

MARKET TRENDS

SACRAMENTO RETAIL

↑ VACANCY ↑ UNEMPLOYMENT
 ↔ RENTAL RATES ↑ CONSTRUCTION DELIVERIES

Year-Over-Year Change

TOP SALE TRANSACTIONS 4Q 2023

Property	Submarket	SF	Sale Price	\$/SF	Buyer	Seller
Quail Pointe	Carmichael	98,230	\$44,300,000	\$451	Phillips Edison & Company	Madison/Sunrise Associates, LLC
Riverpoint Marketplace	West Sacramento	134,065	\$36,000,000	\$269	Embel Management Corp	Excel Riverpoint Lp
The Plaza	Auburn/Loomis	74,972	\$14,250,000	\$190	Argonaut Investments	Auburn Plaza, LLC

TOP LEASE TRANSACTIONS 4Q 2023

Property	Submarket	SF	Transaction Date	Tenant
Rocklin Emporium	Rocklin	15,000	October 2023	Action Camera
1508 Howe Ave	Arden/Watt.Howe	14,500	November 2023	Geremia Pools
Promenade at Sacramento Gateway	Natomas	7,000	November 2023	Iron Mile Fitness

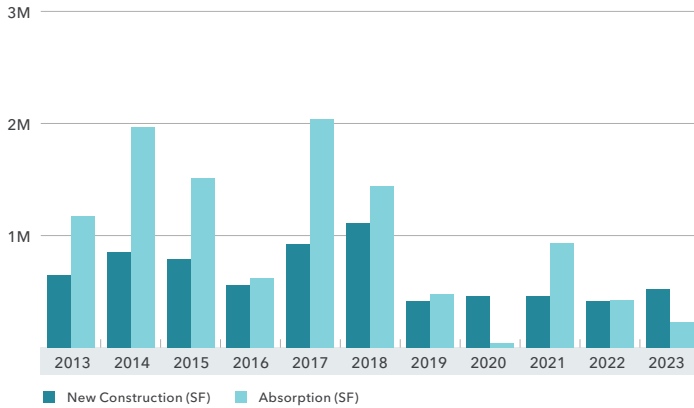
TOP UNDER CONSTRUCTION

Property	Submarket	SF	Delivery Date
Sierra College Blvd	Auburn/Loomis	152,000	2Q 2024
The Ridge	Elk Grove	100,000	2Q 2024
Crocker Village Shopping Center	South Sacramento	59,224	1Q 2024

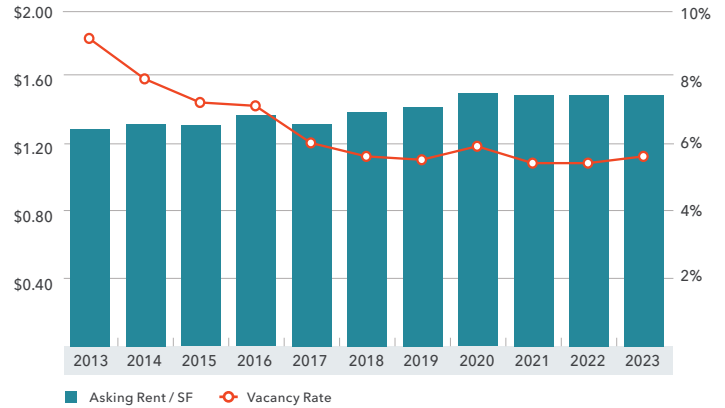
MARKET BREAKDOWN

	4Q23	3Q23	4Q22	Annual % Change
New Construction	97,795	88,638	127,201	-23.12%
Under Construction	527,980	619,999	575,845	-8.31%
Vacancy Rate	5.6%	5.6%	5.4%	3.70%
Average Asking Rents	\$1.48	\$1.47	\$1.48	0.06%
Average Sales Price / SF	\$268	\$140	\$274	-2.35%
Cap Rates	6.9%	6.2%	5.4%	27.78%
Net Absorption	96,226	145,146	(24,130)	N/A

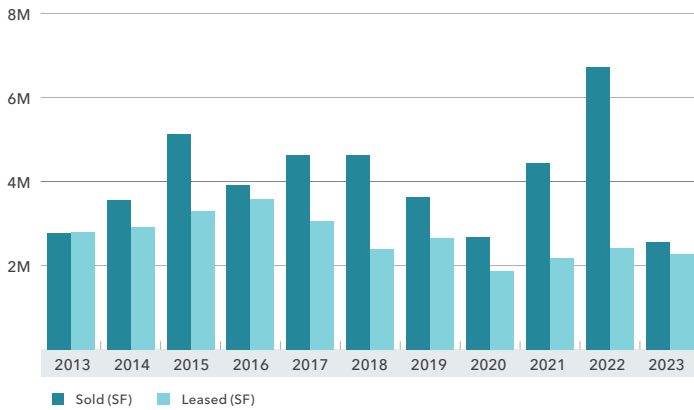
NEW CONSTRUCTION & ABSORPTION



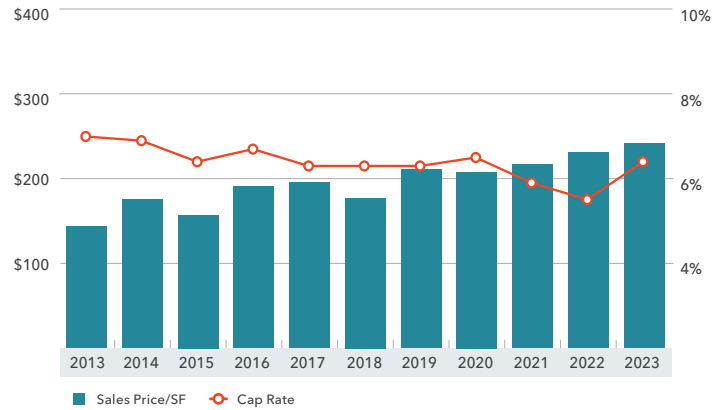
AVERAGE ASKING RENT/SF & VACANCY RATE



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.

GARY BARAGONA
Vice President of Research
415.229.8925
gary.baragona@kidder.com

DAVID NELSON
Regional President, Brokerage
Northern California & Nevada
775.301.1300
david.nelson@kidder.com
LIC N° 01716942

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>42</i> TOTAL APPRAISERS	<i>23</i> WITH MAI DESIGNATIONS

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