



OFFERING MEMORANDUM

1060 INDUSTRIAL AVENUE | SOUTH LAKE TAHOE, CA 96150

220 Unit Self Storage Opportunity In South Lake Tahoe!



1060 INDUSTRIAL AVENUE
SOUTH LAKE TAHOE, CA 96150



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1060 INDUSTRIAL AVENUE | SOUTH LAKE TAHOE, CA 96150

EXECUTIVE SUMMARY

PROPERTY SUMMARY



THE OFFERING

SALE PRICE	Buyer to Submit Offer
NUMBER OF UNITS	220
NOI	\$198,672 *
LOT SIZE	1.19 Acres
YEAR BUILT	1973
BUILDING SIZE	35,064
ZONING	CGI
MARKET	Sacramento
SUBMARKET	Outer El Dorado County

* BASED ON 2019 TAX RETURNS

DISCLAIMER: The information contained herein is not a substitute for a thorough due diligence investigation. The Broker has not made any investigation, and makes no warranty or representation, with respect to the income or expenses for the subject property, the future projected financial performance of the property, zoning & land use, and the size and square footage of the property and improvements.

STOR-MOR STORAGE

1060 INDUSTRIAL AVE. ENTER →



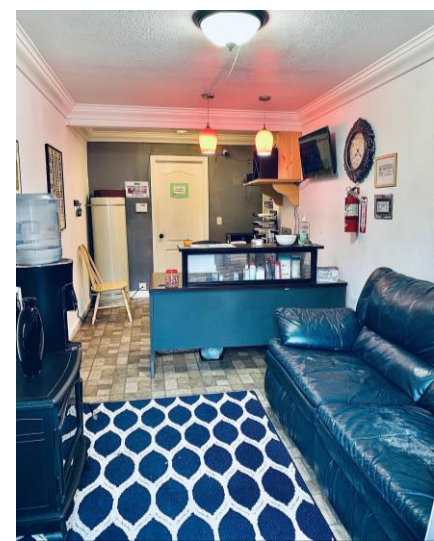
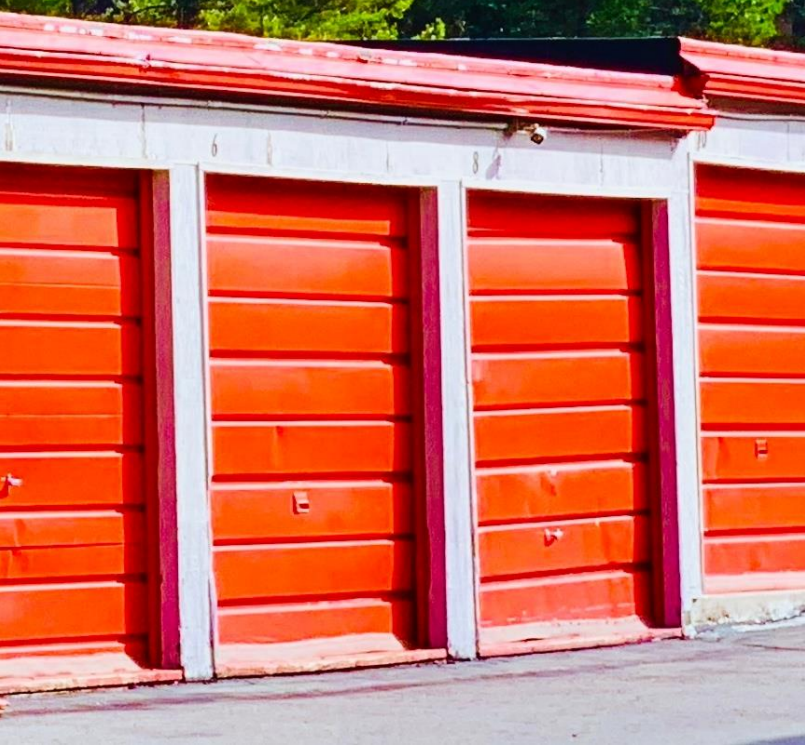
220 SELF STORAGE UNITS

POTENTIAL UPSIDE

2.2 MILES TO LAKE TAHOE AIRPORT

6.5 MILES TO STATELINE





INVESTMENT OVERVIEW

KW Commercial Oakland is proud to present 1060 Industrial Ave, South Lake Tahoe, CA 96150. This Self Storage Industrial facility was built in 1973 and is approximately +/-35,064 SF situated on a +/-1.9 acre lot. There are 220 units with 73% occupancy and upside in rents. The property has a kitchen, full bathroom, and break space for employees. An additional two bedroom apartment with 1 full bath, and kitchen is also located on the property.

The property is in the Tahoe Valley district, close proximity to the junction of U.S. Route 50 and State Route 89. U.S. 50 is a major highway that links the area with Sacramento, California and Carson City, Nevada. Tahoe Valley is a former unincorporated community in El Dorado County, California, now incorporated into South Lake Tahoe.

Self Storage, Industrial facility is located in South Lake Tahoe, CA. The property is in the Tahoe Valley district, close proximity to the junction of U.S. Route 50 and State Route 89. U.S. 50 is a major highway that links the area with Sacramento, California and Carson City, Nevada. Tahoe Valley is a former unincorporated community in El Dorado County, California, now incorporated into South Lake Tahoe.

Just 6.5 Miles to the California-Nevada state line right next to the town of Stateline, Nevada. It is known for its tourism, with retail shops, restaurants, hotels, Heavenly Mountain Resort, and Nevada casinos. The western end of town is mainly residential, and clusters around "The Y", the X-shaped intersection of US 50, State Route 89, and the continuation of Lake Tahoe Boulevard. The Lake Tahoe Airport is 2.2 miles away which serves as general aviation while the closest scheduled passenger airline service is available via Reno-Tahoe International Airport in Reno, Nevada.





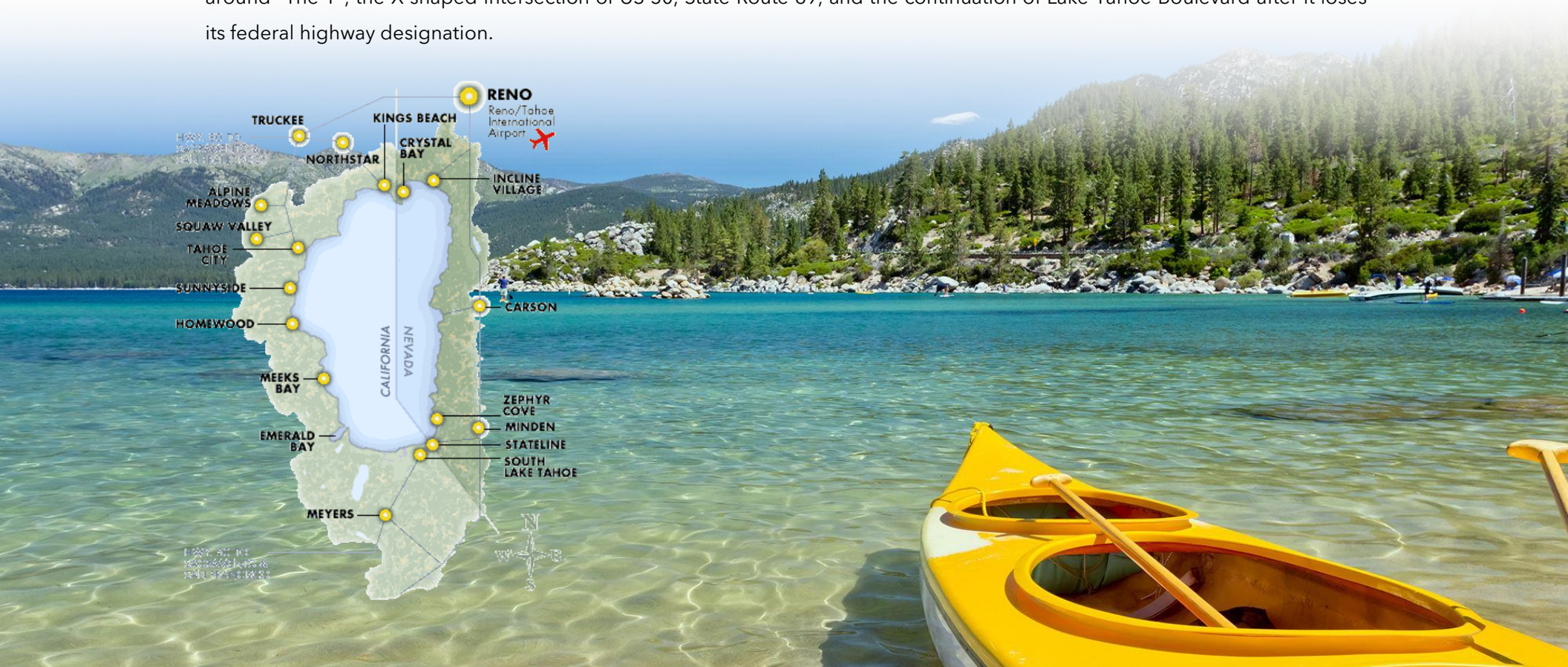
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LOCATION OVERVIEW

SOUTH LAKE TAHOE

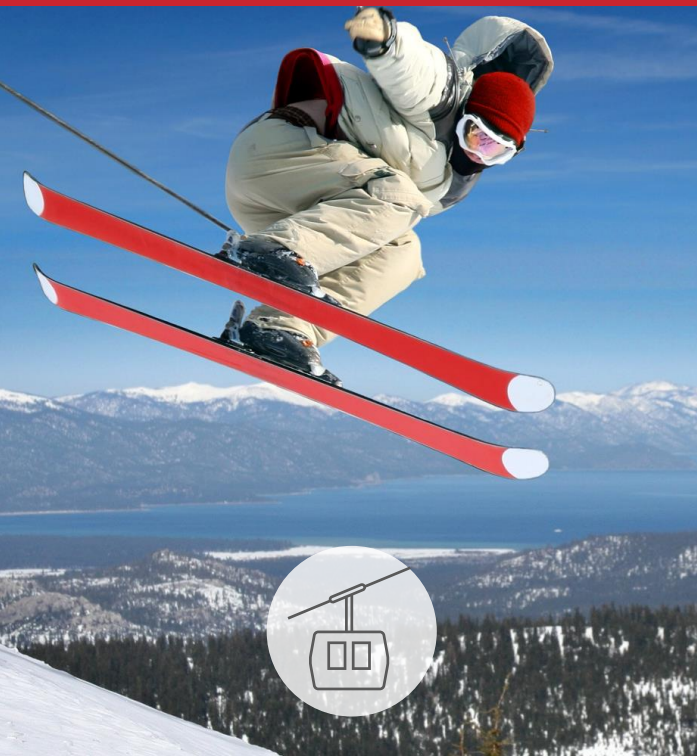


South Lake Tahoe is the most populous city in El Dorado County, California, United States, in the Sierra Nevada. As its name suggests, the city is located on the southern shore of Lake Tahoe. The city extends about 5 miles (8 km) west-southwest along U.S. Route 50, also known as Lake Tahoe Boulevard. The east end of the city, on the California-Nevada state line right next to the town of Stateline, Nevada, is mainly geared towards tourism, with T-shirt shops, restaurants, hotels, and Heavenly Mountain Resort with the Nevada casinos just across the state line in Stateline. The western end of town is mainly residential, and clusters around "The Y", the X-shaped intersection of US 50, State Route 89, and the continuation of Lake Tahoe Boulevard after it loses its federal highway designation.





SOUTH LAKE TAHOE AMENITIES





ATTRACTIONS

Soak up the sun (it's closer up here) at the Lake, on the Lake, above the Lake, in the Lake. Beach it, boat it, soar above it, hike around it, bike next to it. We can't get enough of Lake Tahoe and neither will you. There's a Lake experience for everyone no matter how active or how laid back you are. Power boats, wave runners, parasail or helicopter adventures for panoramic views. Catch a lake view from the top of the Gondola or Emerald Bay.

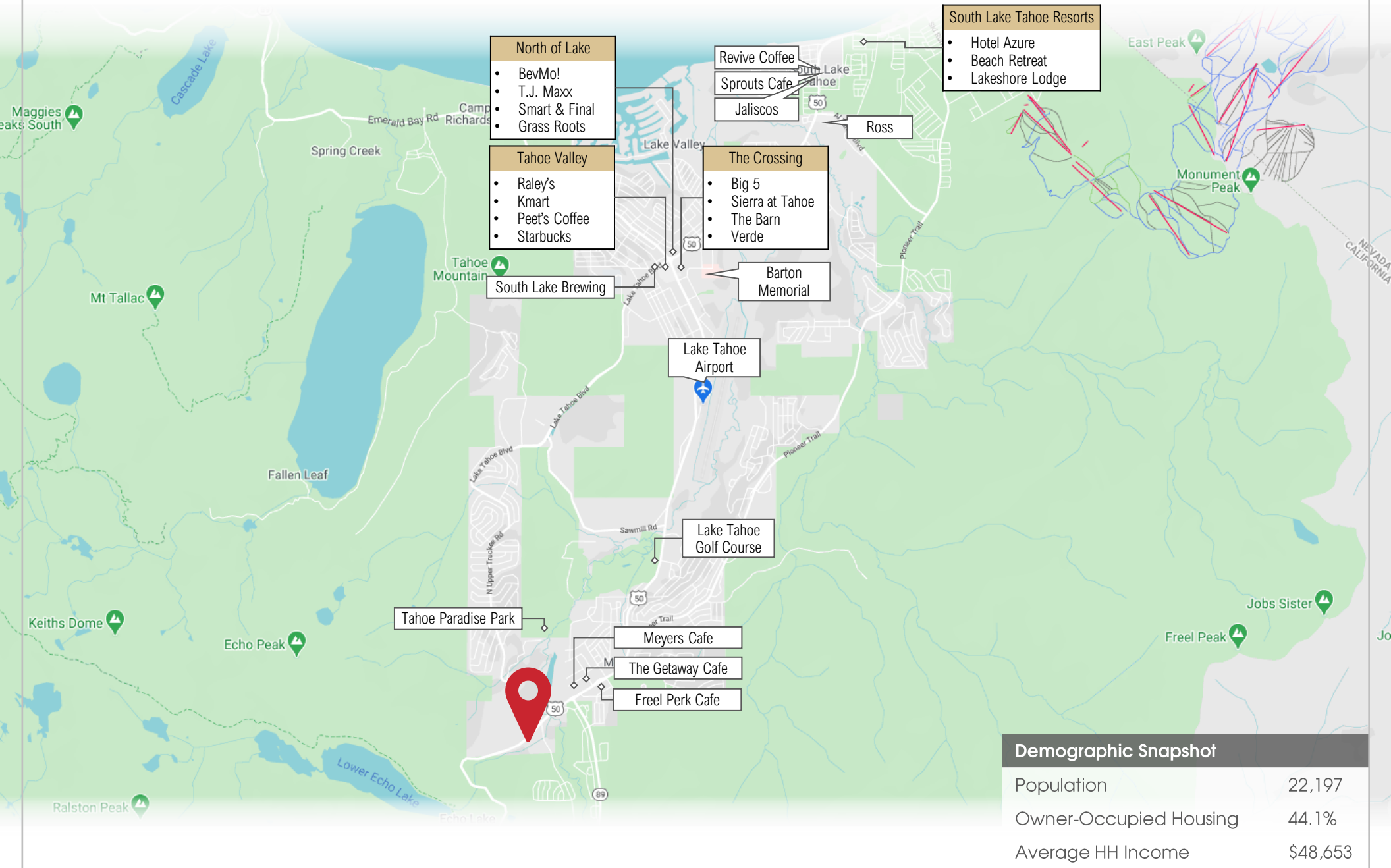
CASINOS

Home to world-class casinos that are refreshingly free of Vegas-style glitz, Tahoe South is the place to get your game on. You may feel slightly virtuous after spending the day in the great outdoors: time to undo that feeling. If ever there was a place to rally, South Lake Tahoe casinos are it! Lake Tahoe casinos offers everything from blackjack and poker to roulette, craps, slots, and so much more.

SHOPPING

A panacea of distinctive gear shops and locally owned boutiques – as well as brand-basics – you can get it, sport it, wear it, use it while you're here. And it goes without mentioning, (ok, we will anyway), that Tahoe South breeds some heavy-hitting artists and artisans. With galleries galore, you'll find your favorites and not want to leave for home without buying that special piece that keeps the memories burning bright.

ACCESSIBILITY





OFFERING MEMORANDUM

1060 INDUSTRIAL AVENUE | SOUTH LAKE TAHOE, CA 96150

220 Unit Self Storage Opportunity In South Lake Tahoe!



Industrial Market Report

Sacramento - CA

PREPARED BY



Aziz Khatri
Director



INDUSTRIAL MARKET REPORT

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12 Mo Deliveries in SF

1.4 M

12 Mo Net Absorption in SF

(110 K)

Vacancy Rate

5.6%

12 Mo Rent Growth

6.4%

Recent industrial demand in metropolitan Sacramento has not matched that of 2016–18, and vacancies have increased since descending to a record low in 19Q4. And further vacancy expansion may be on the horizon. The construction pipeline has risen to its highest level on record and includes a number of large spec projects. Moreover, the nation is in a recession thanks to the coronavirus pandemic.

Sacramento is home to an abundance of logistics product and proximity to major distribution hubs like East Bay, Reno, and Stockton. Area landlords typically depend on local and regional tenants to buttress

demand, but at the end of 2019, Walmart broke ground on a distribution center, and Amazon recently leased three metro locations. Outsized rent growth has been the norm for many years, and while no longer increasing at a double digit percentage, rent gains continue to rank near the top of the U.S.

Sales volume has surpassed the metro's annual historical average, but continuing a trend that began in 2019, deal flow is well off pace from the previous several years. Transaction volume is likely to remain tempered, at least in the near-term, because of the pandemic-induced economic uncertainty.

KEY INDICATORS

Current Quarter	RBA	Vacancy Rate	Market Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
Logistics	129,572,800	5.1%	\$0.71	6.3%	(773,523)	17,500	3,636,287
Specialized Industrial	27,422,488	5.8%	\$0.74	10.7%	511,958	0	622,516
Flex	20,543,155	9.0%	\$1.06	10.9%	(17,518)	6,394	74,146
Market	177,538,443	5.6%	\$0.76	7.5%	(279,083)	23,894	4,332,949

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	0.7%	10.4%	7.2%	14.5%	2011 Q2	4.5%	2019 Q4
Net Absorption SF	(110 K)	1,380,051	1,157,139	5,485,308	2018 Q2	(5,296,573)	2001 Q4
Deliveries SF	1.4 M	1,579,637	2,566,427	5,100,187	1999 Q4	16,420	2012 Q2
Rent Growth	6.4%	3.5%	3.2%	11.6%	2018 Q2	-6.0%	2009 Q4
Sales Volume	\$680 M	\$371.7M	N/A	\$1.4B	2018 Q2	\$89.5M	2010 Q1

Sacramento's industrial market has seen limited demand in 2020. As of September, net absorption was deep in the red, but one outsized deal should result in a significant move-in later this year.

In 20Q1, Amazon leased the recently completed 2400 McClellan Park Drive. The 418,000-SF property broke ground on spec in 18Q3, but delivered in February with no tenant commitments. The project was developed by McClellan Park, LLC, which is the partnership transforming the former McClellan Air Force Base.

This year's uneven demand is not a new trend. In 2019, net absorption dramatically declined compared to the pace of 2016–18, but vacancies nonetheless fell to an all-time low in 19Q4. As of 20Q3, the vacancy rate had expanded by approximately 100 basis points.

West Sacramento and Davis/Woodland, two of Sacramento's most prominent industrial submarkets, often account for some of the metro's largest leases. For example, in 20Q3, Dollar Tree signed a 10-year deal for 199,200 SF at 3771 Channel Drive, part of the Port of Sacramento Industrial Park.

Numerous submarkets concentrated in the western half of the metro, including West Sacramento and Davis/Woodland, benefit from a variety of demand drivers. The area is home to the Port of West Sacramento, a deep-water inland port. Agricultural- and

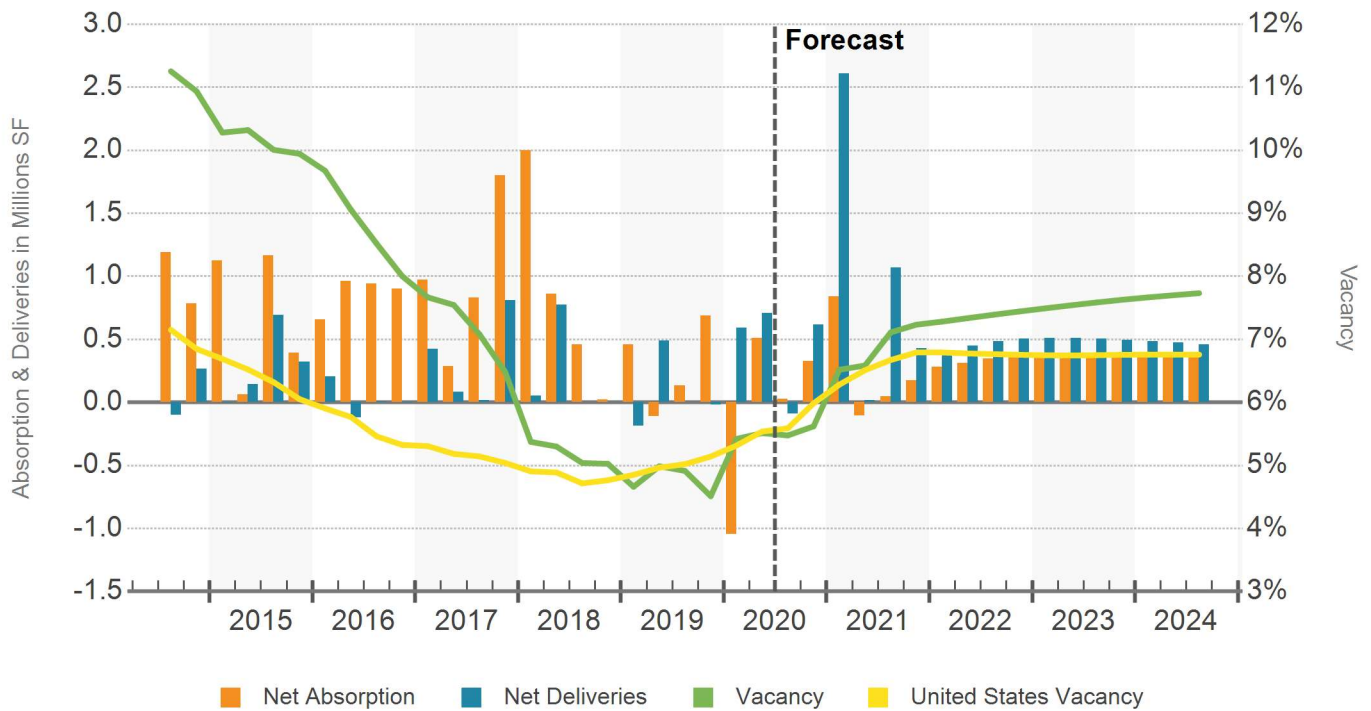
industrial-related merchandise and heavy equipment make up the bulk of cargo. The Union Pacific Railroad operates adjacent to the port and runs through Roseville Yard, the largest rail facility on the West Coast. Interstate 80 and Interstate 5 also provide freeway access to other major metros surrounding Sacramento.

Natomas/Northgate likewise offers freeway access to Interstate 5, but that submarket may be best known for the Metro Air Park, which lies adjacent to Sacramento International Airport.

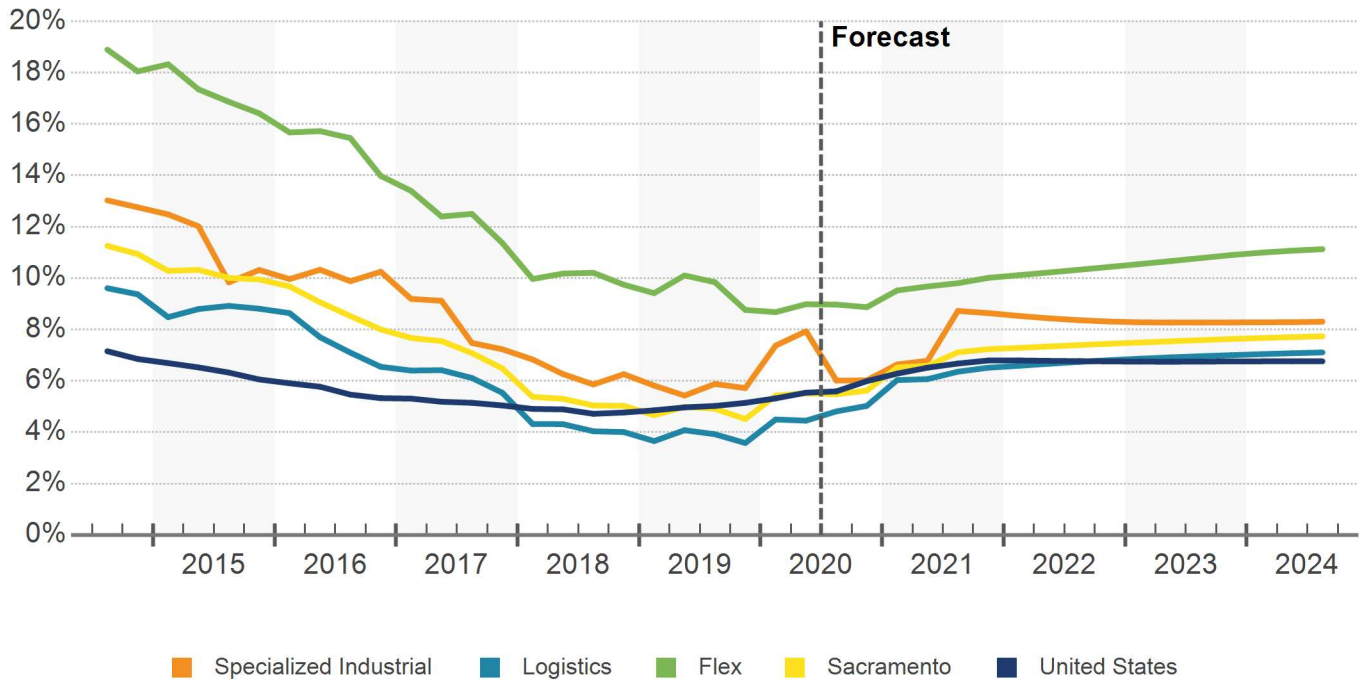
While Sacramento does not serve as a hub outside of its immediate region, it is home to a respectable number of firms that command major footprints. Grocers, in particular, occupy many of the largest buildings in the metro. Tenants such as Grocery Outlet, Kikkoman Foods, and Raley's each occupy around 400,000 SF. Other retailers like Rite Aid, Target, and Walgreens are also in blocks of space that exceed 200,000 SF. And since California's legalization of adult marijuana use in 2016 with the passage of Proposition 64, demand from tenants with marijuana growing operations for small to midsized spaces has noticeably increased.

Metro vacancies may continue to rise. As of 20Q3, several large spec projects, including two assets that are scheduled to deliver this year, had yet to secure tenants. Moreover, the pandemic-induced economic uncertainty is likely to limit demand for at least the near-term.

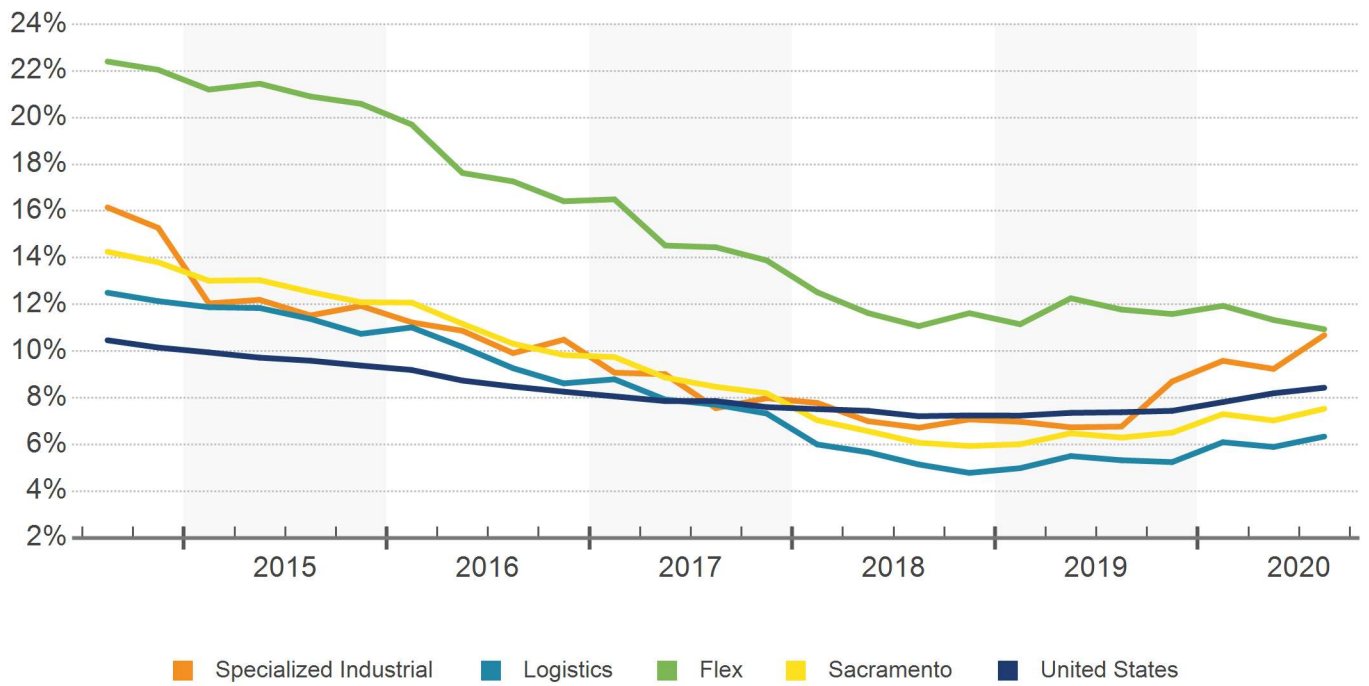
NET ABSORPTION, NET DELIVERIES & VACANCY



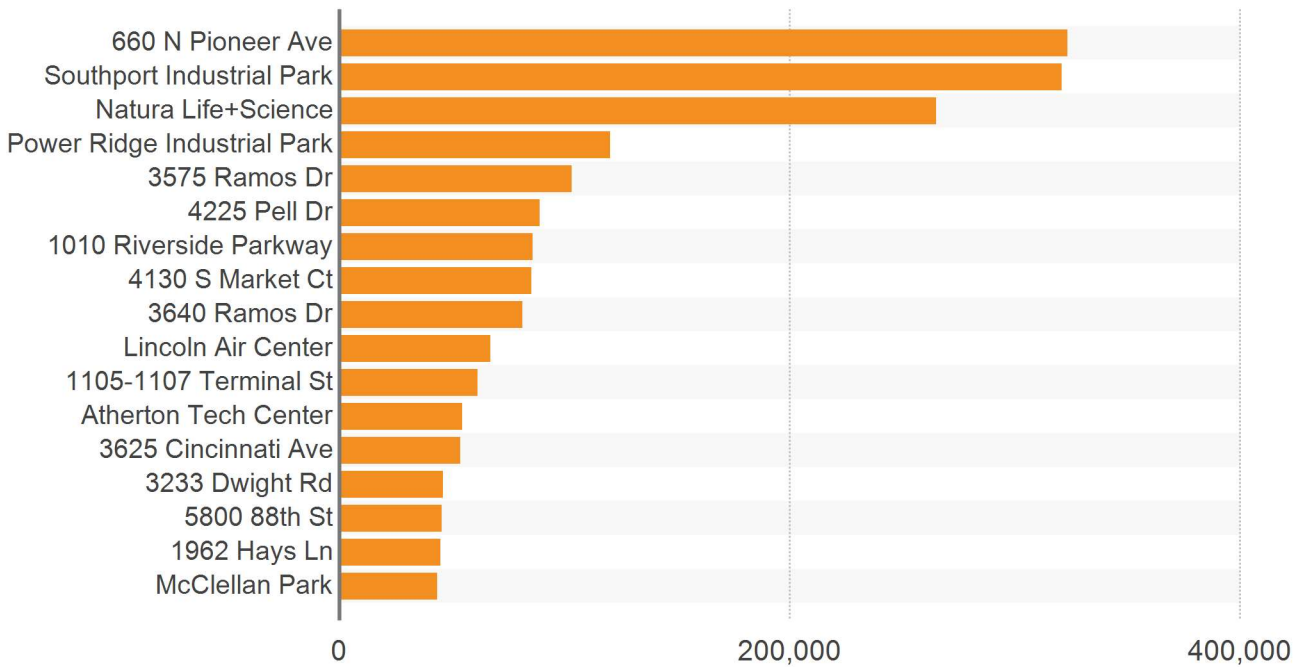
VACANCY RATE



AVAILABILITY RATE



12 MONTH NET ABSORPTION SF IN SELECTED BUILDINGS



Building Name/Address	Submarket	Bldg SF	Vacant SF	Net Absorption SF				
				1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	12 Month
660 N Pioneer Ave	Davis/Woodland Ind	323,475	0	0	323,475	0	0	323,475
Southport Industrial Park	West Sacramento Ind	444,600	123,563	0	321,037	0	0	321,037
Natura Life+Science	Power Inn Ind	265,000	0	0	265,000	0	0	265,000
Power Ridge Industrial Park	Power Inn Ind	233,200	53,361	0	0	(53,361)	0	120,356
3575 Ramos Dr	West Sacramento Ind	244,408	0	0	58,732	44,378	0	103,110
4225 Pell Dr	Natomas/Northgate Ind	89,000	0	0	0	0	0	89,000
1010 Riverside Parkway	West Sacramento Ind	85,775	0	0	0	0	0	85,775
4130 S Market Ct	Natomas/Northgate Ind	85,280	0	85,280	0	0	0	85,280
3640 Ramos Dr	West Sacramento Ind	163,308	81,928	(40,793)	81,380	0	0	81,380
Lincoln Air Center	Roseville/Rocklin Ind	150,510	0	0	67,052	0	0	67,052
1105-1107 Terminal St	West Sacramento Ind	61,560	0	0	0	61,560	0	61,560
Atherton Tech Center	Roseville/Rocklin Ind	54,503	0	0	0	0	0	54,503
3625 Cincinnati Ave	Roseville/Rocklin Ind	72,392	0	0	0	53,887	0	53,887
3233 Dwight Rd	Elk Grove/Laguna Ind	46,059	0	0	0	0	0	46,059
5800 88th St	Power Inn Ind	45,600	0	45,600	0	0	0	45,600
1962 Hays Ln	Davis/Woodland Ind	99,156	0	0	0	0	0	45,000
McClellan Park	McClellan Ind	822,393	80,000	80,000	0	0	0	43,478
Subtotal Primary Competitors		3,286,219	338,852	170,087	1,116,676	106,464	0	1,891,552
Remaining Sacramento Market		174,252,224	9,644,893	(1,216,403)	(607,793)	(385,547)	0	(1,988,732)
Total Sacramento Market		177,538,443	9,983,745	(1,046,316)	508,883	(279,083)	0	(97,180)

TOP INDUSTRIAL LEASES PAST 12 MONTHS

Building Name/Address	Submarket	Leased SF	Qtr	Tenant Name	Tenant Rep Company	Leasing Rep Company
3685 Massie Ct	West Sacramento	475,000	Q1 20	Nor-Cal Beverage	-	-
2400 McClellan Park Dr	McClellan	417,214	Q1 20	Amazon	-	McClellan Park, LLC
3771 Channel Dr	West Sacramento	199,156	Q3 20	Dollar General	Food Properties Group	Colliers International
2935 Ramco St	West Sacramento	165,342	Q2 20	-	-	Exeter Property Group
2935 Ramco St	West Sacramento	155,695	Q4 19	-	-	Exeter Property Group
7701 Foothills Blvd	Roseville/Rocklin	149,900	Q3 20	-	-	CBRE
12745 Earhart Ave	Auburn/Newcastle	148,050	Q4 19	Air International Thermal...	Savills	Grass Valley, Inc.
1701 W National Dr	Natomas/Northgate	146,019	Q4 19	-	-	Colliers International
1281 W National Dr	Natomas/Northgate	136,079	Q3 19	PRIDE Industries	-	CBRE
8681 Younger Creek Dr	Power Inn	114,030	Q3 20	-	-	CBRE
9051 Union Park Way	Elk Grove/Laguna	111,489	Q4 19	Amazon.com Inc.	-	-
4225 Pell Dr	Natomas/Northgate	89,000	Q4 19	Capital Lumber Company	-	JLL
8200-8250 Ferguson Ave	Power Inn	87,120	Q2 20	-	-	Cushman & Wakefield
10000 Alantown Dr	Roseville/Rocklin	85,785	Q2 20	United Natural Foods, Inc	Savills	CBRE
3085 Mary Pl	West Sacramento	73,017	Q2 20	CEVA Logistics	CBRE	CBRE
4040 Vista Park Ct	Natomas/Northgate	68,640	Q4 19	Harsch Investment	JLL	-
3575 Ramos Dr	West Sacramento	63,110	Q1 20	Living Spaces	JLL	Colliers International
1105-1107 Terminal St	West Sacramento	61,560	Q3 20	-	-	JLL
4040 Vista Park Ct *	Natomas/Northgate	57,222	Q2 20	Penske Logistics	JLL	-
280 N Pioneer Ave	Davis/Woodland	55,087	Q1 20	-	-	JLL
8671 Younger Creek Dr	Power Inn	50,400	Q3 20	-	-	CBRE
11430 White Rock Rd	Sunrise	50,000	Q3 20	-	-	Colliers International
4242-4244 Forcum Ave	McClellan	49,000	Q1 20	Spartan Motors	-	McClellan Park, LLC
11255 Pyrites Way	Sunrise	48,125	Q2 20	California Office of Emerg...	CBRE	CBRE
3575 Ramos Dr	West Sacramento	44,378	Q2 20	American Red Cross	JLL	Colliers International
1740-1760 Enterprise Blvd	West Sacramento	43,200	Q3 19	PGP International	-	Cushman & Wakefield
3640 Ramos Dr	West Sacramento	40,964	Q1 20	Quanex	JLL	Colliers International
3640 Ramos Dr	West Sacramento	40,964	Q1 20	Tire Hub	-	Colliers International
4350 Pell Dr	Natomas/Northgate	40,924	Q2 20	-	-	Newmark Knight Frank
3640 Ramos Dr	West Sacramento	40,587	Q4 19	Amazon Fresh	CBRE	Colliers International
340 Commerce Cir	NE Sacramento	38,337	Q3 20	-	-	Kidder Mathews
1601 Aviation Blvd	Roseville/Rocklin	37,500	Q3 20	-	-	CBRE
280 N Pioneer Ave	Davis/Woodland	36,725	Q3 20	-	-	JLL
421 Richards Blvd	Richards	36,100	Q2 20	Chef's Toys	Lee & Associates C...	JLL
421 Richards Blvd	Richards	34,200	Q2 20	Prologistics	CBRE	JLL
8376 Ferguson Dr	Power Inn	32,462	Q4 19	Point Quest Education	-	Cushman & Wakefield
4512 Harlin Dr	Mather	32,215	Q3 20	AGA	-	JLL
5901 Alder Ave	Power Inn	32,000	Q2 20	Great American Movers	-	Herb Liverett Compani...
2500-2550 Del Monte St	West Sacramento	31,590	Q3 20	-	-	MacLaughlin & Company
1631 Enterprise Blvd	West Sacramento	31,000	Q1 20	West Coast Bottles	-	JLL

*Renewal



Industrial rent growth is well below the pace of 2017–18, when year-over-year gains averaged almost 12%, and established an all-time high in 18Q2. As of September, rents were growing at only about half of those levels thanks to the limited recent demand, but gains continue to sit near the top of the nation. Moreover, rents are increasing at a healthy level across nearly all metro submarkets. Annual rent growth is currently 6.4%.

The average asking rent is \$9.07/SF, or about 65% greater than the metro's post-Great Recession low. In comparison to nearby areas, rates here receive a premium of approximately 20% to Stockton, but offer a roughly 40% discount to the East Bay.

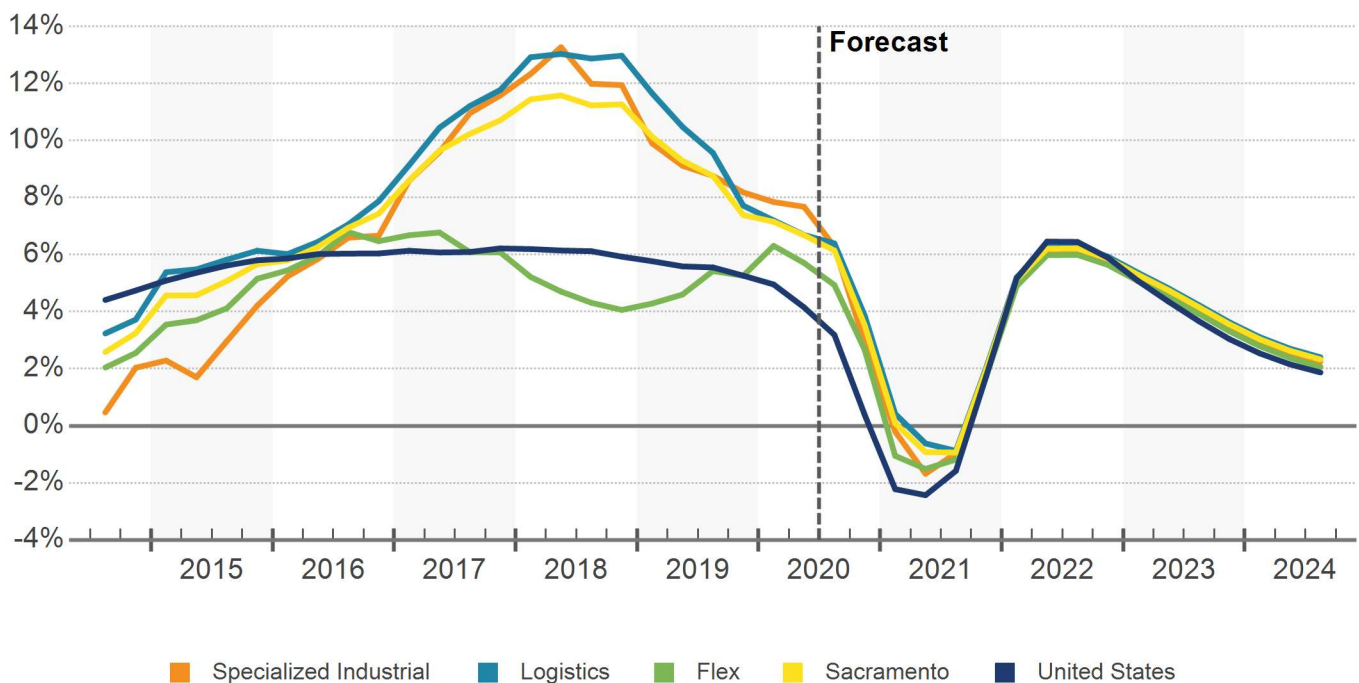
Some of the highest rents are in the East Sacramento and Folsom/El Dorado submarkets. While East Sacramento offers a limited amount of inventory, rents are about 45% greater than the metro average. In

Folsom/El Dorado, product collects a premium of around 40%. However, approximately 30% of inventory in Folsom/El Dorado is flex space, which typically commands higher rents compared to logistics and specialized industrial buildings. In contrast, only about 10% of metro inventory is flex.

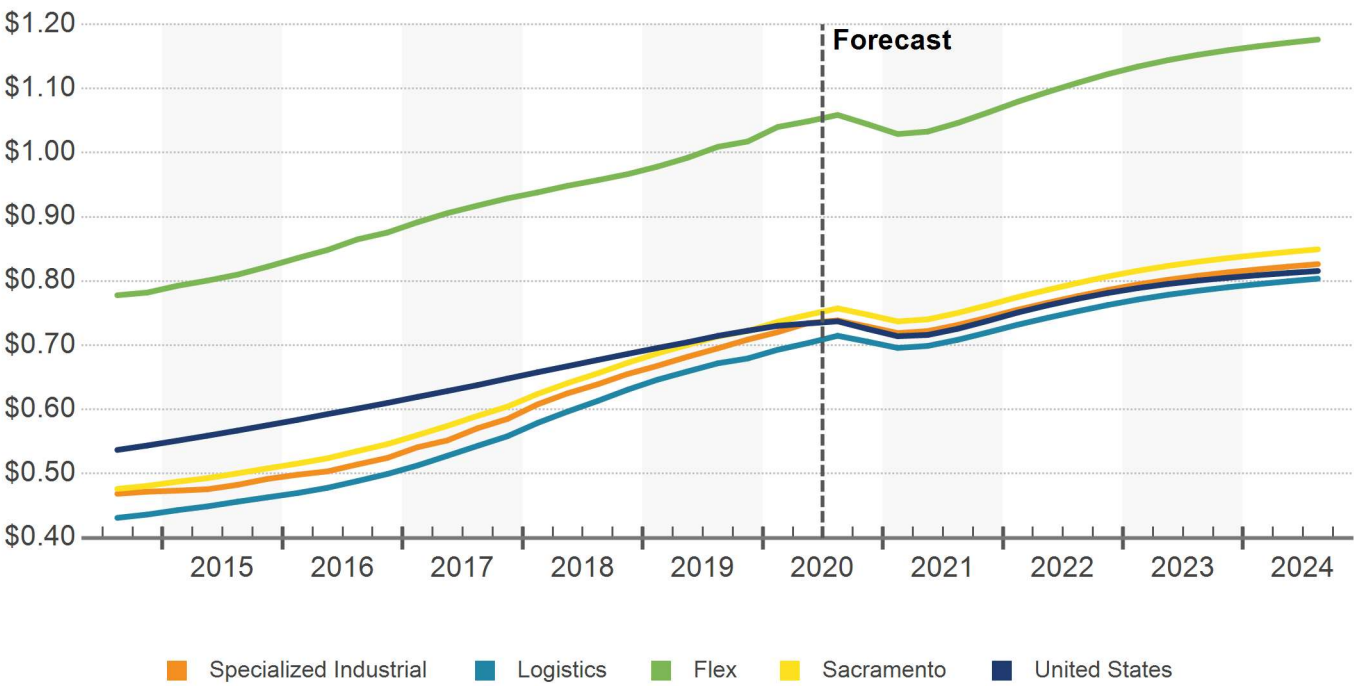
Davis/Woodland, one of the metro's largest submarkets in terms of inventory, has among the cheapest rents; the average rate sits below \$7/SF. A number of tenants, including drug stores and food companies, occupy outsized distribution buildings in the city of Woodland.

An example of how much product can rent for is the Natomas/Northgate-located 4040 Vista Park Court. In June, Penske Logistics renewed its 57,000-SF space at a starting rent of \$6.60/SF NNN; the term runs for five years.

MARKET RENT GROWTH (YOY)



MARKET RENT PER SQUARE FEET



As of 20Q3, Sacramento's industrial development pipeline was at its highest level on record. More than 4 million SF was underway, which is in stark contrast to most of this past cycle. Since 2010, Sacramento's industrial inventory has expanded by only about 3 million SF, or less than 2%, on an absolute basis. Nonetheless, roughly half of all product built over the past 10 years has delivered since 2017.

The majority of construction is in Natomas/Northgate's Metro Air Park. Directly adjacent to Sacramento International Airport, plans for the 1,900-acre site initially emerged decades ago, but flooding in the Natomas Basin caused trepidation among developers for years. The property sat dormant until 2016, when Amazon's 855,000-SF fulfillment center broke ground before delivering the following year. But several projects have kicked off construction in recent quarters, including another outsized distribution facility for a notable retailer.

In 19Q4, Riverside, Missouri-based NorthPoint Development broke ground on a 1.1 million-SF distribution building for Walmart. Located directly north of Amazon's property at 7000 Power Line Road, construction is expected to wrap up before the end of 2020.

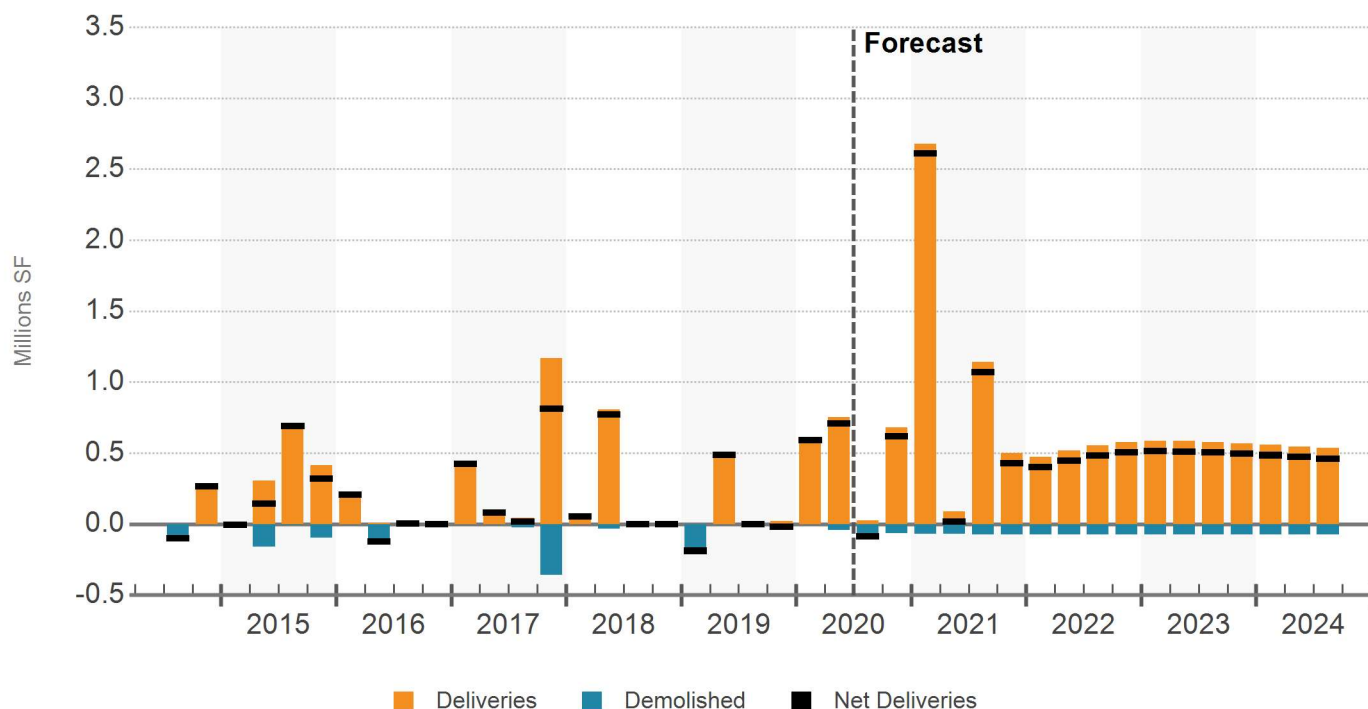
Moreover, Buzz Oates is building two spec assets on Metro Air Parkway, which are similarly expected to deliver before the end of 2020. Measuring 602,500 SF and 500,800 SF, respectively, each property was 0% preleased as of 20Q3.

In recent years, developers have had little trouble securing tenant commitments for large-scale logistics assets. Approximately 10 distribution and warehouse buildings measuring at least 100,000 SF have delivered in metropolitan Sacramento since 2017, and only the West Sacramento-located 3065 Ramco St., which just delivered in April, was vacant and for lease as of 20Q3.

Another large, recent delivery, and perhaps the most conspicuous evidence of Prop 64's passage, is Natura Life+Science's cannabis campus in Power Inn. Located at 8280 Elder Creek Road, the 265,000-SF building wrapped up construction in April.

A vacancy rate that's roughly half of the metro's historical average coupled with landlords achieving some of the strongest rent growth in the country would typically indicate that industrial buildings will continue to break ground. But with the economic dislocation that has resulted from the pandemic, the development pipeline may slow in the near-term.

DELIVERIES & DEMOLITIONS



SUBMARKET CONSTRUCTION

No.	Submarket	Under Construction Inventory					Average Building Size		
		Bldgs	SF (000)	Pre-Leased SF (000)	Pre-Leased %	Rank	All Existing	Under Constr	Rank
1	Natomas/Northgate	4	2,472	1,369	55.4%	7	41,986	618,072	1
2	West Sacramento	3	971	547	56.3%	6	41,418	323,696	2
3	McClellan	2	340	260	76.5%	4	26,815	169,818	3
4	Roseville/Rocklin	5	197	150	76.0%	5	31,783	39,449	6
5	Sunrise	2	185	86	46.5%	8	20,770	92,626	5
6	Elk Grove/Laguna	1	111	111	100%	1	28,438	111,489	4
7	Folsom/El Dorado	1	27	27	100%	1	17,866	26,801	7
8	Davis/Woodland	1	20	20	100%	1	49,920	20,000	8
9	Power Inn	1	9	0	0%	9	28,556	9,155	9
10	Auburn/Newcastle	0	-	-	-	-	15,214	-	-
	All Other	0	-	-	-		18,195	-	
Totals		20	4,333	2,570	59.3%		27,495	216,647	

Under Construction Properties

Sacramento Industrial

Properties

Square Feet

Percent of Inventory

Released

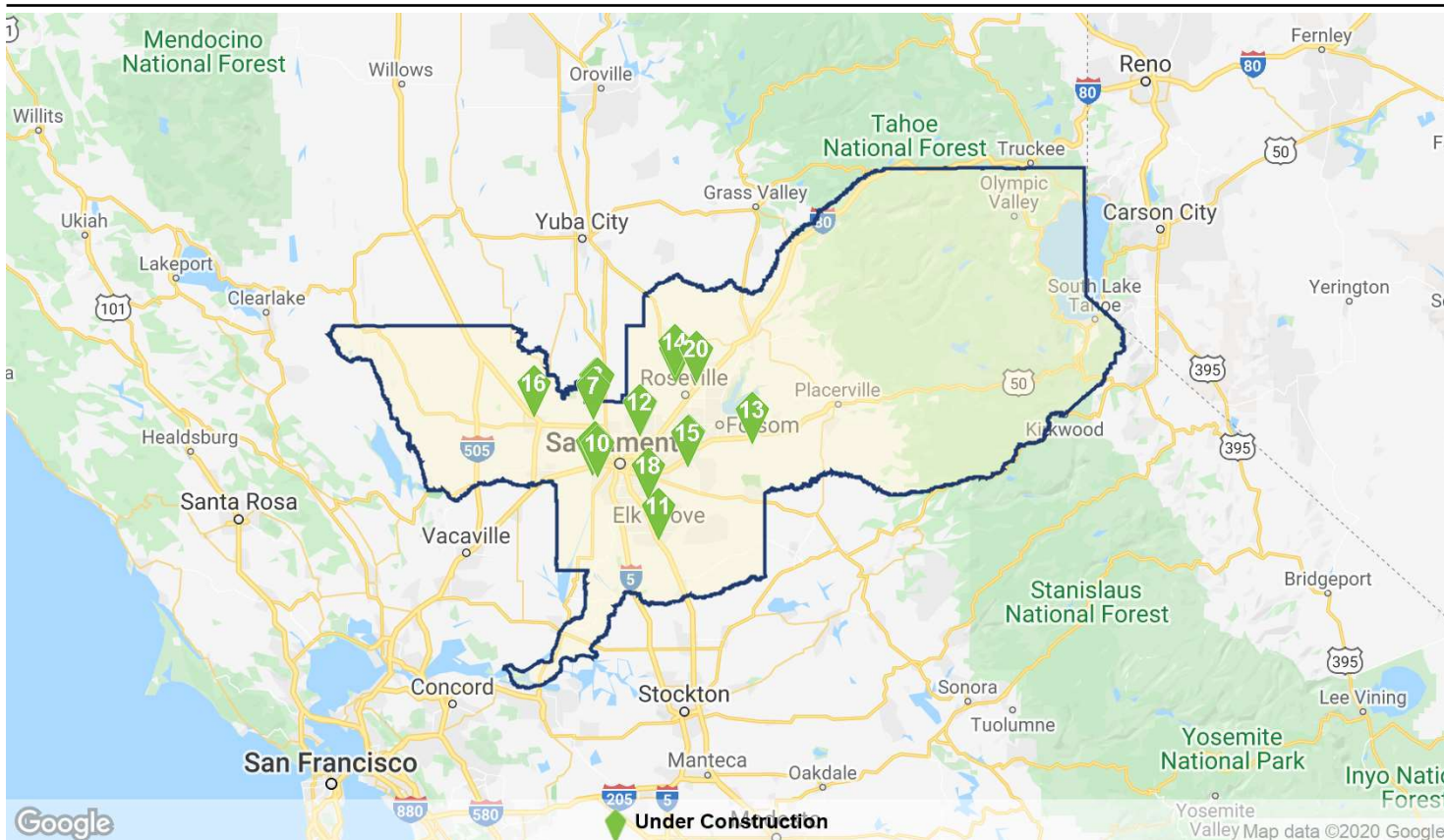
20

4,332,949

2.8%

59.3%

UNDER CONSTRUCTION PROPERTIES



UNDER CONSTRUCTION

	Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1	Building 1 7000 Power Line Rd	★★★★★	1,132,000	1	Dec 2019	Dec 2020	NorthPoint Development NorthPoint Development
2	8035 Metro Air Pky	★★★★★	602,516	1	Aug 2020	Aug 2021	-
3	Sacramento Internationa... 8040 Metro Air Pky	★★★★★	500,770	1	Jan 2020	Dec 2020	- Buzz Oates
4	3685 Massie Ct	★★★★★	475,000	1	Jul 2020	Jan 2021	Ridge Capital, Inc. Ridge Capital, Inc.
5	3520 Carlin Dr	★★★★★	379,161	1	Aug 2020	Jan 2021	Dermody Properties, Inc. Dermody Properties, Inc.
6	Building 1 1690 Bell Ave	★★★★★	259,835	1	Aug 2020	Jul 2021	- Buzz Oates
7	Building 2 Power Line Rd	★★★★★	237,000	1	Jan 2020	Oct 2020	NorthPoint Development NorthPoint Development



Under Construction Properties

Sacramento Industrial

UNDER CONSTRUCTION

	Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
8	3750 Zinfandel Dr	★ ★ ★ ★ ★	164,179	1	Jun 2020	Dec 2020	Kelley Commercial, LLC SalonGuys.com
9	Panattoni Bldg 3 7701 Foothills Blvd	★ ★ ★ ★ ★	149,900	1	Jan 2019	Oct 2020	- Panattoni Development Company...
10	3115 Ramco St	★ ★ ★ ★ ★	116,926	1	Jan 2019	Oct 2020	- TA Realty
11	9051 Union Park Way	★ ★ ★ ★ ★	111,489	1	Jan 2020	Oct 2020	Panattoni Development Company USAA Real Estate
12	Building 2 1680 Bell Ave	★ ★ ★ ★ ★	79,800	1	Aug 2020	Oct 2021	- Buzz Oates
13	4650 Golden Foothill Pky	★ ★ ★ ★ ★	26,801	1	Nov 2018	Oct 2020	Matt Cobabe -
14	10007 Foothills Blvd	★ ★ ★ ★ ★	23,312	1	Nov 2019	Oct 2021	- Thomastown Builders, Inc.
15	11040 N Mather Blvd	★ ★ ★ ★ ★	21,072	1	May 2020	Dec 2020	- D & S Development, Inc
16	Z Specialty Food 1221 Harter Ave	★ ★ ★ ★ ★	20,000	1	Sep 2019	Oct 2020	- Z Specialty Food, LLC
17	Bldg D Pacific St	★ ★ ★ ★ ★	9,311	1	Jan 2020	Oct 2020	- Mima Capital LLC
18	7440 Reese Rd	★ ★ ★ ★ ★	9,155	1	Aug 2019	Oct 2020	- Mark A Jenkins
19	Bldg G Pacific St	★ ★ ★ ★ ★	8,947	1	Jul 2019	Apr 2021	- Mima Capital LLC
20	Bldg F Pacific St	★ ★ ★ ★ ★	5,775	1	Jul 2019	Jan 2021	- Mima Capital LLC

The local sales market is not seeing the same level of activity as in recent years. Industrial investment volume has surpassed the annual historical norm, but is not on pace with 2019, let alone the outsized levels of 2017–18, when yearly sales averaged almost \$1 billion. The decline is largely attributable to a drop off in deal flow, and that trend will likely continue given the widespread economic uncertainty.

One of the year's largest trades thus far was the result of a portfolio sale. In April, Blackstone Group acquired two Stockton assets plus 3050 Ramco St. in West Sacramento from a joint venture of Irvine-based Panattoni Development and CalSTRS for \$76.8 million (\$96/SF). Located in Southport Industrial Park, 3050 Ramco St. is a 300,000-SF distribution building and was fully leased to HD Supply at the time of sale; it was valued at \$31.8 million (\$106/SF).

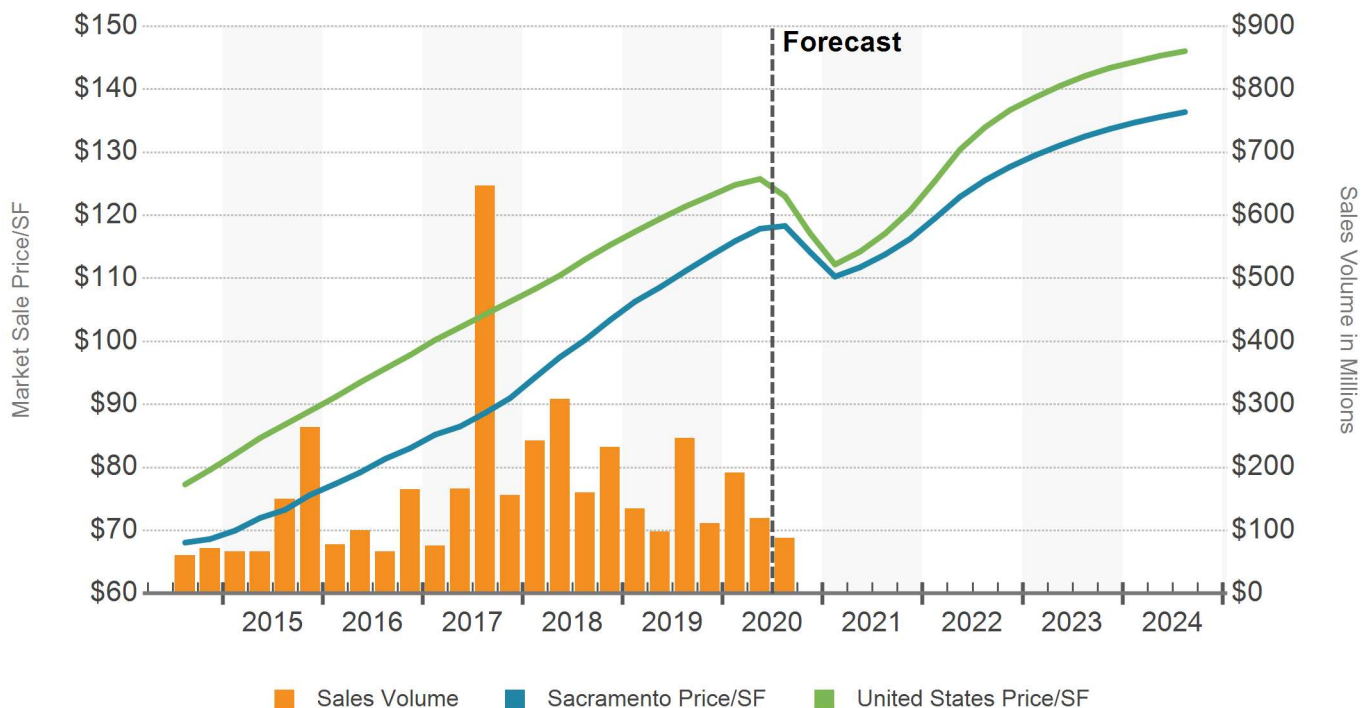
In contrast, the overwhelming majority of deals in Sacramento involve smaller assets trading for under \$2 million to owner/users or local investors, and one recent example of this type of sale is 7935 14th Ave. In

January, Jensen Fasteners acquired the 9,100-SF warehouse from a metro-based individual for \$1.4 million (\$155/SF). Jensen has occupied the Power Inn-located property for a number of years and will continue to do so.

Pricing has increased the past three consecutive years, but made one of its biggest leaps of the decade in 2019. The average transactional price was approximately \$105/SF, a 30% increase over the previous high, recorded in 2018. As of 20Q3, year-to-date pricing topped \$90/SF. Transactional cap rates have been trending in the mid-6% to low-7% range since 2015, including again this year.

Private individuals represent the majority of buyers, and only about 5% of investment this past cycle originated from institutional, private equity, or REIT firms. While most buyers in recent years have been metro-based, investors from the Bay Area and Southern California have been active, and out-of-state capital has flowed into the metro as well.

SALES VOLUME & MARKET SALE PRICE PER SF



Sales Past 12 Months

Sacramento Industrial

Sale Comparables

277

Avg. Cap Rate

6.4%

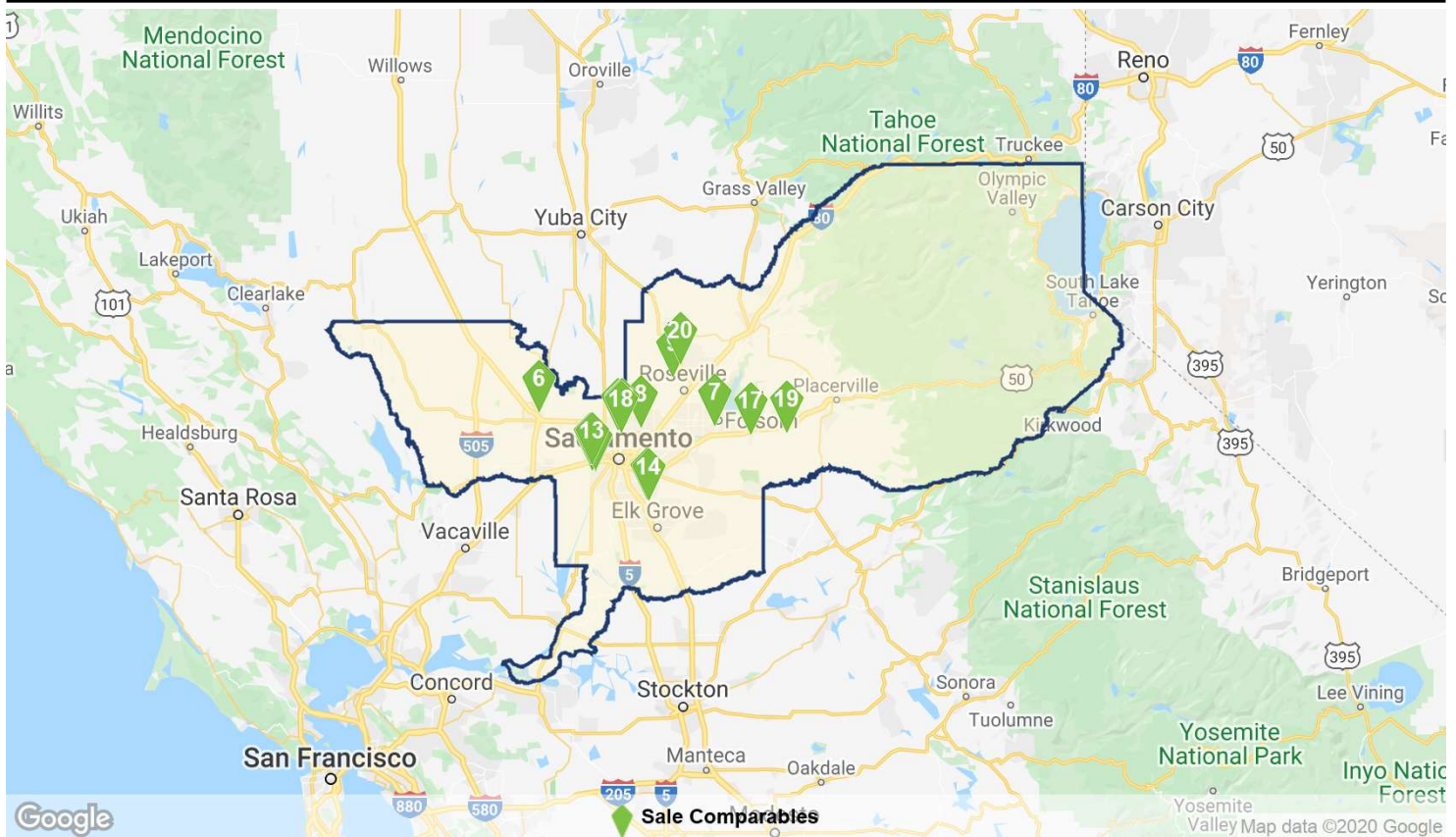
Avg. Price/SF

\$103

Avg. Vacancy At Sale

7.3%

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$80,206	\$2,855,081	\$1,410,500	\$43,121,609
Price/SF	\$6.90	\$103	\$115	\$435
Cap Rate	3.1%	6.4%	6.6%	11.5%
Time Since Sale in Months	0.0	6.8	7.3	12.0
Property Attributes	Low	Average	Median	High
Building SF	1,225	27,797	13,200	474,792
Ceiling Height	9'	18'	17'	36'
Docks	0	3	0	112
Vacancy Rate At Sale	0%	7.3%	0%	100%
Year Built	1900	1983	1983	2020
Star Rating	★★★★★	★★★★★ 2.2	★★★★★	★★★★★



Sales Past 12 Months

Sacramento Industrial

RECENT SIGNIFICANT SALES

Property Name - Address	Property				Sale			
	Rating	Yr Built	Bldg SF	Vacancy	Sale Date	Price	Price/SF	Cap Rate
1 550 N Pioneer Avenue 550 N Pioneer Ave	★★★★★	1996	319,800	0%	9/26/2019	\$43,121,609	\$135	-
2 HD Supply 3050 Ramco St	★★★★★	2008	300,000	0%	4/30/2020	\$31,796,809	\$106	-
3 Nor-Cal Beverage Comp... 3600 Massie Ct	★★★★★	2015	474,792	0%	8/6/2020	\$25,600,000	\$54	-
4 3500 Carlin Dr	★★★★★	2002	186,939	0%	9/19/2019	\$21,835,000	\$117	-
5 1740-1760 Enterprise Blvd	★★★★★	1981	139,200	31.0%	9/26/2019	\$20,429,096	\$147	-
6 660 N Pioneer Ave	★★★★★	2000	323,475	0%	6/19/2020	\$19,625,875	\$61	-
7 Silverbrook Business Park 625 Coolidge Dr	★★★★★	1996	103,943	0%	2/13/2020	\$18,450,000	\$178	-
8 Bldg 788 4841 Urbani Ave	★★★★★	1989	175,563	0%	2/7/2020	\$18,350,000	\$105	-
9 R3 8000-8030 Foothills Blvd	★★★★★	1979	151,423	0%	2/21/2020	\$16,683,575	\$110	-
10 1312 Striker Ave	★★★★★	2001	200,151	0%	3/26/2020	\$16,012,500	\$80	-
11 Enterprise West 1800-1810 Enterprise Blvd	★★★★★	1981	75,700	0%	9/26/2019	\$11,109,788	\$147	-
12 7728 Wilbur Way	★★★★★	1986	147,840	0%	12/31/2019	\$10,600,000	\$72	5.1%
13 Port of Sacramento Indu... 3940 Seaport Blvd	★★★★★	1985	131,626	0%	6/29/2020	\$9,182,827	\$70	-
14 8425 Carbide Ct	★★★★★	1983	56,904	0%	12/24/2019	\$9,085,000	\$160	6.5%
15 834 Striker Ave	★★★★★	1984	71,832	30.7%	9/26/2019	\$7,731,894	\$108	-
16 732 Striker Ave	★★★★★	1984	71,683	0%	9/26/2019	\$7,715,856	\$108	-
17 5200 Golden Foothill Pky	★★★★★	1985	45,415	0%	2/19/2020	\$7,250,000	\$160	7.4%
18 4130 S Market Ct	★★★★★	1982	85,280	0%	3/9/2020	\$7,000,000	\$82	-
19 4461 Business Dr	★★★★★	2008	51,175	0%	7/16/2020	\$6,599,000	\$129	8.3%
20 Bldg 1 3715 Atherton Rd	★★★★★	1986	54,503	0%	11/15/2019	\$6,200,000	\$114	-



California's sixth-most populous metro, employment losses in Sacramento have soared thanks to the coronavirus pandemic. Between February and April, the metro lost nearly 150,000 jobs.

Government is easily the largest component of the metro's workforce, accounting for about 25% of all local jobs, the highest share of government employment in the country. While typically a sector that can be counted on to buttress employment during economic downturns, this time may be different. Tax revenue has cratered because of the pandemic, and California is facing a \$54 billion budget deficit, a figure that is roughly three and a half times the state's \$16 billion rainy day fund and more than 37% of the state's general fund. Ballooning pension obligations over the longer term will further hinder California.

Education and health services was one of the strongest growing sectors before the pandemic, and in past recessions was largely insulated from job losses. But similar to government, this downturn is different. Medical practices, along with day care, were forced to close because of the stay-at-home measure, and the number of hospital patients cratered. As such, the sector lost nearly 30,000 workers between February and May, though it could see a quicker snapback than leisure and hospitality and retail trade.

Sacramento's relative affordability has remained one of its biggest draws. In recent years, Bay Area residents, as well as people in Los Angeles and San Diego, have shown interest in Sacramento to escape exorbitant housing costs, and household growth was surpassing the rate of single-family and apartment deliveries.

Job gains in administrative and support services were healthy before the pandemic, buoyed by lower business costs than in nearby metros. Unfortunately, while Sacramento's affordability has led to growth in back-office operations, this metro lacks the high concentration of well-educated workers needed for strong prospects in high-value-add industries.

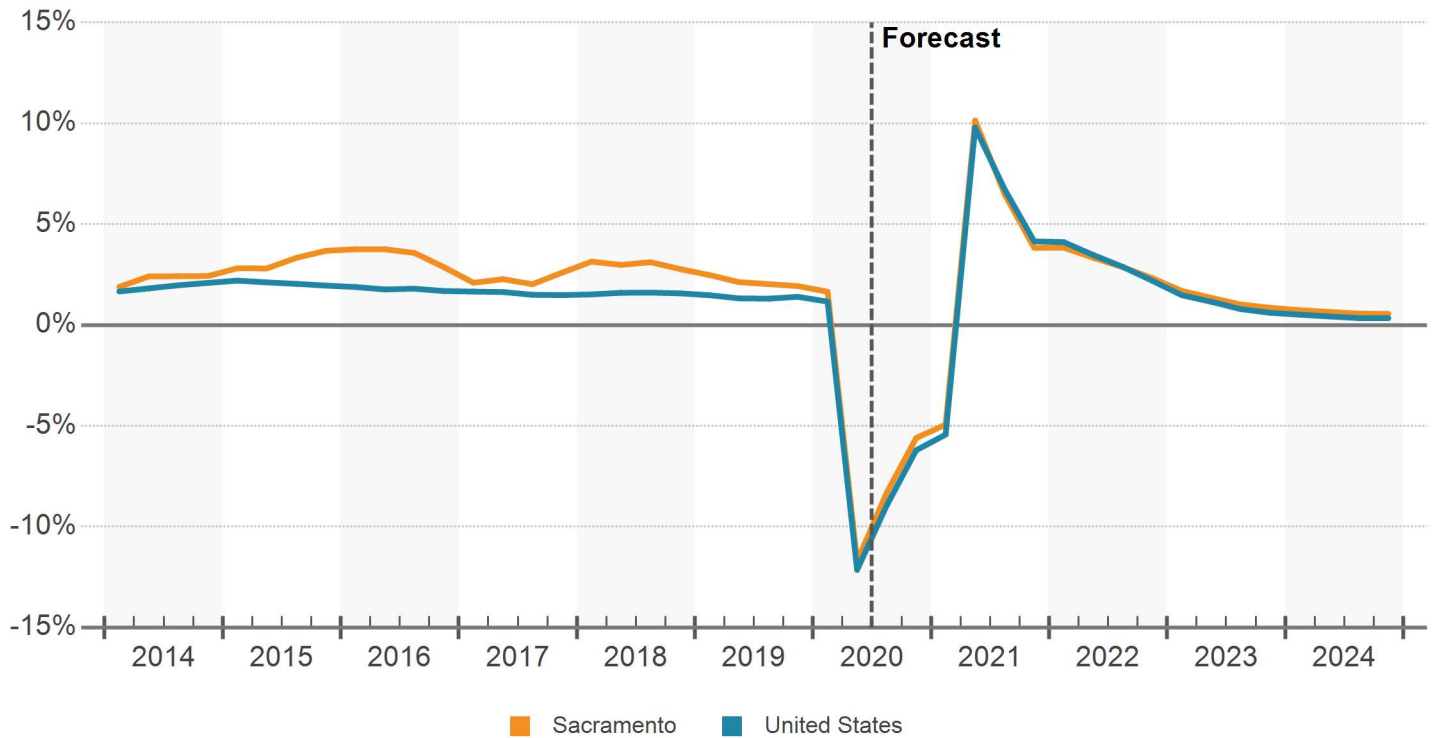
Tech employment does exist here, as Apple, Intel, Micron Technology, and Hewlett Packard Enterprises each have operations in Sacramento. Tech start-ups have a presence as well, including some who relocated from the Bay Area. However, Silicon Valley is only about 100 miles away and operates in an entirely different world for attracting high-income, usually tech-oriented employment. Even though rents in Sacramento are half of San Francisco's, tech tenants are hesitant to relocate here because the Bay Area's venture capital firms, engineering schools, and entrenched culture offer better incentives.

SACRAMENTO EMPLOYMENT BY INDUSTRY IN THOUSANDS

NAICS Industry	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
	Jobs	LQ	Market	US	Market	US	Market	US
Manufacturing	35	0.4	-3.41%	-7.12%	0.64%	0.32%	1.40%	0.96%
Trade, Transportation and Utilities	143	0.8	-11.90%	-8.49%	0.78%	0.31%	2.91%	1.68%
Retail Trade	87	0.9	-13.50%	-10.19%	-0.09%	-0.30%	3.29%	2.05%
Financial Activities	55	0.9	3.73%	-1.34%	1.20%	1.18%	-0.27%	0.72%
Government	235	1.6	-1.41%	-3.51%	0.34%	-0.30%	0.23%	0.69%
Natural Resources, Mining and Construction	68	1.3	-2.84%	-6.05%	5.77%	2.20%	1.23%	1.57%
Education and Health Services	153	1.0	-8.75%	-5.64%	2.38%	1.35%	3.64%	2.41%
Professional and Business Services	130	1.0	-4.00%	-7.59%	2.45%	1.62%	1.78%	2.36%
Information	11	0.6	-5.37%	-4.18%	-4.17%	0.14%	1.28%	1.60%
Leisure and Hospitality	72	1.0	-34.65%	-35.13%	-1.12%	-1.94%	8.61%	9.04%
Other Services	26	0.8	-26.51%	-15.96%	-1.04%	-0.71%	6.00%	3.29%
Total Employment	929	1.0	-9.04%	-9.63%	1.13%	0.46%	2.44%	2.34%

Source: Oxford Economics
LQ = Location Quotient

YEAR OVER YEAR JOB GROWTH



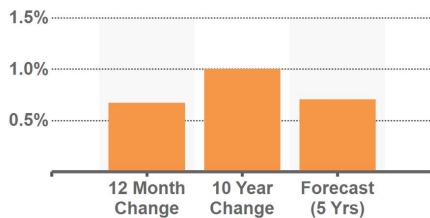
Source: Oxford Economics

DEMOGRAPHIC TRENDS

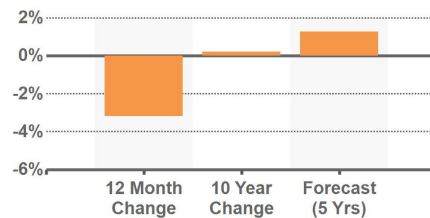
Demographic Category	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
	Metro	U.S.	Metro	U.S.	Metro	U.S.	Metro	U.S.
Population	2,379,642	329,933,094	0.7%	0.5%	1.0%	0.6%	0.7%	0.5%
Households	847,420	122,487,656	0.6%	0.4%	0.8%	0.7%	0.6%	0.4%
Median Household Income	\$76,620	\$64,498	1.8%	1.5%	3.1%	2.6%	2.8%	2.8%
Labor Force	1,067,689	158,949,938	-3.2%	-2.8%	0.2%	0.3%	1.3%	1.0%
Unemployment	16.6%	13.4%	13.0%	9.8%	0.4%	0.4%	-	-

Source: Oxford Economics

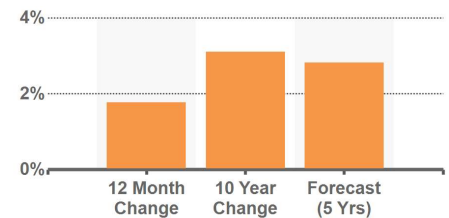
POPULATION GROWTH



LABOR FORCE GROWTH



INCOME GROWTH



Source: Oxford Economics

Sacramento Industrial

The map displays the 20 congressional districts of California. The Sacramento-San Joaquin River Delta region is highlighted in yellow, indicating the area of focus for the study. The districts are numbered 1 through 20. The map includes major cities such as Sacramento, San Francisco, San Jose, and San Diego. The Sacramento and San Joaquin Rivers are also shown. The map is sourced from Google Maps, with data from 2020.

Submarkets

Sacramento Industrial

SUBMARKET INVENTORY

No.	Submarket	Inventory				12 Month Deliveries				Under Construction as % of Inventory			
		Bldgs	SF (000)	% Market	Rank	Bldgs	SF (000)	Percent	Rank	Bldgs	SF (000)	Percent	Rank
1	Auburn/Newcastle	209	3,180	1.8%	15	0	0	0%	-	0	-	-	-
2	Davis/Woodland	353	17,622	9.9%	4	0	0	0%	-	1	20	0.1%	8
3	Downtown	193	3,226	1.8%	14	0	0	0%	-	0	-	-	-
4	East Sacramento	65	842	0.5%	16	0	0	0%	-	0	-	-	-
5	Elk Grove/Laguna	237	6,740	3.8%	9	1	13	0.2%	7	1	111	1.7%	6
6	Folsom/El Dorado	332	5,932	3.3%	10	0	0	0%	-	1	27	0.5%	7
7	Mather	258	5,695	3.2%	11	5	51	0.9%	5	0	-	-	-
8	McClellan	650	17,430	9.8%	5	5	489	2.8%	1	2	340	1.9%	3
9	Natomas/Northgate	361	15,157	8.5%	6	0	0	0%	-	4	2,472	16.3%	1
10	NE Sacramento	462	7,055	4.0%	8	0	0	0%	-	0	-	-	-
11	Outer El Dorado Cnty	65	492	0.3%	18	0	0	0%	-	0	-	-	-
12	Outer Placer County	27	185	0.1%	19	0	0	0%	-	0	-	-	-
13	Outer Sacramento Cnty	11	137	0.1%	20	0	0	0%	-	0	-	-	-
14	Outer Yolo County	11	514	0.3%	17	0	0	0%	-	0	-	-	-
15	Power Inn	980	27,985	15.8%	1	3	282	1.0%	3	1	9	0%	9
16	Richards	137	4,453	2.5%	13	0	0	0%	-	0	-	-	-
17	Roseville/Rocklin	667	21,200	11.9%	3	5	160	0.8%	4	5	197	0.9%	4
18	South Sacramento	293	5,095	2.9%	12	1	5	0.1%	8	0	-	-	-
19	Sunrise	623	12,940	7.3%	7	2	40	0.3%	6	2	185	1.4%	5
20	West Sacramento	523	21,661	12.2%	2	2	348	1.6%	2	3	971	4.5%	2

SUBMARKET RENT

No.	Submarket	Market Rent		12 Month Market Rent		QTD Annualized Market Rent	
		Per SF	Rank	Growth	Rank	Growth	Rank
1	Auburn/Newcastle	\$0.96	6	5.6%	12	4.7%	12
2	Davis/Woodland	\$0.56	20	7.6%	3	7.1%	3
3	Downtown	\$1.03	5	5.3%	16	3.7%	16
4	East Sacramento	\$1.12	3	6.2%	9	5.7%	8
5	Elk Grove/Laguna	\$0.72	14	6.5%	8	5.7%	9
6	Folsom/El Dorado	\$1.07	4	5.0%	18	2.9%	20
7	Mather	\$0.79	11	5.9%	10	5.3%	10
8	McClellan	\$0.77	12	6.6%	7	5.9%	7
9	Natomas/Northgate	\$0.72	15	8.3%	1	8.1%	1
10	NE Sacramento	\$0.82	10	5.4%	14	4.6%	13
11	Outer El Dorado Cnty	\$1.20	2	4.2%	20	3.2%	18
12	Outer Placer County	\$1.26	1	5.1%	17	3.6%	17
13	Outer Sacramento Cnty	\$0.89	7	5.3%	15	3.2%	19
14	Outer Yolo County	\$0.76	13	6.6%	6	4.1%	14
15	Power Inn	\$0.71	17	5.4%	13	6.2%	5
16	Richards	\$0.61	19	7.7%	2	7.7%	2
17	Roseville/Rocklin	\$0.84	8	6.8%	4	6.2%	6
18	South Sacramento	\$0.68	18	4.5%	19	3.9%	15
19	Sunrise	\$0.83	9	5.7%	11	5.1%	11
20	West Sacramento	\$0.71	16	6.7%	5	6.2%	4

SUBMARKET VACANCY & NET ABSORPTION

No.	Submarket	Vacancy			12 Month Absorption			
		SF	Percent	Rank	SF	% of Inv	Rank	Construc. Ratio
1	Auburn/Newcastle	74,276	2.3%	2	(29,230)	-0.9%	14	-
2	Davis/Woodland	855,480	4.9%	11	(122,730)	-0.7%	17	-
3	Downtown	160,020	5.0%	12	(62,799)	-1.9%	15	-
4	East Sacramento	33,471	4.0%	8	(4,117)	-0.5%	11	-
5	Elk Grove/Laguna	222,032	3.3%	4	105,828	1.6%	3	0.1
6	Folsom/El Dorado	223,708	3.8%	6	(25,999)	-0.4%	13	-
7	Mather	304,688	5.4%	13	(17,924)	-0.3%	12	-
8	McClellan	1,225,602	7.0%	16	25,022	0.1%	5	19.5
9	Natomas/Northgate	605,362	4.0%	9	214,243	1.4%	2	-
10	NE Sacramento	428,888	6.1%	15	(162,728)	-2.3%	19	-
11	Outer El Dorado Cnty	12,760	2.6%	3	(1,551)	-0.3%	10	-
12	Outer Placer County	1,300	0.7%	1	(1,300)	-0.7%	9	-
13	Outer Sacramento Cnty	-	-	-	14,509	10.6%	7	-
14	Outer Yolo County	-	-	-	11,000	2.1%	8	-
15	Power Inn	1,678,256	6.0%	14	(179,036)	-0.6%	20	-
16	Richards	175,104	3.9%	7	(135,581)	-3.0%	18	-
17	Roseville/Rocklin	758,570	3.6%	5	88,927	0.4%	4	1.8
18	South Sacramento	1,050,064	20.6%	18	21,621	0.4%	6	-
19	Sunrise	595,648	4.6%	10	(69,011)	-0.5%	16	-
20	West Sacramento	1,578,516	7.3%	17	233,675	1.1%	1	1.5

OVERALL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2024	187,994,447	1,866,010	1.0%	1,456,996	0.8%	1.3
2023	186,128,437	2,022,262	1.1%	1,519,754	0.8%	1.3
2022	184,106,175	1,830,486	1.0%	1,311,179	0.7%	1.4
2021	182,275,689	4,119,692	2.3%	952,288	0.5%	4.3
2020	178,155,997	1,835,860	1.0%	(184,865)	-0.1%	-
YTD	177,538,443	1,218,306	0.7%	(816,516)	-0.5%	-
2019	176,320,137	281,463	0.2%	1,172,541	0.7%	0.2
2018	176,038,674	826,612	0.5%	3,342,613	1.9%	0.2
2017	175,212,062	1,334,179	0.8%	3,884,609	2.2%	0.3
2016	173,877,883	85,524	0%	3,456,588	2.0%	0
2015	173,792,359	1,151,307	0.7%	2,744,714	1.6%	0.4
2014	172,641,052	(27,556)	0%	2,818,625	1.6%	-
2013	172,668,608	(113,576)	-0.1%	1,612,662	0.9%	-
2012	172,782,184	161,871	0.1%	445,420	0.3%	0.4
2011	172,620,313	(879,114)	-0.5%	(12,192)	0%	-
2010	173,499,427	(922,486)	-0.5%	(2,365,155)	-1.4%	-
2009	174,421,913	(112,667)	-0.1%	(4,087,941)	-2.3%	-
2008	174,534,580	354,660	0.2%	(1,186,958)	-0.7%	-

SPECIALIZED INDUSTRIAL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2024	28,848,326	244,743	0.9%	210,232	0.7%	1.2
2023	28,603,583	265,272	0.9%	252,922	0.9%	1.0
2022	28,338,311	240,161	0.9%	312,524	1.1%	0.8
2021	28,098,150	664,054	2.4%	(111,469)	-0.4%	-
2020	27,434,096	204,608	0.8%	122,471	0.4%	1.7
YTD	27,422,488	193,000	0.7%	168,996	0.6%	1.1
2019	27,229,488	(128,341)	-0.5%	26,822	0.1%	-
2018	27,357,829	(8,152)	0%	258,323	0.9%	-
2017	27,365,981	423,734	1.6%	1,205,903	4.4%	0.4
2016	26,942,247	(3,200)	0%	15,909	0.1%	-
2015	26,945,447	28,000	0.1%	681,766	2.5%	0
2014	26,917,447	73,122	0.3%	159,498	0.6%	0.5
2013	26,844,325	26,661	0.1%	(1,024,161)	-3.8%	-
2012	26,817,664	200,022	0.8%	581,192	2.2%	0.3
2011	26,617,642	(35,057)	-0.1%	(50,801)	-0.2%	-
2010	26,652,699	0	0%	(172,782)	-0.6%	-
2009	26,652,699	(161,593)	-0.6%	(785,874)	-2.9%	-
2008	26,814,292	82,976	0.3%	19,199	0.1%	4.3

Supply & Demand Trends

Sacramento Industrial

LOGISTICS SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2024	138,437,163	1,593,300	1.2%	1,281,489	0.9%	1.2
2023	136,843,863	1,726,682	1.3%	1,335,752	1.0%	1.3
2022	135,117,181	1,562,999	1.2%	1,062,434	0.8%	1.5
2021	133,554,182	3,410,713	2.6%	1,258,126	0.9%	2.7
2020	130,143,469	1,617,244	1.3%	(298,209)	-0.2%	-
YTD	129,572,800	1,046,575	0.8%	(918,117)	-0.7%	-
2019	128,526,225	409,804	0.3%	943,955	0.7%	0.4
2018	128,116,421	834,764	0.7%	2,749,526	2.1%	0.3
2017	127,281,657	1,000,833	0.8%	2,220,058	1.7%	0.5
2016	126,280,824	88,724	0.1%	2,937,656	2.3%	0
2015	126,192,100	1,138,307	0.9%	1,737,537	1.4%	0.7
2014	125,053,793	(117,504)	-0.1%	2,529,587	2.0%	-
2013	125,171,297	(125,130)	-0.1%	2,414,673	1.9%	-
2012	125,296,427	(22,026)	0%	(367,693)	-0.3%	-
2011	125,318,453	(708,157)	-0.6%	(159,548)	-0.1%	-
2010	126,026,610	(941,502)	-0.7%	(1,762,200)	-1.4%	-
2009	126,968,112	(44,069)	0%	(2,815,421)	-2.2%	-
2008	127,012,181	(101,873)	-0.1%	(713,759)	-0.6%	-

FLEX SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2024	20,708,958	27,967	0.1%	(34,725)	-0.2%	-
2023	20,680,991	30,308	0.1%	(68,920)	-0.3%	-
2022	20,650,683	27,326	0.1%	(63,779)	-0.3%	-
2021	20,623,357	44,925	0.2%	(194,369)	-0.9%	-
2020	20,578,432	14,008	0.1%	(9,127)	0%	-
YTD	20,543,155	(21,269)	-0.1%	(67,395)	-0.3%	-
2019	20,564,424	0	0%	201,764	1.0%	0
2018	20,564,424	0	0%	334,764	1.6%	0
2017	20,564,424	(90,388)	-0.4%	458,648	2.2%	-
2016	20,654,812	0	0%	503,023	2.4%	0
2015	20,654,812	(15,000)	-0.1%	325,411	1.6%	-
2014	20,669,812	16,826	0.1%	129,540	0.6%	0.1
2013	20,652,986	(15,107)	-0.1%	222,150	1.1%	-
2012	20,668,093	(16,125)	-0.1%	231,921	1.1%	-
2011	20,684,218	(135,900)	-0.7%	198,157	1.0%	-
2010	20,820,118	19,016	0.1%	(430,173)	-2.1%	-
2009	20,801,102	92,995	0.4%	(486,646)	-2.3%	-
2008	20,708,107	373,557	1.8%	(492,398)	-2.4%	-



OVERALL RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2024	\$0.85	165	2.1%	18.1%	14,602,439	7.8%	0.1%
2023	\$0.84	161	3.6%	15.7%	14,199,434	7.6%	0.2%
2022	\$0.81	156	5.9%	11.7%	13,702,948	7.4%	0.2%
2021	\$0.76	147	2.0%	5.6%	13,186,409	7.2%	1.6%
2020	\$0.75	144	3.5%	3.5%	10,013,627	5.6%	1.1%
YTD	\$0.76	146	4.6%	4.6%	9,983,745	5.6%	1.1%
2019	\$0.72	139	7.4%	0%	7,956,523	4.5%	-0.5%
2018	\$0.67	130	11.3%	-6.9%	8,847,601	5.0%	-1.5%
2017	\$0.60	117	10.7%	-16.3%	11,363,602	6.5%	-1.5%
2016	\$0.55	105	7.4%	-24.4%	13,914,032	8.0%	-1.9%
2015	\$0.51	98	5.7%	-29.6%	17,285,096	9.9%	-1.0%
2014	\$0.48	93	3.2%	-33.4%	18,878,503	10.9%	-1.6%
2013	\$0.47	90	0.9%	-35.5%	21,724,684	12.6%	-1.0%
2012	\$0.46	89	1.4%	-36.1%	23,450,922	13.6%	-0.2%
2011	\$0.46	88	-1.6%	-36.9%	23,734,471	13.7%	-0.4%
2010	\$0.46	89	-4.9%	-35.9%	24,601,393	14.2%	0.9%
2009	\$0.49	94	-6.0%	-32.6%	23,158,724	13.3%	2.3%
2008	\$0.52	100	-2.4%	-28.3%	19,183,450	11.0%	0.9%

SPECIALIZED INDUSTRIAL RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2024	\$0.83	154	2.0%	17.1%	2,401,031	8.3%	0%
2023	\$0.81	151	3.5%	14.8%	2,366,596	8.3%	0%
2022	\$0.79	146	5.8%	10.9%	2,354,493	8.3%	-0.3%
2021	\$0.74	138	1.9%	4.9%	2,426,727	8.6%	2.6%
2020	\$0.73	135	2.9%	2.9%	1,650,947	6.0%	0.3%
YTD	\$0.74	137	4.2%	4.2%	1,580,742	5.8%	0%
2019	\$0.71	131	8.2%	0%	1,556,738	5.7%	-0.5%
2018	\$0.66	121	11.9%	-7.6%	1,711,901	6.3%	-1.0%
2017	\$0.59	108	11.6%	-17.4%	1,978,376	7.2%	-3.0%
2016	\$0.52	97	6.7%	-26.0%	2,760,545	10.2%	-0.1%
2015	\$0.49	91	4.2%	-30.6%	2,779,654	10.3%	-2.4%
2014	\$0.47	87	2.0%	-33.4%	3,433,420	12.8%	-0.4%
2013	\$0.46	86	-0.1%	-34.7%	3,519,796	13.1%	3.9%
2012	\$0.46	86	-0.4%	-34.7%	2,468,974	9.2%	-1.5%
2011	\$0.46	86	-3.2%	-34.4%	2,850,144	10.7%	0.1%
2010	\$0.48	89	-6.6%	-32.2%	2,834,400	10.6%	0.6%
2009	\$0.51	95	-4.8%	-27.5%	2,661,618	10.0%	2.4%
2008	\$0.54	100	-3.4%	-23.8%	2,037,337	7.6%	0.2%

LOGISTICS RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2024	\$0.81	178	2.2%	18.9%	9,885,512	7.1%	0.1%
2023	\$0.79	174	3.6%	16.3%	9,579,060	7.0%	0.2%
2022	\$0.76	168	5.9%	12.3%	9,193,307	6.8%	0.3%
2021	\$0.72	159	2.0%	6.0%	8,695,216	6.5%	1.5%
2020	\$0.71	155	3.9%	3.9%	6,537,835	5.0%	1.4%
YTD	\$0.71	157	4.9%	4.9%	6,555,211	5.1%	1.5%
2019	\$0.68	150	7.7%	0%	4,598,119	3.6%	-0.4%
2018	\$0.63	139	13.0%	-7.2%	5,132,270	4.0%	-1.5%
2017	\$0.56	123	11.8%	-17.8%	7,047,032	5.5%	-1.0%
2016	\$0.50	110	7.9%	-26.5%	8,266,257	6.5%	-2.3%
2015	\$0.46	102	6.1%	-31.8%	11,115,189	8.8%	-0.6%
2014	\$0.44	96	3.7%	-35.8%	11,714,419	9.4%	-2.1%
2013	\$0.42	93	1.5%	-38.1%	14,361,510	11.5%	-2.0%
2012	\$0.41	91	2.5%	-39.0%	16,901,313	13.5%	0.3%
2011	\$0.40	89	-1.3%	-40.5%	16,555,646	13.2%	-0.4%
2010	\$0.41	90	-4.0%	-39.7%	17,104,255	13.6%	0.7%
2009	\$0.43	94	-5.9%	-37.2%	16,283,557	12.8%	2.2%
2008	\$0.45	100	-2.6%	-33.2%	13,512,205	10.6%	0.5%

FLEX RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2024	\$1.18	131	1.8%	16.1%	2,315,896	11.2%	0.3%
2023	\$1.16	128	3.3%	14.0%	2,253,778	10.9%	0.5%
2022	\$1.12	124	5.6%	10.3%	2,155,148	10.4%	0.4%
2021	\$1.06	118	1.7%	4.4%	2,064,466	10.0%	1.1%
2020	\$1.04	116	2.6%	2.6%	1,824,845	8.9%	0.1%
YTD	\$1.06	117	3.9%	3.9%	1,847,792	9.0%	0.2%
2019	\$1.02	113	5.3%	0%	1,801,666	8.8%	-1.0%
2018	\$0.97	107	4.1%	-5.0%	2,003,430	9.7%	-1.6%
2017	\$0.93	103	6.1%	-8.7%	2,338,194	11.4%	-2.6%
2016	\$0.88	97	6.5%	-13.9%	2,887,230	14.0%	-2.4%
2015	\$0.82	91	5.2%	-19.2%	3,390,253	16.4%	-1.6%
2014	\$0.78	87	2.6%	-23.1%	3,730,664	18.0%	-0.6%
2013	\$0.76	84	-0.5%	-25.0%	3,843,378	18.6%	-1.1%
2012	\$0.77	85	-0.7%	-24.6%	4,080,635	19.7%	-1.2%
2011	\$0.77	85	-1.4%	-24.1%	4,328,681	20.9%	-1.5%
2010	\$0.78	87	-6.6%	-23.0%	4,662,738	22.4%	2.1%
2009	\$0.84	93	-7.1%	-17.5%	4,213,549	20.3%	2.7%
2008	\$0.90	100	-1.2%	-11.2%	3,633,908	17.5%	3.9%

OVERALL SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2024	-	-	-	-	-	-	\$137.10	207	6.3%
2023	-	-	-	-	-	-	\$133.71	201	6.3%
2022	-	-	-	-	-	-	\$127.70	192	6.3%
2021	-	-	-	-	-	-	\$116.26	175	6.5%
2020	-	-	-	-	-	-	\$114.18	172	6.7%
YTD	165	\$399.3M	2.5%	\$2,745,149	\$93.91	6.6%	\$118.83	179	6.5%
2019	312	\$590.8M	3.5%	\$2,615,188	\$105.12	6.5%	\$113.56	171	6.6%
2018	457	\$941.9M	7.9%	\$3,276,304	\$80.88	6.5%	\$103.39	156	6.7%
2017	625	\$1B	9.7%	\$2,994,104	\$74.31	6.9%	\$91.00	137	6.9%
2016	443	\$409M	4.7%	\$1,512,228	\$65.37	7.0%	\$83.05	125	7.1%
2015	444	\$545.4M	5.7%	\$2,187,113	\$73.29	7.1%	\$75.65	114	7.3%
2014	283	\$252.8M	3.4%	\$1,302,077	\$51.49	8.5%	\$68.64	103	7.7%
2013	256	\$348.2M	5.1%	\$1,732,282	\$58.07	8.7%	\$64.70	97	7.8%
2012	377	\$186.6M	7.2%	\$1,213,648	\$53.05	9.1%	\$62.88	95	7.9%
2011	220	\$212.7M	3.1%	\$1,623,013	\$50.29	7.9%	\$61.14	92	8.0%
2010	140	\$147.8M	2.4%	\$1,524,298	\$53.69	9.1%	\$58.89	89	8.3%
2009	119	\$123.9M	2.3%	\$1,399,300	\$66.32	9.1%	\$58.50	88	8.5%

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(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

SPECIALIZED INDUSTRIAL SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2024	-	-	-	-	-	-	\$134.77	214	6.1%
2023	-	-	-	-	-	-	\$131.53	209	6.2%
2022	-	-	-	-	-	-	\$125.68	199	6.2%
2021	-	-	-	-	-	-	\$114.43	182	6.4%
2020	-	-	-	-	-	-	\$112.39	178	6.6%
YTD	17	\$42.7M	1.6%	\$2,510,687	\$98.04	8.3%	\$117.26	186	6.4%
2019	32	\$41.1M	1.9%	\$1,925,195	\$88.73	6.3%	\$111.94	178	6.5%
2018	51	\$47.9M	3.6%	\$2,050,203	\$64.95	5.5%	\$101.63	161	6.6%
2017	56	\$88.7M	6.6%	\$2,688,928	\$79.88	8.5%	\$89.89	143	6.8%
2016	46	\$58.9M	4.2%	\$2,452,149	\$62.28	6.8%	\$81.74	130	7.0%
2015	46	\$113.5M	4.9%	\$3,659,846	\$93.07	-	\$74.36	118	7.2%
2014	35	\$28.9M	3.3%	\$1,155,975	\$46.38	-	\$67.51	107	7.5%
2013	27	\$43.8M	9.7%	\$1,901,504	\$56.38	10.2%	\$63.47	101	7.7%
2012	30	\$25.5M	4.7%	\$1,414,496	\$41.22	7.0%	\$61.50	98	7.8%
2011	23	\$19.5M	3.6%	\$1,221,176	\$23.29	-	\$59.50	94	8.0%
2010	7	\$36.8M	2.5%	\$9,195,962	\$240.28	8.1%	\$56.53	90	8.3%
2009	17	\$10.9M	3.1%	\$842,243	\$44.68	-	\$55.91	89	8.5%

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(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

LOGISTICS SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2024	-	-	-	-	-	-	\$126.56	207	6.3%
2023	-	-	-	-	-	-	\$123.34	201	6.3%
2022	-	-	-	-	-	-	\$117.71	192	6.3%
2021	-	-	-	-	-	-	\$107.11	175	6.6%
2020	-	-	-	-	-	-	\$105.14	172	6.8%
YTD	109	\$266.4M	2.5%	\$2,802,808	\$86.34	6.1%	\$109.30	179	6.6%
2019	216	\$436.7M	3.6%	\$2,752,771	\$103.39	6.1%	\$104.67	171	6.6%
2018	319	\$742.8M	9.0%	\$3,680,526	\$75.92	6.4%	\$95.19	155	6.7%
2017	497	\$820.1M	10.8%	\$3,072,954	\$71.01	6.7%	\$83.23	136	7.0%
2016	313	\$245.6M	4.5%	\$1,321,918	\$60.12	7.0%	\$76.26	125	7.1%
2015	308	\$302.7M	5.4%	\$1,789,447	\$60.58	7.0%	\$69.47	113	7.3%
2014	193	\$166.1M	3.2%	\$1,227,546	\$46.55	8.4%	\$62.93	103	7.7%
2013	164	\$210.1M	3.9%	\$1,658,805	\$50.11	8.4%	\$59.38	97	7.8%
2012	261	\$101M	7.7%	\$1,013,068	\$48.00	9.5%	\$57.81	94	7.9%
2011	159	\$128.2M	3.0%	\$1,385,858	\$44.81	8.2%	\$56.32	92	8.1%
2010	112	\$96M	2.5%	\$1,192,309	\$41.25	9.3%	\$54.29	89	8.3%
2009	78	\$87.1M	2.1%	\$1,448,594	\$65.65	9.1%	\$53.91	88	8.5%

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(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

FLEX SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2024	-	-	-	-	-	-	\$208.57	200	6.3%
2023	-	-	-	-	-	-	\$203.93	195	6.3%
2022	-	-	-	-	-	-	\$195.18	187	6.3%
2021	-	-	-	-	-	-	\$178.03	170	6.5%
2020	-	-	-	-	-	-	\$175.25	168	6.7%
YTD	39	\$90.2M	4.1%	\$2,703,440	\$123.45	7.1%	\$182.70	175	6.5%
2019	64	\$112.9M	4.8%	\$2,457,171	\$121.08	7.1%	\$173.35	166	6.6%
2018	87	\$151.3M	6.6%	\$2,419,912	\$134.51	6.8%	\$158.89	152	6.7%
2017	72	\$135.6M	7.3%	\$2,766,953	\$97.25	7.3%	\$142.89	137	6.8%
2016	84	\$104.5M	7.0%	\$1,710,359	\$85.24	7.0%	\$128.83	123	7.0%
2015	90	\$129.3M	8.7%	\$2,602,579	\$105.38	7.3%	\$117.45	112	7.3%
2014	55	\$57.9M	4.5%	\$1,764,700	\$80.37	8.7%	\$107.23	103	7.6%
2013	65	\$94.3M	6.1%	\$1,844,072	\$91.86	8.5%	\$100.86	97	7.8%
2012	86	\$60.2M	7.5%	\$1,679,562	\$75.59	9.1%	\$97.57	93	7.9%
2011	38	\$65M	3.1%	\$2,956,847	\$122.26	6.0%	\$94.59	91	8.1%
2010	21	\$15M	1.8%	\$1,149,068	\$55.12	9.5%	\$91.86	88	8.3%
2009	24	\$25.9M	2.3%	\$1,708,827	\$87.17	-	\$91.77	88	8.4%

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(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.



Demographic and Income Comparison Profile

1060 Industrial Ave, South Lake Tahoe, California, 96150
Ring Bands: 0-1, 1-3, 3-5 mile radii

Prepared by Aziz Khatri
Latitude: 38.90191
Longitude: -120.01047

	0 - 1 mile	1 - 3 mile	3 - 5 mile
Census 2010 Summary			
Population	2,755	14,113	11,914
Households	1,247	6,231	4,536
Families	643	3,478	2,622
Average Household Size	2.17	2.25	2.56
Owner Occupied Housing Units	522	3,605	1,879
Renter Occupied Housing Units	725	2,626	2,657
Median Age	37.9	41.2	34.2
2020 Summary			
Population	3,153	15,476	12,703
Households	1,422	6,799	4,816
Families	731	3,789	2,777
Average Household Size	2.18	2.26	2.58
Owner Occupied Housing Units	656	4,234	2,195
Renter Occupied Housing Units	767	2,565	2,621
Median Age	38.6	43.5	35.7
Median Household Income	\$47,494	\$64,558	\$59,038
Average Household Income	\$62,007	\$93,812	\$81,336
2025 Summary			
Population	3,326	16,108	13,083
Households	1,499	7,060	4,952
Families	769	3,935	2,854
Average Household Size	2.19	2.27	2.58
Owner Occupied Housing Units	681	4,461	2,289
Renter Occupied Housing Units	818	2,599	2,663
Median Age	38.9	44.1	36.5
Median Household Income	\$50,972	\$70,772	\$64,208
Average Household Income	\$66,277	\$103,557	\$89,783
Trends: 2020-2025 Annual Rate			
Population	1.07%	0.80%	0.59%
Households	1.06%	0.76%	0.56%
Families	1.02%	0.76%	0.55%
Owner Households	0.75%	1.05%	0.84%
Median Household Income	1.42%	1.85%	1.69%

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2020 and 2025.

September 23, 2020



Demographic and Income Comparison Profile

1060 Industrial Ave, South Lake Tahoe, California, 96150
Ring Bands: 0-1, 1-3, 3-5 mile radii

Prepared by Aziz Khatri
Latitude: 38.90191
Longitude: -120.01047

2020 Households by Income	0 - 1 mile		1 - 3 mile		3 - 5 mile	
	Number	Percent	Number	Percent	Number	Percent
<\$15,000	252	17.7%	585	8.6%	595	12.4%
\$15,000 - \$24,999	150	10.5%	480	7.1%	380	7.9%
\$25,000 - \$34,999	217	15.3%	758	11.1%	529	11.0%
\$35,000 - \$49,999	107	7.5%	681	10.0%	495	10.3%
\$50,000 - \$74,999	278	19.5%	1,332	19.6%	897	18.6%
\$75,000 - \$99,999	156	11.0%	846	12.4%	713	14.8%
\$100,000 - \$149,999	133	9.4%	1,109	16.3%	626	13.0%
\$150,000 - \$199,999	112	7.9%	417	6.1%	280	5.8%
\$200,000+	18	1.3%	592	8.7%	302	6.3%
Median Household Income	\$47,494		\$64,558		\$59,038	
Average Household Income	\$62,007		\$93,812		\$81,336	
Per Capita Income	\$27,902		\$41,110		\$30,854	
2025 Households by Income	Number		Number		Number	
	Percent		Percent		Percent	
<\$15,000	247	16.5%	527	7.5%	541	10.9%
\$15,000 - \$24,999	152	10.1%	439	6.2%	352	7.1%
\$25,000 - \$34,999	224	14.9%	708	10.0%	495	10.0%
\$35,000 - \$49,999	109	7.3%	664	9.4%	481	9.7%
\$50,000 - \$74,999	302	20.1%	1,360	19.3%	923	18.6%
\$75,000 - \$99,999	173	11.5%	907	12.8%	781	15.8%
\$100,000 - \$149,999	150	10.0%	1,272	18.0%	703	14.2%
\$150,000 - \$199,999	124	8.3%	517	7.3%	337	6.8%
\$200,000+	19	1.3%	667	9.4%	340	6.9%
Median Household Income	\$50,972		\$70,772		\$64,208	
Average Household Income	\$66,277		\$103,557		\$89,783	
Per Capita Income	\$29,790		\$45,279		\$33,992	

Data Note: Income is expressed in current dollars.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2020 and 2025.

September 23, 2020



Demographic and Income Comparison Profile

1060 Industrial Ave, South Lake Tahoe, California, 96150
Ring Bands: 0-1, 1-3, 3-5 mile radii

Prepared by Aziz Khatri
Latitude: 38.90191
Longitude: -120.01047

2010 Population by Age	0 - 1 mile		1 - 3 mile		3 - 5 mile	
	Number	Percent	Number	Percent	Number	Percent
Age 0 - 4	151	5.5%	709	5.0%	804	6.7%
Age 5 - 9	132	4.8%	645	4.6%	680	5.7%
Age 10 - 14	173	6.3%	735	5.2%	686	5.8%
Age 15 - 19	192	7.0%	827	5.9%	843	7.1%
Age 20 - 24	220	8.0%	966	6.8%	1,074	9.0%
Age 25 - 34	412	14.9%	2,103	14.9%	2,008	16.9%
Age 35 - 44	349	12.7%	1,694	12.0%	1,613	13.5%
Age 45 - 54	461	16.7%	2,538	18.0%	1,757	14.7%
Age 55 - 64	370	13.4%	2,346	16.6%	1,433	12.0%
Age 65 - 74	165	6.0%	941	6.7%	667	5.6%
Age 75 - 84	88	3.2%	467	3.3%	264	2.2%
Age 85+	43	1.6%	142	1.0%	85	0.7%

2020 Population by Age	Number		Percent		Number	
	Number	Percent	Number	Percent	Number	Percent
Age 0 - 4	169	5.4%	695	4.5%	781	6.1%
Age 5 - 9	157	5.0%	675	4.4%	743	5.8%
Age 10 - 14	157	5.0%	732	4.7%	728	5.7%
Age 15 - 19	170	5.4%	718	4.6%	748	5.9%
Age 20 - 24	264	8.4%	987	6.4%	1,031	8.1%
Age 25 - 34	515	16.3%	2,231	14.4%	2,200	17.3%
Age 35 - 44	388	12.3%	1,988	12.8%	1,679	13.2%
Age 45 - 54	397	12.6%	1,926	12.4%	1,555	12.2%
Age 55 - 64	454	14.4%	2,651	17.1%	1,625	12.8%
Age 65 - 74	305	9.7%	2,019	13.0%	1,066	8.4%
Age 75 - 84	129	4.1%	643	4.2%	429	3.4%
Age 85+	47	1.5%	212	1.4%	118	0.9%

2025 Population by Age	Number		Percent		Number	
	Number	Percent	Number	Percent	Number	Percent
Age 0 - 4	178	5.4%	732	4.5%	825	6.3%
Age 5 - 9	165	5.0%	688	4.3%	746	5.7%
Age 10 - 14	165	5.0%	711	4.4%	714	5.5%
Age 15 - 19	182	5.5%	733	4.6%	771	5.9%
Age 20 - 24	234	7.0%	937	5.8%	990	7.6%
Age 25 - 34	568	17.1%	2,391	14.8%	2,205	16.9%
Age 35 - 44	420	12.6%	2,053	12.7%	1,842	14.1%
Age 45 - 54	407	12.2%	2,011	12.5%	1,535	11.7%
Age 55 - 64	420	12.6%	2,260	14.0%	1,533	11.7%
Age 65 - 74	367	11.0%	2,355	14.6%	1,221	9.3%
Age 75 - 84	172	5.2%	993	6.2%	560	4.3%
Age 85+	48	1.4%	244	1.5%	142	1.1%

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2020 and 2025.

September 23, 2020



Demographic and Income Comparison Profile

1060 Industrial Ave, South Lake Tahoe, California, 96150
Ring Bands: 0-1, 1-3, 3-5 mile radii

Prepared by Aziz Khatri
Latitude: 38.90191
Longitude: -120.01047

2010 Race and Ethnicity	0 - 1 mile		1 - 3 mile		3 - 5 mile	
	Number	Percent	Number	Percent	Number	Percent
White Alone	2,304	83.6%	12,075	85.6%	8,355	70.1%
Black Alone	19	0.7%	84	0.6%	121	1.0%
American Indian Alone	29	1.1%	122	0.9%	115	1.0%
Asian Alone	77	2.8%	395	2.8%	784	6.6%
Pacific Islander Alone	8	0.3%	22	0.2%	22	0.2%
Some Other Race Alone	210	7.6%	981	7.0%	2,077	17.4%
Two or More Races	108	3.9%	435	3.1%	439	3.7%
Hispanic Origin (Any Race)	536	19.5%	2,132	15.1%	4,413	37.0%

2020 Race and Ethnicity	0 - 1 mile		1 - 3 mile		3 - 5 mile	
	Number	Percent	Number	Percent	Number	Percent
White Alone	2,541	80.6%	12,861	83.1%	8,482	66.8%
Black Alone	26	0.8%	117	0.8%	158	1.2%
American Indian Alone	31	1.0%	128	0.8%	115	0.9%
Asian Alone	118	3.7%	579	3.7%	1,036	8.2%
Pacific Islander Alone	15	0.5%	28	0.2%	25	0.2%
Some Other Race Alone	275	8.7%	1,203	7.8%	2,370	18.7%
Two or More Races	147	4.7%	559	3.6%	517	4.1%
Hispanic Origin (Any Race)	679	21.5%	2,551	16.5%	4,912	38.7%

2025 Race and Ethnicity	0 - 1 mile		1 - 3 mile		3 - 5 mile	
	Number	Percent	Number	Percent	Number	Percent
White Alone	2,627	79.0%	13,153	81.7%	8,512	65.1%
Black Alone	32	1.0%	142	0.9%	183	1.4%
American Indian Alone	32	1.0%	133	0.8%	118	0.9%
Asian Alone	146	4.4%	704	4.4%	1,194	9.1%
Pacific Islander Alone	16	0.5%	29	0.2%	26	0.2%
Some Other Race Alone	304	9.1%	1,315	8.2%	2,491	19.0%
Two or More Races	168	5.1%	632	3.9%	560	4.3%
Hispanic Origin (Any Race)	755	22.7%	2,799	17.4%	5,176	39.6%

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2020 and 2025.

September 23, 2020



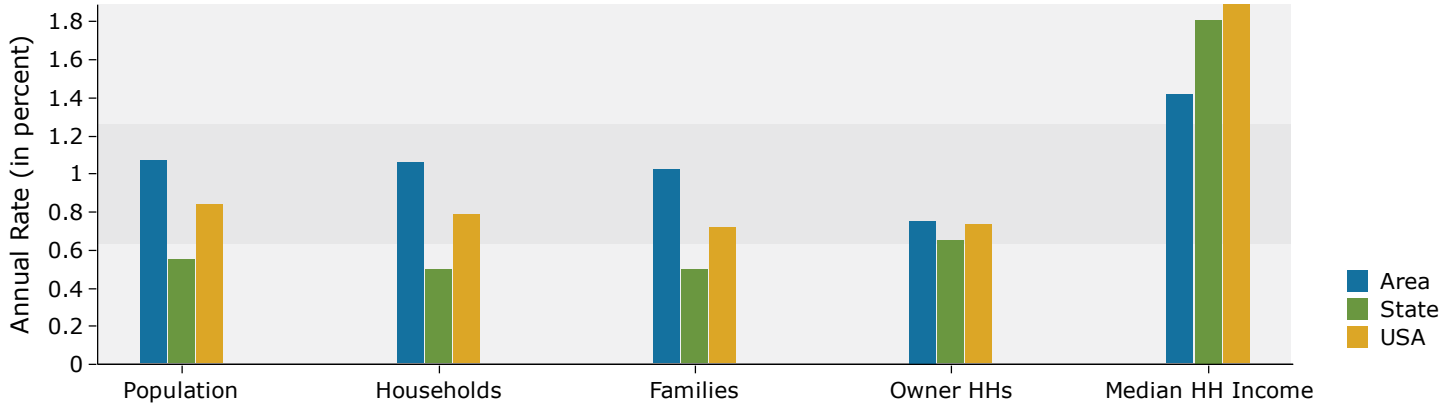
Demographic and Income Comparison Profile

1060 Industrial Ave, South Lake Tahoe, California, 96150
Ring Bands: 0-1, 1-3, 3-5 mile radii

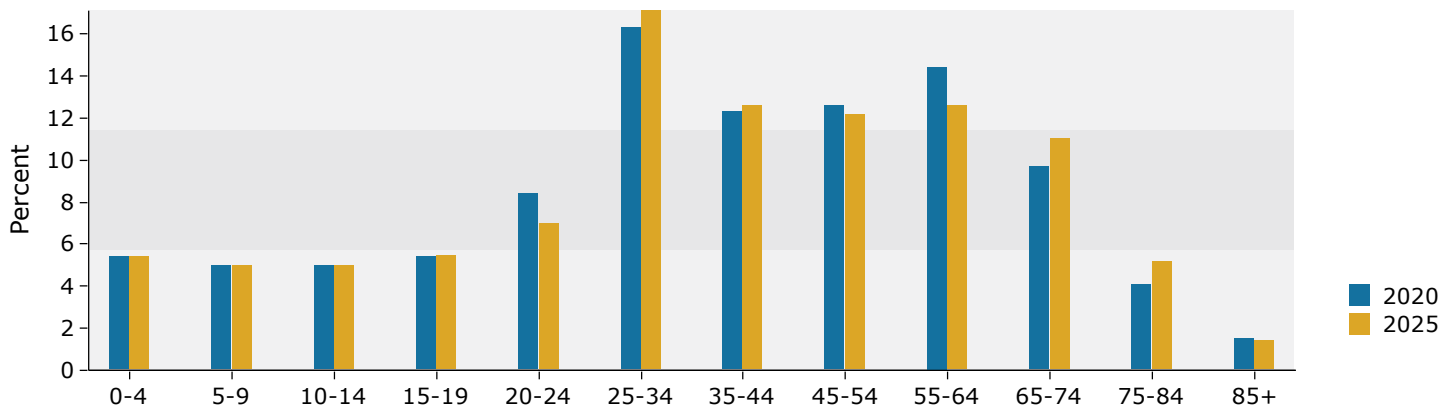
Prepared by Aziz Khatri
Latitude: 38.90191
Longitude: -120.01047

0 - 1 mile

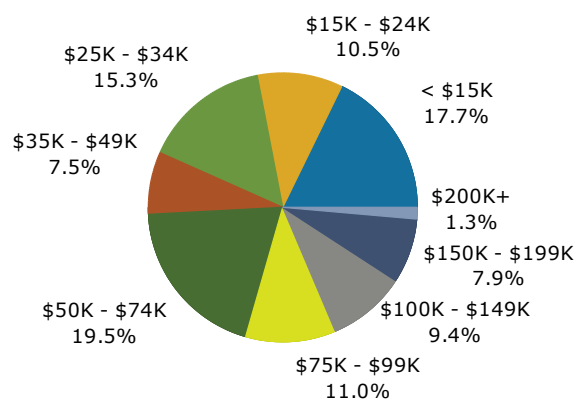
Trends 2020-2025



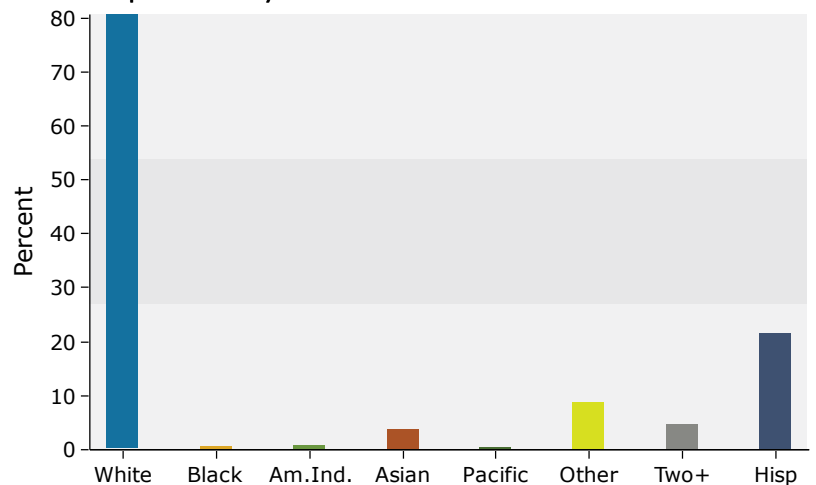
Population by Age



2020 Household Income



2020 Population by Race



Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2020 and 2025.

September 23, 2020



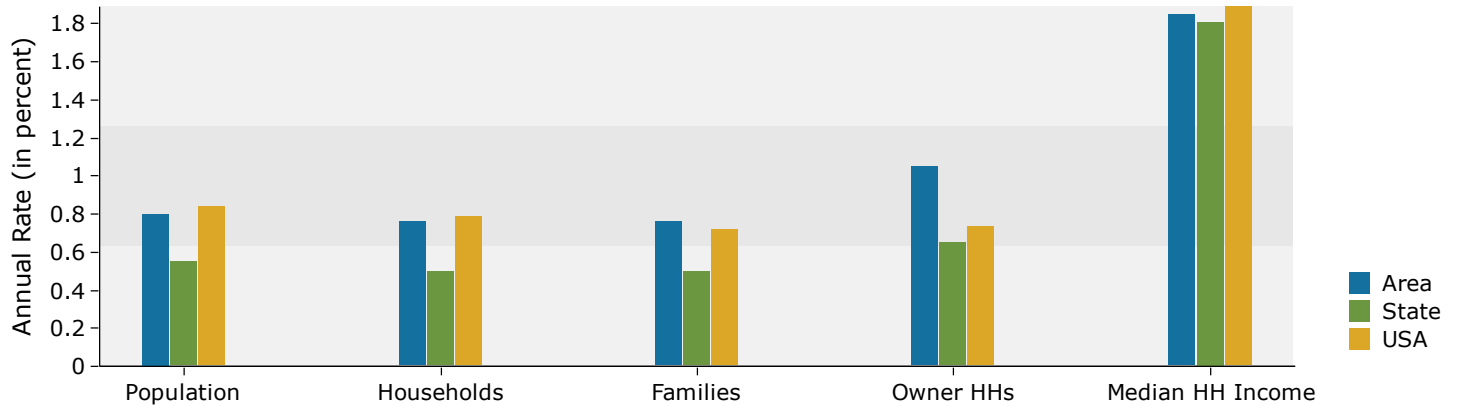
Demographic and Income Comparison Profile

1060 Industrial Ave, South Lake Tahoe, California, 96150
Ring Bands: 0-1, 1-3, 3-5 mile radii

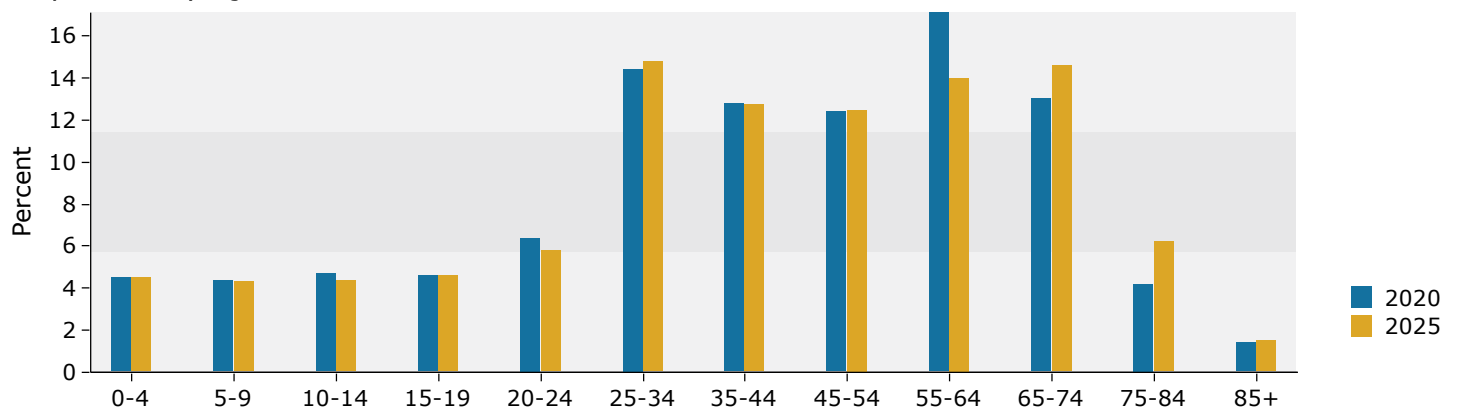
Prepared by Aziz Khatri
Latitude: 38.90191
Longitude: -120.01047

1 - 3 mile

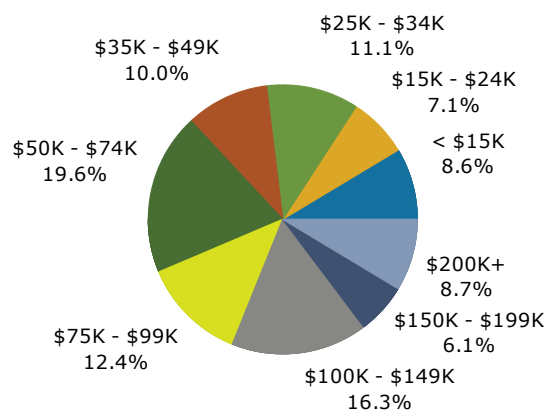
Trends 2020-2025



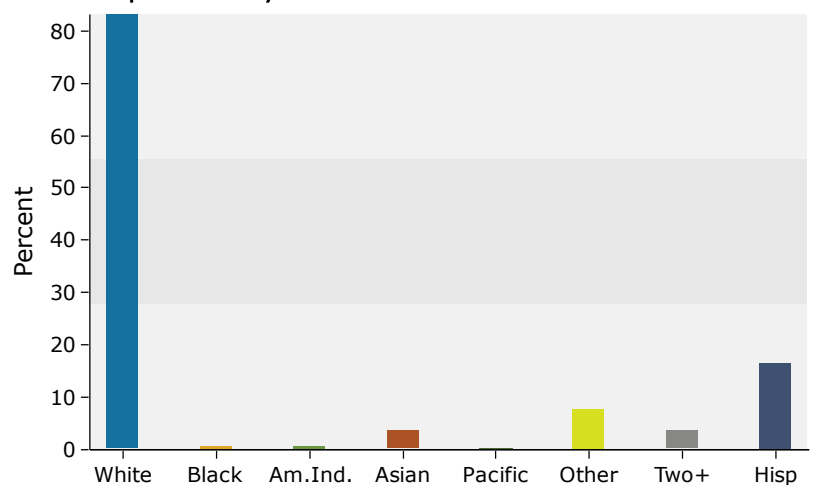
Population by Age



2020 Household Income



2020 Population by Race



Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2020 and 2025.

September 23, 2020



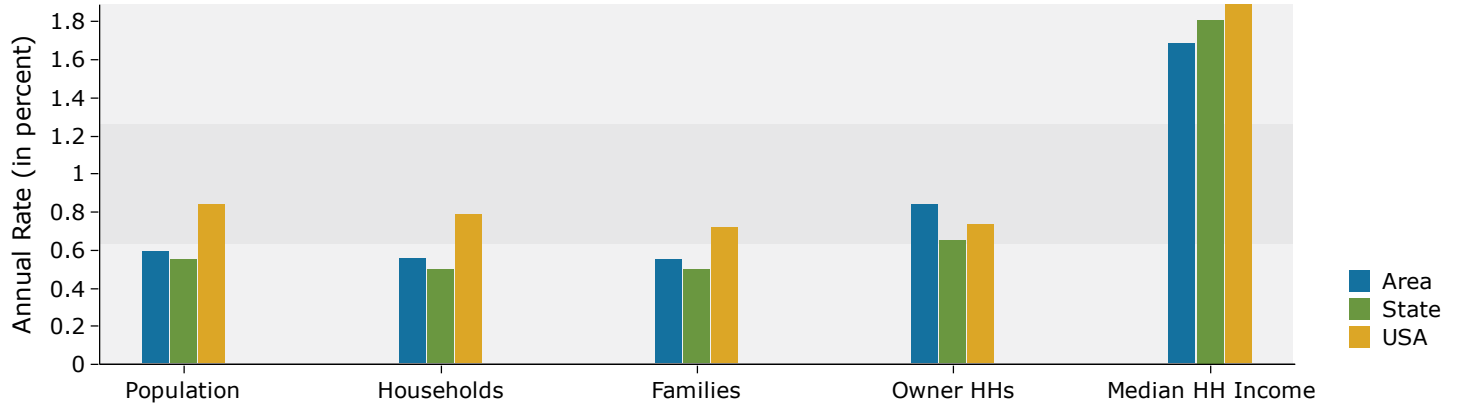
Demographic and Income Comparison Profile

1060 Industrial Ave, South Lake Tahoe, California, 96150
Ring Bands: 0-1, 1-3, 3-5 mile radii

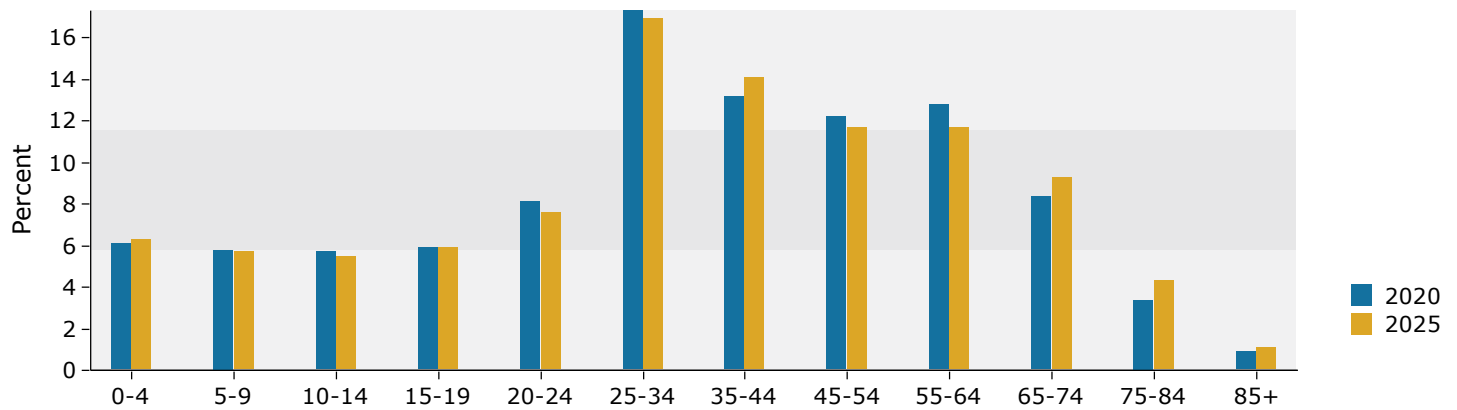
Prepared by Aziz Khatri
Latitude: 38.90191
Longitude: -120.01047

3 - 5 mile

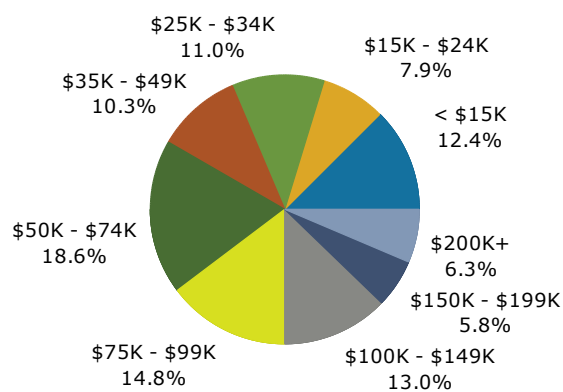
Trends 2020-2025



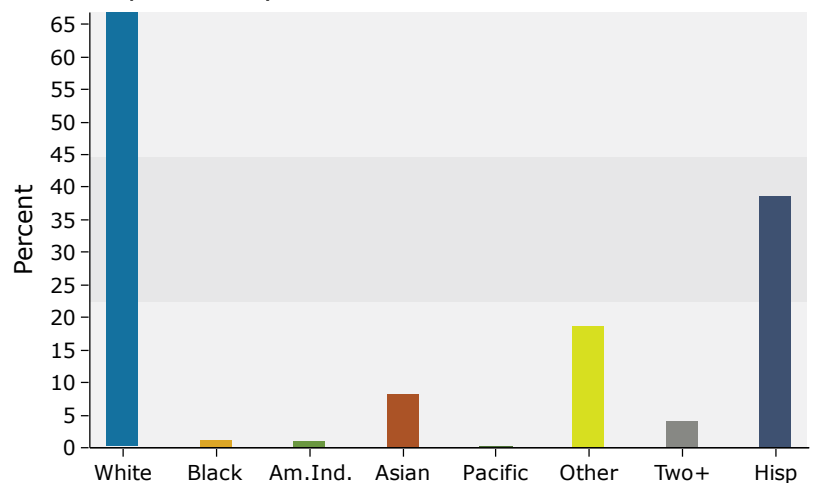
Population by Age



2020 Household Income



2020 Population by Race



Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2020 and 2025.

September 23, 2020



Demographic and Income Profile

1060 Industrial Ave, South Lake Tahoe, California, 96150
Ring Band: 0 - 1 mile radius

Prepared by Aziz Khatri
Latitude: 38.90191
Longitude: -120.01047

Summary	Census 2010	2020	2025				
Population	2,755	3,153	3,326				
Households	1,247	1,422	1,499				
Families	643	731	769				
Average Household Size	2.17	2.18	2.19				
Owner Occupied Housing Units	522	656	681				
Renter Occupied Housing Units	725	767	818				
Median Age	37.9	38.6	38.9				
Trends: 2020-2025 Annual Rate	Area	State	National				
Population	1.07%	0.55%	0.72%				
Households	1.06%	0.50%	0.72%				
Families	1.02%	0.50%	0.64%				
Owner HHs	0.75%	0.65%	0.72%				
Median Household Income	1.42%	1.81%	1.60%				
Households by Income	2020		2025				
	Number	Percent	Number	Percent			
	<\$15,000	252	17.7%	247	16.5%		
	\$15,000 - \$24,999	150	10.5%	152	10.1%		
	\$25,000 - \$34,999	217	15.3%	224	14.9%		
	\$35,000 - \$49,999	107	7.5%	109	7.3%		
	\$50,000 - \$74,999	278	19.5%	302	20.1%		
	\$75,000 - \$99,999	156	11.0%	173	11.5%		
	\$100,000 - \$149,999	133	9.4%	150	10.0%		
	\$150,000 - \$199,999	112	7.9%	124	8.3%		
	\$200,000+	18	1.3%	19	1.3%		
Median Household Income	\$47,494		\$50,972				
Average Household Income	\$62,007		\$66,277				
Per Capita Income	\$27,902		\$29,790				
Population by Age	Census 2010		2020		2025		
	Number	Percent	Number	Percent	Number	Percent	
	0 - 4	151	5.5%	169	5.4%	178	5.4%
	5 - 9	132	4.8%	157	5.0%	165	5.0%
	10 - 14	173	6.3%	157	5.0%	165	5.0%
	15 - 19	192	7.0%	170	5.4%	182	5.5%
	20 - 24	220	8.0%	264	8.4%	234	7.0%
	25 - 34	412	14.9%	515	16.3%	568	17.1%
	35 - 44	349	12.7%	388	12.3%	420	12.6%
	45 - 54	461	16.7%	397	12.6%	407	12.2%
	55 - 64	370	13.4%	454	14.4%	420	12.6%
	65 - 74	165	6.0%	305	9.7%	367	11.0%
	75 - 84	88	3.2%	129	4.1%	172	5.2%
	85+	43	1.6%	47	1.5%	48	1.4%
	Race and Ethnicity	Census 2010		2020		2025	
		Number	Percent	Number	Percent	Number	Percent
White Alone		2,304	83.6%	2,541	80.6%	2,627	79.0%
Black Alone		19	0.7%	26	0.8%	32	1.0%
American Indian Alone		29	1.1%	31	1.0%	32	1.0%
Asian Alone		77	2.8%	118	3.7%	146	4.4%
Pacific Islander Alone		8	0.3%	15	0.5%	16	0.5%
Some Other Race Alone		210	7.6%	275	8.7%	304	9.1%
Two or More Races		108	3.9%	147	4.7%	168	5.1%
Hispanic Origin (Any Race)		536	19.5%	680	21.6%	755	22.7%

Data Note: Income is expressed in current dollars.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2020 and 2025.

September 23, 2020



Demographic and Income Profile

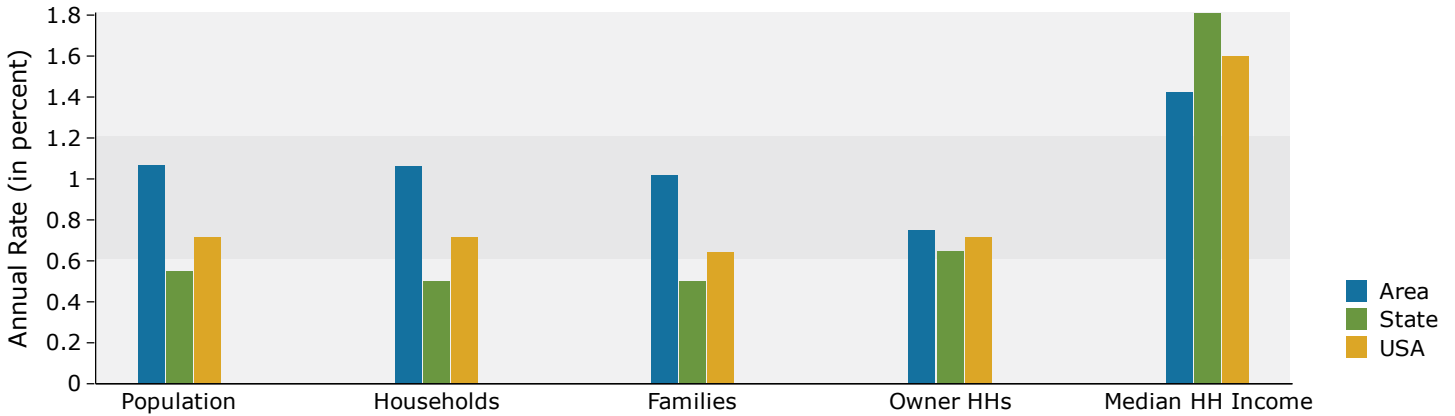
1060 Industrial Ave, South Lake Tahoe, California, 96150
Ring Band: 0 - 1 mile radius

Prepared by Aziz Khatri

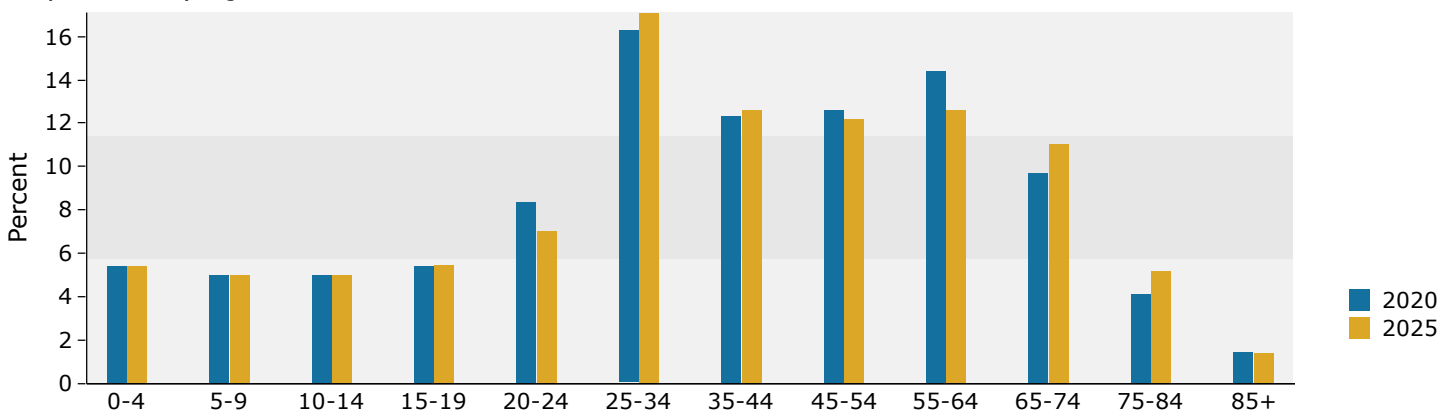
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Longitude: -120.01047

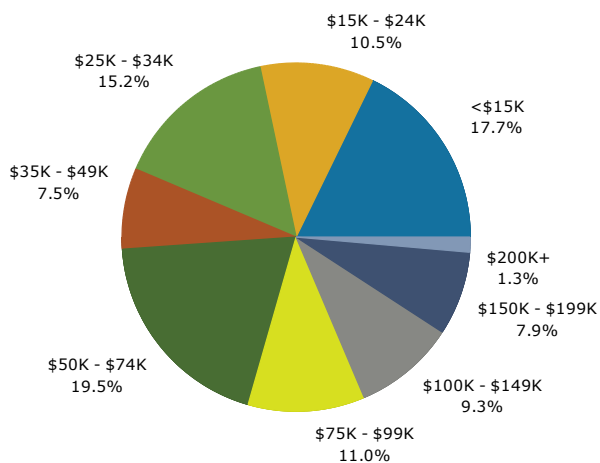
Trends 2020-2025



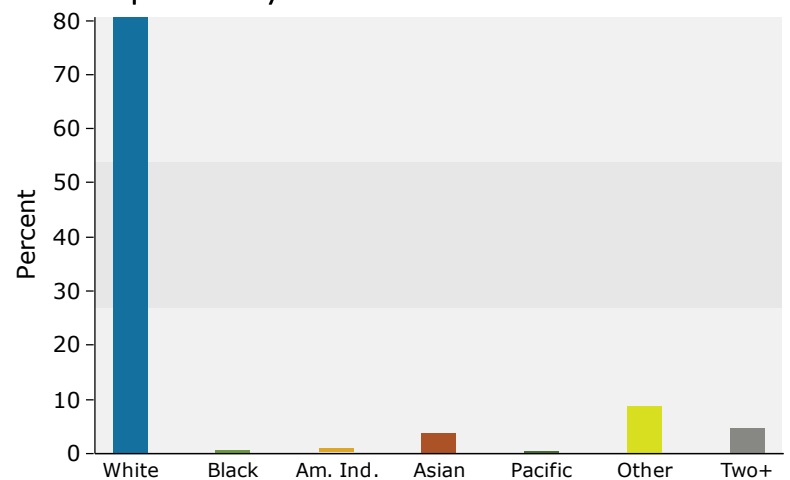
Population by Age



2020 Household Income



2020 Population by Race



2020 Percent Hispanic Origin: 21.6%

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2020 and 2025.

September 23, 2020



Demographic and Income Profile

1060 Industrial Ave, South Lake Tahoe, California, 96150
Ring Band: 1 - 3 mile radius

Prepared by Aziz Khatri
Latitude: 38.90191
Longitude: -120.01047

Summary	Census 2010	2020	2025				
Population	14,113	15,476	16,108				
Households	6,231	6,799	7,060				
Families	3,478	3,789	3,935				
Average Household Size	2.25	2.26	2.27				
Owner Occupied Housing Units	3,605	4,234	4,461				
Renter Occupied Housing Units	2,626	2,565	2,599				
Median Age	41.2	43.5	44.1				
Trends: 2020-2025 Annual Rate	Area	State	National				
Population	0.80%	0.55%	0.72%				
Households	0.76%	0.50%	0.72%				
Families	0.76%	0.50%	0.64%				
Owner HHs	1.05%	0.65%	0.72%				
Median Household Income	1.85%	1.81%	1.60%				
Households by Income	2020		2025				
	Number	Percent	Number	Percent			
	<\$15,000	585	8.6%	527	7.5%		
	\$15,000 - \$24,999	480	7.1%	439	6.2%		
	\$25,000 - \$34,999	758	11.1%	708	10.0%		
	\$35,000 - \$49,999	681	10.0%	664	9.4%		
	\$50,000 - \$74,999	1,332	19.6%	1,360	19.3%		
	\$75,000 - \$99,999	846	12.4%	907	12.8%		
	\$100,000 - \$149,999	1,109	16.3%	1,272	18.0%		
	\$150,000 - \$199,999	417	6.1%	517	7.3%		
\$200,000+	592	8.7%	667	9.4%			
Median Household Income	\$64,558		\$70,772				
Average Household Income	\$93,812		\$103,557				
Per Capita Income	\$41,110		\$45,279				
Population by Age	Census 2010		2020		2025		
	Number	Percent	Number	Percent	Number	Percent	
	0 - 4	709	5.0%	695	4.5%	732	4.5%
	5 - 9	645	4.6%	675	4.4%	688	4.3%
	10 - 14	735	5.2%	732	4.7%	711	4.4%
	15 - 19	827	5.9%	718	4.6%	733	4.6%
	20 - 24	966	6.8%	987	6.4%	937	5.8%
	25 - 34	2,103	14.9%	2,231	14.4%	2,391	14.8%
	35 - 44	1,694	12.0%	1,988	12.8%	2,053	12.7%
	45 - 54	2,538	18.0%	1,926	12.4%	2,011	12.5%
	55 - 64	2,346	16.6%	2,651	17.1%	2,260	14.0%
	65 - 74	941	6.7%	2,019	13.0%	2,355	14.6%
	75 - 84	467	3.3%	643	4.2%	993	6.2%
	85+	142	1.0%	212	1.4%	244	1.5%
Race and Ethnicity	Census 2010		2020		2025		
	Number	Percent	Number	Percent	Number	Percent	
	White Alone	12,075	85.6%	12,861	83.1%	13,153	81.7%
	Black Alone	84	0.6%	117	0.8%	142	0.9%
	American Indian Alone	122	0.9%	128	0.8%	133	0.8%
	Asian Alone	395	2.8%	579	3.7%	704	4.4%
	Pacific Islander Alone	22	0.2%	28	0.2%	29	0.2%
	Some Other Race Alone	981	7.0%	1,203	7.8%	1,315	8.2%
	Two or More Races	435	3.1%	559	3.6%	632	3.9%
	Hispanic Origin (Any Race)	2,132	15.1%	2,552	16.5%	2,799	17.4%

Data Note: Income is expressed in current dollars.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2020 and 2025.

September 23, 2020



Demographic and Income Profile

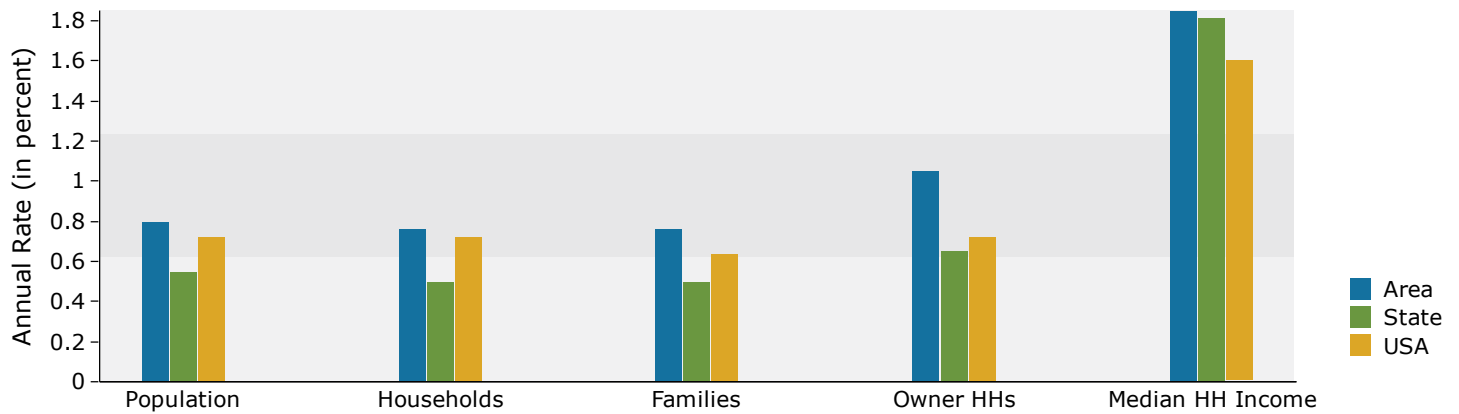
1060 Industrial Ave, South Lake Tahoe, California, 96150
Ring Band: 1 - 3 mile radius

Prepared by Aziz Khatri

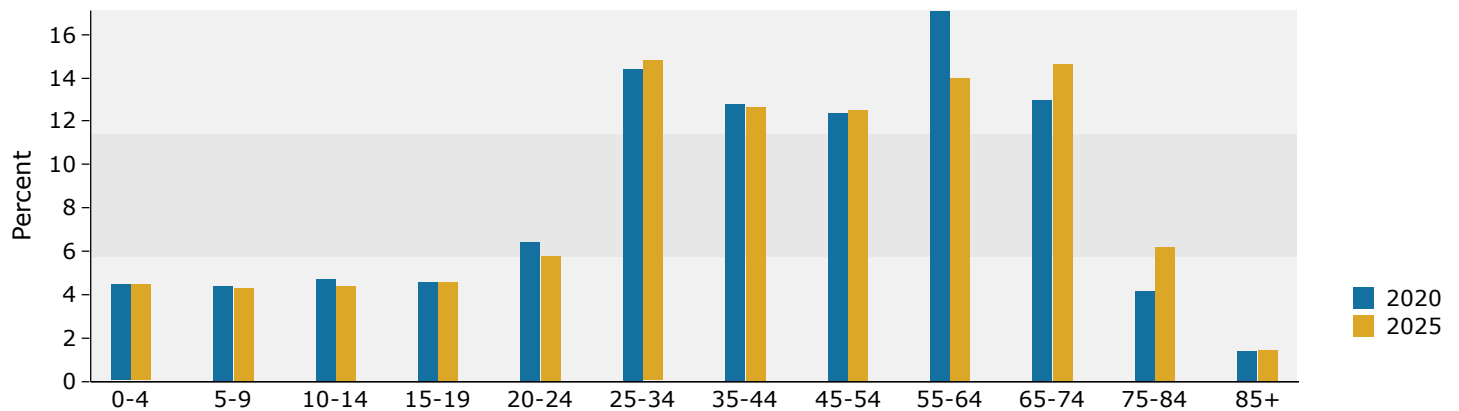
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Longitude: -120.01047

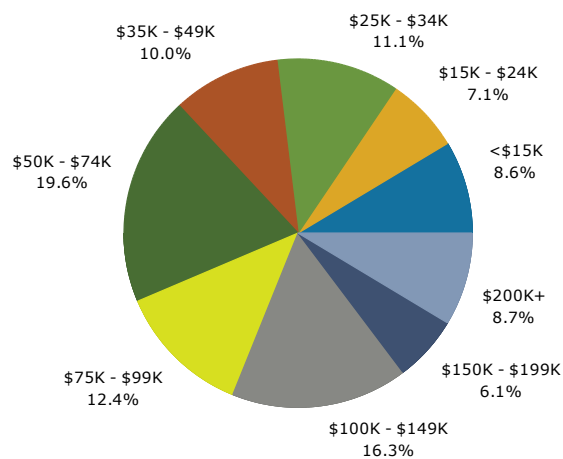
Trends 2020-2025



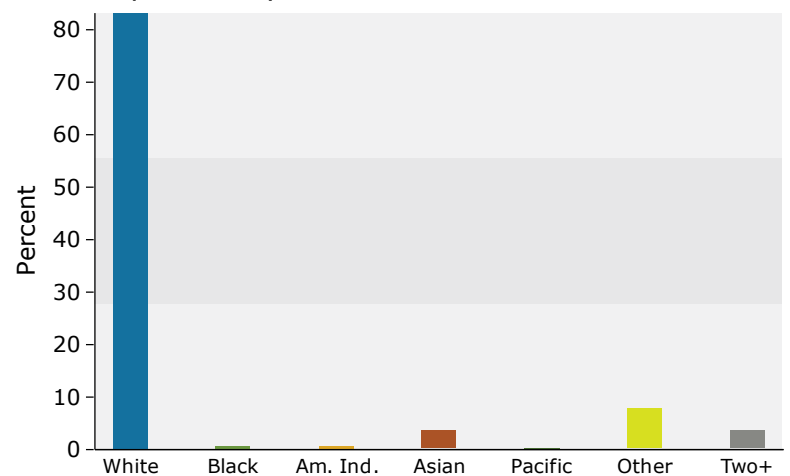
Population by Age



2020 Household Income



2020 Population by Race



2020 Percent Hispanic Origin: 16.5%



Demographic and Income Profile

1060 Industrial Ave, South Lake Tahoe, California, 96150
Ring Band: 3 - 5 mile radius

Prepared by Aziz Khatri
Latitude: 38.90191
Longitude: -120.01047

Summary	Census 2010	2020	2025				
Population	11,914	12,703	13,083				
Households	4,536	4,816	4,952				
Families	2,622	2,777	2,854				
Average Household Size	2.56	2.58	2.58				
Owner Occupied Housing Units	1,879	2,195	2,289				
Renter Occupied Housing Units	2,657	2,621	2,663				
Median Age	34.2	35.7	36.5				
Trends: 2020-2025 Annual Rate	Area	State	National				
Population	0.59%	0.55%	0.72%				
Households	0.56%	0.50%	0.72%				
Families	0.55%	0.50%	0.64%				
Owner HHs	0.84%	0.65%	0.72%				
Median Household Income	1.69%	1.81%	1.60%				
Households by Income	2020		2025				
	Number	Percent	Number	Percent			
	<\$15,000	595	12.4%	541	10.9%		
	\$15,000 - \$24,999	380	7.9%	352	7.1%		
	\$25,000 - \$34,999	529	11.0%	495	10.0%		
	\$35,000 - \$49,999	495	10.3%	481	9.7%		
	\$50,000 - \$74,999	897	18.6%	923	18.6%		
	\$75,000 - \$99,999	713	14.8%	781	15.8%		
	\$100,000 - \$149,999	626	13.0%	703	14.2%		
	\$150,000 - \$199,999	280	5.8%	337	6.8%		
\$200,000+	302	6.3%	340	6.9%			
Median Household Income	\$59,038		\$64,208				
Average Household Income	\$81,336		\$89,783				
Per Capita Income	\$30,854		\$33,992				
Population by Age	Census 2010		2020		2025		
	Number	Percent	Number	Percent	Number	Percent	
	0 - 4	804	6.7%	781	6.1%	825	6.3%
	5 - 9	680	5.7%	743	5.8%	746	5.7%
	10 - 14	686	5.8%	728	5.7%	714	5.5%
	15 - 19	843	7.1%	748	5.9%	771	5.9%
	20 - 24	1,074	9.0%	1,031	8.1%	990	7.6%
	25 - 34	2,008	16.9%	2,200	17.3%	2,205	16.9%
	35 - 44	1,613	13.5%	1,679	13.2%	1,842	14.1%
	45 - 54	1,757	14.7%	1,555	12.2%	1,535	11.7%
	55 - 64	1,433	12.0%	1,625	12.8%	1,533	11.7%
	65 - 74	667	5.6%	1,066	8.4%	1,221	9.3%
	75 - 84	264	2.2%	429	3.4%	560	4.3%
85+	85	0.7%	118	0.9%	142	1.1%	
Race and Ethnicity	Census 2010		2020		2025		
	Number	Percent	Number	Percent	Number	Percent	
	White Alone	8,355	70.1%	8,482	66.8%	8,512	65.1%
	Black Alone	121	1.0%	158	1.2%	183	1.4%
	American Indian Alone	115	1.0%	115	0.9%	118	0.9%
	Asian Alone	784	6.6%	1,036	8.2%	1,194	9.1%
	Pacific Islander Alone	22	0.2%	25	0.2%	26	0.2%
	Some Other Race Alone	2,077	17.4%	2,370	18.7%	2,491	19.0%
	Two or More Races	439	3.7%	517	4.1%	560	4.3%
	Hispanic Origin (Any Race)	4,413	37.0%	4,912	38.7%	5,176	39.6%

Data Note: Income is expressed in current dollars.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2020 and 2025.

September 23, 2020

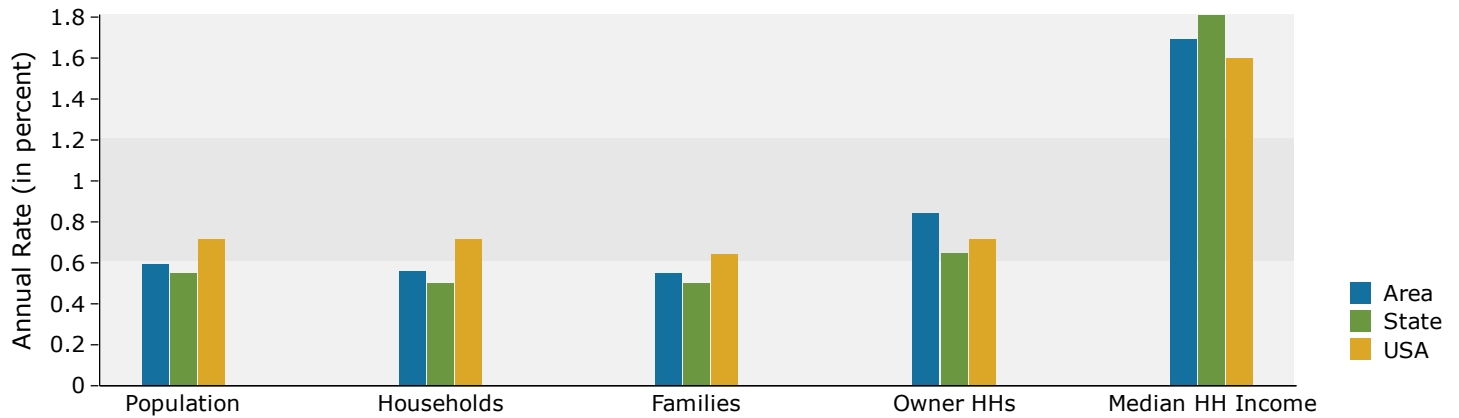


Demographic and Income Profile

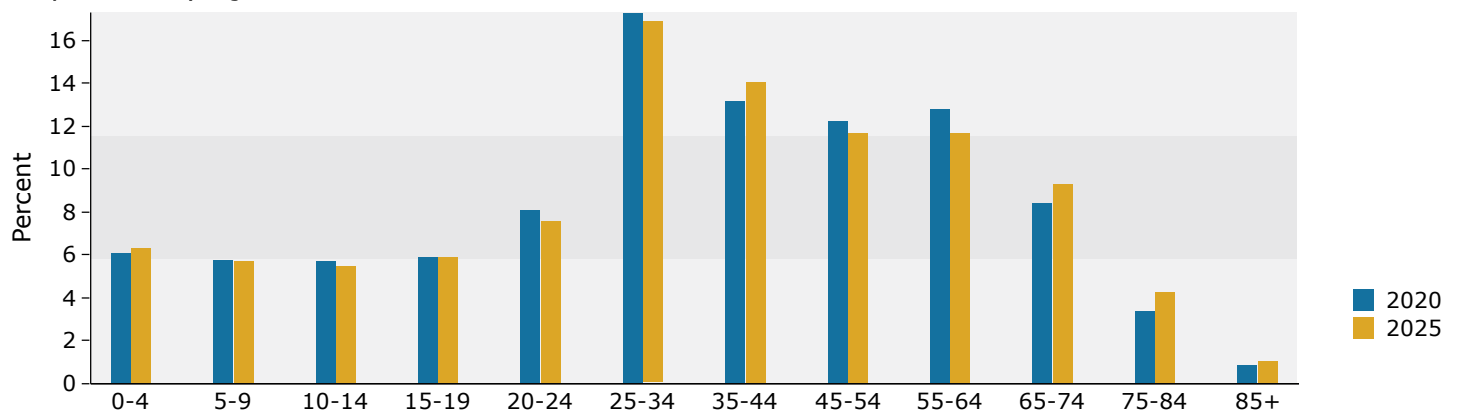
1060 Industrial Ave, South Lake Tahoe, California, 96150
Ring Band: 3 - 5 mile radius

Prepared by Aziz Khatri
Latitude: 38.90191
Longitude: -120.01047

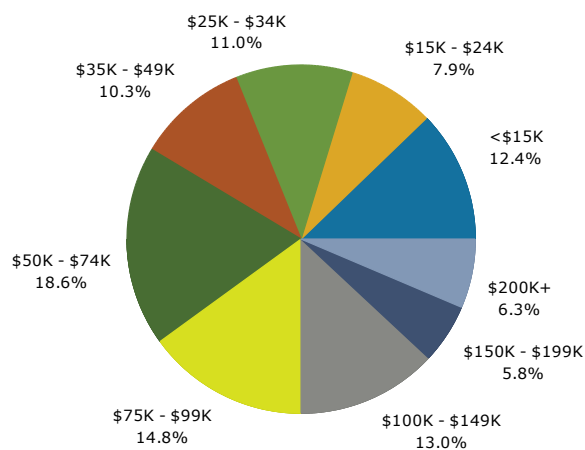
Trends 2020-2025



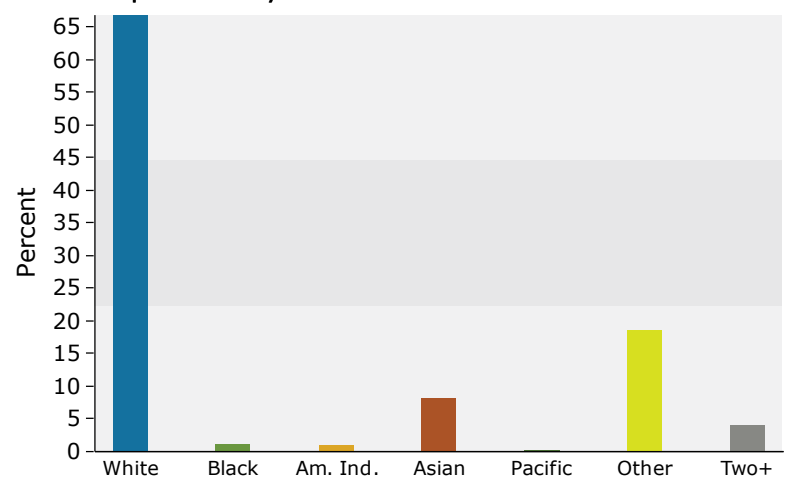
Population by Age



2020 Household Income



2020 Population by Race



2020 Percent Hispanic Origin: 38.7%



Executive Summary

1060 Industrial Ave, South Lake Tahoe, California, 96150
Ring Bands: 0-1, 1-3, 3-5 mile radii

Prepared by Aziz Khatri
Latitude: 38.90191
Longitude: -120.01047

	0 - 1 mile	1 - 3 mile	3 - 5 mile
Population			
2000 Population	3,139	16,002	12,825
2010 Population	2,755	14,113	11,914
2020 Population	3,153	15,476	12,703
2025 Population	3,326	16,108	13,083
2000-2010 Annual Rate	-1.30%	-1.25%	-0.73%
2010-2020 Annual Rate	1.33%	0.90%	0.63%
2020-2025 Annual Rate	1.07%	0.80%	0.59%
2020 Male Population	50.9%	52.1%	53.5%
2020 Female Population	49.1%	47.9%	46.5%
2020 Median Age	38.6	43.5	35.7

In the identified area, the current year population is 12,703. In 2010, the Census count in the area was 11,914. The rate of change since 2010 was 0.63% annually. The five-year projection for the population in the area is 13,083 representing a change of 0.59% annually from 2020 to 2025. Currently, the population is 53.5% male and 46.5% female.

Median Age

The median age in this area is 38.6, compared to U.S. median age of 38.5.

Race and Ethnicity

2020 White Alone	80.6%	83.1%	66.8%
2020 Black Alone	0.8%	0.8%	1.2%
2020 American Indian/Alaska Native Alone	1.0%	0.8%	0.9%
2020 Asian Alone	3.7%	3.7%	8.2%
2020 Pacific Islander Alone	0.5%	0.2%	0.2%
2020 Other Race	8.7%	7.8%	18.7%
2020 Two or More Races	4.7%	3.6%	4.1%
2020 Hispanic Origin (Any Race)	21.5%	16.5%	38.7%

Persons of Hispanic origin represent 38.7% of the population in the identified area compared to 18.8% of the U.S. population. Persons of Hispanic Origin may be of any race. The Diversity Index, which measures the probability that two people from the same area will be from different race/ethnic groups, is 76.2 in the identified area, compared to 65.1 for the U.S. as a whole.

Households

2020 Wealth Index	47	110	76
2000 Households	1,363	6,561	4,689
2010 Households	1,247	6,231	4,536
2020 Total Households	1,422	6,799	4,816
2025 Total Households	1,499	7,060	4,952
2000-2010 Annual Rate	-0.89%	-0.51%	-0.33%
2010-2020 Annual Rate	1.29%	0.85%	0.59%
2020-2025 Annual Rate	1.06%	0.76%	0.56%
2020 Average Household Size	2.18	2.26	2.58

The household count in this area has changed from 4,536 in 2010 to 4,816 in the current year, a change of 0.59% annually. The five-year projection of households is 4,952, a change of 0.56% annually from the current year total. Average household size is currently 2.58, compared to 2.56 in the year 2010. The number of families in the current year is 2,777 in the specified area.

Data Note: Income is expressed in current dollars. Housing Affordability Index and Percent of Income for Mortgage calculations are only available for areas with 50 or more owner-occupied housing units.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2020 and 2025. Esri converted Census 2000 data into 2010 geography.

September 23, 2020



Executive Summary

1060 Industrial Ave, South Lake Tahoe, California, 96150
Ring Bands: 0-1, 1-3, 3-5 mile radii

Prepared by Aziz Khatri
Latitude: 38.90191
Longitude: -120.01047

	0 - 1 mile	1 - 3 mile	3 - 5 mile
Mortgage Income			
2020 Percent of Income for Mortgage	35.7%	34.7%	34.9%
Median Household Income			
2020 Median Household Income	\$47,494	\$64,558	\$59,038
2025 Median Household Income	\$50,972	\$70,772	\$64,208
2020-2025 Annual Rate	1.42%	1.85%	1.69%
Average Household Income			
2020 Average Household Income	\$62,007	\$93,812	\$81,336
2025 Average Household Income	\$66,277	\$103,557	\$89,783
2020-2025 Annual Rate	1.34%	2.00%	2.00%
Per Capita Income			
2020 Per Capita Income	\$27,902	\$41,110	\$30,854
2025 Per Capita Income	\$29,790	\$45,279	\$33,992
2020-2025 Annual Rate	1.32%	1.95%	1.96%

Households by Income

Current median household income is \$59,038 in the area, compared to \$62,203 for all U.S. households. Median household income is projected to be \$64,208 in five years, compared to \$67,325 for all U.S. households

Current average household income is \$81,336 in this area, compared to \$90,054 for all U.S. households. Average household income is projected to be \$89,783 in five years, compared to \$99,510 for all U.S. households

Current per capita income is \$30,854 in the area, compared to the U.S. per capita income of \$34,136. The per capita income is projected to be \$33,992 in five years, compared to \$37,691 for all U.S. households

Housing			
2020 Housing Affordability Index	68	70	70
2000 Total Housing Units	1,663	10,105	7,504
2000 Owner Occupied Housing Units	620	4,034	2,147
2000 Renter Occupied Housing Units	743	2,527	2,541
2000 Vacant Housing Units	300	3,544	2,816
2010 Total Housing Units	1,737	10,755	8,317
2010 Owner Occupied Housing Units	522	3,605	1,879
2010 Renter Occupied Housing Units	725	2,626	2,657
2010 Vacant Housing Units	490	4,524	3,781
2020 Total Housing Units	1,945	11,544	8,657
2020 Owner Occupied Housing Units	656	4,234	2,195
2020 Renter Occupied Housing Units	767	2,565	2,621
2020 Vacant Housing Units	523	4,745	3,841
2025 Total Housing Units	2,059	12,058	8,941
2025 Owner Occupied Housing Units	681	4,461	2,289
2025 Renter Occupied Housing Units	818	2,599	2,663
2025 Vacant Housing Units	560	4,998	3,989

Currently, 25.4% of the 8,657 housing units in the area are owner occupied; 30.3%, renter occupied; and 44.4% are vacant. Currently, in the U.S., 56.4% of the housing units in the area are owner occupied; 32.3% are renter occupied; and 11.3% are vacant. In 2010, there were 8,317 housing units in the area - 22.6% owner occupied, 31.9% renter occupied, and 45.5% vacant. The annual rate of change in housing units since 2010 is 1.80%. Median home value in the area is \$493,019, compared to a median home value of \$235,127 for the U.S. In five years, median value is projected to change by 3.37% annually to \$581,912.

Data Note: Income is expressed in current dollars. Housing Affordability Index and Percent of Income for Mortgage calculations are only available for areas with 50 or more owner-occupied housing units.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2020 and 2025. Esri converted Census 2000 data into 2010 geography.

September 23, 2020

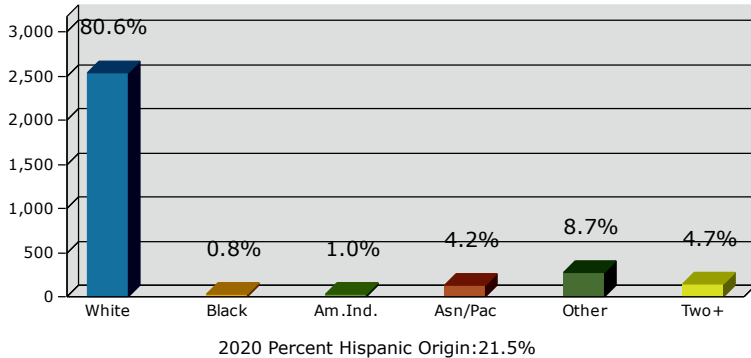


Graphic Profile

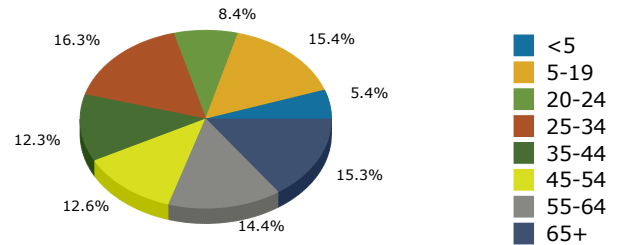
1060 Industrial Ave, South Lake Tahoe, California, 96150
Ring Band: 0 - 1 mile radius

Prepared by Aziz Khatri
Latitude: 38.90191
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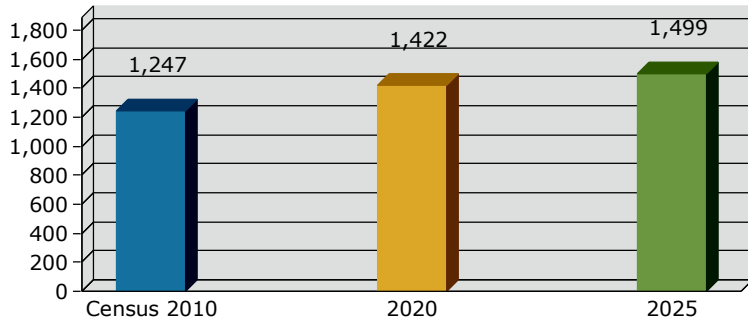
2020 Population by Race



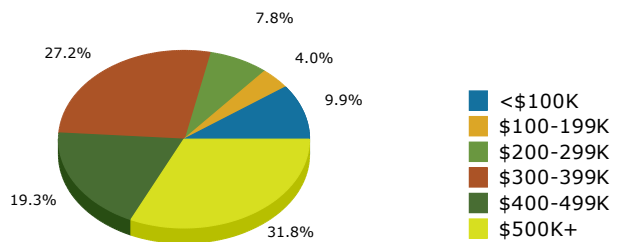
2020 Population by Age



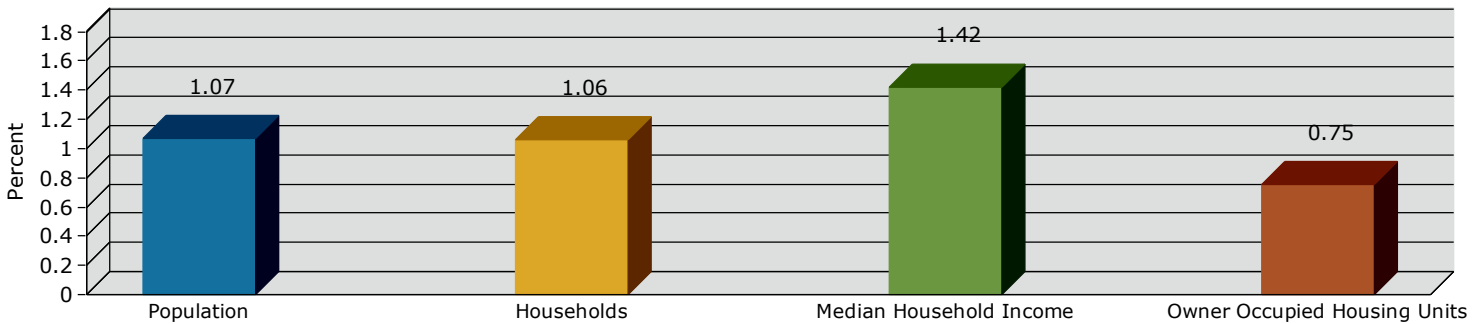
Households



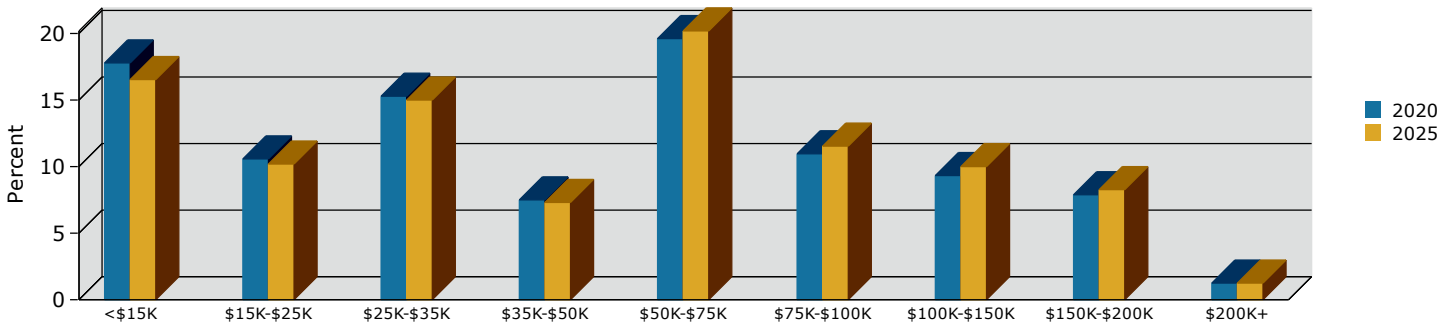
2020 Home Value



2020-2025 Annual Growth Rate



Household Income



Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2020 and 2025.

September 23, 2020

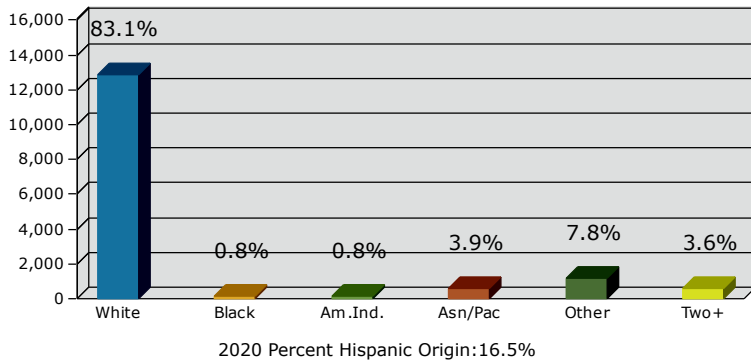


Graphic Profile

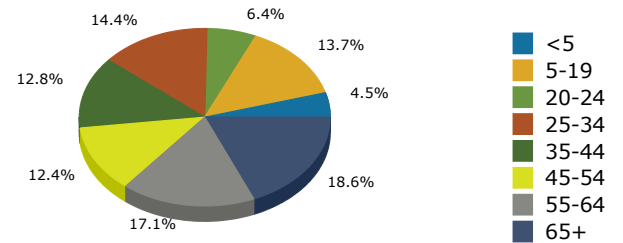
1060 Industrial Ave, South Lake Tahoe, California, 96150
Ring Band: 1 - 3 mile radius

Prepared by Aziz Khatri
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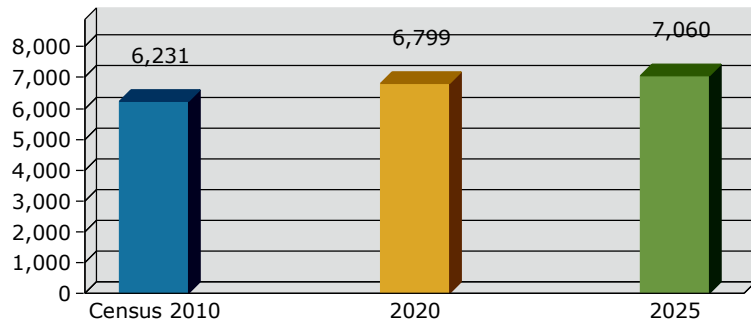
2020 Population by Race



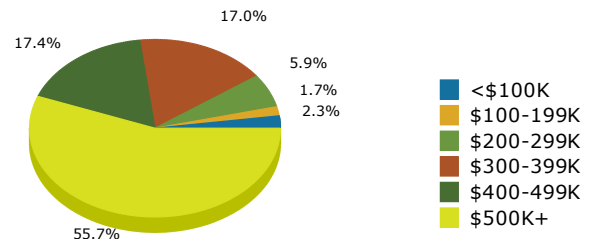
2020 Population by Age



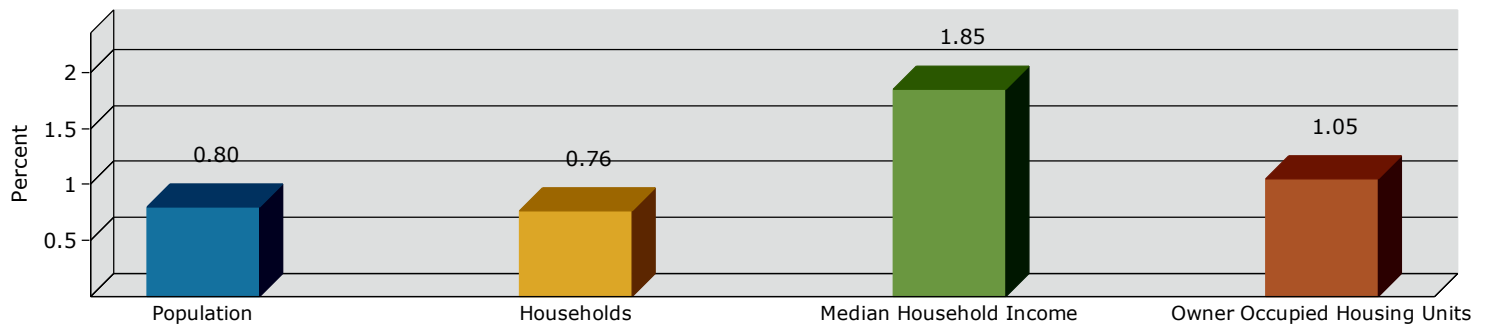
Households



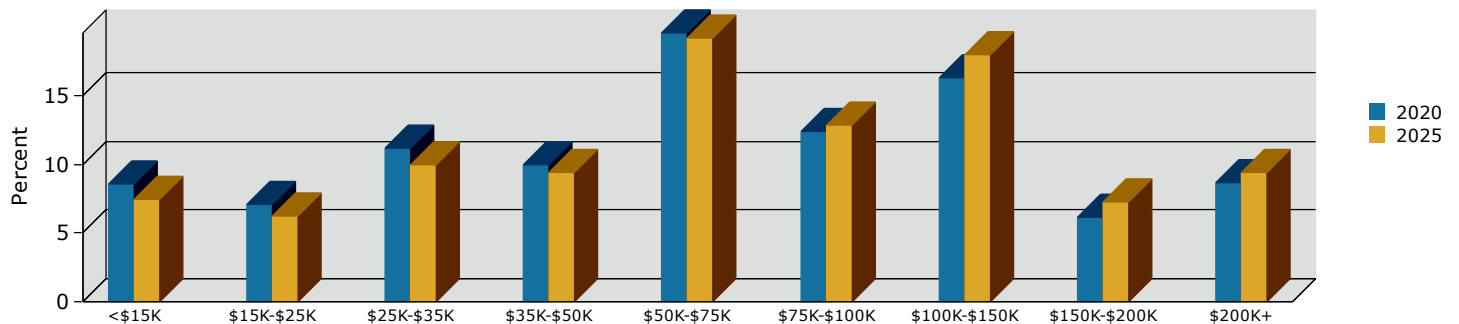
2020 Home Value



2020-2025 Annual Growth Rate



Household Income



Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2020 and 2025.

September 23, 2020



Graphic Profile

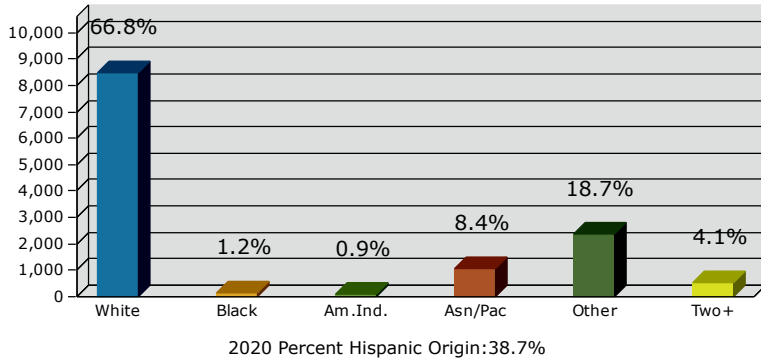
1060 Industrial Ave, South Lake Tahoe, California, 96150
Ring Band: 3 - 5 mile radius

Prepared by Aziz Khatri

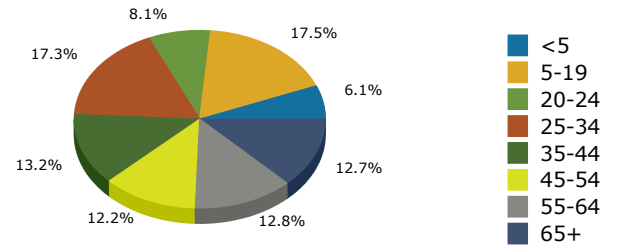
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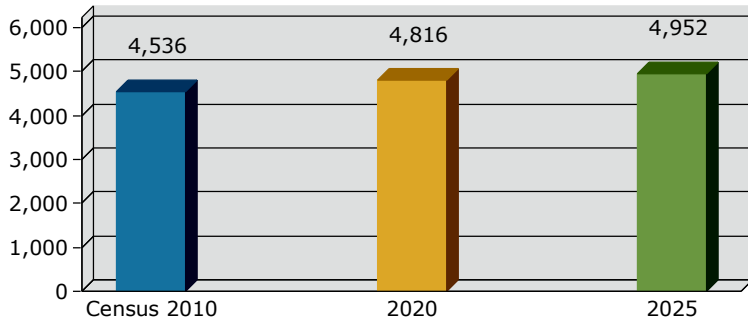
2020 Population by Race



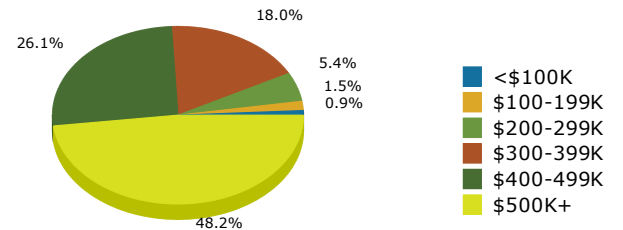
2020 Population by Age



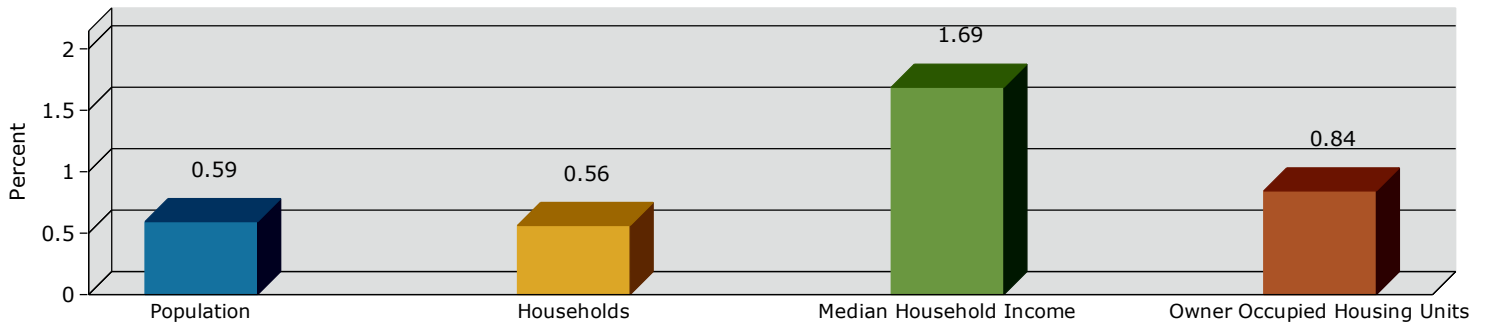
Households



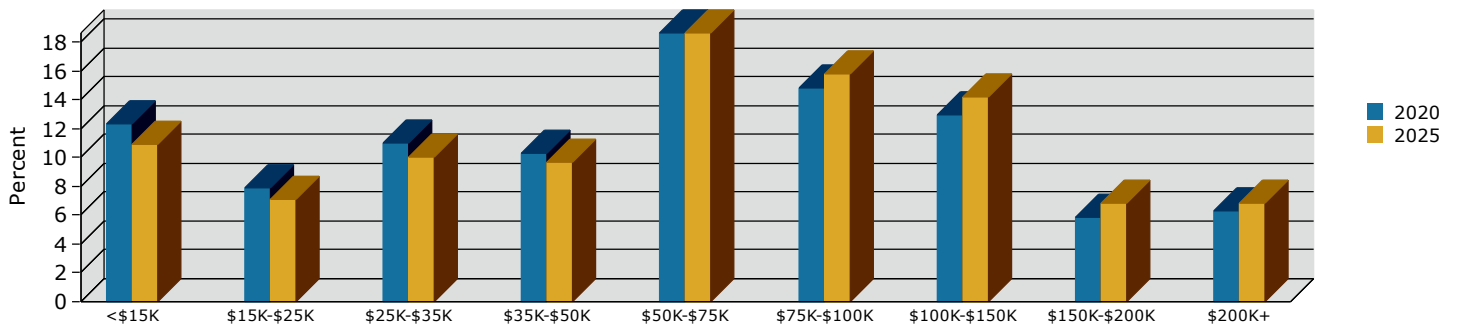
2020 Home Value



2020-2025 Annual Growth Rate



Household Income



Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2020 and 2025.

September 23, 2020

KEY FACTS

3,153

Population



2.2

Average Household Size

38.6

Median Age

\$47,494

Median Household Income

EDUCATION

11%

No High School Diploma



23%

High School Graduate



41%

Some College



25%

Bachelor's/Grad/Pr of Degree

BUSINESS



271

Total Businesses



2,400

Total Employees

EMPLOYMENT



59%

White Collar



15%

Blue Collar



27%

Services

23.7%

Unemployment Rate

INCOME



\$47,494

Median Household Income



\$27,902

Per Capita Income



\$20,172

Median Net Worth

Households By Income

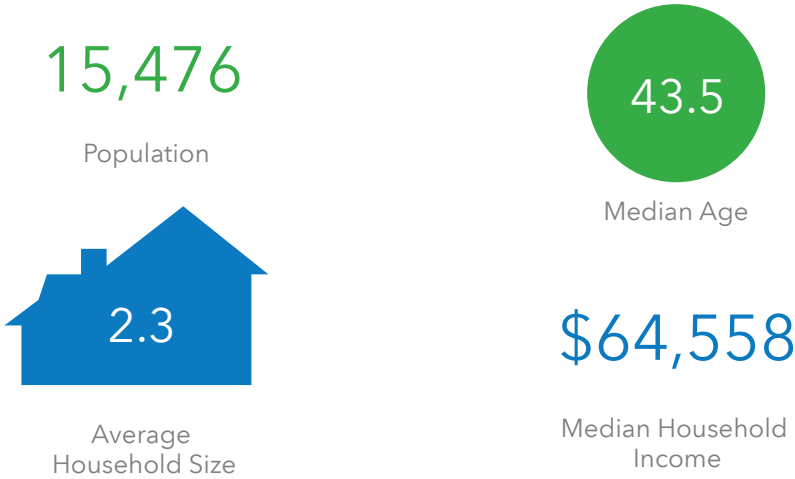
The largest group: \$50,000 - \$74,999 (19.5%)

The smallest group: \$200,000+ (1.3%)

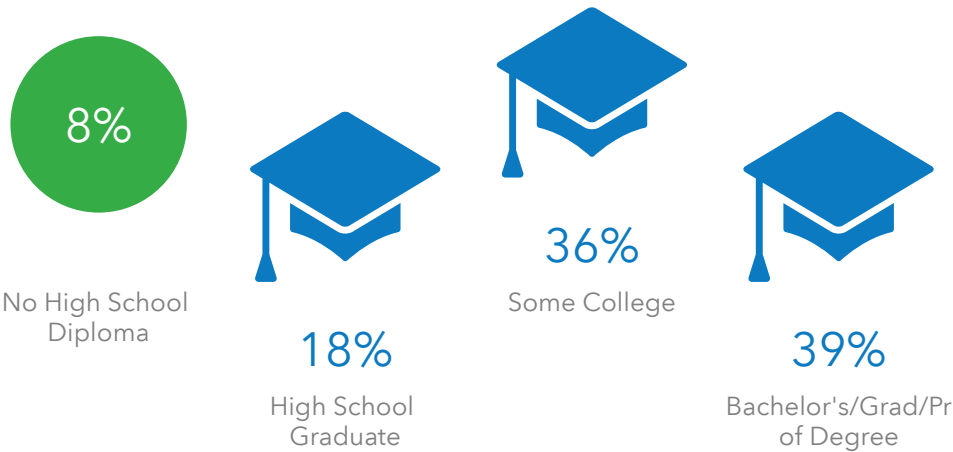
Indicator	Value	Difference	
<\$15,000	17.7%	+10.3%	
\$15,000 - \$24,999	10.5%	+4.7%	
\$25,000 - \$34,999	15.3%	+8.5%	
\$35,000 - \$49,999	7.5%	-0.6%	
\$50,000 - \$74,999	19.5%	+4.9%	
\$75,000 - \$99,999	11.0%	-3.7%	
\$100,000 - \$149,999	9.4%	-9.0%	
\$150,000 - \$199,999	7.9%	-1.6%	
\$200,000+	1.3%	-13.4%	

Bars show deviation from
El Dorado County

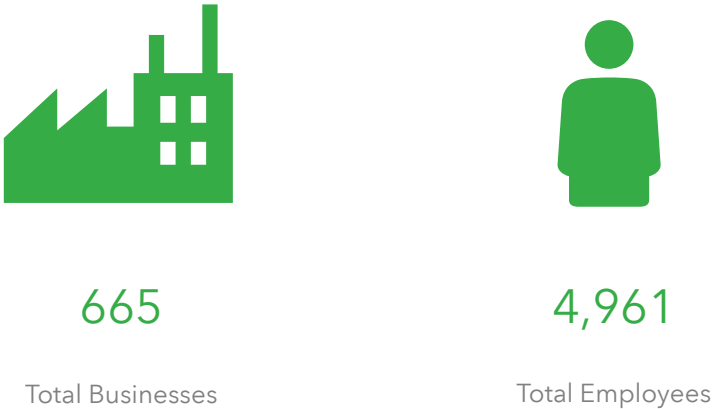
KEY FACTS



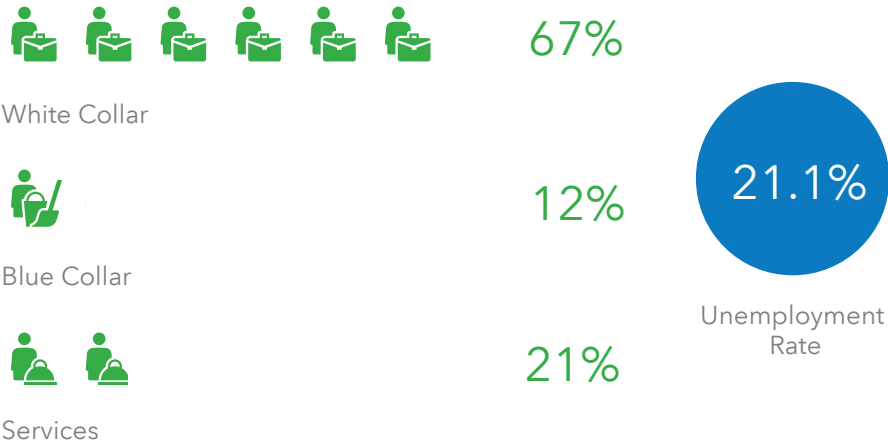
EDUCATION



BUSINESS



EMPLOYMENT



INCOME



Households By Income

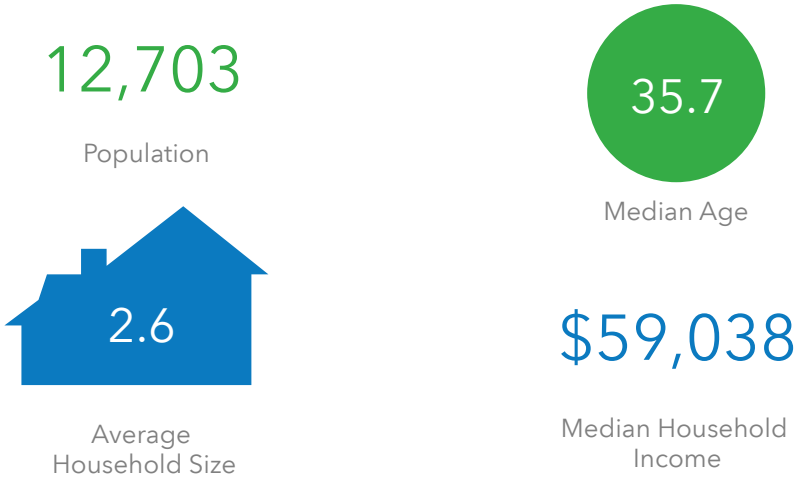
The largest group: \$50,000 - \$74,999 (19.6%)

The smallest group: \$150,000 - \$199,999 (6.1%)

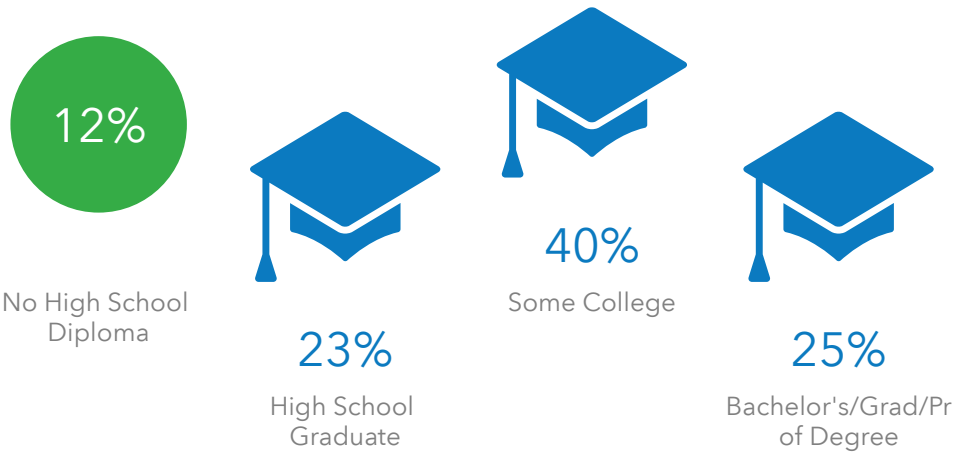
Indicator	Value	Difference	
<\$15,000	8.6%	+1.2%	
\$15,000 - \$24,999	7.1%	+1.3%	
\$25,000 - \$34,999	11.1%	+4.3%	
\$35,000 - \$49,999	10.0%	+1.9%	
\$50,000 - \$74,999	19.6%	+5.0%	
\$75,000 - \$99,999	12.4%	-2.3%	
\$100,000 - \$149,999	16.3%	-2.1%	
\$150,000 - \$199,999	6.1%	-3.4%	
\$200,000+	8.7%	-6.0%	

Bars show deviation from
El Dorado County

KEY FACTS



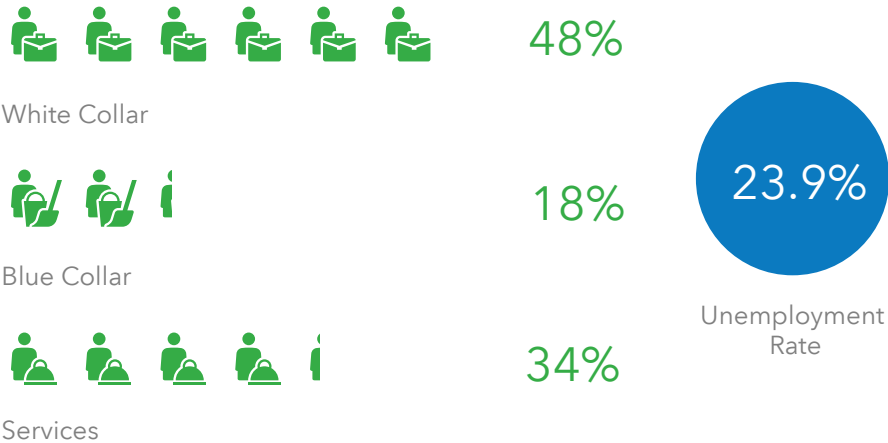
EDUCATION



BUSINESS



EMPLOYMENT



INCOME



Households By Income

The largest group: \$50,000 - \$74,999 (18.6%)

The smallest group: \$150,000 - \$199,999 (5.8%)

Indicator	Value	Difference	
<\$15,000	12.4%	+5.0%	
\$15,000 - \$24,999	7.9%	+2.1%	
\$25,000 - \$34,999	11.0%	+4.2%	
\$35,000 - \$49,999	10.3%	+2.2%	
\$50,000 - \$74,999	18.6%	+4.0%	
\$75,000 - \$99,999	14.8%	+0.1%	
\$100,000 - \$149,999	13.0%	-5.4%	
\$150,000 - \$199,999	5.8%	-3.7%	
\$200,000+	6.3%	-8.4%	

Bars show deviation from
El Dorado County



Market Profile

1060 Industrial Ave, South Lake Tahoe, California, 96150
Ring Bands: 0-1, 1-3, 3-5 mile radii

Prepared by Aziz Khatri
Latitude: 38.90191
Longitude: -120.01047

	0 - 1 mile	1 - 3 mile	3 - 5 mile
Population Summary			
2000 Total Population	3,139	16,002	12,825
2010 Total Population	2,755	14,113	11,914
2020 Total Population	3,153	15,476	12,703
2020 Group Quarters	46	95	296
2025 Total Population	3,326	16,108	13,083
2020-2025 Annual Rate	1.07%	0.80%	0.59%
2020 Total Daytime Population	3,429	14,648	12,543
Workers	1,467	5,584	5,073
Residents	1,962	9,064	7,470
Household Summary			
2000 Households	1,363	6,561	4,689
2000 Average Household Size	2.30	2.43	2.71
2010 Households	1,247	6,231	4,536
2010 Average Household Size	2.17	2.25	2.56
2020 Households	1,422	6,799	4,816
2020 Average Household Size	2.18	2.26	2.58
2025 Households	1,499	7,060	4,952
2025 Average Household Size	2.19	2.27	2.58
2020-2025 Annual Rate	1.06%	0.76%	0.56%
2010 Families	643	3,478	2,622
2010 Average Family Size	2.84	2.80	3.19
2020 Families	731	3,789	2,777
2020 Average Family Size	2.85	2.82	3.21
2025 Families	769	3,935	2,854
2025 Average Family Size	2.86	2.83	3.22
2020-2025 Annual Rate	1.02%	0.76%	0.55%
Housing Unit Summary			
2000 Housing Units	1,663	10,105	7,504
Owner Occupied Housing Units	37.3%	39.9%	28.6%
Renter Occupied Housing Units	44.7%	25.0%	33.9%
Vacant Housing Units	18.0%	35.1%	37.5%
2010 Housing Units	1,737	10,755	8,317
Owner Occupied Housing Units	30.1%	33.5%	22.6%
Renter Occupied Housing Units	41.7%	24.4%	31.9%
Vacant Housing Units	28.2%	42.1%	45.5%
2020 Housing Units	1,945	11,544	8,657
Owner Occupied Housing Units	33.7%	36.7%	25.4%
Renter Occupied Housing Units	39.4%	22.2%	30.3%
Vacant Housing Units	26.9%	41.1%	44.4%
2025 Housing Units	2,059	12,058	8,941
Owner Occupied Housing Units	33.1%	37.0%	25.6%
Renter Occupied Housing Units	39.7%	21.6%	29.8%
Vacant Housing Units	27.2%	41.4%	44.6%
Median Household Income			
2020	\$47,494	\$64,558	\$59,038
2025	\$50,972	\$70,772	\$64,208
Median Home Value			
2020	\$405,906	\$536,455	\$493,019
2025	\$486,641	\$593,489	\$581,912
Per Capita Income			
2020	\$27,902	\$41,110	\$30,854
2025	\$29,790	\$45,279	\$33,992
Median Age			
2010	37.9	41.2	34.2
2020	38.6	43.5	35.7
2025	38.9	44.1	36.5

Data Note: Household population includes persons not residing in group quarters. Average Household Size is the household population divided by total households. Persons in families include the householder and persons related to the householder by birth, marriage, or adoption. Per Capita Income represents the income received by all persons aged 15 years and over divided by the total population.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2020 and 2025 Esri converted Census 2000 data into 2010 geography.

September 23, 2020



Market Profile

1060 Industrial Ave, South Lake Tahoe, California, 96150
Ring Bands: 0-1, 1-3, 3-5 mile radii

Prepared by Aziz Khatri
Latitude: 38.90191
Longitude: -120.01047

	0 - 1 mile	1 - 3 mile	3 - 5 mile
2020 Households by Income			
Household Income Base	1,422	6,799	4,816
<\$15,000	17.7%	8.6%	12.4%
\$15,000 - \$24,999	10.5%	7.1%	7.9%
\$25,000 - \$34,999	15.3%	11.1%	11.0%
\$35,000 - \$49,999	7.5%	10.0%	10.3%
\$50,000 - \$74,999	19.5%	19.6%	18.6%
\$75,000 - \$99,999	11.0%	12.4%	14.8%
\$100,000 - \$149,999	9.4%	16.3%	13.0%
\$150,000 - \$199,999	7.9%	6.1%	5.8%
\$200,000+	1.3%	8.7%	6.3%
Average Household Income	\$62,007	\$93,812	\$81,336
2025 Households by Income			
Household Income Base	1,499	7,060	4,952
<\$15,000	16.5%	7.5%	10.9%
\$15,000 - \$24,999	10.1%	6.2%	7.1%
\$25,000 - \$34,999	14.9%	10.0%	10.0%
\$35,000 - \$49,999	7.3%	9.4%	9.7%
\$50,000 - \$74,999	20.1%	19.3%	18.6%
\$75,000 - \$99,999	11.5%	12.8%	15.8%
\$100,000 - \$149,999	10.0%	18.0%	14.2%
\$150,000 - \$199,999	8.3%	7.3%	6.8%
\$200,000+	1.3%	9.4%	6.9%
Average Household Income	\$66,277	\$103,557	\$89,783
2020 Owner Occupied Housing Units by Value			
Total	656	4,234	2,195
<\$50,000	9.3%	2.2%	0.9%
\$50,000 - \$99,999	0.6%	0.1%	0.0%
\$100,000 - \$149,999	0.9%	0.5%	0.1%
\$150,000 - \$199,999	3.0%	1.2%	1.3%
\$200,000 - \$249,999	4.0%	2.5%	1.7%
\$250,000 - \$299,999	3.8%	3.4%	3.7%
\$300,000 - \$399,999	27.3%	17.0%	17.9%
\$400,000 - \$499,999	19.4%	17.4%	26.1%
\$500,000 - \$749,999	14.8%	39.3%	30.9%
\$750,000 - \$999,999	6.4%	9.7%	13.3%
\$1,000,000 - \$1,499,999	3.8%	4.2%	3.5%
\$1,500,000 - \$1,999,999	6.9%	2.0%	0.5%
\$2,000,000 +	0.0%	0.6%	0.0%
Average Home Value	\$526,598	\$586,269	\$558,500
2025 Owner Occupied Housing Units by Value			
Total	681	4,461	2,289
<\$50,000	6.9%	1.5%	0.4%
\$50,000 - \$99,999	0.3%	0.1%	0.0%
\$100,000 - \$149,999	0.6%	0.3%	0.1%
\$150,000 - \$199,999	1.9%	0.6%	0.7%
\$200,000 - \$249,999	2.5%	1.6%	1.0%
\$250,000 - \$299,999	2.5%	2.2%	2.2%
\$300,000 - \$399,999	18.6%	11.0%	11.4%
\$400,000 - \$499,999	19.2%	15.6%	22.5%
\$500,000 - \$749,999	18.9%	45.6%	35.9%
\$750,000 - \$999,999	11.3%	13.4%	20.3%
\$1,000,000 - \$1,499,999	6.2%	5.2%	4.9%
\$1,500,000 - \$1,999,999	11.0%	2.3%	0.7%
\$2,000,000 +	0.0%	0.6%	0.0%
Average Home Value	\$657,489	\$640,835	\$625,961

Data Note: Income represents the preceding year, expressed in current dollars. Household income includes wage and salary earnings, interest dividends, net rents, pensions, SSI and welfare payments, child support, and alimony.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2020 and 2025 Esri converted Census 2000 data into 2010 geography.

September 23, 2020



Market Profile

1060 Industrial Ave, South Lake Tahoe, California, 96150
Ring Bands: 0-1, 1-3, 3-5 mile radii

Prepared by Aziz Khatri
Latitude: 38.90191
Longitude: -120.01047

	0 - 1 mile	1 - 3 mile	3 - 5 mile
2010 Population by Age			
Total	2,758	14,111	11,913
0 - 4	5.5%	5.0%	6.7%
5 - 9	4.8%	4.6%	5.7%
10 - 14	6.3%	5.2%	5.8%
15 - 24	14.9%	12.7%	16.1%
25 - 34	14.9%	14.9%	16.9%
35 - 44	12.7%	12.0%	13.5%
45 - 54	16.7%	18.0%	14.7%
55 - 64	13.4%	16.6%	12.0%
65 - 74	6.0%	6.7%	5.6%
75 - 84	3.2%	3.3%	2.2%
85 +	1.6%	1.0%	0.7%
18 +	79.4%	81.7%	77.8%
2020 Population by Age			
Total	3,152	15,477	12,703
0 - 4	5.4%	4.5%	6.1%
5 - 9	5.0%	4.4%	5.8%
10 - 14	5.0%	4.7%	5.7%
15 - 24	13.8%	11.0%	14.0%
25 - 34	16.3%	14.4%	17.3%
35 - 44	12.3%	12.8%	13.2%
45 - 54	12.6%	12.4%	12.2%
55 - 64	14.4%	17.1%	12.8%
65 - 74	9.7%	13.0%	8.4%
75 - 84	4.1%	4.2%	3.4%
85 +	1.5%	1.4%	0.9%
18 +	81.9%	83.7%	79.0%
2025 Population by Age			
Total	3,326	16,108	13,084
0 - 4	5.4%	4.5%	6.3%
5 - 9	5.0%	4.3%	5.7%
10 - 14	5.0%	4.4%	5.5%
15 - 24	12.5%	10.4%	13.5%
25 - 34	17.1%	14.8%	16.9%
35 - 44	12.6%	12.7%	14.1%
45 - 54	12.2%	12.5%	11.7%
55 - 64	12.6%	14.0%	11.7%
65 - 74	11.0%	14.6%	9.3%
75 - 84	5.2%	6.2%	4.3%
85 +	1.4%	1.5%	1.1%
18 +	81.8%	84.1%	79.3%
2010 Population by Sex			
Males	1,412	7,381	6,452
Females	1,343	6,732	5,462
2020 Population by Sex			
Males	1,604	8,056	6,799
Females	1,549	7,420	5,904
2025 Population by Sex			
Males	1,691	8,349	6,956
Females	1,635	7,759	6,128

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2020 and 2025 Esri converted Census 2000 data into 2010 geography.

September 23, 2020



Market Profile

1060 Industrial Ave, South Lake Tahoe, California, 96150
Ring Bands: 0-1, 1-3, 3-5 mile radii

Prepared by Aziz Khatri
Latitude: 38.90191
Longitude: -120.01047

	0 - 1 mile	1 - 3 mile	3 - 5 mile
2010 Population by Race/Ethnicity			
Total	2,755	14,114	11,913
White Alone	83.6%	85.6%	70.1%
Black Alone	0.7%	0.6%	1.0%
American Indian Alone	1.1%	0.9%	1.0%
Asian Alone	2.8%	2.8%	6.6%
Pacific Islander Alone	0.3%	0.2%	0.2%
Some Other Race Alone	7.6%	7.0%	17.4%
Two or More Races	3.9%	3.1%	3.7%
Hispanic Origin	19.5%	15.1%	37.0%
Diversity Index	51.9	45.5	73.5
2020 Population by Race/Ethnicity			
Total	3,153	15,475	12,703
White Alone	80.6%	83.1%	66.8%
Black Alone	0.8%	0.8%	1.2%
American Indian Alone	1.0%	0.8%	0.9%
Asian Alone	3.7%	3.7%	8.2%
Pacific Islander Alone	0.5%	0.2%	0.2%
Some Other Race Alone	8.7%	7.8%	18.7%
Two or More Races	4.7%	3.6%	4.1%
Hispanic Origin	21.5%	16.5%	38.7%
Diversity Index	56.9	49.8	76.2
2025 Population by Race/Ethnicity			
Total	3,325	16,108	13,084
White Alone	79.0%	81.7%	65.1%
Black Alone	1.0%	0.9%	1.4%
American Indian Alone	1.0%	0.8%	0.9%
Asian Alone	4.4%	4.4%	9.1%
Pacific Islander Alone	0.5%	0.2%	0.2%
Some Other Race Alone	9.1%	8.2%	19.0%
Two or More Races	5.1%	3.9%	4.3%
Hispanic Origin	22.7%	17.4%	39.6%
Diversity Index	59.4	52.3	77.5
2010 Population by Relationship and Household Type			
Total	2,755	14,113	11,914
In Households	98.3%	99.3%	97.5%
In Family Households	69.5%	71.7%	73.9%
Householder	23.3%	24.5%	22.0%
Spouse	13.5%	18.6%	15.4%
Child	26.0%	23.1%	27.1%
Other relative	3.6%	2.9%	5.9%
Nonrelative	3.3%	2.7%	3.6%
In Nonfamily Households	28.7%	27.6%	23.6%
In Group Quarters	1.7%	0.7%	2.5%
Institutionalized Population	0.8%	0.3%	1.2%
Noninstitutionalized Population	0.9%	0.4%	1.3%

Data Note: Persons of Hispanic Origin may be of any race. The Diversity Index measures the probability that two people from the same area will be from different race/ethnic groups.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2020 and 2025 Esri converted Census 2000 data into 2010 geography.

September 23, 2020



Market Profile

1060 Industrial Ave, South Lake Tahoe, California, 96150
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Prepared by Aziz Khatri
Latitude: 38.90191
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	0 - 1 mile	1 - 3 mile	3 - 5 mile
2020 Population 25+ by Educational Attainment			
Total	2,237	11,669	8,672
Less than 9th Grade	3.6%	4.1%	6.1%
9th - 12th Grade, No Diploma	7.1%	3.4%	5.8%
High School Graduate	16.2%	14.8%	20.1%
GED/Alternative Credential	7.1%	3.3%	3.2%
Some College, No Degree	26.9%	25.4%	30.2%
Associate Degree	13.9%	10.4%	9.9%
Bachelor's Degree	20.9%	22.7%	18.2%
Graduate/Professional Degree	4.4%	15.9%	6.5%
2020 Population 15+ by Marital Status			
Total	2,670	13,374	10,451
Never Married	39.6%	35.1%	40.7%
Married	41.9%	48.6%	42.4%
Widowed	5.6%	5.1%	3.8%
Divorced	12.9%	11.3%	13.1%
2020 Civilian Population 16+ in Labor Force			
Civilian Population 16+	1,577	8,087	6,837
Population 16+ Employed	76.3%	78.9%	76.1%
Population 16+ Unemployment rate	23.7%	21.1%	23.9%
Population 16-24 Employed	15.0%	10.6%	13.4%
Population 16-24 Unemployment rate	23.3%	28.7%	33.5%
Population 25-54 Employed	64.9%	63.1%	67.6%
Population 25-54 Unemployment rate	24.9%	19.3%	21.9%
Population 55-64 Employed	14.2%	19.0%	14.6%
Population 55-64 Unemployment rate	22.3%	24.4%	25.0%
Population 65+ Employed	5.9%	7.3%	4.5%
Population 65+ Unemployment rate	13.4%	14.4%	17.4%
2020 Employed Population 16+ by Industry			
Total	1,204	6,384	5,202
Agriculture/Mining	2.6%	2.1%	1.0%
Construction	8.7%	7.2%	9.7%
Manufacturing	4.5%	3.2%	3.2%
Wholesale Trade	0.7%	1.0%	0.6%
Retail Trade	10.9%	8.7%	11.1%
Transportation/Utilities	2.2%	5.5%	2.9%
Information	1.7%	1.1%	0.6%
Finance/Insurance/Real Estate	1.2%	7.0%	5.2%
Services	63.5%	59.2%	61.3%
Public Administration	3.7%	5.1%	4.2%
2020 Employed Population 16+ by Occupation			
Total	1,205	6,383	5,202
White Collar	58.6%	65.1%	46.3%
Management/Business/Financial	15.5%	13.3%	10.9%
Professional	18.2%	24.0%	14.1%
Sales	10.5%	10.0%	10.6%
Administrative Support	14.5%	17.8%	10.7%
Services	26.7%	22.6%	36.1%
Blue Collar	14.7%	12.2%	17.6%
Farming/Forestry/Fishing	2.6%	0.5%	0.2%
Construction/Extraction	3.1%	4.7%	6.6%
Installation/Maintenance/Repair	2.9%	1.0%	2.2%
Production	0.0%	1.8%	4.0%
Transportation/Material Moving	6.1%	4.3%	4.6%

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2020 and 2025 Esri converted Census 2000 data into 2010 geography.

September 23, 2020



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1060 Industrial Ave, South Lake Tahoe, California, 96150
Ring Bands: 0-1, 1-3, 3-5 mile radii

Prepared by Aziz Khatri

Latitude: 38.90191

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	0 - 1 mile	1 - 3 mile	3 - 5 mile
2010 Households by Type			
Total	1,248	6,231	4,537
Households with 1 Person	36.1%	29.9%	27.6%
Households with 2+ People	63.9%	70.1%	72.4%
Family Households	51.5%	55.8%	57.8%
Husband-wife Families	30.0%	42.3%	40.4%
With Related Children	12.3%	15.7%	18.8%
Other Family (No Spouse Present)	21.6%	13.5%	17.4%
Other Family with Male Householder	7.3%	4.7%	7.0%
With Related Children	4.2%	2.7%	4.4%
Other Family with Female Householder	14.3%	8.7%	10.4%
With Related Children	9.5%	5.6%	7.2%
Nonfamily Households	12.3%	14.3%	14.6%
All Households with Children	26.5%	24.5%	30.8%
Multigenerational Households	2.6%	2.1%	3.9%
Unmarried Partner Households	10.8%	9.2%	10.3%
Male-female	9.9%	8.4%	9.7%
Same-sex	1.0%	0.9%	0.6%
2010 Households by Size			
Total	1,247	6,230	4,538
1 Person Household	36.2%	29.9%	27.6%
2 Person Household	34.5%	39.3%	33.0%
3 Person Household	13.6%	15.1%	15.4%
4 Person Household	9.5%	9.9%	12.4%
5 Person Household	4.3%	3.7%	6.7%
6 Person Household	1.2%	1.3%	2.9%
7 + Person Household	0.6%	0.8%	2.0%
2010 Households by Tenure and Mortgage Status			
Total	1,247	6,231	4,536
Owner Occupied	41.9%	57.9%	41.4%
Owned with a Mortgage/Loan	27.0%	43.4%	30.7%
Owned Free and Clear	14.8%	14.4%	10.7%
Renter Occupied	58.1%	42.1%	58.6%
2020 Affordability, Mortgage and Wealth			
Housing Affordability Index	68	70	70
Percent of Income for Mortgage	35.7%	34.7%	34.9%
Wealth Index	47	110	76
2010 Housing Units By Urban/ Rural Status			
Total Housing Units	1,737	10,755	8,317
Housing Units Inside Urbanized Area	0.0%	0.0%	0.0%
Housing Units Inside Urbanized Cluster	97.4%	89.6%	87.2%
Rural Housing Units	2.6%	10.4%	12.8%
2010 Population By Urban/ Rural Status			
Total Population	2,755	14,113	11,914
Population Inside Urbanized Area	0.0%	0.0%	0.0%
Population Inside Urbanized Cluster	98.0%	90.0%	92.6%
Rural Population	2.0%	10.0%	7.4%

Data Note: Households with children include any households with people under age 18, related or not. Multigenerational households are families with 3 or more parent-child relationships. Unmarried partner households are usually classified as nonfamily households unless there is another member of the household related to the householder. Multigenerational and unmarried partner households are reported only to the tract level. Esri estimated block group data, which is used to estimate polygons or non-standard geography.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2020 and 2025 Esri converted Census 2000 data into 2010 geography.

September 23, 2020



Market Profile

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Ring Bands: 0-1, 1-3, 3-5 mile radii

Prepared by Aziz Khatri
Latitude: 38.90191
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	0 - 1 mile	1 - 3 mile	3 - 5 mile
Top 3 Tapestry Segments			
1.	Front Porches (8E)	Emerald City (8B)	NeWest Residents (13C)
2.	Set to Impress (11D)	In Style (5B)	Set to Impress (11D)
3.	Old and Newcomers (8F)	The Great Outdoors (6C)	International Marketplace (13A)
2020 Consumer Spending			
Apparel & Services: Total \$	\$2,175,171	\$15,233,298	\$9,923,587
Average Spent	\$1,529.66	\$2,240.52	\$2,060.55
Spending Potential Index	71	104	96
Education: Total \$	\$1,734,386	\$11,982,260	\$7,809,555
Average Spent	\$1,219.68	\$1,762.36	\$1,621.59
Spending Potential Index	68	99	91
Entertainment/Recreation: Total \$	\$3,205,582	\$23,393,061	\$13,785,769
Average Spent	\$2,254.28	\$3,440.66	\$2,862.49
Spending Potential Index	69	106	88
Food at Home: Total \$	\$5,479,264	\$38,329,540	\$24,219,209
Average Spent	\$3,853.21	\$5,637.53	\$5,028.91
Spending Potential Index	72	106	94
Food Away from Home: Total \$	\$3,806,056	\$26,790,950	\$17,275,682
Average Spent	\$2,676.55	\$3,940.43	\$3,587.14
Spending Potential Index	71	105	95
Health Care: Total \$	\$5,613,244	\$41,580,767	\$23,579,382
Average Spent	\$3,947.43	\$6,115.72	\$4,896.05
Spending Potential Index	69	106	85
HH Furnishings & Equipment: Total \$	\$2,144,099	\$15,609,995	\$9,405,689
Average Spent	\$1,507.81	\$2,295.93	\$1,953.01
Spending Potential Index	69	105	89
Personal Care Products & Services: Total \$	\$916,492	\$6,585,739	\$4,075,783
Average Spent	\$644.51	\$968.63	\$846.30
Spending Potential Index	70	105	92
Shelter: Total \$	\$19,713,718	\$137,758,159	\$89,902,628
Average Spent	\$13,863.37	\$20,261.53	\$18,667.49
Spending Potential Index	72	105	96
Support Payments/Cash Contributions/Gifts in Kind: Total \$	\$2,272,852	\$18,071,612	\$9,636,757
Average Spent	\$1,598.35	\$2,657.98	\$2,000.99
Spending Potential Index	68	113	85
Travel: Total \$	\$2,264,685	\$17,239,804	\$10,056,892
Average Spent	\$1,592.61	\$2,535.64	\$2,088.23
Spending Potential Index	66	105	87
Vehicle Maintenance & Repairs: Total \$	\$1,229,529	\$8,820,558	\$5,152,147
Average Spent	\$864.65	\$1,297.33	\$1,069.80
Spending Potential Index	75	112	92

Data Note: Consumer spending shows the amount spent on a variety of goods and services by households that reside in the area. Expenditures are shown by broad budget categories that are not mutually exclusive. Consumer spending does not equal business revenue. Total and Average Amount Spent Per Household represent annual figures. The Spending Potential Index represents the amount spent in the area relative to a national average of 100.

Source: Consumer Spending data are derived from the 2017 and 2018 Consumer Expenditure Surveys, Bureau of Labor Statistics. Esri.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2020 and 2025 Esri converted Census 2000 data into 2010 geography.

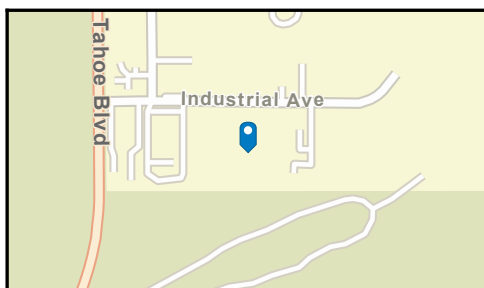
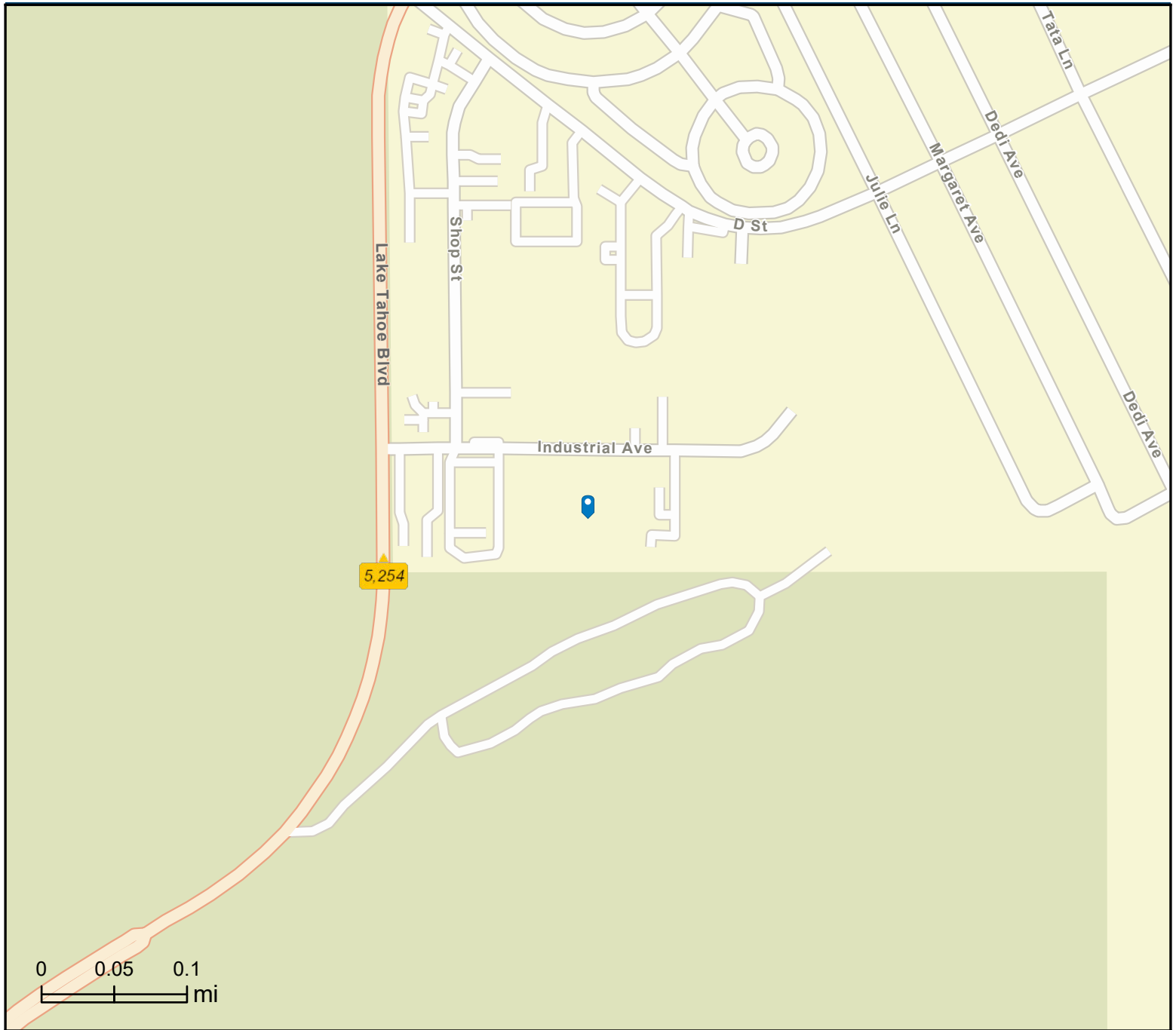
September 23, 2020



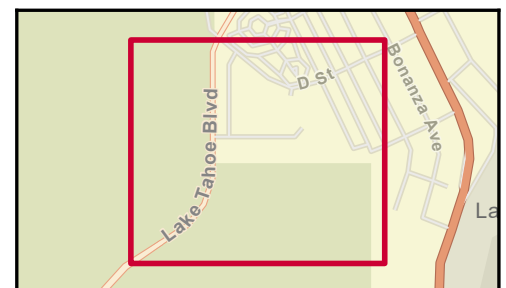
Traffic Count Map - Close Up

1060 Industrial Ave, South Lake Tahoe, California, 96150
Ring Bands: 0-1, 1-3, 3-5 mile radii

Prepared by Aziz Khatri
Latitude: 38.90191
Longitude: -120.01047



Average Daily Traffic Volume
▲ Up to 6,000 vehicles per day
▲ 6,001 - 15,000
▲ 15,001 - 30,000
▲ 30,001 - 50,000
▲ 50,001 - 100,000
▲ More than 100,000 per day



Source: ©2020 Kalibrate Technologies (Q2 2020).

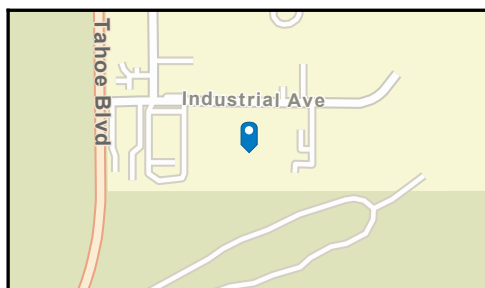
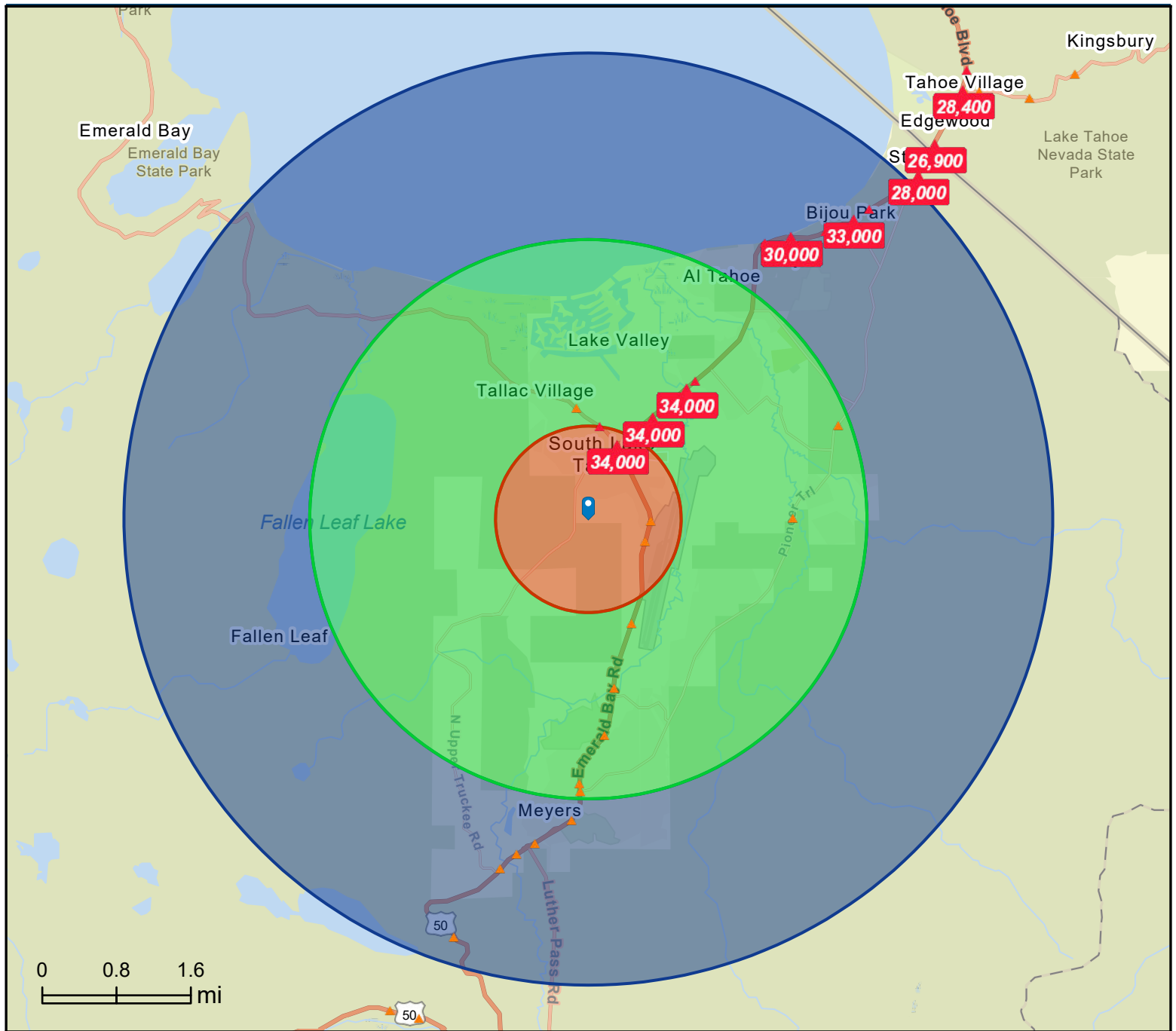
September 23, 2020



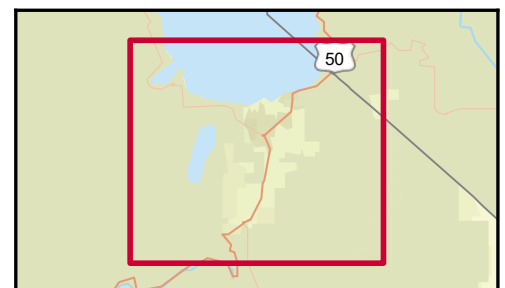
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Prepared by Aziz Khatri
Latitude: 38.90191
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- Average Daily Traffic Volume**
- ▲ Up to 6,000 vehicles per day
 - ▲ 6,001 - 15,000
 - ▲ 15,001 - 30,000
 - ▲ 30,001 - 50,000
 - ▲ 50,001 - 100,000
 - ▲ More than 100,000 per day



Source: ©2020 Kalibrate Technologies (Q2 2020).

September 23, 2020