

MARKET TRENDS

SAN DIEGO RETAIL

- ↓ VACANCY
- ↓ UNEMPLOYMENT
- ↑ RENTAL RATES
- ↑ CONSTRUCTION DELIVERIES

Year-Over-Year Change

TOP SALE TRANSACTIONS 1Q 2023

Property	Submarket	SF	Sale Price	\$/SF	Buyer	Seller
North County Mall	Escondido	1,249,690	\$57,000,000	\$46	Steerpoint Capital	Unibail-Rodamco-Westfield
The Shops at San Miguel Ranch	Eastlake	52,442	\$13,350,000	\$255	Black Lion Investment Group	Merlone Geier Management, Inc.
6106-6108 Paseo Delicias	Del Mar/S Bch/Rho SF	11,900	\$11,200,000	\$941	Grand Restaurant Group	Miller Properties

TOP LEASE TRANSACTIONS 1Q 2023

Property	Submarket	SF	Transaction Date	Tenant
Poway Town Center	Poway	16,000	January 2023	Planet Fitness
Carmel Mountain Plaza	Carmel Mountain Ranch	14,000	January 2023	Sola Salon Studios
212 N Tremont St	Oceanside	13,000	January 2023	Finney's Crafthouse

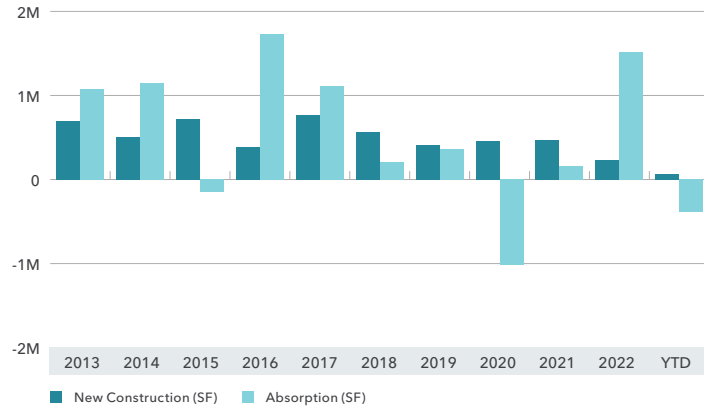
TOP UNDER CONSTRUCTION

Property	Submarket	SF	Delivery Date
The Campus at Horton	Downtown	300,000	4Q 2023
1060 Auto Center Ct	Carlsbad	65,400	2Q 2023
1103 W 9th Ave	Escondido	26,455	3Q 2023

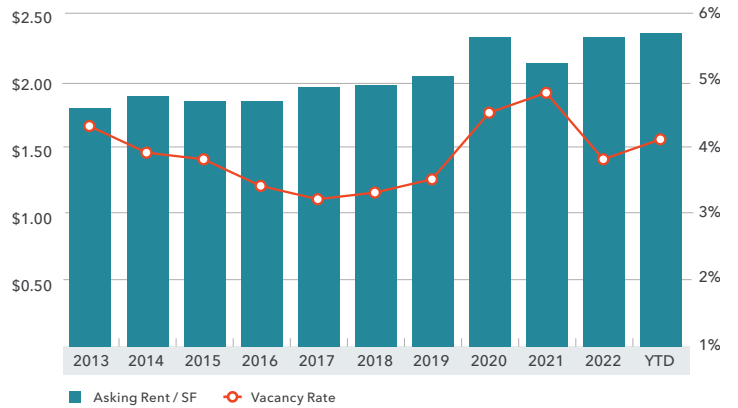
MARKET BREAKDOWN

	1Q23	4Q22	1Q22	Annual % Change
New Construction	60,717	32,351	120,866	-49.77%
Under Construction	523,326	574,043	538,175	-2.76%
Vacancy Rate	4.1%	3.8%	4.6%	-10.87%
Average Asking Rents	\$2.34	\$2.31	\$2.18	7.62%
Average Sales Price / SF	\$404.70	\$443.30	\$411.84	-1.73%
Cap Rates	6.0%	5.0%	5.2%	15.38%
Net Absorption	(387,664)	203,922	332,768	-216.50%

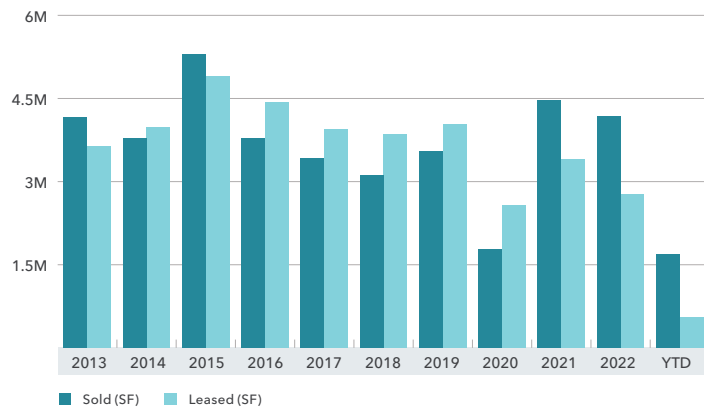
NEW CONSTRUCTION & ABSORPTION



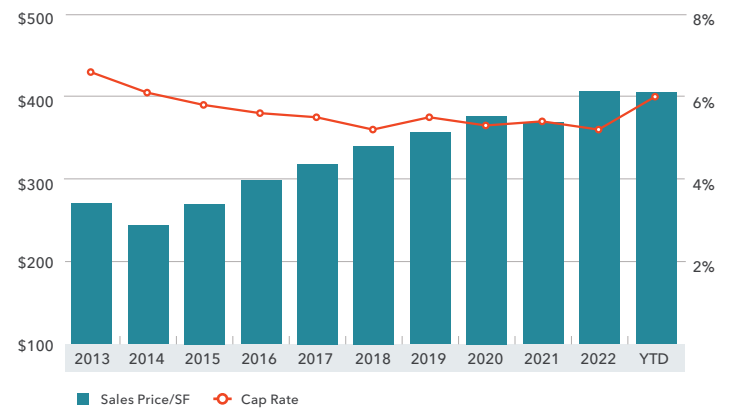
AVERAGE ASKING RENT/SF & VACANCY RATE



SALE VOLUME & LEASE VOLUME



AVERAGE SALES PRICE/SF & CAP RATES



Data Source: CoStar



Kidder Mathews is the largest, independent commercial real estate firm on the West Coast, with 900 real estate professionals and staff in 20 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

ERIC PAULSEN
 Regional President, Brokerage
 Southern California & Arizona
 858.509.1200
 eric.paulsen@kidder.com
 LIC N° 01001040

COMMERCIAL BROKERAGE	<i>\$12B</i> TRANSACTION VOLUME ANNUALLY	<i>32.1M</i> ANNUAL SALES SF	<i>41.2M</i> ANNUAL LEASING SF
ASSET SERVICES	<i>53M</i> MANAGEMENT PORTFOLIO SF	<i>771+</i> ASSETS UNDER MANAGEMENT	<i>250+</i> ASSET SERVICES CLIENTS
VALUATION ADVISORY	<i>2,600+</i> ASSIGNMENTS ANNUALLY	<i>46</i> TOTAL APPRAISERS	<i>23</i> WITH MAI DESIGNATIONS

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.