

MARKET TRENDS

ORANGE COUNTY RETAIL

↓ VACANCY	↑ UNEMPLOYMENT
↓ RENTAL RATES	↓ CONSTRUCTION DELIVERIES
Year-Over-Year Change	

SIGNIFICANT SALE TRANSACTIONS 3Q 2024

Property	Submarket	SF	Sale Price	\$/SF	Buyer	Seller
Foothill Ranch Dodge	Lake Forest/Foothill Ranch	28,211	\$32,000,000	\$1,134	Murgado Automotive Group	Mercedes-Benz of Laguna Niguel
Huntington Jeep Eagle	Huntington Beach	22,468	\$22,000,000	\$979	Shaver Auto Center, Inc.	Piland Properties, LLC
11100 Garden Grove Blvd	Garden Grove	29,935	\$12,000,000	\$401	Costco Wholesale Corporation	Harvest Capital, Inc.

SIGNIFICANT LEASE TRANSACTIONS 3Q 2024

Property	Submarket	SF	Transaction Date	Tenant
22999 Savi Ranch Pkwy	Yorba Linda	25,000	July 2024	Spirit Halloween
Mercado Del Lago	Rancho Santa Margarita	34,000	September 2024	Spirit Halloween
Redhill Village	Tustin	23,000	August 2024	Dollar Tree

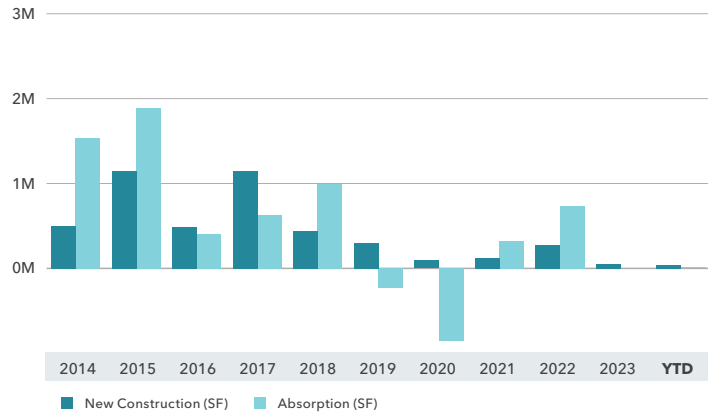
SIGNIFICANT UNDER CONSTRUCTION

Property	Submarket	SF	Delivery
River Street Marketplace	San Juan Capistrano	60,000	4Q 2024
Laguna Hills Plaza	Laguna Hills	53,365	4Q 2024
The Square at Culver Shopping Center	Irvine	28,000	1Q 2025

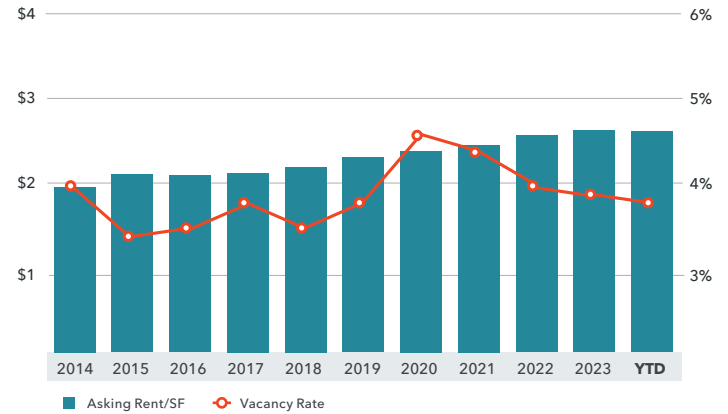
MARKET BREAKDOWN

	3Q24	2Q24	3Q23	YOY Change
Vacancy Rate	3.8%	3.9%	4.1%	-30 bps
Average Asking Rents	\$2.61	\$2.63	\$2.63	-0.60%
Under Construction	232,517	229,014	98,970	134.94%
Average Sales Price/SF	\$443	\$449	\$428	3.66%
Average Cap Rate	5.2%	4.5%	5.1%	10 bps
	3Q24	2024 YTD	2023 YTD	YOY Change
Construction Deliveries	3,000	41,388	47,330	-12.55%
Net Absorption	265,606	11,480	(410,657)	N/A

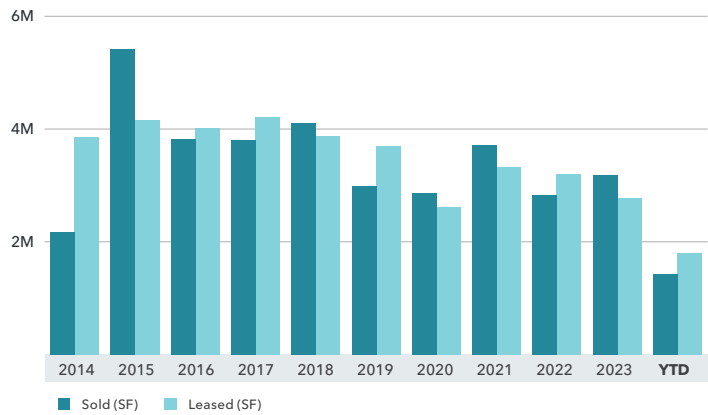
NEW CONSTRUCTION & ABSORPTION



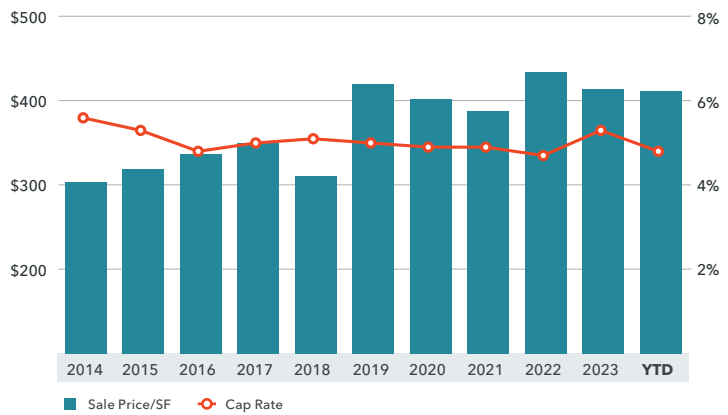
AVERAGE ASKING RENT/SF & VACANCY RATE



SALE VOLUME & LEASE VOLUME



AVERAGE SALE 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	<i>\$10B</i> 3-YEAR AVERAGE TRANSACTION VOLUME	<i>31.7M</i> ANNUAL SALES SF	<i>42.4M</i> ANNUAL LEASING SF
ASSET SERVICES	<i>55M SF</i> MANAGEMENT PORTFOLIO SIZE	<i>800+</i> ASSETS UNDER MANAGEMENT	<i>260+</i> CLIENTS SERVED
VALUATION ADVISORY	<i>2,600+</i> 3-YEAR AVERAGE ASSIGNMENTS	<i>43</i> TOTAL APPRAISERS	<i>27</i> WITH MAI DESIGNATIONS

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