

YE | INVESTMENT 2022 | REPORT



OFFICE
RETAIL
INDUSTRIAL

YEAR END

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CORFAC
INTERNATIONAL



Q4 2022 SALES

Washoe County Q4 investment sales volume totaled \$75,794,642. There was 11 total investment sales across Washoe County in all of Q4, which remains a continued sign of the rapid changes in the real estate market. DCG represented both sides in the largest office investment sale of the quarter at 6995 Sierra Center Pkwy., which sold for \$6,600,000.

2022 Q4 Sales Volume: \$75,794,642

2022 Sales Volume: \$299,809,042

2021 Sales Volume: \$1,140,391,096

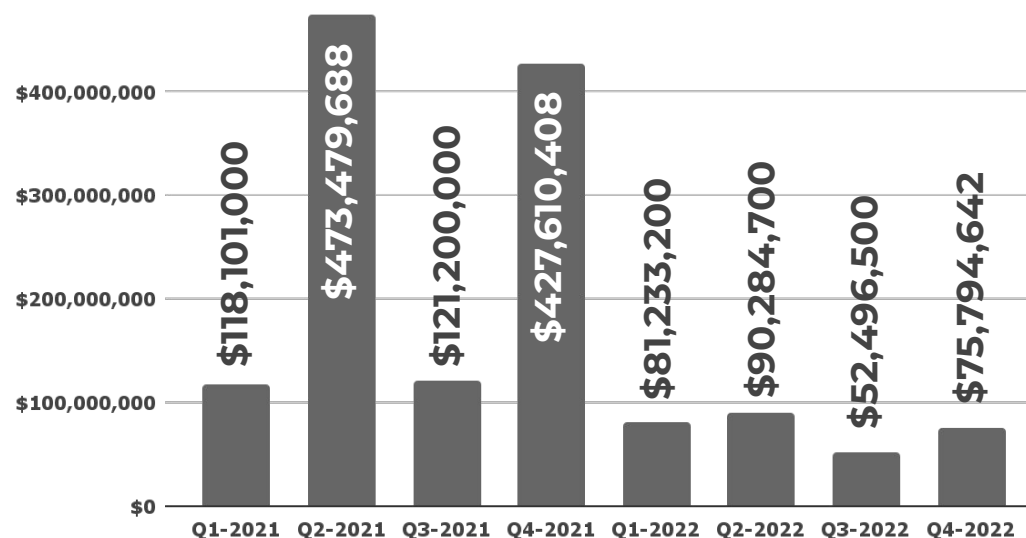


2022 RECAP & 2023 OUTLOOK

2022 Total investment sales volume was down 73.71% from 2021. The impact higher interest rates have had on the real estate market have been felt both locally and nationwide. With the higher cost of capital and significant decrease in demand, we have seen cap rates increase +/- 125-200 BPS across all asset types. Given the current amount of uncertainty, accurate and detailed underwriting will be as important as ever when solving for risk-adjusted returns.

Buyers remained on the sidelines for most of 2022 and that trend will likely continue into the first half of 2023 as they look for more opportunistic investment opportunities.

TOTAL VOLUME BY QUARTER





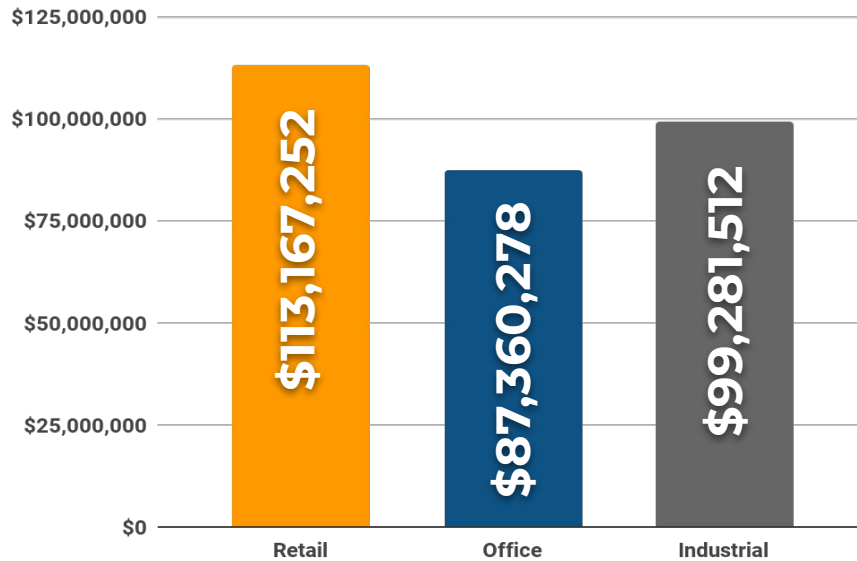
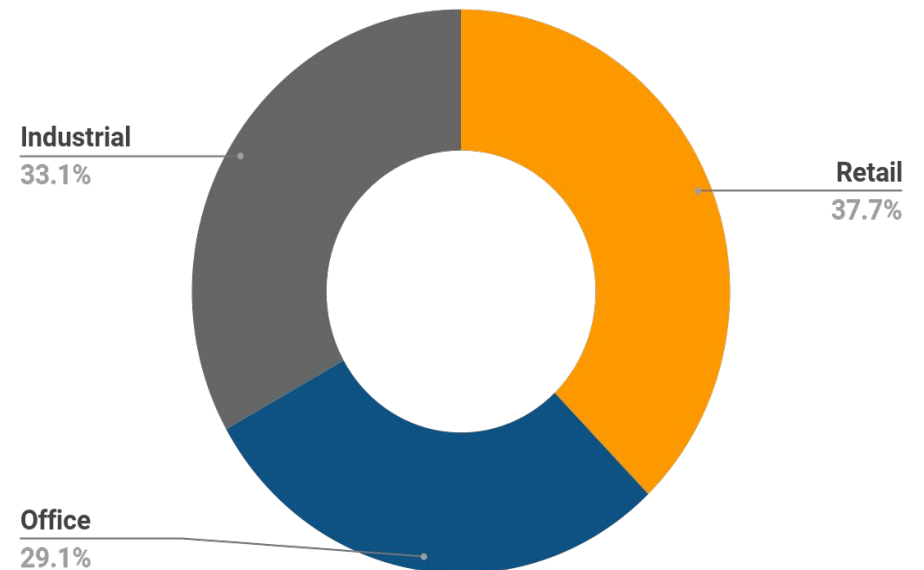
TOTAL SALES 2022

OF TRANSACTIONS
51**-45.16%**

FROM LAST YEAR

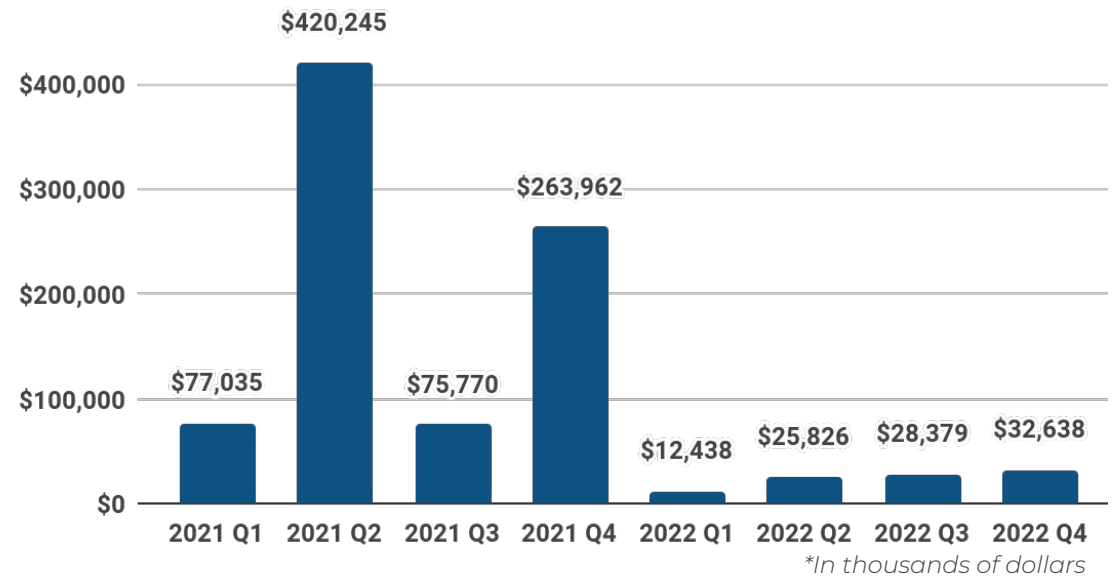
SALES VOLUME
\$299,809,042**-73.71%**

FROM LAST YEAR

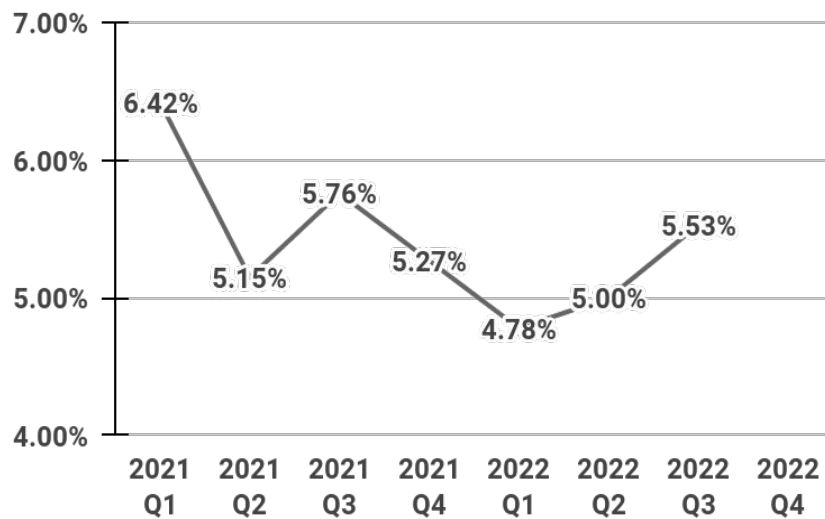
VOLUME
BY TYPE% OF TOTAL VOLUME
BY TYPE

ADDRESS	BUILDING SQUARE FEET	CAP RATE	SALES PRICE PRICE/SF	NOTES
850 N HILLS BLVD. RENO, NV 89506	131,535	N/A	\$20,340,975 \$154.68 P/SF	BANK OF AMERICA PURCHASED THE WAREHOUSE IN NORTH VALLEYS. US FOODS IS THE TENANT WITH A 5 YEAR LEASE IN PLACE.
8895 DOUBLE DIAMOND PKWY. RENO, NV 89521	84,000	3.44%	\$20,076,000 \$239.00 P/SF	TWO TENANT FLEX. 100% OCCUPIED AT TIME OF SALE BY HIGH MOUNTAIN DOOR AND ARIZONA TILE.
1645 CRANE WAY SPARK, NV 89431	56,335	N/A	\$13,579,000 \$241.04 P/SF	MULTI TENANT INDUSTRIAL WAREHOUSE IN SPARKS INDUSTRIAL. NO FINANCIALS REPORTED.
9550 GATEWAY DR.	43,500	N/A	\$8,047,500 \$185.00 P/SF	REDCO DEVELOPMENT PURCHASED THE FLEX PROPERTY IN SOUTH RENO.
625 SPICE ISLANDS DR. SPARKS, NV 89431	40,800	7.08% PROFORMA	\$6,900,000 \$169.12 P/SF	MULTI TENANT WAREHOUSE IN SPARKS INDUSTRIAL. RENTS WELL BELOW MARKET WITH AN IN PLACE CAP RATE OF 3.4% AND PROFORMA CAP RATE OF 7.08%.
280 GREG ST. RENO, NV 89502	38,150	5.00%	\$7,858,422 \$205.99 P/SF	MULTI TENANT FLEX. 100% OCCUPIED AT TIME OF SALE.
 8690 TECHNOLOGY WAY RENO, NV 89521	17,701	5.00%	\$5,400,000 \$305.07 P/SF	DCG REPRESENTED BOTH SIDES. 5-YEAR NNN LEASEBACK TO A MEDICAL DEVICE MANUFACTURING COMPANY.
380-390 FREEPORT BLVD. SPARKS, NV 89431	39,368	N/A	\$4,250,000 \$107.96 P/SF	MULTI TENANT TWO BUILDING PORTFOLIO. NO INCOME/EXPENSES REPORTED.
 9744 S VIRGINIA ST. RENO, NV 89511	10,880	4.50%	\$3,115,000 \$286.31 P/SF	DCG REPRESENTED SELLER. 100% OCCUPIED BY TOLL BROTHERS, WHO SIGNED A 5-YEAR NNN LEASE MARCH OF 2021.
335 KIETZKE LN. RENO, NV 89502	13,234	6.00%	\$3,100,000 \$234.25 P/SF	100% OCCUPIED BY INFINITY CAR AND SAND TO STREET OFF ROAD.

INDUSTRIAL VOLUME BY QUARTER

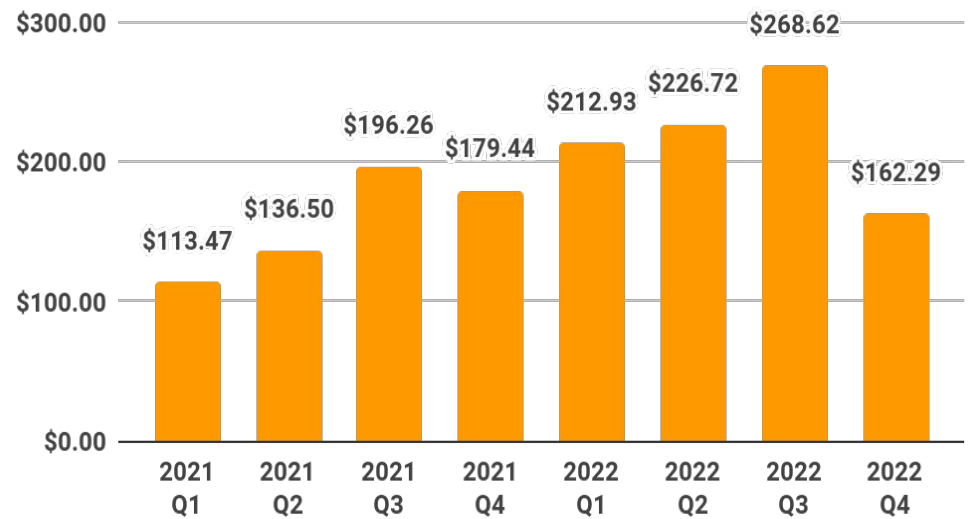


INDUSTRIAL CAP RATE BY QUARTER



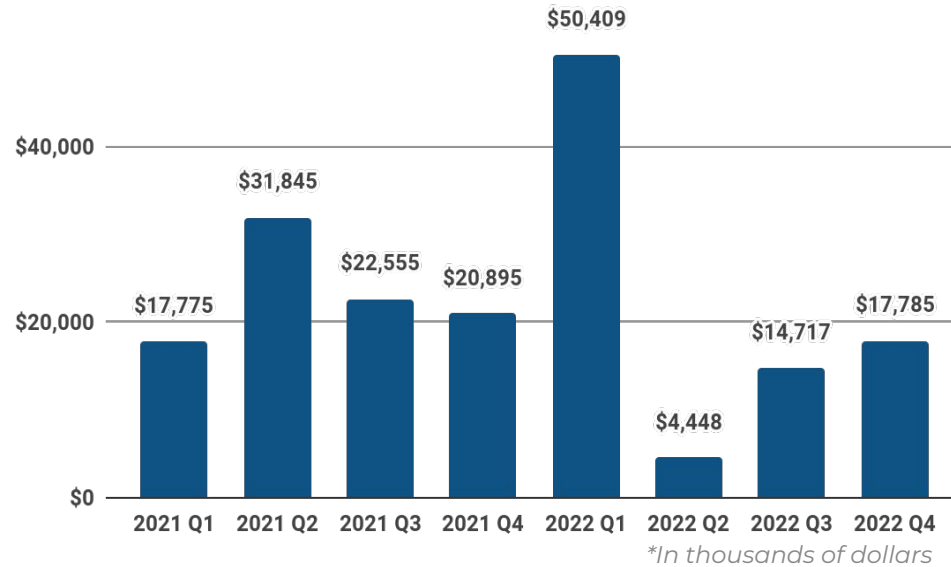
**No reported cap rates in Q4 2022 for Industrial Properties*

INDUSTRIAL P/SF BY QUARTER

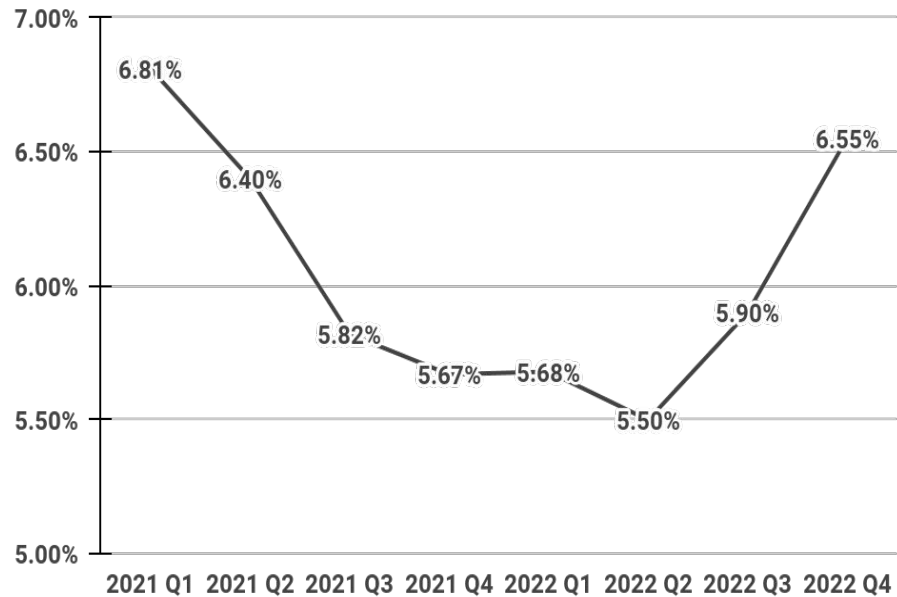


ADDRESS	BUILDING SQUARE FEET	CAP RATE	SALES PRICE PRICE/SF	NOTES
7900 RANCHARRAH PKWY. RENO, NV 89511	25,730	5.31%	\$14,000,000 \$544.11 P/SF	MULTI TENANT OFFICE IN NEW RANCHARRAH DEVELOPMENT. TENANTS INCLUDE: CBRE, KIMLEY HORN & REMAX
PLUMAS COMMONS 1875 PLUMAS ST. RENO, NV 89509	37,458	5.50%	\$11,945,000 \$318.89 P/SF	MEDICAL AND PROFESSIONAL OFFICE COMPLEX IN CENTRAL RENO. 95% OCCUPIED AT TIME OF SALE.
6884 SIERRA CENTER PKWY. RENO, NV 89521	45,167	8.08%	\$9,200,000 \$203.69 P/SF	100% OCCUPIED BY INTUIT, WHO HAD LESS THAN 2 YEARS REMAINING ON THEIR LEASE.
 15 MCCABE DR. RENO, NV 89511	21,504	5.19%	\$8,350,000 \$388.30 P/SF	DCG REPRESENTED BUYER. 100% OCCUPIED MEDICAL OFFICE IN SOUTH RENO.
 6995 SIERRA CENTER PKWY. RENO, NV 89511	19,806	5.75%	\$6,600,000 \$333.23 P/SF	DCG REPRESENTED BOTH SIDES. 100% OCCUPIED BY UNIVERSAL ENGINEERS / MCGINLEY & ASSOCIATES.
10685 PROFESSIONAL CIR. RENO, NV 89521	10,704	N/A	\$5,250,000 \$490.47 P/SF	MULTI TENANT INVESTMENT SALE. NO INCOME/EXPENSE REPORTED.
6144 MAE ANNE AVE. RENO, NV 89523	8,951	5.50%	\$4,448,000 \$496.93 P/SF	MEDICAL OFFICE IN NORTHWEST RENO 100% OCCUPIED BY LIBERTY DIALYSIS.
 595 DOUBLE EAGLE CT. RENO, NV 89521	18,964	6.70%	\$4,475,000 \$235.97 P/SF	DCG REPRESENTED BUYER. MULTI-TENANT OFFICE IN SOUTH RENO.
475 SOMERSETT PKWY. RENO, NV 89523	5,659	4.50%	\$4,431,222 \$783.04 P/SF	100% OCCUPIED DENTAL OFFICE ON A LONG TERM NNN LEASE.
255 W MOANA LN RENO, NV 89509	22,536	8.13%	\$4,000,000 \$177.49 P/SF	100% OCCUPIED TWO STORY OFFICE IN CENTRAL RENO. DIVERSE TENANT MIX FROM EXECUTIVE SUITES TO HEALTHCARE.

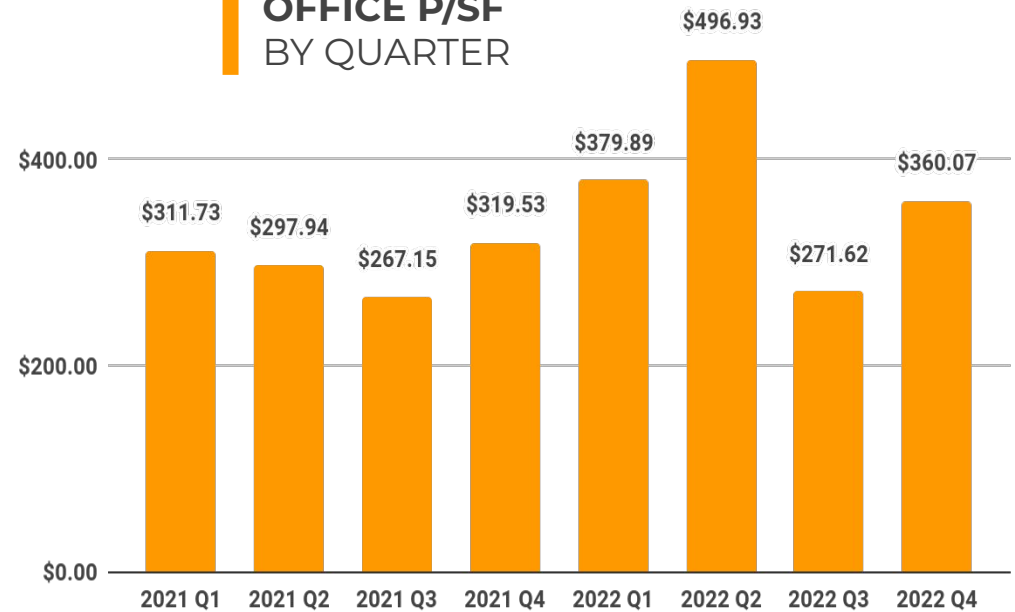
OFFICE VOLUME BY QUARTER





OFFICE CAP RATE BY QUARTER

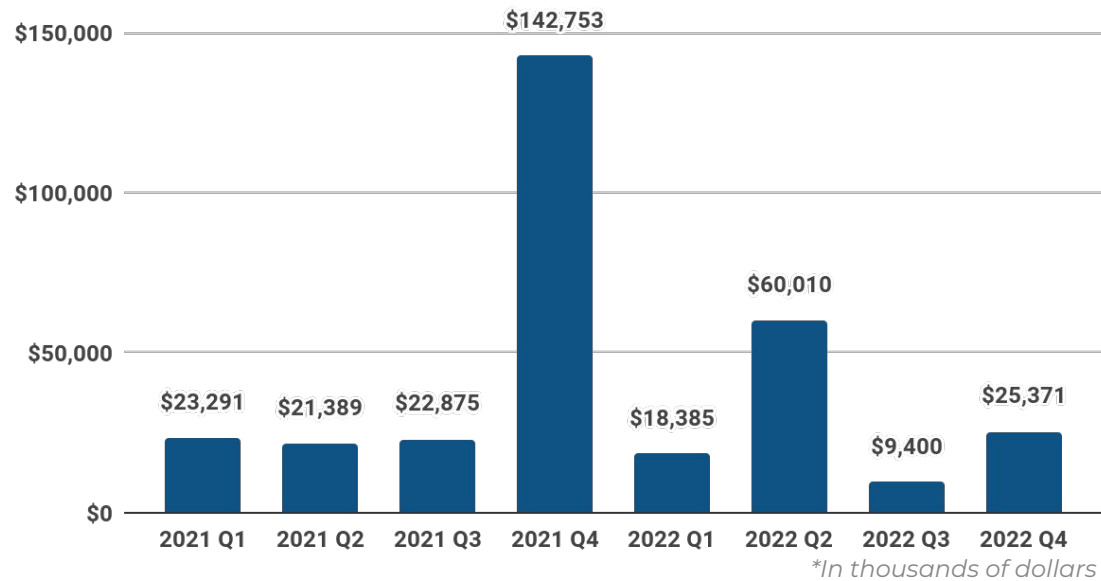


OFFICE P/SF BY QUARTER

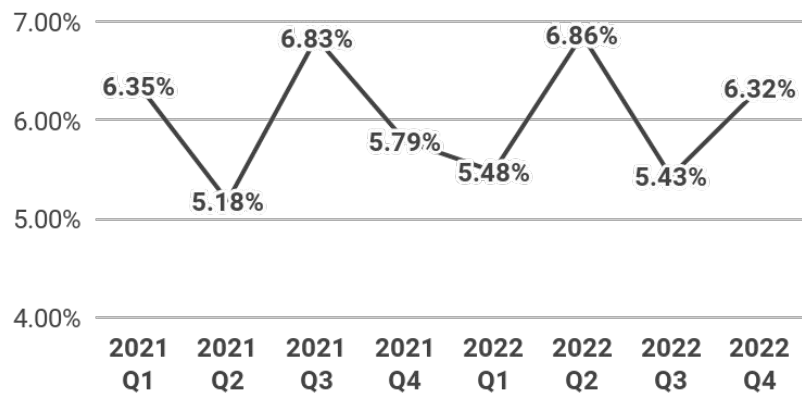


ADDRESS	BUILDING SQUARE FEET	CAP RATE	SALES PRICE PRICE/SF	NOTES
IRON HORSE SHOPPING CENTER 589-593 E PRATER WAY SPARKS, NV 89431	187,343	7.50%	\$18,000,000 \$96.08 P/SF	NEVADA BASED INVESTMENT GROUP PURCHASED IRONHORSE SHOPPING CENTER IN SPARKS. THE CENTER WAS 75% OCCUPIED AT COE.
SIERRA MEADOWS PLAZA 7111 S VIRGINIA ST. RENO, NV 89511	51,000	7.83%	\$10,500,000 \$205.88 P/SF	NEIGHBORHOOD OFFICE/RETAIL CENTER IN SOUTH RENO.
800 S VIRGINIA ST. RENO, NV 89502	21,194	5.75%	\$9,800,000 \$462.40 P/SF	MULTI TENANT MIXED USE PROPERTY IN MIDTOWN RENO.
ORCHARD PLAZA 2293-2323 S VIRGINIA ST. RENO, NV 89502	31,529	6.75%	\$9,300,000 \$294.97 P/SF	MULTI TENANT RETAIL STRIP IN THE PARK LANE SUBMARKET. TENANTS INCLUDE BLACK BEAR DINER, EL POLLO LOCO, AMERICAN FAMILY INSURANCE ETC.
3150 VISTA BLVD. SPARKS, NV 89434	9,129	6.17%	\$8,400,000 \$920.14 P/SF	RETAIL STRIP IN EAST SPARKS. TENANTS INCLUDE GOODWILL, STATE FARM, GUILD MORTGAGE, CPR DENTAL
MARINA MARKETPLACE 1495 E PRATER WAY RENO, NV 89502	15,740	5.70%	\$6,725,100 \$427.26 P/SF	STABILIZED MULTI TENANT RETAIL IN SPARKS. TENANTS INCLUDE PEGS, SUBWAY, GREAT CLIPS, ETC.
 1130 N HILLS BLVD. RENO, NV 89506	21,385	5.92%	\$5,750,000 \$268.88 P/SF	DCG REPRESENTED THE SELLER. 100% OCCUPIED RETAIL STRIP IN NORTH VALLEYS. TENANTS INCLUDE: MY KIDS SMILE, ANYTIME FITNESS, DOLLAR TREE
 100 CALIFORNIA AVE. RENO, NV 89509	15,004	6.00%	\$5,350,000 \$356.57 P/SF	DCG REPRESENTED BOTH SIDES. MULTI-TENANT MIXED USE BUILDING IN DOWNTOWN RENO. 100% OCCUPIED.
8050-9056 S VIRGINIA ST. RENO, NV 89511	21,583	N/A	\$4,561,552 \$211.35 P/SF	MULTI TENANT RETAIL STRIP. TENANTS INCLUDE HUMAN BEAN, ORANGE THEORY AND SIERRA SEWING CENTER.
TACO BELL 191 DISC DR. SPARKS, NV 89436	2,715	5.26%	\$3,635,000 \$1,671.26 P/SF	TACO BELL STNL IN SPARKS.

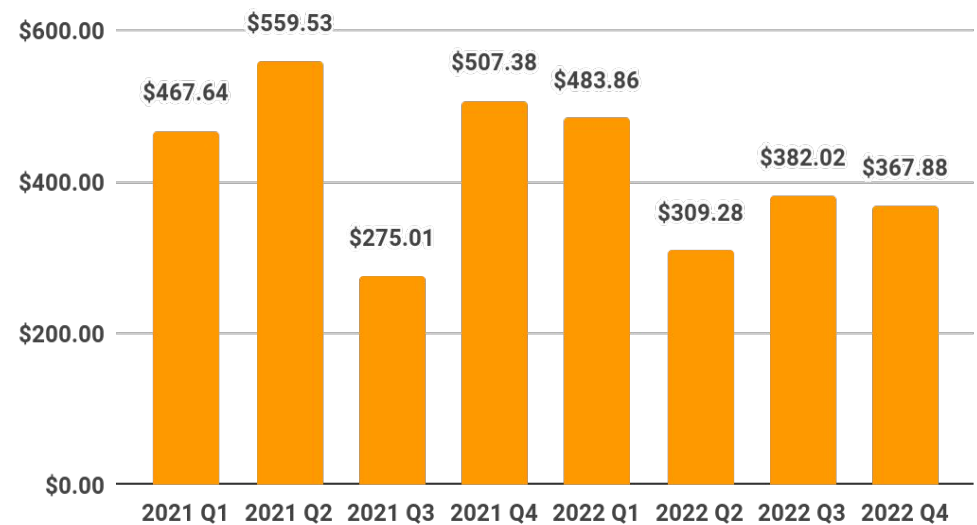
RETAIL VOLUME BY QUARTER



RETAIL CAP BY QUARTER



RETAIL P/SF BY QUARTER



**CHRIS SHANKS, CCIM**

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Chris has been in the commercial real estate industry since 2006 and has participated in brokering over \$650 million dollars in real estate transactions with an average transaction volume over \$6.0 million. Additionally, Chris has completed over 400 Broker Opinion of Values totaling over \$1 billion in commercial real estate valuations. His responsibilities include providing advice, execution, and investment management services to clients engaged in buying, selling, investing in, financing, or building real estate.

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Matt graduated from the University of Nevada, Reno in 2019 with a Bachelor of Science in Finance and minor in Economics. Shortly after graduation, Matt joined DCG's Investment Team, specializing in the purchase and sale of Investment Properties. His efforts include, but are not limited to, investment sales and purchase, sale-leasebacks, 1031 exchanges, joint ventures, private placements, and property underwriting. Since joining DCG, Matt has been involved in over \$150 million in transactions with an average transaction volume over \$5.0 million.

INVESTMENT TEAM

DCG's investment team has an industry-wide reputation for helping clients create maximum returns from their real estate and achieve their long-term business goals. We work hard to build strong partnerships with clients and to develop tailored investment strategies for them.

Our investment services include providing advice, execution, and investment management services to clients engaged in buying, selling, investing in, financing, or building real estate. These services typically are provided to private and institutional owners and investors, as well as to corporate owners and occupiers. Our objective is to advise clients on how to maximize the value of their real estate. Our efforts include but are not limited to investment sales and purchases, joint ventures, sale-leasebacks, private placements, and property underwriting. We assist investors in a variety of disciplines, including but not limited to, office, retail, industrial, multi-family, hospitality, senior housing, and healthcare. In addition to our investment experience, we draw on our related capabilities in leasing, asset management, operations and valuation to create a full-service experience for all of our clients.

