



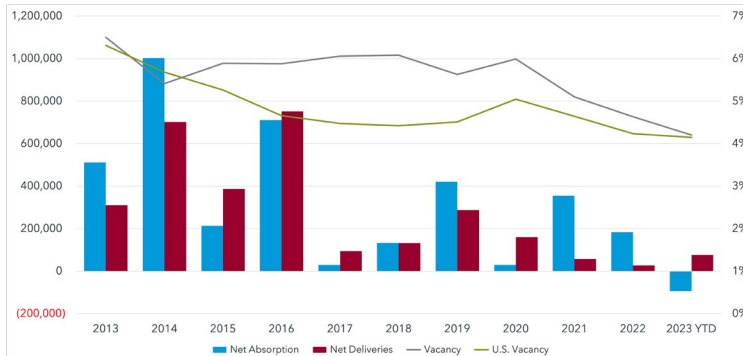
RETAIL MARKET OVERVIEW

AMANDA BROCK, *Vice President - Retail Properties*

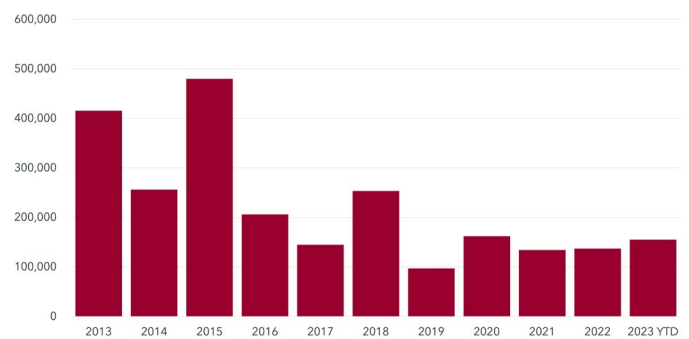
Bakersfield's 4.2% vacancy rate dropped by 0.5% in the past year. About 280,000 SF of retail space was removed, resulting in 93,000 SF of negative net absorption. Total available direct and sublease space accounts for 4.6% of inventory. General retail dominates the market with 18.1 million SF. Asking rents average \$19.30 per square foot, marking a 4.2% increase YOY and 12% gain in the past three years. About 160,000 SF of construction is underway. In the past year, there were 102 property trades, averaging \$184 per square foot. Since 2000, 439 sales totaled \$694 million. Bakersfield's market cap rate is 6.4%.

MARKET INDICATORS	Q3 2023	Q2 2023	Q1 2023	Q4 2022	Q3 2022
▼ 12 Mo. Net Absorption SF	(93,100)	(38,200)	(141,882)	18,315	27,218
▼ Vacancy Rate	4.20%	4.90%	5.05%	4.63%	4.69%
▲ Avg NNN Asking Rate PSF	\$19.30	\$19.08	\$18.72	\$18.48	\$18.48
▼ SF Under Construction	155,165	155,382	156,334	137,071	141,216
▼ Inventory SF	33,459,546	33,739,059	33,686,169	33,686,169	33,689,024

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
240 Chester Ave (O'Reilly Auto Parts) Bakersfield, CA	30,244 SF	\$6,039,000 \$199.68 PSF	Beverly Hills Plaza LLC Beverly Hills Plaza LLC	Single-Tenant
258 Bernard Street (Dollar General) Bakersfield, CA	18,827 SF	\$4,086,087 \$217.03 PSF	Modiv Ince Cross Development Bakersfield LLC	Single-Tenant
5184 Stockdale Highway (CVS) Bakersfield, CA	12,900 SF	\$5,900,000 \$457.36 PSF	Butternut LLC Stockdale Plaza LLC	Single-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1018-1020 18th Street Bakersfield, CA	4,000 SF	Blue Boar LLC	Brickyard	Restaurant
901-905 20th Street Bakersfield, CA	3,472 SF	Saguaro Investors LLC	Plants for Your Solie	Plant & Garden
7401 White Lane - Genesis Plaza Bakersfield, CA	3,300 SF	Sandhu Mukand S	Best Buy Furniture	Furniture Retailer

