

SACRAMENTO MSA | MULTIFAMILY | Q2 2019

SNAP STATS

SACRAMENTO MSA SNAP STATS Q2 2019 | 5+ Unit Property Sales Overview

Sacramento MSA Overview (5+ Unit Properties)

Total Population **2,296,418**
Census Estimate

Unemployment Rate (%) **3.1%**
as of May 2019

Employment Growth (%) **2.4%**
as of May 2019

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

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

Transaction Volume **\$275M**
\$306M (Q2 2018) -10.0% y-o-y

Avg Price/Unit **\$161,842**
\$152,935 (Q2 2018) +5.8% y-o-y

Avg Price/SF **\$183.99**
\$185.24 (Q2 2018) -0.7% y-o-y

AVG Rent/Occupancy (5+ Unit Properties)

Q2 2019	Q2 2018	Increase / Decrease
\$1,511 <small>Avg Rent y-o-y (All Units)</small>	\$1,425	+\$86
96.4% <small>Avg Occupancy Rate y-o-y</small>	96.4%	NO CHANGE

New Construction (50+)*

Delivered | Avg Absorption
186 Units | 15 Units / Property / Month

Under Construction
3,550 Units

Planned Projects
6,316 Units

Total Inventory

50+ Units
129,505

10-49 Units
30,857

Total Units
160,362

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

Q2 2019 Sales Stats

50+ Units

\$247M

\$247M (Q2 2018)
0.0% y-o-y

Transaction Volume

\$28M

\$58M (Q2 2018)
-51.9% y-o-y

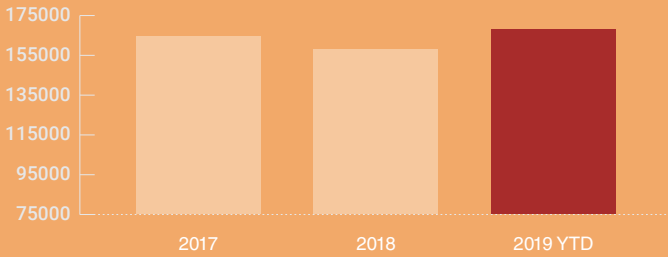
5-49 Units

50+ Units

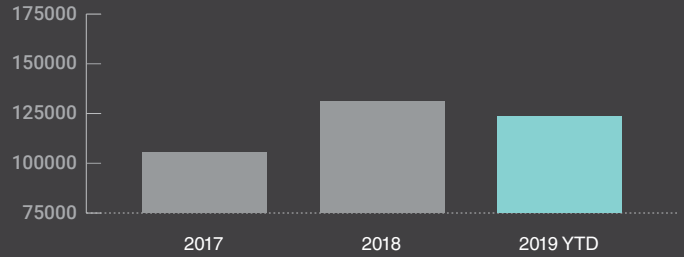
Avg Sales Price Per Unit

5-49 Units

\$167,814 \$160,445 (Q2 2018)
+4.6% y-o-y



\$123,259 \$127,667 (Q2 2018)
-3.5% y-o-y



\$185.13 \$189.34 (Q2 2018)
-2.2% y-o-y

Avg Price/SF

\$174.52 \$169.67 (Q2 2018)
+2.9% y-o-y



1980

1974 (Q2 2018)

Avg Year Built

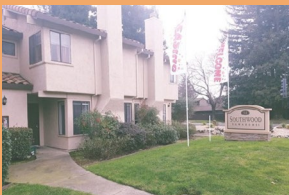
1965 (Q2 2018)

1963

Top Q2 2019 (50+) Sales by Price/Unit



Q19
Sacramento, 68 Units
\$26,800,000
\$394,118/unit
\$580.46/SF
Built 2018



Southwood Garden Townhomes
Sacramento, 98 Units
\$26,800,000
\$273,469/unit
\$213.37/SF
Built 1979



Shaliko
Rocklin, 152 Units
\$36,500,000
\$240,132/unit
\$235.73/SF
Built 1990

Top Q2 2019 (5-49) Sales by Price/Unit



2310 Q Street
Sacramento, 5 Units
\$1,732,500
\$346,500/unit
\$253.55/SF
Built 2009



3500 Jefferson Blvd
West Sacramento, 5 Units
\$950,000
\$190,000/unit
\$237.50/SF
Built 1927



1612 P Street
Sacramento, 8 Units
\$1,400,000
\$175,000/unit
\$325.58/SF
Built 1940

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