

**Real Estate Market Review**

# Sacramento Retail

**Top Sale Transactions for 2018**

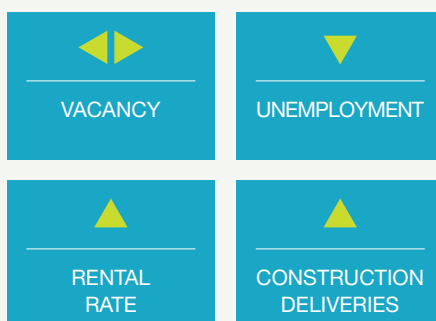
Property	Submarket	Square Feet	Sale Price	Price/SF	Buyer	Seller
Arden Watt Market Place	Arden/Watt/Howe	137,714	\$25,000,000	\$181.54	TA Realty	CalFox, Inc.
Walgreens - Westlake Village	Natomas	14,820	\$11,300,000	\$762.48	Shepherd Bypass Trust	Donahue Schriber CRE
Walgreens - Marketplace at Birdcage	Orangevale/Citrus	14,820	\$10,950,000	\$738.87	FADCO Enterprises	United American Properties
Raley's - Roseville Center	Roseville/Rocklin	66,890	\$9,900,000	\$148.00	Myron Zimmerman Invts	Alioto Fish Company, Ltd
Sprout's Farmer's Market - Bidwell Center	Folsom	39,400	\$9,250,000	\$234.77	ValueRock Realty Partners	Oppidan Investment Company

**Top Lease Transactions for 2018**

Property	Submarket	Square Feet	Date	Landlord	Tenant
Interstate 5 & Beach Lake Road, Suite 6	South Sacramento	74,445	October 2018	Merlone Geier Mgmt, Inc.	Floor & Décor
8501 Auburn Boulevard	Orangevale/Citrus Heights	50,000	January 2018	Red Mountain Retail Group, Inc.	Studio Movie Grill
1700 Arden Way	Arden/Watt/Howe	40,407	May 2018	Ethan Conrad Properties	Urban Air Adventure Park
6071 Florin Road, Suite A	South Sacramento	40,000	June 2018	Robhana Group	AutoZone Mega Hub
4422 Florin Road, Suite D	South Sacramento	38,002	November 2018	Petrovich Development Co.	UEI College

**Top Under Construction**

Property	Address	Submarket	Square Feet	Owner	Delivery Date
Majors 2, 4, 6	Interstate 5 & Beach Lake Road	South Sacramento	160,583	Merlone Geier Mgmt, Inc.	October 2019
VillaSport Athletic Club & Spa	291 Conference Center Drive	Roseville/Rocklin	130,000	SyWest Development	March 2019
Crocker Village Shopping Center	NWC Sutterville Road & Crocker Drive	South Sacramento	76,000	Petrovich Development Co.	January 2019
Shop 1	NWC Sutterville Road & Crocker Drive	South Sacramento	13,257	Petrovich Development Co.	December 2018
Shop 3	NWC Sutterville Road & Crocker Drive	South Sacramento	12,888	Petrovich Development Co.	December 2018

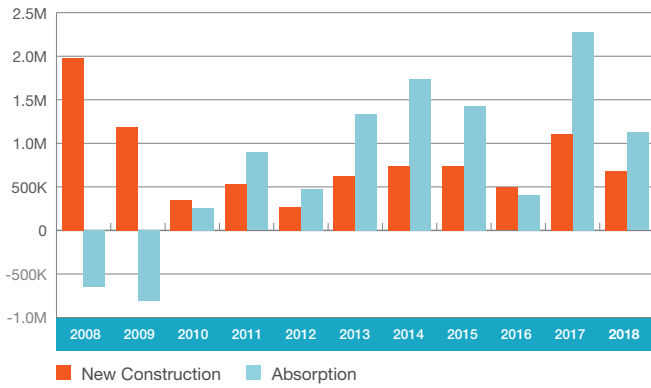
**Market Forecast Trends**


YEAR-TO-YEAR BASIS

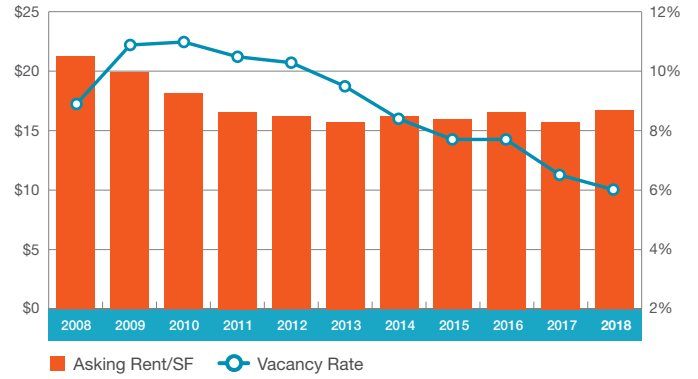
**Market Snapshot**

	2018	2017	2016	Annual % Change
New Construction	678,287	1,112,118	492,831	-39.01%
Under Construction	509,458	602,678	599,143	-15.47%
Vacancy Rate	6.0%	6.5%	7.7%	-7.69%
Average Asking Rents (NNN)	\$16.68	\$15.72	\$16.56	6.11%
Average Sales Price (SF)	\$191.08	\$211.67	\$196.90	-9.73%
Cap Rate	6.23%	6.24%	6.73%	-0.16%
Net Absorption	1,124,862	2,281,401	404,673	N/A

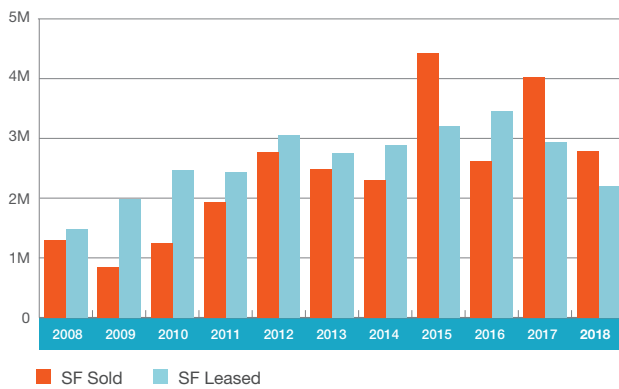
## NEW RETAIL CONSTRUCTION & ABSORPTION



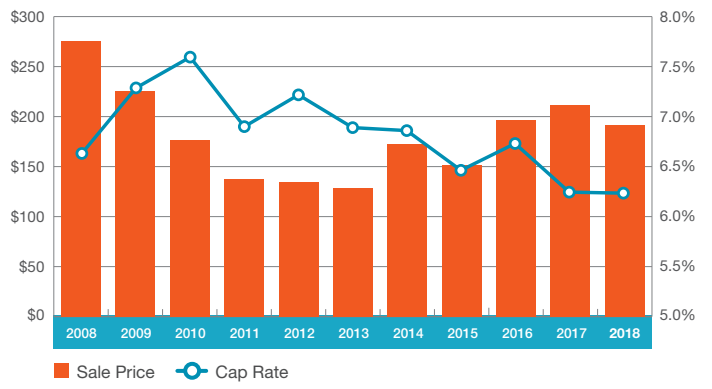
## AVERAGE ASKING RENT/SF & VACANCY RATE



## SALE & LEASE VOLUME



## AVERAGE SALES PRICE/SF & CAP RATES

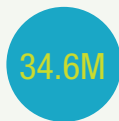


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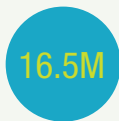
### COMMERCIAL BROKERAGE



ANNUAL TRANSACTION VOLUME



ANNUAL LEASING SF



ANNUAL SALES SF



# BROKERS

### PROPERTY MANAGEMENT

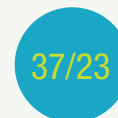


MANAGEMENT PORTFOLIO

### VALUATION ADVISORY



ASSIGNMENTS ANNUALLY



TOTAL # APPRAISERS/MAI'S

### Contact

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