

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

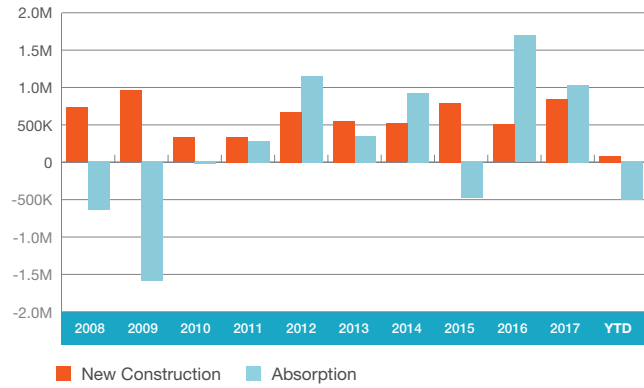


YEAR-TO-YEAR BASIS

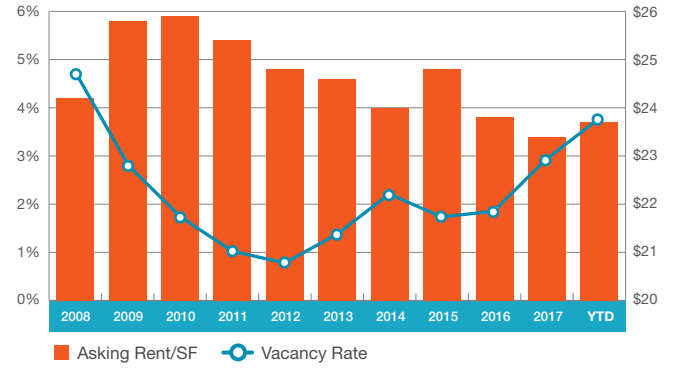
Market Snapshot

	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

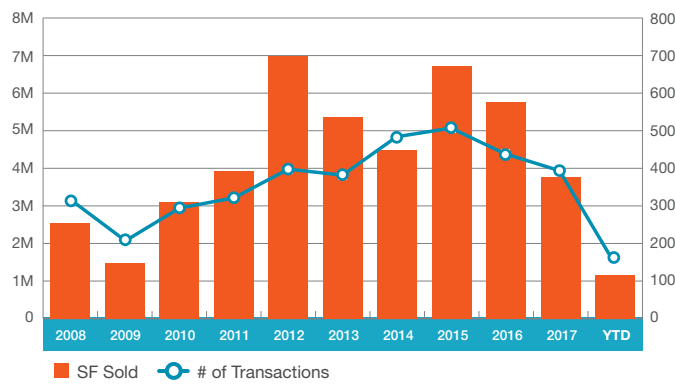
NEW RETAIL CONSTRUCTION & ABSORPTION



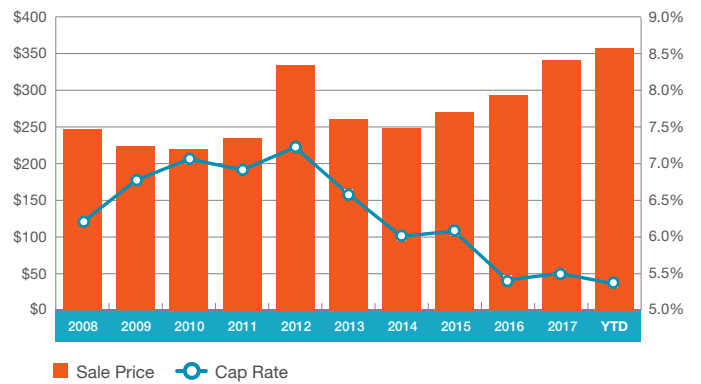
AVERAGE ASKING RENT/SF & VACANCY RATE



NUMBER OF SALE TRANSACTIONS & SF SOLD



AVERAGE SALES PRICE/SF & CAP RATES

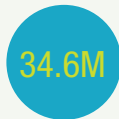


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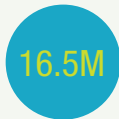
COMMERCIAL BROKERAGE



ANNUAL TRANSACTION VOLUME



ANNUAL LEASING SF



ANNUAL SALES SF



BROKERS

PROPERTY MANAGEMENT



MANAGEMENT PORTFOLIO

VALUATION ADVISORY



ASSIGNMENTS ANNUALLY



TOTAL # APPRAISERS/MAI'S

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