



"Thinking Outside the Office"

An Exciting Day of Seeing Retail Properties, Networking and Market Knowledge



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NORTH
HILLS



Tour Host



CRABTREE
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RALEIGH-DURHAM RETAIL BUS TOUR
THURSDAY, APRIL 18, 2013

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Brett Powell

Senior Associate • Senior Project Manager

brettp@clinedesignassoc.com



architecture
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We'd like to thank the following Committee Members for their participation in making The Retail Bus Tour the most unique and interesting event serving the Retail Real Estate Industry.

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Should you have any interest in being a part of our Committee for the upcoming Retail Bus Tours, please call our office at 561-353-0151 or email us at info@retailbustour.com.



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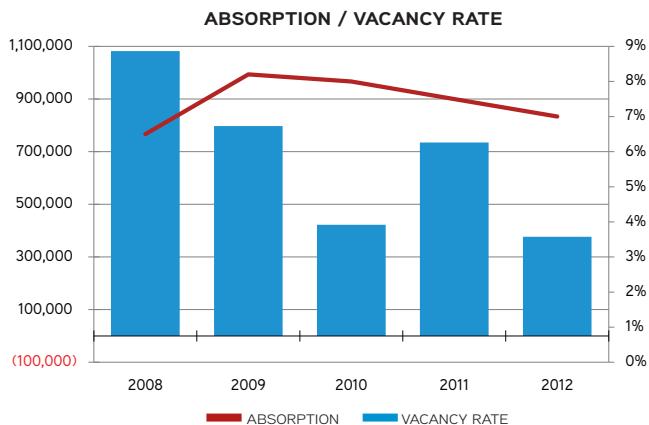
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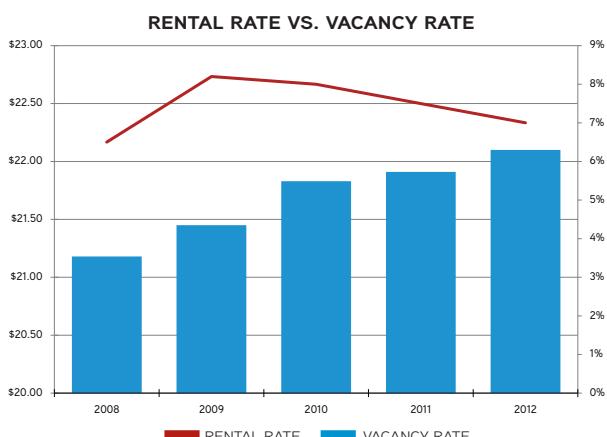
RALEIGH-DURHAM REAL ESTATE REVIEW

Second Half 2012

Triangle Retail



- The end of 2012 proved that the retail economy was once again gaining strength, and nowhere was that more evident than in the Triangle region. Raleigh was named the #1 market for retail job growth in September 2012 by American City Business Journal. Retailers are seeing the strength of the Triangle economy and hoping to benefit from its growth.
- Retail investment sales totalled \$140.7M in the fourth quarter with an average price of \$168.00 per square foot and cap rates averaging 6.7%.



- Publix, an upscale grocery chain in the southeast, announced it was actively pursuing two sites for its entry into the Triangle market. Wal-Mart is also pursuing new sites throughout the Triangle for its Neighborhood Market concept.
- Net absorption for the second half of 2012 was positive 229,121 square feet. Two of the largest spaces that were occupied include 59,901 square feet at Poyner Place by Babies R Us/ Toys R Us and over 50,000 square feet at Park West Village by Gander Mountain.
- Overall retail vacancy dropped to 7% at year end 2012, the lowest in over 2 years. Downtown Raleigh and Downtown Durham continue to draw new restaurants as more people are moving downtown and visiting the downtown areas for the activities and nightlife. These same submarkets are also demanding the higher rental rates. Central Raleigh's average rental rate is \$28.25-per-square-foot triple net as compared to the market average of \$22.10-per-square-foot triple net.

- Retail construction also increased in 2012 with over 1 million square feet under construction as compared to just over 83,000 square feet under construction at the end of 2011. Holly Springs Towne Center, a 646,000-square-foot power center located in the Cary submarket, was one of the largest projects under construction during the second half of 2012. Phase I has now opened with retailers such as Marshall's, Pier 1, Ulta and Dick's Sporting Goods.



Quick Broker Commentary: "The Triangle's retail market is in a steady growth pattern with vacancy rates at their lowest in two years. Retailers are seeking the best locations and paying the higher rents associated with these centers."

-Carla Olive
Associate Vice President of Retail Services

Second Half 2012

With offices in Raleigh and Durham, Colliers International Raleigh-Durham offers a comprehensive background in all facets of commercial real estate including office, industrial, retail, investments, land and multifamily. The firm specializes in the sale and leasing of commercial properties for building owners, tenants, investors and corporate clients along with site selection consultation on behalf of corporate and retail users. The firm offers fully integrated specialized service groups including distressed property, advisory services, property management, acquisitions, finance, receivership and project development for domestic and international clients. Together with our Colliers International partners, we provide local real estate, globally.

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522 offices in
62 countries

- \$1.8 billion in Revenue
- \$68 billion Total Transaction Value
- Over 2.5 billion square feet managed

This report formatted specifically for:





Live, work, shop, dine, and play at North Hills. This multi-faceted heart of the Midtown Raleigh district has a mix of four-star hotel rooms and apartments if you want to stay a while. Parks and gathering spaces offer plenty of fresh air, while groceries, banks, and pharmacies are just a convenient, leisurely stroll away. Renewing spas, salons, and a state-of-the-art 60,000 square foot gym provide quality-of-life. Have some fun at the 14-screen cinema, sophisticated bowling lounge, or the amazing restaurants and bars.

North Hills is a nexus to the Triangle and is easily accessible to all points of central North Carolina. North Hills is located at the intersection of Interstate 440 and Six Forks Road. Research Triangle Park, Durham, Chapel Hill, and other central North Carolina cities are just minutes away.

\$94,000 - \$150,000

Average annual household income within a one mile radius of North Hills is \$94,000, with 20% of those households earning over \$150,000.

67 MILLION

An average of 67 million vehicles travel on Six Forks Road, Lassiter Mill Road, and I-440 each year.

7.5 MILLION

7.5 million people visited North Hills last year alone.

221,000

221,000 customers within 5 mile radius.





Shopping Center Name: Crossroads Plaza

City: Cary **Street Address:** Crossroads Blvd

Intersection/Cross Street: Crossroads Blvd & Walnut St

GLA: 668,509 **Total Land Area:** 50 acres **Parking Spaces/Ratio:** _____

Year Built: 1991 **Year Renovated:** _____

Anchor Tenant: (1) Best Buy (2) Toys R Us (3) Bed Bath Beyond

Co-Tenants: (1) Dick's Sporting Goods (2) Marshalls (3) Stein Mart

Out-parcels: (1) Ruby Tuesday (2) Red Lobster (3) Pier 1 Imports

Available Space(s): (1) 6,020 sq. ft. (2) 3,853 sq. ft. (3) 1,872 sq. ft. (4) 1,260 sq. ft. (5) _____ sq. ft.

Needed Uses: (1) Apparel (2) General Retail (3) _____ (4) _____

Total Available Space: 13,005 sq. ft. **Largest Contiguous Space:** _____ sq. ft.

Asking Rental Rates: \$ 15 - \$30 /sq. ft. **Operating Expenses:** \$ 5.51 /sq. ft. **Avg. Sales:** \$ _____ /sq.ft.

Population: (1-mile) 9,104 (3-mile) 66,611 (5-mile) 164,995 (10-mile) 561,507

Daytime Population: (1-mile) 4,847 (3-mile) 43,900 (5-mile) 113,818 (10-mile) 363,138

Household Income: (1-mile) \$ 75,992 (3-mile) \$ 76,503 (5-mile) \$ 83,657

Daily Traffic Counts: (1) 108,000 cars/day (2) 126,000 cars/day

Leasing Company: The Shopping Center Group **Leasing Contact:** David Allen & Drew Logan

Phone: (919) 380 - 8041 **E-mail:** davida@theshoppingcentergroup.com **Web:** drewl@theshoppingcentergroup.com

Management Company: Ronus Properties **Property Contact:** Nancy Morton

Phone: (919) 233 - 8087 **E-mail:** nmorton@ronusproperties.com **Web:** www.ronusproperties.com

Property Highlights:

www.shopcrossroadsplaza.com

Notes:

AVAILABLE

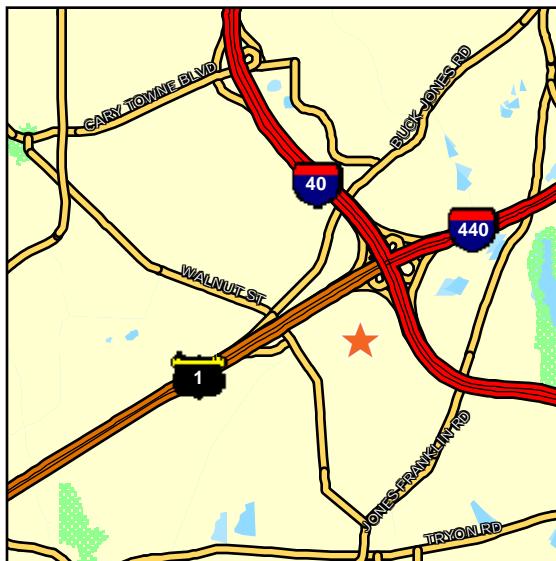
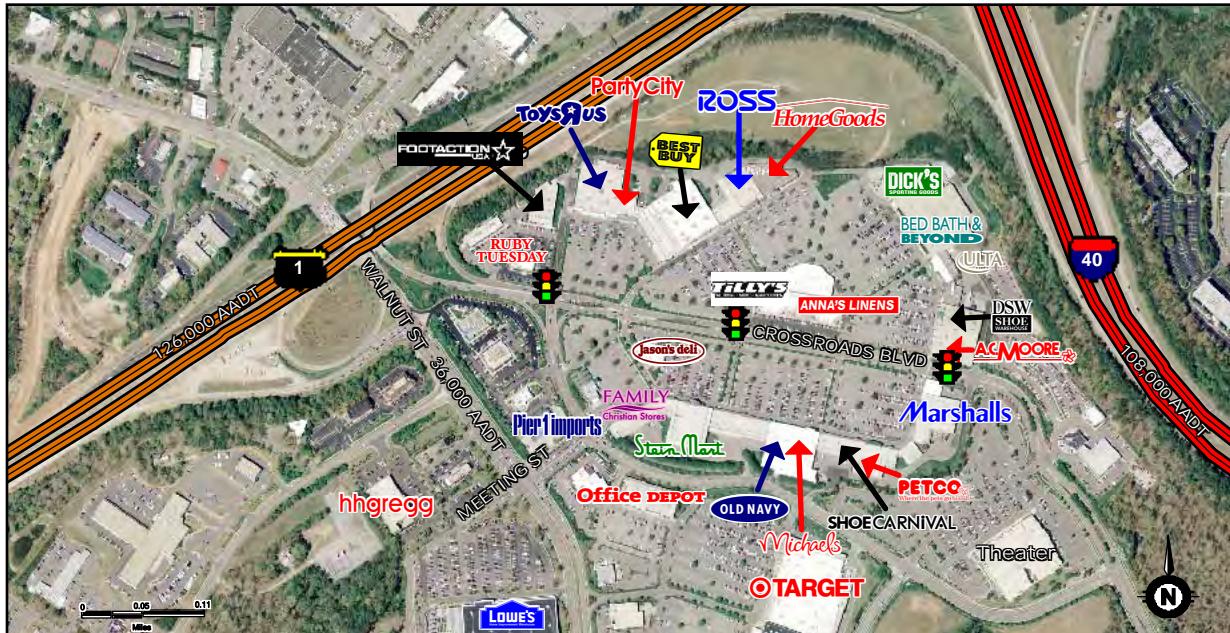
Crossroads Plaza

US 1/64 & Walnut Street at I-40

ANCHOR & SMALL SHOP SPACE AVAILABLE



Cary, NC - Wake County



PROPERTY HIGHLIGHTS

- Retail space available. Cary Crossroads is one of the leading power centers in all of the Triangle area.
- AVAILABLE: 1,260 SF; 1,872 SF; 3,853 SF; 6,020 SF
- GLA: 668,509 SF
- ANCHORS: SteinMart, Old Navy, Michael's, Marshalls, A.C. Moore, DSW, Ulta, Bed Bath & Beyond, Dick's, HomeGoods, Ross, Best Buy, Toys "R" Us, Petco, Five Below, Furnish 123
- TRAFFIC COUNTS:**
 - I-40 - 108,000 AADT
 - US Hwy 1/64 - 126,000 AADT
 - Walnut St - 36,000 AADT

DEMOGRAPHICS*	1 Mile	3 Miles	5 Miles	7 Miles
Population	9,085	66,135	163,703	299,544
Average HH Income	\$76,267	\$76,631	\$83,627	\$87,511
Number of Employees	4,695	42,371	109,813	216,801

For More Information Call:

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Crossroads Plaza Cary, North Carolina

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RALEIGH-DURHAM RETAIL BUS TOUR

April 18, 2013

EXPANDING RETAILERS

A Pea in A Pod	Eye Care Associates	One Stop
Aldi	Family Video	Pak Mail
Anna's Linens	First Watch Restaurants	Pei Wei
Anytime Fitness	Five & Dime General Store	Pet Supermarket
Applebee's	Five Below	Phenix Salon Suites
Apricot Lane Boutique	FIve Guys	R/C Theaters
Arby's	Fred's Super Dollar	Rangoni Firenze Shoes
ATI Physical Therapy	Fresh To Order	Red Wing Shoes
Brooklyn Water Bagel Company	Funny Bone Comedy Club	Spinx/BP/Sunoco
Bruegger's Bagels	Gateway Nwestands	Sport Clips
Bruster's Real Ice Cream	Grease Monkey	Sportsman Liquidation
Burger King	Hamrick's	Studio Movie Grill
Cache	Hand and Stone	Taziki's
Chipotle Mexican Grill	Harris-Teeter	The Vitamin Shoppe
Chuy's	IHOP	Tijuana Flats
Circle K	Jos. A Bank	Tractor Supply
Claire's/Icing	Kay Jewelers/Jared	Triangle Char & Bar
Cobb Theatres	Marco's Pizza	Uncle Maddio's Pizza Joint
Color Me Mine	Memphis BBQ Company	Wendy's International
CosmoProf	Mission BBQ	Wild Birds Unlimited
Downtown Locker Room	Newk's Eatery	Woof Gang Bakery & Grooming
Epic Theaters	O2 Fitness	Zoe's Kitchen



EXPANDING RETAILERS

Tenant Name: A Pea in A Pod
Tenant's Representative:
Company:
Phone #:
Email:
Seeking Locations in (State): Throughout US
Seeking Locations in (City):
Preferred Square Footage: 1,500 SF - 8,000 SF
Corporate Contact: Edward Tress
Phone #: (215) 873-2214
Email: etress@destinationmaternity.com

Tenant Name: Aldi
Tenant's Representative:
Company:
Phone #:
Email:
Seeking Locations in (State): NC, SC, VA
Seeking Locations in (City):
Preferred Square Footage: 15,000 SF - 18,000 SF
Corporate Contact: Todd Bonnett
Phone #: (704) 642-0023
Email:

Tenant Name: Anna's Linens
Tenant's Representative: Julie Solomon
Company: Retail Insight
Phone #: (770) 801-6500
Email: js@retailinsight.com
Seeking Locations in (State): Georgia
Seeking Locations in (City):
Preferred Square Footage: 8,000 SF
Corporate Contact: Jim Stonehill
Phone #: (216)644-8157
Email: jim.stonehill@annaslinens.com



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NOTES:



RALEIGH-DURHAM RETAIL BUS TOUR

APRIL 18, 2013

Thanks again to our Committee Members, Sponsors and Participating Companies below for making the Retail Bus Tour possible and the most unique and interesting event for our industry:

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July 18, 2013

Palm Beach County
Bus Tour
July 25, 2013

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