



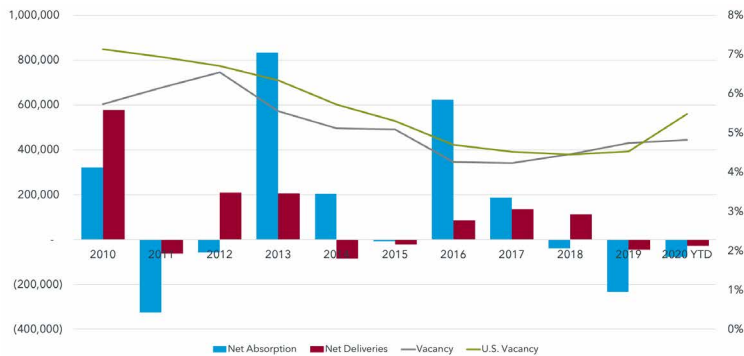
### RETAIL MARKET OVERVIEW

DAN BACANI, *Founding Principal*

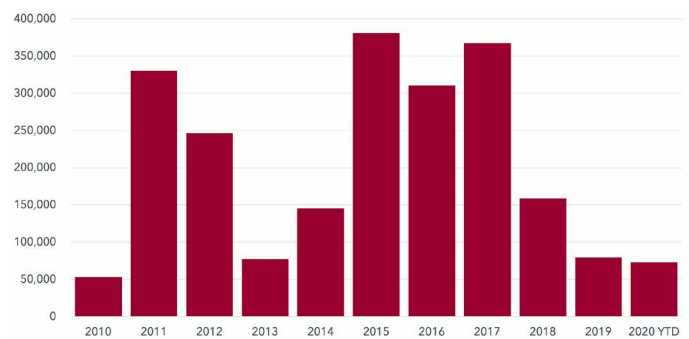
Approximately 6,300 retail chain site closures so far are set to hit the U.S. according to Coresight Research. The trend in the SGV is no exception. The question retail property stakeholders want answered is which tenants are taking advantage of the downward pressure on lease rates. As far as big box retail, it seems that the words "discount" or "value" has to either be in the name or part of its mission statement. Grocery Outlet which aims to selectively commit to 14,000 to 17,000 SF has two sites in mind in Arcadia. Five Below, a value oriented retailer has a mandate to grow its national footprint by 10%. The recent retail upheaval has prompted traditional sectors like hair salons to seek non-traditional solutions like a licensing model with individual stylists.

MARKET INDICATORS	Q3 2020	Q2 2020	Q1 2020	Q4 2019	Q3 2019
▼ Net Absorption	(93,115) SF	22,959 SF	(23,095) SF	(133,323) SF	(82,723) SF
▲ Vacancy Rate	4.9%	4.7%	4.8%	4.7%	4.5%
▲ Avg NNN Asking Rate	\$22.92 PSF	\$22.80 PSF	\$22.80 PSF	\$23.40 PSF	\$23.28 PSF
▼ Under Construction	72,918 SF	79,369 SF	79,369 SF	79,369 SF	99,205 SF
▼ Inventory	64,996,464 SF	65,007,837 SF	65,007,837 SF	65,024,227 SF	64,997,940 SF

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
940-970 Lakes Dr West Covina, CA	95,628 SF	\$18,600,000.00 \$194.50 PSF	Waterford Property Company CIM Group, LP	Multiple Tenancy
508 Auto Center Dr Claremont, CA	52,800 SF	\$13,200,000.00 \$250.00 PSF	David Wilson Automotive Group Hogan Automotive Group, Inc.	Single Tenancy
1063 E Las Tunas Dr San Gabriel, CA	7,540 SF	\$2,688,800.00 \$356.60 PSF	Steven Chang Viki C. Cui	Single Tenancy

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1414-1424 S Azusa Ave West Covina, CA	24,000 SF	LT Management Group	-	
123 W Pomona Ave Monrovia, CA	10,485 SF	Wine of the Month Club, Inc.	-	
1335-1395 Foothill Blvd La Verne, CA	9,030 SF	Foothill Plaza, LLC	-	

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