

## MARKET TRENDS | ORANGE COUNTY

# RETAIL

3RD QUARTER  
2020

▲ VACANCY | ◀ UNEMPLOYMENT | ▼ RENTAL RATE | ▼ CONSTRUCTION DELIVERIES

### TOP SALE TRANSACTIONS FOR 3Q 2020

Property	Submarket	Square Feet	Sale Price	Price/SF	Buyer	Seller
Fullerton Crossings	Fullerton	289,575	\$86,000,000	\$296.99	Realty Income Corp	Merlone Geier Partners
Village Plaza Albertsons	Orange	50,223	\$16,432,500	\$327.19	Laulima Families LLC	Serra Corp
26940-26990 Crown Valley Pkwy	Mission Viejo	42,258	\$15,201,000	\$359.72	Burnham USA Equities	Chris M Trudeau
104-120 N El Camino Real	San Clemente	9,271	\$10,975,000	\$1,183.80	Landmark Equity Mgmt	Peter Hioureas
Harbor Cove Chase Bank	Laguna Beach	5,920	\$6,640,000	\$1,121.62	Joyce Alyn	Ronald Gerber

### TOP LEASE TRANSACTIONS FOR 3Q 2020

Property	Submarket	Square Feet	Date	Landlord	Tenant
1351 W 17th St	Santa Ana	99,561	September 2020	Kohl's	N/A
The Market Place	Tustin	24,803	September 2020	The Irvine Company	N/A
Pavilion Plaza West	Garden Grove	24,603	July 2020	Sterling Organization	Sprouts Farmers Market
22421-22425 El Toro Rd	Lake Forest	14,178	September 2020	Business Properties Partnership	Dollar Tree
415 E Avenida Pico	San Clemente	10,525	July 2020	PacificWest Asset Mgmt	Dollar Tree

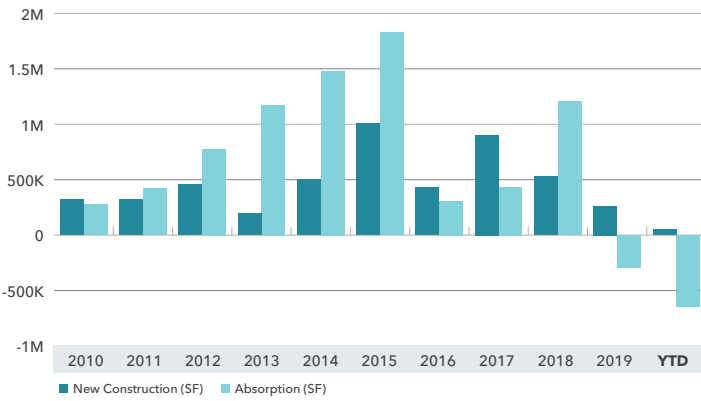
### TOP UNDER CONSTRUCTION

Property	Address	Submarket	Square Feet	Owner	Delivery Date
The Press Market Hall	1375 Sunflower Ave	Costa Mesa	54,139	Invesco	June 2021
First Harbor Plaza	101 N Harbor Blvd	Santa Ana	51,568	Primior	December 2020
1201 S Magnolia Ave	1201 S Magnolia Ave	Anaheim	10,031	Magdy S Tawil	June 2021
Portola Center Podium	901 Portola Oaks Dr	Lake Forest	10000	Landsea Homes	February 2021
Home Depot Santa Ana	3500 W Macarthur Blvd	Santa Ana	5,000	Kimco	December 2020

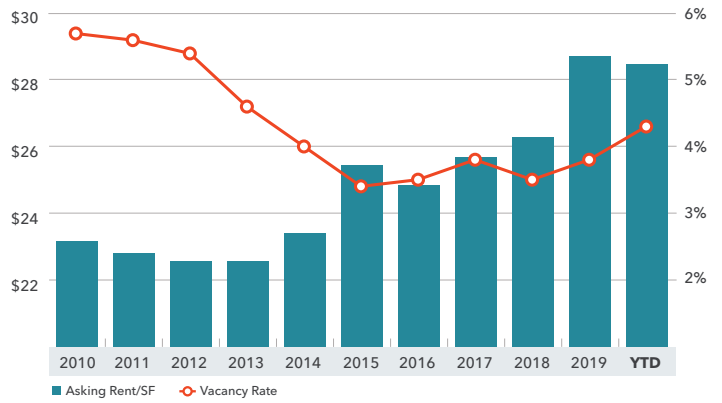
## Market Breakdown

	3Q 2020	2Q 2020	3Q 2019	Annual % Change
New Construction	12,500	8,052	35,467	-64.76%
Under Construction	150,481	162,981	213,310	-29.45%
Vacancy Rate	4.3%	4.1%	3.7%	16.22%
Average Asking Rents	\$2.37	\$2.44	\$2.33	1.72%
Average Sales Price/SF	\$383.22	\$433.23	\$359.43	6.62%
Cap Rates	5.9%	4.7%	5.0%	18.00%
Net Absorption	(278,829)	(277,165)	49,510	N/A

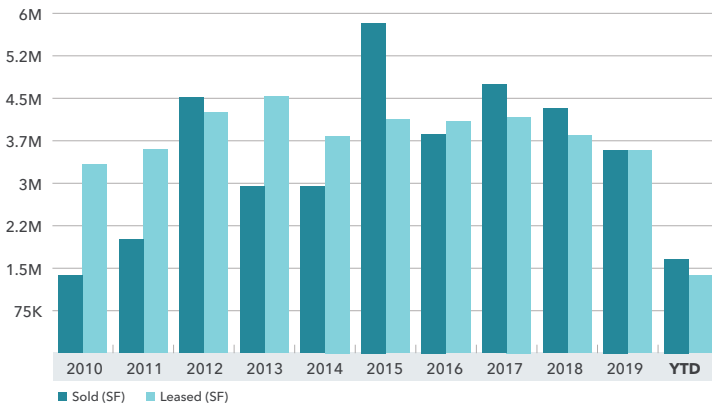
## NEW RETAIL CONSTRUCTION & ABSORPTION



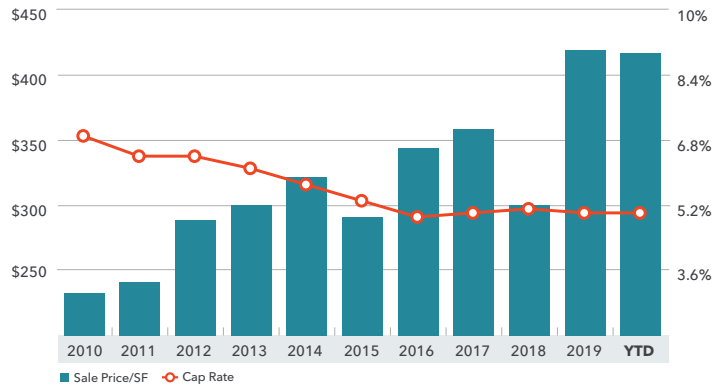
## AVERAGE ASKING RENT/SF & VACANCY RATE



## SALE VOLUME & LEASE VOLUME



## AVERAGE SALES PRICE/SF & CAP RATES



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The information in this report was composed by the Kidder Mathews Research Group.

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### COMMERCIAL BROKERAGE

**27M** ANNUAL SALES SF  
**450+** NO. OF BROKERS  
**\$9.6B** ANNUAL TRANSACTION VOLUME  
**42M** ANNUAL LEASING SF

### VALUATION ADVISORY

**1,680+** APPRAISALS ANNUALLY  
**37/23** TOTAL NO. APPRAISERS/MAI'S

### PROPERTY MANAGEMENT

**70M+** MANAGEMENT PORTFOLIO SF  
**\$12B+** IN ASSETS UNDER MANAGEMENT

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