



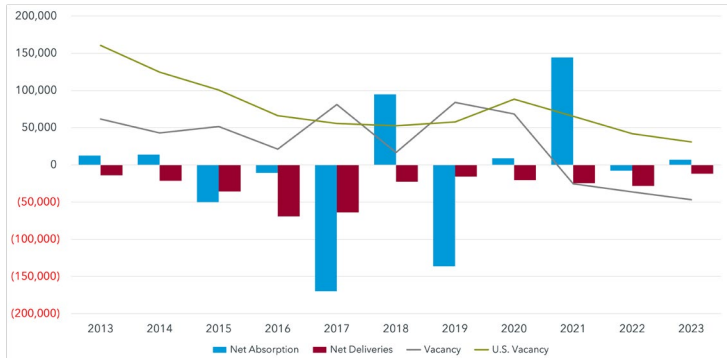
RETAIL MARKET OVERVIEW

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The North Orange County retail market has demonstrated resilience, maintaining stability over the course of the 12 months, with consistently static vacancy rates ranging from 3.2% to 3.8%. Furthermore, it is noteworthy that the market recently registered a positive net absorption, marking the first such occurrence since Q4 of 2022. However, purchase and sale volumes have yet to recover to the levels observed in 2022. This trend is primarily attributed to a sense of caution among prospective buyers and investors, who are awaiting a more predictable and secure interest rate atmosphere. The possibility of a potential rate reduction in 2024 serves as a beacon of hope for these market participants as they navigate their purchase and investment decisions.

| MARKET INDICATORS | Q4 2023 | Q3 2023 | Q2 2023 | Q1 2023 | Q4 2022 |
|----------------------------|------------|------------|------------|------------|------------|
| ▲ 12 Mo. Net Absorption SF | 45,304 | (119,227) | (17,721) | (16,757) | 61,427 |
| ▼ Vacancy Rate | 3.6% | 3.8% | 3.3% | 3.2% | 3.2% |
| ▼ Avg NNN Asking Rate PSF | \$28.34 | \$28.66 | \$27.27 | \$26.64 | \$26.03 |
| ◀ ▶ SF Under Construction | 2,000 | 2,000 | 3,200 | 5,600 | 3,600 |
| ▲ Inventory SF | 23,120,228 | 23,086,541 | 23,085,341 | 23,082,941 | 23,094,807 |

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



| TOP SALE TRANSACTIONS BY SF | SIZE | SALE PRICE | BUYER / SELLER | TENANCY TYPE |
|---|-----------|-----------------------------|--|---------------|
| 255 W. Orangethorpe Avenue Fullerton, CA | 10,947 SF | \$4,563,500 \$416.87 PSF | Troy Harbor Development LLC Joan Catherine Auen Trust | Single-Tenant |
| 6821 Fairlynn Boulevard Yorba Linda, CA | 7,500 SF | \$2,548,764 \$339.84 PSF | Undisclosed Undisclosed | Multi-Tenant |
| 19801-19819 Esperanza Road Yorba Linda, CA | 6,125 SF | \$1,163,166 \$189.90 PSF | Undisclosed Undisclosed | Multi-Tenant |

| TOP LEASE TRANSACTIONS BY SF | SIZE | LANDLORD | TENANT | TENANT INDUSTRY |
|---|----------|--|---------------|-----------------|
| 910 E. Whittier Boulevard La Habra, CA | 6,591 SF | Cheng Yu Trust | Undisclosed | Undisclosed |
| 1851-1945 W. La Habra Boulevard La Habra, CA | 5,060 SF | Jae Hong Park | Daily Bargain | Discount Store |
| 2400-2428 W. Whittier Boulevard La Habra, CA | 2,400 SF | Surendrakant L. & Artidevi S. Manek | Undisclosed | Undisclosed |

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