

MARKET TRENDS

SACRAMENTO RETAIL

↑ VACANCY ↓ UNEMPLOYMENT
↔ RENTAL RATES ↑ CONSTRUCTION DELIVERIES

Year-Over-Year Change

TOP SALE TRANSACTIONS 1Q 2023

Property	Submarket	SF	Sale Price	\$/SF	Buyer	Seller
Arden Watt Marketplace	Arden/Watt/Howe	148,469	\$26,500,000	\$178	SyWest Development	TA Realty
1810 Howe Ave	Arden/Watt/Howe	41,693	\$22,230,000	\$533	Envision Motors	George Grinzewitsch, Jr
Foothills Promenade	Roseville/Rocklin	15,048	\$6,840,000	\$455	National Business Brokerage	Brodie J Coleman Revocable Trust

TOP LEASE TRANSACTIONS 1Q 2023

Property	Submarket	SF	Transaction Date	Tenant
Marketplace at Birdcage	Citrus Heights	42,000	March 2023	Chuze Fitness
The Village	Elk Grove	40,000	January 2023	Whole Foods
Northgate Plaza	Natomas	28,000	March 2023	Ross Dress for Less

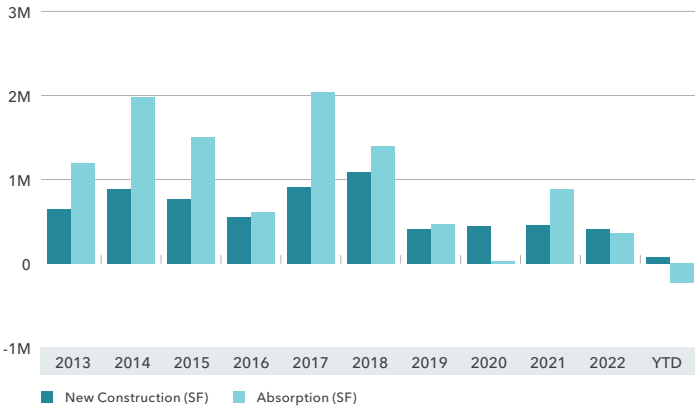
TOP UNDER CONSTRUCTION

Property	Submarket	SF	Delivery Date	Owner
Anatolia Retail Center	Highway 50 Corridor	88,225	2Q 2023	Angelo K Tsakopoulos
Crocker Village Shopping Center	South Sacramento	59,224	3Q 2023	Petrovich Development Company
The Boulevard	Arden/Watt/Howe	49,289	3Q 2023	Calvine & Elk Grove Florin

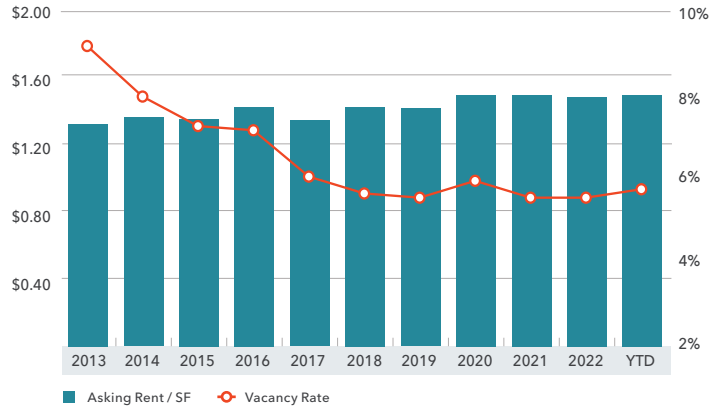
MARKET BREAKDOWN

	1Q23	4Q22	1Q22	Annual % Change
New Construction	78,244	120,387	72,787	7.50%
Under Construction	464,012	547,279	494,485	-6.16%
Vacancy Rate	5.7%	5.5%	5.3%	7.55%
Average Asking Rents	\$1.48	\$1.47	\$1.48	-0.28%
Average Sales Price / SF	\$222.00	\$187.26	\$207.12	7.18%
Cap Rates	6.3%	5.1%	5.4%	16.67%
Net Absorption	(232,974)	(75,069)	380,378	N/A

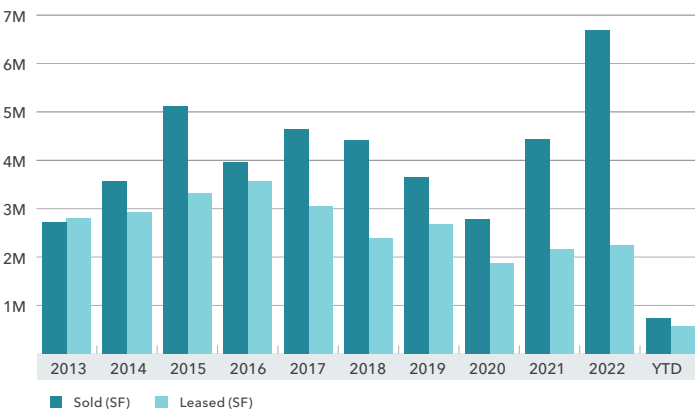
NEW CONSTRUCTION & ABSORPTION



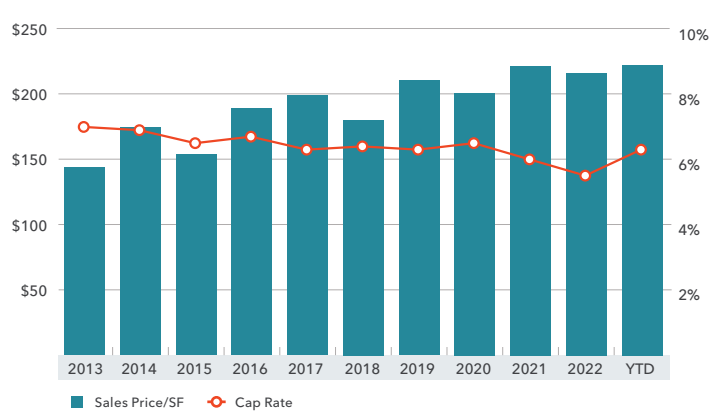
AVERAGE ASKING RENT/SF & VACANCY RATE



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>\$12B</i> TRANSACTION VOLUME ANNUALLY	<i>32.1M</i> ANNUAL SALES SF	<i>41.2M</i> ANNUAL LEASING SF
ASSET SERVICES	<i>53M</i> MANAGEMENT PORTFOLIO SF	<i>771+</i> ASSETS UNDER MANAGEMENT	<i>250+</i> ASSET SERVICES CLIENTS
VALUATION ADVISORY	<i>2,600+</i> ASSIGNMENTS ANNUALLY	<i>46</i> TOTAL APPRAISERS	<i>23</i> WITH MAI DESIGNATIONS

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