



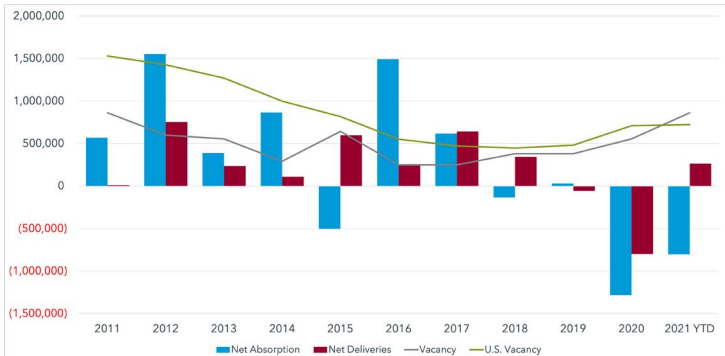
RETAIL MARKET OVERVIEW

VICTOR AQUILINA, *Principal*

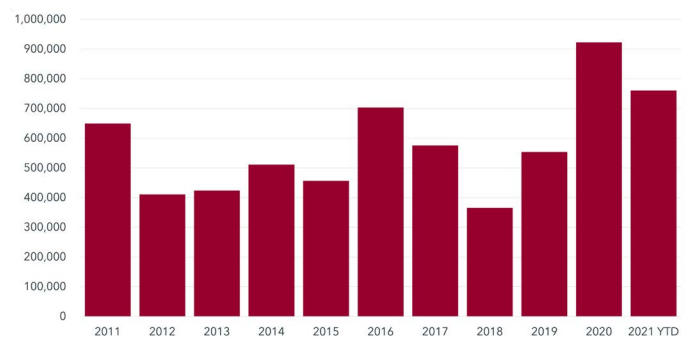
The San Diego market has seen an increase in vacancy of 0.07% over the last quarter and 0.08% over the last year. This increase is mostly due to the impact of Covid 19. Many Landlords have decided to negotiate with current tenants rather than opening a vacancy and attempting to re-tenant a space during the pandemic. Many businesses are hopeful that in Q2 we will see an increase in spending and tourism as the county eases the restrictions on retailers and restaurants. Lease rates have remained consistent during the last quarter. Current market lease rates are \$30.60 NNN on an annual basis.

MARKET INDICATORS	Q1 2021	Q4 2020	Q3 2020	Q2 2020	Q1 2020
▼ Net Absorption SF	(801,790)	(59,600)	(520,250)	(282,473)	(475,443)
▲ Vacancy Rate	5.4%	4.7%	4.7%	4.2%	4.6%
▲ Avg NNN Asking Rate	\$30.60 PSF	\$30.12 PSF	\$30.24 PSF	\$30.60 PSF	\$30.84 PSF
▼ SF Under Construction	760,514	922,822	905,270	907,091	633,319
▲ Inventory SF	139,066,191	139,061,240	139,077,947	139,012,888	139,820,610

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
7655 Clairemont Mesa Blvd San Diego, CA	94,500 SF	\$46,158,136 \$488.45 PSF	Kearny Convoy Owner, LLC McGrath Development, Inc.	Multi-Tenant
7585 Clairemont Mesa Blvd San Diego, CA	30,804 SF	\$18,053,312 \$586.07 PSF	Kearny Convoy Owner, LLC McGrath Development, Inc.	Multi-Tenant
7863-7877 Girard Avenue La Jolla, CA	30,333 SF	\$11,000,000 \$362.64 PSF	Regent Properties, Inc. La Plaza Associates LLC	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
621-701 Rancho Santa Fe Road San Marcos, CA	24,100 SF	Weingarten Nostat, Inc.	Undisclosed	Undisclosed
1220 E Plaza Blvd National City, CA	19,103 SF	National Plaza LLC	Davita	Medical
600 Broadway El Cajon, CA	17,000 SF	Sukut Real Properties, LP	VCA Animal Hospitals	Vet

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