

SACRAMENTO MSA | MULTIFAMILY | YE 2019

SNAP STATS

SACRAMENTO MSA SNAP STATS YE 2019 | 5+ Unit Property Sales Overview

Sacramento MSA Overview (5+ Unit Properties)

Total Population **2,375,770**

CoStar

Unemployment Rate (%) **3.6%**

CoStar

Employment Growth (%) **1.6%**

BLS as of Nov 2019

Median HH Income **\$75,921**

CoStar

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

Census Estimate

Transaction Volume **\$1.28B**

\$1.82B (YE 2018) -29.5% y-o-y

Avg Price/Unit **\$168,252**

\$166,556 (YE 2018) +1.0% y-o-y

Avg Price/SF **\$201.14**

\$199.42 (YE 2018) +0.9% y-o-y

AVG Rent/Occupancy (5+ Unit Properties)

YE 2019	YE 2018	Increase / Decrease
\$1,406	\$1,360	+\$46
Avg Rent y-o-y (All Units)		
94.9%	94.4%	+0.5%
Avg Occupancy Rate y-o-y		

New Construction (50+)*

Delivered | Avg Absorption

1,505 Units | 728 Units

Under Construction

2,721 Units

Planned Projects

6,351 Units

Total Inventory

50+ Units

143,277

5-49 Units

34,556

Total Units (5+)

177,833

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

YE 2019 Sales Stats

50+ Units

\$1.11B

\$1.62B (YE 2018)
-31.7% y-o-y

Q4 2019 \$164M

Transaction Volume

\$176M

\$199M (YE 2018)
-11.8% y-o-y

Q4 2019 \$72M

5-49 Units

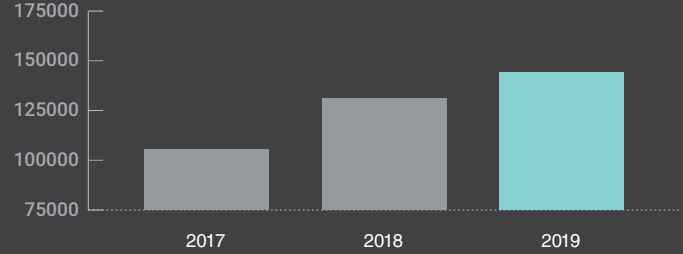
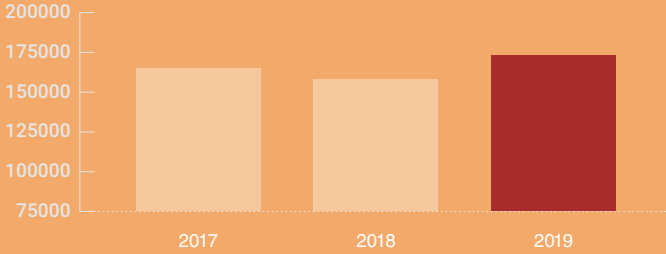
50+ Units

Avg Sales Price Per Unit

5-49 Units

\$172,801 \$173,137 (YE 2018) -0.2% y-o-y

\$144,326 \$127,232 (YE 2018) +13.4% y-o-y



\$201.02

\$203.11 (YE 2018) -1.0% y-o-y

Avg Price/SF

\$201.86

\$174.59 (YE 2018) +15.6% y-o-y



1982

Avg Year Built

1961

1978 (YE 2018)

1961 (YE 2018)

Top YE 2019 (50+) Sales by Price/Unit

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



Q19
 Sacramento, 68 Units
 \$26,800,000
 \$394,118/unit
 \$580.46/SF
 Built 2018



2310 Q Street
 Sacramento, 5 Units
 \$1,732,500
 \$346,500/unit
 \$253.55/SF
 Built 2009



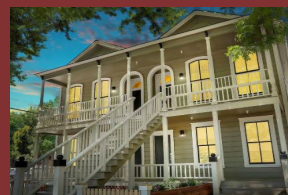
Sycamore Terrace
 Sacramento, 244 Units
 \$68,450,000
 \$280,533/unit
 \$269.51/SF
 Built 2007



2Winn Park Lofts
 Sacramento, 9 Units
 \$3,100,000
 \$344,444/unit
 \$281.82/SF
 Built 2019



Southwood Garden Townhomes
 Sacramento, 98 Units
 \$26,800,000
 \$273,469/unit
 \$213.37/SF
 Built 1980



The Kensington
 Sacramento, 8 Units
 \$2,600,000
 \$325,000/unit
 \$438.60/SF
 Built 1895

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