

THE SADDLEBACK CORRIDOR INDUSTRIAL MARKET REPORT

THE INDUSTRIAL REAL ESTATE MARKET TRENDS YOU NEED TO KNOW | Q3 2023

HERE'S WHAT IS INSIDE THIS ISSUE:

- The latest sales prices of 2023; they are WAY up from last year!
- Total analysis of the tri-city Saddleback Corridor commercial market.
- Lease rates, lease volume, and vacancy rates. Are leases slowing?
- Sales prices are up, but the sales volume is up even higher. Interest in buying property outpaces interest rates for loans to buy property.
- Sale and lease comps; see what the chart data looks like in real life.
- Industrial property with yard available to lease in South OC. See below.
- Trends, charts, numbers, and graphs with everything you need to know about the industrial real estate in your backyard. Open now!



AVAILABLE IN SOUTH ORANGE COUNTY NEAR THE BEACH;
OCCUPY THIS INDUSTRIAL BUILDING WITH FENCED PARKING NOW

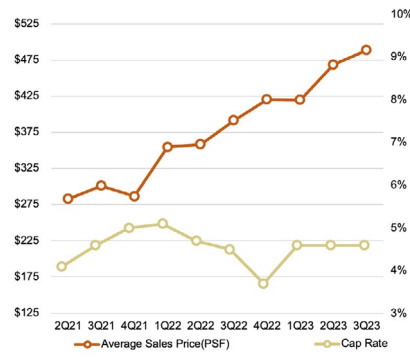
8,015sf Freestanding Industrial Building With Fenced Parking Area | Another Exclusive Listing By WynneCRE!

143 CALLE IGLESIA | SAN CLEMENTE, CA 92672

MARKET SUMMARY

3Q 2023: Sales volume broke a year-long drought, charging back to a five-quarter high that nearly beat the previous four quarters combined! The average industrial sales price continued climbing despite rising interest rates, reaching an eye-watering average of \$488.39 per square foot, up nearly \$100/sf from just one year ago and up \$20/sf from last quarter. Flattening lease rates saw a slight uptick in lease volume, and overall vacancy and availability both nudged slightly higher this quarter. So far, demand still outweighs the South OC industrial supply as we head into the final stretch of 2023.

AVERAGE SALE PRICE & CAP RATES



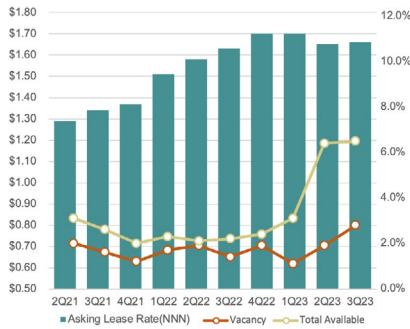
3Q 2023 MARKET HIGHLIGHTS

AVERAGE SALE PRICES continued higher, up nearly \$100/sf from one year ago despite rising interest rates on new loans

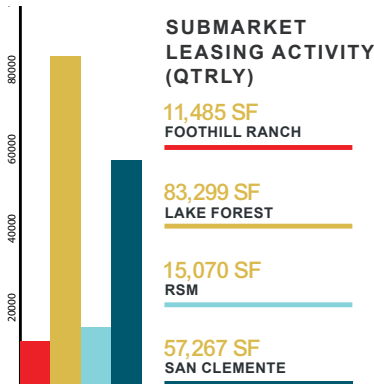
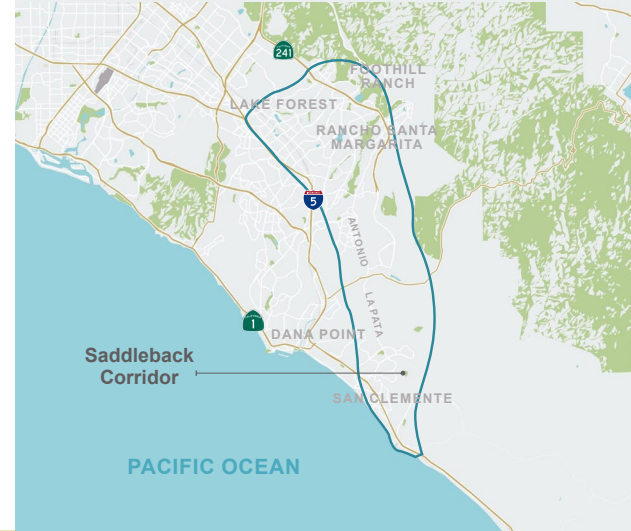
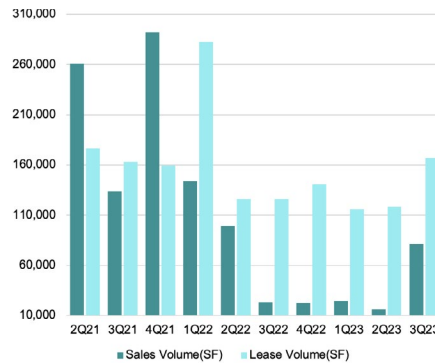
LEASE RATES have stabilized, flattening out over the last few quarters after rising for over two years straight

SALES VOLUME rose dramatically, totaling nearly the same square footage as the previous four quarters combined

LEASE RATE, VACANCY & AVAILABILITY



SALES VOLUME VS. LEASE VOLUME



SUBMARKET LEASING ACTIVITY 2023 TOTAL

16,076 SF
FOOTHILL RANCH

199,222 SF
LAKE FOREST

31,619 SF
RSM

154,247 SF
SAN CLEMENTE

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Provided by:



QTR-OVER-QTR TRENDS SUMMARY

- ▲ VACANCY | ▲ AVAILABILITY RATE
- ▲ ASKING LEASE RATE | ▲ LEASE VOLUME
- ▲ SALE VOLUME | ▲ SALES PRICE

MARKET BREAKDOWN | FOOTHILL RANCH, LAKE FOREST, RSM, SAN CLEMENTE

	3Q23	2Q23	3Q22	% Change From A Year Ago
Vacancy	2.8%	1.9%	1.4%	100.00%
Availability Rate	6.5%	6.4%	2.2%	195.45%
Asking Lease Rate	\$1.66	\$1.65	\$1.63	1.84%
Lease Volume (SF)	146,711	73,556	125,996	16.44%
Sale Volume (SF)	80,847	16,577	23,296	247.04%
Sales Price (SF)	\$488.39	\$468.42	\$391.33	24.80%

MARKET STATISTICS

Submarket	Total Inventory	Total Vacancy Rate	Total Available Rate	QTR Total Sales Activity	2023 Total Sales Activity	QTR Total Leasing Activity	2023 Total Leasing Activity	Average Rental Rate NNN
Foothill Ranch	3,776,046	0.1%	11.2%	4,383	4,383	0	4,591	\$1.64
Lake Forest	6,066,897	3.0%	6.2%	6,627	22,192	69,295	115,923	\$1.78
Rancho Santa Margarita	3,334,669	1.4%	1.6%	5,880	14,455	6,569	16,549	\$1.76
San Clemente	3,587,492	2.4%	3.1%	4,070	4,070	42,105	96,980	\$1.61
Saddleback Corridor	16,765,104	1.7%	5.5%	20,960	45,100	117,969	234,043	\$1.67



**JUST SOLD:
29812 AVENIDA DE LAS BANDERAS, RANCHO SANTA MARGARITA**

5,270SF freestanding industrial building

\$474.38 per square foot sale price

\$2,500,000 total price property sold

Exclusively Represented By:



**JUST SOLD:
29802 AVENIDA DE LAS BANDERAS, RANCHO SANTA MARGARITA**

6,324SF freestanding industrial building

\$490.20 per square foot sale price

\$3,100,000 total price property sold



**JUST SOLD:
21 RANCHO CIRCLE, LAKE FOREST**

5,474SF freestanding industrial building

\$484.11 per square foot sale price

\$2,700,000 total price property sold



**JUST LEASED:
120 CALLE IGLESIA, SAN CLEMENTE**

25,519SF freestanding industrial building

\$1.75 GROSS per square foot lease rate

\$44,658.23 total monthly amount



**JUST LEASED:
25662-25692 ATLANTIC OCEAN DR, LAKE FOREST**

20,176SF freestanding industrial building

\$1.70 NNN per square foot lease rate

\$0.33 NET CHARGES per square foot

\$40,957.28 total monthly amount



**JUST LEASED:
30452 ESPERANZA, RANCHO SANTA MARGARITA**

15,070SF freestanding industrial building

\$1.65 NNN per square foot lease rate

\$0.28 NET CHARGES per square foot

\$29,065.10 total monthly amount

ABOUT WYNNECRE ("WIN" C.R.E.)

Welcome to a commercial real estate experience that puts you first.

Ready for your business needs to be cared for with custom property solutions created specifically for you?

Your overwhelming success is our guiding goal.

At WynneCRE, you're the boss; we don't have a distant corporate board of directors clamoring for control in the background.

In fact, WynneCRE is locally based right here in South Orange County and actively participates in our local communities, both on and off the clock.

A new way of life deserves a new level of service. Welcome to the modern age

of commercial real estate. We realized that other industries were using digital tools that were largely ignored by the real estate sector. This was leaving you, as a client, at a huge disadvantage. So we decided to do something about it.

Our company was founded on the principal of providing modern commercial real estate solutions by leveraging new tools, technology, and digital knowledge.

These new skills are fused together with the traditional expertise of brokerage activities like personal phone calls and face-to-face office visits.

This optimal combination has resulted in better pricing, faster transaction times, larger prospect groups, and ultimately

more money back to your bottom line. At WynneCRE, old school knowledge meets new school methods, resulting in legacy client care paired with a faster, easier property transaction experience.

Dare we say it? It's actually fun now.

As a matter of fact, we killed boring business.

Gone the way of the dino are pagers, fax machines, and real estate brokers who think it's still 1991.

We provide you an experience that won't slow down your 2023 ambitions. It's a luxury that is guaranteed to ruin the way you used to do your real estate.

Once you taste the easy freedom of our team's platform, you'll wonder how you ever did a lease or sale any other way.

Also, we REALLY care about the South Orange County communities we live and conduct business in.

We think it's completely wrong when out-of-town brokers show up for a payday and then are impossible to reach after they complete a deal with you.

We are active town participants, members of the local Chamber of Commerce, regularly donate and support the area schools, oh and we built our platform on integrity before money – reporting on business news and happenings, telling you how it is during negotiations, and offering honest advice even when it ruffles feathers with the powers that be.

WynneCRE is your commercial real estate experience of the future.



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**CALL US IF YOU'RE THINKING OF BUYING, SELLING,
OR LEASING INDUSTRIAL PROPERTY: 949-374-2052**

