

Real Estate Market Review

# San Diego Retail

## Top Sale Transactions for 2Q18

Property	Submarket	Square Feet	Sale Price	Price/SF	Buyer	Seller
Gelson's Market at La Costa Plaza	Carlsbad	50,689	\$21,900,000	\$432.05	SJI Properties, LLC	Frank Kavanaugh
1144 & 1158-1172 Prospect Street	La Jolla	12,272	\$16,200,000	\$1,320.08	LLJ Ventures	AIMCO
643-653 & 665 5th Avenue	Downtown	17,462	\$19,850,000	\$998.29	Asana Partners	Bletteis & Schnur, & ASB Capital Mgmt, LLC
Fletcher Hills Shopping Center	El Cajon	36,750	\$7,800,000	\$212.24	Fletcher Hills Properties, LLC	Peckham Properties, Inc.
Torrey Del Mar Shopping Center	Rancho Peñasquitos	10,008	\$6,500,000	\$649.48	Brian and Laura Young Trust	Anderson Realty, Inc.

## Top Lease Transactions for 2Q18

Property	Submarket	Square Feet	Date	Landlord	Tenant
Palm Tree Plaza	Oceanside	45,750	June 2018	WFZ Investments, Inc.	EOS Fitness
333-335 N El Camino Real	Encinitas	33,338	May 2018	Circuit City Stores West Coast, Inc.	ALDI
Parkway Plaza	El Cajon	31,000	April 2018	Seritage Growth Properties	N/A
1706 Descanso	San Marcos	19,592	April 2018	Pacifica Real Estate Services, Inc.	West Pace
4850-4864 Newport Avenue	Point Loma/Sports Arena	18,000	April 2018	Scott Allgaier Trust	Target

## Top Under Construction

Property	Address	Submarket	Square Feet	Owner	Delivery Date
Millenia Town Center – A-D	SR-125 Toll Road & Birch Road	Chula Vista	80,304	Fairfield Residential	July 2018
Hoehn Porsche	6800 Avenida Encinas	Carlsbad	71,614	Hoehn Motors	December 2018
The Square at Bressi Ranch	Palomar Airport Road, Buildings A & B	Carlsbad	44,454	Shea Properties	December 2018
El Super	999 N Broadway	Escondido	43,500	Pacific Development Partners, LLC	July 2018
Vista Terrace Marketplace	1370 Vista Way	Vista	42,000	Black Lion Investment Group	May 2018

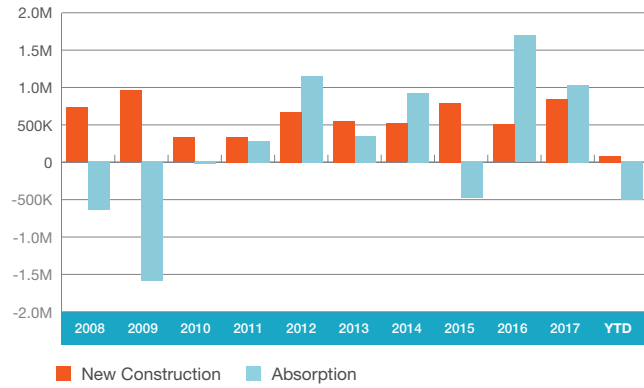
### Market Forecast Trends



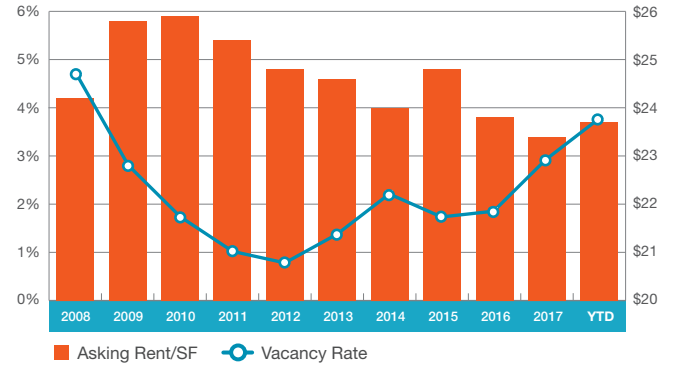
### Market Snapshot

	2Q 2018	1Q 2018	2Q 2017	Annual % Change
New Construction	33,190	48,224	101,017	-67.14%
Under Construction	509,423	455,992	811,868	-37.25%
Vacancy Rate	3.70%	3.60%	3.50%	5.71%
Average Asking Rents (NNN)	\$23.76	\$22.68	\$22.92	3.66%
Average Sales Price	\$272.75	\$415.54	\$316.05	-13.70%
Cap Rate	6.44%	5.09%	5.23%	23.14%
Net Absorption	-224,719	-281,894	277,124	N/A

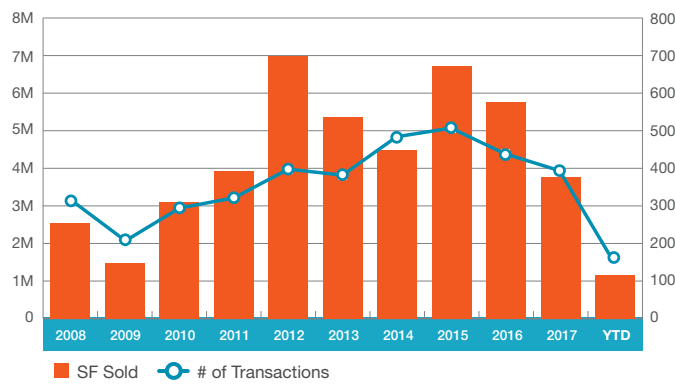
### NEW RETAIL CONSTRUCTION & ABSORPTION



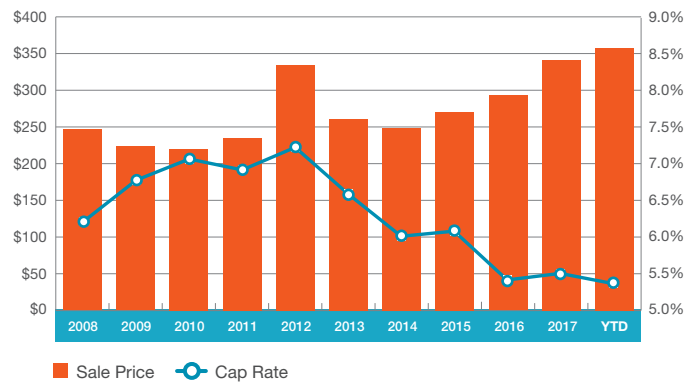
### AVERAGE ASKING RENT/SF & VACANCY RATE



### NUMBER OF SALE TRANSACTIONS & SF SOLD



### AVERAGE SALES PRICE/SF & CAP RATES

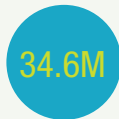


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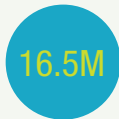
#### COMMERCIAL BROKERAGE



ANNUAL TRANSACTION VOLUME



ANNUAL LEASING SF



ANNUAL SALES SF



# BROKERS

#### PROPERTY MANAGEMENT



MANAGEMENT PORTFOLIO

#### VALUATION ADVISORY



ASSIGNMENTS ANNUALLY



TOTAL # APPRAISERS/MAI'S

#### Contact

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