

MARKET STATISTICS

SUBMARKET	INVENTORY (SF)	SUBLET VACANT (SF)	DIRECT VACANT (SF)	OVERALL VACANCY RATE	CURRENT QTR OVERALL NET ABSORPTION (SF)	YTD OVERALL NET ABSORPTION (SF)	YTD Leasing Activity (SF)**	UNDER CNSTR (SF)	OVERALL AVERAGE ASKING RENT (ALL CLASSES)*	OVERALL AVERAGE ASKING RENT (CLASS A)*
Downtown Sacramento	20,335,008	4,685	1,120,213	5.5%	44,212	44,212	111,175	1,670,000	\$2.72	\$3.40
Campus Commons	1,575,280	16,384	232,366	15.8%	19,894	19,894	26,894	0	\$2.18	\$2.65
Carmichael / Fair Oaks	983,465	21,486	174,047	19.9%	-4,309	-4,309	13,051	0	\$1.25	N/A
Citrus Heights / Orangeville	1,483,285	0	132,746	8.9%	4,963	4,963	22,369	0	\$1.51	N/A
Auburn / Lincoln	1,398,514	0	79,143	5.7%	-26,503	-26,503	7,940	0	\$1.59	N/A
Davis/Woodland	2,145,766	7,989	95,705	4.8%	-17,192	-17,192	7,330	64,400	\$1.95	\$3.00
East Sacramento	2,486,959	0	4,967	0.2%	7,046	7,046	8,979	0	\$2.59	N/A
El Dorado Hills	1,726,744	0	186,266	10.8%	68,619	68,619	68,619	0	\$1.78	\$1.78
Elk Grove	1,806,813	5,107	63,001	3.8%	16,926	16,926	22,483	0	\$2.20	\$2.59
Folsom	4,773,170	6,146	174,589	3.8%	-1,015	-1,015	38,978	0	\$2.02	\$2.36
Highway 50 / Rancho Cordova	17,500,312	91,069	1,542,150	9.3%	-68,782	-68,782	130,256	0	\$1.68	\$0.17
Howe Ave / Fulton Ave	4,726,345	8,935	670,857	14.4%	38,605	38,605	62,511	0	\$1.55	\$1.98
Midtown	3,737,402	0	278,068	7.4%	19,969	19,969	31,975	0	\$2.26	\$3.05
North Natomas	2,802,655	2,281	302,425	10.9%	13,906	13,906	56,139	531,800	\$1.56	\$2.17
Point West	2,711,987	40,111	243,238	10.4%	50,494	50,494	69,343	14,000	\$2.03	\$2.13
Roseville / Rocklin	11,203,410	24,179	917,954	8.4%	76,940	76,940	205,912	0	\$1.78	\$2.10
South Natomas	3,683,754	5,100	304,724	8.4%	-14,585	-14,585	44,573	90,000	\$2.26	\$2.28
South Sacramento	3,183,200	0	188,384	5.9%	21,380	21,380	35,231	0	\$1.54	N/A
West Sacramento	2,074,728	0	112,242	5.4%	53,664	53,664	67,756	0	\$1.75	N/A
Market Totals	90,338,797	233,472	6,823,085	7.8%	304,232	304,232	1,031,514	2,370,200	\$1.92	\$2.05

*Rental rates reflect full service asking. Not reflective of U.S. Market Statistics

KEY LEASE TRANSACTIONS Q1 2020

PROPERTY	SUBMARKET	TENANT	RSF	TYPE
10850 White Rock Rd, Rancho Cordova	Highway 50	UC Davis Health	194,150	New Lease
10888 White Rock Rd, Rancho Cordova	Highway 50	UC Davis Health	68,000	New Lease
11919 Foundation Pl, Rancho Cordova	Highway 50	eHealth, Inc	63,202	Renewal

*Renewals not included in leasing statistics

KEY SALES TRANSACTIONS Q1 2020

PROPERTY	SUBMARKET	SELLER / BUYER	SF	PRICE/\$ PSF
980 9 th St, Sacramento	Downtown	Hines / Prime US REIT	489,171	\$165.5M/\$343
8050 Foothills Blvd, Roseville	Roseville/Rocklin	Stonemont Financial Group / Dimah Capital Investment Group	241,455	\$62.0M/\$257
1750 Howe Ave, Sacramento	Howe/Fullton.Watt	Colony Capital, Inc / Ethan Conrad Properties	189,427	\$16.1M/\$85

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