

ATTACHMENT B:
Real Estate Market Demand



Report

Meadowview 102 Market Demand Assessment Summary

The Economics of Land Use



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Market Demand Assessment

Introduction

The City of Sacramento (City) engaged Economic & Planning Systems, Inc. (EPS) to evaluate the feasibility of alternative development scenarios for a City-owned 102-acre site (Site), located between Meadowview Road and Cosumnes River Boulevard in the southwestern portion of the City (see **Figure 1**). In support of the overall feasibility analysis, this memorandum provides an overview of the Site conditions, the socioeconomic characteristics of the surrounding population, and a market demand assessment of residential and commercial retail, office, and lodging sectors. Key findings related to the market demand assessment are presented at the conclusion of this memorandum.

Site Context

The Site, at the southern portion of the Meadowview Road Job Corps site, had been used as a California Highway Patrol testing track before being transferred to the Federal Government in 1978. However, the Site sat unused and was deemed excess land in 2021.

The Meadowview Road corridor to the north of the Site was generally developed between the 1960s and the 1980s, with a mix of commercial and residential uses. An existing single-family residential neighborhood is located to the east of the Site, with the Cosumnes River Sacramento Regional Transit (Sac RT) light rail line beyond that. See **Figure 1**.

Figure 1. Meadowview 102-Acre Site



The newly developed Delta Shores shopping center, currently with approximately 900,000 square feet of retail space, lies approximately 1 mile to the southwest of the Site, in the southeast quadrant of the Interstate-5 (I-5)/Cosumnes River Boulevard interchange.

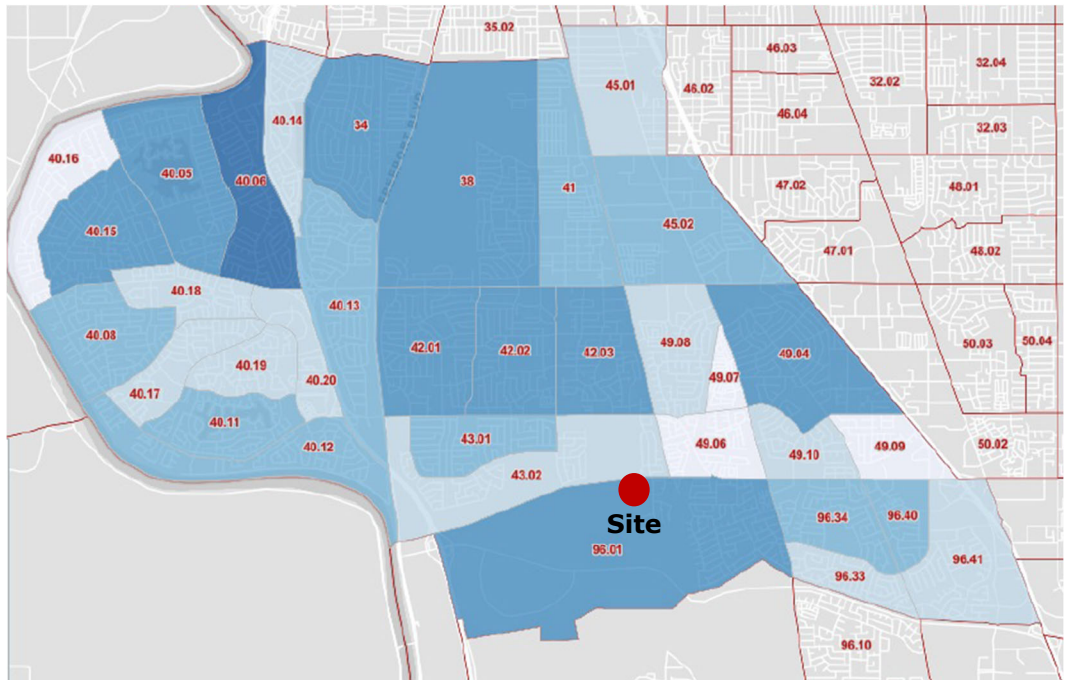
The undeveloped areas adjacent to the western and southern boundaries of the Site are in the planning process, with both anticipated to be primarily single-family residential. The 140-acre Stone Beetland development to the south, which is in the later stages of the planning process (Master Parcel Map submitted), includes a higher density transit village between the Sac RT light rail station and Cosumnes River Boulevard that is anticipated to include a commercial component. Delta Shores property to the west is in the preliminary stages of the planning process.

The defined **Primary Market Area**, shown in **Figure 2**, is intended to highlight the neighborhood context, local demand drivers, and directly competitive real estate uses. The larger **Southwest Sacramento** area, as defined for this analysis (see **Figure 3**), serves as the **Secondary Market Area** and provides a larger context for comparison.

Figure 2. Market Area (Primary Market Area)



Figure 3. Southwest Sacramento (Secondary Market Area)



Demographic Overview

Several key demographic variables, including households, age, education, and income for the Market Area and Southwest Sacramento, are provided below.

Households

The Market Area, which represents about 23 percent of the total households in Southwest Sacramento, has a significantly higher average household size and a smaller share of persons living alone than the larger area. While there are a greater proportion of owner-occupied households, median household income trends lower in the Market Area relative to the larger Southwest Sacramento area.

Table 1. Household Snapshot—Market Area and Southwest Sacramento

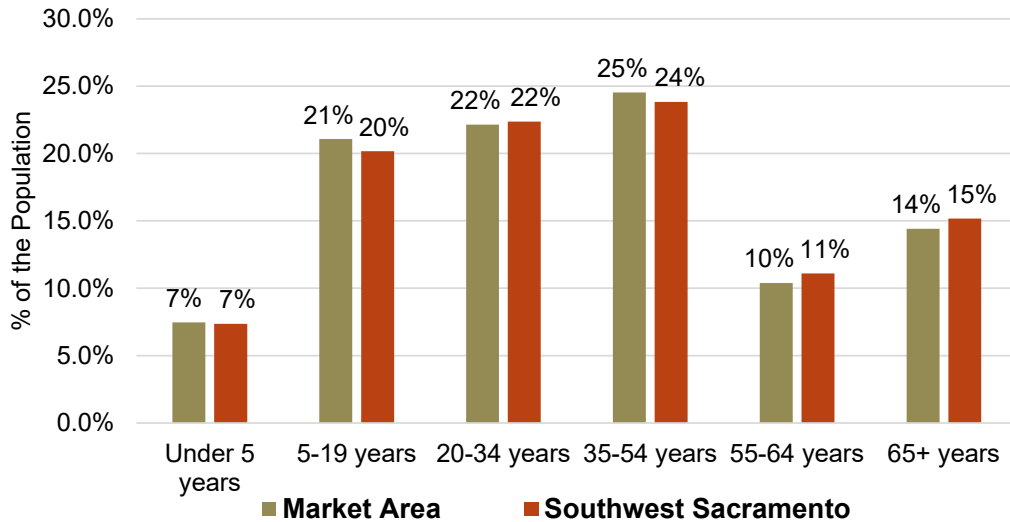
Household Characteristic	Market Area		Southwest Sacramento	
	Total	% of Total	Total	% of Total
Total Households	11,308	100%	48,941	100%
<i>Average Household Size</i>	3.45	-	2.98	-
Households with one or more people under 18 Years	5,148	45.5%	18,313	37.4%
Households with one or more people 60 years and over	5,183	45.8%	20,557	42.0%
Householder living alone	1,927	17.0%	11,982	24.5%
Housing Tenure				
Owner-Occupied	6,965	61.6%	25,740	52.6%
Renter-Occupied	4,343	38.4%	23,201	47.4%
Household Income				
\$0 - \$24,999	2,002	17.7%	8,651	17.7%
\$25,000 - \$49,999	2,351	20.8%	9,559	19.5%
\$50,000 - \$74,999	2,008	17.8%	9,055	18.5%
\$75,000 - \$99,999	1,991	17.6%	7,200	14.7%
\$100,000 - \$149,999	1,758	15.5%	7,411	15.1%
\$150,000 - \$199,999	585	5.2%	3,297	6.7%
\$200,000 +	609	5.4%	3,761	7.7%
Median Household Income	\$64,352	-	\$67,848	-

Source: American Community Survey 5-Year Estimates, Table S1101 and

Age

Figure 4 provides a detailed breakdown of population by age group for the Market Area and larger Southwest Sacramento area. The age breakdown of the Market Area and the larger Southwest Sacramento area are similar, with population spread fairly evenly across age cohorts.

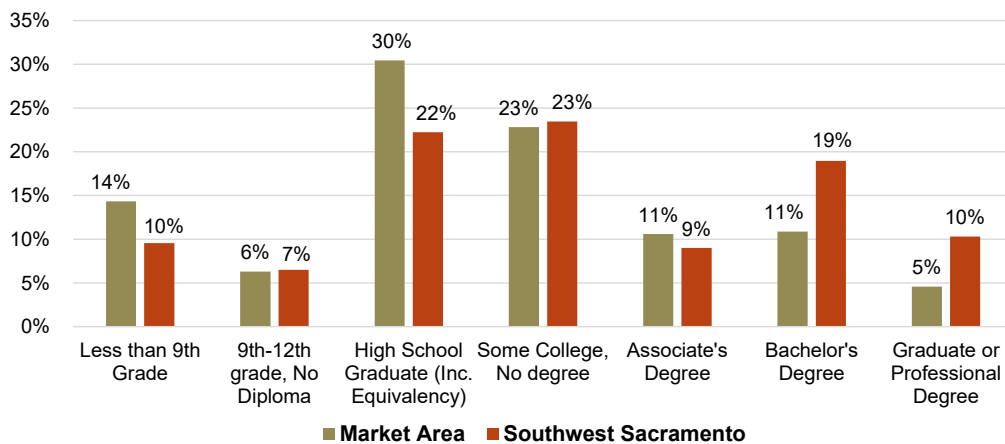
Figure 4. Age Distribution—Market Area and Southwest Sacramento



Education

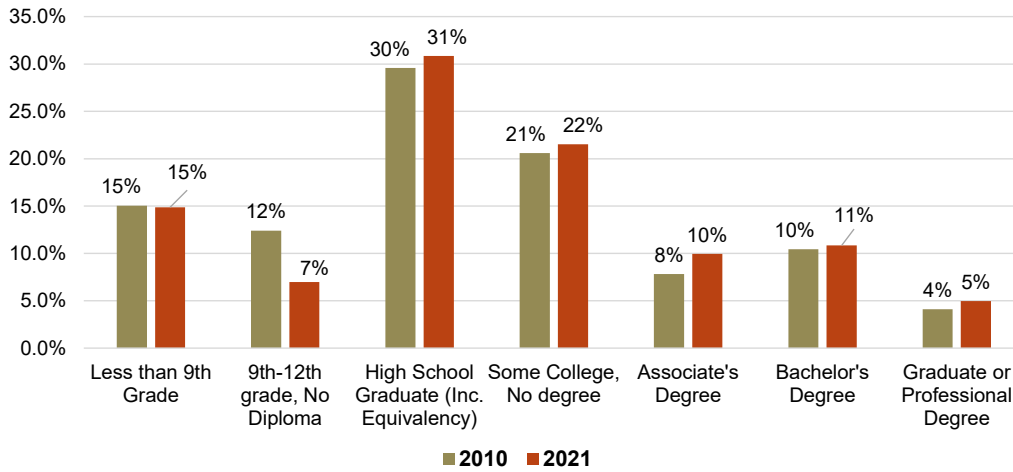
The Market Area includes a higher proportion of residents over the age of 25 with high school diplomas without any college, while the larger Southwest Sacramento area includes a higher proportion of residents with bachelor’s and graduate/professional degrees.

Figure 5. Educational Attainment—Market Area and Southwest Sacramento



The share of residents at least 25 years old in the Market Area with between a 9th and 12th grade educational attainment declined significantly between 2010 and 2021.

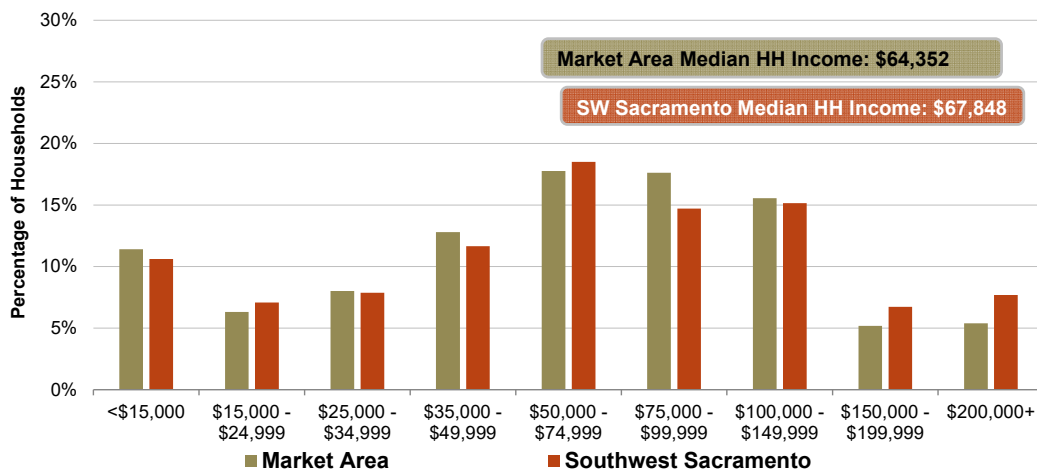
Figure 6. Educational Attainment—Market Area 2010 & 2021



Household Income

Approximately half of the households in the Market Area have incomes ranging from \$50,000 to \$149,999 annually, with the rest of the households generally distributed across the range. The larger Southwest Sacramento area, while generally similar, includes a higher share of households earning more than \$150,000 annually.

Figure 7. Income Distribution—Market Area and Southwest Sacramento



Residential Demand Assessment

Although the housing market in the Sacramento region has slowed since the height of the COVID-19 pandemic, pent-up demand from a long-term undersupply of housing, continued population and employment growth in the region, and affordability relative to the Bay Area housing market support sustained demand for residential uses.

Residential Characteristics in the Market Area

Household Size and Tenure

As of 2021, approximately 60 percent of households in the Market Area own their homes, while the remaining 40 percent of households are renters, as shown in **Table 2**. The data suggests that new households added to the Market Area over the last decade represented new homeowners. That is, the number of renter-occupied households has remained static, while owner-occupied households increased by 25 percent.

As shown in **Figure 8**, owner-occupied units are predominantly single family (95 percent). And, because single-family units comprise the largest portion of the overall housing stock, almost 59 percent of renter-occupied households in the Market Area live in detached single-family houses. The balance of renter-occupied households primarily reside in either attached single-family houses or multifamily buildings with 5 or more units. The Market Area contains a limited number of housing types that fill “missing middle” housing types, including duplexes, triplexes, and fourplexes, which tend to be more affordable housing options for both renters and homeowners.

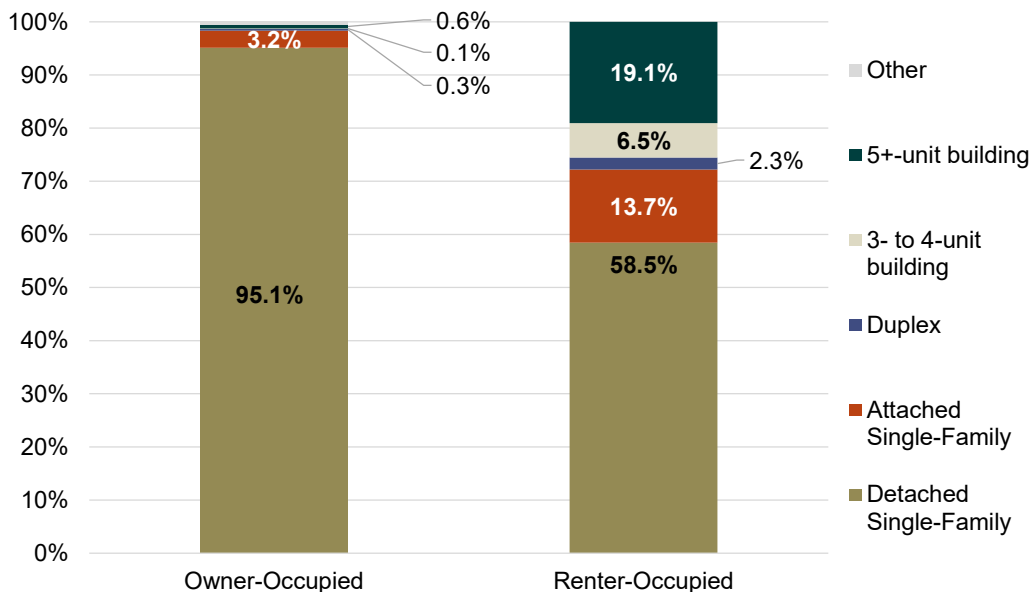
Table 2. Household Size and Tenure—Market Area, 2010 and 2021

Households	Market Area				Change (2010-2021)
	2010 [1]		2021		
	Total	%	Total	%	
Renter-Occupied Households					
1-person	833	18.8%	685	15.8%	(17.77%)
2-person	825	18.6%	1,007	23.2%	22.06%
3-person	705	15.9%	913	21.0%	29.50%
4-person	709	16.0%	800	18.4%	12.91%
5+-person	1,355	30.6%	937	21.6%	(30.85%)
Total	4,427	100.0%	4,342	100.0%	(1.91%)
Owner-Occupied Households					
1-person	1,123	19.6%	1,242	17.8%	10.60%
2-person	1,483	25.9%	1,590	22.8%	7.22%
3-person	979	17.1%	1,043	15.0%	6.54%
4-person	810	14.1%	1,489	21.4%	83.94%
5+-person	1,331	23.2%	1,602	23.0%	20.36%
Total	5,726	100.0%	6,966	100.0%	21.67%

Source: American Community Survey 5-Year Estimates Table B25009; EPS.

[1] The Market Area in 2010 is assumed to comprise Census Tracts 40.01, 42.01, 42.02, 42.03, 60.01 and 43. Additionally, a 50% factor was applied to census track 40.01.

Figure 8. Tenure by Building Type—Market Area, 2021



Household Crowding

Rising housing costs and an undersupply of affordable housing options can result in negative impacts, particularly on lower income households, including forcing residents into overcrowded or substandard housing conditions or even into homelessness. As shown in **Table 3**, while the overall percentage of households residing in overcrowded housing conditions has remained consistent between 2010 and 2021, the number of households residing in severely overcrowded (more than 2.0 people per room) housing has increased dramatically.

Table 3. Household Crowding—Market Area, 2010 and 2021

Occupants per room [1]	Market Area				Change (2010-2021)
	2010		2021		
	Total	%	Total	%	
Renter-Occupied Households					
Less than 0.5	1,682	38.0%	1,896	43.7%	12.7%
0.51 - 1.00	2,008	45.4%	1,865	43.0%	(7.1%)
1.01 - 1.50	589	13.3%	464	10.7%	(21.2%)
1.51 - 2.00	136	3.1%	70	1.6%	(48.5%)
2.01 or more	12	0.3%	47	1.1%	291.7%
Total	4,427	100%	4,342	100%	(1.9%)
<i>Subtotal Overcrowded</i>	<i>737</i>	<i>16.6%</i>	<i>581</i>	<i>13.4%</i>	<i>(21.2%)</i>
Owner-Occupied Households					
Less than 0.5	3,273	57.2%	3,732	53.6%	14.0%
0.51 - 1.00	2,157	37.7%	2,655	38.1%	23.1%
1.01 - 1.50	214	3.7%	351	5.0%	64.0%
1.51 - 2.00	76	1.3%	121	1.7%	59.2%
2.01 or more	6	0.1%	107	1.5%	1,683.3%
Total	5,726	100%	6,966	100%	21.7%
<i>Subtotal Overcrowded</i>	<i>296</i>	<i>5.2%</i>	<i>579</i>	<i>8.3%</i>	<i>95.6%</i>
Total					
Less than 0.5	4,955	48.8%	5,628	49.8%	13.6%
0.51 - 1.00	4,165	41.0%	4,520	40.0%	8.5%
1.01 - 1.50	803	7.9%	815	7.2%	1.5%
1.51 - 2.00	212	2.1%	191	1.7%	(9.9%)
2.01 or more	18	0.2%	154	1.4%	755.6%
Total	10,152	100%	11,308	100.0%	11.4%
<i>Subtotal Overcrowded</i>	<i>1,033</i>	<i>10.2%</i>	<i>1,160</i>	<i>10.3%</i>	<i>12.3%</i>

Source: American Community Survey Table 5-Year estimates Table B25014; EPS.

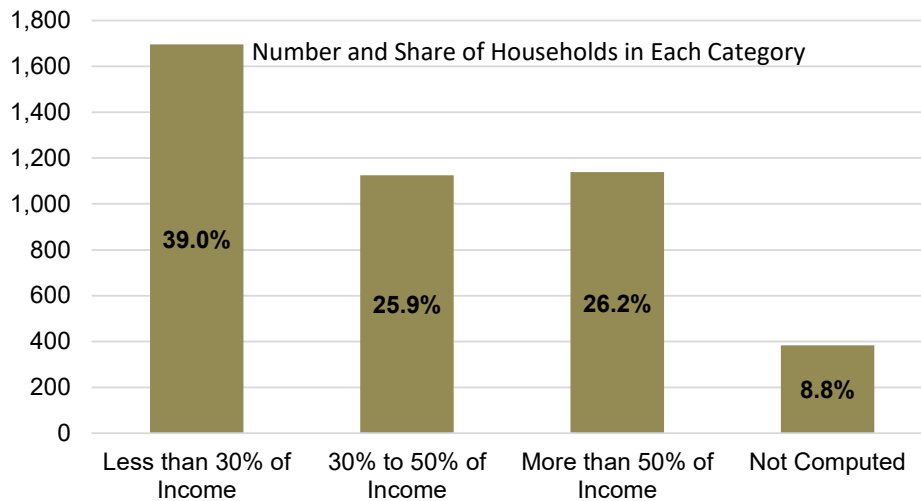
[1] The US Census Bureau defines an overcrowded housing unit as having 1 or more persons per room (excluding bathrooms and kitchens). Units with more than 1.5 persons per room are considered severely overcrowded.

Housing Cost Burden

Housing cost burden is the proportion of housing costs relative to income. High housing cost burdens signify that residents are spending a large portion of their income on housing, restricting the amount they can spend on other essentials, such as food, medical care, and transportation, and increasing the risk of eviction or foreclosure.¹ A common rule of thumb is that households should pay no more than 30 percent of their incomes for housing.

The U.S. Department of Housing and Urban Development considers households who spend more than 30 percent of their income on rent to be “rent burdened” and considers households who spend more than 50 percent of their income on rent to be “severely rent burdened”.² Approximately half of renter households in the Market Area have been identified as either rent burdened or severely rent burdened, as illustrated in **Figure 9**.

Figure 9. Rent as a Share of Household Income—Market Area, 2021

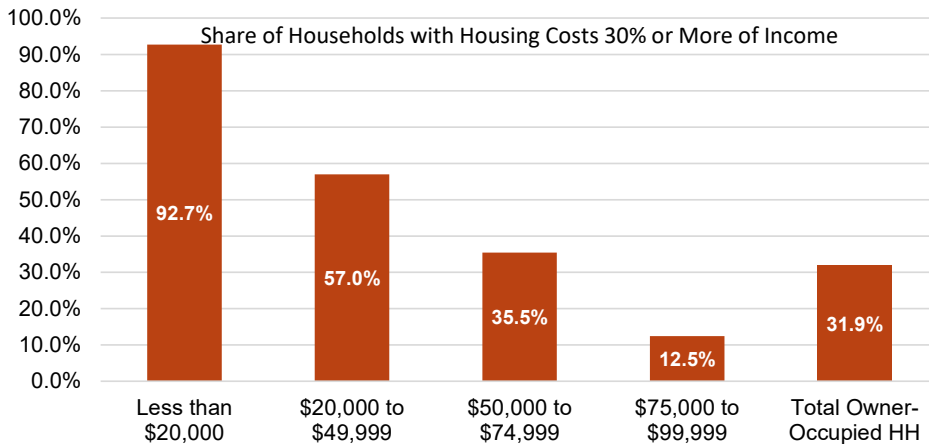


¹ Shamsuddin, Shomon & Campbell, Colin. 2021. Housing Cost Burden, Material Hardship, and Well-Being. Housing Policy Debate. <https://nlihc.org/sites/default/files/Housing-Cost-Burden-Material-Hardship-and-Well-Being.pdf> [Accessed November 2021].

² Larrimore, Jeff & Schuetz, Jenny. 2017. Assessing the Severity of Rent Burden on Low-Income Families. FEDS Notes. <https://www.federalreserve.gov/econres/notes/feds-notes/assessing-the-severity-of-rent-burden-on-low-income-families-20171222.htm>. [Accessed October 2021].

Among owner-occupied units, the distribution of housing cost burden by income reflects a trend in which the rate of cost-burdened households declines with rising household income, as shown in **Figure 10**. Nearly all Market Area households earning less than \$20,000 annually (93 percent) and a majority of households earning between \$20,000 and \$50,000 annually (57 percent) are considered cost burdened.

Figure 10. Owner Cost Burden by Household Income—Market Area, 2021

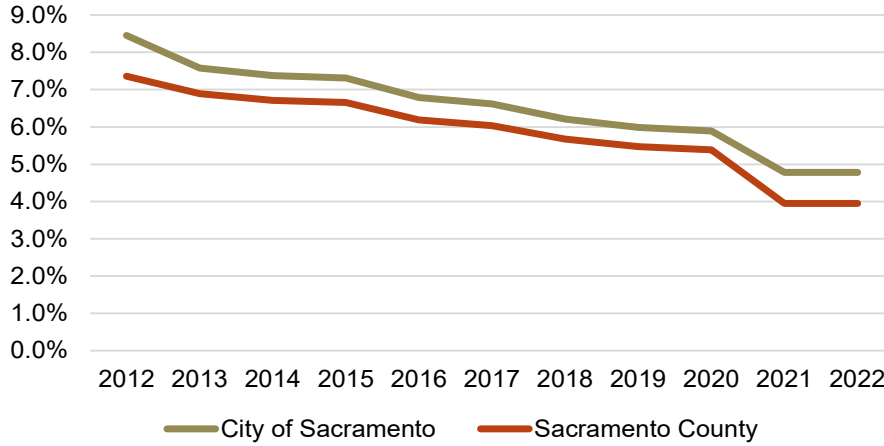


Residential Market Indicators

Residential vacancy rates in both the City and Sacramento County (County) have declined significantly since 2012, although both rates have remained static over the last year, as shown in **Figure 11**. The City’s and the County’s current overall vacancy rates are slightly below the 5.0 percent threshold that many housing experts believe to be an optimal vacancy rate.³ Higher vacancy rates provide prospective buyers and renters with more options when searching for homes, helping to stabilize prices. Below this 5.0 percent rate, those looking for housing have fewer options, allowing landlords or sellers to charge higher prices. Research has consistently found that a vacancy rate below this 5.0 percent threshold leads to increasing rents and sales prices.

³ Phillips, Shane. 2020. Does the Los Angeles Region Have Too Many Vacant Homes? UCLA Lewis Center for Regional Policy Studies Working Paper Series. <https://escholarship.org/uc/item/87r4543q> [Accessed October 2021].

Figure 11. Residential Vacancy Rate—City of Sacramento and Sacramento County

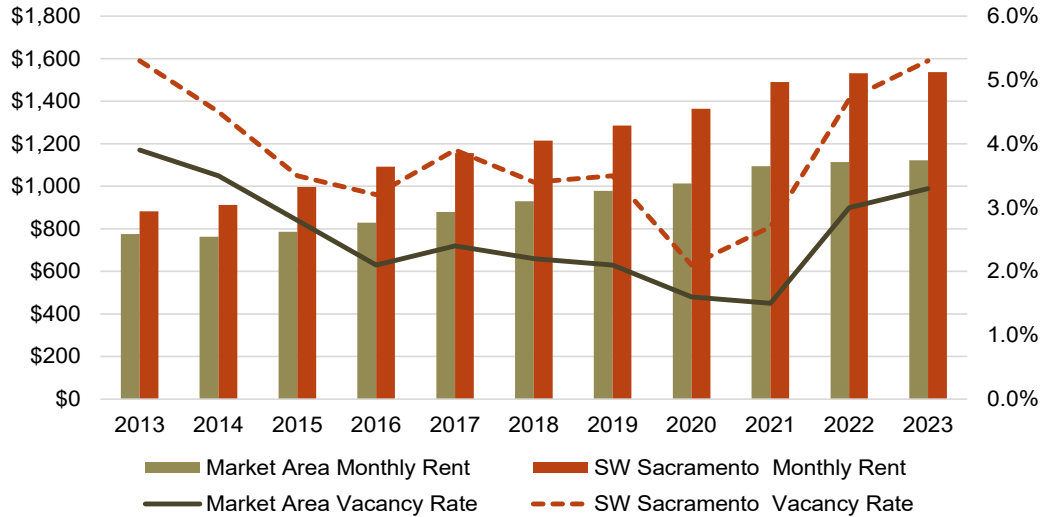


Rental Residential

In the Market Area, vacancy rates among multifamily units are even lower than the overall City and County average residential vacancy rate and lower than the vacancy rate in the broader Southwest Sacramento area, as shown in **Figure 12**.⁴ Multifamily units in the Market Area are slightly more affordable than the broader Southwest Sacramento area, and monthly rents have increased over the last decade but appear to have stabilized in the last year. The built inventory of multifamily units has remained flat over the last decade, at approximately 2,600 units in the Market Area and 13,000 units in Southwest Sacramento.

⁴ See **Figure 3** for Southwest Sacramento geography definition.

Figure 12. Multifamily Rent and Vacancy—Market Area and Southwest Sacramento



For-Sale Residential

As shown in **Figure 13**, the available inventory of for-sale homes had been steadily declining and then dropped precipitously following the onset of the COVID-19 pandemic. Although there have been moderate levels of housing production in the City, demand for housing increased significantly because of in-migration and housing supply constraints. The strong demand for new housing and undersupply led to an increase in the median sale price of approximately 240 percent between 2012 and 2022.

Figure 13. Residential Sales Price and Inventory—City of Sacramento

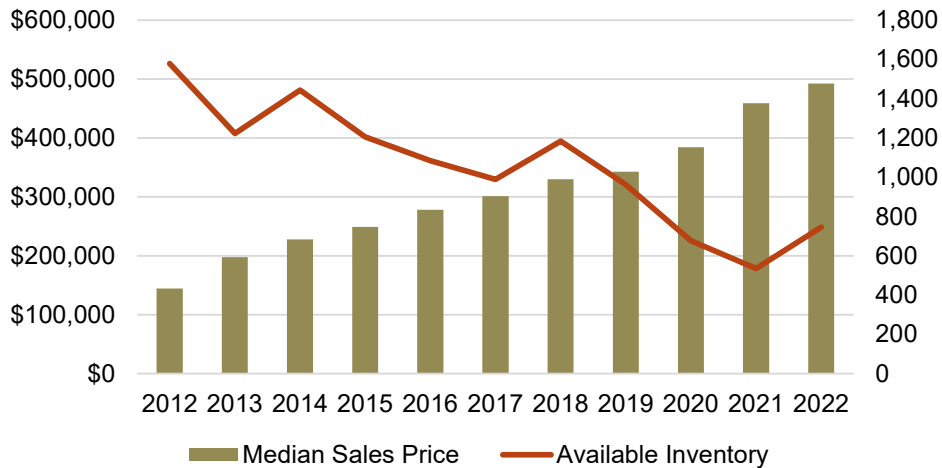
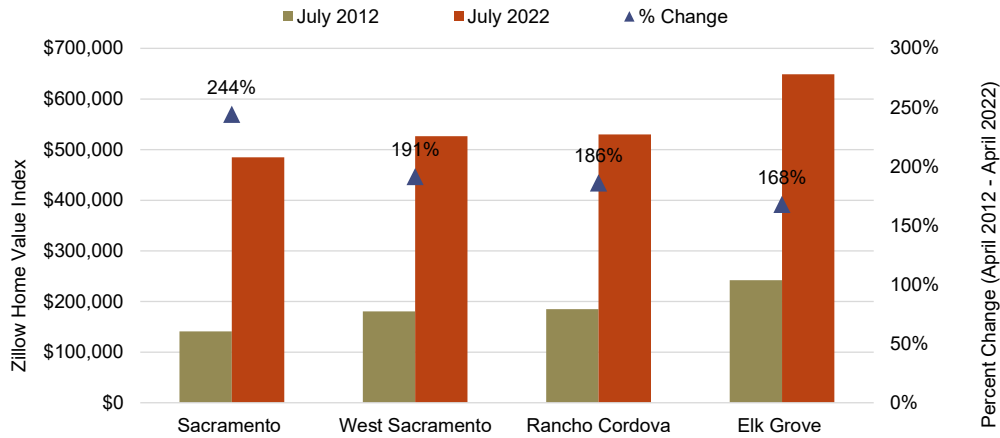


Figure 14. Zillow Home Value Index—Sacramento and Adjacent Cities, 2012 & 2022

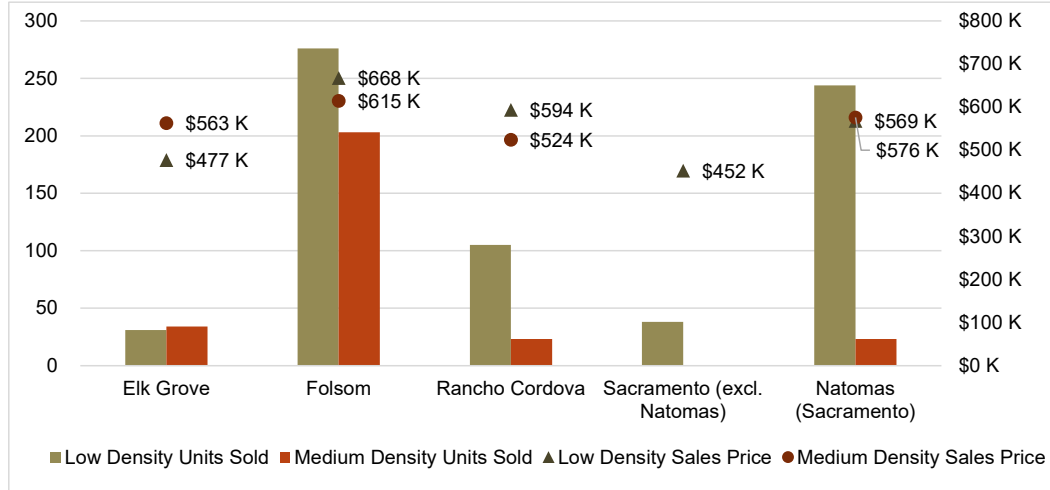


Comparing Sacramento and surrounding cities, Sacramento had significantly lower home values in 2012 than West Sacramento, Rancho Cordova, or Elk Grove.⁵ However, with significantly higher growth in value in 2022, Sacramento home values have come close to parity with those in West Sacramento and Rancho Cordova.

Figure 15 summarizes the numbers and pricing of newly constructed low- and medium-density single-family units sold in Sacramento and competitive cities over the 15-month period from Q1 2022 through Q1 2023. The Natomas area of Sacramento and the City of Folsom saw the greatest numbers of lower density (10 to 13 units/acre) new units sold. Medium-density (14 to 17 units/acre) new unit sales were concentrated in the City of Folsom. Average unit pricing appears to be comparable across low and medium densities.

⁵ Homes values reflect the typical value for homes in the 35th to 65th percentile range as of the month selected. **Figure 14** reflects typical homes values in July 2012 and July 2022.

Figure 15. Low- to Medium-Density Single-Family Detached New Home Development—Sacramento and Surrounding Cities—2022/2023



The local market’s high-density (18+ units/acre) detached new unit sales were about evenly split between West Sacramento and Sacramento. High-density attached new unit sales were concentrated in Sacramento.

Figure 16. High-Density Single-Family Detached and Attached New Home Development—Sacramento and Surrounding Cities—2022/2023



Residential Demand Findings

Steadily declining residential vacancy rates over the last 10 years, with vacancy rates in the City currently around 5.0 percent and 4.0 percent in the County overall, indicate there is continued demand for additional units in the City. Multifamily rental vacancy rates in the Market Area have been trending even lower than overall rates, with the current vacancy rate around 3.5 percent, after dropping below 2.0 percent in 2021. The very low vacancy in the Market Area

reflects a lack of new multifamily units constructed in both the Market Area and the larger Southwest Sacramento area over the past decade. Indeed, the last major additions to multifamily inventory in either area occurred between 2004 and 2006.

Much of the apartment construction in Sacramento in recent years has been located in either more urban and pricier central city locations, in student-focused developments along the U.S. 50 corridor, or in the relatively rapidly developing North Natomas area, where there is a greater supply of developable land. The Site provides an opportunity to address the lack of new multifamily unit inventory in Southwest Sacramento with high-density housing near light rail transit.

The demand for low-density market-rate single-family residential units has been well demonstrated by the success of recent developments in the areas surrounding the Site. Much of the low-density single-family development in the City of Sacramento outside of Natomas has been located in the Market Area. Market support for medium-density and high-density (attached and detached) single-family units has been demonstrated by recent developments throughout Sacramento and surrounding cities, particularly in Natomas and West Sacramento. Similar unit typologies at the Site likely would have similar market support as these comparable locations and provide much needed “missing middle” housing for Southwest Sacramento.

Retail Demand Assessment

The retail demand section is divided into a discussion of the Market Area’s retail demand, followed by a discussion of the retail real estate market indicators, and then the implications of the demand and supply findings.

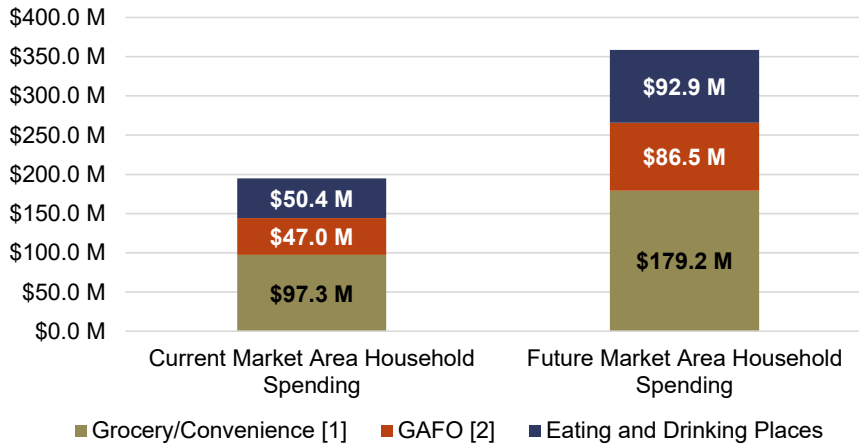
Retail Demand

Current retail spending by the approximate 11,000 households that reside in the Market Area is estimated to be almost \$195 million, with half of the spending, \$97 million, going toward grocery/convenience purchases. Market Area households spend another \$47 million on traditional comparison-shopping goods, such as clothing, furniture, electronics, toys, and other general merchandise. Spending at restaurants, bars, and other eating/drinking establishments by Market Area households is estimated to total more than \$50 million. Detailed Market Area household spending estimates are shown in **Appendix C-1**.

Based on Sacramento Area Council of Governments (SACOG) Traffic Analysis Zone (TAZ) projections (see **Appendix C-2**), the Market Area is anticipated to add an additional 7,000 housing units over the forecast period ending in 2040, with many of the planned units likely coming online much sooner. Assuming the projected new housing units will have average pricing levels of at least 75 percent of the price of those that have sold in the last several quarters, the required

household incomes would conservatively translate to an additional \$164 million in household retail spending. The existing and projected future total household retail spending in the Market Area is illustrated in **Figure 17**.

Figure 17. Growth in Market Area Household Spending from Planned Units—2040 (2023\$)



Source: ESRI; EPS.

[1] Grocery/Convenience includes food and alcoholic beverages for consumption at home, personal care items, nonprescription drugs, housekeeping supplies, etc.

[2] General Merchandise/Apparel/Furnishings/Other (GAFO) includes the bulk of comparison-shopping merchandise, such as clothing, electronics, furniture, toys, sporting goods, etc.

GAFO spending tends to be drawn to major retail nodes, corridors, or destinations, such as nearby Delta Shores or other regional retail agglomerations, such as retail centers found in the Arden area or as far as Roseville. These types of goods also lend themselves to online sales. Spending at eating and drinking places varies from neighborhood eateries to out-of-town restaurants and everywhere in between. Grocery/convenience spending, in addition to being the largest share of retail spending, tends to be spent closest to home.

Retail Market

A sizeable share of grocery/convenience spending is captured in conventional supermarkets, often located in community or neighborhood shopping centers or occasionally in stand-alone buildings along arterial roadways. Spending at these locations is typically convenience-oriented, drawing from households within a 1-mile to 2-mile radius one or more times per week.

As voiced in the community listening sessions, the Market Area contains limited grocery options. Several grocery stores are located at the Market Area periphery, particularly along Florin Road to the north. In addition, adjacent to the southwestern periphery of the Market Area is the Delta Shores Walmart

Supercenter, which offers groceries and is considered a destination retailer, where consumers typically make less frequent but often higher volume shopping trips than they would at a convenience-oriented retailer.

Several smaller mini-market and specialty-foods retailers are also located mostly along the northern and eastern periphery of the Market Area, with Meadow View Market centrally located at Meadowview Road and 24th Street.

Figure 18 illustrates the conventional supermarkets and superstores with groceries in the vicinity of the Market Area.

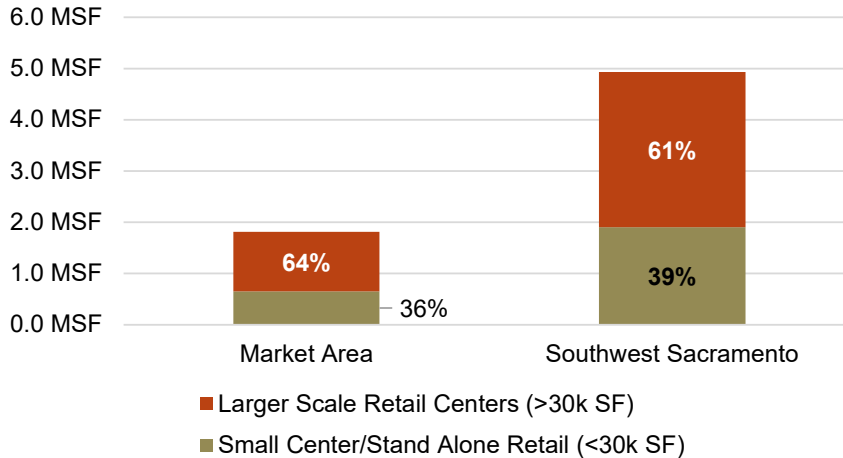
Figure 18. Map of Nearby Full-Scale Grocery Stores



Nearly all of the full-scale grocery stores in or surrounding the Market Area are located along major thoroughfares. The notable exception, a Bel Air grocery store in the southern portion of the Pocket neighborhood, is anchored in a community/large neighborhood shopping center (approximately 147,000 square feet) that is well-positioned to serve the surrounding neighborhood via collector roadways.

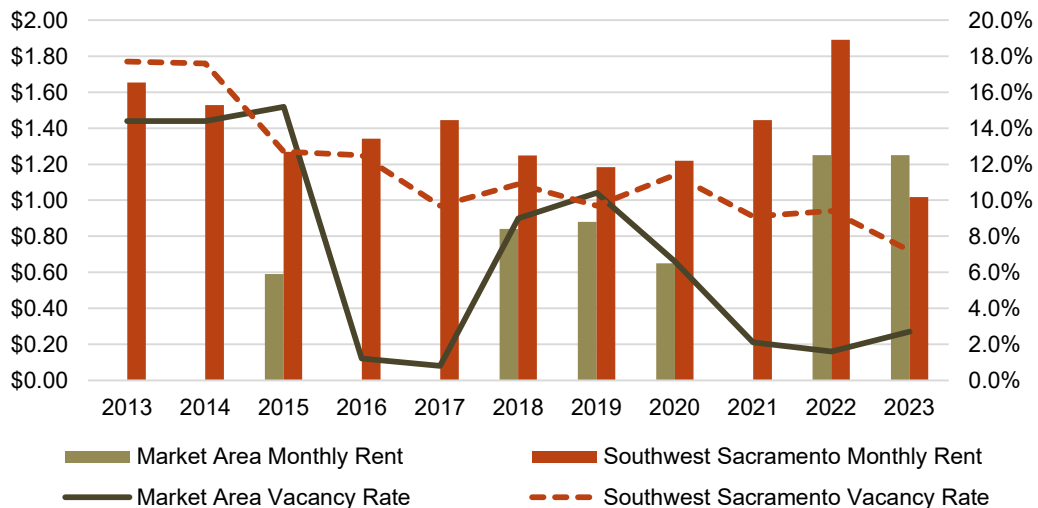
Few community or neighborhood shopping centers exist within the boundaries of the defined Market Area, with Delta Shores accounting for most of the space in larger retail centers. Neighborhood/community retail, including a Bel-Air grocery store, is concentrated at the northern edge of the Market Area, along Florin Road between South Land Park Drive and Freeport Boulevard. **Figure 19** compares retail space in buildings greater than or less than 30,000 square feet for the Market Area and Southwest Sacramento.

Figure 19. Comparison of Retail Space—Market Area and Southwest Sacramento



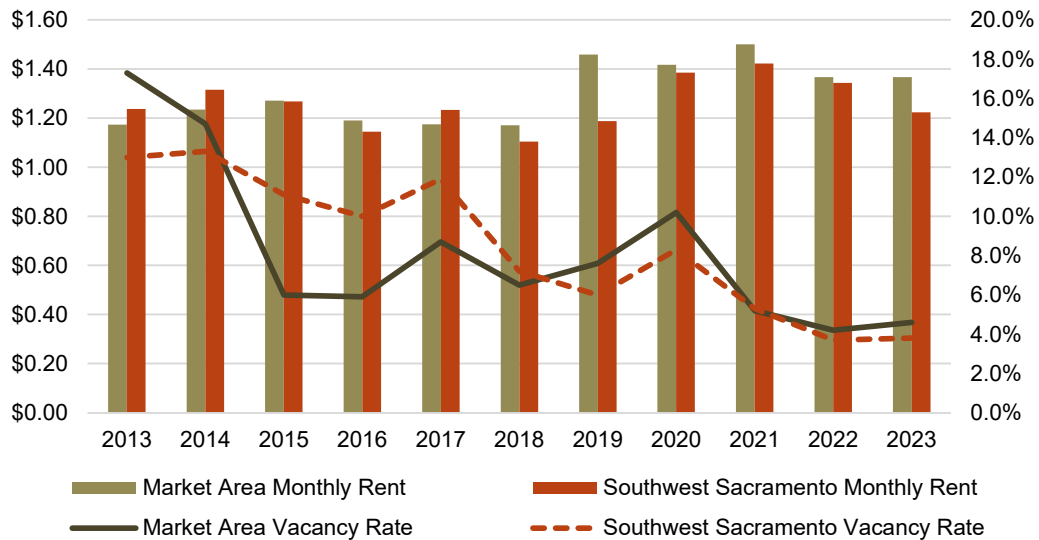
Market Area real estate market indicators for retail buildings and centers larger than 30,000 square feet are somewhat volatile given the high share of total space represented by any single building and the introduction of Delta Shores. However, for about half of the last 10 years, vacancy in these buildings has been near zero and rents have increased during the years when space is on the market, exceeding \$1.20 per square foot in 2022 and 2023. In the larger Southwest Sacramento area, with a much higher share of larger buildings/centers, monthly rents have declined over the last several years in response to elevated vacancy rates. With vacancy rates in Southwest Sacramento retail buildings approaching a more sustainable 7 percent, rents in these buildings/centers may begin to increase.

Figure 20. Retail Real Estate Market Indicators for Buildings/Centers >30,000 Sq Ft



For smaller retail buildings, rents in the Market Area and larger Southwest Sacramento have remained comparable; however, they have seen a small downward trend that may be a delayed response to peaks in vacancy potentially attributable to COVID-19 impacts. The Market Area experienced a higher level of vacancy during the pandemic; however, it appears the trend predates the onset of the pandemic.

Figure 21. Retail Real Estate Market Indicators for Buildings/Centers <30,000 Sq Ft



Retail Demand Findings

Several full-size grocery stores are situated along the Florin Road corridor at the northern periphery of the Market Area; however, the southern portion of the Market Area near the Site is lacking a full-size, conventional grocery store. The closest grocery shopping option for nearby households is at the destination retail Walmart Supercenter in Delta Shores.

Anticipated new home development nearby is projected to nearly double Market Area household grocery/convenience spending.⁶ The conservative projection of an \$80 million increase in household grocery/convenience spending alone could potentially support enough grocery store space to occupy two new stores. However, some of the increased spending will be absorbed by existing grocery retailers around the periphery of the Market Area, as well as grocery delivery services, reducing the net new supportable grocery space. At least one full-size grocery store in this portion of the Market Area should be supportable, assuming standard industry siting and marketing practices.

⁶ Based on SACOG projections to 2040; however, the timeline for buildout of the projected units is likely earlier than 2040.

However, the Site's location away from a major roadway or sizeable shopping center would make it difficult to capture a sufficient share of spending to be feasible. Major grocery store chains and potential investors or lenders would likely deem the Site too risky to construct a grocery store. A site along Cosumnes River Boulevard or the future extension of 24th Street could provide a significantly better positioned location for a grocery store-anchored neighborhood/community center or stand-alone grocery store.

Other smaller retailers likely would face similar difficulty attracting sufficient sales without a major draw to bring potential customers to the Site. An exception could be a development scenario that is dense enough and compelling enough to generate its own drawing power. Under such a scenario, a small amount of retail space combining eating and drinking establishments and a limited amount of convenience retail could be feasible. For example, a large concentration of high-density residential on site, adjacent to an attractive gathering place, could create a sufficient combination of demand from on-site households and inflow from surrounding neighborhoods to support a small grocery-convenience store or cafe, which could then help support a small number of other businesses because of foot traffic and visibility.

Office Demand Assessment

The office demand section is divided into a discussion of demand drivers in both the Market Area and Southwest Sacramento, followed by a discussion of office and medical office real estate market indicators, and then the implications of the demand and supply findings.

Office Demand Drivers

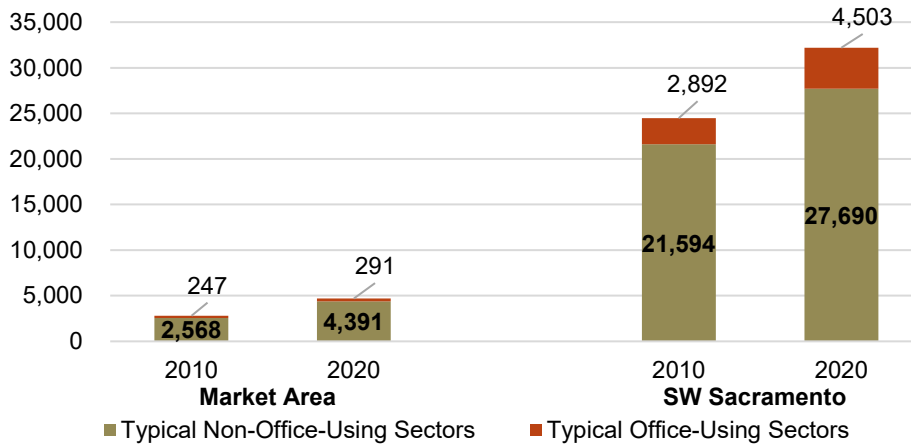
Most employment sectors have some proportion of workers that use office space, particularly in a headquarters location. However, the bulk of office demand is driven by employment in several key sectors:

- Information
- Finance and Insurance
- Real Estate and Rental and Leasing
- Professional, Scientific, and Technical Services
- Management of Companies and Enterprises
- Administration & Support, Waste Management, and Remediation

Public Administration also is primarily an office-using sector; however, it typically does not support speculative, commercially leased office space so has been excluded from consideration.

As shown in **Figure 22**, typical office-using sectors comprise a small share of employment in the Market Area. These sectors comprised about 9 percent of employment in the Market Area in 2010, declining to about 6 percent by 2020. In contrast, the larger Southwest Sacramento area saw jobs in office-using sectors increase by 56 percent between 2010 and 2020, growing from 12 percent to 14 percent before the onset of the COVID-19 pandemic.

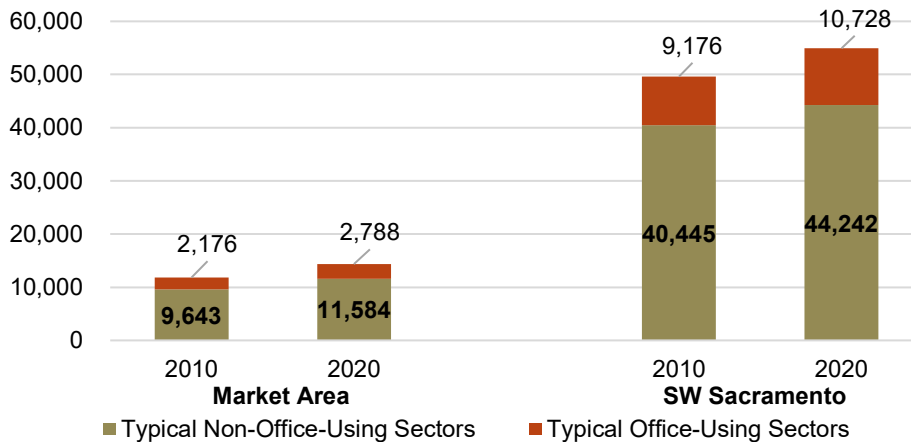
Figure 22. Employment Trends—Market Area and SW Sacramento, 2010 and 2020



Note: See **Appendix D** for sector detail.

Following the pandemic, many of the office-based jobs, while still technically tied to the same office locations, have likely transitioned to at least partially remote status, with resulting decreases in office employment densities. **Figure 23** illustrates the share of typical office-sector workers by location of residence.

Figure 23. Workforce Trends—Market Area and SW Sacramento, 2010 and 2020



Note: See **Appendix D** for sector detail.

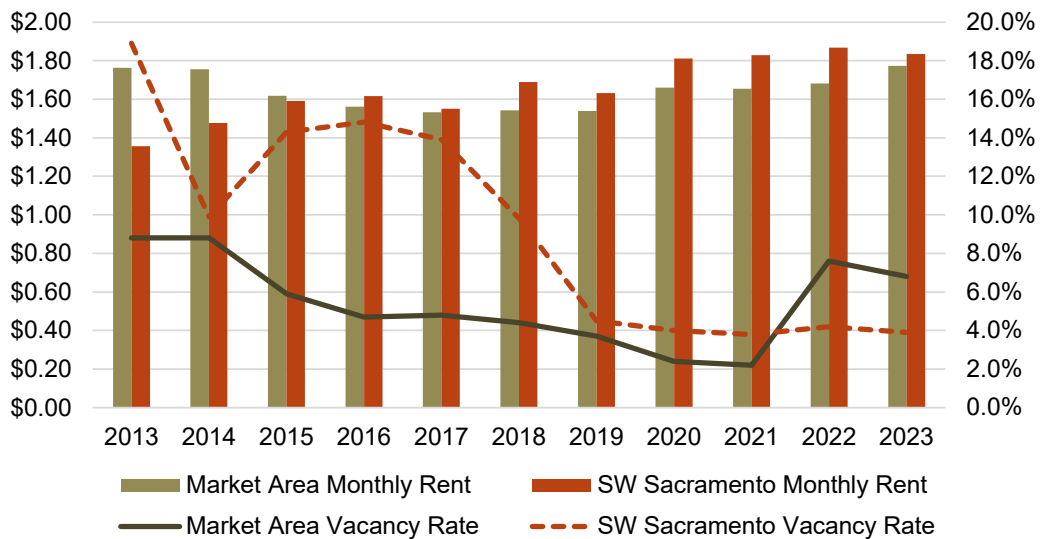
The share of workers residing in both the Market Area and Southwest Sacramento that work in typical office-based sectors is greater than the representation of those sectors among the jobs in each area. This indicates a general commute outflow of office-sector workers that existed before the pandemic.

While the outflow of workers may appear to indicate pent-up demand for office space among the office workers who live in the area, it also suggests a relatively weak office market compared to other office submarkets that more effectively pull workers from the larger region.

Office Market Indicators

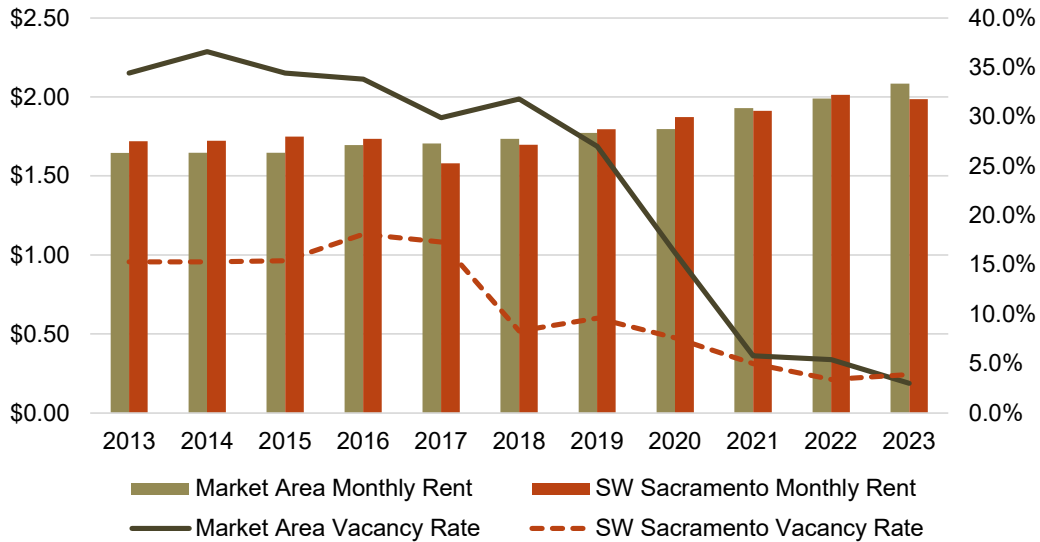
Office vacancy in the Market Area experienced gradual, steady improvement following a slow Great Recession recovery, until the pandemic hit in 2021 and vacancy increased to almost 8 percent. However, Market Area asking rents have remained fairly stable. In contrast, the larger Southwest Sacramento office market had a more volatile vacancy rate until stabilizing in 2019, maintaining a healthy vacancy rate around 4 percent and stable rents since. See **Figure 24**.

Figure 24. Office Real Estate Market Indicators



As shown in **Figure 25**, medical office vacancy declined dramatically in both the Market Area and Southwest Sacramento in the years leading up to the pandemic and have held steady at around 5 percent. Rents in both geographies are comparable, with slow, steady growth in recent years, giving way to a recent modest downward trend in the Market Area.

Figure 25. Medical Office Real Estate Market Indicators



Office Demand Findings

Speculative commercial office development is unlikely in the near term in all but the most ideal office locations. The Site’s location away from existing office markets, lack of direct freeway access or public transit adjacency, and location in a largely residential neighborhood, appears unlikely to attract development interest from office developers or provide a sufficiently low level of risk to obtain financing.

Hotel Demand Assessment

Hotel demand drivers include office employment, tourism, and other activities. While office-sector meeting-related business travel is generally accepted to be below pre-pandemic levels, demand from other sources appears to have largely compensated since the easing of travel restrictions. Therefore, the hotel market assessment focuses largely on the supply side metrics and location criteria.

Hotel Market Indicators

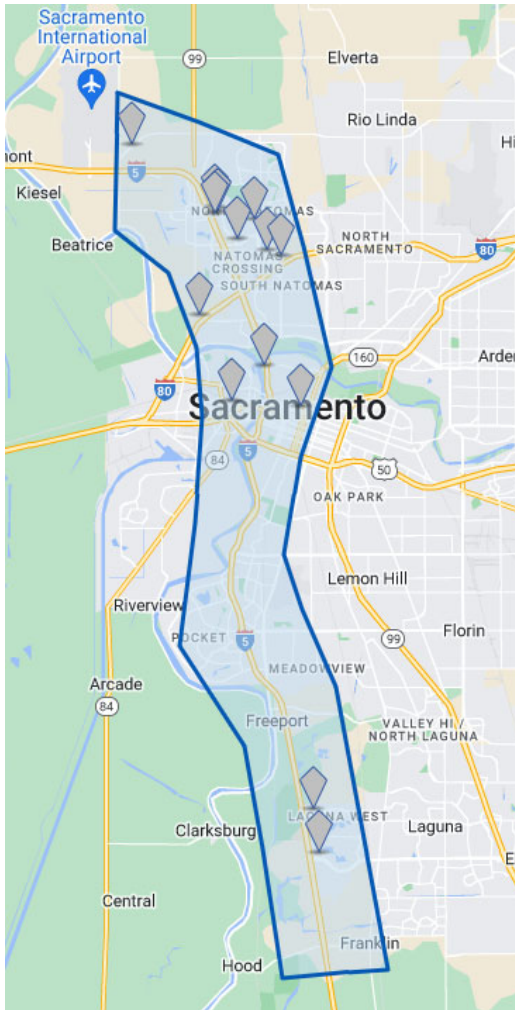
Some of the strongest hotel market growth in the past few decades nationwide, and in Sacramento in particular, has been among mid-range, limited-service national hotel chains. These include brands that the hotel industry categorizes as Midscale and Upper Midscale.⁷

Given the Site's relative proximity to I-5, Midscale and Upper Midscale class hotels along the highway corridor stretching from Sacramento International Airport through Elk Grove were identified as the relevant submarket context for evaluating hotel market performance. The corridor is illustrated in **Figure 26**, with included hotels shown as gray diamonds.

As shown in **Figure 27**, both Midscale and Upper Midscale hotel occupancy rates have returned to approximately 70 percent, generally considered the minimal occupancy level for a healthy market. Though considerably higher than their 2020 low-point, occupancy rates have not returned to their pre-pandemic highs near 80 percent for Upper Midscale properties and percentages in the mid- to upper-70s for Midscale properties.

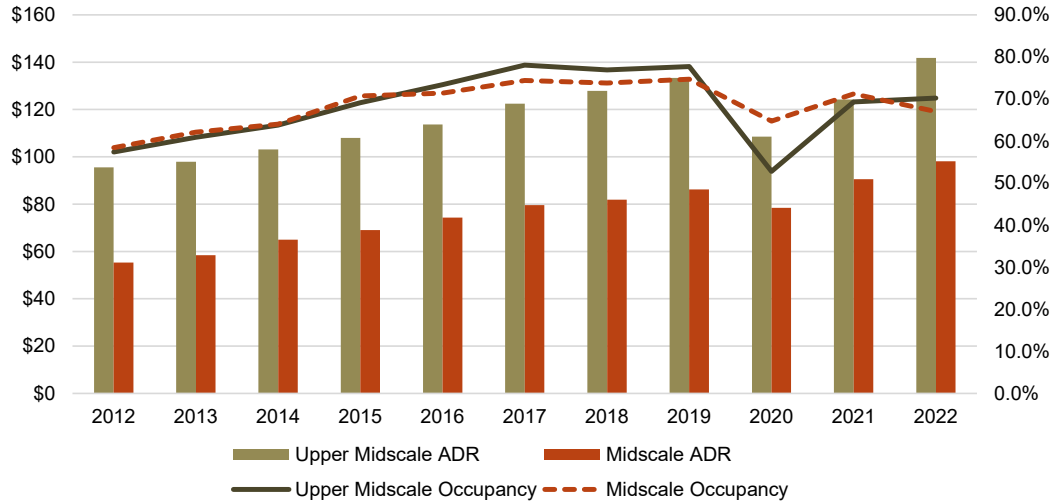
⁷ Examples of the hotel industry's Upper Midscale class include Wyndam Garden Inn, Fairfield Inn, Hampton Inn, TownPlace Suites, Home2Suites, Comfort Inn, Holiday Inn, and La Quinta. Midscale class examples include Best Western, Rodeway Inn, Sleep Inn, Extended Stay America, Candlewood Suites, Wingate Suites, and Hawthorn Suites.

Figure 26. I-5 Corridor Upper Midscale/Midscale Hotels Since 1990



Source: Costar; EPS.
Note: Includes planned hotels.

Figure 27. Upper Midscale & Midscale Hotel Performance Indicators— I-5 Corridor



Despite the somewhat lower occupancy levels, room rates have surpassed their 2019 levels. However, adjusted for inflation, room rates remain marginally below their 2019 levels.

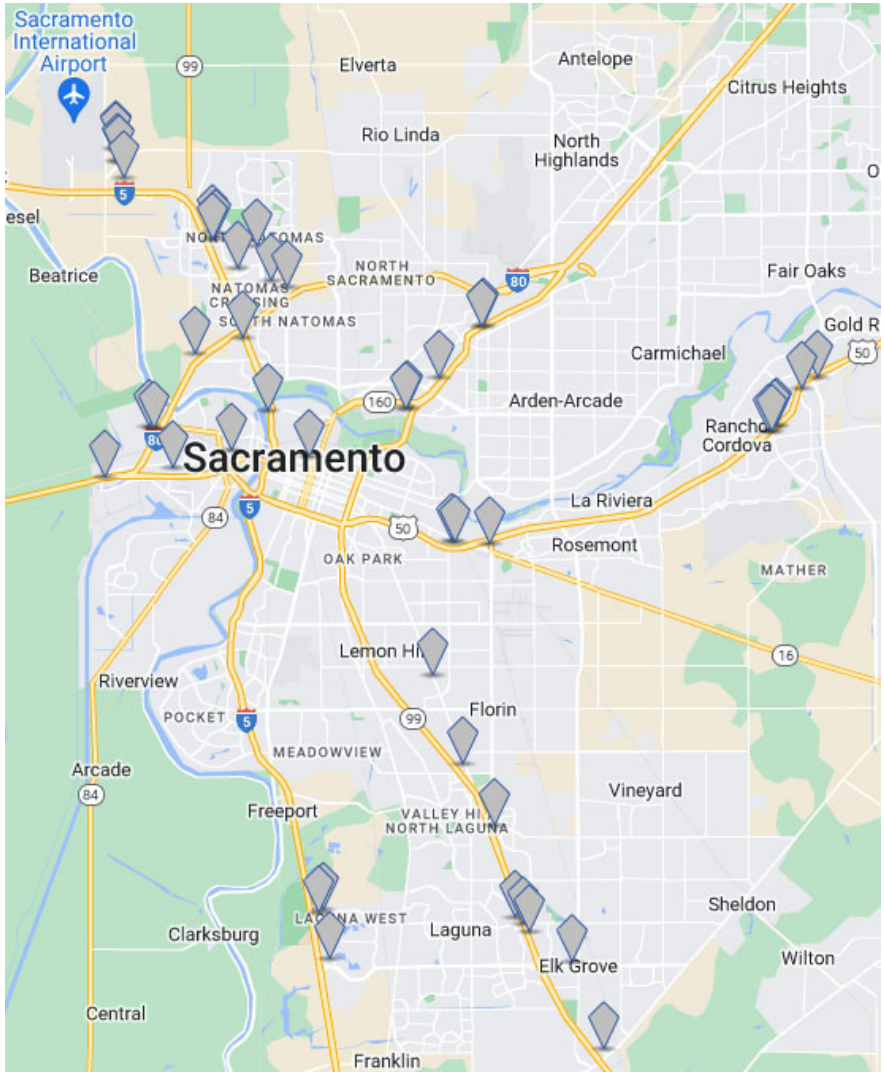
While the hotel market has returned to a healthy equilibrium, it may require additional recovery before any significant hotel-building activity returns to the Sacramento market beyond the Airport area.

Location Considerations

While the local hotel market appears to be performing well and may see construction activity ramp up in the coming years, the Site does not provide the access and visibility that hotel developers and financial backers generally look for to maximize revenue potential and minimize risk of project failure.

Figure 28 illustrates the locations of Midscale and Upper Midscale hotels that have been constructed in Sacramento and the surrounding cities of Elk Grove, West Sacramento, and Rancho Cordova since 1990. With the exception of Downtown Sacramento and the Airport area, all but one of the mid-range hotels that have been built in these cities over the period are located along freeways with some combination of easy access and high visibility.

Figure 28. Sacramento & Adjacent Cities Upper Midscale & Midscale Hotels Built Since 1990



Source: Costar; EPS.
Note: Includes planned hotels.

Hotel Demand Findings

While hotel occupancy rates and average room rates have rebounded significantly from their pandemic-related declines, the Site's location 1 mile from the I-5/Cosumnes River Boulevard interchange and without major thoroughfare frontage appears unlikely to attract development interest from hotel operators/developers or provide a sufficiently low level of risk to obtain financing. Hotel feasibility generally requires average occupancy levels of about 70 percent or greater. The seasonal and weekend nature of demand generated by a sports complex on its own would likely not provide sufficient occupancy throughout the year. Preliminary plans for undeveloped portions of the adjacent Delta Shores project indicate a potential hotel site near the I-5/Cosumnes River Boulevard interchange, which would be a significantly more viable location for a hotel that could serve families attending a proposed sports complex, but also serve a wider customer base during weekdays and throughout the year.

Summary of Conclusions

Key findings of the market analysis are summarized below:

- **Residential demand remains strong in the Market Area, as it does throughout the region.** Sufficient demand exists to absorb reasonably priced and executed market-rate residential development that can be accommodated on the Site.
- **Below-market-rate residential units are in critically short supply throughout the City.** In general, any constructed below-market-rate units will readily be absorbed on the Site.
- **The Site is not well-positioned to accommodate a full-size grocery store although may support a small amount of retail space under a development scenario that is dense or compelling enough to generate its own drawing power.** While the area near the Site appears to be underserved by conventional grocery stores at this time, and demand for grocery retail is projected to increase substantially as units come online nearby, the Site is not well-positioned for a full-size grocery store. Under a high-density residential-focused scenario, combined with elements to generate additional onsite drawing power, a small amount of retail, including a small convenience market, along with some eating and drinking establishments, may be supportable.

- **Office market conditions and Site characteristics preclude support for standard office space, although demand may support neighborhood-serving medical office space.** The state of the overall office market, along with a low level of office-centered employment in the Market Area, limit the ability of the Site to support standard office space. Demand appears to exist for neighborhood-/community-serving medical/dental office space, particularly as nearby residential units come online.
- **The Site's location 1 mile from the I-5/Cosumnes River Boulevard interchange and without major thoroughfare frontage appears unlikely to attract development interest from hotel operators/developers or provide a sufficiently low level of risk to obtain financing.** Nearly all hotel development in the Sacramento area over the last several decades, outside of Downtown Sacramento or the Airport area, has occurred adjacent to freeways, providing both visibility and access. While an on-site sports complex will generate demand for rooms, the number of room nights is not estimated to be sufficient to support a hotel at the Site. Preliminary plans for undeveloped portions of Delta Shores indicate a potential hotel near the I-5/Cosumnes River Boulevard interchange, which would be a significantly more viable location for a hotel that could also serve families attending a proposed sports complex.



APPENDICES:

Appendix A: Demographic Overview

Appendix B: Housing Market

Appendix C: Retail Market

Appendix D: Office Market

Appendix E: Lodging Market



APPENDIX A: Demographic Overview

Table A-1	Population by Age	A-1
Table A-2	Educational Attainment	A-2
Table A-3	Household Income by Range.....	A-3

**Table A-1
City of Sacramento
Meadowview 102 Opportunities and Constraints Analysis
Population by Age (2010-2021)**

Age Range	Market Area					Southwest Sacramento				
	2010		2021		% Change 2010-2021	2010		2021		% Change 2010-2021
	Total	%	Total	%		Total	%	Total	%	
Under 5 years	3,071	7.8%	2,939	7.5%	(4.3%)	10,516	7.8%	10,725	7.4%	2.0%
5-19 years	11,136	28.3%	8,299	21.1%	(25.5%)	30,868	23.0%	29,411	20.2%	(4.7%)
20-34 years	8,312	21.1%	8,722	22.1%	4.9%	28,826	21.5%	32,607	22.4%	13.1%
35-54 years	9,480	24.1%	9,665	24.5%	2.0%	34,500	25.7%	34,728	23.8%	0.7%
55-64 years	3,260	8.3%	4,093	10.4%	25.6%	13,417	10.0%	16,172	11.1%	20.5%
65+ years	4,132	10.5%	5,676	14.4%	37.4%	15,867	11.8%	22,129	15.2%	39.5%
Total	39,391	100.0%	39,394	100.0%	0.0%	133,994	100.0%	145,772	100.0%	8.8%
Median Age	30.6		41.0		34.2%	28.7		31.0		8.0%

Source: American Community Survey 5-Year Estimates Table DP05; EPS.

Table A-2
City of Sacramento
Meadowview 102 Opportunities and Constraints Analysis
Educational Attainment (2010 and 2021)

Educational Attainment [1]	Market Area					Southwest Sacramento				
	2010		2021		% Change	2010		2021		% Change
	Total	%	Total	%	2010-2021	Total	%	Total	%	2010-2021
Less than 9th Grade	3,327	15.0%	3,789	14.9%	13.9%	9,797	28.5%	9,908	10.3%	1.1%
9th-12th grade, No Diploma	2,749	12.4%	1,781	7.0%	(35.2%)	8,074	12.0%	6,816	7.1%	(15.6%)
High School Graduate (Inc. Equivalency)	6,545	29.6%	7,858	30.9%	20.1%	19,767	22.4%	22,643	23.5%	14.5%
Some College, No degree	4,562	20.6%	5,484	21.5%	20.2%	18,322	17.3%	22,330	23.2%	21.9%
Associate's Degree	1,731	7.8%	2,532	9.9%	46.2%	7,007	6.3%	8,643	9.0%	23.3%
Bachelor's Degree	2,311	10.4%	2,764	10.9%	19.6%	13,151	9.3%	17,194	17.8%	30.7%
Graduate or Professional Degree	911	4.1%	1,262	5.0%	38.5%	6,345	4.2%	8,895	9.2%	40.2%
Total	22,136	100.0%	25,470	100.0%	15.1%	82,464	100.0%	96,429	100.0%	16.9%

Source: American Community Survey 5-Year Estimates Table S1501; EPS.

[1] For population 25 years and over only.

Table A-3
City of Sacramento
Meadowview 102 Opportunities and Constraints Analysis
Household Income by Range (2010 and 2021)

Income Range (Current Dollars)	Market Area					Southwest Sacramento				
	2010	%	2021	%	% Change	2010	%	2021	%	% Change
<\$15,000	1,563	13.5%	1,289	11.4%	(17.5%)	5,564	12.0%	5,193	10.6%	(6.7%)
\$15,000 - \$24,999	1,214	10.5%	713	6.3%	(41.2%)	5,021	10.8%	3,458	7.1%	(31.1%)
\$25,000 - \$34,999	1,382	12.0%	906	8.0%	(34.5%)	5,519	11.9%	3,850	7.9%	(30.2%)
\$35,000 - \$49,999	2,207	19.1%	1,446	12.8%	(34.5%)	7,522	16.2%	5,709	11.7%	(24.1%)
\$50,000 - \$74,999	2,418	21.0%	2,008	17.8%	(17.0%)	8,912	19.2%	9,055	18.5%	1.6%
\$75,000 - \$99,999	1,431	12.4%	1,991	17.6%	39.1%	5,788	12.5%	7,200	14.7%	24.4%
\$100,000 - \$149,999	1,035	9.0%	1,758	15.6%	69.9%	5,139	11.1%	7,411	15.1%	44.2%
\$150,000 - \$199,999	178	1.5%	585	5.2%	227.8%	1,815	3.9%	3,297	6.7%	81.6%
\$200,000+	107	0.9%	609	5.4%	470.4%	1,108	2.4%	3,761	7.7%	239.6%
Total	11,533	100.0%	11,304	100.0%	(2.0%)	46,390	100.0%	48,933	100.0%	5.5%
Median Household Income in 2021\$ [1]	\$44,759		\$64,352		43.8%	\$51,899		\$67,848		30.7%

Source: U.S. Census Bureau ACS 2010 & 2021, Table S1901; EPS.

[1] The median household income for 2010 has been escalated to 2021 dollars based on CPI growth of 29.97% between 2010 and 2021.



APPENDIX B: Housing Market

Table B-1	Tenure by Units in Structure	B-1
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**Table B-1
City of Sacramento
Meadowview 102 Opportunities and Constraints Analysis
Tenure by Units In Structure (2021)**

Unit Type	Market Area		
	Owner-Occupied	Renter-Occupied	Share Renter Occupied
Detached Single-Family	6,627	2,538	27.7%
Attached Single-Family	223	596	72.8%
Duplex	22	99	81.8%
3- to 4-unit building	10	281	96.6%
5+-unit building	44	828	95.0%
Other	40	0	0.0%
Total	6,966	4,342	38.4%

Source: American Community Survey 5-Year Estimates, Table

Table B-2
City of Sacramento
Meadowview 102 Opportunities and Constraints Analysis
Overall Rent Burden (2021)

Rent as a Percentage of Household Income [1]	Market Area	
	Total Renter Households	% of Total Renter Households
Less than 30% of Income	1,695	39.0%
30% to 50% of Income	1,125	25.9%
More than 50% of Income	1,139	26.2%
Not Computed	383	8.8%
Total Renter Households	4,342	100.0%

Source: American Community Survey 5-Year Estimates, Table B25070; EPS.

[1] The US Department of Housing and Urban Development defines a household spending more than 30% of their income on housing as "rent burdened." Households spending more than 50% of their income on housing are considered "severely rent burdened."

Table B-3
City of Sacramento
Meadowview 102 Opportunities and Constraints Analysis
Owner's Costs as a Percentage of Household Income by Household Income (20

Housing Cost Burden by Income Bracket [1]	Market Area		
	Owner-Occupied Households	Share within Income Bracket	Share with Mortgage
Less than \$20,000			
Less than 30%	29	7%	0%
30% or more	369	93%	56%
Total	398	100%	52%
\$20,000 to \$49,999			
Less than 30%	728	43%	20%
30% or more	964	57%	90%
Total	1,692	100%	60%
\$50,000 to \$74,999			
Less than 30%	752	65%	55%
30% or more	413	35%	100%
Total	1,165	100%	71%
\$75,000 or More			
Less than 30%	3,177	88%	64%
30% or more	452	12%	100%
Total	3,629	100%	69%
Totals			
Less than 30%	4,686	68%	55%
30% or more	2,198	32%	88%
Totals	6,884	100%	66%

Source: American Community Survey Year Estimates, Table B25101; EPS.

Table B-4
City of Sacramento
Meadowview 102 Opportunities and Constraints Analysis
Market Area Estimated Housing Unit Value Based on Income and Housing Costs (2022\$)

Affordability Category	Annual Income	Estimated Housing Costs			Loan Amount	Estimated Unit Value (Rounded)
		Annual	Monthly Costs (Homeowner Costs / Rent + Utilities) [1]	Monthly Mortgage Cost		
<i>Formula</i>	<i>E</i>	<i>F = A * E</i>	<i>G = F / 12</i>	<i>H [2]</i>	<i>I (see assumptions B & C)</i>	<i>J = I / (1 - D)</i>
County Income Level [3]						
Extremely Low	\$30,400	\$9,120	\$760	\$486	\$81,127	\$90,100
Very Low Income	\$50,650	\$15,195	\$1,266	\$810	\$135,168	\$150,200
Low Income	\$81,050	\$24,315	\$2,026	\$1,297	\$216,295	\$240,300
Median Income	\$102,200	\$30,660	\$2,555	\$1,635	\$272,738	\$303,000
Moderate Income	\$122,650	\$36,795	\$3,066	\$1,962	\$327,312	\$363,700
Market Area Affordability Comparison						
Affordable Unit Value at Market Area						
Median Income	\$64,352	\$19,306	\$1,609	\$872	\$145,442	\$161,600
Income Required for Market Area Average						
New Home Price Affordability	\$192,498	\$57,749	\$4,812	\$3,080	\$508,742	\$565,269
Assumptions						
Maximum Monthly Housing Cost as % of Income [6]	30.00%	A				
Assumed Mortgage Term (In Years) [7]	30	B				
Assumed Mortgage Interest Rate [8]	6.00%	C				
Assumed Down Payment as a % of Unit Value [9]	10.00%	D				

Source: Freddie Mac; State of California Department of Housing and Community Development; EPS.

- [1] Mortgage insurance, utilities, and taxes assumed to account for 36% of monthly housing cost.
- [2] Assumes mortgage payment is 64% of monthly housing cost.
- [3] Income limits shown are for 4-person households.
- [4] Average of median incomes for each of the Census tracts included in the Market Area.
- [5] Average new home sales price from Table B-9, Table B-10, Table B-11, Table B-12.
- [6] Assumes affordable housing prices shall be based on no more than 30% of income being applied to housing expenses.
- [7] Based on a 30-year fixed-rate conventional mortgage.
- [8] Interest rates are based on the average for 30-year fixed-rates from 2010 to 2020 per Freddie Mac.
- [9] The median down payment percentage in 2021 for buyers of all ages according to the National Association of Realtors.

**Table B-5
City of Sacramento
Meadowview 102 Opportunities and Constraints Analysis
Total Vacancy Rate (2012-2022)**

Year	Total Residential Vacancy Rate	
	City of Sacramento	Sacramento County
2012	8.5%	7.4%
2013	7.6%	6.9%
2014	7.4%	6.7%
2015	7.3%	6.7%
2016	6.8%	6.2%
2017	6.6%	6.0%
2018	6.2%	5.7%
2019	6.0%	5.5%
2020	5.9%	5.4%
2021	4.8%	3.9%
2022	4.8%	3.9%

Source: California Department of Finance E-5; EPS.

Table B-6
City of Sacramento
Meadowview 102 Opportunities and Constraints Analysis
Multifamily Housing Market Summary (2013-2023)

Year	Market Area								Southwest Sacramento							
	Total Buildings	Total Units	% Change, Total Units	New Units	Monthly Rent	Asking Rent per Sq.Ft	% Change, Rent Asked	Vacancy Rate	Total Buildings	Total Units	% Change, Total Units	New Units	Monthly Rent	Asking Rent per Sq.Ft	% Change, Rent Asked	Vacancy Rate
2013	44	2,550	-	-	\$775	\$0.98	-	3.9%	179	13,087	-	-	\$882	\$1.09	-	5.3%
2014	44	2,550	0.0%	-	\$763	\$0.97	(1.0%)	3.5%	179	13,087	0.0%	-	\$912	\$1.13	3.7%	4.5%
2015	44	2,550	0.0%	-	\$786	\$1.00	3.1%	2.8%	179	13,087	0.0%	-	\$997	\$1.23	8.8%	3.5%
2016	44	2,550	0.0%	-	\$829	\$1.05	5.0%	2.1%	179	13,087	0.0%	-	\$1,092	\$1.35	9.8%	3.2%
2017	44	2,550	0.0%	-	\$880	\$1.12	6.7%	2.4%	179	13,087	0.0%	-	\$1,156	\$1.43	5.9%	3.9%
2018	44	2,550	0.0%	-	\$930	\$1.18	5.4%	2.2%	179	13,087	0.0%	-	\$1,215	\$1.50	4.9%	3.4%
2019	44	2,550	0.0%	-	\$978	\$1.24	5.1%	2.1%	179	13,087	0.0%	-	\$1,286	\$1.59	6.0%	3.5%
2020	44	2,550	0.0%	-	\$1,013	\$1.29	4.0%	1.6%	179	13,087	0.0%	-	\$1,365	\$1.69	6.3%	2.1%
2021	44	2,550	0.0%	-	\$1,095	\$1.39	7.8%	1.5%	179	13,087	0.0%	-	\$1,490	\$1.85	9.5%	2.7%
2022	44	2,550	0.0%	-	\$1,114	\$1.42	2.2%	3.0%	179	13,087	0.0%	-	\$1,532	\$1.90	2.7%	4.7%
2023	44	2,550	0.0%	-	\$1,122	\$1.43	0.7%	3.3%	179	13,087	0.0%	-	\$1,536	\$1.90	0.0%	5.3%
Total Change	0	0	0.0%	-	\$347	\$0.45	44.8%	-0.6%	0	0	0.0%	-	\$654	\$0.81	74.1%	0.0%

Source: CoStar (May 2023); EPS.

**Table B-7
City of Sacramento
Meadowview 102 Opportunities and Constraints Analysis
For-Sale Housing Market Summary (2012-2022)**

Year	City of Sacramento					
	Homes Sold	% Change	Average of the Monthly Median Sale Price	% Change	Average Monthly Inventory	Average Days on Market
2012 [1]	7,931	-	\$144,718	-	1,580	42
2013	7,669	(3.3%)	\$197,806	36.7%	1,223	19
2014	7,116	(7.2%)	\$228,192	15.4%	1,445	26
2015	7,808	9.7%	\$249,025	9.1%	1,205	22
2016	8,095	3.7%	\$278,150	11.7%	1,085	17
2017	8,062	(0.4%)	\$301,500	8.4%	989	17
2018	8,198	1.7%	\$329,792	9.4%	1,184	19
2019	7,532	(8.1%)	\$342,625	3.9%	963	20
2020	7,048	(6.4%)	\$384,097	12.1%	678	12
2021	7,659	8.7%	\$458,958	19.5%	536	9
2022	5,827	(23.9%)	\$492,438	7.3%	747	17
Total Change	(2,104)	(26.5%)	\$347,719	240.3%	-833	-25

Source: RedFin; EPS.

[1] Data for 2012 starts in February.

Table B-8
City of Sacramento
Meadowview 102 Opportunities and Constraints Analysis
Home Value Changes by City (2012-2022)

Rank [2]	City	Zillow Home Value Index [1]		
		July 2012	July 2022	% Change
1	Sacramento	\$140,729	\$484,425	244%
2	West Sacramento	\$180,555	\$526,143	191%
3	Rancho Cordova	\$185,314	\$530,178	186%
4	Elk Grove	\$242,298	\$648,811	168%
	Average	\$187,224	\$547,389	192%

Source: Zillow, EPS.

[1] The Zillow Home Value Index represents the typical value of a home or condominium, defined as a home with a value between the 33rd percentile and the 67th percentile.

Table B-9
City of Sacramento
Meadowview 102 Opportunities and Constraints Analysis
Single Family Mid Density (10-13 DU/Acre) Comparable Sales Data (2022-2023)

Single Family Project [1]	Average Unit Sq. Ft.	Average Lot Sq. Ft.	Average Density (DU/Acre)	Average Sales Price	Average Price per Sq. Ft.	Units Offered	Units Sold
Elk Grove							
Bluestone	1,684	3,150	11	\$477,334	\$283	32	31
Weighted Average by Units Sold	1,684	3,150	11	\$477,334	\$283	32	31
Folsom							
Legacy	2,163	3,075	11	\$745,460	\$345	68	68
Debut	1,859	3,015	12	\$596,167	\$321	24	15
Lariat	2,025	2,982	12	\$573,163	\$283	100	11
Creekstone	2,100	2,925	12	\$685,709	\$327	71	71
Enclave	1,862	2,800	12	\$627,233	\$337	111	111
Weighted Average by Units Sold	2,004	2,919	12	\$667,561	\$333	374	276
Rancho Cordova							
Montrose	2,428	3,375	10	\$627,791	\$259	37	31
Sagebrush	1,910	3,325	10	\$586,271	\$307	42	30
Elevate	1,831	3,000	12	\$554,800	\$303	7	4
Springs	1,995	2,625	13	\$577,094	\$289	63	40
Weighted Average by Units Sold	2,092	3,061	12	\$593,835	\$286	149	105
Sacramento							
Morey Morrison	1,377	3,000	12	\$452,375	\$329	49	38
Weighted Average by Units Sold	1,377	3,000	12	\$452,375	\$329	49	38
Natomas							
Windrow	1,772	2,900	12	\$553,070	\$312	146	145
Shor	1,981	2,788	12	\$591,140	\$298	104	99
Weighted Average by Units Sold	1,857	2,855	12	\$568,516	\$307	250	244
Total Weighted Average by Units Sold	1,922	2,997	12	\$600,000	\$312	854	694

Source: The Gregory Group; EPS.

[1] Reflects 2022Q1 - 2023Q1 data.

Table B-10
City of Sacramento
Meadowview 102 Opportunities and Constraints Analysis
Single Family Mid Density (14-17 DU/Acre) Comparable Sales Data (2022-2023)

Single Family Project [1]	Average Unit Sq. Ft.	Average Lot Sq. Ft.	Average Density (DU/Acre)	Average Sales Price	Average Price per Sq. Ft.	Units Offered	Units Sold
Elk Grove							
Winding Meadow Village	1,539	2,000	17	\$501,436	\$326	15	10
Allegro	1,904	2,000	17	\$588,323	\$309	24	24
Weighted Average by Units Sold	1,797	2,000	17	\$562,768	\$314	39	34
Folsom							
Regency -- Redwood Collection	1,567	2,450	14	\$657,395	\$420	57	42
Canterly	1,968	2,352	15	\$535,394	\$272	24	24
Eastwood	2,044	2,000	17	\$689,475	\$337	26	23
Steel Canyon	1,987	2,150	16	\$600,950	\$302	114	114
Weighted Average by Units Sold	1,904	2,219	16	\$614,908	\$327	221	203
Rancho Cordova							
Paseo	1,879	2,400	15	\$524,115	\$279	26	23
Weighted Average by Units Sold	1,879	2,400	15	\$524,115	\$279	26	23
Natomas							
Everly	1,894	2,025	17	\$575,990	\$304	26	23
Weighted Average by Units Sold	1,894	2,025	17	\$575,990	\$304	26	23
Total Weighted Average by Units Sold	1,848	2,172	16	\$600,000	\$325	312	283

Source: The Gregory Group; EPS.

[1] Reflects 2022Q31 - 2023Q1 data.

Table B-11
City of Sacramento
Meadowview 102 Opportunities and Constraints Analysis
Single Family Mid Density (18+ DU/Acre) Comparable Sales Data (2022-2023)

Single Family Project [1]	Average Unit Sq. Ft.	Average Lot Sq. Ft.	Average Density (DU/Acre)	Average Sales Price	Average Price per Sq. Ft.	Units Offered	Units Sold
Sacramento							
Petrero	1,558	1,782	20	\$649,900	\$417	4	1
Weighted Average by Units Sold	1,558	1,782	20	\$649,900	\$417	4	1
West Sacramento							
Riverchase	1,708	1,900	18	\$519,490	\$304	222	222
Port Towne at Bridgeway Lakes	1,472	1,625	21	\$540,490	\$367	132	132
Weighted Average by Units Sold	1,620	1,797	19	\$527,321	\$328	354	354
Total Weighted Average by Units Sold	1,579	1,769	20	\$530,000	\$336	358	355

Source: The Gregory Group; EPS.

[1] Reflects 2022Q1 - 2023Q1 data.

Table B-12
City of Sacramento
Meadowview 102 Opportunities and Constraints Analysis
Single Family Attached (20+ DU/Acre) Comparable Sales Data (2022-2023)

Single Family Project [1]	Average Unit Sq. Ft.	Average Lot Sq. Ft.	Average Density (DU/Acre)	Average Sales Price	Average Price per Sq. Ft.	Units Offered	Units Sold
Natomas							
Edgeview	1,799	-	20	\$500,590	\$278	140	130
Nuvo at Artisan Square	1,324	-	23	\$461,068	\$348	145	145
Icon @ 14th and C	1,683	-	38	\$729,990	\$434	21	21
Provence	1,852	-	23	\$515,657	\$278	121	121
Weighted Average by Units Sold	1,643	-	23	\$500,000	\$304	427	417

Source: The Gregory Group; EPS.

[1] Reflects 2022Q3 - 2023Q1 data.



APPENDIX C:

Retail Market

Table C-1	Market Area Household Spending Potential	C-1
Table C-2	Dwelling Unit, Pop., and Employment Estimates and Projections—Market Area	C-2
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Table C-4	Retail Less Than 30K Sq Ft Market Summary	C-4

**Table C-1
City of Sacramento
Meadowview 102 Opportunities and Constraints Analysis
Market Area Household Spending Potential (2022\$)**

Spending Category	Current Market Area Households		New Market Area Households [1]		Current Households Plus New Households [1] Total Spending
	Total Household Spending	Average Spending per Household	Total Household Spending	Average Spending per Household	
Grocery/Convenience					
Food at Home	\$66,892,962	\$5,569.20	\$56,361,225	\$8,005.72	\$123,254,187
Nonprescription Drugs	\$1,815,442	\$151.15	\$1,529,616	\$217.27	\$3,345,058
Housekeeping Supplies	\$9,514,909	\$792.17	\$8,016,866	\$1,138.74	\$17,531,775
Personal Care Products	\$6,126,872	\$510.10	\$5,162,247	\$733.26	\$11,289,119
Smoking Products	\$4,609,847	\$383.79	\$3,884,065	\$551.70	\$8,493,912
Pets - 50%	\$4,096,581	\$341.06	\$3,451,609	\$490.28	\$7,548,190
Reading - 50%	\$587,371	\$48.90	\$494,894	\$70.30	\$1,082,265
Alcoholic Beverages - 50%	\$3,612,630	\$300.77	\$3,043,852	\$432.36	\$6,656,482
Total Grocery/Convenience	\$97,256,614	\$8,097.14	\$81,944,375	\$11,639.64	\$179,200,989
Gen. Merchandise/Apparel/Furnishings/Other (GAFO)					
Apparel and Services	\$25,800,338	\$2,148.02	\$21,738,291	\$3,087.77	\$47,538,629
Computers and Accessories	\$2,418,832	\$201.38	\$2,038,007	\$289.48	\$4,456,839
TV/Video/Audio (excl. cable/sat. svcs.)	\$4,466,510	\$371.86	\$3,763,295	\$534.55	\$8,229,805
Toys/Games/Crafts/Hobbies	\$1,373,549	\$114.36	\$1,157,295	\$164.39	\$2,530,844
Sports/Recreation/Exercise Equipment	\$2,101,679	\$174.98	\$1,770,787	\$251.53	\$3,872,466
Photo Equipment and Supplies	\$525,344	\$43.74	\$442,633	\$62.87	\$967,977
Household Furnishing and Equipment	\$0	\$0.00	\$0	\$0.00	\$0
Lawn and Garden	\$5,596,841	\$465.97	\$4,715,665	\$669.83	\$10,312,506
Pets - 50%	\$4,096,581	\$341.06	\$3,451,609	\$490.28	\$7,548,190
Reading - 50%	\$587,371	\$48.90	\$494,894	\$70.30	\$1,082,265
Total GAFO	\$46,967,045	\$3,910.26	\$39,572,477	\$5,621.00	\$86,539,522
Eating and Drinking Places					
Food Away from Home	\$46,824,925	\$3,898.43	\$39,452,733	\$5,603.99	\$86,277,658
Alcoholic Beverages - 50%	\$3,612,630	\$300.77	\$3,043,852	\$432.36	\$6,656,482
Total Eating and Drinking Places	\$50,437,555	\$4,199.20	\$42,496,584	\$6,036.35	\$92,934,139
Total Retail Spending	\$194,661,214		\$164,013,436		\$358,674,650
Households	12,011		7,040		19,051
Average Household Income [2]	\$64,000		\$92,000		\$74,000

Source: Esri; SACOG; EPS.

[1] Projected new households to 2040 based on SACOG projections for approximated alignment of TAZ boundaries. Household spending per category as a share of total income reflects the estimated spending patterns of existing households.

[2] Estimated household income for new households based on 75% of the average sale price of \$565,269; mortgage payment at 30% of income; 6% APR; 10% down.

**Table C-2
City of Sacramento
Meadowview 102 Opportunities and Constraints Analysis
Dwelling Unit, Pop., and Employment Estimates and Projections - Market Area**

Item [1]	SACOG Demographic Estimates & Projections [2]			Average Annual Change	Total Change	
	2016	2023	2040	2016-2040	2016-2040	2023-2040
Dwelling Units by TAZ						
680	759	777	822	0.3%	63	45
681	746	807	976	1.1%	230	170
691	1,730	1,755	1,816	0.2%	86	61
692	1,748	1,783	1,870	0.3%	122	87
693	1,630	1,995	3,257	2.9%	1,627	1,262
694	1,492	1,529	1,621	0.3%	129	92
695	570	573	581	0.1%	11	8
749	0	0	1,182	0.0%	1,182	1,182
750	261	460	1,816	8.4%	1,555	1,356
751	1,579	1,592	1,623	0.1%	44	31
1132	538	743	1,624	4.7%	1,086	882
1159	0	0	1,864	0.0%	1,864	1,864
Total Market Area DUs	11,053	12,011	19,051	2.3%	7,998	7,040
Population by TAZ						
680	1,515	1,552	1,645	0.3%	130	93
681	1,424	1,545	1,882	1.2%	458	337
691	5,127	5,216	5,440	0.2%	313	224
692	5,240	5,337	5,580	0.3%	340	243
693	5,257	6,030	8,412	2.0%	3,155	2,382
694	4,909	4,936	5,003	0.1%	94	67
695	1,871	1,877	1,892	0.0%	21	15
749	0	0	2,841	0.0%	2,841	2,841
750	902	1,450	4,597	7.0%	3,695	3,147
751	4,949	4,908	4,811	(0.1%)	-138	-97
1132	1,834	2,435	4,847	4.1%	3,013	2,412
1159	0	0	4,550	0.0%	4,550	4,550
Total Market Area Population	33,028	35,287	51,500	1.9%	18,472	16,213
Persons Per Household	2.99	2.94	2.70			
Jobs by TAZ						
680	480	514	607	1.0%	128	94
681	334	363	442	1.2%	108	80
691	710	710	710	0.0%	0	0
692	844	844	844	0.0%	0	0
693	484	575	871	2.5%	387	297
694	362	377	415	0.6%	53	38
695	313	313	313	0.0%	0	0
749	0	0	1,771	0.0%	1,771	1,771
750	206	229	297	1.5%	91	68
751	240	265	335	1.4%	95	70
1132	264	304	429	2.0%	165	125
1159	0	0	1,994	0.0%	1,994	1,994
Total Market Area Jobs	4,237	4,493	9,030	3.2%	4,793	4,537

Source: Sacramento Area Council of Governments (SACOG) 2020 MTP?SCS, "ZIP Code Tabulation Areas (ZCTA) and Traffic Analysis Zone (TAZ) level Summary, 2016 Estimates and 2040 Projections"; EPS.

[1] Population, household, and employment estimates and projections per SACOG at the TAZ-level geography.

[2] SACOG provides population, dwelling unit, and employment data for years 2020 and 2040. EPS estimated 2023, using the average annual growth rate from 2016 to 2040 from SACOG's projections.

Table C-3
City of Sacramento
Meadowview 102 Opportunities and Constraints Analysis
Retail Greater Than 30K Sq Ft Market Summary (2013-2023)

Year	Market Area							Southwest Sacramento						
	Total Buildings	Inventory (sq.ft)	% Change, Total sq.ft	New inventory (sq.ft)	NNN Rent/mo./ sq.ft [1]	% Change, Asking Rent	Vacancy Rate	Total Buildings	Inventory (sq.ft)	% Change, Total sq.ft	New inventory (sq.ft)	NNN Rent /mo. / sq.ft	% Change, Asking Rent	Vacancy Rate
2013	7	406,821	-	-	-	-	14.4%	32	2,346,246	-	-	\$1.65	-	17.7%
2014	7	406,821	0.0%	0	-	0.0%	14.4%	32	2,346,246	0.0%	0	\$1.53	-7.6%	17.6%
2015	7	406,821	0.0%	0	\$0.59	0.0%	15.2%	31	2,275,404	-3.0%	(70,842)	\$1.27	-17.0%	12.7%
2016	7	406,821	0.0%	0	-	0.0%	1.2%	31	2,275,404	0.0%	-	\$1.34	5.7%	12.5%
2017	8	596,364	46.6%	189,543	-	0.0%	0.8%	32	2,464,947	8.3%	189,543	\$1.45	7.7%	9.7%
2018	11	1,038,740	74.2%	442,376	\$0.84	0.0%	9.0%	35	2,907,323	17.9%	442,376	\$1.25	-13.6%	10.9%
2019	11	1,038,740	0.0%	0	\$0.88	4.7%	10.4%	35	2,907,323	0.0%	0	\$1.18	-5.2%	9.7%
2020	11	1,038,740	0.0%	-	\$0.65	(26.1%)	6.6%	35	2,907,323	0.0%	-	\$1.22	3.0%	11.4%
2021	12	1,162,285	11.9%	123,545	-	0.0%	2.1%	36	3,030,868	4.2%	123,545	\$1.45	18.5%	9.1%
2022	12	1,162,285	0.0%	-	\$1.25	0.0%	1.6%	36	3,030,868	0.0%	-	\$1.89	30.9%	9.4%
2023	12	1,162,285	0.0%	0	\$1.25	0.0%	2.7%	36	3,030,868	0.0%	0	\$1.02	-46.2%	7.2%
Total Change [2]	5	755,464	185.7%	755,464	\$0.66	111.9%	-11.7%	4	684,622	29.2%	684,622	-\$0.64	-38.4%	-10.5%

Source: CoStar (May 2023); EPS.

[1] Missing rent data generally due to lack of actively marketed, available inventory.
[2] Site Area Rent Change and % Change based on 2015-2023 due to data availability.

Table C-4
City of Sacramento
Meadowview 102 Opportunities and Constraints Analysis
Retail Less Than 30k Sq Ft Market Summary (2013-2023)

Year	Market Area							Southwest Sacramento						
	Total Buildings	Inventory (sq.ft)	% Change, Total sq.ft	inventory (sq.ft)	NNN Rent /mo. / sq.ft	% Change, Asking Rent	Vacancy Rate	Total Buildings	Inventory (sq.ft)	% Change, Total sq.ft	inventory (sq.ft)	NNN Rent /mo. / sq.ft	% Change, Asking Rent	Vacancy Rate
2013	55	471,741	-	-	\$1.17	-	17.3%	225	1,722,080	-	-	\$1.24	-	13.0%
2014	57	508,701	7.8%	36,960	\$1.24	5.3%	14.7%	228	1,775,540	3.1%	53,460	\$1.32	6.3%	13.3%
2015	57	508,701	0.0%	-	\$1.27	2.9%	6.0%	227	1,770,542	-0.3%	(4,998)	\$1.27	-3.7%	11.1%
2016	57	508,701	0.0%	-	\$1.19	(6.4%)	5.9%	226	1,762,061	-0.5%	(8,481)	\$1.15	-9.7%	10.0%
2017	72	611,638	20.2%	102,937	\$1.17	(1.3%)	8.7%	241	1,864,998	5.8%	102,937	\$1.23	7.7%	11.9%
2018	77	631,262	3.2%	19,624	\$1.17	(0.3%)	6.5%	247	1,885,812	1.1%	20,814	\$1.10	-10.5%	7.2%
2019	78	635,812	0.7%	4,550	\$1.46	24.6%	7.6%	248	1,890,362	0.2%	4,550	\$1.19	7.6%	6.0%
2020	78	635,812	0.0%	-	\$1.42	(2.9%)	10.2%	248	1,890,362	0.0%	-	\$1.39	16.5%	8.3%
2021	79	643,812	1.3%	8,000	\$1.50	5.9%	5.2%	249	1,897,314	0.4%	6,952	\$1.42	2.7%	5.3%
2022	79	643,812	0.0%	-	\$1.37	(8.9%)	4.2%	249	1,897,314	0.0%	-	\$1.34	-5.6%	3.7%
2023	80	650,322	1.0%	6,510	\$1.37	0.0%	4.6%	250	1,903,824	0.3%	6,510	\$1.22	-8.9%	3.8%
Total Change	25	178,581	37.9%	178,581	\$0.19	16.5%	-12.7%	25	181,744	10.6%	181,744	-\$0.01	-1.1%	-9.2%

Source: CoStar (May 2023); EPS.



APPENDIX D: Office Market

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**Table D-1
City of Sacramento
Meadowview 102 Opportunities and Constraints Analysis
Market Area Job Trends (2010 and 2020)**

Industry Trends Market Area
--

Industry Sector [1]	2010		2020		2010-2020	
	No.	%	No.	%	Change	Average Annual Growth
Agriculture, Forestry, Fishing and Hunting	1	0.0%	0	0.0%	(1)	(100.0%)
Mining, Quarrying, and Oil and Gas Extraction	0	0.0%	0	0.0%	0	0.0%
Utilities	4	0.1%	13	0.3%	9	12.5%
Construction	12	0.4%	48	1.0%	36	14.9%
Manufacturing	10	0.4%	6	0.1%	(4)	(5.0%)
Wholesale Trade	11	0.4%	5	0.1%	(6)	(7.6%)
Retail Trade	473	16.8%	1,091	23.3%	618	8.7%
Transportation and Warehousing	12	0.4%	8	0.2%	(4)	(4.0%)
Information	27	1.0%	102	2.2%	75	14.2%
Finance and Insurance	102	3.6%	33	0.7%	(69)	(10.7%)
Real Estate and Rental and Leasing	26	0.9%	18	0.4%	(8)	(3.6%)
Professional, Scientific, and Technical Services	36	1.3%	59	1.3%	23	5.1%
Management of Companies and Enterprises	1	0.0%	0	0.0%	(1)	(100.0%)
Administration & Support, Waste Management and Remediation	55	2.0%	79	1.7%	24	3.7%
Educational Services	605	21.5%	771	16.5%	166	2.5%
Health Care and Social Assistance	388	13.8%	1,451	31.0%	1,063	14.1%
Arts, Entertainment, and Recreation	41	1.5%	19	0.4%	(22)	(7.4%)
Accommodation and Food Services	198	7.0%	590	12.6%	392	11.5%
Other Services (excluding Public Administration)	780	27.7%	72	1.5%	(708)	(21.2%)
Public Administration	33	1.2%	317	6.8%	284	25.4%
Total	2,815	100.0%	4,682	100.0%	1,867	5.2%

Source: US Census LEHD OnTheMap, 2010 & 2020; EPS.

**Table D-2
City of Sacramento
Meadowview 102 Opportunities and Constraints Analysis
Southwest Sacramento Job Trends (2010 and 2020)**

Industry Trends Southwest Sacramento

Industry Sector	2010		2020		2010-2020	
	No.	%	No.	%	Change	Average Annual Growth
Agriculture, Forestry, Fishing and Hunting	24	0.1%	8	0.0%	(16)	(10.4%)
Mining, Quarrying, and Oil and Gas Extraction	1	0.0%	0	0.0%	(1)	(100.0%)
Utilities	58	0.2%	13	0.0%	(45)	(13.9%)
Construction	503	2.1%	676	2.1%	173	3.0%
Manufacturing	1,119	4.6%	298	0.9%	(821)	(12.4%)
Wholesale Trade	364	1.5%	350	1.1%	(14)	(0.4%)
Retail Trade	2,908	11.9%	4,047	12.6%	1,139	3.4%
Transportation and Warehousing	751	3.1%	1,270	3.9%	519	5.4%
Information	204	0.8%	165	0.5%	(39)	(2.1%)
Finance and Insurance	346	1.4%	238	0.7%	(108)	(3.7%)
Real Estate and Rental and Leasing	423	1.7%	376	1.2%	(47)	(1.2%)
Professional, Scientific, and Technical Services	562	2.3%	720	2.2%	158	2.5%
Management of Companies and Enterprises	447	1.8%	502	1.6%	55	1.2%
Administration & Support, Waste Management and Remediation	910	3.7%	2,502	7.8%	1,592	10.6%
Educational Services	2,709	11.1%	2,476	7.7%	(233)	(0.9%)
Health Care and Social Assistance	7,909	32.3%	14,330	44.5%	6,421	6.1%
Arts, Entertainment, and Recreation	164	0.7%	146	0.5%	(18)	(1.2%)
Accommodation and Food Services	1,423	5.8%	2,127	6.6%	704	4.1%
Other Services (excluding Public Administration)	2,883	11.8%	653	2.0%	(2,230)	(13.8%)
Public Administration	778	3.2%	1,296	4.0%	518	5.2%
Total	24,486	100.0%	32,193	100.0%	7,707	2.8%

Source: US Census LEHD OnTheMap, 2010 & 2020; EPS.

**Table D-3
City of Sacramento
Meadowview 102 Opportunities and Constraints Analysis
Market Area Resident Worker Trends (2010 and 2020)**

Resident Worker Trends Market Area

Industry Sector	2010		2020		2010-2020	
	No.	%	No.	%	Change	Average Annual Growth
Agriculture, Forestry, Fishing and Hunting	187	1.6%	145	1.0%	(42)	(2.5%)
Mining, Quarrying, and Oil and Gas Extraction	6	0.1%	9	0.1%	3	4.1%
Utilities	57	0.5%	82	0.6%	25	3.7%
Construction	409	3.5%	829	5.8%	420	7.3%
Manufacturing	644	5.4%	775	5.4%	131	1.9%
Wholesale Trade	342	2.9%	484	3.4%	142	3.5%
Retail Trade	1,155	9.8%	1,289	9.0%	134	1.1%
Transportation and Warehousing	405	3.4%	754	5.2%	349	6.4%
Information	182	1.5%	182	1.3%	0	0.0%
Finance and Insurance	360	3.0%	365	2.5%	5	0.1%
Real Estate and Rental and Leasing	171	1.4%	189	1.3%	18	1.0%
Professional, Scientific, and Technical Services	530	4.5%	709	4.9%	179	3.0%
Management of Companies and Enterprises	164	1.4%	193	1.3%	29	1.6%
Administration & Support, Waste Management and Remediation	769	6.5%	1,150	8.0%	381	4.1%
Educational Services	996	8.4%	1,017	7.1%	21	0.2%
Health Care and Social Assistance	1,441	12.2%	2,907	20.2%	1,466	7.3%
Arts, Entertainment, and Recreation	197	1.7%	196	1.4%	(1)	(0.1%)
Accommodation and Food Services	1,111	9.4%	1,128	7.8%	17	0.2%
Other Services (excluding Public Administration)	1,085	9.2%	410	2.9%	(675)	(9.3%)
Public Administration	1,608	13.6%	1,559	10.8%	(49)	(0.3%)
Total	11,819	100.0%	14,372	100.0%	2,553	2.0%

Source: US Census LEHD OnTheMap, 2010 & 2020; EPS.

**Table D-4
City of Sacramento
Meadowview 102 Opportunities and Constraints Analysis
Southwest Sacramento Resident Worker Trends (2010 and 2020)**

**Worker Trends
Southwest Sacramento**

Industry Sector	2010		2020		2010-2020	
	No.	%	No.	%	Change	Average Annual Growth
Agriculture, Forestry, Fishing and Hunting	635	1.3%	523	1.0%	(112)	(1.9%)
Mining, Quarrying, and Oil and Gas Extraction	19	0.0%	29	0.1%	10	4.3%
Utilities	325	0.7%	399	0.7%	74	2.1%
Construction	1,513	3.0%	2,979	5.4%	1,466	7.0%
Manufacturing	2,313	4.7%	2,587	4.7%	274	1.1%
Wholesale Trade	1,425	2.9%	1,755	3.2%	330	2.1%
Retail Trade	4,698	9.5%	4,941	9.0%	243	0.5%
Transportation and Warehousing	1,523	3.1%	2,438	4.4%	915	4.8%
Information	877	1.8%	802	1.5%	(75)	(0.9%)
Finance and Insurance	1,578	3.2%	1,470	2.7%	(108)	(0.7%)
Real Estate and Rental and Leasing	638	1.3%	709	1.3%	71	1.1%
Professional, Scientific, and Technical Services	2,453	4.9%	2,820	5.1%	367	1.4%
Management of Companies and Enterprises	702	1.4%	735	1.3%	33	0.5%
Administration & Support, Waste Management and Remediation	2,928	5.9%	4,192	7.6%	1,264	3.7%
Educational Services	4,696	9.5%	4,304	7.8%	(392)	(0.9%)
Health Care and Social Assistance	5,880	11.8%	10,380	18.9%	4,500	5.8%
Arts, Entertainment, and Recreation	792	1.6%	720	1.3%	(72)	(0.9%)
Accommodation and Food Services	4,159	8.4%	4,187	7.6%	28	0.1%
Other Services (excluding Public Administration)	3,665	7.4%	1,611	2.9%	(2,054)	(7.9%)
Public Administration	8,802	17.7%	7,389	13.4%	(1,413)	(1.7%)
Total	49,621	100.0%	54,970	100.0%	5,349	1.0%

Source: US Census LEHD OnTheMap, 2010 & 2020; EPS.

**Table D-5
City of Sacramento
Meadowview 102 Opportunities and Constraints Analysis
Office Market Summary (2013-2023)**

Year	Market Area							Southwest Sacramento						
	Total Buildings	Inventory (sq.ft)	% Change, Total sq.ft	inventory (sq.ft)	Asking Rent / mo. / sq.ft	% Change, Asking Rent	Vacancy Rate	Total Buildings	Inventory (sq.ft)	% Change, Total sq.ft	inventory (sq.ft)	Asking Rent / mo. / sq.ft	% Change, Asking Rent	Vacancy Rate
2013	16	283,675	-	-	\$1.76	-	8.8%	95	1,522,033	-	-	\$1.36	-	18.9%
2014	16	283,675	0.0%	-	\$1.76	(0.4%)	8.8%	95	1,522,033	0.0%	-	\$1.48	8.9%	9.9%
2015	16	283,675	0.0%	-	\$1.62	(7.9%)	5.9%	95	1,522,033	0.0%	-	\$1.59	7.7%	14.3%
2016	16	283,675	0.0%	-	\$1.56	(3.5%)	4.7%	95	1,522,033	0.0%	-	\$1.62	1.6%	14.8%
2017	16	283,675	0.0%	-	\$1.53	(1.9%)	4.8%	95	1,522,033	0.0%	-	\$1.55	-4.1%	13.9%
2018	16	283,675	0.0%	-	\$1.54	0.7%	4.4%	95	1,522,033	0.0%	-	\$1.69	8.9%	9.8%
2019	16	283,675	0.0%	-	\$1.54	(0.2%)	3.7%	95	1,522,033	0.0%	-	\$1.63	-3.4%	4.5%
2020	17	287,951	1.5%	4,276	\$1.66	7.9%	2.4%	96	1,526,309	0.3%	4,276	\$1.81	11.0%	4.0%
2021	17	287,951	0.0%	-	\$1.65	(0.4%)	2.2%	96	1,526,309	0.0%	-	\$1.83	0.9%	3.8%
2022	17	287,951	0.0%	-	\$1.68	1.7%	7.6%	96	1,526,309	0.0%	-	\$1.87	2.1%	4.2%
2023	18	322,951	12.2%	35,000	\$1.77	5.5%	6.8%	97	1,561,309	2.3%	35,000	\$1.83	-1.8%	3.9%
Total Change	2	39,276	13.8%	39,276	\$0.01	0.6%	-2.0%	2	39,276	2.6%	39,276	\$0.48	35.2%	-15.0%

Source: CoStar (May 2023); EPS.

**Table D-6
City of Sacramento
Meadowview 102 Opportunities and Constraints Analysis
Medical Office Market Summary (2013-2023)**

Year	Market Area							Southwest Sacramento						
	Total Buildings	Inventory (sq.ft)	% Change, Total sq.ft	inventory (sq.ft)	Asking Rent / mo. / sq.ft	% Change, Asking Rent	Vacancy Rate	Total Buildings	Inventory (sq.ft)	% Change, Total sq.ft	inventory (sq.ft)	Asking Rent / mo. / sq.ft	% Change, Asking Rent	Vacancy Rate
2013	2	39,246	-	-	\$1.65	-	34.4%	37	474,613	-	-	\$1.72	-	15.3%
2014	2	39,246	0.0%	-	\$1.65	0.1%	36.6%	37	474,613	0.0%	-	\$1.72	0.1%	15.3%
2015	2	39,246	0.0%	-	\$1.65	0.1%	34.4%	37	474,613	0.0%	-	\$1.75	1.5%	15.4%
2016	2	39,246	0.0%	-	\$1.70	2.9%	33.8%	37	474,613	0.0%	-	\$1.73	-0.9%	18.1%
2017	2	39,246	0.0%	-	\$1.71	0.5%	29.9%	37	474,613	0.0%	-	\$1.58	-8.9%	17.3%
2018	2	39,246	0.0%	-	\$1.74	1.8%	31.8%	37	474,613	0.0%	-	\$1.70	7.5%	8.3%
2019	2	39,246	0.0%	-	\$1.77	2.2%	27.0%	37	474,613	0.0%	-	\$1.80	5.7%	9.6%
2020	3	43,522	10.9%	4,276	\$1.80	1.4%	16.2%	38	478,889	0.9%	4,276	\$1.87	4.3%	7.6%
2021	3	43,522	0.0%	-	\$1.93	7.3%	5.8%	38	478,889	0.0%	-	\$1.91	2.1%	5.0%
2022	3	43,522	0.0%	-	\$1.99	3.2%	5.4%	38	478,889	0.0%	-	\$2.01	5.3%	3.4%
2023	4	78,522	80.4%	35,000	\$2.09	4.8%	3.0%	39	513,889	7.3%	35,000	\$1.99	-1.4%	3.9%
Total Change	2	39,276	100.1%	39,276	\$0.44	26.7%	-31.4%	2	39,276	8.3%	39,276	\$0.27	15.5%	-11.4%

Source: CoStar (May 2023); EPS.



APPENDIX E: Lodging Market

Table E-1	Upper Midscale Class Hotels Built Since 1990.....	E-1
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**Table E-1
City of Sacramento
Meadowview 102 Opportunities and Constraints Analysis
Upper Midscale Class Hotels Built Since 1990**

Brand	Property Address	City	Rooms	Construction Status	Year Built
<i>I-5 Corridor</i>					
Holiday Inn Express	2460 Maritime Dr	Elk Grove	65	Existing	2003
Hampton by Hilton	2305 Longport Ct	Elk Grove	110	Existing	2006
Home2 Suites by Hilton	3801 Gateway Park Blvd	Sacramento	110	Deferred	2025
Comfort Suites	226 Jibboom St	Sacramento	52	Existing	1999
Fairfield Inn	2730 El Centro Rd	Sacramento	93	Existing	2005
Holiday Inn Express	2981 Advantage Way	Sacramento	100	Existing	2006
Hampton by Hilton	3021 Advantage Way	Sacramento	100	Existing	2006
Wyndham Garden	2298 Terracina Dr	Sacramento	117	Existing	2019
TownePlace Suites	4090 E Commerce Way	Sacramento	119	Existing	2020
Holiday Inn	3664 N Freeway Blvd	Sacramento	120	Final Planning	2024
Fairfield Inn	SEQ Del Paso Rd	Sacramento	111	Final Planning	2024
La Quinta Inns & Suites	W Elkhorn Blvd	Sacramento	81	Final Planning	2024
Hampton by Hilton	1309 & 1315 I St	Sacramento	136	Final Planning	2025
Home2 Suites by Hilton	1020 W Capitol Ave	West Sacramento	115	Existing	2021
<i>Rest of Sacramento and Surrounding Cities</i>					
Holiday Inn Express	9175 W Stockton Blvd	Elk Grove	116	Existing	2002
Fairfield Inn	8058 Orchard Loop Ln	Elk Grove	76	Existing	2007
TownePlace Suites	9320 E Stockton Blvd	Elk Grove	96	Existing	2021
Home2 Suites by Hilton	NEQ Laguna Springs Dr/W Stockton Bl	Elk Grove	105	Proposed	2025
Comfort Suites	Elk Grove Blvd	Elk Grove	100	Proposed	2026
Best Western Plus	10713 White Rock Rd	Rancho Cordova	105	Existing	1990
Hampton by Hilton	10755 Gold Center Dr	Rancho Cordova	86	Existing	1999
Fairfield Inn	10745 Gold Center Dr	Rancho Cordova	104	Existing	2003
Holiday Inn Express	11015 Folsom Blvd	Rancho Cordova	125	Final Planning	2024
TownePlace Suites	11212 Point East Dr	Rancho Cordova	117	Under Const.	2023
Hampton by Hilton	2230 Auburn Blvd	Sacramento	71	Existing	2002
Comfort Inn	21 Howe Ave	Sacramento	68	Existing	2002
Fairfield Inn	1780 Tribute Rd	Sacramento	75	Existing	2006
TownePlace Suites	1784 Tribute Rd	Sacramento	118	Existing	2007
Holiday Inn Express	2224 Auburn Blvd	Sacramento	81	Existing	2009
Hampton by Hilton	1875 65th Ave	Sacramento	116	Existing	2018
Home2 Suites by Hilton	2200 Harvard St	Sacramento	107	Proposed	2026
Home2 Suites by Hilton	1865 65th St	Sacramento	103	Under Const.	2023
Holiday Inn Express	2761 Evergreen Ave	West Sacramento	55	Existing	2002
Hampton by Hilton	800 Stillwater Rd	West Sacramento	110	Existing	2009

Source: CoStar (April 2023); EPS.

Table E-2
City of Sacramento
Meadowview 102 Opportunities and Constraints Analysis
Midscale Class Hotels Built Since 1990

Brand	Property Address	City	Rooms	Construction Status	Year Built
<i>I-5 Corridor</i>					
Extended Stay America Suites	2201 Longport Ct	Elk Grove	92	Existing	2003
Extended Stay America Suites	2810 Gateway Oaks Dr	Sacramento	144	Existing	1998
Candlewood Suites	4750 W Elkhorn Blvd	Sacramento	97	Final Planning	2024
Tru by Hilton	4750 W Elkhorn Blvd	Sacramento	98	Final Planning	2024
Hawthorn Suites by Wyndham	W Elkhorn Blvd & Bear Paw Dr	Sacramento	45	Final Planning	2024
Wingate by Wyndham	I-5 and Metro Air Parkway	Sacramento	100	Proposed	2024
<i>Rest of Sacramento and Surrounding Cities</i>					
Sleep Inn	9155 Stockton Blvd	Elk Grove	82	Proposed	2025
Extended Stay America Suites	10721 White Rock Rd	Rancho Cordova	132	Existing	1997
Rodeway Inn	6610 Stockton Blvd	Sacramento	31	Existing	1991
Best Western	15 Massie Ct	Sacramento	58	Existing	1995
Extended Stay America Suites	795 Stillwater Rd	West Sacramento	104	Existing	2004
Best Western	3980 Lake Rd	West Sacramento	61	Proposed	2025

Source: CoStar (April 2023); EPS.

Table E-3
City of Sacramento
Meadowview 102 Opportunities and Constraints Analysis
Upper Midscale [1] Hotels Built Since 1990 - Market Summary (2012-2022)

Year	I-5 Corridor [2]							Sacramento and Surrounding Cities [3]						
	Total Buildings	Inventory (Rooms)	% Change, Rooms	Average Daily Rate	% Change, ADR	Revenue per Avail. Room	Occupancy Rate	Total Buildings	Inventory (Rooms)	% Change, Rooms	Average Daily Rate	% Change, ADR	Revenue per Avail. Room	Occupancy Rate
2012	6	518	-	\$95.59	-	\$54.86	57.4%	18	1,581	-	\$95.35	-	\$54.24	56.9%
2013	6	517	(0.2%)	\$97.93	2.4%	\$59.68	60.9%	18	1,580	-0.1%	\$97.49	2.2%	\$58.80	60.3%
2014	6	517	0.0%	\$103.09	5.3%	\$65.74	63.8%	18	1,576	-0.3%	\$102.32	5.0%	\$65.13	63.7%
2015	6	517	0.0%	\$108.03	4.8%	\$74.69	69.1%	18	1,577	0.1%	\$107.42	5.0%	\$74.15	69.0%
2016	6	517	0.0%	\$113.70	5.2%	\$83.50	73.4%	18	1,577	0.0%	\$112.98	5.2%	\$82.87	73.4%
2017	6	517	0.0%	\$122.45	7.7%	\$95.56	78.0%	18	1,577	0.0%	\$121.37	7.4%	\$94.34	77.7%
2018	6	520	0.6%	\$127.84	4.4%	\$98.27	76.9%	19	1,696	7.5%	\$127.13	4.7%	\$97.39	76.6%
2019	7	636	22.3%	\$133.31	4.3%	\$103.59	77.7%	20	1,812	6.8%	\$132.72	4.4%	\$103.41	77.9%
2020	8	756	18.9%	\$108.52	(18.6%)	\$57.30	52.8%	21	1,932	6.6%	\$107.59	-18.9%	\$57.74	53.7%
2021	9	871	15.2%	\$124.23	14.5%	\$86.07	69.3%	23	2,143	10.9%	\$123.56	14.8%	\$86.02	69.6%
2022	9	871	0.0%	\$141.79	14.1%	\$99.49	70.2%	23	2,147	0.2%	\$140.62	13.8%	\$99.52	70.8%
Total Change	3	353	68.1%	\$116.04	48.3%	\$44.63	68.1%	5	566	35.8%	\$115.32	47.5%	\$45.28	68.1%

Source: CoStar (April 2023); EPS.

[1] The hotel industry's Upper Midscale class includes most of the prominent limited-service hotel brands that have occupied buildings constructed in Sacramento over the last few decades, including Wyndam Garden Inn, Fairfield Inn, Hampton Inn, TownPlace Suites, Home2Suites, Comfort Inn, Holiday Inn, and La Quinta. Data includes hotels built since 1990.

[2] I-5 Corridor extends approximately 1 mile from the freeway, from Sacramento International Airport through Elk Grove.

[3] Surrounding Jurisdictions include Elk Grove, West Sacramento, Rancho Cordova, and adjacent unincorporated areas.

Table E-4
City of Sacramento
Meadowview 102 Opportunities and Constraints Analysis
Midscale Class [1] Hotels Built Since 1990 - Market Summary (2012-2022)

Year	I-5 Corridor [2]							Sacramento and Surrounding Cities [3]						
	Total Buildings	Inventory (Rooms)	% Change, Rooms	Average Daily Rate	% Change, ADR	Revenue per Avail. Room	Occupancy Rate	Total Buildings	Inventory (Rooms)	% Change, Rooms	Average Daily Rate	% Change, ADR	Revenue per Avail. Room	Occupancy Rate
2012	2	236	-	\$55.32	-	\$32.29	58.4%	6	561	-	\$55.30	-	\$32.32	58.4%
2013	2	236	0.0%	\$58.46	5.7%	\$36.28	62.1%	6	561	0.0%	\$58.45	5.7%	\$36.31	62.1%
2014	2	236	0.0%	\$64.95	11.1%	\$41.58	64.0%	6	561	0.0%	\$64.93	11.1%	\$41.61	64.1%
2015	2	236	0.0%	\$69.03	6.3%	\$48.79	70.7%	6	561	0.0%	\$69.03	6.3%	\$48.84	70.8%
2016	2	236	0.0%	\$74.31	7.6%	\$53.07	71.4%	6	561	0.0%	\$74.31	7.6%	\$53.19	71.6%
2017	2	236	0.0%	\$79.51	7.0%	\$59.16	74.4%	6	561	0.0%	\$79.52	7.0%	\$59.28	74.5%
2018	2	236	0.0%	\$81.85	2.9%	\$60.41	73.8%	6	561	0.0%	\$81.85	2.9%	\$60.50	73.9%
2019	2	236	0.0%	\$86.19	5.3%	\$64.39	74.7%	6	561	0.0%	\$86.19	5.3%	\$64.49	74.8%
2020	2	236	0.0%	\$78.46	(9.0%)	\$50.74	64.7%	6	561	0.0%	\$78.47	-9.0%	\$50.87	64.8%
2021	2	236	0.0%	\$90.49	15.3%	\$64.40	71.2%	6	561	0.0%	\$90.52	15.4%	\$64.56	71.3%
2022	2	236	0.0%	\$98.05	8.4%	\$65.70	67.0%	6	561	0.0%	\$98.08	8.4%	\$65.84	67.1%
Total Change	0	0	0.0%	\$76.06	77.2%	\$33.41	68.4%	0	0	0.0%	\$76.06	77.4%	\$33.52	68.5%

Source: CoStar (April 2023); EPS.

[1] The hotel industry's Midscale class includes Best Western, Rodeway Inn, Sleep Inn, Extended Stay America, Candlewood Suites, Wingate Suites, Hawthorn Suites, and other brands.

[2] I-5 Corridor extends approximately 1 mile from the freeway, from Sacramento International Airport through Elk Grove.

[3] Surrounding Jurisdictions include Elk Grove, West Sacramento, Rancho Cordova, and adjacent unincorporated areas.