

## MARKET TRENDS

# ORANGE COUNTY *RETAIL*

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

### SIGNIFICANT SALE TRANSACTIONS 4Q 2025

Property	Submarket	SF	Sale Price	\$/SF	Buyer	Seller
Hunter Court	Lake Forest	110,884	\$39,265,099	\$354	DRA Adv.   DLC Mgmt. Corp.	Merlone Geier Mgmt., Inc.
Russell Westbrook Hyundai	Stadium Area	22,058	\$18,000,000	\$816	Lithia R.E., Inc.	BN Dealerships Mgmt., Inc.   Shaver Auto Ctr Inc.
Garden Grove Hyundai	Garden Grove	13,985	\$17,700,000	\$1,266	Lithia R.E., Inc.	BN Dealerships Mgmt., Inc.   Shaver Auto Ctr Inc.

### SIGNIFICANT LEASE TRANSACTIONS 4Q 2025

Property	Submarket	SF	Transaction Date	Tenant
La Habra Imperial Promenade	Brea/La Habra	36,700	October 2025	Slick City
Plaza El Paseo	RSM/Coto De Cazo/Ladera Ranch/RMV	26,991	November 2025	The Picklr
Dove Canyon Plaza	RSM/Coto De Cazo/Ladera Ranch/RMV	12,789	October 2025	Goddard Schools

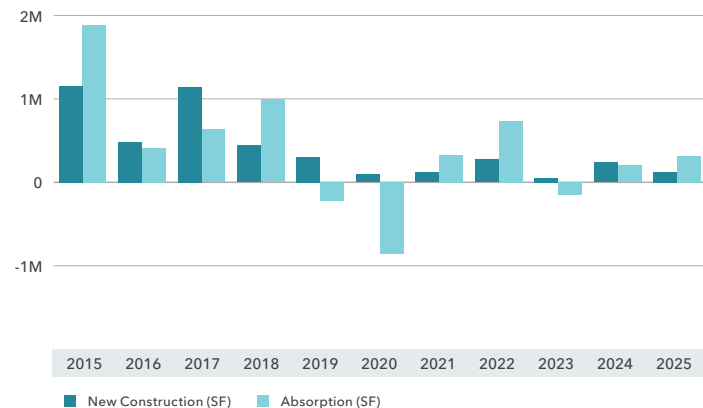
### SIGNIFICANT UNDER CONSTRUCTION

Property	Submarket	SF	Delivery
Amazon Fresh	Laguna Hills/Aliso Viejo	53,365	1Q 2026
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	1Q 2026

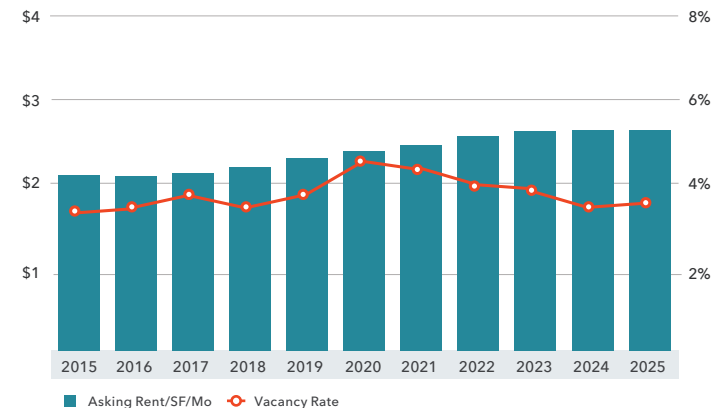
### MARKET BREAKDOWN

	4Q25	3Q25	4Q24	YOY Change
Vacancy Rate	3.6%	3.6%	3.5%	<b>10 bps</b>
Average Asking Rents /SF/Mo	\$2.64	\$2.65	\$2.64	<b>0.06%</b>
Under Construction (SF)	295,304	298,306	220,778	<b>33.76%</b>
Average Sales Price/SF	\$551	\$536	\$524	<b>5.05%</b>
Average Cap Rate	5.0%	4.7%	5.8%	<b>-80 bps</b>
	4Q25	2025	2024	YOY Change
Construction Deliveries (SF)	31,028	127,363	237,212	<b>-46.31%</b>
Net Absorption (SF)	10,935	312,712	202,001	<b>54.81%</b>

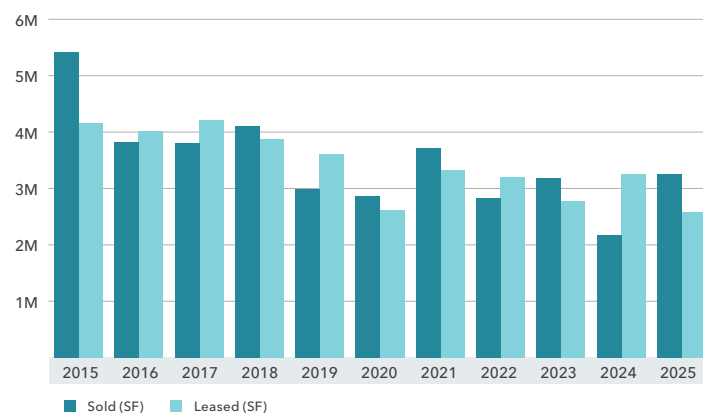
## NEW CONSTRUCTION & ABSORPTION



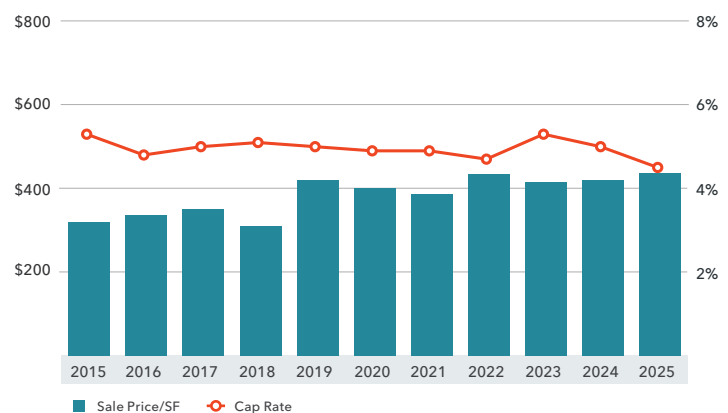
## AVERAGE ASKING RENT/SF & VACANCY RATE



## 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

**41**

TOTAL  
APPRAISERS

**23**

WITH MAI  
DESIGNATIONS