

SACRAMENTO MSA | MULTIFAMILY | Q3 2019

SNAP STATS

SACRAMENTO MSA SNAP STATS Q3 2019 | 5+ Unit Property Sales Overview

Sacramento MSA Overview (5+ Unit Properties)

Total Population **2,371,109**

CoStar

Unemployment Rate (%) **3.7%**

as of Aug 2019

Employment Growth (%) **1.4%**

as of Aug 2019

Median HH Income **\$74,403**

CoStar

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

Census Estimate

Transaction Volume **\$536M**

\$445M (Q3 2018) +20.5% y-o-y

Avg Price/Unit **\$190,447**

\$160,671 (Q3 2018) +18.5% y-o-y

Avg Price/SF **\$229.76**

\$203.92 (Q3 2018) +12.7% y-o-y

AVG Rent/Occupancy (5+ Unit Properties)

Q3 2019

Q3 2018

Increase / Decrease

\$1,392

\$1,339

+\$53

Avg Rent y-o-y (All Units)

95.6%

95.6%

NO CHANGE

Avg Occupancy Rate y-o-y

New Construction (50+)*

Delivered | Avg Absorption

0 Units | 89 Units

Under Construction

3,074 Units

Planned Projects

7,144 Units

Total Inventory

50+ Units

147,242

5-49 Units

34,596

Total Units (5+)

181,838

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

Q3 2019 Sales Stats

50+ Units

\$499M

\$399M (Q3 2018)
+25.2% y-o-y

Transaction Volume

\$36M

\$46M (Q3 2018)
-20.6% y-o-y

5-49 Units

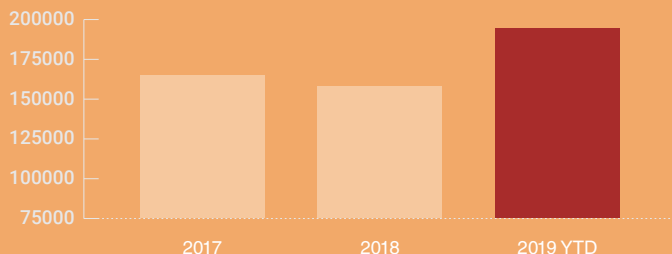
50+ Units

Avg Sales Price Per Unit

5-49 Units

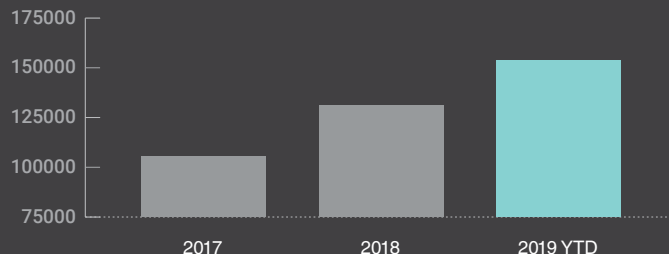
\$193,833

\$165,592 (Q3 2018)
+17.1% y-o-y



\$153,639

\$127,669 (Q3 2018)
+20.3% y-o-y



\$230.07

\$207.39 (Q3 2018)
+10.9% y-o-y

Avg Price/SF

\$225.60

\$178.06 (Q3 2018)
+26.7% y-o-y



1983

1978
(Q3 2018)

Avg Year Built

1954

1959
(Q3 2018)

Top Q3 2019 (50+) Sales by Price/Unit



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



Shore Park at Riverlake
Sacramento, 393 Units
\$97,200,000
\$247,328/unit
\$261.02/SF
Built 1989

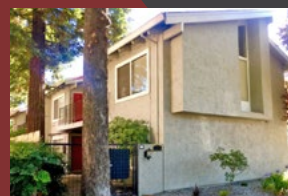


Promenade Park
Roseville, 60 Units
\$14,000,000
\$233,333/unit
\$300.94/SF
Built 1981

Top Q3 2019 (5-49) Sales by Price/Unit



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



2819 E Street
Sacramento, 9 Units
\$2,175,000
\$241,667/unit
\$388.39/SF
Built 1975



The Palms
Sacramento, 13 Units
\$2,885,000
\$221,923/unit
\$401.53/SF
Built 1954

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