

## MARKET TRENDS

# SACRAMENTO

## RETAIL

↔ VACANCY

↑ UNEMPLOYMENT

↔ RENTAL  
RATES

↑ CONSTRUCTION  
DELIVERIES

Year-Over-Year Change

### SIGNIFICANT SALE TRANSACTIONS 4Q 2024

Property	Submarket	SF	Sale Price	\$/SF	Buyer	Seller
Nugget at Granite Bay	Roseville/Rocklin	126,238	\$32,575,000	\$258	Sierra Oaks Investments, LLC	Vestar Sierra Oaks, LLC
Stanford Ranch Crossing	Roseville/Rocklin	44,030	\$16,000,000	\$363	AZ Fresh LLC	TRU 2005 RE I, LLC
5130 Golden Foothill Pky	El Dorado	6,920	\$4,000,000	\$578	Love And Learn 1999, LLC	Hall Family, LLC

### SIGNIFICANT LEASE TRANSACTIONS 4Q 2024

Property	Submarket	SF	Transaction Date	Tenant
5200 Baseline Rd	Roseville	160,000	October 2024	Costco Wholesale
Watt Towne Center	Rio Linda/North Highlands	36,000	October 2024	Burlington
Stanford Ranch	Roseville/Rocklin	36,000	November 2024	American Furniture Galleries

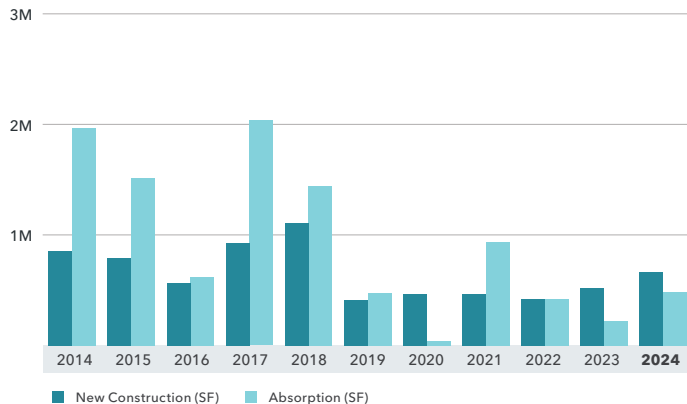
### SIGNIFICANT UNDER CONSTRUCTION

Property	Submarket	SF	Delivery
5200 Baseline Rd	Roseville	160,529	4Q 2025
The Davis Collection	Davis	90,009	1Q 2025
Crossings at El Dorado	El Dorado	71,750	1Q 2025

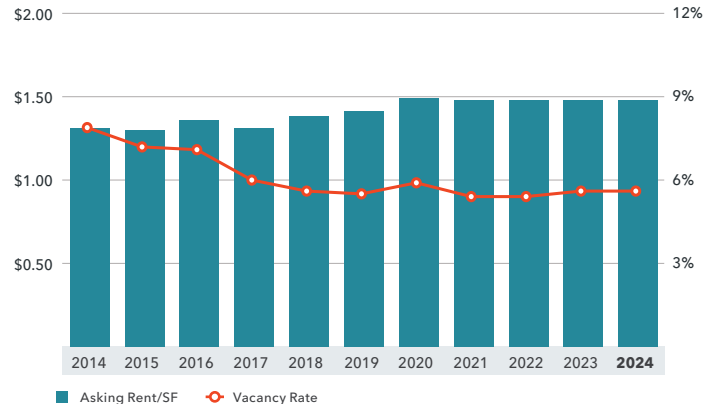
### MARKET BREAKDOWN

	4Q24	3Q24	4Q23	YOY Change
Vacancy Rate	5.6%	5.5%	5.6%	<b>0 bps</b>
Average Asking Rents	\$1.48	\$1.46	\$1.48	<b>0.00%</b>
Under Construction (SF)	453,203	354,662	527,980	<b>-14.16%</b>
Average Sales Price/SF	\$296	\$203	\$268	<b>10.50%</b>
Average Cap Rate	6.4%	6.1%	6.9%	<b>-50 bps</b>
	4Q24	2024	2023	YOY Change
Construction Deliveries (SF)	61,988	663,724	520,828	<b>27.44%</b>
Net Absorption	5,374	481,375	223,556	<b>115.33%</b>

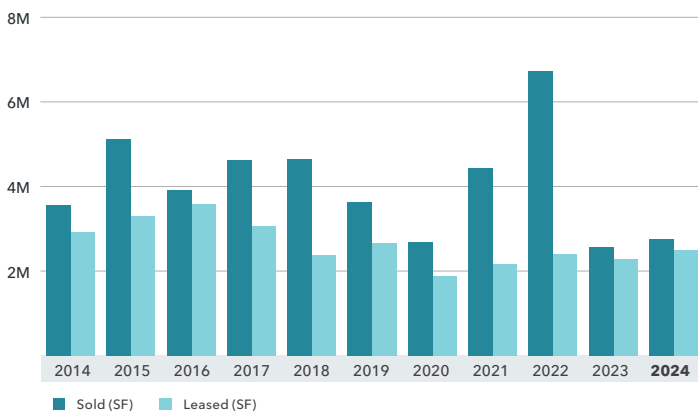
## NEW CONSTRUCTION & ABSORPTION



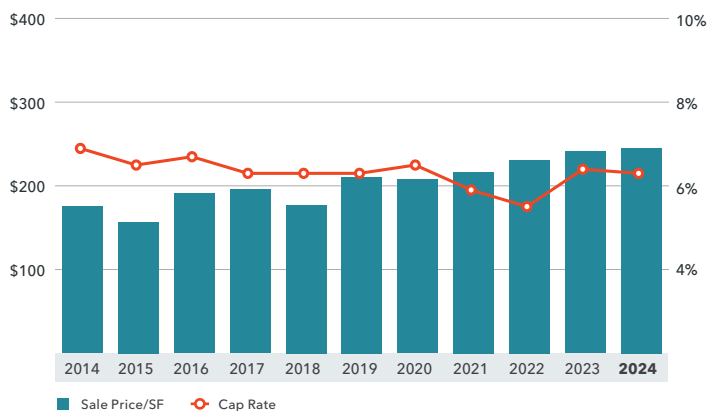
## AVERAGE ASKING RENT/SF & VACANCY RATE



## 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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### COMMERCIAL BROKERAGE

**\$10B**

3-YEAR AVERAGE TRANSACTION VOLUME

**31.7M**

ANNUAL SALES SF

**42.4M**

ANNUAL LEASING SF

### ASSET SERVICES

**57M SF**

MANAGEMENT PORTFOLIO SIZE

**850+**

ASSETS UNDER MANAGEMENT

**260+**

CLIENTS SERVED

### VALUATION ADVISORY

**2,600+**

3-YEAR AVERAGE ASSIGNMENTS

**43**

TOTAL APPRAISERS

**27**

WITH MAI DESIGNATIONS

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