Retail Supply & Demand Trends
Metro Denver

- Deliveries
- Absorption
- Vacancy
Retail Trends (weighted avg. rate)
Metro Denver

2001 2002 2003 2004 2005 2006 2007

$14.46 $15.31 $15.01 $14.74 $16.62 $15.97
Retail Trends-Developments

**Lifestyle Centers**
- 3 opened in 2006-Northfield, Southlands, 29th St
- 2 under construction-The Orchards, Streets at Southglenn
- Proven-Higher Rents
- Entering Secondary Markets

**TOD and TOD Ready**
- Not always Transit Oriented
- Mixed-use/ Residential Driven
- Urban “like”
- Downtown, Cherry Creek, Colfax
Retail Trends-Industry

Consolidation

$60B in retailer buyouts in 2006
Real Estate Services Companies
Real Estate Owners

Becoming More Global

50 countries represented at 2007 ICSC
Importing-Tesco, Zara, H&M, Uniolo
US retailers with international presence

Grocery Chains still in Flux
Retail Trends-Retailers

**Bi-Polar Performers**
- Discount
- Luxury

**Wal Mart Slowdown**
- 190 US stores revised from 270

**Taken a Hit**
- Home Improvement
- Furniture
- Home Electronics

**Internet Sales**
- Continues to grow-25% in 2006
- Only 7% of total retail sales
- Women account for 60%
- 44% of Computers
Going Green

Developments
Retailers-Wal Mart is #1
Retail Goods
Service Companies
ICSC-Green Pavilion
Denver Retail Market Outlook 2007

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