



MALONE
COMMERCIAL BROKERS
CONNECTED, LOCAL, SAVVY.



RETAIL PRESENTATION

Presented by Karen Rich, Broker

TRENDING IN 2019

Buzz Words

RETAILPOCALYPSE

CBD

Data EXPLOI

Immersive Shopping Experience

Experiental

- }ffh1

Av nfi



NET ABSORPTION RATE

2018 vs 2019

	2018	2019
Beginning of Year Inventory	6,451,265	6,464,265
Beginning of Year Vacant	323,909	386,104
Beginning of Year Occupied	6,127,356	6,078,161
End of Year Inventory	6,464,265	6,449,814
Adjustments*	13,000	-14,451
End of Year Vacant	386,104	210,773
End of Year Occupied	6,065,161	6,253,492
Net Absorption	62,195	175,331

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



MALONE
COMMERCIAL BROKERS
CONNECTED, LOCAL, SAVVY.

VACANCY RATE

By Space Type

	TOTAL AREA	VACANCY	%
Reg/Power Center	3,384,955	101,573	3.00%
Community	1,547,655	40,486	2.62%
Strip	414,978	4,177	1.01%
Single Tenant	1,102,226	64,537	5.86%
All Types	6,449,814	210,773	3.27%



VACANCY RATE

By Town

	TOTAL AREA	VACANCY	% VACANT	% OF TOTAL
Cape Elizabeth	34,735	0	0.0%	0.54%
Falmouth	544,682	11,173	2.1%	8.44%
Portland	1,312,014	80,754	6.2%	20.34%
Scarborough	1,377,466	24,360	1.8%	21.36%
South Portland	2,872,007	94,486	3.3%	44.53%
Westbrook	308,910	0	0.0%	4.79%
All Cities	6,449,814	210,773	3.27%	100.0%



LARGE VACANCIES

2018 & 2019

YEAR END	2018	2019
Falmouth Shopping Center	13,495	6,537
Cabela's	9,000	11,400
Clark's Pond	24,060	16,316
Pine Tree Shopping Center	28,648	32,678
Maine Mall	125,200	9,200
Toys R Us Plaza	5,330	0
Totals	245,733	76,131



AVERAGE LEASE RATES

2018 & 2019

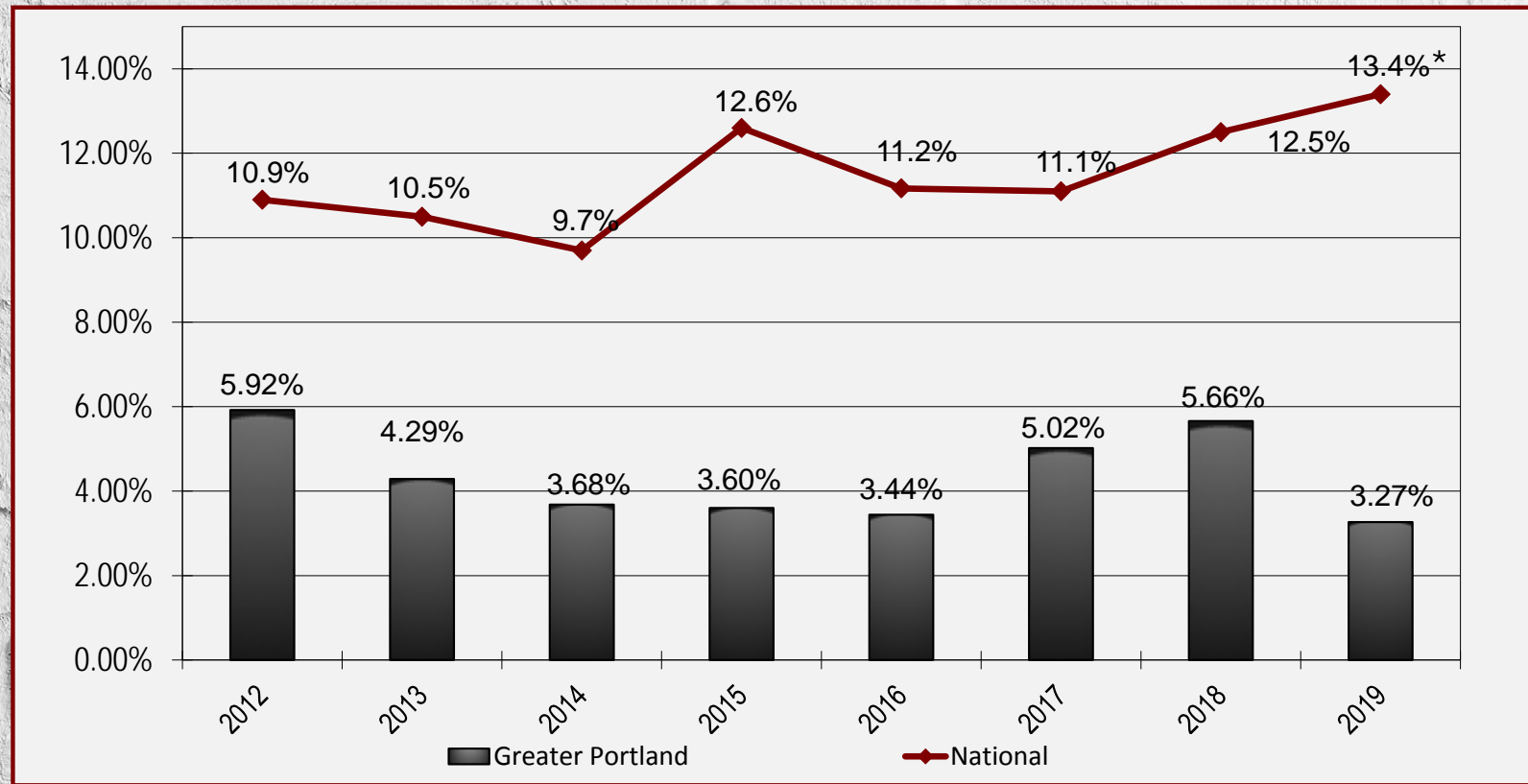
	2019 RANGE	2019 AVERAGE	2018 AVERAGE
Prime Market	\$12.00-\$21.50	\$17.38	\$19.00
Secondary Market	\$11.50-\$25.00	\$16.63	\$14.96
Overall Averages	\$11.50-\$25.00	\$17.00	\$16.98



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

LEASE VACANCY RATES

Local vs National



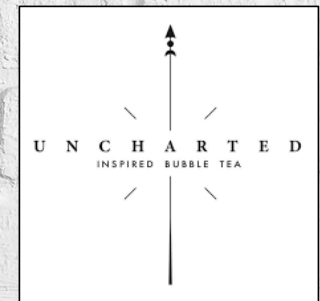
*

Forecasted numbers from Statista as of 1/6/2020 the NRA has not published the final numbers for 2019



NEW RESTAURANTS

On The Peninsula



NEW RESTAURANTS

Breweries, Distilleries & Wineries



*grippy
tannins*

noche
cider & spirits



Lorne

NEW RESTAURANTS

In Greater Portland



MAJOR NEWS

Retailers Closing Doors



MARKETS

Old Port & Downtown



TOAD&CO



FATFACE

PORTLAND



ROYALE

LUNCH BAR

• FINE WHISKEYS •

THE

INDEPENDENT

WHARF

ICE CO.

UNION

• WORLDLY & LOCAL •

CBCG

BAR & GRILL



MALONE
COMMERCIAL BROKERS
CONNECTED, LOCAL, SAVVY.

MARKETS

Old Port Lease Rates

Middle & Fore Streets

\$25-\$35 psf

Commercial Street

\$30-\$45 psf

Lower Exchange Street

\$40-\$48 psf

Rates are Modified Gross



MARKETS

New Retailers to the Maine Mall Area

Bernie & Phyl's
— FURNITURE —

Jordan's
FURNITURE




MAINE WARRIOR
— GYM —



MARKETS

New Retailers to Freeport

Diversification

- Local
- Non-traditional retail

Experiential Retail

- Investments in Arts & Festivals



Grand GOURMET FOODS & GIFTS



Remedies of Maine



NEW CONSTRUCTION

Rock Row, Westbrook

COMING IN
2020



NEW CONSTRUCTION

Old Port, Portland

1683 Congress Street

7,600 SF



NEW CONSTRUCTION

Scarborough Crossing

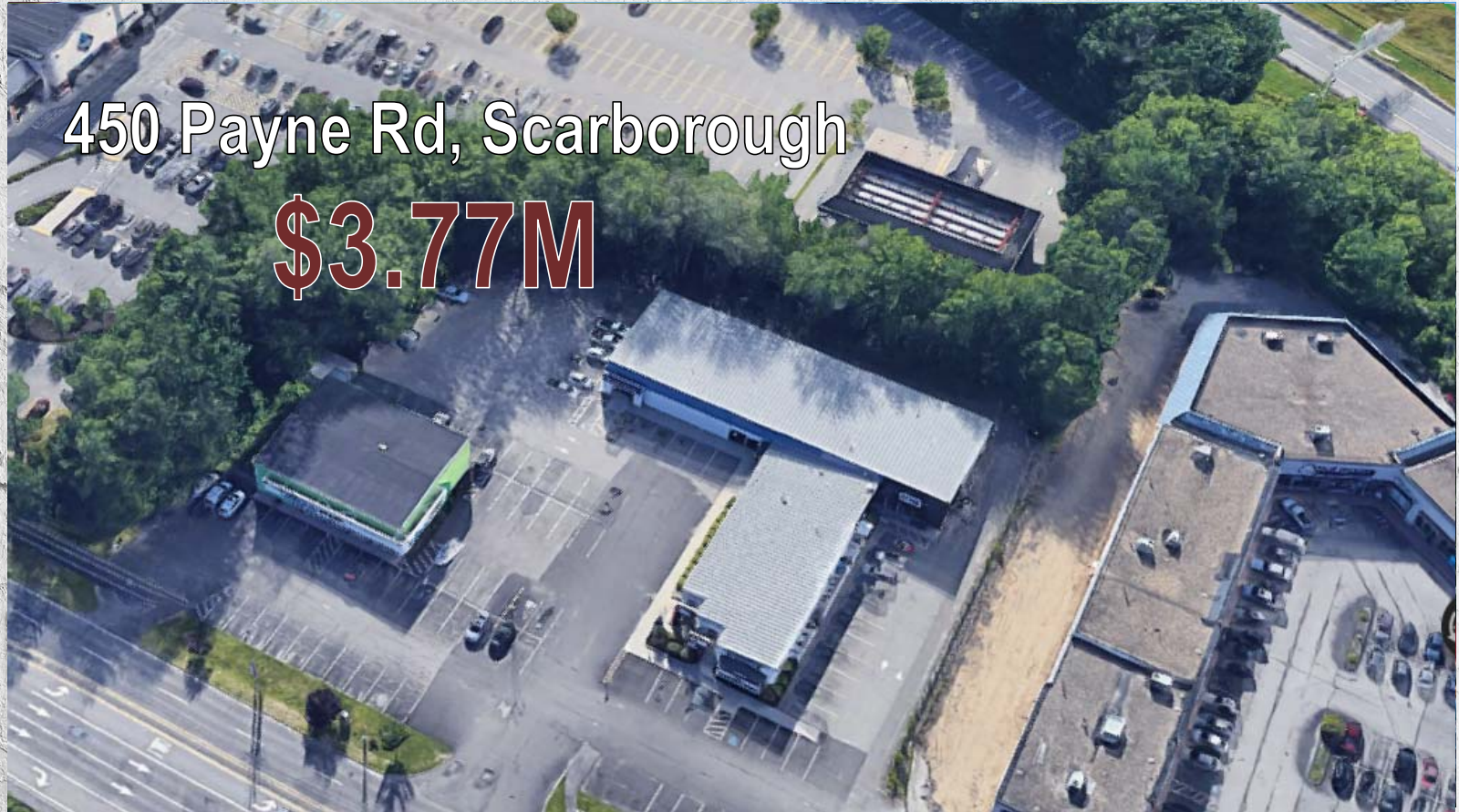


MALONE
COMMERCIAL BROKERS
CONNECTED, LOCAL, SAVVY.

SIGNIFICANT RETAIL SALES

In Greater Portland for 2019

450 Payne Rd, Scarborough
\$3.77M



MALONE
COMMERCIAL BROKERS
CONNECTED, LOCAL, SAVVY.

TRENDING IN 2019

Buzz Words



Malone Commercial
@malonecbMaine

- #RETAILPOCALYPSE
- #EXPERIENTIAL
- #DATA EXPLOITATION
- #IMMERSIVE SHOPPING
EXPERIENCE
- #INTEGRATED ONMICHANNEL
STRATEGY
- #BLURRED LINES
- #CBD



MALONE
COMMERCIAL BROKERS
CONNECTED, LOCAL, SAVVY.

RUMORS

2020 & Beyond

Brace Yourselves

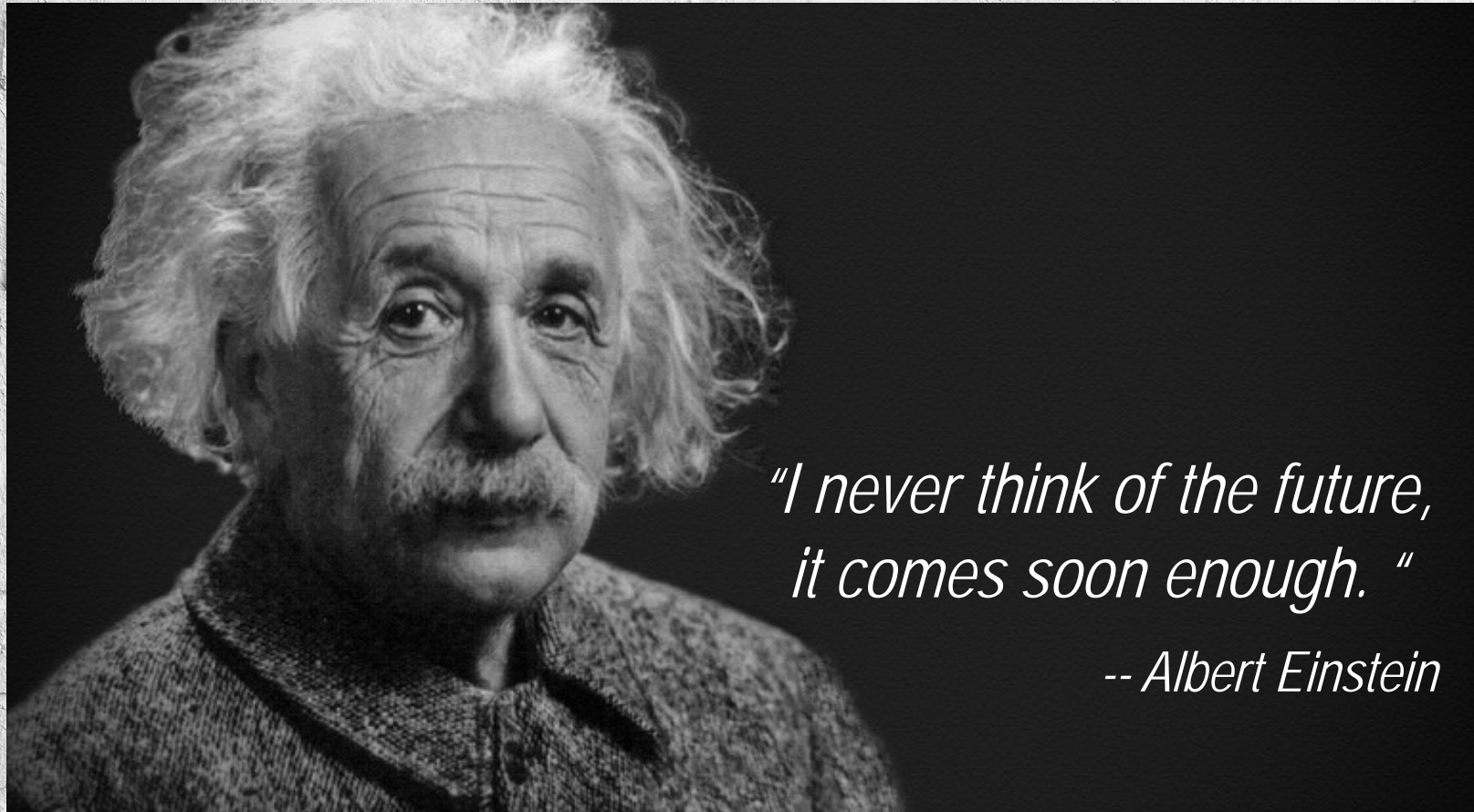
The Rumors Are Coming



MALONE
COMMERCIAL BROKERS
CONNECTED, LOCAL, SAVVY.

PREDICTIONS

2020 & Beyond



*"I never think of the future,
it comes soon enough. "*

-- Albert Einstein





MALONE
COMMERCIAL BROKERS
CONNECTED, LOCAL, SAVVY.

RETAIL PRESENTATION

Presented by Karen Rich, Broker