

MARKET TRENDS | **SACRAMENTO**

RETAIL

**4TH QUARTER
2019**

▼ VACANCY | ▼ UNEMPLOYMENT | ▼ RENTAL RATE | ▼ CONSTRUCTION DELIVERIES

TOP SALE TRANSACTIONS FOR 2019

Property	Submarket	Square Feet	Sale Price	Price/SF	Buyer	Seller
3965-3980 Missouri Flat Road	El Dorado	206,318	\$19,980,615	\$96.84	Rich Development Enterprises LLC	Weingarten Realty Investors
2550 Bell Road	Auburn/Loomis	58,492	\$19,800,000	\$338.51	Murnick Property Group	Fortress Investment Group LLC
1010 E Bidwell Street	Folsom	74,552	\$15,325,000	\$205.56	Remo and Barbara Imbimbo Trust	Thomas Properties
3611-3661 N Freeway Boulevard	Natomas	106,060	\$14,078,654	\$132.74	Fairbourne Partners	Clarion Partners
2550 Bell Road	Auburn/Loomis	58,492	\$13,750,000	\$235.07	Fortress Investment Group LLC	Albertsons Companies

TOP LEASE TRANSACTIONS FOR 2019

Property	Address	Square Feet	Date	Landlord	Tenant
3964-3980 Missouri Flat Road	El Dorado	86,414	June 2019	Rich Development Enterprises LLC	Target
Interstate 5 & Beach Lake Road	South Sacramento	86,138	November 2019	Merlone Geier Management, Inc.	At Home
4249 Elverta Road	Rio Linda/N Highlands	57,790	May 2019	Ethan Conrad Properties	California Family Fitness
Sienna Ridge Drive	El Dorado	55,000	January 2019	Rescue Union School District	Safeway
8507 Bond Road	Elk Grove	49,262	August 2019	John Hovannisian	Scandinavian Designs

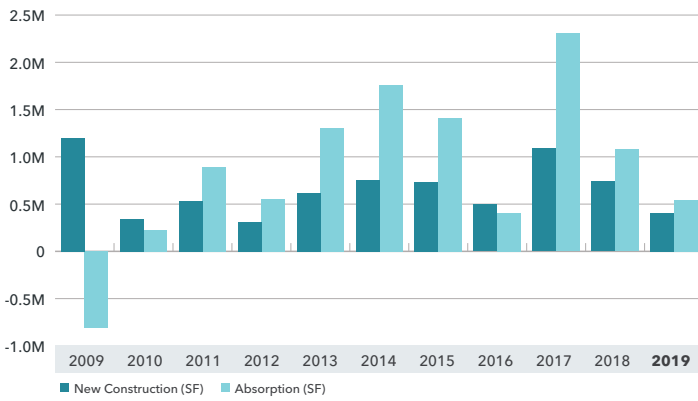
TOP UNDER CONSTRUCTION

Property	Address	Submarket	Square Feet	Owner	Delivery Date
Sienna Ridge Dr	Sienna Ridge Dr	El Dorado Ret	71,004	Rescue Union School District	March 2020
The Park	Freeport Blvd	South Sacramento Ret	50,000	Raleys	March 2020
Pacific Plaza - West Building	304 Washington Blvd	Roseville/Rocklin Ret	40,000	Meta Housing Corporation	December 2020
The Park - Bldg. 2	2 Freeport Blvd	South Sacramento Ret	12,000	Raleys	March 2020
The Park - Bldg. 4	4 Freeport Blvd	South Sacramento Ret	11,903	Raleys	March 2020

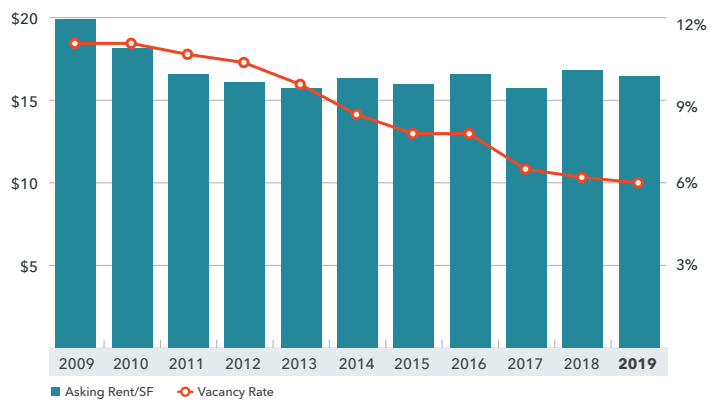
Market Breakdown

	2019	2018	2017	Annual % Change
New Construction	406,272	739,048	1,089,848	-45.03%
Under Construction	322,090	398,725	601,849	-19.22%
Vacancy Rate	6.0%	6.2%	6.5%	-3.23%
Average Asking Rents (NNN)	\$16.44	\$16.80	\$15.72	-2.14%
Average Sales Price/SF	\$193.31	\$173.60	\$201.75	11.35%
Cap Rates	6.7%	7.0%	6.5%	-4.29%
Net Absorption	545,881	1,076,485	2,306,374	N/A

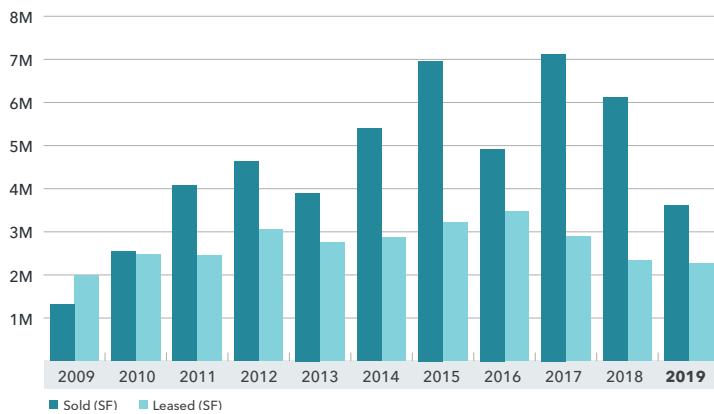
NEW RETAIL CONSTRUCTION & ABSORPTION



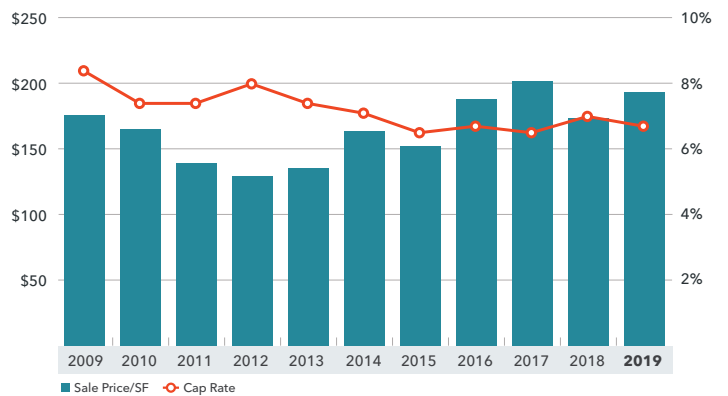
AVERAGE ASKING RENT/SF & VACANCY RATE



SALE VOLUME & LEASE VOLUME



AVERAGE SALES PRICE/SF & CAP RATES



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The information in this report was composed by the Kidder Mathews Research Group.

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COMMERCIAL BROKERAGE

20M	ANNUAL SALES SF	420+	NO. OF BROKERS
\$9B	ANNUAL TRANSACTION VOLUME	40M	ANNUAL LEASING SF

VALUATION ADVISORY

1,600+	APPRAISALS ANNUALLY	36/23	TOTAL NO. APPRAISERS/MAI'S
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PROPERTY MANAGEMENT

70M+	MANAGEMENT PORTFOLIO SF	\$9.4B	IN ASSETS UNDER MANAGEMENT
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