

Real Estate Market Review

Orange County Retail

Top Sale Transactions for 1Q 2018

Property	Submarket	Square Feet	Sale Price	Price/SF	Cap Rate	Buyer	Seller
Rusty Leaf Plaza	East Orange	59,233	\$31,750,000	\$536.02	-	Inland Real Estate Group of Co., Inc	Paragon Commercial Group
3020 Pullman St	Costa Mesa	39,149	\$16,650,000	\$425.30	5.20%	JW Mitchell Company, LLC	MSM Global Ventures, LLC
5899 Lincoln Ave	Buena Park/La Palma	103,973	\$11,735,184	\$112.87	5.74%	Bass Investment & Mgmt Corp.	Barclay's Realty & Mgmt Co.
Mission Viejo Village Plaza	Mission Viejo	37,022	\$11,000,000	\$297.12	4.26%	Kinstler Living Trust 9/6/91	Lueck Family Trust
McFadden Centre	Santa Ana	31,576	\$9,892,563	\$313.29	-	Horowitz Group	Jin Rui Group Inc.

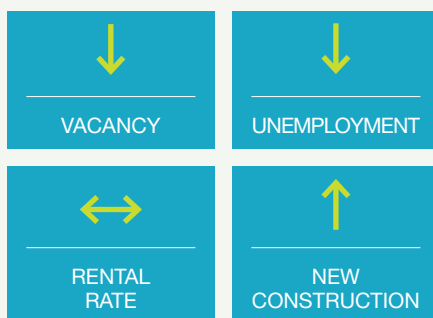
Top Lease Transactions for 1Q 2018

Property	Submarket	Square Feet	Date	Landlord	Tenant
13702-13752 Jamboree Rd	Irvine	41,000	March 2018	The Irvine Company	World Plus Consignment
2500 E Imperial Hwy	Brea/La Habra	40,536	January 2018	Ice Holdings, LLC	-
18601-18659 Yorba Linda Blvd	Placentia/Yorba Linda	12,324	February 2018	Astani Enterprises, Inc	-
126 Rochester St	Costa Mesa	10,400	February 2018	Harry Wright Jr.	-
718-722 N Anaheim Blvd	North/East Anaheim	9,790	February 2018	City of Anaheim	-

Top Under Construction

Property	Address	Submarket	Square Feet	Owner	Delivery Date
Five Llagunas	24300 Laguna Hills Mall	Laguna Hills/Aliso Viejo	170,000	MGP Fund X Laguna Hills, LLC	July 2018
Yorba Linda Town Center	18431 Yorba Linda Blvd	Placentia/Yorba Linda	49,500	Zelman Development Co.	May 2018
Bristol Farms	NEC Imperial Hwy & Yorba Blvd	Placentia/Yorba Linda	26,425	Zelman Development Co.	June 2018
Portola Retail Center	Glenn Ranch Rd & Saddleback Ranch Rd	Lake Forest/Foothill Ranch	20,000	-	September 2018
Flight at Tustin Legacy	1705 Flight Way	Tustin	19,888	Lincoln Property Company	July 2018

Market Forecast Trends



Market Snapshot

	1Q 2018	4Q 2018	1Q 2017	Annual % Change
New Construction	3,405	175,154	430,180	-99.21%
Under Construction	376,077	362,077	340,484	10.45%
Vacancy Rate	3.5%	3.7%	3.7%	-5.41%
Average Asking Rents	\$25.68	\$25.68	\$25.92	-0.93%
Average Sales Price	\$356.36	\$384.99	\$266.18	33.88%
Cap Rate	4.80%	5.45%	5.15%	-6.80%
Net Absorption	236,367	360,460	10,910	N/A

Offices

Seattle
206.296.9600

Bellevue
425.454.7040

South Seattle
206.248.7300

Tacoma
253.722.1400

Olympia
360.705.2800

Portland
503.221.9900

San Francisco
415.229.8888

Redwood Shores
650.769.3600

Silicon Valley
408.970.9400

Sacramento
916.970.9700

Roseville
916.751.3600

Los Angeles
213.880.5250

Commerce
323.727.1144

El Segundo
310.807.0880

Long Beach
562.472.0071

Orange County
949.557.5000

Inland Empire
909.764.6500

San Diego
858.509.1200

Carlsbad
760.430.1000

Reno
775.301.1300

Phoenix
602.513.5200

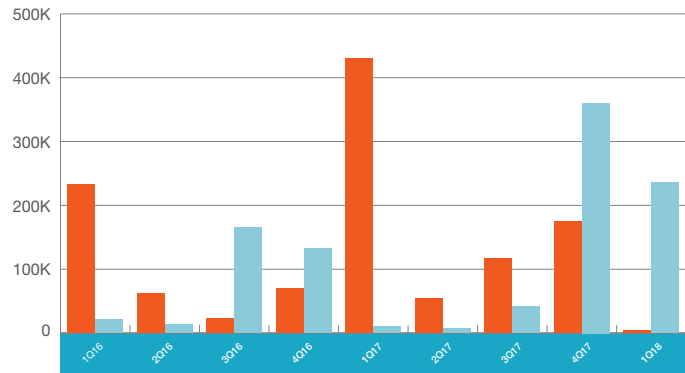
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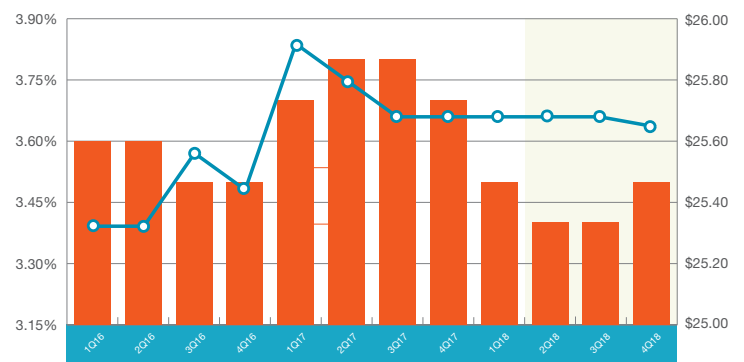
NEW RETAIL CONSTRUCTION & ABSORPTION

■ New Construction
■ Absorption



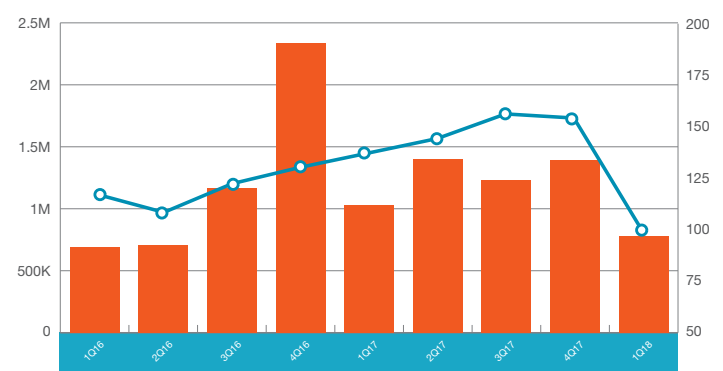
AVERAGE ASKING RENT/SF & VACANCY RATE*

■ Vacancy Rate
○ Asking Rent/SF



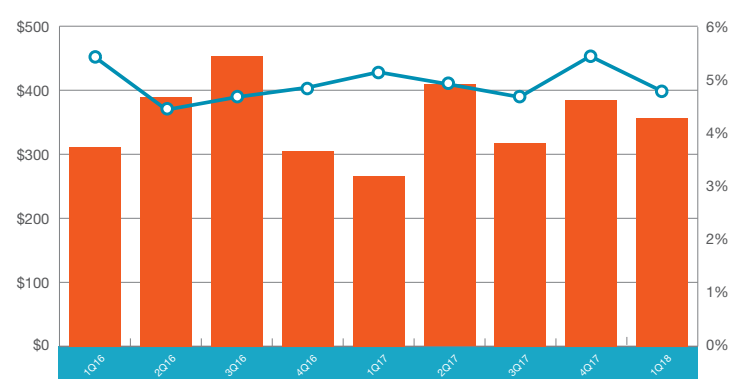
SQUARE FEET SOLD & NUMBER OF SALE TRANSACTIONS

■ SF Sold
○ # of Transactions



AVERAGE SALES PRICE/SF & CAP RATES

■ Average Sales Price/SF
○ Cap Rate



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