

MARKET TRENDS | SAN DIEGO

RETAIL

2ND QUARTER
2021

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

Year-over-year change

TOP SALE TRANSACTIONS FOR 2Q 2021

Property	Submarket	Square Feet	Sale Price	Price/SF	Buyer	Seller
1180 W San Marcos Blvd	San Marcos	99,999	\$36,500,000	\$365	Realty Income Corporation	Shopcore Properties
770 Dennerly Rd	Imperial Beach/South SD	61,005	\$32,334,318	\$530	Realty Income Corporation	Citinvest Commercial Invest., LLC
4145 30th St	Central San Diego	44,000	\$27,650,000	\$628	Brad Broffman	Cardinal Capital Partners
7863-7877 Girard Ave	La Jolla/Torrey Pines	30,333	\$11,000,000	\$363	Regent Properties	Playpenn Inc
655 14th St	Downtown	42,973	\$22,177,142	\$516	The Robert Victor Zakari Living Trust	LLJ Ventures

TOP LEASE TRANSACTIONS FOR 2Q 2021

Property	Submarket	Square Feet	Date	Landlord	Tenant
324 Sycamore Ave	Vista	35,000	April 2021	Giavista Investment, LLC	Esporta Fitness
El Camino Promenade	Cardiff/Encinitas	20,488	June 2021	Weingarten Realty Investors	Burlington Coat Factory
Miramar Landing	Miramar	10,048	April 2021	MIRA C.R.E.	SD Motorwerks
Vista Marketplace	Vista	8,400	June 2021	Pirooz Zarrabian	Salcedo Dance Hall
Fire Mountain Center	Oceanside	7,500	April 2021	Kimco Realty Corporation	Rhea Lanas

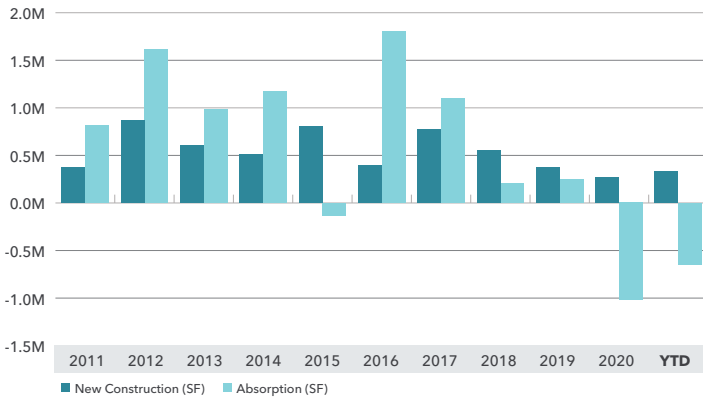
TOP UNDER CONSTRUCTION

Property	Submarket	Square Feet	Delivery Date	Owner
Westfield Horton Plaza	Downtown	300,000	3Q 2021	Stockdale Capital Partners
Palm Promenade	Imperial Bch/South SD	66,200	3Q 2021	Hutensky Capital Partners, LLC
8604 La Jolla Shores Dr	La Jolla/Torrey Pines	56,000	4Q 2021	The Regents of the University of CA
Whole Foods	Downtown	40,000	1Q 2023	City of San Diego
The Poway Outpost	Poway	39,800	2Q 2022	Capexco Inc.

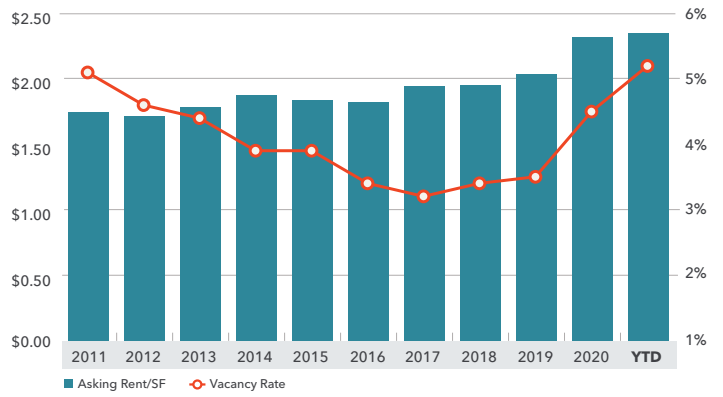
Market Breakdown

	2Q 2021	1Q 2021	2Q 2020	Annual % Change
New Construction	56,742	277,436	112,935	-49.76%
Under Construction	762,530	798,342	898,272	-15.11%
Vacancy Rate	5.2%	5.3%	4.0%	30.00%
Average Asking Rents (NNN)	\$2.34	\$2.36	\$2.20	6.36%
Average Sales Price/SF	\$354.79	\$402.94	\$478.29	-25.82%
Cap Rates	5.5%	6.0%	5.0%	10.00%
Net Absorption	155,373	(805,967)	(230,859)	N/A

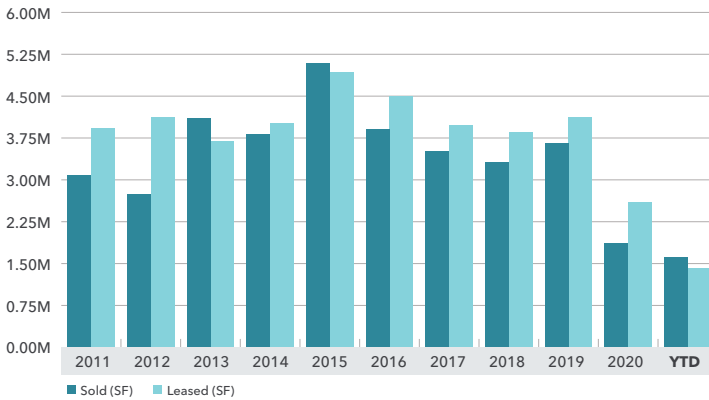
NEW RETAIL CONSTRUCTION & ABSORPTION



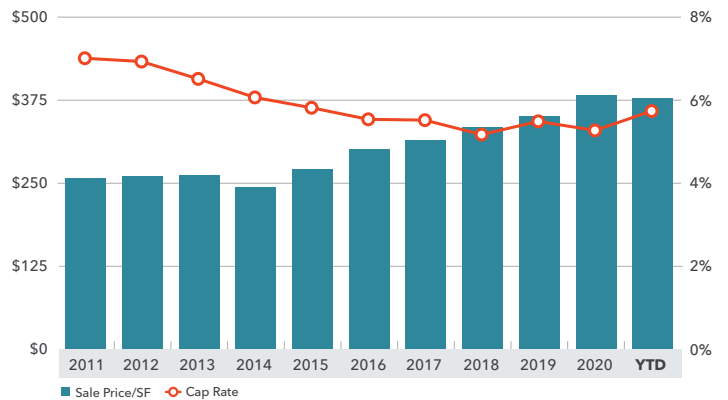
AVERAGE ASKING RENT/SF & VACANCY RATE



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 900 real estate professionals and staff in 21 offices in Washington, Oregon, California, Nevada, and Arizona. We offer a complete range of brokerage, appraisal, asset services, 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.

GARY BARAGONA
 Director of Research
 415.229.8925
gary.baragona@kidder.com

MARK READ
 Regional President, Brokerage
 Southern California & Southwest
 858.369.3010
mark.read@kidder.com

Designated Broker
 Mark Read | LIC N° 00572743

KIDDER.COM

COMMERCIAL BROKERAGE

23M	ANNUAL SALES SF	460+	NO. OF BROKERS
\$8B	ANNUAL TRANSACTION VOLUME	42M	ANNUAL LEASING SF

VALUATION ADVISORY

1,800+	APPRAISALS ANNUALLY	40/19	TOTAL NO. APPRAISERS/MAI'S
---------------	----------------------------	--------------	-----------------------------------

ASSET SERVICES

70M	MANAGEMENT PORTFOLIO SF	\$12B	IN ASSETS UNDER MANAGEMENT
------------	--------------------------------	--------------	-----------------------------------

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.