



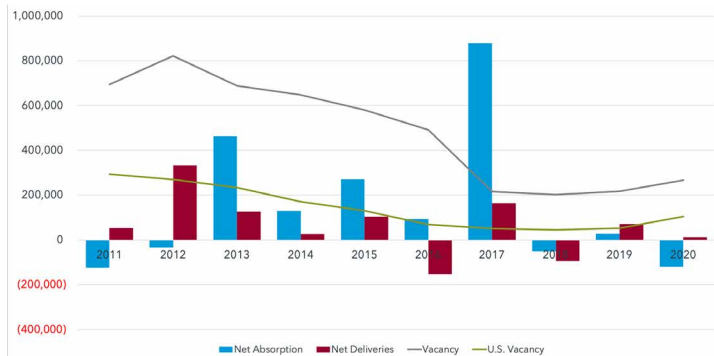
### RETAIL MARKET OVERVIEW

LYLE CHAMBERLAIN, *President*

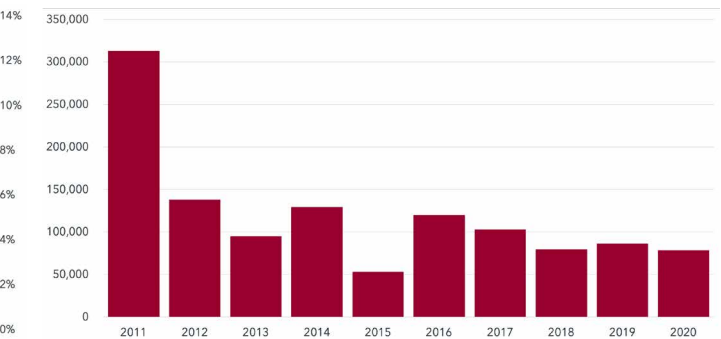
The retail market in Northern Nevada has been one of the sectors strongly affected by the Pandemic. Rental rates and demand in general has been very flat for a number of years. Absorption, skewed by repositioning of "Big Box" vacancies, has been okay, but real growth has been lacking. There are a couple of well located developments going on which should get a favorable reception from the community, however, there will be more attrition from the consequences of the Pandemic in general.

MARKET INDICATORS	Q4 2020	Q3 2020	Q2 2020	Q1 2020	Q4 2019
▲ Net Absorption	(59,199) SF	(176,604) SF	(63,947) SF	180,274 SF	(83,866) SF
▲ Vacancy Rate	6.70%	6.40%	5.80%	5.50%	6.20%
▼ Avg NNN Asking Rate	\$1.57 PSF	\$1.58 PSF	\$1.58 PSF	\$1.58 PSF	\$1.57 PSF
▲ Under Construction	128,000 SF	59,200 SF	70,400 SF	70,400 SF	79,900 SF
◀▶ Inventory	26,400,000 SF	26,400,000 SF	26,400,000 SF	26,400,000 SF	26,400,000 SF

#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
920 Southwood Blvd Incline Village, NV	16,500 SF	\$6,150,000 \$373.00 PSF	Steven Tomcovicz Walden Investments	Single-Tenant
4100 Caughlin Pky Reno, NV	23,396 SF	\$5,550,000 \$237.000 PSF	Ganeshwra Singh Dennis Banks	Single-Tenant
2825 Kietzke Lane Reno, NV	15,080 SF	\$2,950,000 \$196.00 PSF	Asset Preservation Inc Martin L. Cooper	Single-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
The Crossing at Meadowood Square Reno, NV	20,000 SF	K Corporation	Ski Pro	Seasonal Ski Sales
Firecreek Crossing Reno, NV	8,555 SF	Shopoff Realty Inv	Toys N' More	Retail Sales

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