category. Kyle was also a key player in the successful creation of Pinnacle Real Estate Advisors, LLC. Prior to his experience with Pinnacle, Kyle was a Broker Associate with another boutique brokerage firm in Denver, Colorado. Kyle teamed with Jeff Johnson and Matt Ritter previously as the Transaction Manager for their team and personally oversaw the successful closing of more than \$69,000,000 in investment real estate in two years. Kyle graduated from the University of Wyoming in 2004 with a B.S. in Finance and a Minor in Banking and Financial Services.

## Malnati Recent Sales

SOLD: 1/29/2010 1638 High St. Price: \$357,500 Units: 5 Price/SF: \$103.77 Price/Unit: \$71,500 Cap Rate: 8.33% Lender: N/A - Cash		SOLD: 3/24/2010 3810 E. 17th Ave. Price: \$540,000 Units: 6 Price/SF: \$119.52 Price/Unit: \$90,000 Cap Rate: 7.76% Lender: 1st Bank		SOLD: 5/11/2010 20 S. Pearl St. Price: \$870,000 Units: 12 Price/SF: \$94.16 Price/Unit: \$72,500 Cap Rate: 6.88% Lender: N/A - Cash	
SOLD: 5/25/2010 1410 Humboldt St. Price: \$800,000 Units: 12 Price/SF: \$85.97 Price/Unit: \$66,667 Cap Rate: 4.33% Lender: N/A - Cash		SOLD: 6/21/2010 12014 E. 14th Ave. Price: \$355,000 Units: 8 Price/SF: \$79.99 Price/Unit: \$44,375 Cap Rate: 9.43% Lender: Adams B&T		SOLD: 7/30/2010 1536 Vine St. Price: \$875,000 Units: 12 Price/SF: \$102.63 Price/Unit: \$72,917 Cap Rate: 7.83% Lender: Steele Street	
SOLD: 8/31/2010 3690 S. Fox St. Price: \$714,400 Units: 14 Price/SF: \$89.00 Price/Unit: \$51,243 Cap Rate: 8.37% Lender: N/A - Cash		SOLD: 9/23/2010 375 S. Pennsylvania Price: \$315,000 Units: 1 Price/SF: \$232.47 Lender: Beacon		SOLD: 9/29/2010 1436 Williams St. Price: \$1,050,000 Units: 12 Price/SF: \$113.04 Price/Unit: \$87,500 Cap Rate: 6.87% Lender: Adams B&T	
SOLD: 9/29/2010 1217 E. 14th Ave. Price: \$325,000 Units: 4 Price/SF: \$111.23 Price/Unit: \$81,250 Cap Rate: 7.79% Lender: 1st Bank		SOLD: 11/10/2010 1526 Milwaukee St. Price: \$475,000 Units: 6 Price/SF: \$89.96 Price/Unit: \$79,166 Cap Rate: 8.20% Lender: 1st Bank		SOLD: 12/20/2010 760-770 E. 11th Ave. Price: \$1,020,000 Units: 13 Price/SF: \$105.85 Price/Unit: \$78,461 Cap Rate: 7.94% Lender: Steele Street	
SOLD: 1/7/2011 150 S. Clarkson St. Price: \$1,800,000 Units: 25 Price/SF: \$134.47 Price/Unit: \$72,000 Cap Rate: 6.12% Lender: N/A Cash		SOLD: 1/14/2011 2401-15 Stout St. Price: \$1,110,000 Units: 17 Price/SF: \$106.39 Price/Unit: \$65,294 Cap Rate: 6.98% Lender: 1st Bank		SOLD: 2/11/2011 1607-13 York St. Price: \$305,000 Units: 4 Price/SF: \$120.46 Price/Unit: \$76,250 Cap Rate: 7.32% Lender: 1st Bank	

Call (303-962-9530) or email ([kmalnati@pinnaclearea.com](mailto:kmalnati@pinnaclearea.com)) me if you need to sell or buy an apartment building in Denver. I am always happy to also provide you with a FREE, detailed analysis showing what your property could sell for TODAY.



## Central Denver Apartment Market Report Kyle Malnati - Senior Advisor

### 2011 — 1st Quarter

2011 looks bright at the start of the year, and there is a lot of buy-side demand in the apartment market. Prices are rising for apartments in Central Denver as the listed inventory remains very low. **Should you sell now?** Call me to discuss... It may also seem too early to mention, but Tax Assessment Notices will be sent out in May 2011. I will be conducting a **Real Property Tax Objection Seminar** again. Values of apartment buildings were very sporadic during the assessment period, so please have me help you compile the correct comps when filing you appeal. Here are some key statistics about the apartment market in Central Denver:

- Multifamily Mortgage Interest Rates: (as of March 15, 2011)
  - 4.47% fixed for 3 years
  - 4.73% fixed for 5 years
  - 5.29% fixed for 7 years
- Apartment Vacancy Rates in Central Denver (Von Stroh's Report 2/1/10)
  - 5.2% for all of Central Denver
  - 2.9% for 9 to 50 unit buildings
  - 3.8% for 51 to 99 unit buildings
  - 8.1% for 100 to 199 unit buildings

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### Central Denver Neighborhoods

In order to provide you, the apartment owner, with detailed and relevant information, I have divided the Central Denver area into five distinct neighborhoods. This allows us to focus on trends within a specific neighborhood and not rely on Metro Denver's generalized statistics. Although this requires more work and research, I believe that property owners in our market will appreciate and can benefit from the more accurate information.

### Featured Deal

- Under Contract
- 34 Units
- Renovated
- 1031 Exchange
- Lowry Neighborhood
- Call for More Details












The purpose of this newsletter is to provide insight on the direction of the market, and to recap the apartment transactions occurring in the 3rd & 4th Quarters of 2010 in Central Denver's neighborhoods. This newsletter is the 17th issue of a quarterly publication which focuses exclusively on the apartment market in Central Denver's neighborhoods. The Central Denver Apartment Market Report is an ongoing service provided by Kyle Malnati.




### Central Denver Neighborhoods Neighborhood Sales - 3rd & 4th Quarter 2010:

**Capitol Hill Sales:** 9 properties sold: Averages - \$107.51/SF - \$74,099/unit  
**Area Description:** Bounded by Broadway, York St., Colfax Ave. & 8th Ave

08/04/2010 1220-26 Pearl St. Price: \$825,000 Units: 13 Price/SF: \$104.88 Price/Unit: \$63,462		08/16/2010 1230 Washington Price: \$610,000 Units: 8 Price/SF: \$143.60 Price/Unit: \$76,250		09/17/2010 1222 E. 10th Ave. Price: \$1,550,000 Units: 13 Price/SF: \$130.32 Price/Unit: \$119,231	
09/29/2010 1436 Williams St. Price: \$1,050,000 Units: 12 Price/SF: \$113.04 Price/Unit: \$87,500		10/19/2010 1245 Corona St. Price: \$942,500 Units: 17 Price/SF: \$107.04 Price/Unit: \$55,441		11/15/2010 1202 Logan St. Price: \$935,000 Units: 17 Price/SF: \$99.67 Price/Unit: \$55,000	
11/30/2010 1401 Gaylord St. Price: \$680,000 Units: 12 Price/SF: \$88.31 Price/Unit: \$56,667		12/20/2010 760-70 E. 11th Ave. Price: \$1,020,000 Units: 13 Price/SF: \$105.85 Price/Unit: \$78,462		12/29/2010 999 Pearl St. Price: \$1,198,000 Units: 16 Price/SF: \$74.89 Price/Unit: \$74,875	


**Congress Park Sales:** 1 property sold: Averages - \$87.72/SF - \$112,727/unit  
**Area Description:** Bounded by York St., Colorado Blvd., Colfax Ave. & 8th Ave.

10/25/2010  
1485 Clayton St.  
Price: \$1,240,000  
Units: 11  
Price/SF: \$87.72  
Price/Unit: \$112,727



**Governor's Park Sales:** 1 property sold: Averages - \$95.60/SF - \$50,000/unit  
**Area Description:** Bounded by Broadway, Speer Blvd., Corona St. & 8th Ave.

11/15/2010  
636-648 Pearl St.  
Price: \$2,000,000  
Units: 40  
Price/SF: \$95.60  
Price/Unit: \$50,000



#### Interest Rates\*

\*as of March 12, 2011

	Current*	Last Qtr.	1 Yr. Ago
Prime -	3.25%	3.25%	3.25%
Fed Funds -	0.25%	0.25%	0.25%
5 Year Treasury -	2.04%	1.95%	2.42%
10 Year Treasury -	3.39%	3.35%	3.71%
1 Year LIBOR -	0.78%	0.78%	0.87%

### Central Denver Neighborhoods Neighborhood Sales - 3rd & 4th Quarter 2010:

**Uptown Sales:** 6 properties sold: Averages - \$108.32/SF - \$80,159/unit  
**Area Description:** Bounded by Broadway, Colorado Blvd., 20th Ave. & Colfax Ave.

07/30/2010 1536 Vine St. Price: \$875,000 Units: 12 Price/SF: \$102.63 Price/Unit: \$72,917		10/20/2010 1674-80 Steele St. Price: \$2,344,000 Units: 21 Price/SF: \$102.00 Price/Unit: \$111,619		11/10/2010 1526 Milwaukee St. Price: \$475,000 Units: 6 Price/SF: \$89.96 Price/Unit: \$79,167	
11/23/2010 1721 Humboldt St. Price: \$2,000,000 Units: 20 Price/SF: \$164.08 Price/Unit: \$100,000		12/29/2010 1535 Franklin St. Price: \$3,600,000 Units: 100 Price/SF: \$51.66 Price/Unit: \$36,000		12/31/2010 1540 Grant St. Price: \$2,600,000 Units: 32 Price/SF: \$139.59 Price/Unit: \$81,250	

**Washington Park Sales:** 5 properties sold: Averages - \$93.41/SF - \$78,913/unit  
**Area Description:** Bounded by Broadway, University Blvd., Speer Blvd. & Mississippi Ave.

07/21/2010 245 S. Pennsylvania Price: \$485,000 Units: 6 Price/SF: \$133.39 Price/Unit: \$80,833		08/06/2010 222 Logan St. Price: \$2,350,000 Units: 34 Price/SF: \$116.50 Price/Unit: \$69,118		10/20/2010 707 E. 2nd Ave. Price: \$2,195,000 Units: 22 Price/SF: \$99.11 Price/Unit: \$99,773	
11/12/2010 15 Logan St. Price: \$1,327,000 Units: 19 Price/SF: \$124.74 Price/Unit: \$69,842		11/22/2010 911 S. Washington Price: \$1,500,000 Units: 20 Price/SF: \$126.70 Price/Unit: \$75,000			

Kyle Malnati has personally used this company, and recommends...



- Over 10 years of Service
- Experienced Apartment Owners
- Free estimates
- Exterior/Interior
- Commercial/Residential
- Competitive prices

Please call James at **303-249-7776** or email [fpf@q.com](mailto:fpf@q.com)

**IMPORTANT:** The provided statistics were obtained from CoStar and are assumed reliable, but not guaranteed. Kyle Malnati can provide you with a FREE, detailed analysis showing what your property could sell for TODAY. Statistical data can be extremely skewed without a large enough sample size. Even when statistics are correctly applied, the results can be difficult to interpret since they do not take into account important factors such as: unit mix, condo conversion potential, year of construction, and property condition.

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