



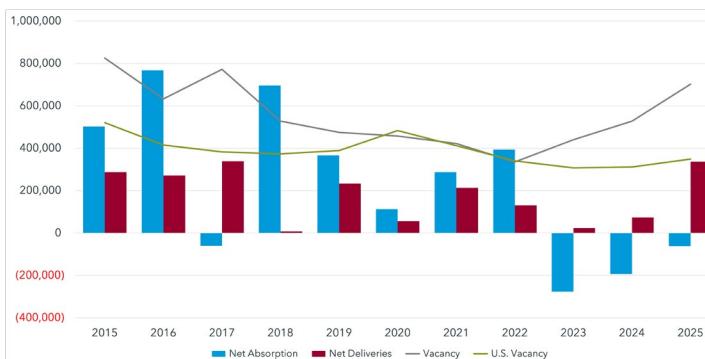
RETAIL MARKET OVERVIEW

AMANDA BROCK, Senior Executive Vice President, Principal

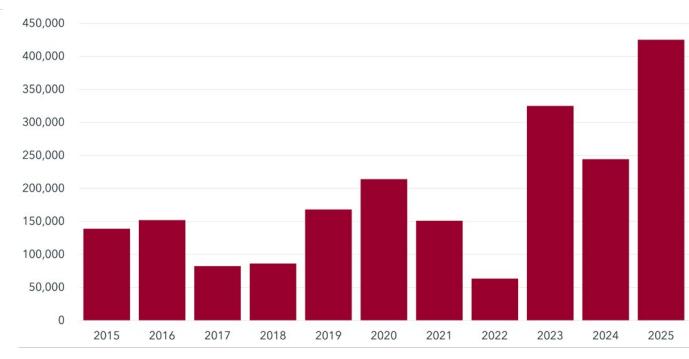
Fresno's retail market experienced moderate softening in late 2025 with vacancy rising to 5.7% in Q4, above both five and ten-year averages. The increase reflects negative net absorption of 54,000 SF over the past year, despite 330,000 SF of new deliveries. Availability stands at 6.3%, or roughly 3.2 million SF, with neighborhood centers and malls posting the highest vacancy rates. Construction activity remains elevated at 430,000 SF underway, exceeding historical norms. Average asking rents are \$19.60/SF and grew 1.2% year over year, trailing national growth. While rent gains persist across most retail subtypes, elevated vacancy and ongoing supply additions are expected to limit near-term upside.

MARKET INDICATORS	Q4 2025	Q3 2025	Q2 2025	Q1 2025	Q4 2024
▲ 12 Mo. Net Absorption SF	(62,052)	(381,963)	(395,039)	(476,025)	(193,762)
▲ Vacancy Rate	6.30%	5.70%	5.58%	5.60%	5.30%
▲ Avg NNN Asking Rate PSF	\$19.59	\$19.47	\$19.57	\$19.53	\$19.36
▼ Sale Price PSF	\$200.00	\$201.00	\$199.00	\$203.00	\$203.00
▲ Cap Rate	7.31%	7.22%	7.20%	7.11%	7.06%
▼ Under Construction SF	425,242	537,038	342,808	311,793	244,229
▲ Inventory SF	49,915,528	49,495,790	49,601,704	50,021,366	49,364,285

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
2736 Divisadero Street Fresno, CA	32,618 SF	\$6,000,000 \$183.95 PSF	Family Health Care Network Wolfsen Land & Cattle Company	Single-Tenant
6885 N. Willow Avenue Fresno, CA	14,736 SF	\$4,562,500 \$309.62 PSF	Urners Atla Fuels, Inc.	Single-Tenant
3403 W. Ashlan Avenue Fresno, CA	2,660 SF	\$5,400,000 \$2,030.08 PSF	AWSS, Inc. LRC Kwik Serv	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
4250-4170 W Shaw Avenue Fresno, CA	34,254 SF	Elio & Lupe Espino	Undisclosed	Retailer
5630-5660 N. Blackstone Avenue Fresno, CA	33,128 SF	HPC Blackstone Investors LP	Undisclosed	Undisclosed
747 R Street Fresno, CA	7,494 SF	Bitwise Industries	Crossroads Anywhere Corporation	Accommodation & Food Services



The information and details contained herein have been obtained from third-party sources believed to be reliable, however, Lee & Associates has not independently verified its accuracy. Lee & Associates makes no representations, guarantees, or express or implied warranties of any kind regarding the accuracy or completeness of the information and details provided herein, including but not limited to, the implied warranty of suitability and fitness for a particular purpose. Interested parties should perform their own due diligence regarding the accuracy of the information.

The information provided herein, including any sale or lease terms, is being provided subject to errors, omissions, changes of price or conditions, prior sale or lease, and withdrawal without notice. Third-party data sources: CoStar Group, Inc., The Economist, U.S. Bureau of Economic Analysis, U.S. Bureau of Labor Statistics, Congressional Budget Office, European Central Bank, GlobeSt.com, CoStar Property, and Lee & Associates Proprietary Data. ©

© Copyright 2025 Lee & Associates all rights reserved. Third-party Image sources: sorbis/shutterstock.com, shutterstock.com, pixabay.com, istock.com