

# Q3 2023

# INVESTMENT REPORT



OFFICE  
RETAIL  
INDUSTRIAL



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## NORTHERN **NEVADA**





## Q3 2023 SALES

Washoe County Q3 investment sales volume totaled \$43,912,687. There were 13 total investment sales across Washoe County in all of Q3. As borrowing costs continue to rise, the disconnect between buyer and seller expectations remains. 1031 buyers continue to be the majority of the investment demand with the patient investors on the sidelines. Retail sales had the strongest quarter again with just over 65% of the total sales volume. Office and industrial investment transaction volume remains at historically low levels.



## OUTLOOK

Q3 investment sales remained well below historical averages. The continued high interest rates have hindered the investment markets 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. Although cap rates have expanded, buyer's continue to find alternative investments for their capital.

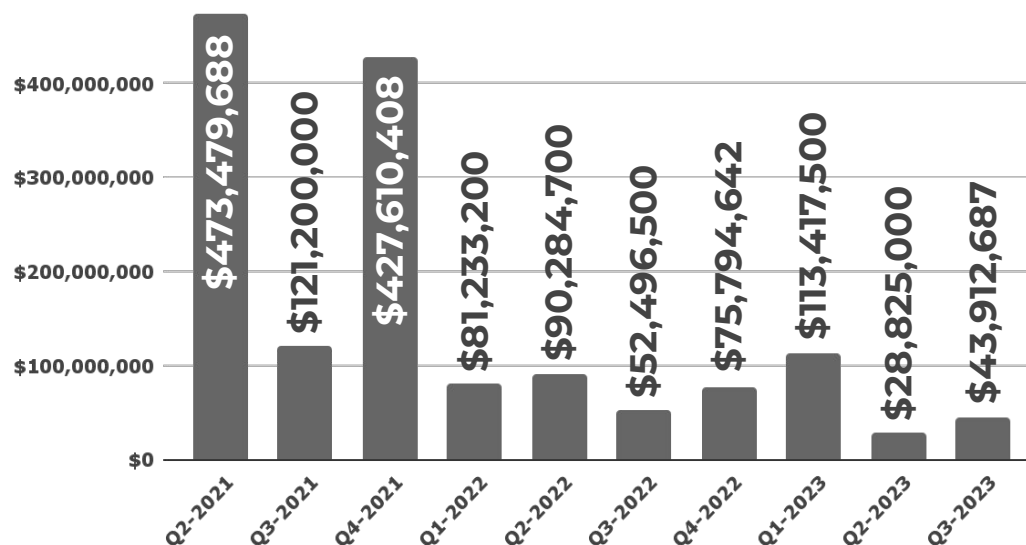
Given the current amount of uncertainty, accurate underwriting will be as important as ever when solving for risk-adjusted returns. We expect buyers to remain patient until more opportunistic investments start to become available in the next 6-24 months. As the backlog in construction looks to be drying up for the 2nd half of 2024, coupled with loans beginning to mature, we believe this will be the turning point for value-add opportunities.

**2023 Q3 Sales Volume: \$43,912,687**

**2022 Sales Volume: \$299,809,042**

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

## TOTAL VOLUME BY QUARTER





## SALES Q3 2023

# OF TRANSACTIONS  
**13**



**+44.44%**

FROM LAST QUARTER

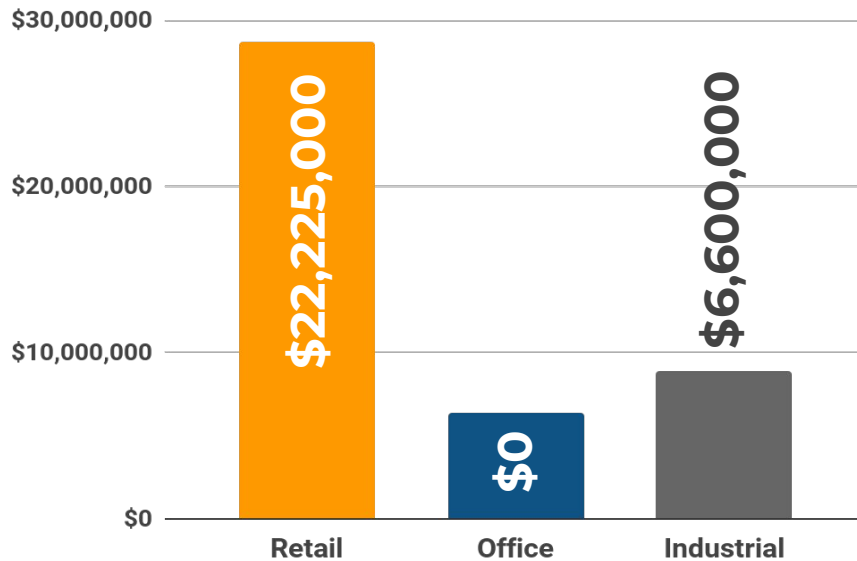
SALES VOLUME  
**\$43,912,687**



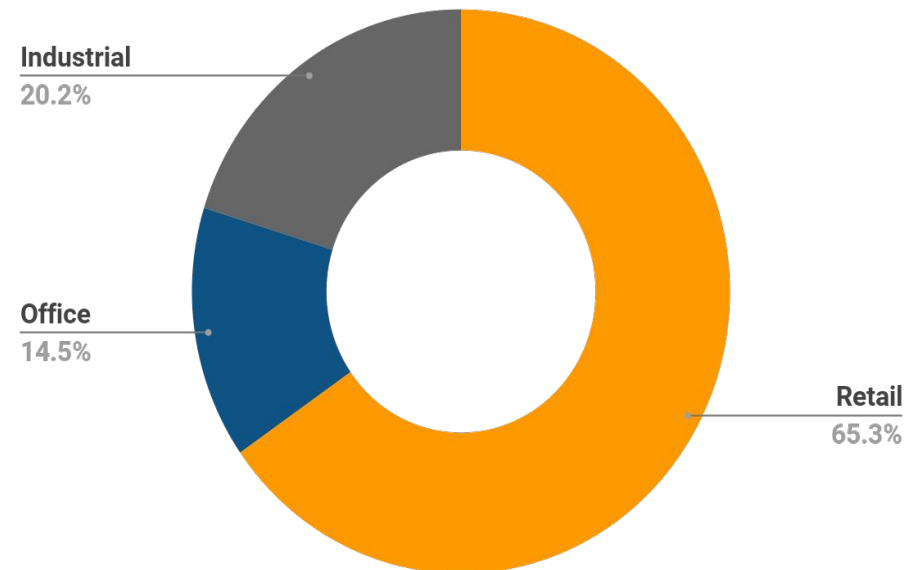
**+52.34%**

FROM LAST QUARTER

**VOLUME**  
BY TYPE



**% OF TOTAL VOLUME**  
BY TYPE



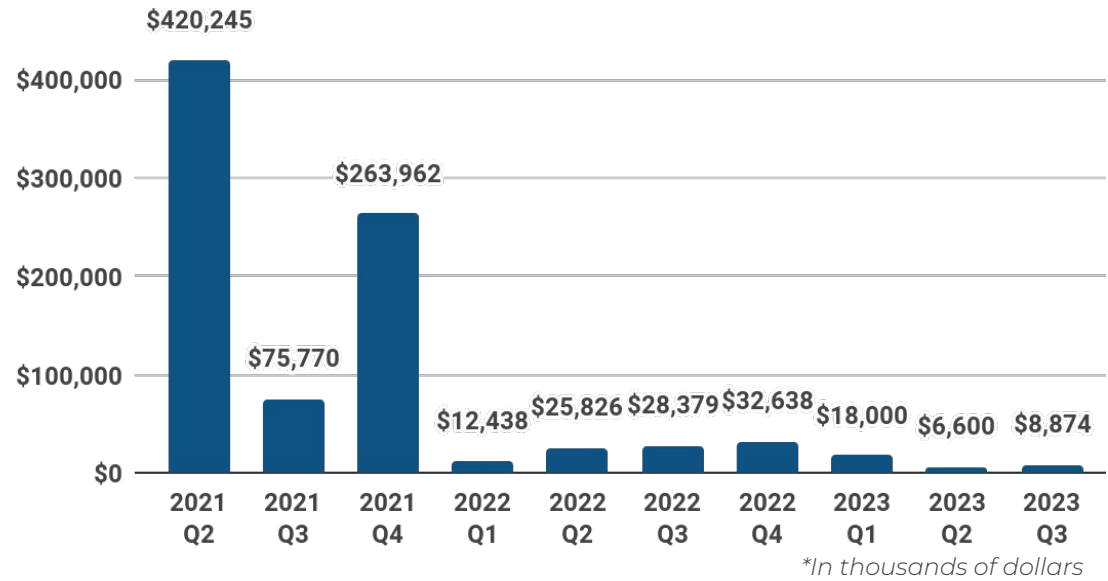
ADDRESS	TYPE	BUILDING SQUARE FEET	CAP RATE	SALES PRICE PRICE/SF	NOTES
14820-14830 KIVETT LN. RENO, NV 89521	INDUSTRIAL	15,168	N/A	<b>\$4,300,000</b> \$225.14 PSF	PARTIALLY LEASED INDUSTRIAL INVESTMENT IN SOUTH RENO.
<b>TESLA</b> 680 E GLENDALE AVE. SPARKS, NV 89431	INDUSTRIAL	11,200	6.00%	<b>\$3,024,000</b> \$270.00 PSF	STNL TESLA WITH A 5 YEAR NNN LEASE.



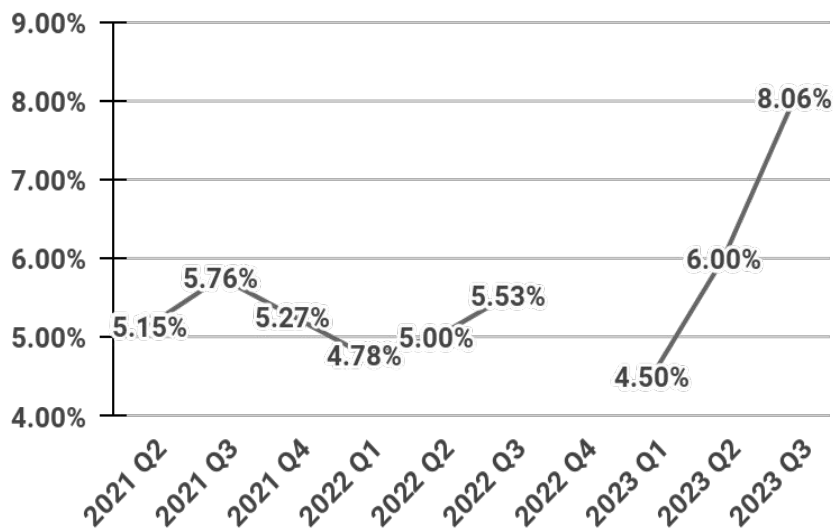
ADDRESS	TYPE	CAP RATE	# OF UNITS	PRICE/UNIT	SALES PRICE PRICE/SF	NOTES
238-240 LINDEN ST. RENO, NV 89502	STORAGE	10.11% PROFORMA	65	\$250,000	<b>\$1,550,000</b> \$79.08 PSF	DCG REPRESENTED BOTH SIDES. VALUE ADD STORAGE FACILITY.

NOTE: ONLY 3 INDUSTRIAL INVESTMENT SALES IN Q1.

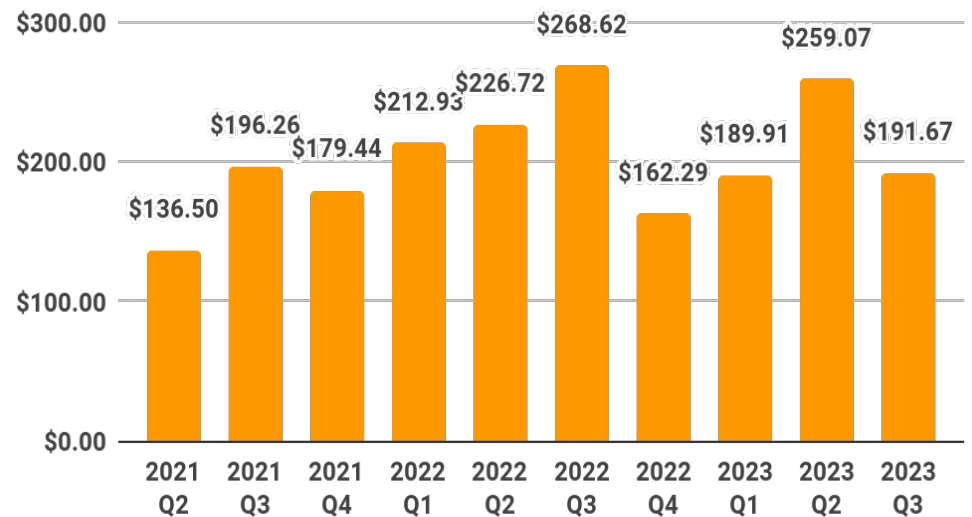
## INDUSTRIAL VOLUME BY QUARTER



## INDUSTRIAL CAP RATE BY QUARTER



## INDUSTRIAL P/SF BY QUARTER

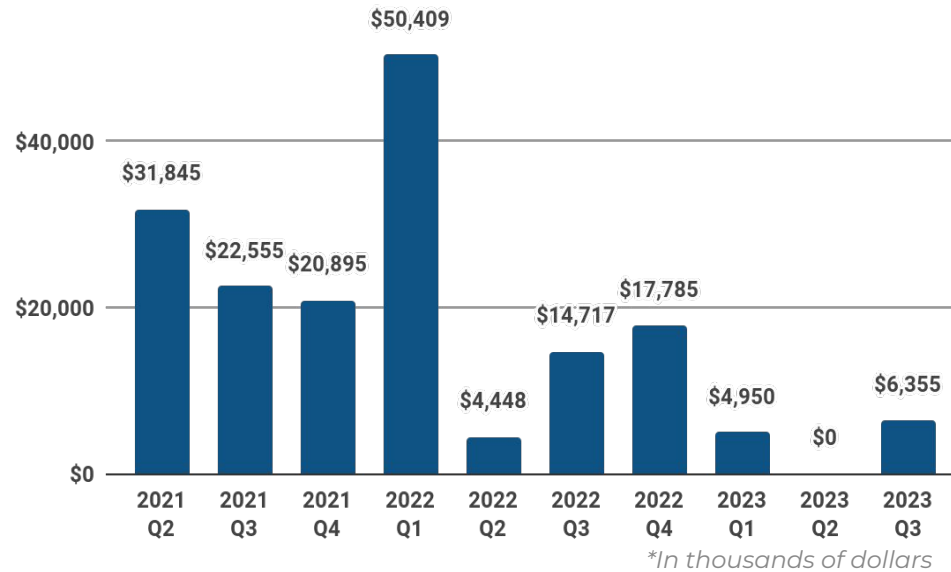


*\*No reported cap rates in Q4 2022 for Industrial Properties*

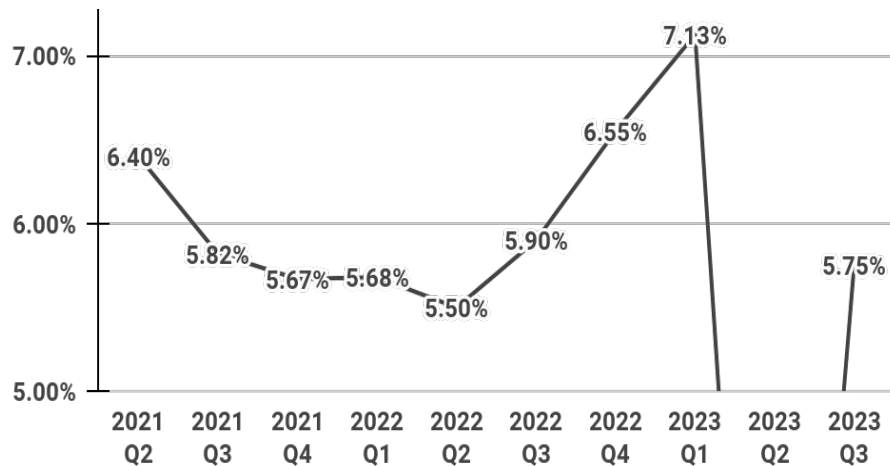
ADDRESS	TYPE	BUILDING SQUARE FEET	CAP RATE	SALES PRICE PRICE/SF	NOTES
275 HILL ST. RENO, NV 89501	OFFICE	16,878	6.50%	<b>\$6,000,000</b> \$348.07 PSF	MULTI TENANT OFFICE IN DOWNTOWN RENO.
6165 RIDGEVIEW CT STE E RENO, NV 8919	OFFICE	1,170	5.00%	<b>\$355,000</b> \$303.42 PSF	SINGLE TENANT OFFICE CONDO IN SOUTH RENO.

NOTE: 2 OFFICE INVESTMENT SALES IN Q3.

### OFFICE VOLUME BY QUARTER



### OFFICE CAP RATE BY QUARTER



*\*No reported cap rates in Q2 2023 for Office Properties*

### OFFICE P/SF BY QUARTER

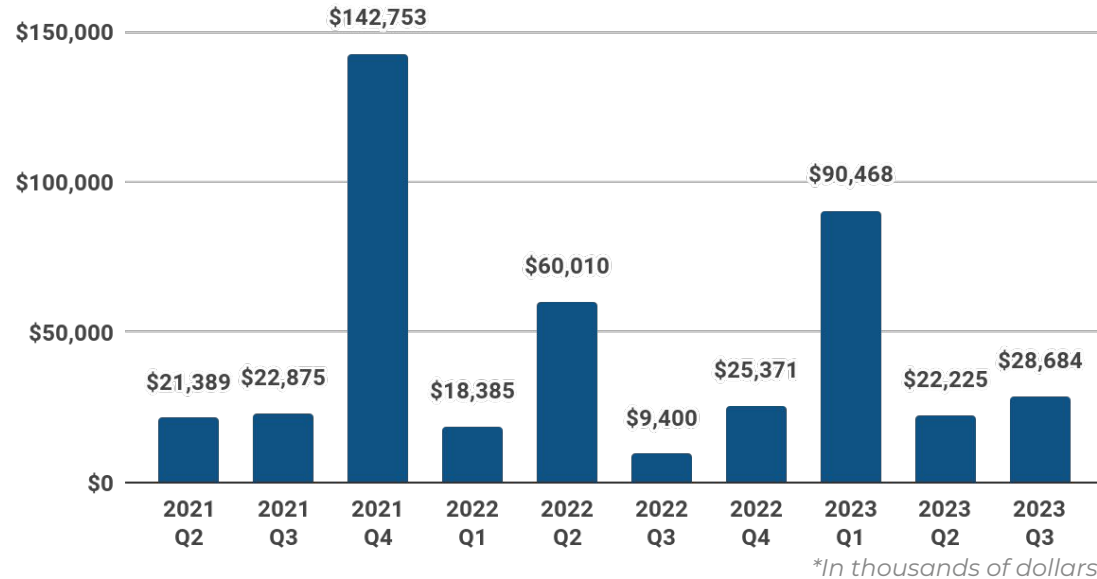


ADDRESS	BUILDING SQUARE FEET	CAP RATE	SALES PRICE PRICE/SF	NOTES
<b>PARQ COMMONS</b> 2244 ODDIE BLVD SPARKS, NV 89431	65,067	N/A	<b>\$7,611,635</b> \$116.98 PSF	NEIGHBORHOOD CENTER IN SPARKS.
1110 S ROCK BLVD. RENO, NV 89502	3,010	N/A	<b>\$4,752,475</b> \$672.82 PSF	STNL 7-ELEVEN WITH EXCESS LAND.
1360 BIG FISH DR SPARKS, NV 89434	7,060	6.05%	<b>\$4,750,000</b> \$672.80 PSF	TWO TENANT RETAIL STRIP IN LEGENDS.
1370 BIG FISH DR SPARKS, NV 89434	6,918	5.79%	<b>\$4,654,577</b> \$672.82 PSF	THREE TENANT RETAIL STRIP IN LEGENDS.
5405 MEADOWOOD MALL CIR. RENO, NV 89502	17,994	9.80%	<b>\$2,405,000</b> \$136.16 PSF	4 WHEEL PARTS STNL.
1140 N HILLS BLVD. RENO, NV 89506	3,516	N/A	<b>\$1,900,000</b> \$540.39 PSF	DCG REPRESENTED THE SELLER. FORMER STEAK N SHAKE IN NORTH VALLEYS.
5280 LONGLEY LN RENO, NV 89511	4,188	6.19%	<b>\$1,750,000</b> \$417.86 PSF	DCG REPRESENTED THE SELLER. 100% OCCUPIED RETAIL STRIP.
6110 MAE ANNE AVE. RENO, NV 89523	3,300	5.51%	<b>\$815,000</b> \$246.97 PSF	AUTO REPAIR SHOP.

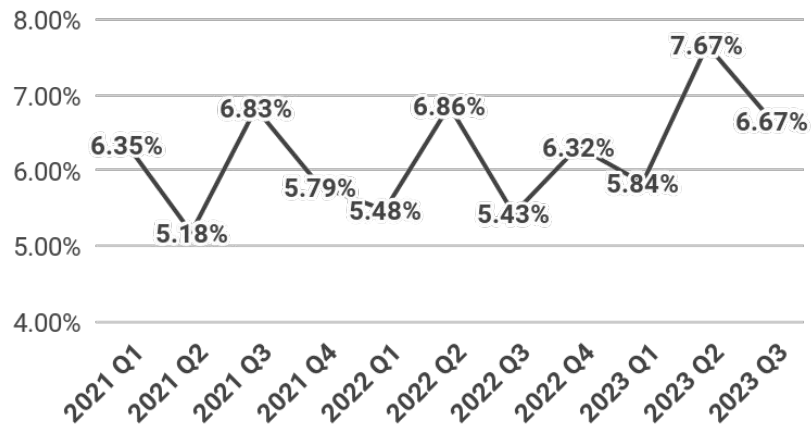
NOTE: ONLY 8 RETAIL INVESTMENT SALES IN Q1.



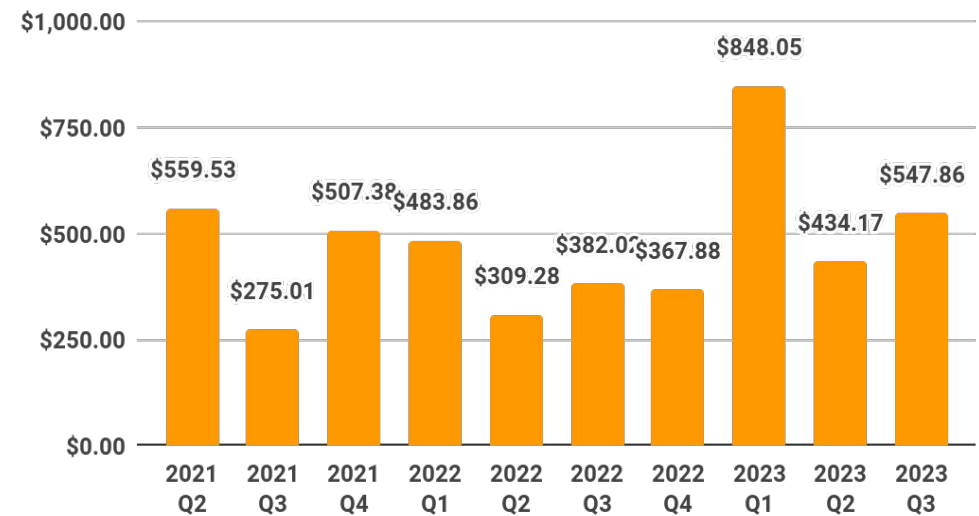
### RETAIL VOLUME BY QUARTER



### RETAIL CAP BY QUARTER



### RETAIL P/SF BY QUARTER





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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 \$200 million in transactions with an average transaction volume over \$5.3 million.

## INVESTMENT SERVICES

- INVESTMENT SALES & PURCHASES
- JOINT VENTURES
- SALE-LEASEBACKS
- PRIVATE PLACEMENTS
- PROPERTY UNDERWRITING
- 1031 EXCHANGES

