

MARKET TRENDS

ORANGE COUNTY *RETAIL*


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

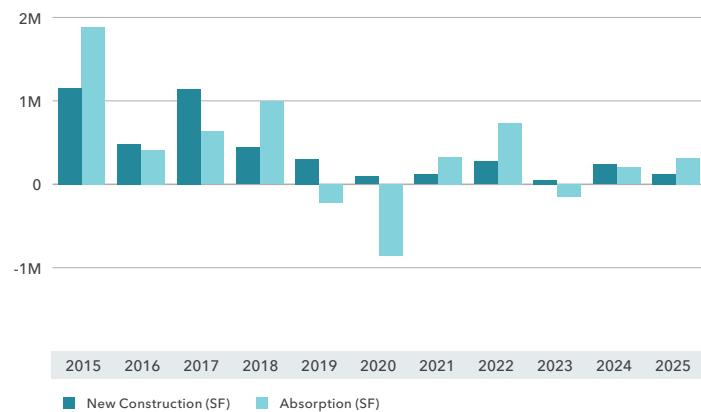
SIGNIFICANT UNDER CONSTRUCTION

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

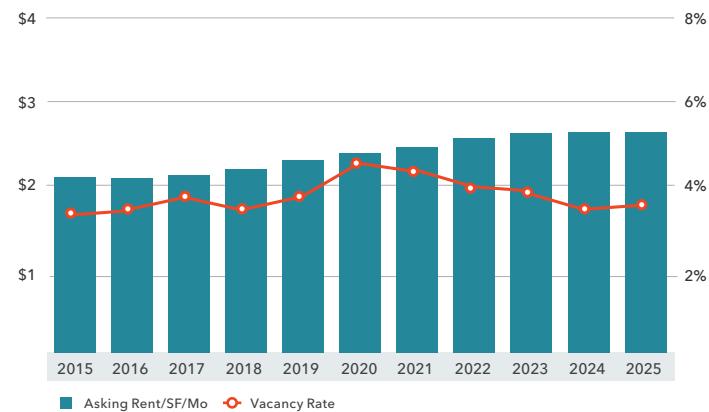
MARKET BREAKDOWN

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

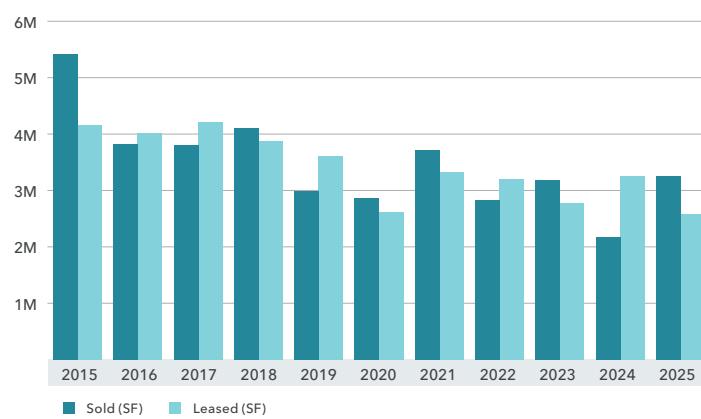
NEW CONSTRUCTION & ABSORPTION



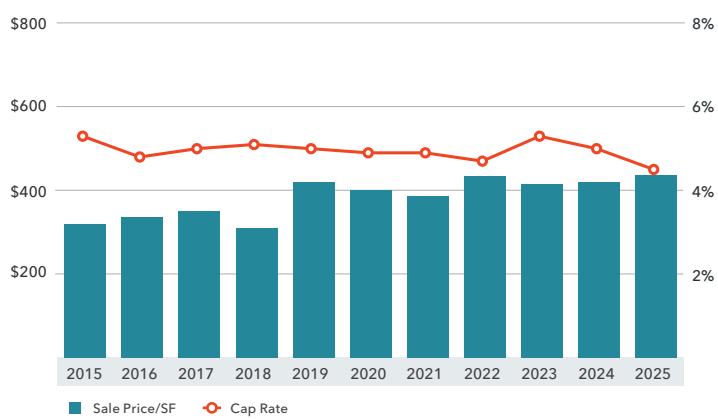
AVERAGE ASKING RENT/SF & VACANCY RATE



SALE VOLUME & LEASE VOLUME



AVERAGE SALE PRICE/SF & CAP RATES



Data Source: CoStar



Kidder Mathews is the largest fully independent commercial real estate firm in the Western U.S., with over 900 real estate professionals and staff in 19 offices in Washington, Oregon, California, Nevada, and Arizona. We offer a complete range of brokerage, appraisal, asset services, consulting, and debt & equity finance services for all property types.

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