

West Ashley Retail Report

Fall 2016

West Ashley's Future

West Ashley is strategically located to serve Charleston, Summerville, and the west islands including Kiawah, Seabrook, Johns Island and James Island. The interest in West Ashley continues to develop with Whole Foods and other retailers coming to service the growing population, fueled by Boeing, the South Carolina Port, Volvo, and Charleston's accelerating tech economy.

West Ashley has been discovered as a great place to live by Millennials and employees of Boeing, local hospitals such as the Medical University of South Carolina and Roper St. Francis, nearby colleges such as The Citadel and College of Charleston, Charleston's tech sector, downtown offices, and the airport.

Under Mayor Tecklenburg's leadership, the City of Charleston is directing significant resources into making West Ashley the best it can be. The City's initiatives for this area include the new West Ashley Farmers Market, which is a small-scale local economic development effort that has activated the community. Also, the proposed West Ashley TIF District would establish a revitalization framework for public investment projects such as streetscaping, public parks, and infrastructure improvements. Additionally, beginning in early 2017, the City is embarking on the largest planning effort in its history - the West Ashley Master Plan.

With an eye toward this future, this report aims to place West Ashley in context within the regional retail market and highlight key opportunities for growth.

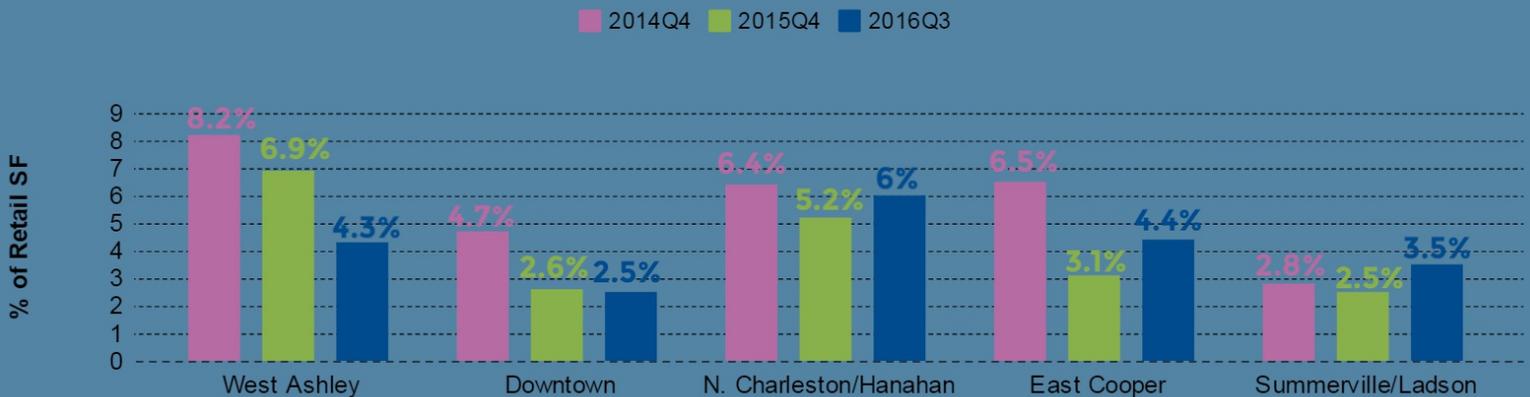
Regional Retail Inventory

Tri-County Total: 21.5 million square feet
West Ashley: 4.4 million square feet



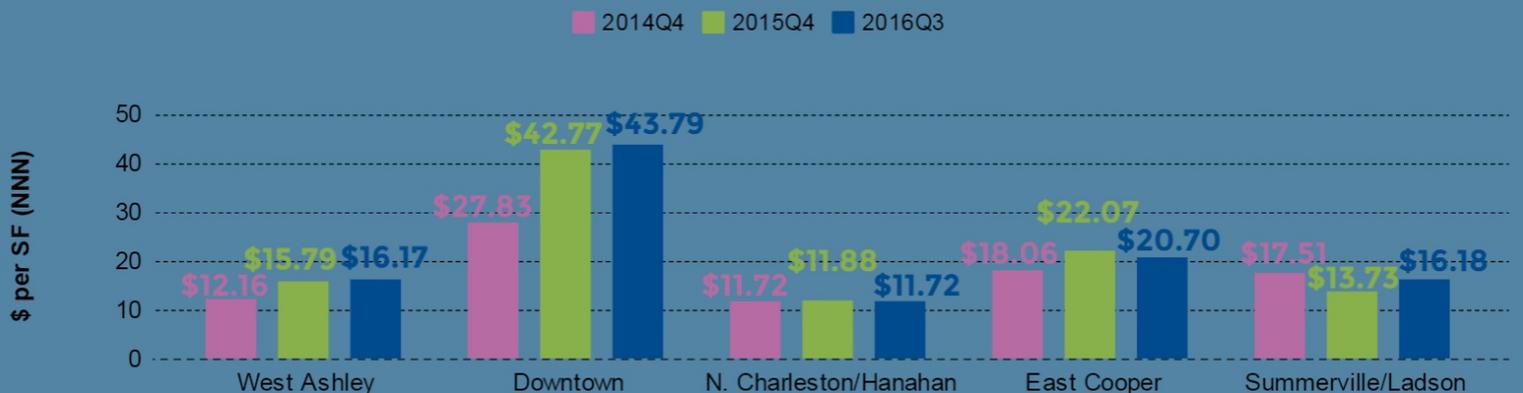
Regional Context

Retail Vacancy Rate



Graph Source: Avison Young Retail Reports; Areas not defined by municipal boundaries; Retail inventory includes all multi-tenant and single tenant properties at least 25,000 square feet. Peninsula Charleston retail inventory includes King Street and Market Street retail spaces as well as properties at least 25,000 square feet. The West Islands includes Kiawah, Johns, and James Islands.

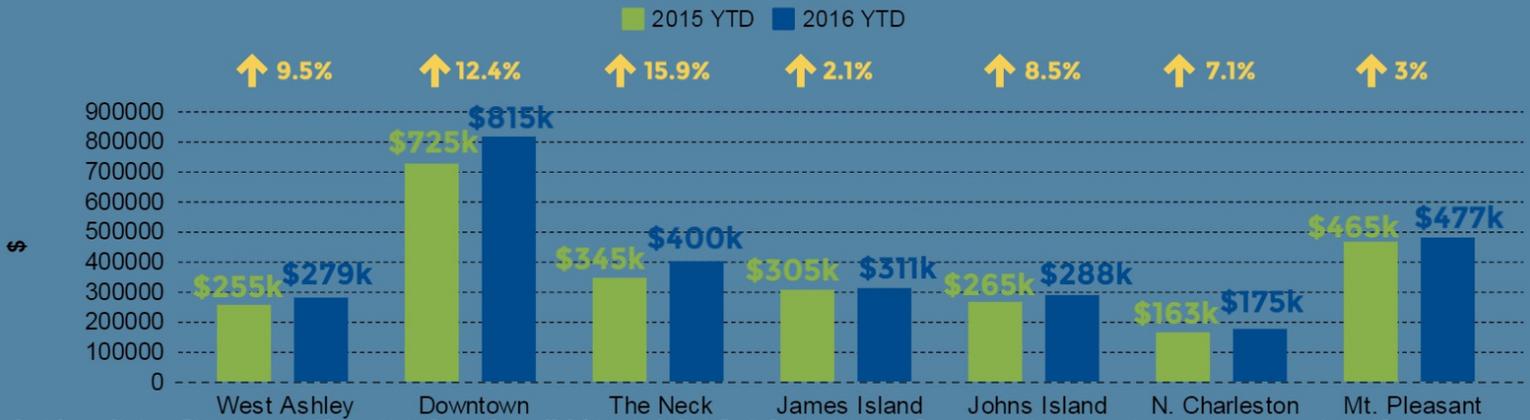
Average Asking Retail Rent



Graph Source: Avison Young Retail Reports; Areas not defined by municipal boundaries; The dollar amount asked by landlords for available space expressed in dollars per square foot per year. Retail rents are reported on a triple net basis where all costs including, but not limited to, real estate taxes, insurance and common area maintenance are borne by the tenant on a pro rata basis.

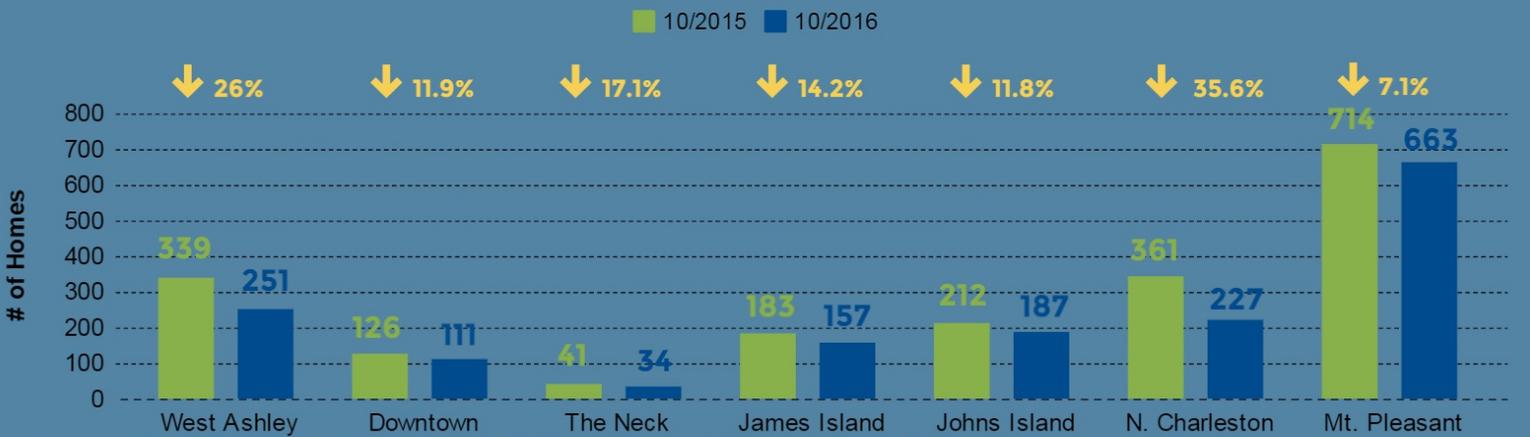
Market Context

Median Home Sales Price



Graph Source: Charleston Trident Association of Realtors Market Reports, October 2016. Sales price for Single Family Detached Homes only. Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures.

Inventory of Homes for Sale



Graph Source: Charleston Trident Association of Realtors Market Reports, October 2016. Inventory for Single Family Detached Homes only. Percent changes are calculated using rounded figures.

West Ashley New Businesses

Coming Soon & Recently Opened

Avondale Center

720 Magnolia Rd
Avondale Point
2017

Bon Banh Mi

2 Magnolia Rd
Avondale Point
Early 2017

Frothy Beard Brewing & Zombie Bob's Pizza

1401 Sam Rittenberg Blvd
Ashley Landing
Early 2017

Harris Teeter

1812 Sam Rittenberg Blvd
Westwood
Late 2017/Early 2018

Launchpeer

44 Markfield Dr
Fall 2016

PUSH Digital

1401 Sam Rittenberg Blvd
Ashley Landing
Late 2016

Rio Bertolini's Fresh Pasta

1028 Wappoo Rd
Fall 2016

R Kitchen West

1337 Ashley River Rd
Summer 2016

True Value

1119 Wappoo Rd
Fall 2016

Toast! West Ashley

2026 Savannah Hwy
Fall 2016

Twisted Cypress Brewing Co.

1897 Sam Rittenberg Blvd
2017

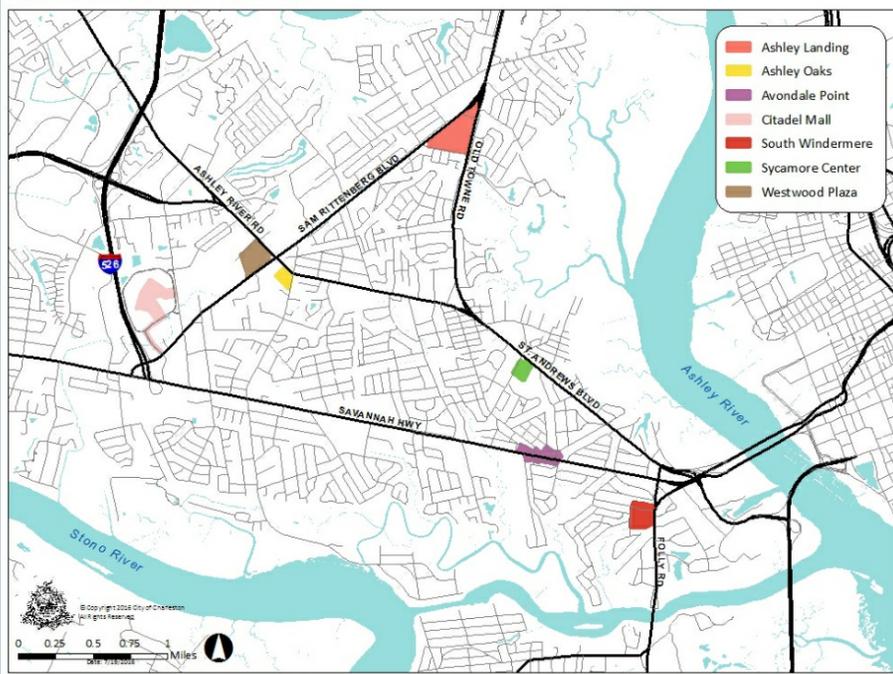
Whole Foods

975 Savannah Hwy
Late 2017/Early 2018

West Ashley Opportunity Sites

These shopping centers and retail districts were selected due to recent increases in interest redevelopment and re-tenanting. The health and development of these centers will be key in West Ashley's revitalization.

WEST ASHLEY OPPORTUNITY SITES



Occupied Shop Fronts

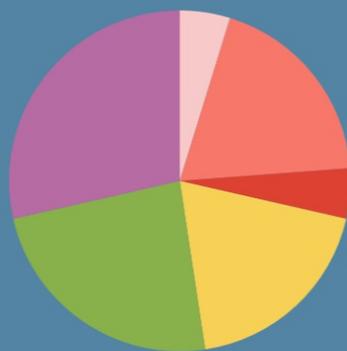


Graph Source: City of Charleston Department of Planning, Preservation, & Sustainability: Business & Neighborhood Services Division; Data was collected via site visits and is not measured in square feet. Instead, visible store fronts were counted.

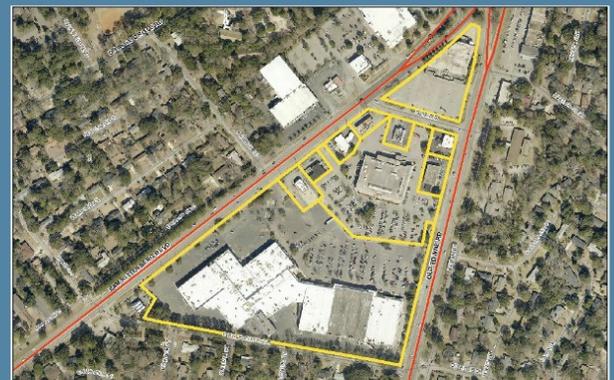
Ashley Landing

1401 Sam Rittenberg Blvd

Use Mix



- Apparel (4.76%)
- Bank (19.05%)
- Civic (0%)
- Health & Beauty (0%)
- Office (0%)
- Other (0%)
- Pro. Services (4.76%)
- Restaurant (19.05%)
- Other Retail (23.81%)
- Vacant (28.57%)



Stats:

Building Square Feet: 355,384
Acres: 30
Store Fronts: 21

Key Points:

Anchor: Publix

Frothy Beard Brewing Company & Zombie Bob's Pizza coming 2017Q1

Shopping center sold in 2014 for \$19.2 mil (\$174.55/SF)

Vacant Piggly Wiggly site sold in 2014 for \$1.9 mil (\$57.8/SF)

New 10,200 SF outparcel building coming 2017

Sample Businesses:

Burlington Coat Factory

Napa Auto Parts

Wells Fargo

Dollar Tree

1st Palmetto Bank

Starbucks

Players Place Billards

Red Orchid

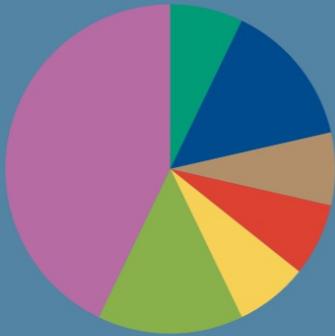
PUSH Digital

Graph Source: City of Charleston Department of Planning, Preservation, & Sustainability: Business & Neighborhood Services Division; These data was collected via site visits and is not measured in square feet. Instead, visible store fronts were counted.

Source: City of Charleston Department of Planning, Preservation, & Sustainability: Business & Neighborhood Services Division; City GIS Data: Post & Courier; Adams & Wilson Development

Ashley Oaks

1119 Wappoo Rd
Use Mix



- Apparel (0%)
- Bank (0%)
- Civic (7.14%)
- Health & Beauty (14.29%)
- Office (0%)
- Other (7.14%)
- Pro. Services (7.14%)
- Restaurant (7.14%)
- Other Retail (14.29%)
- Vacant (42.86%)

Sample Businesses:

- | | |
|---------------------|---------------------|
| DMV | |
| Venus Beauty Supply | Delson Chiropractic |
| Attic Mall | Panda Palace |



Stats:

Building Square Feet: 58,720
Acres: 4.9
Store Fronts: 14

Key Points:

Anchor: True Value
Adjacent to Charleston County & City of Charleston Dupont/Wappoo Planning Area
Sold in 2016 for \$5.19 mil (\$93.49/SF)
Lat Purser & Associates, Inc. has commenced work to improve the facade & then re-tenant

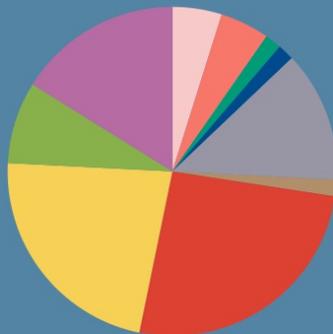
Graph Source: City of Charleston Department of Planning, Preservation, & Sustainability: Business & Neighborhood Services Division; These data was collected via site visits and is not measured in square feet. Instead, visible store fronts were counted.

Source: City of Charleston Department of Planning, Preservation, & Sustainability: Business & Neighborhood Services Division; City GIS Data; Post & Courier

Avondale Point

Savannah Hwy (Nicholson - Coburg) & Magnolia Rd

Use Mix



- Apparel (4.84%)
- Bank (4.84%)
- Civic (1.61%)
- Health & Beauty (1.61%)
- Office (12.90%)
- Other (1.61%)
- Pro. Services (25.81%)
- Restaurant (22.58%)
- Other Retail (8.06%)
- Vacant (16.13%)

Sample Businesses:

- | | | |
|---------------|------------------------|---------------------------|
| East Bay Deli | Avondale Therapy | Al Di La |
| West Of | Polished | Gerald's Tires |
| Verde | Firestone | Strawberry Blonde Salon |
| Pearlz | Voodoo | Classic Coffee |
| GALA Desserts | Avondale Wine & Cheese | Lava Salon |
| | | Charleston Community Yoga |
| | | Gene's Haufbrau |



Stats:

Building Square Feet: 146,000
Acres: 8.9
Store Fronts: 62

Key Points:

Anchor: Triangle Char & Bar
Walkable, revitalized 1950s commercial district surrounded by stable neighborhoods
Predominantly small local businesses
Bon Bahn Mi and Cannon Distillery opening 2017Q1

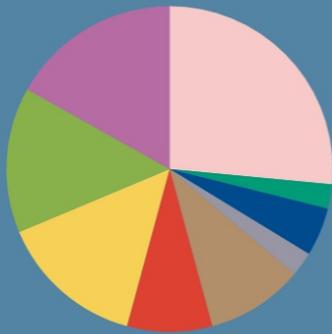
Graph Source: City of Charleston Department of Planning, Preservation, & Sustainability: Business & Neighborhood Services Division; These data was collected via site visits and is not measured in square feet. Instead, visible store fronts were counted.

Source: City of Charleston Department of Planning, Preservation, & Sustainability: Business & Neighborhood Services Division; City GIS Data; Post & Courier

Citadel Mall

2070 Sam Rittenberg Blvd

Use Mix



- Apparel (26.51%)
- Bank (0%)
- Civic (2.41%)
- Health & Beauty (4.82%)
- Office (2.41%)
- Other (9.64%)
- Pro. Services (8.43%)
- Restaurant (14.46%)
- Other Retail (14.46%)
- Vacant (16.87%)



Stats:

Building Square Feet: 450,000 (inline mall)/
1.5 mil (total mall)

Acres: 20 (inline mall)

Store Fronts: 86 (inline mall)

Sample Businesses:

Shoe Dept. Encore	Charlotte Russe	Rainbow Apparel	The Holy City Cupcakes
Joumeys	Zales	Claire's	Great American Cookies
Victoria's Secret	Motherhood Maternity	Manhattan	Charley's Steakery
Express	Foot Locker	The Pretzel Twister	Chick-fil-A
Amoure Bridal	Authentiks	Subway	China Master
LOFT	Kay Jewelers	Sesame Burgers	Palmetto Moon

Key Points:

Anchor: Target, Sears, JCPenney, Belk, Dillard's*

*Individually owned & excluded from size/use mix

Has recently added new stores such as Rue21, Citi Trends, & Hibbett Sports

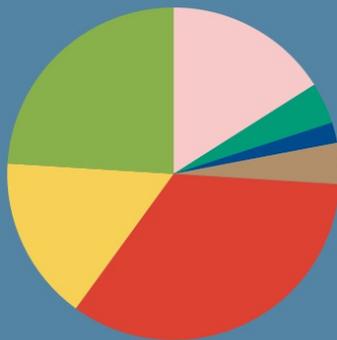
Graph Source: City of Charleston Department of Planning, Preservation, & Sustainability: Business & Neighborhood Services Division; These data was collected via site visits and is not measured in square feet. Instead, visible store fronts were counted.

Source: City of Charleston Department of Planning, Preservation, & Sustainability: Business & Neighborhood Services Division; City GIS Data; Spinosa

South Windermere

72 Folly Blvd

Use Mix



- Apparel (16%)
- Bank (0%)
- Civic (4%)
- Health & Beauty (2%)
- Office (0%)
- Other (4%)
- Pro. Services (34%)
- Restaurant (16%)
- Other Retail (24%)
- Vacant (0%)



Stats:

Building Square Feet: 180,000

Acres: 13.04

Store Fronts: 50

Sample Businesses:

Phillips Shoes	Lifeworks Chiropractic	Hair Bairs
Sohn & McClure Jewelers	Urban Nirvana	Charleston Veterinary Care
Half-Moon Outfitters	Holy Cow Yoga Center	Bridge Dental
Bashful	Oskar's Haircutting & Styling	Staples
Barre Evolution	Maria's Alterations	Barton Toys
Nail Palace	Mindful Body Pilates Studio	Charleston Revisions

Key Points:

Anchor: Earth Fare

Revitalized in early 2000s due in part to a public/private partnership

Surrounded by stable neighborhoods & variety of uses

Walkable area with access to the West Ashley Greenway

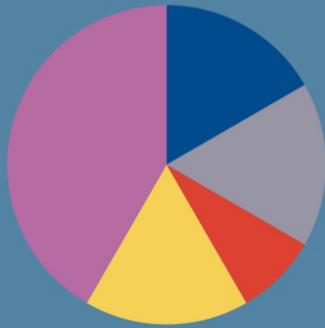
Graph Source: City of Charleston Department of Planning, Preservation, & Sustainability: Business & Neighborhood Services Division; These data was collected via site visits and is not measured in square feet. Instead, visible store fronts were counted.

Source: City of Charleston Department of Planning, Preservation, & Sustainability: Business & Neighborhood Services Division; City GIS Data

Sycamore Center

65 Sycamore Ave

Use Mix



- Apparel (0%)
- Bank (0%)
- Civic (0%)
- Health & Beauty (16.67%)
- Office (16.67%)
- Other (0%)
- Pro. Services (8.33%)
- Restaurant (16.67%)
- Other Retail (0%)
- Vacant (41.67%)



Stats:

Building Square Feet: 53,921

Acres: 6.3

Store Fronts: 12

*Excludes adjacent vacant restaurant

Sample Businesses:

Hair Topic Beauty Supply

Nail Fashion

CVS

Jersey Mike's Subs

Edward Jones

China Dragon Restaurant

Express Check Advance

Key Points:

Anchor: Vacant (Former Food Lion)

Purchased by Gramling Brothers for \$5 mil in 2014 (\$92.73/SF)

Proposed redevelopment

Adjacent to West Ashley Farmers Market site

Graph Source: City of Charleston Department of Planning, Preservation, & Sustainability: Business & Neighborhood Services Division; These data was collected via site visits and is not measured in square feet. Instead, visible store fronts were counted.

Source: City of Charleston Department of Planning, Preservation, & Sustainability: Business & Neighborhood Services Division; City GIS Data

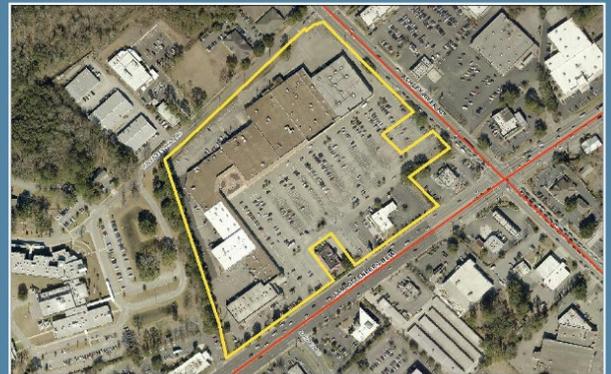
Westwood Plaza

1812 Sam Rittenberg Blvd

Use Mix



- Apparel (12.50%)
- Bank (0%)
- Civic (0%)
- Health & Beauty (0%)
- Office (4.17%)
- Other (0%)
- Pro. Services (16.67%)
- Restaurant (12.50%)
- Other Retail (12.50%)
- Vacant (41.67%)



Stats:

Building Square Feet: 186,930

Acres: 16

Store Fronts: 24

*Excludes adjacent vacant restaurant & gas station buildings

Sample Businesses:

Payless Shoes

Marble Slab Creamery

Options Hi Fashion Mens Wear

Cashwell Consumer Loans

Moe's

MOD Pizza

Veda Nail Salon

Results Physiotherapy

Super Cuts

Key Points:

Anchor: Barnes & Noble, TJ Maxx, & Office Depot

Coming late 2017/early 2018: Harris Teeter

Redevelopment started in Fall 2016, including upgrades to the parking lot and exteriors

Graph Source: City of Charleston Department of Planning, Preservation, & Sustainability: Business & Neighborhood Services Division; These data was collected via site visits and is not measured in square feet. Instead, visible store fronts were counted.

Source: City of Charleston Department of Planning, Preservation, & Sustainability: Business & Neighborhood Services Division; City GIS Data