

# Sacramento Industrial Snapshot

▲ 5.1%  
Vacancy

▲ 6.7%  
Availability

▲ 1.3M  
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 (\$)*
<b>Northgate/Natomas</b>	<b>24,797,331</b>	<b>2,688,890</b>	<b>10.8</b>	<b>357,787</b>	<b>2,432,681</b>	<b>11.3</b>	<b>0.81</b>
Distribution - Class A	13,680,912	2,132,207	15.6	339,817	1,792,390	15.6	0.80
Distribution - Class B	1,509,235	156,013	10.3	0	156,013	10.3	0.92
Flex / High Tech / R&D	2,947,984	221,267	7.5	0	268,849	9.1	0.86
Incubator	486,628	22,519	4.6	0	22,519	4.6	0.88
Light Industrial - Class A	2,027,860	35,106	1.7	7,500	40,631	2.4	0.95
Light Industrial - Class B	3,326,362	121,778	3.7	10,470	152,279	4.9	0.71
Special Purpose	818,350	0	0.0	0	0	0.0	-
<b>Richards</b>	<b>4,734,986</b>	<b>219,837</b>	<b>4.6</b>	<b>40,500</b>	<b>343,837</b>	<b>8.1</b>	<b>0.64</b>
Distribution - Class B	1,152,769	34,200	3.0	34,200	88,000	10.6	0.48
Flex / High Tech / R&D	372,168	5,000	1.3	0	5,000	1.3	0.65
Incubator	12,000	0	0.0	0	0	0.0	-
Light Industrial - Class A	204,105	6,300	3.1	6,300	0	3.1	-
Light Industrial - Class B	1,477,961	72,792	4.9	0	90,292	6.1	0.78
Special Purpose	1,515,983	101,545	6.7	0	160,545	10.6	0.71
<b>Downtown/Midtown/East Sac</b>	<b>4,955,716</b>	<b>61,344</b>	<b>1.2</b>	<b>0</b>	<b>105,701</b>	<b>2.1</b>	<b>0.88</b>
Flex / High Tech / R&D	46,830	0	0.0	0	0	0.0	-
Incubator	42,000	3,984	9.5	0	3,984	9.5	0.65
Light Industrial - Class A	5,000	0	0.0	0	0	0.0	-
Light Industrial - Class B	2,359,648	42,640	1.8	0	86,997	3.7	0.89
Special Purpose	2,502,238	14,720	0.6	0	14,720	0.6	0.92
<b>West Sacramento</b>	<b>25,410,592</b>	<b>1,596,497</b>	<b>6.3</b>	<b>70,492</b>	<b>1,711,699</b>	<b>7.0</b>	<b>0.83</b>
Distribution - Class A	8,539,814	1,094,313	12.8	0	1,135,038	13.3	0.83
Distribution - Class B	3,090,261	254,317	8.2	20,000	254,317	8.9	0.76
Flex / High Tech / R&D	1,760,588	38,680	2.2	0	70,938	4.0	0.92
Incubator	91,507	8,964	9.8	8,264	8,964	18.8	0.80
Light Industrial - Class A	1,554,089	56,690	3.6	22,500	55,741	5.0	0.89
Light Industrial - Class B	6,354,716	96,205	1.5	19,728	98,087	1.9	0.79
Special Purpose	4,019,617	47,328	1.2	0	88,614	2.2	0.99
<b>South Sacramento</b>	<b>5,535,880</b>	<b>248,967</b>	<b>4.5</b>	<b>23,000</b>	<b>243,942</b>	<b>4.8</b>	<b>1.23</b>
Distribution - Class B	2,144,532	0	0.0	0	0	0.0	-
Flex / High Tech / R&D	41,479	0	0.0	0	0	0.0	-
Incubator	247,600	14,811	6.0	0	14,811	6.0	0.89
Light Industrial - Class B	2,736,663	72,367	2.6	23,000	67,342	3.3	1.05
Special Purpose	365,606	161,789	44.3	0	161,789	44.3	1.30

Source: CBRE Research, Q3 2024

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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 (\$)
<b>Elk Grove/Laguna/Galt</b>	<b>7,815,516</b>	<b>111,920</b>	<b>1.4</b>	<b>2,824</b>	<b>177,693</b>	<b>2.3</b>	<b>1.11</b>
Distribution - Class A	2,687,907	25,866	1.0	0	38,747	1.4	0.98
Distribution - Class B	769,107	0	0.0	0	0	0.0	-
Flex / High Tech / R&D	550,149	5,328	1.0	0	14,332	2.6	1.31
Incubator	400,827	14,034	3.5	2,824	28,860	7.9	1.17
Light Industrial - Class A	477,006	42,914	9.0	0	47,914	10.0	1.23
Light Industrial - Class B	1,946,700	23,778	1.2	0	31,840	1.6	0.89
Special Purpose	983,820	0	0.0	0	16,000	1.6	-
<b>Power Inn Area</b>	<b>28,727,452</b>	<b>726,858</b>	<b>2.5</b>	<b>62,480</b>	<b>1,298,057</b>	<b>4.7</b>	<b>0.75</b>
Distribution - Class A	4,632,118	171,454	3.7	6,600	221,854	4.9	0.76
Distribution - Class B	2,995,110	39,000	1.3	30,000	201,780	7.7	0.61
Flex / High Tech / R&D	1,388,943	151,352	10.9	16,380	175,426	13.8	0.79
Incubator	890,983	21,071	2.4	0	33,879	3.8	1.06
Light Industrial - Class A	1,538,662	9,688	0.6	3,500	59,188	4.1	-
Light Industrial - Class B	13,206,288	279,080	2.1	6,000	550,717	4.2	0.76
Special Purpose	4,075,348	55,213	1.4	0	55,213	1.4	0.99
<b>Northeast Sacramento</b>	<b>6,924,834</b>	<b>223,822</b>	<b>3.2</b>	<b>14,366</b>	<b>319,490</b>	<b>4.8</b>	<b>0.85</b>
Distribution - Class B	386,496	54,247	14.0	0	54,247	14.0	0.50
Flex / High Tech / R&D	808,064	36,578	4.5	0	36,578	4.5	0.75
Incubator	153,908	8,729	5.7	0	8,729	5.7	0.89
Light Industrial - Class A	1,581,271	18,928	1.2	0	88,128	5.6	0.61
Light Industrial - Class B	2,841,829	83,340	2.9	14,366	109,808	4.4	1.07
Special Purpose	1,153,266	22,000	1.9	0	22,000	1.9	1.31
<b>Rancho Cordova</b>	<b>19,522,263</b>	<b>1,797,905</b>	<b>9.2</b>	<b>110,159</b>	<b>1,946,144</b>	<b>10.5</b>	<b>0.79</b>
Distribution - Class A	2,104,272	717,346	34.1	0	717,346	34.1	0.76
Distribution - Class B	2,146,864	30,400	1.4	56,836	93,900	7.0	0.76
Flex / High Tech / R&D	2,989,484	121,786	4.1	0	166,870	5.6	0.96
Incubator	3,553,617	125,919	3.5	11,815	153,003	4.6	0.95
Light Industrial - Class A	1,225,196	59,795	4.9	0	71,660	5.8	1.04
Light Industrial - Class B	5,115,565	149,659	2.9	41,508	150,365	3.8	0.81
Special Purpose	2,387,265	593,000	24.8	0	593,000	24.8	0.58
<b>Roseville/Rocklin</b>	<b>16,859,070</b>	<b>304,252</b>	<b>1.8</b>	<b>105,284</b>	<b>624,946</b>	<b>4.3</b>	<b>0.94</b>
Distribution - Class A	3,269,403	0	0.0	57,600	210,701	8.2	0.75
Distribution - Class B	2,948,721	0	0.0	0	49,422	1.7	0.90
Flex / High Tech / R&D	3,426,198	216,896	6.3	0	260,986	7.6	1.12
Incubator	1,290,194	0	0.0	2,322	5,120	0.6	1.09
Light Industrial - Class A	1,270,032	31,527	2.5	27,530	45,920	5.8	0.96
Light Industrial - Class B	3,385,035	55,829	1.6	17,832	52,797	2.1	1.05
Special Purpose	1,269,487	0	0.0	0	0	0.0	-

Source: CBRE Research, Q3 2024

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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 (\$)*
<b>I-80/Roseville Road</b>	<b>11,048,961</b>	<b>271,210</b>	<b>2.5</b>	<b>77,036</b>	<b>233,254</b>	<b>2.8</b>	<b>0.93</b>
Distribution - Class A	1,996,910	0	0.0	0	0	0.0	-
Distribution - Class B	951,256	0	0.0	0	0	0.0	-
Flex / High Tech / R&D	574,139	10,165	1.8	0	10,165	1.8	0.90
Incubator	1,309,254	7,150	0.5	0	19,150	1.5	0.94
Light Industrial - Class A	489,972	83,500	17.0	0	83,500	17.0	0.92
Light Industrial - Class B	4,993,589	128,395	2.6	77,036	78,439	3.1	0.94
Special Purpose	733,841	42,000	5.7	0	42,000	5.7	-
<b>Lincoln</b>	<b>3,756,011</b>	<b>69,737</b>	<b>1.9</b>	<b>28,800</b>	<b>71,622</b>	<b>2.7</b>	<b>0.75</b>
Distribution - Class A	1,597,248	57,551	3.6	25,000	57,551	5.2	0.68
Distribution - Class B	364,586	0	0.0	0	0	0.0	-
Flex / High Tech / R&D	99,986	0	0.0	0	0	0.0	-
Incubator	16,000	0	0.0	0	0	0.0	-
Light Industrial - Class A	37,800	0	0.0	0	5,685	15.0	0.90
Light Industrial - Class B	540,391	12,186	2.3	3,800	8,386	2.3	1.15
Special Purpose	1,100,000	0	0.0	0	0	0.0	-
<b>Woodland/Davis</b>	<b>18,030,675</b>	<b>897,480</b>	<b>5.0</b>	<b>217,815</b>	<b>1,475,817</b>	<b>9.4</b>	<b>0.67</b>
Distribution - Class A	7,316,070	516,760	7.1	0	1,062,760	14.5	0.62
Distribution - Class B	4,121,790	142,750	3.5	185,850	183,056	9.0	0.57
Flex / High Tech / R&D	801,675	54,518	6.8	31,965	46,549	9.8	1.00
Incubator	552,698	3,180	0.6	0	3,180	0.6	1.00
Light Industrial - Class A	294,198	107,612	36.6	0	107,612	36.6	1.25
Light Industrial - Class B	2,060,106	64,990	3.2	0	64,990	3.2	0.45
Special Purpose	2,884,138	7,670	0.3	0	7,670	0.3	0.41
<b>Folsom/El Dorado Hills</b>	<b>5,008,830</b>	<b>243,684</b>	<b>4.9</b>	<b>0</b>	<b>298,255</b>	<b>6.0</b>	<b>1.15</b>
Distribution - Class B	106,532	0	0.0	0	0	0.0	-
Flex / High Tech / R&D	2,120,001	82,380	3.9	0	91,551	4.3	0.96
Incubator	815,644	6,018	0.7	0	6,018	0.7	1.01
Light Industrial - Class A	450,464	147,873	32.8	0	147,873	32.8	1.25
Light Industrial - Class B	917,528	0	0.0	0	45,400	4.9	1.14
Special Purpose	598,661	7,413	1.2	0	7,413	1.2	1.00
<b>Auburn/Newcastle</b>	<b>3,051,504</b>	<b>66,701</b>	<b>2.2</b>	<b>0</b>	<b>71,611</b>	<b>2.3</b>	<b>0.97</b>
Distribution - Class B	148,050	0	0.0	0	0	0.0	-
Flex / High Tech / R&D	433,550	0	0.0	0	0	0.0	-
Incubator	385,216	6,759	1.8	0	8,669	2.3	0.89
Light Industrial - Class A	95,331	0	0.0	0	0	0.0	-
Light Industrial - Class B	1,873,609	59,942	3.2	0	62,942	3.4	1.00
Special Purpose	115,748	0	0.0	0	0	0.0	-

Source: CBRE Research, Q3 2024

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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 (\$)
<b>McClellan Park</b>	<b>7,822,479</b>	<b>292,892</b>	<b>3.7</b>	<b>269,450</b>	<b>354,570</b>	<b>8.0</b>	<b>0.60</b>
Distribution - Class A	560,617	0	0.0	0	0	0.0	-
Distribution - Class B	1,312,134	0	0.0	188,650	3,035	14.6	-
Flex / High Tech / R&D	1,192,505	28,127	2.4	80,800	49,727	10.9	-
Light Industrial - Class B	1,645,992	116,283	7.1	0	142,533	8.7	0.60
Special Purpose	3,111,231	148,482	4.8	0	159,275	5.1	0.63
<b>Market Total</b>	<b>194,002,100</b>	<b>9,821,996</b>	<b>5.1</b>	<b>1,379,993</b>	<b>11,709,319</b>	<b>6.7</b>	<b>0.81</b>
<b>Distribution - Class A</b>	<b>46,385,271</b>	<b>4,715,497</b>	<b>10.2</b>	<b>429,017</b>	<b>5,236,387</b>	<b>12.2</b>	<b>0.76</b>
<b>Distribution - Class B</b>	<b>24,147,443</b>	<b>710,927</b>	<b>2.9</b>	<b>515,536</b>	<b>1,083,770</b>	<b>6.6</b>	<b>0.70</b>
<b>Flex / High Tech / R&amp;D</b>	<b>19,553,743</b>	<b>972,077</b>	<b>5.0</b>	<b>129,145</b>	<b>1,196,971</b>	<b>6.8</b>	<b>0.94</b>
<b>Incubator</b>	<b>10,248,076</b>	<b>243,138</b>	<b>2.4</b>	<b>25,225</b>	<b>316,886</b>	<b>3.3</b>	<b>0.97</b>
<b>Light Industrial - Class A</b>	<b>11,250,986</b>	<b>599,933</b>	<b>5.3</b>	<b>67,330</b>	<b>753,852</b>	<b>7.3</b>	<b>1.07</b>
<b>Light Industrial - Class B</b>	<b>54,781,982</b>	<b>1,379,264</b>	<b>2.5</b>	<b>213,740</b>	<b>1,793,214</b>	<b>3.7</b>	<b>0.82</b>
<b>Special Purpose</b>	<b>27,634,599</b>	<b>1,201,160</b>	<b>4.3</b>	<b>0</b>	<b>1,328,239</b>	<b>4.8</b>	<b>0.89</b>

Source: CBRE Research, Q3 2024

## 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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