

## MARKET TRENDS

# SACRAMENTO MULTIFAMILY

↓	VACANCY	↑	UNEMPLOYMENT
↑	RENTAL RATES	↑	CONSTRUCTION DELIVERIES
Year-Over-Year Change			

### SIGNIFICANT SALE TRANSACTIONS 4Q 2024

Property	Submarket	Units	Sale Price	\$/Unit	Cap Rate	Buyer	Seller
Logan Park Apts	Hillsdale	661	\$112,500,000	170,197	5.80%	Reliant Group	Lincoln Avenue Capital
The Fairmont Apts	Outlying Yolo County	192	\$41,000,000	213,542	5.70%	Equity Research Ptns	LEM Capital   Benedict Canyon Equities Inc.
Courtyard Apts	Carmichael/Citrus Heights	138	\$20,800,000	150,725	5.70%	Robert Maloff	EKHO Capital
Sterling Pointe Apts	Central Davis	57	\$13,350,000	234,211	6.08%	Schreuder Family Trust	James Investment Partners
Fulton	Outer Arden-Arcade	92	\$12,500,000	135,870	-	Warren Properties, Inc	Joseph P. Ramos   Brian Revelli   Daniel Collins

### SIGNIFICANT UNDER CONSTRUCTION

Property	Address	Submarket	Units	Owner	Delivery Date
The MOSA Apt Homes	10149 Bruceville Rd	Outer Sacramento County	387	Poppy Grove III, LP	1Q25
The A.J.	251 6th St	Southern Pacific/Richards	345	McClellan Park, LLC	2Q25
Fiddymment Aptss	2700 N Hayden Pky	Lincoln	330	The Pacific Companies	1Q25
Natomas Fountains Apts	3801 Gateway Park Blvd	Natomas Crossing	303	Tricap Residential Group	1Q26
The Lyla	9124 Bruceville Rd	Outer Elk Grove	294	CONAM Management Corp.	1Q25

### SIGNIFICANT COMPLETED CONSTRUCTION 4Q 2024

Property	Address	Submarket	Units	Owner	Delivery Date
Kinect @ Southport	2301 Jefferson Blvd	Southport	322	American Capital Group	December 2024
Park West	3200 Pleasant Grove Blvd	Lincoln	225	Ten South Management Company	December 2024
Sutter Green 2.0 Apts	2450 Natomas Park Dr	North Sacramento	190	Demmon Partners	November 2024
Northview Pointe	2314 Northview Dr	North Sacramento	66	Excelerate Housing Group	December 2024

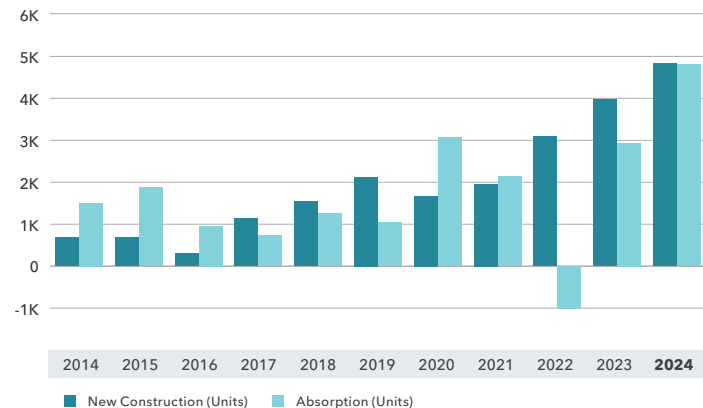
### MARKET BREAKDOWN

	4Q24	3Q24	4Q23	YOY Change
Under Construction	4,713	5,230	7,666	-38.5%
Vacancy Rate	6.0%	6.1%	6.2%	-20 bps
Average Asking Rents	\$1,748	\$1,754	\$1,716	1.9%
Average Price/Unit	\$160,412	\$196,331	\$145,522	10.2%
Average Cap Rates	5.9%	5.9%	5.8%	1.8%
	4Q24	2024	2023	YOY Change
Construction Deliveries	898	4,827	3,977	21.4%
Net Absorption	898	4,813	2,935	63.9%

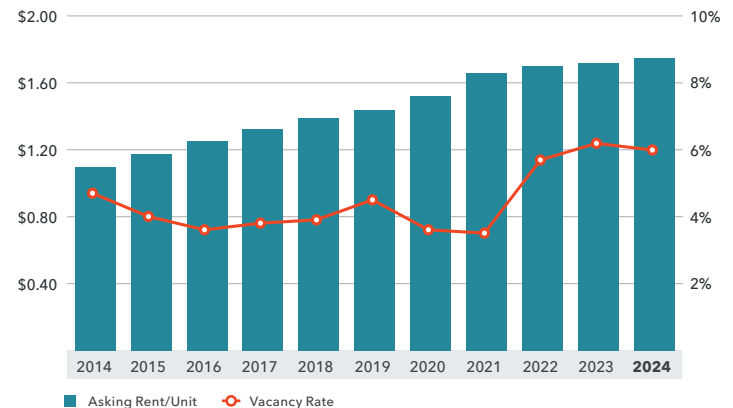
### AVERAGE RENT

Unit Size	Monthly Rent
Studio	\$1,598
1 Bedroom	\$1,570
2 Bedroom	\$1,831
3 Bedroom	\$2,144

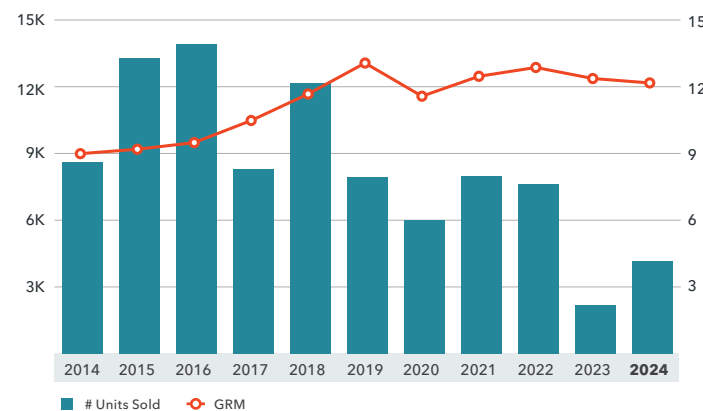
## NEW CONSTRUCTION & ABSORPTION



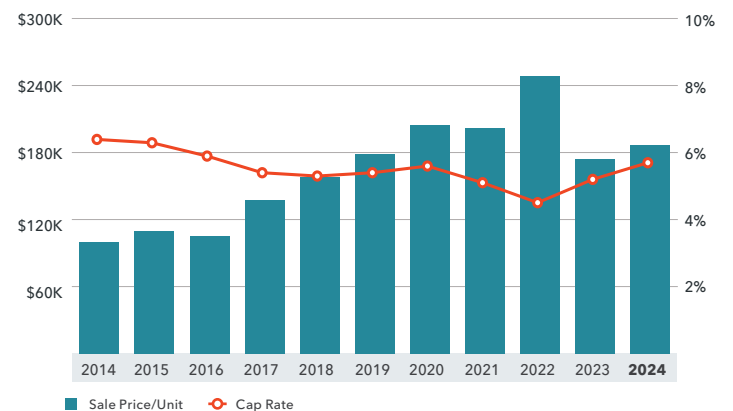
## AVERAGE ASKING RENT/UNIT & VACANCY RATE



## UNITS SOLD & GROSS RENT MULTIPLIER



## AVERAGE SALE PRICE/UNIT & CAP RATES



Data Source: CoStar



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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

**\$10B**

3-YEAR AVERAGE TRANSACTION VOLUME

**31.7M**

ANNUAL SALES SF

**42.4M**

ANNUAL LEASING SF

### ASSET SERVICES

**57M SF**

MANAGEMENT PORTFOLIO SIZE

**850+**

ASSETS UNDER MANAGEMENT

**260+**

CLIENTS SERVED

### VALUATION ADVISORY

**2,600+**

3-YEAR AVERAGE ASSIGNMENTS

**43**

TOTAL APPRAISERS

**27**

WITH MAI DESIGNATIONS

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