

SACRAMENTO MSA | MULTIFAMILY | 3Q 2018

SNAP STATS

SACRAMENTO MSA SNAP STATS 3Q 2018 | 5+ Unit Property Sales Overview

Sacramento MSA Overview (5+ Unit Properties)

Total Population * <small>2016 Census Estimate</small>	2,296,418
Population Growth (%) <small>y-o-y growth</small>	▲ 1.3%
Unemployment Rate (%) <small>as of May 2018</small>	3.8%
Employment Growth (%) <small>y-o-y as of May 2018</small>	▲ 1.1%
Median HH Income <small>2016 ACS 5-Yr Estimate</small>	\$62,813
Median HH Income Growth <small>2016 ACS 5-Yr Estimate</small>	▲ 4.7%
Per Capita Income <small>2016 BEA Estimate</small>	\$51,370
Per Capita Income Change <small>2016 BEA Estimate</small>	▲ 2.7%

* El Dorado, Placer, Sacramento & Yolo Counties only

AVG Rent/Occupancy (5+ Unit Properties)

3Q 2018	3Q 2017	Increase / Decrease
\$1,480 <small>Avg Rent y-o-y (All Units)</small>	\$1,384	▲ \$96
96.3% <small>Avg Occupancy Rate y-o-y</small>	96.9%	▼ -0.6%

New Construction **

Delivered Avg Absorption 142 Units 8 Units / Property / Month
Under Construction 3,455 Units
Planned Projects 5,414 Units

Total Inventory

50+ Units 127,430
5-49 Units 145,111
Total Units 272,541

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

3Q 2018 Sales Stats

50+ Units

\$337M

\$177M (3Q 2017)
+90.1% y-o-y

Transaction Volume

\$31M

\$37M (3Q 2017)
-15.8% y-o-y

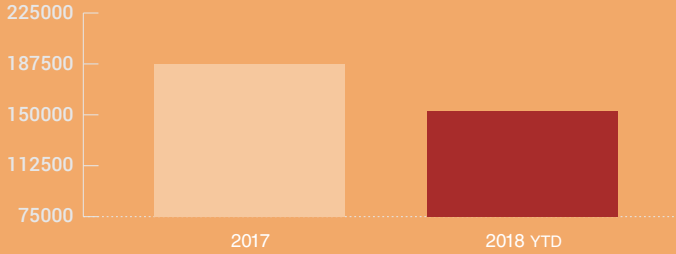
5-49 Units

50+ Units

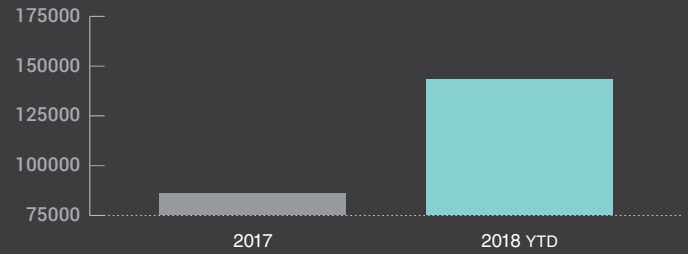
Avg Sales Price Per Unit

5-49 Units

\$152,417 \$177,250 (3Q 2017)
-14.0% y-o-y



\$143,156 \$85,794 (3Q 2017)
+66.9 y-o-y



\$201.51

\$219.17 (3Q 2017)
-8.1% y-o-y

Avg Price/SF

\$205.89

\$131.28 (3Q 2017)
+56.8% y-o-y



1975

1984
(3Q 2017)

Avg Year Built

1956

1965
(3Q 2017)

Top 3Q 2018 (50+) Sales by Price/Unit



Park Haven
Fairfield, 50 Units
\$11,000,000
\$220,000/unit
\$294.45/SF
Built 1974



Portofino On The Lake
Sacramento, 200 Units
\$40,000,000
\$200,000/unit
\$219.18/SF
Built 1979



Arbor Walk
Sacramento, 76 Units
\$14,100,000
\$185,526/unit
\$227.05/SF
Built 1985

Top 3Q 2018 (5-49) Sales by Price/Unit



Lofts at Chestnut Mixed-Use (Apts Only)
Sacramento, 7 Units
\$3,780,000
\$540,000/unit | \$270.87/SF
Built 2005



1717 W Street Apartments
Sacramento, 9 Units
\$1,700,000
\$188,889/unit
\$304.93/SF
Built 1960



The Grandview
Sacramento, 10 Units
\$1,800,000
\$180,000/unit
\$384.70/SF
Built 1912

DISCLAIMER © 2018 ABI Multifamily | The information and details contained herein have been obtained from third-party sources believed to be reliable; however, ABI Multifamily has not independently verified its accuracy. ABI Multifamily makes no representations, guarantees, or express or implied warranties of any kind regarding the accuracy or completeness of the information and details provided herein, including but not limited to the implied warranty of suitability and fitness for a particular purpose. Interested parties should perform their own due diligence regarding the accuracy of the information. SOURCES: ABI Research / Bureau of Labor Statistics / Census Bureau / YARDI Matrix / Vizzda / US Chamber of Commerce / RED Comps / ARMLS