

## MARKET TRENDS

# SACRAMENTO RETAIL

↑ VACANCY	↑ UNEMPLOYMENT
↓ RENTAL RATES	↑ CONSTRUCTION DELIVERIES
Year-Over-Year Change	

### SIGNIFICANT SALE TRANSACTIONS 2Q 2024

Property	Submarket	SF	Sale Price	\$/SF	Buyer	Seller
Campus Oaks Town Center	Roseville/Rocklin	38,300	\$14,104,000	\$368	Silver Streak Ranches	Armstrong Development Properties
4435 Granite Dr	Roseville/Rocklin	29,380	\$9,765,454	\$332	Envision Motors	4435 Granite Drive LLC
Riverpoint Marketplace	West Sacramento	27,384	\$6,991,000	\$255	795Mezria LLC	Embel Management

### SIGNIFICANT LEASE TRANSACTIONS 2Q 2024

Property	Submarket	SF	Transaction Date	Tenant
County Fair Shopping Center	El Dorado	33,440	June 2024	Keystone Christian Missionary Church
College Greens West	Arden/Watt/Howe	26,300	May 2024	Dollar Tree
Southgate Plaza	South Sacramento	16,350	May 2024	Dollar Tree

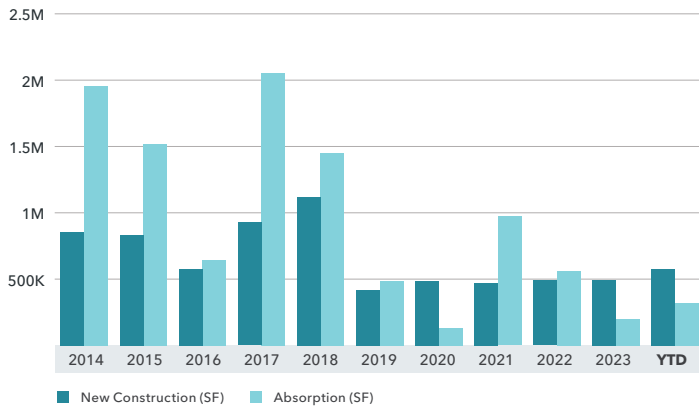
### SIGNIFICANT UNDER CONSTRUCTION

Property	Submarket	SF	Delivery
The Davis Collection	Davis	90,009	1Q 2025
The Village	Elk Grove	40,000	1Q 2025
The Boulevard	Arden/Watt/Howe	19,647	3Q 2024

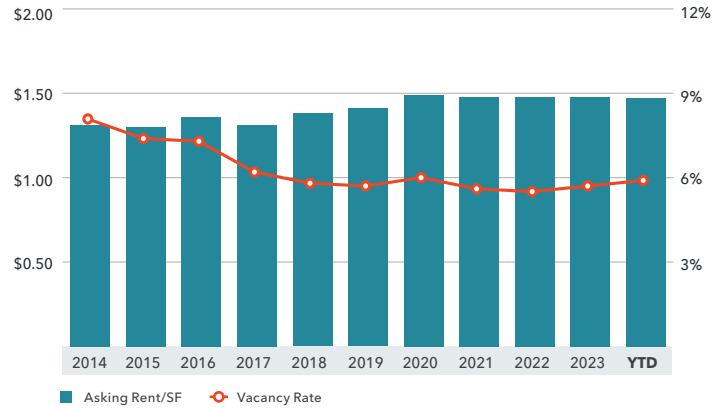
### MARKET BREAKDOWN

	2Q24	1Q24	2Q23	YOY Change
Under Construction	226,439	534,391	483,736	<b>-53.2%</b>
Vacancy Rate	5.9%	5.7%	5.8%	<b>10 bps</b>
Average Asking Rents	\$1.47	\$1.47	\$1.49	<b>-1.3%</b>
Average Sales Price/SF	\$218.60	\$249.29	\$288.48	<b>-24.2%</b>
Cap Rates	6.5%	6.0%	6.3%	<b>20 bps</b>
	2Q24	YTD 2024	YTD 2023	YOY Change
Construction Deliveries	314,927	578,953	300,161	<b>92.9%</b>
Net Absorption	93,566	319,047	(52,490)	<b>N/A</b>

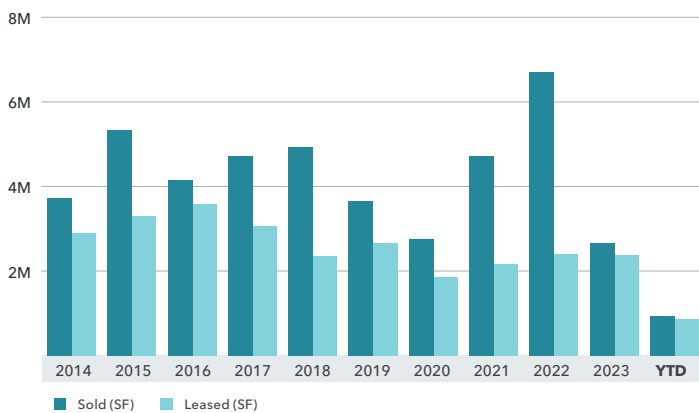
NEW CONSTRUCTION & ABSORPTION



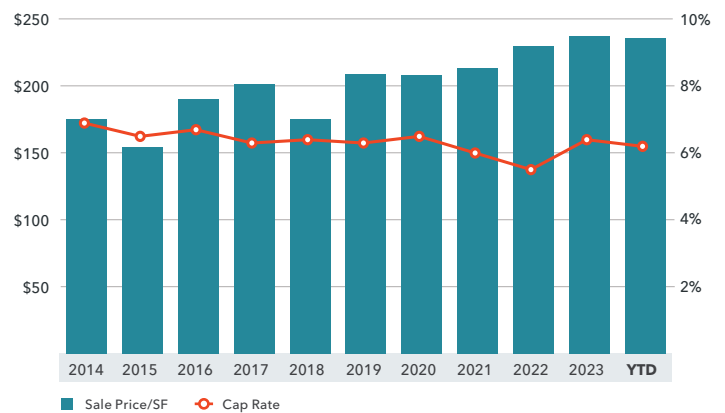
AVERAGE ASKING RENT/SF & VACANCY RATE



SALE VOLUME & LEASE VOLUME



AVERAGE SALE 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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<b>COMMERCIAL BROKERAGE</b>	<i>\$10B</i> 3-YEAR AVERAGE TRANSACTION VOLUME	<i>31.7M</i> ANNUAL SALES SF	<i>42.4M</i> ANNUAL LEASING SF
<b>ASSET SERVICES</b>	<i>55M SF</i> MANAGEMENT PORTFOLIO SIZE	<i>800+</i> ASSETS UNDER MANAGEMENT	<i>260+</i> CLIENTS SERVED
<b>VALUATION ADVISORY</b>	<i>2,600+</i> 3-YEAR AVERAGE ASSIGNMENTS	<i>43</i> TOTAL APPRAISERS	<i>27</i> WITH MAI DESIGNATIONS

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