

Retail Leasing Update

May 2018



Colliers Leasing Report By Stage

Industries										
Stage:	Prospects	Inquiries	Preview	Touring	LOI	Legal	Lease Out	Idle	Dead	Total
Restaurant: Quick-Service	6	5	3	7	13			26	16	76
Restaurant: Fast Casual	13	1	2		1			19	13	49
Restaurant: Full-Service	19	1	1	4	2			8	9	44
Bar		1		1	2			18	5	27
Sporting Goods			1						1	2
Fitness	2	1		1	1			5	4	14
Grocery	1			1				3	8	13
Coffee			1	2	2	2		5	4	16
Toy/Gift/Craft								4		4
Health/Beauty			1					2	2	5
Salon/Spa		1			1			2	3	7
Electronics	2		1	2				2	2	9
Services	8	1	1	2			1	5	9	27
Specialty Retail	1	1		2				3	3	10
Bookstore					1					1
Apparel/Accessories					1			3	4	8
Total	52	12	11	22	24	2	1	105	83	312
										288
										5.10.18
										4.12.18

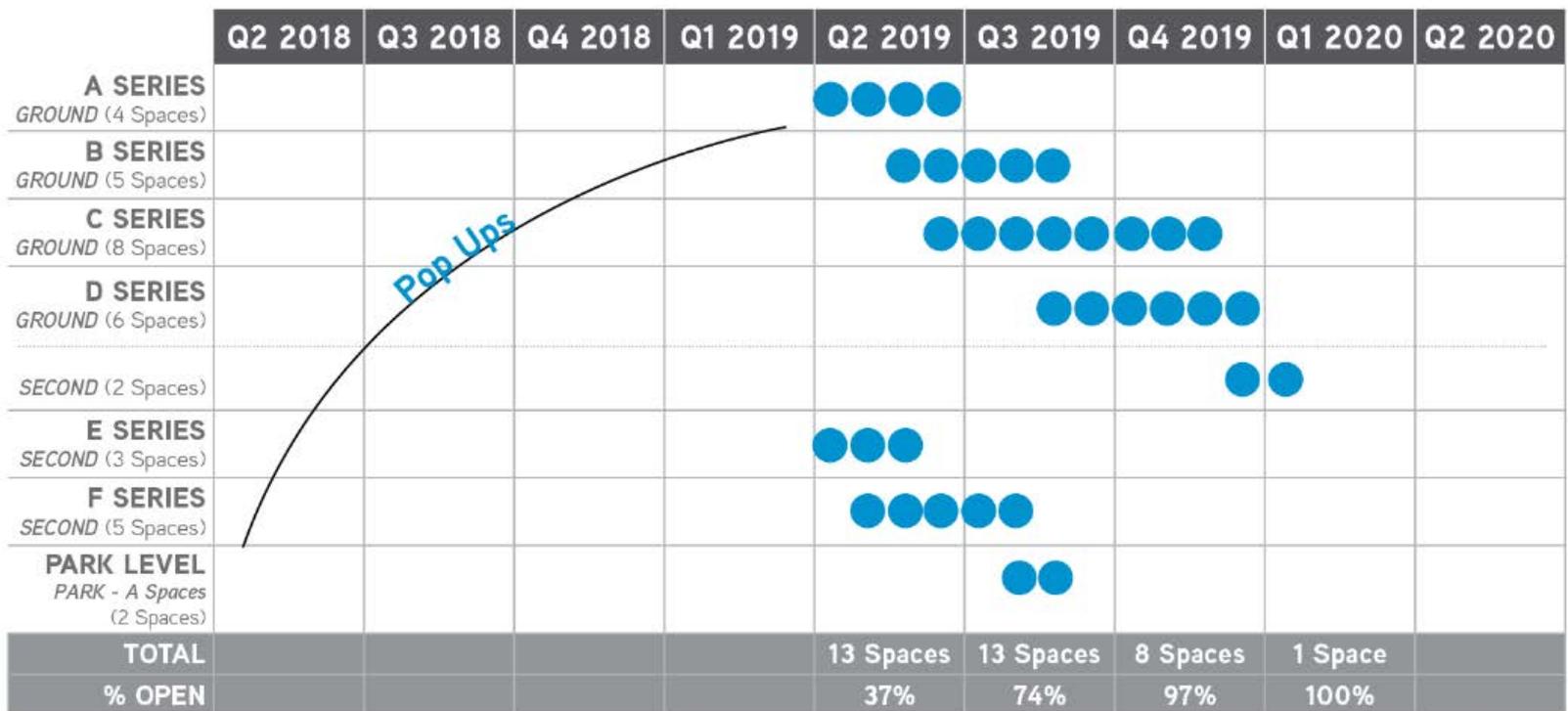
Dead Because:	Chain	Opted Out	Proximity	Merch Plan	Not Qualified	Pop-Up	Competing Tenant	Total	
	1	57	7	5	9	1	3	83	5.10.18
								79	4.12.18

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	4.12.18
	LOI:	20/13**	4/13	0/8	0/1			24/35**
On	Negotiate:		3/13	0/13	0/8	0/1		3/35
Off	Sign:			0/13	0/13	0/8	0/1	0/35



*Takes into consideration average construction time of 16 weeks. **Previously reported 25; 5 dropped off; YTD reflects actual in the pipeline.

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
- Meeting with Tenants and their construction teams
- Negotiating Leases





Questions?

TJPA
TRANSBAY JOINT POWERS AUTHORITY

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