

# 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

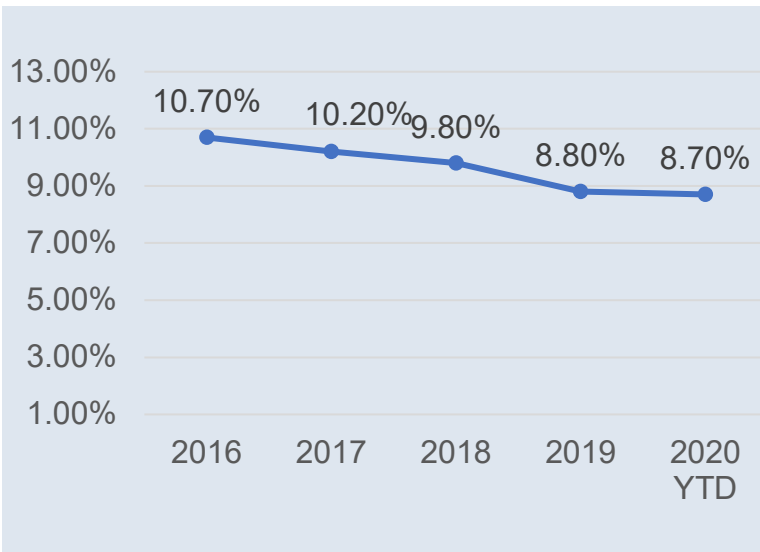
Sacramento office vacancies continue to trend below the tight national average, a rare occurrence here. However, activity is off fifty percent due to the coronavirus pandemic so vacancy is predicted to rise in the second half of the year. The office sales market is off to a mixed start in 2020; pricing is similar to last year's post-Great Recession peak, and investment volume, due in part to yet another notable Downtown property changing hands, is on pace to again reach \$1 billion. Deal flow, however, has plunged and it is unlikely to pick up for at least the near term due to the current economic uncertainty.

## FUNDAMENTALS

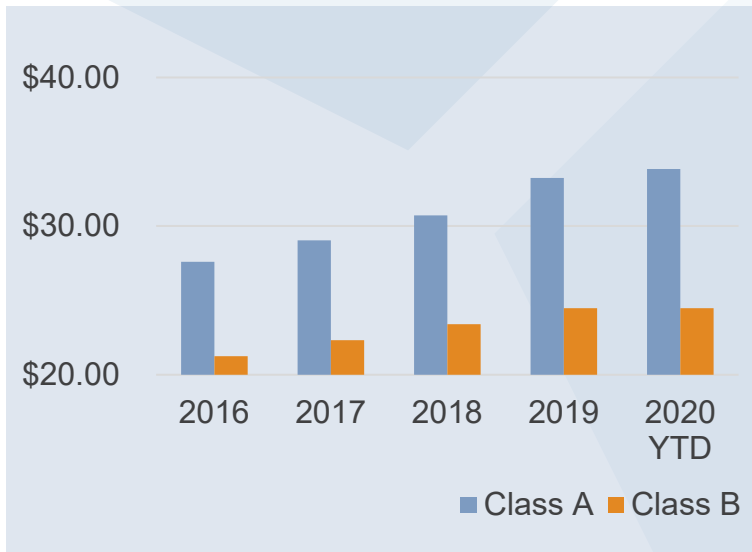
Forecast

<b>YTD net absorption</b>	1,215,007 SF	▼
<b>Under construction</b>	2,559,759 SF	▼
<b>Average asking rent (gross)</b>	\$26.52/SF	▼
<b>Concessions</b>	Increasing	▲
<b>Market Size</b>	<b>Largest Office Deal</b>	<b>Total Vacancy</b>
106,087.387	194,150 SF	8.7%

## TOTAL VACANCY



## AVERAGE ASKING RENTS



Metrics Used: Feet, US Dollars

For more information, please contact:



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# SACRAMENTO



## WHAT THIS MEANS FOR TENANTS

Recent gains have been especially strong in Highway 50, Downtown, and select suburban submarkets – most of which benefit from vacancy rates that are below the metro average and a dearth of high-end availabilities.

Nonetheless, it is likely that rent increases will taper off across the metro, given the limited recent demand and expected increase in vacancies.

## KEY LEASE TRANSACTIONS

Tenant	Building Address	Submarket	Type	Sq Feet
UC Davis Health	10850 White Rock Road	Highway 50	Office	194,150
UC Davis Health	10888 White Rock Road	Highway 50	Office	68,000
eHealth	11919 Foundation Place	Highway 50	Office	90,148
Magellan Health	11020 White Rock Road	Highway 50	Office	55,366
Deloitte	Natomas Gateway Corporate Center	South Natomas	Office	38,111
AKT Investments Inc.	7919 Folsom Blvd.	Highway 50	Office	26,119
Loan Pal	Vineyard Pointe Bus Park	Roseville/Rocklin	Retail	20,346
Sutter Health	Natomas Pointe Plaza	North Natomas	Office	20,000
Clear Blue Commercial	Riverside Office Centre	West Sacramento	Office	17,699
Power School	Lake Forest Tech Center	Folsom	Office	13,919

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