

FIGURES | SACRAMENTO RETAIL | Q3 2026

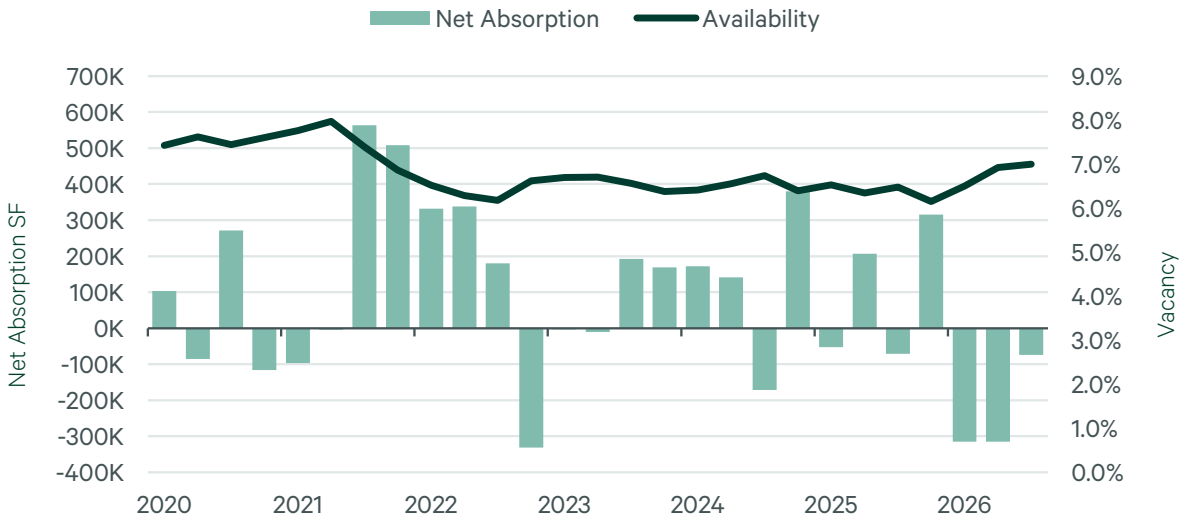
Negative Absorption Extends Into Third Straight Quarter



Note: Arrows indicate change from previous quarter.

MARKET HIGHLIGHTS

- Sacramento's retail market totaled 93.5 million sq. ft. as of Q3 2026. Completions were minimal, at 14,000 sq. ft. in the quarter and 158,000 sq. ft. year-to-date, down from 238,000 sq. ft. a year earlier.
- Availability rose to 7.0%, up 0.5 percentage points year-over-year. Orangevale, at 26.2%, drove most of the increase. Rocklin and Folsom / El Dorado Hills, both at 3.4%, were the tightest submarkets.
- The average asking rate slipped 0.8% year-over-year to \$1.49 per sq. ft. on a monthly NNN basis (NNN). Ten of 17 submarkets still posted gains, and Midtown's decline of 19.5% was the sharpest of the top three.
- Net absorption was -74,000 sq. ft. in Q3 and -704,000 sq. ft. year-to-date, a reversal from a gain in 2025. Orangevale accounted for -372,000 sq. ft. of the year-to-date total.
- Weak demand and limited new supply pointed to continued pressure on asking rates through year-end, with sub-4.0% availability submarkets holding up best.



Source: CBRE Research, Q3 2026

RETAIL OVERVIEW

The Sacramento retail market totaled 93.5 million sq. ft. of inventory as of Q3 2026. Developers delivered 14,000 sq. ft. during the quarter, all in Folsom / El Dorado Hills. Year-to-date completions reached 158,000 sq. ft., down from 238,000 sq. ft. over the same period in 2025 and equal to less than 0.2% of existing stock. Laguna / Elk Grove accounted for 123,000 sq. ft. of that total. The thin pipeline kept supply from driving market conditions.

The overall availability rate stood at 7.0% in Q3 2026, up from 6.9% in Q2 2026 and 0.5 percentage points above the 6.5% recorded in Q3 2025. Rocklin posted the lowest availability rate at 3.4%, followed by Folsom / El Dorado Hills at 3.4% and Laguna / Elk Grove at 3.7%. Orangevale posted the highest rate at 26.2%, followed by Hwy 50 / Rancho Cordova at 10.9% and Arden / Watt / Howe at 10.5%. Orangevale's rate rose 10.0 percentage points from 16.2% in Q3 2025 and explained most of the marketwide increase. Excluding Orangevale, availability measured 6.2%, only 0.1 percentage point above the prior year.

The average asking rate was \$1.49 per sq. ft. on a monthly NNN basis (NNN) in Q3 2026. That was down 0.8% year-over-year from \$1.51 NNN in Q3 2025 and below the \$1.51 NNN recorded in Q2 2026. The modest decline masked wide dispersion, as 10 of 17 submarkets posted year-over-year increases. Orangevale had the lowest average asking rate at \$1.12 NNN, followed by South Sacramento at \$1.32 NNN and Northgate / Natomas at \$1.36 NNN. All three rose year-over-year, by 3.4%, 5.5% and 9.2%, respectively. Laguna / Elk Grove had the highest rate at \$2.49 NNN, up 7.5% from \$2.32 NNN. Greenhaven / Pocket followed at \$2.38 NNN, up 1.8% from \$2.33 NNN. Midtown ranked third at \$2.21 NNN, down 19.5% from \$2.75 NNN, the sharpest drop among the three.

The market recorded net absorption of -74,000 sq. ft. in Q3 2026, in line with the -71,000 sq. ft. posted in Q3 2025. It was the narrowest quarterly decline of 2026, as seven of 17 submarkets posted gains led by Auburn at 57,000 sq. ft. and Roseville at 38,000 sq. ft. Arden / Watt / Howe recorded the largest decline at -91,000 sq. ft., followed by South Sacramento at -54,000 sq. ft. and Laguna / Elk Grove at -41,000 sq. ft. Year-to-date net absorption totaled -704,000 sq. ft., a reversal from the 83,000 sq. ft. gain through the first three quarters of 2025. Orangevale accounted for -372,000 sq. ft. of the year-to-date total, including -332,000 sq. ft. in Q2. Without that single submarket, Q2 would have posted a 17,000 sq. ft. gain.

Net absorption declined in each of the first three quarters of 2026, and availability rose 0.5 percentage points over the past year. That positioned the market for continued pressure on asking rates through year-end. Submarkets with availability below 4.0%, including Rocklin, Folsom / El Dorado Hills and Laguna / Elk Grove, held the strongest footing for rent stability.

FIGURE 2: Submarket Statistics

Submarket/Market	NRA	Completions	Net Absorption	Availability	Avg. Asking NNN	Completions YTD	Net Abs. YTD
Arden / Watt / Howe	9.4M	0.0K	-91.0K	10.5%	\$1.69	3.0K	-259.0K
Auburn	4.3M	0.0K	57.0K	3.7%	\$1.65	0.0K	47.0K
Carmichael	3.3M	0.0K	-19.0K	10.4%	\$1.46	0.0K	57.0K
Citrus Heights	5.6M	0.0K	-24.0K	5.3%	\$1.57	0.0K	-74.0K
Downtown	3.2M	0.0K	-2.0K	7.0%	\$1.85	0.0K	-5.0K
Folsom / El Dorado Hills	6.8M	14.0K	-17.0K	3.4%	\$1.65	19.0K	9.0K
Greenhaven / Pocket	0.6M	0.0K	3.0K	5.8%	\$2.38	0.0K	9.0K
Hwy 50 / Rancho Cordova	5.7M	0.0K	-14.0K	10.9%	\$1.42	0.0K	-53.0K
Laguna / Elk Grove	9.0M	0.0K	-41.0K	3.7%	\$2.49	123.0K	61.0K
Midtown	1.1M	0.0K	0.0K	5.3%	\$2.21	0.0K	-14.0K
North Highlands	3.8M	0.0K	29.0K	4.6%	\$1.57	0.0K	73.0K
Northgate / Natomas	5.0M	0.0K	22.0K	5.5%	\$1.36	0.0K	-27.0K
Orangevale	3.9M	0.0K	-18.0K	26.2%	\$1.12	0.0K	-372.0K
Rocklin	4.1M	0.0K	30.0K	3.4%	\$1.95	5.0K	-40.0K
Roseville	12.1M	0.0K	38.0K	4.4%	\$1.85	0.0K	-40.0K
South Sacramento	11.0M	0.0K	-54.0K	7.8%	\$1.32	4.0K	-72.0K
West Sacramento / Davis	4.6M	0.0K	27.0K	5.9%	\$1.94	0.0K	0.0K
Sacramento	93.5M	14.0K	-74.0K	7.0%	\$1.49	0.0K	0.0K

Center Type	NRA	Completions	Net Absorption	Availability	Avg. Asking NNN	Completions YTD	Net Abs. YTD
Lifestyle & Mall	6.7M	3.0K	-345.0K	13.8%	\$1.16	6.0K	-349.0K
Neighborhood, Community & Strip	44.6M	120.0K	185.0K	8.3%	\$1.56	124.0K	72.0K
Power	10.5M	0.0K	-116.0K	6.3%	\$1.32	0.0K	-269.0K
Free Standing/Other	31.8M	0.0K	-23.0K	3.9%	\$1.67	9.0K	-74.0K

Source: CBRE Research, Q3 2026

FIGURE 3: Notable Lease Transactions

Tenant	Address	SF Leased	Type
Vintage Bliss Marketplace	8519 Bond Rd Elk Grove	35,000	New Lease
F7B California	2815 Bell Rd Auburn	30,928	New Lease
Tesolife California	6100 Mack Rd Sacramento	16,800	New Lease
Kirpa Supermarket	6640 Lonetree Blvd Rocklin	14,981	New Lease
Boot Barn	2376 Grass Valley Hwy Auburn	11,810	New Lease

Source: CBRE Research, Q3 2026

FIGURE 4: Notable Sale Transactions

Buyer	Address	SF Sold	Sale Price
Cononelos Tasso P	1815 Douglas Blvd, Roseville	75,928	\$10.0M
Pernell Ramos	1900 Howe Ave, Sacramento	23,040	\$4.4M
OSM Investment	6011 Stanford Ranch Rd, Rocklin	15,579	\$4.3M
Saina Holdings LLC	1200 Cirby Way, Roseville	32,200	\$3.6M
Gateway Cmnty Charters Facilit	5839 Dudley Blvd, McClellan Park	22,311	\$3.6M

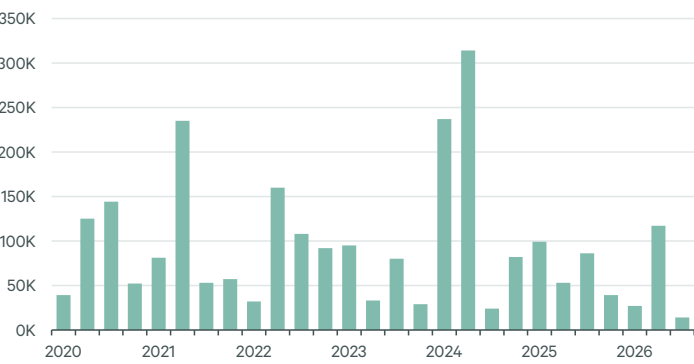
Source: CBRE Research, Q3 2026

FIGURE 5: Lease Rates (per sq. ft., monthly, NNN)



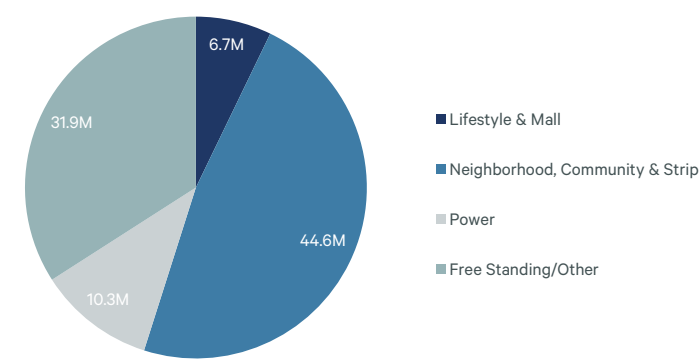
Source: CBRE Research, Econometric Advisors, Q3 2026

FIGURE 7: Construction Completions



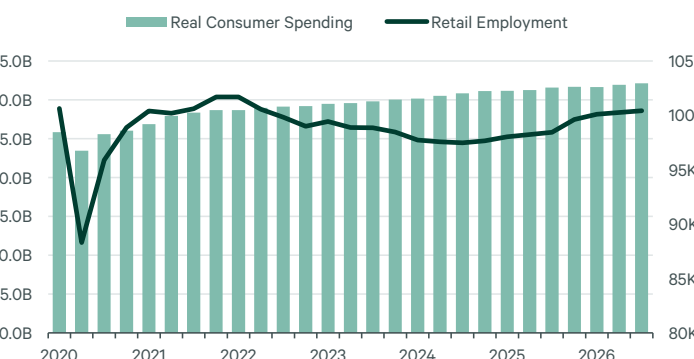
Source: CBRE Research, Econometric Advisors, Q3 2026

FIGURE 6: Retail Stock by Center Type



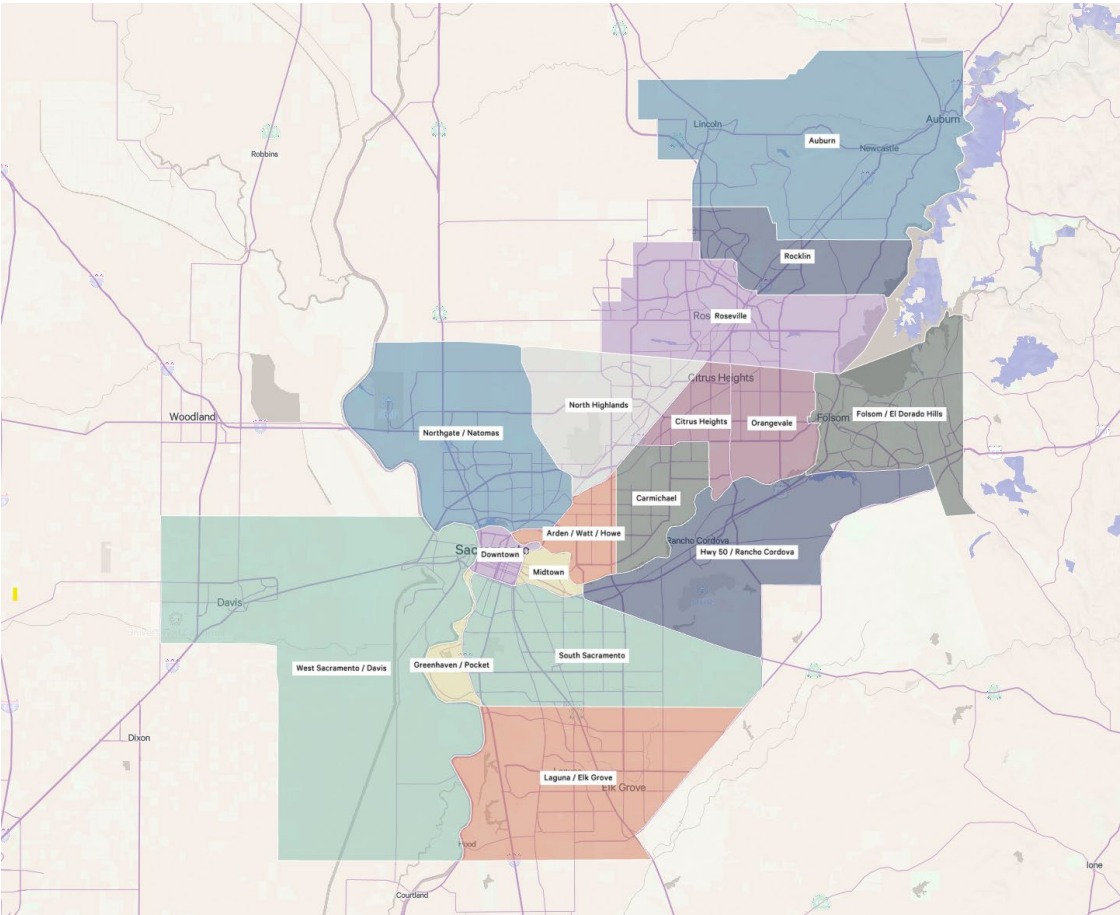
Source: CBRE Research, Econometric Advisors, Q3 2026

FIGURE 8: Consumer Spending & Retail Employment Sacramento MSA



Source: CBRE Research, Oxford Economics, Q3 2026

Submarket Map



Source: CBRE Research, Econometric Advisors, Location Intelligence

Definitions

Average Asking Rate Direct Monthly Lease Rates, NNN. Availability All existing space being marketed for lease. Total Vacancy Rate Direct Vacancy + Sublease Vacancy.

CBRE’s market report analyzes existing single- and multi-tenant retail buildings that total 20,000+ sq. ft., excluding malls. CBRE assembles all information through telephone canvassing, third-party vendors, and listings received from owners, tenants and members of the commercial real estate brokerage community.

Contacts

Stephen Delgado

Field Research Analyst
stephen.delgado@cbre.com

Brandon Wilkinson

Field Research Analyst
+1 916 446 8281
brandon.wilkinson@cbre.com

Kyle Lodovico

Field Research Analyst
kyle.lodovico@cbre.com

Konrad Knutsen

Director, Northern CA & Greater LA
+1 916 446 8292
konrad.knutsen@cbre.com

Sacramento Office

500 Capitol Mall, 24th floor
Sacramento, CA 95814

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