



FOLSOM QUARTERLY ECONOMIC REPORT

4TH QUARTER 2017

FOLSOM OFFICE

	Q4-16	Q4-17	2018 Forecast
Existing SF	4,561,189	4,561,189	4,561,189 ▶
Total SF Available	520,535	405,858	380,000 ▼
Overall Vacancy	9.2%	8.1%	7.2% ▼
YTD Net Absorption	53,017	268,801	43,000 ▼
Average Asking Price*	\$1.86	\$1.93	\$1.97 ▲

Source: Colliers International

HWY 50 OFFICE

East of Bradshaw to Nimbus

	Q4-16	Q4-17	2018 Forecast
Existing SF	10,216,638	10,216,638	10,216,638 ▶
Total SF Available	2,615,610	2,078,553	2,000,000 ▼
Overall Vacancy	18.9%	17.8%	17.4% ▼
YTD Net Absorption	(252,992)	115,054	40,000 ▼
Average Asking Price*	\$1.59	\$1.66	\$1.68 ▲

Source: Colliers International

FOLSOM INDUSTRIAL

	Q4-16	Q4-17	2018 Forecast
Existing SF	1,646,326	1,646,326	1,646,326 ▶
Total SF Available	86,470	136,739	143,000 ▲
Overall Vacancy	3.9%	7.0%	7.5% ▲
YTD Net Absorption	(14,963)	(50,051)	(8,500) ▲
Average Asking Price*	\$1.04	\$1.10	\$1.12 ▲

Source: Colliers International

HWY 50 INDUSTRIAL

East of Bradshaw to Nimbus

	Q4-16	Q4-17	2018 Forecast
Existing SF	12,399,153	12,399,153	12,399,153 ▶
Total SF Available	1,276,466	1,127,886	900,000 ▼
Overall Vacancy	8.3%	7.0%	5.0% ▼
YTD Net Absorption	119,310	160,391	245,000 ▲
Average Asking Price*	\$0.53	\$0.53	\$0.55 ▲

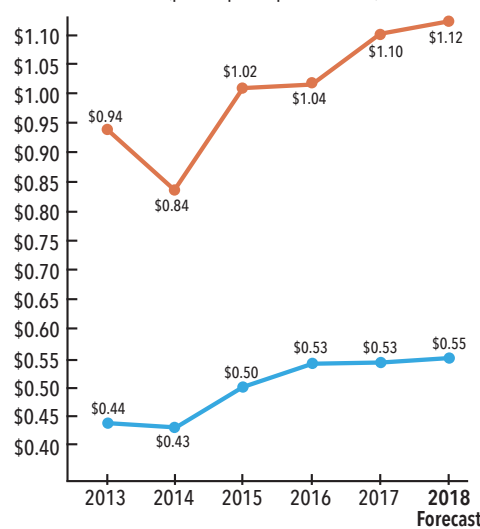
Source: Colliers International

HIGHLIGHTS

- ▶ The largest concentration of private commercial space and number of private sector jobs in the Greater Sacramento Area is found on the Highway 50 Corridor - stretching from Rancho Cordova to El Dorado Hills.
- ▶ When the concentration of jobs is combined with the high education levels and high quality/high paying jobs in Folsom, the city was declared the "Braintrust of the Sacramento Region", by Economist, Dr. Chris Thornberg
- ▶ Lease rates are rising, in some projects pushing rents to \$2.35 per sq. ft. (full service) in Folsom
- ▶ According to commercial real estate professionals, there is pent up demand for medical and dental space - especially to purchase
- ▶ The addition of Folsom Ranch in the coming months will open up approximately 300 acres for commercial, job-generating development in Folsom
- ▶ Folsom Ranch will provide the opportunity for large, campus style development - something the Greater Sacramento Area has in short supply

INDUSTRIAL RENTS

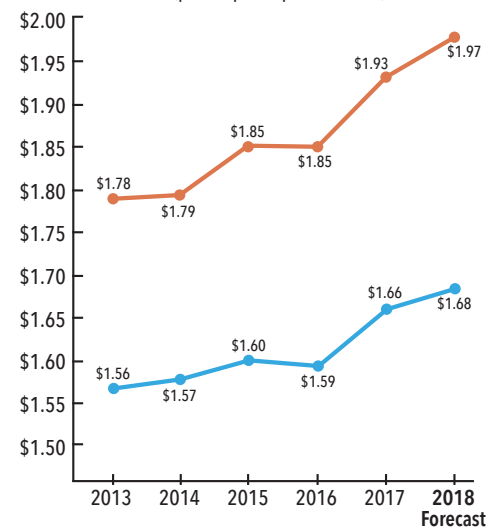
(per sq.ft. / per month)



Source: Colliers International

OFFICE RENTS

(per sq.ft. / per month)



Source: Colliers International

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