

## MARKET TRENDS

# ORANGE COUNTY *RETAIL*

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

### SIGNIFICANT SALE TRANSACTIONS 3Q 2025

Property	Submarket	SF	Sale Price	\$/SF	Buyer	Seller
Home Depot	Santa Ana	134,400	\$49,500,000	\$368.30	Terreno Garfield, LLC	Kimco Realty Corp.
Mercantile East-Bldgs A-G	RSM/Coto De Cazo/Ladera Ranch/RMV	117,300	\$47,332,812	\$403.52	Regency Centers	Westar Associates
Fullerton MetroCenter	Fullerton	155,949	\$45,435,617	\$291.35	Space Fullerton Metro, LLC	Kite Realty Group Trust

### SIGNIFICANT LEASE TRANSACTIONS 3Q 2025

Property	Submarket	SF	Transaction Date	Tenant
Metro Pointe at South Coast	Costa Mesa	14,385	August 2025	Kids Empire
1035 N Magnolia Ave	North/East Anaheim	14,061	July 2025	Rite Aid
3151 Harbor Blvd	Costa Mesa	13,940	July 2025	Anaheim Feed & Pet Supply

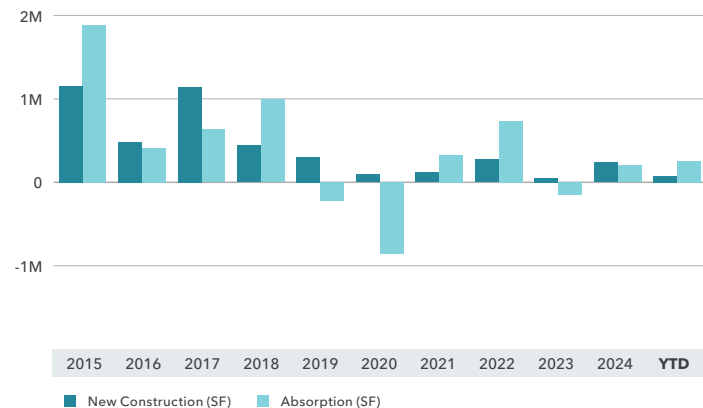
### SIGNIFICANT UNDER CONSTRUCTION

Property	Submarket	SF	Delivery
Amazon Fresh	Laguna Hills/Aliso Viejo	53,365	2Q 2025
The Canopy at Great Park - Building 2	Outlying Orange County	34,881	1Q 2027
Dana Point Harbor	San Juan Cap/S Clemente/Dana Pt/Cap Bch	30,000	4Q 2025

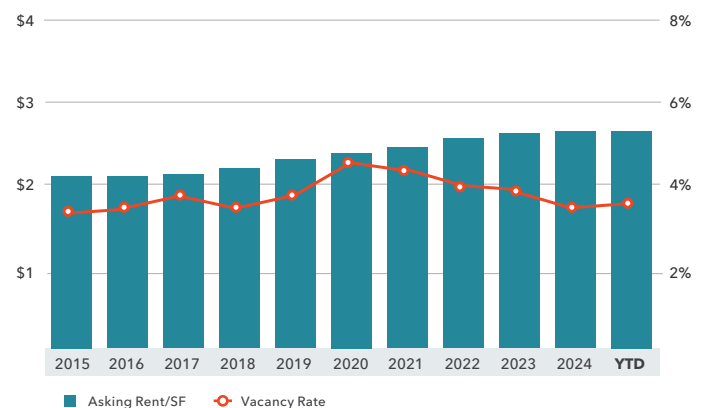
### MARKET BREAKDOWN

	3Q25	2Q25	3Q24	YOY Change
Vacancy Rate	3.6%	3.6%	3.6%	0 bps
Average Asking Rents	\$2.65	\$2.67	\$2.61	1.56%
Under Construction (SF)	306,900	224,659	176,695	73.69%
Average Sales Price/SF	\$575	\$436	\$435	32.19%
Average Cap Rate	4.7%	4.6%	5.0%	-30 bps
	3Q25	2025 YTD	2024 YTD	YOY Change
Construction Deliveries (SF)	37,443	73,780	93,455	-21.05%
Net Absorption (SF)	355,407	252,658	48,960	416.05%

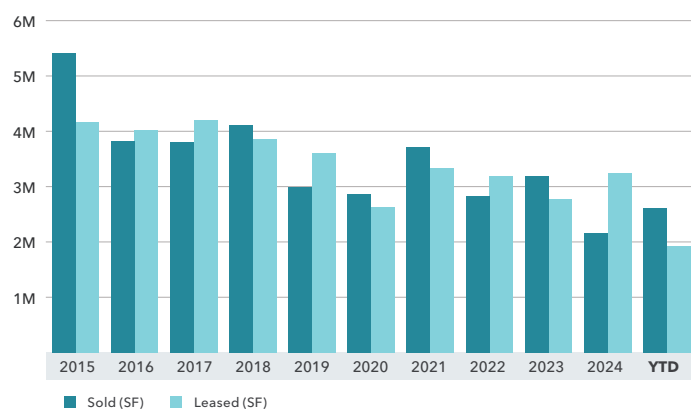
## NEW CONSTRUCTION & ABSORPTION



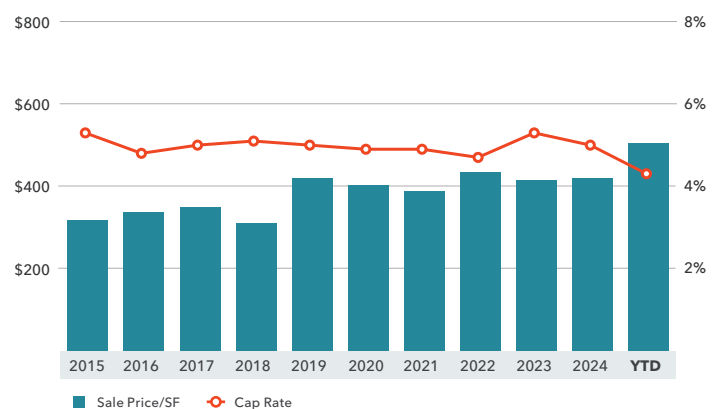
## AVERAGE ASKING RENT/SF & VACANCY RATE



## 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

**53M SF**

MANAGEMENT PORTFOLIO SIZE

**800+**

ASSETS UNDER MANAGEMENT

**250+**

CLIENTS SERVED

### VALUATION ADVISORY

**2,400+**

AVERAGE ASSIGNMENTS

**39**

TOTAL APPRAISERS

**24**

WITH MAI DESIGNATIONS