

## MARKET TRENDS

# SACRAMENTO *RETAIL*



VACANCY



UNEMPLOYMENT



RENTAL  
RATES



CONSTRUCTION  
DELIVERIES

Year-Over-Year Change

### TOP SALE TRANSACTIONS 2Q 2023

Property	Submarket	SF	Sale Price	\$/SF	Buyer	Seller
Crossroads Shopping Center	Auburn/Loomis	58,586	\$20,500,000	\$350	AFP1 Holdings LLC	175 Executive House LLC
Little Saigon Plaza	South Sacramento	69,850	\$13,300,000	\$190	Well Space Health	Little Saigon Plaza Sacramento LLC
Elkhorn Plaza Shopping Center	Rio Linda/N Highlands	42,545	\$10,150,000	\$239	Elkhorn Plaza II LLC	Elkhorn Plaza Shopping Ctr LLC

### TOP LEASE TRANSACTIONS 2Q 2023

Property	Submarket	SF	Transaction Date	Tenant
University Mall	Davis	25,000	April 2023	Nordstrom Rack
Palladio at Broadstone	Folsom	22,856	May 2023	Dave & Busters
Madison Oaks Shopping Center	Orangeville/Citrus Hts	18,400	May 2023	Hunters Deals

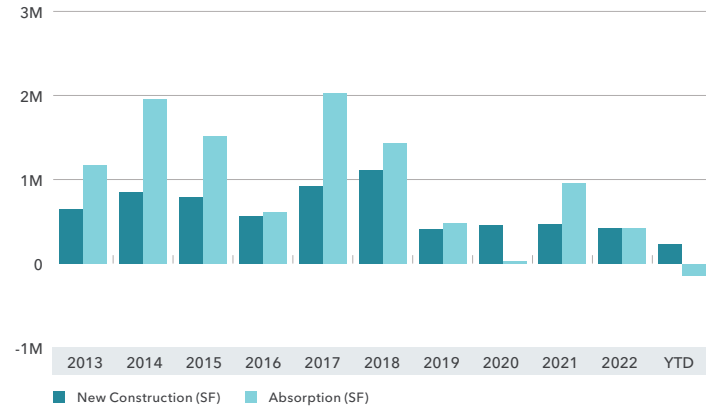
### TOP UNDER CONSTRUCTION

Property	Submarket	SF	Delivery Date	Owner
Crocker Village Shopping Center	South Sacramento	59,224	3Q 2023	Angelo K Tsakopoulos
The Village	Elk Grove	44,500	1Q 2025	Petrovich Development Company
8438 Elk Grove Florin Rd	South Sacramento	37,000	3Q 2023	Calvine & Elk Grove Florin

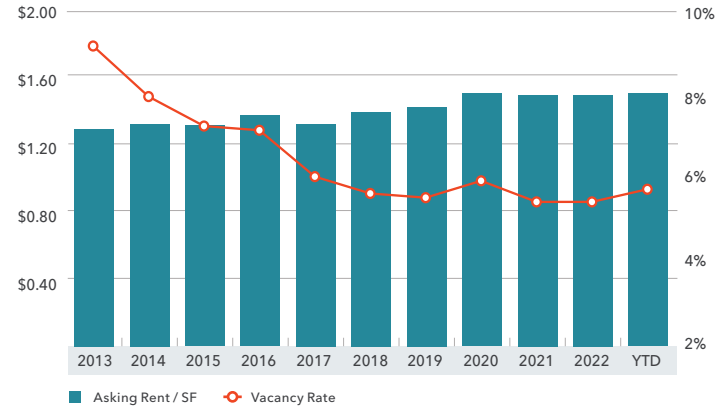
### MARKET BREAKDOWN

	2Q23	1Q23	2Q22	Annual % Change
New Construction	115,898	120,544	170,931	<b>-32.20%</b>
Under Construction	387,582	448,954	438,984	<b>-11.71%</b>
Vacancy Rate	5.7%	5.6%	5.4%	<b>5.56%</b>
Average Asking Rents	\$1.49	\$1.49	\$1.49	<b>-0.11%</b>
Average Sales Price / SF	\$274	\$269	\$249	<b>9.83%</b>
Cap Rates	6.0%	6.3%	5.6%	<b>7.14%</b>
Net Absorption	46,885	(188,306)	(86,440)	<b>N/A</b>

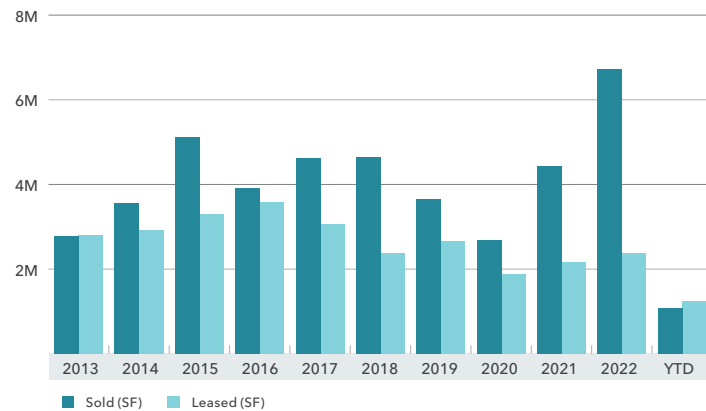
## NEW CONSTRUCTION & ABSORPTION



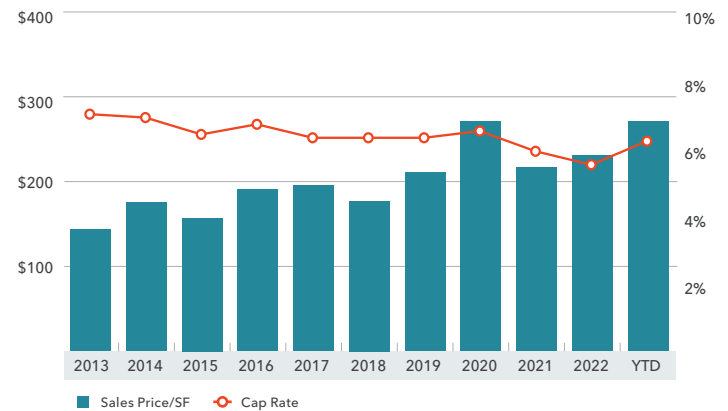
## AVERAGE ASKING RENT/SF & VACANCY RATE



## SALE VOLUME & LEASE VOLUME



## AVERAGE SALES PRICE/SF & CAP RATES



Data Source: CoStar



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

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### COMMERCIAL BROKERAGE

**\$12B**

TRANSACTION VOLUME ANNUALLY

**32.1M**

ANNUAL SALES SF

**41.2M**

ANNUAL LEASING SF

### ASSET SERVICES

**53M**

MANAGEMENT PORTFOLIO SF

**771+**

ASSETS UNDER MANAGEMENT

**250+**

ASSET SERVICES CLIENTS

### VALUATION ADVISORY

**2,600+**

ASSIGNMENTS ANNUALLY

**46**

TOTAL APPRAISERS

**23**

WITH MAI DESIGNATIONS

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