



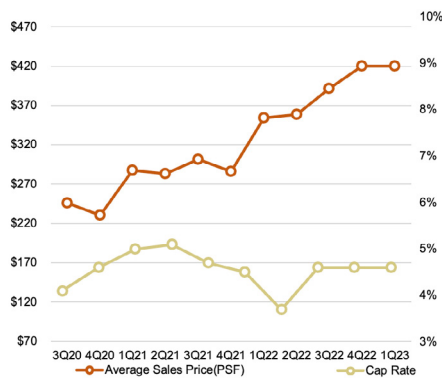
# THE SADDLEBACK CORRIDOR INDUSTRIAL MARKET REPORT

THE INDUSTRIAL MARKET TRENDS YOU NEED TO KNOW | 1ST QUARTER 2023

## MARKET SUMMARY

1Q 2023: There was no increase to both the average lease rate and sales price for the first time in 24 months! Both values remained virtually unchanged quarter-over-quarter, a notable difference from the steadily climbing trends prior. Sales volume also lagged for the third consecutive quarter, with an average quarterly volume of only 23,000sf transacting. Previously the average quarterly sales volume was 165,000sf per quarter for two years! If the peak of affordability has plateaued for tenants and buyers, we could see further pricing stabilization moving forward.

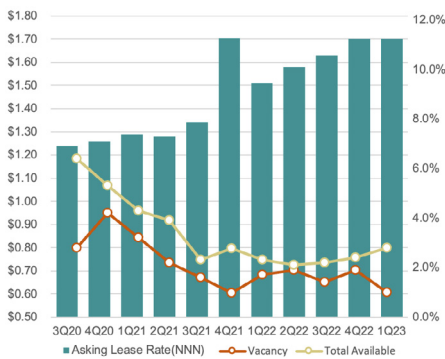
## AVERAGE SALE PRICE & CAP RATES



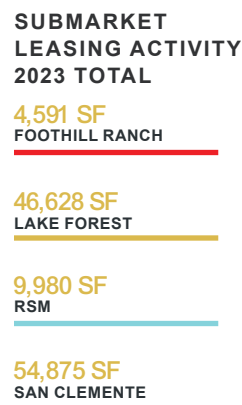
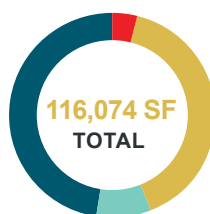
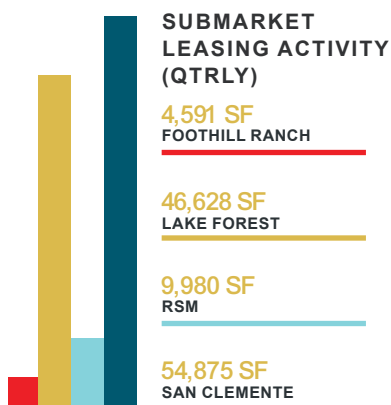
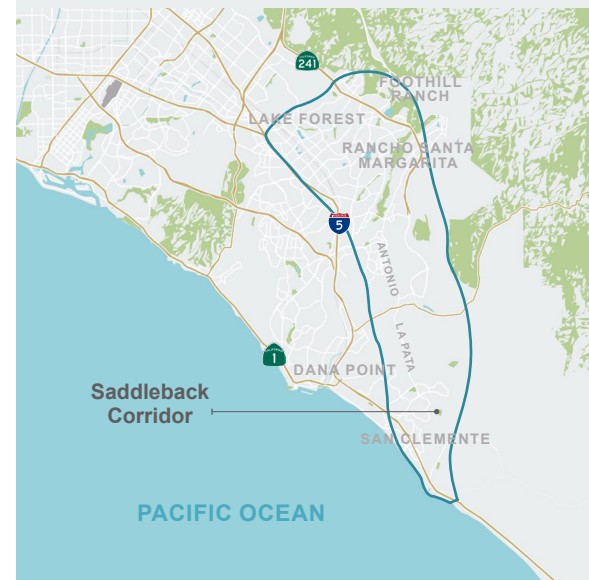
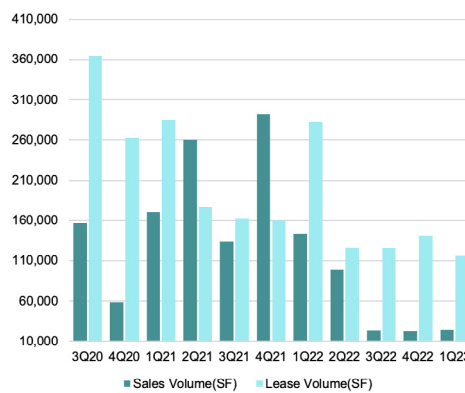
## 1Q 2023 MARKET HIGHLIGHTS

- ASKING LEASE RATE** was flat from the previous quarter
- AVERAGE SALES PRICE** remained the same quarter-over-quarter
- SALES VOLUME** again remained under 30,000sf of transactions for the third quarter in a row, the longest and lowest streak in recent history

## LEASE RATE, VACANCY & AVAILABILITY



## SALES VOLUME VS. LEASE VOLUME



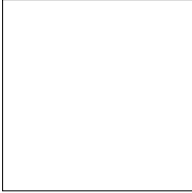
Provided by:

JIM WYNNE  
 President  
 949.374.2052  
 Jim@wynnecre.com  
 wynnecre.com  
 LIC N° 01242705

# WYNNECRE'S SADDLEBACK CORRIDOR INDUSTRIAL MARKET UPDATE



501 N El Camino Real, Suite 200  
San Clemente, CA 92672



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

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

	1Q23	4Q22	1Q22	% Change From A Year Ago
Vacancy	1.1%	1.9%	1.7%	-35.29%
Availability Rate	2.5%	2.4%	2.3%	8.70%
Asking Lease Rate	\$1.70	\$1.70	\$1.51	12.58%
Lease Volume (SF)	81,131	141,171	282,312	-71.26%
Sale Volume (SF)	24,140	22,251	143,676	-83.20%
Sales Price (SF)	\$419.72	\$420.27	\$354.41	18.43%

## 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	0.2%	2.4%	0	0	4,591	4,591	\$1.64
Lake Forest	6,066,897	2.0%	5.1%	15,565	15,565	46,628	46,628	\$1.78
Rancho Santa Margarita	3,334,669	0.3%	1.1%	8,575	8,575	9,980	9,980	\$1.76
San Clemente	3,587,492	1.4%	2.5%	0	0	54,875	54,875	\$1.63
<b>Saddleback Corridor</b>	<b>16,765,104</b>	<b>1.0%</b>	<b>2.8%</b>	<b>24,140</b>	<b>24,140</b>	<b>116,074</b>	<b>116,074</b>	<b>\$1.70</b>



## 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.

JIM WYNNE  
President  
949.374.2052  
jim@wynnecre.com  
wynnecre.com  
LIC N° 01242705

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

