

Real Estate Market Review

Sacramento Multifamily

Top Sale Transactions for 1Q 2018

| Property | Submarket | # of Units | Sale Price | Price/Unit | Cap Rate | Buyer | Seller |
|---------------------------|-----------------------|------------|--------------|------------|----------|-----------------------------|-----------------------------------|
| Carmel Pointe | Parkway MF | 332 | \$35,000,000 | \$105,421 | | Carmel Point Sacramento Llc | Mp Apw Llc |
| 16 Powerhouse | Midtown Sacramento MF | 50 | \$32,500,000 | \$650,000 | 5.06% | Demmon Partners | D & S Development |
| Ellington Apartment Homes | Macero Del Norte MF | 125 | \$25,800,000 | \$206,400 | 3.85% | Bridge Partners | Fairfield Residential |
| The Confluence | SE Sacramento MF | 168 | \$18,500,000 | \$110,119 | 3.55% | United Development Group | Gordon Revocable Trust 2/28/03 |
| Walnut Village | North Highlands MF | 144 | \$17,000,000 | \$118,055 | | K & C Investments, Inc. | R.K. Properties |

Top Under Construction

| Property | Address | Submarket | # of Units | Owner | Est. Delivery Date |
|------------------------|----------------------|------------------|------------|--------------------------|--------------------|
| Campus Oaks Apartments | 500 Roseville Pkwy | Industrial Area | 396 | Scott Canel & Associates | June 2019 |
| Pique at Iron Point | 101 Pique Loop | Broadstone | 327 | Elliott Homes, Inc. | August 2019 |
| Fiddyment Ranch | 1900 Blue Oaks Blvd | Lincoln | 300 | USA Properties Fund, Inc | January 2020 |
| Talavera Ridge | 2796 Broadstone Pkwy | Broadstone | 293 | USA Properties Fund, Inc | December 2018 |
| Sutter Green | 2205 Natomas Park Dr | North Sacramento | 232 | Demmon Partners | December 2018 |

Top Completed Construction for 2017

| Property | Address | Submarket | # of Units | Owner | Delivery Date |
|-------------------------|------------------------|---------------------|------------|--------------------------------------|---------------|
| Garnet Creek Apartments | 5002 Jewel Street | Roseville/Rocklin | 160 | Cresleigh Homes | March 2017 |
| Anton Arcade | 2134 Butano Drive | Arden-Arcade | 148 | Anton Development Co., LLC | December 2017 |
| The James | 6201 W. Oaks Boulevard | Roseville/Rocklin | 118 | Duke Acquisitions & Development Inc. | January 2017 |
| West Gateway Place | 1 Tower Bridge Gateway | The Bridge District | 77 | Jamboree Housing Corp. | March 2017 |

Market Forecast Trends

| | |
|------------------|-----------------------|
| ↑ VACANCY | ↓ UNEMPLOYMENT |
| ↑ RENTAL RATE | ↑ NEW CONSTRUCTION |

Market Snapshot

| | 1Q18 | 4Q17 | 1Q17 | Annual % Change |
|----------------------|-----------|-----------|-----------|-----------------|
| New Construction | - | 148 | 403 | N/A |
| Under Construction | 2,747 | 2,112 | 974 | 1.82% |
| Vacancy Rate | 4.20% | 4.10% | 4.10% | 2.43% |
| Average Asking Rents | \$1,262 | \$1,245 | \$1,212 | 4.12% |
| Average Sales Price | \$131,942 | \$165,595 | \$130,899 | 0.79% |
| Cap Rates | 4.67% | 5.33% | 5.70% | -15.09% |
| Net Absorption | -84 | -177 | 70 | N/A |

Average Rent

| Unit Size | Monthly Rent |
|-----------|--------------|
| Studio | \$1,024 |
| 1 Bedroom | \$1,110 |
| 2 Bedroom | \$1,338 |
| 3 Bedroom | \$1,526 |

Offices

Seattle
206.296.9600

Bellevue
425.454.7040

South Seattle
206.248.7300

Tacoma
253.722.1400

Olympia
360.705.2800

Portland
503.221.9900

San Francisco
415.229.8888

Redwood Shores
650.769.3600

Silicon Valley
408.970.9400

Sacramento
916.970.9700

Roseville
916.751.3600

Los Angeles
213.880.5250

Commerce
323.727.1144

El Segundo
310.807.0880

Long Beach
562.472.0071

Orange County
949.557.5000

Inland Empire
909.764.6500

San Diego
858.509.1200

Carlsbad
760.430.1000

Reno
775.301.1300

Phoenix
602.513.5200

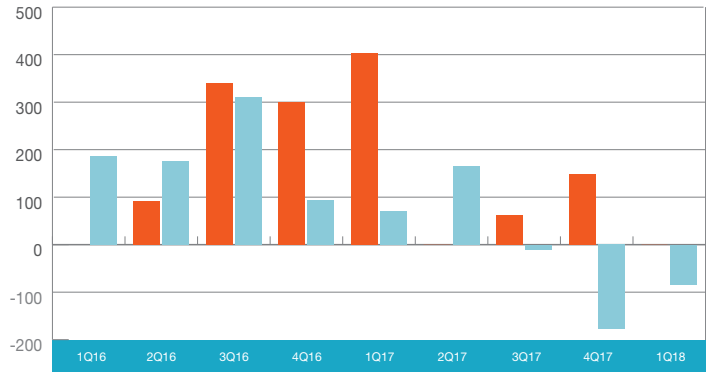
Contact

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NEW UNIT CONSTRUCTION & ABSORPTION

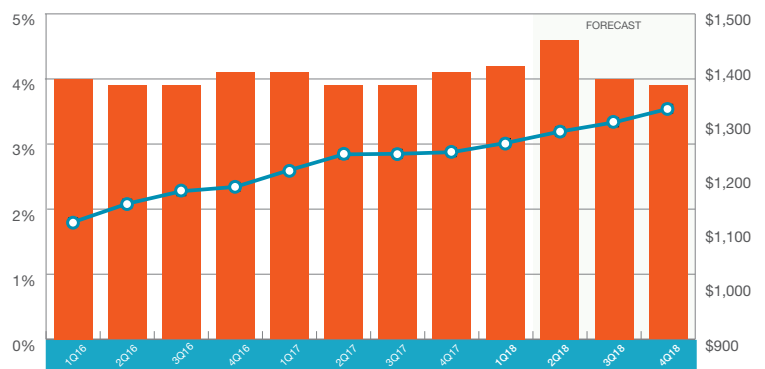
■ New Construction
■ Absorption



AVERAGE ASKING RENT/UNIT & VACANCY RATE*

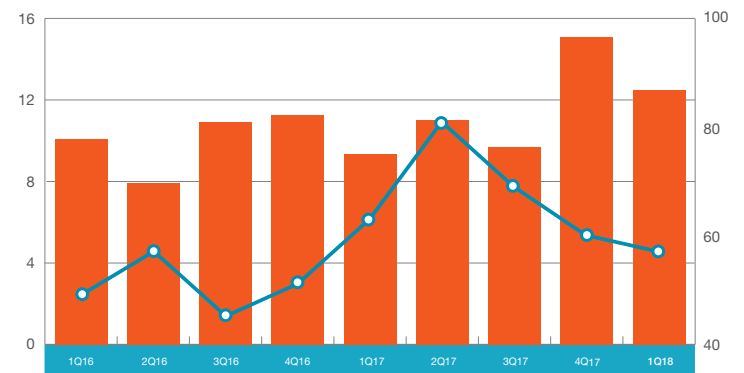
■ Vacancy Rate
● Asking Rent/Unit

*Based on monthly rate



GROSS RENT MULTIPLIER (GRM) & NUMBER OF SALE TRANSACTIONS

■ GRM
● Number of Transactions



AVERAGE SALES PRICE/UNIT AND CAP RATES

■ Average Sales Price/Unit
● Cap Rate

