### Search Analytics

#### Key Metrics

<table>
<thead>
<tr>
<th>Metric</th>
<th>Current Year</th>
<th>Change</th>
<th>Prior Period</th>
</tr>
</thead>
<tbody>
<tr>
<td>INVENTORY SF</td>
<td>19.7M</td>
<td>0%</td>
<td>19.7M</td>
</tr>
<tr>
<td>UNDER CONSTRUCTION SF</td>
<td>99.5K</td>
<td>+1,342.6%</td>
<td>6.9K</td>
</tr>
<tr>
<td>12 MO NET ABSORPTION SF</td>
<td>161K</td>
<td>+43.9%</td>
<td>112K</td>
</tr>
<tr>
<td>VACANCY RATE</td>
<td>3.0%</td>
<td>-0.8%</td>
<td>3.8%</td>
</tr>
<tr>
<td>MARKET RENT/SF</td>
<td>$10.88</td>
<td>+8.8%</td>
<td>$10.00</td>
</tr>
<tr>
<td>MARKET SALE PRICE/SF</td>
<td>$188</td>
<td>+8.4%</td>
<td>$174</td>
</tr>
<tr>
<td>MARKET CAP RATE</td>
<td>5.8%</td>
<td>+0.1%</td>
<td>5.7%</td>
</tr>
</tbody>
</table>

### Availability

<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
<th>Change</th>
<th>Prior Period</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vacant SF</td>
<td>589K</td>
<td>↑</td>
<td></td>
</tr>
<tr>
<td>Sublet SF</td>
<td>483K</td>
<td>↑</td>
<td></td>
</tr>
<tr>
<td>Availability Rate</td>
<td>5.0%</td>
<td>↑</td>
<td></td>
</tr>
<tr>
<td>Available SF</td>
<td>992K</td>
<td>↑</td>
<td></td>
</tr>
<tr>
<td>Available Asking Rent/SF</td>
<td>$8.53</td>
<td>↑</td>
<td></td>
</tr>
<tr>
<td>Occupancy Rate</td>
<td>97.0%</td>
<td>↓</td>
<td></td>
</tr>
<tr>
<td>Percent Leased Rate</td>
<td>97.8%</td>
<td>↑</td>
<td></td>
</tr>
</tbody>
</table>

### Inventory

<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
<th>Change</th>
<th>Prior Period</th>
</tr>
</thead>
<tbody>
<tr>
<td>Existing Buildings</td>
<td>729</td>
<td>↓</td>
<td></td>
</tr>
<tr>
<td>Under Construction Avg SF</td>
<td>16.6K</td>
<td>↓</td>
<td></td>
</tr>
<tr>
<td>12 Mo Demolished SF</td>
<td>0</td>
<td>↓</td>
<td></td>
</tr>
<tr>
<td>12 Mo Occupancy % at Delivery</td>
<td>-</td>
<td></td>
<td></td>
</tr>
<tr>
<td>12 Mo Construction Starts SF</td>
<td>92K</td>
<td>↑</td>
<td></td>
</tr>
<tr>
<td>12 Mo Delivered SF</td>
<td>0</td>
<td>↓</td>
<td></td>
</tr>
<tr>
<td>12 Mo Avg Delivered SF</td>
<td>-</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Sales Past Year

<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
<th>Change</th>
<th>Prior Period</th>
</tr>
</thead>
<tbody>
<tr>
<td>Asking Price Per SF</td>
<td>$175</td>
<td>↑</td>
<td></td>
</tr>
<tr>
<td>Sale to Asking Price Differential</td>
<td>-2.2%</td>
<td>↑</td>
<td></td>
</tr>
<tr>
<td>Sales Volume</td>
<td>$123M</td>
<td>↓</td>
<td></td>
</tr>
<tr>
<td>Properties Sold</td>
<td>60</td>
<td>↑</td>
<td></td>
</tr>
<tr>
<td>Months to Sale</td>
<td>9.0</td>
<td>↓</td>
<td></td>
</tr>
<tr>
<td>For Sale Listings</td>
<td>13</td>
<td>↑</td>
<td></td>
</tr>
<tr>
<td>Total For Sale SF</td>
<td>754K</td>
<td>↑</td>
<td></td>
</tr>
</tbody>
</table>

### Demand

<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
<th>Change</th>
<th>Prior Period</th>
</tr>
</thead>
<tbody>
<tr>
<td>12 Mo Net Absorp % of Inventory</td>
<td>0.8%</td>
<td>↓</td>
<td></td>
</tr>
<tr>
<td>12 Mo Leased SF</td>
<td>639K</td>
<td>↑</td>
<td></td>
</tr>
<tr>
<td>Months on Market</td>
<td>3.4</td>
<td>↓</td>
<td></td>
</tr>
<tr>
<td>Months to Lease</td>
<td>-</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Months Vacant</td>
<td>-</td>
<td></td>
<td></td>
</tr>
<tr>
<td>24 Mo Lease Renewal Rate</td>
<td>86.7%</td>
<td>↑</td>
<td></td>
</tr>
<tr>
<td>Population Growth 5 Yrs</td>
<td>6.5%</td>
<td>↑</td>
<td></td>
</tr>
</tbody>
</table>
Key Performance Indicators

Vacancy

1 Year Ago: 2.99%
Current: 2.02%
Typical Range: 3.02% - 8.18%
Extreme Range: 16.89%

12 Month Net Absorption SF

1 Year Ago: (81,525)
Current: 160,666
Typical Range: 59,476 - 343,608
Extreme Range: 1,071,906

12 Mo Net Delivered SF

1 Year Ago: (158,900)
Current: 44,246
Typical Range: 0 - 173,252
Extreme Range: 338,600

Annual Rent Growth

1 Year Ago: -0.8%
Current: 3.0%
Typical Range: 6.4% - 9.9%
Extreme Range: 11.7%

Market Rent Per SF

1 Year Ago: $5.70
Current: $5.97
Typical Range: $7.66 - $9.36
Extreme Range: $10.88

Market Sale Price Per SF

1 Year Ago: $71
Current: $79
Typical Range: $117 - $155
Extreme Range: $188

Market Cap Rate

1 Year Ago: 5.80%
Current: 5.97%
Typical Range: 6.71% - 7.44%
Extreme Range: 7.91%

12 Month Sales Volume

1 Year Ago: $10.4M
Current: $116M
Typical Range: $9.5M - $130M
Extreme Range: $239M

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### Top Buyer Brokers

- CBRE
- Marcus & Millichap
- Cushman & Wakefield
- Newmark
- Commercial Property...
- JLL
- CORFAC International...
- Crossroad Ventures G...
- Kidder Mathews
- The Cline Company

### Top Seller Brokers

- CBRE
- Kidder Mathews
- Cushman & Wakefield
- Marcus & Millichap
- Eastdil Secured, LLC
- Newmark
- CORFAC International...
- JLL
- United California Brok...
- Crossroad Ventures G...

### Asset Value By Owner Type

- **65%** Private
- **24%** User
- **5%** Institutional
- **5%** Private Equity
- **<1%** REIT/Public

### Sales By Buyer Type

- **16%** Institutional
- **39%** Private
- **27%** User
- **9%** REIT/Public
- **9%** Private Equity
Sales By Seller Type

- Private Equity: 5%
- REIT/Public: 2%
- Institutional: 2%
- User: 19%

Sales Volume Percent

Sales Volume By Buyer Type

Net Buying & Selling By Owner Type
Search Analytics

**Asset Value By Owner Origin**
- 3% Foreign
- 46% National
- 51% Local

**Sales Volume By Buyer Origin**
- 26% Local
- 74% National

**Sales Volume By Seller Origin**
- <1% Foreign
- 44% Local
- 55% National

**Average Price Per SF By Buyer Origin**
Average Cap Rate By Buyer Origin

- Local
- National
Report Criteria

- 771 Properties / 46 Spaces
- County: Placer County, CA
- Property Type: Industrial