

## MARKET TRENDS | SACRAMENTO

# MULTIFAMILY

3RD QUARTER  
2020

▲ VACANCY | ▲ UNEMPLOYMENT | ▲ RENTAL RATE | ▲ CONSTRUCTION DELIVERIES

### TOP SALE TRANSACTIONS FOR 3Q 2020

Property	Submarket	# of Units	Sale Price	Price /Unit	Cap Rate	Buyer	Seller
Fountains at Point West	North Sacramento	339	\$85,150,000	\$251,180	5.60%	Bridge Investment Group	Oakmont Properties
Willow Grove	Outer Arden-Arcade	306	\$53,000,000	\$173,203	-	Western Mgmt., LLC	Paul Snider
Avondale Apartments	Pocket-Greenhaven	76	\$15,730,000	\$206,974	-	Pacific Capital	C&P Real Estate
Capitol Lanai	Mansion Flats	32	\$6,780,000	\$211,875	4.40%	Joe Ramos	Ainslie Living Trust

### TOP UNDER CONSTRUCTION

Property	Address	Submarket	# of Units	Owner	Delivery Date
Sacramento Commons	7th Street	Capitol Park	436	Weidner Property Management, LLC	November 2021
The Strand Apartments	Lighthouse Drive & Douglas St	Broderick	408	MBK Rental Living, LLC	March 2021
The Core Natomas	2745 Orchard Lane	Willow Creek	300	AEW Capital Management	October 2020
Element 79	4387 Town Center Boulevard	El Dorado County	250	A.G. Spanos Companies	February 2021
Campus Oaks Apartmets - Phase II	500 Roseville Parkway	Industrial Area West	210	Ten South Management Company	December 2020

### TOP COMPLETED CONSTRUCTION FOR 3Q 2020

Property	Address	Submarket	# of Units	Owner	Delivery Date
Alira	4100 Innovator Drive	Natomas Crossing	293	A.G. Spanos Companies	July 2020
The Press	1714 21st Street	Midtown	277	Oakmont Properties	June 2020
Onyx Midtown Apartments	1818 X Street	Richmond Grove	41	Andrew Skanchy	June 2020

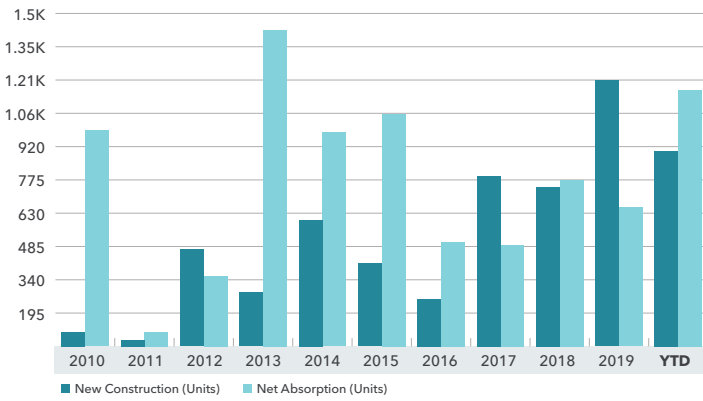
## Market Breakdown

	3Q 2020	2Q 2020	3Q 2019	Annual % Change
New Construction	293	65	175	67.43%
Under Construction	2,386	2,568	2,427	-1.69%
Vacancy Rate	4.3%	4.7%	4.1%	4.88%
Average Asking Rents	\$1,436	\$1,413	\$1,382	3.91%
Average Sales Price(Unit)	\$193,736	\$154,148	\$204,492	-5.26%
Cap Rates	5.6%	5.2%	5.1%	9.80%
Net Absorption	683	287	172	N/A

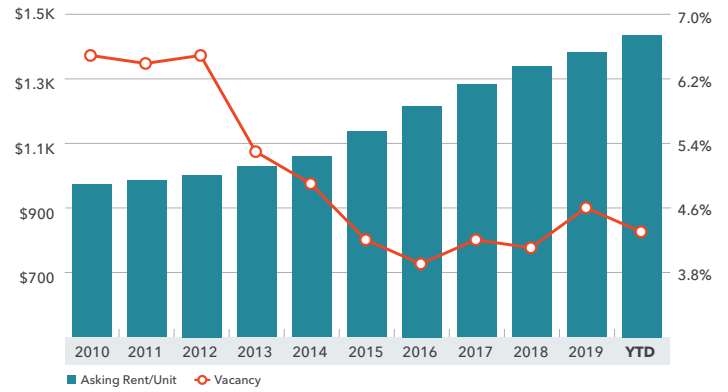
## Average Rent

Unit Size	Monthly Rent
Studio	\$1,157
1 Bedroom	\$1,272
2 Bedroom	\$1,528
3 Bedroom	\$1,714

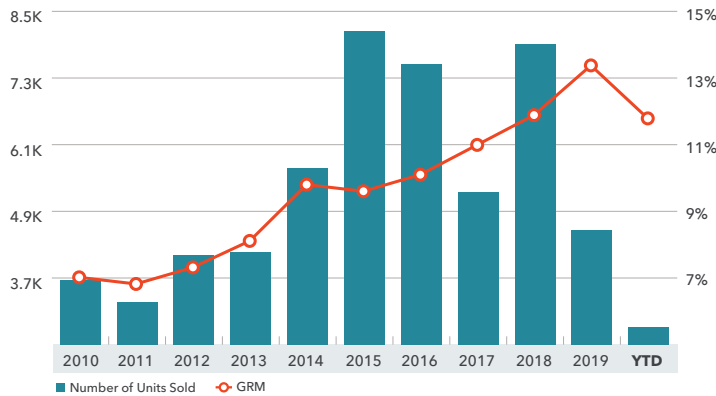
## NEW CONSTRUCTION & NET ABSORPTION



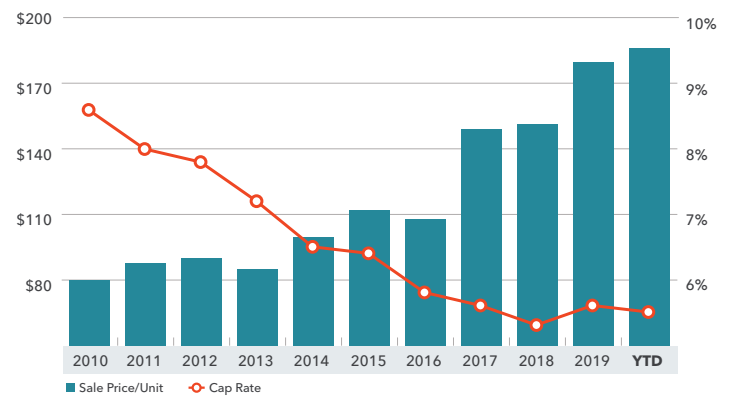
## AVERAGE ASKING RENT/UNIT & VACANCY RATE



## GRM & NUMBER OF UNITS SOLD



## AVERAGE SALES PRICE/UNIT & CAP RATES



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The information in this report was composed by the Kidder Mathews Research Group.

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### COMMERCIAL BROKERAGE

**27M** ANNUAL SALES SF      **450+** NO. OF BROKERS  
**\$9.6B** ANNUAL TRANSACTION VOLUME      **42M** ANNUAL LEASING SF

### VALUATION ADVISORY

**1,680+** APPRAISALS ANNUALLY      **37/23** TOTAL NO. APPRAISERS/MAI'S

### PROPERTY MANAGEMENT

**70M+** MANAGEMENT PORTFOLIO SF      **\$12B+** IN ASSETS UNDER MANAGEMENT

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