



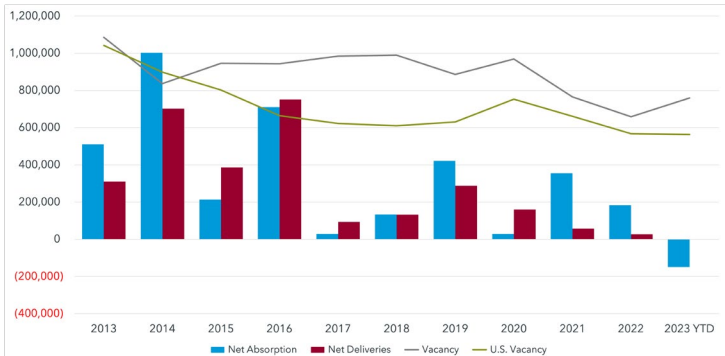
RETAIL MARKET OVERVIEW

AMANDA WOLFF-BROCK, *Senior Vice President*

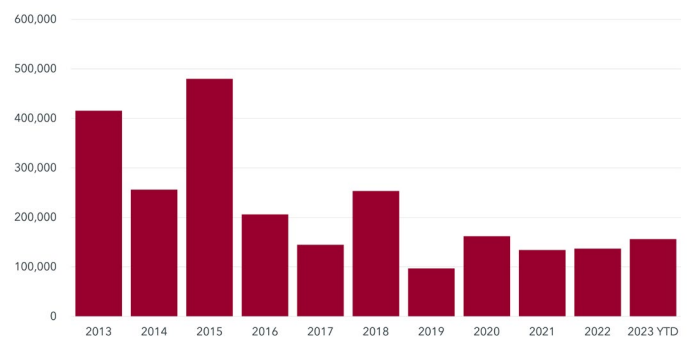
Retail rents in the Bakersfield market rose 2.9% annually during Q1 2023. Deliveries of 210,000 SF occurred over the past three years and 160,000 SF is currently underway. Vacancies are in line with the 10-year average and showed little change over the last four quarters. Bakersfield had 125 retail sales YOY, however, that proved to be the fewest over the past five years during a 12-month stretch. Investors slowed from their typical level of activity. Annual sales volume has averaged \$207 million over the past five years. YOY, \$232 million worth of retail assets sold. YOY, deals involving general retail lead annual sales, accounting for \$139 million. At 6.5%, the market cap rate is within a few basis points of the 12 month average, and on par with the US average.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	(141,882)	18,315	27,218	(18,069)	155,646
▲ Vacancy Rate	5.05%	4.63%	4.69%	4.79%	4.65%
▲ Avg NNN Asking Rate PSF	\$18.72	\$18.48	\$18.48	\$18.36	\$18.12
▲ SF Under Construction	156,334	137,071	141,216	117,511	135,784
◀ ▶ Inventory SF	33,686,169	33,686,169	33,689,024	33,694,250	33,663,518

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
1201 24th Street - Bldg D Bakersfield, CA	22,938 SF	\$4,140,033 \$180.49 PSF	Brent Cruz C&C Acquisitions Group LLC	Multi-Tenant
1501 White Lane Bakersfield, CA	21,880 SF	\$3,724,000 \$170.20 PSF	Wood Investments Companies 99 Cents Only Stores LLC	Single-Tenant
10530 Rosedale Highway Bakersfield, CA	13,331 SF	\$1,680,000 \$126.02 PSF	Tulsi Life Foundation Vinod Kumar	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
6401-6465 Ming Avenue Bakersfield, CA	29,731 SF	MD Atkinson	Goodwill	Retailer
4703-5021 Stockdale Highway Bakersfield, CA	10,000 SF	Dollinger Properties	Blue Fig Farm	Grocery/Restaurant
9500 Brimhall Road Bakersfield, CA	10,000 SF	David Gay	Undisclosed	Fitness

