

Office Capital Markets Report

East Sacramento

Sacramento - CA

PREPARED BY



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Real Estate

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Broker/Owner



OFFICE CAPITAL MARKETS REPORT - SUBMARKET

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Capital Markets Overview

East Sacramento Office

Asset Value

\$800.9M

12 Mo Sales Volume

\$489K

Market Cap Rate

7.3%

Mkt Sale Price/SF Chg (YOY)

1.8%

12 MO SALES VOLUME	Total	Lowest	Highest
Transactions	2	-	-
Sales Volume	\$489K	\$225K	\$264K
Properties Sold	1	-	-
Transacted SF	96.9K	629	96.3K
Average SF	48.4K	629	96.3K

12 MO SALES PRICE	Average	Lowest	Highest	Market
Cap Rate	-	-	-	7.3%
Sale Price/SF	\$5	\$2	\$420	\$233
Sale Price	\$244.5K	\$225K	\$264K	-
Sale vs Asking Price	-	-	-	-
% Leased at Sale	100%	100%	100%	-

KEY PERFORMANCE INDICATORS



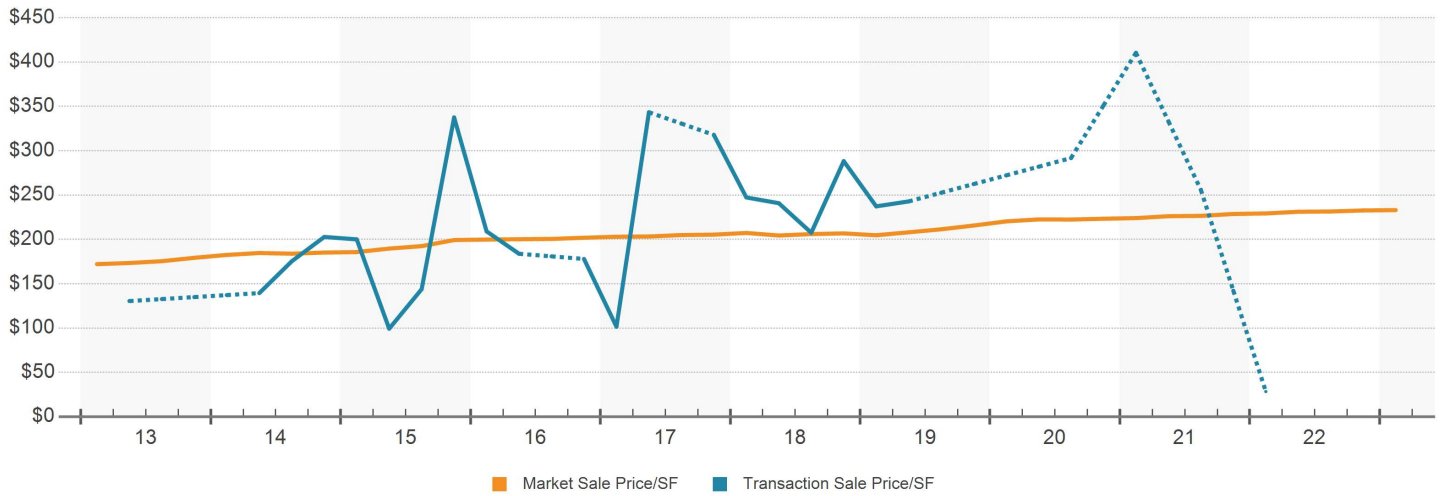
SUMMARY

East Sacramento recorded 2 office sales over the past year, which is about the norm for this submarket. Annual sales volume has averaged \$5.6 million over the past five years, and the 12-month high in investment volume hit \$14.2 million over that stretch. In the past 12 months specifically, \$1.2 million worth of assets sold.

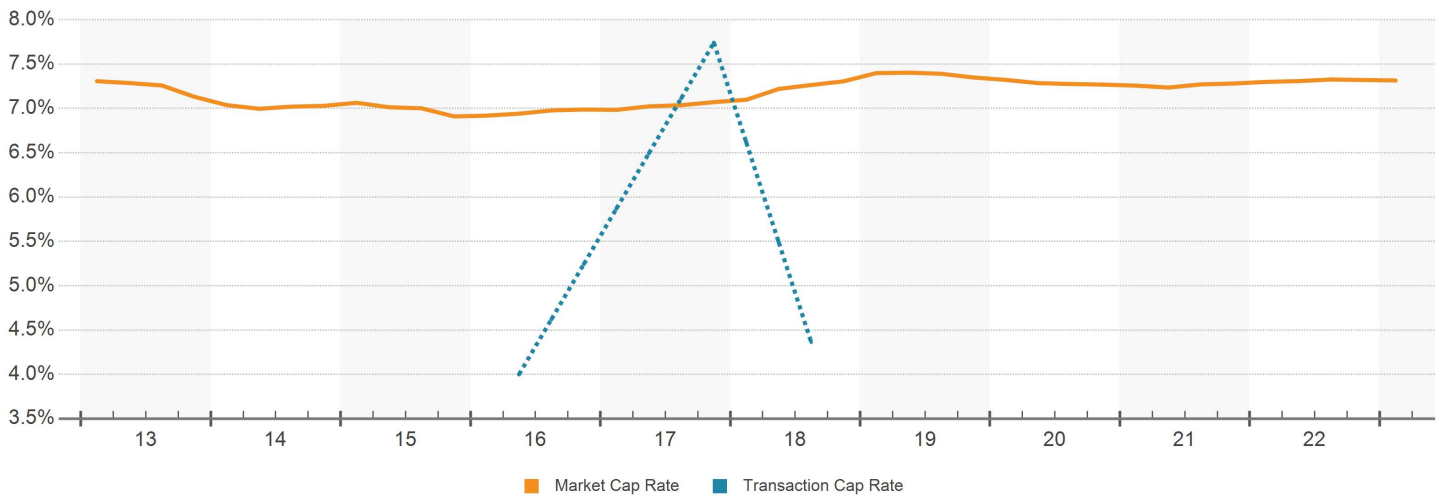
The market price, which is based on the price movement

of all office properties in the submarket and informed by actual transactions, now sits at \$233/SF. That figure is largely unchanged since last year, and the level here is still ahead of pricing across the Sacramento region. At 7.3%, the market cap rate is within a few basis points of its year-ago levels, and it's fairly similar to the metro average. The present rate in the submarket matches the five-year average.

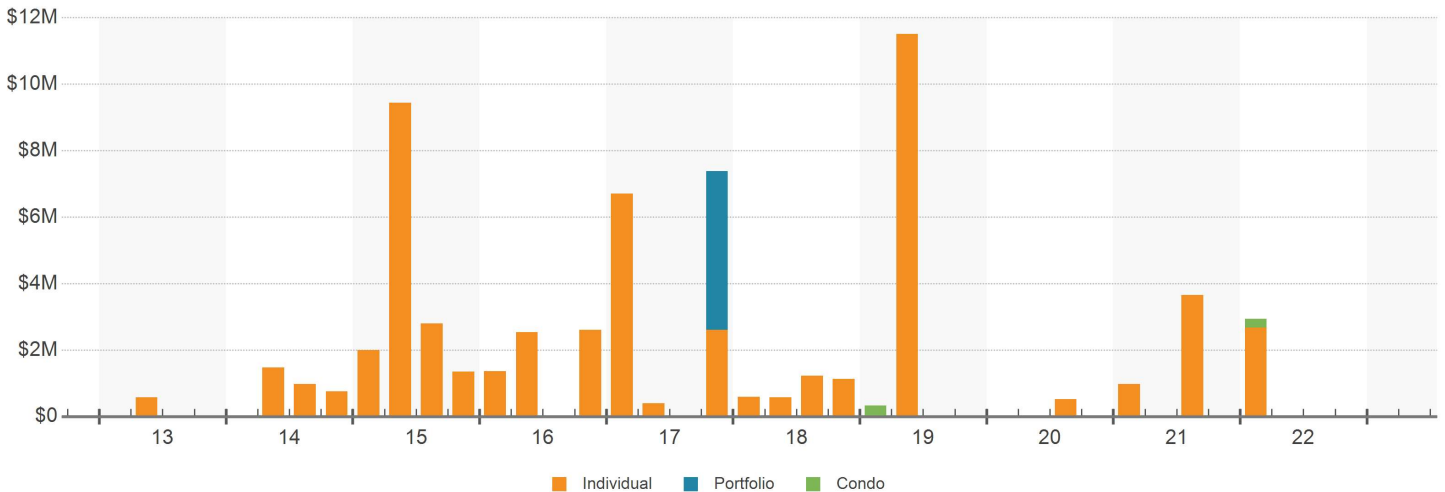
MARKET SALE PRICE & TRANSACTION SALE PRICE PER SF



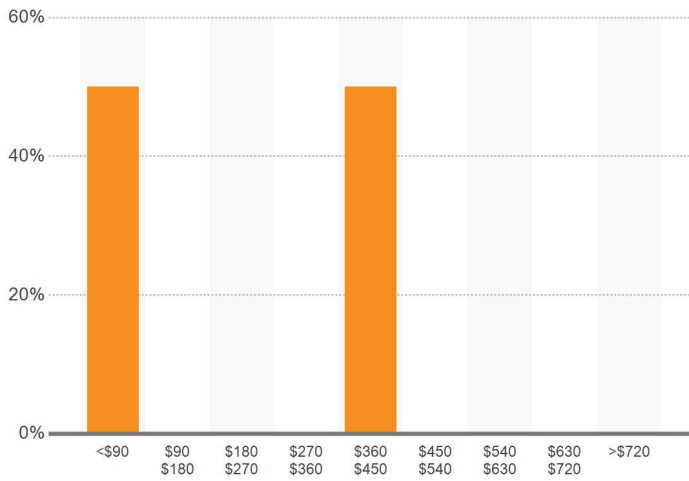
MARKET CAP RATE & TRANSACTION CAP RATE



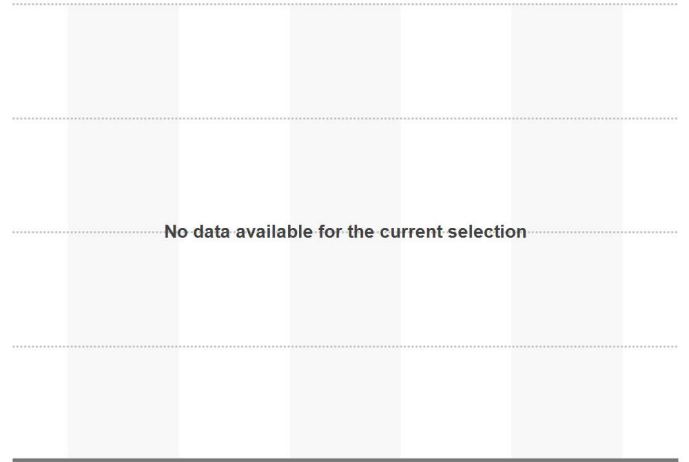
SALES VOLUME BY TRANSACTION TYPE



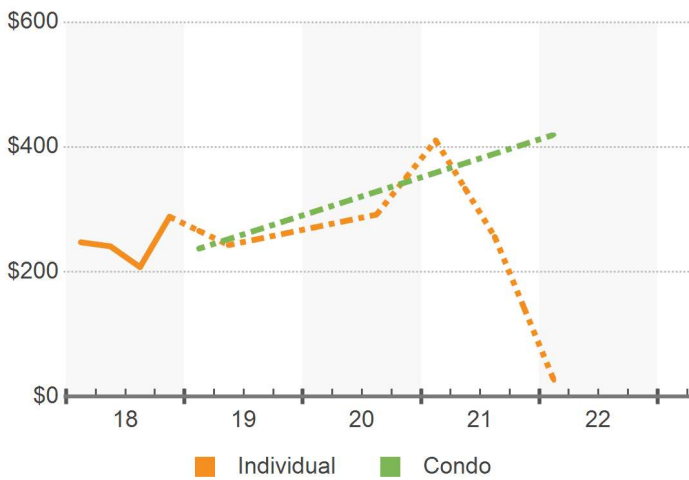
SALE PRICE PER SF DISTRIBUTION PAST 12 MONTHS



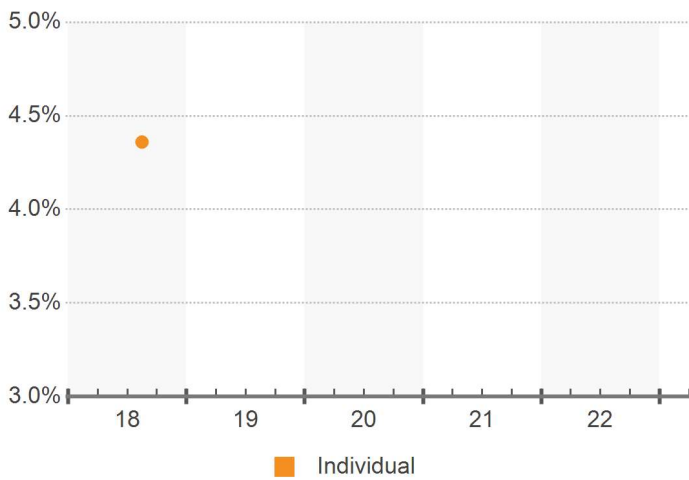
CAP RATE DISTRIBUTION PAST 12 MONTHS



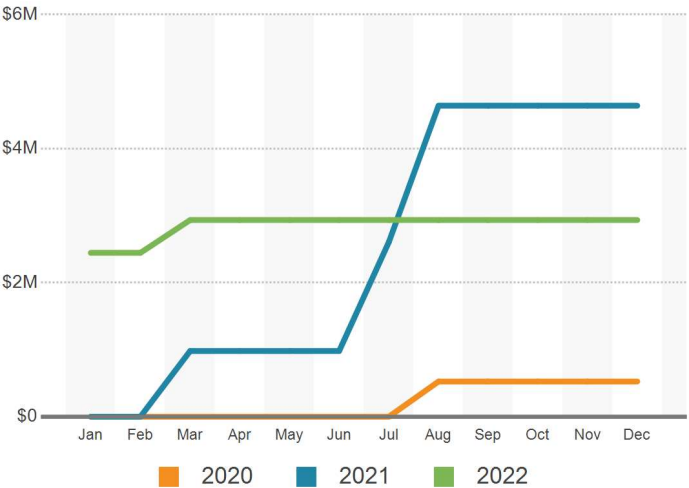
SALE PRICE PER SF BY TRANSACTION TYPE



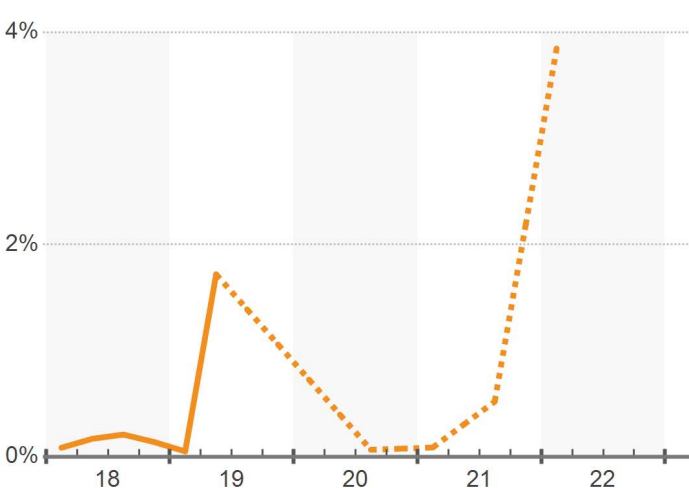
CAP RATE BY TRANSACTION TYPE



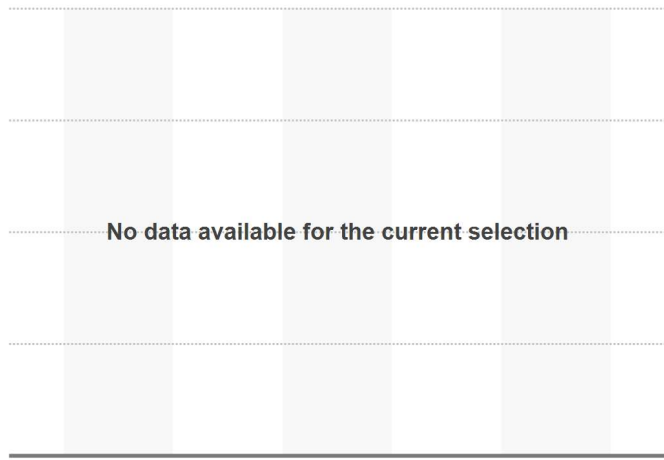
CUMULATIVE SALES VOLUME BY YEAR



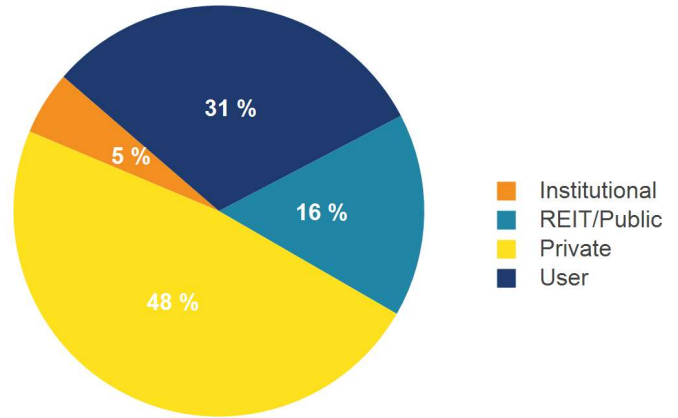
SOLD SF AS % OF TOTAL SF



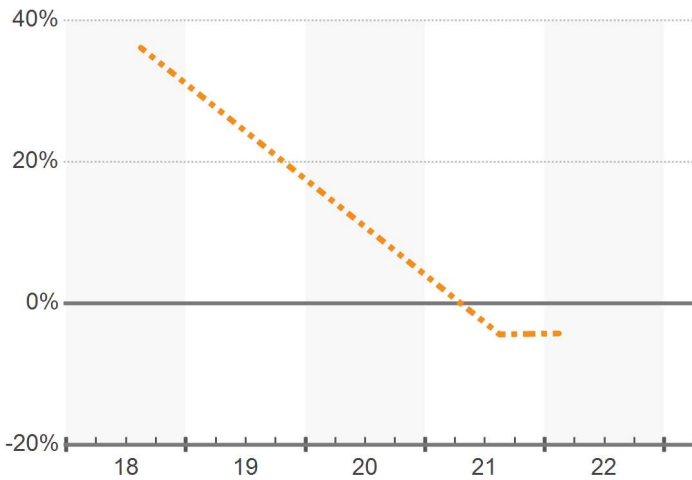
SALES VOLUME BY BUYER TYPE PAST 12 MONTHS



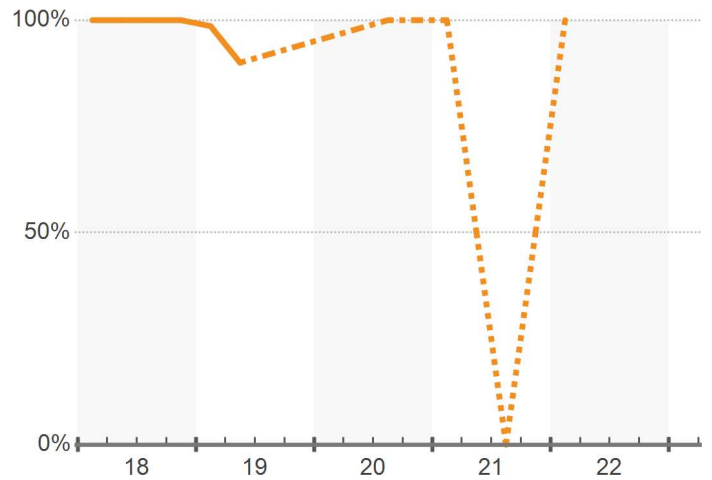
ASSET VALUE BY OWNER TYPE



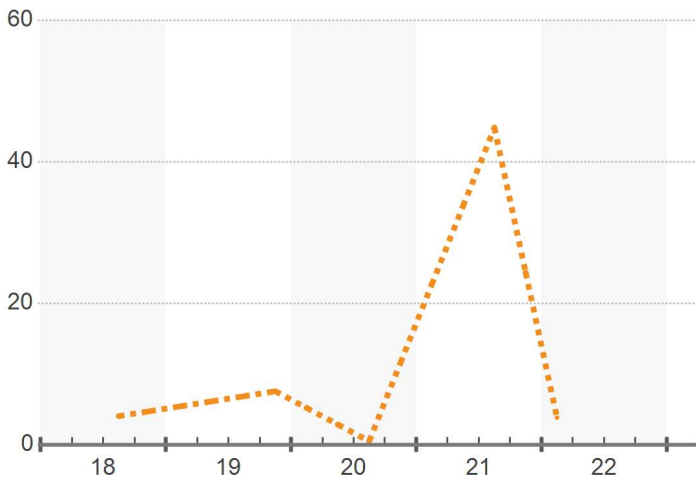
SALE TO ASKING PRICE DIFFERENTIAL



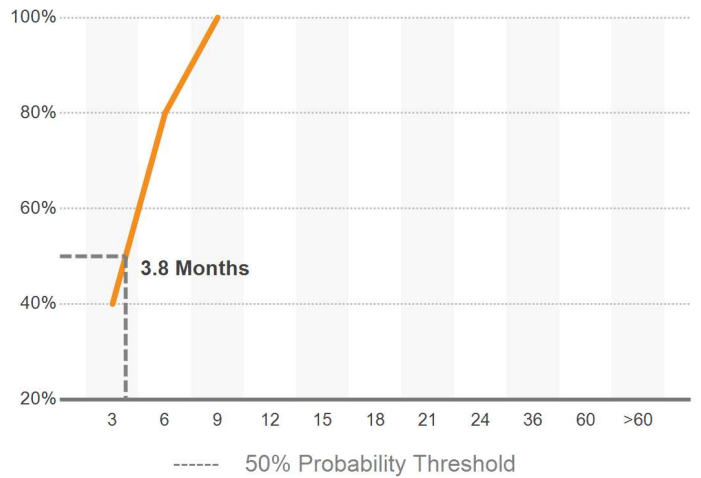
OCCUPANCY AT SALE



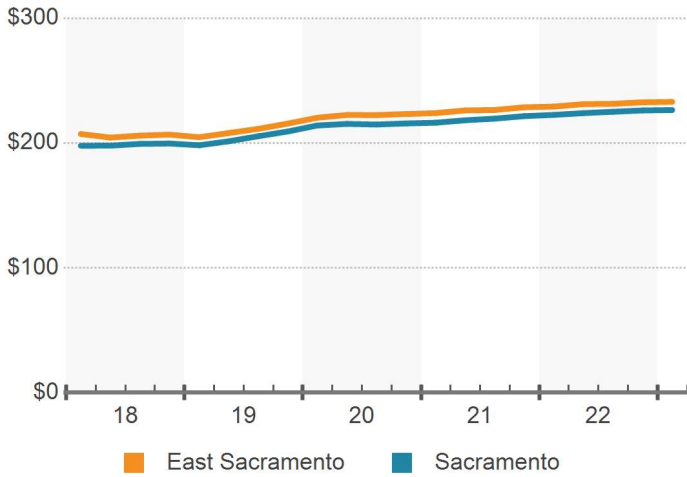
MONTHS TO SALE



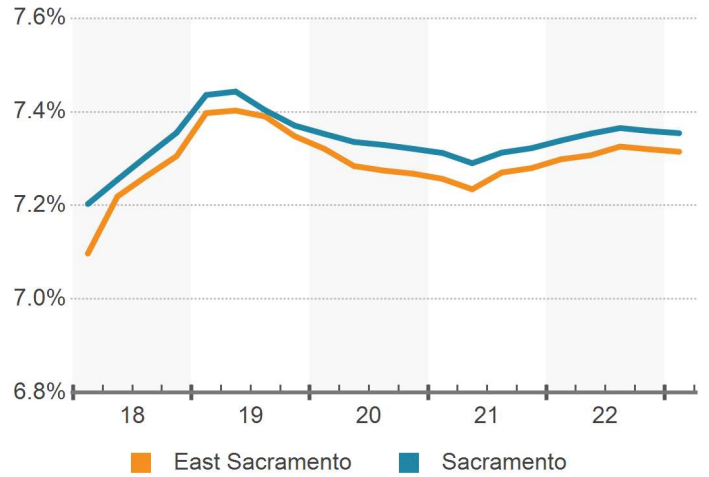
PROBABILITY OF SELLING IN MONTHS



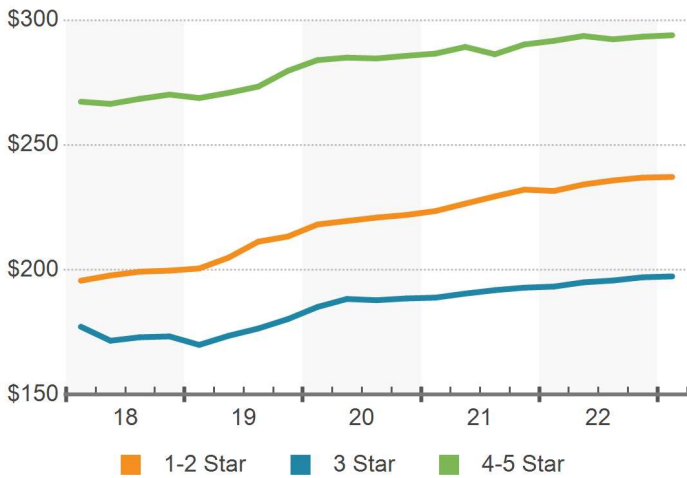
MARKET SALE PRICE PER SF



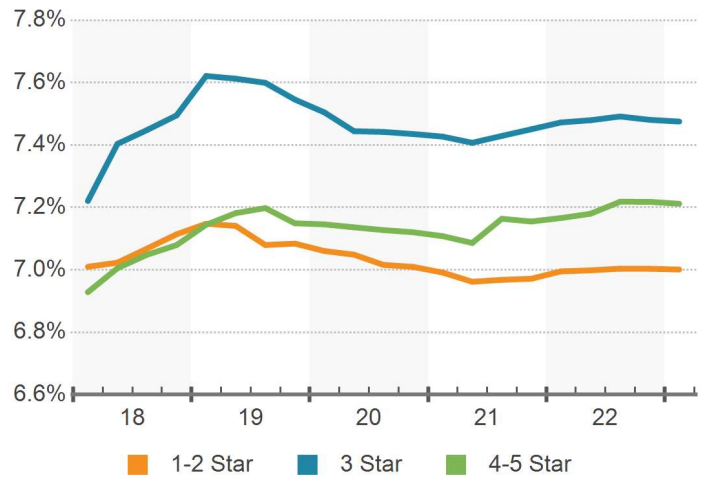
MARKET CAP RATE



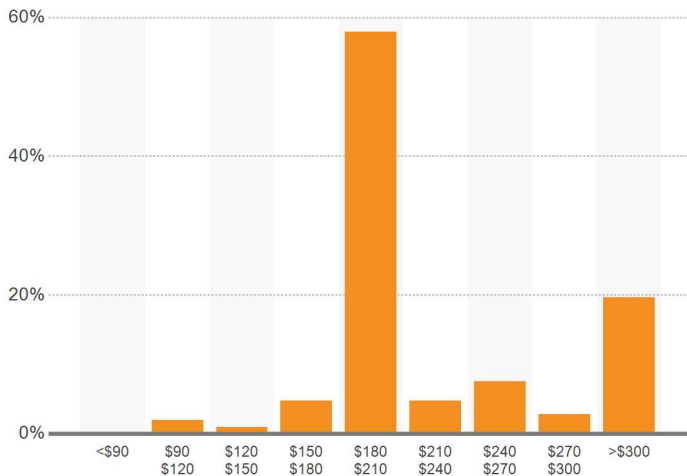
MARKET SALE PRICE PER SF BY STAR RATING



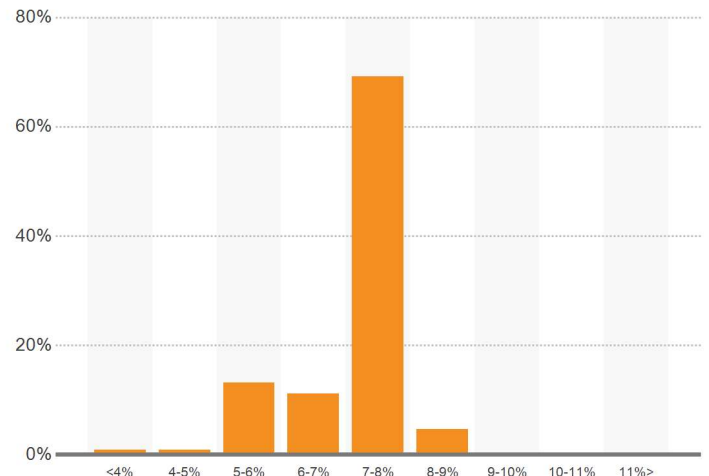
MARKET CAP RATE BY STAR RATING



MARKET SALE PRICE PER SF DISTRIBUTION



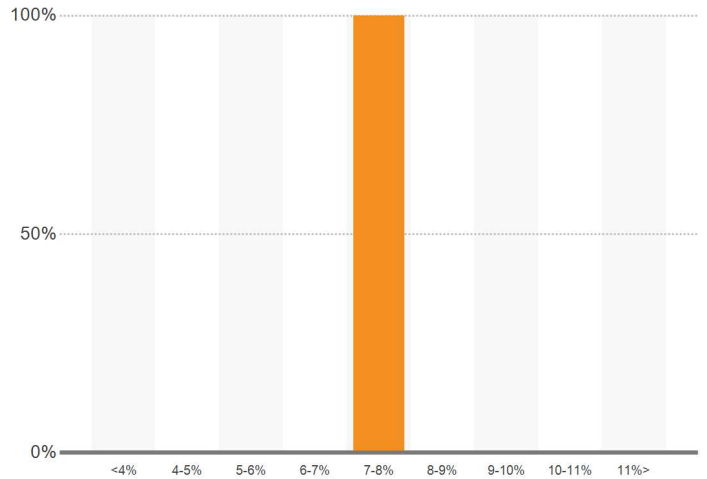
MARKET CAP RATE DISTRIBUTION



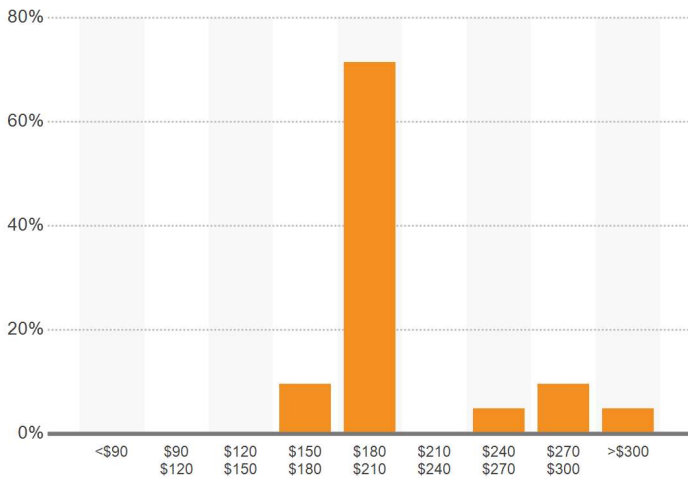
4-5 STAR MARKET SALE PRICE PER SF DISTRIBUTION



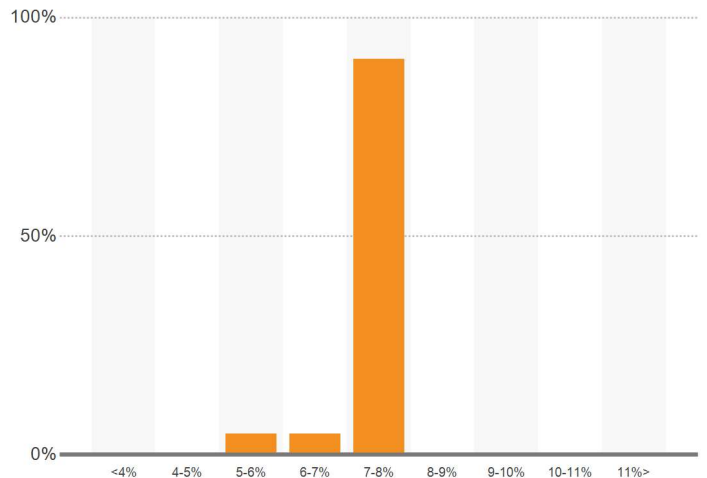
4-5 STAR MARKET CAP RATE DISTRIBUTION



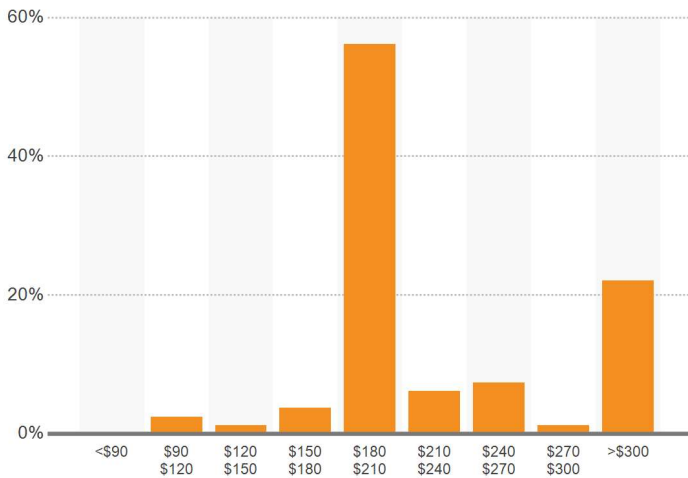
3 STAR MARKET SALE PRICE PER SF DISTRIBUTION



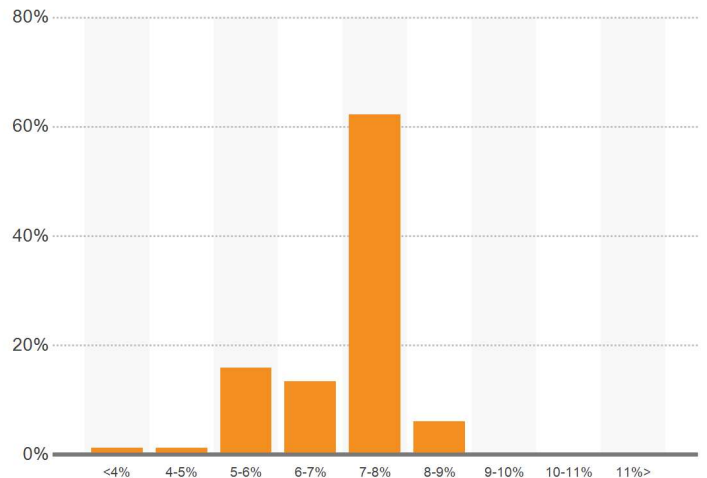
3 STAR MARKET CAP RATE DISTRIBUTION



1-2 STAR MARKET SALE PRICE PER SF DISTRIBUTION



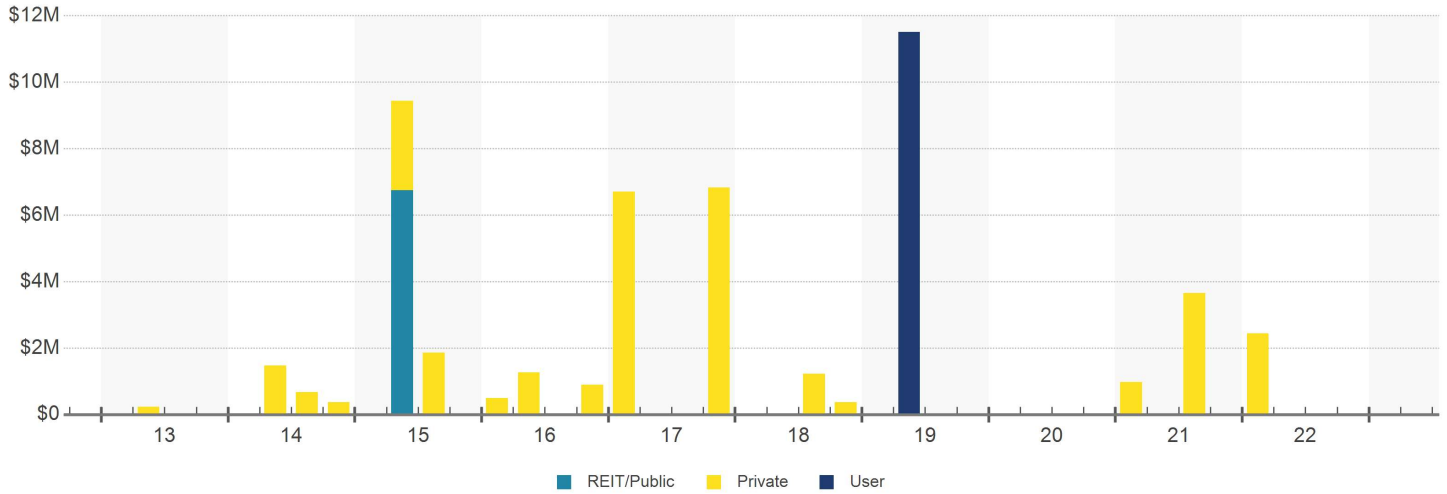
1-2 STAR MARKET CAP RATE DISTRIBUTION



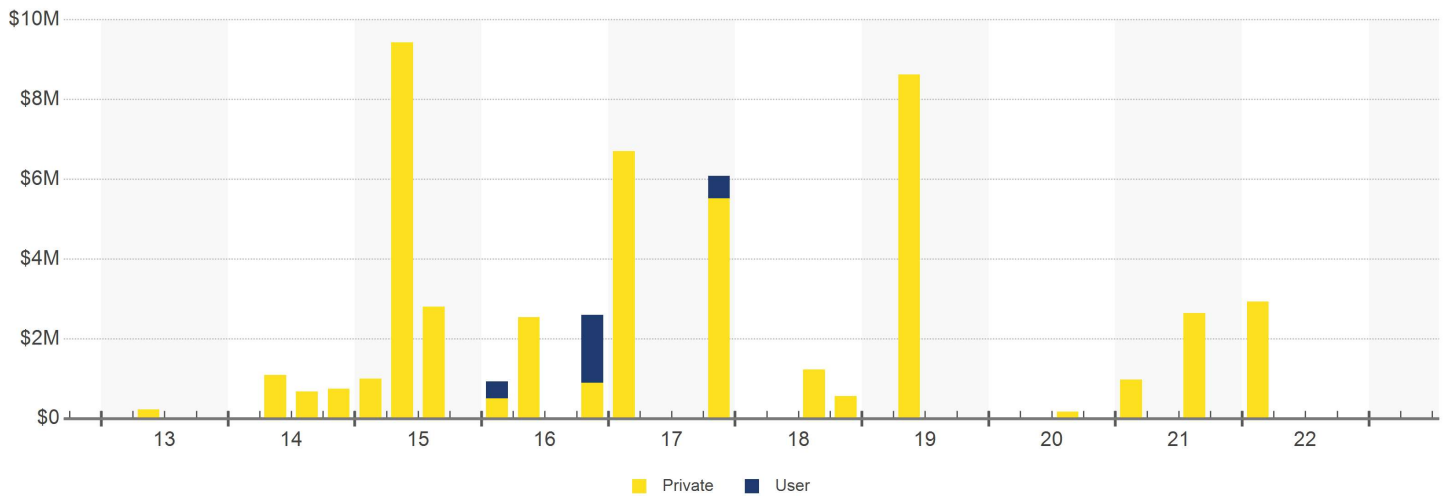
Buying & Selling By Owner Type

East Sacramento Office

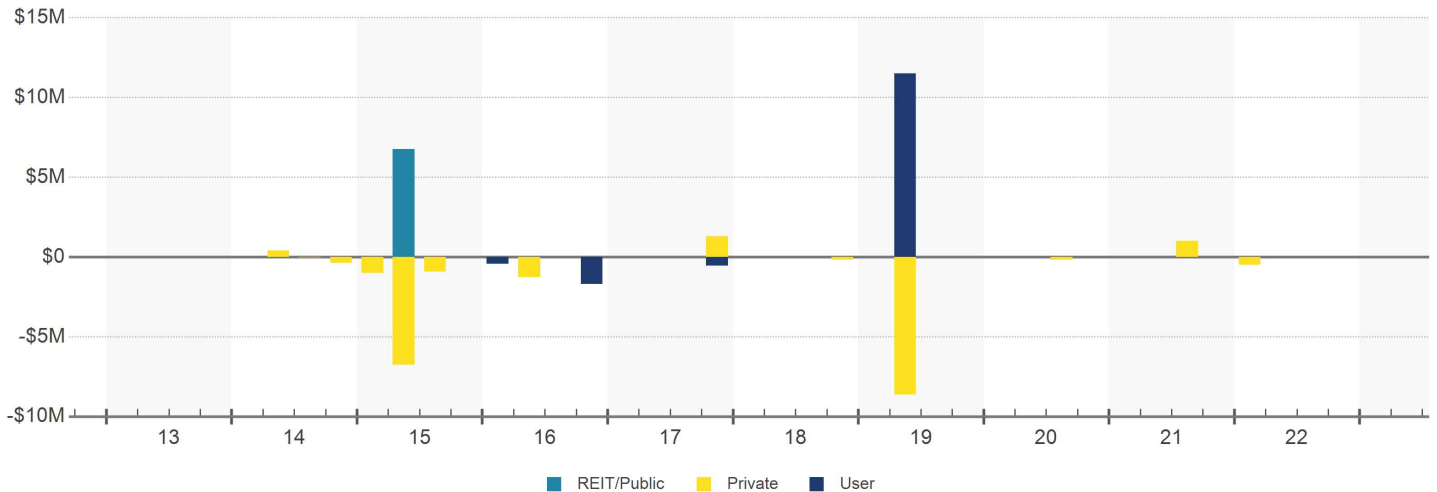
SALES VOLUME BY BUYER TYPE



SALES VOLUME BY SELLER TYPE



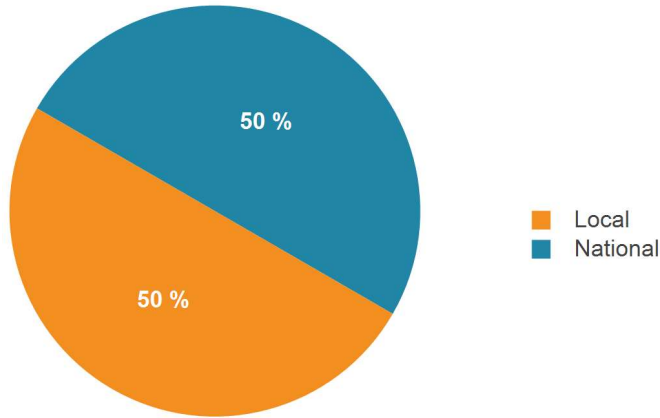
NET BUYING & SELLING BY OWNER TYPE



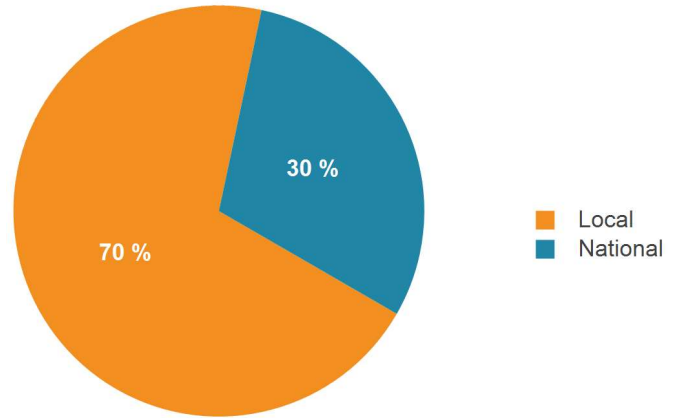
Investment Trends By Buyer & Seller Origin

East Sacramento Office

SALES VOLUME BY BUYER ORIGIN PAST 12 MONTHS



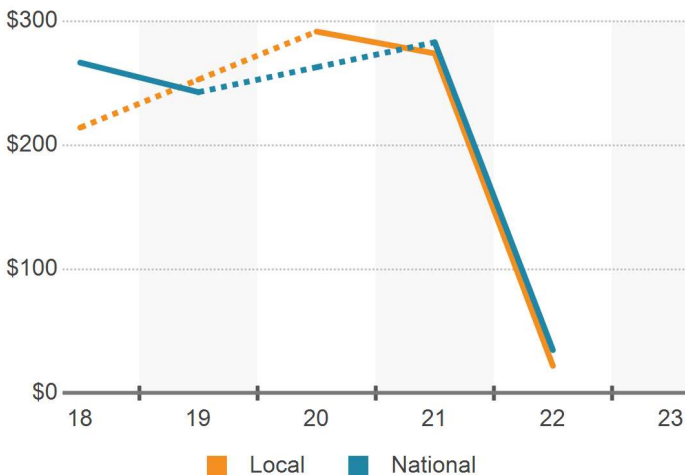
ASSET VALUE BY OWNER ORIGIN



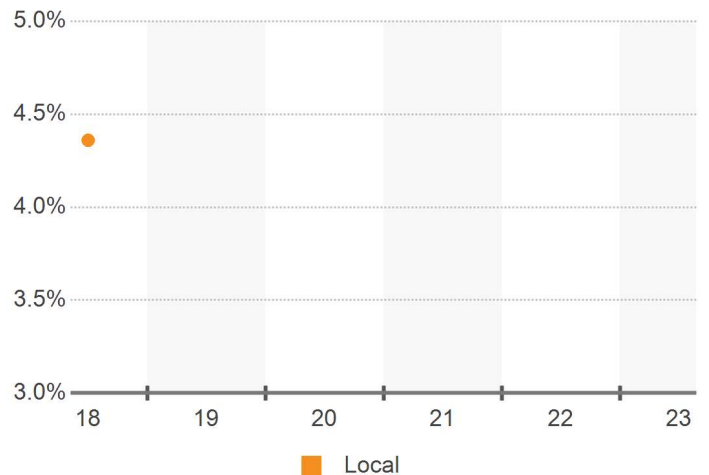
SALES VOLUME BY OWNER ORIGIN

Year	Total				Local			National			Foreign		
	Sales Volume	Bought	Sold	Net Trans	Bought	Sold	Net Trans	Bought	Sold	Net Trans	Bought	Sold	Net Trans
YTD	-	-	-	-	-	-	-	-	-	-	-	-	-
2022	\$2.9M	\$1.1M	\$1M	\$114.5K	\$1.8M	\$1.6M	\$143K	-	\$257.5K	-\$257.5K	-	-	-
2021	\$4.6M	\$2.6M	\$4.6M	-\$2M	\$2M	-	\$2M	-	-	-	-	-	-
2020	\$525K	\$525K	\$350K	\$175K	-	\$175K	-\$175K	-	-	-	-	-	-
2019	\$11.8M	-	\$8.6M	-\$8.6M	\$11.5M	\$2.9M	\$8.6M	-	-	-	-	-	-
2018	\$3.5M	\$1.5M	\$562K	\$958K	\$2M	\$3M	-\$958K	-	-	-	-	-	-
2017	\$14.5M	\$7.4M	\$7.2M	\$162.5K	\$6.7M	\$7.3M	-\$562.5K	-	-	-	-	-	-
2016	\$6.5M	\$6.2M	\$3.1M	\$3.1M	\$166.3K	\$3.4M	-\$3.2M	\$166.3K	-	\$166.3K	-	-	\$166.3K
2015	\$15.6M	\$4.8M	\$7.8M	-\$3M	\$10.8M	\$7.8M	\$3M	-	-	-	-	-	-
2014	\$3.2M	\$1.9M	\$1.5M	\$376.5K	\$1.2M	\$1.6M	-\$376.5K	\$101.7K	\$101.7K	\$0	-	-	\$0
2013	\$580K	\$230K	\$230K	\$0	\$350K	\$350K	\$0	-	-	-	-	-	-

SALE PRICE PER SF BY BUYER ORIGIN



CAP RATE BY BUYER ORIGIN



Submarket Sales Trends

East Sacramento Office

SUBMARKET SALES TRANSACTIONS PAST 12 MONTHS

Submarket Name	Sales Volume	Transactions	Transacted SF	Avg SF	Mkt Cap Rate	Mkt Sale Price/SF
Highway 50 Corridor	\$113,749,078	33	633,890	19,209	7.6%	\$200
Roseville/Rocklin	\$101,739,958	57	523,446	9,183	7.2%	\$242
Downtown	\$87,407,674	18	384,626	21,368	7.2%	\$263
Folsom	\$84,972,000	17	358,912	21,112	7.2%	\$253
South Sacramento	\$42,575,501	20	197,323	9,866	7.3%	\$198
Campus Commons	\$33,693,000	7	171,194	24,456	7.0%	\$224
Point West	\$33,067,261	8	227,198	28,400	7.3%	\$195
Midtown	\$31,925,000	17	198,036	11,649	7.1%	\$239
El Dorado	\$31,353,009	16	297,588	18,599	7.5%	\$203
Howe Ave/Fulton Ave/Watt Ave	\$30,807,001	25	256,665	10,267	7.7%	\$175
Citrus Heights/Orangevale	\$22,912,000	16	140,766	8,798	7.5%	\$203
Carmichael/Fair Oaks	\$14,973,500	20	115,525	5,776	7.5%	\$176
Auburn/Lincoln	\$12,947,500	24	116,497	4,854	7.5%	\$215
Davis/Woodland	\$8,544,500	15	255,071	17,005	7.5%	\$232
Outer Placer County	\$8,513,000	4	30,198	7,550	7.2%	\$234
North Natomas	\$7,500,000	3	36,189	12,063	7.3%	\$204
Elk Grove	\$7,480,400	8	55,024	6,878	7.2%	\$232
Outer El Dorado County	\$3,857,991	6	19,425	3,238	7.3%	\$225
West Sacramento	\$1,715,000	2	8,301	4,151	7.3%	\$237
East Sacramento	\$489,000	2	96,887	48,444	7.3%	\$233
Rio Linda/N Highlands	\$375,000	1	4,074	4,074	7.5%	\$166

Recent Significant Sales

East Sacramento Office



3941 J St • Dignity Health [↻](#)



Sacramento, CA 95819

Sale Date	Mar 2022	Buyer	David Rodriguez (USA) +1
Sale Price	\$264K (\$420/SF)	Seller	Chen Family Trust (USA)
Hold Period	<1 Month		
RBA	96,258 SF		
Year Built	1987		



3941 J St • Dignity Health [↻](#)



Sacramento, CA 95819

Sale Date	Mar 2022	Buyer	Liping Wei (USA) +1
Sale Price	\$225K (\$2/SF)	Seller	Chen Family Trust (USA)
Leased	100%		
Hold Period	38 Months		
RBA	96,258 SF		
Year Built	1987		

TOP OWNERS

Company Name	Owned SF	Owned Props	Avg SF	12 Mo Bought	12 Mo Sold	12 Mo Net Trans
Tsakopoulos Investments	404,000	1	404,000	-	-	-
State of California	381,718	1	381,718	-	-	-
Sacramento Municipal Utilities Dist	352,394	2	176,197	-	-	-
Fulcrum Capital Corporation	300,990	2	150,495	-	-	-
The Regents of the University of Calif...	146,472	7	20,925	-	-	-
Ventas, Inc.	141,210	1	141,210	-	-	-
Healthpeak Properties, Inc.	120,527	2	60,264	-	-	-
Heitman	101,133	1	101,133	-	-	-
Sacramento Municipal Utility District	60,140	1	60,140	-	-	-
CommonSpirit Health	47,364	1	47,364	-	-	-
State & Consumer Service Agency	39,574	1	39,574	-	-	-
Brodovsky Commercial Real Estate	32,000	1	32,000	-	-	-
H.N. & Frances C. Berger Foundation	23,178	1	23,178	-	-	-
Jaspreet Bains	19,467	1	19,467	-	-	-
Peter P. Bollinger Investment Company	17,007	1	17,007	-	-	-
Dialysis Clinic Inc	16,213	1	16,213	-	-	-
Fong Enterprises	16,000	1	16,000	-	-	-
Calif State Grange	14,671	1	14,671	-	-	-
Kilmer S L & Chapman T W Trust	12,932	1	12,932	-	-	-
Carroll & Associates, PC	12,000	3	4,000	-	-	-
Paul Hewitt	12,000	1	12,000	-	-	-
Tina Delucchi	11,703	1	11,703	-	-	-
Mary O & John H Delucchi Trust	11,703	1	11,703	-	-	-
Keith Liang	11,542	1	11,542	-	-	-
Arata Bros	11,200	1	11,200	-	-	-
Sacramento Builders Exchange	11,200	1	11,200	-	-	-
Conference Claimants Endowment B...	11,160	1	11,160	-	-	-
Tom Naygrow	10,000	1	10,000	-	-	-
SAFE Credit Union	9,226	1	9,226	-	-	-
Diane A. Dutra	8,167	1	8,167	-	-	-
Lau Imogen Trust	8,000	1	8,000	-	-	-
Sierra Sacramento Valley Medical So...	7,500	1	7,500	-	-	-
Ayman M Ghobashy	7,190	1	7,190	-	-	-
Decamilla Capital Management Inc	7,118	1	7,118	-	-	-
Boucher Jeffrey C	6,900	1	6,900	-	-	-
James Paul Macdonald	6,840	1	6,840	-	-	-
Lexis Allen	6,641	1	6,641	-	-	-
David Allen & Associates	6,641	1	6,641	-	-	-
Williams Revocable Trust	6,439	1	6,439	-	-	-
Andrew J. Smolich	6,423	1	6,423	-	-	-
Bradley E Chipps	5,434	1	5,434	-	-	-
Studio Z Recording, Inc.	5,000	1	5,000	-	-	-

No known top buyers in the past 12 months

No known top sellers in the past 12 months

No known top brokers in the past 12 months

OVERALL SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$243.66	142	7.4%
2026	-	-	-	-	-	-	\$240.18	140	7.4%
2025	-	-	-	-	-	-	\$237.37	138	7.4%
2024	-	-	-	-	-	-	\$234.38	137	7.4%
2023	-	-	-	-	-	-	\$232.05	135	7.4%
YTD	-	-	-	-	-	-	\$233.01	136	7.3%
2022	4	\$2.9M	3.8%	\$733,500	\$28.37	-	\$232.61	136	7.3%
2021	3	\$4.6M	0.6%	\$1,546,667	\$277.91	-	\$228.65	133	7.3%
2020	1	\$525K	0.1%	\$525,000	\$291.67	-	\$223.24	130	7.3%
2019	2	\$11.8M	1.8%	\$5,912,500	\$242.64	-	\$215.58	126	7.3%
2018	5	\$3.5M	0.6%	\$878,500	\$241.05	4.4%	\$206.71	121	7.3%
2017	10	\$14.5M	3.5%	\$2,069,286	\$160.23	7.7%	\$205.32	120	7.1%
2016	9	\$6.5M	2.0%	\$1,085,250	\$186.04	4.0%	\$201.82	118	7.0%
2015	5	\$15.6M	4.5%	\$3,116,000	\$121.28	-	\$199.21	116	6.9%
2014	5	\$3.2M	0.7%	\$641,400	\$161.28	-	\$185.13	108	7.0%
2013	2	\$580K	0.2%	\$290,000	\$130.43	-	\$179.20	105	7.1%
2012	7	\$9.8M	4.9%	\$1,966,800	\$111.93	-	\$172.33	101	7.3%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

3 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$206.10	141	7.5%
2026	-	-	-	-	-	-	\$203.19	139	7.5%
2025	-	-	-	-	-	-	\$200.85	137	7.5%
2024	-	-	-	-	-	-	\$198.38	135	7.6%
2023	-	-	-	-	-	-	\$196.46	134	7.6%
YTD	-	-	-	-	-	-	\$197.35	135	7.5%
2022	-	-	-	-	-	-	\$197	134	7.5%
2021	-	-	-	-	-	-	\$192.84	132	7.5%
2020	-	-	-	-	-	-	\$188.52	129	7.4%
2019	1	\$11.5M	2.5%	\$11,500,000	\$242.80	-	\$180.24	123	7.5%
2018	-	-	-	-	-	-	\$173.30	118	7.5%
2017	2	\$7.1M	3.4%	\$3,550,000	\$105.71	-	\$175.94	120	7.2%
2016	2	\$499K	0.8%	\$499,000	\$195.69	-	\$172.46	118	7.1%
2015	1	\$2.7M	3.4%	\$2,680,000	\$40.61	-	\$170.18	116	7.0%
2014	1	\$370K	0.1%	\$370,000	\$145.10	-	\$157.37	107	7.2%
2013	-	-	-	-	-	-	\$153.21	104	7.2%
2012	2	\$7.7M	5.9%	\$7,700,000	\$114.54	-	\$147.23	100	7.4%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

1 & 2 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$248.57	156	7.1%
2026	-	-	-	-	-	-	\$244.88	153	7.1%
2025	-	-	-	-	-	-	\$241.88	152	7.1%
2024	-	-	-	-	-	-	\$238.68	150	7.1%
2023	-	-	-	-	-	-	\$236.09	148	7.1%
YTD	-	-	-	-	-	-	\$237.20	149	7.0%
2022	4	\$2.9M	17.4%	\$733,500	\$28.37	-	\$236.94	148	7.0%
2021	3	\$4.6M	2.8%	\$1,546,667	\$277.91	-	\$232.10	145	7.0%
2020	1	\$525K	0.3%	\$525,000	\$291.67	-	\$221.95	139	7.0%
2019	1	\$325K	0.2%	\$325,000	\$237.23	-	\$213.33	134	7.1%
2018	5	\$3.5M	2.9%	\$878,500	\$241.05	4.4%	\$199.66	125	7.1%
2017	8	\$7.4M	5.3%	\$1,477,000	\$317.80	7.7%	\$193.54	121	7.0%
2016	7	\$6M	6.9%	\$1,202,500	\$185.28	4.0%	\$184.65	116	7.0%
2015	4	\$12.9M	10.4%	\$3,225,000	\$206.51	-	\$176.57	111	7.0%
2014	4	\$2.8M	2.9%	\$709,250	\$163.66	-	\$165.58	104	7.1%
2013	2	\$580K	0.7%	\$290,000	\$130.43	-	\$158.74	99	7.2%
2012	5	\$2.1M	4.0%	\$533,500	\$103.45	-	\$153.85	96	7.4%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.