



& MID-ATLANTIC CONFERENCE **DEAL MAKING**

FEBRUARY 17, 2015 – FEBRUARY 18, 2015

PRESENTATION BY DAVID WEISEL



NATIONAL ECONOMIC RECOVERY IS COMPLETE

United States | 1981-2014



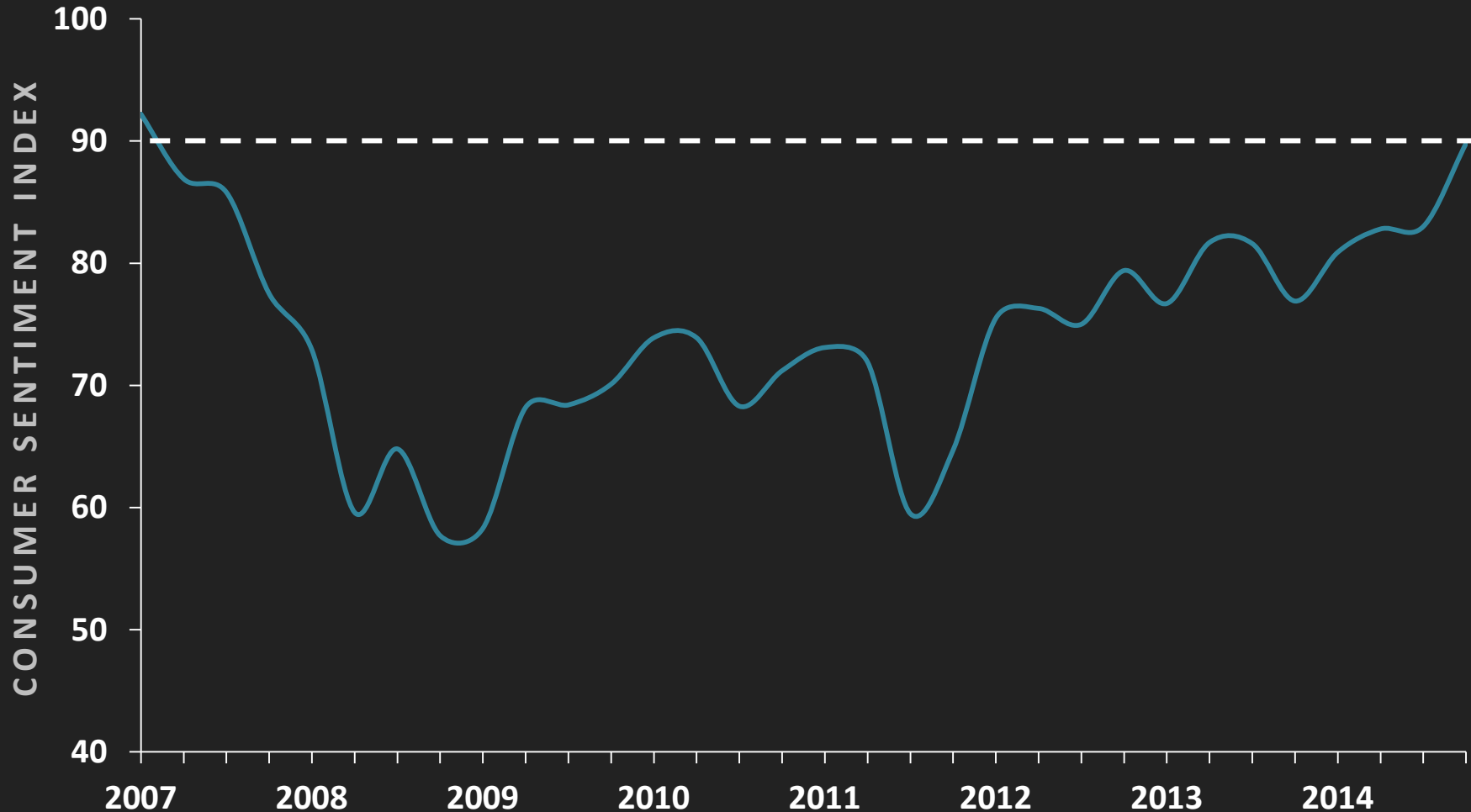
Source: BLS, BEA, Center for Regional Analysis, Global Insight, Delta Associates; February 2015.



CONSUMER SENTIMENT

United States | 2007 – 2014

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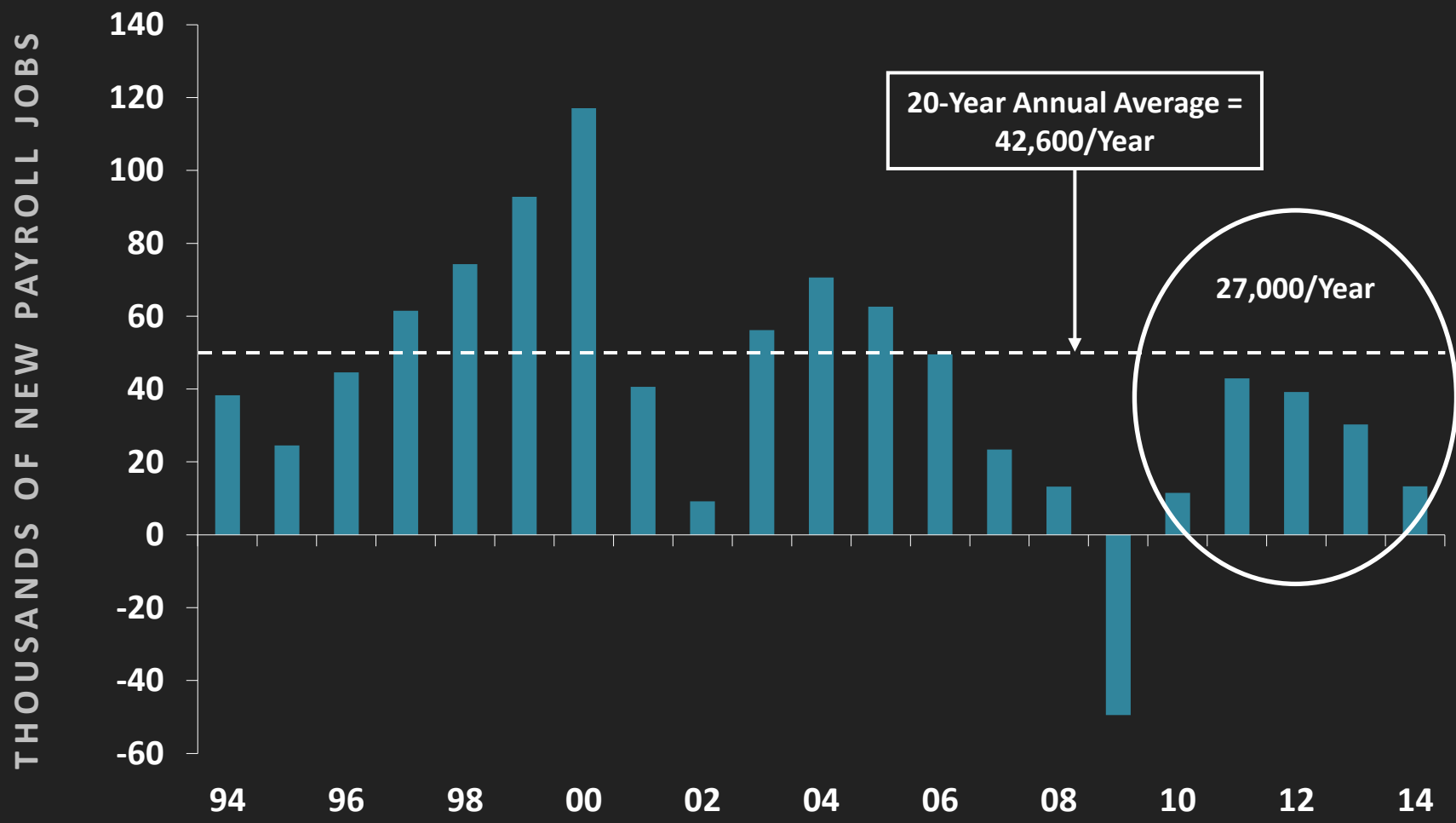


Source: University of Michigan, Delta Associates; February 2015.



PAYROLL JOB GROWTH

Washington Metro Area | 1994 – 2014

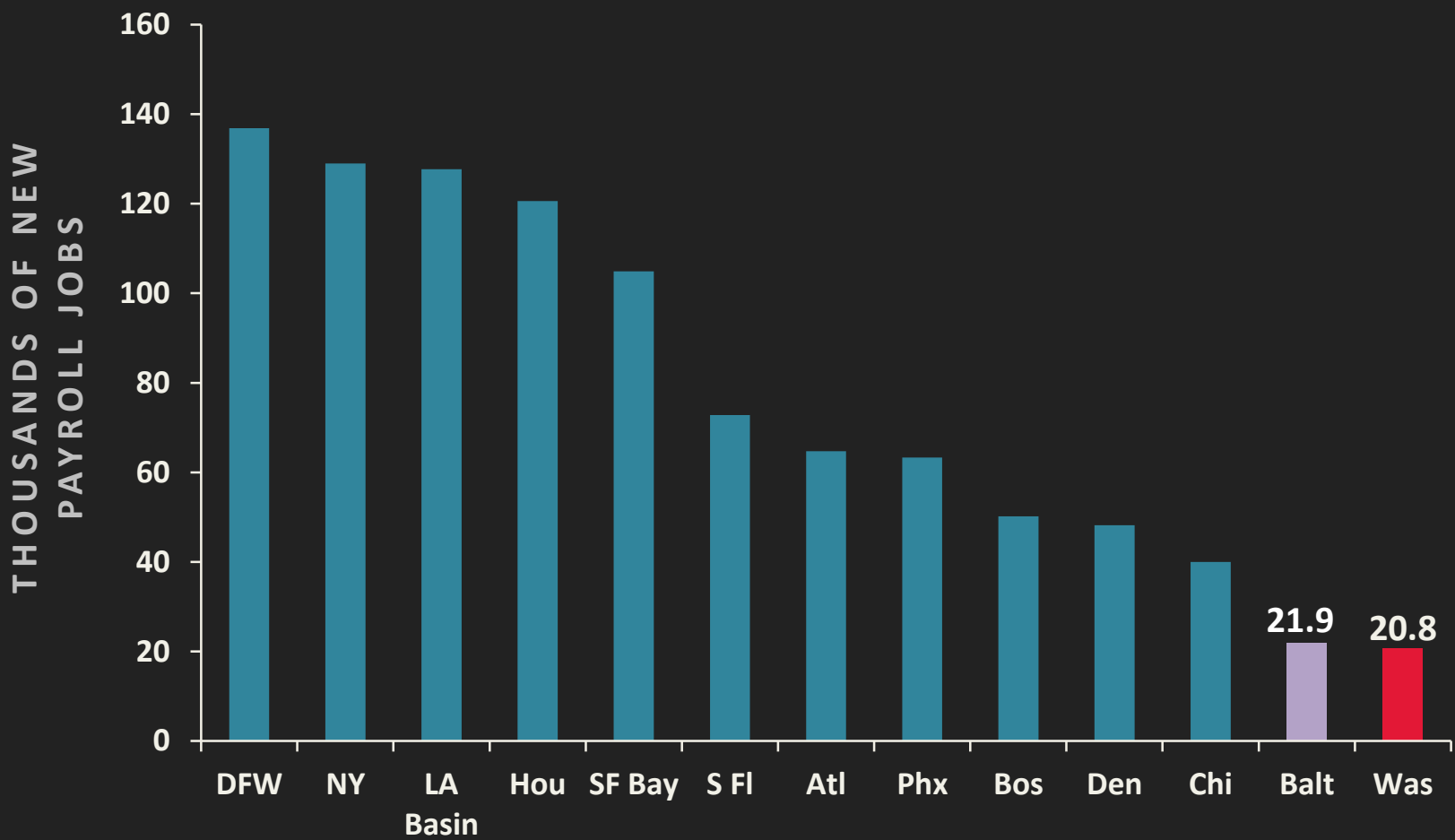


Source: BLS, Delta Associates; February 2015.



PAYROLL JOB GROWTH

Selected Metro Areas | 12 Months Ending December 2014



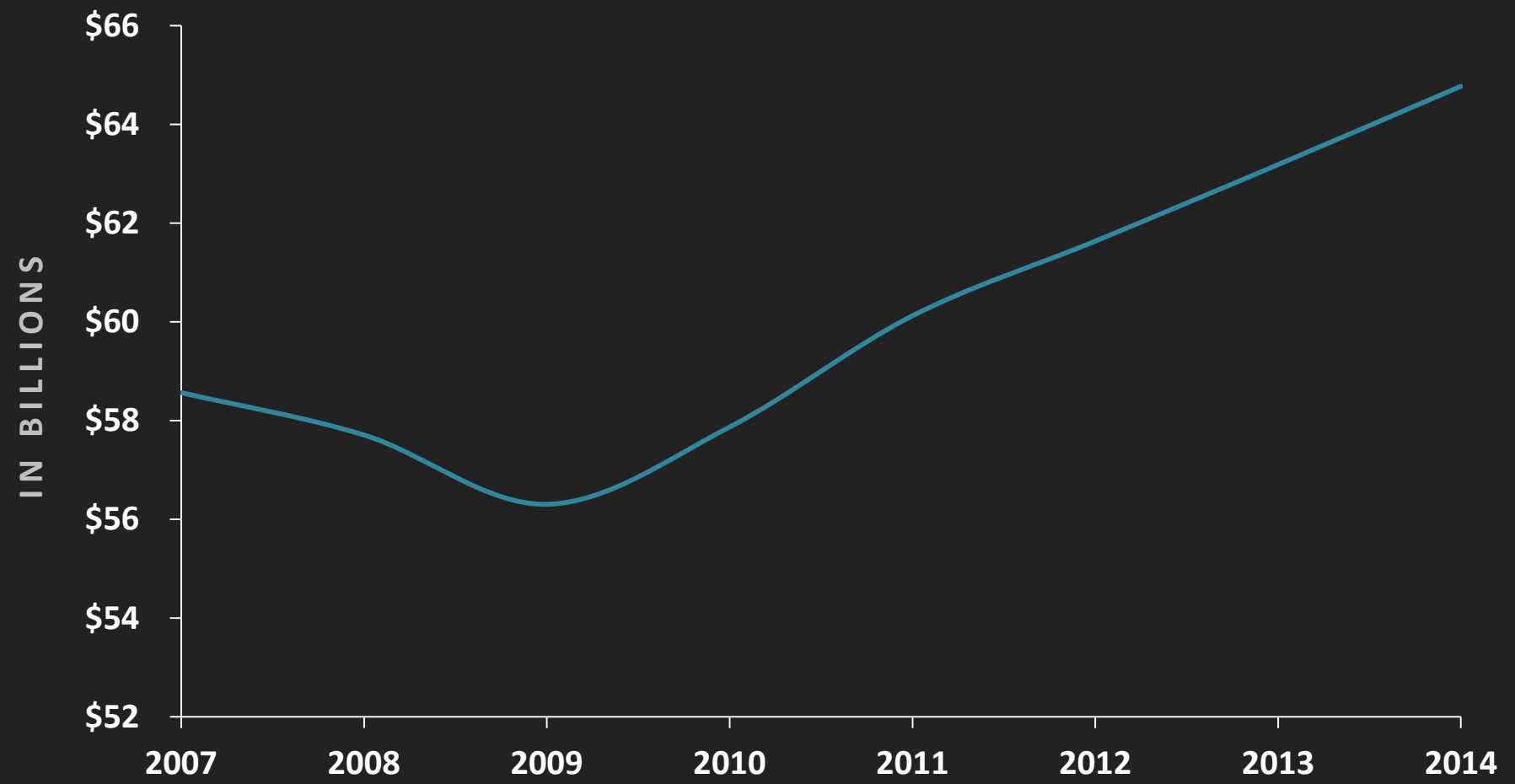
Source: Bureau of Labor Statistics, Delta Associates; February 2015.



ANNUAL RETAIL SALES

Washington Metro Area | 2007 – 2014

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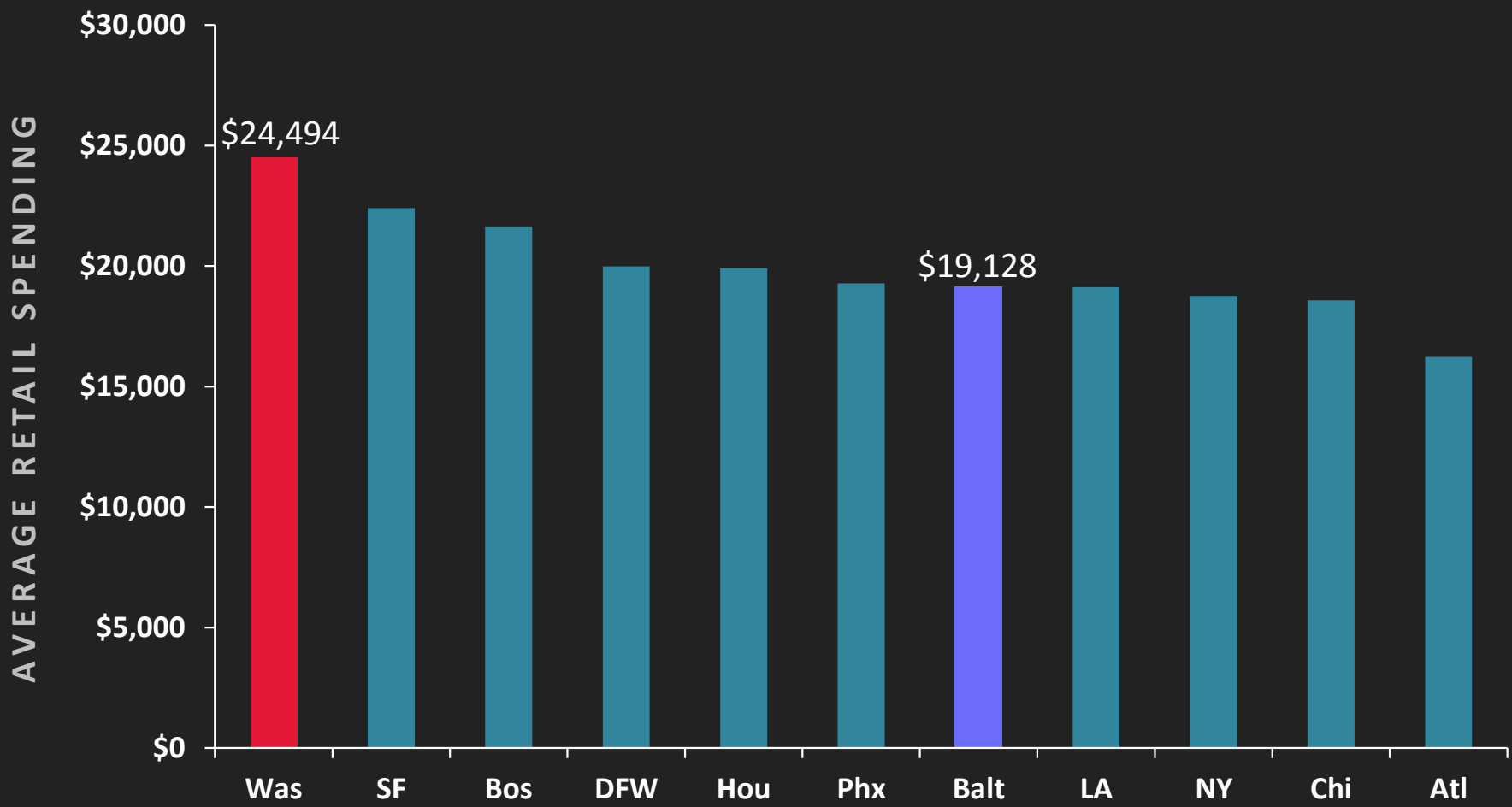


Source: Woods & Poole, Delta Associates; February 2015.



AVERAGE RETAIL SPENDING PER HOUSEHOLD

Selected Metro Areas | 2013

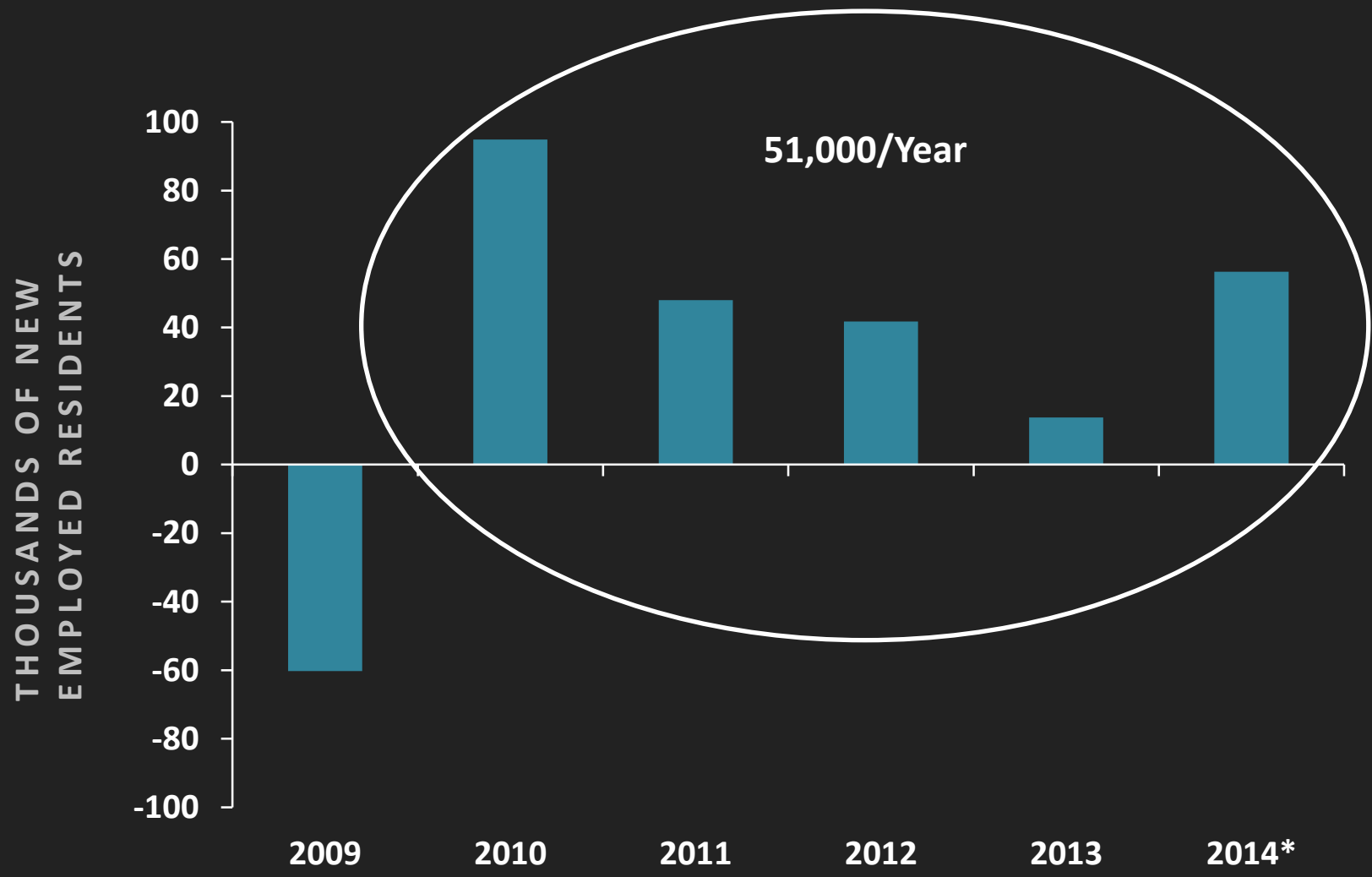


Source: Bureau of Labor Statistics, Delta Associates; February 2015.



CHANGE IN EMPLOYED RESIDENTS

Washington Metro Area | 2009 – 2014



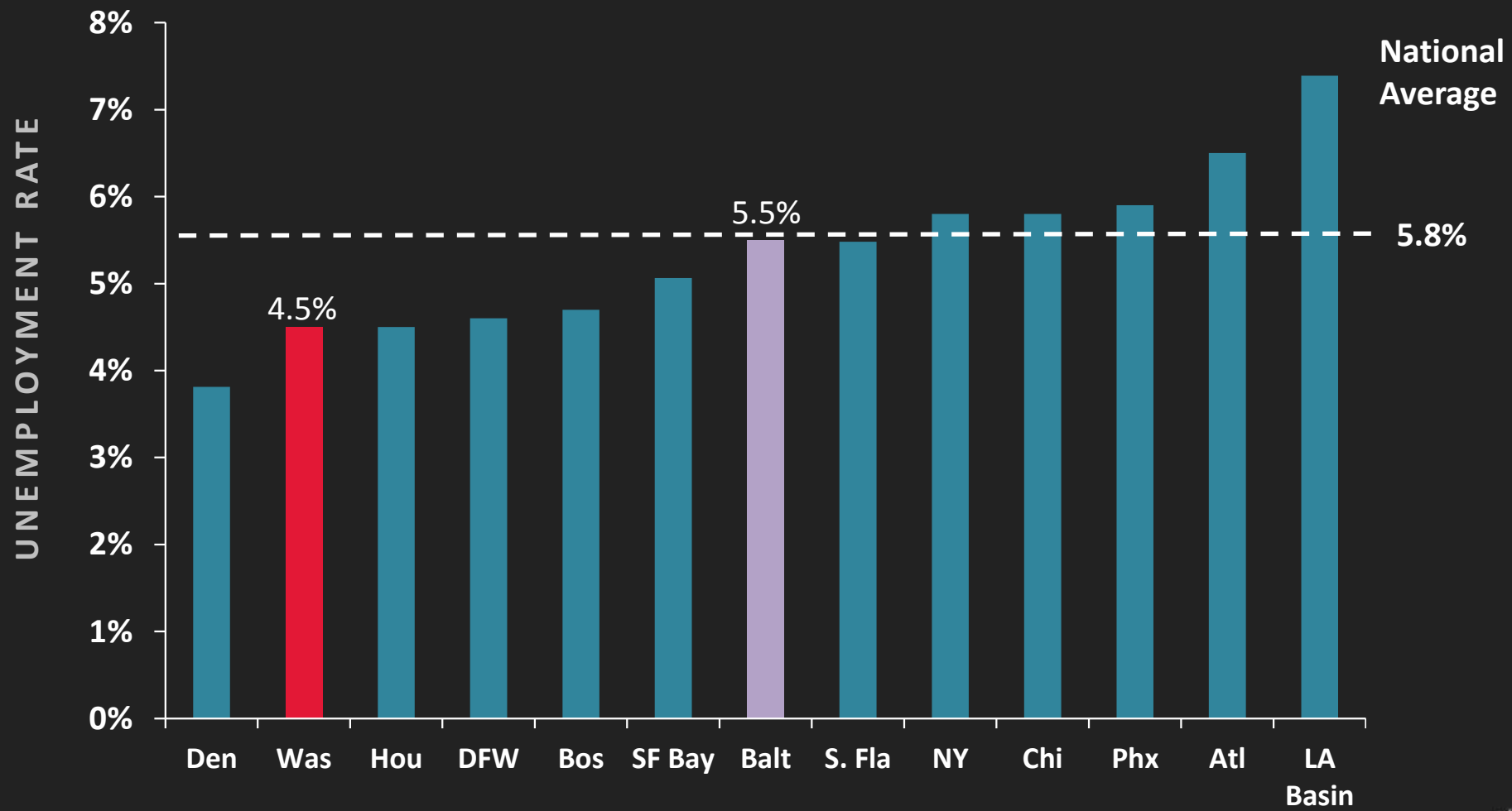
Source: GMU Center for Regional Analysis, Delta Associates; February 2015.

*12 months ending October 2014.



UNEMPLOYMENT RATE

Large Metro Areas | November 2014

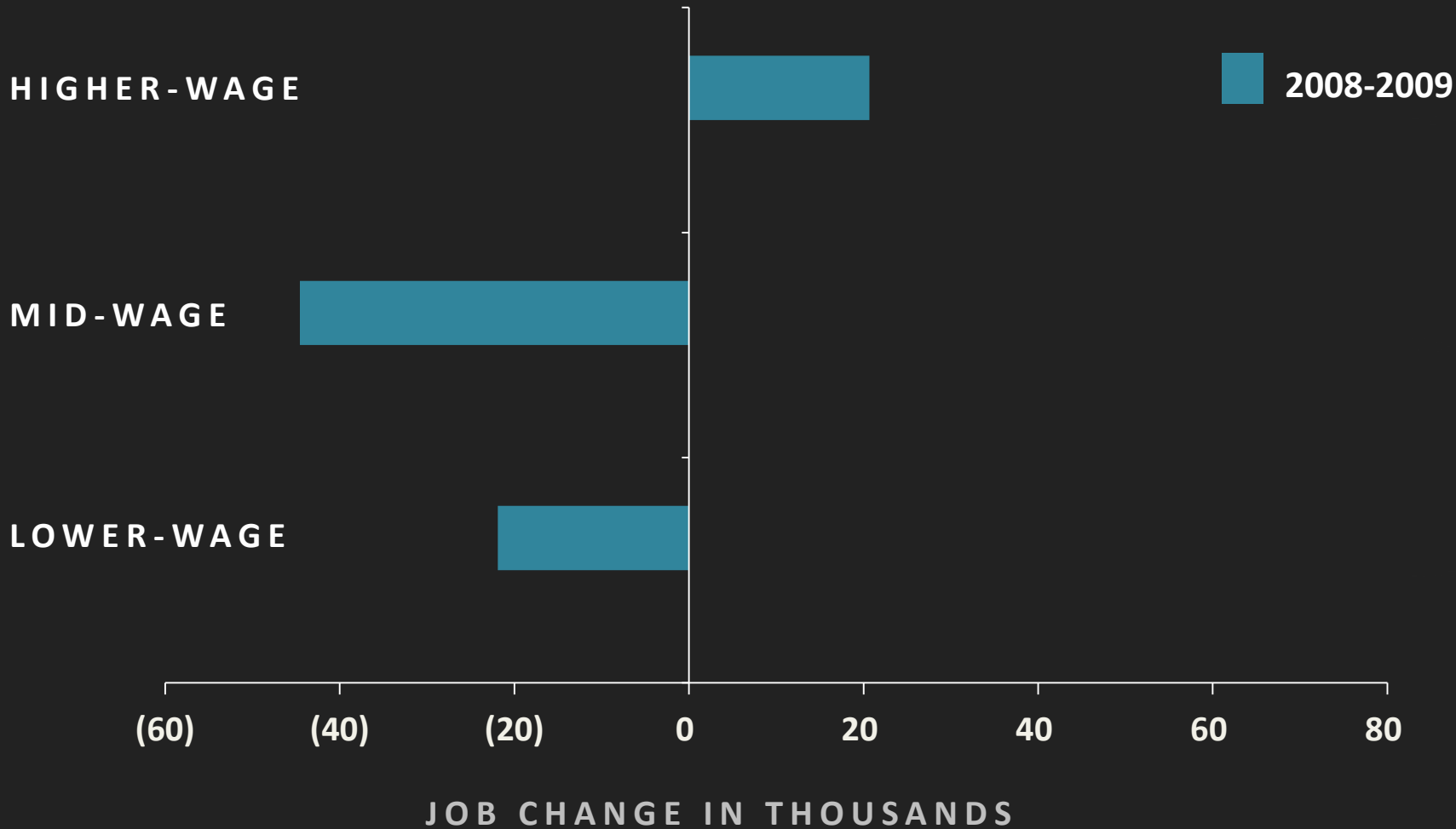


Source: BLS, Delta Associates; February 2015.



PAYROLL JOB CHANGE BY WAGE

Washington Metro Area | 2008 – 2009

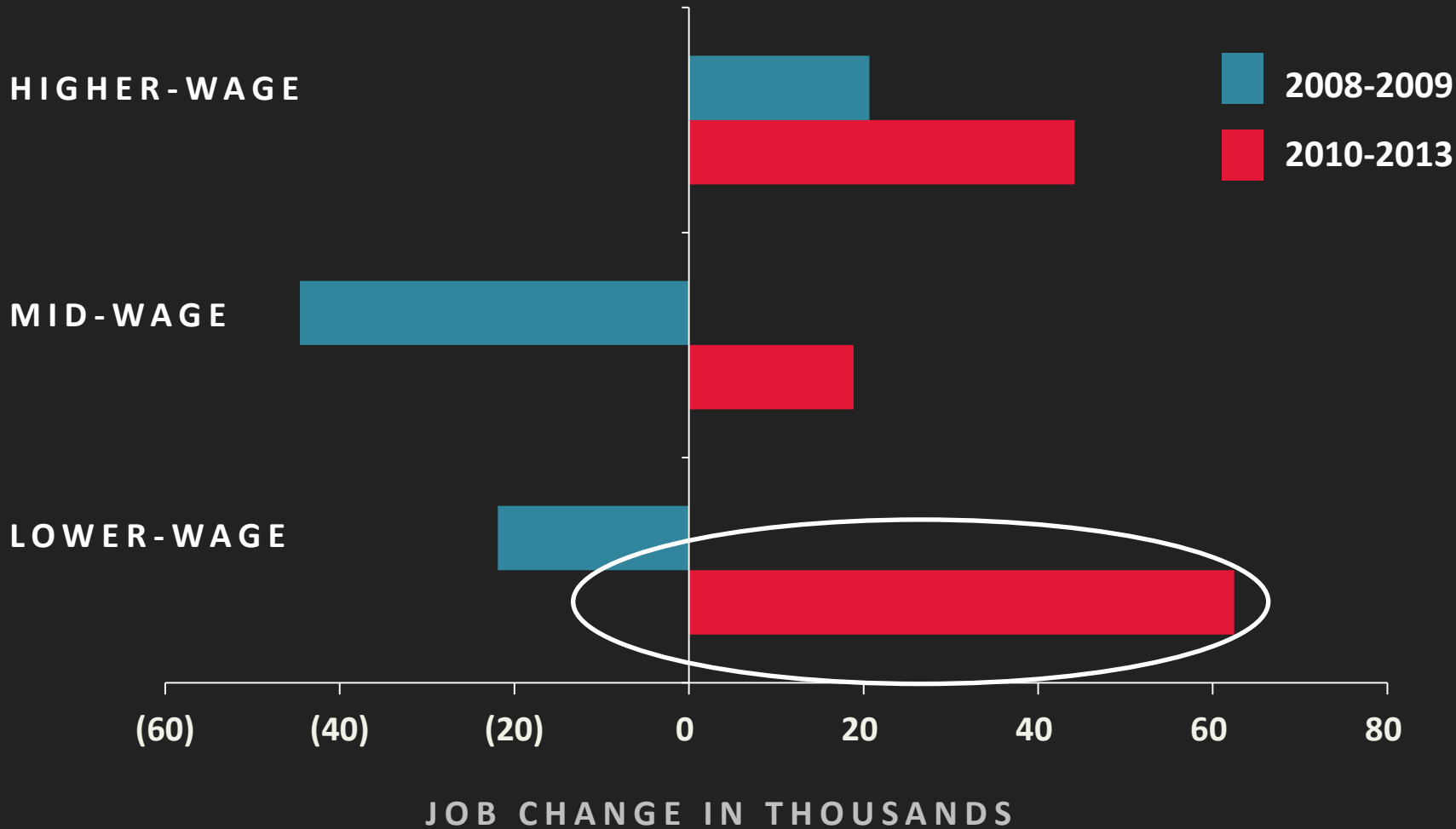


Source: Dr. Stephen Fuller, Delta Associates; February 2015.



PAYROLL JOB GROWTH BY WAGE

Washington Metro Area | 2000 – 2013

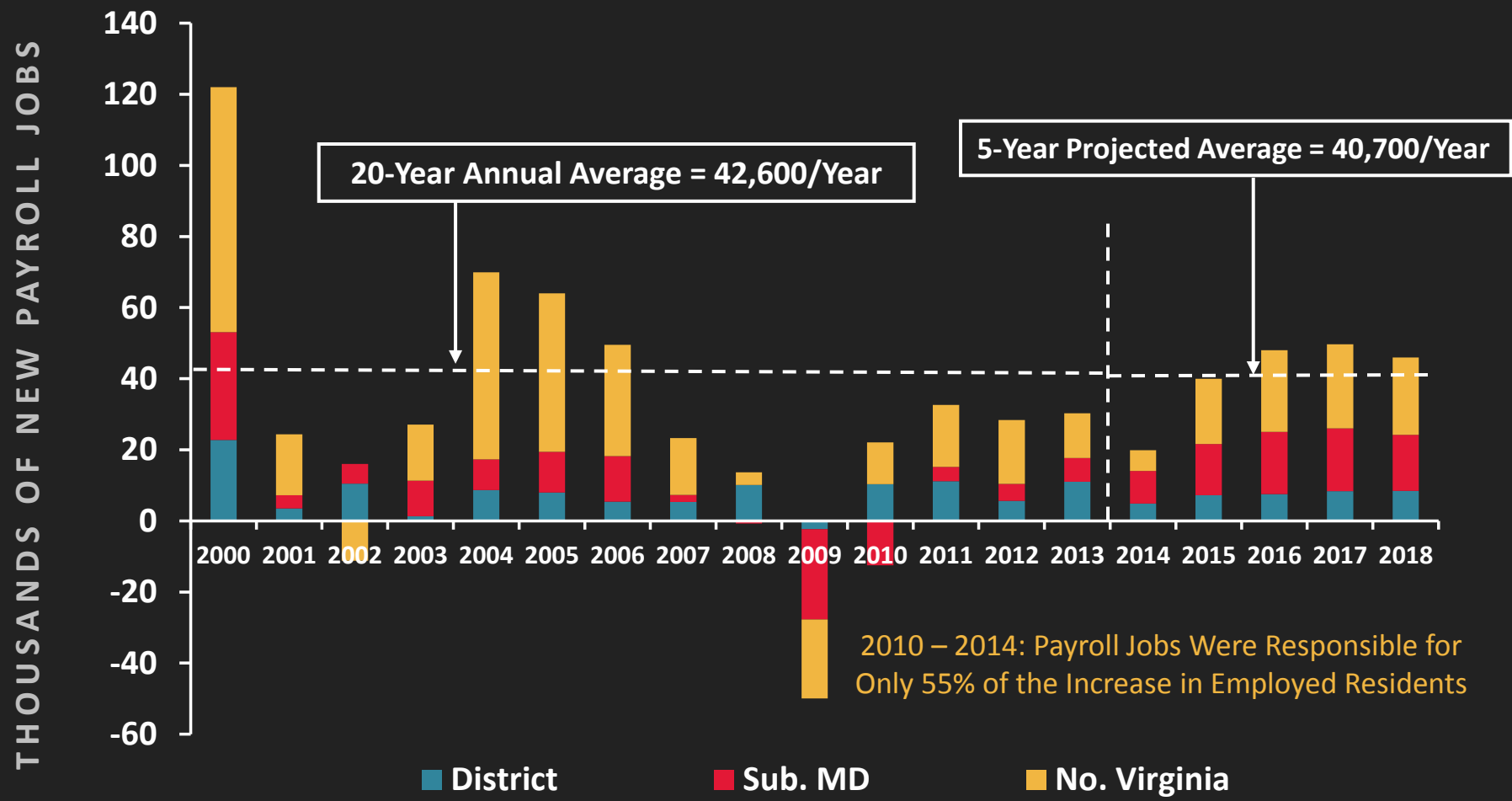


Source: Dr. Stephen Fuller, Delta Associates; February 2015.



PAYROLL JOB GROWTH

Washington Metro Area | 2000 – 2018



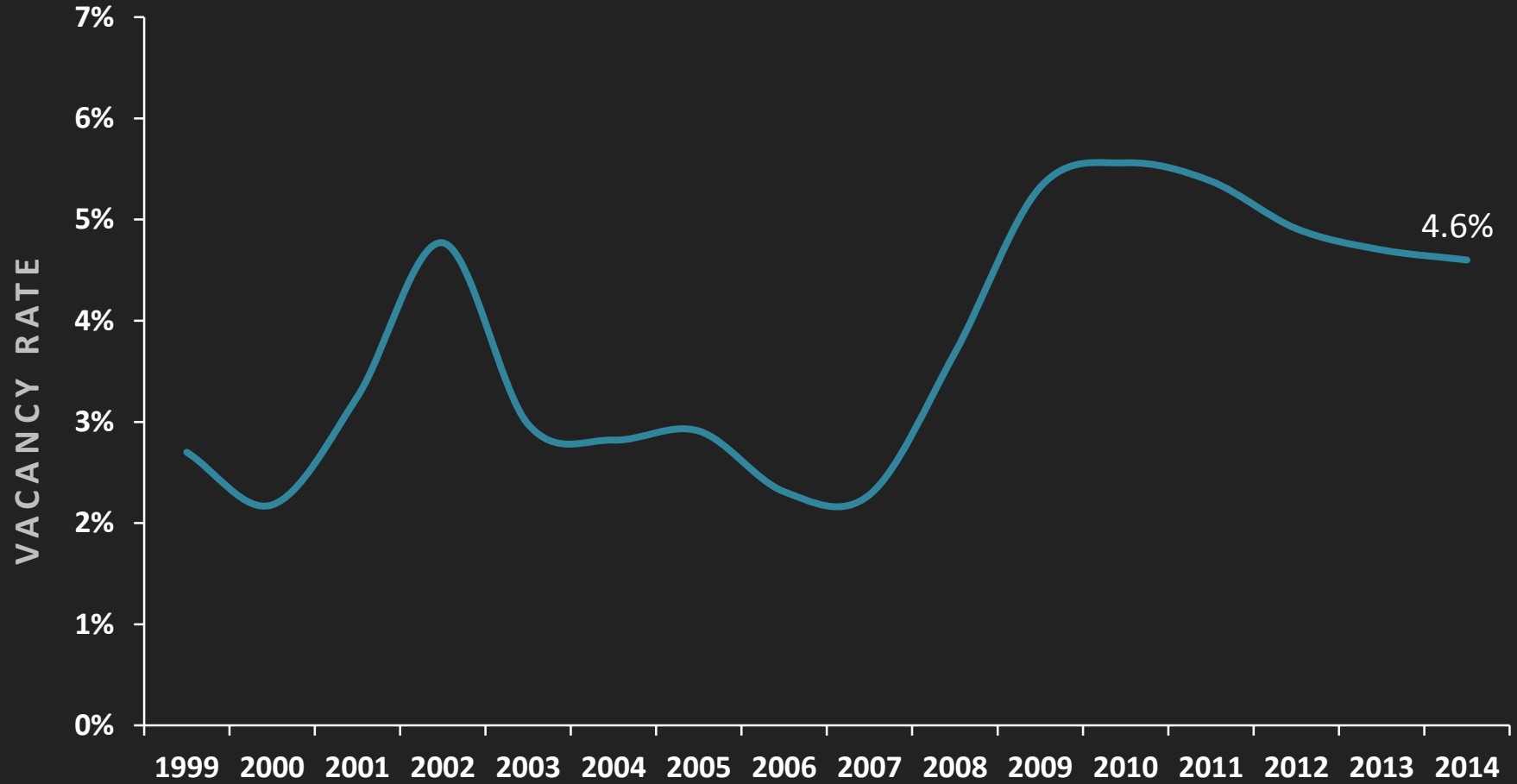
Source: BLS, Delta Associates; February 2015.



VACANCY – GROCERY-ANCHORED CENTERS

Washington Metro Area | Fourth Quarter 2014

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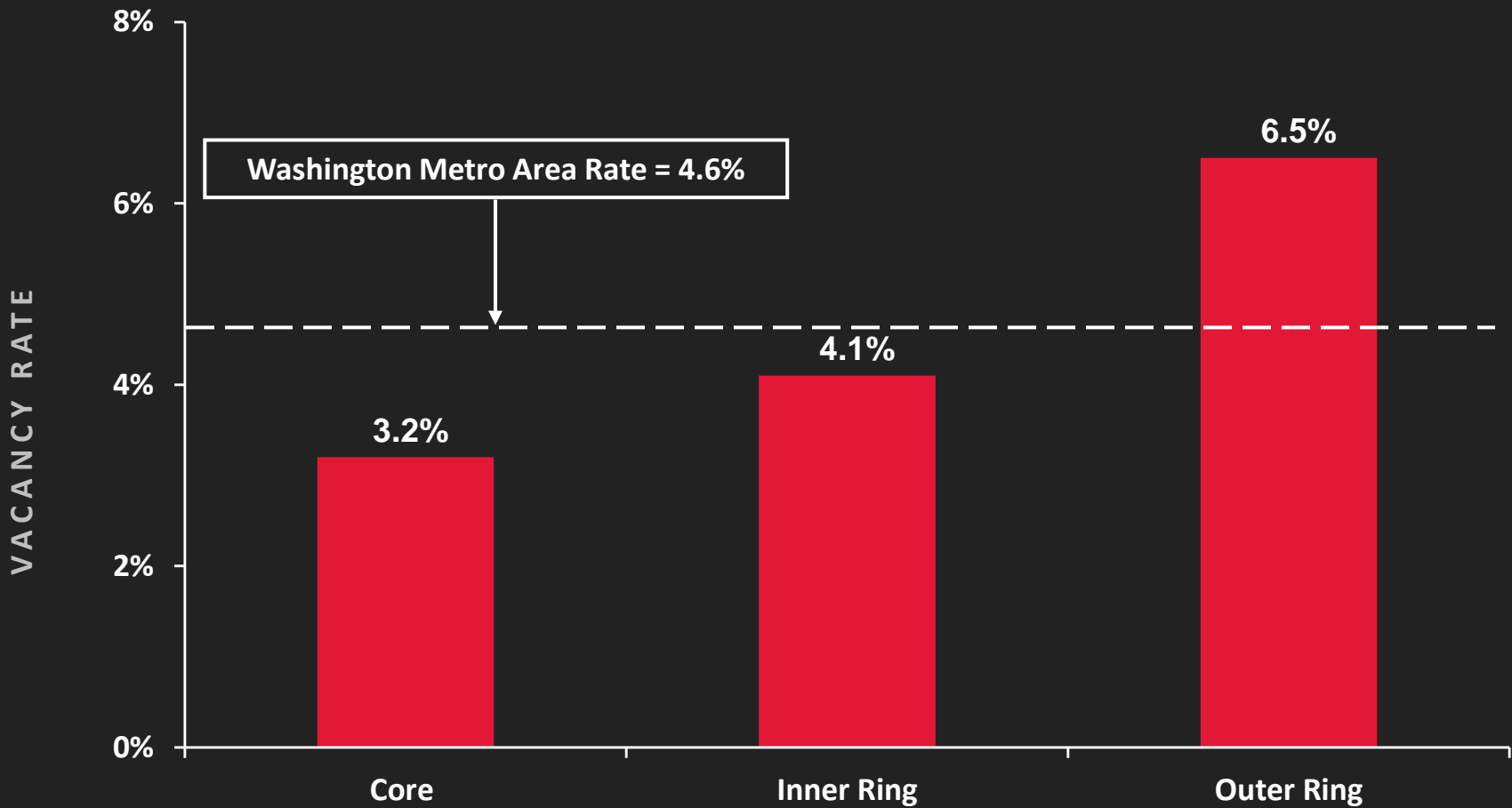
Source: Delta Associates; February 2015.



GROCERY-ANCHORED SHOPPING CENTER VACANCY

Washington Metro Area | Fourth Quarter 2014

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Core = District, Arlington, and Alexandria.
Inner Ring = Montgomery, Prince George's, and Fairfax.
Outer Ring = Frederick, Loudoun, and Prince William.

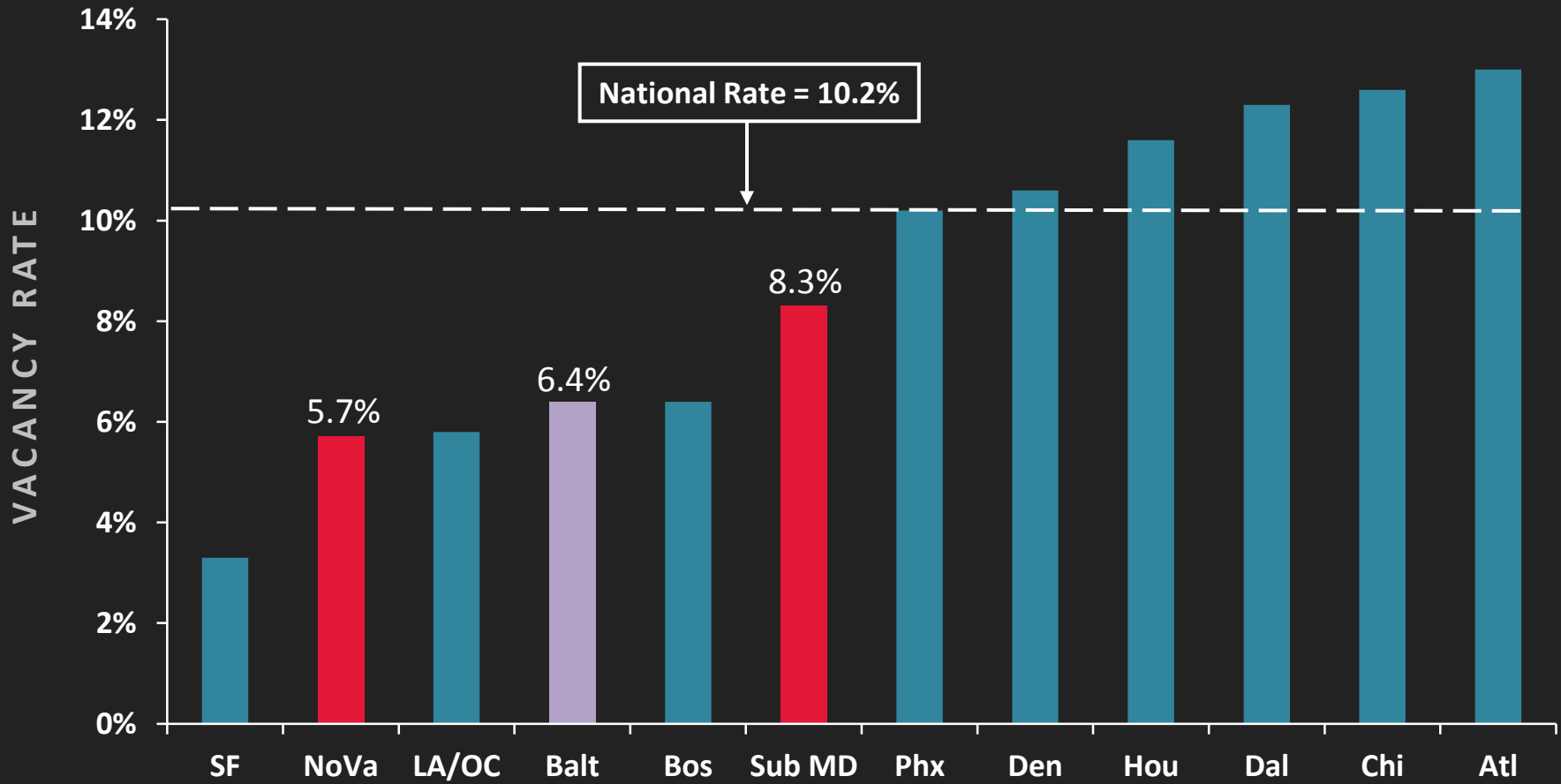
Source: Delta Associates; February 2015.



NEIGHBORHOOD/COMMUNITY CENTER VACANCY RATES

Selected Metro Areas | Fourth Quarter 2014

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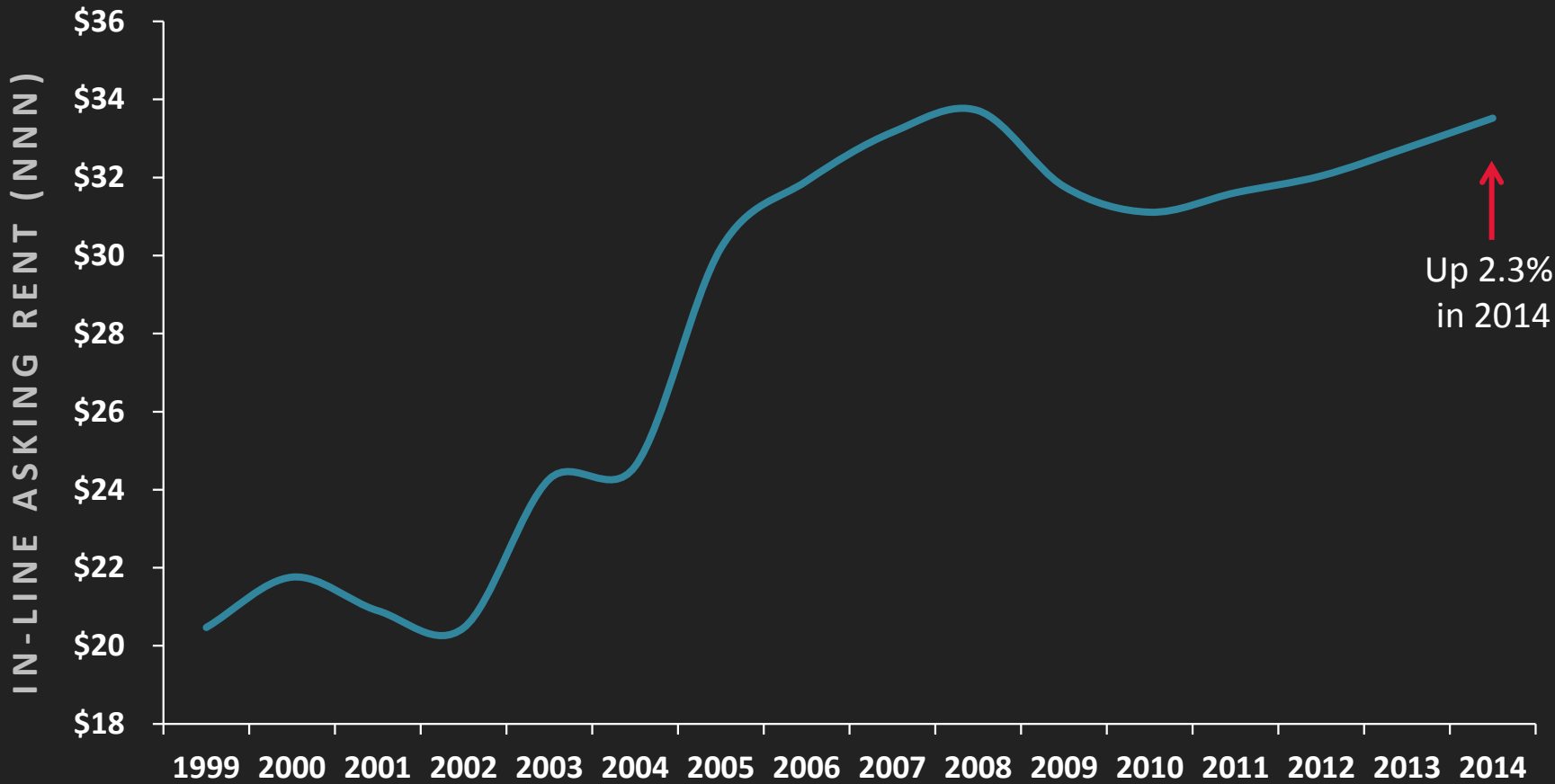
Source: REIS, Delta Associates; February 2015.



IN-LINE ASKING RENT – GROCERY-ANCHORED CENTERS

Washington Metro Area | Fourth Quarter 2014

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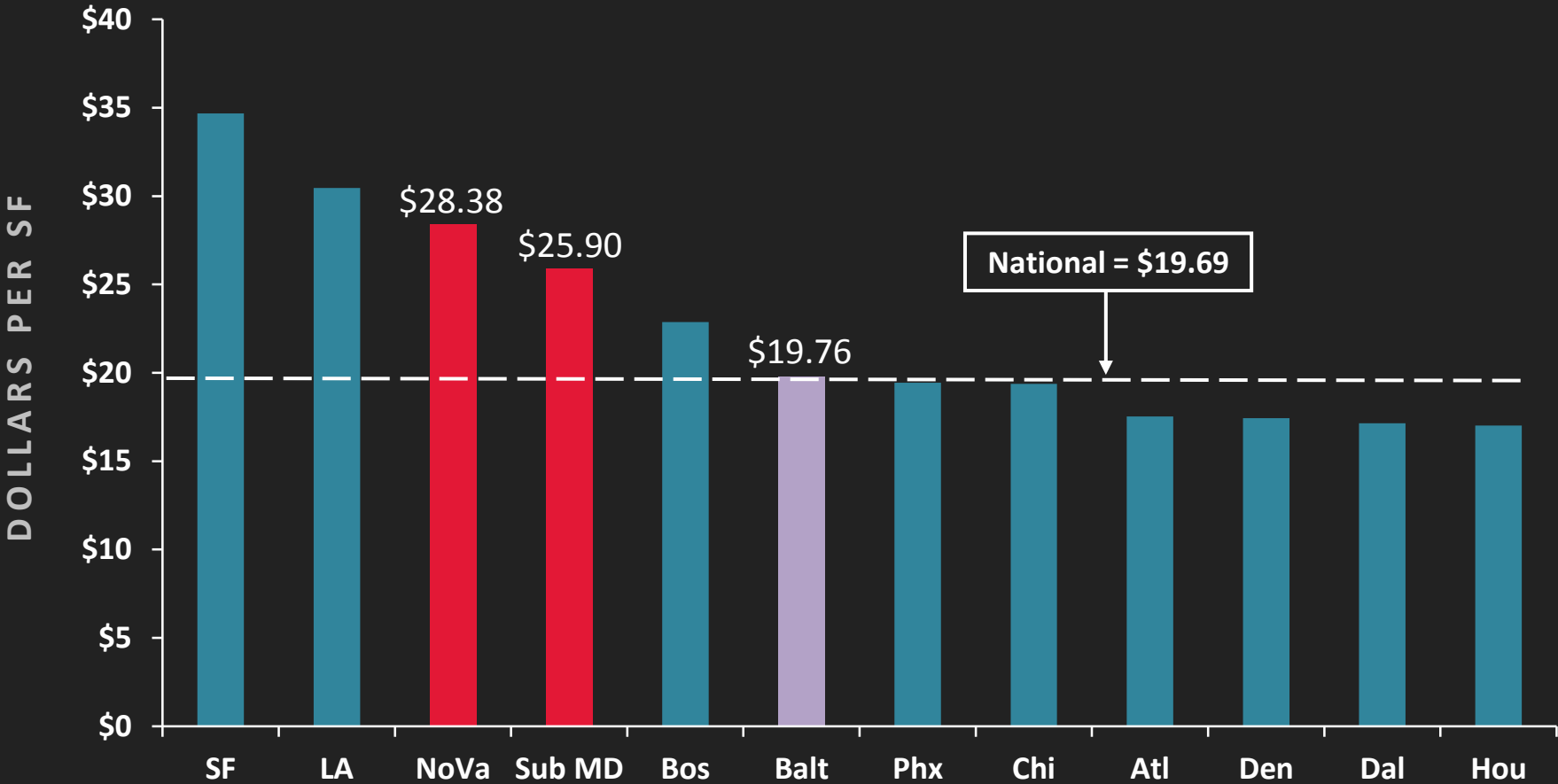


Source: Delta Associates; February 2015.



NEIGHBORHOOD/COMMUNITY CENTER RENTS

Selected Metro Areas | Fourth Quarter 2014

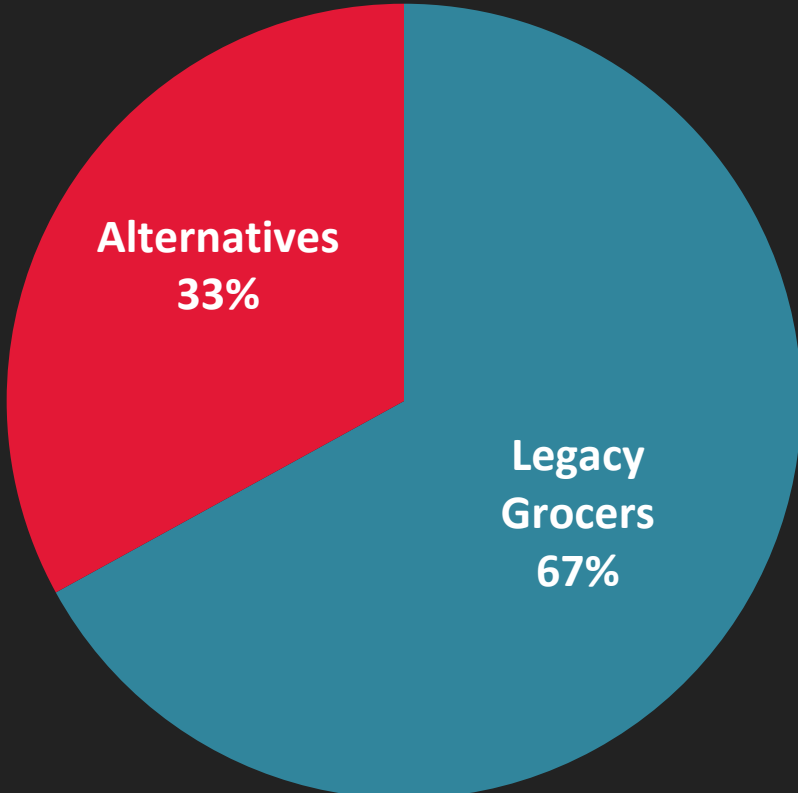


Source: REIS, Delta Associates; February 2015.



LEGACY GROCERS LOSING MARKET SHARE

Grocery Store Sales | Washington Grocers: 2009



Source: Food World, Delta Associates; February 2015.

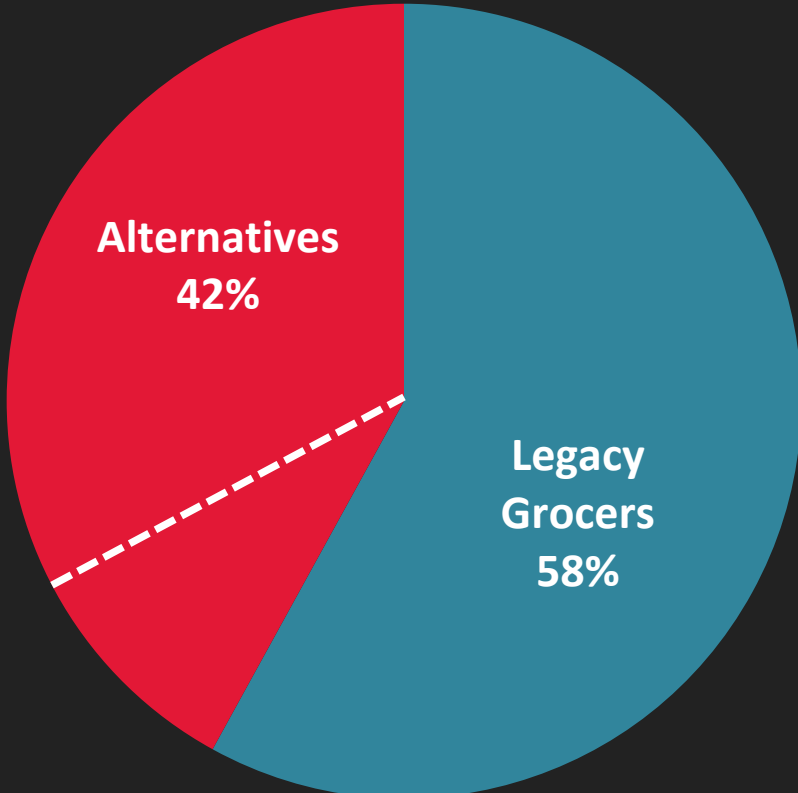
Note: Legacy grocers are Giant, Safeway, Shoppers.



LEGACY GROCERS LOSING MARKET SHARE

Grocery Store Sales | Washington Grocers: 2014

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Source: Food World, Delta Associates; February 2015.

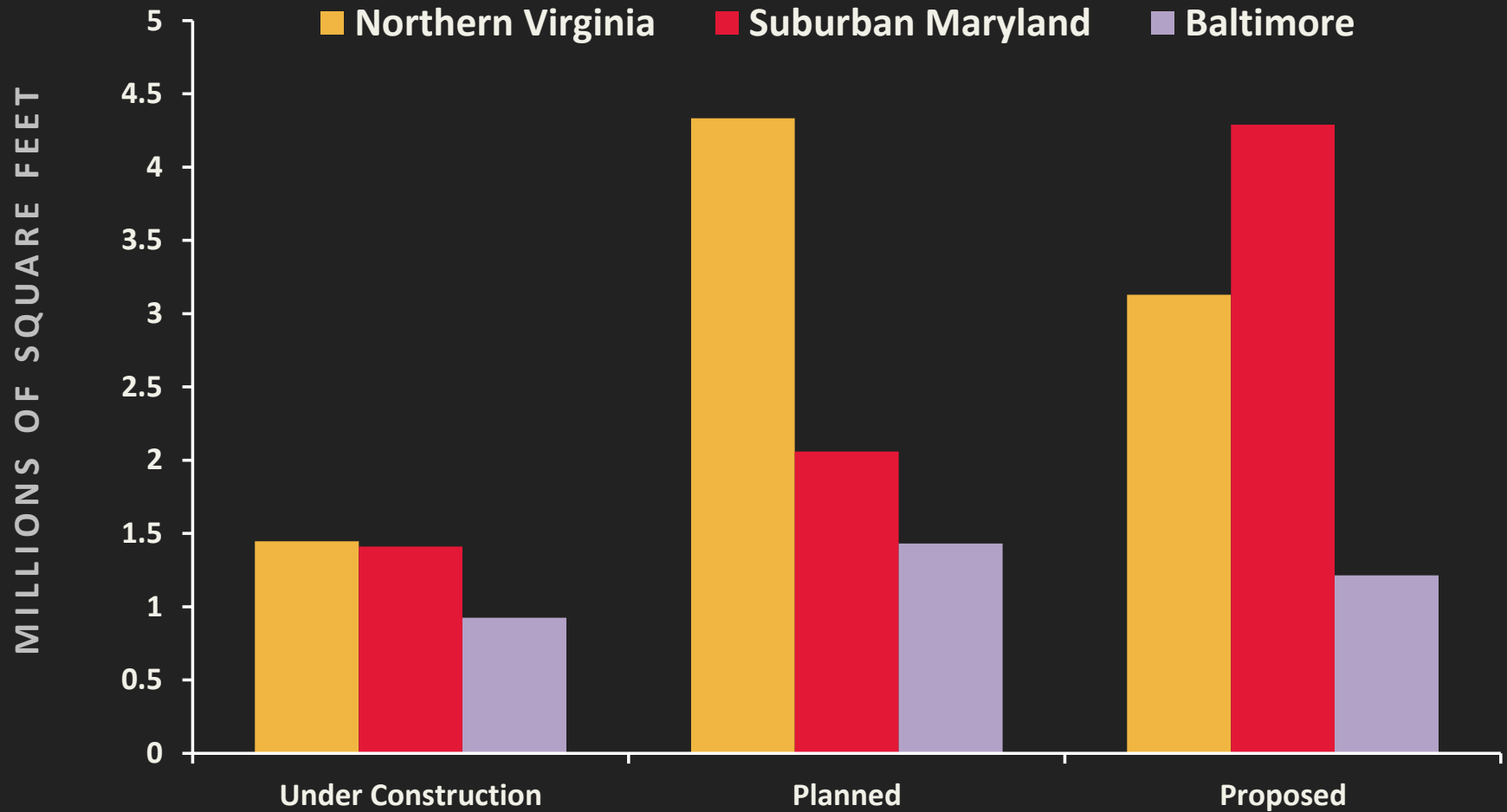
Note: Legacy grocers are Giant, Safeway, Shoppers.



RETAIL PIPELINE

Washington Metro Area Suburbs | All Shopping Center Types
Fourth Quarter 2014

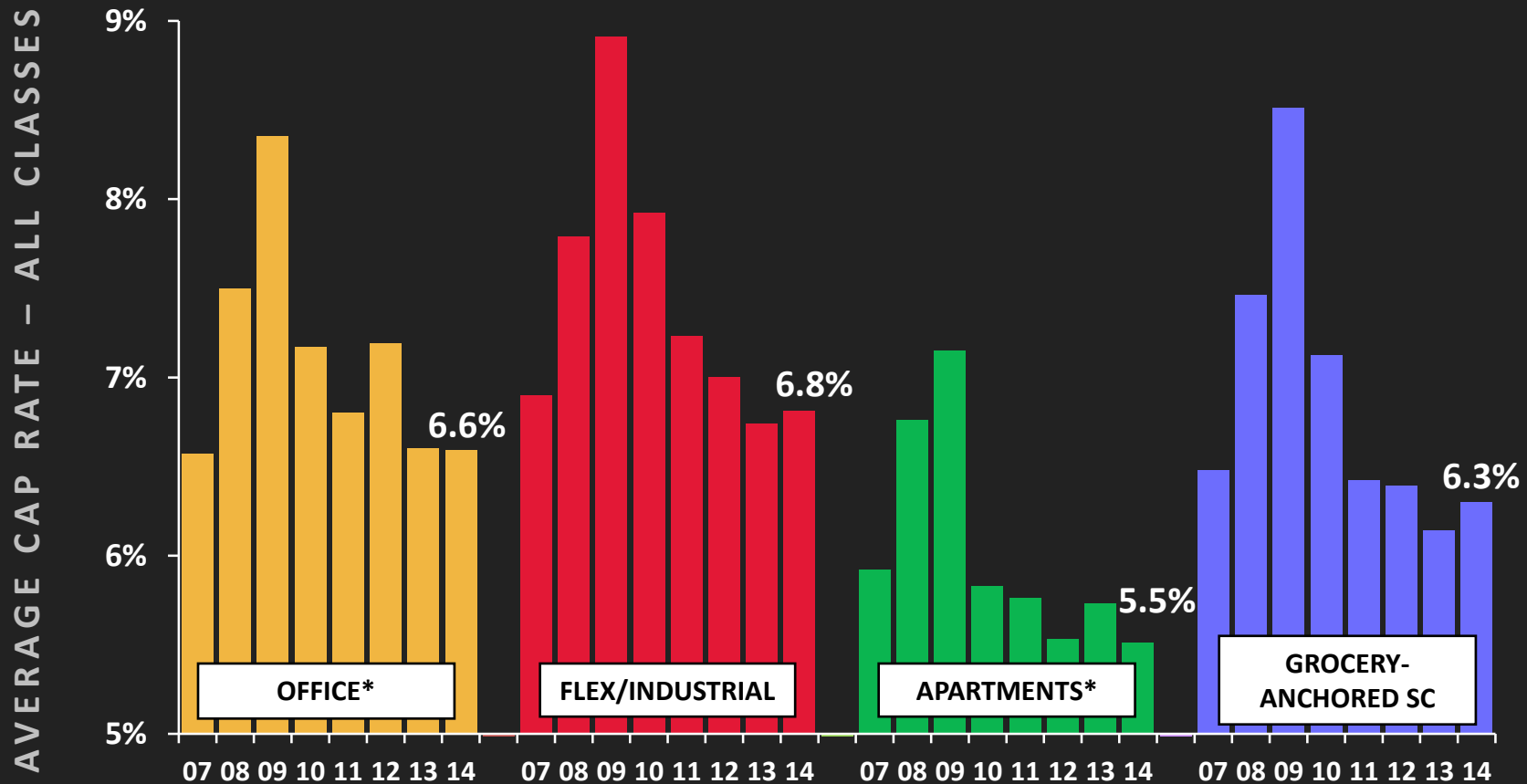
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REAL ESTATE AS A PREFERRED INVESTMENT

Estimate of Year-End Cap Rates | Washington Metro Area

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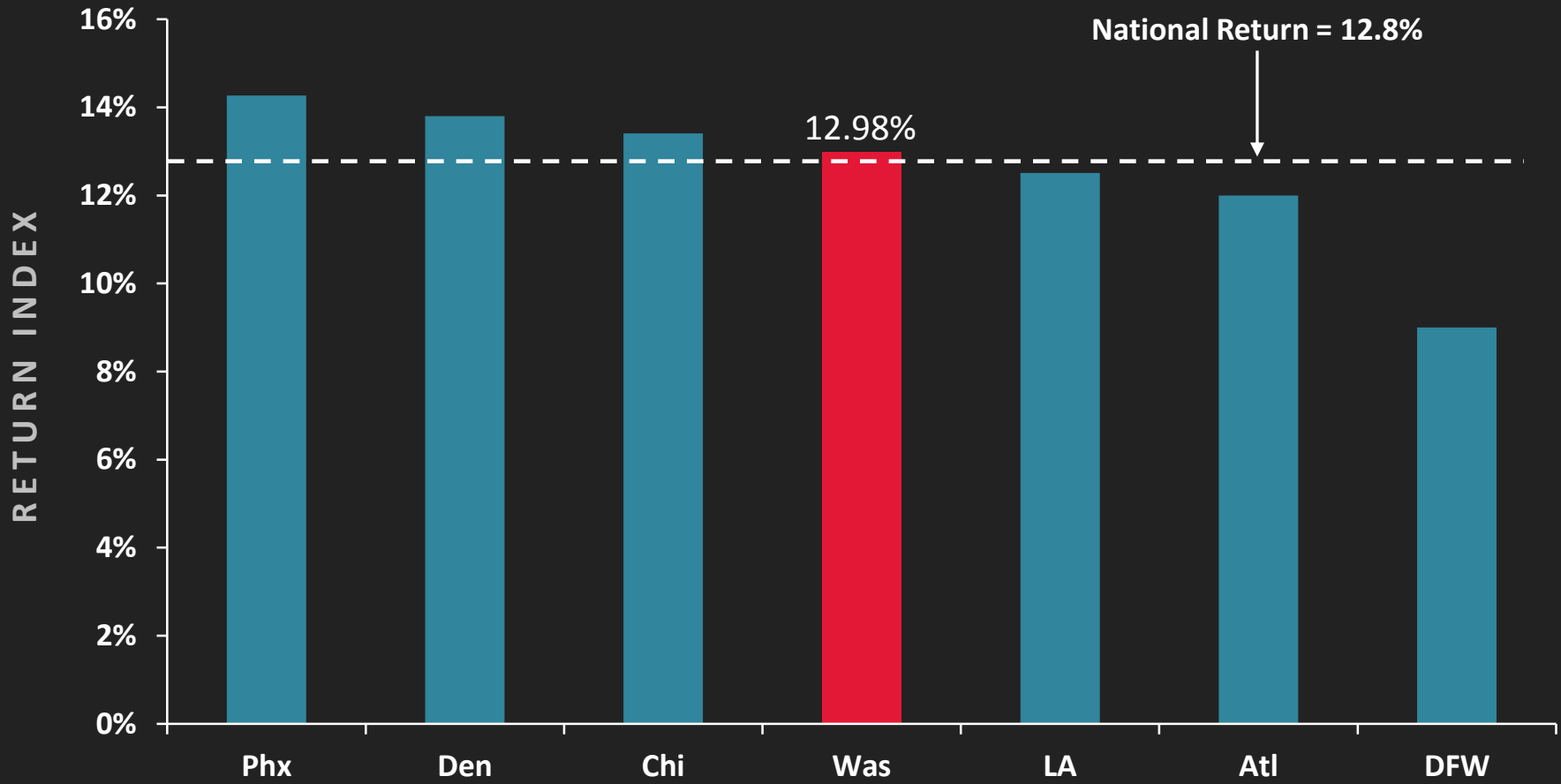
Source: Delta Associates' Annual Market Maker Surveys; February 2015.

*Average across all classes



RETAIL REAL ESTATE RETURN INDEX

Selected Metro Areas | 5-Year Annualized Return

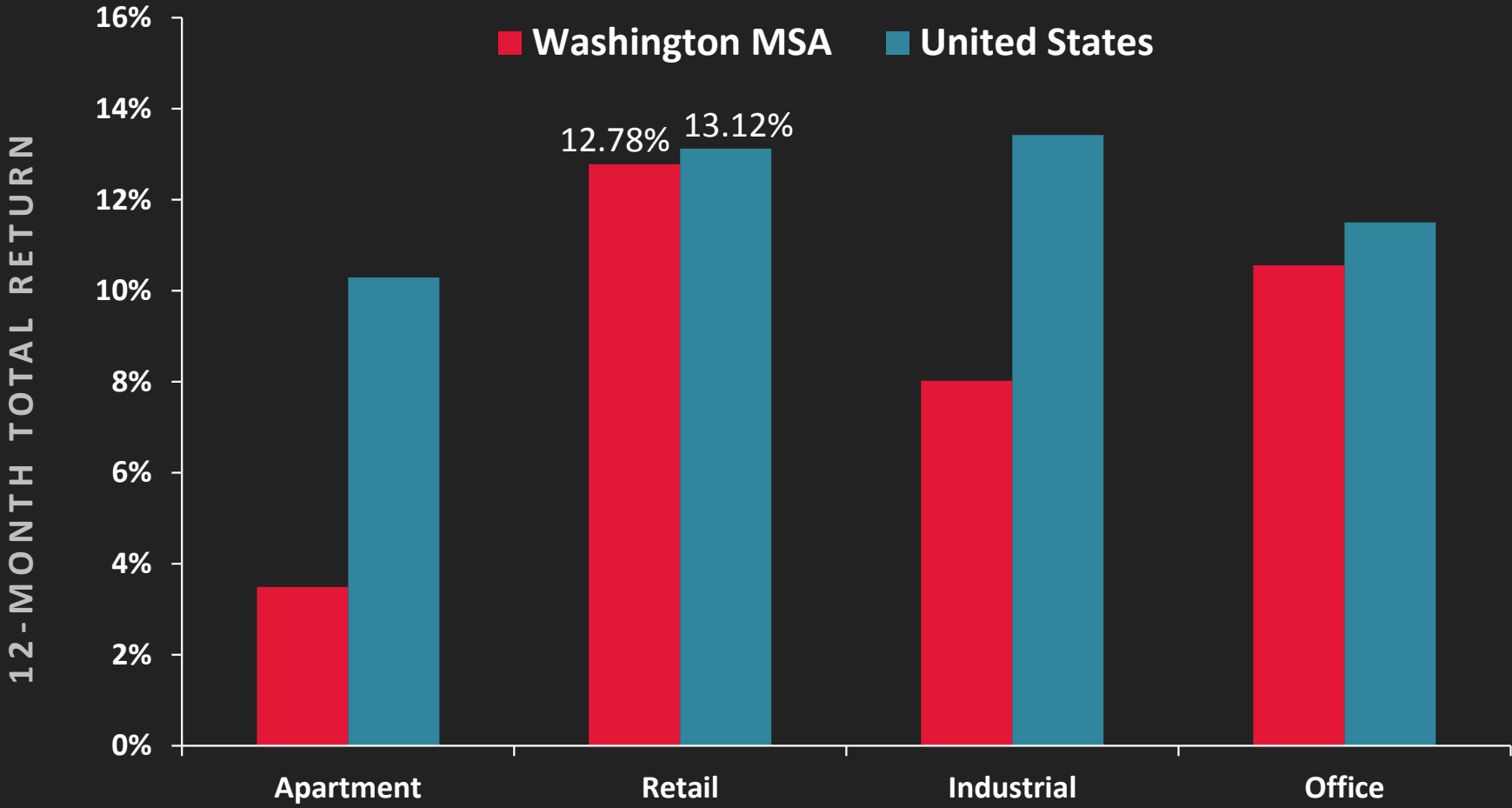


Source: NCREIF, Delta Associates; February 2015.



REAL ESTATE RETURN INDEX BY PROPERTY TYPE

Washington/United States | 2014



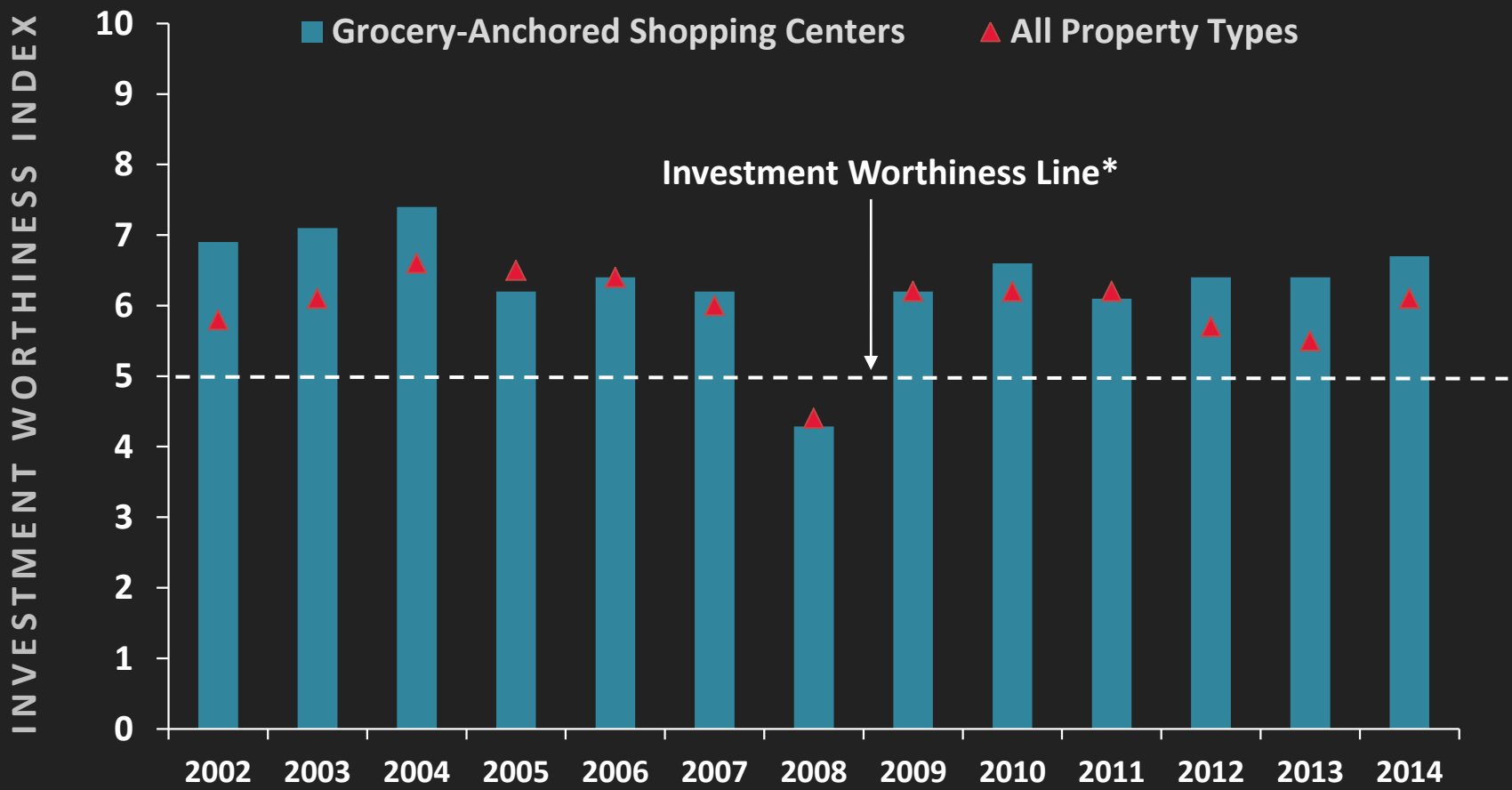
Source: NCREIF, Delta Associates; February 2015.



INVESTMENT WORTHINESS INDEX FOR GROCERY-ANCHORED SHOPPING CENTERS

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*A score above 5.0 indicates more interested buyers than sellers.
Source: Delta Associates' Market Maker Survey; February 2015.





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