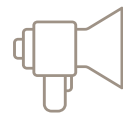


## Florida



### Top Retail News and Trends to Watch in 2020

- The sustained rise of e-commerce is fueling the need for distribution centers closer to the consumer. Some retailers are turning excess space into online support (i.e. Kohl's now handling Amazon returns). That said, discount retailers and off-price retailers continue to perform well.
- Even though large vacant big-boxes from recently shuttered retailers are getting backfilled, some landlords of shopping centers are having trouble as they face use-restrictions and co-tenancy clauses with other tenants. For example, some tenants are enforcing co-tenancy clauses calling for a lower rent as anchor retailers close or go out of business. Also, restrictive use clauses sometimes prohibit tenants like gym users from backfilling a space due to the amount of parking required.
- Experiential retail is beginning to incorporate digital and mobile technologies such as virtual and augmented reality and social media platforms for a more personal experience.
- Food and beverage operators are struggling to balance the rapid growth of online ordering. Some customers feel that the in-store experience is suffering due to the volume of online orders.
- Vacant Sears big-boxes around Florida are being redeveloped into other uses including medical.
- Restaurants remain strong and continue to be incorporated into new retail projects due to the increased foot traffic. Food hall concepts are also on the rise in South Florida, Tampa and Orlando.
- Much of the new retail development is driven by mixed-use projects, with the majority of new multifamily developments in primary areas including a retail component. This trend is very prevalent in downtown Fort Lauderdale, as well as in Orlando and Tampa.
- The "grocery wars" continue to heat up, with Publix, Walmart, Aldi, SuperTarget, Sprouts Farmers Market, and Whole Foods competing for market share now that Lucky's Market and Earth Fare have announced plans to exit Florida. Aldi announced that it would be taking over two of the South Florida Lucky's locations as well as four other locations throughout Florida.



**1,700**

Number of stores expected to close in 2020, including Pier 1, The Gap, and Forever 21



**127**

Number of consecutive months of U.S. economic growth, the longest on record



**59%**

Year-over-year jump in total U.S. store closings between 2018 and 2019



**1,000 ±**

Number of people moving to Florida every day. By 2045, Florida's population is projected to grow to 27.4 million.



## Sales Summary

**\$5.0 billion**

total retail transaction volume

**27.0 million**

total retail sf sold

**419**

total retail sales

**\$172**

average price per sf

**7.0%**

average cap rate

All stats listed above are for retail sales >\$2.5 million and >10,000 sf during the T-12 months ending December 2019

## Investment Sales Snapshot

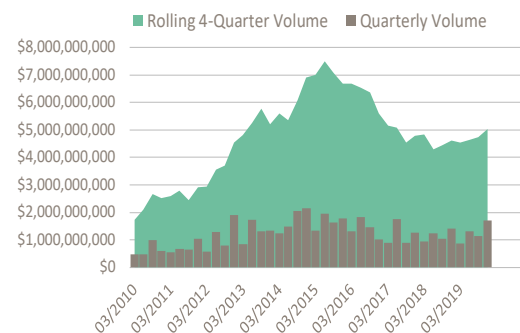
Despite a myriad of additional bankruptcy announcements during 2019 and a slowdown in overall volume, the retail sector is in fact alive and well. Year-over-year volume was down 25% over the last year due primarily to a dropoff in portfolio volume and a lack of major entity-level transactions like the kind that drove overall deal volume in 2018. That said, individual property transactions were up 13% over the trailing 12-month period ending December 2019 and accounted for 90% of the year's total transactions. The average price per sf was also up 5.2% over the same period of time.

In terms of the number of deals that took place during 2019, Publix remained the top buyer, followed by New York-based equity fund Apollo Global Real Estate and Toronto-based Brookfield. 60% of all investment sales transactions during 2019 were acquired by private investors, followed by cross-border investors (18%), institutional and REIT/listed buyers (both 17%), and user/other buyers (5%). The vast majority of cross-border capital came from Canada. As of the end of December 2019, Jacksonville had the greatest year-over-year (YOY) increase in total sales volume (up 92%), followed by overall declines in most other primary metropolitan areas due to a drop off in overall portfolio volume in those areas.

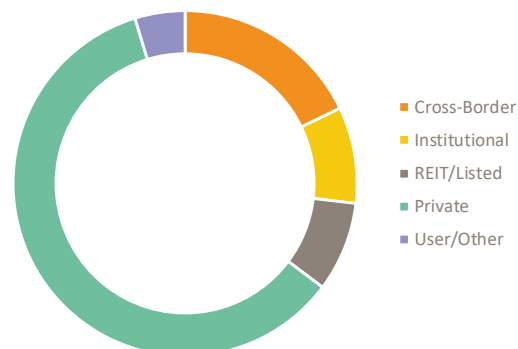
## Investment Trends

Source: Real Capital Analytics

### Sales Volume (\$)



### Buyer Composition - 2019





# Miami

Miami's retail market remains largely immune to the volatility created by national store closings as a strong tourism sector bolsters the market and a focus toward experiential retail creates vibrant nodes of mixed-use development.



With a record-breaking 16.5 million visitors to Miami in 2018, the county's robust tourism sector continues to fuel a strong retail market.



Extensive streetscape projects like the redevelopment of Flagler Street and Lincoln Road are soon to begin construction in an effort to enhance the pedestrian experience and increase foot traffic.



Coworking operators are being increasingly included in new mixed-use retail developments to drive sales activity (i.e. Esplande at Aventura and Coconut Walk).



Due in part to increasing traffic concerns, several large-scale mixed-use projects are underway outside the CBD to create urbanized, walkable retail nodes.

## Significant Retail Leases | 2019

Tenant	Qtr Leased	Property	Type	SF	Submarket
Regal Cinemas	3Q-2019	Kendall Village Retail Center	Renewal	72,000	Kendall
Ashley HomeStore	2Q-2019	Palm Springs Mile	Sublease	53,099	Medley-Hialeah
City Furniture	1Q-2019	Shoppes at Beacon Lakes	New	53,044	Airport-Doral
Burlington	1Q-2019	Mall of the Americas	New	52,036	Airport-Doral
Target	3Q-2019	The Grove Central Metrorail	New	49,658	Coral Gables

## Significant Retail Sales | 2019

Property	Qtr Sold	SF	Sale Price	Price/SF	Buyer	Submarket
Doral Plaza Shopping	2Q-2019	128,255	\$69,975,000	\$546	Publix Super Markets, Inc.	Airport-Doral
Homestead Pavillion	2Q-2019	302,346	\$62,241,666	\$205	MMG Equity Partners / Highline Real Estate Capital / Lubert-Adler / CREC Capital	South Dade
Walgreens	3Q-2019	22,857	\$33,050,000	\$1,446	Allied Partners	Miami Beach
Wynwood Center	2Q-2019	48,352	\$26,400,000	\$546	Sarkis Izmirlan	Biscayne Corridor
Former Toys R Us Store	1Q-2019	58,431	\$25,000,000	\$428	Arnaldo Bomnin Jr.	Kendall

## Significant Retail Projects Under Construction & Recently Delivered

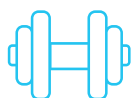
Property	Developer/Owner	SF	% Pre-Leased	Delivery Date	Submarket
River Landing	UrbanX Group	345,000	65%	1Q-2020	Biscayne Corridor
Bal Harbour Shops Expansion	Whitman Family Development	340,387	16%	1Q-2024	Miami Beach
Miami Worldcenter	The Forbes Company / Taubman	300,000	0%	1Q-2021	Downtown Miami
Esplande at Aventura	Seritage Growth Properties	215,000	28%	2Q-2020	Aventura
The Plaza Coral Gables	Agave Holdings	161,000	31%	4Q-2020	Coral Gables

# Fort Lauderdale

Robust multifamily development and a thriving job sector are fueling demand for retail development near the urban core. 13 residential projects are currently underway in Downtown Fort Lauderdale, most of which include a retail element.



Multifamily development in the urban core is driving demand for new retail. There are 4,786 units under construction in Downtown Fort Lauderdale with another 5,096 planned.



The restaurant sector remains strong and more resilient to volatile market conditions. Landlords continue to include restaurant brands into new projects like Dania Pointe to drive foot traffic to their centers.



Due to a dwindling supply of available land, Sears big-boxes are being used for redevelopment. RK Centers recently proposed a massive five-tower megaproject that would replace the former Sears building in Flagler Village.



Two soon-to-be vacant Lucky's Market locations are set to be backfilled by Aldi as discount grocers continue to hold their own amid the "Grocery Wars".

## Significant Retail Leases | 2019

Tenant	Qtr Leased	Property	Type	SF	Submarket
Publix	1Q-2019	Monarch Town Center	New	48,387	Southwest Broward
Urban Air Adventure	2Q-2019	6001 W Sample Rd	New	46,000	Northwest Broward
Burlington	1Q-2019	7342-7362 W Commercial Blvd	New	44,450	Plantation
Burlington	3Q-2019	Pembroke Crossing	New	42,296	Southwest Broward
UFC Fitness	1Q-2019	Pines City Center	New	40,000	Southwest Broward

## Significant Retail Sales | 2019

Property	Qtr Sold	SF	Sale Price	Price/SF	Buyer	Submarket
The Quay	2Q-2019	73,000	\$43,000,000	\$589	Mast Capital	Downtown Ft. Lauderdale
Riverbend Marketplace	2Q-2019	103,452	\$38,474,480	\$372	Northbridge Investment Management	Central Broward
Pembroke Place	2Q-2019	158,463	\$37,525,000	\$237	Longpoint Realty Partners	Hollywood
11460 Pines Blvd	3Q-2019	96,220	\$22,250,000	\$231	RK Centers	Southwest Broward
Ramblewood Square*	1Q-2019	143,293	\$21,000,000	\$147	Apollo Global Real Estate	Northwest Broward

\*Part of a seven-property \$122.8 million portfolio sale

## Significant Retail Projects Under Construction & Newly Delivered

Property	Developer/Owner	SF	% Pre-Leased	Delivery Date	Submarket
Dania Pointe	Kimco Realty Corp.	800,000	90%	2Q-2020	Central Broward
Pines City Center	Terra Group / TA Realty	300,000	92%	1Q-2020	Southwest Broward
Monarch Town Center	Stiles	159,362	63%	2Q-2020	Southwest Broward
16000 Pines Market	Terra Group	135,000	87%	4Q-2020	Southwest Broward
Plantation Walk	Encore Capital Management	130,000	48%	4Q-2020	Plantation



# Palm Beach County

Strong population growth and a previous multifamily development boom in 2017 and 2018 are continuing to drive retail development in Palm Beach County. Several projects are underway in Delray Beach, Boca Raton, and West Palm Beach.



An affluent population of retirees, as well as residents migrating from high-tax states in the northeast are translating into increased retail spending.



Many shuttered big-box retailers are being backfilled by internet resistant users including gym concepts, specialty grocers, and discount retailers.



Food hall concepts have been gaining traction in the retail industry. The Delray Beach Market, which broke ground near the end of 2019, will be considered the largest food hall concept in Florida.



Several transformative mixed-use projects are underway in the CBD, as well as a complete revitalization of Cityplace, now rebranded as Rosemary Square.

## Significant Retail Leases | 2019

Tenant	Qtr Leased	Property	Type	SF	Submarket
Life Time Fitness	2Q-2019	Downtown at the Gardens	New	116,862	North Palm Beach-Palm Beach Gardens
Presidente Supermarket	1Q-2019	Shoppes at Cresthaven	New	66,475	West Palm Beach
Presidente Supermarket	3Q-2019	Cross County Plaza	New	53,291	West Palm Beach
Publix	3Q-2019	Paradise Place	New	52,995	West Palm Beach
Ollie's Bargain Outlet	2Q-2019	Cross County Plaza	New	37,600	West Palm Beach

## Significant Retail Sales | 2019

Property	Qtr Sold	SF	Sale Price	Price/SF	Buyer	Submarket
The Gardens Mall	2Q-2019	940,000	\$219,075,000*	\$481	Taubman Centers, Inc.	North Palm Beach-Palm Beach Gardens
Southern Palm Crossing	3Q-2019	346,042	\$96,750,000	\$280	InvenTrust Properties Corp.	Royal Palm Beach-Wellington
Boynton Commons	3Q-2019	310,382	\$50,000,000	\$161	Carlyle Management Corp.	Boynton Beach-Lantana
The Pointe at Wellington	1Q-2019	133,089	\$43,000,000	\$323	Stair Management, Inc.	Royal Palm Beach-Wellington
River Bridge Centre	1Q-2019	223,335	\$34,500,000**	\$154	Apollo Global Real Estate	Royal Palm Beach-Wellington

\*Buyer purchased a 48.5% interest in the property

\*\*Part of a seven-property \$122.8 million portfolio sale

## Significant Retail Projects Under Construction & Recently Delivered

Property	Developer/Owner	SF	% Pre-Leased	Delivery Date	Submarket
Alton Town Center	North American Development Group / Brock Development Corp.	360,203	96%	4Q-2019	North Palm Beach-Palm Beach Gardens
Uptown Boca	Schmier Property Group / Giles Capital / Rosemurgy Properties / Wheelock Street Capital	155,000	98%	2Q-2020	Boca Raton
Shops at the Press	Tricera Capital	125,000	0%	1Q-2021	West Palm Beach
Atlantic Crossing	Edwards Companies	77,076	17%	4Q-2020	Delray Beach
Delray Beach Market	Menin Development	60,000	TBD	1Q-2021	Delray Beach

# Sarasota/ Bradenton

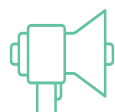
Retail follows rooftops, and multifamily developers attracted by strong job and population growth had over 4,000 new units underway as of the fourth quarter of 2019, the highest amount of new development activity recorded at a single time in Sarasota County.



Plans have been filed for a \$16 million, 120,000-sf distribution center for e-commerce giant Amazon in the Venice area of Sarasota County.



Belpointe Capital, LLC has plans to replace part of the aging Main Plaza in downtown Sarasota with 410 market rate apartments and 50,000 sf of ground-floor retail, along with restaurants and a food hall.



Lucky's Market announced that it would be selling the leases for its Sarasota and Venice stores to Aldi.



Costco opened its first Manatee County location in August at Market Place at Heritage Harbour, a mixed-use development that will include 350 luxury apartments along the SR 64 retail corridor.

## Significant Retail Leases | 2019

Tenant	Qtr Leased	Property	Type	SF	Submarket
Costco	3Q-2019	805 Lighthouse Dr	New	155,562	Manatee
Detwiler's Farm Market	2Q-2019	Merchants Pointe	New	44,810	Sarasota
Conn's HomePlus	4Q-2019	4429 14th St W	New	41,278	Manatee
One Eyed Jacks Poker Room	4Q-2019	4400 Bee Ridge Rd	New	28,418	Sarasota
T.J. Maxx	2Q-2019	1687 US Hwy 41 Bypass S	New	20,000	Venice

## Significant Retail Sales | 2019

Property	Qtr Sold	SF	Sale Price	Price/SF	Buyer	Submarket
The Shoppes at Sarasota Row	1Q-2019	59,341	\$24,620,000	\$415	New York Life RE Investors	Sarasota
411 Saint Armands Cir*	2Q-2019	24,651	\$18,250,000	\$740	Columbia Restaurant Group	Sarasota
443 John Ringling Blvd*	2Q-2019	23,413	\$16,300,000	\$696	Benderson Development Company	Sarasota
Pineapple Square	3Q-2019	30,188	\$10,350,000	\$343	Main St. Sarasota General Partner Ltd.	Sarasota
400-420 St Armands Cir*	3Q-2019	13,228	\$6,950,000	\$525	Benderson Development Company	Sarasota

## Significant Retail Projects Under Construction & Recently Delivered

Property	Developer/Owner	SF	% Pre-Leased	Delivery Date	Submarket
3800 Deer Dr	Davis Development	112,115	41%	4Q-2020	Lakewood Ranch
Fruitville Commons	Stock Development	100,000	12%	1Q-2021	Sarasota
Southwood Village	Unicorp National Developments	100,000	11%	2Q21	Sarasota
The Green at Lakewood Ranch	Lake Nona Land Company	57,300	95%	2Q-2018	Lakewood Ranch
West Villages Marketplace	The Sembler Co.	55,587	95%	4Q-2019	Venice



# Tampa Bay

With consumers shifting more of their spending online, developers have been cautious not to overbuild brick-and-mortar storefronts in this real estate cycle, leading to tight vacancies. Large scale new mixed-use developments in downtown Tampa and the Midtown area continue to attract significant tenant interest.



Mall giant Simon Property Group is acquiring Taubman Centers in a \$3.6 billion transaction. Taubman is the owner of Tampa's International Plaza and the Mall at University Town Center in Sarasota.



Specialty grocer Earth Fare announced the closing of all of their Florida locations, including 4 in the Tampa Bay area. Publix's Greenwise concept is expected to be a top contender for the spaces, along with Aldi.



Hitchcock's Markets, which has 11 locations in Florida and Georgia, has reached a deal with Lucky's Market to open its first Tampa Bay location in a recently closed store at Tyrone Square Mall.



The Midtown project in the Westshore area continues to evolve, with developer Bromley Cos. announcing it has now leased 75% of its available retail space, including several new to market restaurants.

## Significant Retail Leases | 2019

Tenant	Qtr Leased	Property	Type	SF	Submarket
Resale America	1Q-2019	Lakeland Square Mall	New	101,240	Lakeland
Tampa Furniture Outlet	1Q-2019	Busch Plaza	New	60,000	Northeast Tampa
Navigator Academy of Leadership	1Q-2019	Former Sweetbay Supermarket	New	58,505	Valrico/Lithia
Sprouts Farmers Market	2Q-2019	Westchase Village Square	New	49,571	Northwest Tampa
EoS Fitness	3Q-2019	2525-2543 N Dale Mabry Hwy	New	43,675	Westshore

## Significant Retail Sales | 2019

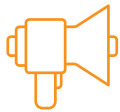
Property	Qtr Sold	SF	Sale Price	Price/SF	Buyer	Submarket
Disston Plaza	2Q-2019	129,192	\$27,750,000	\$215	Preferred Apartment Communities	South Pinellas
Bay Point Plaza	2Q-2019	54,244	\$25,600,000	\$472	Publix	South Pinellas
Southtown Center	4Q-2019	43,659	\$22,000,000	\$504	SITE Centers Corp.	South Tampa
Xscape Theatres Riverview 14	2Q-2019	60,236	\$18,168,800	\$302	EPR Properties	East Tampa
Twin Oaks Plaza	3Q-2019	53,519	\$12,550,000	\$235	Andrew M. & Marsha Thompson	Mid-Pinellas

## Significant Retail Projects Under Construction & Recently Delivered

Property	Developer/Owner	SF	% Pre-Leased	Delivery Date	Submarket
Gulf to Bay Shopping Center	Leon Capital Group	102,850	100%	1Q-2019	Mid-Pinellas
Publix & Home Centric	Regency Centers	64,600	100%	2Q-2019	East Tampa
The Village at Hunter's Lake 300	Regency Centers	52,897	93%	2Q-2020	Northeast Tampa
815 Water St	Strategic Property Partners	52,848	29%	4Q-2020	Downtown Tampa
Alafia Commons	Publix	52,600	95%	3Q-2020	Valrico/Lithia

# Orlando

Retail growth is flourishing across Orlando, which outperformed most U.S. markets in 2019. Strong tenant demand continues to be bolstered by the region's strong job and population growth, and Orlando remains one of the top U.S. markets for retail development.



The Holy Land Experience theme park adjacent to the Millenia area is quietly being marketed for sale with likely redevelopment as a mixed-use site.



Kimco Realty Corp. is under contract to acquire the popular Winter Park Village mixed-use center for an undisclosed price rumored to be near \$150 million.



Simon Property Group will become the new owner of Orlando's upscale Mall of Millenia following its \$3.6 billion acquisition of Taubman Centers.



EoS Fitness is opening its second Central Florida location in a vacant big-box store formerly occupied by Winn-Dixie after announcing it would also be taking the former Orchard Supply space on Colonial Drive.

## Significant Retail Leases | 2019

Tenant	Qtr Leased	Property	Type	SF	Submarket
Club4Fitness	3Q-2019	1801 S Semoran Blvd	New	70,000	436 Corridor
Burlington	1Q-2019	Marketplace at Altamonte	Renewal	50,000	Altamonte/Douglas
HomeGoods	1Q-2019	Posner Village	New	40,000	Davenport
Furniture USA	4Q-2019	733 W SR 436	New	30,725	Altamonte/Douglas
Celery City	4Q-2019	Gateway Plaza	Sublease	30,725	Sanford

## Significant Retail Sales | 2019

Property	Qtr Sold	SF	Sale Price	Price/SF	Buyer	Submarket
Unicorp Lakeside Portfolio	1Q-2019	76,000	\$63,500,000	\$835	InvenTrust	Winter Park
Millenia Plaza	1Q-2019	411,534	\$56,400,000	\$137	North American Dev Grp	Southwest
Southchase Village	3Q-2019	229,410	\$25,200,000	\$110	CORE Investment Properties Fund	SE Orange
Bargain World Strip Center	4Q-2019	50,712	\$20,500,000	\$404	Orion Investment & Mgmt Ltd Corp	Tourist Corridor
International Shoppes	4Q-2019	72,897	\$18,600,000	\$255	Dowdy Properties	Tourist Corridor

## Significant Retail Projects Under Construction & Recently Delivered

Property	Developer/Owner	SF	% Pre-Leased	Delivery Date	Submarket
City Center   Phase I	City Center West Orange	200,000	60%	4Q-2020	West Colonial
Lucky's Corner	Michael Hatcher Geldner	94,000	94%	1Q-2019	South Orange
12195-12299 E Colonial Dr	Park Square Homes	89,200	59%	2Q-2019	University/Research
Windermere Village	Skorman Development	50,000	95%	1Q-2019	Southwest
LA Fitness	Balboa Retail Partners	34,000	100%	1Q-2020	Altamonte/Douglas



# North Central

## Gainesville/Ocala

The University of Florida is a major economic driver in Gainesville, contributing \$16.91 billion to the state's economy in fiscal year 2017-2018, according to a newly released study on UF's economic contributions.



New to market retailers like The Cheesecake Factory, Bass Pro Shops and Whole Foods continue to act as a catalyst for retail development interest in Gainesville.



A sports center has been proposed by Victus Advisors for Celebration Pointe, intended to drive tourism to the city. The center would be funded by the city's bed tax and is estimated to generate \$1.2 billion over the next 30 years.



Retail properties in close proximity to the University of Florida campus are more susceptible to seasonality. That said, tourism's annual impact on the county's economy exceeds \$1 billion.



The 140,000-sf shuttered Sears at the Oaks Mall in Gainesville was converted into a UF Health clinical and surgery center.

### Significant Retail Leases | 2019

Tenant	Qtr Leased	Property	Type	SF	Submarket
Crunch Fitness	3Q-2019	34th St Plaza	New	42,000	West Gainesville
Marshalls	3Q-2019	Market Street at HeathBrook	New	21,252	Greater Ocala
Go Primal Fitness	1Q-2019	3606 SW 34th St	New	10,000	South Gainesville
The Hatchetbury	3Q-2019	219 NW 8th Ave	New	9,101	Downtown Gainesville
Dollar General	4Q-2019	17136 NW US Hwy 441	New	9,100	High Springs
Tower Hill Insurance*	4Q-2019	7487 SW 13th Rd	New	7,800	West Gainesville

\*Avison Young handled this transaction

### Significant Retail Sales | 2019

Property	Qtr Sold	SF	Sale Price	Price/SF	Buyer	Submarket
Market Street at Heath Brook	3Q-2019	393,823	\$39,750,000	\$101	Columbus Pacific Properties	Greater Ocala
The Oaks Mall	3Q-2019	139,050	\$19,990,100	\$144	Woodbranch Investments Corp.	West Gainesville
Lowe's Home Improvement	2Q-2019	135,902	\$18,250,000	\$134	Woodbranch Management, Inc.	Northwest Gainesville
Gainesville Plaza	3Q-2019	162,243	\$13,750,000	\$85	Wicker Park Capital Management	Northwest Gainesville
Royal Park Stadium 16 Theatre	2Q-2019	70,553	\$11,858,600	\$168	Realty Income Corp	West Gainesville

### Significant Retail Projects Under Construction & Recently Delivered

Property	Developer/Owner	SF	% Pre-Leased	Delivery Date	Submarket
Butler Town Center	Butler Enterprises	257,216	82%	4Q-2019	West Gainesville
Celebration Pointe	Viking Companies	224,465	88%	4Q-2018	West Gainesville

# Jacksonville

Consistent population and job growth are translating into strong economic fundamentals in Jacksonville and are fueling demand for new retail, in addition to new residential development. There were 5,300 new housing units currently underway in the metro area as of December 2019.



The Jacksonville metro area was named among the top U.S. markets for residential construction permits in 2019.



Fuqua Development has begun preleasing Highland Row, its \$300 million mixed-use project in a 1,200-acre master-planned community near St John's Town Center. Retail plans include 160,000 sf of space, including a Publix.



Base rents as high as \$40 per sf are being reported in high-demand areas like Riverside, where parking remains scarce.



Retail development will continue to thrive in St. Johns County in 2020, particularly within Nocatee Town Center, St Johns Town Center, and The Pavilion at Durbin Park.

## Significant Retail Leases | 2019

Tenant	Qtr Leased	Property	Type	SF	Submarket
Regal Cinemas	2Q-2019	9525 Phillips Hwy	New	87,532	Butler/Baymeadows
Rose IGA	4Q-2019	1012-1020 Edgewood Ave	New	48,997	Northwest Jacksonville
Beauty Depot	1Q-2019	Jacksonville Regional	New	47,084	Northwest Jacksonville
Cinemark	3Q-2019	Pavilion at Durbin Park	New	44,100	St Johns County
Urban Air Adventure Park	3Q-2019	Shoppes at Southside	New	40,000	Butler/Baymeadows

## Significant Retail Sales | 2019

Property	Qtr Sold	SF	Sale Price	Price/SF	Buyer	Submarket
The Strand	4Q-2019	356,000	\$62,701,000	\$176	Consolidated-Tomoka Land Co.	Southside
Colonial Promenade Lakewood	2Q-2019	194,997	\$24,500,000	\$126	Sleiman Enterprises	San Marco
Shoppes at Southside	3Q-2019	107,877	\$23,300,000	\$216	CORE Investment Properties Fund	Butler/Baymeadows
Windsor Commons	2Q-2019	77,453	\$21,500,000	\$278	Publix	Southside
Beach Plaza	4Q-2019	161,000	\$19,400,000	\$120	Ash Properties, Inc.	Beaches

## Significant Retail Projects Under Construction & Recently Delivered

Property	Developer/Owner	SF	% Pre-Leased	Delivery Date	Submarket
Walmart   Pavilion at Durbin Park*	The Shopping Center Group	195,000	100%	4Q-2018	St Johns County
Costco - Collins Town Center	Harmony Farms of Jacksonville	152,000	100%	1Q-2018	Riverside
Bass Pro Shops	Bass Pro Shops	150,000	100%	3Q-2019	St Johns County
The Pavilion at Durbin Park*	The Shopping Center Group	138,000	85%	3Q-2019	St Johns County
Floor & Decor	VEREIT, Inc.	74,000	100%	1Q-2019	Southside

\*Phase 1 of The Pavilion at Durbin Park includes 650,000 sf, including a Home Depot and a 12-screen Cinemark theater, along with shop and restaurant space.

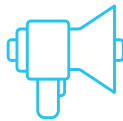


# Tallahassee

Vacancies slowly ticked upward during 2019, partly due to the impact of Sears exiting the market earlier in the year. The current construction pipeline is limited, which should enable a vacancy decline during 2020. Rent growth has been muted and is expected to remain so during 2020.



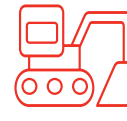
The total number of visitors to the Tallahassee area was up 2.9% over 2018 with a total economic impact of just over \$1 billion for 2019.



New single-family construction permits in Leon County increased 6.6% from Q3 2019, and were 38% higher than the Q4 average of 117 during 2010 to 2018.



Marriott International AC Hotels is bringing the flagship hotel AC Hotel Tallahassee to the Cascades Park development. The hotel will have 154 rooms, and the project will also include townhomes, apartments, retail space and parking.



The developer for Washington Square, the site of Tallahassee's first world class Loew's Hotel, has settled easement issues and contractor liens and is once again preparing to move forward after a six-month development delay.

## Significant Retail Leases | YTD-2019

Tenant	Qtr Leased	Property	Type	SF	Submarket
Regal Governor's Square Stadium 12	2Q-2019	1501 Governors Sq Blvd	New	50,484	East Tallahassee
Tallahassee Rock Climbing Gym	3Q-2019	Heritage Plaza	New	25,000	NW Tallahassee
The Vitamin Shoppe	3Q-2019	1313 Apalachee Pky	Renewal	6,050	SE Tallahassee
Hot Pot	2Q-2019	Capital Plaza	New	5,400	NE Tallahassee
Alpha Dollz Dance Company	3Q-2019	Heritage Plaza	New	4,200	NW Tallahassee

## Significant Retail Sales | YTD-2019

Property	Qtr Sold	SF	Sale Price	Price/SF	Buyer	Submarket
1501 Governors Sq Blvd (Theatre)	2Q-2019	50,484	\$5,730,900	\$113	Realty Income Corporation	East Tallahassee
Heritage Plaza	3Q-2019	105,000	\$3,500,000	\$33	Terra Equity Group	NW Tallahassee
Governor's Pointe	2Q-2019	23,820	\$3,375,000	\$142	Hazeyray Shores LLC	East Tallahassee

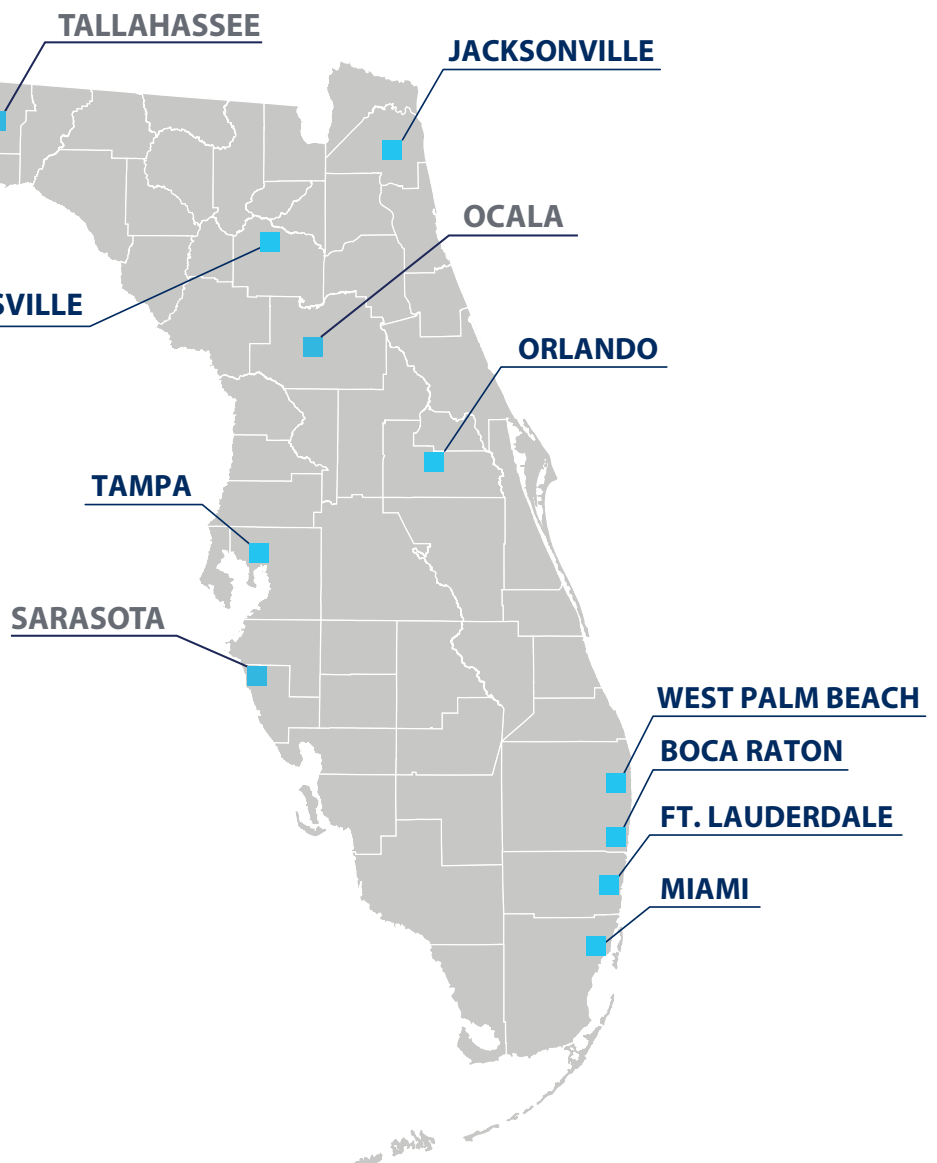
## Significant Retail Projects Under Construction & Recently Delivered

Property	Developer/Owner	SF	% Pre-Leased	Delivery Date	Submarket
CMS Theatres - Fallschase	National Retail Properties, Inc.	70,725	100%	3Q-2018	Southeast Leon County
Target - 1861 W Tennessee St	Target Corporation	30,069	100%	3Q-2018	West Tallahassee
GreenWise Market	Publix Super Markets	28,000	100%	3Q-2018	Downtown Tallahassee

# Avison Young Florida Region

Avison Young is the world's fastest growing commercial real estate services firm. Headquartered in Toronto, Canada, Avison Young is a collaborative, global firm owned and operated by its principals. Avison Young opened its South Florida offices in 2012 starting with 30 members and has grown rapidly to 200 members in just over 6 years with offices strategically located throughout the state of Florida.

Avison Young is a full-service real estate company that provides clients with property management, project management, space planning, agency leasing, marketing, tenant representation, property acquisitions and dispositions and accounting services. Avison Young's Florida Region provide best-in-class services to local, national and international clients while also networking with the firm's other offices across the globe.



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