

MARKET TRENDS | **SAN DIEGO**

RETAIL

**3RD QUARTER
2019**

▼ VACANCY | ▼ UNEMPLOYMENT | ▲ RENTAL RATE | ▼ CONSTRUCTION DELIVERIES

TOP SALE TRANSACTIONS FOR 3Q 2019

Property	Submarket	Square Feet	Sale Price	Price/SF	Buyer	Seller
Beacon La Costa	Carlsbad	123,297	\$57,600,000	\$467.00	Asana Partners	Angelo, Gordon & Co.
Mission Square Shopping Center	Oceanside	183,716	\$37,000,000	\$201.00	Monro Capital, Inc.	Pacific Development Partners, LLC
Palm Promenade 24	Imperial Beach	61,005	\$32,334,318	\$530.03	Realty Income Corporation	Citivest Commercial Investments, LLC
Plaza at the Border	Imperial Beach	98,123	\$24,700,000	\$252.00	Pacific Castle, Inc.	Shamrock of Las Americast West
Vons @ La Jolla Colony	UTC	40,000	\$18,548,500	\$463.71	Levine Investments, LP	Albertsons Companies

TOP LEASE TRANSACTIONS FOR 3Q 2019

Property	Submarket	Square Feet	Date	Landlord	Tenant
La Jolla Colony	UTC	40,000	August 2019	Levine Investments, LP	Vons (renewal)
6331 University Ave	Mid City/SE San Diego	18,346	September 2019	Furniture Outlet	Doggie Day Care
The District at Eastlake	Eastlake	14,690	September 2019	Leviton Manufacturing Co., Inc.	Undisclosed
Mission Marketplace	Oceanside	12,218	August 2019	Newmark Merrill Companies	Spirit Halloween
Northgate Center	Imperial Beach	11,800	September 2019	George Salameh	Undisclosed

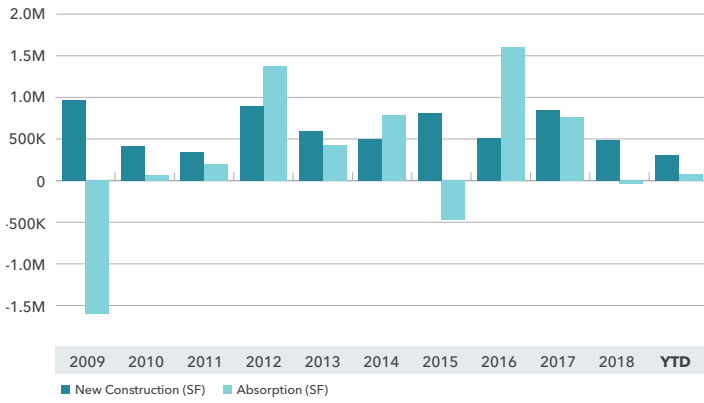
TOP UNDER CONSTRUCTION

Property	Address	Submarket	Square Feet	Owner	Delivery Date
The Collection at UTC	4575 La Jolla Village Drive	UTC	177,000	Seritage Growth Properties	May 2020
Vista Terrace Marketplace	1370 Vista Way	Vista	42,000	Black Lion Investment Group	October 2019
The Trading Post	13247 Poway Rd	Poway	39,800	Poway Property LP	July 2020
Portside Pier	1360 N Harbor Dr	Downtown	34,000	San Diego Unified Port District	April 2020
El Camino North	Vista Way	Oceanside	9,312	Kimco Realty Corporation	January 2020

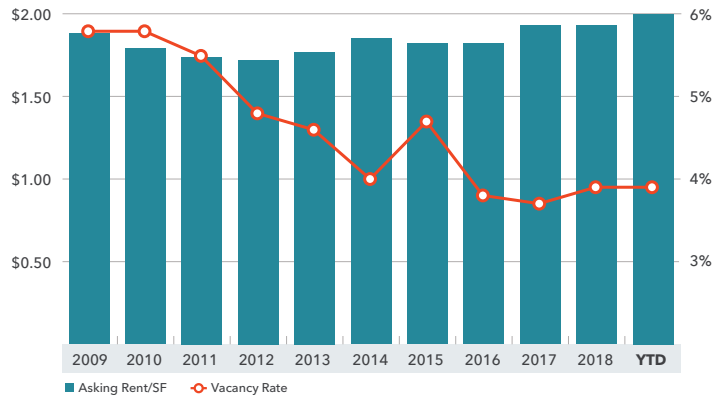
Market Breakdown

	3Q 2019	2Q 2019	3Q 2018	Annual % Change
New Construction	38,477	25,278	111,441	-65.47%
Under Construction	378,018	400,083	563,593	-32.93%
Vacancy Rate	3.9%	4.0%	3.9%	0.00%
Average Asking Rents (NNN)	\$2.00	\$1.88	\$1.98	1.01%
Average Sales Price/SF	\$337.98	\$323.78	\$246.92	36.88%
Cap Rates	6.10%	5.80%	5.50%	10.91%
Net Absorption	124,796	-100,090	-11,112	N/A

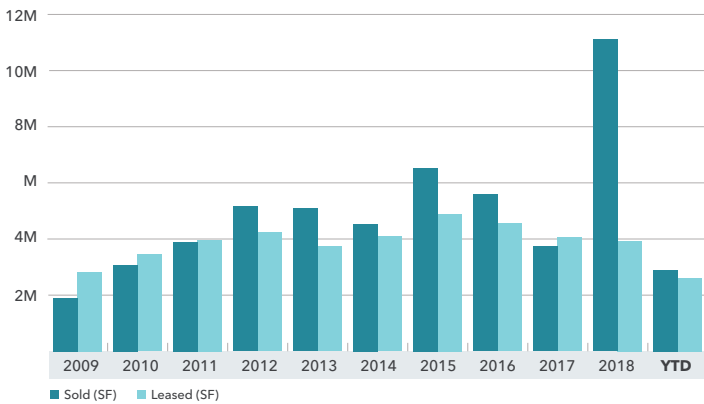
NEW RETAIL CONSTRUCTION & ABSORPTION



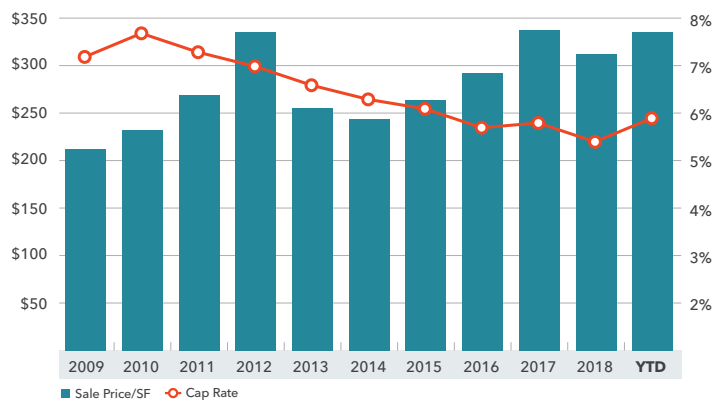
AVERAGE ASKING RENT/SF & VACANCY RATE



SALE VOLUME & LEASE VOLUME



AVERAGE SALES PRICE/SF & CAP RATES



Kidder Mathews is the largest, independent commercial real estate firm on the West Coast, with 800 real estate professionals and staff in 22 offices in Washington, Oregon, California, Nevada, and Arizona. We offer a complete range of brokerage, appraisal, property management, consulting, project and construction management, and debt equity finance services for all property types.

The information in this report was composed by the Kidder Mathews Research Group.

JERRY HOLDNER
 Director of Research
 949.557.5050
jerry.holdner@kidder.com

MARK READ
 Regional President, Brokerage Southwest
 858.509.1200
mark.read@kidder.com
 LIC N° 00572743

KIDDER.COM

COMMERCIAL BROKERAGE

20M ANNUAL SALES SF
420+ NO. OF BROKERS
\$9B ANNUAL TRANSACTION VOLUME
40M ANNUAL LEASING SF

VALUATION ADVISORY

1,600+ APPRAISALS ANNUALLY
39/24 TOTAL NO. APPRAISERS/MAI'S

PROPERTY MANAGEMENT

70M+ MANAGEMENT PORTFOLIO SF

This information supplied herein is from sources we deem reliable. It is provided without any representation, warranty or guarantee, expressed or implied as to its accuracy. Prospective Buyer or Tenant should conduct an independent investigation and verification of all matters deemed to be material, including, but not limited to, statements of income and expenses. CONSULT YOUR ATTORNEY, ACCOUNTANT, OR OTHER PROFESSIONAL ADVISOR.