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DAVID C. JUSTESEN 916.330.4040
SR VICE PRESIDENT david.justesen@abimultifamily.com
CA BRE Broker #00853627

TYLER JUSTESEN 916.330.4818
VICE PRESIDENT tyler.justesen@abimultifamily.com
CA BRE Broker #02044409

TOTAL UNIT INVENTORY

 5+ UNIT PROPERTIES: **177,833**

 50+ UNIT PROPERTIES: **143,277**
YE 2019 Sales Stats
50+ Units
\$1.11B

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

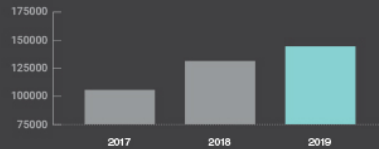
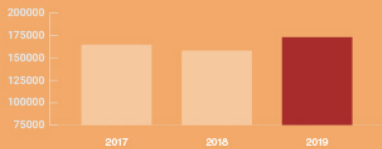
 Q4 2019 **\$164M**
Transaction Volume
\$176M

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

 Q4 2019 **\$72M**
5-49 Units
50+ Units
\$172,801

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

Avg Sales Price Per Unit
5-49 Units
\$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

 1978
 (YE 2018)

Avg Year Built
1961

 1961
 (YE 2018)

50+ UNIT PROPERTIES | YE 2019 TRANSACTIONS BY YEAR BUILT

	Avg Price/Unit	Avg Price/SF	# of Transactions
2010+	\$394K	\$580	1
2000-09	\$203K	\$197	5
1990-99	\$149K	\$164	4
1980-89	\$197K	\$231	10
Pre-1980	\$143K	\$177	21

5-49 UNIT PROPERTIES | YE 2019 TRANSACTIONS BY YEAR BUILT

	Avg Price/Unit	Avg Price/SF	# of Transactions
2010+	\$344K	\$282	1
2000-09	\$347K	\$254	1
1990-99	\$236K	\$190	2
1980-89	\$145K	\$192	7
Pre-1980	\$138K	\$204	72

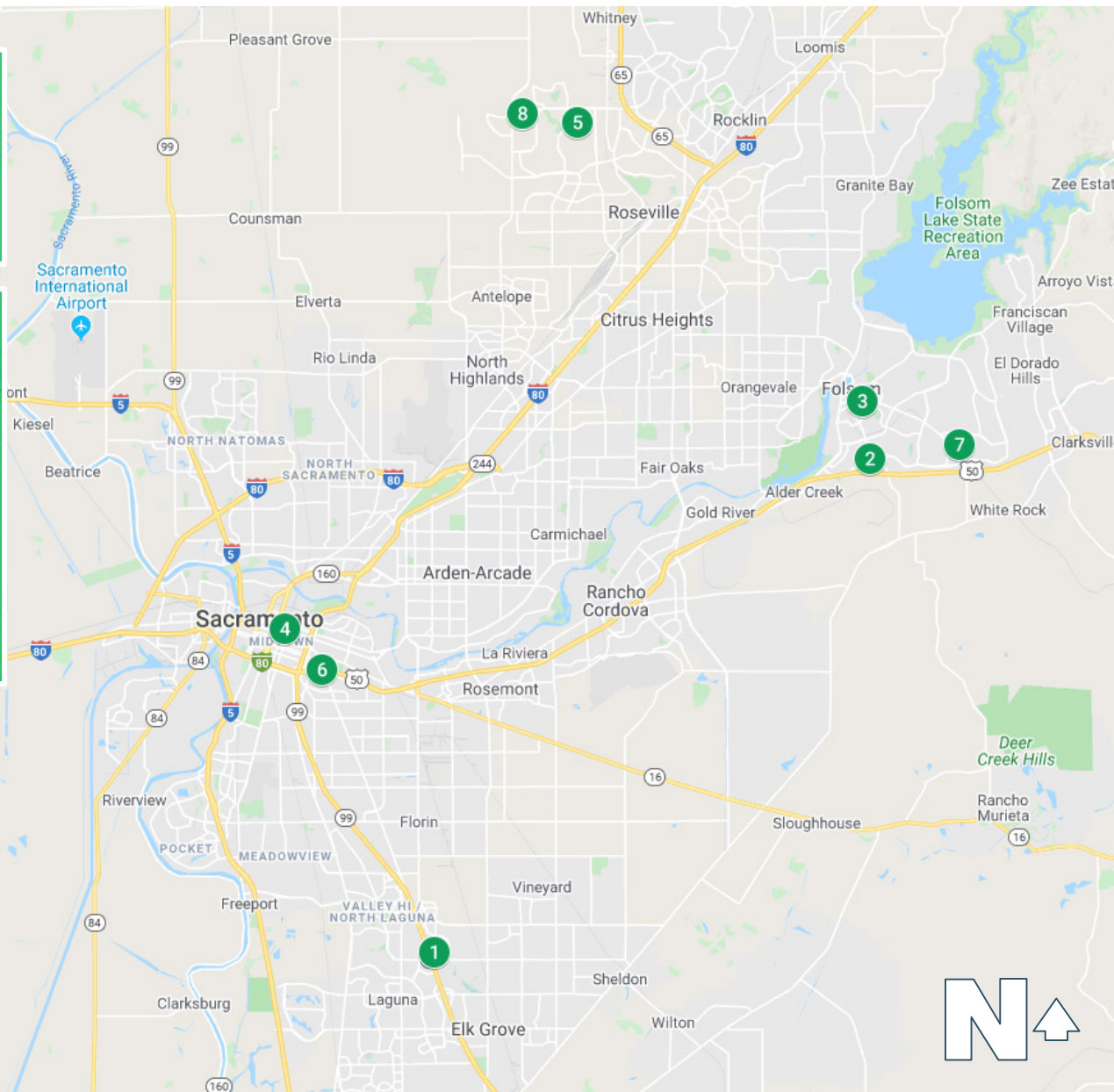
Recently Completed

(YE 2019)

Total # of Units: 1,505

Total # of Properties: 8

1. Bow Street Apartments | 98 Units
2. Hub Apartments | 100 Units
3. Bidwell Pointe | 140 Units
4. 19J Apartments | 175 Units
5. Campus Oaks | 186 Units
6. Gio Apartments | 213 Units
7. Talavera | 293 Units
8. Harvest at Fiddymont Ranch | 300 Units

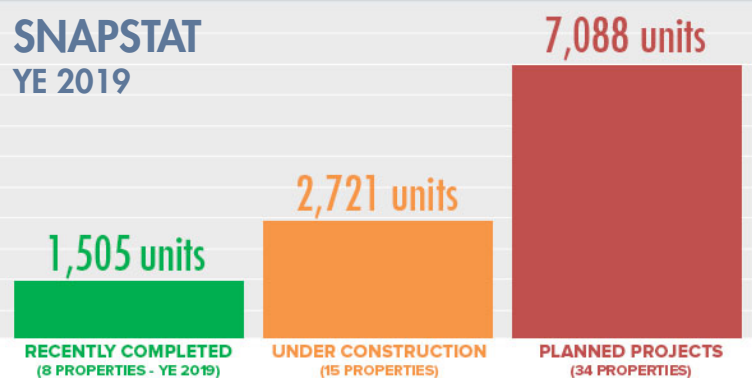


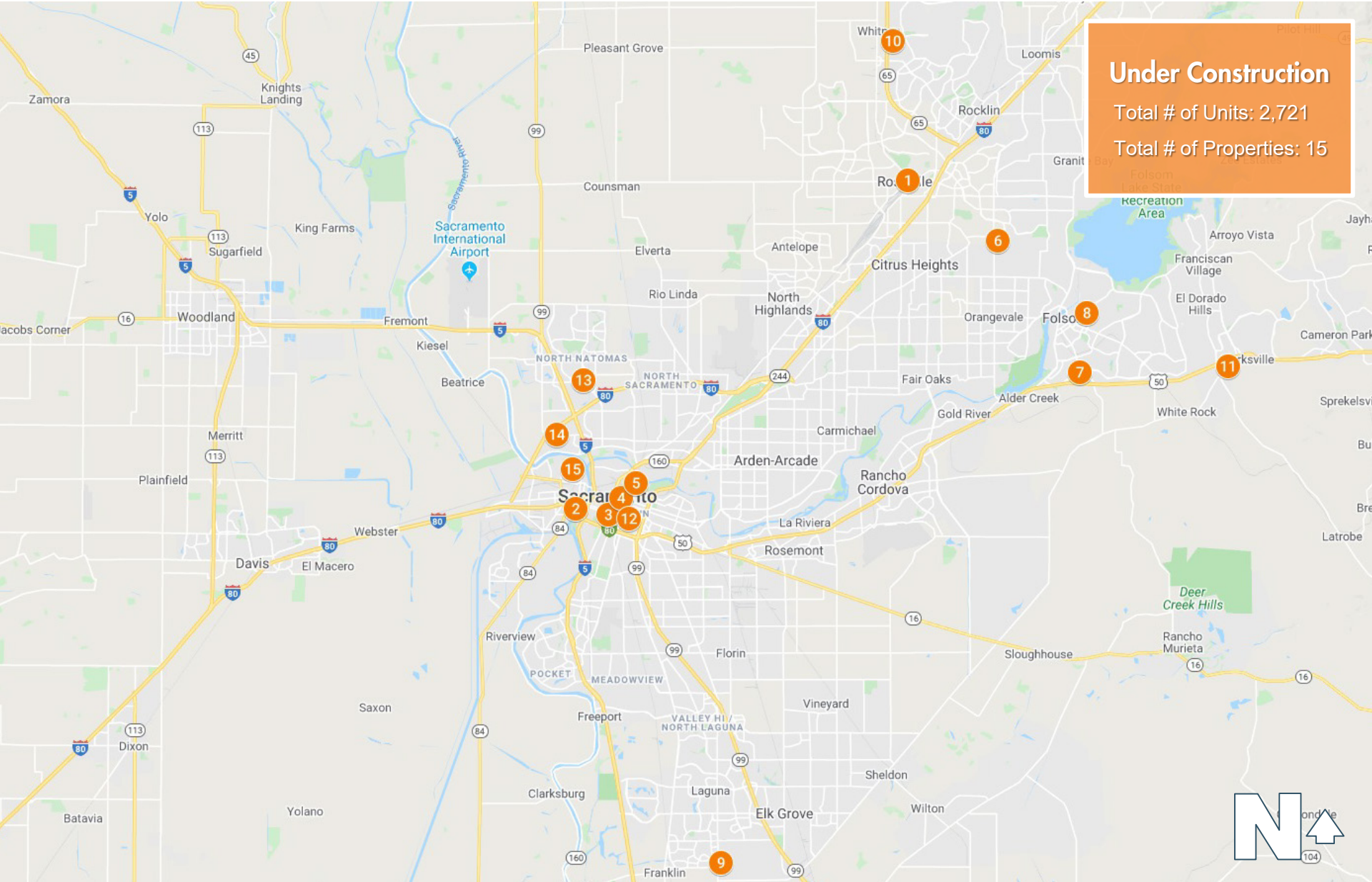
RECENTLY COMPLETED (50+ UNIT PROPERTIES)

Property Name	Address	City	Units	Developer
1 Bow Street Apartments	8627 Bow St	Elk Grove	98	Pacific West Communities, Inc.
2 Hub Apartments	525 Willard Dr	Folsom	100	Cresleigh Homes
3 Bidwell Pointe	125 E Bidwell St	Folsom	140	St Anton Multifamily, Inc.
4 19J Apartments	1827 J St	Sacramento	175	Mohanna Development
5 Campus Oaks Apartments	500 Roseville Pky	Roseville	186	Scott Canel & Associates
6 Gio Apartments	3675 T St	Sacramento	213	Allegiant Development Company
7 Talavera	1550 Broadstone Pky	Folsom	293	USA Properties Fund, Inc.
8 Harvest at Fiddymont Ranch	1900 Blue Oaks Blvd	Roseville	300	USA Properties Fund, Inc.
2019 COMPLETED (YTD)			1,505	

SACRAMENTO MSA CONSTRUCTION

SNAPSTAT YE 2019





Under Construction
 Total # of Units: 2,721
 Total # of Properties: 15



UNDER CONSTRUCTION (50+ UNIT PROPERTIES)

Property Name	Address	City	Units	Developer
1 Main Street Plaza	134 Main St	Roseville	65	Meta Housing Corporation
2 The Foundry	Mill St	West Sacramento	69	Fulcrum Capital Corporation
3 1430 Q	1430 Q St	Sacramento	75	D & S Development, Inc
4 H16	731 16th St	Sacramento	95	SKK Developments
5 E@16	1600 E St	Sacramento	95	SKK Developments
6 Wellquest Senior at Granite Bay Living	9747 Sierra College Blvd	Granite Bay	114	Wellquest Granite Bay
7 Hub Apartments Phase II	525 Willard Dr	Folsom	130	Cresleigh Homes
8 Revel Folsom Apartments	255 Wales Dr	Folsom	166	The Wolff Company
9 Mesa at Laguna Ridge	10371 Bruceville Rd	Elk Grove	180	Ky V Hy
10 Ansel Park Senior Living	1200 Orchid Dr	Rocklin	204	Unknown
11 El Dorado Hills Apartments	4387 Town Center Blvd	El Dorado Hills	250	A.G. Spanos Companies
12 The Press	1714 21st St	Sacramento	277	SKK Developments
13 Alira	4100 Innovator Dr	Sacramento	293	A.G. Spanos Companies
14 The Core Natomas	2705 Orchard Ln	Sacramento	300	Oakdale Communities
15 The Strand Apartments	Lighthouse Dr & Douglas St	West Sacramento	408	MBK Rental Living
TOTAL (UNDER CONSTRUCTION)			2,721	

Planned

Total # of Units: 7,088

Total # of Properties: 34

PLANNED (50+ UNIT PROPERTIES)

PLANNED (50+ UNIT PROPERTIES)

Property Name	Address	City	Unit	Developer
1 Lavender Courtyard	1612 F St	Sacramento	53	Mutual Housing of California
2 River I	745 3rd St	West Sacramento	57	Fulcrum Capital Corporation
3 Unknown	401 Broadway St	Sacramento	59	Grupe Management Company
4 Folsom Station-Granite House	910 Sutter St	Folsom	60	Bernau Development Corp
5 The James Phase II	6201 W Oaks Blvd	Rocklin	68	Duke Development Company
6 Unknown	Harbour Pointe & Maritime Dr	Elk Grove	72	For the Future Housing Inc
7 Unknown	1212 Del Pase Blvd	Sacramento	75	Volunteers of America SAC & NCA
8 Mid Fifteen	1500 S St	Sacramento	76	Unknown
9 Redevelopemnt of Hotel to MF	3425 Orange Grove Ave	North Highlands	80	Mercy Housing
10 Junction Crossing	120 Pacific St	Roseville	80	St Anton Multifamily, Inc.
11 Vantage Condominiums	14th & N St	Sacramento	87	Cresleigh Homes
12 Bel Vue	800 K St	Sacramento	92	CFY Development, Inc.
13 17 Central	1631 K St	Sacramento	111	D & S Development, Inc.
14 Unknown	8009 Franklin Blvd	Sacramento	113	Unknown
15 Crocker Village	Sutter Rd & Crocker Dr	Sacramento	131	Petrovich Development Company
16 Unknown	1717 S St	Sacramento	159	CFY Development, Inc.
17 Quarry Place	5615 Pacific St	Rocklin	180	St Anton Multifamily, Inc.
18 Unknown	700 16th St	Sacramento	190	SKK Development Company
19 Sierra Gateway Apartments	5401 Sierra College Blvd	Rocklin	195	Ezralow/First Pointe Management
20 Unknown	8255 Florin Rd	Sacramento	200	Meea Kang

PLANNED (50+ UNIT PROPERTIES)

Property Name	Address	City	Units	Developer
21 Campus Oaks Apartments - Phase II	500 Roseville Pky	Roseville	210	Scott Canel & Associates
22 65 East	6800 Folsom Blvd	Sacramento	223	Symphony Development
23 The Retreat at Sacramento	2601 Redding Ave	Sacramento	224	Landmark Properties
24 Arena Senior Apartments	4401 Truxel Rd	Sacramento	240	Unknown
25 THE METROPOLITAN	1001 J St	Sacramento	250	Saca Development
26 West	805 S River Rd	West Sacramento	286	Yackzan Group, Inc.
27 The Railyards	703 N 7th St	Sacramento	303	LDK Ventures
28 Bruceville Apartments	8373 Bruceville Rd	Elk Grove	351	Unknown
29 Duckhorn Pine Apartments	Duckhorn Dr	Sacramento	368	The Wolff Company
30 10K	930 K St	Sacramento	391	Mohanna Development
31 Sacramento Commons	7th St	Sacramento	436	Weidner Property Management LLC
32 Broadway Apartments	2570 3rd St	Sacramento	444	29th Street Capital
33 Twin Rivers	321 Eliza St	Sacramento	487	McCormack Baron Salazar
34 Arden Gateway	1401 Arden Way	Sacramento	737	SKK Development Company
TOTAL (PLANNED)			7,088	

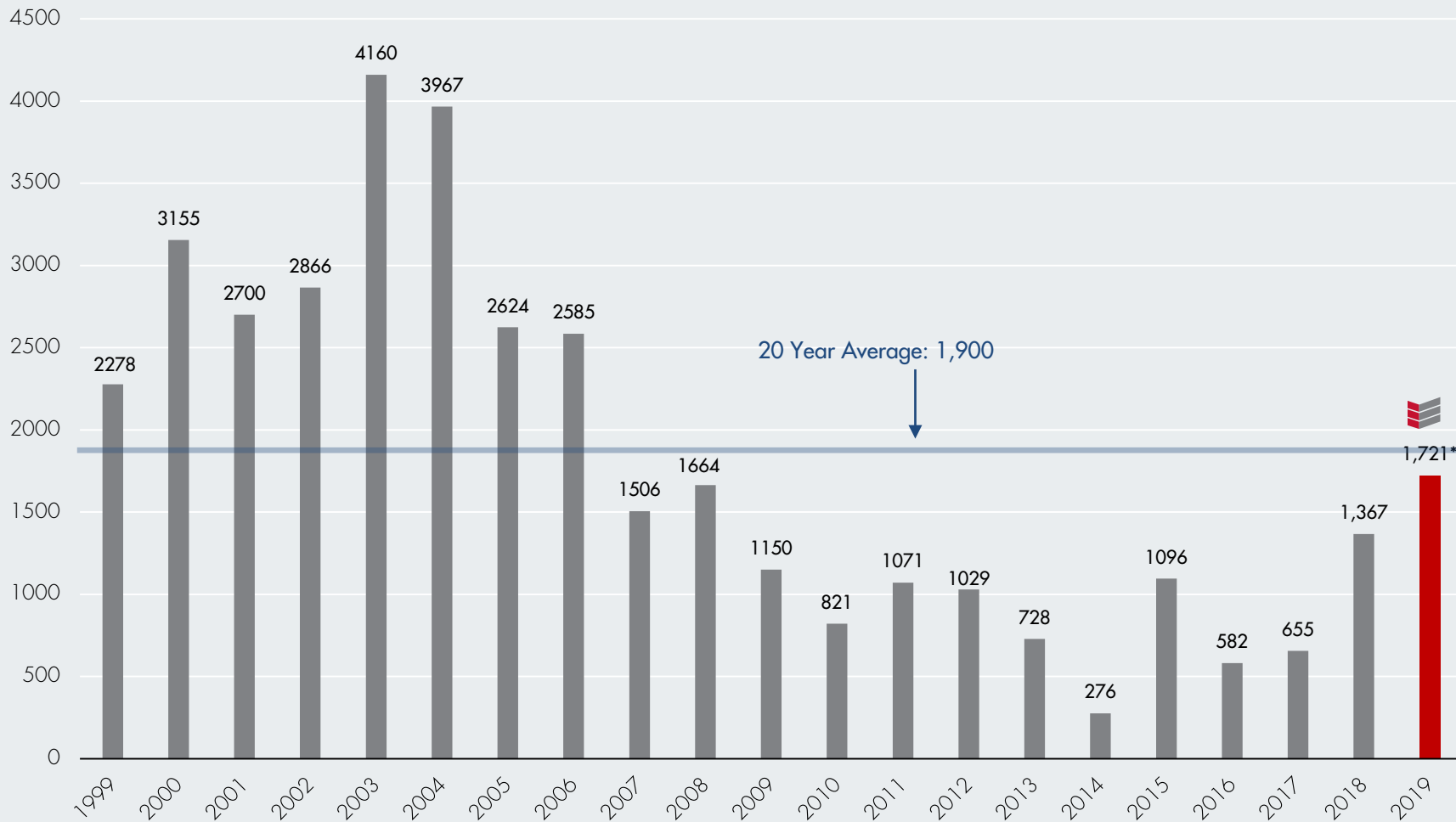
TOTAL UNIT INVENTORY

 5+ UNIT PROPERTIES: **177,833**

 50+ UNIT PROPERTIES: **143,277**
12 MONTH ABSORPTION
728 Units


* Project Units Delivered (YTD)

Based on when total projects are delivered, not as individual buildings/units are delivered



Leading Multifamily Brokerage Team in the Western US

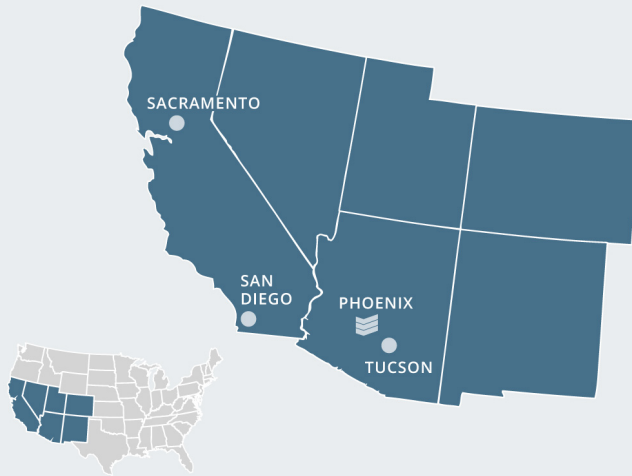
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SEASONED ADVISORS WITH REGIONAL INSIGHT

COLLABORATION & COOPERATION

Apartment Brokerage & Advisory Firm

ABI Multifamily is a brokerage and advisory services firm that focuses exclusively on apartment investment transactions. The experienced advisors at ABI Multifamily have completed billions of dollars in sales and thousands of individual multifamily transactions.



SACRAMENTO OFFICE

DAVID C. JUSTESEN
 SENIOR VICE PRESIDENT

916.330.4040
 david.justesen@abimultifamily.com

CA DRE Broker #00853627

TYLER JUSTESEN
 VICE PRESIDENT

916.330.4818
 tyler.justesen@abimultifamily.com

CA DRE Broker #02044409

PHOENIX HEADQUARTERS

5227 North 7th Street
 2nd Floor
 Phoenix, AZ 85014

602.714.1400

SAN DIEGO OFFICE

1012 2nd Street
 Suite 100
 Encinitas, CA 92024

858.256.7690

TUCSON OFFICE

1650 North Kolb Road
 Suite 230
 Tucson, AZ 85715

520.265.1945

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