

MARKET TRENDS

SACRAMENTO

RETAIL



SIGNIFICANT SALE TRANSACTIONS 3Q 2025

Property	Submarket	SF	Sale Price	\$/SF	Buyer	Seller
Nissan of Sacramento	Arden/Watt/Howe	34,977	\$16,500,000	\$471.74	B. E. Fitzpatrick Development, Inc.	Wise Auto Group
Macy's	DTown/Midtown/E Sac	332,500	\$15,000,000	\$45.11	Shingle Springs Band of Miwok Indians	Macy's, Inc.
12541-12545 Folsom Blvd	Highway 50 Corridor	43,743	\$11,600,000	\$265.19	Fifth Wave Automotive Group	Victory Automotive Group, Inc.

SIGNIFICANT LEASE TRANSACTIONS 3Q 2025

Property	Submarket	SF	Transaction Date	Tenant
5601 Florin Rd	South Sacramento	54,424	July 2025	Go One Adventure Park
Fairway Commons	Roseville/Rocklin	32,900	July 2025	Pickleball Kingdom
Lake Crest Village	South Sacramento	31,200	August 2025	Ross

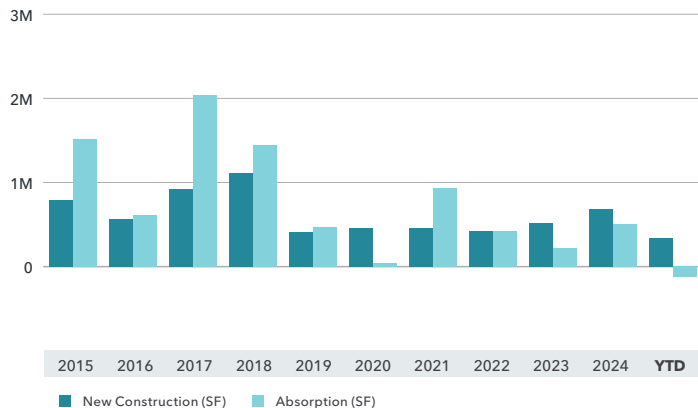
SIGNIFICANT UNDER CONSTRUCTION

Property	Submarket	SF	Delivery
Whole Foods	Elk Grove	65,936	4Q 2025
Nugget	Lincoln	43,074	4Q 2025
4456 Golden Foothill Parkway	El Dorado	34,000	4Q 2025

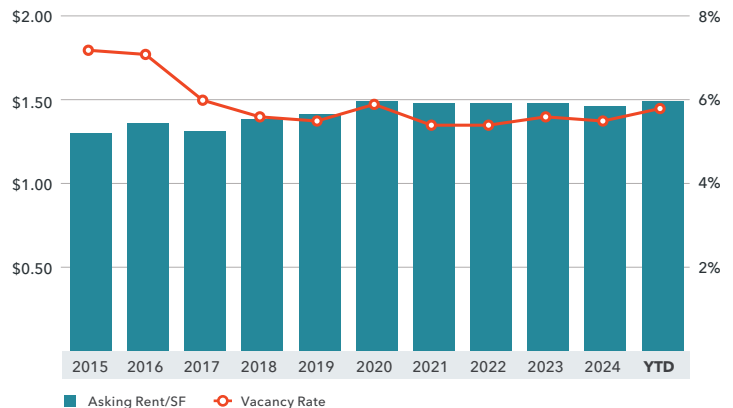
MARKET BREAKDOWN

	3Q25	2Q25	3Q24	YOY Change
Vacancy Rate	5.8%	5.7%	5.5%	30 bps
Average Asking Rents	\$1.49	\$1.49	\$1.45	2.59%
Under Construction (SF)	301,764	454,326	537,869	-43.90%
Average Sales Price/SF	\$190	\$269	\$199	-4.55%
Average Cap Rate	6.5%	6.5%	6.1%	40 bps
	3Q25	2025 YTD	2024 YTD	YOY Change
Construction Deliveries (SF)	157,574	340,552	624,689	-45.48%
Net Absorption	-21,287	-124,038	492,132	N/A

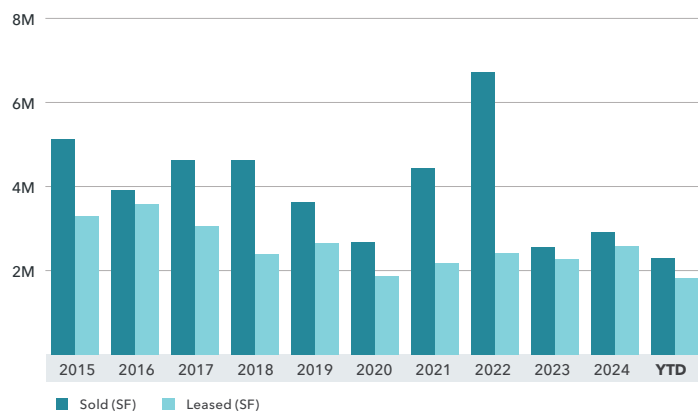
NEW CONSTRUCTION & ABSORPTION



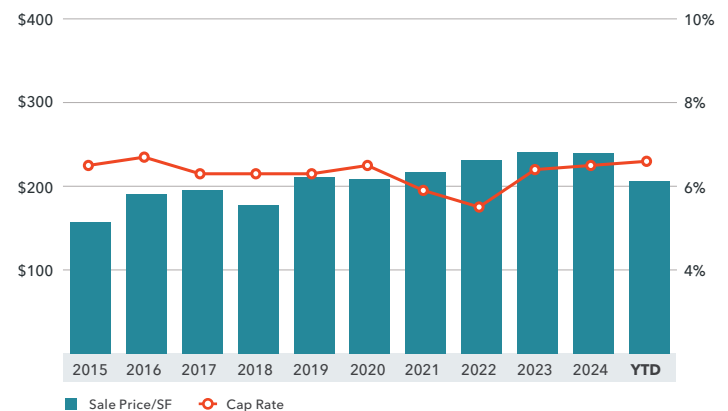
AVERAGE ASKING RENT/SF & VACANCY RATE



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

\$9B

AVERAGE ANNUAL TRANSACTION VOLUME

26.2M

ANNUAL SALES SF

36.7M

ANNUAL LEASING SF

ASSET SERVICES

53M SF

MANAGEMENT PORTFOLIO SIZE

800+

ASSETS UNDER MANAGEMENT

250+

CLIENTS SERVED

VALUATION ADVISORY

2,400+

AVERAGE ASSIGNMENTS

39

TOTAL APPRAISERS

24

WITH MAI DESIGNATIONS