



TOTAL UNIT INVENTORY

5+ UNIT PROPERTIES: **184,985**

50+ UNIT PROPERTIES: **149,418**

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

\$255,007

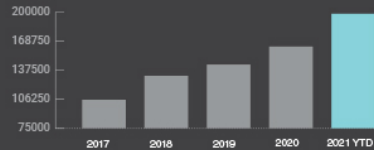
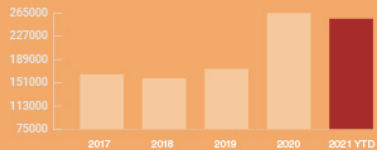
\$286,190 (Q3 2020)
-10.9% y-o-y

Avg Sales Price Per Unit

5-49 Units

\$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

1961 (Q3 2020)

50+ UNIT PROPERTIES | Q3 2021 TRANSACTIONS BY YEAR BUILT

Year Built	Avg Price/Unit	Avg Price/SF	# of Transactions
2010+	--	--	--
2000-09	\$336K	\$317	2
1990-99	\$284K	\$322	1
1980-89	\$257K	\$286	3
Pre-1980	\$133K	\$205	4

5-49 UNIT PROPERTIES | Q3 2021 TRANSACTIONS BY YEAR BUILT

Year Built	Avg Price/Unit	Avg Price/SF	# of Transactions
2010+	\$341K	\$486	1
2000-09	--	--	--
1990-99	\$339K	\$301	2
1980-89	\$217K	\$121	3
Pre-1980	\$165K	\$233	34

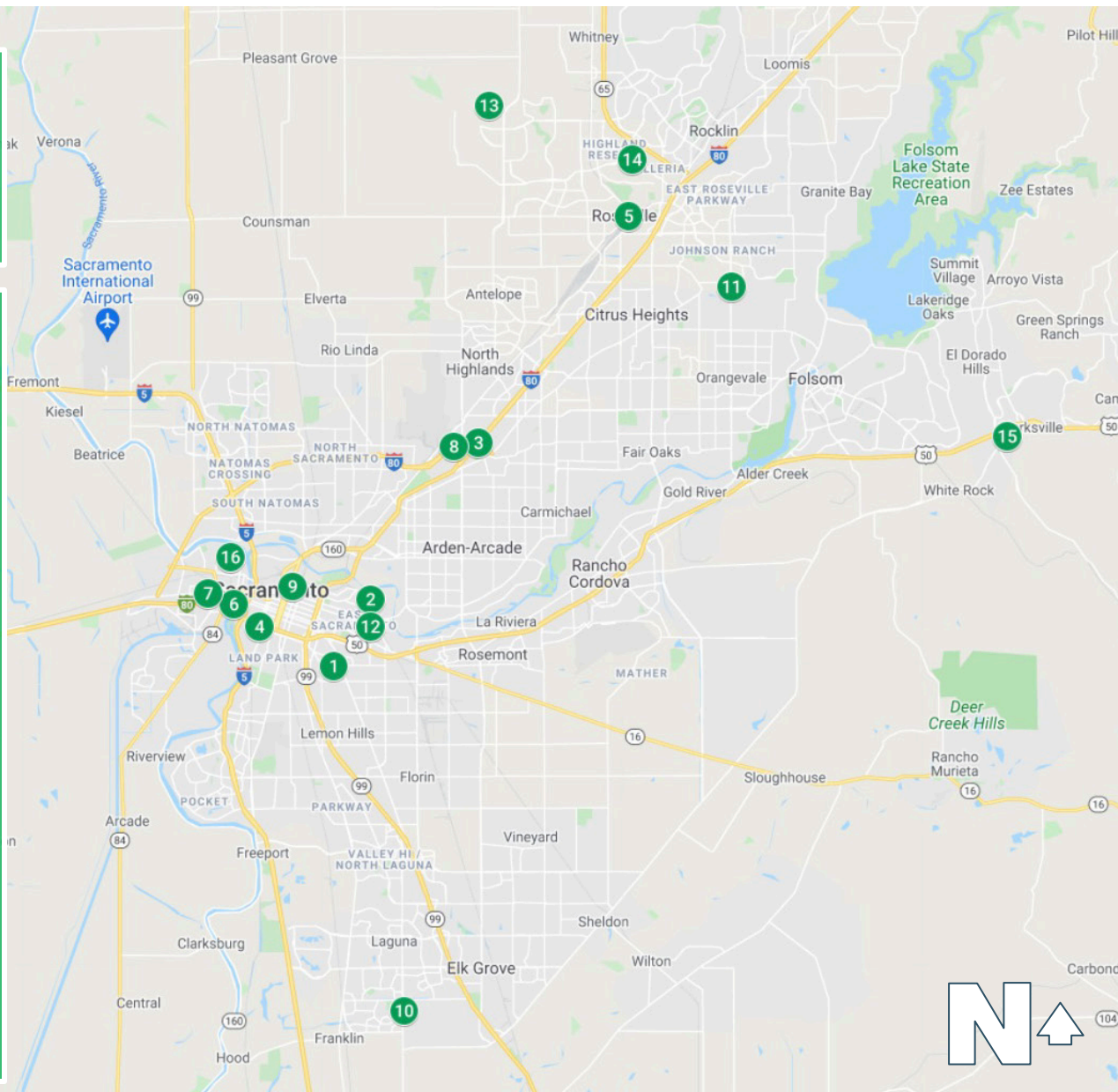
Recently Completed

(2021 YTD)

Total # of Units: 1,779

Total # of Properties: 16

1. 4146 Broadway | 9 Units
2. Sutter Triangle | 11 Units
3. Orange Grove Ave (Bldg A & B) | 12 Units
4. 9th & Broadway | 14 Units
5. Main Street Plaza | 65 Units
6. Edge | 67 Units
7. 1801 W Capitol Ave | 85 Units
8. Courtyards on Orange Grove | 92 Units
9. Eleanor Apartments | 95 Units
10. The Gardens at Quail Run | 95 Units
11. Wellquest Senior at Granite Bay Living | 114 Units
12. Oakmont of East Sacramento | 145 Units
13. Cyrene at Fiddymont | 152 Units
14. Sonrisa Senior Living | 201 Units
15. Element 79 at Town Center | 214 Units
16. The Stand Apartments | 408 Units



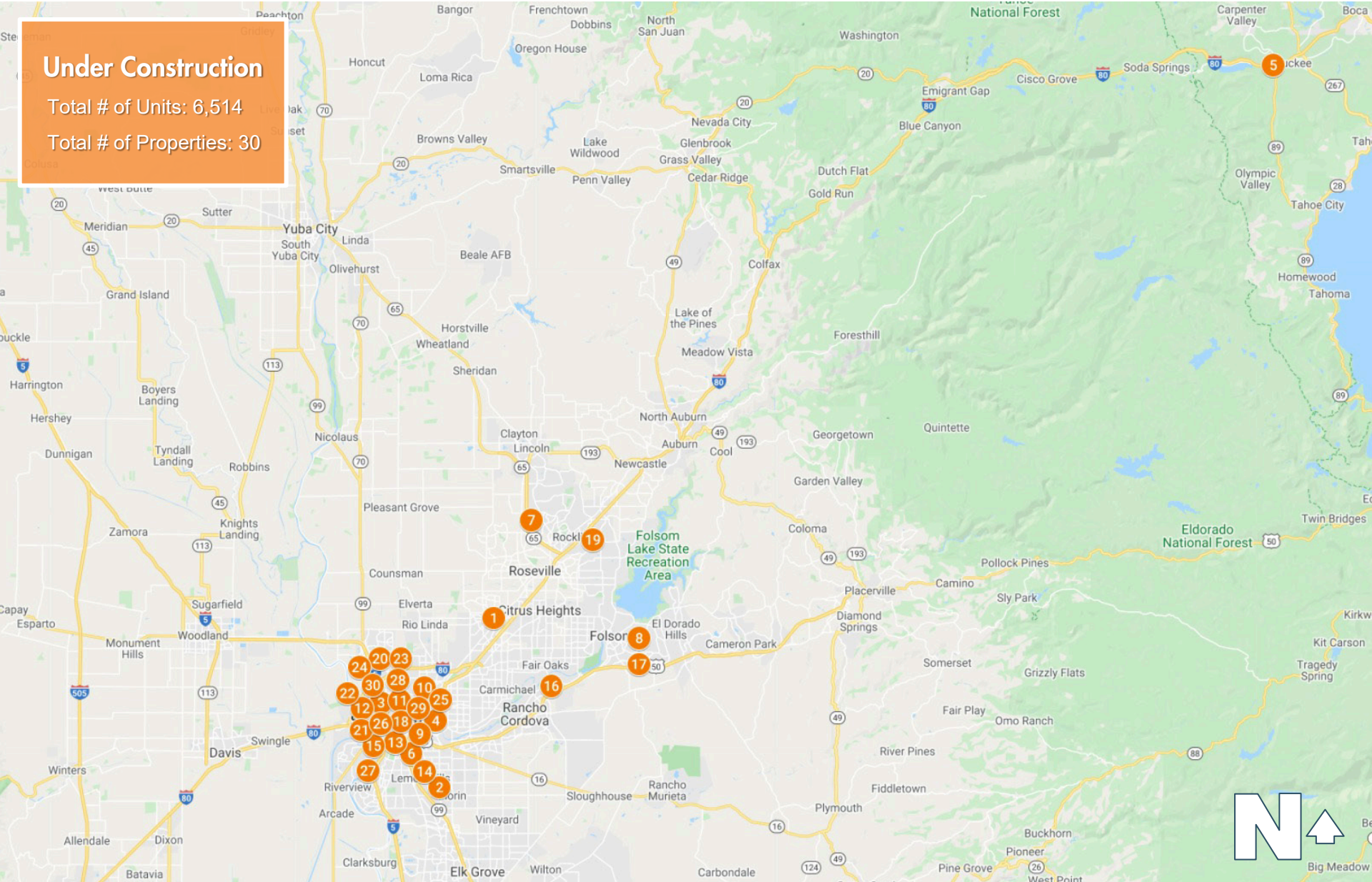
RECENTLY COMPLETED (5+ UNIT PROPERTIES)

Property Name	Address	City	Units	Developer
1 4146 Broadway	4146 Broadway	Sacramento	9	Perito Moreno Holdings, LLC
2 Sutter Triangle	533 53rd St	Sacramento	11	Unknown
3 Orange Grove Ave (Bldg A & B)	Orange Grove Ave	North Highlands	12	Mercy Housing
4 9th & Broadway	2416 9th St	Sacramento	14	Unknown
5 Main Street Plaza	140 Main St	Roseville	65	Meta Housing Corporation
6 Edge	490 Mill St	West Sacramento	67	Unknown
7 1801 W Capitol Ave	1801 W Capitol Ave	West Sacramento	85	Mercy Housing
8 Courtyards on Orange Grove	3425 Orange Grove Ave	North Highlands	92	Mercy Housing
9 Eleanor Apartments	501 16th St	Sacramento	95	SKK Developments
10 The Gardens at Quail Run	10140 Bruceville Rd	Elk Grove	95	The Pacific Companies
11 Wellquest Senior at Granite Bay Living	9747 Sierra College Blvd	Granite Bay	114	Wellquest Granite Bay
12 Oakmont of East Sacramento	5301 F St	Sacramento	145	Unknown
13 Cyrene at Fiddymont	7297 Malakai Cir	Roseville	152	Curve Development
14 Sonrisa Senior Living	1031 Roseville Pky	Roseville	201	Alliance Residential Company
15 Element 79 at Town Center	4373 Town Center Blvd	El Dorado Hills	214	A.G. Spanos Companies
16 The Strand Apartments	500 Douglas St	West Sacramento	408	MBK Real Estate Companies
2021 COMPLETED (YTD)			1,779	

Under Construction

Total # of Units: 6,514

Total # of Properties: 30



UNDER CONSTRUCTION (5+ UNIT PROPERTIES)

Property Name	Address	City	Units	Developer
1 4916 Cambridge Pl	4916 Cambridge Pl	Sacramento	8	Unknown
2 Tran Villa Luxury Apartments	6458 Stockton Blvd	Sacramento	32	Unknown
3 301 D St	301 D St	West Sacramento	40	American National Investments
4 Lavender Courtyard	1612-1616 F St	Sacramento	53	Mutual Housing of California
5 Meadow View Place Apartments	9885 Meadows View Pl	Truckee	56	Neighborhood Partners LLC
6 Sonrisa	1322 O St	Sacramento	58	Capitol Area Development Authority
7 The James Phase II	6201 W Oaks Blvd	Rocklin	68	Duke Development Company
8 Peterson Place	1105 Blue Ravine Rd	Folsom	72	Pacific West Communities, Inc.
9 17 Central	1631 K St	Sacramento	111	D & S Development, Inc.
10 Arden Way Apartments	880-924 Arden Way	Sacramento	120	Community Housing Works
11 Mansion Flats	728 16th St	Sacramento	129	Unknown
12 The Kind Project	429 F St	West Sacramento	148	Urban Elements Design
13 Cathedral Square	1030 J St	Sacramento	153	St Anton Multifamily, Inc.
14 1717 S St	1717 S St	Sacramento	159	CFY Development, Inc.
15 The Frederic	601 Capitol Mall	Sacramento	160	Shorenstein Properties LLC
16 Aurora	2220 Cemo Cir	Gold River	162	USA Properties Fund, Inc.
17 Revel Folsom Apartments	2075 Iron Point Rd	Folsom	166	The Wolff Company
18 The Mansion	1517 H St	Sacramento	190	SKK Development Company
19 Sierra Gateway Apartments	5401 Sierra College Blvd	Rocklin	195	The Ezralow Co /First Pointe MGNT.
20 Arena Senior Apartments	4401 Truxel Rd	Sacramento	240	Unknown

UNDER CONSTRUCTION (5+ UNIT PROPERTIES)

Property Name	Address	City	Units	Developer
21 The West	805 S River Rd	West Sacramento	286	CA Ventures, LLC
22 305 6th St	305 6th St	Sacramento	345	Unknown
23 The A.J.	703 N 7th St	Sacramento	345	LDK Capital, LLC
24 Duckhorn Pine Apartments	4000 Duckhorn Dr	Sacramento	368	The Wolff Company
25 The Eisley	1567 Bartlett Ln	Sacramento	405	SKK Developments
26 Sacramento Commons	7th St	Sacramento	436	Weidner Property Management LLC
27 Maven	2570 3rd St	Sacramento	444	29th Street Capital
28 Twin Rivers	321 Eliza St	Sacramento	487	McCormack Baron Salazar
29 Mirasol Village	550 16th St	Sacramento	487	Unknown
30 The Cove	N Cove Dr	Sacramento	591	Unknown
TOTAL (UNDER CONSTRUCTION)			6,514	

Planned

Total # of Units: 9,358

Total # of Properties: 61

PLANNED

(5+ UNIT PROPERTIES)

PLANNED (5+ UNIT PROPERTIES)

Property Name	Address	City	Unit	Developer
1 421 Cleveland St	421 Cleveland St	Woodland	5	Unknown
2 2348 Castro Way	2348 Castro Way	Sacramento	9	HK3 Development LLC
3 4748 Engle Rd	4748 Engle Rd	Carmichael	18	Unknown
4 Oak Park Place	3204-3206 Broadway	Sacramento	21	Unknown
5 2711 Lock Ave	2711 Lock Ave	Sacramento	22	Unknown
6 330 12th St	330 12th St	Sacramento	24	Unknown
7 Bidwell Street Studios	501 E Bidwell St	Folsom	24	Unknown
8 Robla Apartments	5240 Rio Linda Blvd	Sacramento	39	Unknown
9 S3 Apartments	1900 3rd St	Sacramento	40	Tricap Development, LLC
10 39th & Broadway Senior Apartments	3900 Broadway	Sacramento	43	Related California Irvine
11 QArtLofts	1208-1220 Q St	Sacramento	46	Unknown
12 1629 S St	1629 S St	Sacramento	47	Unknown
13 The Crossings on Woodberry Way	10447 Folsom Blvd	Rancho Cordova	48	Urban Housing Communities
14 320 Vernon St	320 Vernon St	Roseville	48	Saroyan Masterbuilders
15 Norwood Townhomes	4790 Norwood Ave	Sacramento	48	Unknown
16 401 1st Ave Apartments	401 1st Ave	Sacramento	49	Unknown
17 River I	745 3rd St	West Sacramento	57	Fulcrum Capital Corporation
18 215 N 16th St	215 N 16th St	Sacramento	70	Unknown
19 Site C	7750 28th St	Sacramento	72	Unknown
20 Harbour Pointe & Maritime Dr	Harbour Pointe & Maritime Dr	Elk Grove	72	For the Future Housing Inc

PLANNED (5+ UNIT PROPERTIES)

Property Name	Address	City	Unit	Developer
21 16th and J Street Apartments	925 16th St	Sacramento	73	Unknown
22 Bidwell Place	403 E Bidwell St	Folsom	75	St Anton Multifamily, Inc.
23 1212-1314 Del Paso Blvd	1212-1314 Del Paso Blvd	Sacramento	75	Volunteers of America Sacramento & Northern CA
24 Mid Fifteen	1500 S St	Sacramento	76	Unknown
25 C Ave	C Ave	Auburn	79	Mercy Housing, Inc.
26 Junction Crossing	120 Pacific St	Roseville	80	St Anton Multifamily, Inc.
27 800 K St	800 K St	Sacramento	92	CFY Development, Inc.
28 Matmor Rd	Matmor Rd	Woodland	97	Lennar Homes LLC
29 4601-4625 10th Ave	4601-4625 10th Ave	Sacramento	99	Unknown
30 14 N	1380 N St	Sacramento	99	D & S Development, Inc
31 Four40 West	440 Sixth St	West Sacramento	106	Blackpine Communities
32 8009 Franklin Blvd	8009 Franklin Blvd	Sacramento	113	Unknown
33 Tenfold Natomas RCFE	3959 Truxel Rd	Sacramento	118	Tenfold Development
34 211 N 16th St	211 N 16th St	Sacramento	120	Unknown
35 4722 Nineth Ave	4722 Nineth Ave	Sacramento	130	Unknown
36 Crocker Village	Sutter Rd & Crocker Dr	Sacramento	131	Petrovich Development Company
37 1220 H St	1220 H St	Sacramento	137	Unknown
38 The Kind Project	620 4th St	West Sacramento	148	Unknown
39 Sports Park Dr	Sports Park Dr	Woodland	150	Unknown
40 3370 Zinfandel Dr	3370 Zinfandel Dr	Rancho Cordova	150	Unknown

PLANNED (5+ UNIT PROPERTIES)

Property Name	Address	City	Units	Developer
41 Avenida Folsom Senior Living	115 Healthy Way	Folsom	154	Unknown
42 Quarry Place	5615 Pacific St	Rocklin	180	St Anton Multifamily, Inc.
43 Country Club Dr	Country Club Dr	Cameron Park	192	Unknown
44 Hayden Parkway Apartments	2551 Hayden Pky	Roseville	198	Wood Rodgers Inc
45 1615 J St	1615 J St	Sacramento	200	SKK Developments
46 4995 Stockton Blvd	4995 Stockton Blvd	Sacramento	200	Unknown
47 Harbor Custom Affordable Condos	1705 I St	Sacramento	206	Unknown
48 655 Menlo Dr	655 Menlo Dr	Rocklin	219	Lowell Development, Inc.
49 The Retreat at Sacramento	2601 Redding Ave	Sacramento	224	Unknown
50 Carmichael Commons	5601 Winding Way	Carmichael	224	Generations LLC
51 3820 Chiles	3820 Chiles Rd	Davis	225	Artemis Real Estate Partners
52 201 N St	201 N St	Sacramento	225	Southern Land Company
53 THE METROPOLITAN	1001 J St	Sacramento	250	Saca Development
54 Natomas Fountains Apartments	3801 Gateway Park Blvd	Sacramento	303	Hines Interests Limited Partnership
55 Maven on Fifth Street	2629 5th St	Sacramento	308	29th Street Capital
56 200 N 16th St	200 N 16th St	Sacramento	350	Unknown
57 Bruceville Apartments	8373 Bruceville Rd	Elk Grove	351	Unknown
58 10K	930 K St	Sacramento	391	Mohanna Development
59 Natomas II	3701-3811 E Commerce Way	Sacramento	472	A.G. Spanos Companies
60 Site B	7612 Gibson Ln	Sacramento	744	Unknown
61 Antelope Acres - Site A	Elverta Rd	Antelope	792	Unknown
TOTAL (PLANNED)			9,358	

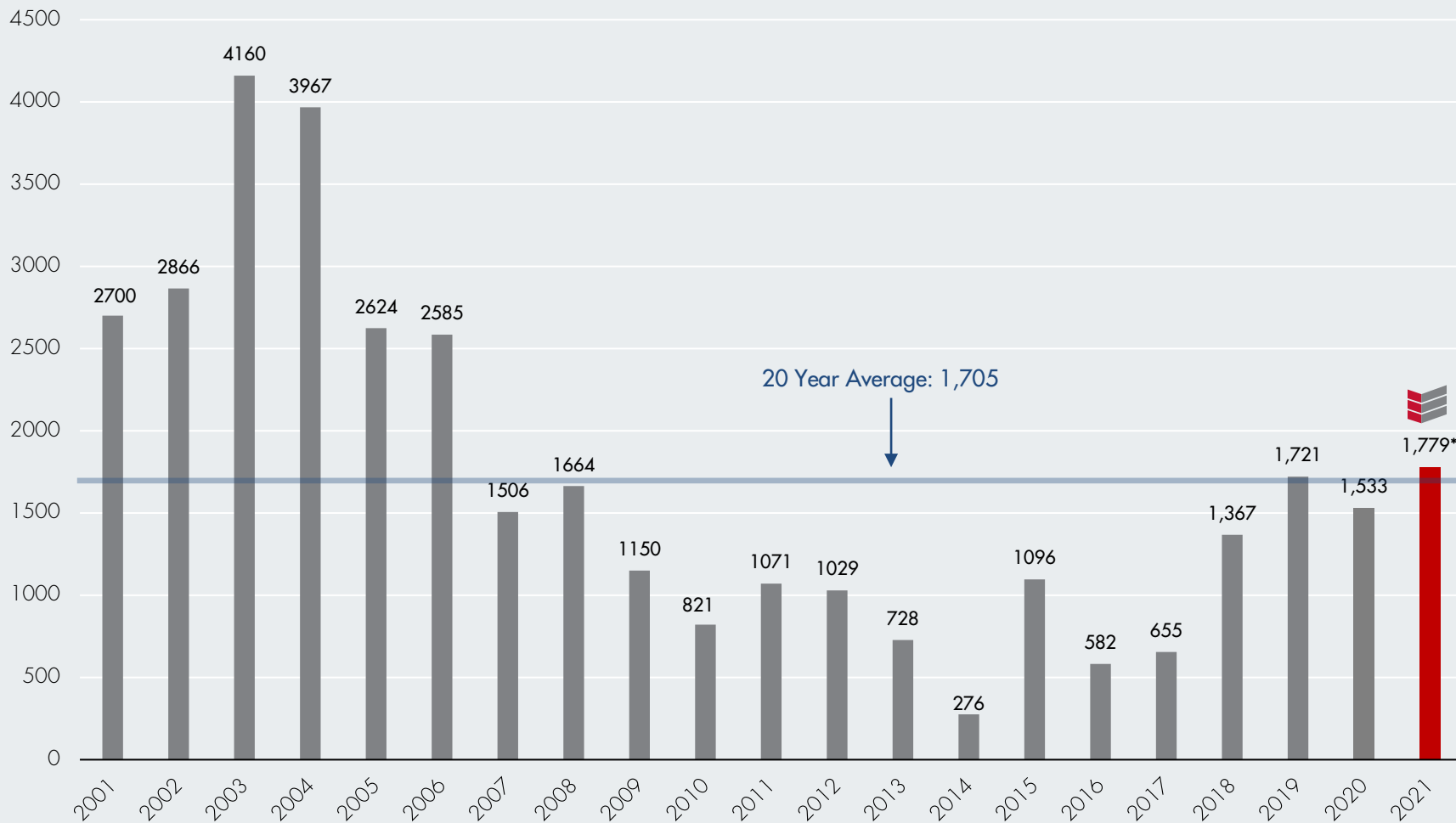
TOTAL UNIT INVENTORY

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12 MONTH ABSORPTION
1,785 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

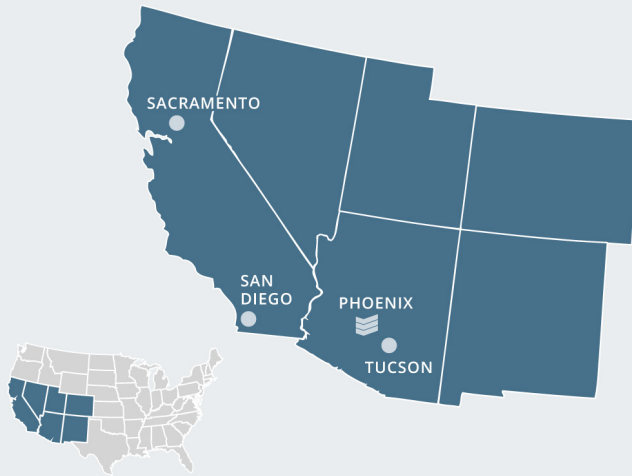
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