

Retail Leasing Update

February 8, 2018



Colliers Leasing Report By Stage

Industries										
Stage:	Prospects	Inquiries	Preview	Touring	LOI	Legal	Lease Out	Idle	Dead	Total
Restaurant - Quick Service	11	7	4	9	4			8	9	
Restaurant - Fast Casual	10	2	2	2				9	7	
Restaurant - Full Service	5			2				6	3	
Bar	7	1	2	5				6	3	
Sporting Goods			1	1						
Fitness		2			2			3	3	
Grocery	3	1						2	6	
Coffee	1	2		5	3			3	3	
Toy/Gift/Craft	1							3		
Health/Beauty	2							1	1	
Salon/Spa	5							2	1	
Electronics	2	1			1			2	1	
Services	5	2	1	1				3	1	
Specialty Retail	1	1	1					2	2	
Apparel/Accessories		1		1	1			2	3	
Total	53	20	11	26	11			52	43	216
										183
										1.26.18
										1.16.18

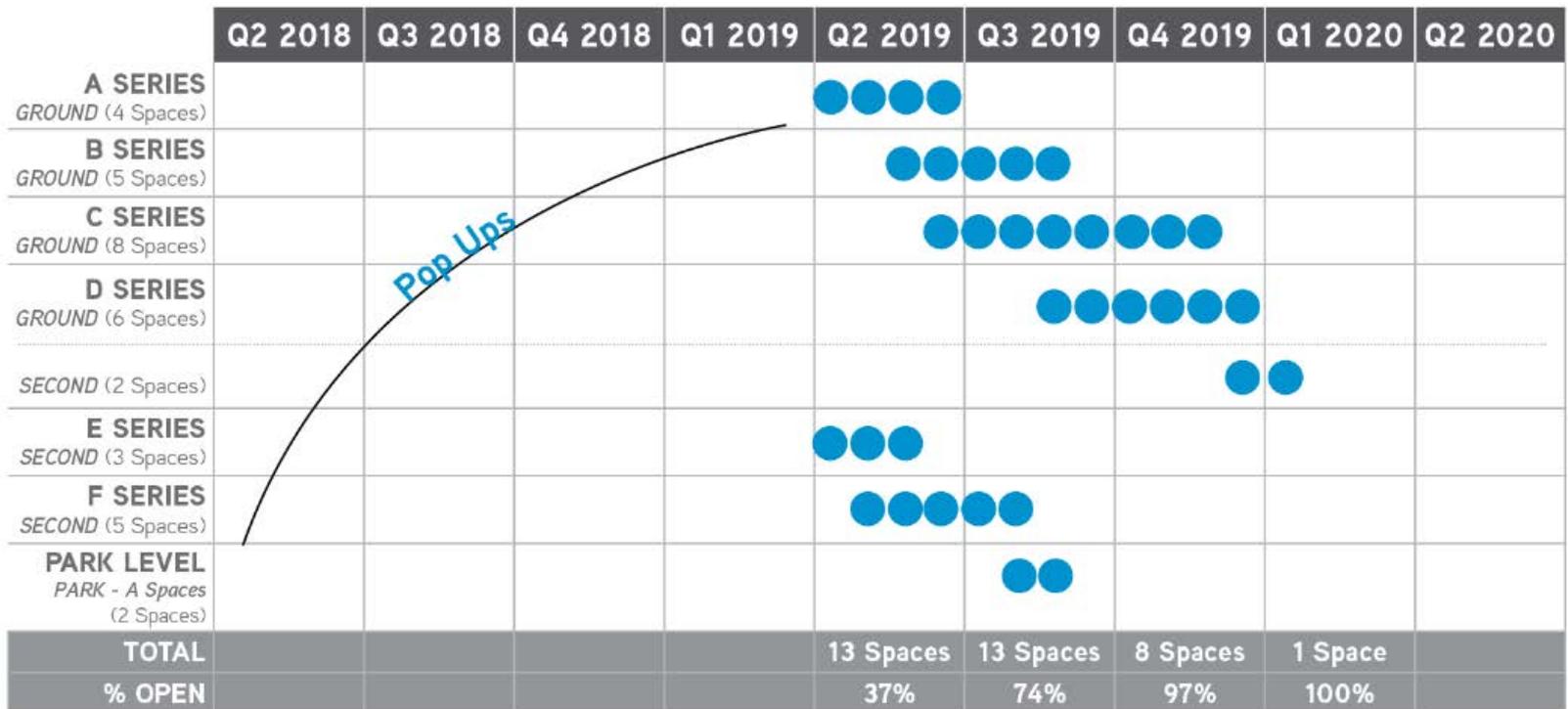
Dead Because:	Merch			Not		Pop-Up	Total		
	Chain	Opted Out	Proximity	Plan	Qualified				
	2	26	8	1	5	1	43	1.26.18	
							38	1.16.18	

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
- 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

		Actual/Target*						YTD
		Q1 2018	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019	1.26.18
	LOI:	11/13	0/13	0/8	0/1			11/35
On	Negotiate:		0/13	0/13	0/8	0/1		0/35
Off	Sign:			0/13	0/13	0/8	0/1	0/35



*Takes into consideration average construction time of 16 weeks.

Colliers Update

- Promoting, campaigning, & touring - full swing
- Working on tenant placement in center as the interest comes in with optimal tenant mix in mind
- Working with Lincoln to review tenant's mechanical electrical plumbing requirements
- Negotiating letters of intent





Questions?

TJPA
TRANSBAY JOINT POWERS AUTHORITY

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