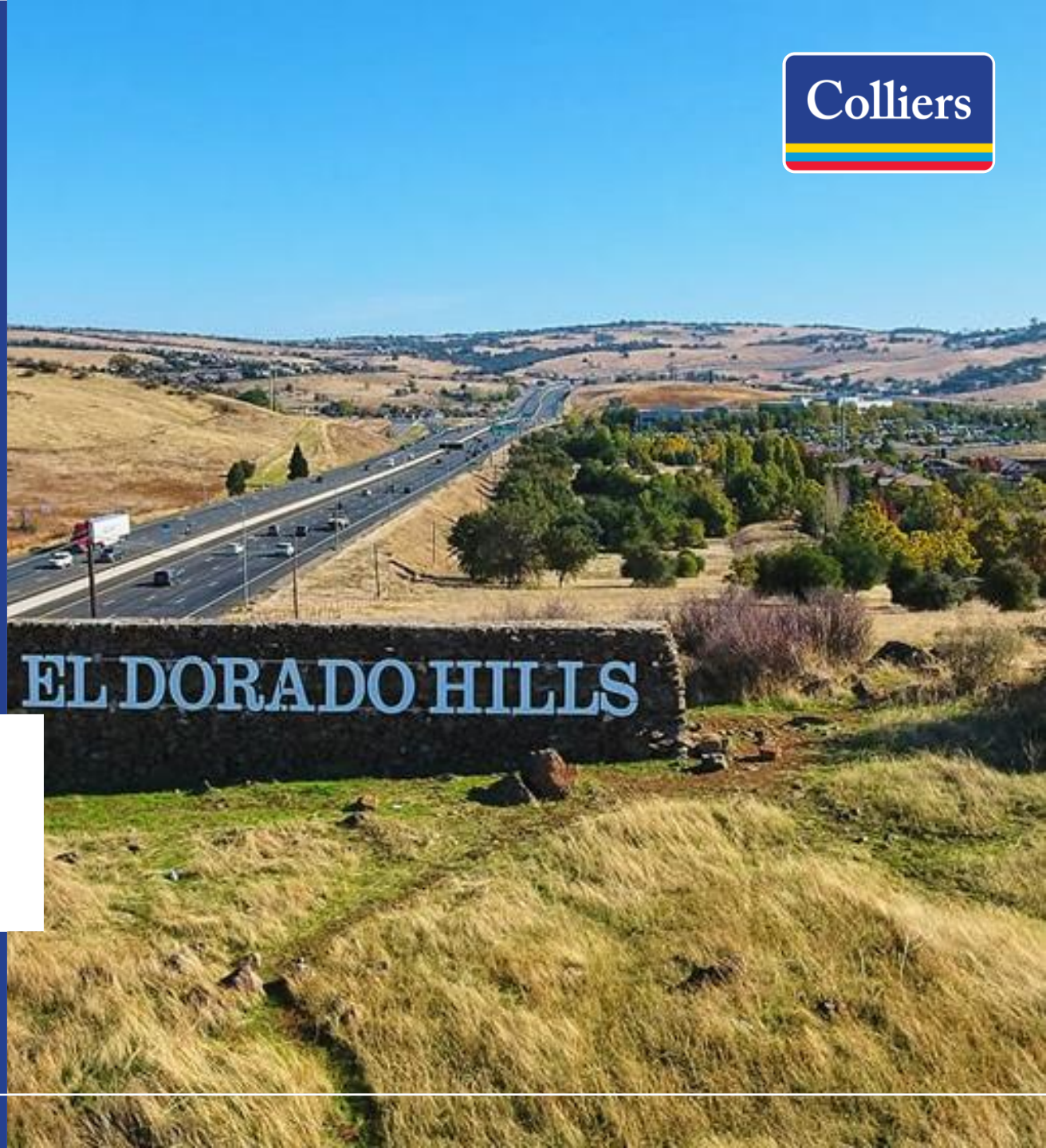


El Dorado Hills Commercial Real Estate Market Update

Presented to: El Dorado Hills Chamber of Commerce
Presented by: Dan Green



Agenda

- El Dorado Hills Office Market Overview
- El Dorado Hills Office Market Rents
- El Dorado Hills Industrial/Flex Market Overview
- El Dorado Hills Office Lease Comps
- El Dorado Hills Industrial/Flex Lease Comps
- El Dorado Hills Recent Sale Comps
- El Dorado Hills New Construction Projects
- Sacramento Region Industrial Market Snapshot
- Sacramento Region Office Market Snapshot
- Colliers Market Share in El Dorado Hills
- Conclusion / Q&A

For Lease



Dan Green

CA LIC 01997492

916 563 3028

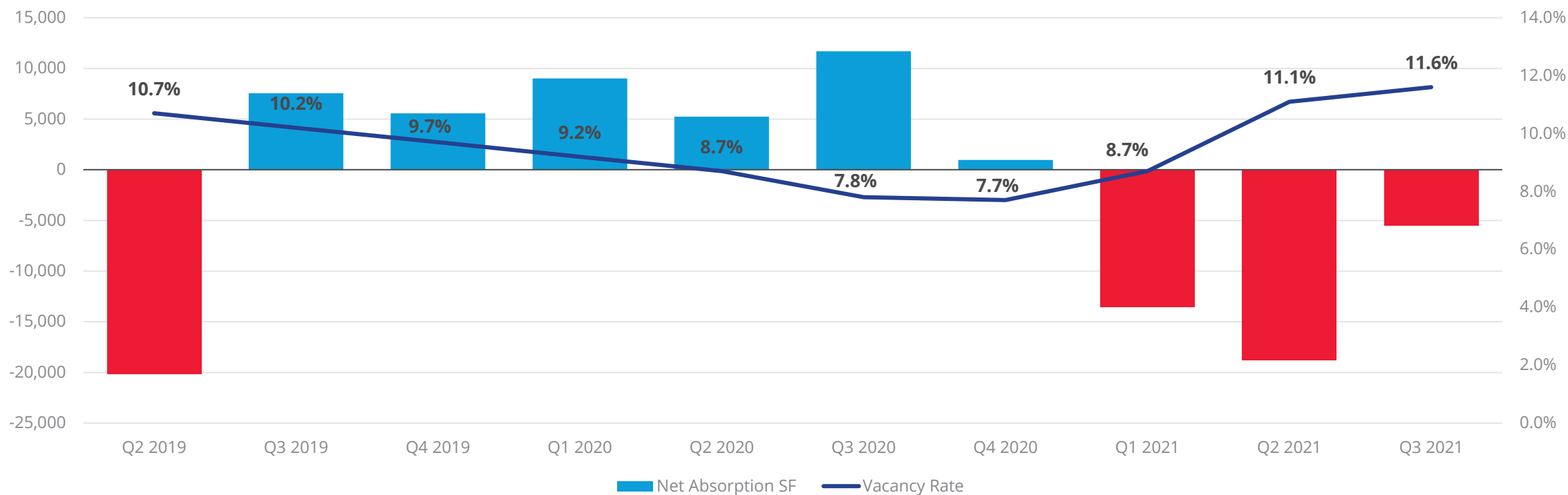
Jason Rutherford

CA LIC 01260682

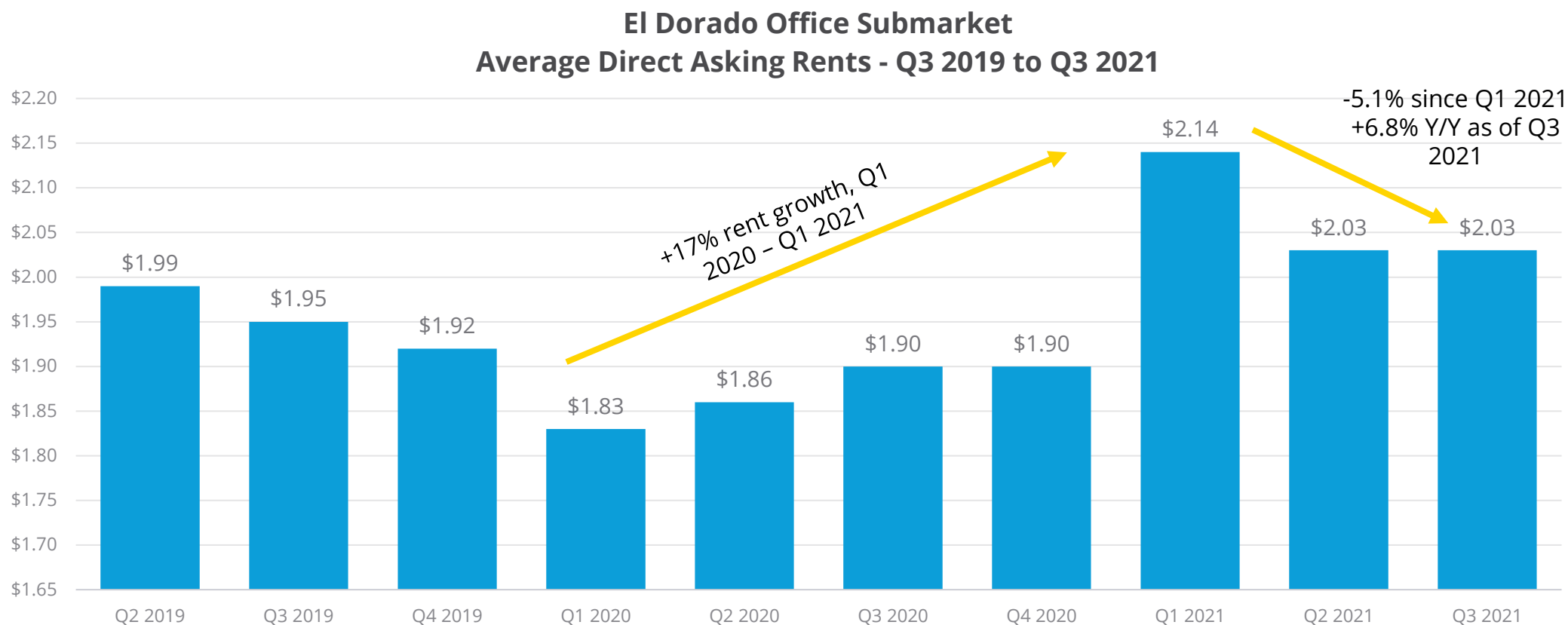
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El Dorado Hills Office Submarket Overview

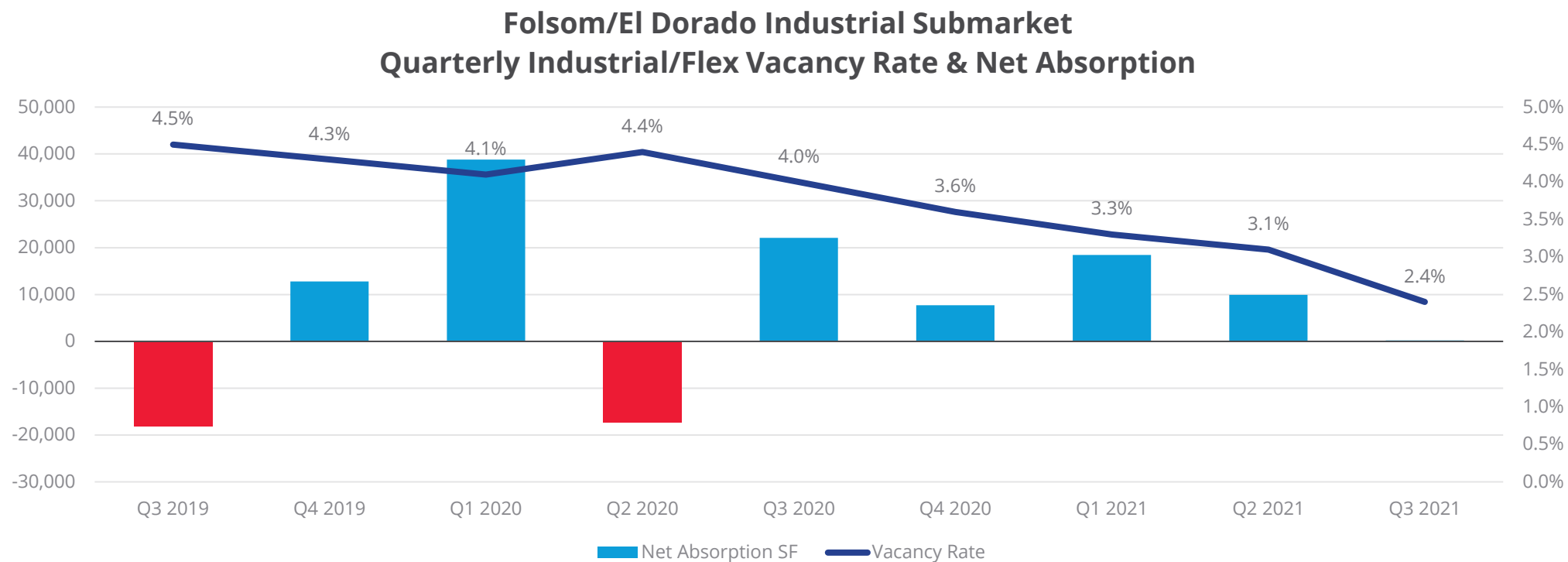
**El Dorado Office Submarket
Quarterly Vacancy Rate & Net Absorption - Q3 2019 to Q3 2021**



El Dorado Hills Office Submarket Rents

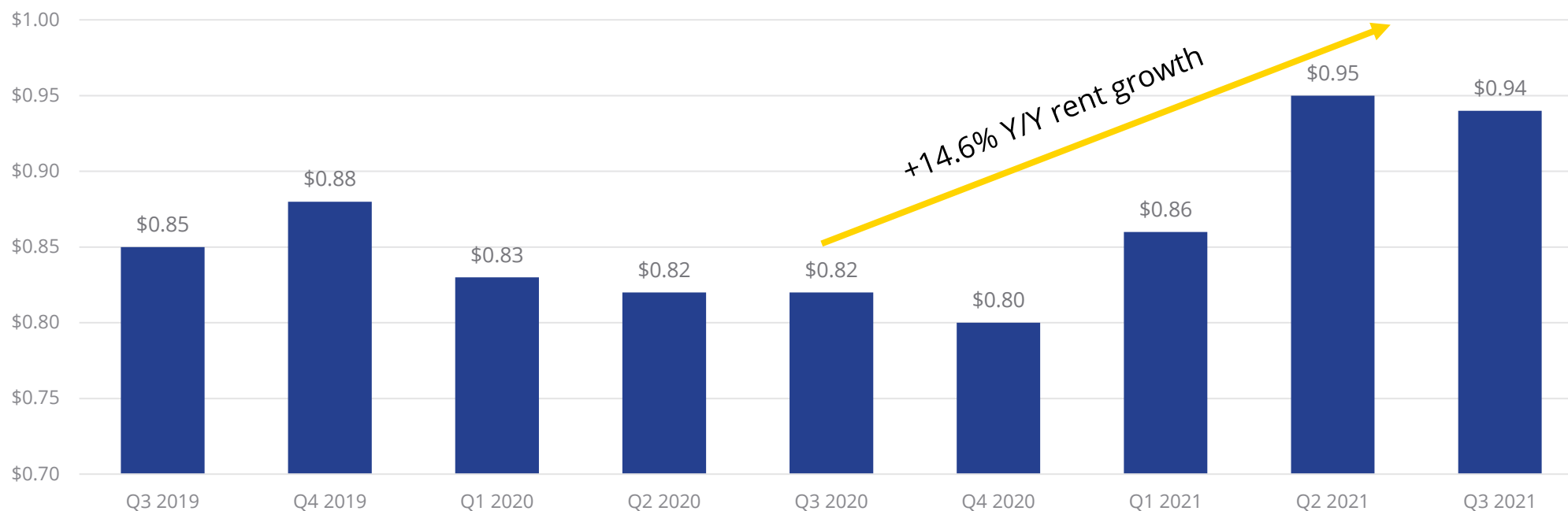


El Dorado Hills Industrial/Flex Submarket Overview



El Dorado Hills Industrial/Flex Submarket Rents

Folsom/El Dorado Industrial Submarket
Quarterly Average Direct Asking Rents (\$/SF NNN)



El Dorado Hills Office Lease Comps

Tenant	Property	SF Leased	Starting Rent	Lease Terms	Sign Date
Sedgewick	1107 Investment Blvd	9,864	\$1.80/SF FSG	60 months, 2% bumps, 1 month free	December 2020
NorCal Controls	1107 Investment Blvd	8,570	\$1.80/SF FSG	39 months, 3% bumps, 3 months free	March 2021
Lyon Real Estate	3900 Park Drive	7,000	\$1.53/SF FSG	60 months, \$11/SF TI	April 2021
ProEquity	5180 Golden Foothills Pkwy	4,975	\$1.70/SF FSG	67 months, 3% bumps, 7 months free	March 2021
Live58 Church	1165 Investment Blvd	4,272	\$0.81/SF NNN	25 months, 1 month free	August 2021
Sunrise School of Nursing	3106 Ponte Morino Drive	3,087	\$1.75/SF FSG	63 months, \$0.05/SF bumps, 3 months free	July 2021
Van Patten Mortgage	1107 Investment Blvd	2,921	\$1.85/SF FSG	62 months, \$0.05/SF bumps, 2 months free	September 2020

El Dorado Hills Industrial/Flex Lease Comps

Tenant	Property	SF Leased	Starting Rent	Lease Terms	Sign Date
Able Kids	4980 Hillsdale Circle	7,746	\$0.90/SF NNN	63 months, 2.5% bumps, 3 months free	May 2021
Thomas Channell	3921 Sandstone Drive	7,400	\$0.75/SF NNN	62 months, 3% bumps, 3 months free	October 2020
Iron Flex Fitness	3921 Sandstone Drive	7,400	\$0.74/SF NNN	63 months, 3% bumps, 3 months free	October 2020
On Trac	4925 Robert J Mathews Pkwy	5,310	\$0.90/SF NNN	63 months, 5% bumps, 2 months free, \$15/SF TI	June 2021
Pachamama Coffee	4925 Robert J Mathews Pkwy	4,117	\$0.90/SF NNN	124 months, \$0.05/SF bumps, 4 months free	February 2021

El Dorado Hills Recent Sale Comps

Property	Sale Price	Price / SF	RBA	Property Type	Buyer
5200 Golden Foothill Pkwy	\$7.25M	\$160	45,415	Flex	City Lights Lighting Showroom
5121 Hillsdale Cir	\$4.1M	\$155	26,496	Flex	MANPLOW
1235 Glenhaven Court	\$3.33M	\$141	23,520	Flex	Guy Philip Montoro Trust
1108 Investment Blvd	\$3.33M	\$189	17,603	Office	City Lights Lighting Showroom
4475 Golden Foothill Pkwy	\$2.5M	\$206	12,154	Flex	Evans Family Trust
1162 Suncast Lane	\$1.41M	\$280	5,040	Office	Chrisman Investments LLC

El Dorado Hills New Construction Projects

- **4994 Hillsdale Circle**

- 21,000 warehouse under construction by Tri Square Construction – Q1 2022 delivery

- **Element 79 at Town Center**

- 250 apartment units under construction by AG Spanos – currently in lease-up

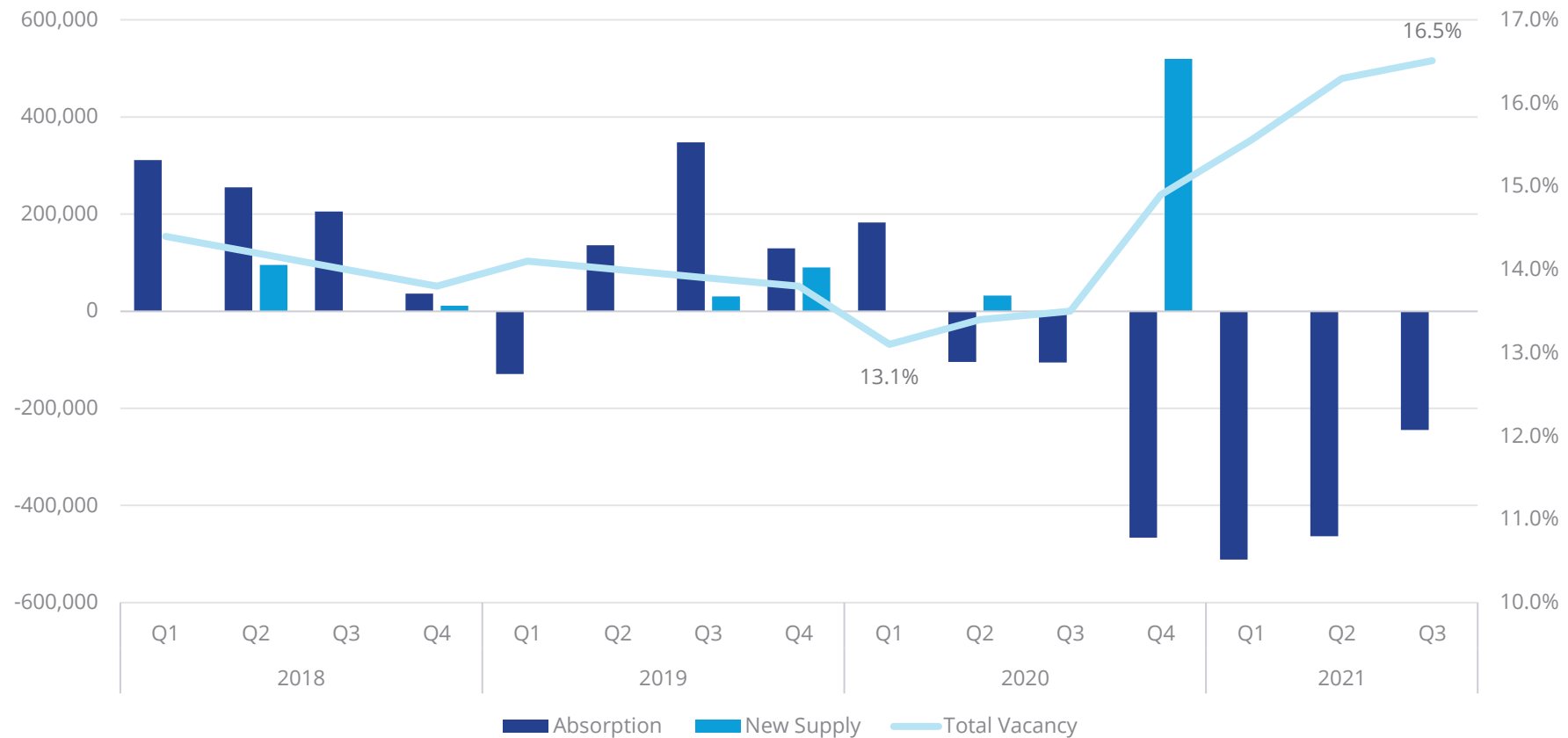
- **Costco**

- 156,000 SF store proposed at Highway 50 and Silva Valley Pkwy

- **The Pointe**

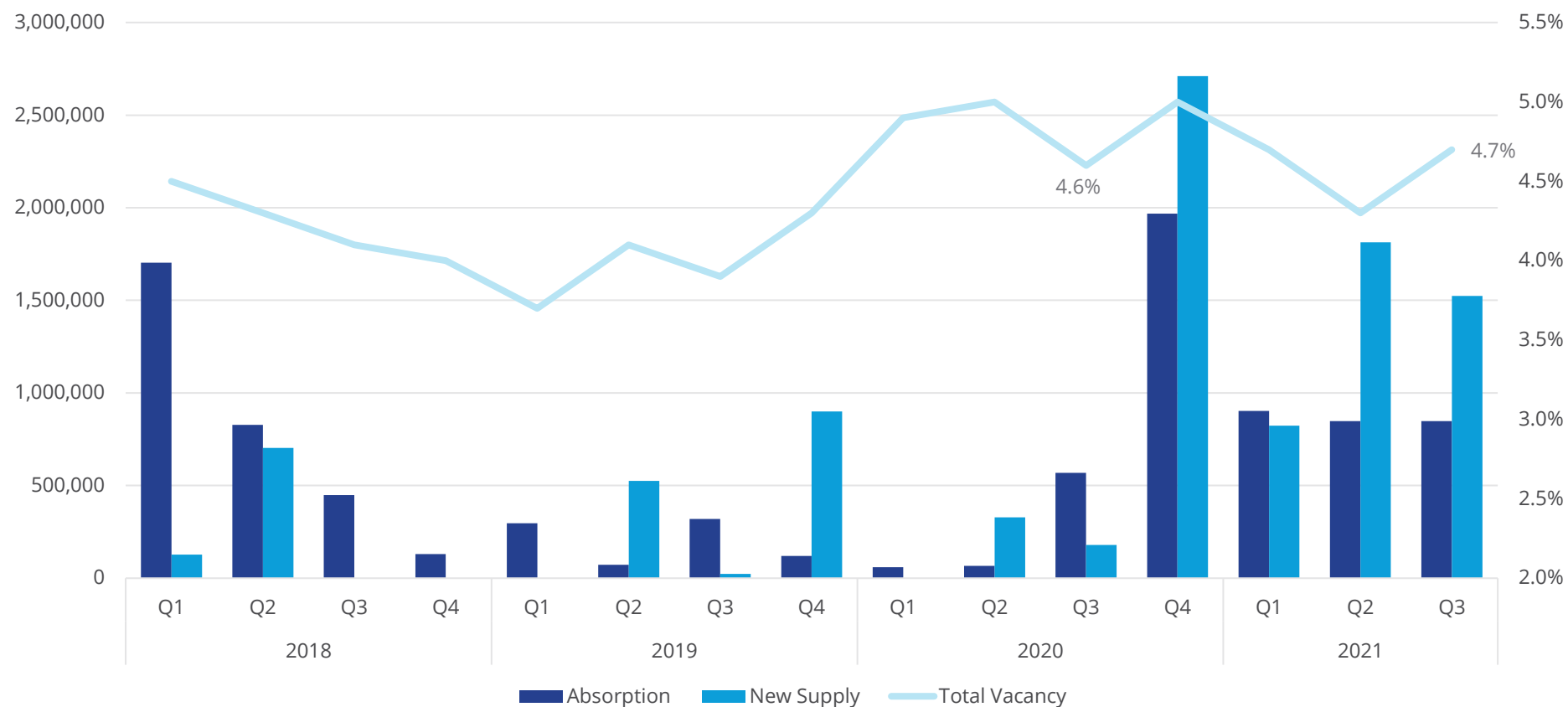
- 29 acres of land zoned for office, retail, medical on SWC of Latrobe Rd & White Rock Rd by Jackson Properties

Sacramento Office Market Overview



Source: Colliers Sacramento Research

Sacramento Industrial Market Overview



Colliers Market Share in El Dorado Hills

- 29 office/industrial properties
- 741,000 SF represented

Contact information:

Dan Green

Associate | Sacramento

DRE License No. 01997492

Dir [+1 916 563 3028](tel:+19165633028) | Mobile [+1 916 996 4123](tel:+19169964123)

E: dan.green@colliers.com



Conclusion / Q&A

- EDH Larger, office vacancy only 1% Higher than Pre-COVID
- Office asking rates higher than Pre-COVID
- Flex/Industrial space under 3% vacancy
- Flex asking rates are up 14.6% over the past 12 months.

Any questions?