

Retail Leasing Update

December 14, 2017



Colliers Progress Report

Industries											
Stage:	Prospects	Inquiries	Preview	Touring	Proposal	LOI	Legal	Lease Out	Idle	Dead	Total
Restaurant - Quick Service	8	8	5	1					6	4	32
Restaurant - Fast Casual	9	6	2	1					4	4	26
Restaurant - Full Service	1	1	3	2					5	2	14
Bar	9	4	4						1	1	19
Sporting Goods			2								2
Fitness		3	1	1					1	2	8
Grocery	2	4		1						2	9
Coffee	1		2	1					1	2	7
Toy/Gift/Craft	3										3
Health Beauty	3									1	4
Salon/Spa									2	1	3
Electronics	1		1						2		4
Services	2	2	1						2	2	9
Specialty Retail	1		1	2					2		6
Apparel/Accessories	1	4							1	1	7
Total	41	32	22	9					27	22	153

Dead Because:	Chain	Opted Out	Proximity	Merch Plan	Not Qualified	Pop-Up	Total
	1	9	4	2	5	1	22

DEFINITION OF STAGE

<u>Prospects:</u>	Tenants Colliers has targeted and is reaching out to
<u>Inquiry:</u>	Comes through the website (registrants) + anyone who inquired prior to launch
<u>Preview:</u>	These people have been contacted through our Gmail and directed to a location in the center/invited to submit a proposal.
<u>Touring:</u>	Self-explanatory
<u>Proposal:</u>	When tenant first submits LOI
<u>LOI:</u>	Trading paper
<u>Legal:</u>	Lease being drafted
<u>Lease Out:</u>	Lease negotiations
<u>Dead Deal:</u>	Tenant has been rejected, opted out, or deal died
<u>Idle:</u>	No communication after several attempts to reach to them, on hold



Questions?

TJPA
TRANSBAY JOINT POWERS AUTHORITY

201 Mission Street, Suite 2100 San Francisco, CA 94105 • 415.597.4620 • www.tjpa.org