

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
											153
											12.6.17
Dead Because:	Chain	Opted Out	Proximity	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?

TJPA
TRANSBAY JOINT POWERS AUTHORITY

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