

Retail Leasing Update

March 2018



Colliers Leasing Report By Stage

Industries										
Stage:	Prospects	Inquiries	Preview	Touring	LOI	Legal	Lease Out	Idle	Dead	Total
Restaurant - Quick Service	10	2	5	10	9			12	7	
Restaurant - Fast Casual	11		1	3				11	7	
Restaurant - Full Service	5				3			6	5	
Bar	7		2	4	2			7	4	
Sporting Goods			1	1						
Fitness			1	1	2			2	4	
Grocery	3							3	5	
Coffee	1		4	2	3			3	5	
Toy/Gift/Craft	1							3		
Health/Beauty	2		1					1	1	
Salon/Spa	5							2	1	
Electronics	3		2		1			2	1	
Services	8		6	1	3			6	2	
Specialty Retail	1			1				3	3	
Apparel/Accessories				1	1			2	4	
Total	57	2	23	24	24			63	49	
										242
										3.8.18
										231
										2.8.18

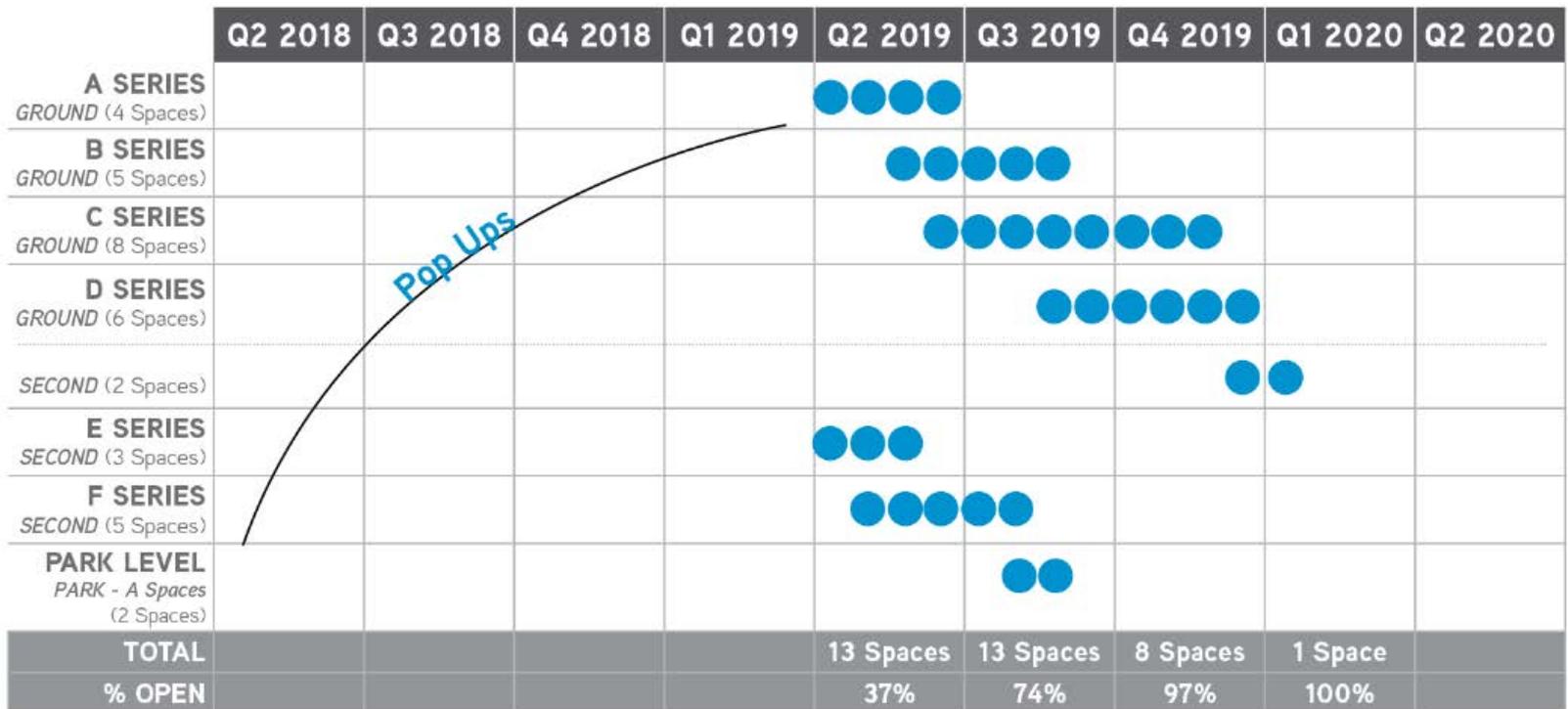
Dead Because:	Chain	Opted Out	Proximity	Merch Plan	Not Qualified	Pop-Up	Total
	1	34	5	2	6	1	49
							45
							3.8.18
							2.8.18

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	3.8.18
	LOI:	24/13	0/13	0/8	0/1			24/35
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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