

MARKET TRENDS | SACRAMENTO

RETAIL

3RD QUARTER
2020

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

Year-over-year change

TOP SALE TRANSACTIONS FOR 3Q 2020

Property	Submarket	Square Feet	Sale Price	Price/SF	Buyer	Seller
Westlake Village Shopping Center - Walgreens	Natomas	14,820	\$6,286,000	\$424.16	Shiau Trust	James Shepherd
Florin Towne Centre - Formerly FAMSA	South Sacramento	22,000	\$4,450,000	\$202.27	Jasmine Paek	Starboard Realty Advisors, LLC
Elkhorn Plaza Shopping Center - Safeway	Rio Linda/N Highlands	33,910	\$3,500,000	\$103.21	Brian Dor	Kurt Schneider
Island Pacific Supermarket	South Sacramento	13,963	\$3,155,000	\$225.95	Kalwant Mehrok	RW Holdings NNN Reit, Inc.
1208 Q St	Dtown/Midtown/E Sac	5,760	\$3,000,000	\$520.83	Urban Dev. Partners	Robert Porter

TOP LEASE TRANSACTIONS FOR 3Q 2020

Property	Submarket	Square Feet	Date	Landlord	Tenant
South Point Shopping Center	South Sacramento	28,580	September 2020	Ethan Conrad Properties	Tenant Undisclosed
Rancho Plaza Center	Highway 50 Corridor	28,000	August 2020	Richard Quon	Tenant Undisclosed
Marconi & Walnut Shopping Center	Arden/Watt/Howe	22,500	August 2020	Ethan Conrad Properties	Grocery Outlet
Sunriver Village	Highway 50 Corridor	20,000	July 2020	Judy Lee	Falling Prices
Marconi & Walnut Shopping Center	Arden/Watt/Howe	10,530	August 2020	Ethan Conrad Properties	Dollar Tree

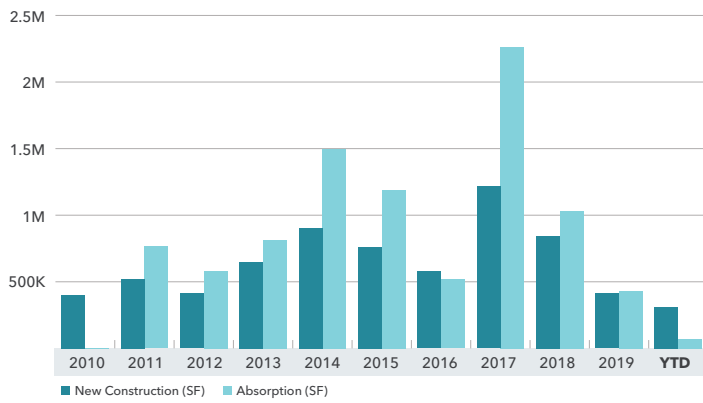
TOP UNDER CONSTRUCTION

Property	Submarket	Square Feet	Delivery Date	Owner
Sienna Ridge Dr	El Dorado	71,004	December 2020	Donahue Schriber Commercial Real Estate
Campus Oaks Town Center - Nugget Market	Roseville/Rocklin	43,000	March 2021	Northbrook Properties, Inc.
Pacific Plaza - West Building	Roseville/Rocklin	40,000	December 2020	Meta Housing Corporation
Campus Oaks Town Center - Major 2	Roseville/Rocklin	38,300	March 2021	Northbrook Properties, Inc.
Campus Oaks Town Center - Shops 1	Roseville/Rocklin	38,300	March 2021	Northbrook Properties, Inc.

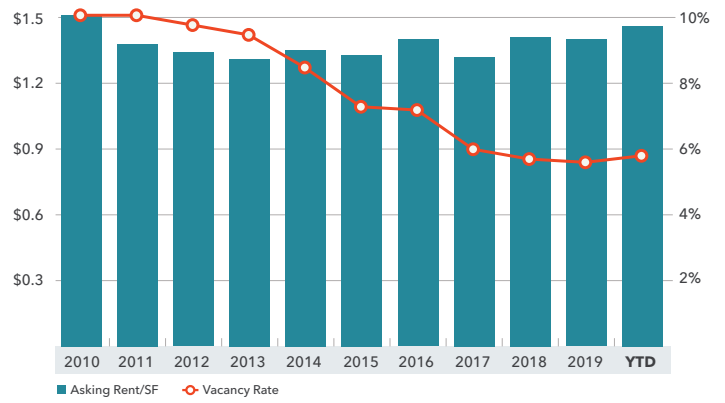
Market Breakdown

	3Q 2020	2Q 2019	3Q 2019	Annual % Change
New Construction	125,822	119,267	165,287	-23.88%
Under Construction	317,293	412,356	464,957	-31.76%
Vacancy Rate	6.0%	6.1%	6.0%	0.00%
Average Asking Rents (NNN)	\$1.46	\$1.42	\$1.38	5.80%
Average Sales Price/SF	\$227.78	\$174.63	\$229.50	-0.75%
Cap Rates	6.8%	6.3%	6.2%	9.68%
Net Absorption	209,566	(187,799)	259,847	N/A

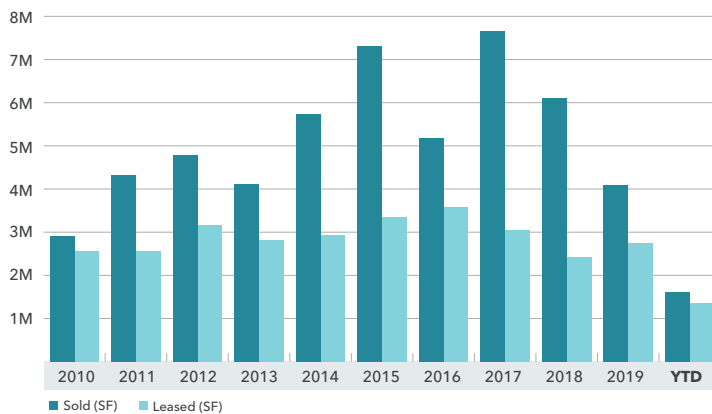
NEW RETAIL CONSTRUCTION & ABSORPTION



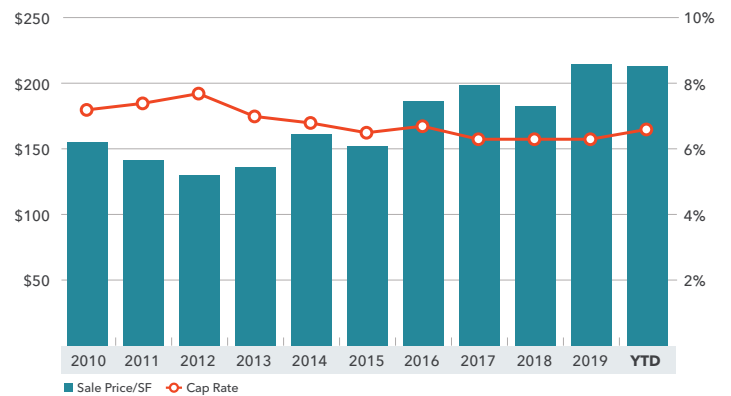
AVERAGE ASKING RENT/SF & VACANCY RATE



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 **450+** NO. OF BROKERS
\$9.6B ANNUAL TRANSACTION VOLUME **42M** ANNUAL LEASING SF

VALUATION ADVISORY

1,680+ APPRAISALS ANNUALLY **37/23** TOTAL NO. APPRAISERS/MAI'S

PROPERTY MANAGEMENT

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

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