



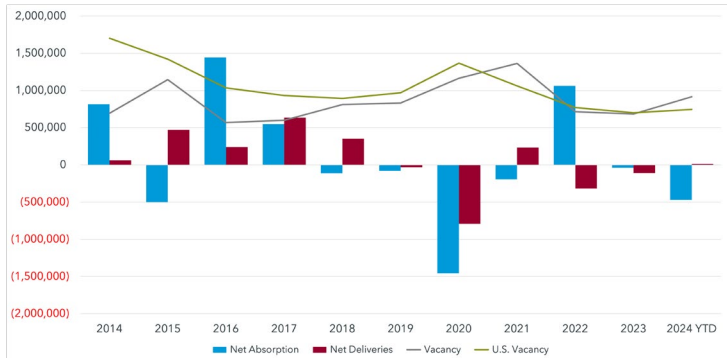
### RETAIL MARKET OVERVIEW

VICTOR AQUILINA, *Principal*

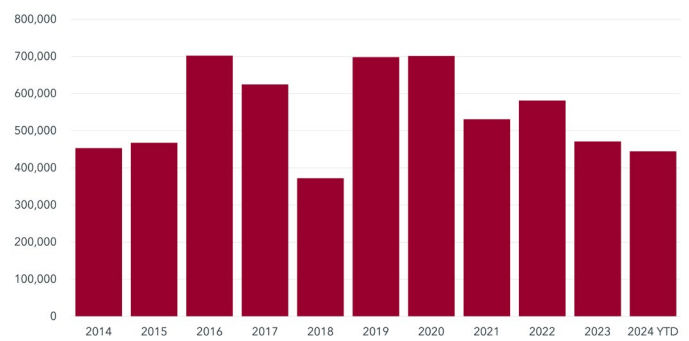
San Diego's retail market remains strong through Q1 2024. Availability rate has continued to increase year over year, to 4.75% due to large big box vacancies at the North County Fair, former Sears and the most recent Walmart closure in El Cajon. Both locations are located within a mall. Small box retail (>3,000 SF) has accounted for 50% of retail leasing activity over the past year. Retailers are looking to decrease their footprints to battle with the increasing rents throughout the county.

MARKET INDICATORS	Q1 2024	Q4 2023	Q3 2023	Q2 2023	Q1 2023
▼ 12 Mo. Net Absorption SF	(57,031)	(39,621)	(74,211)	(129,558)	455,105
▲ Vacancy Rate	4.4%	4.0%	4.1%	4.5%	4.4%
▲ Avg NNN Asking Rate PSF	\$35.16	\$34.92	\$34.68	\$34.44	\$33.96
▼ SF Under Construction	444,590	471,375	534,693	552,115	570,484
▲ Inventory SF	140,290,898	140,267,036	140,199,839	140,429,074	140,418,189

#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
850 E. Main Street El Cajon, CA	75,000 SF	\$17,102,000 \$228.03 PSF	Family Health Centers of San Diego Carol Sipan	Single-Tenant
889 Arnele Avenue El Cajon, CA	35,350 SF	\$12,500,000 \$353.61 PSF	Toyota of El Cajon Tipton Trust	Single-Tenant
31506 National City Boulevard National City, CA	34,515 SF	Undisclosed	Dalton Automotive Jim Fornaca	Single-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
635 N. Broadway Escondido, CA	44,047 SF	Escooz LLC	O'Reilly Auto Parts	Automotive Parts
9680 Mission Gorge Road Sanatee, CA	30,000 SF	Harris Laskey	Trader Joe's	Grocery Store
3150 National City Boulevard National City, CA	34,515 SF	Dalton Automotives	Dalton Automotive	Auto Sales

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