

SACRAMENTO MSA | MULTIFAMILY | 1Q 2018

SNAP STATS

SACRAMENTO MSA SNAP STATS 1Q 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 (%) **4.2%**
as of February 2018

Employment Growth (%) ▲ **2.7%**
y-o-y as of February 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 ACS 5-Yr Estimate

Per Capita Income Change ▲ **2.7%**
2016 ACS 5-Yr Estimate

* El Dorado, Placer, Sacramento & Yolo Counties only

AVG Rent/Occupancy (5+ Unit Properties)

1Q 2018	1Q 2017	Increase / Decrease
\$1,399 <small>Avg Rent y-o-y (All Units)</small>	\$1,307	▲ \$92
96.3% <small>Avg Occupancy Rate y-o-y</small>	97.1%	▼ -0.8%

New Construction **

Delivered | Avg Absorption

80 Units | **22 Units / Property**

Under Construction

2,913 Units

Planned Projects

5,144 Units

Total Inventory

50+ Units

126,891

5-49 Units

145,111

Total Units

272,002

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

1Q 2018 Sales Stats

50+ Units

\$330M

\$155M (1Q 2017)
+112% y-o-y

Transaction Volume

\$20M

\$8M (1Q 2017)
+156.6% y-o-y

5-49 Units

50+ Units

Avg Sales Price Per Unit

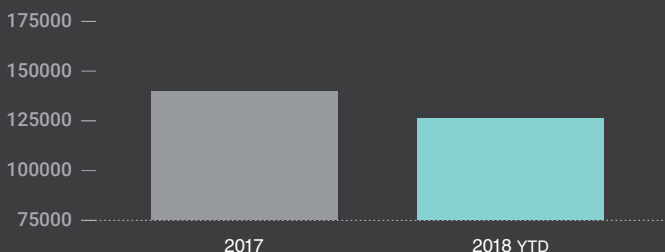
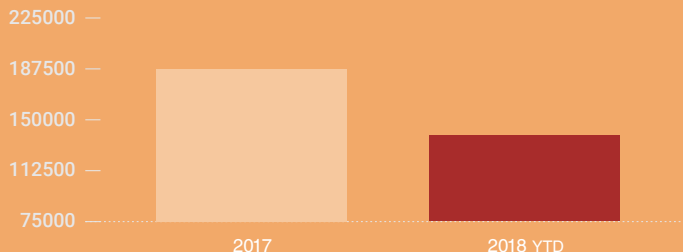
5-49 Units

\$137,996

\$187,094 (1Q 2017)
-26.2% y-o-y

\$125,926

\$139,474 (1Q 2017)
-9.7% y-o-y



\$185.64

\$178.92 (1Q 2017)
+3.8% y-o-y

Avg Price/SF

\$180.20

\$164.78 (1Q 2017)
+9.4% y-o-y



1975

1982
(1Q 2017)

Avg Year Built

1957

1974
(1Q 2017)

Top 1Q 2018 (50+) Sales by Price/Unit

Top 1Q 2018 (5-49) Sales by Price/Unit



16 Powerhouse
Sacramento, 50 Units
\$32,500,000
\$650,000/unit
\$630.63/SF
Built 2015



Stratford Place
Davis, 19 Units
\$4,700,000
\$247,368/unit
\$311.26/SF
Built 1966



Ellington
Davis, 125 Units
\$25,800,000
\$206,400/unit
\$226.84/SF
Built 1980



2218 10th Street
Sacramento, 7 Units
\$1,600,000
\$228,571/unit
\$209.59/SF
Built 1900



Green Leaf College Square
Davis, 246 Units
\$50,250,000
\$204,268/unit
\$289.38/SF
Built 1967



Jennings Apartments
Sacramento, 20 Units
\$3,300,000
\$165,000/unit
\$279.66/SF
Built 1959

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