Retail Market Report

April 2022

Placer County   CA
## Key Metrics

### Availability

<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vacant SF</td>
<td>914K</td>
</tr>
<tr>
<td>Sublet SF</td>
<td>40.9K</td>
</tr>
<tr>
<td>Availability Rate</td>
<td>5.1%</td>
</tr>
<tr>
<td>Available SF</td>
<td>1.2M</td>
</tr>
<tr>
<td>Available Asking Rent/SF</td>
<td>$19.20</td>
</tr>
<tr>
<td>Occupancy Rate</td>
<td>96.0%</td>
</tr>
<tr>
<td>Percent Leased Rate</td>
<td>96.7%</td>
</tr>
</tbody>
</table>

### Inventory

<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Existing Buildings</td>
<td>1,730</td>
</tr>
<tr>
<td>Under Construction Avg SF</td>
<td>33K</td>
</tr>
<tr>
<td>12 Mo Demolished SF</td>
<td>8.5K</td>
</tr>
<tr>
<td>12 Mo Occupancy % at Delivery</td>
<td>53.5%</td>
</tr>
<tr>
<td>12 Mo Construction Starts SF</td>
<td>130K</td>
</tr>
<tr>
<td>12 Mo Delivered SF</td>
<td>76.5K</td>
</tr>
<tr>
<td>12 Mo Avg Delivered SF</td>
<td>5.2K</td>
</tr>
</tbody>
</table>

### Sales Past Year

<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Asking Price Per SF</td>
<td>$449</td>
</tr>
<tr>
<td>Sale to Asking Price Differential</td>
<td>-3.4%</td>
</tr>
<tr>
<td>Sales Volume</td>
<td>$240M</td>
</tr>
<tr>
<td>Properties Sold</td>
<td>160</td>
</tr>
<tr>
<td>Months to Sale</td>
<td>6.7</td>
</tr>
<tr>
<td>For Sale Listings</td>
<td>27</td>
</tr>
<tr>
<td>Total For Sale SF</td>
<td>342K</td>
</tr>
</tbody>
</table>

### Demand

<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>12 Mo Net Absorp % of Inventory</td>
<td>1.2%</td>
</tr>
<tr>
<td>12 Mo Leased SF</td>
<td>450K</td>
</tr>
<tr>
<td>Months on Market</td>
<td>21.8</td>
</tr>
<tr>
<td>Months to Lease</td>
<td>14.5</td>
</tr>
<tr>
<td>Months Vacant</td>
<td>14.6</td>
</tr>
<tr>
<td>24 Mo Lease Renewal Rate</td>
<td>87.2%</td>
</tr>
<tr>
<td>Population Growth 5 Yrs</td>
<td>6.2%</td>
</tr>
</tbody>
</table>
### Key Performance Indicators

**Vacancy**
- 1 Year Ago: 4.08%
- Current: 4.02%
- Typical Range: 3.99% - 4.97%
- Extreme Range: 3.99% - 7.90%
- 10 Years Average (2012 - 2022): 4.07%

**12 Month Net Absorption SF**
- 1 Year Ago: (107,878)
- Current: 97,340
- Typical Range: 24,046 - 212,678
- Extreme Range: 285,367 - 767,306
- 10 Years Average (2012 - 2022): 479,670

**12 Mo Net Delivered SF**
- 1 Year Ago: (16,509)
- Current: 67,993
- Typical Range: 24,046 - 212,678
- Extreme Range: 150,764 - 414,069
- 10 Years Average (2012 - 2022): 277,734

**Annual Rent Growth**
- 1 Year Ago: -2.4%
- Current: 0.5%
- Typical Range: 2.3% - 4.2%
- Extreme Range: 5.4%

**Market Rent Per SF**
- 1 Year Ago: $19.14
- Current: $19.71
- Typical Range: $19.14 - $21.56
- Extreme Range: $23.41
- 10 Years Average (2012 - 2022): $24.15

**Market Sale Price Per SF**
- 1 Year Ago: $162
- Current: $180
- Typical Range: $162 - $211
- Extreme Range: $241
- 10 Years Average (2012 - 2022): $252

**Market Cap Rate**
- 1 Year Ago: 6.1%
- Current: 6.26%
- Typical Range: 6.14% - 6.64%
- Extreme Range: 6.64% - 7.03%
- 10 Years Average (2012 - 2022): 6.26%

**12 Month Sales Volume**
- 1 Year Ago: $128M
- Current: $161M
- Typical Range: $116M - $205M
- Extreme Range: $236M - $237M
- 10 Years Average (2012 - 2022): $161M

© 2022 CoStar Realty Information Inc.
Search Analytics

Market Rent Per SF

Market Rent Growth (YOY)

Market Rent & Asking Rent Per SF

Asking Rent Per SF

© 2022 CoStar Realty Information Inc.
Deliveries

Demolitions

Sales Volume & Market Sale Price Per SF

Sales Volume
Market Cap Rate

Market Cap Rate Distribution

Market Cap Rate By Location Type

Market Cap Rate By Star Rating

Forecast
Sales By Seller Type

- 10% Institutional
- 10% User
- 6% Private Equity
- 74% Private

Sales Volume Percent

Sales Volume By Buyer Type

Net Buying & Selling By Owner Type

© 2022 CoStar Realty Information Inc.
Average Cap Rate By Buyer Origin

- Local
- National
Report Criteria

- 1,861 Properties / 461 Spaces
- County: Placer County, CA
- Property Type: Retail