

**Real Estate Market Review**

# Sacramento Retail

**Top Sale Transactions for 2017**

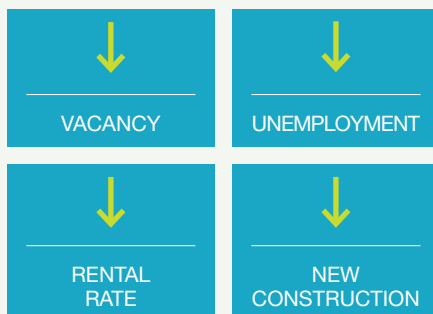
Property	Submarket	Square Feet	Sale Price	Price/SF	Buyer	Seller
8816-8898 Madison Avenue	Carmichael	213,230	\$38,284,884	\$179.55	New Mark Merrill Co.	TA Realty
1002-1014 Riley Street	Folsom	118,377	\$33,511,874	\$283.09	Nazareth Enterprises	Hill Companies, LLC
4810-2030 Elk Grove Boulevard	Elk Grove	78,635	\$28,848,406	\$366.86	Tennessee Consolidated Retirement System	Pannattoni Development Co, Inc
2030 Douglas Boulevard	Roseville/Rocklin	55,000	\$20,362,619	\$370.23	Phillips Edison & Co. Inc.	Mark & Marjorie Friedman Trust
51 Lincoln	Lincoln	220,795	\$18,646,185	\$84.45	SyWest Development	-

**Top Lease Transactions for 2017**

Property	Submarket	Square Feet	Date	Landlord	Tenant
3308-3350 Arden Way	Arden/Watt/Howe	43,000	August 2017	Cahill Contractors, Inc.	California Family Fitness
2310-2450 Watt Avenue	Arden/Watt/Howe	40,603	October 2017	JERO Holdings, LLC	Rebounderz
10333-10363 Fairway Drive	Roseville/Rocklin	37,000	June 2017	The Blackstone Group LP	-
2735 Marconi Avenue	Arden/Watt/Howe	35,515	December 2017	Donahue Schriber Commercial Real Estate	Sprouts
8501 Auburn Boulevard	Orangevale/Citrus Heights	34,300	December 2017	W.P. Carey, Inc.	Big Lots

**Top Under Construction**

Property	Address	Submarket	Square Feet	Owner	Delivery Date
Delta Shores	Interstate 5 & Beach Lake Road	South Sacramento	166,000	Merlone Geier Mgmt, Inc	February 2018
Downtown Commons	577 L Street	Dtown/Midtown/E Sac	87,640	Sacramento Kings LP	February 2018
Delta Shores(Regal Cinema)	Interstate 5 & Beach Lake Road	South Sacramento	58,200	Merlone Geier Mgmt, Inc	February 2018

**Market Forecast Trends**

**Market Snapshot**

	2015	2016	2017	Annual % Change
New Construction	739,610	481,319	1,032,922	114.60%
Under Construction	332,591	437,923	35,346	-91.93%
Vacancy Rate	7.70%	7.70%	6.50%	-15.58%
Average Asking Rents	\$15.96	\$16.56	\$15.72	-5.07%
Average Sales Price	\$2,101,315	\$2,139,180	\$2,404,572	12.41%
Cap Rate	6.42%	6.73%	6.26%	-6.98%
Net Absorption	1,394,797	463,683	2,145,933	N/A

**Offices**

Seattle  
206.296.9600

Bellevue  
425.454.7040

South Seattle  
206.248.7300

Tacoma  
253.722.1400

Olympia  
360.705.2800

Portland  
503.221.9900

San Francisco  
415.229.8888

Redwood Shores  
650.769.3600

Silicon Valley  
408.970.9400

Sacramento  
916.970.9700

Roseville  
916.751.3600

Los Angeles  
213.880.5250

El Segundo  
310.807.0880

Commerce  
323.727.1144

Long Beach  
562.472.0071

Orange County  
949.557.5000

Inland Empire  
909.764.6500

San Diego  
858.509.1200

Carlsbad  
760.430.1000

Reno  
775.301.1300

Phoenix  
602.513.5200

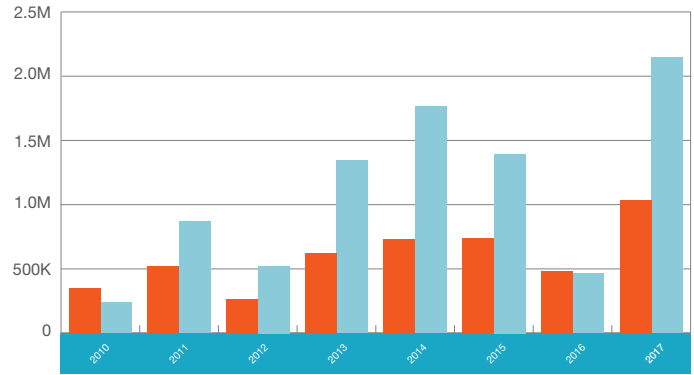
**Contact**

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Designated Broker  
Mark Read | LIC #00572743

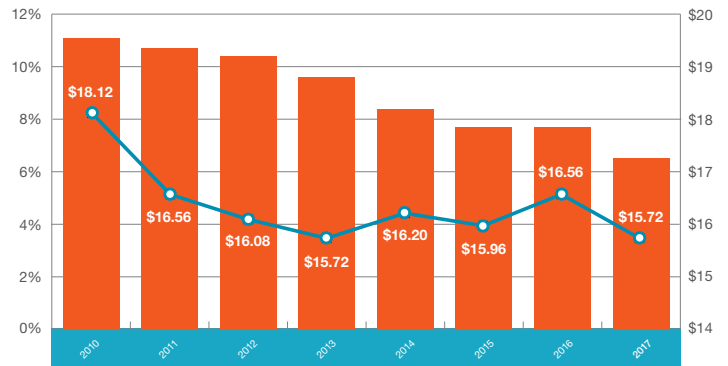
**NEW RETAIL CONSTRUCTION & NET ABSORPTION**

■ New Construction  
■ Absorption



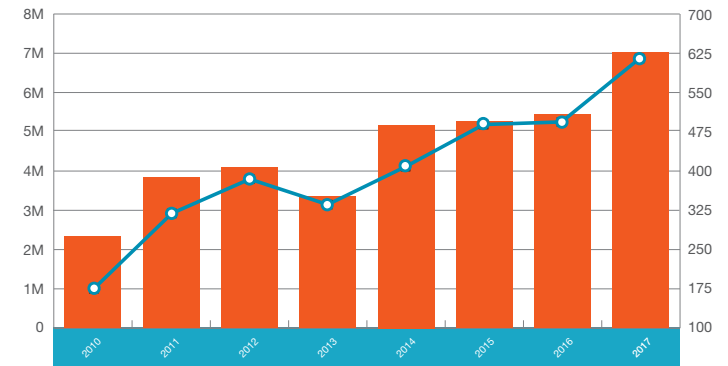
**AVERAGE ASKING RENT/SF & VACANCY RATE\***

■ Vacancy Rate  
● Asking Rent/SF



**SQUARE FEET SOLD & NUMBER OF SALE TRANSACTIONS**

■ SF Sold  
● # of Transactions



**AVERAGE SALES PRICE/SF & CAP RATES**

■ Average Sales Price/SF  
● Cap Rate

