

MARKET TRENDS

SACRAMENTO MULTIFAMILY



SIGNIFICANT SALE TRANSACTIONS 4Q 2025

Property	Submarket	Units	Sale Price	\$/Unit	Buyer	Seller
LINQ Midtown	North Oak Park	275	\$106,000,000	\$385,455	Demmon Partners	AEW Capital Management
The Falls at Arden	Outer Arden-Arcade	272	\$54,600,000	\$200,735	Jackson Square Properties	Demmon Partners
ReNew Fair Oaks	Outer Carmichael/Citrus Heights	198	\$33,500,000	\$169,192	FPA Multifamily LLC	Trion Properties
Sonterra	Kaseberg-Kingswood	136	\$40,000,000	\$294,118	CONAM Mgmt. Corp.	John Terence Hanna
Rivergate Apts	West Sacramento	126	\$15,500,000	\$307,540	Zeeshan Khan, et al.	Mccarty Sacramento Property, LLC

SIGNIFICANT UNDER CONSTRUCTION

Property	Address	Submarket	Units	Owner	Delivery Date
Grove at Woodlake	570 Media Pl	North Sacramento	269	Redwood Residential	2Q 2026
The Crawford	1130 Harvey Rd	Lincoln	265	USA Properties Fund	2Q 2027
Crescent Apts	572 Gibson Dr	Harding	261	Shea Properties	1Q 2026
Pierside Apts	997 Riverfront St	The Bridge District	260	Fulcrum Property	4Q 2026
Monarch	805 R St	Southside Park	241	Capitol Area Dev. Authority	2Q 2027

SIGNIFICANT COMPLETED CONSTRUCTION 4Q 2025

Property	Address	Submarket	Units	Owner	Delivery Date
Medley Apts	4170-4190 E Commerce Way	RP Sports Complex	160	Blue Mountain Enterprises	November 2025
Tricon Elk Grove	10439 Barrena Loop	Outer Sacramento County	157	Woodbridge Pacific Group Co.	November 2025
On Broadway	1901 Broadway	Newton Booth	140	EAH Housing	December 2025
Tricon Delta Shores	8249 Watershed St	Meadowview	101	Tricon Residential	December 2025

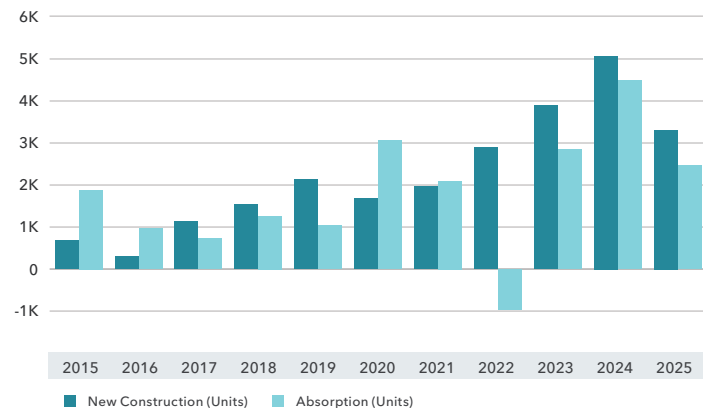
MARKET BREAKDOWN

	4Q25	3Q25	4Q24	YOY Change
Vacancy Rate	6.8%	6.6%	6.4%	40 bps
Average Asking Rents/Unit	\$1,762	\$1,774	\$1,763	0%
Under Construction (SF)	3,135	3,715	4,960	-37%
Average Sales Price/Unit	\$230,869	\$157,805	\$163,372	41%
Average Cap Rate	5.9%	5.5%	6.0%	-10 bps
	4Q25	2025	2024	YOY Change
Construction Deliveries (SF)	580	3,310	5,072	-35%
Net Absorption (SF)	326	2,470	4,480	-45%

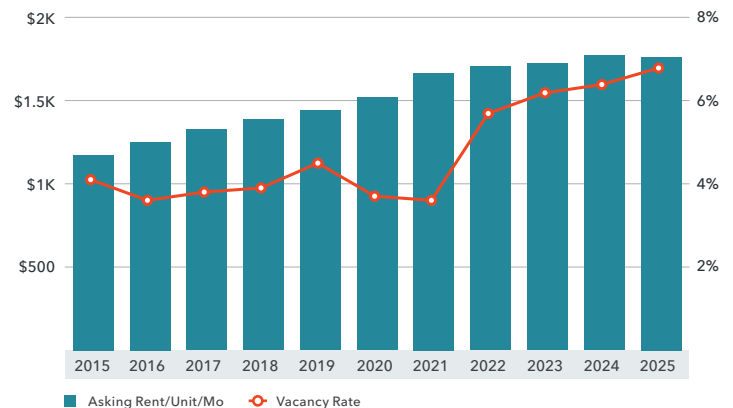
AVERAGE RENT

Unit Size	Monthly Rent
Studio	\$1,382
1 Bedroom	\$1,566
2 Bedroom	\$1,844
3 Bedroom	\$2,171

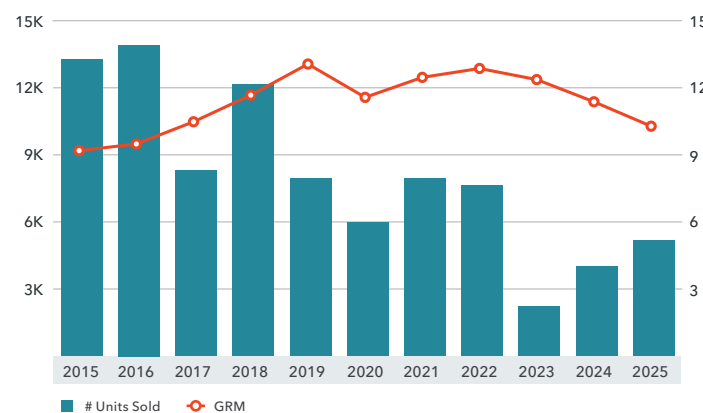
NEW CONSTRUCTION & ABSORPTION



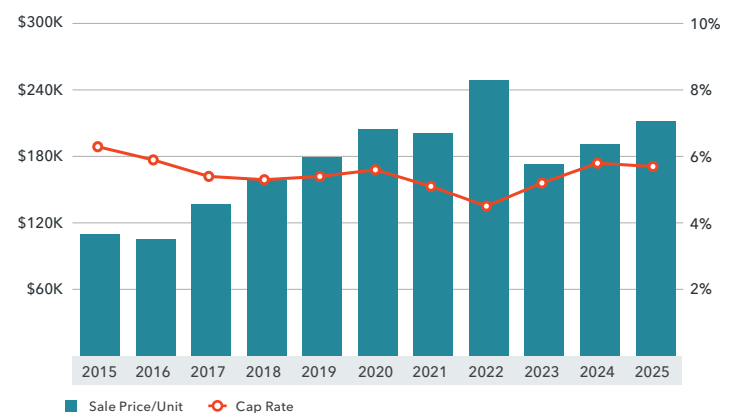
AVERAGE ASKING RENT/UNIT & VACANCY RATE



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
Vice President 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

\$9B

AVERAGE ANNUAL TRANSACTION VOLUME

26.2M

ANNUAL SALES SF

36.7M

ANNUAL LEASING SF

ASSET SERVICES

53M SF

MANAGEMENT PORTFOLIO SIZE

800+

ASSETS UNDER MANAGEMENT

250+

CLIENTS SERVED

VALUATION ADVISORY

2,400+

AVERAGE ASSIGNMENTS

41

TOTAL APPRAISERS

23

WITH MAI DESIGNATIONS