

The Winding Road to Today

- The Rocky Balboa of Real Estate Asset Classes



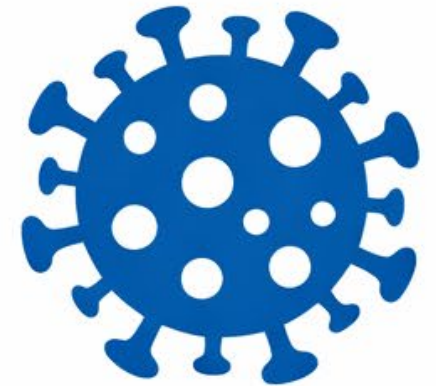
Oversupply



Financial Crisis



E-Commerce

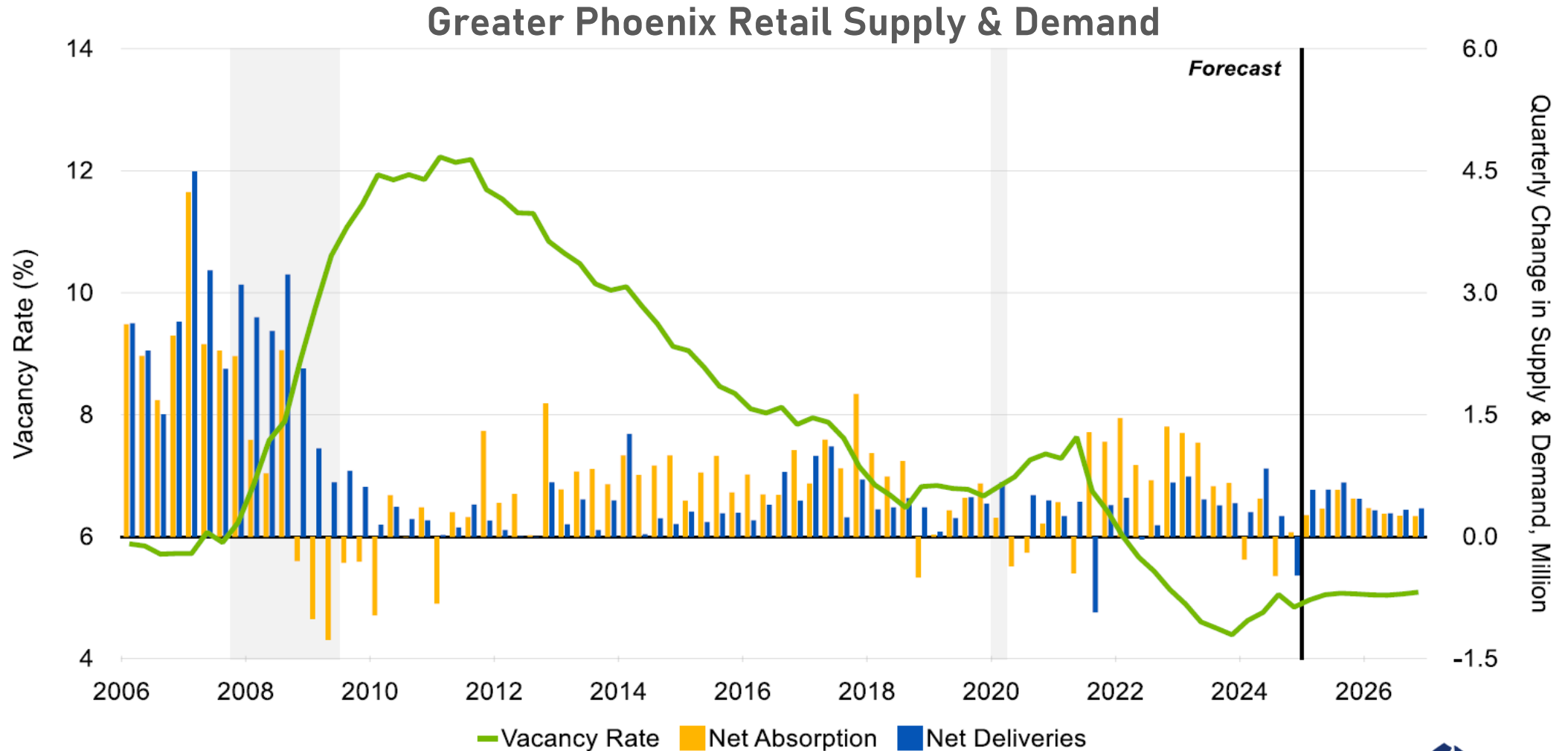


COVID-19



The Current Retail Landscape

- Survival of the Fittest has played out, Wall Street demands growth



The Limiting Factors of New Development

- Occupancy costs place a ceiling on retail rents
- Land & construction costs make only select sites eligible for development
- Retailer data is comprehensive and drives decision making

Annual NNN Rent per Land SF vs. Construction Cost (Hard & Soft – No Land)



How will Tomorrow's Retail be Built?

- Stores continue to generate more sales/SF
 - Continued population growth – both infill and new markets
 - Omni-channel integration
- Higher productivity will support higher rents—over time
- Infill projects will be small-scale or highly specialized
- Amenitized open-air centers will lead
- Zoning + community buy-in critical to feasibility

THANK YOU

