

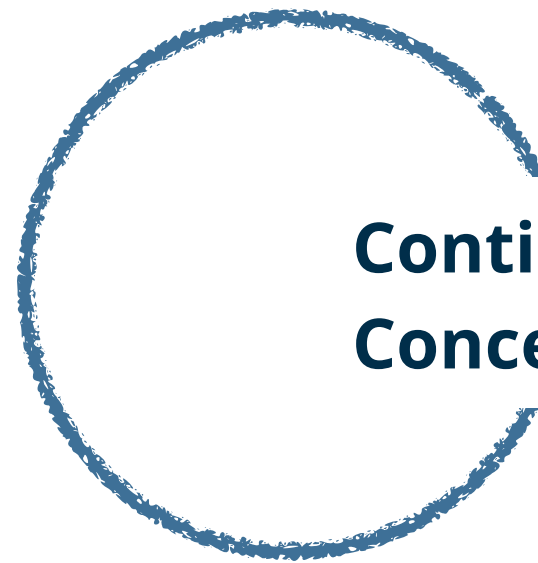
Retail Junc-tion:

The Point Where Retail Trends Impact Your Community

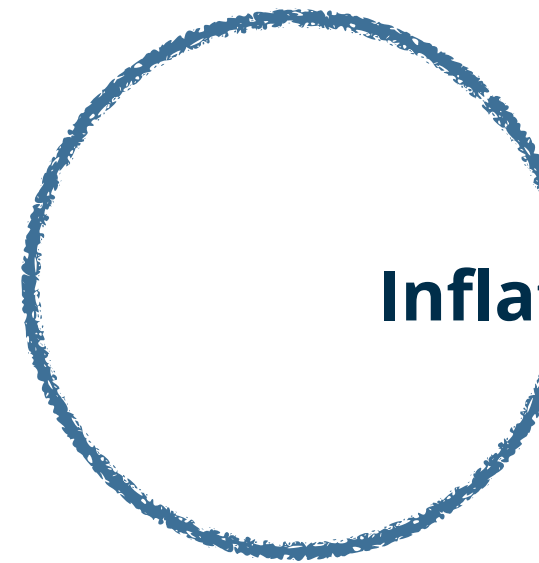


2024

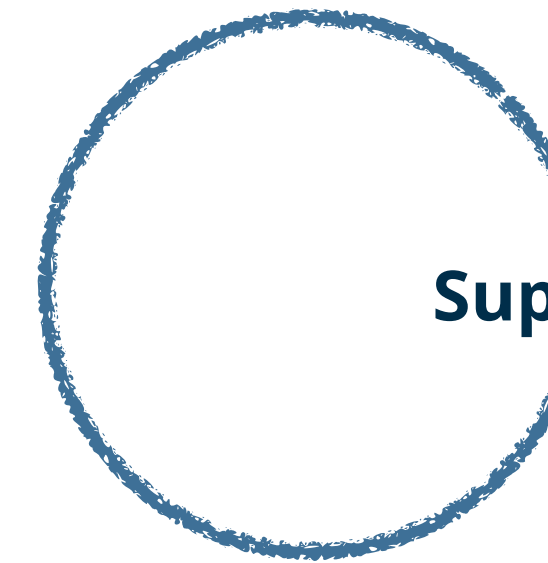
Caution Prevails



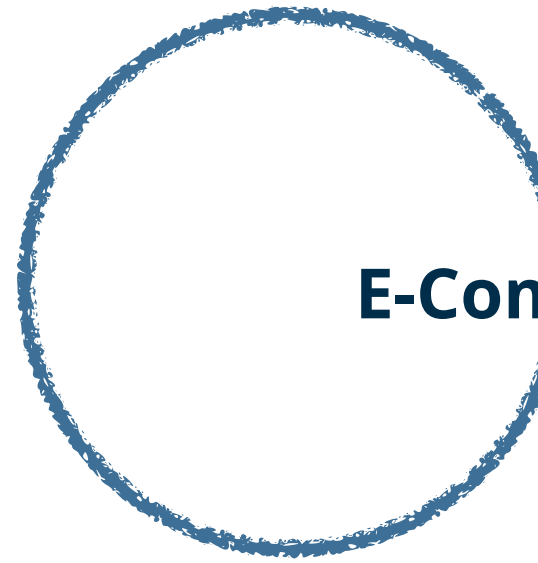
**Continued Pandemic
Concerns**



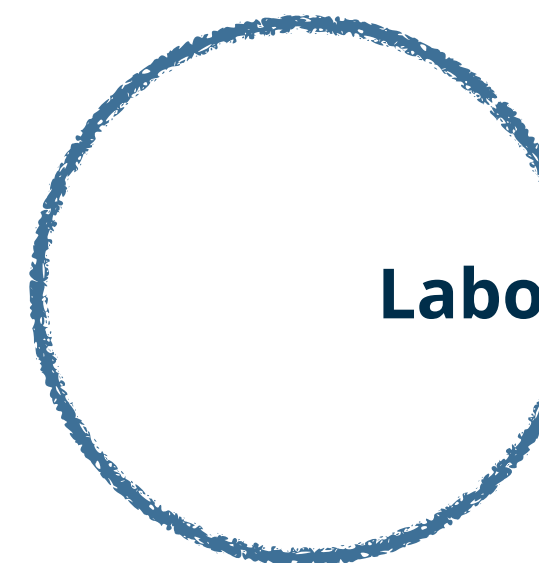
Inflation



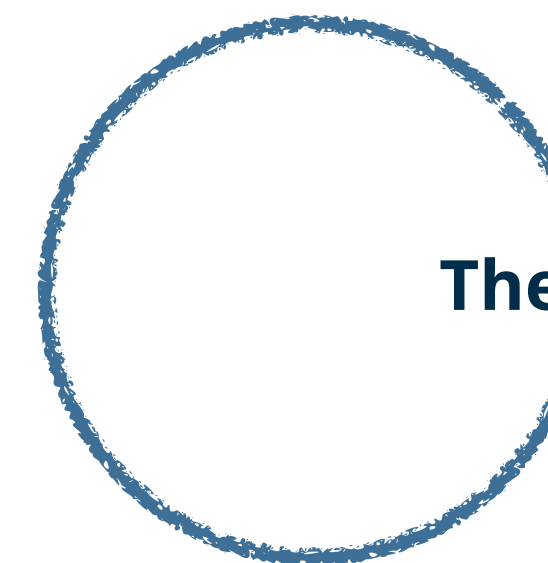
Supply Chain Lag



E-Commerce



Labor Availability



Theft/Organized Crime

Why the new COVID shot is a game-changer (and why the term 'booster' is obsolete)

PUBLISHED Oct 3, 2023



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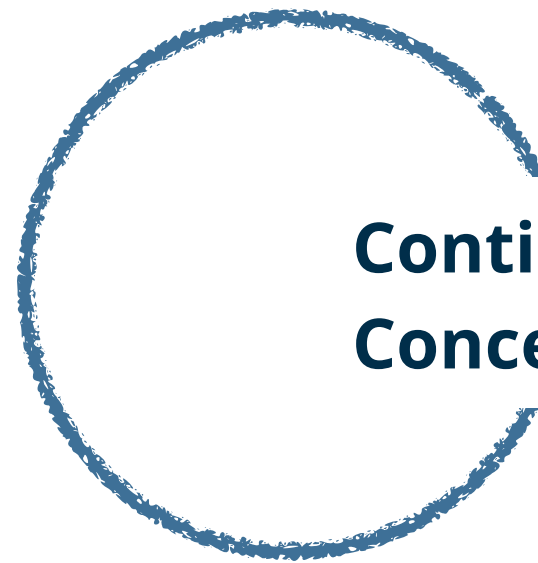
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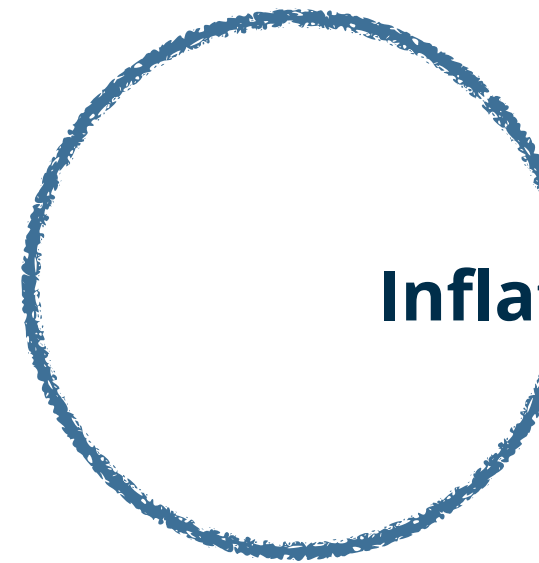
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2024

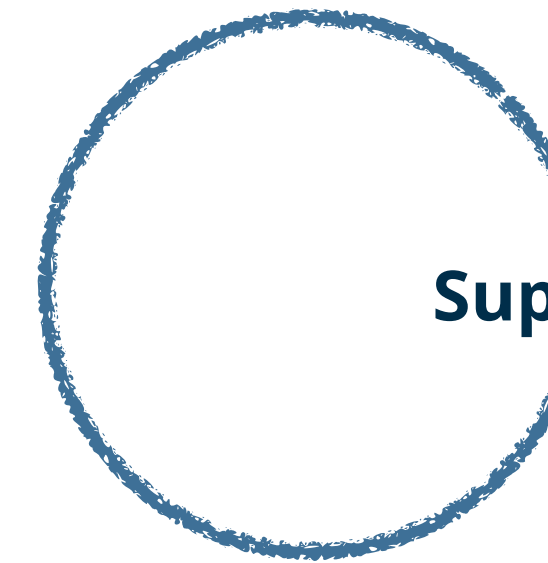
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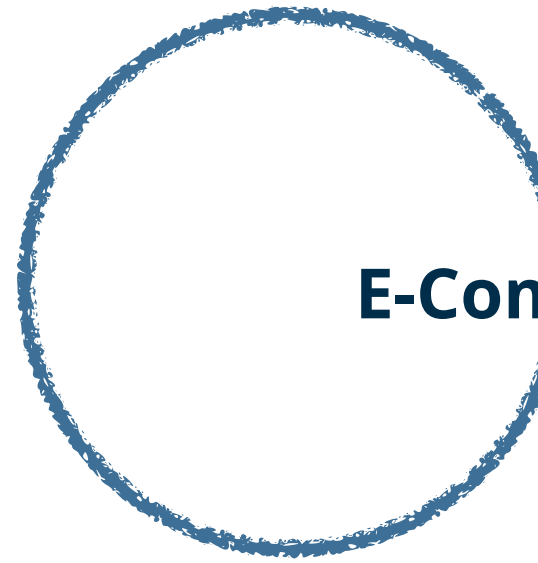
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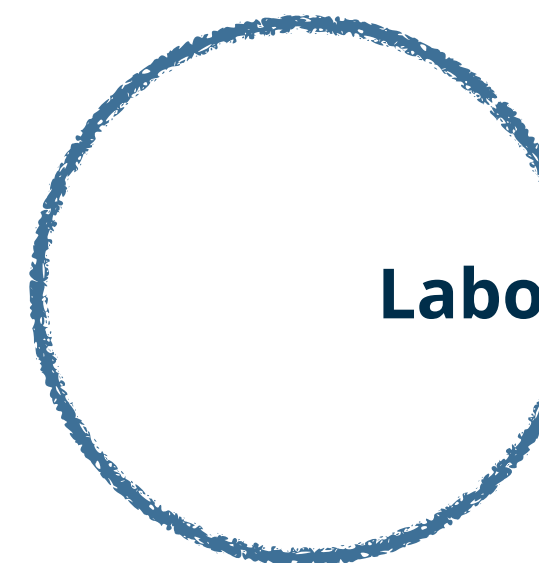
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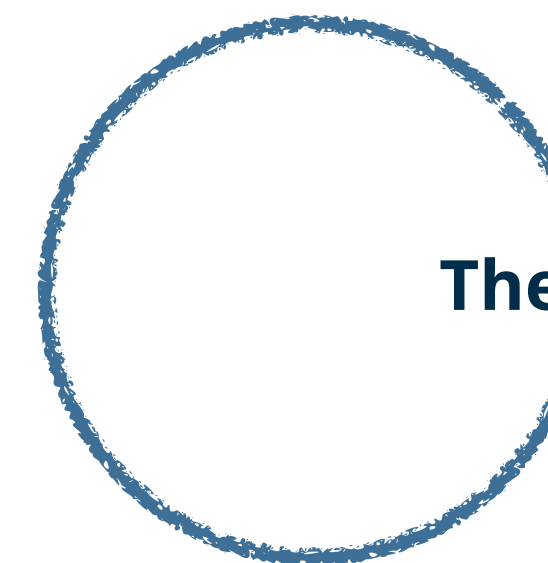
Supply Chain Lag



E-Commerce

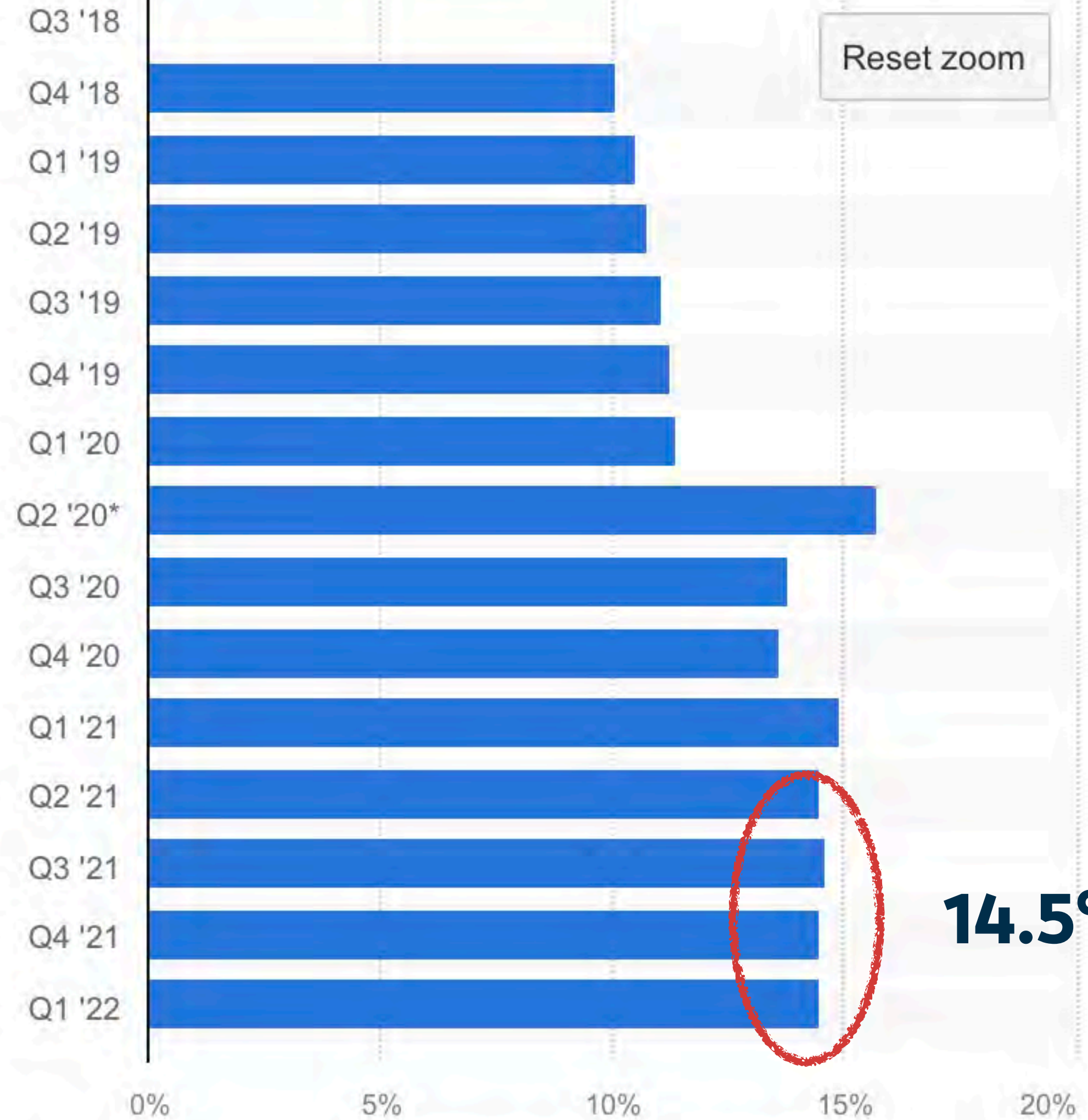


Labor Availability



Theft/Organized Crime

E-commerce as share of total U.S. retail sales from 1st quarter 2010 to 2nd quarter 2023



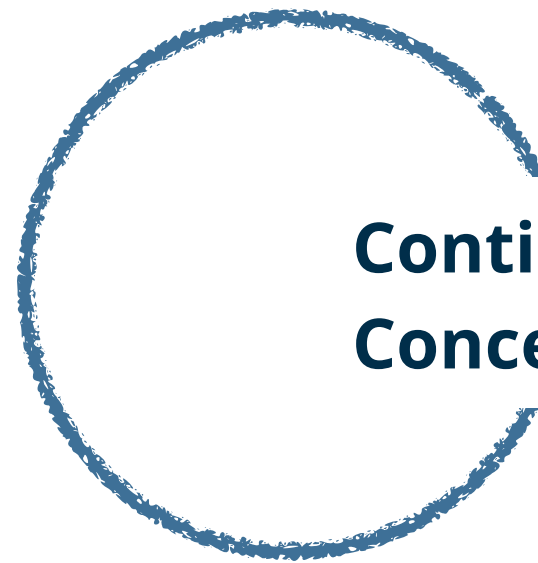
Reset zoom

14.5%

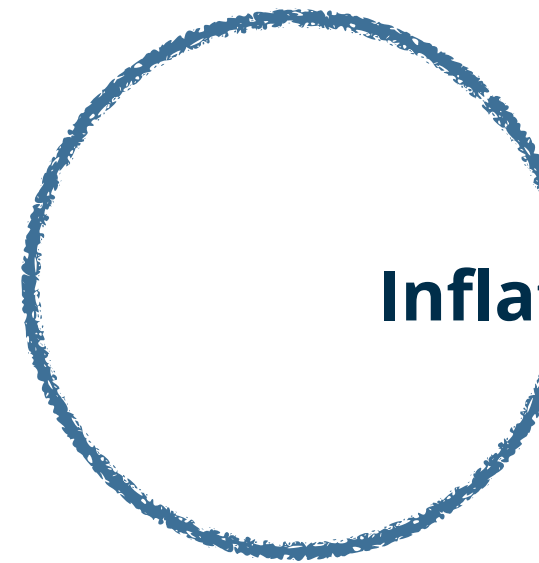
Percentage of e-commerce sales

2024

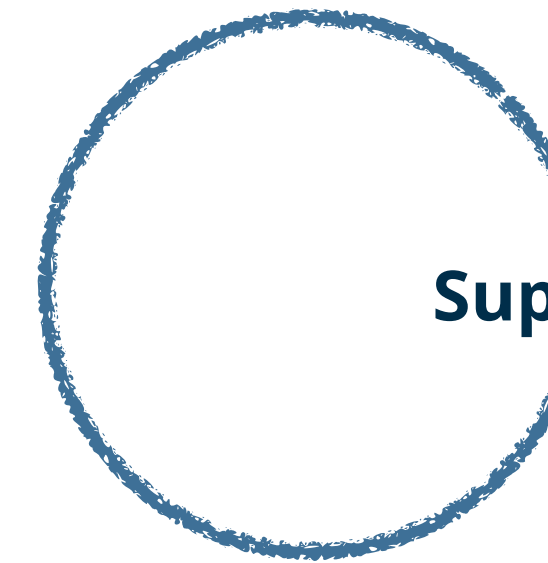
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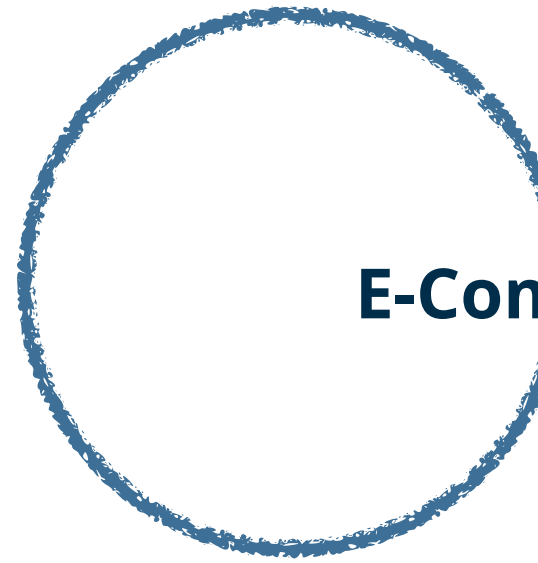
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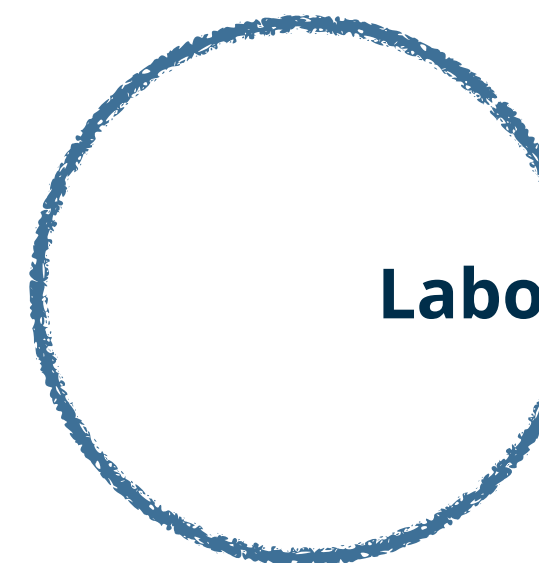
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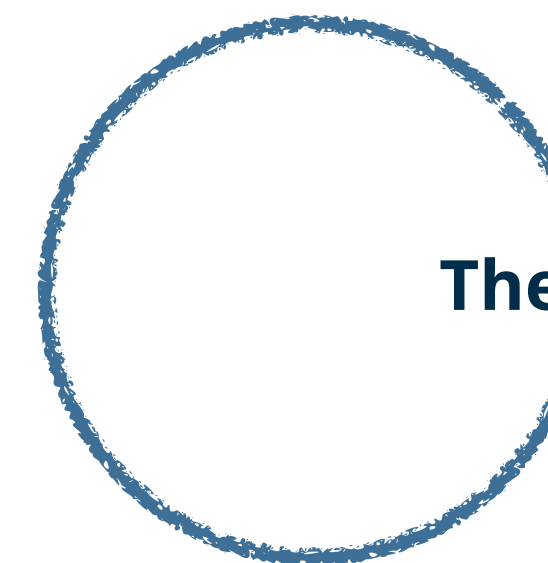
Supply Chain Lag



E-Commerce



Labor Availability

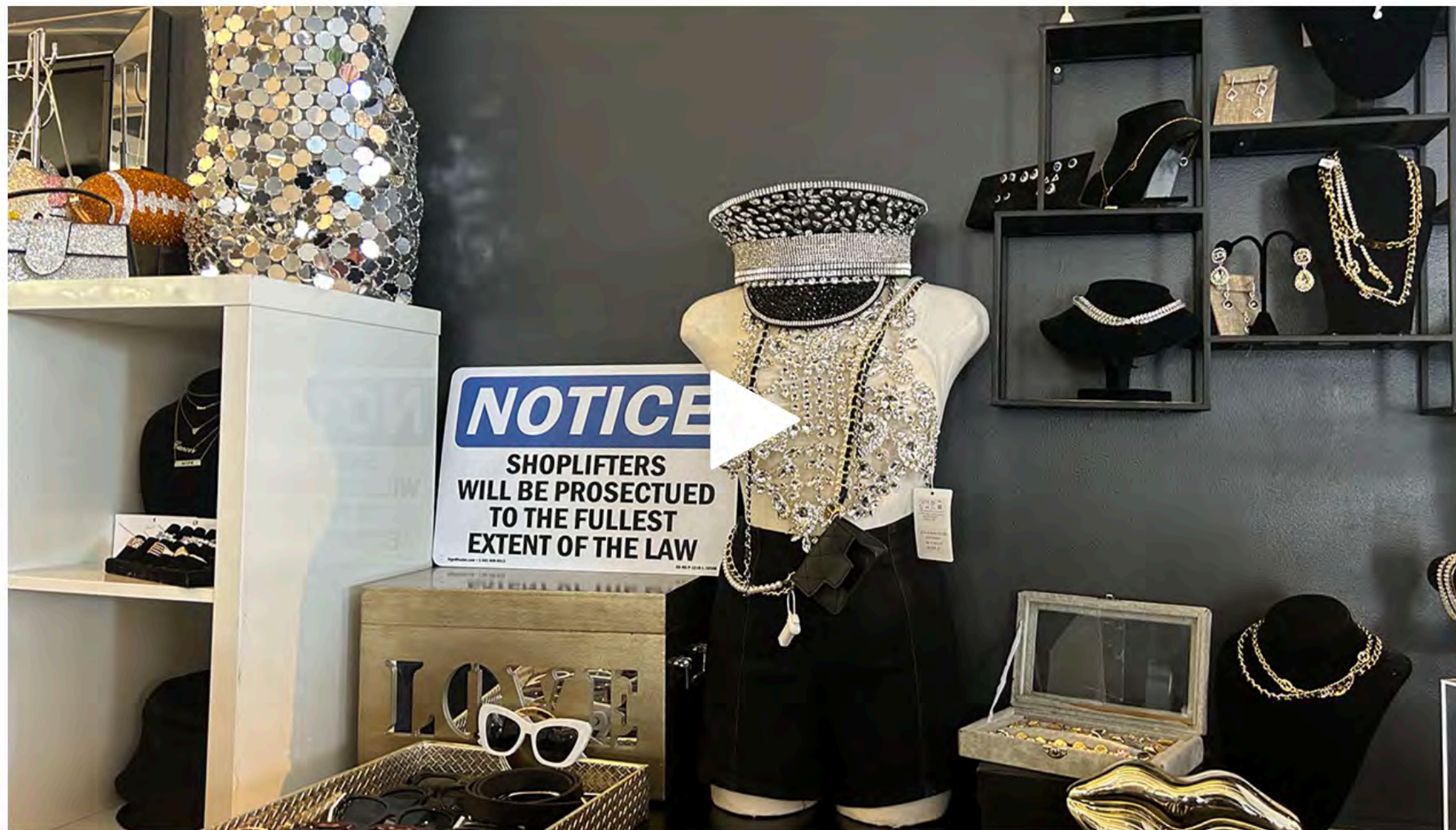


Theft/Organized Crime

Target points to retail crime as reason as company set to shutter 9 stores

Retailer sets Oct 21 closure date for stores

By [Aislinn Murphy](#) | [FOXBusiness](#)



U.S. Stock Market Quotes

Quotes displayed in real-time

Quote Lookup

DOW JONES AVERAGES (I:DJI)

33,126.98

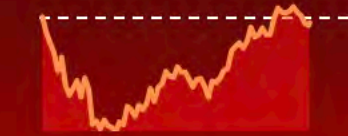
▼ -2.57 (-0.01%)



NASDAQ COMPOSITE INDEX (I:COMP)

13,225.67

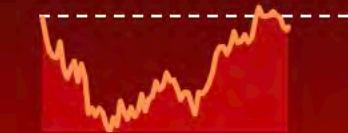
▼ -10.34 (-0.08%)



S&P 500 (SP500)

4,259.82

▼ -3.93 (-0.09%)



Retail Is Economic Development



Retail Is Economic Development



Developer + Investor Trends

Retail Trends

Smart investors/developers have been hoarding cash - gives them flexibility to quickly capitalize on opportunities

- Lack of liquidity is a major issue in high interest cycles
- Expect macroeconomic climate to improve in Q4 2023
- Delay dividend payments, delay unnecessary capital improvements, communicate with lenders and prioritize debt payments, and offer free rent in lieu of interior space improvements/upgrades
- Many in 2008 recession went out of business due to lack of cash

Retail Trends

Smart investors/developers are pursuing value-add, redevelopment opportunities

- **New speculative construction is not happening**
- **Increased land costs, increased construction costs, inflation and continued fears of recession have strapped new construction projects across all markets**
- **Look for developers to aggressively pursue incentive assistance to lessen risk**

Community Retail Focus Today

Retail Trends

Single-tenant
retail development



Retail Trends

Single-tenant
retail development



Retail Trends

Single-tenant
retail development



Retail Trends

Retail service center development

- 10,000 - 15,000 sq. ft.
- Large % pre-leased
- Drive-thru end-caps
- Unanchored



Retail Trends

Redevelopment

- Well-located
- Good visibility & parking
- Strong demographics
- Under-utilized asset
- Vacancies
- Upgrade tenant mix



Retail Trends

Repurposing Good Sites

Highest & Best Use Focus

- Analyze well-located sites and identify those not serving their highest-and-best-uses - then target improved uses
- Consider site/lot assemblage opportunities



Retail Trends

Repurposing Good Sites

Highest & Best Use Focus

- Analyze well-located sites and identify those not serving their highest-and-best-uses - then target improved uses
- Consider site/lot assemblage opportunities
- Assemblage takes time and persistence



Restaurants: Fast Casual + QSRs

Retail Trends

Restaurant formats are shrinking

- **Allows for more potential locations; flexibility**
- **Lesser Initial Investment**
- **Requires fewer workers**
- **Limited or no outdoor seating**
- **Emphasizes walk-up, drive-thru's, patio seating, and take out platforms**



Retail Trends

Digital ordering is here to stay

- As much as 60% total restaurant sales (Chipotle) come from the company's website, their app, third party apps
- Walk-up window, patio seating, and drive thru lane
- Location flexibility
- Smaller footprint
- Smaller investment

Chipotle Digital Kitchen



Jamie Grill-Goodman Editor in Chief | RIS/Retail Info Systems 12/21

Retail Trends

Drive -Thru's spur growth & competitive advantage

- Applebee's wants to be more like McDonald's than Olive Garden
- The lines between casual dining and QSRs are continuing to blur

“We are competing directly with quick-serve restaurants and fast casual”

John Cywinaki, Applebee's Brand President



Retail Trends

Restaurants are requiring landlords to add more outside patio space

- Hedge against another shutdown
- Allowed restaurants to re-open sooner
- Some say important to mental/emotional health
- Increases in seating capacity means more revenue possible up to 30%



Retail Trends



Retail Trends



New Sonic in East Texas becomes first in franchise with pickleball cou...

ketk.com ⚡ • 1 min read

  11

1 comment • 1 repos



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Retail Trends



OLD NORTH STATE
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TAKE A LONG TERM APPROACH

Retail Recruitment is a *process*, not an *event*!



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