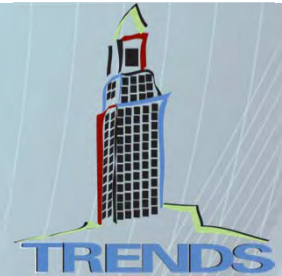


2013 Baton Rouge Retail Market Overview



Presented by:
Jonathan D. Walker, CCIM

April 18th, 2013

Committee Members: Charlie Colvin, Austin Earhart, Wade Greene, Sean McDonald, Dottie Tarleton, Colin Smith, Justin Langlois, Evan Scroggs

Aerial Photography by John Wren

Special Thanks to Herb Gomez and Ken Damann at GBRAR Office



National Headlines

- US Mall Sales Surging
- Office Depot / Office Max Merger
- Supermarkets buying their own centers
- Landlords should consider non-retail uses
 - Medical, Fitness, Financial planners
- Warehouse Clubs taking market share
- Target fights showrooming
- Landlords outsourcing utility bills



Local Retail Trends

- Cortana Sold
- Will Perkins Rowe Trade Hands?
- Medical, Office, Industrial, Housing Expansion
- Expansion of Grocers
- Vacancy Rate stabilized
- New Development!





2013 Shopping Center Survey

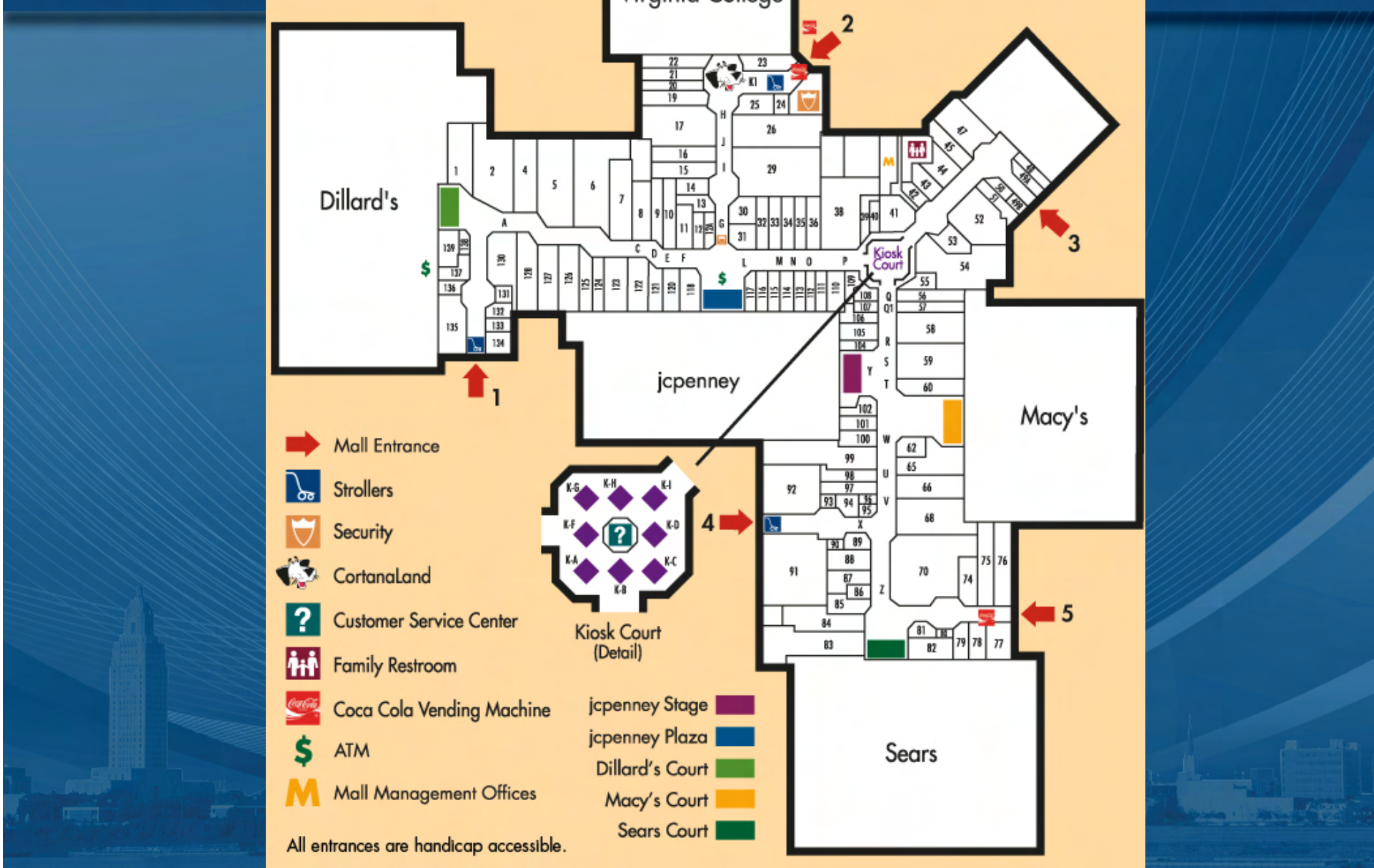
- Total Area Surveyed: 8,616,676 sq/ft
- Number of Centers: 124 Centers
- Trends – Excluding Lifestyle Centers
 - Average rent and reimbursements total \$16.20/ft
 - Overall vacancy rate 9.86%
 - Vacancy rates for the past two years are the best since 2007
 - Centers with 250,000+ SF continue to yield higher average rents (\$20.59/ft) and less vacancy (1.1%)



Tale of Two Malls











Redevelopment



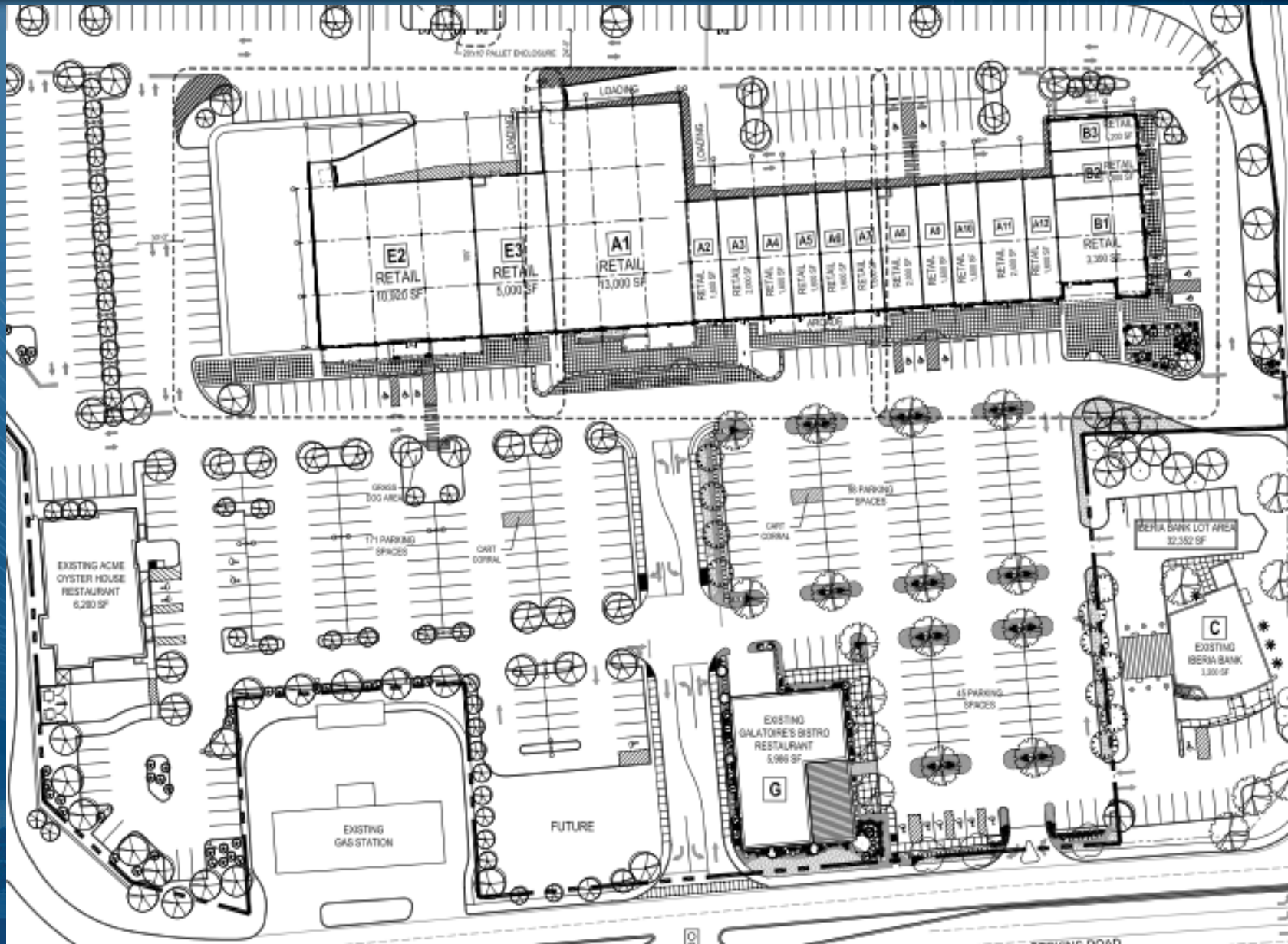


Acadian Village





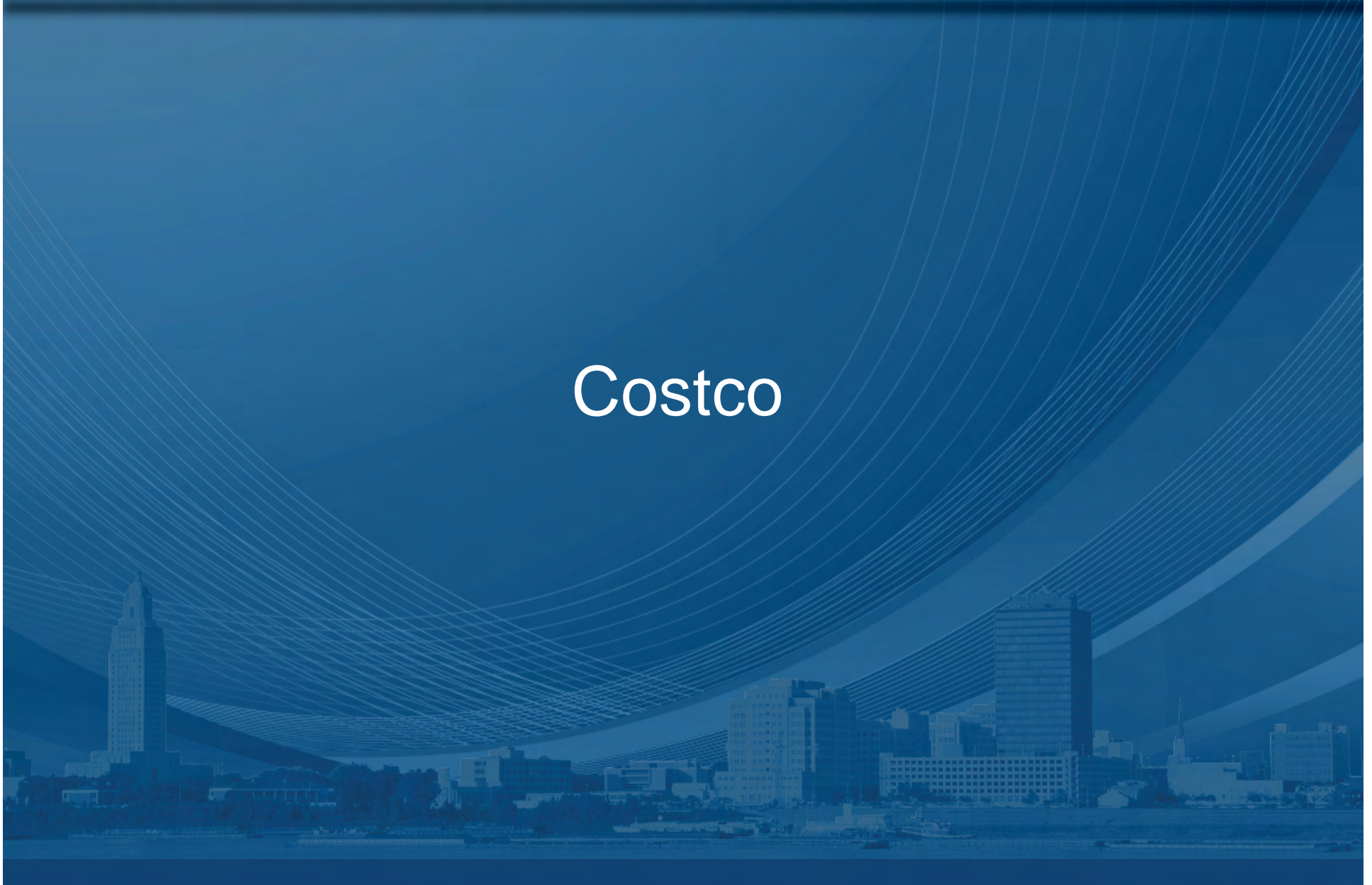








Costco







Ethan Allen









New Developments





Willow Grove











Alexanders







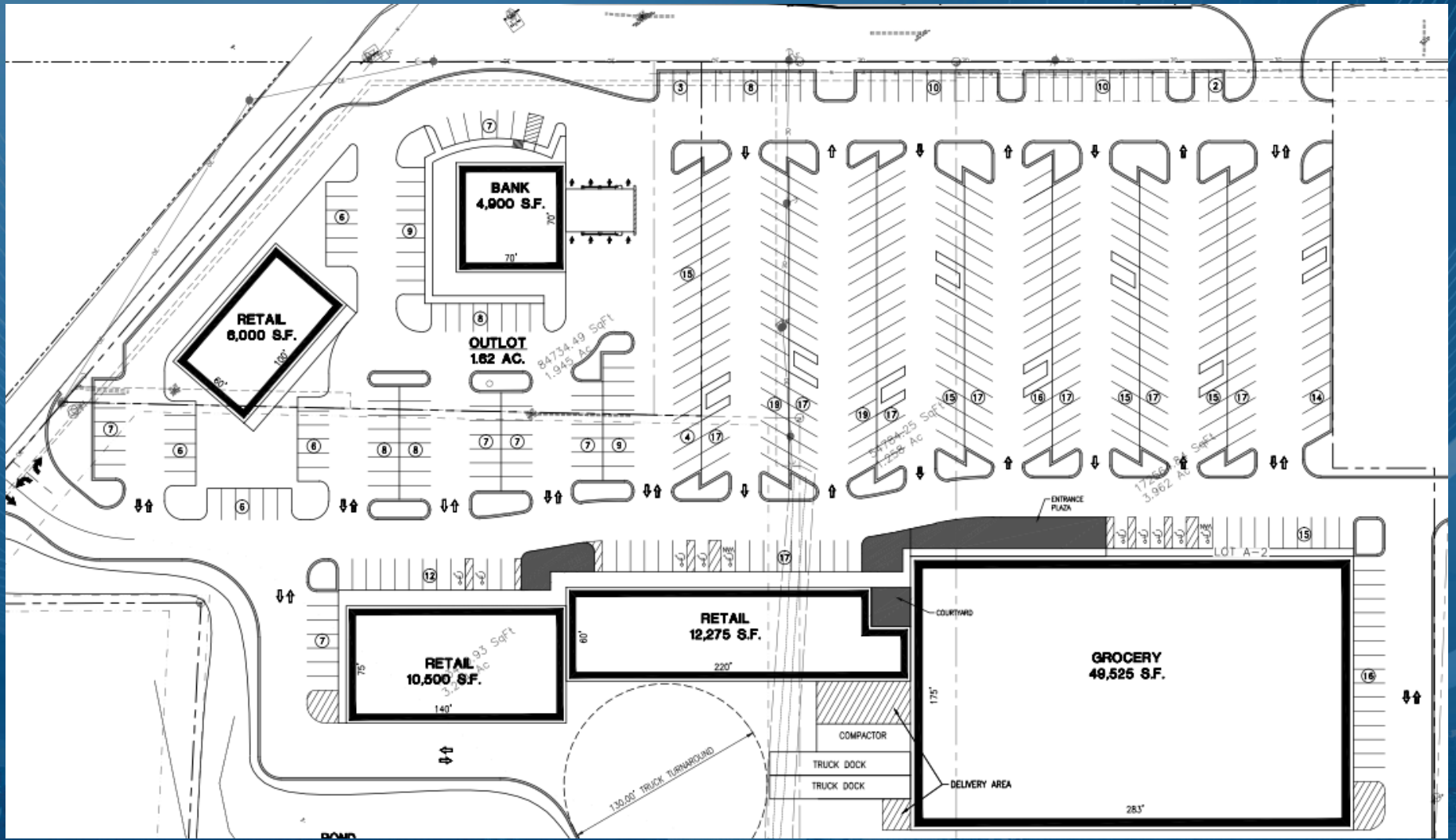




LeBlanc's



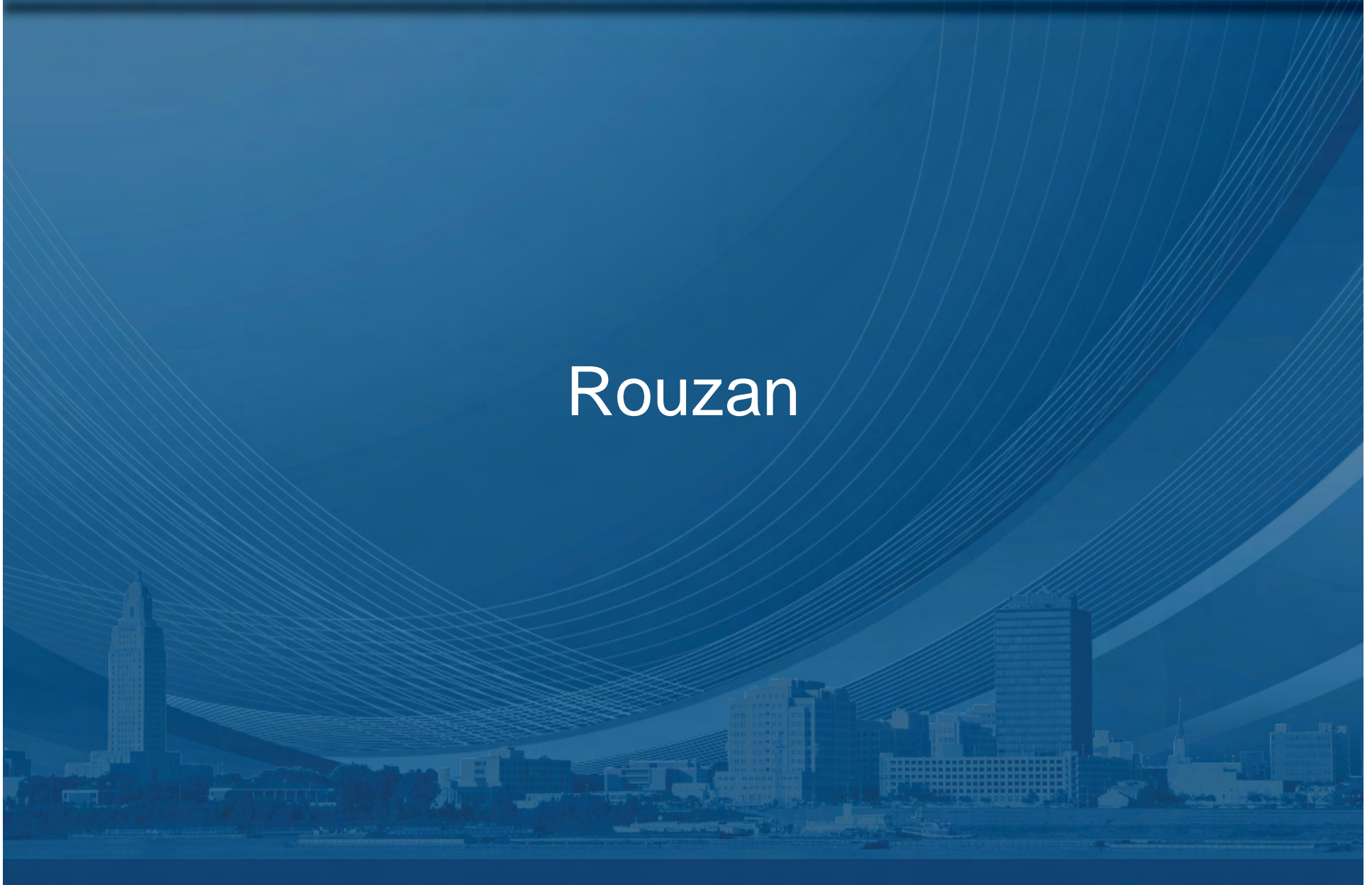




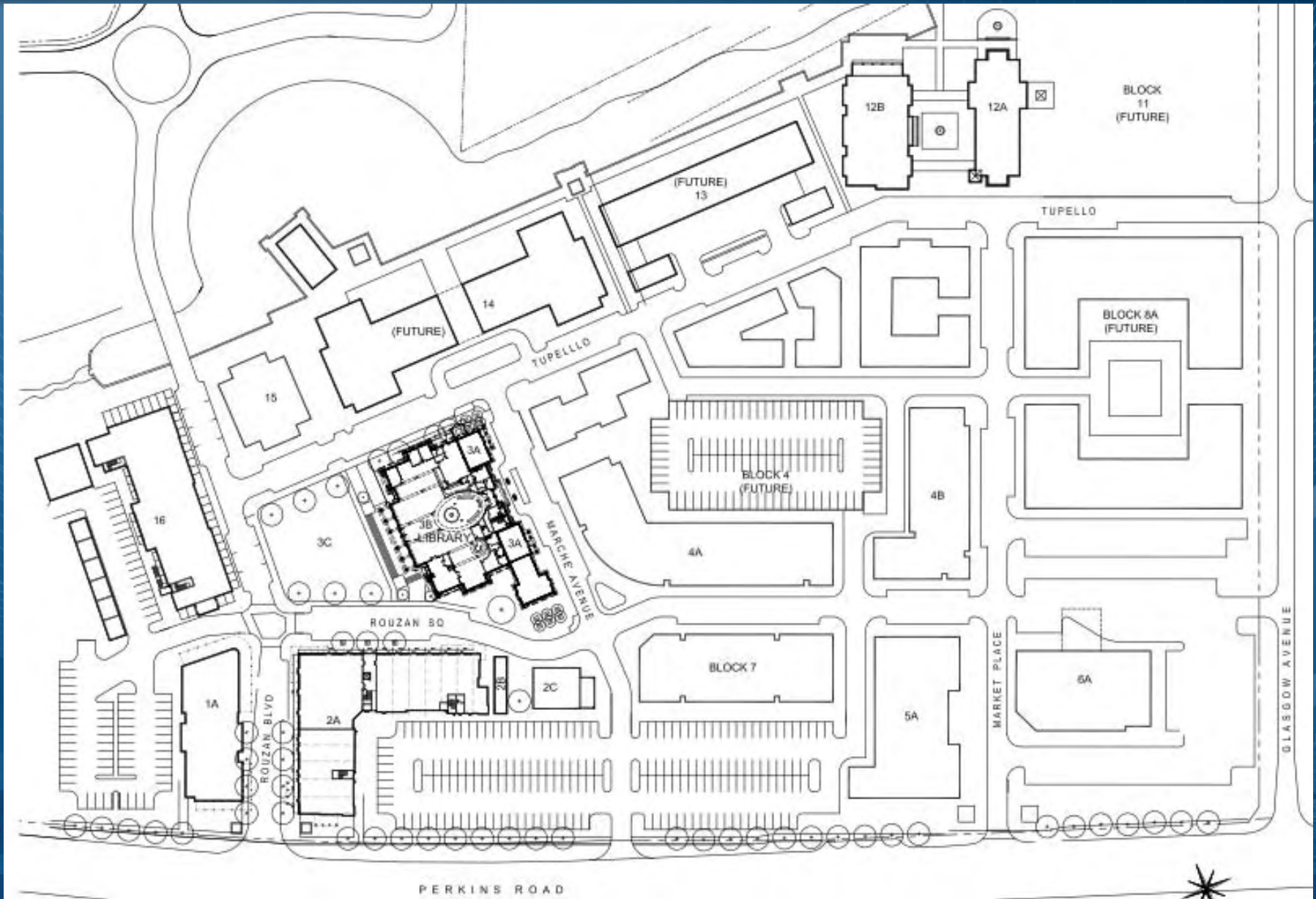


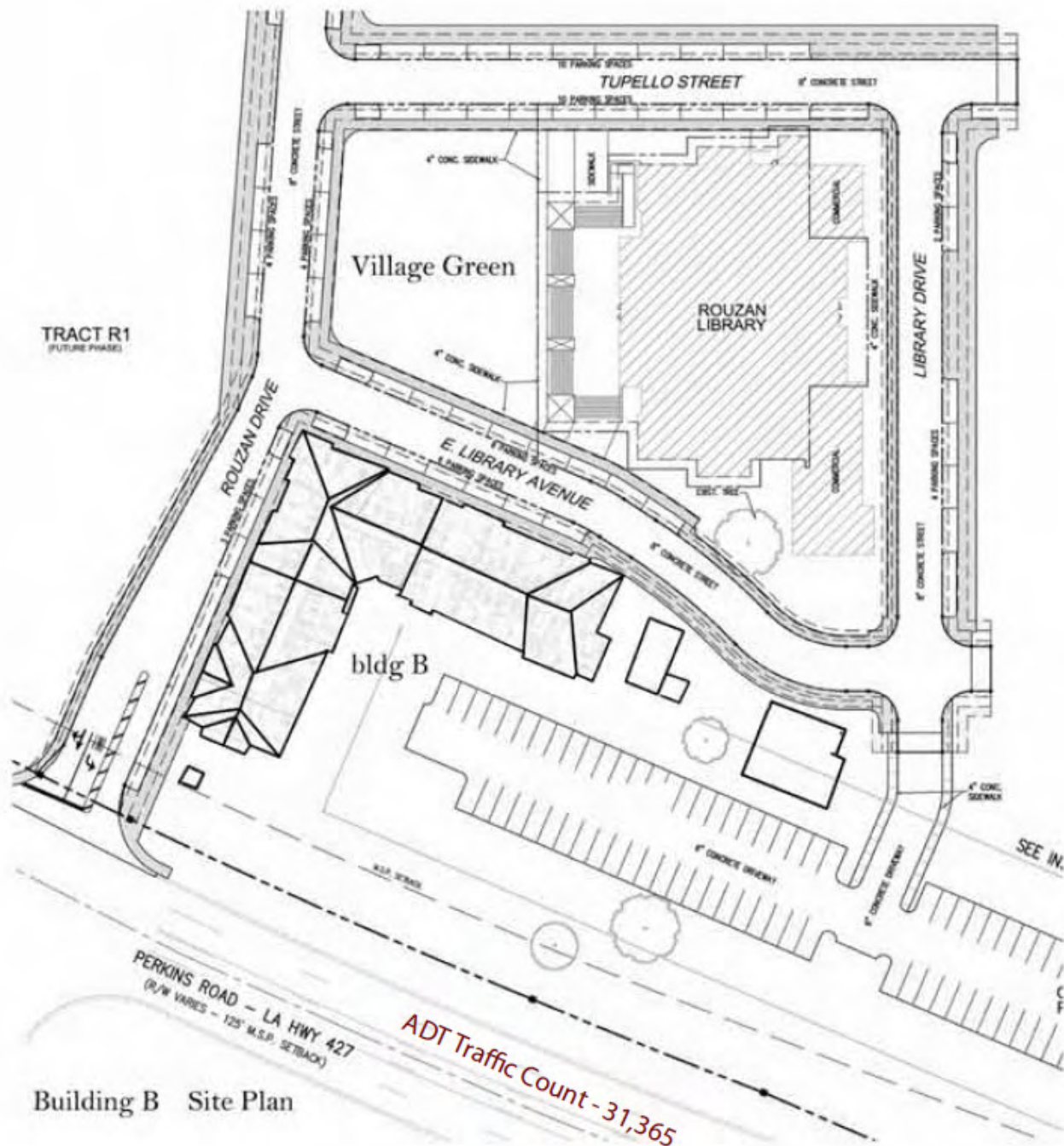


Rouzan









Building B Site Plan







Future Developments

- Long Farm
- Livingston Square
- Juban Crossing
- Wal-Mart – Bluebonnet / Burbank
- Millerville at I-12
- Americana
- Riverhouse





What's in store for Baton Rouge Retail

- Continued Redevelopment
- New Development (with tenants in place)
- Retailers will pay high prices for good real estate
- Retailers and Landlords continue “efficiency” trend





Jonathan D. Walker, CCIM



Retail Committee Members:

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Thanks to John Wren, Wren's Aerial Photography, LLC

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