

## MARKET TRENDS

# SAN DIEGO RETAIL

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

Year-Over-Year Change

### TOP SALE TRANSACTIONS 3Q 2023

| Property                 | Submarket      | SF        | Sale Price    | \$/SF | Buyer                             | Seller                               |
|--------------------------|----------------|-----------|---------------|-------|-----------------------------------|--------------------------------------|
| Westfield Mission Valley | Mission Valley | 1,169,468 | \$165,000,000 | \$141 | Lowe                              | MVC Buyer, LLC                       |
| Westfield Mission Valley | Mission Valley | 191,415   | \$125,150,000 | \$654 | Sunbelt Investment Holdings, Inc. | Unibail-Rodamco-Westfield            |
| Mission Market Centre    | Escondido      | 179,514   | \$28,500,000  | \$159 | Safco Capital Corporation         | Rader Escondido Shopping Center, LLC |

### TOP LEASE TRANSACTIONS 3Q 2023

| Property                    | Submarket       | SF     | Transaction Date | Tenant              |
|-----------------------------|-----------------|--------|------------------|---------------------|
| 4S Commons Town Center      | Rancho Bernardo | 27,000 | July 2023        | RH Outlet           |
| 10512 Mission Gorge Rd      | Santee          | 15,000 | July 2023        | Extra Space Storage |
| Vons Citrus Shopping Center | Escondido       | 1,000  | July 2023        | Children's Choice   |

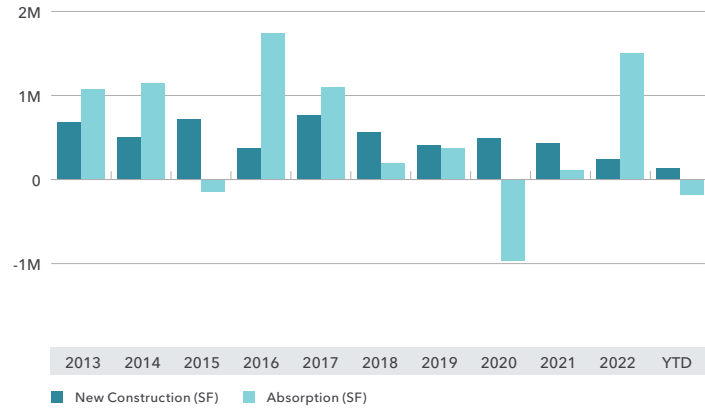
### TOP UNDER CONSTRUCTION

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

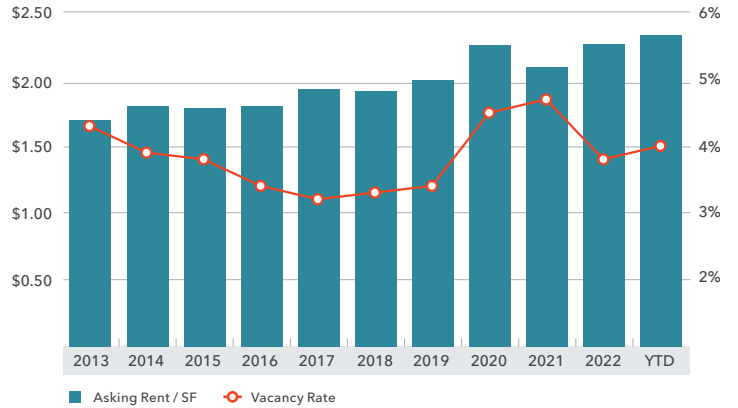
### MARKET BREAKDOWN

|                        | 3Q23    | 2Q23    | 3Q22    | Annual % Change |
|------------------------|---------|---------|---------|-----------------|
| New Construction       | 25,165  | 48,259  | 40,541  | <b>-37.93%</b>  |
| Under Construction     | 508,936 | 534,101 | 541,348 | <b>-5.99%</b>   |
| Vacancy Rate           | 4.0%    | 4.1%    | 3.9%    | <b>2.56%</b>    |
| Average Asking Rents   | \$2.33  | \$2.32  | \$2.22  | <b>4.87%</b>    |
| Average Sales Price/SF | \$248   | \$429   | \$407   | <b>-39.14%</b>  |
| Cap Rates              | 5.2%    | 5.0%    | 5.4%    | <b>-3.70%</b>   |
| Net Absorption         | 131,481 | 58,588  | 408,910 | <b>N/A</b>      |

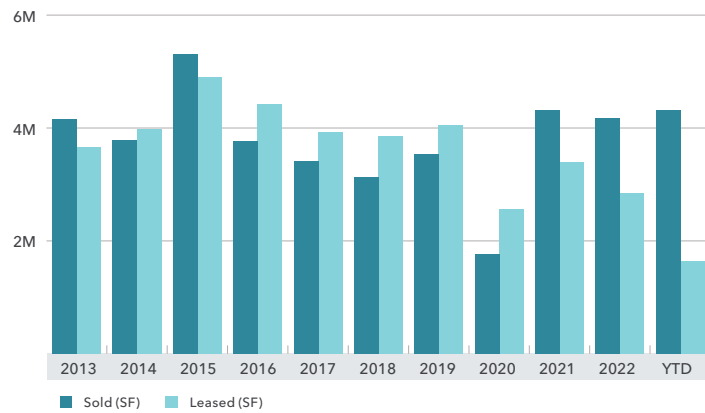
NEW CONSTRUCTION & ABSORPTION



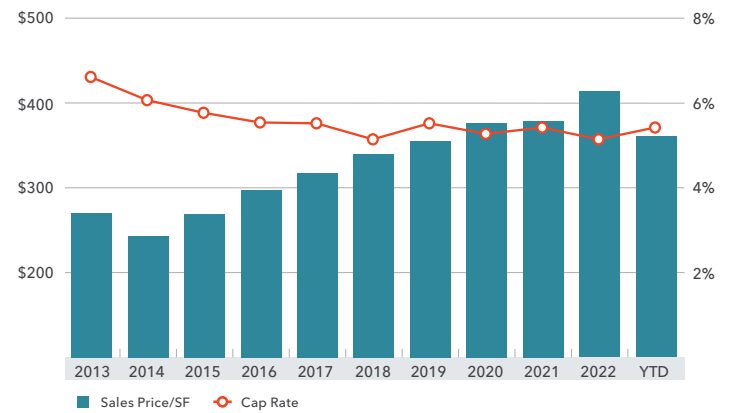
AVERAGE ASKING RENT/SF & VACANCY RATE



SALE VOLUME & LEASE VOLUME



AVERAGE SALES 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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|-----------------------------|---|--|---------------------------------------|
| <b>COMMERCIAL BROKERAGE</b> | <i>\$12B</i><br>TRANSACTION VOLUME ANNUALLY | <i>32.1M</i><br>ANNUAL SALES SF        | <i>41.2M</i><br>ANNUAL LEASING SF     |
| <b>ASSET SERVICES</b>       | <i>53M</i><br>MANAGEMENT PORTFOLIO SF       | <i>771+</i><br>ASSETS UNDER MANAGEMENT | <i>250+</i><br>ASSET SERVICES CLIENTS |
| <b>VALUATION ADVISORY</b>   | <i>2,800+</i><br>ASSIGNMENTS ANNUALLY       | <i>41</i><br>TOTAL APPRAISERS          | <i>23</i><br>WITH MAI DESIGNATIONS    |

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