MARKET REPORT · FOR OWNERS OF 4 TO 20 UNIT BUILDINGS

The DC Small Multifamily Market Report

Washington DC small multifamily · data as of November 10, 2026

> Values have stabilised. They have not recovered. **The weak spot is volume: far fewer buildings are selling, so fewer comps sit behind your next appraisal.**

THE BOTTOM LINE

- **Values are stable, not recovered.** My closed-comp median is $206,250 per unit, up 3.1% from $200,000. The quality-adjusted index for 3 to 20 unit buildings is flat.
- **Volume is the weak spot.** 186 buildings sold in the last 12 months, down from 258. Dollar volume fell about 30%, from $304.6M to $212.8M.
- **Small buildings yield more.** The 0 to 20 unit cap rate is 7.3%. Buildings of 4 or more units sit at 5.8% (CoStar, Nov 2026).
- **Rent and vacancy are flat.** Vacancy held at 9.4%. Asking rent slipped 0.8% to $1,807 per unit.

7.3%	$201K	9.4%	$1,807	−34	186
Market cap rate prior 7.2% COSTAR · NOV 2026	**Market price per unit** prior $209K COSTAR · NOV 2026	**Vacancy** unchanged since Sept COSTAR · NOV 2026	**Rent per unit** −0.8% COSTAR · NOV 2026	**Absorption, 12 mo** prior −105 COSTAR · NOV 2026	**Buildings sold** down from 258 MY CLOSED COMPS

First five tiles: DC, buildings of 0 to 20 units (CoStar). Last tile: DC closed sales, 1 to 20 units, 12 months to Nov 5, 2026.

SAME MARKET, DIFFERENT ASSET

Why the headline isn't your market

	CAP RATE	PRICE PER UNIT	VACANCY
4 or more units	5.8%	$313K	9.1%
0 to 20 units	7.3%	$201K	9.4%

- Small buildings trade at about 64% of the 4-plus price per unit, at a cap rate 1.5 points higher.
- The small segment is 26,850 units across 3,300 buildings, about 8 units each. The 4-plus market is 234,202 units across 5,076 buildings, about 46 units each.
- If you price your building off the citywide headline, you will price it wrong.

ASKING RENT BY UNIT TYPE
CoStar, Nov 2026, 0 to 20 units

$1,418	$1,505	$2,063	$2,894
Studio	1 bedroom	2 bedroom	3 bedroom

RUN IT ON YOUR OWN BUILDING

What it means for you

Value

- My closed-comp median is $206,250 per unit, up 3.1% from $200,000. That raw number moves with whatever happens to sell.
- The quality-adjusted index strips out that mix and reads flat: $179,946 in Q3 2026 against $180,826 a year earlier, down 0.5%.
- A six-unit DC building is about $1,237,500 at the median. Illustrative median math, not your exact building.

Refinance

- If your loan matures in the next 18 months, the appraisal that resets your terms lands in this market.
- With 28% fewer sales than the year before, fewer recent comps sit behind any appraisal.
- Know your real number before the bank orders its own. Do not let the appraiser be the first person in the room who knows it.

Hold or sell

- **Sell:** the sales that did close took a median 79 days and closed at 98.3% of asking. CoStar tracks 195 DC multifamily listings for sale.
- **Hold:** only 172 units are under construction in buildings of 0 to 20 units, against 26,850 standing.
- Twelve-month absorption is still negative at 34 units, better than negative 105 in September.

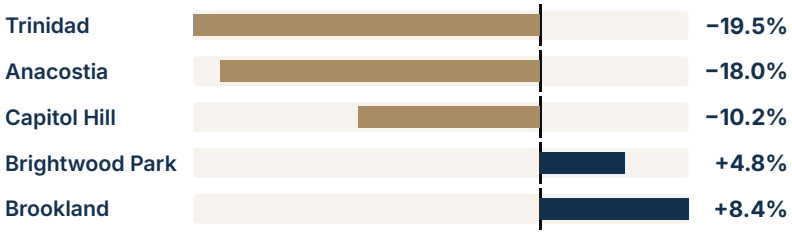
The one check before you talk to any lender. Multiply your unit count by $206,250. Compare it to what you owe. If your loan matures in the next 18 months, book a broker opinion of value this month.

WASHINGTON DC ONLY · MY OWN CLOSED COMPS

Your block isn't the average DC-SPECIFIC

Over three years, the spread between well-sampled DC submarkets is almost 28 points. Your submarket, not the median, decides your real number.

THREE-YEAR CHANGE IN VALUE PER UNIT, BY DC SUBMARKET



A spread of almost 28 points between two neighborhoods. Source: my own closed comps (remax-intel), DC, 1 to 20 units; well-sampled submarkets only.

DC SMALL BUILDINGS, MY OWN CLOSED COMPS

186	buildings sold in the trailing 12 months ($212.8M), down from 258 ($304.6M)
79	median days on market, down from 95.5
Flat	quality-adjusted 3 to 20 unit price index: down 0.5% on the median, up 0.2% smoothed, Q3 2026. Stable, not recovered.
~6.95%	cap rate, from 24 deals. Directional only.

Your building's number is different.

This report is the DC-wide picture for small buildings. Your submarket and your refinance timing change it again.

I will run a report for your specific address and unit count, plus a no-cost NOI review. It is the same work I do on my own buildings before I price them.

Reply to the email this came with, or reach me through apartmentwealthnavigator.com.

Scan or tap to get your building's specific number: card.shafiqhirani.com/dmv-report

Sources. CoStar November 2026 DC multifamily Search Analytics, ref 6297068, dated 2026-11-10, filtered to 0 to 20 units and to 4 or more units: every market figure. CoStar sale listings, 2026-11-10. remax-intel build 2026-11-10: my own closed comps from CoStar and Bright MLS, DC, 1 to 20 units, through 2026-11-05.

Caveats. September's figures have been revised as later sales were reported; this report uses the updated data. The 6.95% cap rate rests on 24 deals. The comps cover 1 to 20 units, the index 3 to 20 units and the CoStar tiles 0 to 20 units. The six-unit example is median math, not an appraisal or a valuation of your building.