



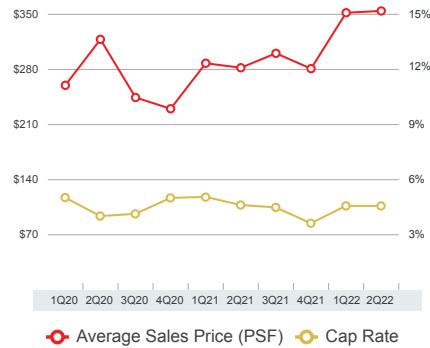
THE SADDLEBACK CORRIDOR INDUSTRIAL MARKET REPORT

THE INDUSTRIAL MARKET TRENDS YOU NEED TO KNOW | 2ND QUARTER 2022

MARKET SUMMARY

2Q 2022: Off-market transactions accounted for most of this quarter's sales. Many of these owners left money on the table selling at below-market prices because these secret listings never made it to the majority of public buyers. Off-market transactions are sometimes encouraged by real estate agents so they can represent both sides, but it removes all competitive advantage of the open market – especially with the severe lack of available space in South Orange County. If you're considering selling your property, demand your real estate agent publicly lists it first.

AVERAGE SALE PRICE & CAP RATES



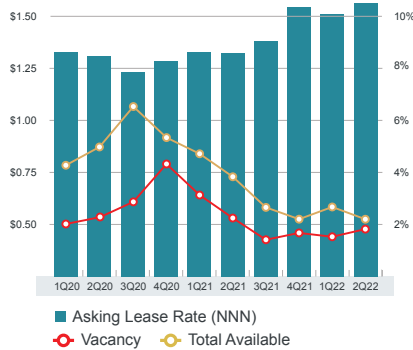
2Q 2022 MARKET HIGHLIGHTS

VACANCIES stayed nearly the same quarter-over-quarter at 1.9%

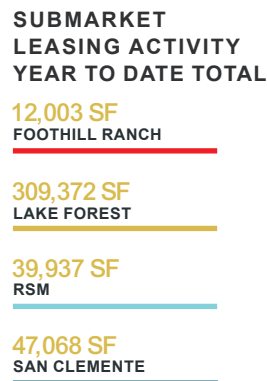
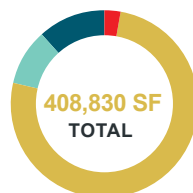
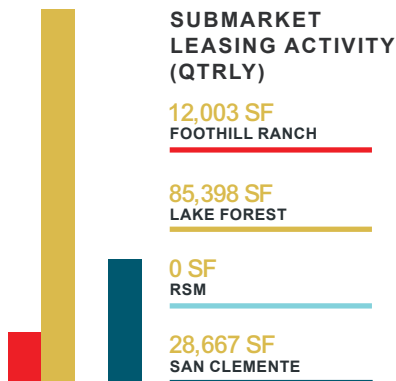
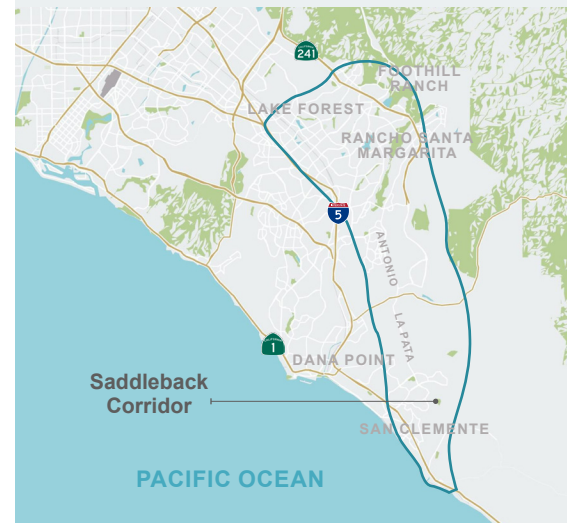
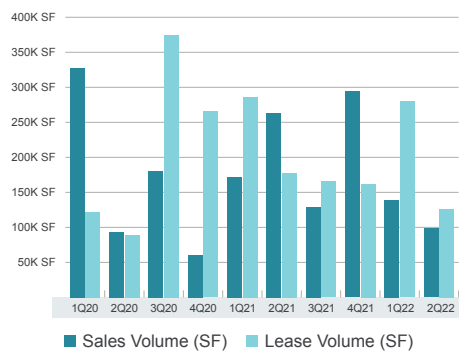
AVERAGE SALES PRICE slightly increased to \$358.19 with no leased investments sold to measure Cap Rates

RENTAL RATES increased significantly, up by over 20% from last year

LEASE RATE, VACANCY & AVAILABILITY



SALES VOLUME VS. LEASE VOLUME



Provided by:

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WYNNECRE'S SADDLEBACK CORRIDOR INDUSTRIAL MARKET UPDATE

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

	2Q22	1Q22	2Q21	% Change From A Year Ago
Vacancy	1.9%	1.7%	2.0%	-5.00%
Availability Rate	2.1%	2.3%	3.1%	-32.26%
Asking Lease Rate	\$1.58	\$1.51	\$1.30	21.54%
Lease Volume (SF)	126,068	282,312	176,477	-28.56%
Sale Volume (SF)	99,104	143,676	260,477	-61.95%
Net Absorption	-44,432	-73,957	25,258	-275.91%

▲ 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	0.6%	2.0%	-12,003	-21,007	12,003	12,003	\$1.53
Lake Forest	3,018,232	2.8%	1.9%	-28,312	-68,617	85,398	309,372	\$1.59
Rancho Santa Margarita	3,334,669	0.0%	0.3%	-73	9,313	0	39,937	\$1.51
San Clemente	3,604,161	3.7%	4.0%	-4,044	-38,038	28,667	47,068	\$1.59
Saddleback Corridor	13,733,108	1.8%	2.1%	-44,432	-118,349	126,068	408,380	\$1.56

ABOUT JIM WYNNE

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 and 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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**CALL ME IF YOU'RE THINKING OF BUYING, SELLING,
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