

MARKET TRENDS

SACRAMENTO RETAIL

↑	VACANCY	↑	UNEMPLOYMENT
↓	RENTAL RATES	↑	CONSTRUCTION DELIVERIES

Year-Over-Year Change

TOP SALE TRANSACTIONS 3Q 2023

Property	Submarket	SF	Sale Price	\$/SF	Buyer	Seller
2499-2501 Arden Way	Arden/Watt/Howe	16,685	\$11,550,000	\$692	Peter Bollinger Investment Company	Arden Business Center, LLC
Arden Fair Mall	Arden/Watt/Howe	156,926	\$7,850,000	\$50	The Macerich Company	Transformco Properties
12640 Auto Mall Cir	Highway 50 Corridor	15,700	\$6,000,000	\$382	Folsom Real Estate Investments, LLC	CJS Holdings, LLC

TOP LEASE TRANSACTIONS 3Q 2023

Property	Submarket	SF	Transaction Date	Tenant
Fairway Creek Shopping Center	Roseville	15,000	September 2023	The Cave Store
1331 Broadway	South Sacramento	12,000	August 2023	Little Whales Swim School
Sunset Plaza	Roseville	8,000	September 2023	Kester Consulting

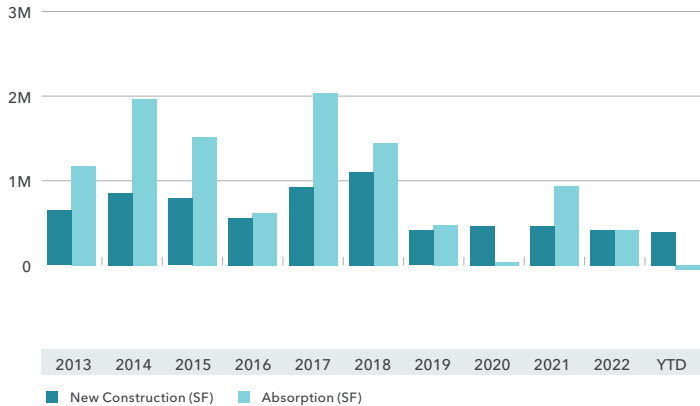
TOP UNDER CONSTRUCTION

Property	Submarket	SF	Delivery Date
Crocker Village Shopping Center	South Sacramento	59,224	4Q 2023
The Village	Elk Grove	40,000	1Q 2025
The Ridge	Elk Grove	35,000	2Q 2024

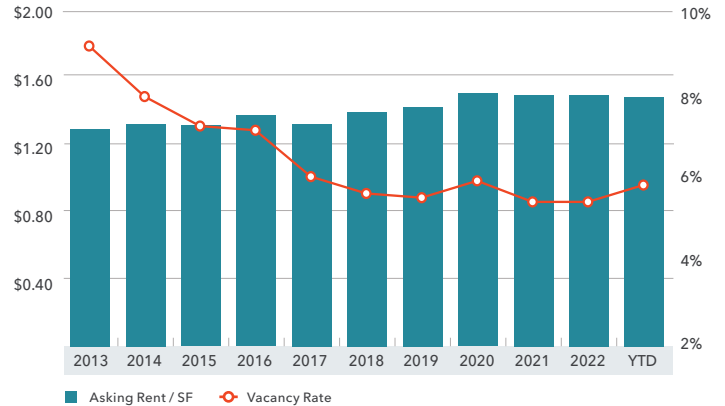
MARKET BREAKDOWN

	3Q23	2Q23	3Q22	Annual % Change
New Construction	56,671	205,639	46,758	21.20%
Under Construction	556,443	427,865	500,448	11.19%
Vacancy Rate	5.8%	5.7%	5.2%	11.54%
Average Asking Rents	\$1.47	\$1.49	\$1.52	-2.75%
Average Sales Price / SF	\$150	\$288	\$195	-23.07%
Cap Rates	5.7%	6.3%	5.6%	1.79%
Net Absorption	(11,547)	136,476	164,137	N/A

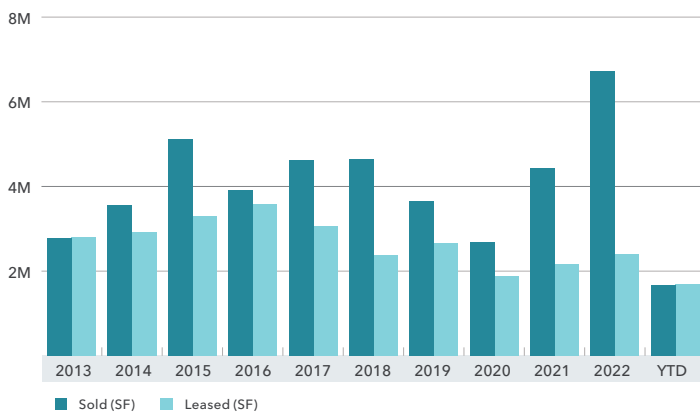
NEW CONSTRUCTION & ABSORPTION



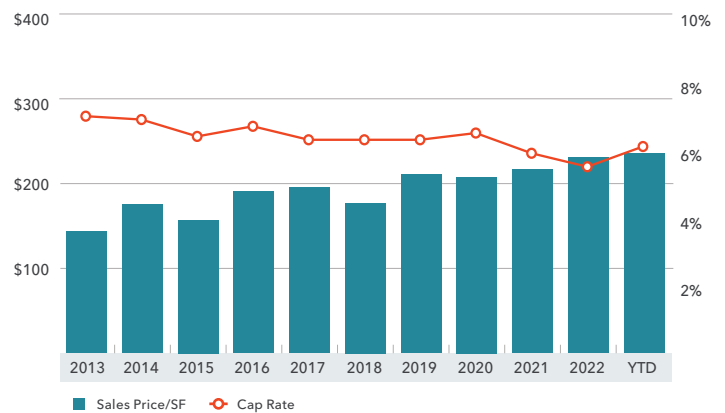
AVERAGE ASKING RENT/SF & VACANCY RATE



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>2,800+</i> ASSIGNMENTS ANNUALLY	<i>41</i> TOTAL APPRAISERS	<i>23</i> WITH MAI DESIGNATIONS

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