

MARKET TRENDS

SACRAMENTO MULTIFAMILY

↑ VACANCY	↓ UNEMPLOYMENT
↑ RENTAL RATES	↑ CONSTRUCTION DELIVERIES

Year-Over-Year Change

TOP SALE TRANSACTIONS 4Q 2022

Property	Submarket	Units	Sale Price	Price/Unit	Cap Rate	Buyer	Seller
Winchester Place Apts.	Outer Rancho Cordova	40	\$7,500,000	\$187,500	-	Pants Properties LLC	Aztec Ventures - 43rd Street LLC
Lone Pine Apartments	Outer Arden-Arcade	24	\$3,700,000	\$154,167	6.70%	Redwood Property Inv.	Sac Lone Pine LLC
Villa Lampara	Newton Booth	18	\$3,665,000	\$203,611	5.00%	L.Z. Khan Investments, LLC	Ghatge Margaret M Living Trust
Olive Orchard Apartments	Outer Arden-Arcade	15	\$2,791,500	\$186,100	-	El Gato Properties LLC	Robert Clay Creasey Revocable Trust
6240 Martin Luther King Jr	Parkway-South Sacramento	18	\$2,700,000	\$150,000	7.43%	Canelli Bros Holding Co	Epona Investment Group

TOP UNDER CONSTRUCTION

Property	Address	Submarket	Units	Owner	Expected Delivery
Natomas II	3701-3811 E Commerce Way	Natomas Crossing	472	Alleghany Properties Inc	May 2024
The Offset Apartments	3610 Duckhorn Dr	Gateway West	368	Kiw Duckhorn Venture LLC	April 2023
The A.J.	251 6th St	South Pacific/Richards Submarket	345	Sacramento 695 LP	June 2023
Kinect @ Southport	2415 Jefferson Blvd	Southport	322	American Capital Group	May 2024
Terracina at Whitney	711 University Ave	Whitney Ranch	288	USA Properties Fund Inc	February 2024

TOP COMPLETED CONSTRUCTION 4Q 2022

Property	Address	Submarket	Units	Owner	Delivery
The Offset Apartments	3610 Duckhorn Dr	Gateway West	368	Kiw Duckhorn Venture Llc	November 2022
Aurora	2220 Cemo Cir	Outer Rancho Cordova	162	USA Properties Fund Inc	November 2022
Isle's	2000 Rydal Cir	Lincoln	135	D.R. Horton, Inc.	October 2022

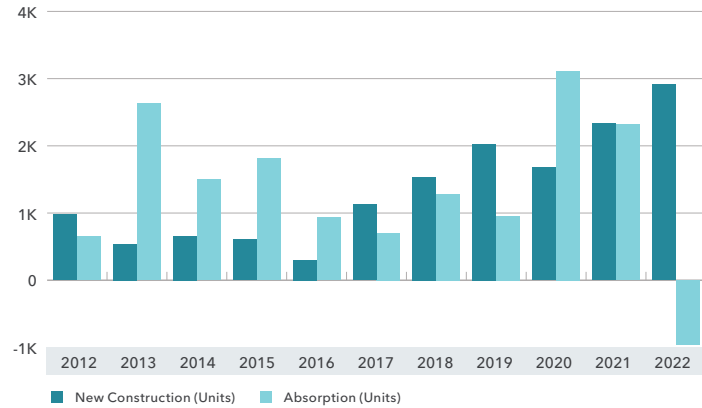
MARKET BREAKDOWN

	4Q22	3Q22	4Q21	Annual % Change
New Construction	665	803	234	184.19%
Under Construction	5,645	6,107	5,669	-0.42%
Vacancy Rate	5.7%	5.1%	3.6%	58.33%
Average Asking Rents	\$1,641	\$1,653	\$1,619	1.36%
Average Price / Unit	\$198,689	\$273,491	\$217,014	-8.44%
Cap Rates	5.2%	4.5%	4.7%	10.64%
Net Absorption	(519)	(141)	103	N/A

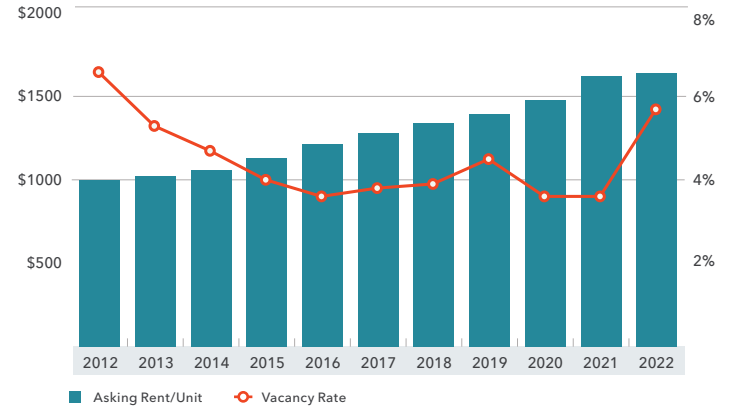
AVERAGE RENT

Unit Size	Monthly Rent
Studio	\$1,454
1 Bedroom	\$1,473
2 Bedroom	\$1,719
3 Bedroom	\$2,004

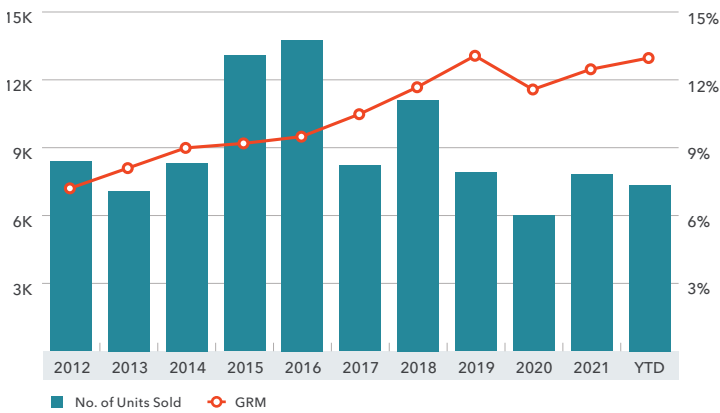
NEW CONSTRUCTION & ABSORPTION



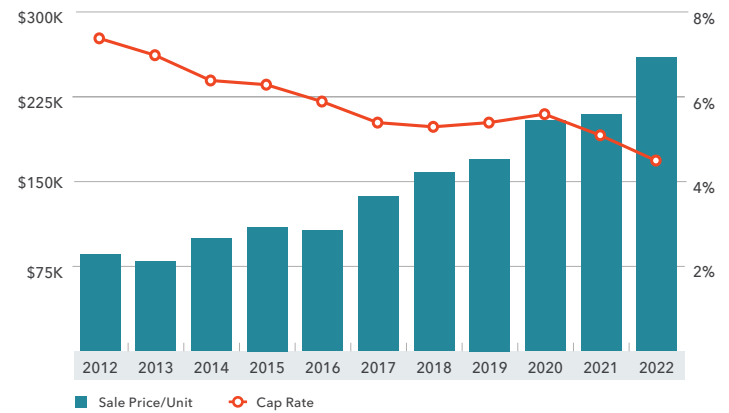
AVERAGE ASKING RENT/UNIT & VACANCY RATE



UNITS SOLD & GROSS RENT MULTIPLIER



AVERAGE SALES PRICE/UNIT & CAP RATES



Data Source: CoStar



Kidder Mathews is the largest, independent commercial real estate firm on the West Coast, with 900 real estate professionals and staff in 20 offices in Washington, Oregon, California, Nevada, and Arizona. We offer a complete range of brokerage, appraisal, asset services, 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

DAVID NELSON
 Regional President, Brokerage
 Northern California & Nevada
 775.301.1300
 david.nelson@kidder.com
 LIC N° 01716942

COMMERCIAL BROKERAGE	<i>\$10.9B</i> TRANSACTION VOLUME ANNUALLY	<i>49.7M</i> ANNUAL SALES SF	<i>43.7M</i> ANNUAL LEASING SF
ASSET SERVICES	<i>52M</i> MANAGEMENT PORTFOLIO SF	<i>875+</i> ASSETS UNDER MANAGEMENT	<i>270+</i> ASSET SERVICES CLIENTS
VALUATION ADVISORY	<i>2,600+</i> ASSIGNMENTS ANNUALLY	<i>48</i> TOTAL APPRAISERS	<i>25</i> WITH MAI DESIGNATIONS

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.