

MARKET TRENDS | **SACRAMENTO**

RETAIL

2ND QUARTER
2020

▲ VACANCY | ▲ UNEMPLOYMENT | ◀▶ RENTAL RATE | ▼ CONSTRUCTION DELIVERIES

TOP SALE TRANSACTIONS FOR 2Q 2020

Property	Submarket	Square Feet	Sale Price	Price/SF	Buyer	Seller
Rio Linda Plaza	Rio Linda/N Highlands	77,080	\$15,515,000	\$201.28	Jay Kyong Kim	Crown Realty and Development
4241 Marconi Avenue	Arden/Watt/Howe	17,742	\$11,350,000	\$639.72	Shiau Trust	Petrovich Development Company
Epic Chevrolet/Cadillac	Arden/Watt/Howe	18,185	\$11,000,000	\$604.89	Folsom Buick-Pontiac-Gmc, Inc	Holman Enterprises, Inc
6144 Dewey Drive	Orangevale/Citrus Hts	15,616	\$5,900,000	\$377.82	Premier Real Estate Services	M.H. Sherman Company
4300 Elverta Road	Rio Linda/N Highlands	16,922	\$4,850,000	\$286.61	BA Arizona Partners LLC	DJM Capital Partners, Inc

TOP LEASE TRANSACTIONS FOR 2Q 2020

Property	Address	Square Feet	Date	Landlord	Tenant
Blue Oaks Blvd & Woodcreek Oaks Blvd	Roseville/Rocklin	43,000	May 2020	Northbrook Properties, Inc	Nugget Markets
1919 Arden Way	Arden/Watt/Howe	39,644	June 2020	Atomic Investments, Inc	Tenant Undisclosed
Blue Oaks Blvd & Woodcreek Oaks Blvd	Roseville/Rocklin	38,300	May 2020	Northbrook Properties, Inc	24 Hour Fitness
Blue Oaks Blvd	Outer Placer County	35,000	June 2020	Gallelli Real Estate	Raley's
4241 Marconi Ave	Arden/Watt/Howe	17,742	April 2020	Shiau Trust	Rite Aid

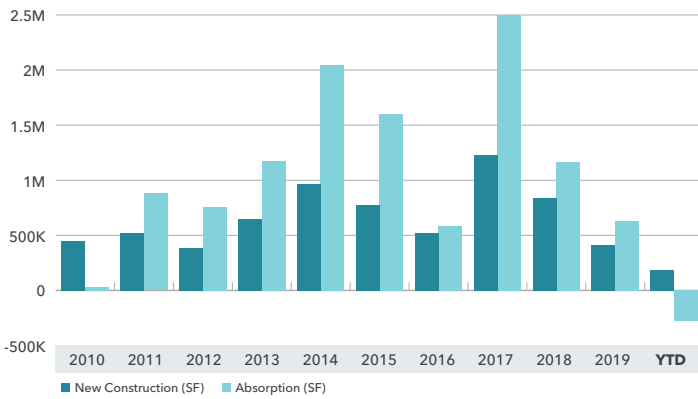
TOP UNDER CONSTRUCTION

Property	Submarket	Square Feet	Delivery	Owner
1851 Freedom Way	Roseville/Rocklin	108,500	June 2020	Ryan Companies US, Inc
Sienna Ridge Dr	El Dorado	71,004	December 2020	Donahue Schriber Commercial Real Estate
Blue Oaks Blvd & Woodcreek Oaks Blvd	Roseville/Rocklin	43,000	March 2021	Northbrook Properties, Inc
304 Washington Blvd	Roseville/Rocklin	40,000	December 2020	Meta Housing Corporation
Blue Oaks Blvd & Woodcreek Oaks Blvd	Roseville/Rocklin	38,300	March 2021	Northbrook Properties, Inc

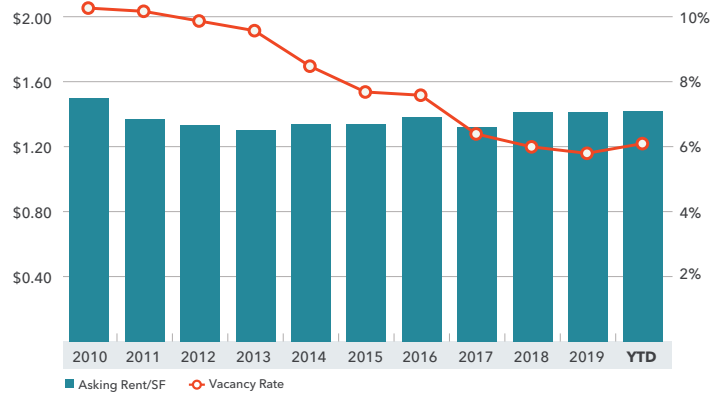
Market Breakdown

	2Q 2020	1Q 2019	2Q 2019	Annual % Change
New Construction	124,992	64,273	46,158	170.79%
Under Construction	404,068	409,790	338,074	19.52%
Vacancy Rate	6.1%	5.8%	6.1%	0.00%
Average Asking Rents (NNN)	\$1.42	\$1.42	\$1.36	4.41%
Average Sales Price/SF	\$160.24	\$160.24	\$229.50	-30.18%
Cap Rates	6.8%	7.2%	6.1%	11.48%
Net Absorption	(340,429)	67,059	(169,474)	N/A

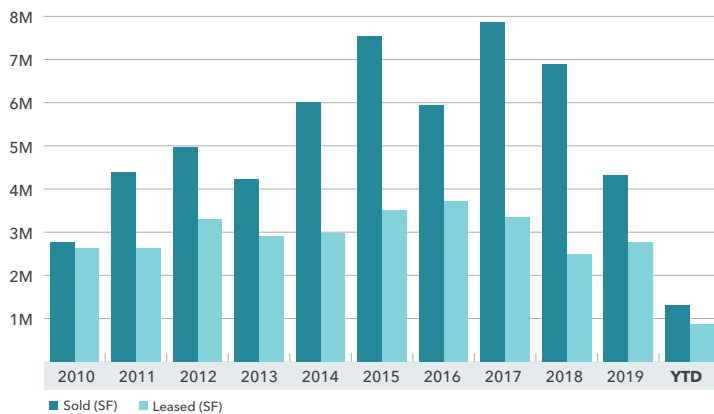
NEW RETAIL CONSTRUCTION & ABSORPTION



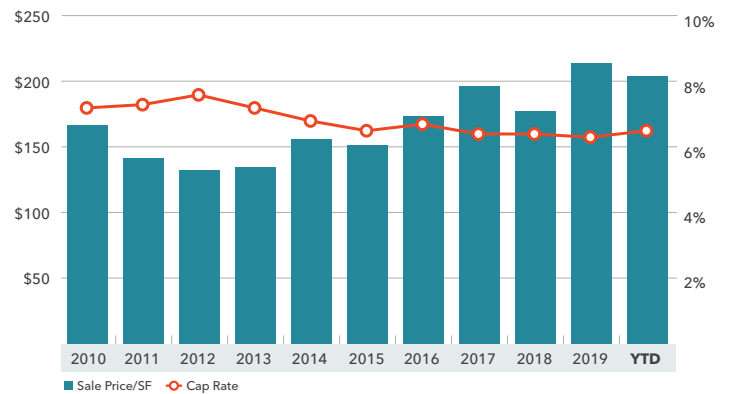
AVERAGE ASKING RENT/SF & VACANCY RATE



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

27M ANNUAL SALES SF
440+ NO. OF BROKERS
\$9.6B ANNUAL TRANSACTION VOLUME
42M ANNUAL LEASING SF

VALUATION ADVISORY

1,680+ APPRAISALS ANNUALLY
38/24 TOTAL NO. APPRAISERS/MAI'S

PROPERTY MANAGEMENT

70M+ MANAGEMENT PORTFOLIO SF
\$12B+ IN ASSETS UNDER MANAGEMENT

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