



## MARKET AT A GLANCE



**OCCUPANCY RATE** 97.0%

Up 70 bps since 1Q20



**EFFECTIVE RENT** \$1,646

Up 6.2% since 1Q20



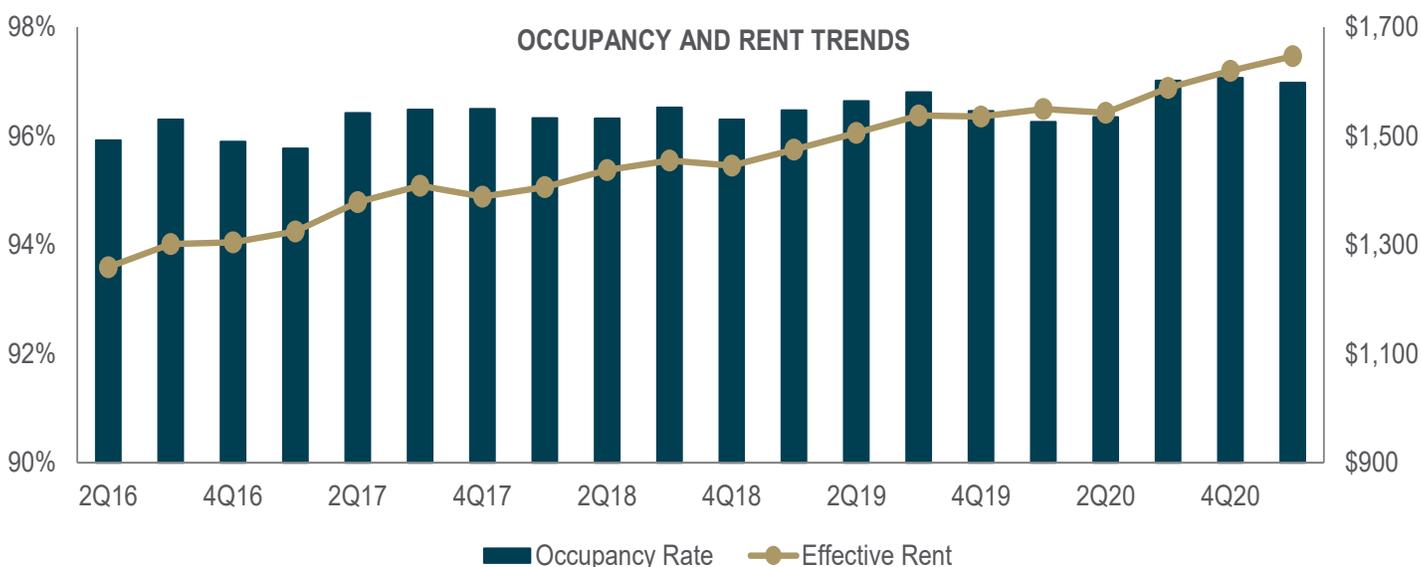
**RENT PAYMENT TRACKER (APRIL 1-20)** 94.2%

Down 180 bps YOY

## OCCUPANCY AND RENT TRENDS

### RISING HOME PRICES, BAY AREA REFUGEES BOOST LOCAL APARTMENT MARKET

Rising home prices and residents leaving the Bay Area seeking more affordable rent boosted the local apartment market in the last 12 months. Apartment fundamentals were also supported by the addition of 75,300 workers to payrolls from April 2020 to March 2021, at which time employment in the construction and the trade, transportation, and utilities sectors fully recovered from the pandemic-driven downturn. The economic rebound underpinned the net absorption of 2,137 apartments in the last 12 months. With absorption widely outpacing deliveries, occupancy rose 70 basis points annually to 97.0% in the first quarter of 2021. Meanwhile, average monthly effective rent reached \$1,646, a 6.2% annual increase—still about 40% less than average apartment rent in the Bay Area. Annual net absorption was greatest in the Natomas and the Folsom/Orangevale/Fair Oaks submarkets which also had the first- and third-highest number of annual deliveries. The heightened absorption enabled brisk effective rent growth which ramped up 11.0% year over year in the Natomas submarket and 9.8% in the Folsom/Orangevale/Fair Oaks submarket.



# SACRAMENTO

MULTIFAMILY REPORT

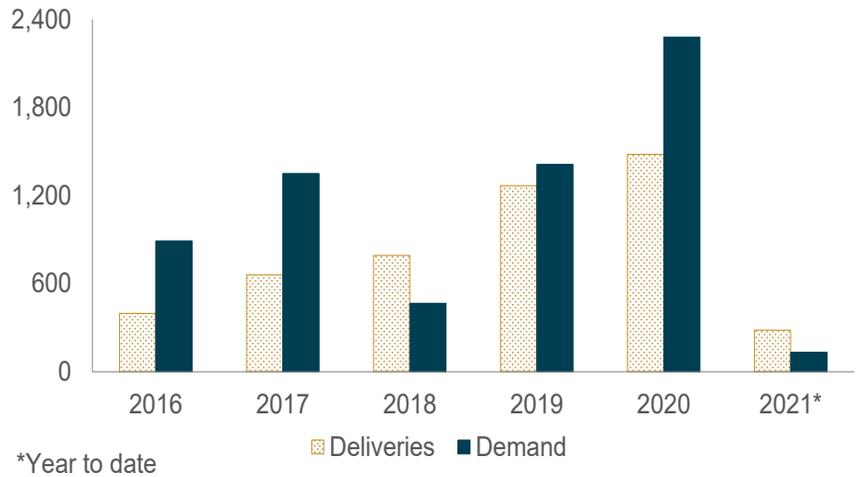
## DELIVERIES AND DEMAND



**DELIVERIES** 284  
Units YTD



**NET ABSORPTION** 133  
Units YTD



## ECONOMIC TRENDS

2020 3.7% ..... UNEMPLOYMENT\* ..... 2021 6.9%  
**320 BPS CHANGE**

2020 1.0m ..... EMPLOYMENT\* ..... 2021 1.0m  
**-5.6% CHANGE**

2020 25.8k ..... EXISTING SFH SALES\* ..... 2021 39.9k  
**54.7% CHANGE**

2020 2.4m ..... POPULATION\* ..... 2021 2.4m  
**0.8% CHANGE**

2020 0.87% ..... 10-YEAR TREASURY\* ..... 2021 1.61%  
**70 BPS CHANGE**

\*March



# SACRAMENTO

## MULTIFAMILY REPORT

### SUBMARKET BREAKDOWN

SUBMARKET NAME	OCCUPANCY			EFFECTIVE RENT			NET ABSORPTION		DELIVERED UNITS	
	1Q21	Q-o-Q Change (BPS)	Y-o-Y Change (BPS)	1Q21	Q-o-Q Change	Y-o-Y Change	1Q21	Annual	1Q21	Annual
Arden/Arcade	97.9%	10	190	\$1,373	1.4%	4.6%	18	274	0	0
Carmichael	98.0%	-40	140	\$1,309	1.6%	3.9%	-41	127	0	0
Central Sacramento	93.7%	-10	-90	\$1,838	0.3%	-1.9%	1	139	21	302
Citrus Heights	98.2%	10	250	\$1,478	1.6%	9.2%	5	178	0	0
Davis	92.2%	-20	-700	\$1,978	0.1%	-1.6%	-19	-708	0	0
Folsom/Orangevale/Fair Oaks	97.1%	-10	280	\$1,826	4.0%	9.8%	32	667	42	292
Natomas	97.7%	10	200	\$1,713	2.3%	11.0%	144	672	135	428
North Sacramento/North Highlands	98.1%	-30	110	\$1,487	1.2%	9.8%	-35	107	0	0
Rancho Cordova/East Sacramento	97.8%	-10	80	\$1,481	2.1%	7.9%	-15	95	0	0
Roseville/Rocklin	97.8%	-20	140	\$1,875	2.3%	10.6%	30	342	68	96
South Sacramento	98.0%	10	140	\$1,634	1.2%	8.6%	19	200	0	0
Woodland/West Sacramento	97.7%	-30	-10	\$1,424	0.9%	4.2%	-5	44	18	52
<b>TOTALS</b>	<b>97.0%</b>	<b>-10</b>	<b>70</b>	<b>\$1,646</b>	<b>1.6%</b>	<b>6.2%</b>	<b>133</b>	<b>2,137</b>	<b>284</b>	<b>1,170</b>

# BERKADIA<sup>®</sup>

## CORPORATE HEADQUARTERS

521 Fifth Avenue  
20th Floor  
New York, NY 10175  
(646) 600-7800 | Fax: (646) 600-7838  
[www.Berkadia.com](http://www.Berkadia.com)

a Berkshire Hathaway and Jefferies Financial Group company

© 2021 Berkadia Proprietary Holding LLC  
Berkadia<sup>®</sup> is a trademark of Berkadia Proprietary Holding LLC.  
Axiometrics<sup>®</sup> is a trademark of Axiometrics Inc.

Commercial mortgage loan origination and servicing businesses are conducted exclusively by Berkadia Commercial Mortgage LLC and Berkadia Commercial Mortgage Inc. This website is not intended to solicit commercial mortgage loan brokerage business in Nevada. Investment sales and real estate brokerage businesses are conducted exclusively by Berkadia Real Estate Advisors LLC and Berkadia Real Estate Advisors Inc. For state licensing details for the above entities, visit: [www.berkadia.com/legal/licensing.aspx](http://www.berkadia.com/legal/licensing.aspx)

The information contained in this flyer has been obtained from sources we believe to be reliable; however, we have not conducted any investigation regarding these matters and make no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. While we do not doubt its accuracy, we have not verified it and neither we, nor the Owner, make any guarantee, warranty or representation of any kind or nature about it. It is your responsibility to independently confirm its accuracy and completeness. Any projections, opinions, assumptions or estimates used are for example and do not necessarily represent past, current or future performance of the property. You and your advisors should conduct a careful and independent investigation of the property to determine to your satisfaction the suitability of the property and the quality of its tenancy for your records.