GALLELLI
REAL ESTATE

Q4 OFFICE

market report

2023 | GALLELLI REAL ESTATE

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market overview

Market Report produced in collaboration with The Osborne Group | OSBORNE GROUP

Q4 23

15.9%
Direct Vacancy Rate

±45,000 SF
Net Absorption

$2.08
Average Asking Rate (FSG)

±36,000 SF
Under Construction

4.5%
Sacramento Unemployment

4.9%
California Unemployment

3.7%
United States Unemployment

**To provide the most accurate snapshot of market conditions, we revise our historical data in cases where new information is uncovered after the fact.*

GREEN SHOOTS EMERGE FOR STRUGGLING OFFICE MARKET

Since the first quarter of 2020 (when the pandemic spread across North America), the Sacramento office market has recorded positive net absorption in just three of 15 quarters. The first time this occurred was in Q3 2020, when the market recorded a modest 43,000 square feet (SF) of positive net absorption—largely due to space users occupying space from deals that largely had been in the works since before the Covid crisis outpacing the trend of space givebacks that, at the time, had only just begun. The next time that the market posted positive net absorption was in Q3 2022, when a negligible 28,000 SF of occupancy growth was recorded as the market experienced a brief pause in the trend of considerable tenant space consolidations. But the trend of negative net absorption only resumed the following (Q4 2022). It would not be until the final quarter of 2023 that the Sacramento office market would once again post any signs of growth.

A total of 45,000 SF of positive net absorption was recorded over the final three months of 2023 in the Sacramento region. Seven of the region's 12 office submarkets recorded occupancy growth in Q4 2023—an occurrence that has not happened since the pandemic even in the instances of the two quarters when overall net absorption numbers landed in positive territory. The biggest gains in Q4 came in the Arden/Howe/Watt (+103,000 SF), Downtown (+95,000 SF), Roseville/Rocklin (+49,000) and Highway 50 (+43,000 SF) submarkets. These narrowly outpaced the negative net absorption recorded in the Yolo County (-197,000 SF), Folsom (-32,000 SF) and Midtown/East Sacramento

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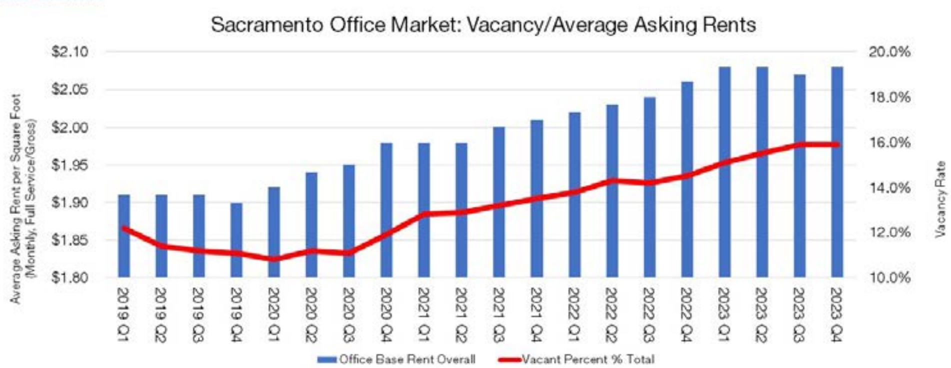
Sacramento Office Market
All Classes of Product
Q4 2023



Source: Galleli Real Estate; Costar Group

Renderings for *Medical Office Space For Sale Roseville, CA*

(-32,000 SF) submarkets. The Auburn/Lincoln, El Dorado Hills, Elk Grove/ South Sacramento, Natomas and Northeast trade areas all experienced negligible movement of 25,000 SF or less in either direction.

While this past quarter's modest office occupancy growth certainly comes as a welcome respite for beleaguered office landlords, one quarter does not a trend make. The trend of tenant consolidations is not yet completely over, and we may see these gains reversed in the months ahead ***even if*** the greater economy continues to remain in positive territory. However, assuming the economy does not veer into recession over the first six months of 2024, we see a strong case for the coming year to be one of stabilization and even potential growth for Sacramento's office market—though it would assuredly be tepid, at best. But we do see a strong argument that this quarter's performance may be the first emergence of green shoots in the office market that we have seen since the pandemic. At the very least, it is now a given that the worst of pandemic-related space givebacks is behind us.

CLASS A: IMPROVEMENT, BUT IS IT FLIGHT TO QUALITY?

As of the close of Q4 2023, office vacancy across the Sacramento region stood at 15.9%--reflecting no movement from Q3 levels. All told, the market consists of 68.1 million square feet (MSF) of competitive office space, of which 20.0 MSF is categorized as Class A and 34.3 MSF is Class B.

The current vacancy rate is 20.7% for Class A office space. This metric increased in Q4 from 19.8% as this asset class recorded -181,000 SF in negative net absorption. Occupancy declines were driven by major space consolidations in the Yolo County (-173,000 SF), Highway 50 (-66,000 SF) and Folsom (-26,000 SF) submarkets. Gains were posted for Class A space in the Natomas (+39,000 SF) Roseville/Rocklin (+22,000 SF) and Downtown (+21,000 SF) submarkets.

The current average asking rent for Class A space across the region of $2.52 per square foot (PSF) on a monthly full-service basis has remained flat over the past year. At the close of 2022, it stood at $2.53 PSF—the same level and well within any statistical margin of error. Among all the region's major Class A submarket (those with at least one million square feet of inventory), Downtown commands the highest rents with a current average of $3.42 PSF, followed by Yolo County ($3.24 PSF), Roseville/Rocklin ($2.32), Natomas ($2.22), and Highway 50 ($1.94 PSF).

Downtown, which accounts for more than half of the region's Class A office space with 5.7 MSF of product, currently has a vacancy rate of 18.6%, down slightly from a peak of 19.0% recorded last quarter. The Natomas submarket is home to 3.9 MSF of Class A inventory—it's current vacancy rate of 16.4% is down from last quarter's peak reading of 17.4%. The 3.5 MSF Roseville/Rocklin submarket has followed a similar trend—it's current 18.6% vacancy rate is down from Q3's reading of 19.2% and a midyear peak of 19.9%. In fact, all the region's major Class A submarkets saw some improvement in Q4, except for Highway 50. This 3.0 MSF trade area saw vacancy climb from Q3's 40.2% to its current level of 42.4%--the highest rate that we have ever recorded for this submarket.

Typically, in a down office market, we will see the emergence of a "flight to quality" trend—usually by the end of the cycle. With more tenants in consolidation mode, vacancy rates climb. This puts downward pressure on rents. For space users that are not in contraction mode, it presents opportunities to trade up the quality of their space at value lease rates. Coming off cyclical economic downturns, this typically plays out with Class A space showing signs of recovery faster than Class B or C space. But we aren't sure that is what is starting to occur, much less that this will prove to be a significant trend locally in the post-pandemic office recovery. Here is why.

First, while the most recent news for Class A improvement has certainly been encouraging, it is far too soon to declare this to be a trend (let's stick with "potential green shoots" for now). That said, recent Class A occupancy growth is related less to flight to quality pricing than to the continued long, slow, and gradual reversion ***closer*** to pre-pandemic work norms. There is no turning the clock back to 2019, but we are past both the peaks of work-from-home (WFH) and hybrid approaches to the workplace as well as the tenant space alignments for greater worker flexibility that have been the cause of the last few years of office disruption.


Office For Lease
2110 Professional Dr, Roseville, CA

Second, for flight to quality to take off a substantial reduction in rental rates must be in play. The current average asking rent for Class A space in the region is $2.52 per square foot (PSF) on a monthly full-service basis. Though landlords have been offering significantly increased concessions in the form of free rent and greater tenant improvement allowances, rents have not moved downward much. One year ago, the average Class A asking rate was $2.53 PSF. In fact, asking rates climbed since the arrival of the pandemic (albeit not at the same pace as inflation). As of Q1 2020 the average asking rate stood at $2.36 PSF. While we are aware of some incredible deals being negotiated by our brokers and in the brokerage community at large, rents simply have not been impacted the way they were following the Great Financial Crisis in 2008. If anything, modestly improving fundamentals in Q4 were across the board, demonstrating less an emerging trend of flight to quality than a more broad-based stabilization in Sacramento.

CLASS B: IMPROVEMENT QUIETLY UNDERWAY

Sacramento is home to 34.3 MSF of Class B office inventory, which closed 2023 with a vacancy rate of 15.6%. This metric fell in Q4 from a 16.0% reading three months ago and has been declining since Q1 2023 when vacancy peaked at 16.3%. Class B assets recorded a total of 154,000 SF of positive net absorption in Q4, reflecting the strongest levels of occupancy growth posted since 2019.

In Q4 2023, Class B product recorded occupancy growth in nine of Sacramento's 12 distinct submarkets. The current average asking rent for this product type is $1.90 PSF (on a monthly full-service basis) across the region. This reflects a modest decline of -1.0% from where this metric stood one year ago. Across those submarkets with at least one million square feet of competitive product, Downtown commands the highest rents with a current average of $2.70 PSF, followed by Midtown/East Sacramento ($2.44 PSF), Folsom ($2.36), Elk Grove/South Sacramento ($2.27 PSF), Yolo County ($2.11 PSF), Natomas ($1.84 PSF), Arden/Howe/Watt ($1.80), Roseville/Rocklin ($1.71), Northeast ($1.67), and Highway 50 ($1.66 PSF).

The greatest concentration of Class B product in the Sacramento region is in the Highway 50 Corridor submarket. While Class A properties here experienced -66,000 SF of negative net absorption in Q4, this trade area's Class B assets recorded 105,000 SF of positive net absorption over the final three months of 2023 to end the year with a vacancy rate of 21.6% (down from 22.9% in Q3).

Roseville/Rocklin, which accounts for just over 5.0 MSF of Class B office space, experienced a similar trend. It recorded 43,000 SF of positive net absorption as Class B vacancy fell from 11.9% to 11.0%. Class B product in the Roseville/Rocklin submarket has consistently outperformed the rest of the office market. Class B vacancy here peaked in Q4 2021 at 13.5%. After hovering in the 13.0% range for a year, it has been coming back to earth since. In fact, this is the only subsection of the Sacramento office market that can say it recorded occupancy growth in every quarter of 2023.

The strength of the Roseville office market, particularly for Class B space, comes down to this trade area's significant presence of smaller, professional services firms. This is because the greatest amount of space givebacks has come from large block corporate users (hence the greater challenges in markets like Highway 50 where those tenants have tended to conglomerate). Not only have smaller firms been less likely to embrace hybrid or WFH models for their staff, but they have far less room to economize space. It is one thing for a 100,000 SF office user to reduce its square footage by 20% to reflect that portion of its workforce that may be working offsite on any given day but demising and subleasing a similar amount of space for the typical 3,000 SF user is not going to be possible.

Class B space in the 3.9 MSF Downtown marketplace has also been shielded from large tenant consolidations—largely because of the strong presence of government users in this trade area who have also not been as active in space givebacks. Downtown Class B vacancy fell in Q4 for the third consecutive quarter after peaking at 20.5% in Q1 2023. Vacancy now stands at 19.1%, with this submarket having posted three consecutive quarters of occupancy growth to close out 2023.

The Arden/Howe/Watt market, which is home to 3.9 MSF of Class B product, closed the year with a vacancy rate of 21.9% and modest occupancy growth of 20,000 SF. While still elevated, this reflects the third consecutive quarter of declining vacancy and positive net absorption for this submarket which saw vacancy peak in Q1 2023 at 22.7%.

SUBLEASE AVAILABILITY DECLINING

One of our reasons for optimism looking towards 2024 is that office sublease availability in the Sacramento region continues to dwindle. There was 1.4 MSF of sublease availability as of the close of Q4 2023. This metric peaked a year ago when it surpassed 1.7 MSF in Q1 2023. Sublease availability has been a shadow issue challenging landlords since late 2020 when we first started to see it creep upward.

From 2012 through 2019, the Sacramento market averaged 12.2 MSF of total availability in any given quarter. Sublease availability locally has typically accounted for between 3.0% and 6.0% of all availability during economic up cycles. In Q1 2020 the market had just under 9.1 MSF of total availability of which sublease space accounted for 7.8%, or just over 704,000 SF, of that total. By the close of 2020, sublease availability had crossed the million square foot mark. By Q1 2023, there was two million square feet of sublease availability throughout the Sacramento region—reflecting 13.7% of all the available office space market-wide.

The good news is that this metric has since fallen for three consecutive quarters, with subleases now accounting for 9.9% of the 14.0 MSF of total availability throughout the marketplace. Over the course of 2023, we saw local sublease availability fall by 600,000 SF. But about 200,000 SF of that space was simply reverted to landlord control with would-be sublessor tenants never finding takers before their leases expired.

Heading deeper into 2024 we expect this trend to continue so long as the greater economy can avoid a downturn. Here is why: our analysis of local lease transactions indicates that 36-month and 60-month deals account for just over half of all Sacramento region office leases. Terms longer than that account for only 20% of deals, while the rest are primarily less than five-year commitments. This means that most of the tenants that downsized in 2021 were those whose initial leases had been signed either in 2016 or 2018. Most of those that downsized in 2022 were doing so on leases initially signed in either 2017 or 2019, and so on.

Now that we are moving into four years out from the pandemic, it means that any tenants with 36-month commitments before 2020, have now had the opportunity to renew or adjust based upon their post-pandemic realities. Those who signed five-year deals in 2019 will be coming up for renewal next year.

If the pandemic-induced trend of user space consolidation is in its final stages. If we were to use a football analogy, we would say the game was halfway through the final quarter. So long as economic conditions do not deteriorate and add another round of office consolidation into the mix, the pipeline of pandemic rightsizing is emptying. The worst is behind us.

WHAT DOES A SOFT-LANDING LOOK LIKE?

For much of the past 18 months, the central economic debate in the United States has been whether the Federal Reserve would be successful in engineering a “soft landing” for the economy. Unfortunately, the Fed only has one tool to deal with inflation: interest rate hikes. And those work more like a sledgehammer than a scalpel. Adding to the challenge is that while some sectors of the economy—like real estate—feel the impact of interest rate

hikes nearly immediately, it can take up to 18 months for the full impacts to play out in other critical areas of the economy like consumer spending. All of which translates into an exceedingly difficult balancing act as the Central Bank attempts to raise interest rates just enough to cool the economy and tame inflation, but not so much that it freezes the economy and spurs a recession.

According to conventional economic wisdom, the Fed has only successfully managed to execute a soft landing once in eleven tries over the past 60 years. This Goldilocks moment took place in 1994 when the economy was in its third year of recovery following the 1990-1991 recession. Quickly falling unemployment and strong consumer spending had led to an uptick in inflation. Fed Chairman Alan Greenspan would oversee seven rate hikes in 1994 as the FFR doubled from 3.00%/3.25% to 6.00%/6.25% by the end of the year. Then, when the economy showed signs of softening ***too much*** by early 1995, the Fed cut interest rates three times, which spurred significant economic activity. The result ended up being the late 1990s boom that was one of the strongest economic growth periods in the history of the United States and what Greenspan would describe in his memoirs as “one of the Fed’s proudest accomplishments during my tenure.”

The Federal Reserve’s most recent rate hike campaign began in March 2022 when the Federal Funds Rate (FFR) stood at just 0.25% to 0.50%. By the end of 2022, the central bank had increased rates seven consecutive times bringing the FFR to 4.25% to 4.50%. They would raise rates four more times in 2023, pausing the campaign after they increased the FFR to the current rate of 5.25% to 5.50% in July 2023.

With the lion’s share of their actions (both in the number and size of interest rate hikes) having taken place well over a year ago, it suggests that the economy has already experienced the impacts of most of those moves without veering into an actual overall economic recession. If the goal of the Federal Reserve has been to engineer a “soft landing,” the airplane that is the US economy is touching down right now in what could best be described as a hold your breath moment.

As for the chances of a recession in 2024, the consensus forecast of the National Association of Business Economists (NABE) continues to improve. In August 2022, 72% of the members of the NABE anticipated a recession within the next six months. That never happened. By the time the NABE conducted their August 2023 survey, 69% of NABE economists said they saw a “soft landing” on the horizon. That view has only gotten stronger with time; their December 2023 survey found that 76% of their economist membership believed the chances of a recession in 2024 were 50% or less. Of the NABE economists that see a downturn ahead, 40% believe that it will begin in Q1 2024 while 34% believe it will happen starting in Q2. Meanwhile, Bank of America economists have also changed their tune—at midyear 2023 they were forecasting a strong likelihood of a recession by either Q4 2023 or Q1 2024. Their outlook now is for a soft landing.

What exactly would a soft landing in 2024 look like? The soft landing engineered by Alan Greenspan and the Fed in 1994 may give us some clues. Job growth was dismal that year. The economy lost jobs every month of 1994, averaging -321,000 jobs per month. But strangely, retail sales were phenomenal—posting significant gains every month and averaging year-over-year growth of 8.2% overall. In other words, it was an incredibly mixed bag. We do not believe the trends would be so contradictory in the months ahead, but our soft-landing scenario sees the next six months as having near flat retail sales and job growth—with both metrics likely to remain in positive, but extremely tepid, territory. But we are not out of the woods.

One potentially troubling development has come from the latest inflation numbers for December 2023 which indicate a 3.4% increase in the Consumer Price Index (CPI). While these numbers have vastly improved since the peak inflation rate of 9.1% recorded in June 2022, December's reading indicates an uptick from the 3.1% rate that had been posted in November 2023. Whether December's numbers were just a holiday shopping season blip, or the resumption of an upward trajectory in inflation remains to be seen—but this development is one of critical importance.

Following November's inflation numbers, Fed policymakers said that that current interest rates were likely at their peak level and that if their current forecasts held up, the central bank would be in the position to cut interest rates at least twice in 2024 by later in the year. The Fed has not commented on whether December's modest uptick in inflation has changed that plan. We think it is likely that policymakers will wait to see January's inflation data before changing course. But further upticks in inflation would clearly mean the Fed would feel compelled to resume raising interest rates further, which would cast a further pall over the economy. All of this means that the next few months of inflation, employment and retail sales report will have outsized importance in determining what happens next.

As for the Sacramento region's office market, in our last report we shared a phrase we have increasingly heard within the office brokerage, "Survive until '25." We still believe that we will not see a return to stronger growth levels until at least 2025, but we are optimistic about the green shoots that seem to be emerging in the marketplace. With the worst of tenant space givebacks behind us, 2024 should be a year of stabilization for Sacramento's office market with modest improvement continuing to occur across most submarkets.

Select Sacramento Region Office Leases
Past Six Months (Q3/Q4 2023)

Address	Project Name	Submarket	SF Footage	Tenant
3707 Kings Way	3707 Kings Way	Arden/Howe/Watt	57,368	County of Sacramento
2349 Gateway Oaks Drive	Gateway Oaks Corporate Campus	South Natomas	30,465	Western Health Advantage
One Capitol Mall	One Capitol Mall	Downtown	26,929	California State Division of Boating & Waterways
3130 Kilgore Road	3130 Kilgore Road	Highway 50	17,146	Kleinfelder
2800 Nicolaus Road	Lincoln Air Center	Roseville/Rocklin	13,450	Tamraloo Studios
9323 & 9333 Tech Center Drive	9323 & 9333 Tech Center Drive	Highway 50	13,313	Empyreal Logistics
300 University Drive	University Office Park	Arden/Howe/Watt	13,624	Health Plan Alliance
3721 Douglas Boulevard	Summit at Douglas Ridge	Roseville/Rocklin	11,958	TRC Trading Corporation
1771 Tribute Road	Point West Executive Center	Arden/Howe/Watt	11,900	BeanStalk
1401 El Camino Avenue	El Camino Tower	Arden/Howe/Watt	9,508	Agency on Aging
111 Woodmere Road	Woodmere Pointe	Folsom	8,264	Opeeka
925 Highland Pointe Drive	Highland Pointe II	Roseville/Rocklin	8,148	Booz Allen Hamilton
915 Highland Pointe Drive	Highland Pointe	Roseville/Rocklin	7,214	Regus
7806 Uplands Way	7806 Uplands Way	Northeast	6,734	Behavior Frontiers
2237 Douglas Boulevard	2237 Douglas Boulevard	Roseville/Rocklin	6,668	AP Mortgage
2240 Douglas Boulevard	Johnson Ranch	Roseville/Rocklin	6,448	Five Star Bank
110 Woodmere Road	Lake Forest Tech Center	Folsom	6,175	California Walnut Board
2151 Professional Drive	Johnson Ranch	Roseville/Rocklin	3,892	WSE
3730 Atherton Road	Sunset Medical & Professional Plaza	Roseville/Rocklin	3,806	Recovery Specialists
920 Reserve Drive	Vintage Oaks Office Park	Roseville/Rocklin	3,368	California Recovery Center
2200 Douglas Boulevard	Capital Professional Center	Roseville/Rocklin	3,281	Coldwell Banker Residential

OFFICE MARKET STATISTICS: *Criteria based on: 10,000 SF and above, does not include owner occupied, Existing, Under Construction, Proposed, Final Planning*

Submarket	Total Number of Buildings	Inventory	Vacant Space			Net Absorption		Current Avg Asking Rent PSF	Avg Asking Rent PSF One Year Ago	Average Asking Rent % Change Annually
			Vacancy SF	Vacancy %	Vacancy One Year Ago	Total Quarterly	Total Last Four Quarters			
Arden/Howe Watt										
Class A	-	-	-	0.0%	0.0%	-	-	$0.00	$0.00	-
Class B	22	444,938	7,474	1.7%	7.0%	10,003	23,643	$1.82	$1.51	20.5%
Class C	25	443,062	34,988	7.9%	6.5%	(247)	(6,247)	$1.50	$1.47	2.0%
Total	**47**	**888,000**	**42,462**	**4.8%**	**6.7%**	**9,756**	**17,396**	**$1.59**	**$1.49**	**6.7%**
Auburn/Lincoln										
Class A	8	875,003	107,805	12.3%	21.2%	15,195	77,913	$2.10	$2.13	(1.4%)
Class B	87	3,855,216	844,131	21.9%	22.8%	19,973	33,111	$1.80	$1.83	(1.6%)
Class C	95	2,645,241	282,512	10.7%	13.5%	67,768	73,557	$1.84	$1.83	0.5%
Total	**190**	**7,375,460**	**1,234,448**	**16.7%**	**16.8%**	**102,936**	**184,581**	**$1.84**	**$1.87**	**(1.6%)**
Downtown Sacramento										
Class A	21	5,701,185	1,062,645	18.6%	16.9%	21,388	(98,151)	$3.42	$3.43	(0.3%)
Class B	63	3,946,556	755,179	19.1%	19.7%	5,781	20,355	$2.70	$2.83	(4.6%)
Class C	85	2,537,144	122,793	4.8%	5.9%	67,413	27,922	$2.33	$2.16	7.9%
Total	**169**	**12,184,885**	**1,940,617**	**15.9%**	**15.5%**	**94,582**	**(49,874)**	**$3.06**	**$3.01**	**1.7%**
El Dorado Hills										
Class A	1	67,300	31,822	47.3%	11.4%	-	(24,141)	$2.00	$1.89	5.8%
Class B	33	834,562	82,069	9.8%	8.4%	2,163	(12,046)	$2.03	$1.83	10.9%
Class C	25	454,106	44,208	9.7%	7.0%	(3,881)	(12,226)	$1.46	$1.35	8.1%
Total	**59**	**1,355,968**	**158,099**	**11.7%**	**8.1%**	**(1,718)**	**(48,413)**	**$1.90**	**$1.80**	**5.6%**
Elk Grove/South Sacramento										
Class A	6	481,431	3,250	0.7%	0.9%	(3,050)	903	$2.79	$2.49	12.0%
Class B	69	2,002,002	121,608	6.1%	7.5%	2,612	28,149	$2.27	$2.28	(0.4%)
Class C	44	1,051,490	34,805	3.3%	3.0%	5,116	(3,700)	$1.38	$1.40	(1.4%)
Total	**119**	**3,534,923**	**159,663**	**4.5%**	**5.2%**	**4,678**	**25,352**	**$2.11**	**$2.04**	**3.4%**
Folsom										
Class A	9	722,204	81,021	11.2%	11.8%	(25,982)	4,243	$2.36	$2.43	(2.9%)
Class B	62	2,276,730	370,638	16.3%	14.5%	(5,756)	(24,206)	$2.36	$2.29	3.1%
Class C	12	321,671	7,342	2.3%	2.3%	-	-	$2.03	$1.87	8.6%
Total	**83**	**3,320,605**	**459,001**	**13.8%**	**12.7%**	**(31,738)**	**(19,963)**	**$2.35**	**$2.31**	**1.7%**
Highway 50/Rancho Cordova										
Class A	31	2,985,459	1,264,882	42.4%	22.5%	(65,553)	(594,630)	$1.94	$1.86	4.3%
Class B	141	7,665,985	1,652,417	21.6%	20.9%	104,949	(48,252)	$1.66	$1.74	(4.6%)
Class C	68	1,826,711	145,108	7.9%	10.5%	3,446	47,569	$1.23	$1.32	(6.8%)
Total	**240**	**12,478,155**	**3,062,407**	**24.5%**	**19.8%**	**42,842**	**(595,313)**	**$1.71**	**$1.73**	**(1.2%)**
Midtown/East Sacramento										
Class A	4	465,701	19,257	4.1%	1.2%	(10,455)	(13,446)	$2.85	$2.89	(1.4%)
Class B	55	3,280,126	200,280	6.1%	6.1%	(23,672)	1,005	$2.44	$2.34	4.3%
Class C	37	686,228	130,014	18.9%	9.7%	2,938	(63,647)	$2.16	$1.89	14.3%
Total	**96**	**4,432,055**	**349,551**	**7.9%**	**6.2%**	**(31,189)**	**(76,088)**	**$2.40**	**$2.32**	**3.4%**
Natomas										
Class A	37	3,929,153	643,964	16.4%	16.4%	39,333	(1,287)	$2.22	$2.22	-
Class B	51	2,049,837	419,822	20.5%	12.3%	(17,690)	(149,411)	$1.84	$1.87	(1.6%)
Class C	17	586,039	82,776	14.1%	13.6%	-	(3,180)	$1.45	$1.49	(2.7%)
Total	**105**	**6,565,029**	**1,146,562**	**17.5%**	**14.9%**	**21,643**	**(153,878)**	**$2.00**	**$2.02**	**(1.0%)**
Northeast Sacramento										
Class A	1	90,909	-	-	-	-	-	N/A	N/A	-
Class B	40	1,263,208	184,358	14.6%	16.6%	11,729	25,286	$1.67	$1.67	-
Class C	64	1,477,981	200,472	13.6%	16.5%	(31,513)	43,309	$1.37	$1.42	(3.5%)
Total	**105**	**2,832,098**	**384,830**	**13.6%**	**16.0%**	**(19,784)**	**68,595**	**$1.48**	**$1.51**	**(2.0%)**
Roseville/Rocklin										
Class A	39	3,492,900	649,320	18.6%	14.5%	21,588	(141,574)	$2.32	$2.29	1.3%
Class B	144	5,024,734	554,494	11.0%	13.3%	42,638	115,913	$1.71	$1.72	(0.6%)
Class C	49	1,046,814	179,576	17.2%	17.0%	(14,749)	(1,129)	$1.44	$1.42	1.4%
Total	**232**	**9,564,448**	**1,383,390**	**14.5%**	**14.2%**	**49,477**	**(26,790)**	**$1.92**	**$1.87**	**2.7%**
Yolo County										
Class A	8	1,142,767	258,516	22.6%	7.7%	(173,366)	(170,451)	$3.24	$3.22	0.6%
Class B	45	1,684,188	154,435	9.2%	10.9%	1,273	28,527	$2.11	$2.09	1.0%
Class C	36	757,806	64,757	8.5%	3.1%	(24,853)	(41,170)	$2.03	$1.64	23.8%
Total	**89**	**3,584,761**	**477,708**	**13.3%**	**8.2%**	**(196,946)**	**(183,094)**	**$2.60**	**$2.69**	**(3.3%)**
Totals	**1,534**	**68,116,387**	**10,798,738**	**15.9%**	**14.5%**	**44,539**	**(857,489)**	**$2.08**	**$2.06**	**1.0%**
Class A	**165**	**19,954,012**	**4,122,482**	**20.7%**	**15.8%**	**(180,902)**	**(960,621)**	**$2.52**	**$2.53**	**(0.4%)**
Class B	**812**	**34,328,082**	**5,346,905**	**15.6%**	**15.6%**	**154,003**	**42,074**	**$1.90**	**$1.92**	**(1.0%)**
Class C	**557**	**13,834,293**	**1,329,351**	**9.6%**	**10.1%**	**71,438**	**61,058**	**$1.70**	**$1.67**	**1.8%**

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