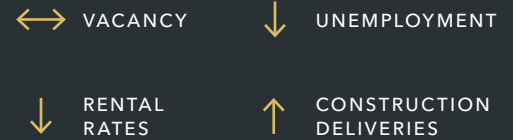


## MARKET TRENDS

# SACRAMENTO RETAIL



Year-Over-Year Change

### TOP SALE TRANSACTIONS 4Q 2022

Property	Submarket	SF	Sale Price	\$/SF	Buyer	Seller
Broadstone Plaza I, Folsom	Folsom	207,993	\$53,334,765	\$256	MetLife Investment Management	Invesco Ltd
5681 Lonetree Blvd, Rocklin	Roseville/Rocklin	64,000	\$15,650,000	\$245	Bowlero Corporation	5681 Lonetree Blvd LLC
Florin Towne Centre, Sacramento	South Sacramento	249,834	\$11,200,000	\$45	Ethan Conrad Properties	Seritage Growth Properties
Apple Farm Place, Placerville	El Dorado	67,693	\$6,701,304	\$99	Palos Verdes Properties, Inc.	Kapre Properties Inc
Sunrise Mall, Citrus Heights	Orangevale/Citrus Hts	248,083	\$5,806,905	\$23	Ethan Conrad Properties	Seritage Growth Properties

### TOP LEASE TRANSACTIONS 4Q 2022

Property	Submarket	SF	Transaction Date	Landlord	Tenant
7410-7440 Elk Grove Blvd, Elk Grove	Elk Grove	35,000	November 2022	Pappas Investments	LA Fitness
11327 Folsom Blvd, Rancho Cordova	Highway 50 Corridor	23,000	October 2022	Michael Paul Malzacher	Undisclosed
8275 Florin Rd, Sacramento	South Sacramento	12,700	October 2022	Ethan Conrad Properties	Undisclosed
6009 Florin Rd, Sacramento	South Sacramento	8,000	October 2022	Robhana Group ; Starboard Realty Advisors	KPOT
1091-1137 Roseville Sq, Roseville	Roseville/Rocklin	7,000	October 2022	Core Commercial	Roseville Soccer

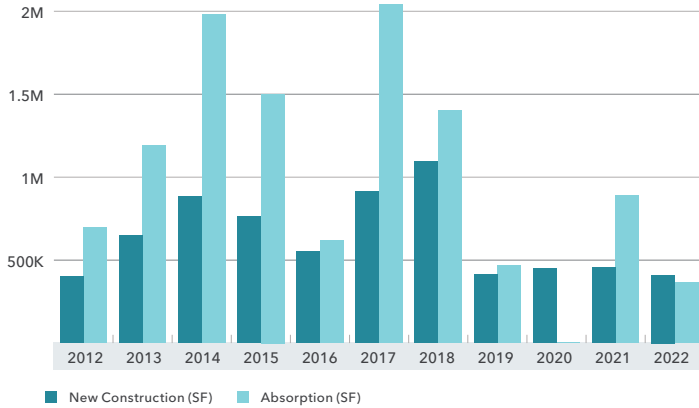
### TOP UNDER CONSTRUCTION

Property	Submarket	SF	Delivery Date	Owner
200 Vernon St	Roseville/Rocklin	71,614	May 2023	Roseville Telephone Co
Anatolia Retail Center	Highway 50 Corridor	60,000	February 2023	Angelo K Tsakopoulos
Crocker Village Shopping Center	South Sacramento	59,224	August 2023	Petrovich Development Company
The Boulevard	Arden/Watt/Howe	37,842	June 2023	Calvine & Elk Grove Florin LLC
8438 Elk Grove Florin Rd	South Sacramento	37,000	January 2023	Elliott Ashton Place LLC

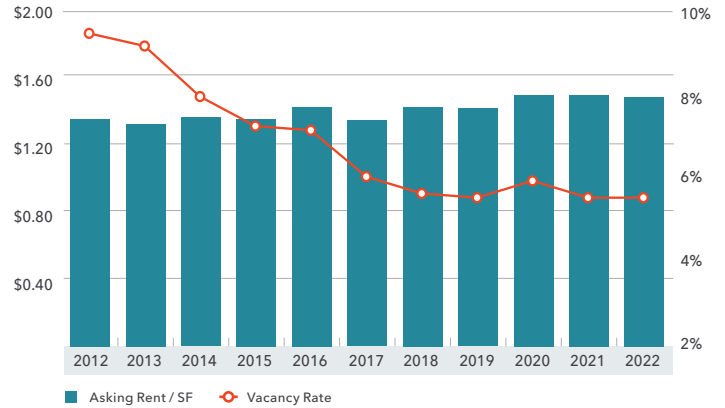
### MARKET BREAKDOWN

	4Q22	3Q22	4Q21	Annual % Change
New Construction	120,387	46,758	59,043	<b>103.90%</b>
Under Construction	547,279	584,084	389,342	<b>40.57%</b>
Vacancy Rate	5.5%	5.3%	5.5%	<b>0.00%</b>
Average Asking Rents	\$1.47	\$1.53	\$1.48	<b>-0.68%</b>
Average Sales Price / SF	\$187.26	\$217.53	\$238.02	<b>-21.33%</b>
Cap Rates	5.1%	5.6%	6.3%	<b>-19.05%</b>
Net Absorption	(75,069)	157,400	281,015	<b>N/A</b>

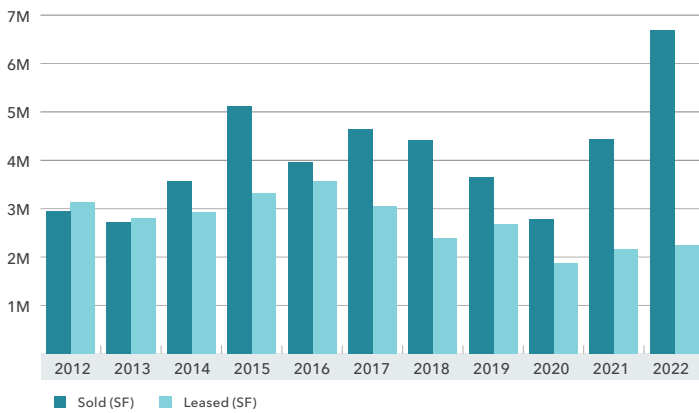
NEW CONSTRUCTION & ABSORPTION



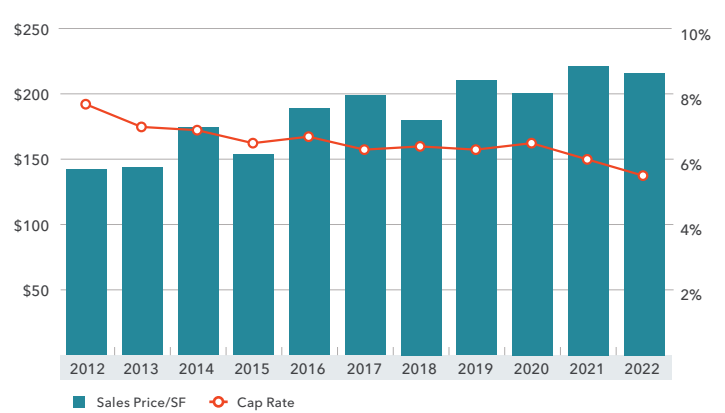
AVERAGE ASKING RENT/SF & VACANCY RATE



SALE VOLUME & LEASE VOLUME



AVERAGE SALES PRICE/SF & CAP RATES



Data Source: CoStar



Kidder Mathews is the largest, independent commercial real estate firm on the West Coast, with 900 real estate professionals and staff in 20 offices in Washington, Oregon, California, Nevada, and Arizona. We offer a complete range of brokerage, appraisal, asset services, consulting, project and construction management, and debt equity finance services for all property types.

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

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<b>COMMERCIAL BROKERAGE</b>	<i>\$10.9B</i> TRANSACTION VOLUME ANNUALLY	<i>49.7M</i> ANNUAL SALES SF	<i>43.7M</i> ANNUAL LEASING SF
<b>ASSET SERVICES</b>	<i>52M</i> MANAGEMENT PORTFOLIO SF	<i>875+</i> ASSETS UNDER MANAGEMENT	<i>270+</i> ASSET SERVICES CLIENTS
<b>VALUATION ADVISORY</b>	<i>2,600+</i> ASSIGNMENTS ANNUALLY	<i>48</i> TOTAL APPRAISERS	<i>25</i> WITH MAI DESIGNATIONS

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