

2024
NORTHERN NEVADA

Q3 INVESTMENT REPORT



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CORFAC
INTERNATIONAL

2024 Sales

Washoe County Q3 investment sales volume totaled \$90,810,000. There were 17 total investment sales across Washoe County in all of Q3. The same story remains, 1031 buyers continue to be the majority of the investment demand. Although the Federal Reserve cut rates by 50 BPS in September, the 10-year has risen +/- 58 BPS since the day of the cut*, which is keeping mortgage rates elevated and buyers on the sidelines.

*10-year Treasury:
As of October 30, 2024: +/- 4.27% at market close
September 18, 2024 (Fed cut): +/- 3.69% at market close

Q4 2024 - Outlook

We expect transaction numbers in Q4 2024 and the beginning of 2025 to remain below historical averages with interest rates back on the rise and sellers maintaining high pricing expectations, buyers continue to remain mostly on the sidelines. Although cap rates have expanded over the last year or so, the uncertainty of the economic conditions will continue to reduce demand for investment markets both locally and nationwide. Buyers looking to put debt on properties continue to find alternative assets to put their cash to work in as they await more opportunistic buying opportunities.

With national home sales down to 2010 levels*, the private sector project pipeline will likely continue to dry up going into 2025. We believe as this continues to play out over the next few quarters, this will be a catalyst for more value-add opportunities across asset types.

Given the current amount of uncertainty, accurate underwriting will continue to be as important as ever when solving for risk-adjusted returns.

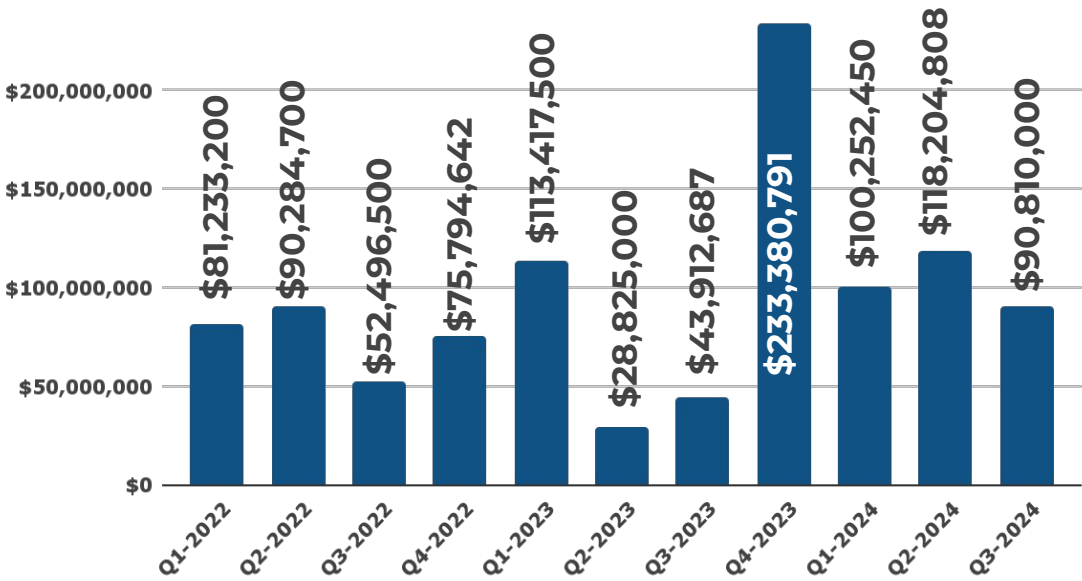
*<https://www.cnbc.com/2024/10/23/september-home-sales-drop-to-the-lowest-level-since-2010.html>

INVESTMENT SALES VOLUME



T = Trailing Average

TOTAL VOLUME By Quarter





Sales Volume

Q3 2024 \$90,810,000

-23.18% from last quarter

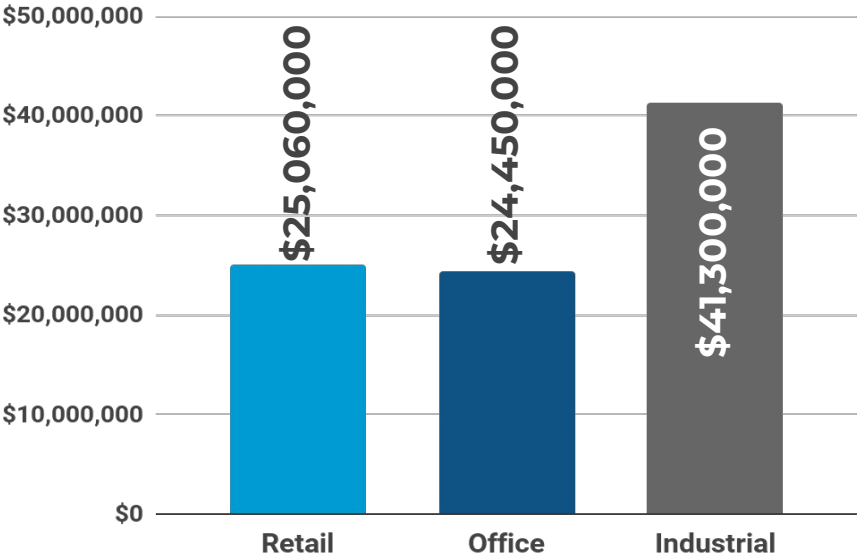


of Transactions

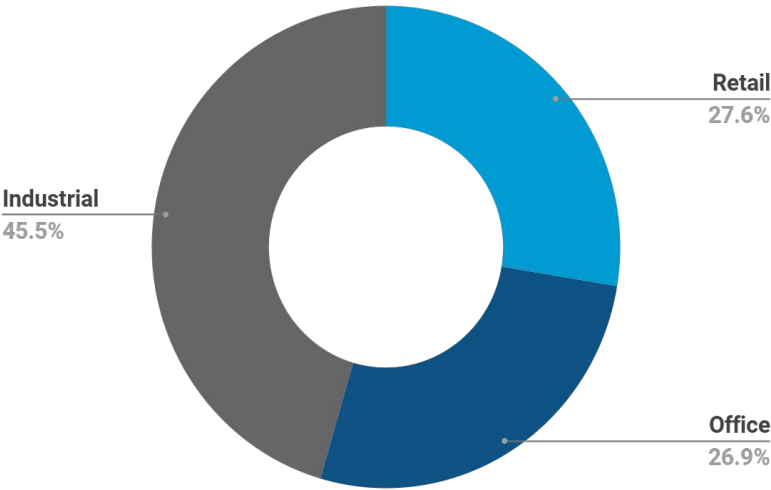
Q3 2024 17

+242.86% from last quarter

VOLUME
By Type



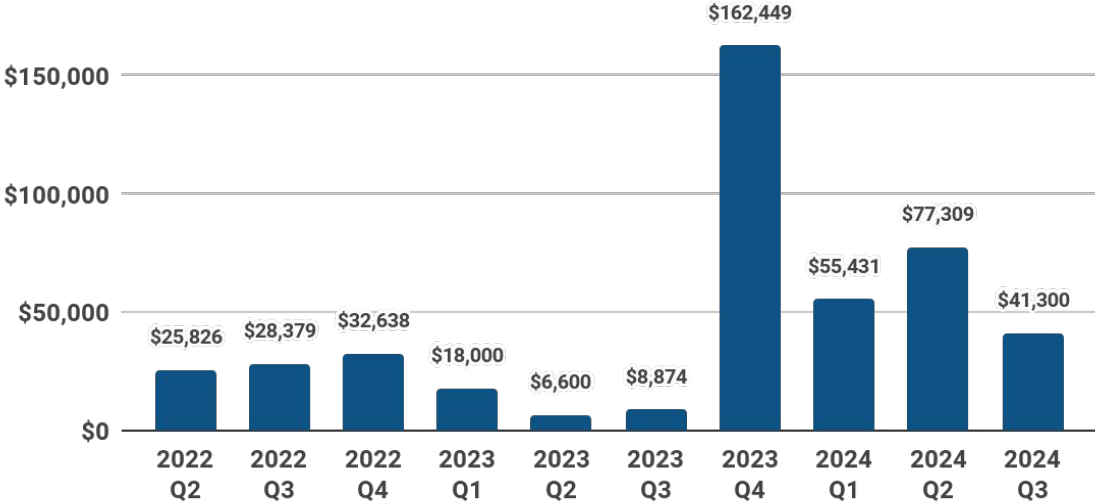
% OF TOTAL VOLUME
By Type



Address	Building SF	Cap Rate	Sales Price Price/SF	Notes
120-250 GREG ST SPARKS, NV 89431	177,100	N/A	\$25,500,000 \$143.99 P/SF	CAPROCK PARTNERS PURCHASED THE TWO BUILDING PORTFOLIO FROM TRIPP PLASTICS. PLANS FOR SIGNIFICANT CAPITAL IMPROVEMENTS BEFORE RE-LEASING.
ABC MINI STORAGE 2980 KIETZKE LN RENO, NV 89502	78,244	4.50%	\$6,600,000 \$84.35 P/SF	ABC MINI STORAGE IN CENTRAL RENO.
5425 LOUIE LN RENO, NV 89511	24,060	N/A	\$3,700,000 \$153.78 P/SF	TOLLES DEVELOPMENT PURCHASED THE TWO TENANT FLEX BUILDING.
4098 S MCCARRAN BLVD #B RENO, NV 89502	15,158	5.74%	\$3,500,000 \$230.90 P/SF	SINGLE TENANT FLEX BUILDING WAS 100% OCCUPIED BY EMCOR.
860 STENERI WY SPARKS, NV 89431	14,800	N/A	\$2,000,000 \$135.14 P/SF	TOLLES DEVELOPMENT PURCHASED THE SINGLE TENANT WAREHOUSE IN SPARKS INDUSTRIAL.

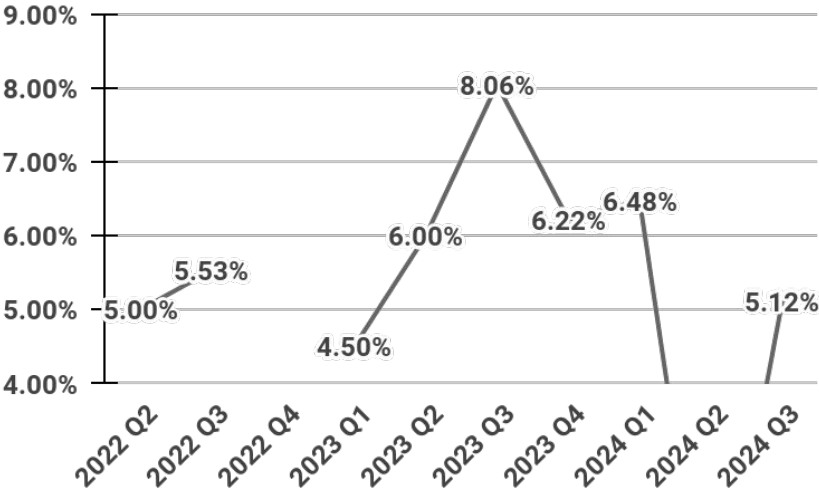
Only 5 Industrial Investment sales all of Q3

INDUSTRIAL VOLUME
By Quarter

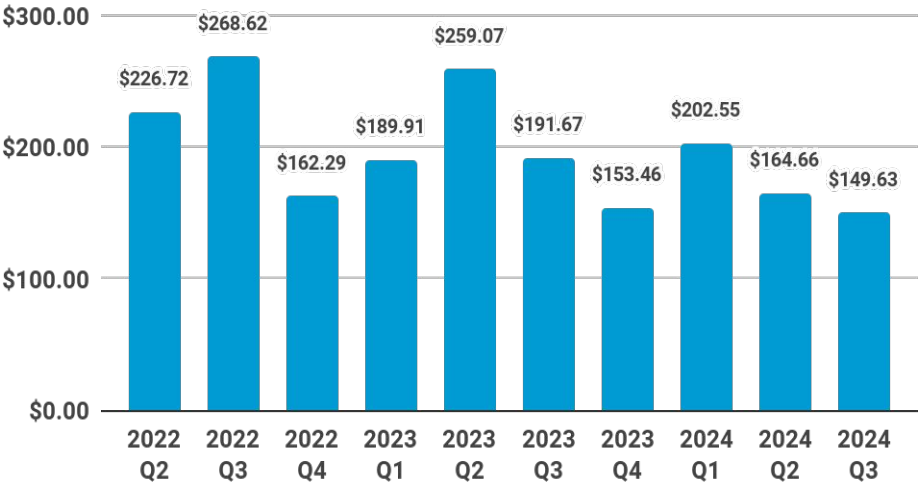


**In thousands of dollars*

INDUSTRIAL CAP RATE
By Quarter



INDUSTRIAL P/SF
By Quarter

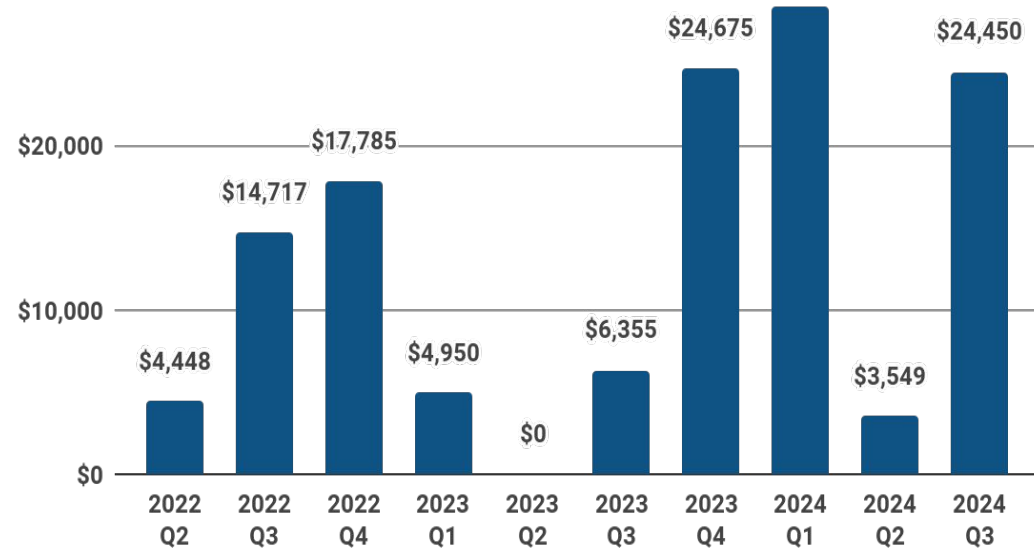


**No reported cap rates in Q4 2022 for Industrial Properties*

Address	Building SF	Cap Rate	Sales Price Price/SF	Notes
241 RIDGE ST RENO, NV 89501	32,107	7.50%	\$8,100,000 \$252.28 P/SF	TOLLES DEVELOPMENT SOLD THE MULTI TENANT OFFICE IN DOWNTOWN RENO.
201 W LIBERTY ST RENO, NV 89501	31,210	7.75%	\$7,300,000 \$233.90 P/SF	TOLLES DEVELOPMENT SOLD THE MULTI TENANT OFFICE IN DOWNTOWN RENO.
1201-1281 TERMINAL WY RENO, NV 89502	58,344	N/A	\$5,250,000 \$89.98 P/SF	TWO MULTI TENANT OFFICE BUILDINGS NEAR THE AIRPORT.
3773 BAKER LN RENO, NV 89509	8,244	7.59%	\$2,325,000 \$231.21 P/SF	MULTI TENANT OFFICE AND MEDICAL OFFICE IN CENTRAL RENO.
10659 PROFESSIONAL CIR RENO, NV 89521	4,186	6.10%	\$1,475,000 \$352.37 P/SF	NET LEASED DENTAL OFFICE IN SOUTH RENO.

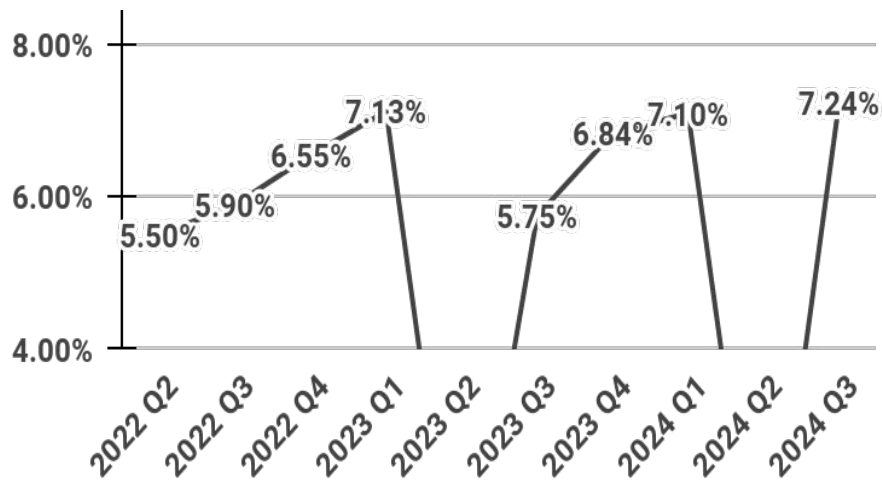
Only 5 Office Investment sales all of Q3

OFFICE VOLUME By Quarter



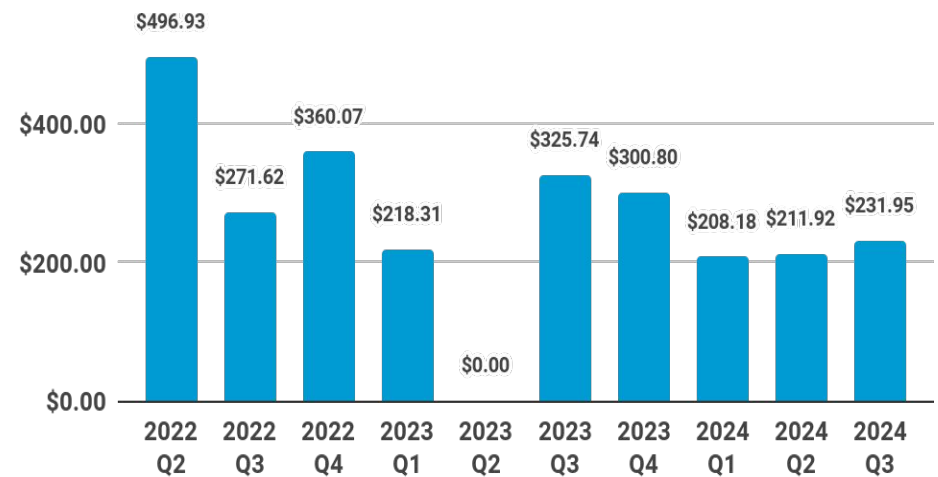
**In thousands of dollars*

OFFICE CAP RATE By Quarter



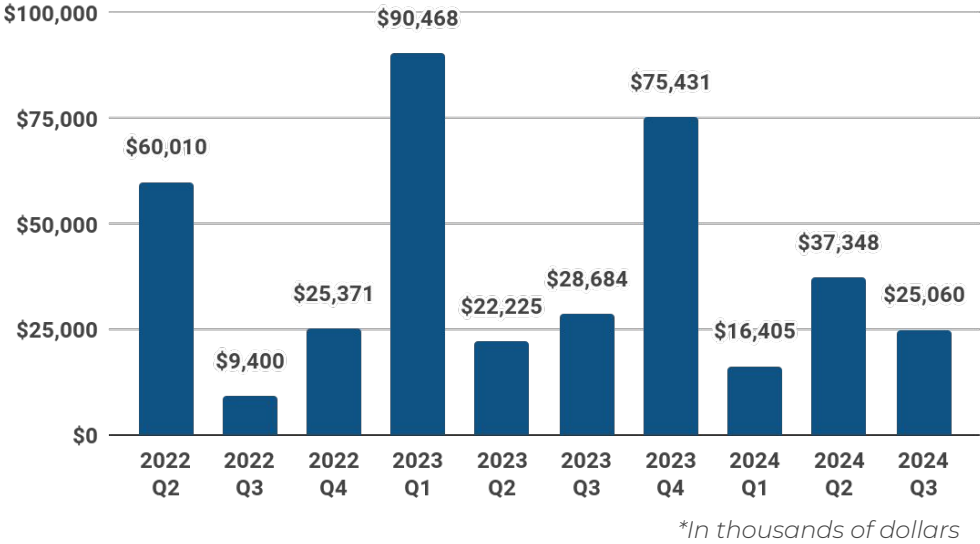
**No reported cap rates in Q4 2022 for Industrial Properties*

OFFICE P/SF By Quarter

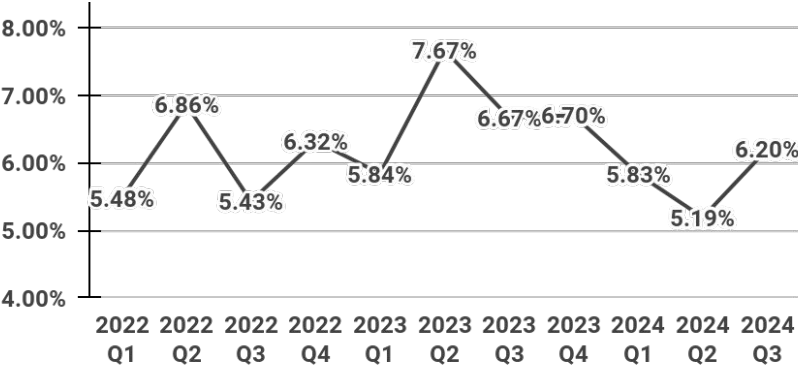


Address	Building SF	Cap Rate	Sales Price Price/SF	Notes
1560 E LINCOLN WY SPARKS, NV 89434	9,488	6.41%	\$6,200,000 \$653.46 P/SF	THREE TENANT RETAIL STRIP IN LEGENDS AT SPARKS MARINA. TENANTS: BUFFALO WILD WINGS, CHIPOTLE, THE JOINT CHIROPRACTIC
CARL'S JR. 1195 KIETZKE LN RENO, NV 89502	4,227	5.13%	\$2,350,000 \$555.95 P/SF	DCG REPRESENTED THE SELLER. CARL'S JR EXERCISED THEIR ROFR AND PURCHASED THE PROPERTY.
205 W MOANA LN RENO, NV 89509	2,443	6.30%	\$725,000 \$296.77 P/SF	MULTI TENANT RETAIL STRIP IN CENTRAL RENO.
1445 MAYBERRY DR RENO, NV 89509	33,691	5.54%	\$8,350,000 \$247.84 P/SF	DCG REPRESENTED THE SELLER. FREESTANDING RALEY'S IN SOUTHWEST RENO.
499 E PLUMB LN RENO, NV 89502	18,902	N/A	\$4,000,000 \$211.62 P/SF	NEIGHBORHOOD CENTER IN CENTRAL RENO WAS PURCHASED BY LOCAL ASSET MANAGEMENT.
435 SPARKS BLVD SPARKS, NV 89434	4,848	6.30%	\$2,700,000 \$556.93 P/SF	THREE TENANT RETAIL STRIP IN LEGENDS AT SPARKS MARINA. TENANTS: DUNKIN DONUTS, EVERBOWL, EUROPEAN WAX CENTER.
3155 EASTLAKE BLVD WASHOE CITY, NV 89704	3,634	7.50%	\$735,000 \$202.26 P/SF	3 FREE STANDING RETAIL BUILDINGS IN WASHOE VALLEY. WASHOE CAMP SALOON.

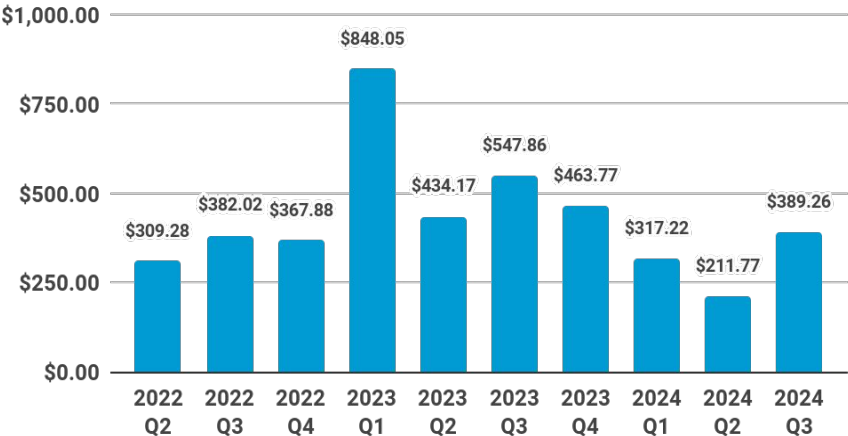
RETAIL VOLUME
By Quarter



RETAIL CAP RATE
By Quarter



RETAIL P/SF
By Quarter





**Chris
Shanks**

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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.



**Matt
DeRicco**

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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

