

## SACRAMENTO MSA | MULTIFAMILY | Q1 2019

# SNAP STATS

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## Q1 2019 | 5+ Unit Property Sales Overview

### Sacramento MSA Overview (5+ Unit Properties)

**Total Population** **2,296,418**  
Census Estimate

**Unemployment Rate (%)** **4.1%**  
as of February 2019

**Employment Growth (%)** **2.8%**  
as of February 2019

**Median HH Income** **\$62,813**  
Census Estimate

**Per Capita Income** **\$51,370**  
Census Estimate

**Transaction Volume** **\$136M**  
\$360M (Q1 2018) -62.3% y-o-y

**Avg Price/Unit** **\$126,190**  
\$135,085 (Q1 2018) -6.6% y-o-y

**Avg Price/SF** **\$161.38**  
\$181.61 (Q1 2018) -11.1% y-o-y

\* El Dorado, Placer, Sacramento & Yolo Counties only

### AVG Rent/Occupancy (5+ Unit Properties)

Q1 2019	Q1 2018	Increase / Decrease
<b>\$1,478</b> <small>Avg Rent y-o-y (All Units)</small>	<b>\$1,400</b>	<b>▲ \$78</b>
<b>96.3%</b> <small>Avg Occupancy Rate y-o-y</small>	<b>96.2%</b>	<b>▲ +0.1%</b>

### New Construction (50+)\*

**Delivered | Avg Absorption**  
**126 Units | 5 Units / Property / Month**

**Under Construction**  
**3,646 Units**

**Planned Projects**  
**6,405 Units**

### Total Inventory

**50+ Units**  
**146,013**

**5-49 Units**  
**34,378**

**Total Units**  
**180,391**

\* Project: Figures based on when total projects are delivered.

## Q1 2019 Sales Stats

**50+ Units**

**\$102M**  
\$334M (Q1 2018)  
 -69.5% y-o-y

**Transaction Volume**

**\$34M**  
\$26M (Q1 2018)  
 +30.1% y-o-y

**5-49 Units**

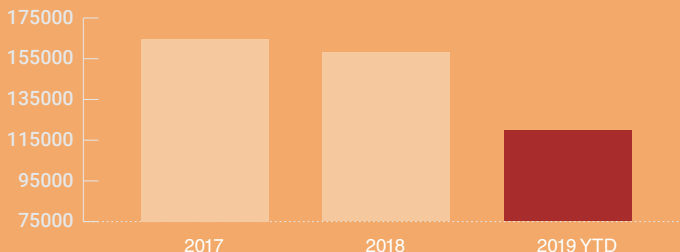
50+ Units

Avg Sales Price Per Unit

5-49 Units

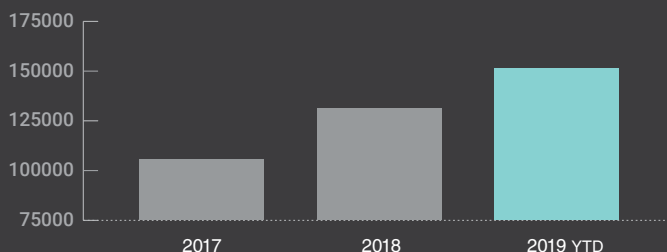
\$119,606

\$135,705 (Q1 2018)  
-11.9% y-o-y



\$151,203

\$127,600 (Q1 2018)  
+18.5 y-o-y



\$146.98

\$181.35 (Q1 2018)  
-19% y-o-y

Avg Price/SF

\$228.69

\$185.06 (Q1 2018)  
+23.6% y-o-y



1976

Avg Year Built

1957

1973  
(Q1 2018)

1956  
(Q1 2018)

### Top Q1 2019 (50+) Sales by Price/Unit



**Riverside Villas**  
Sacramento, 100 Units  
\$16,010,000  
\$160,100/unit  
\$193.12/SF  
Built 1972



**The Crossing at Wyndham**  
Sacramento, 298 Units  
\$43,000,000  
\$144,295/unit  
\$191.32/SF  
Built 1974



**Florin Woods**  
Sacramento, 95 Units  
\$10,800,000  
\$113,684/unit  
\$144/SF  
Built 1966

### Top Q1 2019 (5-49) Sales by Price/Unit



**117 Ruth Court**  
Sacramento, 10 Units  
\$2,500,000  
\$250,000/unit  
\$320.18/SF  
Built 1960



**2311 I Street**  
Sacramento, 12 Units  
\$2,257,500  
\$188,125/unit  
\$460.71/SF  
Built 1959



**The Huntington**  
Sacramento, 24 Units  
\$4,350,000  
\$181,250/unit  
\$329.55/SF  
Built 1955

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