Occupancy Growth Supported by Tight Supply

▲ 86.8
Occupancy Rate (%)

▼ 13,900
Net Absorption (sqm)

▼ 331,800
Avg. Rent (Rp/sqm/mth)

Executive Summary

- No new retail completions were recorded in 3Q26 following the delivery of Annajon and PIM 5 in 1H26, keeping total stock stable at 3.47 million sqm. With Lippo Holland Village Mall expected to open next year, supply growth remains constrained.
- Leasing demand remained healthy, driven by expansion from F&B, lifestyle, and bookstore operators. Although net take-up moderated to 13,900 sqm, sustained occupancy gains lifted the market-wide rate to 86.8%, reflecting continued tenant confidence in well-performing retail assets.
- Market fundamentals are expected to strengthen further amid a limited development pipeline. With only one project under construction and tenant expansion continuing, absorption should remain positive, supporting occupancy growth toward 89-90% as the market moves into a more balanced and stable phase.

Table 1. Jakarta Retail Market Statistics

Grade	Total Stock (sqm)	Occupancy (%)	Rent (Rp/sqm/mth)
High-end	427,470	95.7	880,000
Upper	1,158,140	87.7	457,600
Middle-up	1,484,740	85.3	266,300
Middle-low	399,980	80.0	183,000

Source:CBRE Research

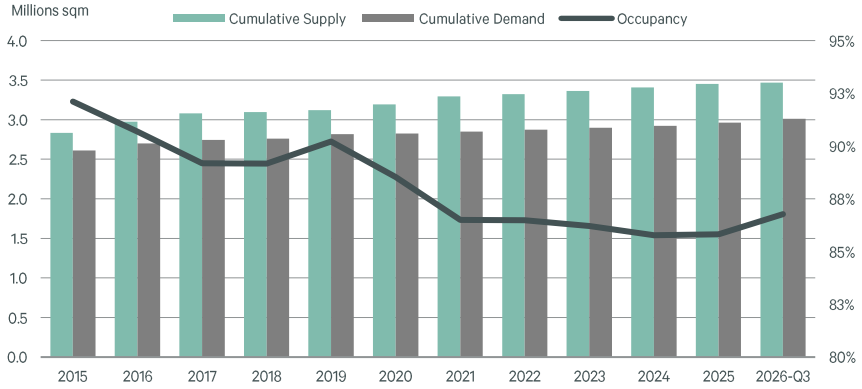
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Supply

Retail supply remained unchanged during 3Q26 at approx. 3.47 million sqm, as no new shopping centers entered the market after the completion of Annajon and PIM 5 earlier in the year. The absence of new deliveries highlights the sector's muted development cycle, driven by cautious capital deployment and a greater focus on maximizing performance within existing retail assets.

The near-term retail pipeline remains limited, with Lippo Holland Village Mall as the only major upcoming completion. With minimal new supply entering the market, competitive pressure is expected to remain contained, supporting stronger occupancy and leasing performance across existing malls. The constrained supply environment should enable ongoing retailer expansion to translate into positive absorption, particularly in well-performing assets. As a result, market fundamentals are expected to strengthen further, with occupancy continuing to improve as demand outpaces new supply.

Figure 1. Jakarta Retail Cumulative Supply-Demand-Occupancy



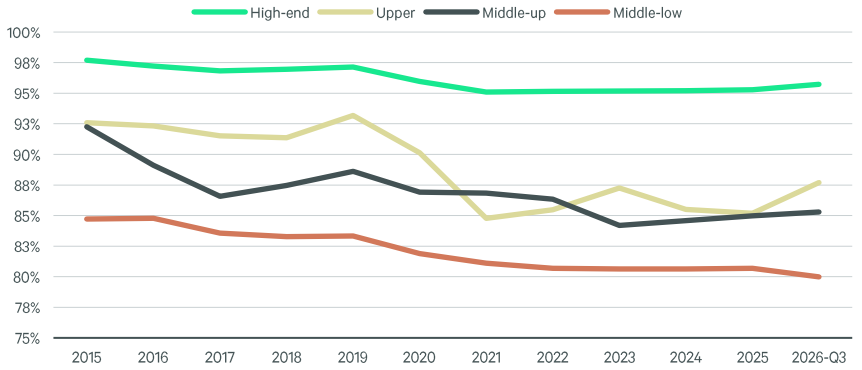
Source:CBRE Research

Demand

Leasing demand remained healthy during the quarter. Restaurants, cafés, fitness and wellness brands, as well as experience-led retailers continued to seek space within established malls to capture resilient consumer spending and growing demand for experiential retail offerings. Meanwhile, bookstore operators have also maintained expansion momentum by adopting larger-format concepts that combine retail, educational, and lifestyle elements, further enhancing their appeal as traffic generators.

Despite positive leasing activity, net take-up moderated to 13,900 sqm, partly reflecting tenant reshuffling and the completion of major leasing commitments in previous quarters. Yet, demand remained sufficiently broad-based to support continued occupancy growth, with the market-wide rate increasing to 86.8%. The steady rise in occupancy underscores sustained retailer confidence in high-performing malls, particularly assets with strong catchment, established footfall, and curated tenant mixes.

Figure 2. Jakarta Retail Occupancy By Grade



Source:CBRE Research

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Rent

Amid improving occupancy and continued leasing activity, average rents declined by 0.9% q-o-q to Rp331,800 per sqm per month as landlords in several malls adopted a more flexible pricing strategy to accelerate deal closures and optimize occupancy. Rental adjustments were concentrated in the middle-up and middle-low segments, where competition for quality tenants remained elevated.

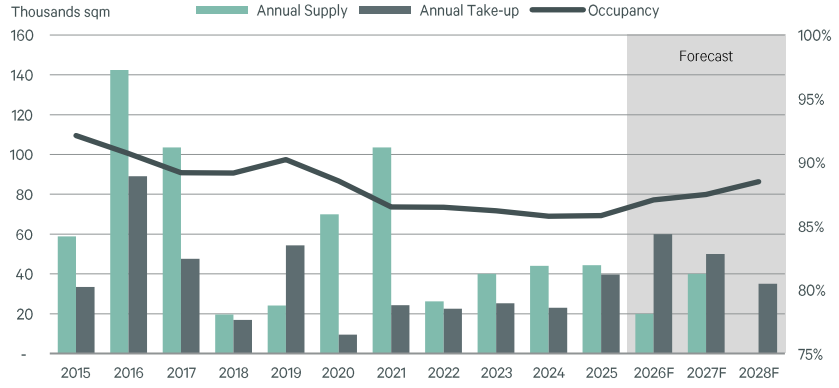
In contrast, high-end and upper-grade malls maintained stronger rental performance, supported by higher footfall, affluent catchment demographics, and sustained demand from international and domestic brands. The widening rental gap between prime and secondary assets highlights increasingly selective occupier behavior, with retailers prioritizing malls that offer superior traffic, brand exposure, and sales productivity. As a result, well-positioned assets continue to demonstrate greater pricing resilience, while secondary malls remain more reliant on rental flexibility to secure tenants.

Outlook

The outlook for Jakarta's retail market remains constructive, supported by a limited development pipeline and steadily improving leasing fundamentals. With Holland Village Mall representing the only significant upcoming completion, new supply is expected to remain subdued over the near term. This constrained pipeline should help preserve market balance, allowing existing malls to capture demand more effectively.

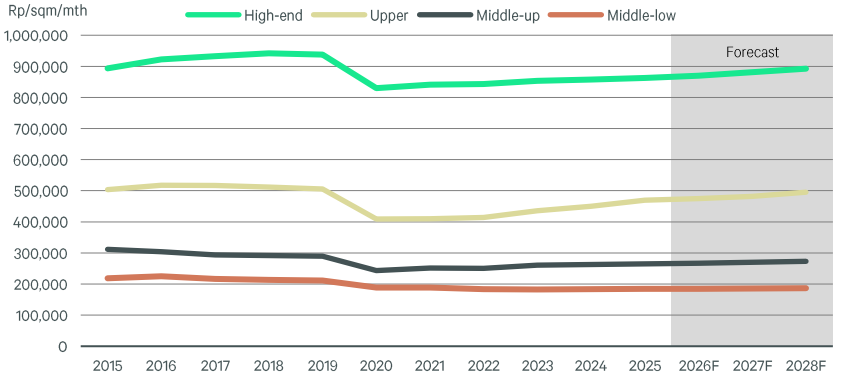
Demand is expected to be driven by F&B, fashion and apparel, sports, wellness, and entertainment operators. As retailers continue to focus on locations that offer strong catchment and proven footfall, leasing momentum is likely to remain concentrated in well-performing retail assets. Overall occupancy is projected to trend upward toward 88%, reinforcing the market's gradual recovery. Going forward, the sector is expected to be increasingly shaped by experience-driven concepts and lifestyle-oriented brands, which continue to influence tenant mix strategies and consumer engagement.

Figure 3. Jakarta Mall Annual Supply-Demand-Occupancy Forecast



Source:CBRE Research

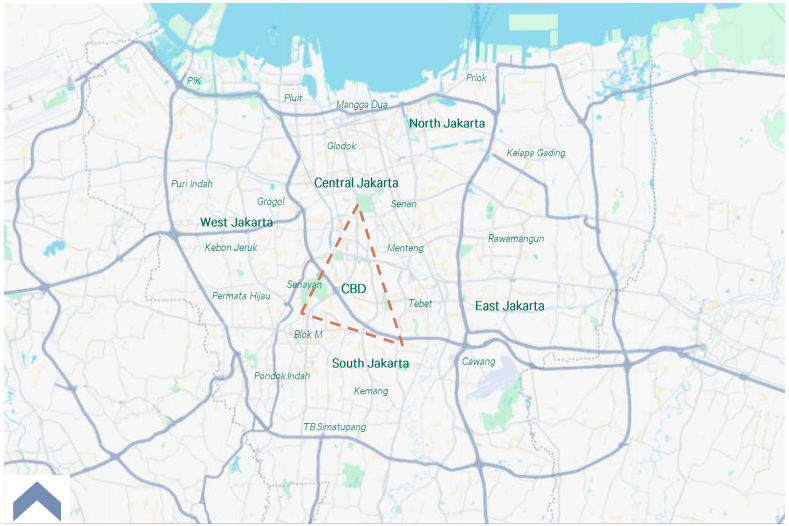
Figure 4. Jakarta Retail Rent Growth By Grade | Forecast



Source:CBRE Research

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Jakarta Retail Map



Definitions

Jakarta's retail landscape is shaped by several key clusters, with Central Jakarta serving as the city's core retail hub anchored by major destination malls and strong office, hotel, and transport linkages. North Jakarta forms another major cluster, supported by large residential catchments and major malls in Kelapa Gading, Pluit, and Mangga Dua that cater to family-oriented and mass-affluent consumers. Pantai Indah Kapuk (PIK) has also emerged as one of the city's most dynamic retail destinations, supported by an affluent demographic base and its strategic location near the airport. To the south and west, South Jakarta hosts somef the most active lifestyle-driven nodes—SCBD, Kemang, Blok M, and Pondok Indah—while West Jakarta maintains a strong mid-to-upper retail belt around Puri Indah, Grogol, and Taman Anggrek. Meanwhile, East Jakarta functions as a suburban retail base anchored by mid-market shopping center serving dense residential corridors, completing a multi-node retail map shaped by diverse catchments and evolving consumer preferences.

CBRE's market report evaluates existing and proposed shopping malls offered for lease in Jakarta with a minimum size of approximately 5,000 sqm NLA – excluding strata trade centers (offered for sale).
Our classification framework applies a structured grading system that considers key factors such as location, net lettable area, overall building quality, retailer segments, facilities and amenities, and management standards. Based on these criteria, all buildings in our surveyed stock are categorized into four grades: High-end, Upper Grade, Middle-up Grade and Middle-low Grade shopping malls.

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