



Retail Presentation Looking Back at 2015 and Moving Forward in 2016

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CARDENTE
REAL ESTATE
Commercial / Investment Brokerage



Greater Portland Net Absorption Rate Comparison of 2015 vs. 2014

	2015 SF	vs.	2014 SF
Beginning of Year Inventory	6,460,738		6,460,738
Beginning of Year Vacant	<u>237,658</u>		<u>277,283</u>
Beginning of Year Occupied	6,223,080		6,183,455
End of Year Inventory	6,460,738		6,460,738
End of Year Vacant	<u>232,589</u>		<u>237,658</u>
End of Year Occupied	6,228,149		6,223,080
Net Absorption	5,069		39,625

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	3,397,616	98,925	2.91
Community	1,547,655	104,122	6.73
Strip Center	426,401	18,362	4.31
Single Tenant (over 10,000 SF)	1,089,226	11,180	1.03
Totals	6,460,898	232,589	3.60

Source: Malone Commercial Brokers

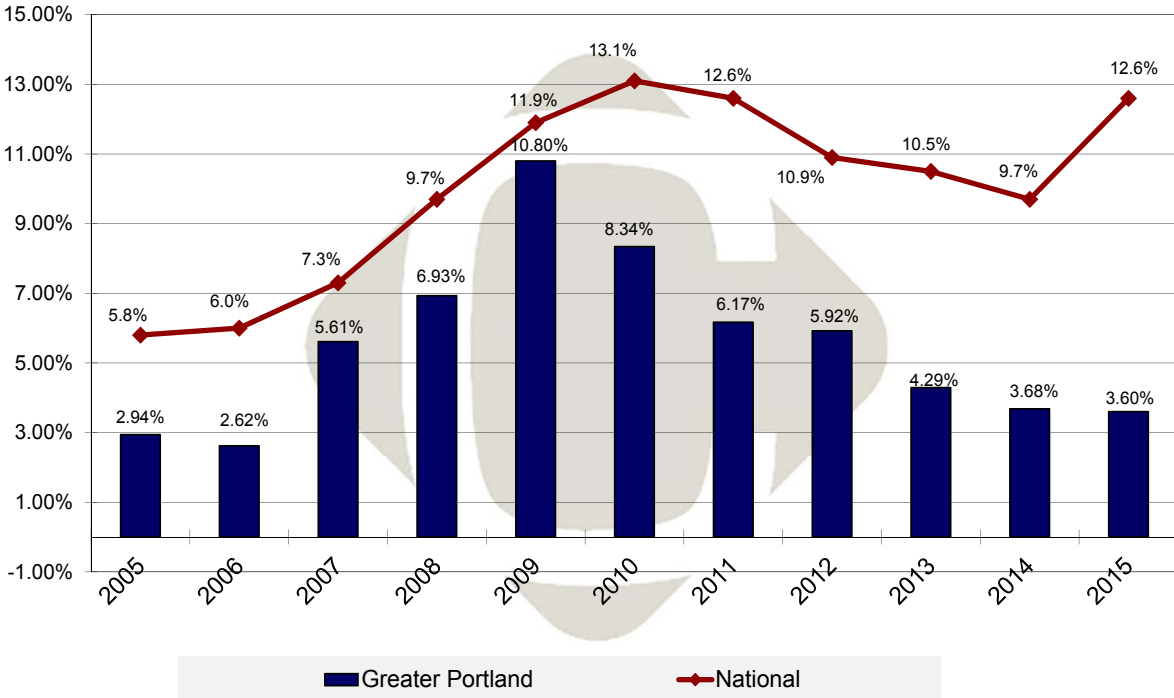
Greater Portland Vacancy Rate - By Town

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

Town	Total Area	Vacancy	%
Portland	1,305,779	68,071	5.2%
South Portland	3,004,466	72,666	2.4%
Scarborough	1,262,326	13,500	1.1%
Falmouth	544,682	74,633	13.7%
Westbrook	308,910	3,719	1.2%
Cape Elizabeth	34,735	0	0.0%

Source: Malone Commercial Brokers

Vacancy Rate - Local vs. National



Major Store Closures



RadioShack®

Large Vacancies 2014-2015

	Year End 2015	Year End 2014
Falmouth Shopping Center Vacancies partly due to Shaw's relocation in Center and Rite Aid moving to pad site	66,630	62,970
Cabela's 21,640SF (New construction 2008)	14,500	15,000
Clark's Pond	0	25,435
Pine Tree Shopping Center - some vacancy due to Marden's moving and not being completely re-leased	34,662	30,262
Total	115,792	133,667

Average Lease Rates 2015 vs. 2014

Asking Lease Rate Table Comparison				
	2015	2015	2014	
	Range	Average	Average	% Change
Prime Market	\$12-\$30	\$11.78	\$11.78	-0.02%
Secondary Market	\$8-\$31	\$16.07	\$16.07	0.02%
Overall Averages	\$15.43-\$19.80	\$14.42	\$14.42	-1.37%

New Construction & Major Relocations

HomeGoods
Marshalls

Scarborough Gallery

PET SMART



BOB'S
DISCOUNT
FURNITURE

New Franchises to Maine

FATFACE
UNITED KINGDOM

**EUROPEAN
WAX
CENTER®**



carhartt®

PINK
VICTORIA'S SECRET

**DOLLAR
GENERAL®**



ANTHROPOLOGIE

Relocations & Expansions

lane**bryant**



Mainely Tubs
relax with us



Veranda Thai Restaurant

SOAKOLOGY™

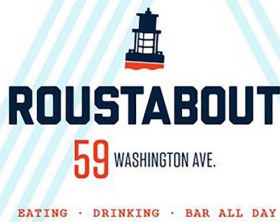
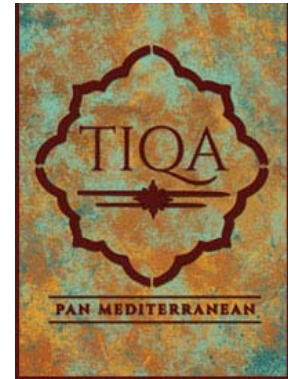
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Mainers Love Their Restaurants

EAST ENDER
RESTAURANT
—
BAR



Mainers Love Their Restaurants



Old Port and Downtown Portland

- Positive news on the Old Port and Downtown Portland continues in 2015
- Anthropologie's presence on Middle Street has helped seen an increase in demand for that area
- Restaurants, Restaurants, Restaurants
- Average leases in the \$25-\$35 PSF range for spaces in the typical Old Port size of 1200-1800 SF.
- Almost zero vacancy rates on most of Commercial, Fore and Exchange Streets
- East End and West End areas are booming as well



Southern Maine Retail (Outside of Greater Portland Market)

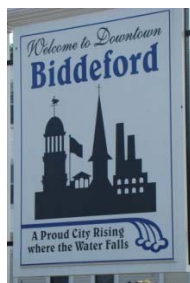


- New and existing retailers expanding
- Coastal Maine Popcorn, British Goods, Stirling & Mull, Dube Music
- Purchase of 186 Lower Main St. by Midcoast Federal Credit Union
- 2016 expansion planned for Freeport Village Station



- Auto Zone on Route 302
- Deck House Restaurant at Seacoast
- Franco's Bistro
- Low vacancy rates

Southern Maine Retail Continued



- Route 111 Corridor seeing extensive interest – local and national
- New projects planned for 2016
- Downtown spaces filling with new restaurants and sports bars
- Mill buildings – retail will follow residential growth



- Main Street retail is more active in 2015
- Ground Round at Cinemagic
- 30,000-40,000 Retail/Office planned at Mill building
- Increased activity

Significant Retail Sale Transactions in 2015



- 740 Broadway, South Portland - Strip Center \$4,000,000
- Shops at Long Bank, Kennebunk - Hannaford anchored \$6,900,000
- Sebago Plaza, Windham \$1,050,000
- Cook's Lobster House, Boothbay Harbor \$1,250,000
- Topsham Crossing, Topsham \$1,870,000
- Ryan's Corner House, Wells \$1,050,000

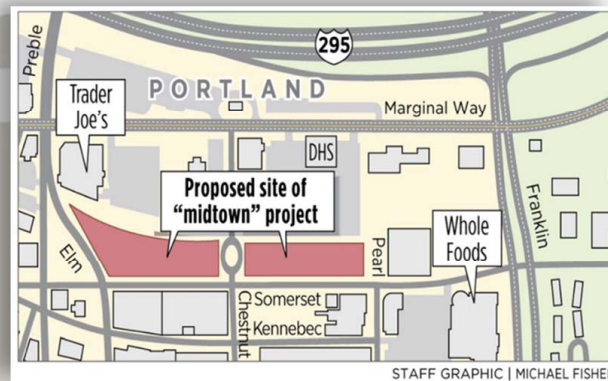
Greater Portland 2016 Developments

Bangor Savings Bank

You matter more.



Marginal Way Projects
Portland, ME



Midtown Development
Mixed Use
90,000± SF Retail
Somerset Street, Portland, ME

CARmax

New Developments Underway

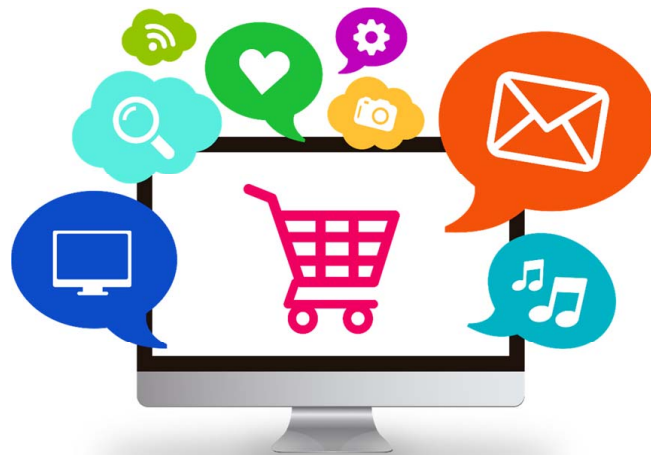
Coming Soon...



Dirigo Plaza

550,000± SF
Route 25
Portland/Westbrook,
ME

E-Commerce



Top Retail Trends in 2015

- Boomers & Millennials Heavily Influence Retail
- Social Networks Serve as Shopping Platforms
- Corporate Social Responsibility
- Retailers Experimenting with Technology
- More Accessible & Powerful Data
- Retailers Investing in Better Ways to Protect Customers
- More Commerce Sites Offline
- Retailers Localize
- Mobile Growth - All Directions
- Stores with Omnichannel Strategies will Continue to Thrive

Retail Trends for 2016



Predictions



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