

## **Retail Leasing Update**

January 11, 2018



## Colliers Leasing Report By Stage

Industries												
Stage:	Prospects	Inquiries	Preview	Touring	Proposal	LOI	Legal	Lease Out	Idle	Dead	Total	
Restaurant - Quick Service	6	7	7	5		2			6	6		
Restaurant - Fast Casual	10	5	3	2					8	5		
Restaurant - Full Service	1		1	2					3	4		
Bar	7	3	3	2					2	2		
Sporting Goods			2									
Fitness		1				1			1	4		
Grocery	2	3		1					1	2		
Coffee	1	2		4					3	2		
Toy/Gift/Craft	3			1								
Health Beauty	3									1		
Salon/Spa									2	1		
Electronics	1		1						2	1		
Services	2	2	1						3	1		
Specialty Retail	1	3	1						2	1		
Apparel/Accessories	1	2	1	1					1	1		
Total	38	28	20	18		3			34	31	172	1.3.18
											153	12.6.17
Dead Because:	Chain	Opted Out	Proxim <u>ity</u>	Merch Plan	Not Qualified	Pop-Up	Total					
	1	17	5	2	5	1	31	1.3.18				
							29	12.22.17				

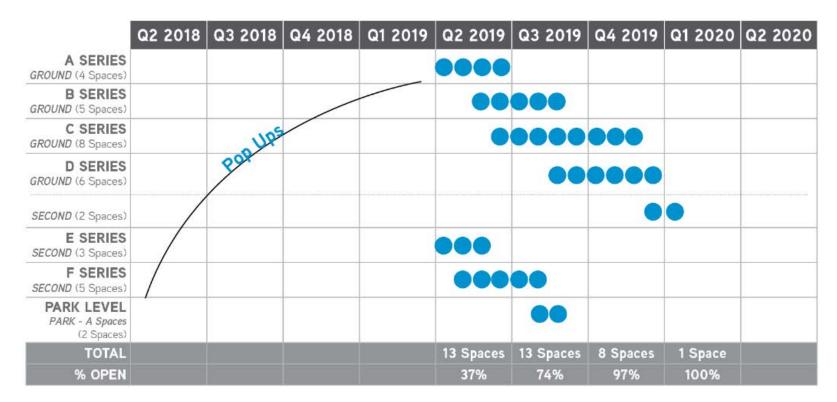
#### **DEFINITION OF STAGE**

Prospects:	Tenants Colliers has targeted and is reaching out to
Inquiry:	Comes through the website (registrants) + anyone who inquired prior to launch
Preview:	These people have been contacted through our Gmail and directed to a location in the center/invited to submit a proposal.
Touring:	Self-explanatory
Proposal:	When tenant first submits LOI
LOI:	Trading paper
Legal:	Lease being drafted
Lease Out:	Lease negotiations
Dead Deal:	Tenant has been rejected, opted out, or deal died
Idle:	No communication after several attempts to reach to them, or TJPA not ready to reject tenant.

### **Colliers Progress Report By Stage**

	TODAY	Q1 2018	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019
LOI:	3	13	13	8	1		
Negotiate:	0		13	13	8	1	
Sign:	0			13	13	8	1

Note: takes into consideration average construction time of 16 weeks.

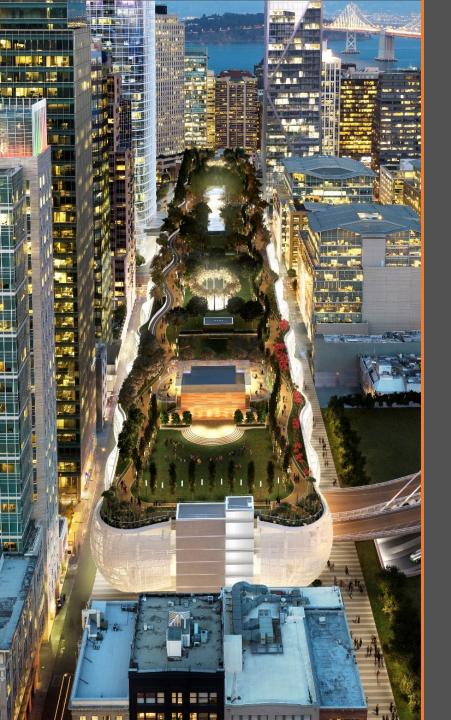


#### **Colliers Market Update**

#### **Colliers:**

- Promoting, Campaigning, & Touring - Full Swing
- Working on Tenant Placement in Center as the interest comes in
- Working with Lincoln to review Tenants' MEP requirements
- Reviewing LOIs





# Questions?



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