

# Retail Market Outlook

## Orange County Q4 2024

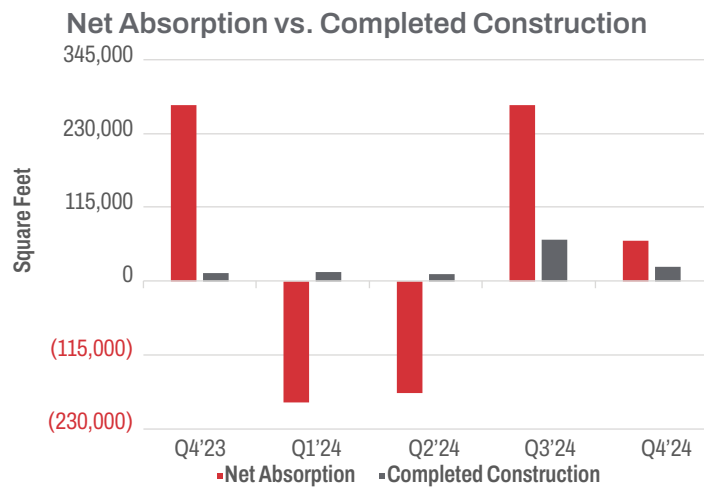
### MARKET STATISTICS\*

Submarket	Existing Total RBA (SF)	Under Construction (SF)	Total Available (%)	Total Vacancy (%)	Leasing Volume (SF)	YTD Leasing Volume (SF)	Sales Volume (SF)	YTD Sales Volume (SF)	Average Asking Rent (\$/SF NNN)	Average Sale Price (\$/SF)
Airport	34,210,193	38,192	3.1%	3.1%	157,699	673,585	72,109	375,784	\$2.62	\$399
Central	14,266,531	2,000	4.0%	5.8%	356,219	512,953	52,721	212,231	\$2.31	\$378
North	32,117,877	21,845	4.3%	4.2%	111,644	612,020	128,624	540,936	\$2.20	\$453
South	29,039,916	104,228	5.0%	4.9%	237,075	690,625	99,311	211,915	\$2.75	\$665
West	32,610,369	30,212	3.5%	3.5%	156,373	682,838	81,435	364,713	\$2.47	\$365
<b>Orange County</b>	<b>142,244,886</b>	<b>196,477</b>	<b>3.9%</b>	<b>4.1%</b>	<b>1,019,010</b>	<b>3,172,021</b>	<b>434,200</b>	<b>1,705,579</b>	<b>\$2.45</b>	<b>\$468</b>

\*RBA includes retail buildings of all sizes. Rents reflect buildings of at least 5,000 square feet. Rents are NNN unless otherwise noted.

### LEASING TRENDS

In the second half of 2024, demand for retail space stayed positive, pushing year-to-date net absorption into positive territory. With minimal new construction, the market primarily saw organic growth as vacated space was absorbed. In 2024, only 111,577 square feet of retail space was completed, while year-to-date net absorption reached 15,770 square feet.



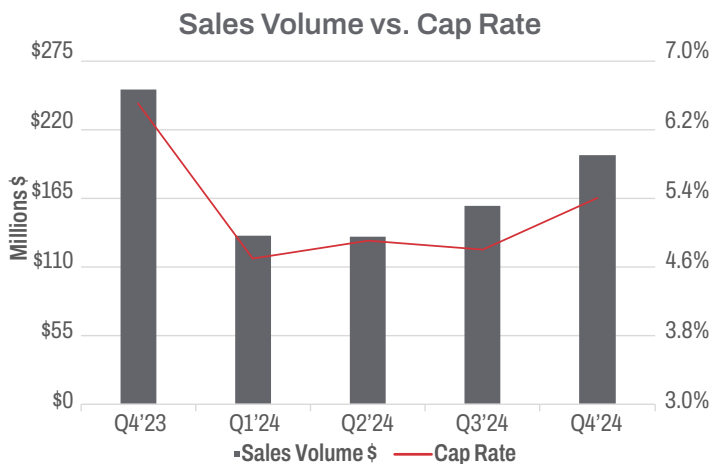
#### Select Lease Transactions

Address	City	Submarket	Square Feet
2102 N Tustin St: Panda Mart	Orange	North	278,000*
26732 Portola Pky: Hobby Lobby	Foothill Ranch	South	78,683**
15315 Culver Dr: Curl Fitness	Irvine	Airport	23,926
1619-1629 W 17th St: Ole City Markets	Santa Ana	Central	20,800
5881-5965 Warner Ave: Rite Aid	Huntington Beach	West	20,100**

\*Sublease \*\*Renewal

### SALES TRENDS

In Q4 2024, the retail market experienced a 25.9% increase in sales volume compared to Q3 2024. While annual sales volume declined by 27.9% year-over-year, quarterly sales volumes have trended upward, reflecting short-term growth as the market adjusts, in contrast to the longer-term investment trends as the market shifts. The average cap rate reached 5.4%, marking a 110-basis-point decline from the previous year.



#### Select Sales Transactions

Address	City	Submarket	Square Feet
18601-18659 Yorba Linda Blvd: Neighborhood Center	Yorba Linda	North	60,737
3089 Bristol St: Freestanding Retail	Costa Mesa	Airport	40,000
29851 Aventura: Neighborhood Center	Rancho Santa Margarita	South	39,925
9920 Westminster Ave: Neighborhood Center	Garden Grove	West	30,800
7101 Lincoln Ave: Freestanding Retail	Buena Park	West	22,680