

Retail Leasing Update

June 2018



Colliers Leasing Report By Stage

Industries										
Stage:	Prospects	Inquiries	Preview	Touring	LOI	Legal	Lease Out	Idle	Dead	Total
Restaurant: Quick-Service	8	6	3	8	7	3		32	16	
Restaurant: Fast Casual	11		3	1	3			19	14	
Restaurant: Full-Service	18	1	1	3	4	1		9	11	
Bar			1	3	1			17	5	
Sporting Goods			1						1	
Fitness	2		1	1		1		5	4	
Grocery	1			2				3	8	
Coffee			1	2	2	2		5	4	
Toy/Gift/Craft								4		
Health/Beauty								3	2	
Salon/Spa		1		1	1			2	3	
Electronics	2			2				3	2	
Services	7		1	2		1		8	11	
Specialty Retail	1	1		2				3	3	
Bookstore					1					
Apparel/Accessories								3	5	
Total	50	9	12	27	18	8	0	116	89	329
	51	8	11	29	20	3	0	116	87	325

June
May

Dead Because:	Chain	Opted Out	Proximity	Merch Plan	Not Qualified	Pop-Up	Competing Tenant	Total
	1	62	7	5	9	1	4	89
	1	60	7	5	9	1	4	87

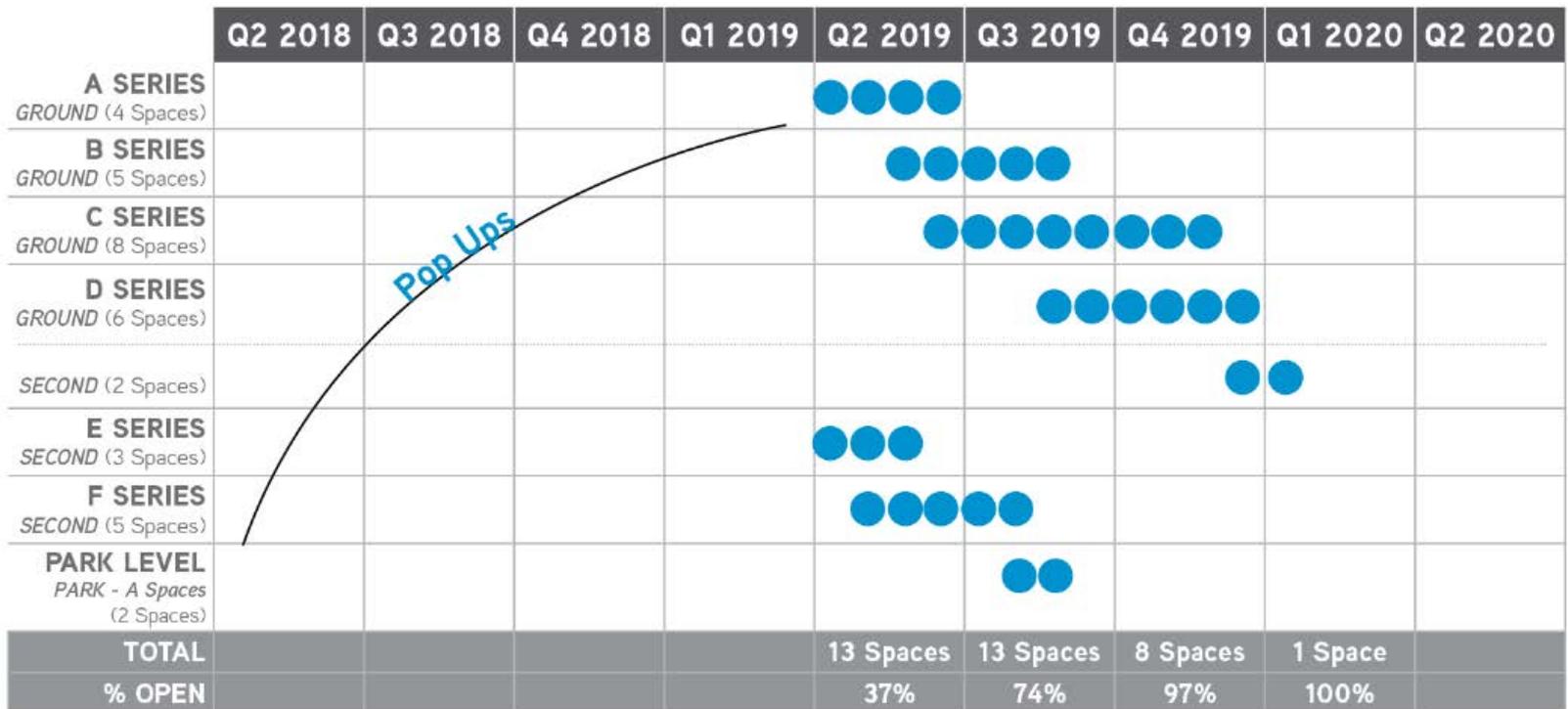
June
May

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	6.1.18
	LOI:	25/13	18/13	0/8	0/1			18/35
On	Negotiate:		8/13	0/13	0/8	0/1		8/35
Off	Sign:			0/13	0/13	0/8	0/1	0/35



*Takes into consideration average construction time of 16 weeks.

Colliers Update

- Actively touring over 27 interested parties
- Daily meetings with Lincoln & Turner to price out Tenant's construction
- 18 active LOI's and 8 lease negotiations
- Working with Lincoln to meet or exceed pro forma while maintaining the approved Tenant mix
- Roof sidewalk pour will delay Restaurant tours





Questions?

TJPA
TRANSBAY JOINT POWERS AUTHORITY

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