

Sacramento Industrial Snapshot

▲ 4.5%
Vacancy▲ 5.7%
Availability▼ 434K
Under Construction Sq. Ft.► \$0.81
Average Asking Sq. Ft.

Figure 1: Market Statistics Industrial

Submarket	Net Rentable Area	Total Vacant SF	Total Vacant %	Total Sublease Available	Total Direct Available	Total Available %	Average Asking Rate (\$)
Northgate/Natomas	23,870,538	2,620,126	11.0	389,336	2,662,036	12.8	0.81
Distribution - Class A	12,783,894	2,010,147	15.7	261,067	2,010,147	17.8	0.80
Distribution - Class B	1,509,235	216,261	14.3	0	216,261	14.3	0.88
Light Industrial - Class A	2,027,860	7,796	0.4	2,600	5,196	0.4	-
Light Industrial - Class B	3,323,092	141,784	4.3	97,494	147,554	7.4	0.82
Flex / High Tech / R&D	2,921,479	199,780	6.8	28,175	225,160	8.7	0.85
Special Purpose	818,350	23,650	2.9	0	23,650	2.9	-
Incubator	486,628	20,708	4.3	0	34,068	7.0	0.88
Richards	4,732,400	172,161	3.6	12,500	319,161	7.0	0.64
Distribution - Class A	0	0	0.0	0	0	0.0	-
Distribution - Class B	1,152,769	0	0.0	12,500	88,000	8.7	0.58
Light Industrial - Class A	204,105	0	0.0	0	0	0.0	-
Light Industrial - Class B	1,475,375	78,197	5.3	0	78,197	5.3	0.73
Flex / High Tech / R&D	372,168	5,000	1.3	0	5,000	1.3	0.65
Special Purpose	1,515,983	88,964	5.9	0	147,964	9.8	0.64
Incubator	12,000	0	0.0	0	0	0.0	-
Downtown/Midtown/East Sac	4,955,716	69,452	1.4	0	124,969	2.5	1.18
Distribution - Class A	0	0	0.0	0	0	0.0	-
Distribution - Class B	0	0	0.0	0	0	0.0	-
Light Industrial - Class A	5,000	0	0.0	0	0	0.0	-
Light Industrial - Class B	2,359,648	69,452	2.9	0	115,129	4.9	1.18
Flex / High Tech / R&D	46,830	0	0.0	0	0	0.0	-
Special Purpose	2,502,238	0	0.0	0	9,840	0.4	-
Incubator	42,000	0	0.0	0	0	0.0	-
West Sacramento	25,290,100	1,423,285	5.6	86,639	1,507,125	6.3	0.81
Distribution - Class A	8,349,898	1,079,523	12.9	24,515	1,079,523	13.2	0.82
Distribution - Class B	3,088,085	43,200	1.4	0	103,100	3.3	0.68
Light Industrial - Class A	1,554,089	64,182	4.1	33,700	36,682	4.5	1.45
Light Industrial - Class B	6,354,716	152,548	2.4	20,160	132,388	2.4	0.78
Flex / High Tech / R&D	1,760,588	23,604	1.3	0	23,604	1.3	1.10
Special Purpose	4,091,217	60,228	1.5	0	131,828	3.2	0.73
Incubator	91,507	0	0.0	8,264	0	9.0	-
South Sacramento	5,519,427	223,807	4.1	25,559	219,002	4.4	0.90
Distribution - Class A	0	0	0.0	0	0	0.0	-
Distribution - Class B	2,144,532	0	0.0	0	0	0.0	-
Light Industrial - Class A	0	0	0.0	0	0	0.0	-
Light Industrial - Class B	2,731,999	49,504	1.8	25,559	44,699	2.6	0.95
Flex / High Tech / R&D	41,479	0	0.0	0	0	0.0	0.78
Special Purpose	353,817	161,789	45.7	0	161,789	45.7	-
Incubator	247,600	12,514	5.1	0	12,514	5.1	0.78

Source: CBRE Research, Q4 2023

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Submarket	Net Rentable Area	Total Vacant SF	Total Vacant %	Total Sublease Available	Total Direct Available	Total Available %	Average Asking Rate (\$)
Elk Grove/Laguna/Galt	7,759,516	59,775	0.8	12,824	87,195	1.3	1.11
Distribution - Class A	2,687,907	0	0.0	0	0	0.0	-
Distribution - Class B	769,107	0	0.0	0	0	0.0	-
Light Industrial - Class A	441,006	23,100	5.2	10,000	23,100	7.5	-
Light Industrial - Class B	1,926,700	11,943	0.6	0	27,759	1.4	1.06
Flex / High Tech / R&D	550,149	12,040	2.2	0	26,468	4.8	1.10
Special Purpose	983,820	0	0.0	0	0	0.0	-
Incubator	400,827	12,692	3.2	2,824	9,868	3.2	1.26
Power Inn Area	28,725,931	532,358	1.9	239,688	1,083,489	4.6	0.80
Distribution - Class A	4,632,118	0	0.0	99,058	57,000	3.4	0.80
Distribution - Class B	2,995,110	35,224	1.2	40,000	103,108	4.8	0.90
Light Industrial - Class A	1,538,662	19,252	1.3	0	19,252	1.3	0.85
Light Industrial - Class B	13,205,660	365,894	2.8	79,090	731,593	6.1	0.77
Flex / High Tech / R&D	1,388,050	66,802	4.8	16,380	101,199	8.5	1.01
Special Purpose	4,075,348	13,613	0.3	0	39,213	1.0	1.25
Incubator	890,983	31,573	3.5	5,160	32,124	4.2	1.00
Northeast Sacramento	6,920,192	279,875	4.0	10,254	351,913	5.2	0.96
Distribution - Class A	0	0	0.0	0	0	0.0	-
Distribution - Class B	386,496	55,827	14.4	0	55,827	14.4	-
Light Industrial - Class A	1,578,224	31,618	2.0	10,254	63,618	4.7	0.68
Light Industrial - Class B	2,840,234	113,911	4.0	0	139,054	4.9	0.97
Flex / High Tech / R&D	808,064	55,019	6.8	0	69,914	8.7	1.45
Special Purpose	1,153,266	22,000	1.9	0	22,000	1.9	1.31
Incubator	153,908	1,500	1.0	0	1,500	1.0	1.10
Rancho Cordova	19,527,293	1,831,445	9.4	50,223	1,932,162	10.2	0.84
Distribution - Class A	2,104,272	717,346	34.1	28,408	717,346	35.4	-
Distribution - Class B	2,146,864	28,000	1.3	0	28,000	1.3	0.80
Light Industrial - Class A	1,225,196	42,314	3.5	0	42,314	3.5	0.90
Light Industrial - Class B	5,711,555	741,011	13.0	10,000	734,011	13.0	0.62
Flex / High Tech / R&D	2,989,484	171,029	5.7	0	256,814	8.6	1.00
Special Purpose	1,796,305	27,000	1.5	0	36,968	2.1	1.02
Incubator	3,553,617	104,745	2.9	11,815	116,709	3.6	1.03
Roseville/Rocklin	16,725,820	263,209	1.6	108,459	193,348	1.8	0.98
Distribution - Class A	3,383,403	186,585	5.5	105,750	85,785	5.7	0.70
Distribution - Class B	2,834,721	0	0.0	0	0	0.0	-
Light Industrial - Class A	1,142,405	11,430	1.0	0	11,430	1.0	1.15
Light Industrial - Class B	3,385,035	18,426	0.5	0	18,426	0.5	1.01
Flex / High Tech / R&D	3,420,575	40,189	1.2	0	70,037	2.0	1.38
Special Purpose	1,269,487	0	0.0	0	0	0.0	-
Incubator	1,290,194	6,579	0.5	2,709	7,670	0.8	1.26

Source: CBRE Research, Q4 2023

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I-80/Roseville Road	10,962,961	268,529	2.4	0	318,529	2.9	0.85
Distribution - Class A	2,038,910	42,000	0.0	0	42,000	0.0	-
Distribution - Class B	951,256	0	0.0	0	0	0.0	-
Light Industrial - Class A	361,972	42,500	11.7	0	42,500	11.7	0.80
Light Industrial - Class B	4,993,589	114,871	2.3	0	164,871	3.3	0.85
Flex / High Tech / R&D	574,139	19,855	3.5	0	19,855	3.5	0.81
Special Purpose	733,841	42,000	0.0	0	42,000	0.0	-
Incubator	1,309,254	7,303	0.6	0	7,303	0.6	0.95
Lincoln	3,756,011	138,175	3.7	25,000	138,175	4.3	0.73
Distribution - Class A	1,597,248	100,425	6.3	25,000	100,425	7.9	0.60
Distribution - Class B	364,586	0	0.0	0	0	0.0	-
Light Industrial - Class A	37,800	18,550	49.1	0	18,550	49.1	1.00
Light Industrial - Class B	540,391	19,200	3.6	0	19,200	3.6	1.18
Flex / High Tech / R&D	99,986	0	0.0	0	0	0.0	-
Special Purpose	1,100,000	0	0.0	0	0	0.0	-
Incubator	16,000	0	0.0	0	0	0.0	-
Woodland/Davis	17,923,063	74,254	0.4	61,965	356,193	2.3	0.59
Distribution - Class A	7,316,070	33,400	0.5	0	217,000	3.0	0.58
Distribution - Class B	4,121,790	0	0.0	30,000	100,800	3.2	0.55
Light Industrial - Class A	186,586	0	0.0	0	0	0.0	-
Light Industrial - Class B	2,060,106	11,916	0.6	0	28,981	1.4	0.77
Flex / High Tech / R&D	801,675	20,018	2.5	31,965	192	4.0	1.77
Special Purpose	2,884,138	7,670	0.3	0	7,670	0.3	0.61
Incubator	552,698	1,250	0.2	0	1,550	0.3	1.65
Folsom/El Dorado Hills	4,830,457	120,188	2.5	0	160,588	3.3	1.11
Distribution - Class A	0	0	0.0	0	0	0.0	-
Distribution - Class B	106,532	0	0.0	0	0	0.0	-
Light Industrial - Class A	272,091	0	0.0	0	0	0.0	-
Light Industrial - Class B	917,528	3,000	0.3	0	43,400	4.7	1.15
Flex / High Tech / R&D	2,120,001	104,257	4.9	0	104,257	4.9	1.10
Special Purpose	598,661	7,413	1.2	0	7,413	1.2	1.00
Incubator	815,644	5,518	0.7	0	5,518	0.7	1.06
Auburn/Newcastle	3,009,064	52,166	1.7	0	57,116	1.9	1.23
Distribution - Class A	0	0	0.0	0	0	0.0	-
Distribution - Class B	148,050	0	0.0	0	0	0.0	-
Light Industrial - Class A	95,331	0	0.0	0	0	0.0	-
Light Industrial - Class B	1,831,169	47,807	2.6	0	52,757	2.9	1.24
Flex / High Tech / R&D	433,550	0	0.0	0	0	0.0	-
Special Purpose	115,748	0	0.0	0	0	0.0	-
Incubator	385,216	4,359	1.1	0	4,359	1.1	1.15

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Submarket	Net Rentable Area	Total Vacant SF	Total Vacant %	Total Sublease Available	Total Direct Available	Total Available %	Average Asking Rate (\$)
McClellan Park	7,942,479	511,005	6.4	0	530,048	6.7	0.62
Distribution - Class A	560,617	0	0.0	0	0	0.0	-
Distribution - Class B	1,312,134	93,729	7.1	0	93,729	7.1	0.65
Light Industrial - Class A	0	0	0.0	0	0	0.0	-
Light Industrial - Class B	1,645,992	143,983	8.7	0	152,233	9.2	0.60
Flex / High Tech / R&D	1,312,505	148,127	11.3	0	148,127	11.3	-
Special Purpose	3,111,231	125,166	4.0	0	135,959	4.4	0.60
Incubator	0	0	0.0	0	0	0.0	-
Market Total	192,450,968	8,639,810	4.5	1,022,447	10,041,049	5.7	0.81
Distribution - Class A	45,454,337	4,169,426	9.2	543,798	4,309,226	10.7	0.78
Distribution - Class B	24,031,267	472,241	2.0	82,500	788,825	3.6	0.71
Light Industrial - Class A	10,670,327	260,742	2.4	56,554	262,642	3.0	0.86
Light Industrial - Class B	55,302,789	2,083,447	3.8	232,303	2,630,252	5.2	0.81
Flex / High Tech / R&D	19,640,722	865,720	4.4	76,520	1,050,627	5.7	1.01
Special Purpose	27,103,450	579,493	2.1	0	766,294	2.8	0.76
Incubator	10,248,076	208,741	2.0	30,772	233,183	2.6	1.01

Source: CBRE Research, Q4 2023

DEFINITIONS

Distribution A

Buildings 50,000 sq. ft. and larger. High cube warehouse/distribution, institutional grade, or Grade A. Facilities include the following state-of-the-art features: 28-foot minimum clear height, ESFR sprinkler systems/high density, abundant dock loading and spacious maneuvering.

Distribution B

Warehouse/distribution facilities greater than 50,000 sq. ft. Lack Class-A state-of-the-art features.

Light Industrial A

Multi-tenant sales/service. Facilities include 20-foot minimum clear height, dock loading capability, upscale image/landscaping, divisible from 5,000 – 50,000 sq. ft.

Light Industrial B

Multi-tenant sales/service. Facilities do not include state-of-the-art features. Second generation buildings.

Incubator

Multi-tenant properties that include spaces divisible to 4,000 sq. ft. or less.

Flex/High Tech/R&D

Properties zoned for high percentage office (MP/BP zones). Facilities include 3/1,000 parking ratio or greater, fiber optic access, single story, upscale image and landscaping. Can be fully improved or used as warehouse/manufacturing.

Special Purpose

Facilities intended for special purposes. Examples include crane, lino/tile manufacturing facility, iron, large yard, cold storage.

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