

NATIONAL RETAIL PARTNERS

FLORIDA TEAM

CBRE'S FULL SERVICE FLORIDA WIDE RETAIL PROPERTY INVESTMENT SALES TEAM



Leading Retail Forward

CBRE National Retail Partners (NRP) - Florida Team is one of 10 teams that comprise the NRP, the leading retail investment sales platform in the country. Backed by the most powerful retail and capital markets firm in the world, our local expertise, deep market knowledge and collaborative network allow us to deliver exceptional property sale outcomes and drive real value for our clients from coast to coast.

We craft customized retail property sale solutions, powered by unmatched data, technology, and marketing strategies that fully maximize value.

NRP by the Numbers | 2015 - 2021

\$22.79B+
Total Volume

\$1.89B+
Finance Transactions*

1,241+
Total Transactions

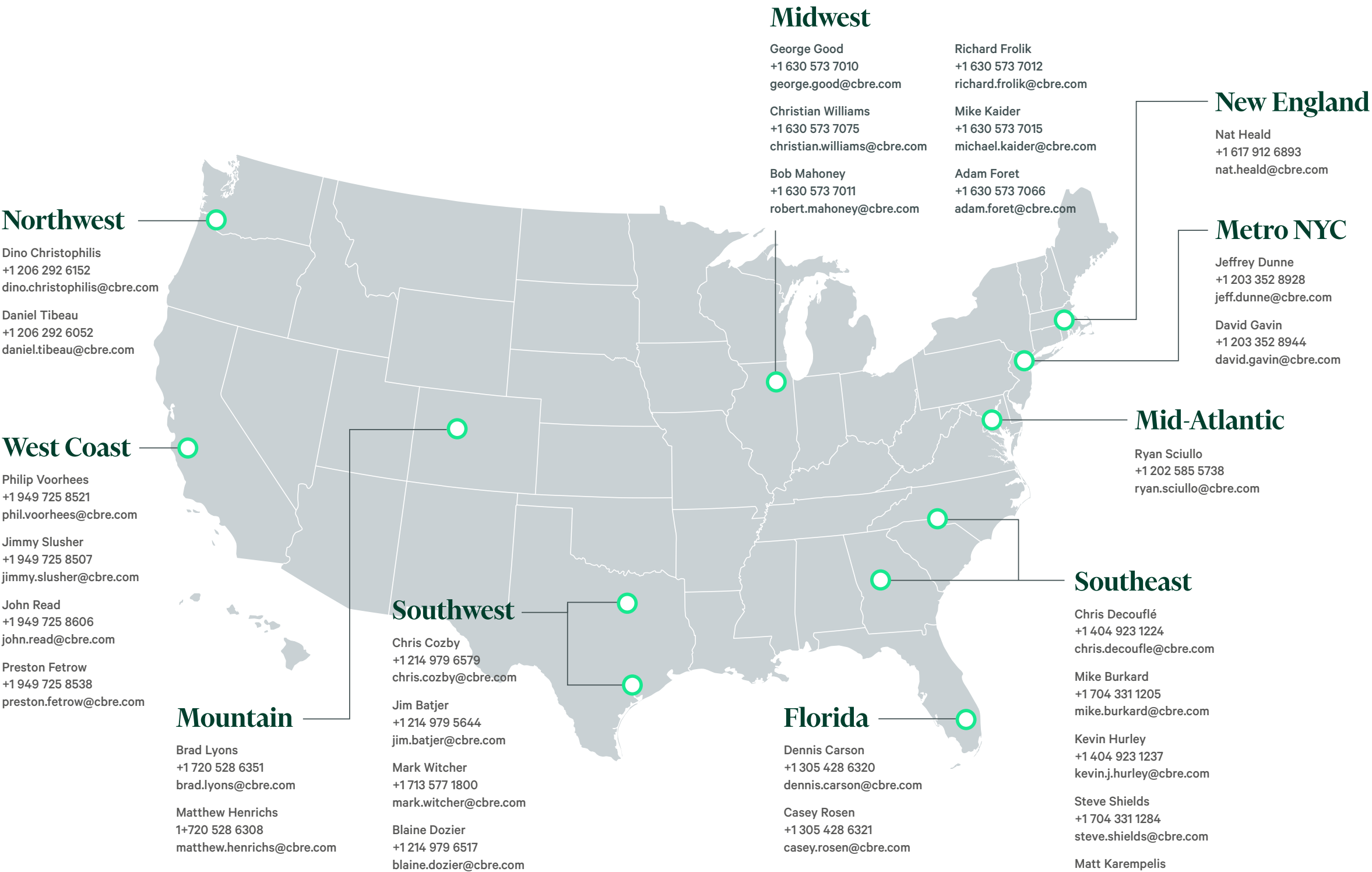
129M+
Square Feet

Source: MTA. Retail transactions only.
*Stapled Debt. Retail transactions only.



Local Expertise, Connected Everywhere

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NRP Leadership

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National Retail
Partners

65

Team Members

With Transaction
Experience Across

52

States & Provinces

*Map displays CBRE retail transactions above \$2.5M

NRP Florida Team

- + Retail investment sales specialists
- + Florida market share leaders
- + 30 years experience & partnership
- + CBRE Top 10% producers nationally
2012, 2014-2019, 2021
- + Members of CBRE's Institutional Group



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- + Financial analysis
- + Market analysis
- + Offering material creation
- + Due diligence coordination
- + Valuation of retail investment properties



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- + Coordination of operations and marketing
- + Production management
- + Graphic design and marketing materials
- + Marketing communications

2015 - YTD

138
Closed Transactions

160
Properties

\$4.8B+
Sold

24M+
Square Feet

Our Relationships Drive Results

We build relationships to drive results for our clients.

Whether we are offering an individual property for sale or a cross-market, portfolio, our broad relationships and access to investors guarantee that your asset will receive the best marketing exposure to maximize its value.

By working with a variety of **national, regional and local investors of every type**, we offer access to the vital resources needed to achieve your investment goals.

Nearly 30 years of team continuity both in leadership and retail property investment sale focus, NRP Florida’s depth of relationships and retail property sale expertise is unmatched. The value of these relationships in executing your investment sale assignment is immeasurable.

NRP has Connected



From 2015 to 2021



Total Market Coverage

Categories

We market neighborhood, community, power, single tenant, mall, outlet mall, lifestyle, mixed-use and specialty retail assets.

Crafted Marketing Strategies

Tailored to your assets and goals - portfolio sales, individual property sales, structured finance and debt transactions, broad market exposure and targeted buyer solicitation.

Broad Client Base

REITs, pension funds, insurance companies, financial institutions, private equity firms, strategy funds, syndicators, retail developers, private investors and lenders.

Experience & Relationships

With nearly 30 years focusing on retail property sales across Florida & the Southeast, our expertise and depth of relationships are unmatched.

National Retail Partners

Members of the leading U.S. retail investment sale platform with #1 national market share each of the past several years.

Debt & Equity Capabilities

We collaborate with CBRE Debt & Structured Finance teams to source financing and capital for clients and to facilitate transactions.

YTD

Sawgrass Village - Ponte Vedra, FL
Gainesville Shopping Center - Gainesville, FL
Palms Plaza - Boca Raton, FL
Sunbelt Retail Growth Portfolio – 13 Assets
Arena Shoppes - North Lauderdale, FL
Pineapple Commons - Stuart, FL
The Grove - Windermere, FL
Coral Landings III - Coral Springs, FL
Springs Plaza - Longwood, FL
The Village at Mitchell Ranch - Trinity, FL
Shops at Boca Center - Boca Raton, FL
Shoppes at Woolbright - Boynton Beach, FL
The Pointe at Kendall Town Center - Miami, FL
Shoppes at Beachwalk - St. Johns, FL
Casselberry Commons - Casselberry, FL
Shoppes at Avalon - Spring Hill, FL

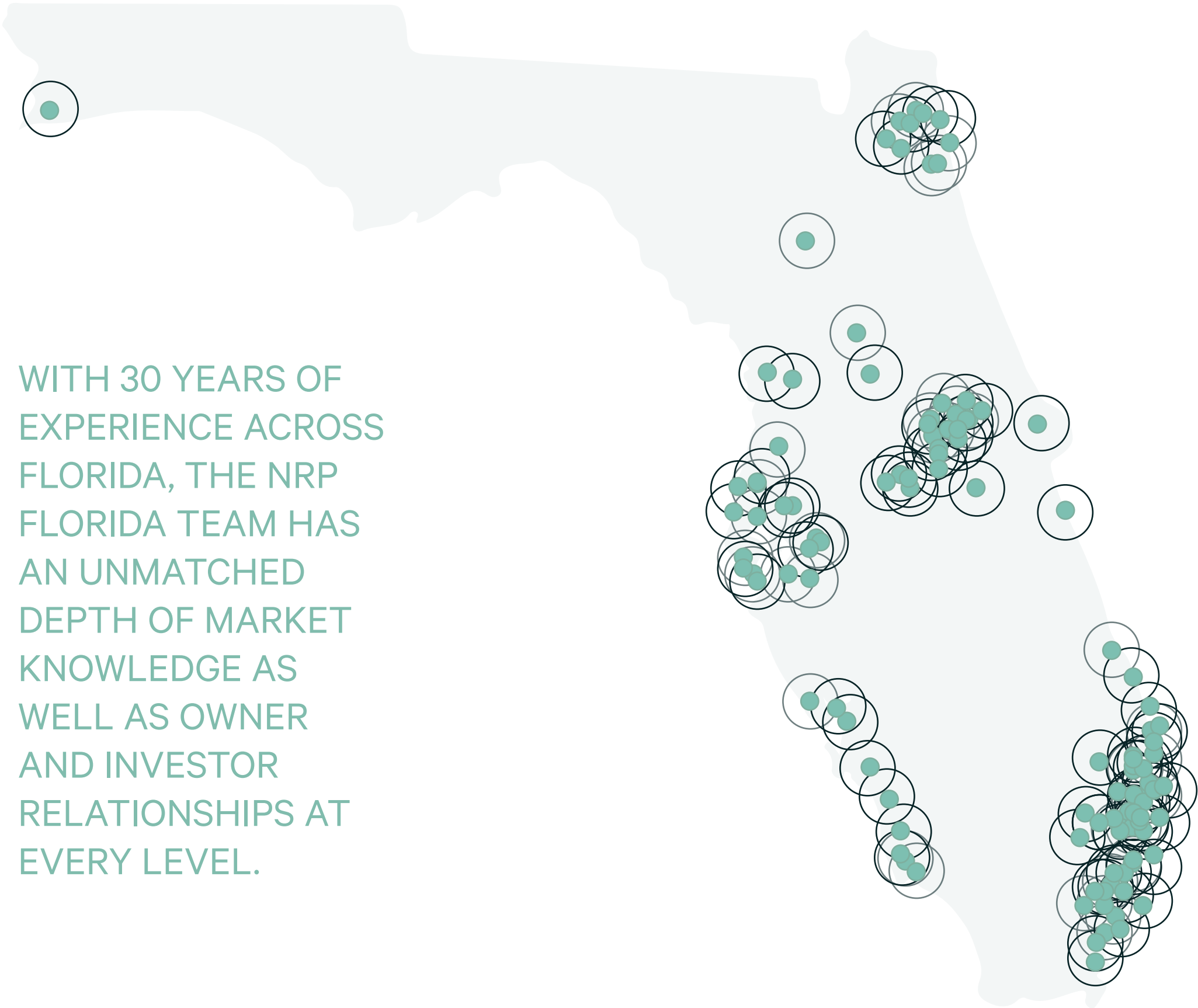
2021

Smoky Mountain Gateway - Sevierville, TN
The Shops at Landmark - Doral, FL
Red Willow Plaza - Winter Springs, FL
Lakeside Town Shops - Davie, FL
Fountains of Boynton - Boynton Beach, FL
Mirabay Village - Apollo Beach, FL
Legacy Place - Palm Beach Gardens, FL
Turtle Crossing - Coral Springs, FL
St Johns Commons - Jacksonville, FL
Park View Square - Miramar, FL
University Village - St. Petersburg, FL
Valrico Commons - Valrico, FL
Riverside Market Square - Jacksonville, FL
South Pasadena Shopping Center - South Pasadena, FL
East Lake Woodlands - Palm Harbor, FL
Belmont Shopping Center - Wimauma, FL
Heather Island Plaza - Ocala, FL
Best Buy West Palm Beach - West Palm Beach, FL
West Villages Marketplace - Venice, FL
Kendall Pointe - Miami, FL
Fountains West - Ocoee, FL
Monument Landing - Jacksonville, FL

2020


Lake Mary Pointe - Lake Mary, FL
Hialeah Shopping Center - Hialeah, FL
Red Willow Plaza - Winter Springs, FL
Shops at Hammock Cove - Naples, FL

Florida Statewide Coverage – Team Transactions Since 2015




WITH 30 YEARS OF
EXPERIENCE ACROSS
FLORIDA, THE NRP
FLORIDA TEAM HAS
AN UNMATCHED
DEPTH OF MARKET
KNOWLEDGE AS
WELL AS OWNER
AND INVESTOR
RELATIONSHIPS AT
EVERY LEVEL.

NRP Florida Team Highlights




\$8.28 Billion In Volume

(2010-2021)




259 Transactions

(2010-2021)




Numerous Record

TRANSACTIONS



Leading Statewide Grocery & Neighborhood Shopping

Center Market Share



166 Publix Sales +17.6 Million Sf

\$3.17 Billion In Value

Florida Top 10 Broker Market Share (2017 - 2021)

TOP 10 BROKERAGE FIRMS	VOLUME	TOP 10 MARKET SHARE
CBRE	\$3,738,404,340	27%
Marcus & Millichap	\$2,269,848,318	16%
JLL	\$1,763,319,686	13%
Cushman & Wakefield	\$1,676,986,548	12%
Eastdil Secured	\$1,618,663,827	12%
HFF	\$1,451,375,320	10%
Colliers International	\$596,513,928	4%
SRS Real Estate Partners	\$285,515,042	2%
Stan Johnson Co	\$261,754,559	2%
Avison Young	\$217,400,000	2%
TOTAL	\$13,879,781,569	100%

Data reflects 2021 totals

Realize the Potential of a Global Retail Platform

CBRE has built the industry’s most comprehensive retail services platform. We offer a full spectrum of highly scalable and institutional-quality services, delivered by experienced retail specialists across the globe.

By providing clients with vital connections to the entire retail sector, CBRE delivers better visibility, a global platform, and the necessary expertise to help you achieve your goals.

CBRE Retail Services:

- + Capital Markets

+ Property Management

+ Investment Accounting

+ Retail Repositioning Study
- + Leasing

+ Project Management

+ Valuation & Advisory



1,279+

Number of Retailers We Work With



36,200

Annual Retail Valuations



13,500

Annual Retail Lease Transactions



1,469+

Retail-Focused Professionals



2,700+

Annual Retail Sale Transactions



1.8B+

Square Feet of Retail Properties and Facilities Managed

Market Your Property with the Industry's Best Tools

We harness the power of industry-leading technology to develop custom strategies and best-in-class marketing materials that drive superior outcomes for our clients.

Digital Marketplace

Deal Flow is CBRE's digital marketplace and global listing platform for all property sales. CBRE's **unmatched investor exposure and breadth of transaction and bidder data**, allows us to link qualified buyers to the right opportunities at the right time, resulting in maximized value for our clients.

800,000+
Investor database

150,000+
Site visits per month

1+
Confidentiality agreements
signed per minute

Location Analytics

Using **Dimension**, CBRE's proprietary location intelligence system, **we help our clients visualize the impact of potential real estate decisions** by combining exclusive data, market knowledge, client requirements and multi-media content with **leading edge mapping technologies**.

100+
GIS Professionals

970,000+
Exact Store Locations

10,000+
District Data Points





The Forward-Thinking Knowledge You Need

Retail Thought Leadership

Our **deep bench of subject matter experts** guide thought leadership for the industry, tracking trends and developments across consumer behavior, technology, and retailers. We connect the dots between data points and on-the-ground observations to deliver **forward-looking perspectives on the present and future of retail** to help clients make informed and successful business decisions.

Research and Data

CBRE sets the standard for national real estate research by providing clients with accurate, up-to-date market knowledge. With over 450 research professionals across the U.S., we **generate thoughtful and data-driven insight at the local and national level**. Our specialized team provides proprietary market forecast data to **provide a forward-looking view of the retail sector and economic climate**.

CBRE SERVICES PROPERTIES RESEARCH & INSIGHT PEOPLE & OFFICES ABOUT CBRE

Retail Innovation

CBRE subject matter experts offer insights on the key trends shaping the retail industry

Real Estate Services > Retail Innovation

The Latest From Retail Innovation

From disruptive technologies to changing expectations, retail is evolving - fast. CBRE is tracking innovation trends shaping the retail industry and sharing insights and what they mean for retailers, owners, investors and developers.

Luxury Retail
Jennifer Reilly and Melissa Cordero discuss what's happening in the luxury retail space.

After sustained growth of the US economy, the luxury retail market is experiencing a boom-bust cycle. It's not return to the disruption the rest of the retail industry is experiencing. While the industry has been slower to embrace e-commerce, it has been at the forefront of consumer experience, offering innovative amenities to earn customer loyalty and drive traffic to stores.

[LEARN MORE](#)

Retail Brand Collaborations
Jamie Sabat and Melissa Cordero discuss the latest trends in retail partnerships.

As established retailers strive to stay relevant and new brands aim to build larger audiences, retail collaborations are evolving. Retailers are increasingly collaborating in ways that not only help grow their brands, but also that make shopping for goods and services a more seamless experience for consumers.

[LEARN MORE](#)

Pop Ups
Abby Davids and Melissa Cordero discuss benefits and challenges of pop-up stores.

Pop-up stores have existed for a long time but their popularity is at an all-time high thanks in large part to social media and clicks to bricks retailing. While there are benefits and challenges both to the retailers operating pop-ups and to the landlords hosting them, it's clear that the concept is here to stay.

[LEARN MORE](#)

Social Media Marketing for Retailers
Tom Frank and Tim Peterson discuss the changing relationship between retailers, brands and consumers.

The relationship between consumers, brands and retailers has changed significantly over the past decade. With e-commerce and social media providing more opportunities for consumers to interact with brands, creating a consistent experience across channels is becoming increasingly important.

[LEARN MORE](#)

NRP Florida Recent Transactions - Neighborhood Centers



Palms Plaza

Boca Raton, FL
July 2022
68,976 SF
\$35,750,000



Shoppes at Avalon

Spring Hill, FL
February 2022
62,758 SF
\$17,500,000



The Shops at Landmark

Doral, FL
December 2021
38,118 SF
\$22,100,000



Mirabay Village

Apollo Beach, FL
November 2021
94,697 SF
\$20,900,000



University Village

St.Petersburg, FL
September 2021
60,223 SF
\$27,550,000



Riverside Market Square

Jacksonville, FL
July 2021
42,448 SF
\$17,500,000



West Villages Marketplace

Venice, FL
April 2021
81,787 SF
\$28,450,000



Fountains West

Ocoee, FL
March 2021
65,097 SF
\$13,800,000

NRP Florida Recent Transactions - Community & Power Centers



Pineapple Commons

Stuart, FL
June 2022
255,072 SF
\$48,500,000



The Grove

Windermere, FL
May 2022
151,752 SF
\$64,000,000



Coral Landings III

Coral Springs, FL
May 2022
171,299 SF
\$37,400,000



The Village at Mitchell Ranch

Trinity, FL
April 2022
146,715 SF
\$68,000,000



Shops at Boca Center

Boca Raton, FL
March 2022
117,106 SF
\$90,000,000



Shoppes at Woolbright

Boynton Beach, FL
March 2022
146,759 SF
\$70,150,000



Fountains of Boynton

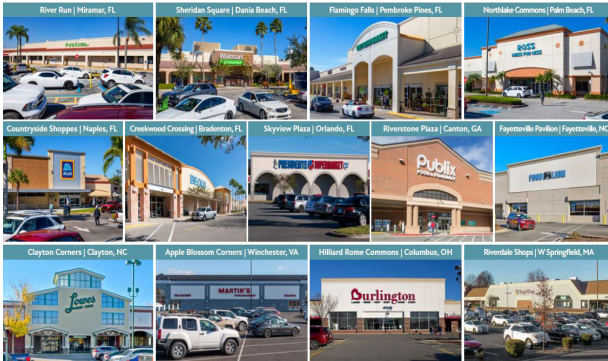
Boynton Beach, FL
December 2021
174,996 SF
\$79,500,000



Legacy Place

Palm Beach Gardens, FL
October 2021
425,316 SF
\$101,660,000

NRP Florida Recent Transactions - Portfolios



Sunbelt Retail Growth Portfolio

FL, GA, NC, VA, MA, OH
July 2022
2,297,462 SF
\$387,594,212



Kitson Portfolio

Various, FL
March 2019
1,280,314 SF
\$136,000,000



The Morris Companies Retail Portfolio

FL, NJ, NY, PA
December 2015
2,074,491 SF
\$369,390,014



Edens Publix Portfolio

Various, FL
December 2014
342,391 SF
\$50,675,000



Sunshine State Retail Portfolio

Various, FL
May 2014
347,478 SF
\$64,000,000



Spirit Portfolio

FL, GA
July 2013
1,071,810 SF
\$258,500,000



OCH Ziff Portfolio

AL, FL, GA, TX
November 2013
2,088,090 SF
\$307,000,000



RIF V Portfolio

Various, FL
November 2013
357,221 SF
\$60,850,000

NRP Florida Notable Transactions - Malls, Single Tenant, Specialty



The Pointe at Kendall Town Center

Miami, FL
March 2022
54,982 SF
\$31,500,000



Best Buy NNN Single Tenant

West Palm Beach, FL
May 2021
45,000 SF
\$12,050,000



Downtown Dadeland

Miami, FL
October 2018
128,258 SF
\$78,200,000



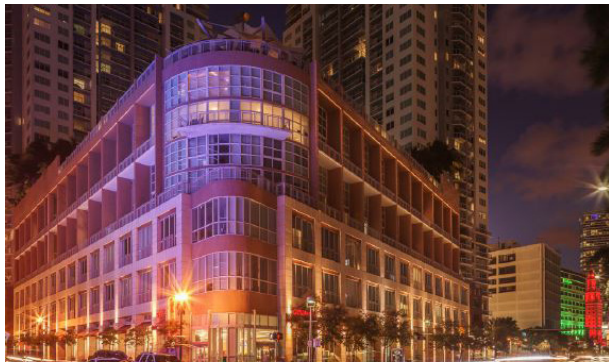
Gulf Coast Town Center (Recapitalization)

Ft. Myers, FL
March 2017
989,515 SF
\$155,000,000



Oviedo Mall

Oviedo, FL
February 2017
554,973 SF
\$15,350,000



Vizcayne Retail

Miami, FL
May 2015
346,200 SF
\$27,200,000



Winter Garden Village

Orlando, FL
June 2013
1,071,810 SF
\$196,000,000



Whole Foods NNN Single Tenant

Miami, FL
August 2012
35,996 SF
\$19,800,000

Key Current Themes (November 2022)



The retail market remains historically tight with strong leasing, record low availability and growing rents.



Absorption for retail assets was positive for the 7th consecutive quarter in Q1 2022.



The development pipeline remains stagnant, as elevated costs make new construction difficult.



After reaching historical highs in 2021 and early 2022 pricing has been under pressure due to a combination of rising interest rates, concerns about recession and inflation plus the “denominator effect” since the 2nd quarter of 2022.



Demographic Trends show opportunity in primary, secondary, and tertiary markets, especially in the Sunbelt where net migration is high.



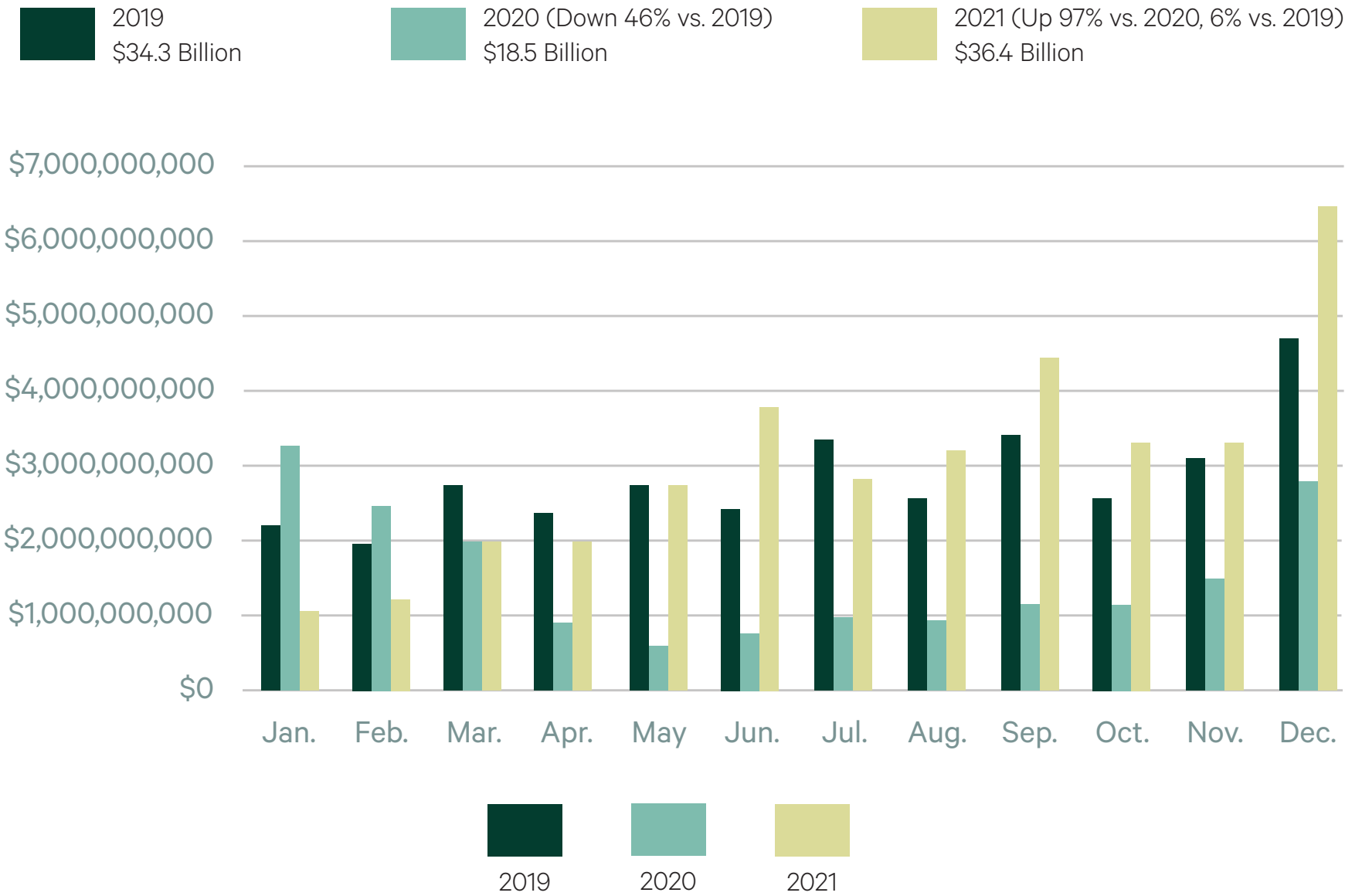
Low consumer sentiment is beginning to take a toll on retail sales, although 2022 still has the back to school and the holiday shopping seasons to look forward to.

Source: CBRE Research, CBRE Econometric Advisors, Real Capital Analytics

National Open-Air Retail Trading Volume: 2021 > 2019

- + 2021 open-air retail trading volume was 6% higher than 2019 and 97% higher than 2020.
- + Open-air retail trading volume from August-December 2021 was up 27% compared to the same period in 2019.

Open-Air Retail Trading Volumes 2019-2021



Source: RCA, January 2022
*RCA data was filtered for only multi-tenant retail strip transactions excluding malls, single tenant and urban street front retail.

...Trade volumes remained strong in Q1 & Q2 2022 , with each outpacing the year ago periods ... that said interest rate, debt liquidity and general economic concerns are driving lower volumes in the 2nd half of 2022 as investors grow more cautious.

U.S. Retail Capital Markets Volume Quarterly, in Billions of \$



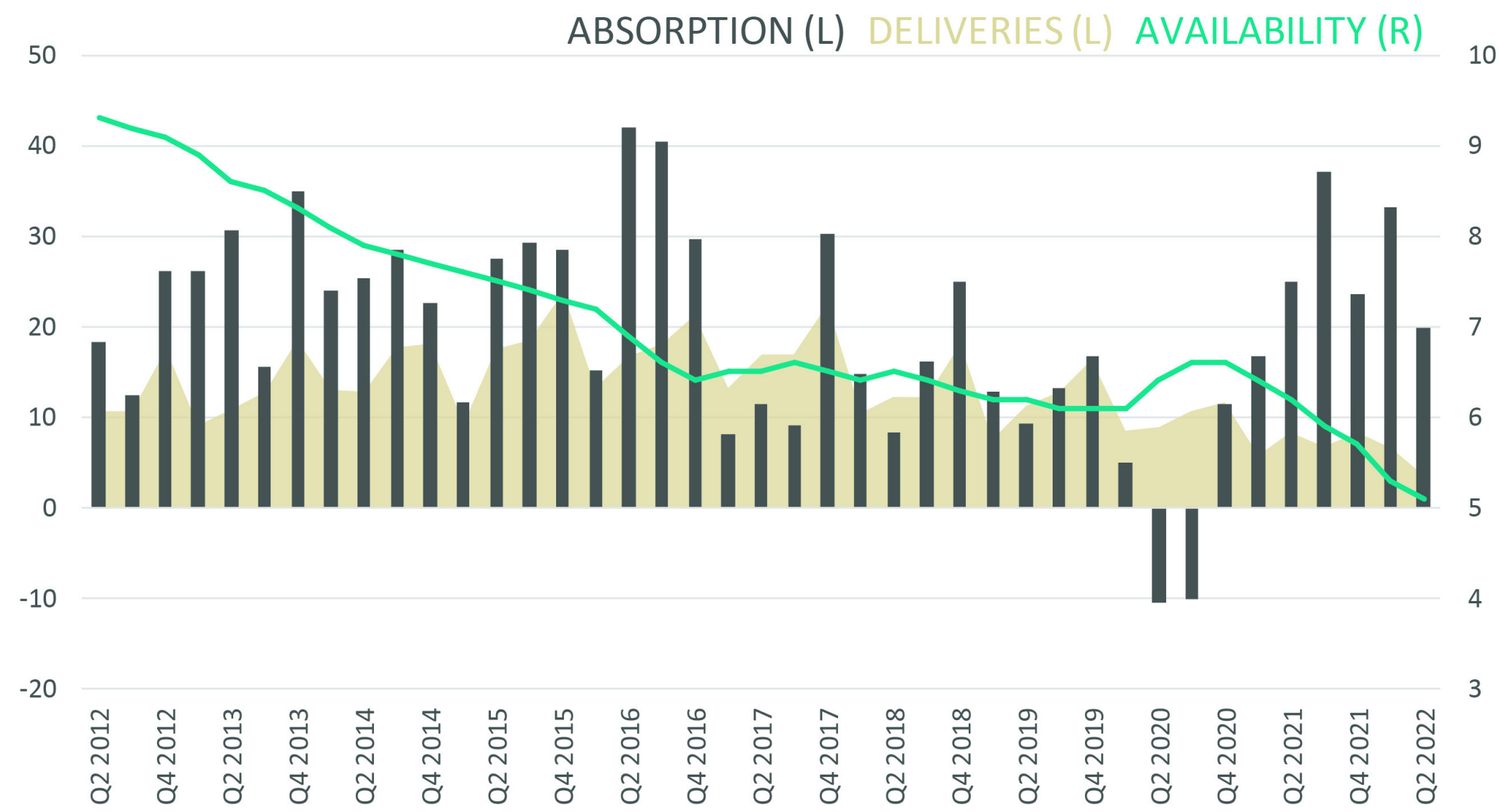
Source: CBRE Econometrics Advisors, Q2 2022

Absorption for retail assets was positive for the 7th consecutive quarter in Q2 2022...

...while completions remain below long term averages...

...resulting in 10 year lows in retail availability.

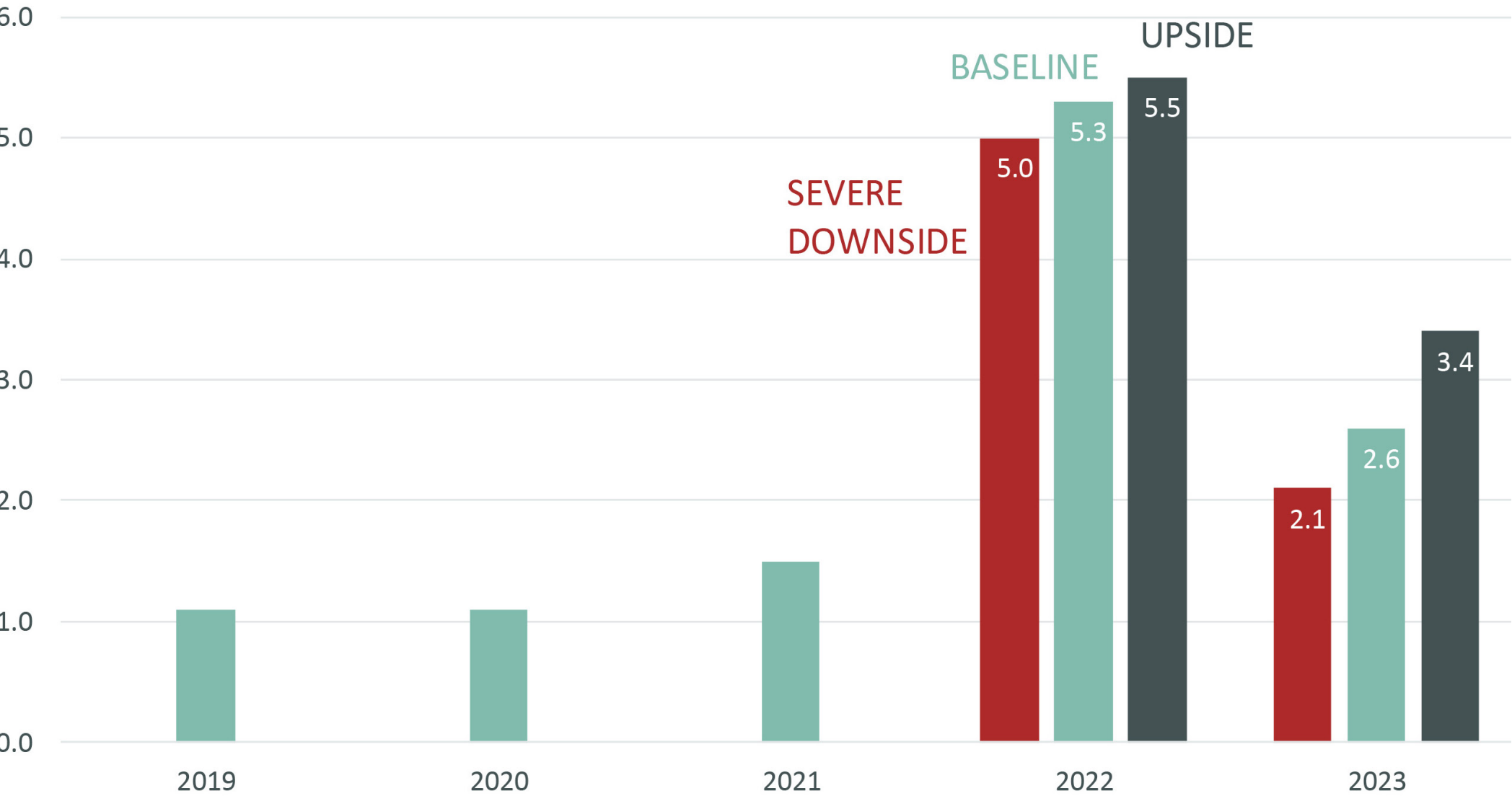
Retail Space Absorption, Deliveries, and Availability Quarterly, In Millions of SF, and Availability by %



Source: CBRE Econometrics Advisors, Q2 2022

CBRE projections for rent show extraordinary growth for 2022, and continued strong growth in 2023, but inflation could counter this.

U.S. Retail Asking Rent Forecast, by Scenario % Change, U.S. Neighborhood and Community Centers



Source: CBRE Econometrics Advisors, Q1 2022

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FLORIDA

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