

MARKET TRENDS | **SACRAMENTO**

RETAIL

**2ND QUARTER
2021**

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

TOP SALE TRANSACTIONS FOR 2Q 2021

Property	Submarket	Square Feet	Sale Price	Price/SF	Buyer	Seller
2800 Power Inn Rd	DTown/Midtown/E Sac	30,100	\$6,825,000	\$227	Sanidhya Dhir	National Retail Properties
7441 W Stockton Blvd	South Sacramento	15,032	\$4,508,000	\$300	Rachandeep Singh	Bob Spence
4467 Granite Dr	Roseville/Rocklin	15,665	\$4,150,000	\$265	Steve Keihner	Haney Bros

TOP LEASE TRANSACTIONS FOR 2Q 2021

Property	Submarket	Square Feet	Date	Landlord	Tenant
5920-5938 Madison Ave	Carmichael	22,000	May 2021	Vincenza C Amato	Aarons Furniture Rental
Elk Grove Commons	Elk Grove	18,474	April 2021	Acadia Realty Trust	ACE Hardware
10701 Folsom Blvd	Hwy 50 Corridor	14,550	June 2021	Chu Real Properties	Dollar Tree

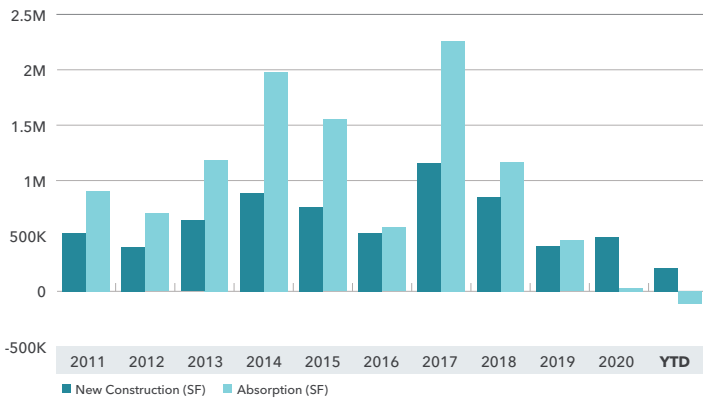
TOP UNDER CONSTRUCTION

Property	Submarket	Square Feet	Delivery Date	Owner
Campus Oaks Town Center	Roseville/Rocklin	68,551	4Q 2021	City of Roseville
The Ridge	Elk Grove	44,500	4Q 2021	Pappas Investments
Westpark Village Center	Roseville/Rocklin	24,700	3Q 2021	Juli Hilton

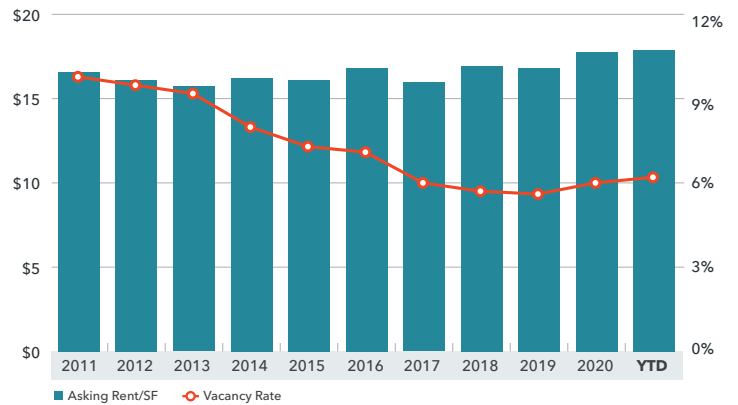
Market Breakdown

	2Q 2021	1Q 2021	2Q 2020	Annual % Change
New Construction	210,560	117,698	119,267	76.55%
Under Construction	243,620	454,180	378,539	-35.64%
Vacancy Rate	6.2%	5.9%	5.8%	6.90%
Average Asking Rents	\$17.88	\$17.76	\$17.04	4.93%
Average Sales Price/SF	\$219.88	\$194.71	\$171.74	28.03%
Cap Rates	5.5%	6.1%	6.9%	-20.29%
Net Absorption	(115,608)	170,609	(182,330)	N/A

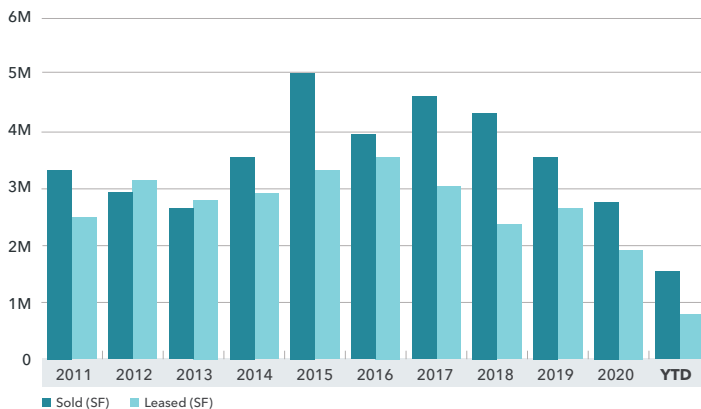
NEW CONSTRUCTION & ABSORPTION



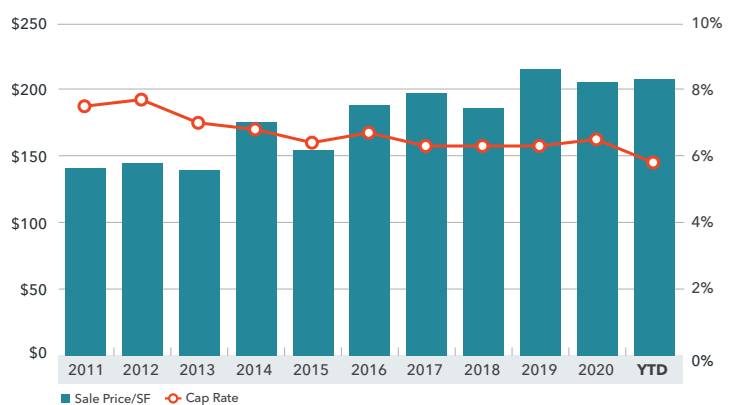
AVERAGE ASKING RENT/SF & VACANCY RATE



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

23M

ANNUAL SALES SF

470+

NO. OF BROKERS

\$8B

ANNUAL TRANSACTION VOLUME

42M

ANNUAL LEASING SF

VALUATION ADVISORY

1,800+

APPRAISALS ANNUALLY

39/20

TOTAL NO. APPRAISERS/MAI'S

ASSET MANAGEMENT

70M

MANAGEMENT PORTFOLIO SF

\$12B

IN ASSETS UNDER MANAGEMENT

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