

Top Shopping Centers Plot Expansion, New Additions

South Coast Brings In \$1.6B in Taxable Sales

By KARI HAMANAKA

South Coast Plaza's Debra Gunn Downing is upbeat in her outlook for the holidays as the Costa Mesa luxury shopping center leads the county's retail landscape out of what's been a challenging period.

"This time is a season of renewal for many reasons at South Coast Plaza. Despite the pandemic, we've opened more than 10 new and re-designed boutiques since last year, including a more expansive **Tiffany & Co.** and its **Blue Box Café**, and exclusives such as **Canada Goose** and **Audemars Piguet**. Before the close of the year, **Buccellati**, another exclusive, and **Laderach, Pressed** and **Laurent Frignaud's Moulin** will debut," Downing said.

The marketing executive went on to point out **Louis Vuitton, Fendi** and **Dior** all have dual locations, including pop-ups, at South Coast Plaza, and more on that front is expected.

"This underscores the desirability of luxury retail space at the center," she said.

"Looking toward 2022, we will welcome a bigger **Hermès** in a new location and celebrate our 55th year, among many exciting developments."

That OC's largest shopping center is in an upbeat mood offers some holiday cheer in what's been a rocky stretch for retail, with indoor capacity limitations, additional investment



Rendering of new RH home furnishings store to open in 2024 at Fashion Island

known as Restoration Hardware.

The four-story store on the ocean-facing side of the shopping center will open in mid-2024.

Optimism

Many shopping centers are projecting record growth in holiday retail sales this year.

The Washington, D.C.-based retail trade association **National Retail Federation** said late last month holiday sales in November and December are expected to total \$843.4 billion to \$859 billion, up in the range of 8.5% to 10.5% from the same period last year and a record.

The estimate does not include sales from automotive, restaurants and gas stations.

"There is considerable momentum heading into the holiday shopping season," the group's CEO and President **Matthew Shay** said in a statement.

He noted rising incomes and retailers' work to get inventory to their stores.

Sales from e-commerce and other channels outside of brick-and-mortar stores alone are projected to total \$218.3 billion to \$226.2 billion, up in the range of 11% to 15% from a year ago.

At the same time, retailers are grappling with global supply chain issues that partially stem from the pandemic that's now being seen in shortages of components on everything from chips for cars to to-go containers for restaurants. That, coupled with the slowdown at the ports, has left a glut of inventory sitting on cargo ships and concerns over inflation.

"If retailers can keep merchandise on the shelves and merchandise arrives before Christmas, it could be a stellar holiday sales season," NRF's Chief Economist **Jack Kleinhenz** said. ■

in air filtration systems and other health and safety measures, changing mask requirements and the Delta variant.

South Coast Plaza once again topped this year's annual Business Journal list of the largest shopping centers here with \$1.6 billion in taxable sales for the 12 months through June 30.

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Driving Sales

Orange County shopping centers are coming off a mixed period of time for sales.

The 26 largest centers here had taxable sales for the year ended June 30 of \$7.1 billion, up 6.5% from a year earlier, according to this week's Business Journal list.

The centers either self-reported sales data, or the figures were obtained from their respective cities.

Seventeen of the 26 reported sales to the Business Journal, with the remaining entries es-

timates. Six reported declines in taxable sales, while nine saw increases.

South Coast Plaza maintains a lead that's nearly three times more than its closest competitor, **Fashion Island** in Newport Beach.

Both have continued to add new retail tenants to keep their mix differentiated from the rest of the pack.

Outside of the brands Downing mentioned, **Bloomingdale's** at South Coast saw a major renovation to the store and the opening of the **Collage** food hall, which includes the first U.S. location of Singaporean soup dumpling concept **Paradise Dynasty**.

Meanwhile, Fashion Island in September announced 10 new tenants at its center, including the first West Coast locations for **Rhone** and **Shinobi Menswear** and the first Orange County doors for **Alo Yoga** and **Vuori**.

Last week, Fashion Island said that it would be building a new, 80,000-square-foot store for home furnishings retailer **RH**, previously

THE LIST SHOPPING CENTERS



KRISTIN ELFRING
Center Manager
The Outlets at Orange



IVETTE GALL
Center Manager
Fullerton Town Center



ARIAN MAHER
Center Manager
The District at Tustin Legacy



DEANA MORGAN
Center Manager
South Coast Collection



DAMIEN OSIP
Center Manager
The Shops at Mission Viejo



TANYA THOMAS
Center Manager
Fashion Island

THE LIST SHOPPING CENTERS

▶ NEXT WEEK'S LIST *Employers*

RANKED BY TAXABLE SALES

Rank	Shopping center Prev. Rank	Address	Company logo	Taxable sales for 12 months ended June 30, 2021 •Gross leasable square feet •Number of stores •yearly % change	Major tenants	Special features and services offered							Owner Management company	Center manager •Phone/fax		
						Free live music	Movie theater	Bowling	Market/grocery store	On-site fitness/gym	Valet parking	Shuttle services				
1	(1)	South Coast Plaza 3333 Bristol St. Costa Mesa 92626-1811 Website: southcoastplaza.com		\$1.6 billion NA	2,789,236 287	Hermès, Louis Vuitton, Cartier, Gucci, Chanel, Harry Winston, Dior, Saint Laurent, Balenciaga, Valentino, Celine, Versace, Givenchy, Audemars Piguet, Chopard, Omega, IWC, Tiffany & Co., Jaeger-LeCoultre, Van Cleef & Arpels, Bloomingdale's, Nordstrom, Saks Fifth Avenue, Macy's	Y	N	N	N	N	Y	N	C.J. Segerstrom & Sons C.J. Segerstrom & Sons	David C. Grant (714) 435-2000/(714) 540-7334	
2	(2)	Fashion Island 401 Newport Center Drive Newport Beach 92660-7010 Website: shopfashionisland.com		\$595.9 million -0.6%	1,466,675 176	Neiman Marcus, Nordstrom, Whole Foods Market, Red O Restaurant, Cucina Enoteca, Bloomingdale's	Y	Y	N	Y	Y	Y	Y	Irvine Company Irvine Co.	Tanya Thomas (949) 721-2000	
3	(4)	The District at Tustin Legacy 2437 Park Ave. Tustin 92782-2705 Website: thedistricttl.com		\$574.1 million 4.3%	1,000,000 68	Target, Lowe's, Costco, Whole Foods Market, Aki-Home, T.J. Maxx/Home Goods, Union Market, Planet Fitness, AMC Tustin 14, Bowlmor, Michaels, PetSmart	Y	Y	Y	Y	Y	Y	N	Vestar/Kimco Tustin LLP Vestar	Arian Maher (714) 259-9090/(714) 259-9091	
4	(3)	Brea Mall 1065 Brea Mall Brea 92821-5718 Website: simon.com		\$560.3 million ⁽¹⁾ NA	1,321,000 166	Nordstrom, JCPenney, Macy's, Macy's Men's, Children's & Home	Y	N	N	N	N	Y	Y	Simon Property Group Inc. Simon Property Group	Kevin Caulson (714) 990-2733	
5	(5)	The Market Place 2961 El Camino Real Tustin 92782-8905 Website: shophthemarketplace.com		\$495.5 million 16.9%	1,634,509 139	Best Buy, Target, Mathis Brothers Furniture, Taco Rosa, Lazy Dog Restaurant and Bar, BJ's Restaurant & Brewhouse, Sephora, Nordstrom Rack	Y	Y	N	Y	Y	N	N	Irvine Co. Irvine Co.	Karol Reedy (714) 730-4124/(714) 730-9690	
6	(6)	Irvine Spectrum Center 670 Spectrum Center Drive Irvine 92618-4956 Website: shopirvinespectrumcenter.com		\$389.2 million 1.1%	1,189,014 117	Nordstrom, Target, Irvine Improv, Edwards Irvine Spectrum 21 RPX, IMAX & VIP theaters, Dave & Buster's	Y	Y	N	Y	Y	Y	Y	Irvine Co. Irvine Co.	Blake Windal (949) 753-5180/(949) 789-9184	
7	(7)	The Shops at Mission Viejo 555 The Shops at Mission Viejo Mission Viejo 92691-6530 Website: simon.com		\$289 million ⁽¹⁾ NA	1,150,000 150	Nordstrom, Macy's Women's & Children, Macy's Men's and Furniture, Apple, Sephora, Lululemon, Williams Sonoma, Restoration Hardware, Pottery Barn	N	N	N	N	Y	N	Y	Simon Property Group Simon Property Group	Damien Osip (949) 364-1832/(949) 364-5460	
8	(9)	Costco Center 33953-33963 Doheny Park Road San Juan Capistrano 92675-4835 Website: pacificcastle.com		\$250 million 4.2%	199,631 7	Costco, PetSmart, Staples, El Pollo Loco	N	N	N	N	N	N	N	Pacific Castle Management Inc. Pacific Castle Management	Lisa Willems (949) 475-4588/(949) 475-4585	
9	(8)	The Outlets at Orange 20 City Blvd. W. Orange 92868-3127 Website: theoutletsatorange.com		\$232.1 million -4.5%	870,457 113	Saks Fifth Avenue OFF 5th, Neiman Marcus Last Call, Nordstrom Rack, Nike Factory Store, Bloomingdale's The Outlet Store, Polo Ralph Lauren	N	Y	Y	N	Y	Y	Y	Simon Property Group Simon Property Group	Kristin Elfring (714) 769-4001/(714) 769-4010	
10	(11)	Metro Pointe at South Coast 901 S. Coast Drive Costa Mesa 92626-1747 Website: metropointe.com		\$219.4 million -4%	386,628 23	Best Buy, Nordstrom Rack, Saks OFF 5th, Marshalls, Container Store, Old Navy, DSW Shoes, Edwards Theatres	Y	Y	N	N	N	Y	N	Metro Pointe Retail Associates II Arnel Commercial Properties	Rosanna Dalat (714) 481-5009/(714) 481-5188	
11	(10)	Brea Union Plaza 2315-2595 Imperial Highway Brea 92821-6136 Website: jgmanagement.com		\$164.8 million ⁽¹⁾ NA	603,000 44	Walmart, Home Depot, Nordstrom Rack	N	N	N	N	N	N	N	Brea Union Plaza JG Management Co.	Pauleen Singh (818) 483-1611	
12	(13)	Westminster Mall 1025 Westminster Mall Westminster 92683-4943 Website: westminstermall.com		\$149.2 million ⁽¹⁾ NA	1,024,088 121	Macy's, JCPenney, Target	N	N	N	Y	Y	N	N	Washington Prime Group Inc. Washington Prime Group Inc.	Patrice Conover (714) 898-2558	
13	(14)	The Village at Orange 1500 E. Village Way Orange 92865-3616 Website: thevillageatorange.com		\$142.8 million 2.2%	855,911 68	Sears, Walmart, Sprouts, Ross, Home Goods, Ulta, World Market	Y	N	N	Y	Y	N	N	TRC TRC	Patrick Furlong (714) 998-1521	

Sources: Respective cities and the shopping centers Abbreviations: NA: not applicable; NR: not ranked; Y: yes; N: no Note: Taxable sales figures for some malls are unaudited and considered estimates. Taxable sales are subject to revision based on final accounting. To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Unless otherwise noted, the information on this list was provided by the companies themselves. List may not be reprinted without permission of the editor.






Photos show the first top official listed.
(1) Business Journal estimate

THE LIST

SHOPPING CENTERS

▶ NEXT WEEK'S LIST *Employers*

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							Free live music	Movie theater	Bowling	Market/grocery store	On-site fitness/gym	Valet parking	Shuttle services		
14	(12)	MainPlace Mall 2800 N. Main St. Santa Ana 92705-6607 Website: shopmainplacemall.com		\$142.5 million -1.4%	1,119,888 143	Macy's, JCPenney, Ashley Homestore, Round 1 Bowling & Amusement, 24 Hour Fitness, H&M, Picture Show Theater	Y	Y	Y	N	Y	N	Y	Centennial Real Estate Co. Centennial Real Estate Co.	Cory Sams (714) 547-7800/(714) 547-2643
15	(16)	Anaheim Hills Festival 8020 E. Santa Ana Canyon Road Anaheim Hills 92808-1110 Website: anaheimhillsfestival.com		\$139.1 million 2.6%	572,828 48	Target, Von's, T.J. Maxx, Petco, Edwards Theatres, 24 Hour Fitness, Hobby Lobby, Tilly's	N	Y	N	Y	Y	N	N	State Teachers Retirement System of Ohio Vestar	Christine Lee (714) 283-3535/(714) 283-0525
16	(18)	Bella Terra 7777 Edinger Ave. Huntington Beach 92647-3601 Website: bellaterra-hb.com		\$121 million ⁽¹⁾ NA	840,909 56	Whole Foods Market, Century Theatre Multiplex, Cheesecake Factory, REI, Barnes and Noble, Peet's Coffee, Cost Plus World Market	Y	Y	N	Y	Y	Y	N	Prudential Real Estate Investors/DJM Capital Partners Inc. DJM Capital Partners	Catherine Hansen ⁽²⁾ (714) 897-2533
17	(15)	Buena Park Downtown 8308 On The Mall, Ste. 100 Buena Park 90620-3211 Website: buenaparkdowntown.com		\$116.4 million -16.3%	1,110,000 62	Sears, Walmart, Krikorian Premiere Theatres, T.J. Maxx, Bed Bath & Beyond, Ross, Big Air Trampoline, John's Incredible Pizza	Y	Y	N	N	Y	N	N	Newkoa LLC HK Property Co.	Eric Choi (714) 503-5000
18	(19)	Anaheim Plaza N. Euclid St. & Santa Ana Freeway Anaheim 92801 Website: shopenaheimplaza.com		\$109.5 million -5.5%	348,484 27	Walmart, El Super, Forever 21, Smart & Final, Ross, T.J. Maxx, Old Navy, Petco, Party City, Ulta	N	N	N	Y	N	N	N	PK II Anaheim Plaza LP Kimco Realty	Mark Halbach (949) 252-3873
19	(22)	Woodbury Town Center 6200-6460 Irvine Blvd. Irvine 92620-2103 Website: shopirvinecompany.com		\$108 million 8.4%	461,716 45	Chick-fil-A, Chipotle Mexican Grill, LA Fitness, Ralphs Fresh Fare, Starbucks, Home Depot, Trader Joe's, Walgreens	N	N	N	Y	Y	N	N	Irvine Co. Irvine Co.	Phil Vise (949) 720-3100
20	(23)	Alton Marketplace 51-107 Technology Drive W. Irvine 92618-2346 Website: shopirvinecompany.com		\$104.8 million 8.5%	345,250 9	PGA Tour Superstore, Living Spaces Furniture, Bassett Furniture	N	N	N	Y	N	N	N	Irvine Co. Irvine Co.	David Villalobos (949) 720-3100
21	(20)	Fullerton Town Center 1001 S. Harbor Blvd. Fullerton 92832-3029 Website: bigcentersusa.com		\$100 million ⁽¹⁾ NA	248,861 26	Amazon Fresh, AMC Theater, Five Below, Ross Dress For Less	N	Y	N	Y	N	N	N	BIG Shopping Centers USA BIG Shopping Centers USA	Ivette Gall (480) 887-0100
22	(21)	Plaza de La Paz 27241 La Paz Road, Ste. B Laguna Niguel 92677-3636 Website: plazadelapaz.com		\$99.9 million ⁽¹⁾ NA	295,000 52	Home Depot, Off Broadway Shoes, Sprouts Farmers Market, CVS Pharmacy	N	N	N	Y	Y	N	N	Laguna Niguel Investors Horowitz Group	Brian Meihaus (949) 831-5158/(949) 831-4288
23	(NR)	Crossroads Plaza 3720-3996 Barranca Parkway Irvine 92606-8222 Website: shopirvinecompany.com		\$99.5 million 2.4%	296,501 48	LA Fitness, Target, Capital Noodle Bar, Urban Plates, Creamistry	N	N	N	Y	Y	N	N	Irvine Co. Irvine Co.	Dave Waddell (949) 720-3100
24	(25)	South Coast Collection (SOCO + The OC Mix) 3303-3323 Hyland Ave. Costa Mesa 92626-4164 Website: socoandtheocmix.com		\$88 million ⁽¹⁾ NA	301,200 51	Brown Jordan, Design Within Reach, HD Buttercup, Roche Bobois, Famosa, Farrow & Ball, The OC Mix, ARC Food & Libations, Natuzzi, Modani, La-Z-Boy, Rejuvenation, Greenleaf, Room & Board, BoConcept, Bang & Olufsen	Y	N	N	N	Y	N	N	Rockwood Capital LLC/ Burnham USA Equities Inc./Burnham-Ward Properties Burnham-Ward Properties	Deana Morgan (949) 760-9150/(949) 760-0430
25	(NR)	Crystal Cove Shopping Center 7845-8085 E. Coast Highway Newport Beach 92657 Website: shopirvinecompany.com		\$86.4 million 18.9%	131,762 26	Mastro's, Gap and Gap Kids, Javier's, Marche Moderne, Trader Joe's	Y	N	N	Y	N	Y	Y	Irvine Co. Irvine Co.	Phil Vise (949) 720-3100
26	(NR)	The Center at Rancho Niguel 28231 Crown Valley Parkway Laguna Niguel 92677 Website: shopranchoniguel.com		\$80 million ⁽¹⁾ NA	506,000 66	Nordstrom Rack, Ralphs Fresh Fare, CVS Pharmacy, Regency Theatres, Lifetime Athletic, BevMo!, Ethan Allen, Starbucks, Snooze, Calo Kitchen + Tequila	N	Y	NA	Y	Y	N	N	Buie Stoddard Group PacificWest Asset Management	Amber Martin ⁽³⁾ (949) 582-4011/(949) 582-7036

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⁽¹⁾ Business Journal estimate
⁽²⁾ marketing manager
⁽³⁾ interim