

# Sacramento



**Market Insights for Tenants:** At Exis, our loyalties aren't compromised; because we do not represent landlords, we are 100% focused on providing market conditions and strategies that can benefit tenants in each marketplace – leveraging this information for your economic advantage. We're pleased to provide the below in-depth information; contact us for ways we can help you get the BEST deal on your commercial space needs.

## OVERVIEW

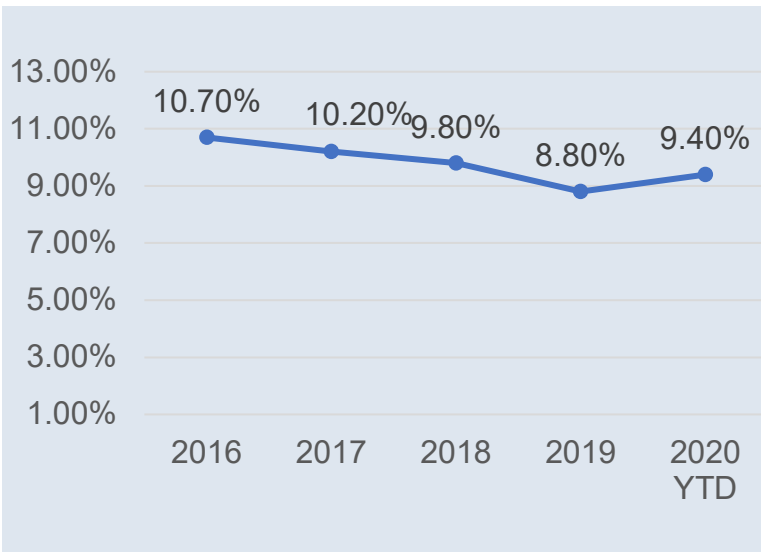
Sacramento office vacancies continue to rise from the pandemic. However, the CBD is getting hit the hardest with the surrounding suburbs feeling the impact the least. Activity is off fifty percent due to the coronavirus pandemic so vacancy is predicted to rise through 2021. The office sales market started the year with over 500M in sales in Q1. Total sales for the year did not even reach 1B, though, which is the first time this has happened since 2015. Deal flow continues to be slow and is projected to stay this way throughout the year.

## FUNDAMENTALS

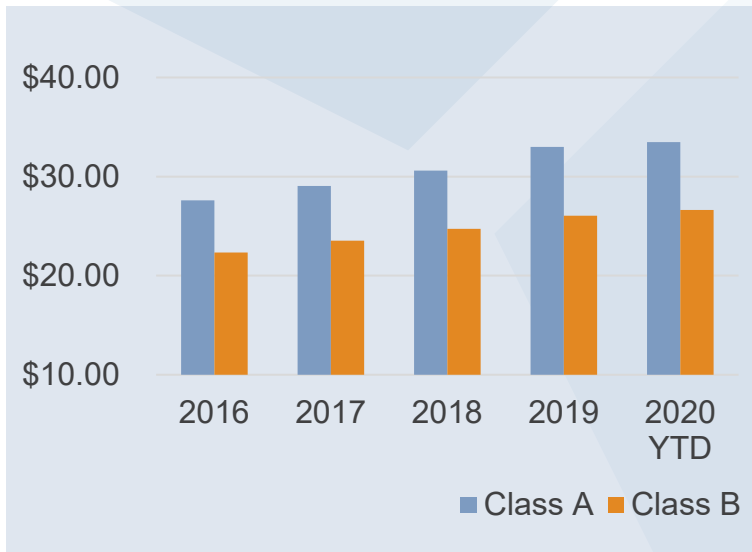
Forecast

<b>YTD net absorption</b>	(536,000) SF	▼
<b>Under construction</b>	2,500,000 SF	▼
<b>Average asking rent (gross)</b>	\$26.64	▼
<b>Concessions</b>	Increasing	▲
<b>Market Size</b>	<b>Largest Office Deal</b>	<b>Total Vacancy</b>
106M	47,764 SF	9.964M

## TOTAL VACANCY



## AVERAGE ASKING RENTS



Metrics Used: Feet, US Dollars

For more information, please contact:

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## LOOKING FORWARD: WHAT THIS MEANS FOR TENANTS

Rents are declining and concessions are increasing. We project this to continue throughout 2021. Tenants that are willing to make long term commitments are going to be striking very attractive deals with Landlords that are being defensive and want to survive the pandemic.

## KEY LEASE TRANSACTIONS

Tenant	Building Address	Submarket	Type	Sq Feet
County of Sacramento	3636-3640 American River Drive	Highway 50	Office	47,664
Child Action	10540 White Rock Road	Highway 50	Office	41,794
County of Sacramento	9310 Tech Center	Highway 50	Office	26,462
California Mobility Center	15 Business Park Way	South Sacramento	Office	25,000
Sacramento Municipal Utility	15 Business Park Way	South Sacramento	Office	18,000
RCG Logistics	9300 Tech Center Drive	Highway 50	Office	17,482
	2180 Harvard Street	Point West	Office	16,942
	1747 N Market Blvd	North Natomas	Office	16,016
Judicial Council of CA	2850 Gateway Oaks	South Natomas	Office	15,000
	2890 Gateway Oaks	South Natomas	Office	12,983

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