

INSIDE RETAIL



For a complete listing of the 300+ retail chains we currently represent, see page 8. For details regarding their stores and expansion plans, see our website: theretailconnection.net

ACCELERATING FORWARD

by STEVE LIEBERMAN, CEO and ALAN SHOR, President



STEVE LIEBERMAN CEO

The retail real estate industry is always on the go, however, it is clearly a race without a finish line. We are now moving through one of the most transformative and inspirational periods the retail and real estate sectors have ever experienced. The track we have been on the last two years has certainly been a unique one and steering our respective businesses through the twists, turns, detours, roadblocks and closures definitely tested our skills. However, keeping our eyes on the road and staying the course with deep commitments

to the continued growth and success of our enterprises, teams, clients, and partners has enabled us to quickly pick up speed and start hitting on all cylinders as we now look forward to a sustained period of accelerated growth ahead.

Our crews did a terrific job of keeping the wheels on and the engines finely tuned, building on our relationships as we got things back on track. We learned a tremendous amount, including how to productively work remotely with zoom meetings becoming the new method of communication and casualization taking on a new meaning. Consumer businesses were materially impacted and the pace of how retail/ restaurants innovated was beyond impressive. With the integration of buy on-line-pick up in store, curbside pickup and fast home delivery, consumer-based businesses were able to quickly recapture lost sales per their time-tested methods of effectively selling goods.

TRC implemented the same innovative approach by strategically reassessing and pivoting our business lines to optimize our opportunities. We stayed in our lane, however kept our eyes open for additional opportunities to leverage our engine by green lighting new initiatives and strategic investments to expand our platforms and rally with complementary ones. We worked with many of our clients, negotiating hundreds of rent relief deals for both tenants and landlords. Millions of dollars were saved or deferred, vacancies were minimized, bank loans were preserved and most importantly, the business of retail continued. We kept our team intact, knowing that we would emerge successfully and that such would position us well to accelerate the growth of the business of our team, clients and partners.

The year ended with great optimism and 2022 is off to a terrific start with our business well exceeding our expectations. While we recognize that certain external factors are creating new headwinds in the retail marketplace (inflation, higher interest rates, global instability), retail sales rose for the fourth straight month in April, as the consumer remains optimistic. Consistent with recent trends, e-commerce is slowing as more consumer dollars are being spent in physical stores. This is a result of a number of factors, including a post-pandemic desire to get out, retailers adapting their business to meet the customer where and how they want to be met, leaner cost structures which allow the retailers to invest more in the customer experience and a more efficient and integrated omni-channel presence with smarter logistics. We expect these trends to continue throughout the year.

As we have said many times, we are fortunate to be based in Texas with a business environment that is the strongest in the United States. The economic growth in Texas is ranked #1 in the U.S., due largely to our strong employment growth (+2.5% annually) and income growth (+2.8% annually). In our four major markets, retail occupancy is approximately 94% in Dallas-Fort Worth, Houston and San Antonio and 97% in Austin. These markets rank among the top 10 fastest growing cities in the U.S. and unemployment is 4.4%, the lowest in many years. Corporate relocations into the state remain strong and both residential and commercial construction starts are among the highest in the country.



ALAN SHOR PRESIDENT

The strength of our business combined with where we are based will allow us to capitalize on this accelerated retail and real estate comeback. We are on trend to finish 2022 with impressive growth increases in all areas of our business. We ended 2021 with brokerage revenues, the leading indicator for our business, up 43%. With our 325 plus retail/restaurant/entertainment clients and over 30 million sf of project listings, our brokerage business continues to be best in class. So far this year, these revenues are up 55% YTD and we have added 34 new tenant accounts and 131 new property listings, including a 112-acre, mixed-use development in Frisco and approximately 500,000 sf in new Kimco listings across the state. In total, we transacted 680 deals for over \$850 million in total consideration, bringing our total number of deals to over 11,000 and consideration in excess of \$15 billion.

Connected Investments (Connected Development, Connected Acquisitions and Connected Capital) also had an extremely productive year, adding seven new real estate investments and four private equity transactions. We optimized the strong external environment by successfully exiting three real estate investments and three private equity investments. Connected Investment Services currently has approximately 1,750,000 sf in active developments, redevelopments and existing income producing assets, with another 1,100,000 sf in the pipeline. Later this year, we are launching CoNNected Investments, a triple net investment platform, focusing on a very strong asset class in the consumer space. After a very solid year in 2021, Connected Capital Services has added four operating companies in its portfolio, bringing its total to 29 retail and consumer-based businesses.

We remain totally focused on delivering the optimal connection at every point where retail and real estate come together and believe 2022 will be another strong lap for us all. With challenges come opportunities and we believe the opportunity for brick-and-mortar stores is the greatest in decades. The most innovative and thoughtful retailers and property owners will have the greatest success and we look forward to working with all of you on your respective courses. The Retail Connection team is primed to take full advantage of this dynamic landscape and drive these opportunities alongside our clients and partners. As always, we are proud to be on your team and look forward to all ahead.

TRC RETAIL REPORT | EXPANDING

COMPREHENSIVE SERVICES

BROKERAGE

tenant representation
project leasing
general brokerage
surplus property dispositions

INVESTMENT

acquisition
development
strategic capital
merchant banking

ADVISORY

expansion strategy | tenant
merchandising plans | property
retail operations

MANAGEMENT

property management
asset management
construction management
marketing services
corporate services

your retail real estate connection.

2021-2022 RECOGNITION



DCEO Awards:

CRE Awards Finalists:

- Best Retail Lease | At Home Lease in Timbercreek Crossing
- Best Retail Project | Lakepointe Towne Crossing
- Best Redevelopment | Whiterock Marketplace

DBJ Awards:

TRC | Top Tenant Rep, Brokerage + Property Management

ABJ Awards:

TRC | Top CRE Property Management Firms

SABJ Awards:

TRC Top of CRE Brokerages List



one focus. unlimited possibilities.



ACCELER18FORWARD

18 years one focus. unlimited possibilities.



NEW RETAILERS



NEW LANDLORDS



LET'S CONNECT

COME VISIT US AT
BOOTH 6743



TRC RETAIL REPORT | SERVICES

RETAIL REPORT | DFW

ENJOYING THE RIDE

by STEVE ZIMMERMAN, Managing Director | Brokerage



The DFW retail market continued to zoom in the latter half of 2021, and the momentum has continued to 2022. The pandemic reduced the overall occupancy rate from an all-time high of 94.7% in 2019 to 93% in 2020, but the market has accelerated back to 94% YTD 2022. The overall occupancy in DFW is as strong as any US metro area, and the occupancy for core urban properties is even higher, closing in on 97%. The demand for quality retail real estate continues to lap the supply, especially for second-generation restaurant space, endcaps, pad sites, and drive-through opportunities. Even the inventory of big-box space is dwindling as tenants such as Fitness Connection, Burlington, and PopShelf are actively signing leases. The largest retail transaction in DFW last year was completed by the TRC team when we represented Goldman Sachs, the owner of Timber Creek Crossing, in releasing the 103,000 SF box formerly occupied by JC Penney to At Home.

The near-record high occupancy rate can also be attributed to the lack of new retail development in DFW. For the past ten years, DFW delivery of new retail space has averaged over 3M sf annually, but DFW delivered less than 1M SF of new retail space for the first time this century. Demand for industrial, multi-family, and single-family products has driven up land prices and construction costs, making ground-up development challenging, especially speculative development. Most of the new retail construction has been grocery-anchored shopping centers with limited shop space and mixed-use developments with retail under multi-family or smaller (15K-20K sf) well-located strip centers. The shop space is being leased by fast-growing restaurants such as the Vandelay Group (Hudson House, Lucky's Chicken, Drake's, etc.) and Nick Badovinus' FlavorHook concepts (Desert Racer, Town Hearth, Yo! Lobster, Neighborhood Services, etc.) or by boutique fitness users such Stretch Lab, F-45, Club Pilates to name a few.

The biggest influencer driving the DFW economy is the tremendous population growth fueled by one of the hottest job markets in the US, with an unemployment rate of 3.4% compared to the national average of 3.8%. DFW ranked as the fastest growing major metro area, with another 100,000 people relocating to the Metroplex in 2021. Demographers project that DFW will reach 10 million people sometime in the 2030s, surpassing Chicago to become America's third-largest metro area. The hot job market and continued population growth have also led to increased consumer spending rising 12.5% from January 2020.

DFW is certainly not immune to the larger macro issues of supply chain disruption, inflation, and staffing shortages, but we appear to be revved up for another year of pedal to the metal growth. So buckle up, keep two hands on the wheel and enjoy the ride!!

CONNECTED MANAGEMENT SERVICES | CMS

ACCELERATING THROUGH THE TURNS

by CARLA NEEL, Senior Vice President | CMS



ACCELERATION: any process where the velocity changes. Since velocity is a speed and a direction, there are only two ways for you to accelerate: change your speed or change your direction—or change both.

A very accurate description of the last two years in the retail world.

From the pandemic's beginning, owners, operators, and tenants were forced to change their ways. There were no Policies and Procedures, no "How To" manuals for successfully navigating what was happening.

In Property Management, we turned and turned and turned at a dizzying pace. As the pace steadied, it was clear that our team was even better than before. Not having a manual had been an excellent thing.

We accelerated, and we were better because of that.

A – we came to action

C – we collaborated

C – we were creative

E – we embarked on new strategies

L – we leveraged our resources

E – we encouraged each other

R – we rebounded every time

A – we anticipated problems

T – we tailored our processes

E – we elevated our game

We no longer use manuals. We use a playbook. Ever-changing and accelerating through the turns.

NEW team members



EXPERIENTIAL RETAIL

by TERRY SYLER, EVP and LUKE WILSON, EVP | BROKERAGE



The groundwork for experiential retail was laid out years ago. But like all things, particularly in capitalistic societies, complacency leads to stagnation, which provokes disruption, which creates new opportunities. We have seen it in the car industry, in cellular, in food, and so much more.

For a brief example, the birth and evolution of video games gave rise to arcades—dramatic neon palaces for people to compete and connect. We have all seen the movies from the 80's highlighting the nostalgia of the masses. Those arcades were then packaged and brought into the home through the likes of Nintendo and Sega, and the new engagement isolated people in their homes through the 90s and early aughts.



But we are social creatures, and we are made to connect. In fact, a Manatt survey indicated 78% of millennials preferred to spend their money on experiences over goods. Creators began disrupting the in-home and out-of-home arcade with new ideas. Innovative companies like Topgolf introduced entirely new experiences, bringing people out of their homes and creating moments that matter. They are not the only ones, but they have helped make the wave we all benefit from as consumers. Topgolf tapped into what consumer sentiment had pointed at for years, the demand for experience overconsumption.

People are now more interested in accumulating memories over things. That is a good thing because experiences elevate our quality of life. So naturally, the next group of founders appeals to these interests. In years past, our retail experience was limited to a restaurant or bar, maybe a movie theater or bowling alley, and for nostalgia's sake, an occasional trip to the arcade. Now we have indoor skydiving, electric racecars, pickleball, indoor skiing, axe throwing, psychedelic art exhibits, and everything "virtual" you can imagine.

The groundwork was laid years ago, but disruption was needed. Experiential retail is now accelerating for all the right reasons. It beckons people back out of their homes at a time when it is needed most. It serves as the anchor every new retail development is so desperately seeking. The smartest, most innovative creators, developers, and brokers are all working together to deliver the social retail experience that consumers really want, accumulating not goods but the experience of a lifetime.

TRC RETAIL REPORT | AREA OFFICES

RETAIL REPORT | AUSTIN

SPEEDING AHEAD

By LANCE MORRIS, President | Austin



As we begin the Summer of 2022, we can reflect on the fact that in Austin, we do not live the laid-back lifestyle of Willie Nelson of decades past, and we never will again. While we still love Willie, who just turned 89, we all are experiencing and seeing the signs of Austin becoming one of the most sought-after places to live, work and play in the country. Corporate expansion and HQ relocations are being announced at a dizzying pace.

These new employees need places to live, work, and play, and developers take full advantage of this unprecedented growth.

Our skyline is being transformed with multiple office/condo/apartment and hotel projects under construction or planning stage. Lincoln Property Company and Karioi Residential are building Austin's tallest building at Sixth and Guadalupe. The 66-story development will have over a million square feet of office, residential, retail and outdoor space, and the tower will be the 5th tallest in Texas. There are too many other similar projects in downtown to mention.

Downtown is not the only place experiencing this type of development activity, as you can find it all over Austin and the surrounding communities. These mixed-use projects are popping up everywhere, designed with the intent to foster community, creativity, and innovation. Examples of these are Northline, located in Leander, where a 116-acre Urban mixed-use community is under construction designed with the character and charm of the Texas Hill Country in mind. It will include restaurants, retail, residential, office, hotel, and healthcare. Another is East Village, located across Parmer Lane from the existing Samsung plant in northeast Austin. It, too, will include places to live, work and have fun where the creative class of technology, art, business, and social scenes can mix. You can find these types of projects in every suburb of Austin.

Only time will tell the influence Elon Musk will have on Austin. Last month, Tesla started rolling cars off the assembly line at his \$1B HQ and manufacturing plant located on the Colorado River in Southeast Austin. He has purchased a 500-acre horse ranch directly across the Colorado River, where he will supposedly build his home. It is also rumored that The Boring Company will precisely do that, bore underneath the Colorado River, where he can leave his home and get to his HQ without ever going outside. Austin is already buzzing with the prospect of him relocating Twitter's HQ from San Francisco if he successfully buys the company.

Taylor, Texas in northeast Williamson County, is another example of a place that will never be the same after Samsung Electronics announced a new \$17B next-generation semiconductor factory would relocate there. Just 35 miles from downtown Austin, the city of roughly 16,000 residents, is about to boom and Taylor Mayor, Brandt Rydell, says the city is taking steps to keep its small-town charm, but it is safe to say, like Austin, Taylor will never be the same. The impact that a project of this magnitude, with all the employment it will create, will be felt for decades and generations to come.

I will close with another reference to a musical icon, Bob Dylan, The Times They Are A-Changin'!

RETAIL REPORT | HOUSTON

SHIFTING INTO HIGH GEAR

By DAVID STUKALIN, President | Houston



As Houston emerges from the pandemic and life returns to our new normal, we continue to see Houston outpacing other major metros for retail demand.

While faced with everything from supply chain issues, labor shortages, and staggering inflation, Houston has emerged strong with a decreased vacancy rate of approximately 5.6%, a level not experienced since pre-pandemic years, increased rental rates for Class A centers, and over 1 million square feet of positive net absorption.

The Greater Houston Partnership reported the addition of almost 70,000 people, bringing our Houston Metro area to nearly 7.2 million people. The unprecedented residential boom in Greater Houston adds to the positive indicators mentioned.

Undeterred by increasing mortgage interest rates, Houston saw record-setting average home sales prices soar above \$400,000. This, coupled with a record low inventory in the local economy, has spurred the revitalized construction of single-family homes and provided new opportunities for power centers. Traditionally driven by residential demand, grocery-anchored and big-box retailers like Target and HEB have jumped on board to start construction on once "future" developments. HEB has four new stores slated to begin construction or in the final planning stages, and Target has two under construction.

We see that, as predicted before COVID, the brick-and-mortar stores are not going away anytime soon. If the pandemic has taught us anything, it is that brick-and-mortar will only strengthen by embracing omnichannel. Just look around at any power center today, and you will see the "curbside pickup" spaces have not only remained since the pandemic, but they have increased. Additional strategies to draw consumers into these brick-and-mortar stores are the "stores within a store." Collaborations between Sephora and Kohl's and Target and Ulta have proved beneficial to both retailers.

TRC promotions



RETAIL REPORT | SAN ANTONIO

PRIMED FOR ACTION

By NICK ALTOMARE, EVP and SHERMAN HINKEBEIN, EVP | San Antonio



The pandemic is over for all intents and purposes, and retail is back! Restaurants, bars, and health clubs are in full recovery mode, and the pent-up demand due to isolation is far greater than expected.

Job growth in San Antonio is around 7.4%, and San Antonio ranks as Texas' hottest housing market and #4 in the Country. The market is primed and ready for new and dynamic retailers, and we're prepared to find them

their new homes.

San Antonio's retail vacancy rate is 4.8% (Q4-2021) vs. 5.6% last year (Q4-2020). No new construction of power centers has increased the competition for

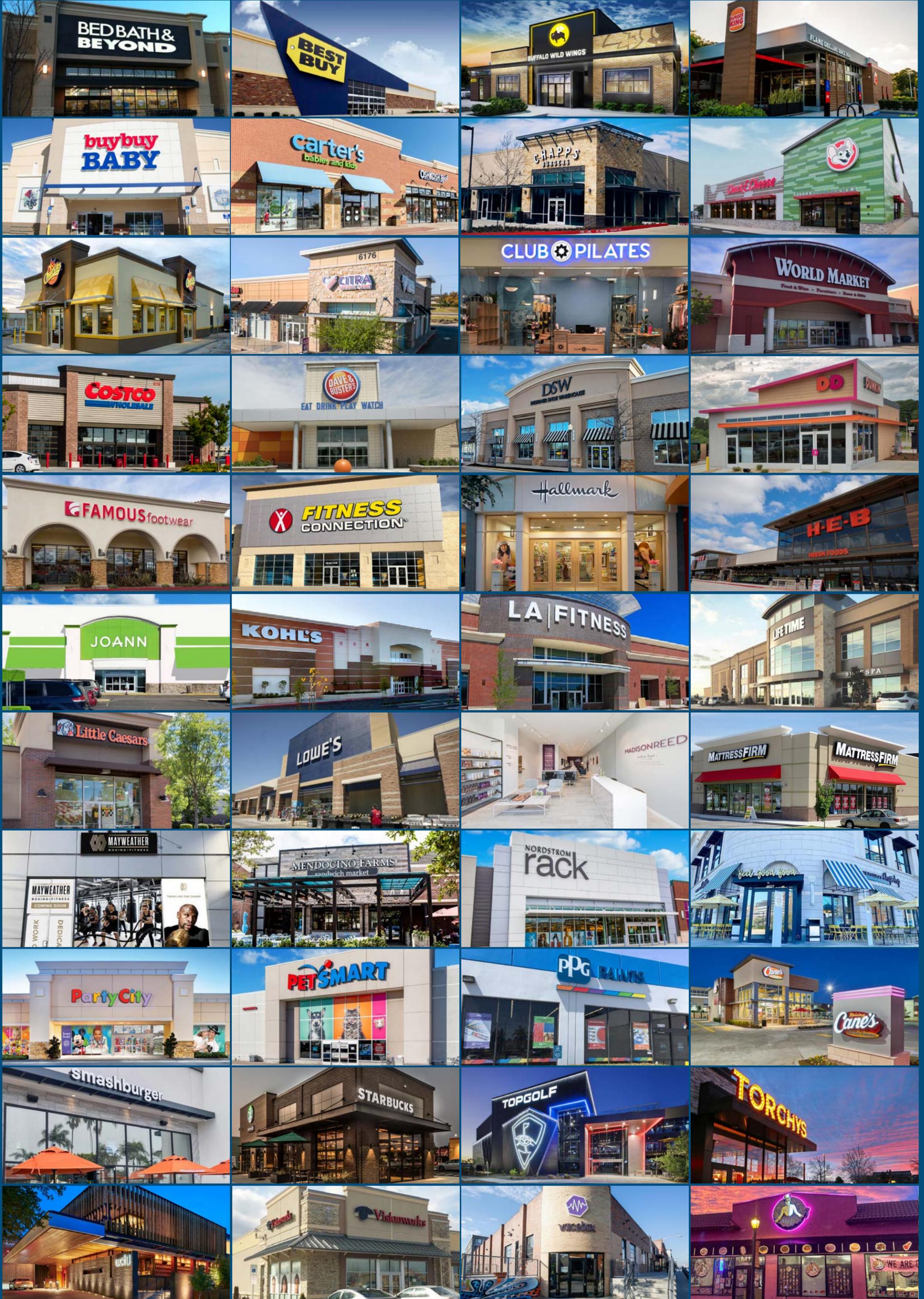
anchor and junior anchor space. The Class "B" and "C" centers are now being backfilled with health clubs such as Fitness Connection and lower-priced discounters such as Ollie's.

At the Retail Connection, we are continuing to rely on our outstanding market knowledge to provide the best services possible for both retailers and landlords. We completed 43 transactions in 2021, and brokerage volume was up 25% from 2020. In June 2021, we added on-site property management services and our SA property management team has added 15 properties, totaling 828,903 SF.



CONNECTED | RETAILERS

For a complete listing of the 300+ retail chains TRC currently represents, see our website: theretailconnection.net



CONNECTED | RETAIL CENTERS

For a complete listing of the 400+ retail centers TRC currently represents, see our website: theretailconnection.net

DEEP ELLUM | GOOD E REDEVELOPMENT

Dallas, TX



- Exciting new redevelopment project at the entrance to the lively Deep Ellum district
- Located on an entire block of Good Latimer, Elm & Main
- Up to 66,415 SF of retail, restaurant or creative office space
- Across the street from the mixed-use Epic development
- Deep Ellum is the largest entertainment district in the region & is home to 60+ restaurants, 20+ music venues & 30+ shops



HURRICANE CREEK VILLAGE

Benton, AR



- Pad sites available surrounding high volume Kroger Marketplace
- 2,247 SF second generation medical space available
- \$60,611 median household income
- Over 100,000 VPD = 75' pylon sign on I-30
- Area Retailers include: HOBBY LOBBY KOHL'S petco



KOHL'S PORTFOLIO

Texas



- Join Kohl's in their Right Sizing initiative throughout Texas
- Seeking junior anchor co-tenants to fill +/-24,000 SF
- Pad sites with Kohl's anchor available
- Right size initiatives vary by market



KNOX DISTRICT

Dallas, TX



- Dallas' premier street retail district providing high profile canvas for retailers to optimally express their brands
- Highest profile adaptive re-use project in the southwest adding over ±150,000 SF of retail space in historically 99% occupied district
- District is surrounded & driven by Dallas' highest end neighborhoods, Highland Park, The Katy Trail & US 75
- Unique destination adjacent to Katy Trail with ground-level and second-story restaurant and retail opportunities

FOR LEASING INFORMATION:
MOOREHEAD MANAGEMENT LLC
714.221.0000

LAKE PRAIRIE TOWNE CROSSING

Grand Prairie, TX



- 243,900 SF center
- Population of 96,731 within a 3-mile radius
- Lake Prairie Towne Crossing Retailers include:



LAKEPOINTE TOWNE CROSSING

Lewisville, TX



- Strong national-credit anchor lineup including: SUPER TARGET DICK'S Party City
- High-traffic regional intersection | I-35 [184,676 VPD] & Hebron Parkway [54,843 VPD]
- Close proximity to Music City Mall [1,000,000 SF enclosed shopping mall anchored by JCPenney macys Dillard's ZionMarket]
- Dense surrounding daytime population [254,676 within 5 miles | 96,163 within 3 miles]
- Centered around a growing & vibrant neighborhood [9.3% population growth over next 5 years within 1 mile]

HEADINGTON HEIGHTS

McKinney, TX



- 380 North—NWC 380 frontage
- 44,600 SF of small shop space
- Promenade at Headington Heights—located on the SEC
- Shops C—ready for tenant delivery
- Shops B—95% leased [1,590 SF available]
- Join:



LONG JOHN SILVER'S PORTFOLIO

Texas



- Lot size: +/-0.3 Acres – 1.0 Acre
- Building size: 1,088 SF – 2,555 SF
- Cities Included: Houston, Huntsville, Marshall, Nacogdoches, Pearland



PRESTON SHEPARD PLACE

Plano, TX



- 1,500 SF up to 37,296 SF available divisible spaces
- Affluent established neighborhood
- 3-mile radius | population: 125,000; daytime population: 172,000; average household income: \$126,000
- Traffic count on Preston Road and Park Boulevard: 100,000 VPD
- Area Retailers include:



PROJECT FTX

Frisco, TX



- 112-acre mixed-use development in Frisco's North Platinum Corridor
- Excellent visibility and access from DNT, Lebanon and Parkwood
- Phase 1 construction to start Q4 2022 with retail, multi-family and medical office
- Targeted retail categories: grocery, general retail, restaurant, service and entertainment
- Area Traffic Generators include: Ford Center Stadium at The Star, Scottish Rite Hospital, Toyota Stadium, Rider's Field, Frisco High School, The Star, The Gate, Frisco Station, Stonebriar Centre and more

VILLAGE AT CUMBERLAND PARK

Tyler, TX



- 700,000 SF mixed-use shopping center
- Premier regional draw catering to the entire East Texas market
- Restaurant & Entertainment destination of East Texas with Studio Movie Grill, Urban Air, Escapology & over 10 restaurants



WATAUGA PAVILION

Watauga, TX



- 205,447 SF center
- Population of 319,013 within a 5-mile radius
- Daytime population of 272,993 within a 5-mile radius
- Watauga Pavilion Retailers include:



CONNECTED | TRC INVESTMENT UPDATE

CONNECTED DEVELOPMENT SERVICES | CDS

CONNECTED ACQUISITION SERVICES | CAS

MERGING LANES

by MATT WILSON, VP and CHAD BRADSHAW, VP | CDS



Peanut butter and jelly. Bed and breakfast. Thunder and lightning. Location and neighbors. Work and play. Brick-and-mortar and e-commerce. Person-to-person connections and technological advancements. There are some things that just go together. And these days, they must go together. Tenants and landlords can no longer be solitary in planning the best model for a tenant's business or a landlord's shopping center. They must be collaborative and prepared for ever-changing consumer demands and current lifestyles of integrated productivity and entertainment. Gone are the days of getting just "or." Welcome to the era of getting "and."



One of the things we pride ourselves with most at The Retail Connection is our ability to adapt the functionality and experience of a shopping center around a tenant and a consumer's needs. Multi-use settings where people can live, work and play all in the same area have become predominant around the country. The key is anticipating and responding effectively to this dynamic shift.

Consumers want shopping centers that serve all their needs - somewhere they can walk, bike or drive to get their shopping done, eat lunch with a friend, and have an experience. Tenants want to be a part of these shopping centers and want a chance at fulfilling a multitude of these consumer needs. Experience-oriented projects take advantage of common space, landscaping, transportation trends, patio designs, and promote culture by inviting consumers to participate in community events. The tenants will thrive by picking up organic foot traffic, and thus the shopping center becomes dynamic.

Tenants and landlords should also take this opportunity to incorporate technology into these interactions by setting up their e-commerce and digital presence to enhance consumer engagement with accessible Wi-Fi, mobile user-friendly websites and live media streams of store events. Beyond the storefront, shopping centers can direct consumers to open parking spaces, enhance lighting with motion activated sensors and offer technology to order food or find products consumers are looking for.

Landlords and tenants adapting to this new shopping center presence is only half of the equation. The other half is making sure the right tenants occupy that space and the economics make sense. At The Retail Connection, we have seasoned experience in navigating successful partnerships between multiple stakeholders. When brokers are pairing the best tenants for their projects with what is going to get landlords the best sustainable return on investment, understanding healthy tenant occupancy costs and considering all the intangibles a tenant can bring to the shopping center is key. If land is unaffordable, materials are expensive, and rent is sensitive, landlords must seek creative alternative underwriting techniques and partnership structures. Landlord's must consider alternative deals that blend mixed use and/or city incentives, such as activating untouched spaces within the shopping center and focusing on great operators who can drive consistent foot traffic, particularly in the food and beverage, service, and entertainment sectors.

EXPERIENCED DRIVERS

by STEVE HEFNER, President | CAS



The rise of omnichannel retail and work-and-play centers brings both great opportunities and great challenges for property managers. While the need for space has never been higher, retailers want to know that they are in good company, surrounding themselves with other desirable stores, restaurants, and entertainment outlets so that consumers will spend longer amounts of time circling the areas of their brick-and-mortar storefronts. However, there are several steps property managers can take to ensure that their spaces are highly desirable to the right groups of tenants.

Previously, I mentioned the need for retailers to be surrounded by entertainment facilities. When operating a center, it is important to keep in mind that shoppers want to have *experiences*. Property managers can create those experiences by offering and reserving spaces for entertainment and F&B brands.

Desirable spaces and centers also offer public amenities in the spaces between the stores. Providing amenities such child play facilities and special events will encourage people to leave their homes, and convenience items such as store pick-up and valet services will put them at ease that they can handle a day out with the family. The use of technology in a space, such a free Wi-Fi and new technologies like Beacon, can help visitors access specific information and offers, allowing them to linger for a while in the center.

Lastly, just as each retailer has their own digital presence, successful spaces and centers must have a social media presence to maintain a steady flow of interest in the tenants and the events the space has to offer. Property managers can utilize social media to create appealing content for customers, such as announcements of upcoming events, fundraisers, or discount sales, live feed of grand openings and other events, and photos of activities available in the space.

While the demand might seem grand for all-in-one, desirably tenanted super centers, the need for space has never been higher for retailers, many of whom have previously only had an online presence. The Retail Connection offers property managers the experience and expertise to research the right tenants for their spaces, and the market know-how to make it come to fruition. We look forward to our property manager partnerships in transforming available spaces into successful, thriving metropolises.

CONNECTED | TRC INVESTMENT UPDATE

DEVELOPMENT

- ARLINGTON HIGHLANDS | Arlington, TX | 625,600 SF [sold | AEW Capital Management]
- ARLINGTON HIGHLANDS EAST | Arlington, TX | 109,727 SF [sold | AEW Capital Management]
- MANSFIELD POINTE | Mansfield, TX | 157,000 SF [sold | Inland]
- WEATHERFORD RIDGE | Weatherford, TX | 390,000 SF [sold | Dunhill Partners]
- THE VILLAGE AT CUMBERLAND PARK | Tyler, TX | 705,677 SF
- HURRICANE CREEK | Benton, AR | 228,000 SF
- THE SHOPPES AT PARKWEST | Katy, TX | Phases 1 & 3: 256,275 SF
- HOBBY LOBBY | Plano, TX | 54,370 SF [sold | Kodiak Lynch]
- PATRON PLAZA | San Antonio, TX | 11,970 SF [sold | Headwall Investments]
- JOSHUA GROVE | Joshua, TX | 5,760 SF
- THE SHOPS AT LEW PARK | Balch Springs, TX | 63,455 SF
- DECATUR CROSSROADS | Decatur, TX | 174,000 SF
- TAKE 5 PREFERRED DEVELOPMENTS | Austin & Houston, TX | 1,438 SF
- LORO | Dallas, TX | 9,520 SF [sold | Private investor]
- TOP GOLF FLEX | Lafayette, LA | 42 Bays on 12 Acres

RE-DEVELOPMENT

- VILLAGE ON THE PARKWAY | 2011 | Addison, TX | 367,000 SF [sold | UBS]
- FORMER TARGET | San Antonio, TX | 119,563 SF [sold | EG Tejas]
- NORTH LOOP SHOPPING CENTER | Longview, TX | 250,000 SF
- SDP | TYLER TORCHYS | Tyler, TX | 6,000 SF [sold | Private investor]
- SHERWIN WILLIAMS | Tyler, TX | 8,000 SF [sold | Merritt Capital]
- HASKELL DEVELOPMENT | Dallas, TX | 9,520 SF [sold | Winhavar]
- 4312 LIVE OAK | Dallas, TX | 3,032 SF
- BREEZE HEALTHCARE | Fort Worth, TX | 5,033 SF
- WHITE ROCK MARKETPLACE | Dallas, TX | 48,623 SF

ACQUISITION

- QUORUM PLAZA | Dallas, TX | 77,800 SF [sold | Westwood Partners]
- SHACKLEFORD CROSSINGS | Little Rock, AR | 316,000 SF
- TOWN CENTRE PLAZA | Mesquite, TX | 94,096 SF [sold | LPC]
- WILLOWBROOK PLAZA | Houston, TX | 384,663 SF [sold | DDR]
- WOODPARK SHOPPING CENTER | Spring, TX | 157,350 SF [sold | Unilev]
- VILLAGE ON THE PARKWAY | 2004 | Addison, TX | 381,000 SF [sold | DRA]
- MILLS POINTE | SEC Trinity Mills & East Marsh Lane | Carrollton, TX | 126,089 SF [sold | HSM]
- HULEN POINTE SHOPPING CENTER | SWC Hulen Street & Oakmont Boulevard | Fort Worth, TX | 174,783 SF

- LAKEPOINTE TOWNE CROSSING | NEC Hebron Parkway & I-35 | 196,630 SF
- LAKEWOOD | Dallas, TX | 8,362 SF
- DRAGNA ON GREENVILLE | Dallas, TX | 9,600 SF [sold | SEB]
- KNOX DISTRICT | Dallas, TX | Redevelopment of 11.32 Acres. Providing additional retail, residential, hotel, and office
- THE ARMSTRONG AT KNOX | Dallas, TX | 165-unit rental community [sold | Madera Residential]

MERCHANT BANKING

- TEAVANA | Atlanta-based high-end retail chain specializing in teas and related merchandise from around the world [IPO 07-2011 NYSE: TEA bought by Starbucks December 2012]
- MERVYN'S HOLDINGS, INC
- REGIONAL MANAGEMENT CORP. | A Greenville, S.C. based small loan retail chain [IPO 03-2012 NYSE: RM]
- MEALEY'S FURNITURE | Philadelphia-based regional furniture chain
- SOVEREIGN BANK | Dallas-based regional bank [sold | Veritex Bank Aug 2017]
- TFO, INC | Miami based national chain of fragrance stores located primarily in better outlet centers
- BAZAAR VOICE | Social network that helps businesses capture, display, share, and analyze customer conversations online [IPO 02-2012 NYSE Symbol: BV]
- EUROPEAN WAX CENTER | 700+ chain of affordable waxing service stores across the U.S. [sold in 2017]
- SUNTEX | Fund focused on purchasing and operating marinas across the U.S.
- REPUBLIC INSURANCE COMPANY | National property and casualty insurance company [sold | AmTrust Financial Series]
- TIFF'S TREATS | Austin-based chain selling fresh-baked cookies
- DIAMOND DIRECT | Charlotte-based fine jewelry chain of stores across the U.S. [sold | Signet Jewelers Ltd.]
- WSS | Hispanic-facing specialty retailer of branded athletic footwear, a multi-unit chain based in Los Angeles [sold | Foot Locker]
- ACUITY EYECARE GROUP | Owns and operates leading North American eyecare shops and optometry practices, with over 70 units and a full-service digital lab
- INTERIOR DEFINE | Chicago based digital retailer of high design, well crafted furniture now opening physical stores in the U.S.
- NEIGHBORHOOD GOODS | Dallas based start-up for a contemporary alternative to the traditional department stores, combining elements of media, pop-up retail, food and beverage, and story-driven commerce
- VOICEBOX ENTERTAINMENT | Multi-unit karaoke entertainment concept with quality food and beverage
- VANDELAY RESTAURANT GROUP | Multiple concepts for restaurant expansion including Hudson House, Drake's and East Hampton
- BLUE JEANS GOLF | Aggregation of golf driving ranges across the U.S. adding technology, food and beverage and other innovative services
- HOME RUN DUGOUT | An exciting new entertainment concept centered around patented protected baseball activities and food and beverage offerings in a multi-unit environment

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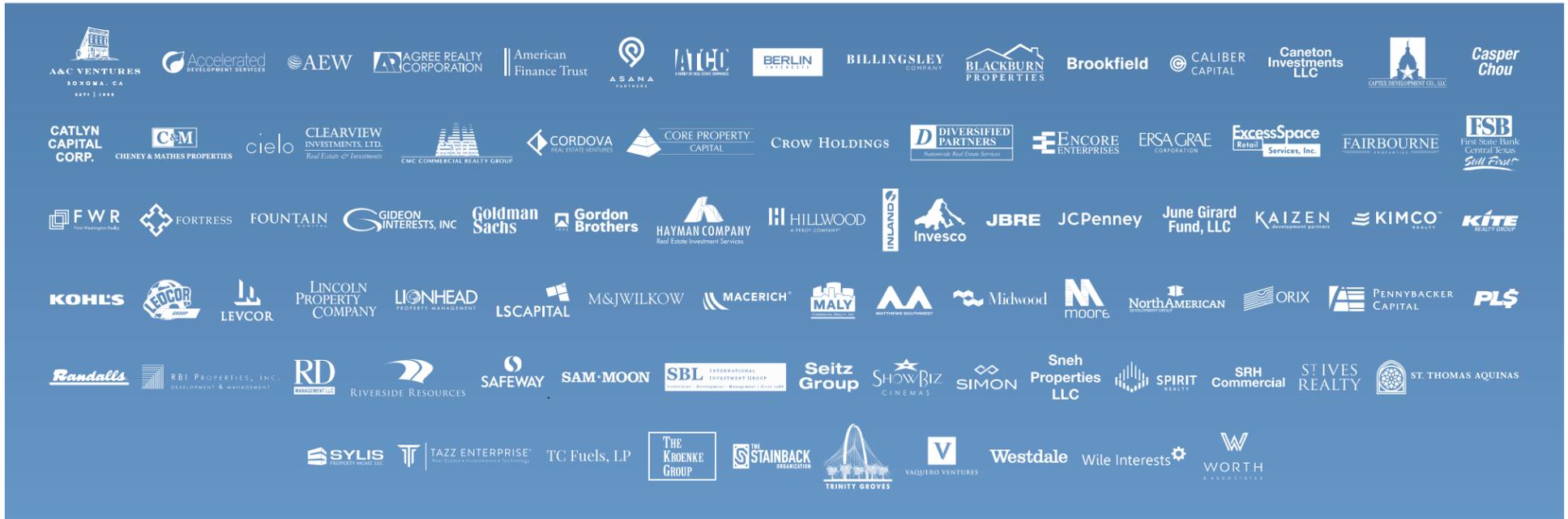
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RESTAURANT CLIENTS



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