

MARKET TRENDS

SAN DIEGO

RETAIL

↑	VACANCY	↑	UNEMPLOYMENT
↓	RENTAL RATES	↓	CONSTRUCTION DELIVERIES
Year-Over-Year Change			

SIGNIFICANT SALE TRANSACTIONS 3Q 2025

Property	Submarket	SF	Sale Price	\$/SF	Buyer	Seller
Del Mar Plaza	Del Mar/S Bch/Rho SF	71,419	\$74,200,000	\$1,038.94	Ares Management Corp. Brixton Cap.	Brixton Capital
The Shoppes At Carlsbad	Carlsbad	552,655	\$53,332,814	\$96.50	Steerpoint Capital	Brookfield Properties
The Headquarters at Seaport	Downtown	73,823	\$34,875,000	\$472.41	LBX Investments	TRC Retail

SIGNIFICANT LEASE TRANSACTIONS 3Q 2025

Property	Submarket	SF	Transaction Date	Tenant
El Camino Promenade	Cardiff/Encinitas	24,000	July 2025	Nordstrom Rack
288 Rancheros Dr	Mama Kat's	10,600	July 2025	San Marcos
1722 S Coast Hwy	Oceanside	10,454	September 2025	Pitch.

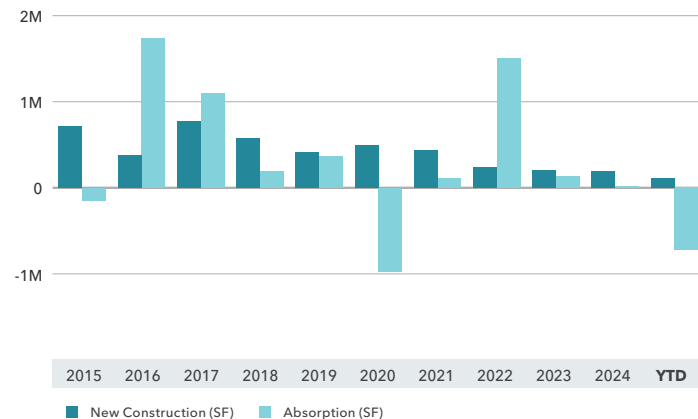
SIGNIFICANT UNDER CONSTRUCTION

Property	Submarket	SF	Delivery
The Campus at Horton	Downtown	300,000	3Q 2025
1895 Camino Del Rio South	Mission Valley	106,688	2Q 2026
Lifetime Fitness	Eastlake	85,000	4Q 2025

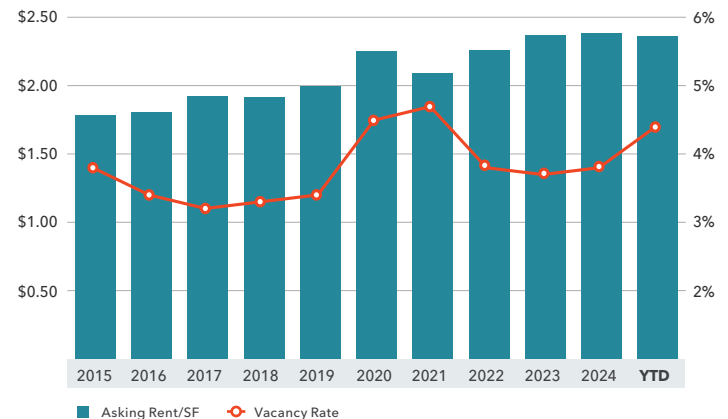
MARKET BREAKDOWN

	3Q25	2Q25	3Q24	YOY Change
Vacancy Rate	4.4%	4.3%	3.9%	50 bps
Average Asking Rents	\$2.36	\$2.38	\$2.37	-0.56%
Under Construction (SF)	667,993	678,247	488,204	36.83%
Average Sales Price/SF	\$250	\$391	\$421	-40.56%
Average Cap Rate	6.9%	4.7%	5.1%	180 bps
	3Q25	2025 YTD	2024 YTD	YOY Change
Construction Deliveries (SF)	10,254	100,745	154,304	-34.71%
Net Absorption	-168,254	-724,129	-191,730	N/A

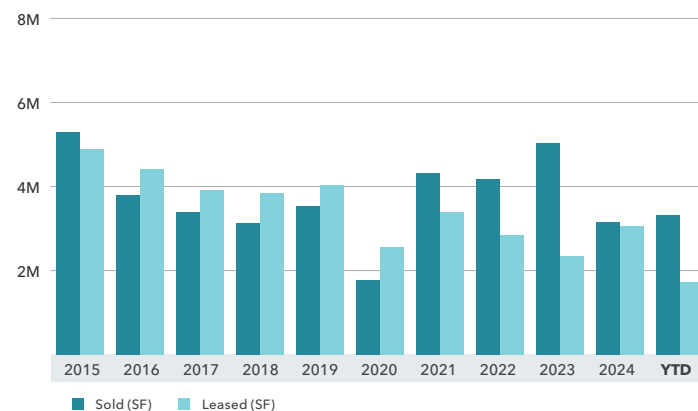
NEW CONSTRUCTION & ABSORPTION



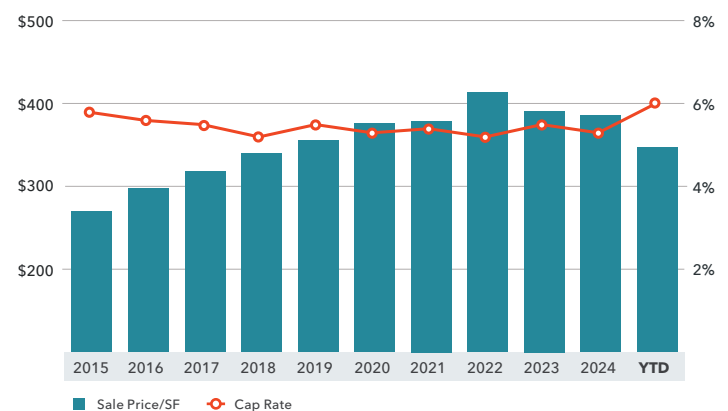
AVERAGE ASKING RENT/SF & VACANCY RATE



SALE VOLUME & LEASE VOLUME



AVERAGE SALE PRICE/SF & CAP RATES



Data Source: CoStar



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

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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.

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 ANNUAL ASSIGNMENTS

39

TOTAL APPRAISERS

24

WITH MAI DESIGNATIONS