

Real Estate Market Review

Sacramento Retail

Top Sale Transactions for 3Q18

Property	Submarket	Square Feet	Sale Price	Price/SF	Buyer	Seller
Watt North Highlands	Rio Linda / N Highlands	3,611	\$10,840,909	\$3,002.19	Chouhan Group, LLC	Singh Joga
Raley's - Roseville Center	Roseville / Rocklin	66,890	\$9,900,000	\$148.00	Myron Zimmerman Investments	Alioto Fish Company, Ltd
6700 Mack Road	S Sacramento	100,000	\$7,000,000	\$70.00	Kaiser Foundation Hospitals	Nishikawa Farms, Inc
5801 Folsom Boulevard	Downtown / Midtown / E Sac	6,763	\$4,850,000	\$717.14	Craig P & P CE Filice	Evergreen Fb, LLC
2301 Arden Way	Arden / Watt / Howe	22,000	\$3,800,000	\$172.73	Von Housen Motors	Paul & Putu Blanco

Top Lease Transactions for 3Q18

Property	Submarket	Square Feet	Date	Landlord	Tenant
4804-4868 San Juan Avenue	Carmichael	18,400	August 2018	Kimco Realty Corp.	Planet Fitness
2703-2717 El Camino Avenue	Arden / Watt / Howe	13,500	August 2018	Sam Gordon Family, LP	Undisclosed
350 Palladio Parkway	Folsom	11,449	July 2018	Elliot Homes, Inc.	Forever 21
2703-2717 El Camino Avenue	Arden / Watt / Howe	10,000	August 2018	Sam Gordon Family, LP	Undisclosed
NWC Sutterville Road & Crocker Drive	S Sacramento	10,000	July 2018	-	Pet Extreme

Top Under Construction

Property	Address	Submarket	Square Feet	Owner	Delivery Date
Costco	Elk Grove Boulevard	Elk Grove	150,000	Pappas Investments	September 2018
VillaSport Athletic Club & Spa	291 Conference Center Drive	Roseville / Rocklin	130,000	City of Roseville	March 2019
DT Commons + Golden 1 Center	577 L Street	Downtown / Midtown / E Sac	87,640	Sacramento Kings LP	October 2018
Safeway	NWC Sutterville Road & Croc Drive	S Sacramento	73,700	Pdc Construction Co Inc	December 2018
BMW Expansion	2020 Fulton Avenue	Arden / Watt / Howe	16,778	The Niello Company	November 2018

Market Forecast Trends

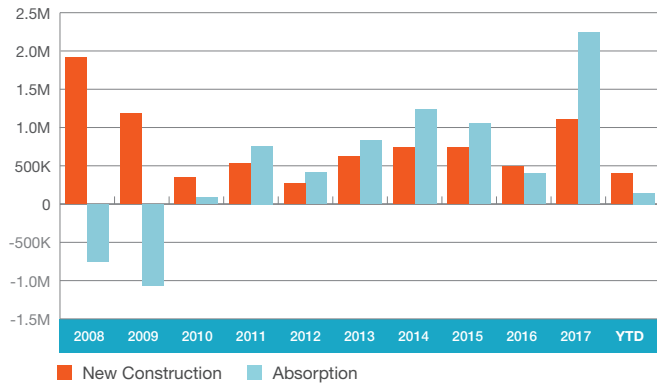


YEAR-TO-YEAR BASIS

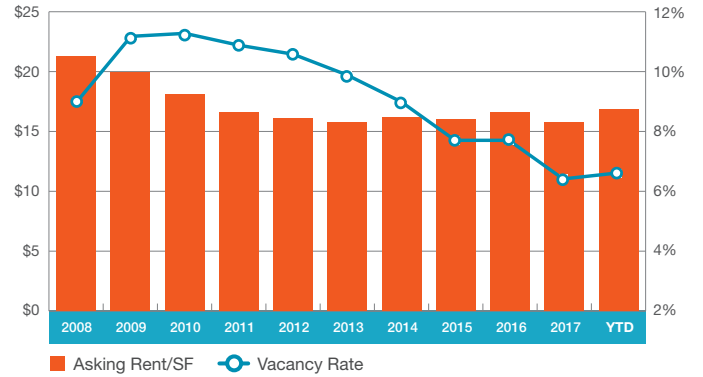
Market Snapshot

	3Q 2018	2Q 2018	3Q 2017	Annual % Change
New Construction	54,218	44,720	569,626	-90.48%
Under Construction	586,091	507,246	682,149	-14.08%
Vacancy Rate	6.6%	6.5%	6.8%	-2.94%
Average Asking Rents (NNN)	\$16.80	\$16.44	\$15.72	6.87%
Average Sales Price (SF)	\$179.86	\$221.00	\$153.19	17.41%
Cap Rate	5.76%	5.90%	6.24%	-7.69%
Net Absorption	(14,688)	126,678	837,364	N/A

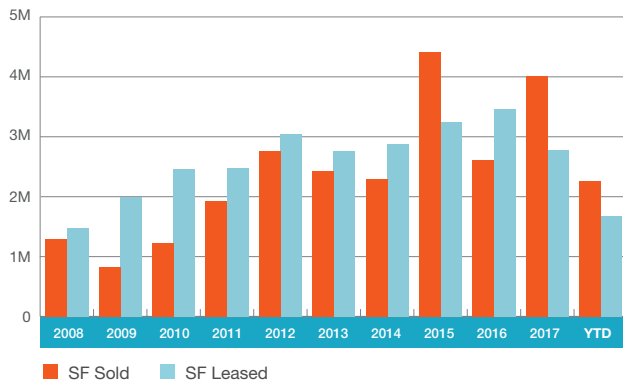
NEW RETAIL CONSTRUCTION & ABSORPTION



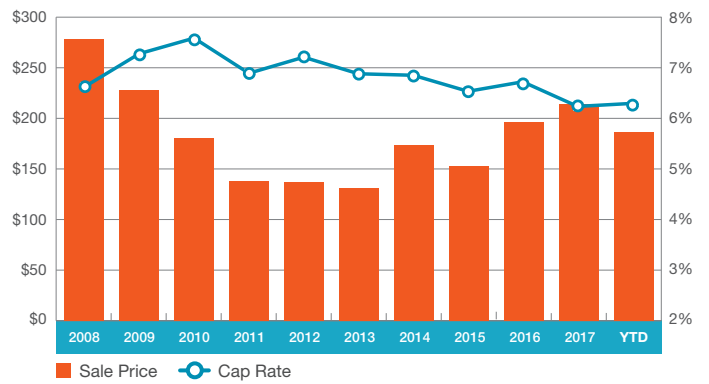
AVERAGE ASKING RENT/SF & VACANCY RATE



SALE & LEASE VOLUME



AVERAGE SALES PRICE/SF & CAP RATES



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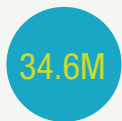


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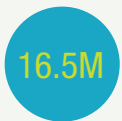
COMMERCIAL BROKERAGE



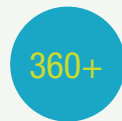
ANNUAL TRANSACTION VOLUME



ANNUAL LEASING SF



ANNUAL SALES SF



BROKERS

PROPERTY MANAGEMENT



MANAGEMENT PORTFOLIO

VALUATION ADVISORY



ASSIGNMENTS ANNUALLY



TOTAL # APPRAISERS/MAI'S