

MARKET TRENDS

ORANGE COUNTY *RETAIL*

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

SIGNIFICANT SALE TRANSACTIONS 2Q 2025

Property	Submarket	SF	Sale Price	\$/SF	Buyer	Seller
Jerry Seiner Honda	San Juan Cap/S Clemente/Dana Pt/Cap Bch	11,360	\$38,000,000	\$3,345.07	Jerry Seiner Dealerships	Victory Automotive Grp, Inc.
Westport Plaza	Costa Mesa	28,016	\$19,275,000	\$688.00	Asana Partners	Space Investment Partners
25732 El Paseo	Laguna Hills/Aliso Viejo	34,912	\$14,420,000	\$413.04	Costco Wholesale	Mack Mgmt & Construction

SIGNIFICANT LEASE TRANSACTIONS 2Q 2025

Property	Submarket	SF	Transaction Date	Tenant
Buena Park Market Place	Buena Park/La Palma	35,675	May 2025	Burlington
Bristol Warner Village	Santa Ana	30,690	May 2025	Sprouts Farmers Market
14731 Goldenwest St	Westminster	23,825	April 2025	US Stone Group Co

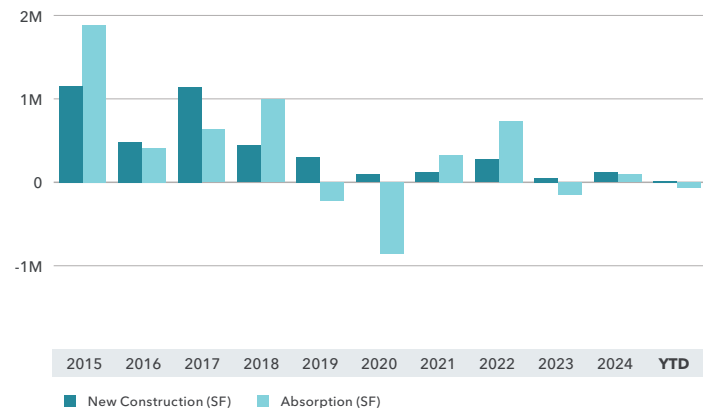
SIGNIFICANT UNDER CONSTRUCTION

Property	Submarket	SF	Delivery
Amazon Fresh	Laguna Hills/Aliso Viejo	53,365	2Q 2025
Dana Point Harbor	San Juan Cap/S Clemente/Dana Pt/Cap Bch	30,000	4Q 2025
Tokyo Central	Irvine/Tustin Legacy	28,000	7Q 2025

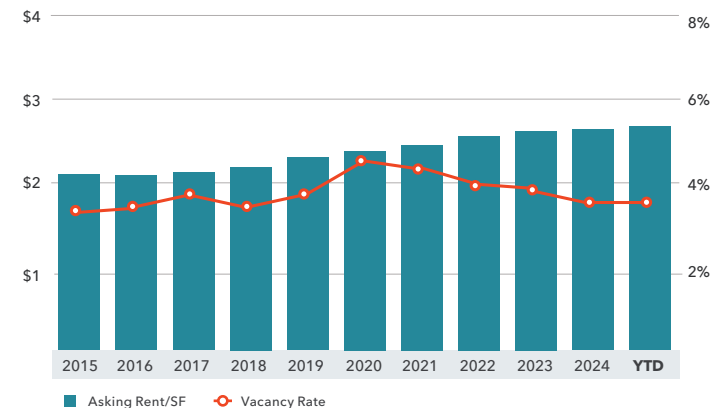
MARKET BREAKDOWN

	2Q25	1Q24	2Q25	YOY Change
Vacancy Rate	3.6%	3.5%	3.8%	-20 bps
Average Asking Rents	\$2.67	\$2.67	\$2.64	1.26%
Under Construction (SF)	197,924	191,070	233,872	-15.37%
Average Sales Price/SF	\$508	\$489	\$380	33.72%
Average Cap Rate	4.4%	3.3%	4.5%	-10 bps
	2Q25	2025 YTD	2024 YTD	YOY Change
Construction Deliveries (SF)	4,212	14,252	28,438	-49.88%
Net Absorption	-121,387	-70,595	-273,503	N/A

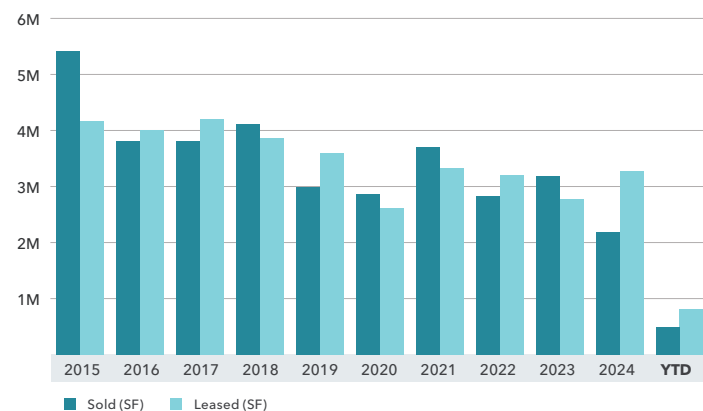
NEW CONSTRUCTION & ABSORPTION



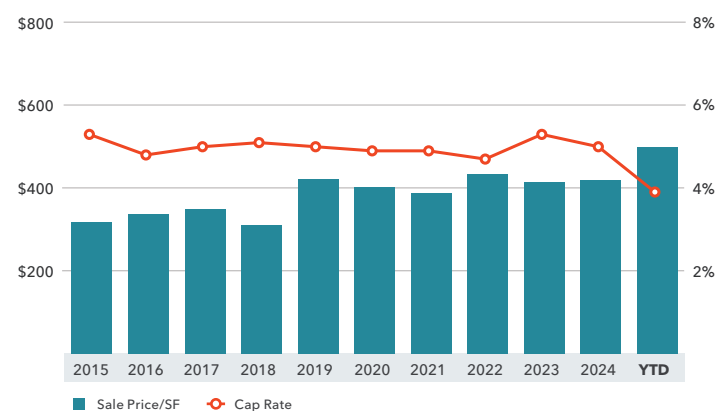
AVERAGE ASKING RENT/SF & VACANCY RATE



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

\$9B

AVERAGE ANNUAL TRANSACTION VOLUME

26.2M

ANNUAL SALES SF

36.7M

ANNUAL LEASING SF

ASSET SERVICES

58M SF

MANAGEMENT PORTFOLIO SIZE

850+

ASSETS UNDER MANAGEMENT

250+

CLIENTS SERVED

VALUATION ADVISORY

2,400+

AVERAGE ASSIGNMENTS

39

TOTAL APPRAISERS

24

WITH MAI DESIGNATIONS

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