



Multi-Family Market Report

April 2022

Placer County CA

Search Analytics

INVENTORY UNITS

21,948 +2.7%

Prior Period 21,374

UNDER CONSTRUCTION UNITS

281 -63.9%

Prior Period 777

12 MO ABSORPTION UNITS

76 -83.7%

Prior Period 462

VACANCY RATE

4.7% +2.2%

Prior Period 2.5%

MARKET RENT/UNIT

\$1,943 +7.9%

Prior Period \$1,802

MARKET SALE PRICE/UNIT

\$308K +12.1%

Prior Period \$274K

MARKET CAP RATE

4.3% -0.1%

Prior Period 4.4%

Key Metrics

Availability	
Vacant Units	1,026 ↑
Asking Rent/SF	\$2.17 ↑
Concession Rate	0.7% ↑
Studio Asking Rent	\$2,416 ↑
1 Bedroom Asking Rent/Unit	\$1,763 ↑
2 Bedroom Asking Rent/Unit	\$1,991 ↑
3 Bedroom Asking Rent/Unit	\$2,118 ↓

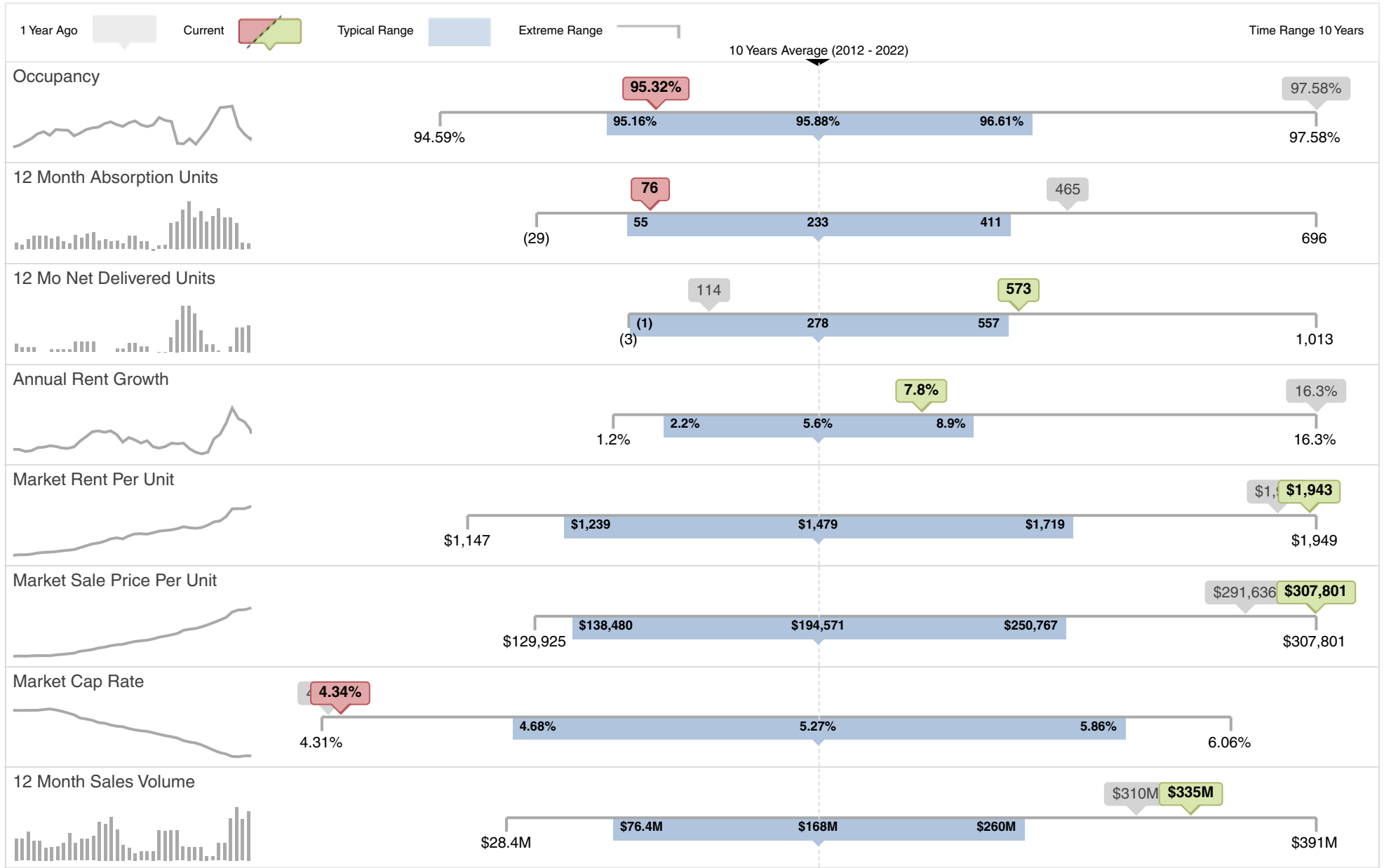
Inventory	
Existing Buildings	381 ↑
Average Units Per Bldg	58 ↑
12 Mo Demolished Units	0 ↓
12 Mo Occupancy % at Delivery	28.6% ↓
12 Mo Construction Starts Units	77 ↓
12 Mo Delivered Units	573 ↑
12 Mo Avg Delivered Units	118 ↑

Sales Past Year	
Asking Price Per Unit	\$213,856 ↑
Sale to Asking Price Differential	-5.8% ↑
Sales Volume	\$358M ↑
Properties Sold	33 ↑
Months to Sale	4.4 ↓
For Sale Listings	2 ↓
Total For Sale Units	2 ↓

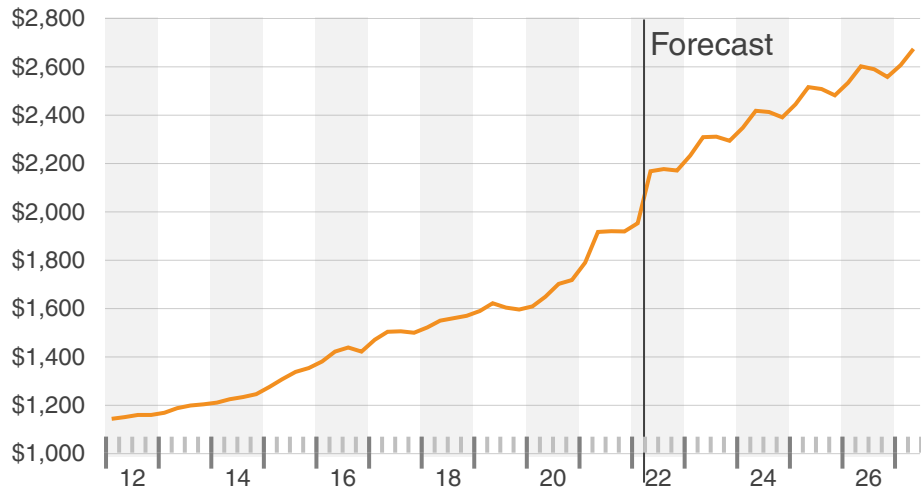
Demand	
12 Mo Absorp % of Inventory	0.4% ↓
Median Household Income	107K
Population Growth 5 Yrs 20-29	9.6%
Population Growth 5 Yrs 30-39	-4.5%
Population Growth 5 Yrs 40-54	7.6%
Population Growth 5 Yrs 55+	10.9%
Population Growth 5 Yrs	5.9%

Search Analytics

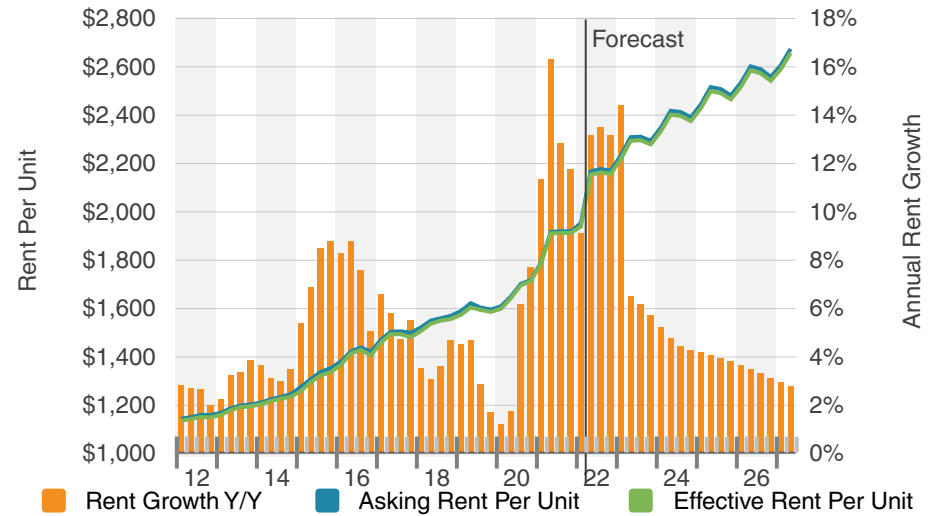
Key Performance Indicators



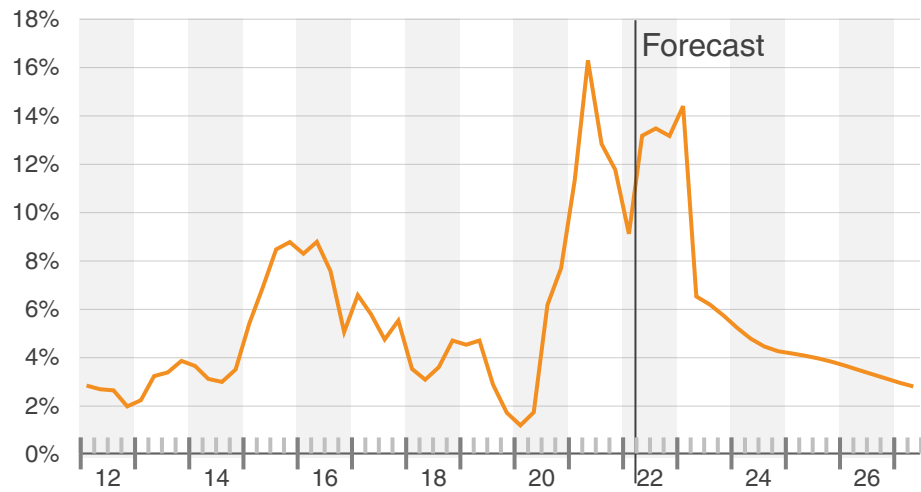
Market Asking Rent Per Unit



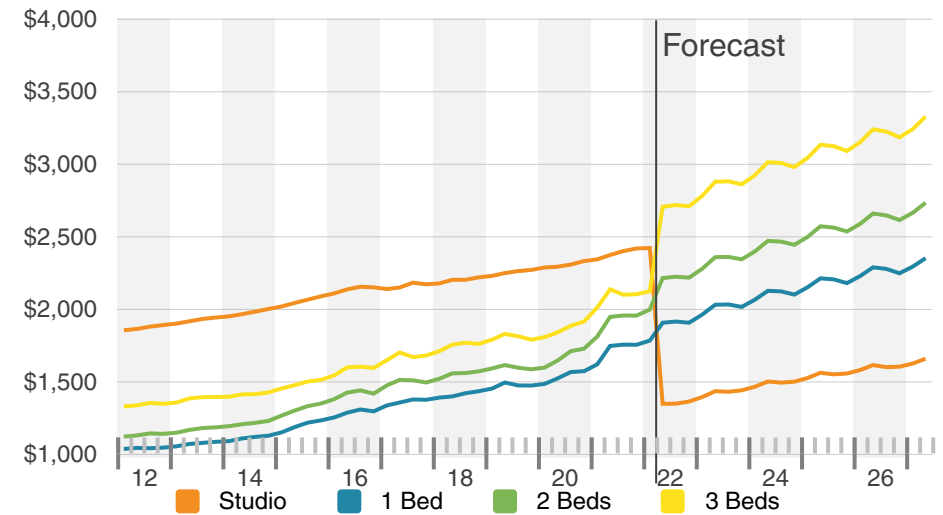
Market Rent Per Unit & Rent Growth



Market Rent Growth (YOY)

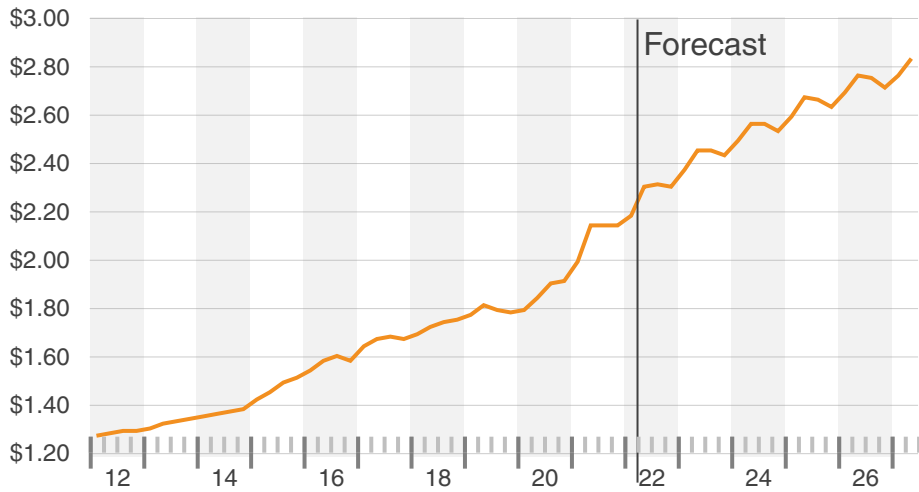


Market Asking Rent Per Unit By Bedroom

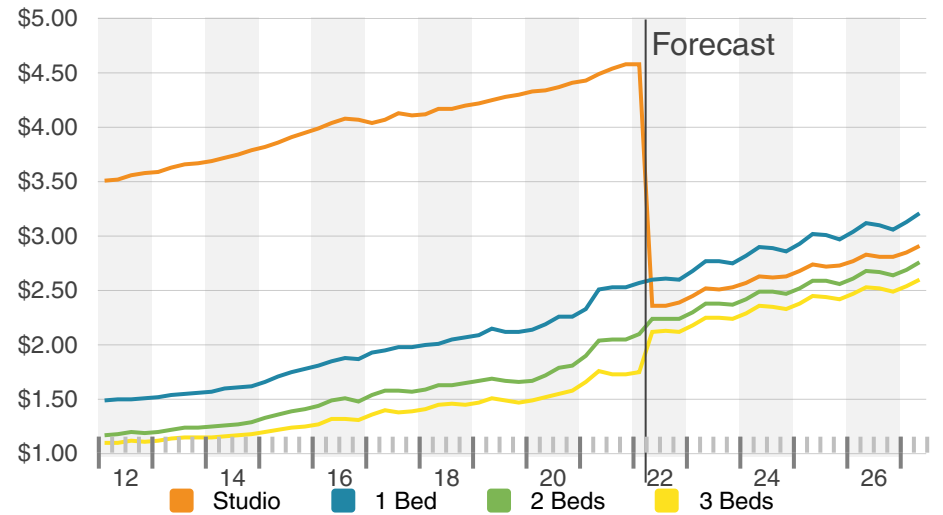


Search Analytics

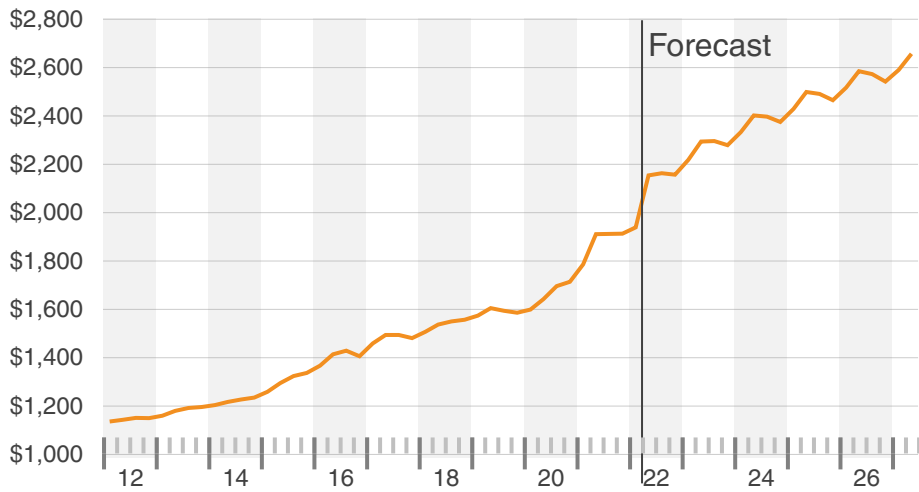
Market Asking Rent Per SF



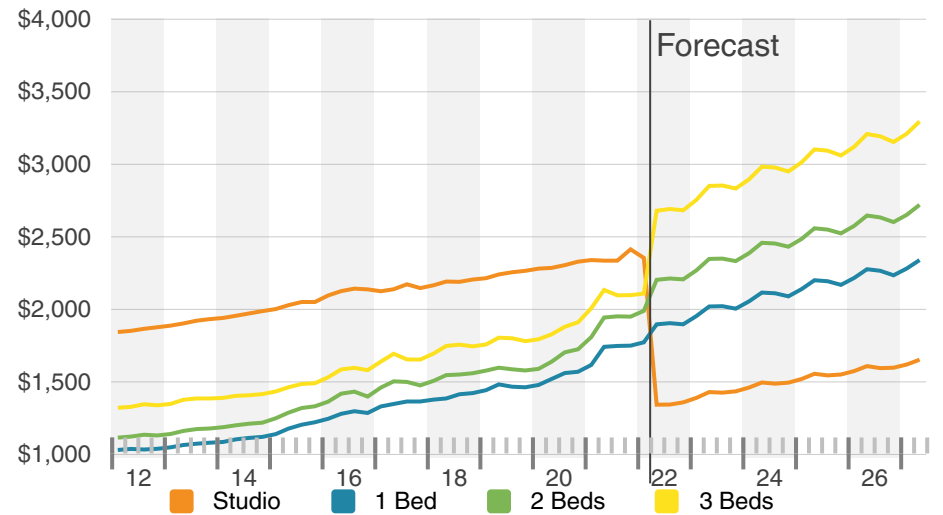
Market Asking Rent Per SF By Bedroom



Market Effective Rent Per Unit

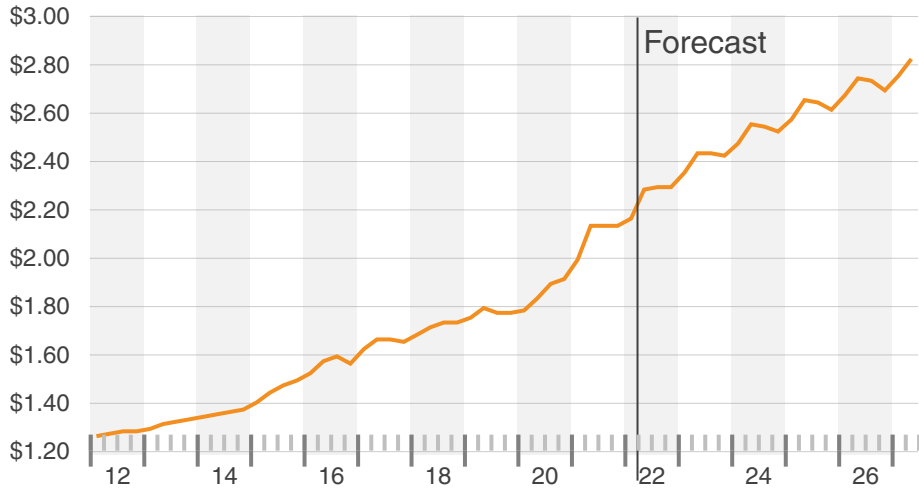


Market Effective Rent Per Unit By Bedroom

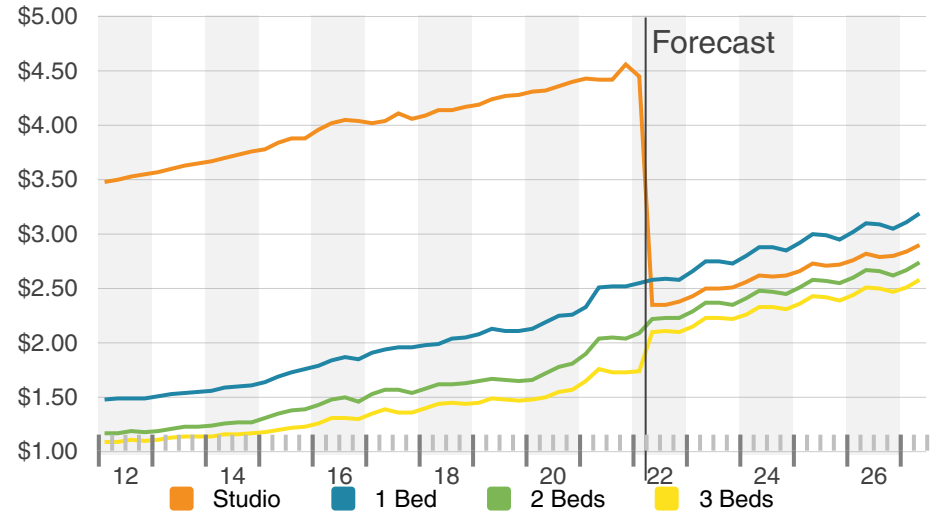


Search Analytics

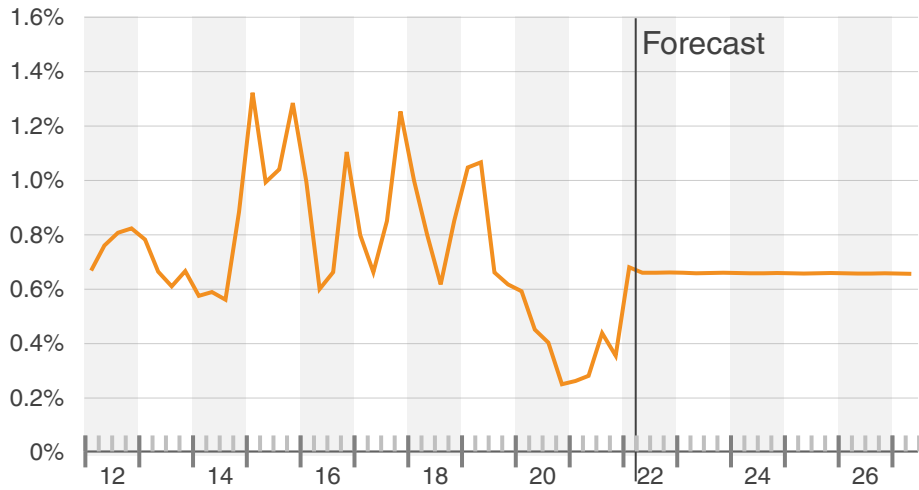
Market Effective Rent Per SF



Market Effective Rent Per SF By Bedroom



Concession Rate

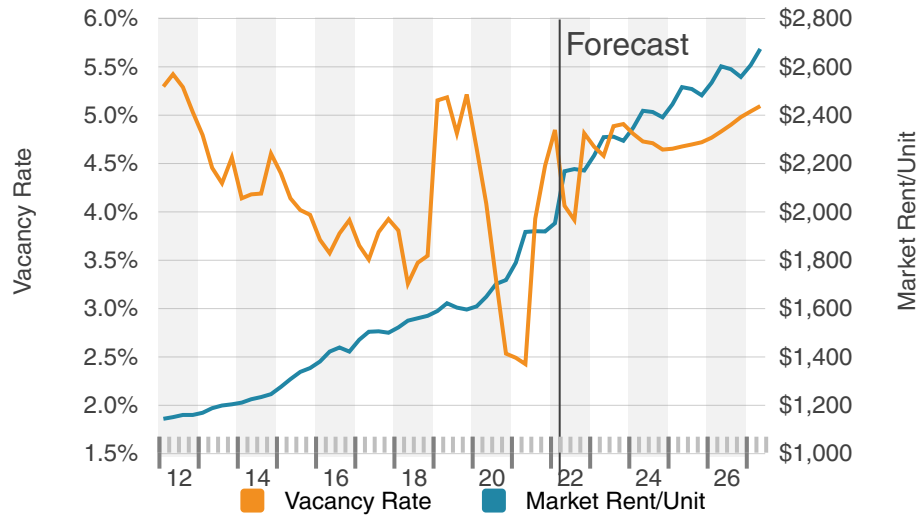


Daily Asking Rent Per SF

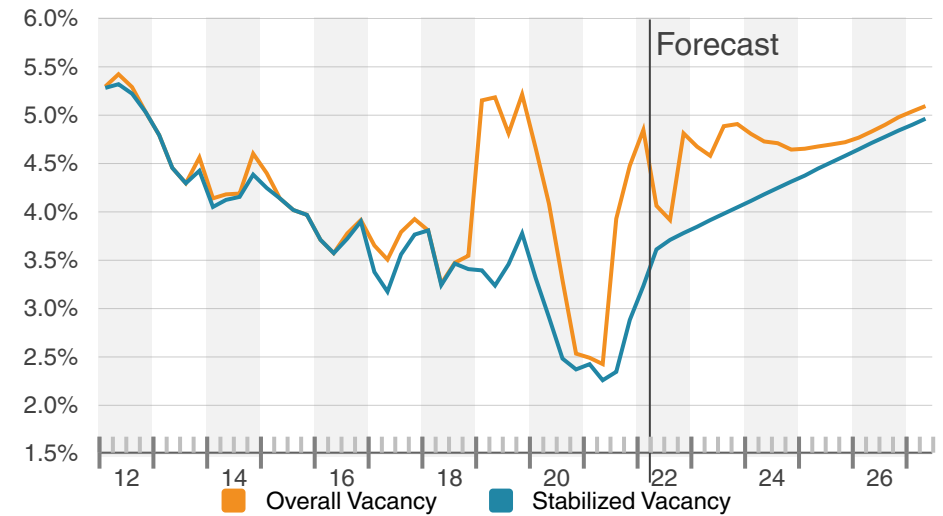


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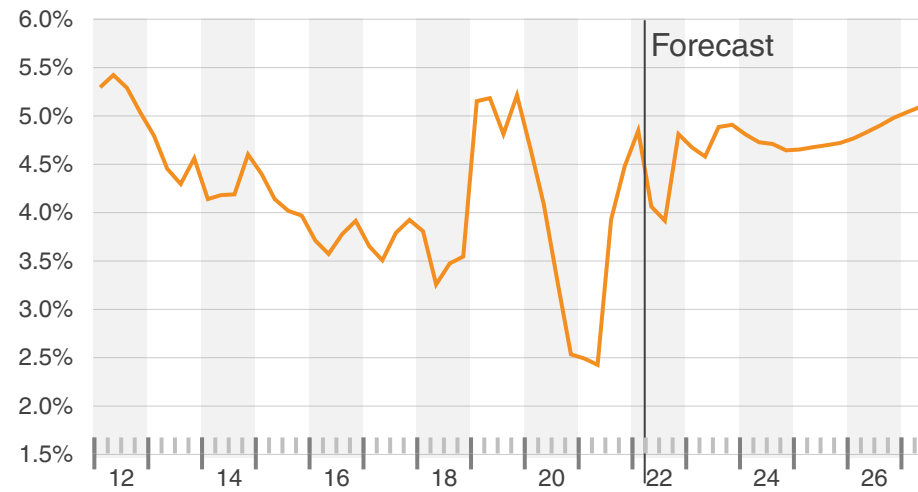
Vacancy & Market Asking Rent Per Unit



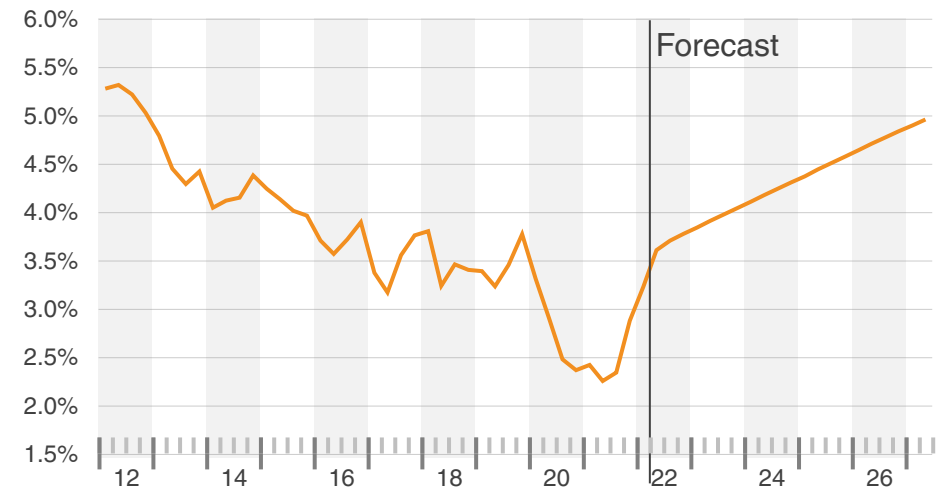
Overall & Stabilized Vacancy



Vacancy Rate

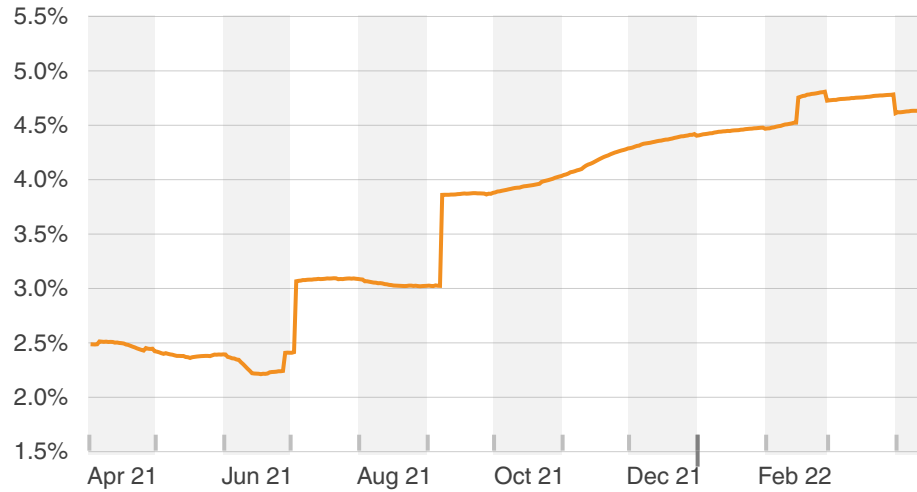


Stabilized Vacancy Rate

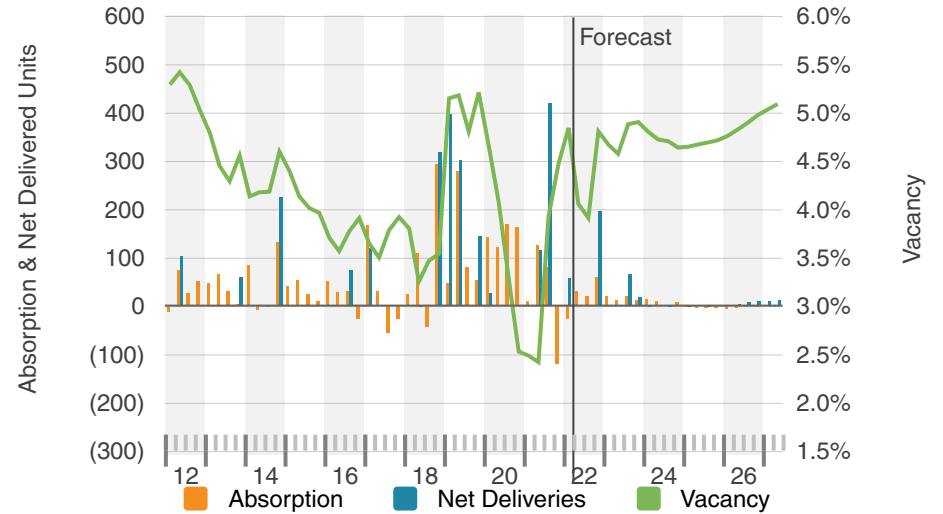


Search Analytics

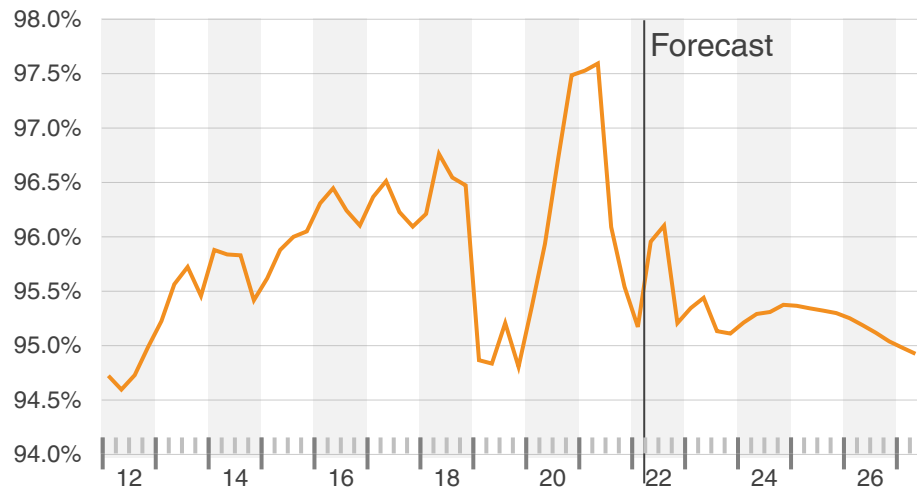
Daily Vacancy Rate



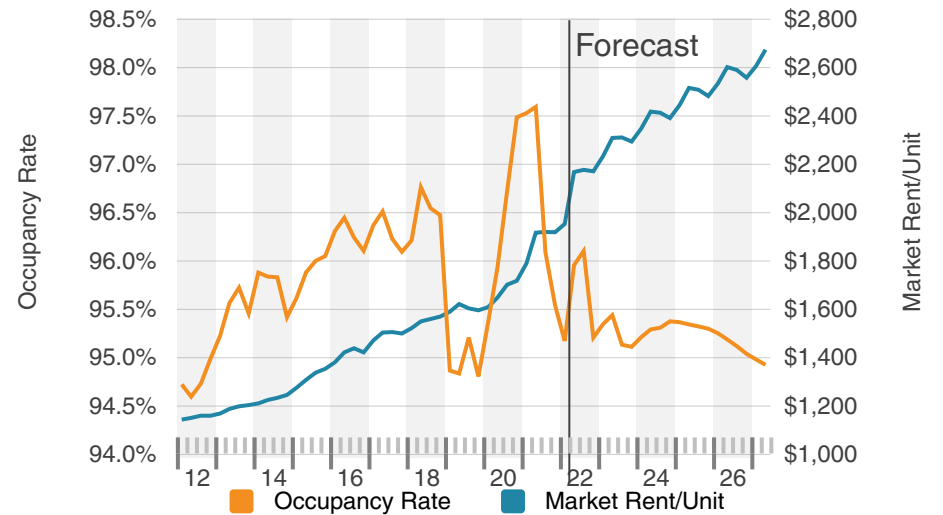
Absorption, Net Deliveries & Vacancy



Occupancy Rate

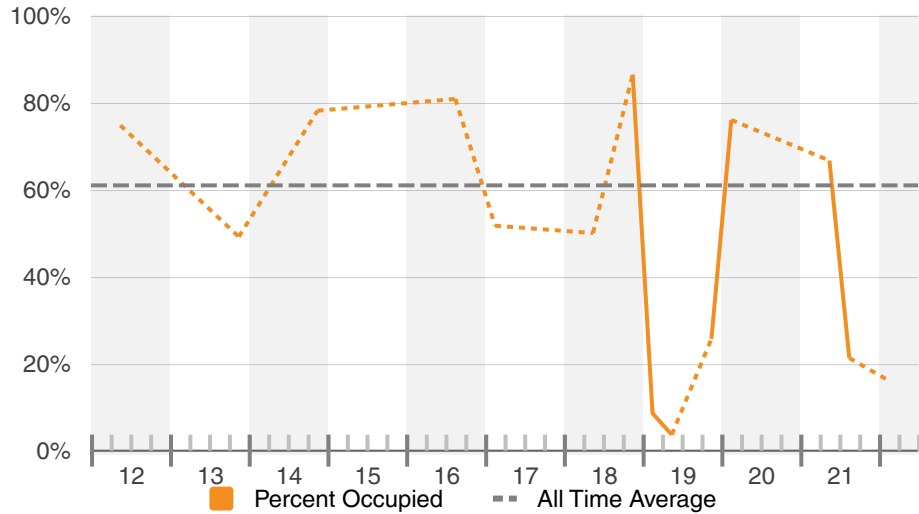


Occupancy & Market Rent Per Unit

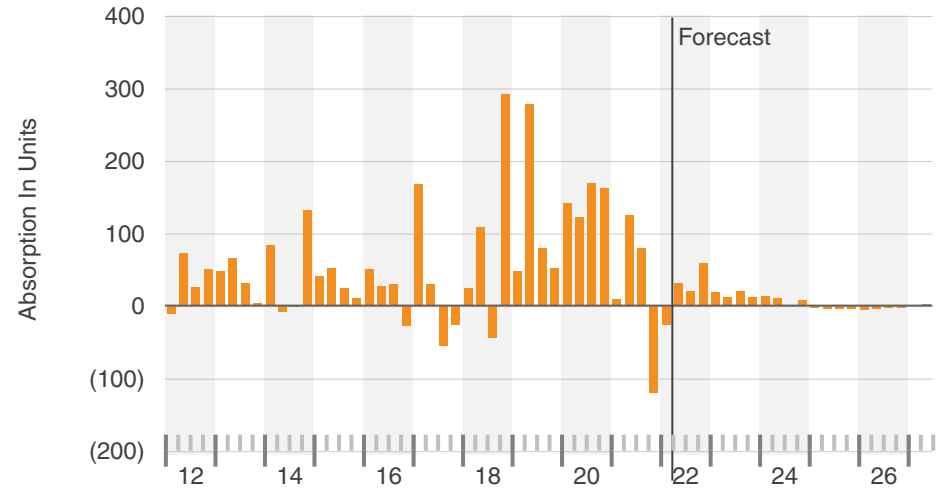


Search Analytics

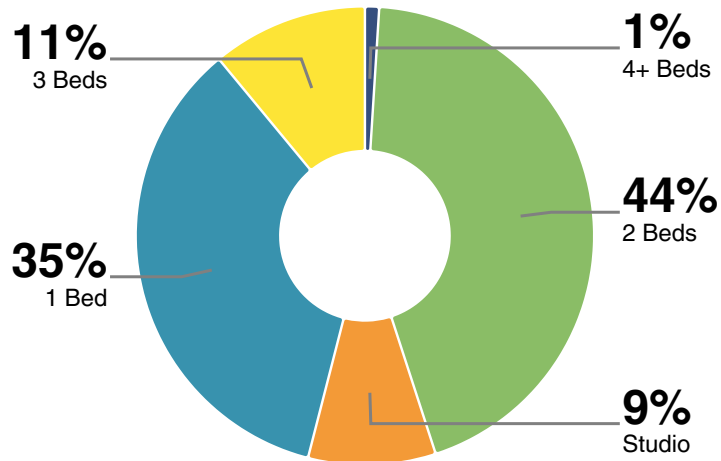
Occupancy At Delivery



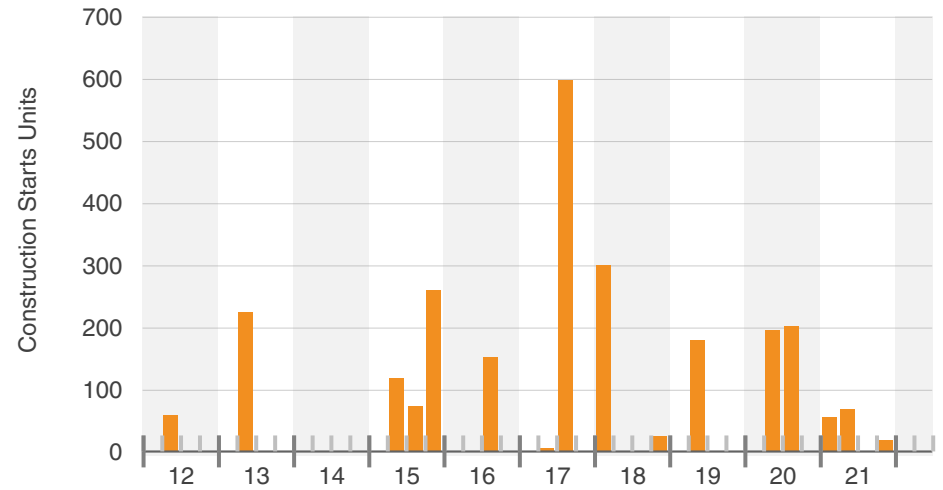
Absorption Units



Total Units By Bedroom

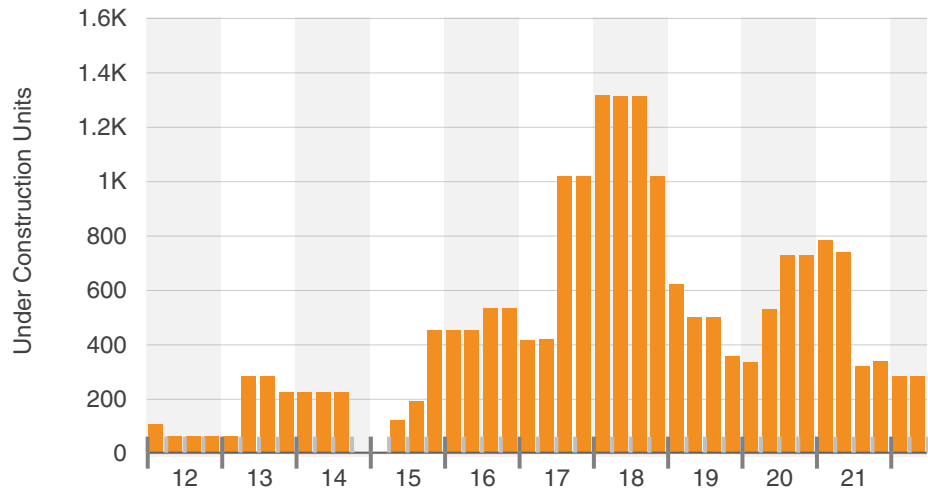


Construction Starts

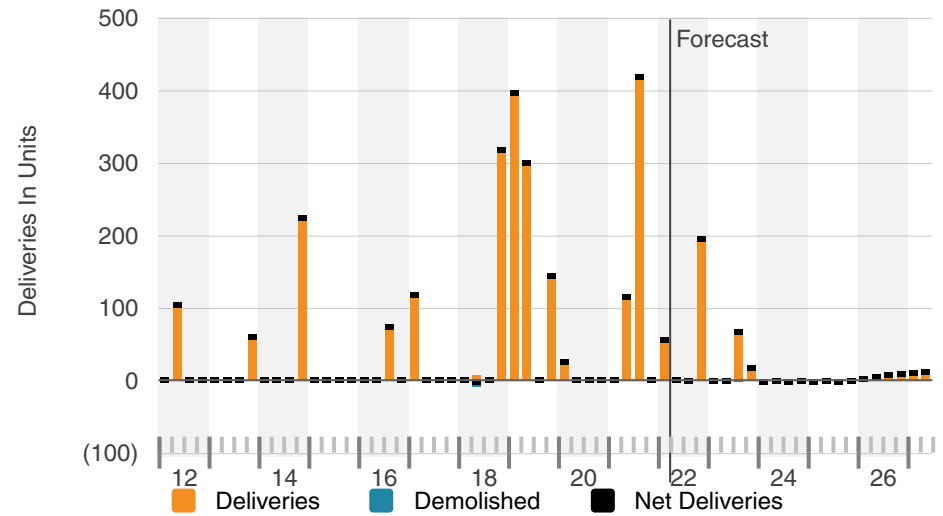


Search Analytics

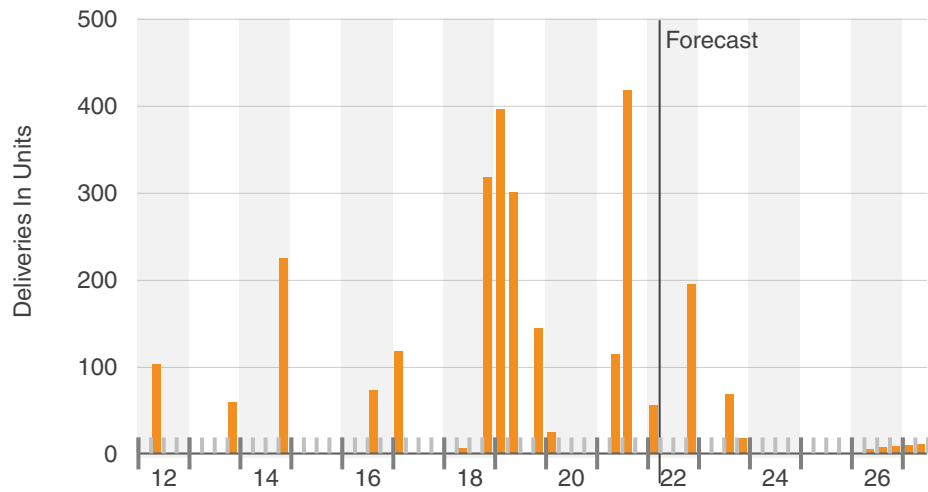
Under Construction



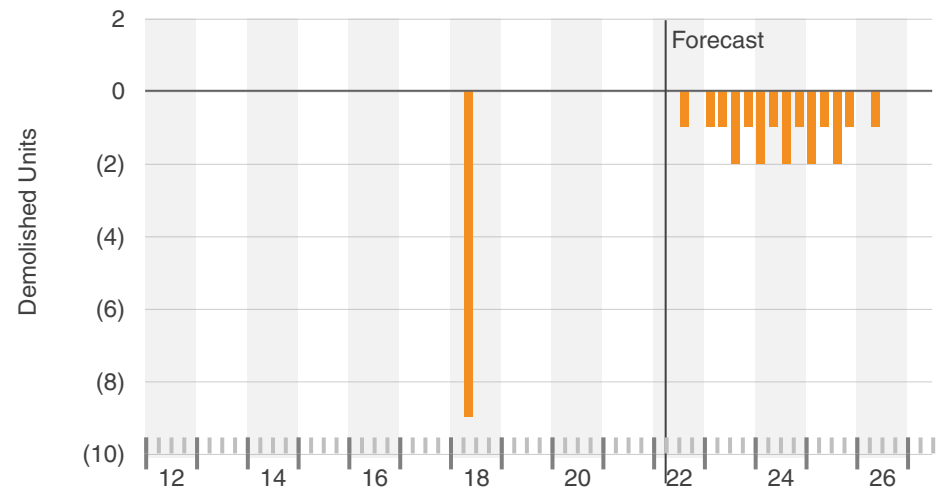
Deliveries & Demolitions



Deliveries

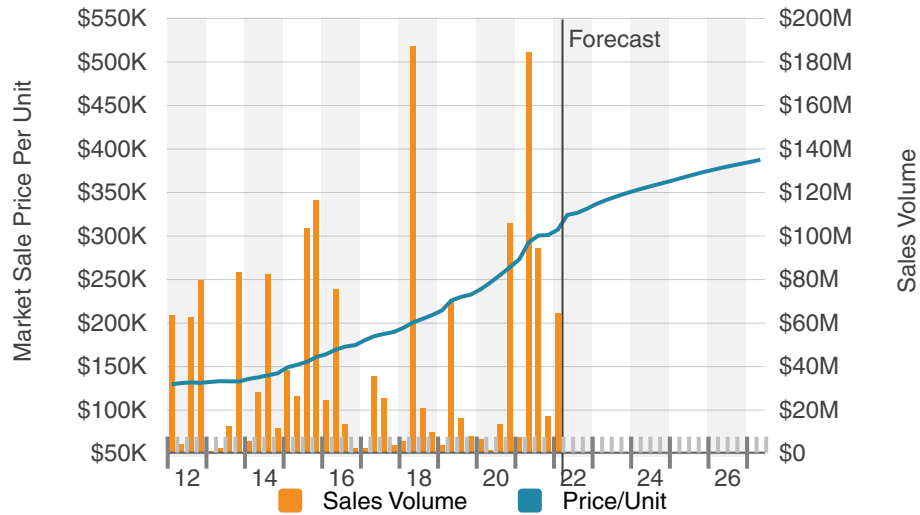


Demolitions

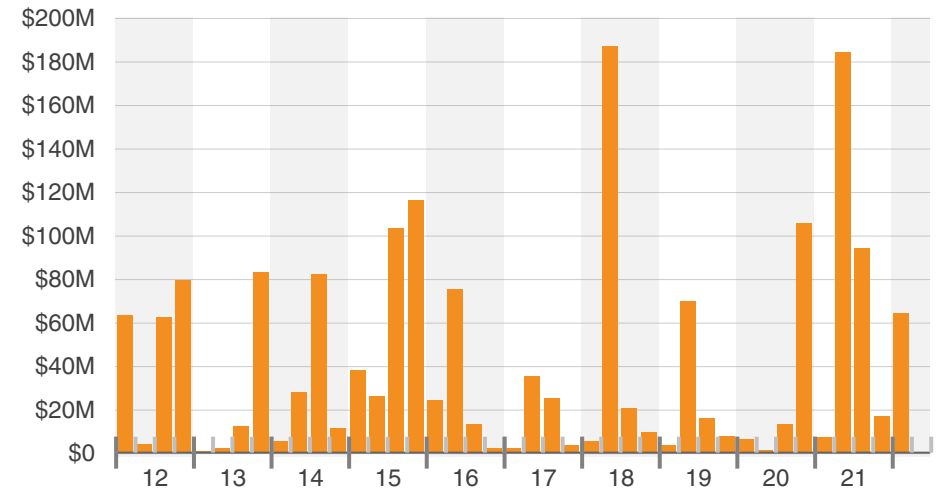


Search Analytics

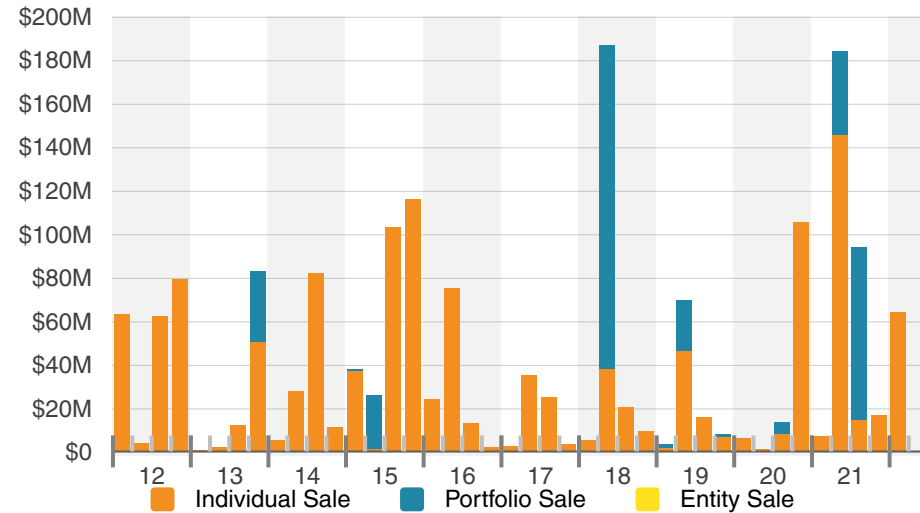
Sales Volume & Market Sale Price Per Unit



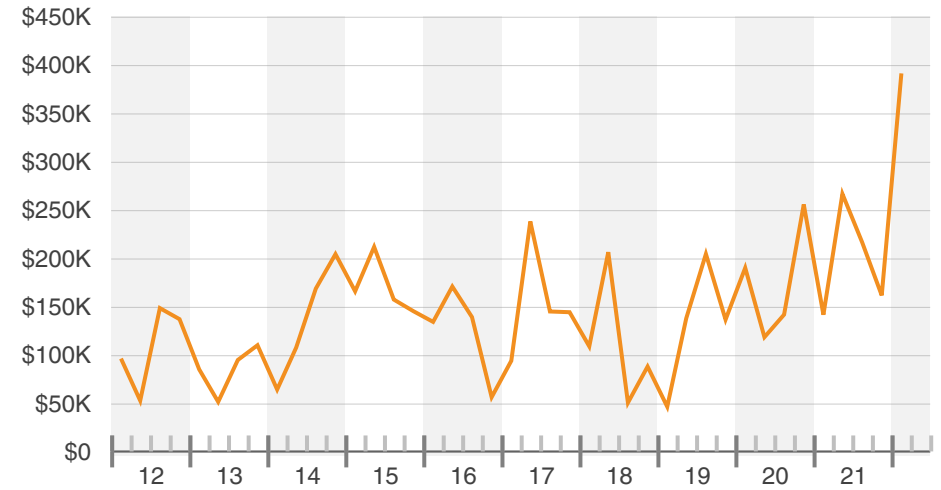
Sales Volume



Sales Volume By Transaction Type

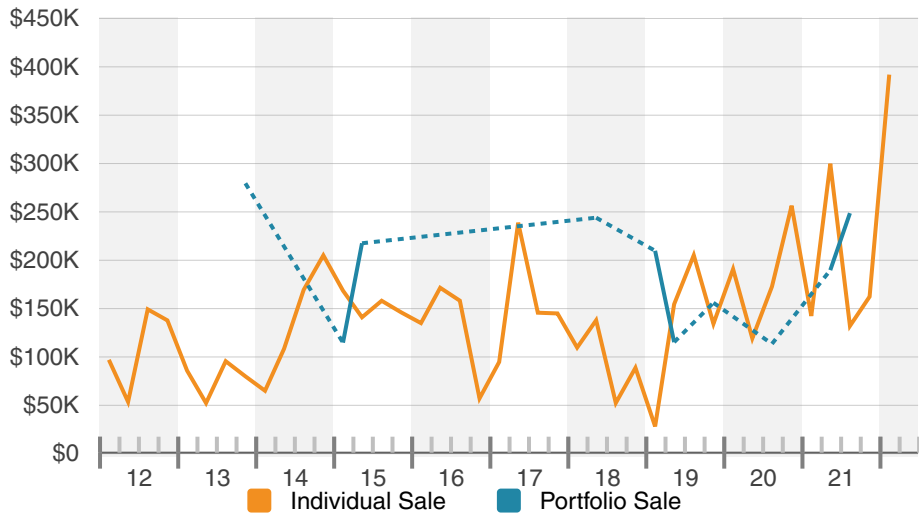


Sale Price Per Unit

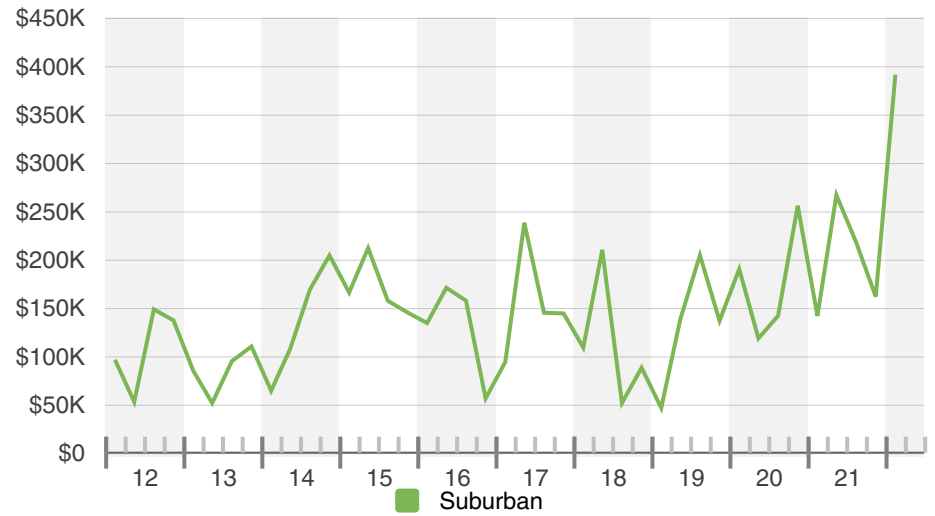


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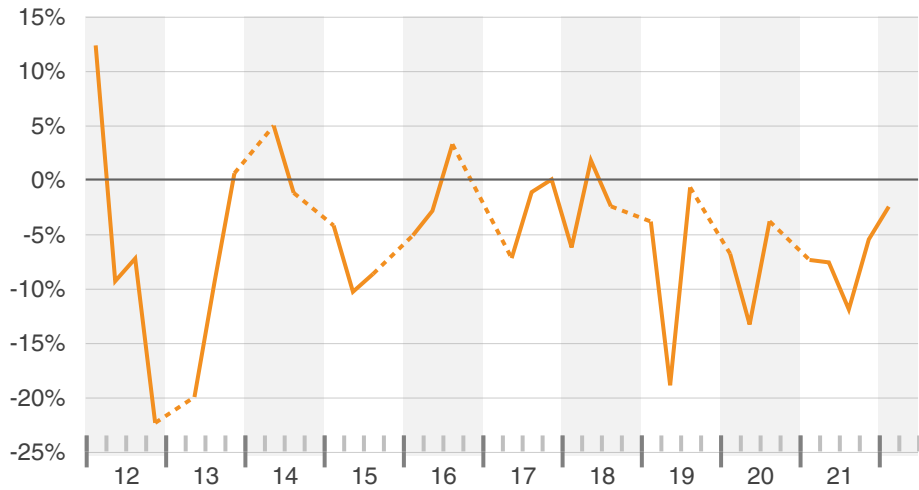
Sale Price Per Unit By Transaction Type



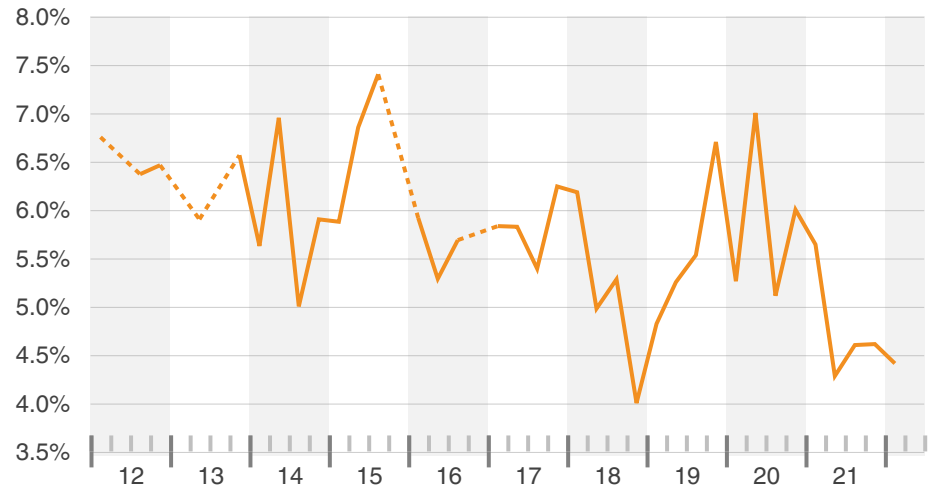
Sale Price Per Unit By Location Type



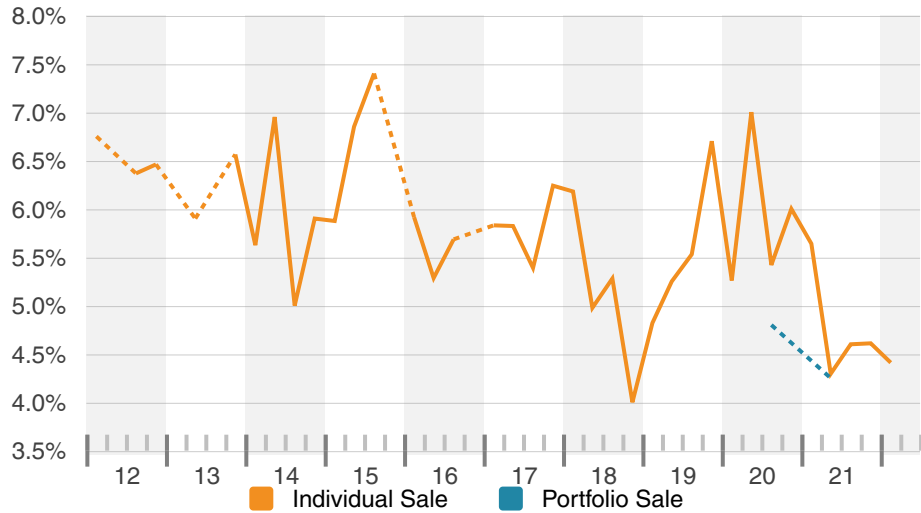
Sale To Asking Price Differential



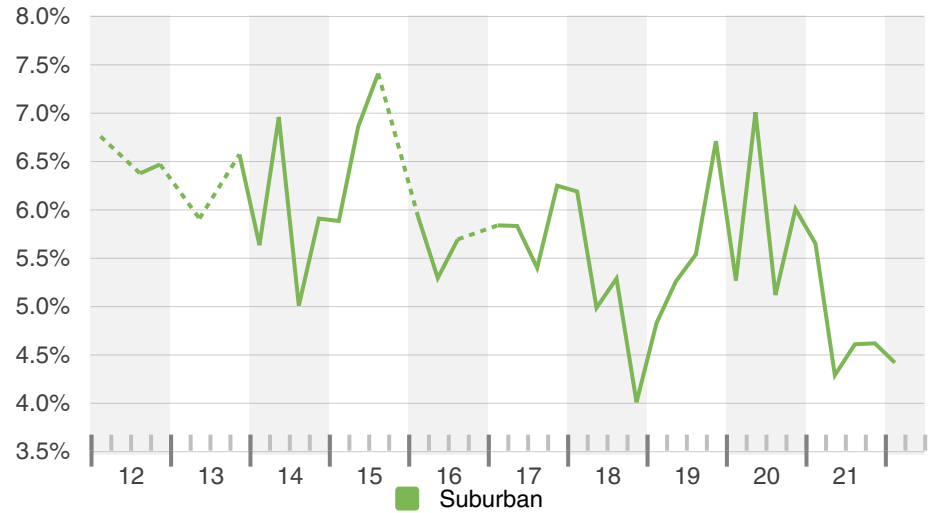
Cap Rate



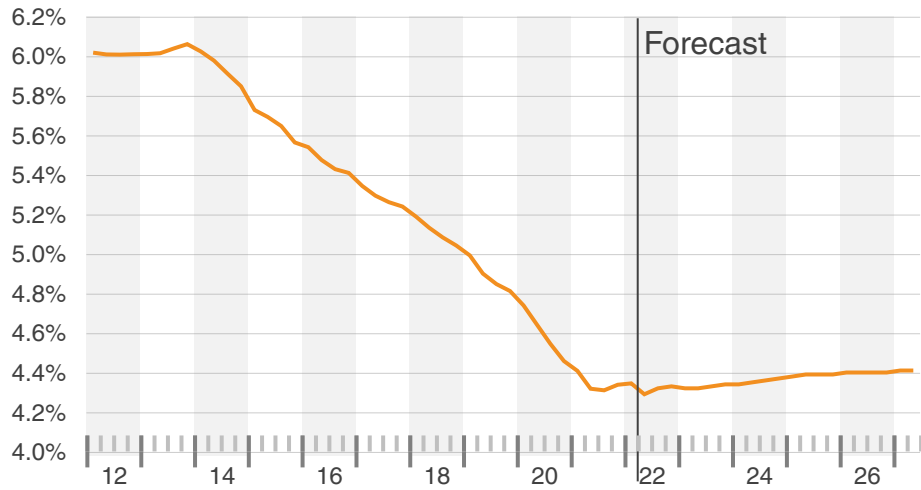
Cap Rate By Transaction Type



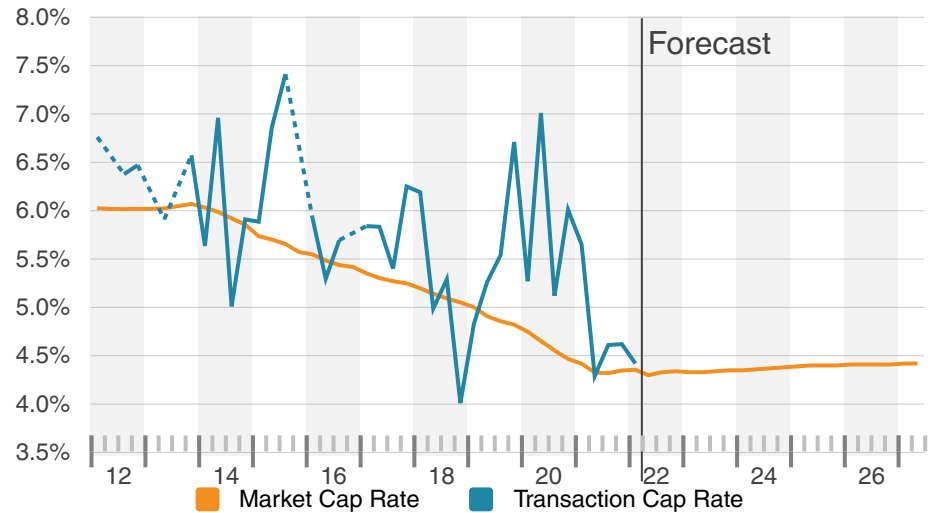
Cap Rate By Location Type



Market Cap Rate

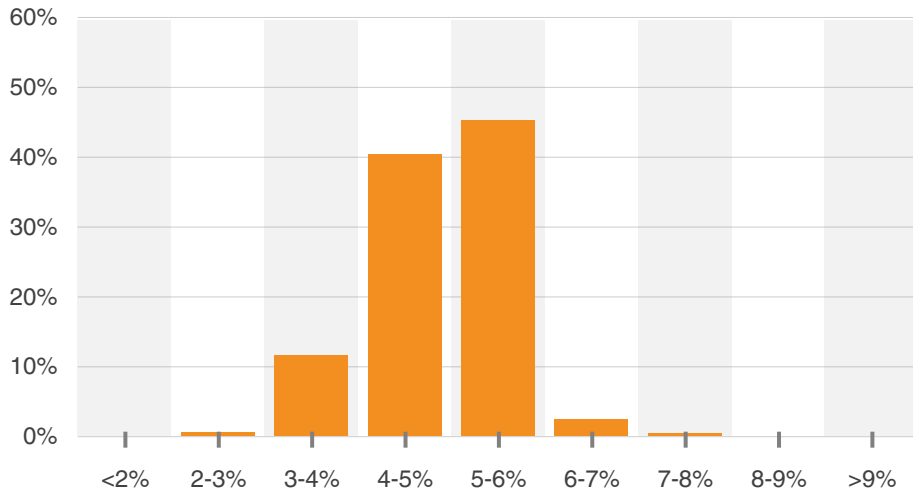


Market Cap Rate & Transaction Cap Rate

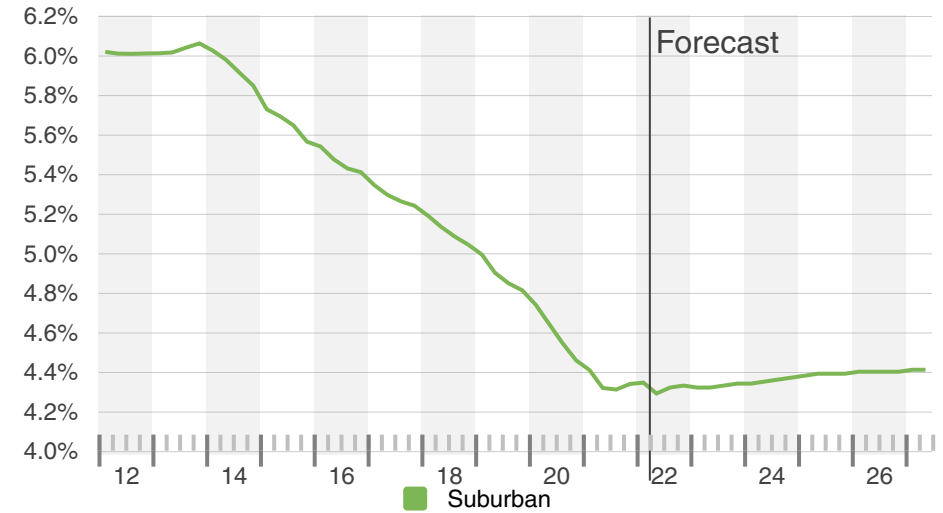


Search Analytics

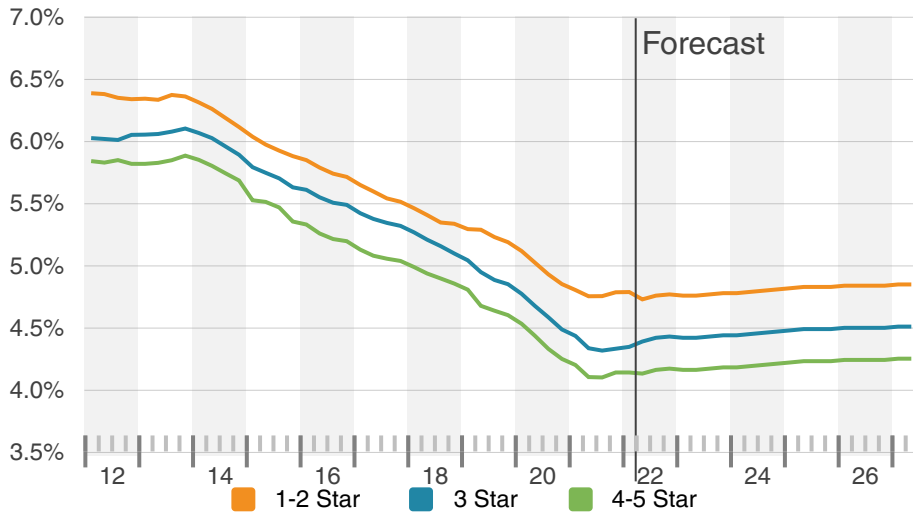
Market Cap Rate Distribution



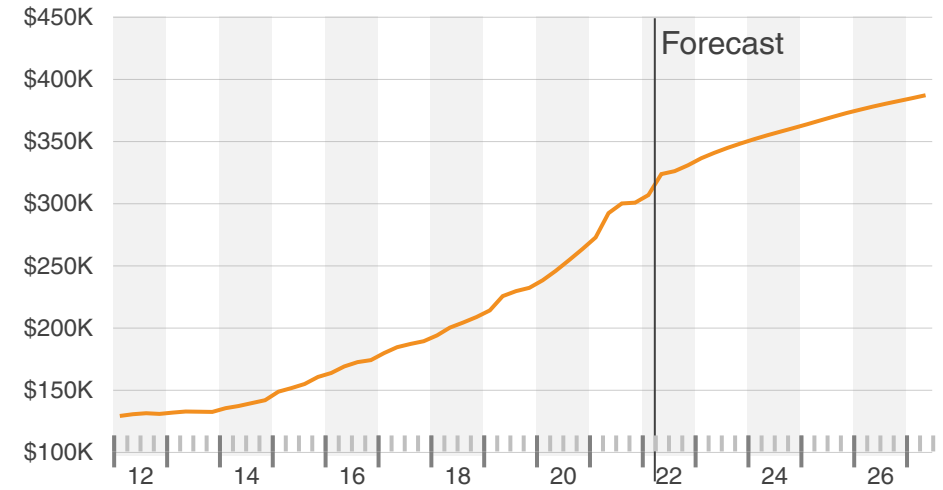
Market Cap Rate By Location Type



Market Cap Rate By Star Rating

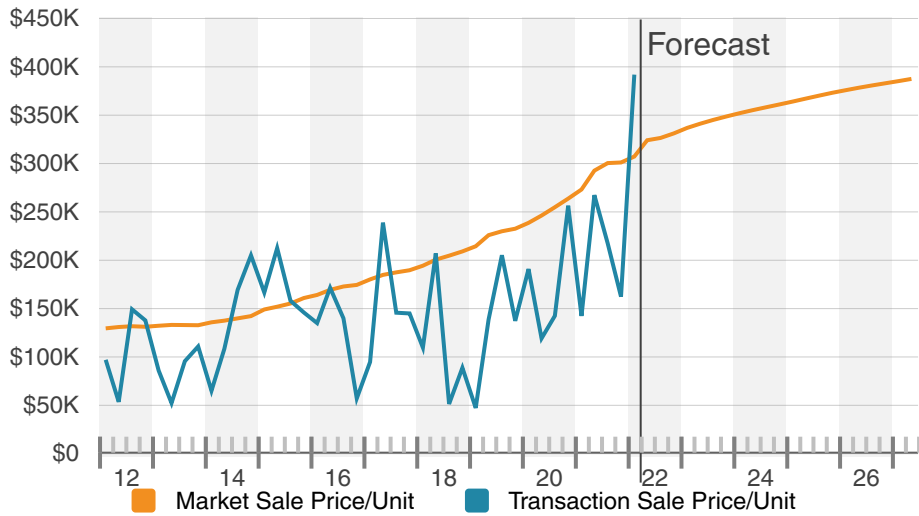


Market Sale Price Per Unit

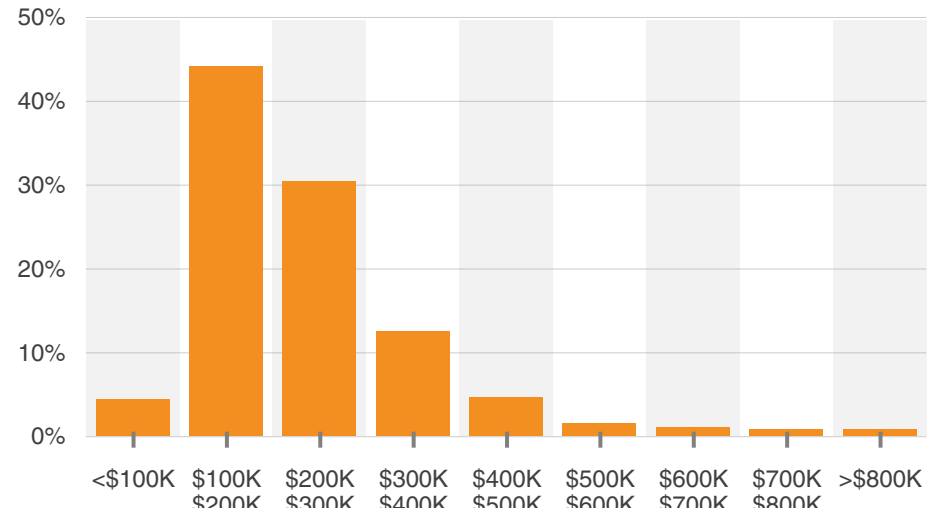


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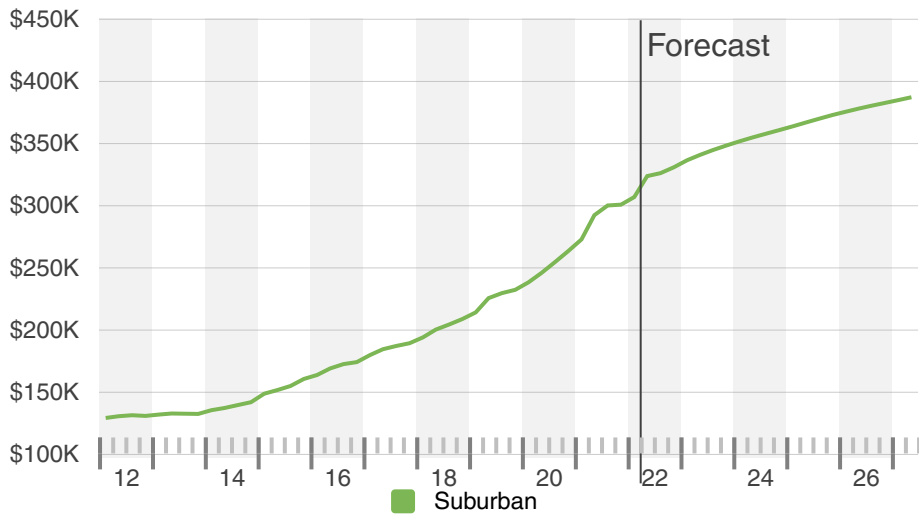
Market Sale Price & Transaction Sale Price Per Unit



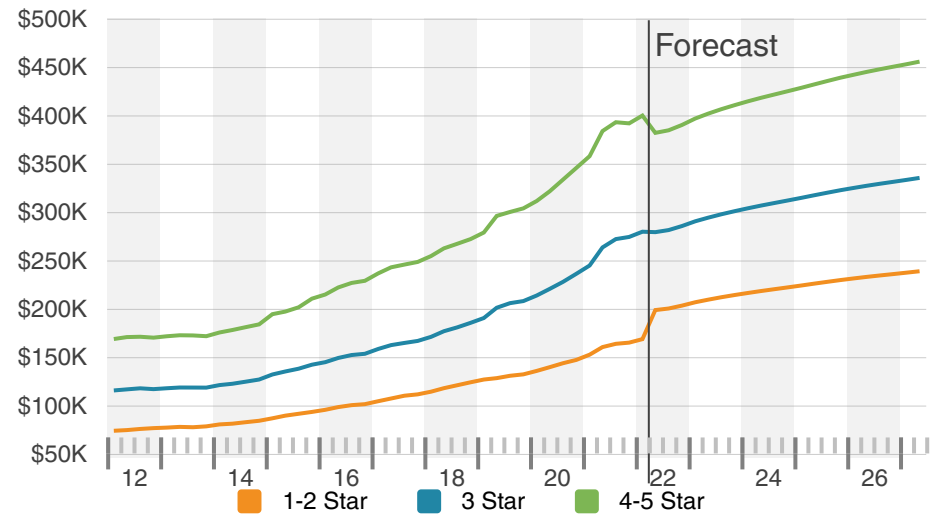
Market Sale Price Per Unit Distribution



Market Sale Price Per Unit By Location Type

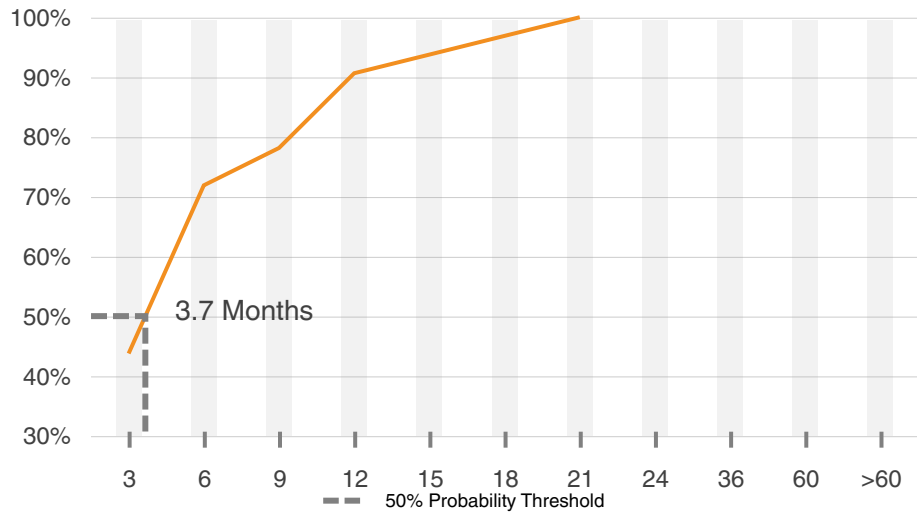


Market Sale Price Per Unit By Star Rating

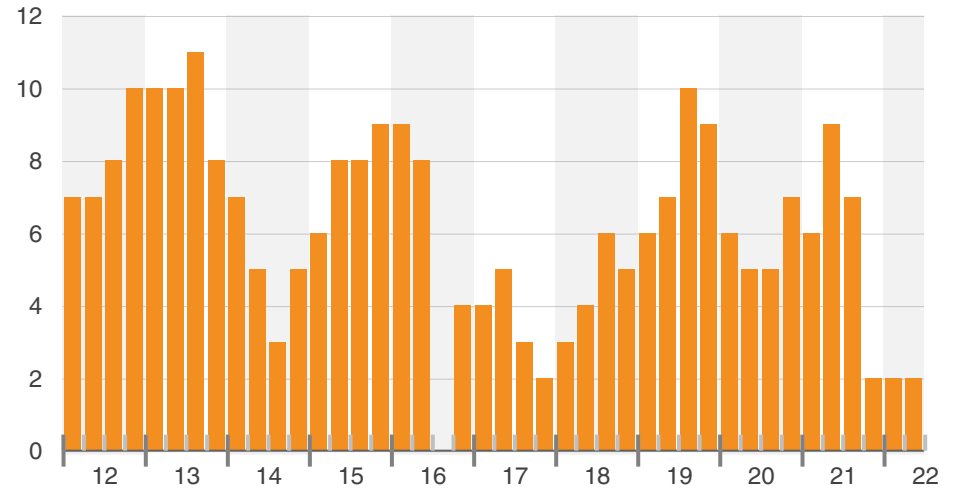


Search Analytics

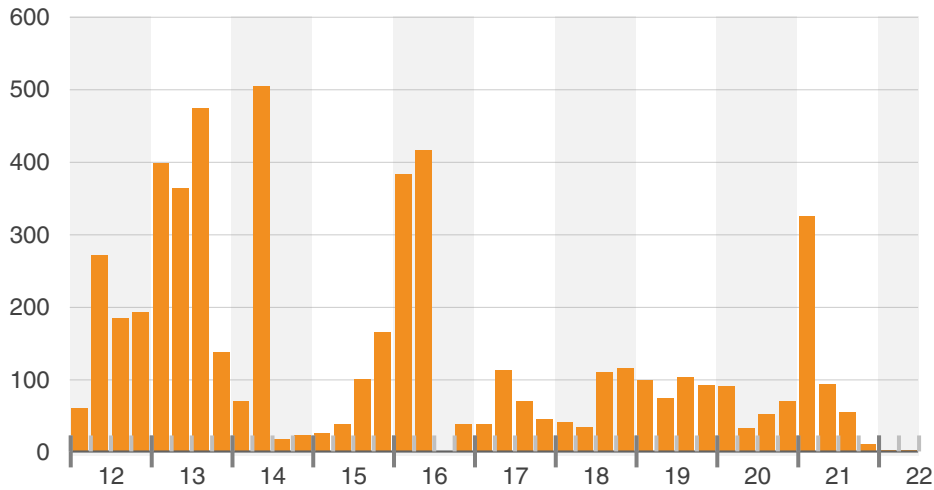
Probability Of Selling In Months



For Sale Total Listings



For Sale Total Units

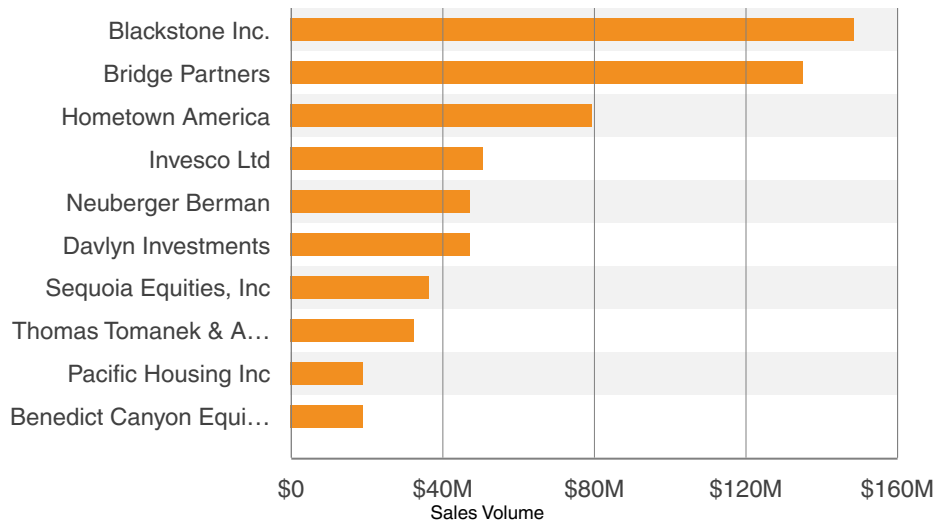


For Sale Asking Price Per Unit

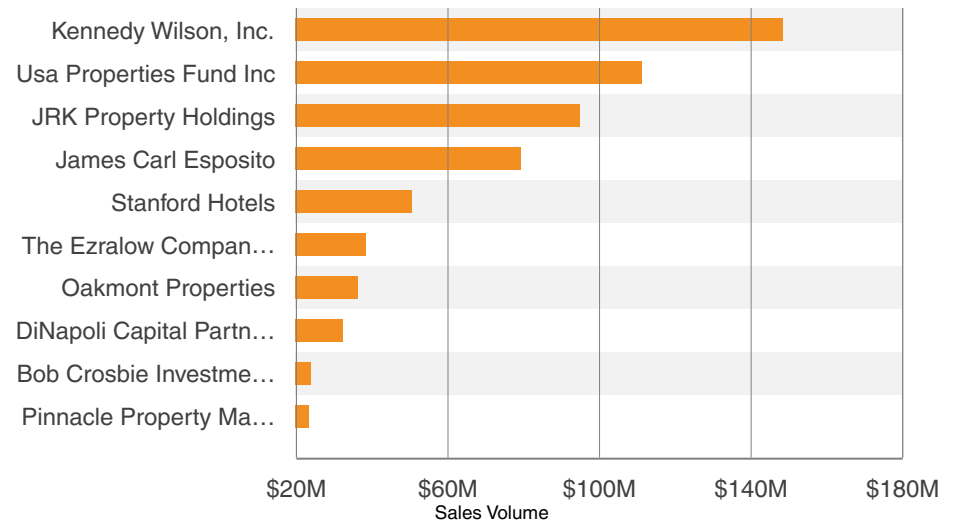


Search Analytics

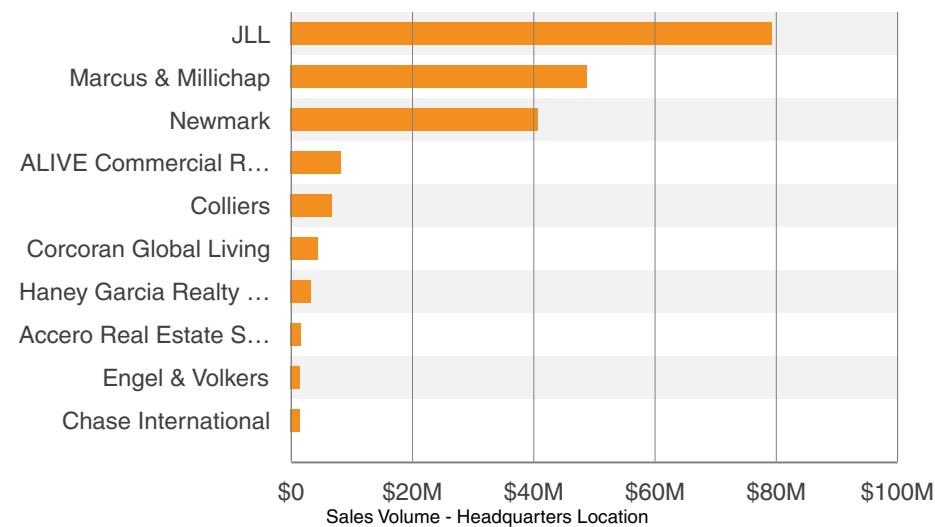
Top Buyers



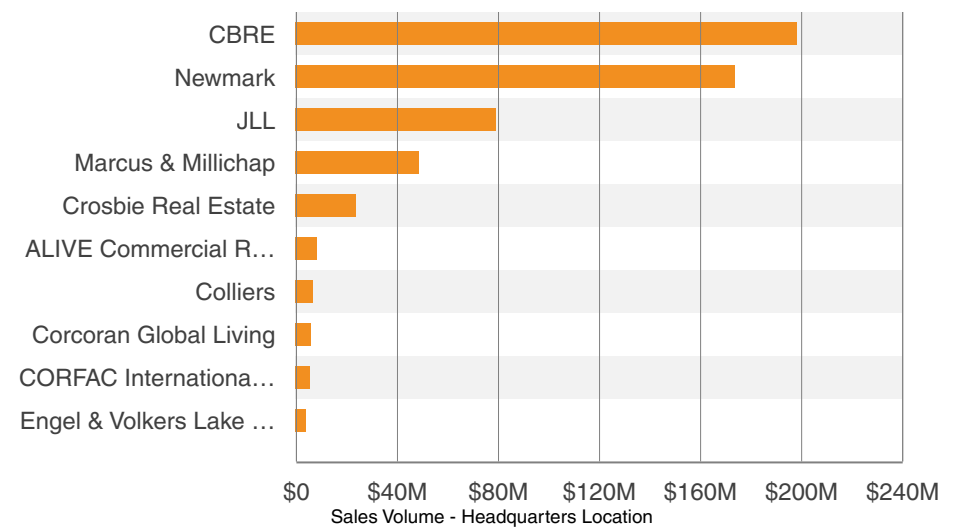
Top Sellers



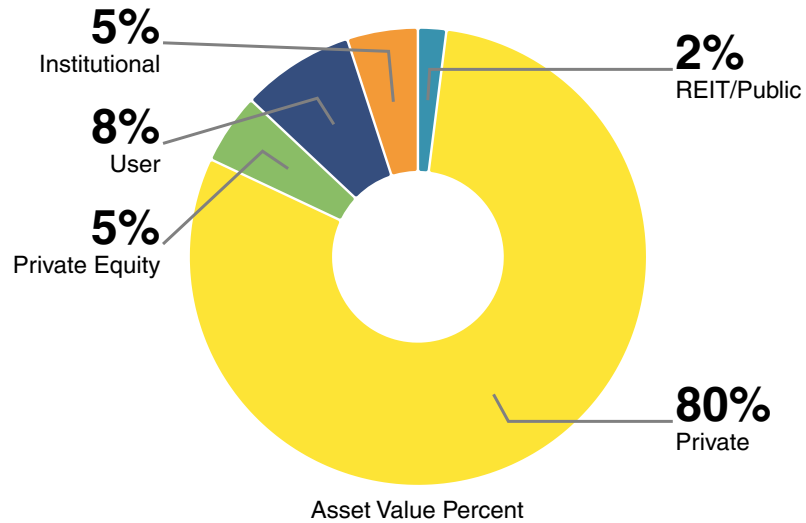
Top Buyer Brokers



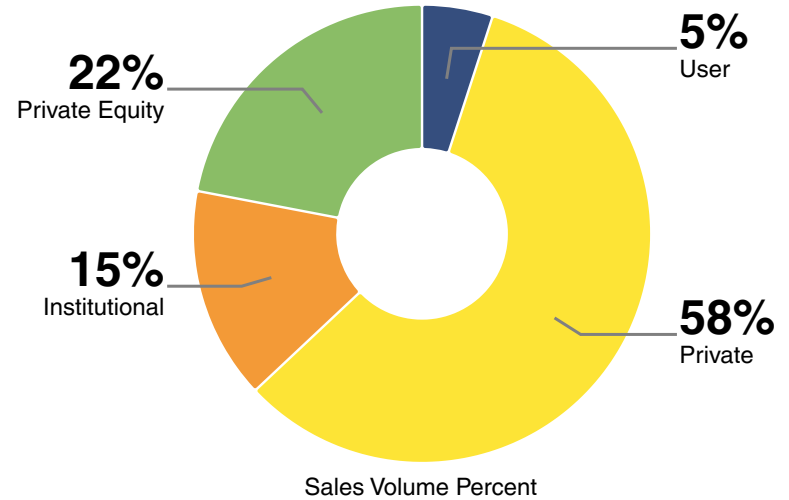
Top Seller Brokers



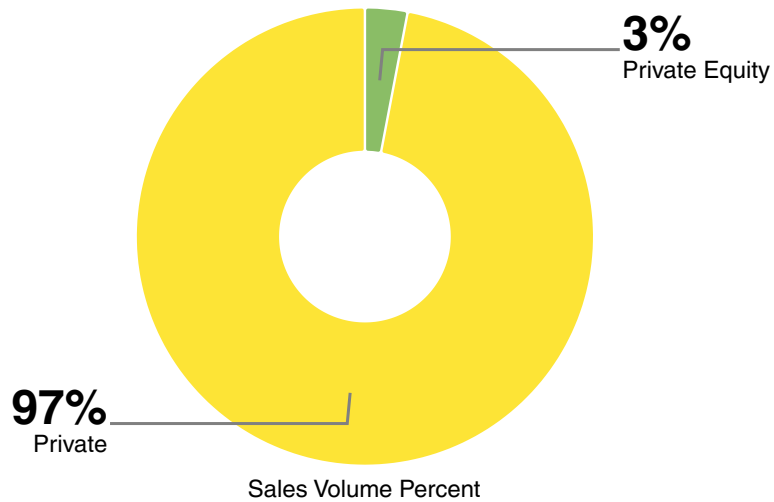
Asset Value By Owner Type



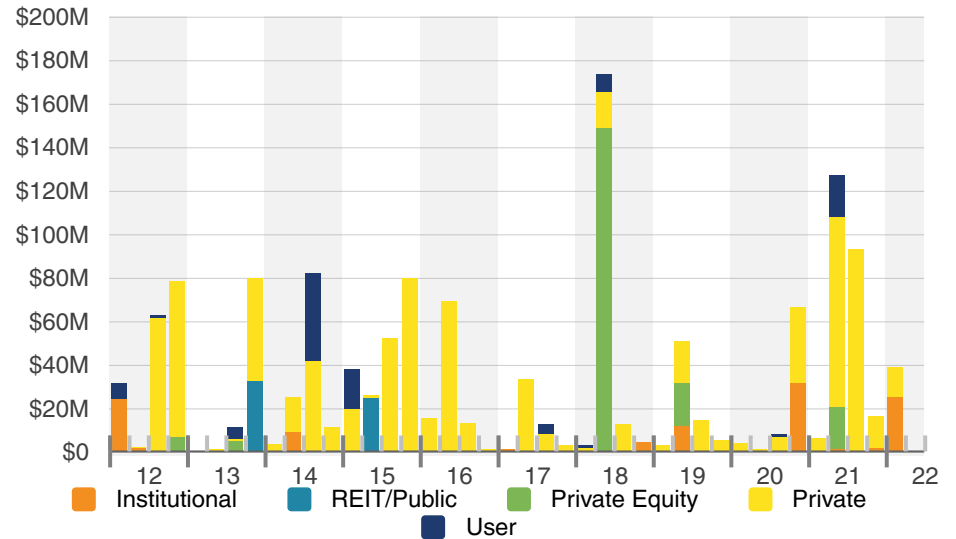
Sales By Buyer Type



Sales By Seller Type

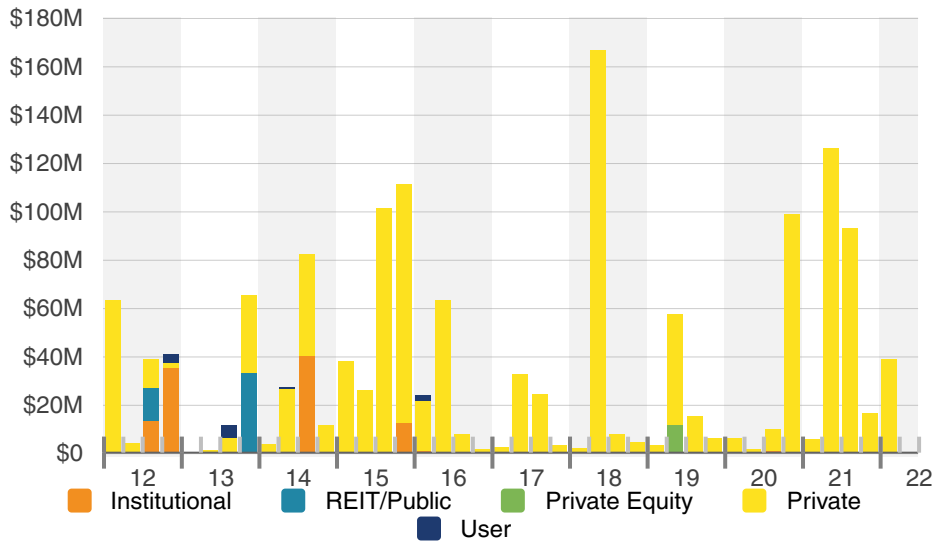


Sales Volume By Buyer Type

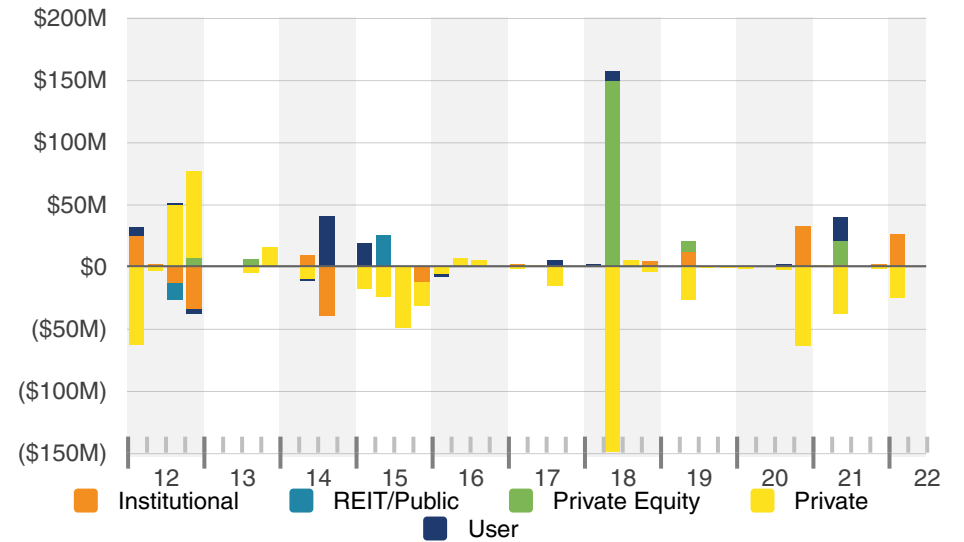


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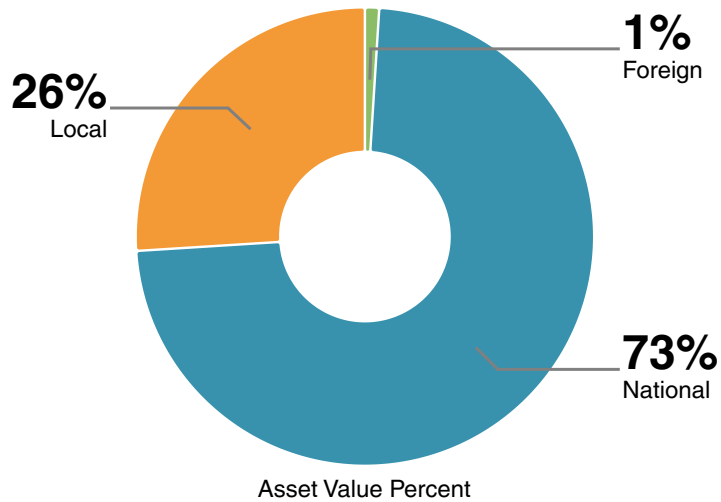
Sales Volume By Seller Type



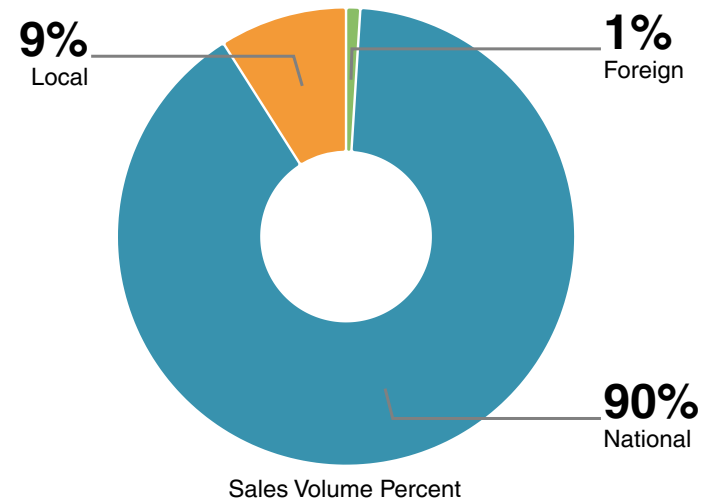
Net Buying & Selling By Owner Type



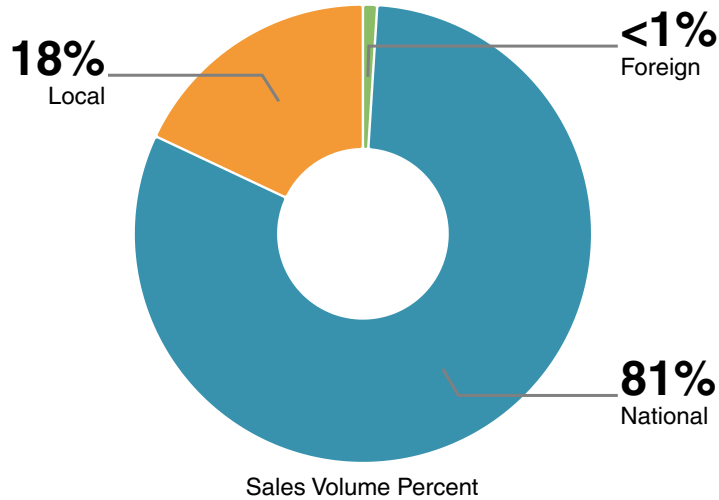
Asset Value By Owner Origin



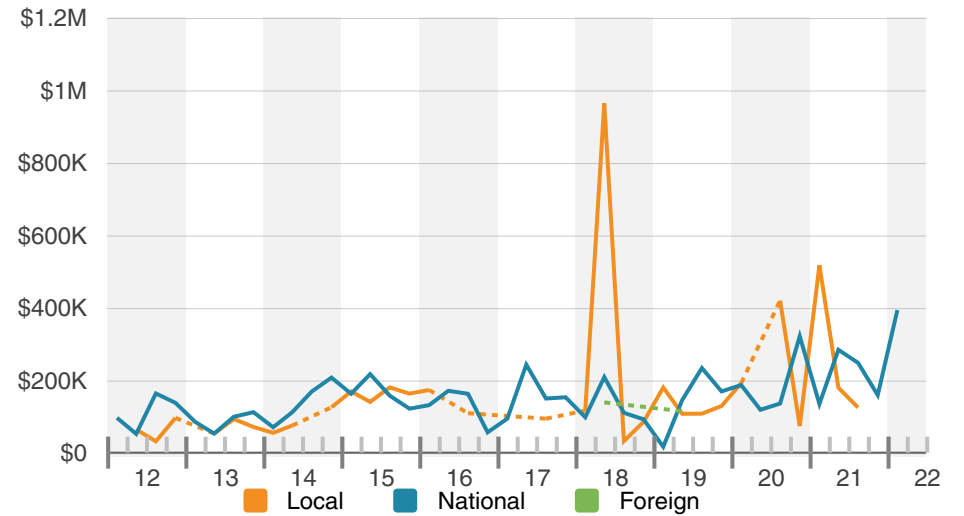
Sales Volume By Buyer Origin



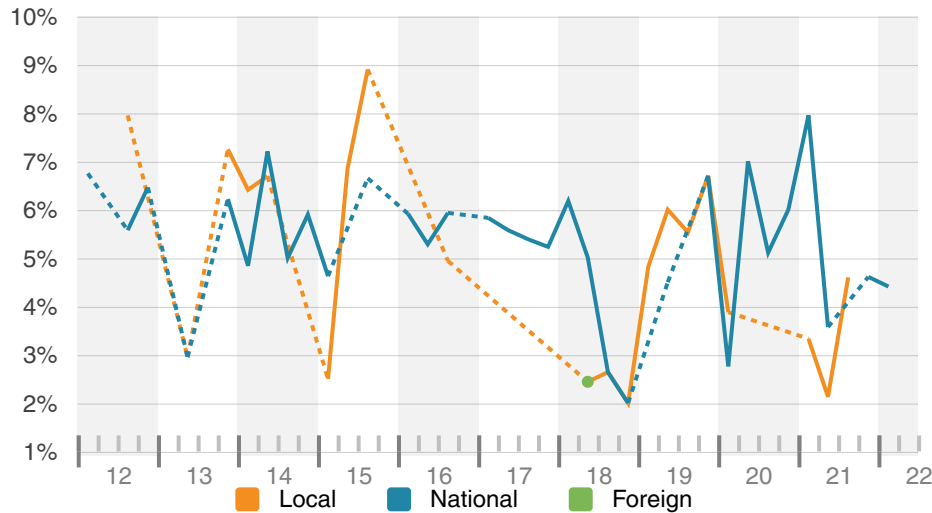
Sales Volume By Seller Origin



Average Price Per Unit By Buyer Origin



Average Cap Rate By Buyer Origin



Report Criteria

- 408 Properties / 3 Spaces
- County: Placer County, CA
- Property Type: Multi-Family
- Exclude: Residential Condos
- Exclude: Co-Ops