

Real Estate Market Review

# San Diego Retail

## Top Sale Transactions for 3Q18

Property	Submarket	Square Feet	Sale Price	Price/SF	Buyer	Seller
Horton Plaza	Downtown	895,241	\$175,000,000	\$195.48	Stockdale Capital Partners	Westfield Group
Oceanside Square Shopping Center	Oceanside	37,725	\$8,200,000	\$217.36	Capital Investment Network, Inc.	Aspen Management
Freeway Center at San Marcos	San Marcos	73,460	\$7,950,000	\$108.22	C3 Church San Diego	RAF Pacifica Group
7509 Girard Ave	La Jolla	9,920	\$6,000,000	\$604.84	Robert Wells	Sean Levi
Ashford Center	Clairemont	21,307	\$5,250,000	\$246.40	Eiad Halim Haddad	James Small

## Top Lease Transactions for 3Q18

Property	Submarket	Square Feet	Date	Landlord	Tenant
1055 Wall St	La Jolla	46,500	July 2018	Madison Marquette	Undisclosed
The Square at Bressi Ranch	Carlsbad	28,000	August 2018	J.F. Shea Co., Inc.	Sprouts
Main Street Marketplace	El Cajon	25,544	July 2018	Doerken Properties, Inc.	Big Lots
La Costa Town Square	Carlsbad	14,820	August 2018	TRC Retail	Cinepolis
The Square at Bressi Ranch	Carlsbad	14,500	August 2018	J.F. Shea Co., Inc.	CVS

## 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	October 2018
Hoehn Porsche	6800 Avenida Encinas	Carlsbad	71,614	Hoehn Motors	December 2018
The Square at Bressi Ranch	Palomar Airport Rd – Bldg A & B	Carlsbad	44,454	Shea Properties	December 2018
Vista Terrace Marketplace	1370 Vista Way	Vista	42,000	Black Lion Investment Group	May 2019
Millenia Town Center – N	SR-125 Toll Road & Birch Road	Chula Vista	11,854	Fairfield Residential	October 2018

## Market Forecast Trends

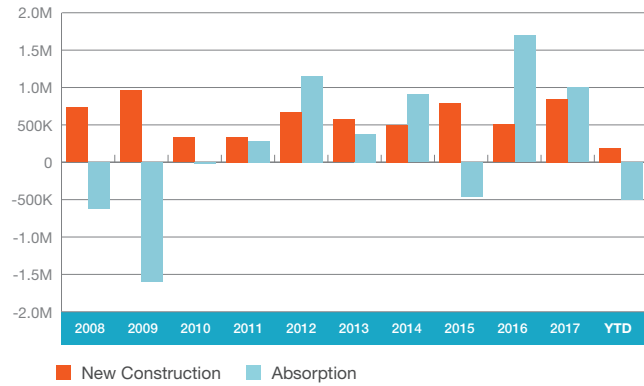


YEAR-TO-YEAR BASIS

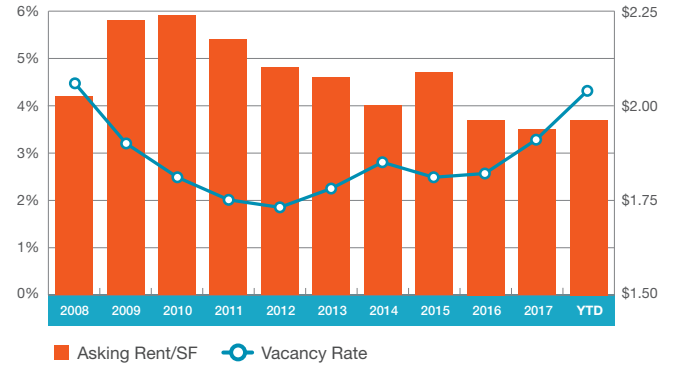
## Market Snapshot

	3Q 2018	2Q 2018	3Q 2017	Annual % Change
New Construction	98,407	28,926	111,210	-11.51%
Under Construction	411,003	506,410	870,390	-52.78%
Vacancy Rate	3.7%	3.7%	3.4%	8.82%
Average Asking Rents (NNN)	\$2.04	\$2.01	\$1.93	5.70%
Average Sales Price	\$219.69	\$243.14	\$407.64	-46.11%
Cap Rate	5.45%	5.48%	5.32%	2.44%
Net Absorption	-13,248	-210,434	228,448	N/A

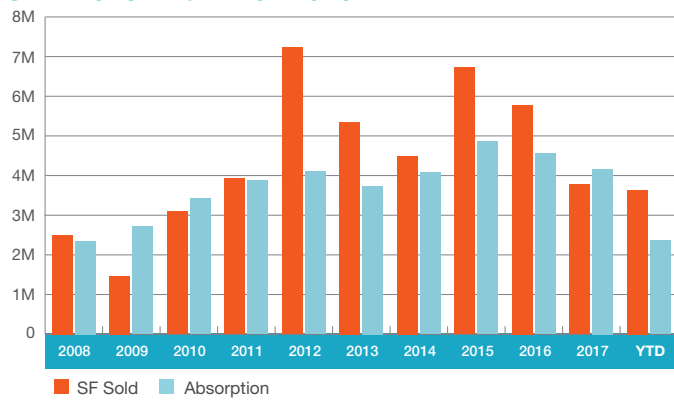
## NEW RETAIL CONSTRUCTION & ABSORPTION



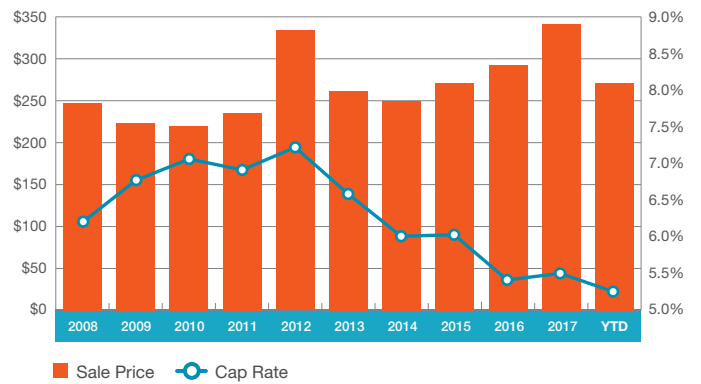
## AVERAGE ASKING RENT/SF & VACANCY RATE



## SALE VOLUME & LEASE VOLUME



## AVERAGE SALES PRICE/SF & CAP RATES

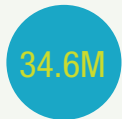


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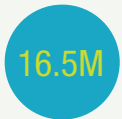
### COMMERCIAL BROKERAGE



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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