

Real Estate Market Review

Sacramento Retail

Top Sale Transactions for 1Q 2018

Property	Submarket	Square Feet	Sale Price	Price/SF	Cap Rate	Buyer	Seller
Arden Watt Market Place	Arden/Watt/Howe	137,714	\$25,000,000	\$181.54	6.60%	TA Realty	CalFox, Inc.
Sprouts Farmer's Market	Folsom	39,400	\$9,250,000	\$234.77	5.44%	ValueRock Realty Partners	Oppidan Investment Company
Sunrise Pointe Shopping Center	Roseville/Rocklin	17,700	\$8,850,000	\$500.00	5.35%	Ann Moriarty	Patterson Properties
Little Sunshine	Roseville/Rocklin	10,001	\$8,000,000	\$799.92	5.75%	James O'Keefe	LS Granite Bay Development
9036 Calvine Rd.	South Sacramento	20,627	\$7,907,500	\$383.36	6.91%	Fleischli Family Trust	Shepherd Bypass Trust

Top Lease Transactions for 1Q 2018

Property	Submarket	Square Feet	Date	Landlord	Tenant
8501 Auburn Blvd.	Orangevale/Citrus Heights	50,000	January 2018	Red Mountain Retail Group, Inc.	Studio Movie Grill
8835-8893 Greenback Lane	Orangevale/Citrus Heights	18,270	January 2018	PWRP-Orangevale,LP	Grocery Outlet Bargain Outlet
6005-6011 Folsom Blvd.	East Sacramento	18,000	February 2018	Robert Erickson General Contracting	N/A
3365 Fitzgerald Rd.	Sunrise Ind.	9,600	January 2018	Robert & Gayle Nolasco	N/A
5511 Sunrise Blvd.	OrangeVale/Citrus Heights	8,570	February 2018	5511 Sunrise LLC	N/A

Top Under Construction

Property	Address	Submarket	Square Feet	Owner	Delivery Date
Downtown Commons + Golden 1 Center	577 L. Street	Downtown	87,640	Sacramento Kings LP	July 2018
Rocklin Crossing	5446 Crossings Dr.	Auburn/Loomis	21,000	Donahue Schriber Inc.	December 2018
8851 Calvine Rd.	8851 Calvine Rd.	South Sacramento	12,000	Chocker Family Trust	January 2018
Fair Oaks Promenade	5442 Hazel Ave.	Orangevale/Citrus Heights	11,000	Hudson Development Co.	June 2018

Market Forecast Trends

↓ VACANCY	↓ UNEMPLOYMENT
↑ RENTAL RATE	↑ NEW CONSTRUCTION

Market Snapshot

	1Q 2018	4Q 2017	1Q 2017	Annual % Change
New Construction	266,330	274,461	57,837	360.48%
Under Construction	153,385	402,688	1,323,407	-88.41%
Vacancy Rate	6.70%	6.50%	7.20%	-6.94%
Average Asking Rents	\$15.84	\$15.72	\$15.72	0.76%
Average Sales Price	\$159.90	\$206.78	\$188.54	-15.19%
Cap Rate	6.45%	6.21%	6.57%	-1.83%
Net Absorption	94,380	646,250	547,590	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

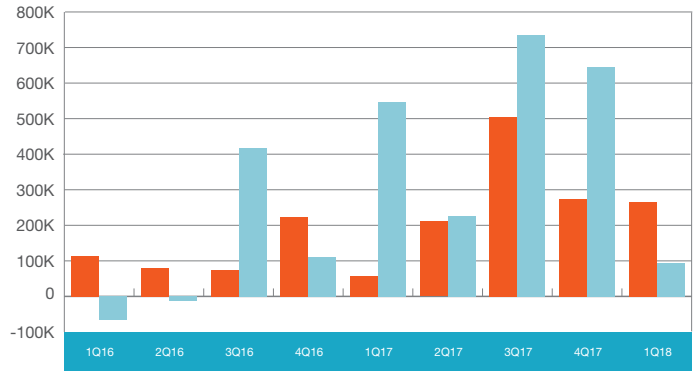
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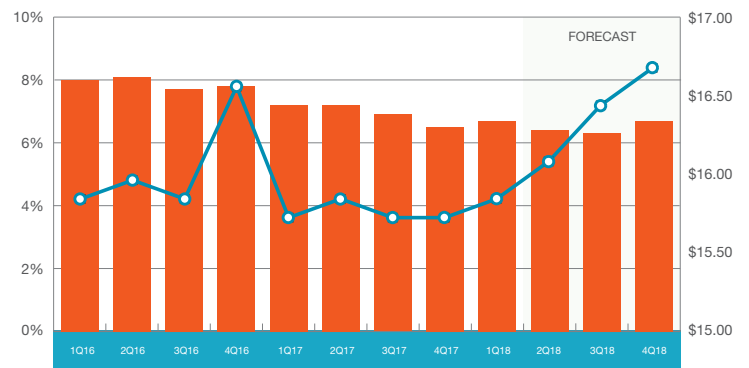
NEW RETAIL CONSTRUCTION & NET ABSORPTION

■ New Construction
■ Absorption



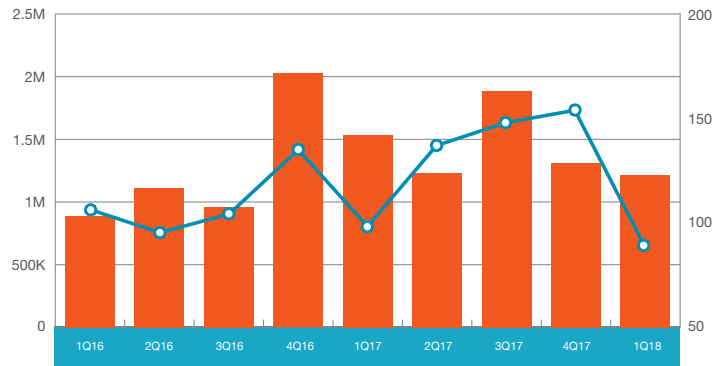
AVERAGE ASKING RENT/SF & VACANCY RATE*

■ Vacancy Rate
○ Asking Rent/SF



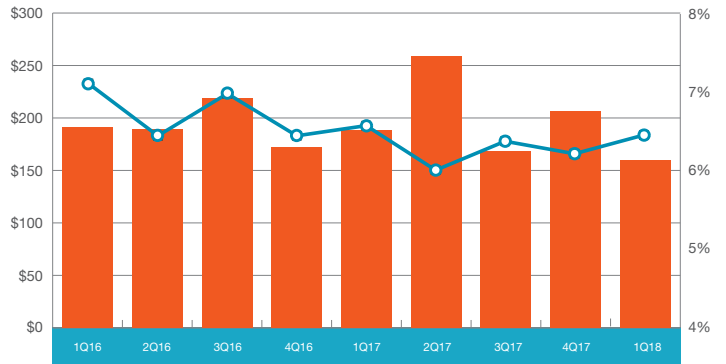
SQUARE FEET SOLD & NUMBER OF SALE TRANSACTIONS

■ SF Sold
○ # of Transactions



AVERAGE SALES PRICE/SF & CAP RATES

■ Average Sales Price/SF
○ Cap Rate



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