

MARKET TRENDS

SACRAMENTO RETAIL

↓ VACANCY ↓ UNEMPLOYMENT
 ↑ RENTAL RATES ↓ CONSTRUCTION DELIVERIES

Year-Over-Year Change

TOP SALE TRANSACTIONS 3Q 2022

Property	Submarket	SF	Sale Price	\$/SF	Buyer	Seller
Delta Shores Port., Sacramento	South Sacramento	389,458	\$122,500,000	\$315	Pine Tree	Merlone Geier Management, Inc.
Fairway Commons, Roseville	Roseville/Rocklin	149,855	\$35,250,000	\$235	Vintage Properties LP	Merlone Geier Management, Inc.
4401 Broadway, Sacramento	Dwntn/Midtown/E Sac	51,060	\$10,166,000	\$199	Unknown	Raley's Family of Fine Stores
13384-13402 Lincoln Way, Auburn	Auburn/Loomis	54,193	\$7,593,692	\$140	Browman Development Co.	Hillandale Enterprises LLC
6320-6432 Mack Rd, Sacramento	South Sacramento	64,171	\$6,950,000	\$108	lyk Sacramento LLC	Norwalk Flallon LLC

TOP LEASE TRANSACTIONS 3Q 2022

Property	Submarket	SF	Transaction Date	Landlord	Tenant
1703-1795 Arden Way, Sacramento	Arden/Watt/Howe	36,860	August 2022	Fulcrum Capital Corporation	Undisclosed
875 E Bidwell St, Folsom	Folsom	25,322	July 2022	Richard V Mckinley Family Trust	Planet Fitness
212 Harding Blvd, Roseville	Roseville/Rocklin	24,000	July 2022	Miller Family Enterprises Lp	Falling Prices
1330-1340 Fulton Ave, Sacramento	Arden/Watt/Howe	23,200	August 2022	Duckett-Wilson Development	Undisclosed
31 15th St, West Sacramento	West Sacramento	17,909	July 2022	Ethan Conrad Properties	Exhibition Hub Sacramento, LLC

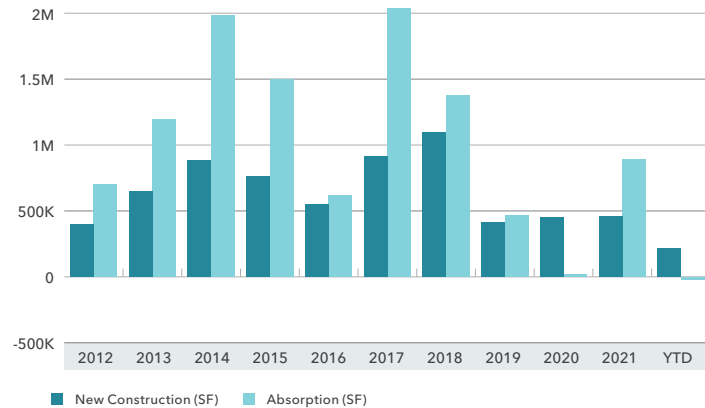
TOP UNDER CONSTRUCTION

Property	Submarket	SF	Delivery Date	Owner
Anatolia Retail Center	Highway 50 Corridor	60,000	February 2023	Angelo K Tsakopoulos
Woodland Gateway	Woodland	50,000	November 2022	Petrovich Development Company
Campus Oaks Town Center	Roseville/Rocklin	38,300	November 2022	Northbrook Properties Inc
The Boulevard	Arden/Watt/Howe	37,842	June 2023	Calvine & Elk Grove Florin LLC
Stone Creek Village	Highway 50 Corridor	23,000	October 2022	Elliott Ashton Place LLC

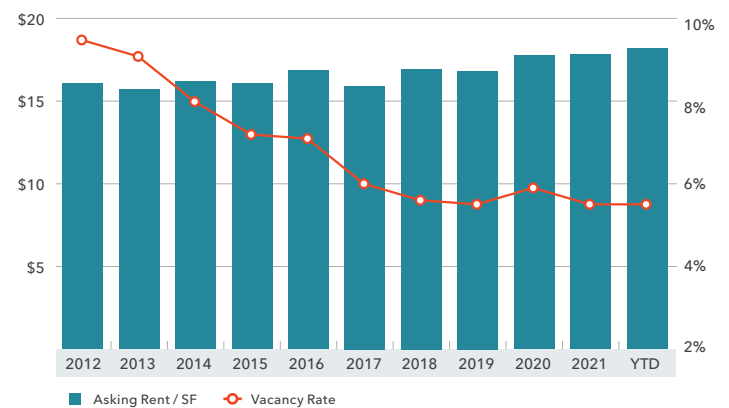
MARKET BREAKDOWN

	3Q22	2Q22	3Q21	Annual % Change
New Construction	12,000	160,931	50,898	-76.42%
Under Construction	483,158	417,003	342,037	41.26%
Vacancy Rate	5.5%	5.5%	5.7%	-3.51%
Average Asking Rents	\$18.18	\$17.97	\$17.87	1.73%
Average Sales Price / SF	\$198.63	\$246.06	\$236.28	-15.93%
Cap Rates	6.0%	5.6%	5.8%	3.45%
Net Absorption	(17,516)	(105,161)	508,231	N/A

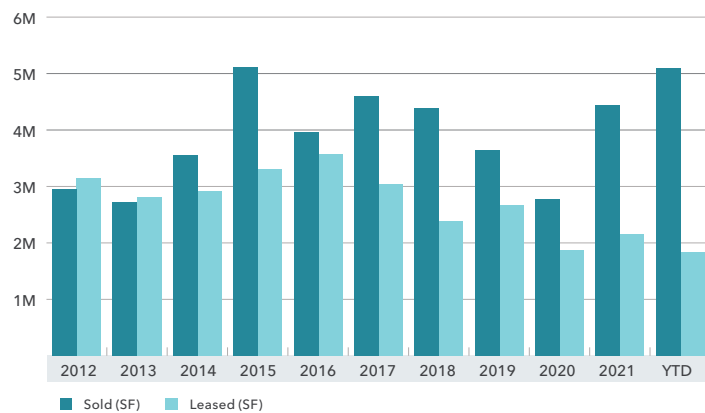
NEW CONSTRUCTION & ABSORPTION



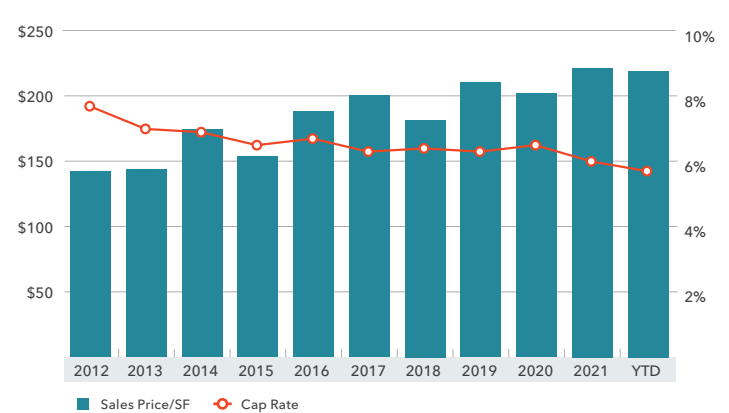
AVERAGE ASKING RENT/SF & VACANCY RATE



SALE VOLUME & LEASE VOLUME



AVERAGE SALES PRICE/SF & CAP RATES



Data Source: CoStar



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The information in this report was composed by the Kidder Mathews Research Group.

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COMMERCIAL BROKERAGE	<i>\$10.9B</i> TRANSACTION VOLUME ANNUALLY	<i>49.7M</i> ANNUAL SALES SF	<i>43.7M</i> ANNUAL LEASING SF
ASSET SERVICES	<i>52M</i> MANAGEMENT PORTFOLIO SF	<i>875+</i> ASSETS UNDER MANAGEMENT	<i>270+</i> ASSET SERVICES CLIENTS
VALUATION ADVISORY	<i>2,600+</i> ASSIGNMENTS ANNUALLY	<i>48</i> TOTAL APPRAISERS	<i>24</i> WITH MAI DESIGNATIONS

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