

MARKET TRENDS | **SACRAMENTO**

MULTIFAMILY

4TH QUARTER
2020

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

TOP TRANSACTIONS FOR 2020

Property	Submarket	# of Units	Sale Price	Price /Unit	Buyer	Seller
The Press	Midtown Sacramento	277	\$118,000,000	\$42,599	Oakmont Properties	SKK Developments
Ascent at the Galleria	Harding	273	\$95,000,000	\$347,985	Davlyn Investments, Inc.	JRK Property Holdings
Alira	Natomas Crossing	293	\$92,300,000	\$315,017	Oakmont Properties	A.G. Spanos Companies
Fountains at Point West	North Sacramento	339	\$85,150,000	\$251,180	Bridge Investment Group	Oakmont Properties
The Landing at College Square	Valley Hi/North Laguna	270	\$64,750,000	\$239,815	MG Properties Group	Oakmont Properties

TOP UNDER CONSTRUCTION

Property	Address	Submarket	# of Units	Owner	Delivery Date
The Eisley	1567 Barlett Lane	North Sacramento	737	DeBartolo Holdings	April 2022
Sacramento Commons	7th Street	Capitol Park	436	Weidner Property Management, LLC	November 2021
The Strand Apartments	Lighthouse Drive & Douglas Street	Broderick	408	MBK Real Estate Communities	March 2021
The A.J.	703 N 7th Street	Southern Pacific/Richards	345	Downtown Railyard Venture, LLC	March 2023
Element 79 at Town Center	4373 Town Center Boulevard	El Dorado County	250	A.G. Spanos Companies	May 2021

TOP COMPLETED CONSTRUCTION FOR 2020

Property	Address	Submarket	# of Units	Owner	Delivery Date
The Core Natomas	2745 Orchard Lane	Willow Creek	300	AEW Capital Management	December 2020
Alira	4100 Innovator Drive	Natomas Crossing	293	A.G. Spanos Companies	July 2020
The Press	1714 21st Street	Midtown	277	Oakmont Properties	June 2020
H16	731 16th Street	Boulevard Park	95	Guardian Capital	March 2020
1430 Q	1430 Q Street	Richmond Grove	73	D & S Development, Inc.	June 2020

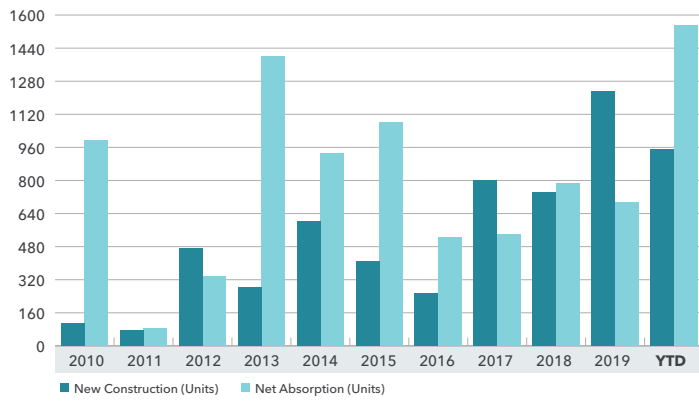
Market Breakdown

	2020	2019	2018	Annual % Change
New Construction	950	1,232	744	-22.89%
Under Construction	2,746	2,041	1,772	34.54%
Vacancy Rate	3.9%	4.5%	4.0%	-13.33%
Average Asking Rents	\$1,452	\$1,383	\$1,335	4.99%
Average Sales Price(Unit)	\$208,874	\$179,367	\$151,433	16.45%
Cap Rates	5.6%	5.5%	5.3%	1.82%
Net Absorption	1,549	692	788	N/A

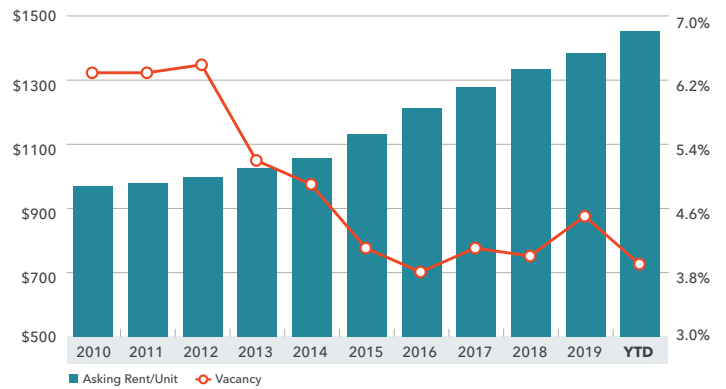
Average Rent

Unit Size	Monthly Rent
Studio	\$1,175
1 Bedroom	\$1,289
2 Bedroom	\$1,542
3 Bedroom	\$1,731

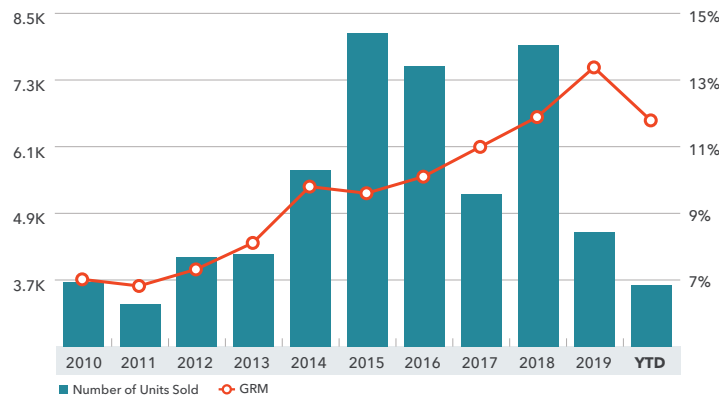
NEW CONSTRUCTION & NET ABSORPTION



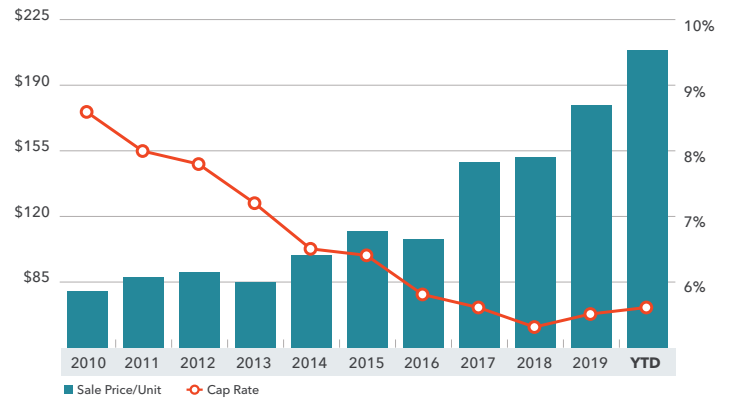
AVERAGE ASKING RENT/UNIT & VACANCY RATE



GRM & NUMBER OF UNITS SOLD



AVERAGE SALES PRICE/UNIT & CAP RATES



Kidder Mathews is the largest, independent commercial real estate firm on the West Coast, with 900 real estate professionals and staff in 21 offices in Washington, Oregon, California, Nevada, and Arizona. We offer a complete range of brokerage, appraisal, property management, consulting, project and construction management, and debt equity finance services for all property types.

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

GARY BARAGONA
 Director of Research
 415.229.8925
gary.baragona@kidder.com

ERIC LUHRS
 Regional President, Brokerage
 Northern California & Nevada
 916.751.3600
eric.luhrs@kidder.com

Designated Broker
 Mark Read | LIC N° 00572743

KIDDER.COM

COMMERCIAL BROKERAGE

23M	ANNUAL SALES SF	470+	NO. OF BROKERS
\$8B	ANNUAL TRANSACTION VOLUME	42M	ANNUAL LEASING SF

VALUATION ADVISORY

1,800+	APPRAISALS ANNUALLY	39/20	TOTAL NO. APPRAISERS/MAI'S
---------------	----------------------------	--------------	-----------------------------------

PROPERTY MANAGEMENT

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

This information supplied herein is from sources we deem reliable. It is provided without any representation, warranty or guarantee, expressed or implied as to its accuracy. Prospective Buyer or Tenant should conduct an independent investigation and verification of all matters deemed to be material, including, but not limited to, statements of income and expenses. CONSULT YOUR ATTORNEY, ACCOUNTANT, OR OTHER PROFESSIONAL ADVISOR.