

Retail Presentation Looking Back at 2017 and Moving Forward in 2018

Presented By: Karen Rich





Retail Buzz Words



OMNICHANNEL Small format stores

Pop-Up Store

Click and Collect

Touch and Feel

Blended Strategy

OFF LINE INCENTIVES

It's All In The Numbers...

39-\$25 ZER 05,150,956 -14.08% 209,301

Greater Portland Net Absorption Rate Comparison of 2017 vs. 2016

	2016 SF	vs.	2017 SF
Beginning of Year Inventory	6,460,898		6,478,265
Beginning of Year Vacant	232,589		222,732
Beginning of Year Occupied	6,228,309		6,258,533
End of Year Inventory	6,478,265		6,451,265
End of Year Vacant	222,732		327,309
Adjustments	17,367		27,000
End of Year Occupied	6,238,166		6,150,956
Net Absorption	9,857		(104,577)

Source: Malone Commercial Brokers

Greater Portland Vacancy Rate - By Type of Space

Greater Portland numbers include Portland, South Portland, Scarborough, Falmouth, Westbrook and Cape Elizabeth

Type of Retail	Total Area	Vacancy	%
Power Center	3,399,406	221,429	6.51
Community	1,547,655	72,886	4.71
Strip Center	414,978	13,314	3.21
Single Tenant (over 10,000 SF)	1,089,226	19,680	1.81
Totals	6,451,265	327,309	5.07

Source: Malone Commercial Brokers

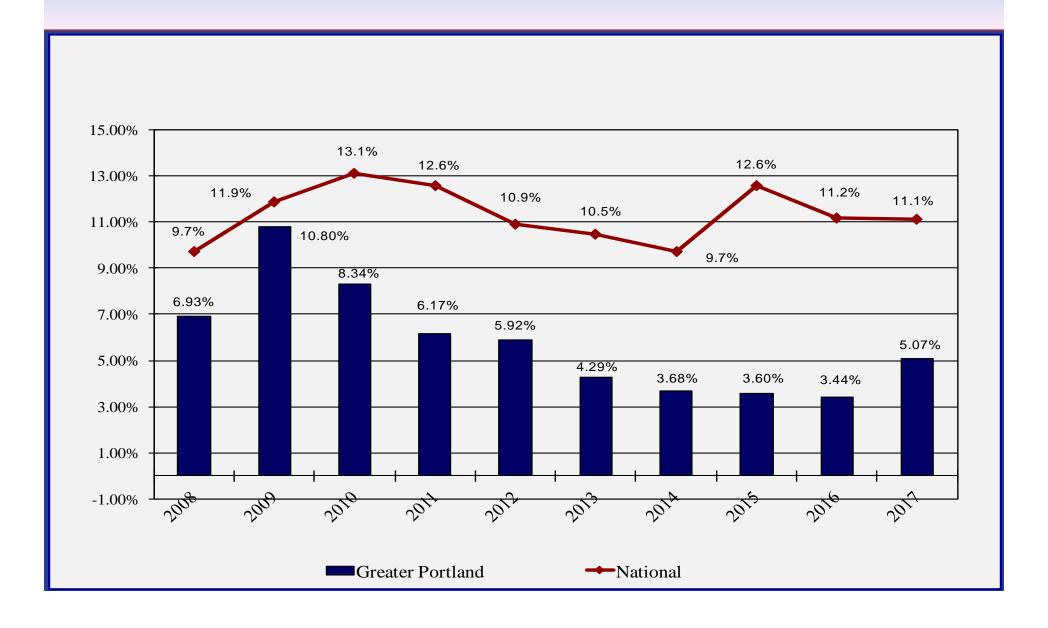
Greater Portland Vacancy Rate - By Town

Greater Portland numbers include Portland, South Portland, Scarborough, Falmouth, Westbrook and Cape Elizabeth

Town	Total Area	Vacancy	%
Portland	1,312,014	65,477	5.0%
South Portland	2,873,458	217,925	7.6%
Scarborough	1,377,486	16,465	1.2%
Falmouth	544,682	23,681	4.3%
Westbrook	308,910	3,760	1.2%
Cape Elizabeth	34,735	0	0.0%

Source: Malone Commercial Brokers

Vacancy Rate - Local vs. National



Major Store Closures & Downsizing







Large Vacancies 2016-2017

	Year End 2016	Year End 2017
Falmouth Shopping Center	72,830	19,045
Cabela's 21,640SF (New construction 2008)	7,500	7,500
Clark's Pond	17,350	26,798
Pine Tree Shopping Center	3,664	3,664
Maine Mall	6,252	129,052
Toys R Us Plaza	23,242	23,242
Totals	130,838	209.301

Average Lease Rates 2016 vs. 2017

Asking Lease Rate Table Comparison				
	2017	2017	2016	
	Range	Average	Average	% Change
Prime Market	\$12-\$25	\$17.57	\$20.33	-13.57%
Secondary Market	\$9-\$25	\$14.67	\$18.23	-19.55%
Overall Averages	\$9-\$25	\$15.11	\$17.73	-14.80%

New Franchises to Maine

west elm





CLOTHING for A GOOD LIFE













Mainers Love Their Restaurants

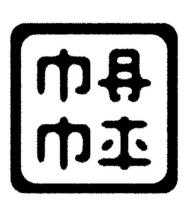
BLYTH & BURROWS

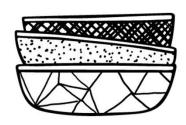
=EXCHANGE STREET=

















Mainers Love Their Restaurants

43°















Old Port and Downtown Portland

- Positive news on the Old Port and Downtown Portland continues in 2017
- National and Regional retailers are following suit with the Middle Street addition of West Elm and Rambler's Way (following footsteps of Anthropologie)
- Restaurants, Restaurants
- Commercial Street lease rates in the \$35-\$40 PSF range; Fore Street \$25-\$35;
 and parts of Lower Exchange \$40+ PSF
- Almost zero vacancy rates on most of Commercial, Fore and Exchange Streets
- East of Franklin Arterial is seeing a lot of construction and growth



Southern Maine Retail

(Outside of Greater Portland Market)

Freeport

- Maine Beer
 Company expands
- Retailers experience growth in sales
- Low vacancy continues

Falmouth

- Vacancy filled
 at former Shaw's
 space by Ocean State
 Job Lots and Planet
 Fitness
- Rivalries Sports Pub opens 2nd location
- Verizon leases former Wendy's

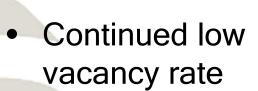
Southern Maine Retail Continued

(Outside of Greater Portland Market)

Biddeford

- Former Shaw's sells - Ocean
 State Job Lots will be occupying
- New Restaurants in downtown
- Bangor Savings Bank
- Starbucks opens

Saco





- Krispy Kreme opens 1st
 Maine location
- Main St. continues to prosper

Significant Retail Sale Transactions





•	510 Alfred Street,	Biddeford (Forn	ner Shaw's)55,899+	/- SF \$-3,925,000
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Mallside Plaza, South Portland \$16,500,000

Siano's Restaurant, Stevens Ave, Portland \$ 1,150,000

Rite Aid, 451 Main St., Saco
 \$. 3,054,247

Former Crockett Furniture, 673 Main Street, Gorham
 \$. 2,200,000

Portland Developments

- 11,000 SF new Marginal Way development includes Convenient MD
- Midtown Development on hold - however, parking garage to be built in 2018
- Thompson's Point expansion continues
- East of Franklin Arterial -Mixed Retail and Residential and Office uses
- Ocean Gate Plaza, 511
 Congress Street, Portland adding events center and parking garage



New Development Underway

Coming Soon...

550,000± SF | Route 25, Westbrook, ME





"MORE FOR YOUR DOLLAR"



Top Retail Trends in 2017

- Click and Collect
- Omnichannel Growth
- Showrooming
- Webrooming
- Big box downsizing
- Closing of underperforming stores
- Technology continues to be more important and play a larger role in retail



Retail Trends for 2018



Predictions





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