

MARKET TRENDS | **SACRAMENTO**

# RETAIL

**1ST QUARTER  
2022**

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

Year-over-year change

**TOP SALE TRANSACTIONS FOR 1Q 2022**

Property	Submarket	Square Feet	Sale Price	Price/SF	Buyer	Seller
840 El Camino Ave	Arden/Watt/Howe	11,383	\$6,600,000	\$580	Calignee Holdings, LLC	Bagher & Kefayat Navid Trust
110 Automall Dr	Roseville/Rocklin	22,898	\$4,750,000	\$207	Roseville Kia	John L Sullivan LP
6328 Fair Oaks Blvd	Carmichael	21,440	\$3,700,000	\$173	Yantz Holdings, LLC	Stablewood Properties
7433 Greenback Ln	Orangevale/Citrus Hts	18,209	\$3,230,000	\$177	MealPro	Ethan Conrad Properties
5464 Florin Rd	South Sacramento	3,821	\$3,200,000	\$837	Henley Enterprises	Adam Scott Kessler

**TOP LEASE TRANSACTIONS FOR 1Q 2022**

Property	Submarket	Square Feet	Date	Landlord	Tenant
2800 Power Inn Rd	Downtown	30,000	February 2022	2800 Power Inn, LLC	Falling Prices
1251 Lead Hill Blvd	Roseville/Rocklin	26,000	February 2022	Tang Fat Enterprises	Airport Home Appliance
3801 Florin Rd	South Sacramento	11,500	February 2022	VMZ Development, LLC	Unitek College
6200 Mack Rd	South Sacramento	7,500	January 2022	Crumpler & Kruger Commercial	Door Dash
4706 Manzanita Ave	Carmichael	6,200	February 2022	Ethan Conrad Properties	AAA Auto Repair

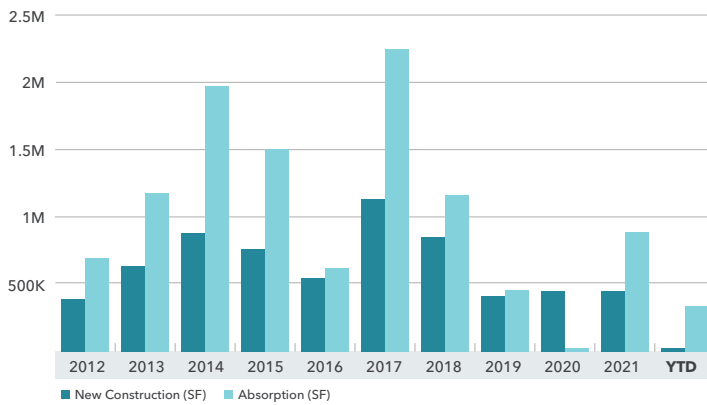
**TOP UNDER CONSTRUCTION**

Property	Submarket	Square Feet	Delivery Date
200 Vernon St	Roseville/Rocklin	71,614	3Q 2022
7530-7550 Elk Grove Blvd	Elk Grove	50,428	2Q 2022
Bronze Star Dr	Woodland	50,000	4Q 2022
Blue Oaks Blvd & Woodcreek Oaks Blvd	Roseville/Rocklin	38,300	3Q 2022
Lotz Pky	Elk Grove	25,568	2Q 2022

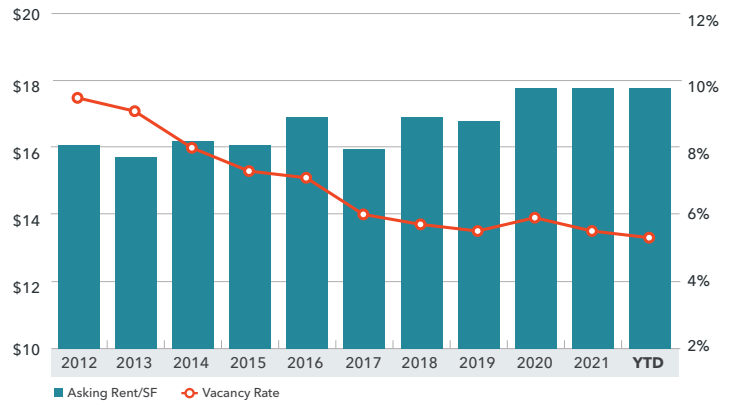
## Market Breakdown

	1Q22	4Q21	1Q21	Annual % Change
New Construction	28,378	53,917	130,369	<b>-78.23%</b>
Under Construction	393,089	282,680	417,563	<b>-5.86%</b>
Vacancy Rate	5.3%	5.5%	5.9%	<b>-10.17%</b>
Average Asking Rents	\$1.48	\$1.48	\$1.48	<b>0.00%</b>
Average Sales Price/SF	\$236.92	\$226.20	\$195.00	<b>21.50%</b>
Cap Rates	5.5%	6.4%	6.1%	<b>-9.84%</b>
Net Absorption	330,827	276,242	141,911	<b>N/A</b>

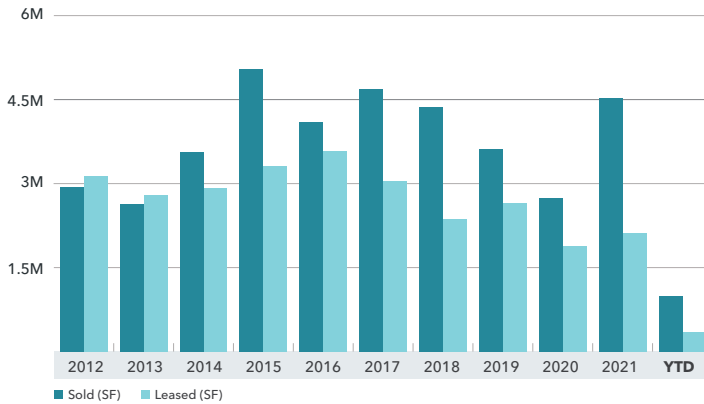
## NEW CONSTRUCTION & ABSORPTION



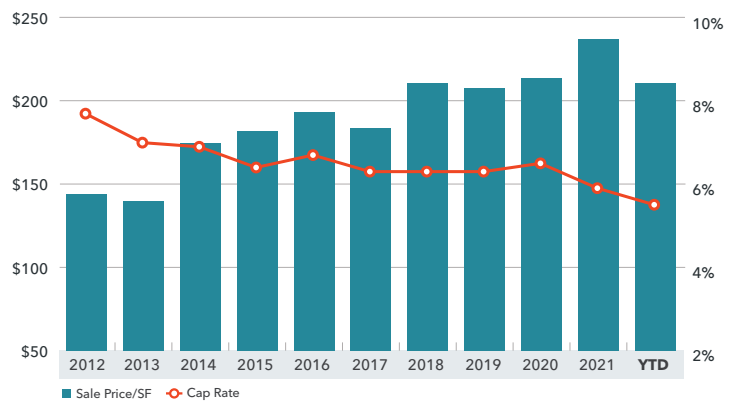
## AVERAGE ASKING RENT/SF & VACANCY RATE



## 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.

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### COMMERCIAL BROKERAGE

**49.7M** ANNUAL SALES SF

**460+** NO. OF BROKERS

**\$10.9B** ANNUAL TRANSACTION VOLUME

**43.7M** ANNUAL LEASING SF

### VALUATION ADVISORY

**2,600+** APPRAISALS ANNUALLY

**51/24** TOTAL NO. APPRAISERS/MAI'S

### ASSET SERVICES

**62M** MANAGEMENT PORTFOLIO SF

**\$11B** IN ASSETS UNDER MANAGEMENT

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