



# Retail Market Report

April 2022

## Placer County CA

# Search Analytics

INVENTORY SF

**22.7M** +0.3%

Prior Period 22.7M

UNDER CONSTRUCTION SF

**132K** +68.1%

Prior Period 78.5K

12 MO NET ABSORPTION SF

**280K** +923.9%

Prior Period 27.3K

VACANCY RATE

**4.0%** -1.0%

Prior Period 5.0%

MARKET RENT/SF

**\$24.79** +3.8%

Prior Period \$23.87

MARKET SALE PRICE/SF

**\$258** +3.8%

Prior Period \$249

MARKET CAP RATE

**6.2%** +0%

Prior Period 6.2%

## Key Metrics

Availability	
Vacant SF	914K ↓
Sublet SF	40.9K ↑
Availability Rate	5.1% ↓
Available SF	1.2M ↓
Available Asking Rent/SF	\$19.20 ↑
Occupancy Rate	96.0% ↑
Percent Leased Rate	96.7% ↑

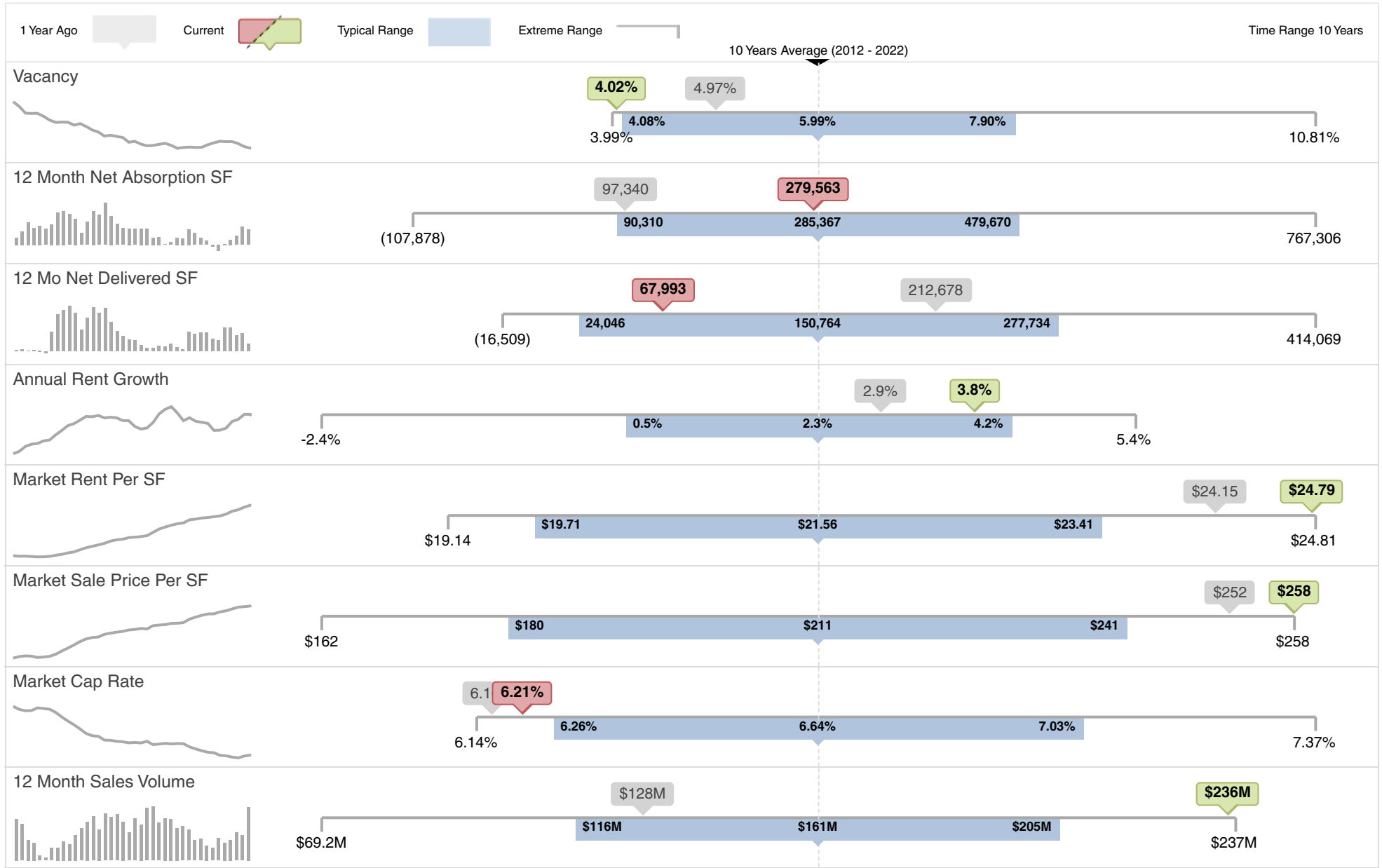
Inventory	
Existing Buildings	1,730 ↑
Under Construction Avg SF	33K ↑
12 Mo Demolished SF	8.5K ↓
12 Mo Occupancy % at Delivery	53.5% ↓
12 Mo Construction Starts SF	130K ↑
12 Mo Delivered SF	76.5K ↓
12 Mo Avg Delivered SF	5.2K ↓

Sales Past Year	
Asking Price Per SF	\$449 ↑
Sale to Asking Price Differential	-3.4% ↑
Sales Volume	\$240M ↑
Properties Sold	160 ↑
Months to Sale	6.7 ↓
For Sale Listings	27 ↓
Total For Sale SF	342K ↑

Demand	
12 Mo Net Absorp % of Inventory	1.2% ↑
12 Mo Leased SF	450K ↑
Months on Market	21.8 ↑
Months to Lease	14.5 ↑
Months Vacant	14.6 ↑
24 Mo Lease Renewal Rate	87.2%
Population Growth 5 Yrs	6.2%

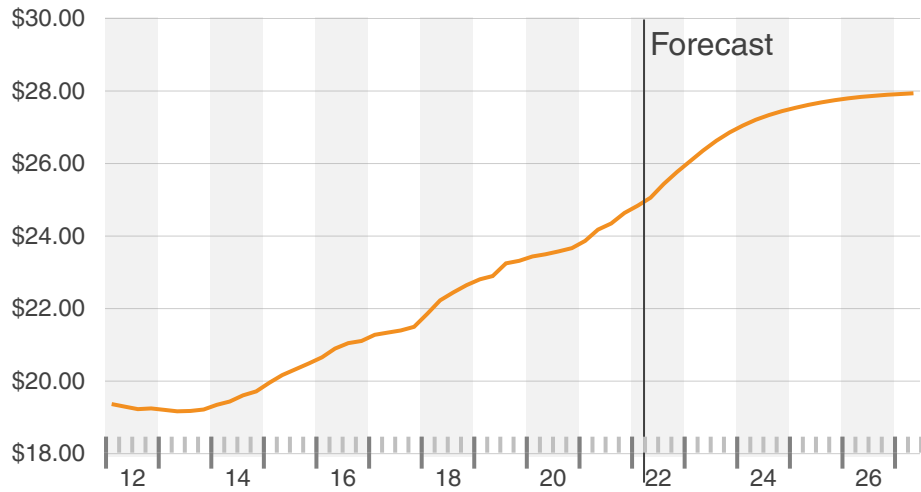
# Search Analytics

## Key Performance Indicators

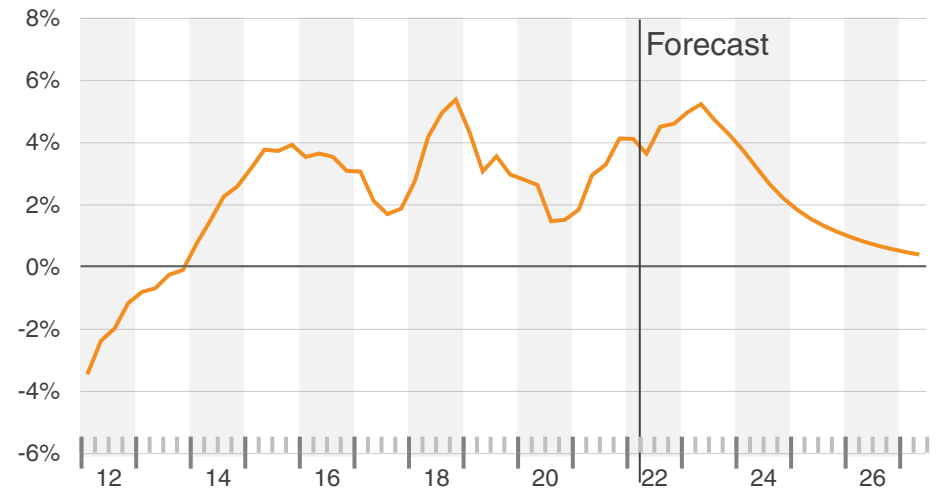


# Search Analytics

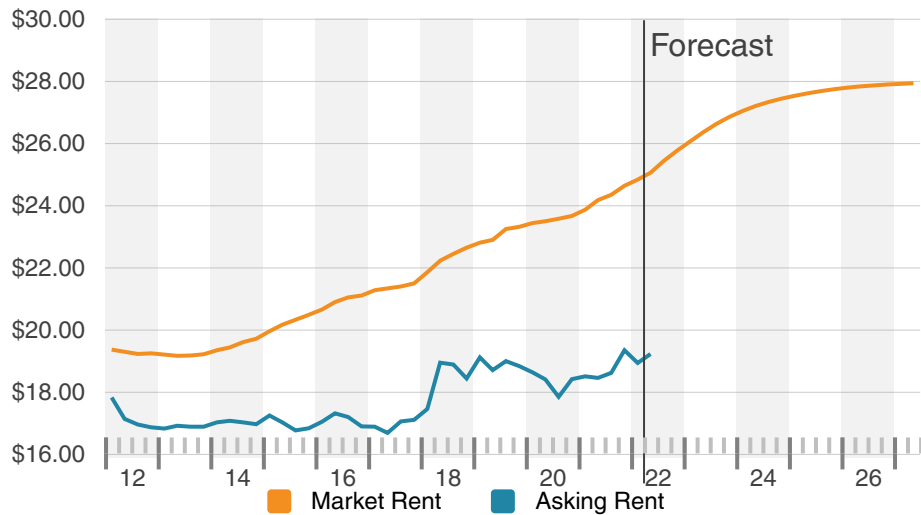
## Market Rent Per SF



## Market Rent Growth (YOY)



## Market Rent & Asking Rent Per SF

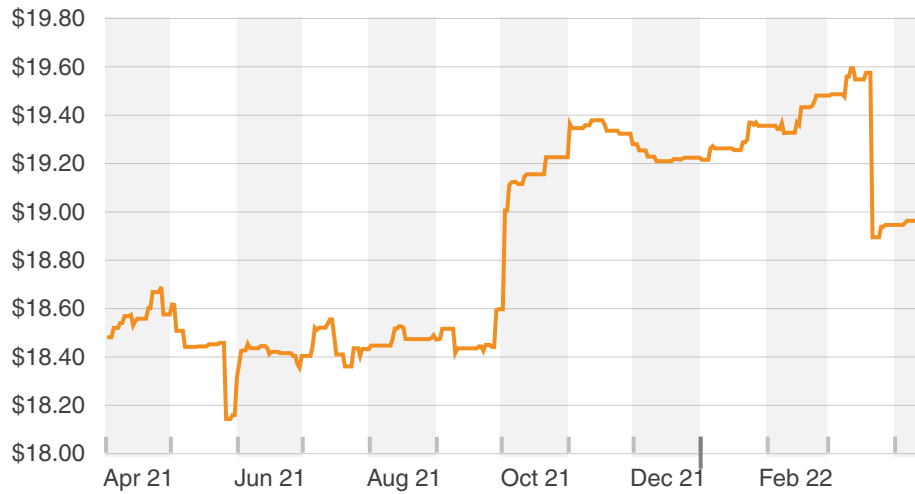


## Asking Rent Per SF

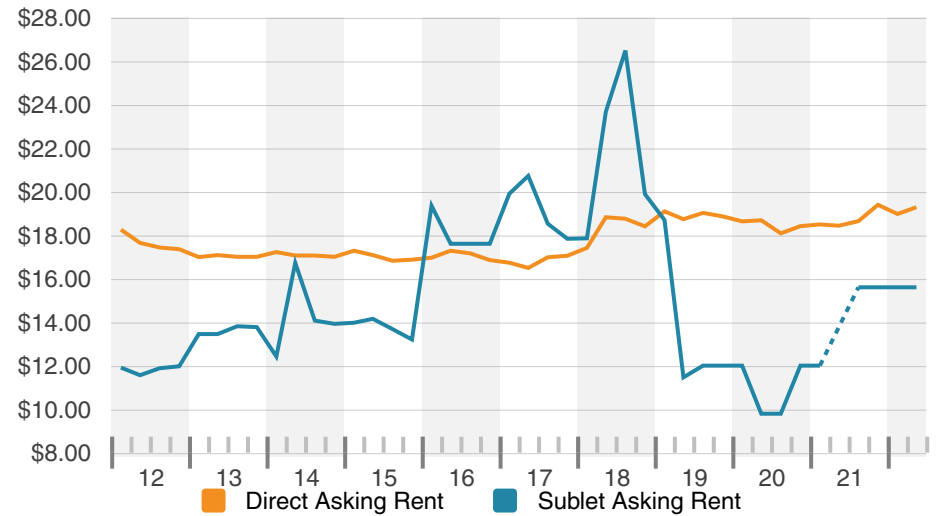


# Search Analytics

## Daily Asking Rent Per SF



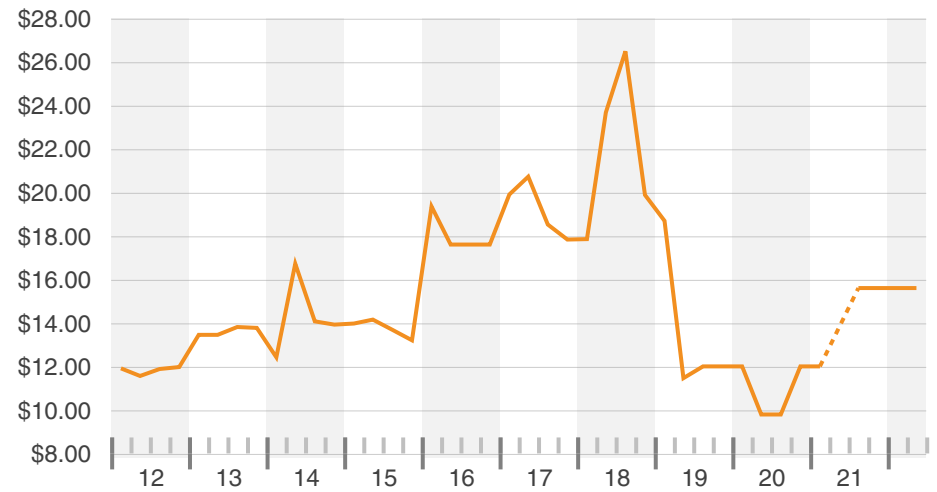
## Direct & Sublet Rent Per SF



## Direct Rent Per SF

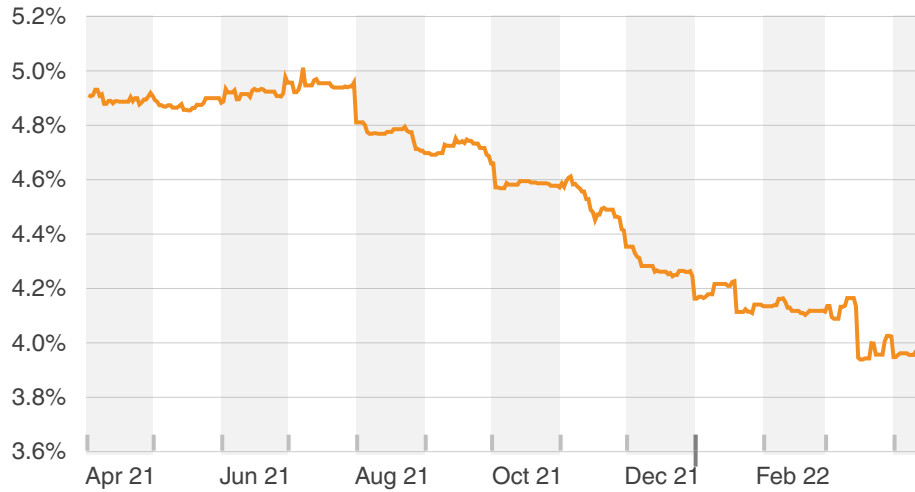


## Sublet Rent Per SF

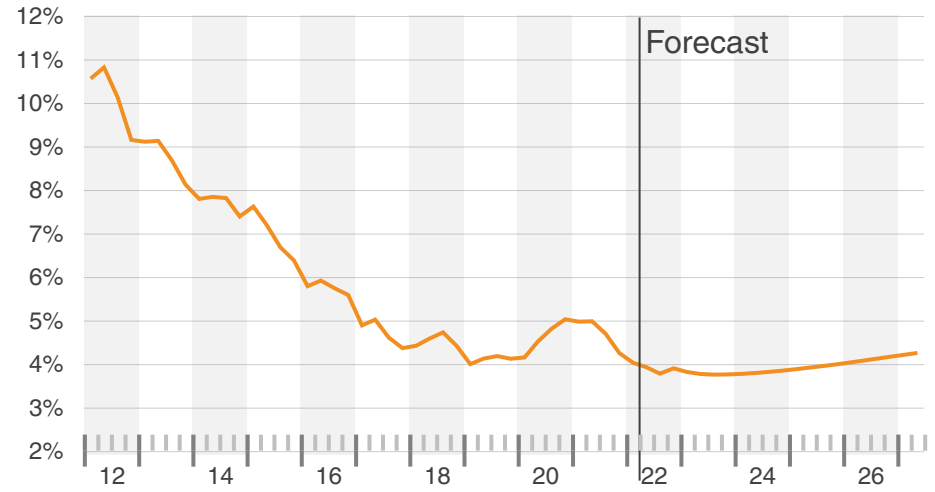


# Search Analytics

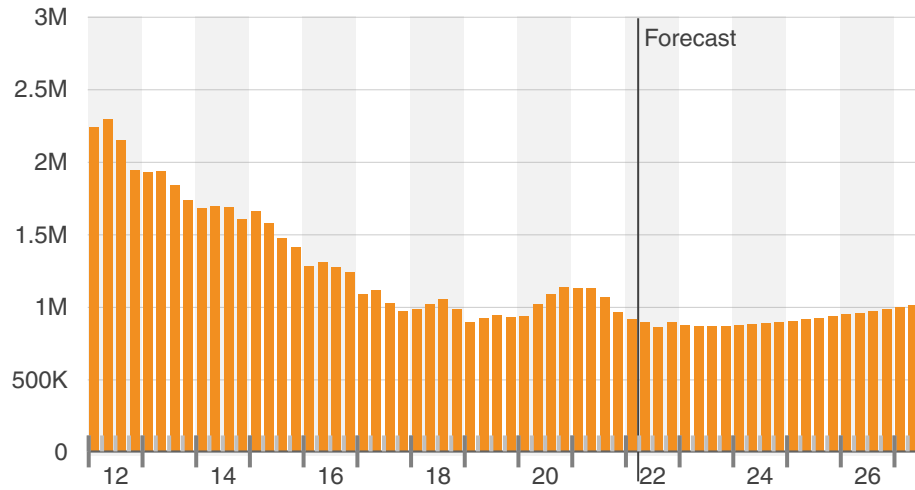
## Daily Vacancy Rate



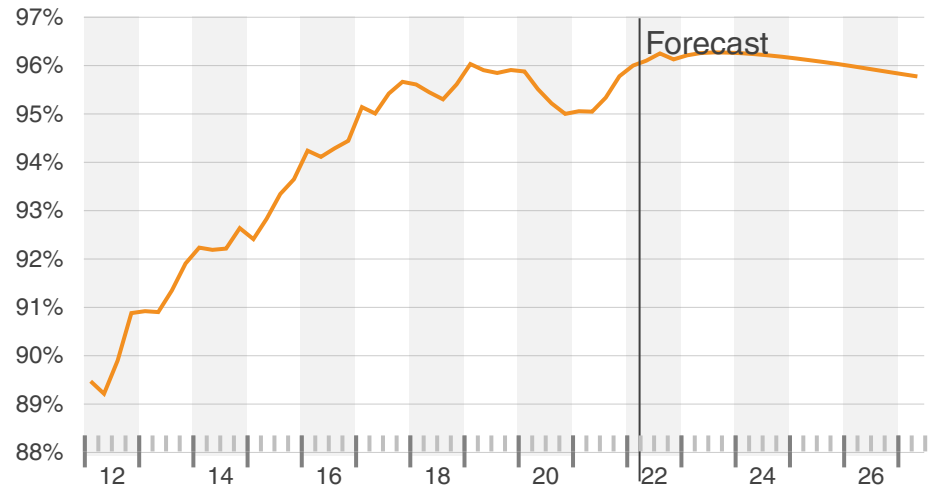
## Vacancy Rate



## Vacant SF

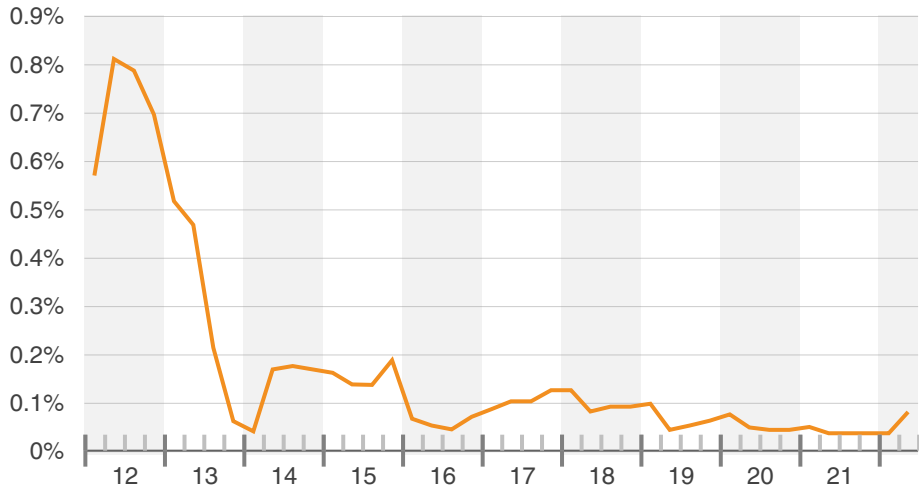


## Occupancy Rate

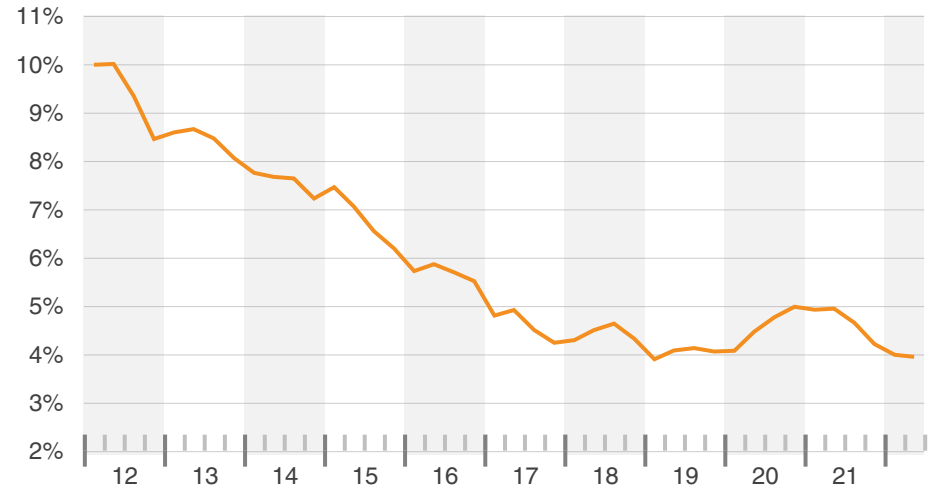


# Search Analytics

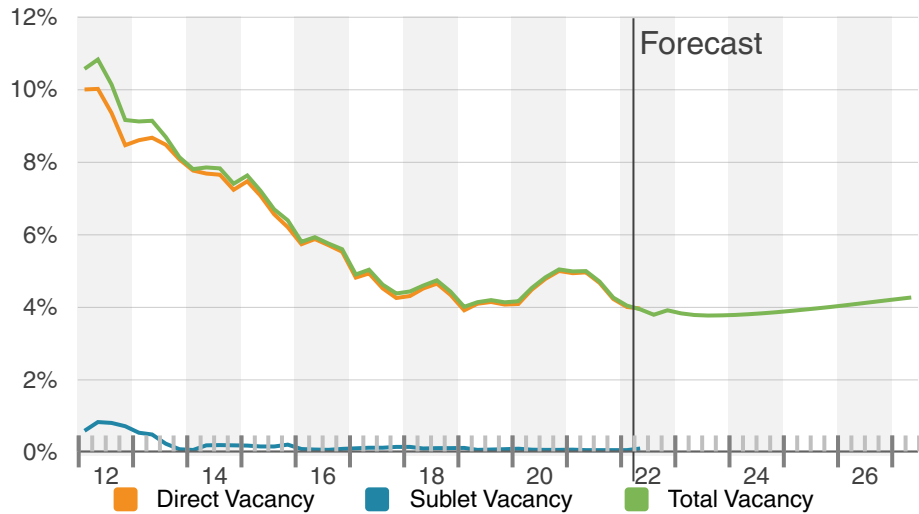
## Sublet Vacancy Rate



## Direct Vacancy Rate



## Direct, Sublet & Total Vacancy Rate



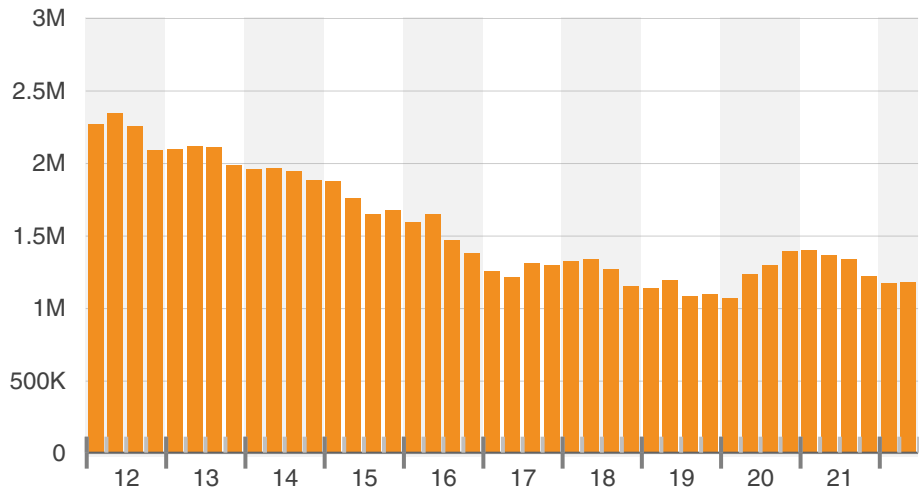
## Availability Rate



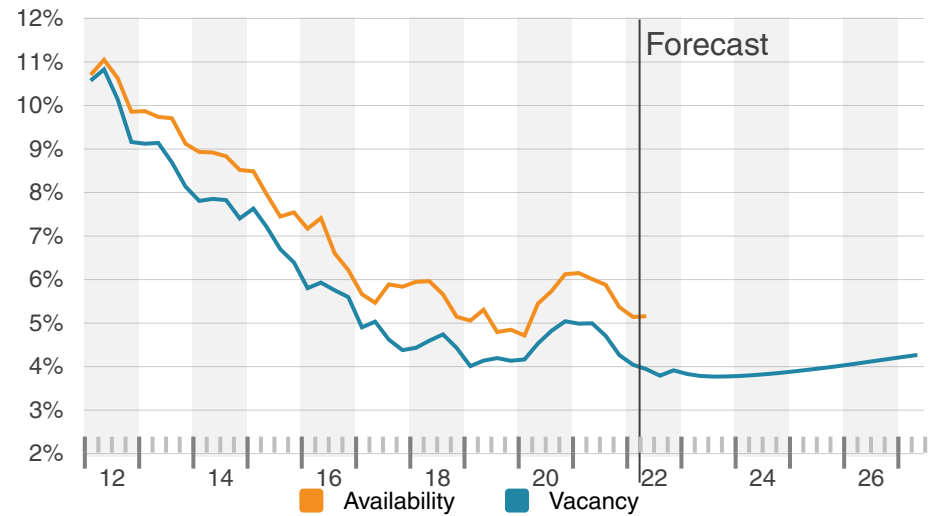


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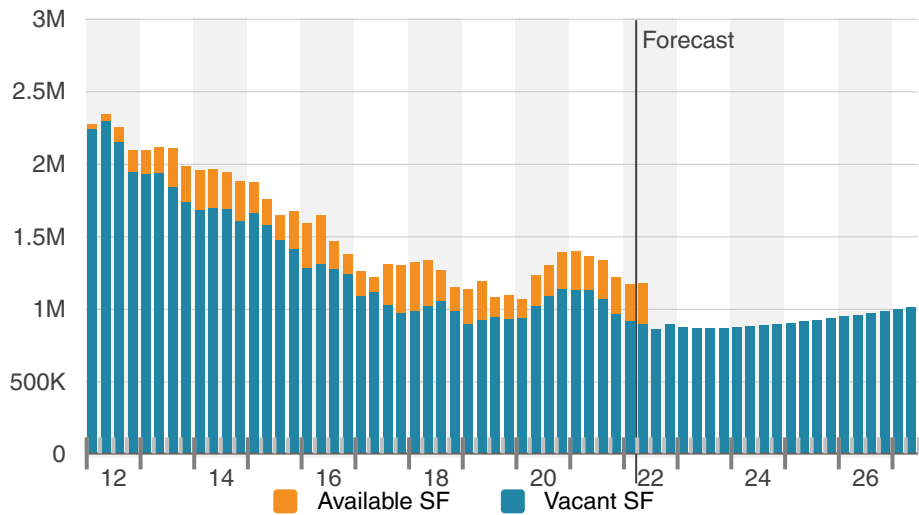
## Available SF



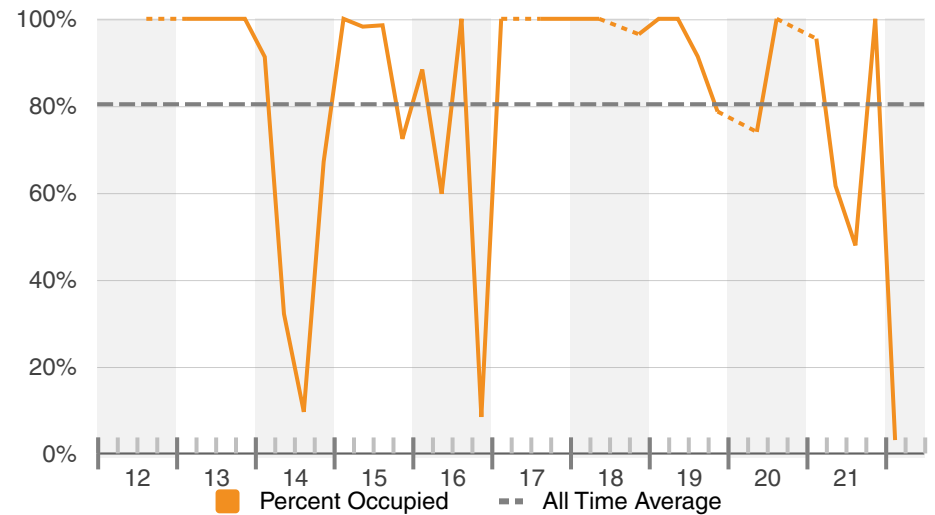
## Availability & Vacancy Rate



## Available & Vacant SF



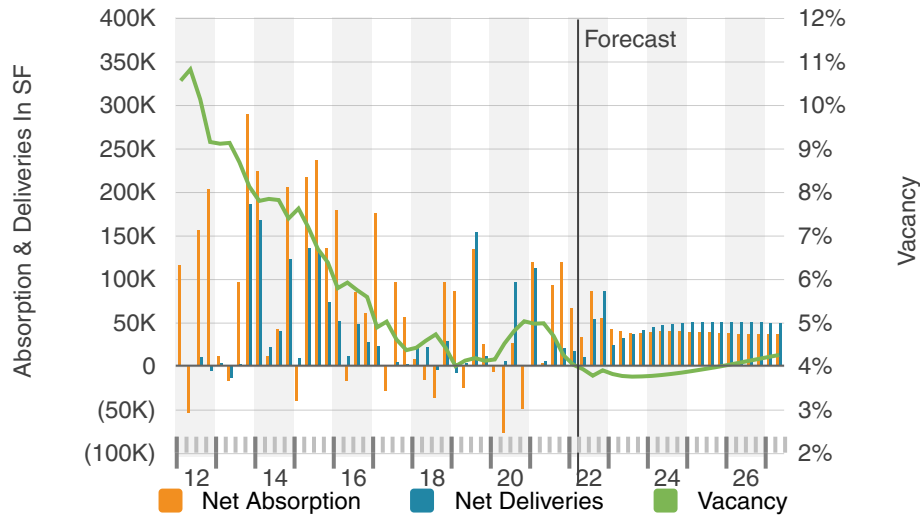
## Occupancy At Delivery



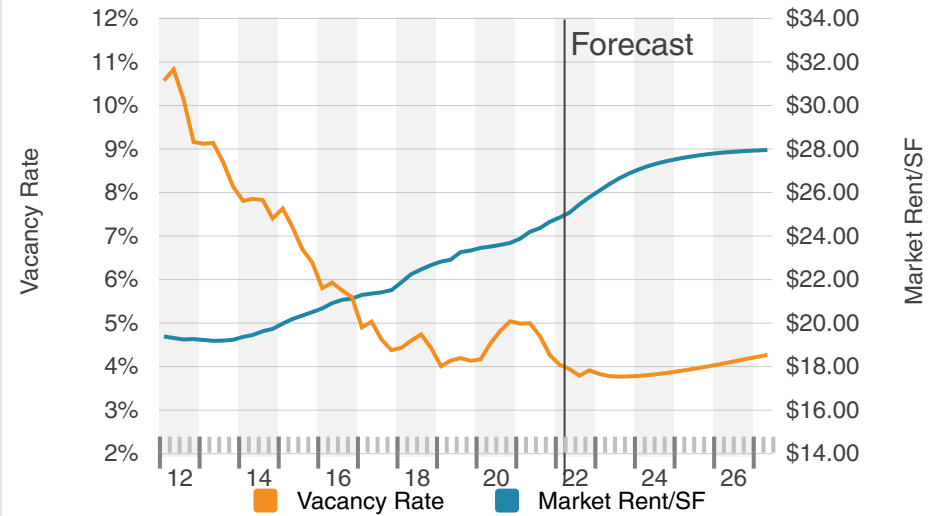


# Search Analytics

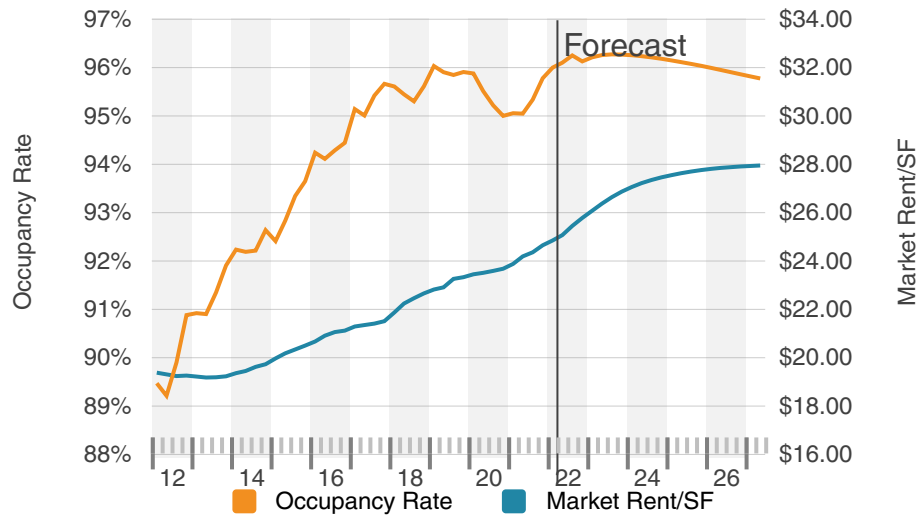
## Net Absorption, Net Deliveries & Vacancy



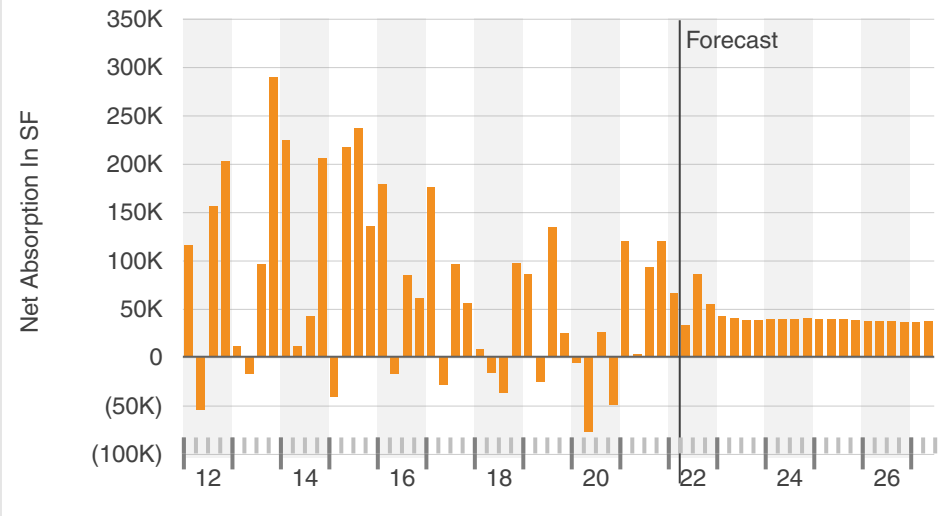
## Vacancy & Market Rent Per SF



## Occupancy & Market Rent Per SF

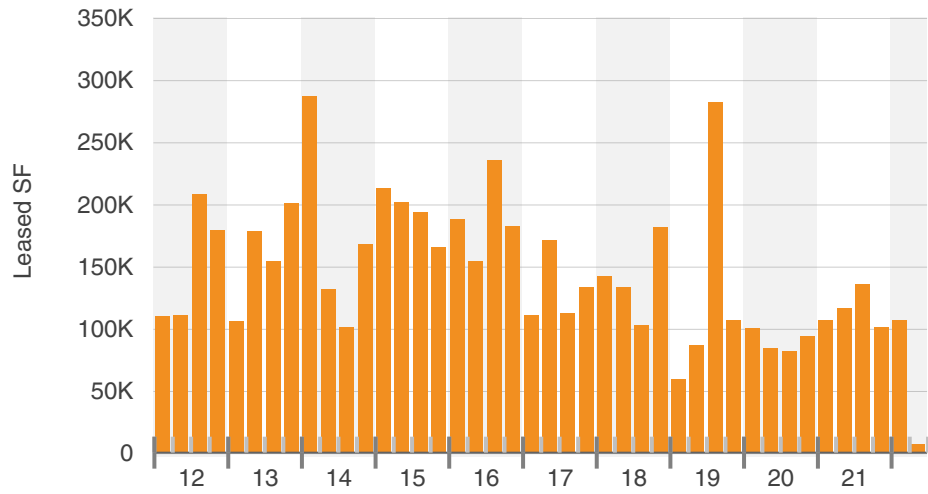


## Net Absorption



# Search Analytics

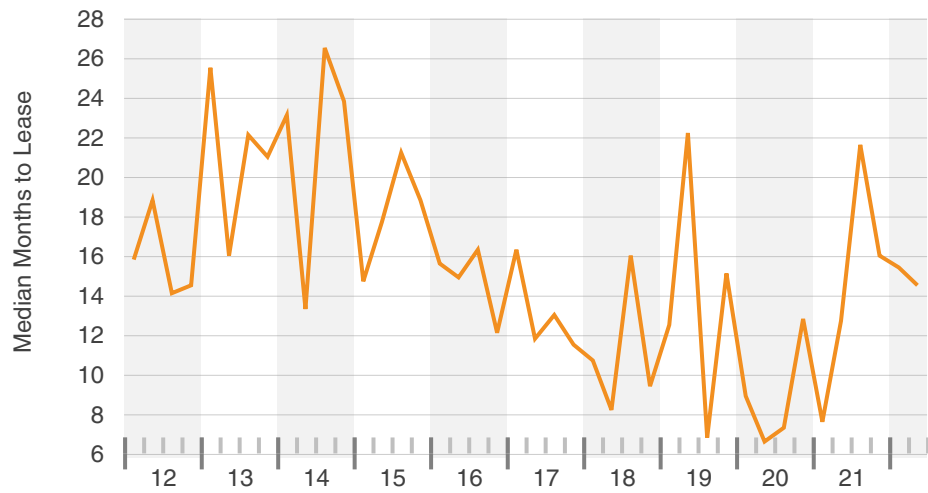
## Leasing Activity



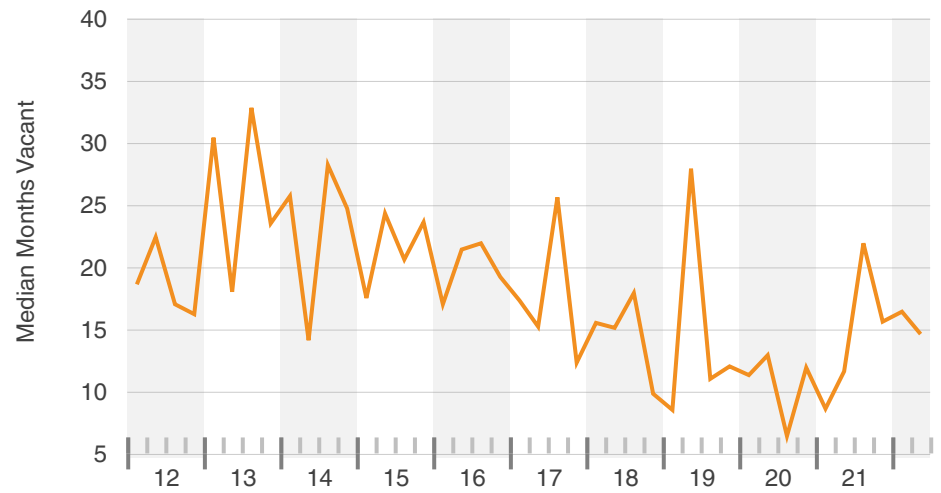
## Months On Market



## Months To Lease

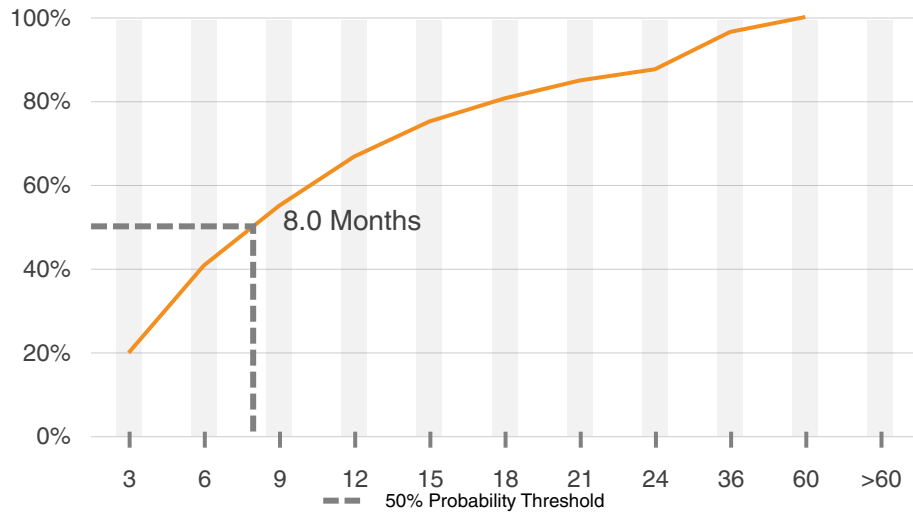


## Months Vacant

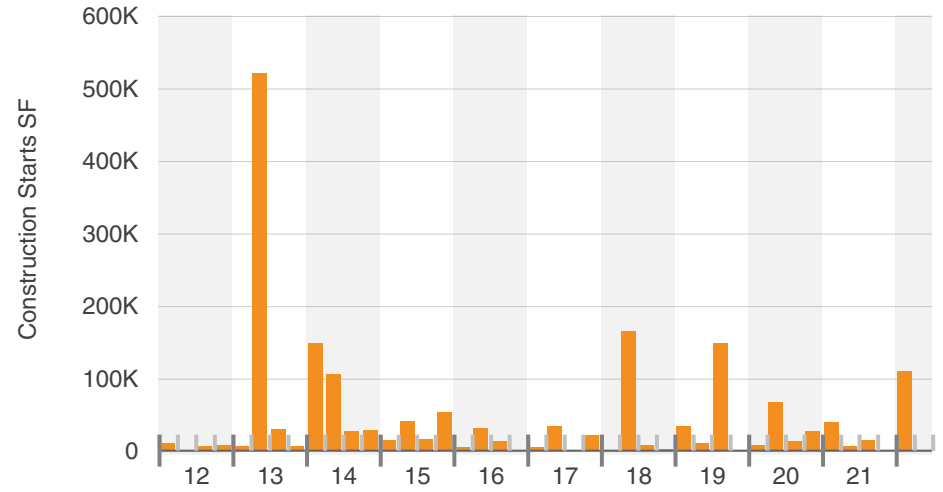


# Search Analytics

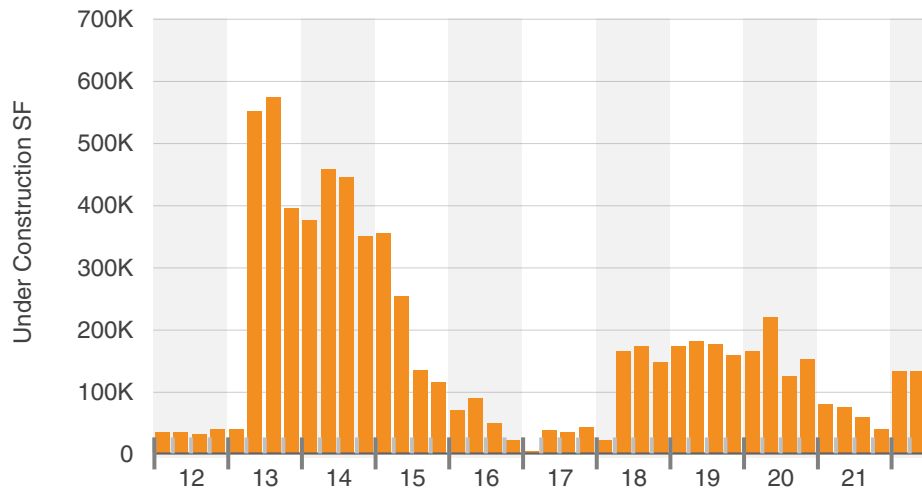
## Probability Of Leasing In Months



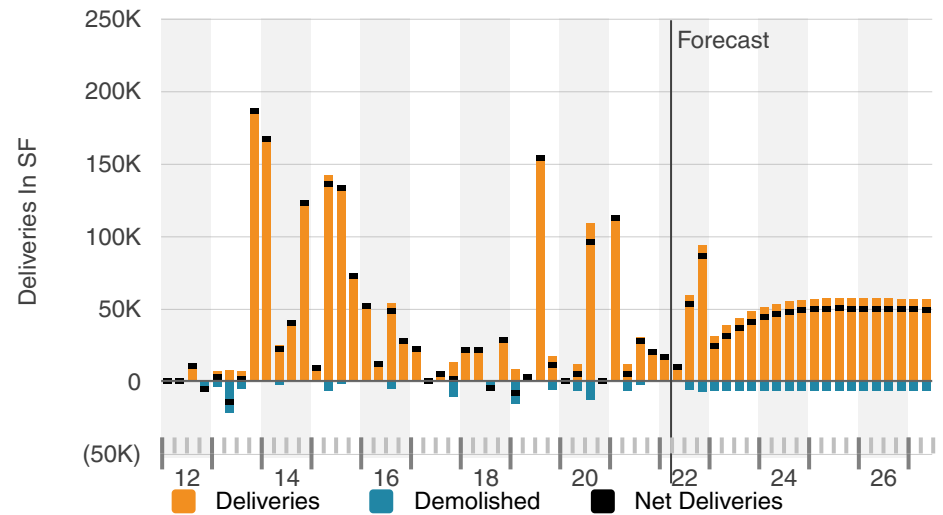
## Construction Starts



## Under Construction

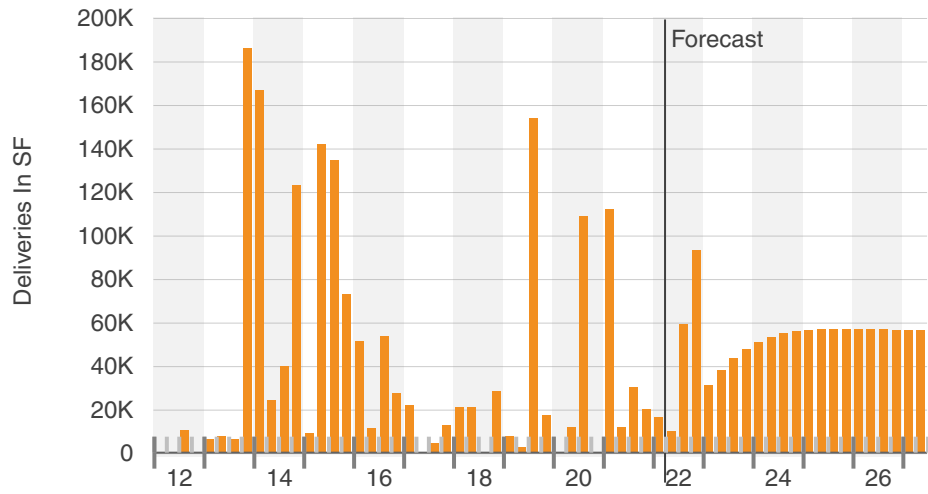


## Deliveries & Demolitions

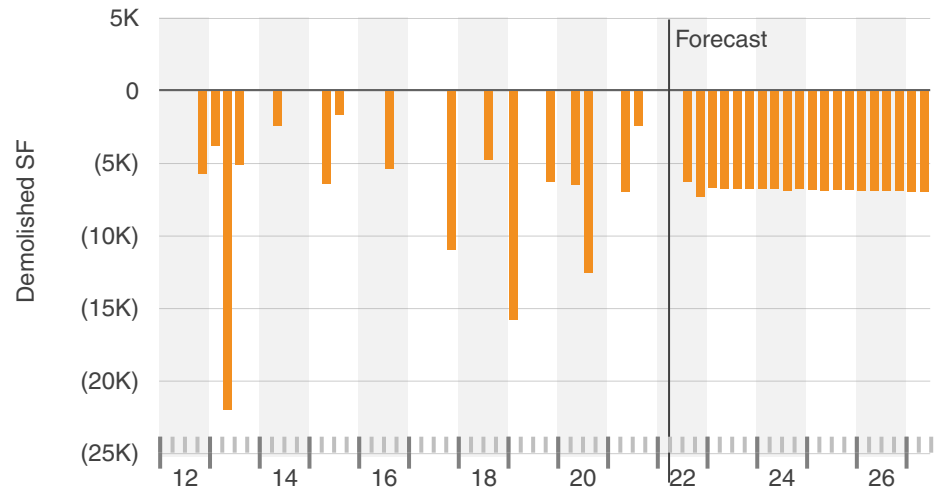


# Search Analytics

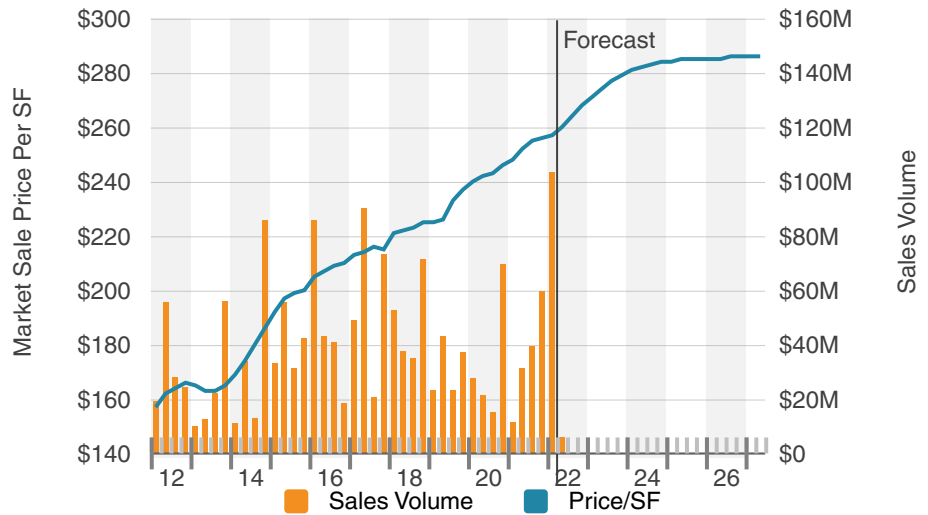
## Deliveries



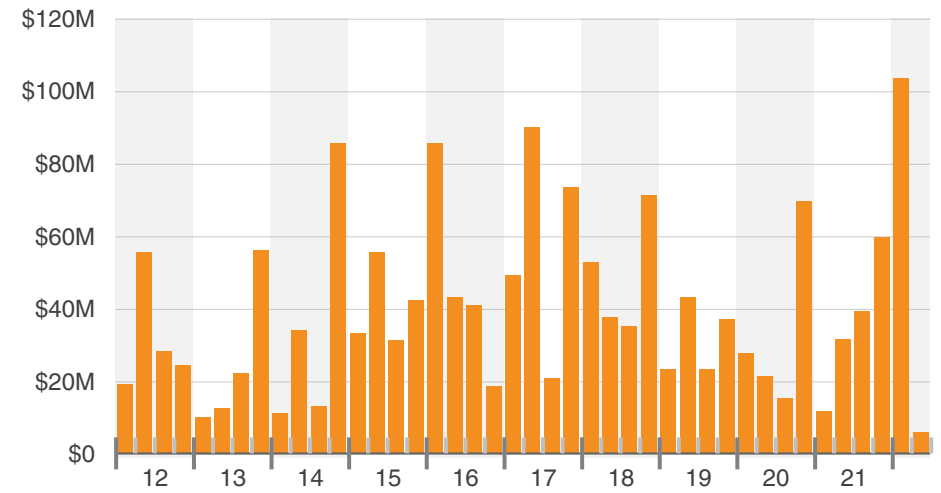
## Demolitions



## Sales Volume & Market Sale Price Per SF

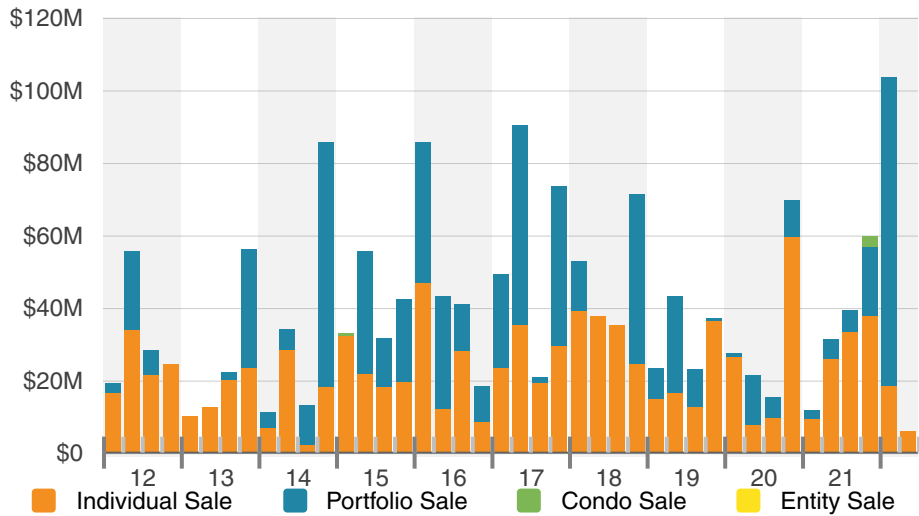


## Sales Volume

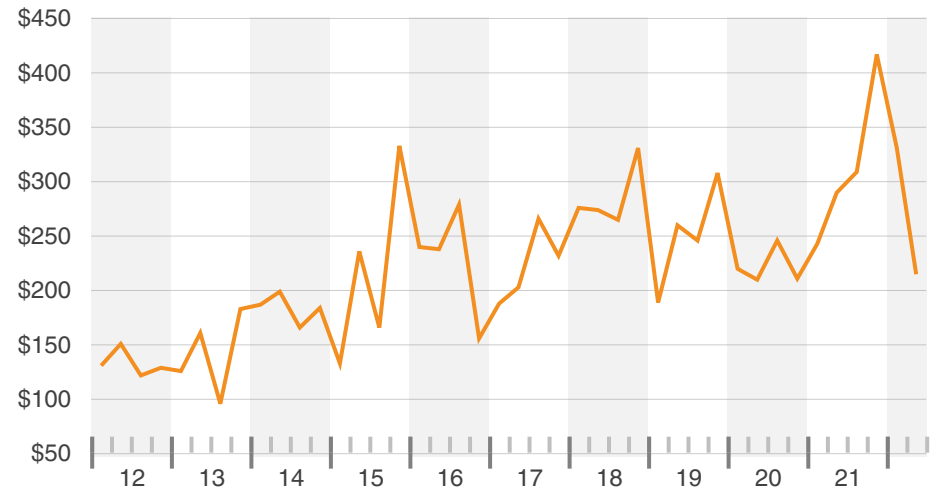


# Search Analytics

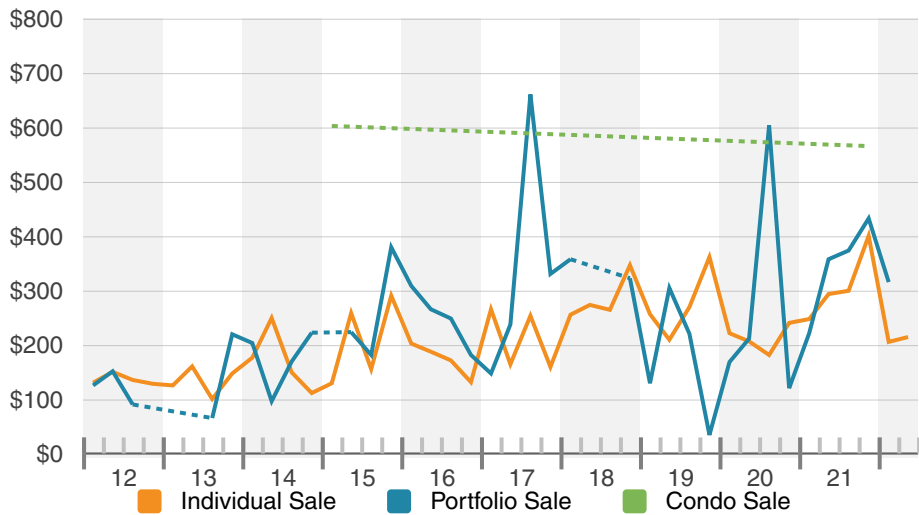
## Sales Volume By Transaction Type



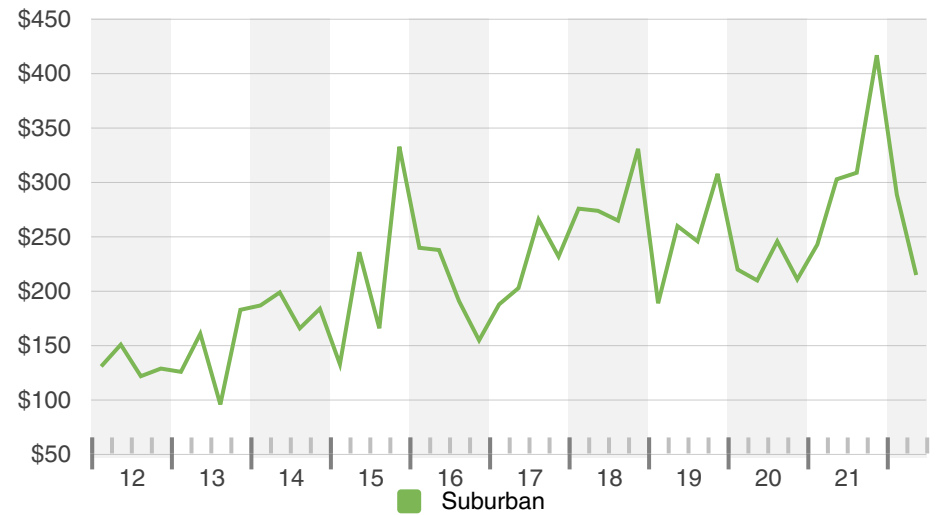
## Sale Price Per SF



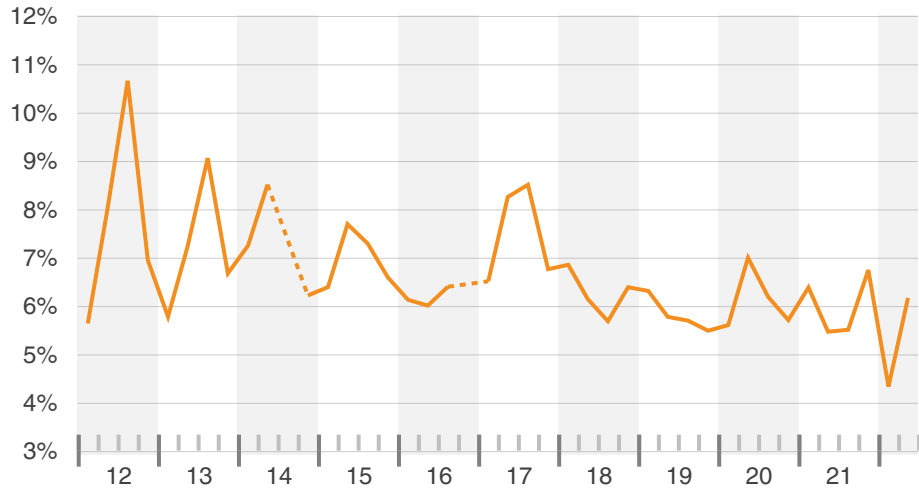
## Sale Price Per SF By Transaction Type



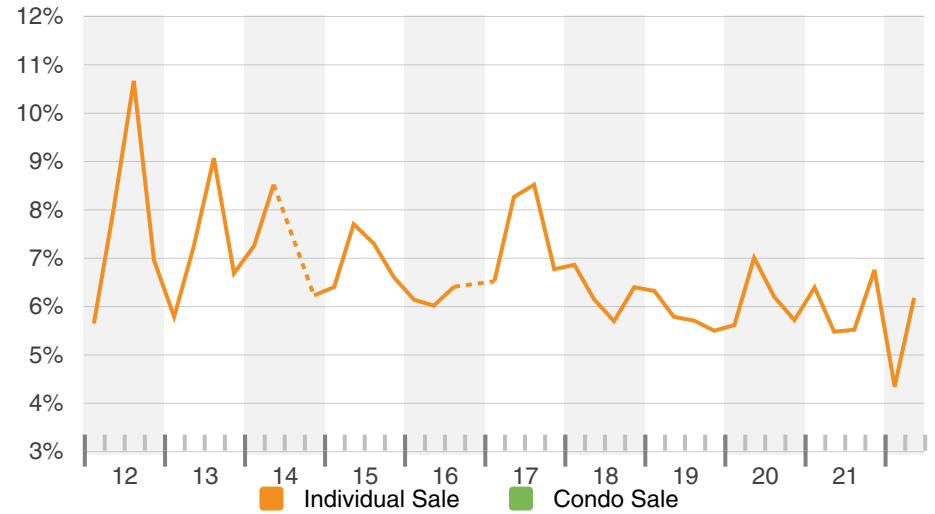
## Sale Price Per SF By Location Type



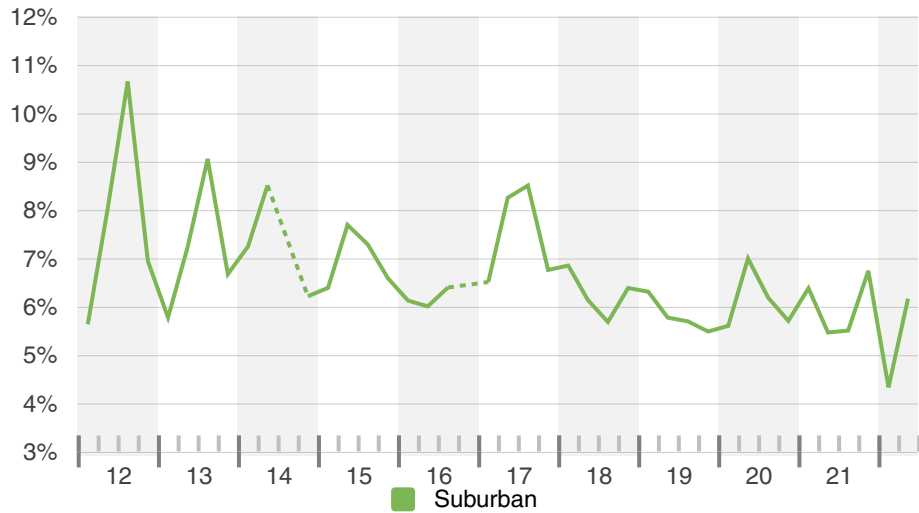
## Cap Rate



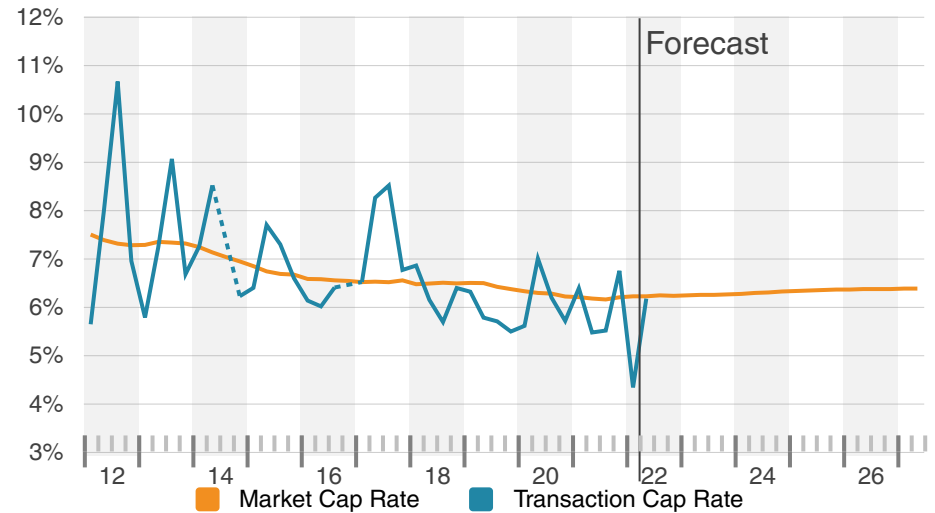
## Cap Rate By Transaction Type



## Cap Rate By Location Type

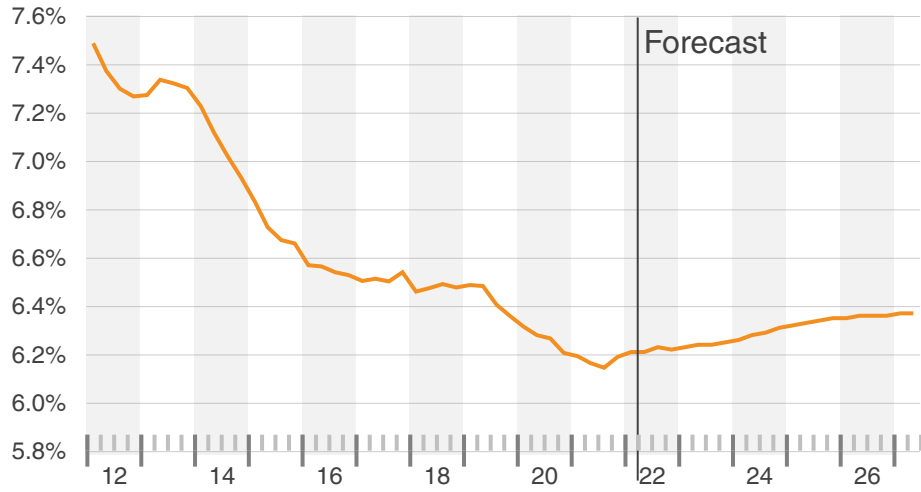


## Market Cap Rate & Transaction Cap Rate

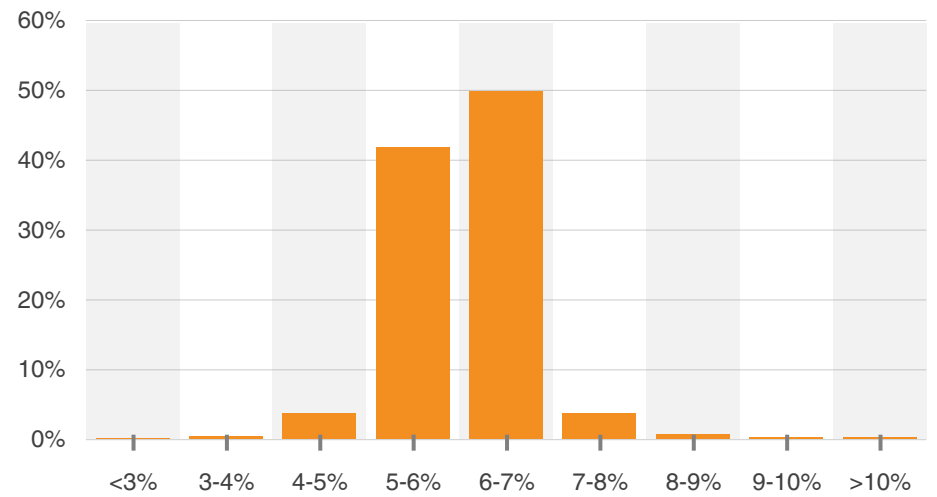


# Search Analytics

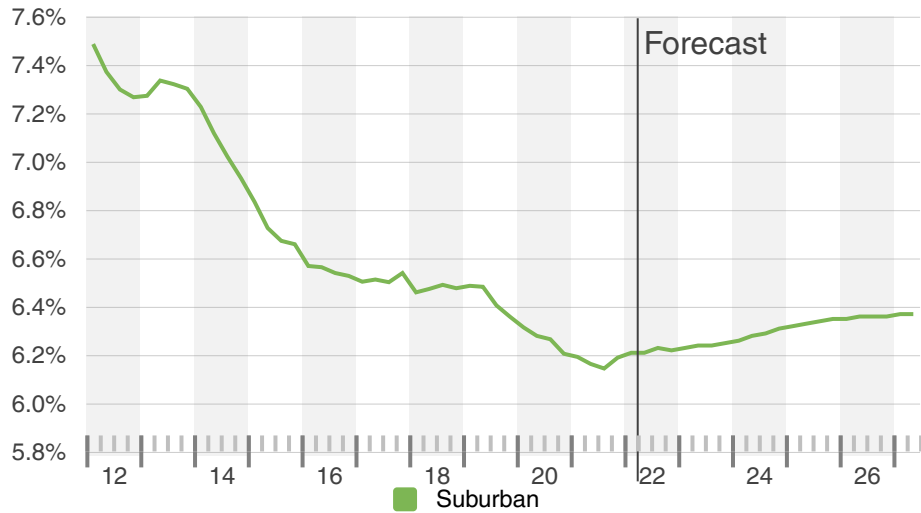
## Market Cap Rate



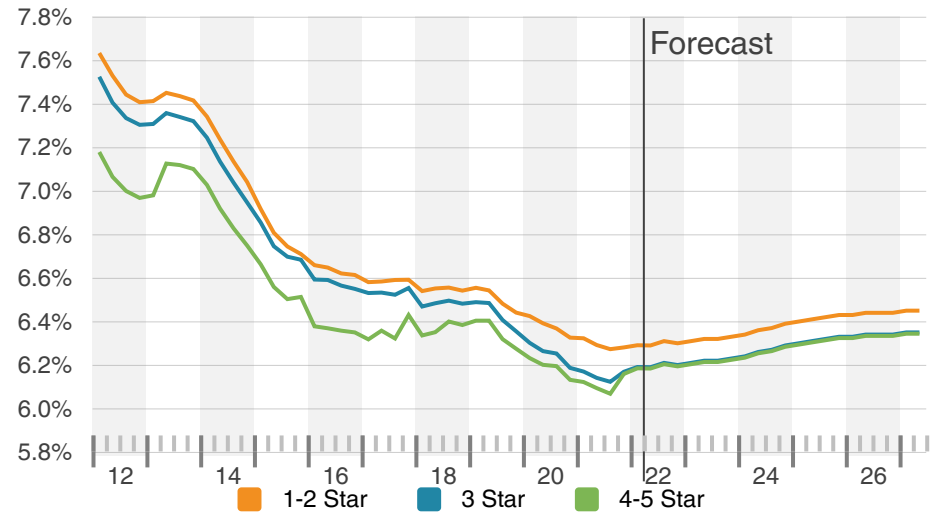
## Market Cap Rate Distribution



## Market Cap Rate By Location Type



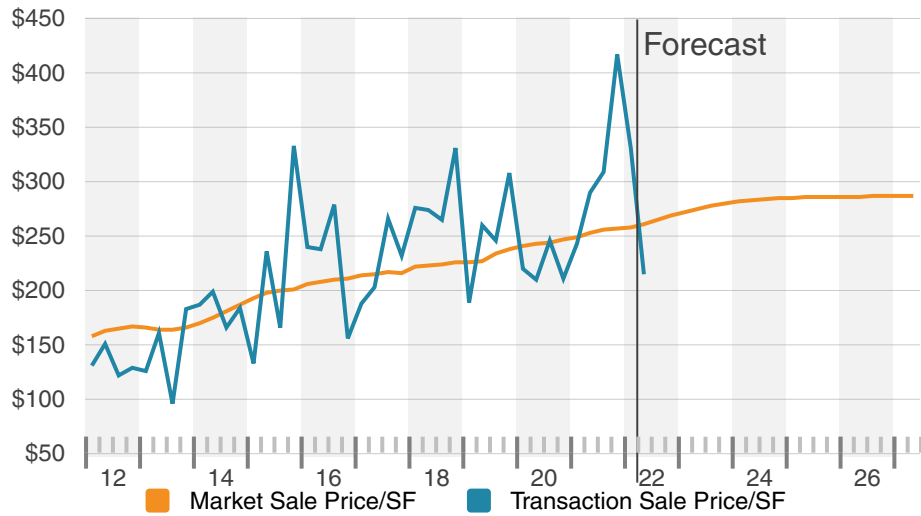
## Market Cap Rate By Star Rating



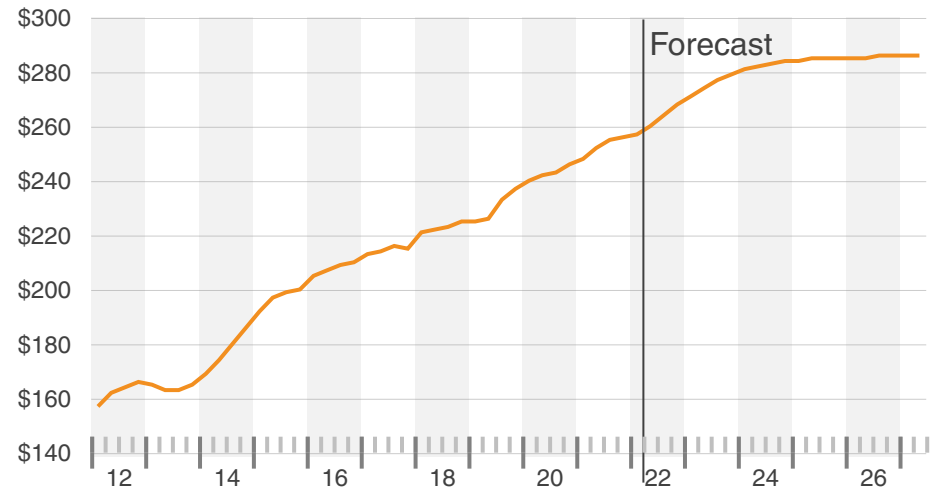


# Search Analytics

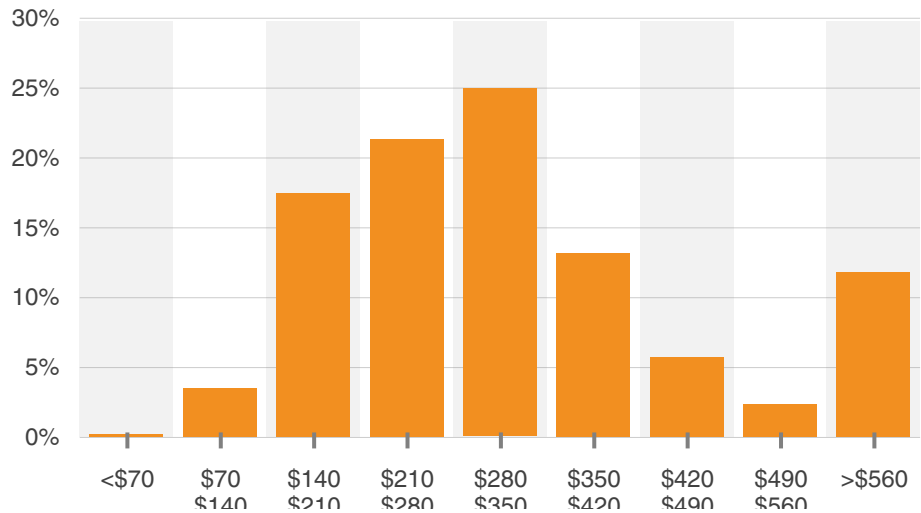
## Market Sale Price & Transaction Sale Price Per SF



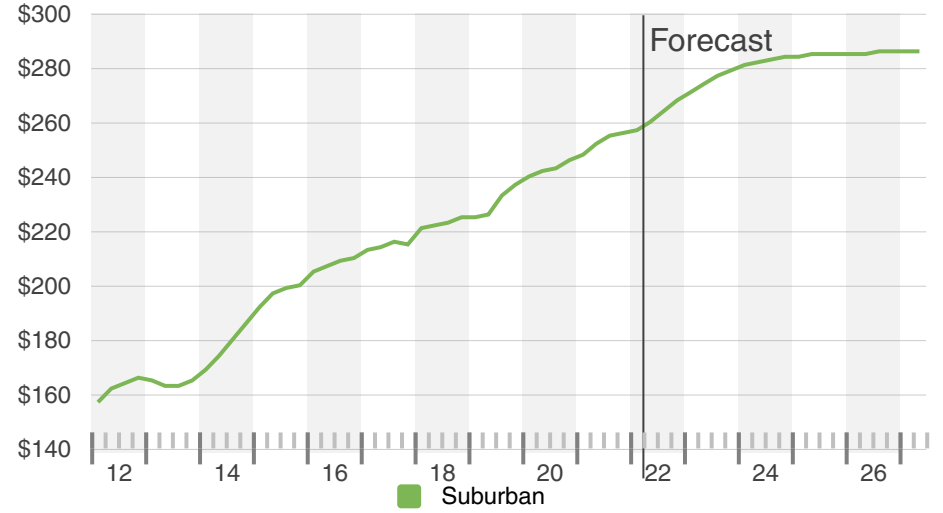
## Market Sale Price Per SF



## Market Sale Price Per SF Distribution

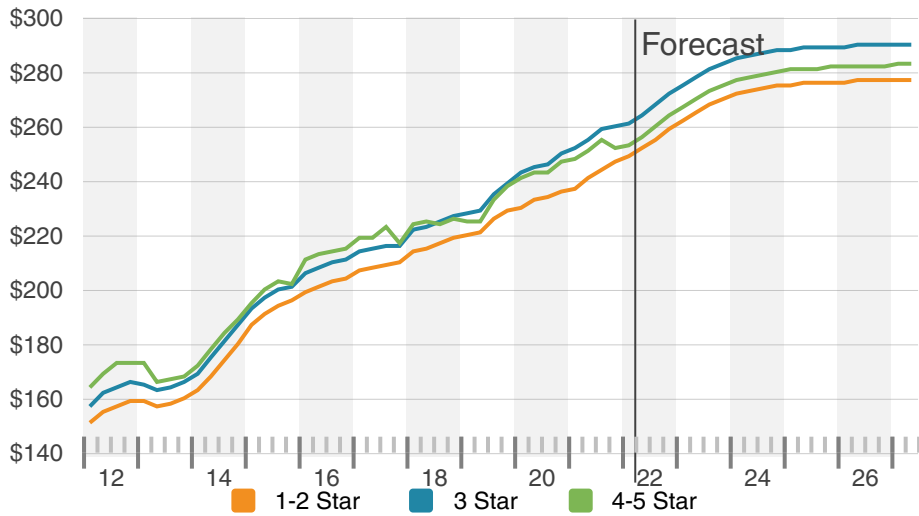


## Market Sale Price Per SF By Location Type

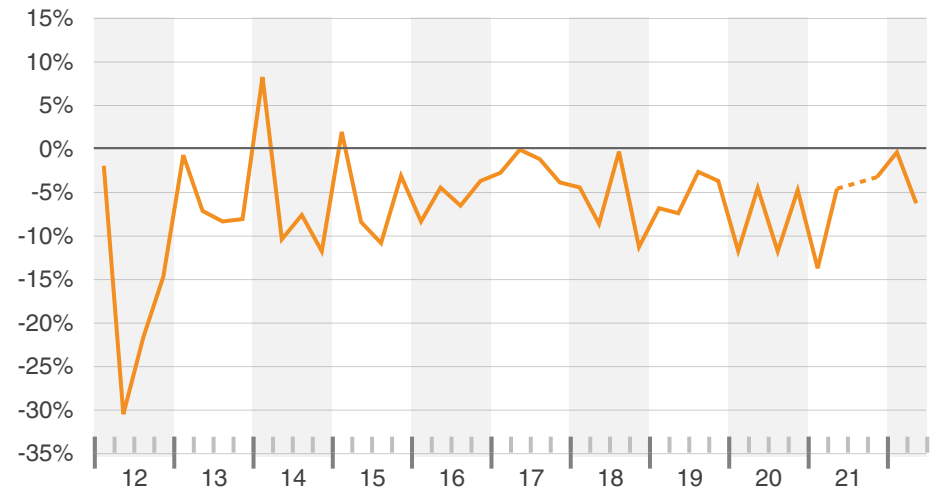


# Search Analytics

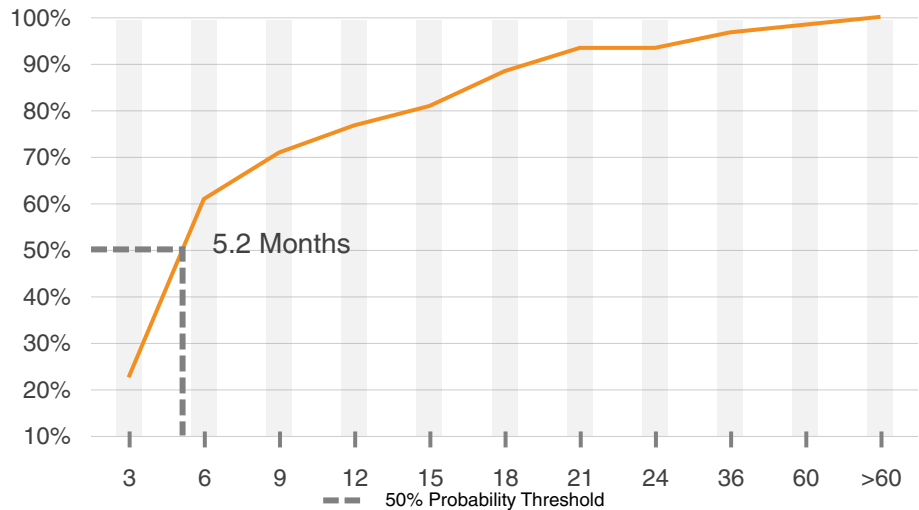
## Market Sale Price Per SF By Star Rating



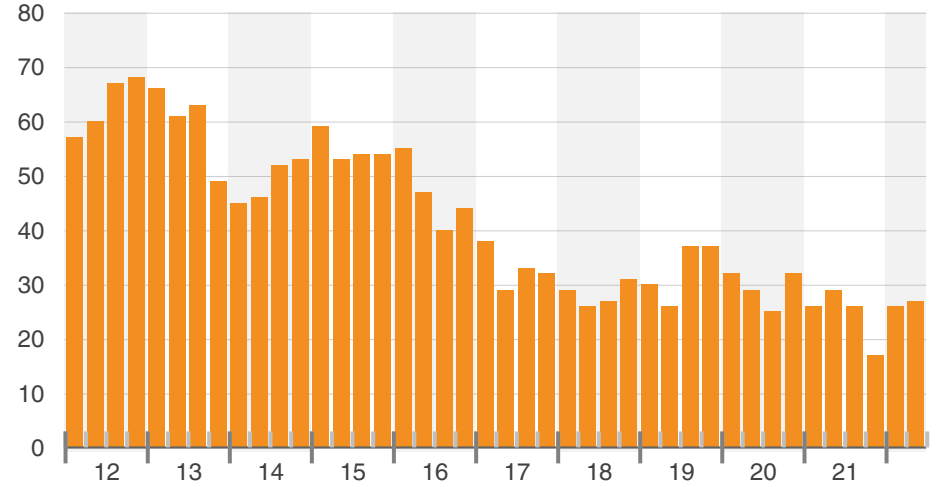
## Sale To Asking Price Differential



## Probability Of Selling In Months

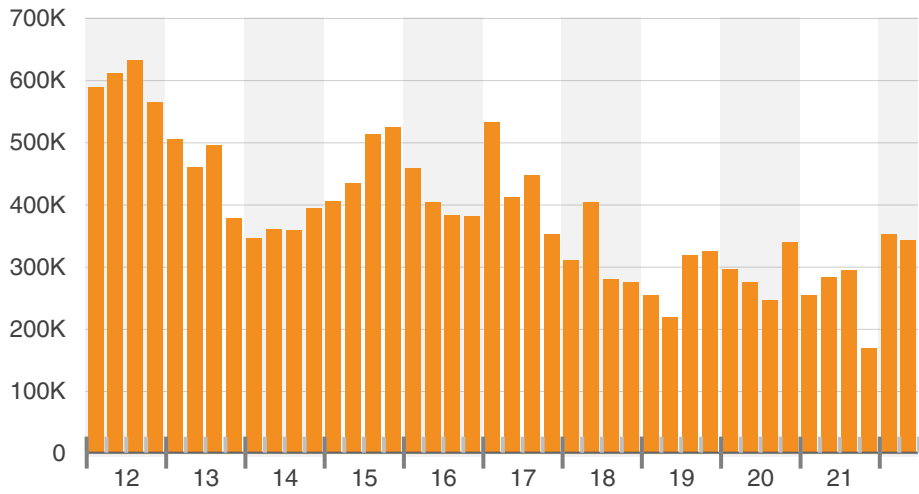


## For Sale Total Listings

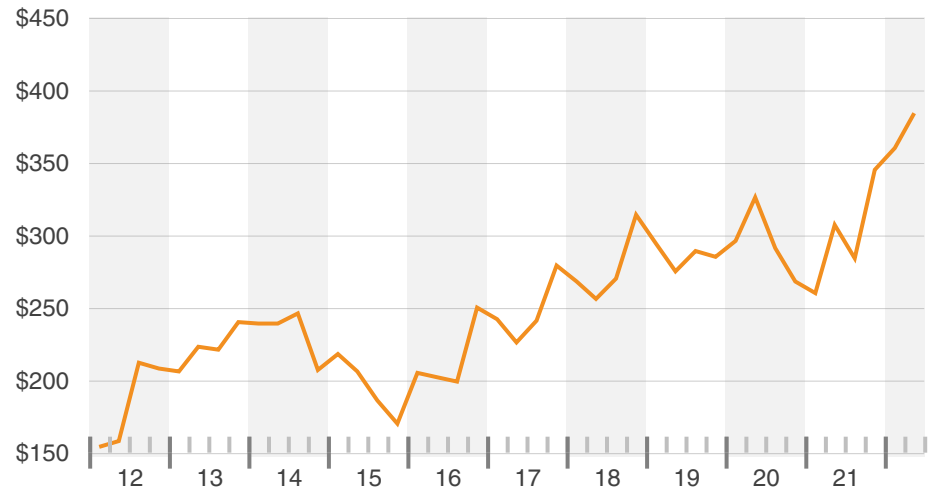


# Search Analytics

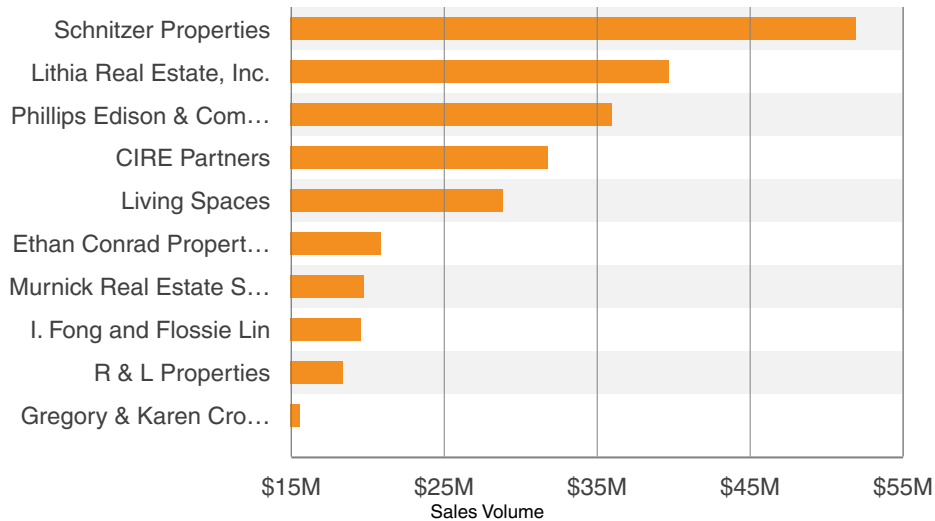
## For Sale Total SF



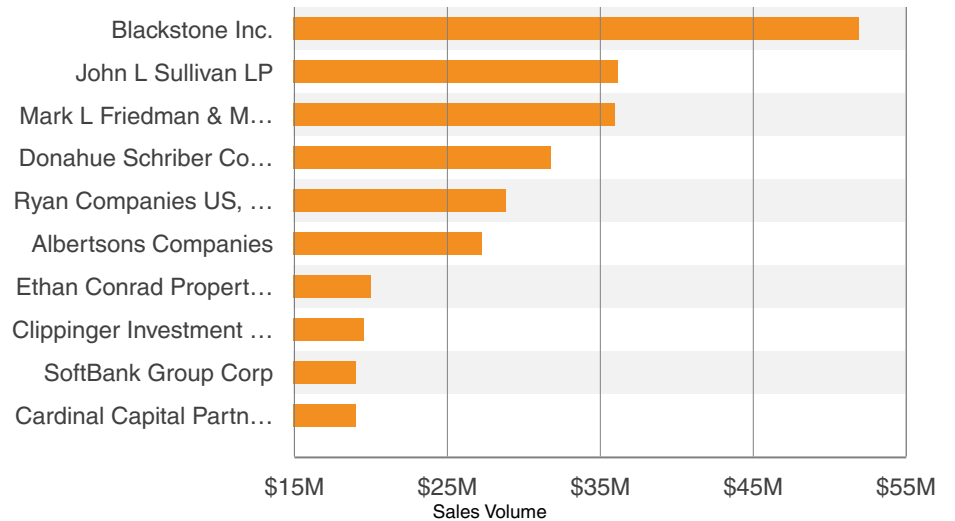
## For Sale Asking Price Per SF



## Top Buyers

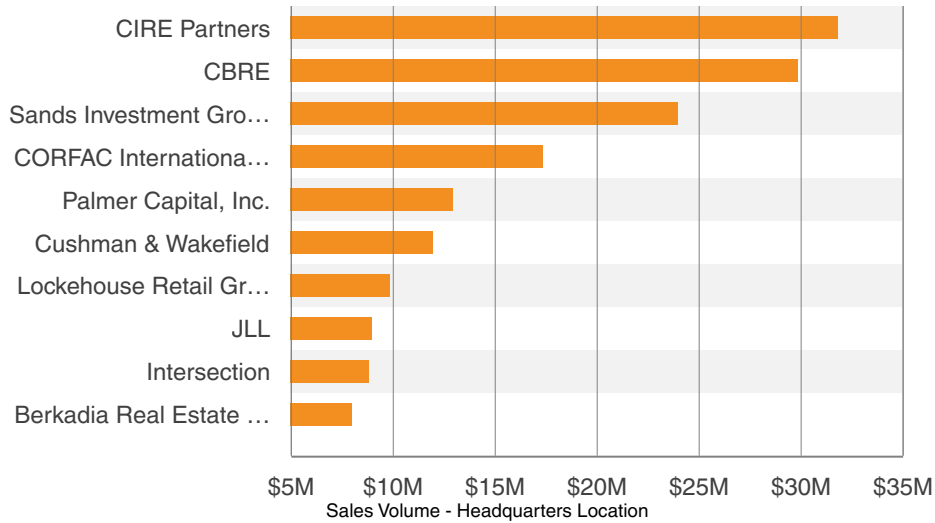


## Top Sellers

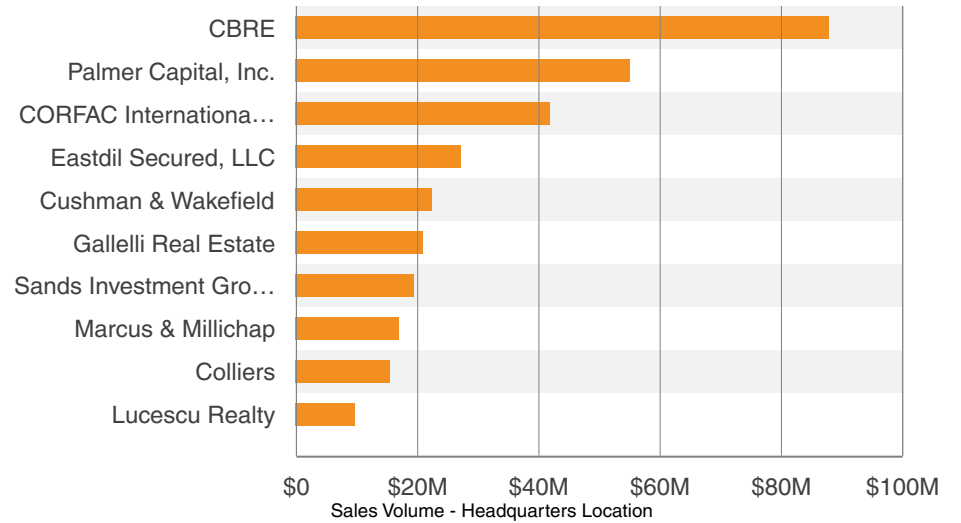


# Search Analytics

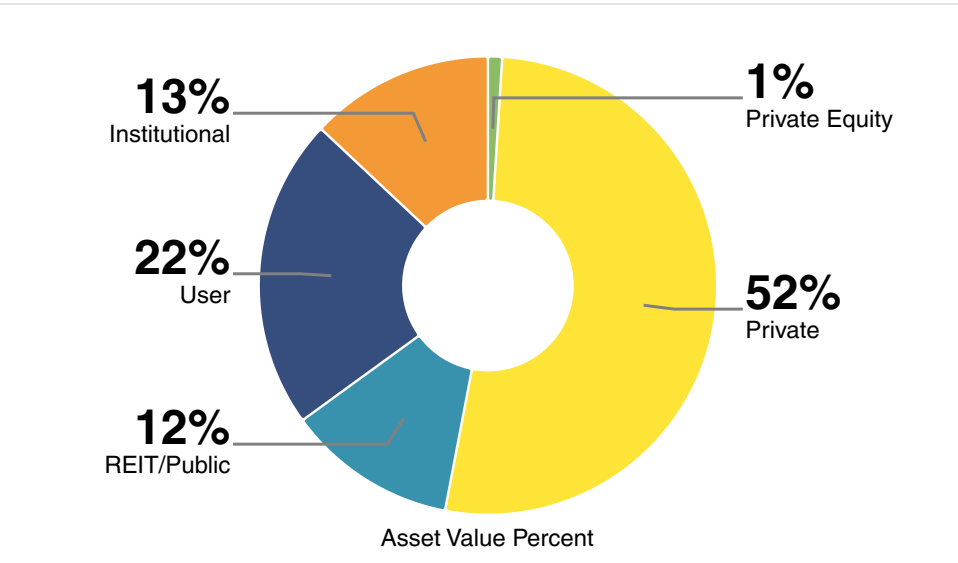
## Top Buyer Brokers



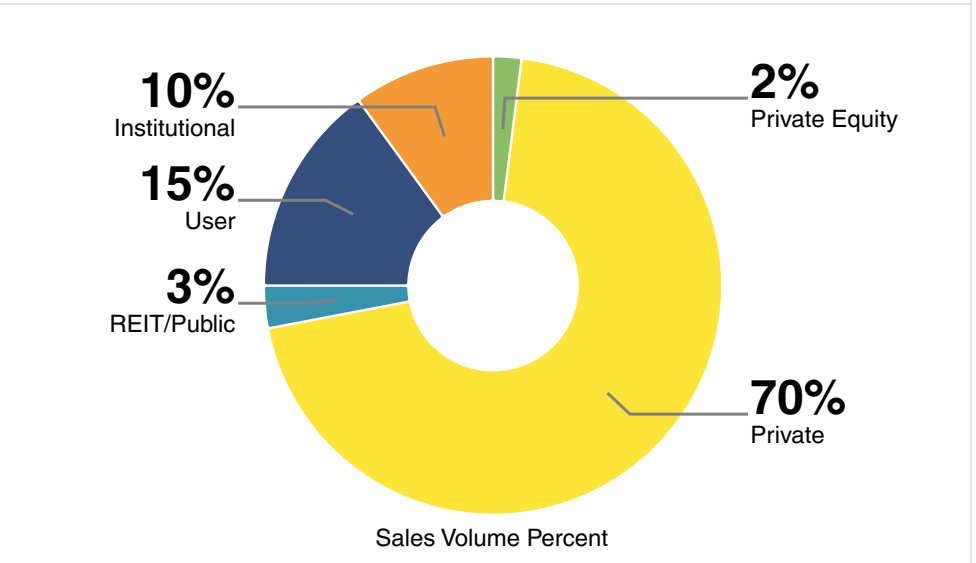
## Top Seller Brokers



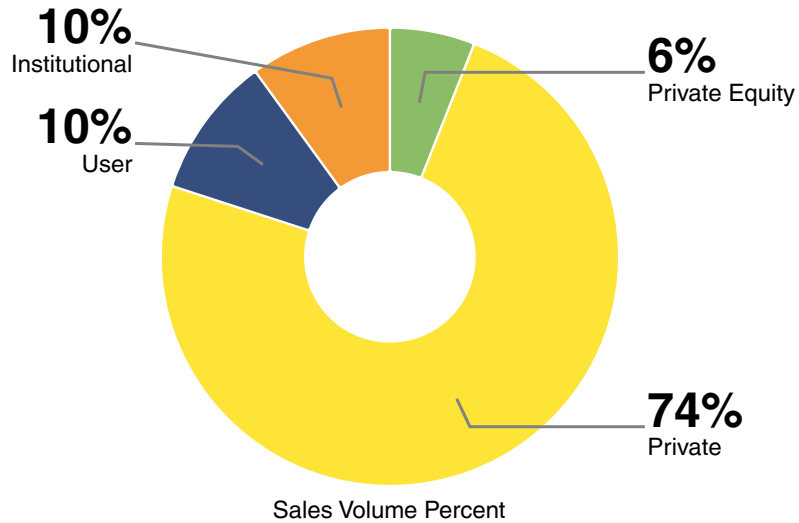
## Asset Value By Owner Type



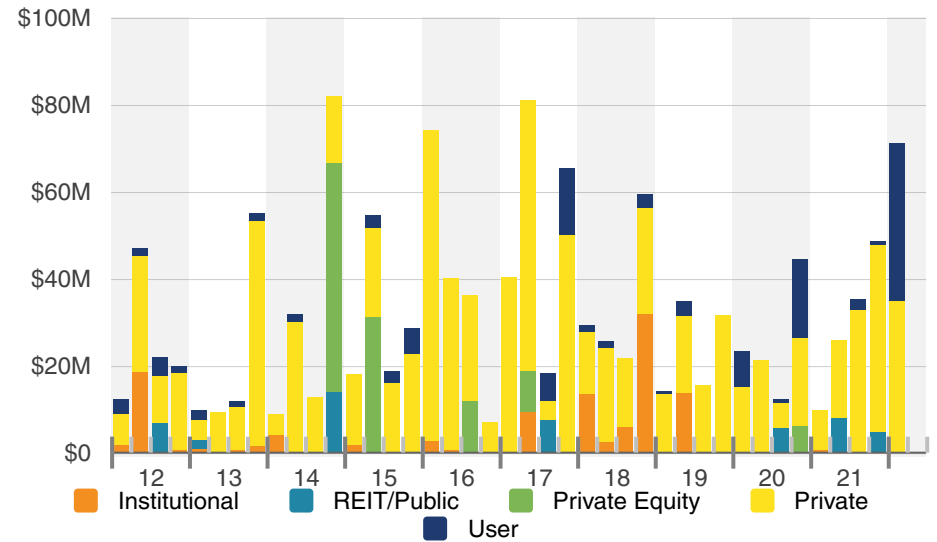
## Sales By Buyer Type



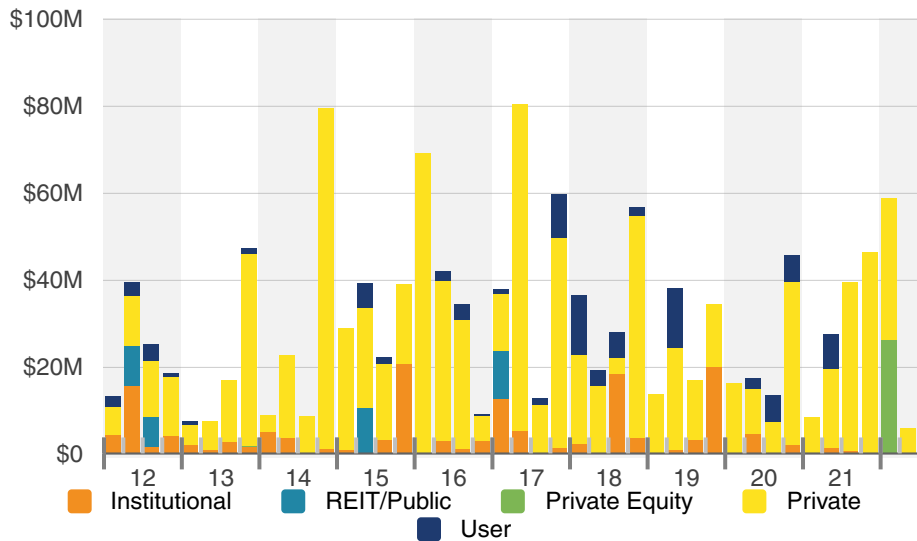
## Sales By Seller Type



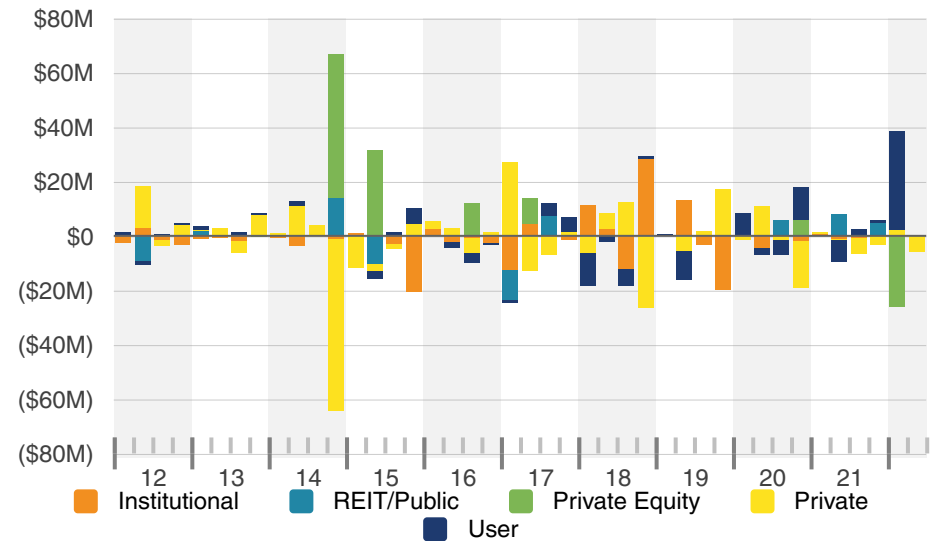
## Sales Volume By Buyer Type



## Sales Volume By Seller Type

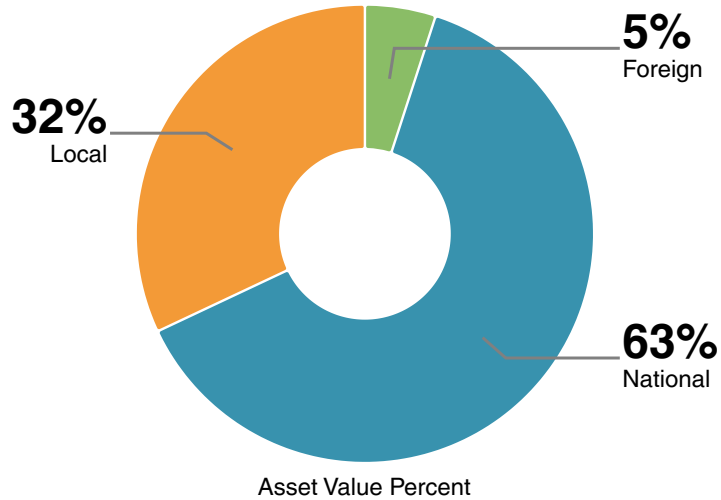


## Net Buying & Selling By Owner Type

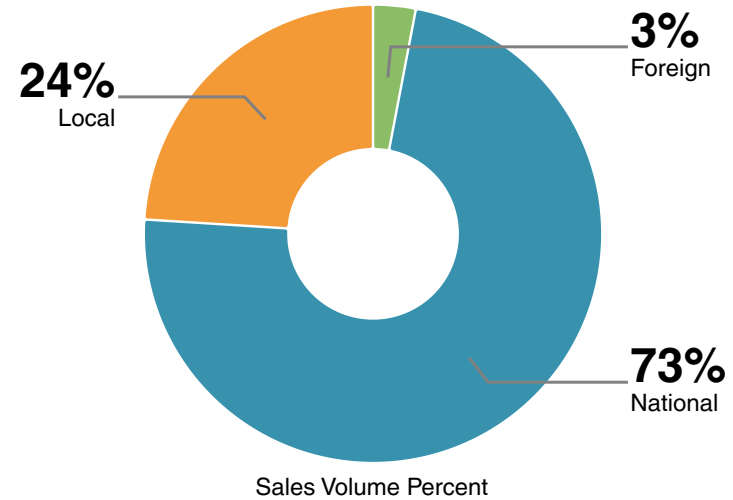


# Search Analytics

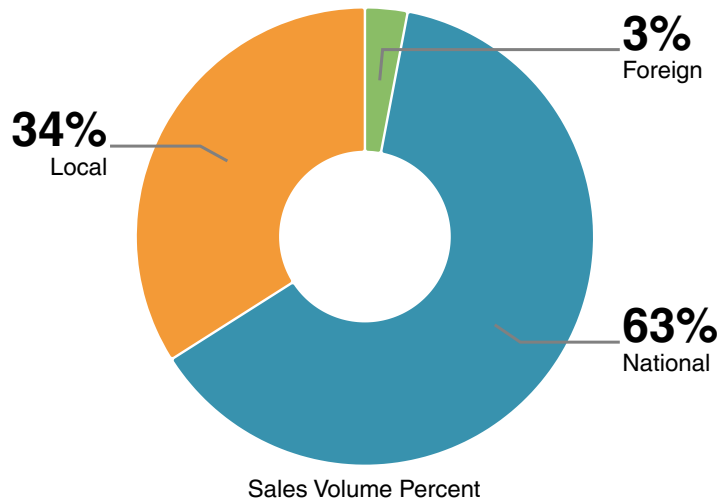
Asset Value By Owner Origin



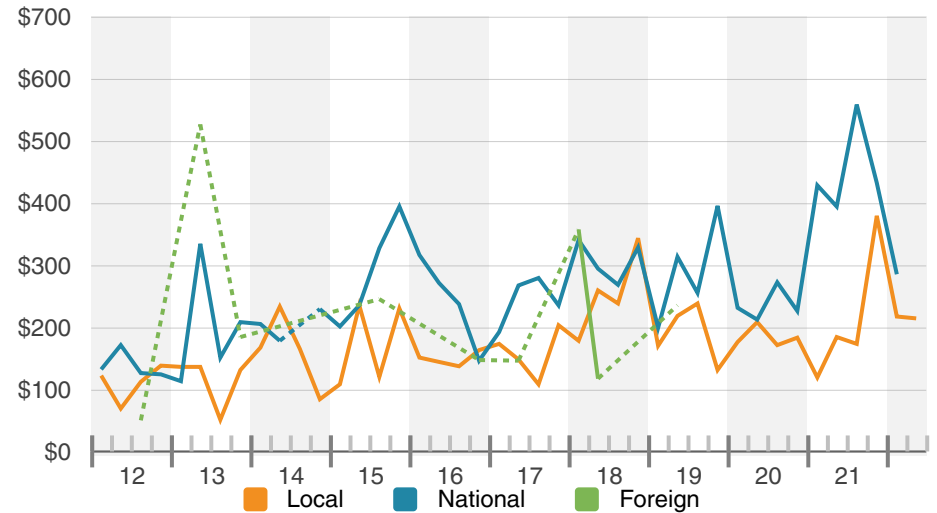
Sales Volume By Buyer Origin



Sales Volume By Seller Origin

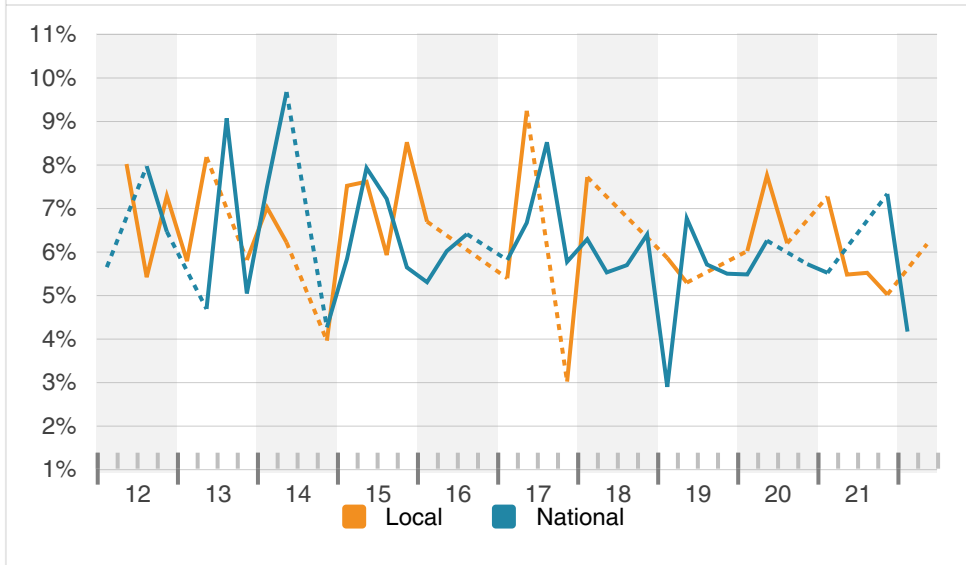


Average Price Per SF By Buyer Origin



# Search Analytics

## Average Cap Rate By Buyer Origin





## Report Criteria

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