

SNAP STATS

EXECUTIVE SUMMARY INFOGRAPHIC

SACRAMENTO MSA | MULTIFAMILY

Q3 2021 | 5+ Unit Properties Overview

Sacramento MSA Overview (5+ Unit Properties)

Total Population **2,405,603**
CoStar

Unemployment Rate (%) **5.5%**
BLS as of Sept 2021

Employment Growth (%) **3.6%**
BLS as of Sept 2021

Median HH Income **\$81,696**
CoStar

Per Capita Income **\$35,563**
2019 ACS 5-Year Estimate

Transaction Volume **\$654M**
\$224M (Q3 2020) +192.0% y-o-y

Avg Price/Unit **\$242,638**
\$237,158 (Q3 2020) +2.3% y-o-y

Avg Price/SF **\$277.79**
\$310.27 (Q3 2020) -10.5% y-o-y

AVG Rent/Occupancy (5+ Unit Properties)

Q3 2021	Q3 2020	Increase / Decrease
\$1,698 <small>Avg Rent y-o-y (All Units)</small>	\$1,520	+\$178
96.6% <small>Avg Occupancy Rate y-o-y</small>	96.1%	+0.5%

New Construction (5+)

Delivered (YTD)	Absorption (12 Months)
1,779 Units	1,785 Units
Under Construction 6,514 Units	
Planned Projects 9,358 Units	

Total Inventory

50+ Units 149,418
5-49 Units 35,567
Total Units (5+) 184,985

Q3 2021 Sales Stats

50+ Units

\$538M

\$172M (Q3 2020)
+213.0% y-o-y

Transaction Volume

\$115M

\$52M (Q3 2020)
+122.3% y-o-y

5-49 Units

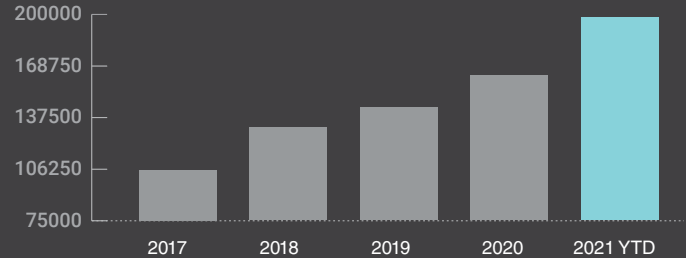
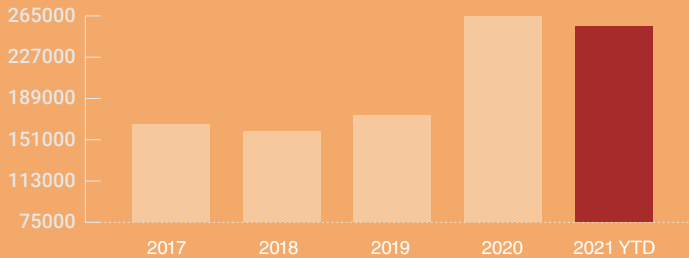
50+ Units

Avg Sales Price Per Unit

5-49 Units

\$255,007 \$286,190 (Q3 2020) -10.9% y-o-y

\$197,850 \$151,244 (Q3 2020) +30.8% y-o-y



\$289.37

\$355.07 (Q3 2020) -18.5% y-o-y

Avg Price/SF

\$234.08

\$218.75 (Q3 2020) +7.0% y-o-y



1982

1985 (Q3 2020)

Avg Year Built

1961 (Q3 2020)

1961

Top Q3 2021 (50+) Sales by Price/Unit

Top Q3 2021 (5-49) Sales by Price/Unit



Broadleaf Apartments Sacramento, 244 Units \$87,500,000 \$358,607/unit \$343.64/SF Built 2006



La Loma Rancho Cordova, 16 Units \$6,320,798 \$395,050/unit \$110.89/SF Built 1980



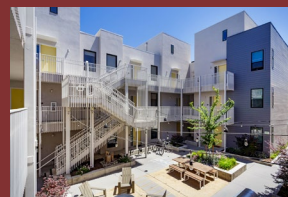
Lake Point Elk Grove, 232 Units \$72,300,000 \$311,638/unit \$290.63/SF Built 2004



Capitol View Apartments Sacramento, 40 Units \$13,950,000 \$348,750/unit \$312.75/SF Built 1991



Autumn Ridge Citrus Heights, 410 Units \$120,000,000 \$292,683/unit \$368.68/SF Built 1987



Onyx Apartments Sacramento, 41 Units \$13,975,000 \$340,854/unit \$485.70/SF Built 2020

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