



MARKET TRENDS | **SACRAMENTO**

# RETAIL

**4TH QUARTER  
2021**

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

Year-over-year change

**TOP SALE TRANSACTIONS FOR 2021**

Property	Submarket	Square Feet	Sale Price	Price/SF	Buyer	Seller
7301-7347 Greenback Ln	Citrus Heights	131,535	\$17,550,000	\$133	Chris Henry	Mario N. Alioto
5905-6015 Pacific St	Rocklin	73,225	\$10,400,000	\$142	Roseville Motorsports	Ethan Conrad Properties
5237 Walnut Ave	Sacramento	100,000	\$10,150,000	\$102	Oracle Properties Development	Mark & Renee Cooper Trust
4241 Marconi Ave	Sacramento	17,742	\$10,125,000	\$571	Paul Khasigian	Shiau Trust
8400 Bradshaw Rd	Elk Grove	13,300	\$9,738,000	\$732	Agree Realty Corporation	Inland Private Capital Corporation

**TOP LEASE TRANSACTIONS FOR 2021**

Property	Submarket	Square Feet	Date	Landlord	Tenant
1 Sky River Pkwy	Elk Grove	110,000	March 2021	USA In Trust For Wilton Rancheria	Sky River Casino
3801 Gateway Park Blvd	Sacramento	45,000	October 2021	Ethan Conrad Properties	BP Arco
8217 Laguna Blvd	Elk Grove	40,000	July 2021	Pappas Investments	Sportsman's Warehouse
2705-2775 E Bidwell St	Folsom	35,000	October 2021	Folsom Broadstone	Bob's Discount Furniture
Blue Oaks Blvd & Woodcreek Oaks Blvd	Roseville	25,000	October 2021	Folsom Broadstone	24-Hour Fitness

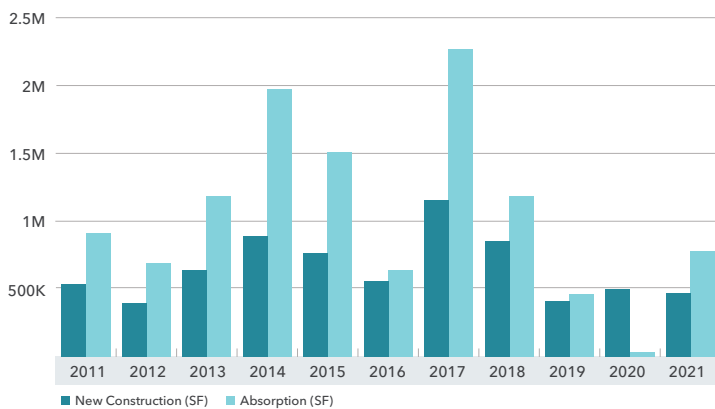
**TOP UNDER CONSTRUCTION**

Property	Submarket	Square Feet	Delivery Date
Bronze Star Dr	Woodland	50,000	3Q 2022
200 Vernon St	Roseville/Rocklin	30,239	2Q 2022
Lotz Pky	Elk Grove	25,568	1Q 2022
804 Nevada St	Auburn/Loomis	12,180	3Q 2022
11th & J St	Downtown/Midtown	10,000	2Q 2022

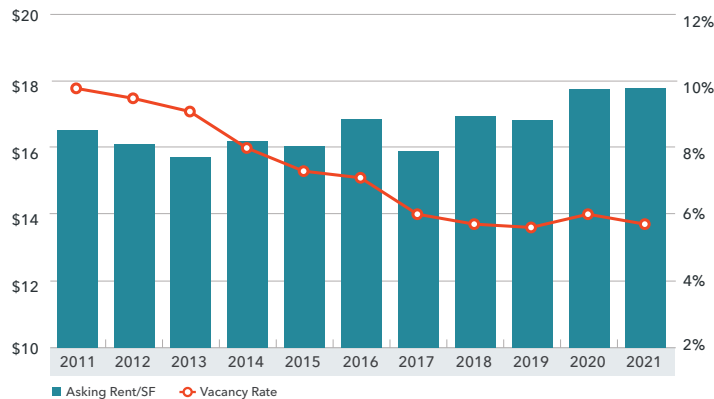
## Market Breakdown

	4Q 2021	3Q 2021	4Q 2020	Annual % Change
New Construction	79,120	49,320	48,098	<b>64.50%</b>
Under Construction	200,798	194,779	415,802	<b>-51.71%</b>
Vacancy Rate	5.7%	5.8%	6.0%	<b>-5.00%</b>
Average Asking Rents	\$17.80	\$17.87	\$17.77	<b>0.17%</b>
Average Sales Price/SF	\$214.81	\$235.45	\$190.95	<b>12.50%</b>
Cap Rates	6.3%	5.8%	6.0%	<b>5.00%</b>
Net Absorption	173,410	589,179	(138,596)	<b>N/A</b>

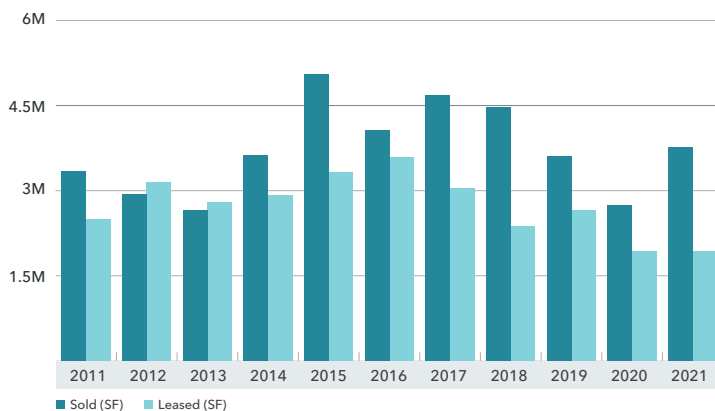
## NEW CONSTRUCTION & ABSORPTION



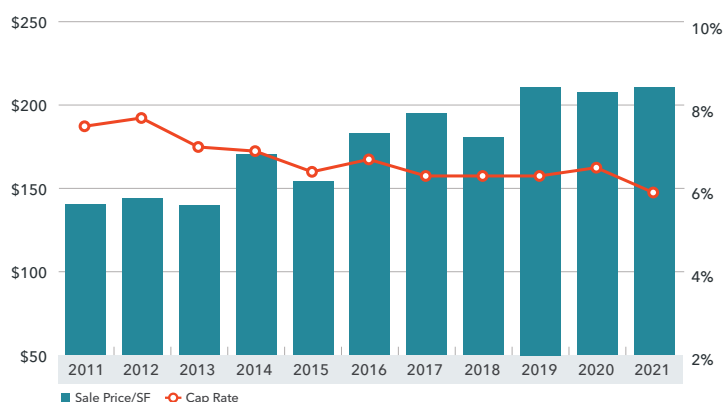
## AVERAGE ASKING RENT/SF & VACANCY RATE



## 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.

### GARY BARAGONA

Director of Research  
415.229.8925  
[gary.baragona@kidder.com](mailto:gary.baragona@kidder.com)

### ERIC LUHRS

Regional President, Brokerage  
Northern California/Nevada  
916.751.3600  
[eric.luhrs@kidder.com](mailto:eric.luhrs@kidder.com)

Designated Broker

Mark Read | LIC N° 00572743

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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

**45/23**

TOTAL NO. APPRAISERS/MAI'S

### ASSET SERVICES

**64M**

MANAGEMENT PORTFOLIO SF

**\$11B**

IN ASSETS UNDER MANAGEMENT

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