

MARKET TRENDS | **SACRAMENTO**

# RETAIL

**4TH QUARTER  
2020**

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

Year-over-year change

**TOP SALE TRANSACTIONS FOR 2020**

Property	Submarket	Square Feet	Sale Price	Price/SF	Buyer	Seller
Freedom Point Plaza	Roseville/Rocklin	108,500	\$28,872,000	\$266	Living Spaces	Ryan Companies
Rio Linda Plaza	Rio Linda/N Highlands	77,080	\$15,515,000	\$201	Jay Kyong Kim	Crown Realty and Development
Marconi Square	Arden/Watt/Howe	17,742	\$11,350,000	\$640	Shiau Trust	Petrovich Development Company
2820 Auburn Blvd	Arden/Watt/Howe	46,405	\$11,143,000	\$240	Rami S Yanni	Vincent L Maita
Epic Chevrolet/Cadillac	Arden/Watt/Howe	18,185	\$11,000,000	\$605	Folsom Buick-Pontiac-GMC	Holman Enterprises

**TOP LEASE TRANSACTIONS FOR 2020**

Property	Submarket	Square Feet	Date	Landlord	Tenant
Oak Park Marketplace	Downtown/Midtown/East Sacramento	51,083	December 2020	Raley's Family of Fine Stores	Rancho San Miguel
Blue Oaks Blvd & Woodcreek Oaks Blvd	Roseville/Rocklin	43,000	May 2020	Northbrook Properties, Inc.	Nugget Markets
The Ridge	Elk Grove	40,000	December 2020	Pappas Investments	1st Floor Direct
1919 Arden Way	Arden/Watt/Howe	39,644	June 2020	Atomic Investments, Inc.	That's Cheap
Blue Oaks Blvd & Woodcreek Oaks Blvd	Roseville/Rocklin	38,300	May 2020	Northbrook Properties, Inc.	24 Hour Fitness

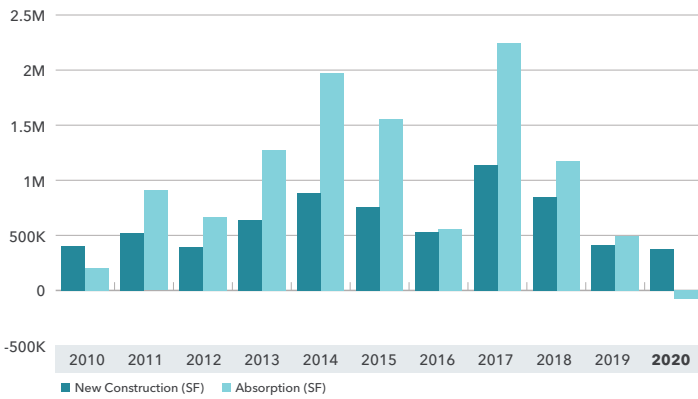
**TOP UNDER CONSTRUCTION**

Property	Submarket	Square Feet	Delivery Date	Owner
Campus Oaks Town Center	Roseville/Rocklin	111,551	March 2021	Northbrook Properties
Sienna Ridge	El Dorado	79,856	March 2021	Donahue Schriber
Pacific Plaza - West Building	Roseville/Rocklin	40,000	February 2021	Meta Housing Corporation
Capital Reserve Commercial Center - Phase I	Elk Grove	13,313	February 2021	Pappas Investments

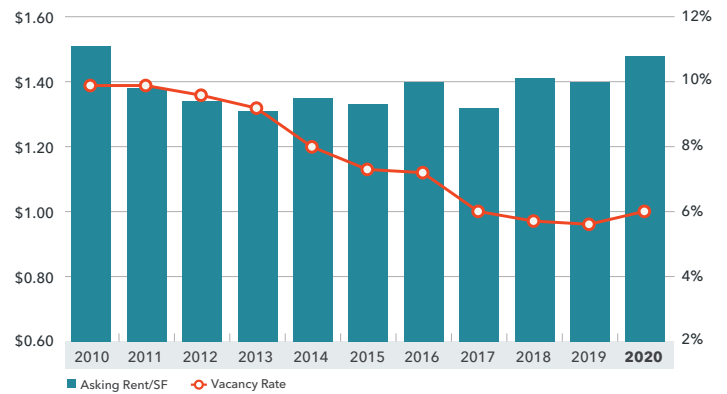
## Market Breakdown

	4Q 2020	3Q 2020	4Q 2019	Annual % Change
New Construction	12,695	175,772	46,241	<b>-72.55%</b>
Under Construction	328,624	321,829	423,966	<b>-22.49%</b>
Vacancy Rate	6.0%	5.8%	5.6%	<b>7.14%</b>
Average Asking Rents (NNN)	\$1.48	\$1.46	\$1.40	<b>5.71%</b>
Average Sales Price/SF	\$182	\$225	\$252	<b>-27.68%</b>
Cap Rates	6.3%	6.7%	6.0%	<b>5.00%</b>
Net Absorption	(165,254)	214,338	217,412	<b>N/A</b>

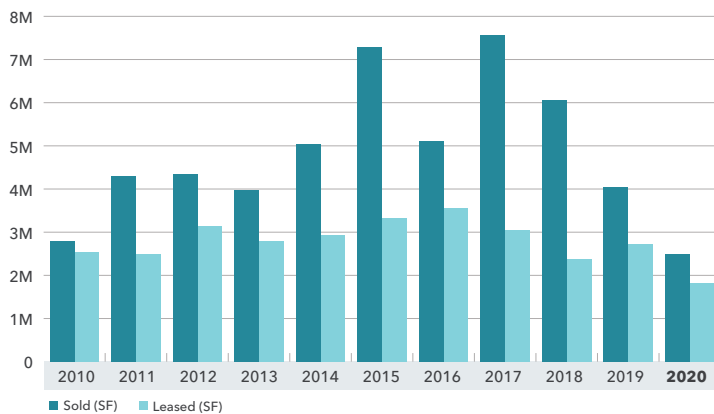
## NEW RETAIL CONSTRUCTION & ABSORPTION



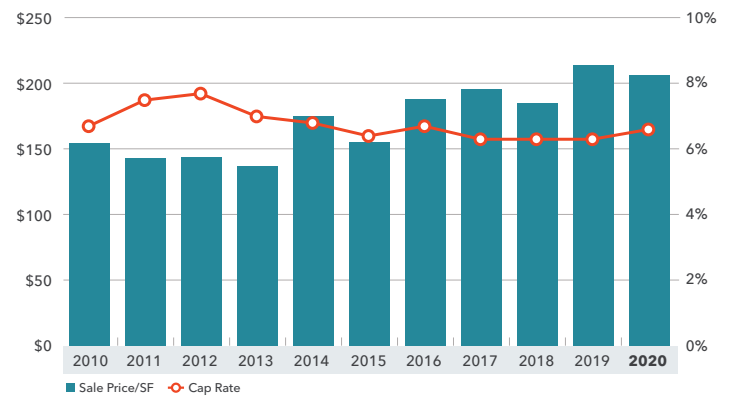
## AVERAGE ASKING RENT/SF & VACANCY RATE



## 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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