



MARKET TRENDS | ORANGE COUNTY

RETAIL

4TH QUARTER
2021

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

Year-over-year change

TOP SALE TRANSACTIONS FOR 2021

Property	Submarket	Square Feet	Sale Price	Price/SF	Buyer	Seller
1095 N Pullman St	Anaheim Hills	205,000	\$53,000,000	\$259	Sunbelt Investment Holdings	Maxim Properties
2375 N Tustin Ave	East Orange	45,675	\$23,400,000	\$512	Burnham USA Equities	Continental Development Corporation
14314-14390 Brookhurst St	Garden Grove	44,644	\$21,700,000	\$486	An Tan Dao & Loan Thi Nguyen	J & G Fields Family Properties, LP
4550 E Chapman Ave	East Orange	65,000	\$19,500,000	\$300	James O'Hearn	Laulima Families, LLC
17110 Brookhurst St	Fountain Valley	61,569	\$17,370,000	\$282	Haphan Group	Fountain Bowl

TOP LEASE TRANSACTIONS FOR 2021

Property	Submarket	Square Feet	Transaction Date	Landlord	Tenant
2505 El Camino Real	Tustin	105,000	June 2021	National Safe Harbor Exchanges	At Home
2200 Harbor Blvd	Costa Mesa	94,000	July 2021	Stovall Family Partnership	At Home
18007 Von Karman Ave	Irvine	90,000	August 2021	SENTRE Partners	Life Time
19041 Beach Blvd	Huntington Beach	34,000	July 2021	Sunbrewer Partners LP	Target
120 W 5th St	Civic Center Area	26,000	August 2021	Jakosky Properties	Mariners Church

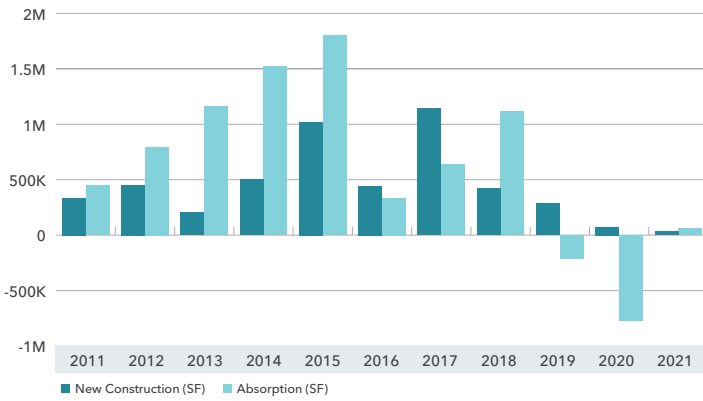
TOP UNDER CONSTRUCTION

Property	Submarket	Square Feet	Delivery Date
House of Imports	Buena Park/La Palma	81,949	4Q 2022
Pavilion Plaza West- Building 100	Garden Grove	51,380	4Q 2022
Audi Dealership North OC	Placentia/Yorba Linda	21,000	4Q 2022
Portola Retail Center	Lake Forest/Foothill Ranch/RSM	10,000	1Q 2022
Citi Bank	Garden Grove	9,000	1Q 2022

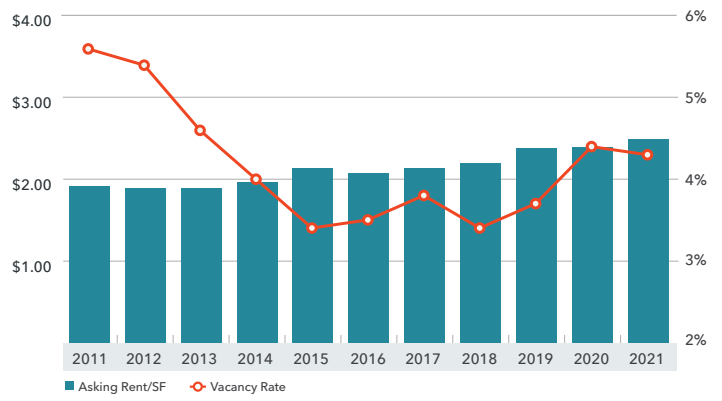
Market Breakdown

	4Q21	3Q21	4Q20	% Change From A Year Ago
New Construction	8,065	1,995	24,380	-66.92%
Under Construction	214,232	140,348	43,521	392.25%
Vacancy Rate	4.3%	4.3%	4.4%	-2.27%
Average Asking Rents	\$2.48	\$2.45	\$2.39	3.66%
Average Sales Price/SF	\$414.40	\$398.26	\$443.59	-6.58%
Cap Rates	4.7%	5.1%	4.6%	2.17%
Net Absorption	932	145,542	(92,806)	N/A

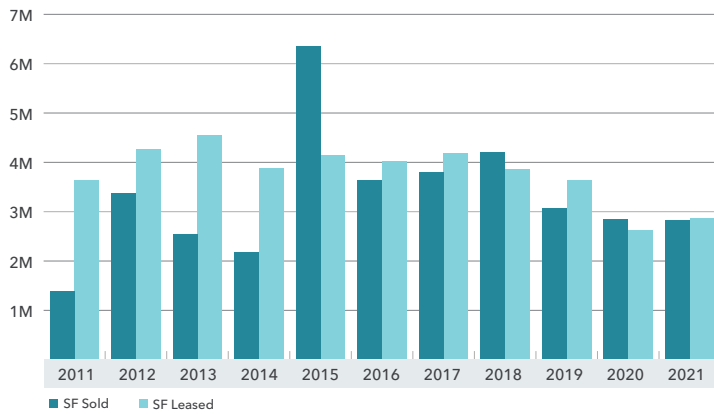
NEW RETAIL CONSTRUCTION & ABSORPTION



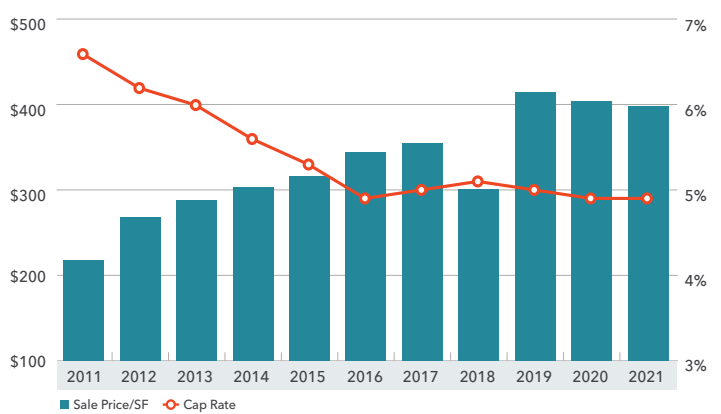
AVERAGE ASKING RENT/SF & VACANCY RATE



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.

GARY BARAGONA

Director of Research
415.229.8925
gary.baragona@kidder.com

SOUTHERN CALIFORNIA & SOUTHWEST

MARK READ

Regional President, Brokerage
mark.read@kidder.com
LIC N° 00572743

ERIC PAULSEN

Regional President, Brokerage
eric.paulsen@kidder.com
LIC N° 01001040

949.557.5000

COMMERCIAL BROKERAGE

23M

ANNUAL SALES SF

460+

NO. OF BROKERS

\$8B

ANNUAL TRANSACTION VOLUME

42M

ANNUAL LEASING SF

VALUATION ADVISORY

1,800+

APPRAISALS ANNUALLY

45/23

TOTAL NO. APPRAISERS/MAI'S

ASSET SERVICES

64M

MANAGEMENT PORTFOLIO SF

\$11B

IN ASSETS UNDER MANAGEMENT

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