



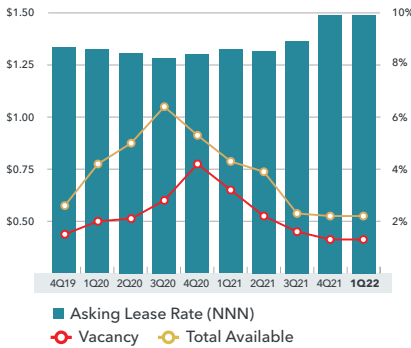
INDUSTRIAL MARKET TRENDS | 1ST QUARTER 2022

THE ORIGINAL SADDLEBACK CORRIDOR MARKET REPORT

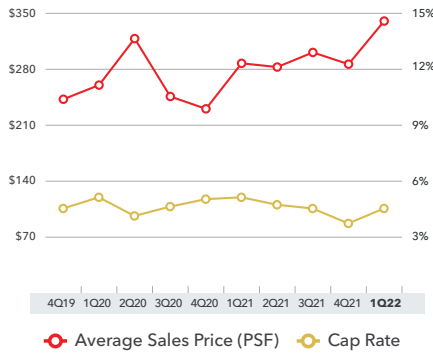
MARKET SUMMARY

Q1 2022: Sustained low-to-no vacancy throughout the Saddleback Corridor saw fierce competition for any properties that did become available this quarter. Sales prices rocketed upwards for the few transactions that did occur - not even reaching a combined 100k SF in total. Quarter-over-quarter leasing volume has remained the same for nearly a year, again restrained by a lack of available inventory. The effects of rising interest rates have yet to be seen, with hopes of moving toward price stabilization vs. adding additional costs. Data source: CoStar

LEASE RATE, VACANCY & AVAILABILITY



AVERAGE SALE PRICE & CAP RATES



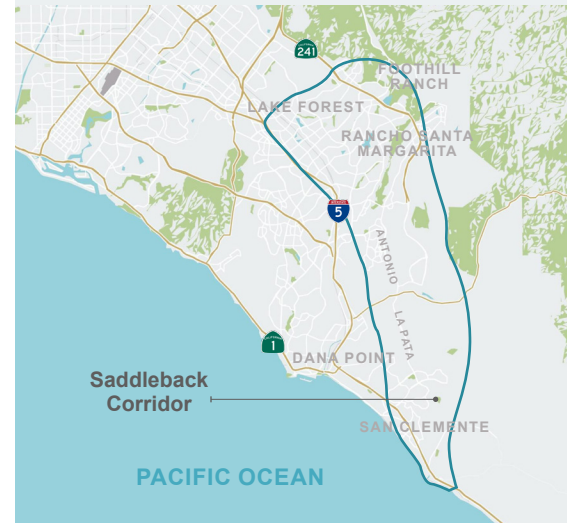
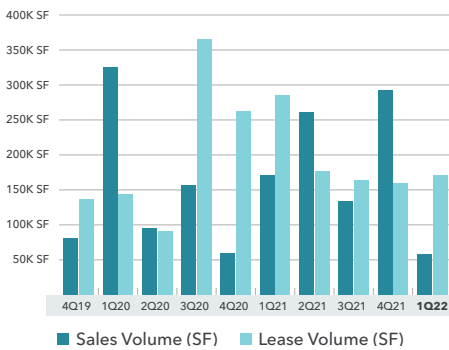
1Q 2022 MARKET HIGHLIGHTS

LEASING VOLUME totaled over double the sales volume this quarter

AVERAGE SALES PRICE surged to a scorching \$340.33 in Q1 2022, up from an average of \$286.38 in Q4 2021

LAKE FOREST took an early lead in leasing activity due it having nearly twice the SF inventory of neighboring

SALES VOLUME VS. LEASE VOLUME



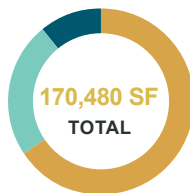
SUBMARKET LEASING ACTIVITY (QUARTERLY)

0 SF
FOOTHILL RANCH

112,142 SF
LAKE FOREST

39,937 SF
RSM

18,401 SF
SAN CLEMENTE



SUBMARKET LEASING ACTIVITY YTD TOTAL

0 SF
FOOTHILL RANCH

112,142 SF
LAKE FOREST

39,937 SF
RSM

18,401 SF
SAN CLEMENTE

Provided by

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SADDLEBACK CORRIDOR INDUSTRIAL MARKET UPDATE

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

	1Q22	4Q21	1Q21	% Change From A Year Ago
Vacancy	1.7%	1.2%	2.2%	-22.73%
Availability Rate	2.3%	2.0%	3.9%	-41.03%
Asking Lease Rate	\$1.51	\$1.37	\$1.28	17.97%
Lease Volume (SF)	170,480	159,573	284,878	-40.16%
Sale Volume (SF)	57,750	261,906	170,892	-66.21%
Net Absorption	-73,957	58,599	170,731	-143.32%

- ▼ VACANCY | ▼ AVAILABILITY RATE
- ▼ ASKING LEASE RATE | ▼ LEASE VOLUME (SF)
- ▼ SALE VOLUME (SF) | ▼ NET ABSORPTION

MARKET STATISTICS

Submarket	Total Inventory	Total Vacancy Rate	Total Available Rate	QTR Net Absorption	YTD Total Net Absorption	QTR Total Leasing Activity	YTD Total Leasing Activity	Average Direct Rental Rate NNN
Foothill Ranch	3,776,046	0.2%	1.7%	-9,044	16,222	0	0	\$1.49
Lake Forest	6,012,661	1.7%	2.5%	-40,305	-58,409	112,142	318,645	\$1.53
Rancho Santa Margarita	3,334,669	0.2%	0.2%	9,386	40,964	39,937	54,675	\$1.45
San Clemente	3,592,801	3.0%	4.3%	-33,994	-14,135	18,401	29,983	\$1.48
Saddleback Corridor	16,716,177	1.3%	2.2%	-73,957	15,358	170,480	403,303	\$1.49

AGENT BIO



James "Jim" Wynne is a three-decade expert in the commercial real estate industry.

His real, honest connections with his clients have allowed hundreds of completed transactions to be achieved under his helpful guidance. Jim's expertise has spanned from construction management to commercial brokerage. He provides service for all office and industrial space needs in South Orange County, from Irvine to San Clemente.

What makes Jim special is his focus on people first, business second. Jim understands

that his clients are real people seeking meaningful property advice that will apply to their specific situations. This has resulted in tremendous respect and admiration for Jim from both his fellow agents and his happy clients.

WynneCRE is locally based in South Orange County and provides modern commercial real estate solutions to property owners and business owners looking to buy, sell, or lease commercial space in beautiful Southern California.

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