

SACRAMENTO MSA | MULTIFAMILY | 2Q 2018

SNAP STATS

SACRAMENTO MSA SNAP STATS 2Q 2018 | 5+ Unit Property Sales Overview

Sacramento MSA Overview (5+ Unit Properties)

Total Population * **2,296,418**

2016 Census Estimate

Population Growth (%) ▲ **1.3%**

y-o-y growth

Unemployment Rate (%) **3.3%**

as of May 2018

Employment Growth (%) ▲ **1.8%**

y-o-y as of May 2018

Median HH Income **\$62,813**

2016 ACS 5-Yr Estimate

Median HH Income Growth ▲ **4.7%**

2016 ACS 5-Yr Estimate

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

2016 BEA Estimate

Per Capita Income Change ▲ **2.7%**

2016 BEA Estimate

* El Dorado, Placer, Sacramento & Yolo Counties only

AVG Rent/Occupancy (5+ Unit Properties)

2Q 2018	2Q 2017	Increase / Decrease
\$1,423	\$1,357	▲ \$66
96.3%	97.2%	▼ -0.9%

Avg Rent y-o-y (All Units)

96.3% **97.2%**

Avg Occupancy Rate y-o-y

New Construction **

Delivered | Avg Absorption

397 Units | 11 Units / Property

Under Construction

3,279 Units

Planned Projects

5,116 Units

Total Inventory

50+ Units

127,288

5-49 Units

145,111

Total Units

272,399

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

2Q 2018 Sales Stats

50+ Units

\$228M

\$287M (2Q 2017)
-20.5% y-o-y

Transaction Volume

\$19M

\$70M (2Q 2017)
-72.2% y-o-y

5-49 Units

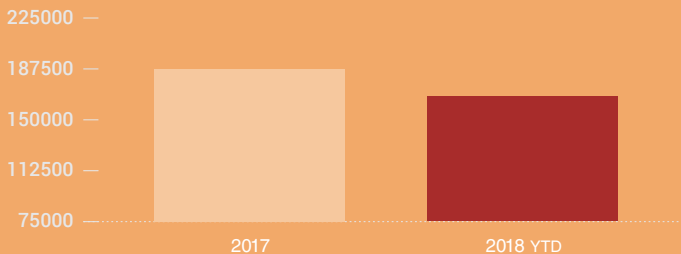
50+ Units

Avg Sales Price Per Unit

5-49 Units

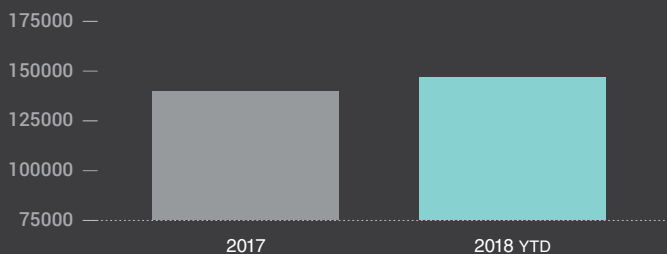
\$166,740

\$124,871 (2Q 2017)
+33.5% y-o-y



\$146,602

\$109,819 (2Q 2017)
+33.5 y-o-y



\$191.07

\$150.15 (2Q 2017)
+27.3% y-o-y

Avg Price/SF

\$187.78

\$150.49 (2Q 2017)
+24.8% y-o-y



1975

1981
(2Q 2017)

Avg Year Built

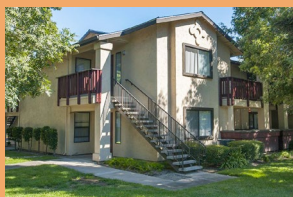
1960
(2Q 2017)

1967

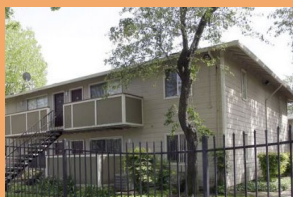
Top 2Q 2018 (50+) Sales by Price/Unit



Slate Creek
Roseville, 612 Units
\$148,700,000
\$242,974/unit
\$235.62/SF
Built 1989



Morningside Creek I and II
Sacramento, 177 Units
\$26,350,000
\$148,870/unit
\$180.78/SF
Built 1990, 2000



Providence Place
Sacramento, 292 Units
\$16,000,000
\$54,795/unit
\$72.09/SF
Built 1981-1982

Top 2Q 2018 (5-49) Sales by Price/Unit



Almond Grove
Fair Oaks, 21 Units
\$4,250,000
\$202,381/unit
\$180.41/SF
Built 1987



117 Ruth Court
Sacramento, 10 Units
\$1,700,000
\$170,000/unit
\$217.73/SF
Built 1960



Avondale
Sacramento, 76 Units
\$12,500,000
\$164,474/unit
\$222.74/SF
Built 1986

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