

## MARKET TRENDS

# ORANGE COUNTY *RETAIL*

↓	VACANCY	↑	UNEMPLOYMENT
↑	RENTAL RATES	↓	CONSTRUCTION DELIVERIES

Year-Over-Year Change

### TOP SALE TRANSACTIONS 2Q 2023

Property	Submarket	SF	Sale Price	\$/SF	Buyer	Seller
Bristol Place	Santa Ana	61,454	\$36,500,000	\$594	Kenneth and Johanna Kim Revocable Trust	CP Bristol Sa LLC
Adams Marketplace	Huntington Beach	65,116	\$29,200,000	\$448	Adams Marketplace LLC	Crefma1 Magnolia Warner Owner LLC
The Row on Harbor	Brea/La Habra	24,314	\$12,479,500	\$513	Alamitos Associates	DMI Real Estate Group LLC

### TOP LEASE TRANSACTIONS 2Q 2023

Property	Submarket	SF	Transaction Date	Tenant
Amerige Heights Town Center	Fullerton	20,043	May 2023	Kid's Empire
8787 Irvine Center Dr	Irvine	8,932	April 2023	DTC
Lake Forest Town Center	Lake Forest	6,225	May 2023	Morena's Mexican Restaurant

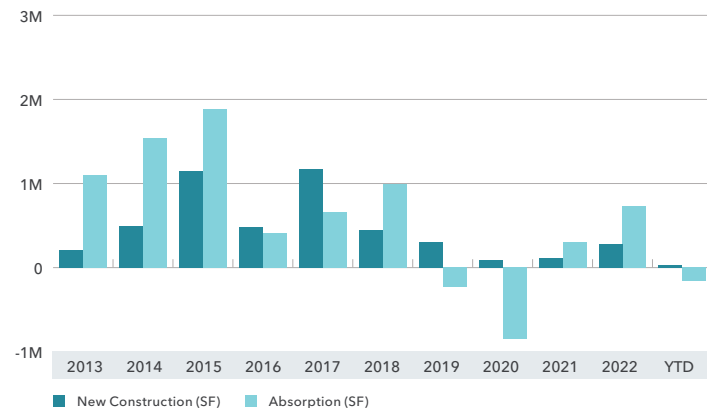
### TOP UNDER CONSTRUCTION

Property	Submarket	SF	Delivery
25865 Stonehill Dr	San Juan Capistrano	40,000	3Q 2023
8112-8116 Orangethorpe Ave	Buena Park	30,000	2Q 2024
Portola Retail Center	Trabuco Canyon	10,000	3Q 2023

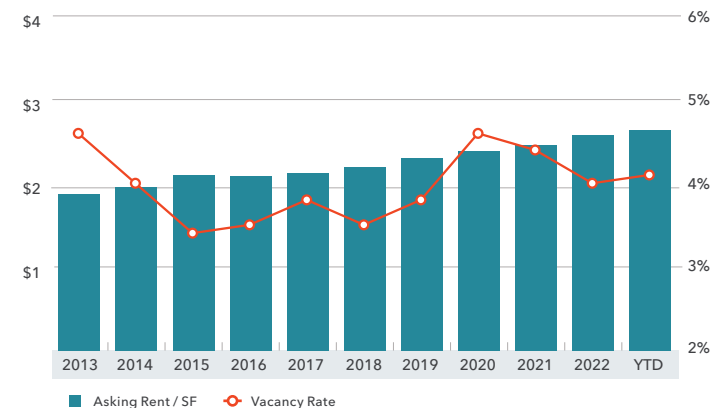
### MARKET BREAKDOWN

	2Q23	1Q23	2Q22	Annual % Change
New Construction	16,466	8,868	51,855	<b>-68.25%</b>
Under Construction	112,478	98,944	167,324	<b>-32.78%</b>
Vacancy Rate	4.1%	4.1%	4.3%	<b>-4.65%</b>
Average Asking Rents	\$2.64	\$2.58	\$2.49	<b>6.26%</b>
Average Sales Price / SF	\$517	\$365	\$477	<b>8.35%</b>
Cap Rates	5.3%	5.4%	5.3%	<b>0.00%</b>
Net Absorption	(25,441)	(137,760)	229,337	<b>N/A</b>

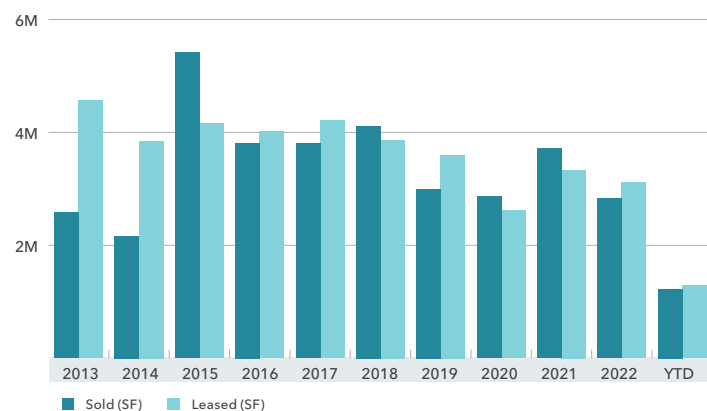
## NEW CONSTRUCTION & ABSORPTION



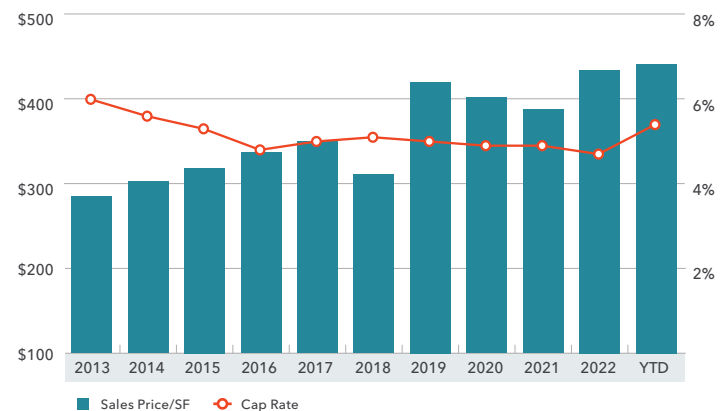
## AVERAGE ASKING RENT/SF & VACANCY RATE



## SALE VOLUME & LEASE VOLUME



## AVERAGE SALES PRICE/SF & CAP RATES



Data Source: CoStar



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

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### COMMERCIAL BROKERAGE

**\$12B**

TRANSACTION  
VOLUME ANNUALLY

**32.1M**

ANNUAL  
SALES SF

**41.2M**

ANNUAL  
LEASING SF

### ASSET SERVICES

**53M**

MANAGEMENT  
PORTFOLIO SF

**771+**

ASSETS UNDER  
MANAGEMENT

**250+**

ASSET SERVICES  
CLIENTS

### VALUATION ADVISORY

**2,600+**

ASSIGNMENTS  
ANNUALLY

**46**

TOTAL  
APPRAISERS

**23**

WITH MAI  
DESIGNATIONS

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