

# KATZ & ASSOCIATES

FALL 2016



**T E N A N T**  
REPRESENTATION

**P O R T F O L I O**  
MANAGEMENT

**S T R A T E G I C**  
PLANNING

**L A N D L O R D**  
REPRESENTATION

**NEW YORK | BOCA RATON | CHARLOTTE | LONG ISLAND | NAPLES | ORLANDO**

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## A NOTE FROM OUR | CEO



As we head into the final months of 2016 our outlook remains cautious, however, deal velocity continues to be strong. We are seeing many new and exciting opportunities for our retail clients in new construction but more commonly in repurposing of existing large format retail boxes. High quality grocers, off-price/mid-size box apparel, full service and QSR restaurants plus theater/entertainment are the key components to drive strong traffic throughout the day and evening while providing an experience an entire family can enjoy. We are currently active with 98 retail companies in various capacities and geographies and are fortunate to be helping to shape the future retail shopping experience. In addition to Tenant Representation, we have grown the Landlord Representation business to in excess of 5.2M square feet and have recently added resources and moved to larger offices in New York and Florida. We continue to shape and build the Katz team and community. We are hosting several events throughout the year in a continued effort to build a culture that embraces the changing work/live/shop environment around us.

**BRIAN KATZ | CEO**  
 briankatz@dkatz.com | 845.735.2382

### KATZ EVENTS



**Charity Volleyball Tournament**  
 May 2016

Money raised went to Charlotte Family Housing - "The mission of Charlotte Family Housing is to empower homeless families to achieve long-term self-sufficiency through shelter, housing, supportive services, and advocacy."

*The event raised \$135,000*



**Las Vegas RECON - Katz Cocktail Party**  
 May 2016

Eastside Lounge at Encore  
 3131 Las Vegas Blvd. South  
 Las Vegas, NV 89109



**Florida Conference - Katz Cocktail Party**  
 August 2016

Mango's Tropical Cafe  
 8126 International Drive  
 Orlando, FL 32819

### FUTURE EVENTS

- **Get Even South Florida Paint Ball Event**  
*November 2016*
- **Katz Broker Summit**  
*January 2017*
- **Carolinas ICSC - Katz Cocktail Party**  
*March 2017*
- **Las Vegas RECON - Katz Cocktail Party**  
*May 2017*
- **Florida Conference - Katz Cocktail Party**  
*August 2017*
- **Katz Company Conference**  
*October 2017*

**Meet Us At:**

**ICSC** NATIONAL NEW IDEAL YORK MAKING

**ICSC North Florida**  
**idealexchange**

**ICSC West Florida**  
**idealexchange**

**ICSC CAROLINAS**  
 CONFERENCE & DEAL MAKING



**#NYNDM** **ICSC NATIONAL NEW YORK DEAL MAKING BOOTH #522**  
**JACOB K. JAVITS CONVENTION CENTER**  
**NEW YORK CITY | DECEMBER 5 & 6 2016**



## EXPANDING OUR TALENT

Vanessa Rodriguez, Jonathan Greenberg and Toby R. Davis have joined the Katz team!

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 Orlando Market



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**JONATHAN GREENBERG**  
 New York Metro Market



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**TOBY R. DAVIS**  
 Florida Market



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 561.869.4350

# NEW YORK

Katz Northeast continues to grow across all core competencies. We have added new Retailers and Landlords to our client list and are excited about the upcoming year. With domain experts physically located in NYC, Long Island, New Jersey, Philadelphia and the Hudson Valley, we are successfully providing deep local market knowledge and covering large chunks of geography for many of our clients. Furthermore, we remain committed to continued growth of our Landlord Services business with the addition of Jonathan Greenberg to the team. Jonathan's experience on the Landlord side is a tremendous asset, and we are very excited to have him on board.

## NORTHEAST LEASING UPDATE

Katz & Associates continues to expand its leasing portfolio throughout the Northeast. Three years ago, our leasing assignments in the New York office totaled 300,000 SF and today it has grown to well over 1M SF. These projects vary from land development opportunities, downtown leasing, community and power center leasing, to a conversion from an anchor retailer to smaller junior boxes in a regional market.

Most recently, Seritage awarded Katz & Associates the leasing assignment for the redevelopment of the Sears box at the Willowbrook Mall in Wayne, NJ. "We are thrilled to be partners with Seritage on this redevelopment," says Amy Staats. The Sears box today totals 297,000 SF and is positioned on the front side of the 1.5M SF regional mall. The opportunity benefits greatly by its position in the market, the roadway convergence of Routes 46, 23 and 80, and the strong demographics in this thriving retail corridor.

The team's years of experience and diverse backgrounds lead us to a very creative leasing approach, thus, allowing us to lease the variety of projects in the portfolio. The sheer growth within a short time frame attests to the success Katz & Associates has achieved in landlord representation.

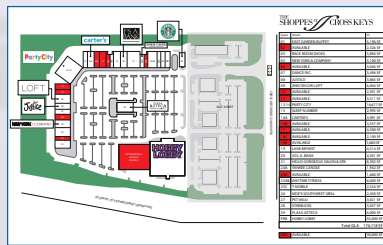
## FEATURED PROPERTIES

Willowbrook Mall  
Wayne | NJ



**AMY STAATS** | amystaats@dkatz.com  
**BRIAN KATZ** | briankatz@dkatz.com

The Shoppes at Cross Keys  
Sicklerville | NJ



**AMY STAATS** | amystaats@dkatz.com  
**HUGH SCULLIN** | hughscullin@dkatz.com



## CLIENT UPDATE

As part of the Hudson's Bay Company brand portfolio, Saks Fifth Avenue OFF 5TH is a world-class destination for true fashion at extraordinary value. Katz assisted Saks Fifth Avenue OFF 5TH with several transactions which held grand openings this Fall. New locations include Brooklyn, NY; Springfield, VA; Rockville, MD; Fairfax, VA; Washington, DC; Braintree, MA; and North Hills, PA. Furthermore, Katz has assisted in securing several new locations in high profile regional trade areas which will be announced in the upcoming months. "Saks Fifth Avenue OFF 5TH is a best in class retailer and we are thrilled to be working with them. Our success in this difficult geography can be attributed to the quality of the Saks brand and the cohesiveness of the team on the ground," said Brian Katz. Saks Fifth Avenue OFF 5TH continues to seek 25,000-30,000 SF in high quality regional trade areas.



Bar Louie is a contemporary casual dining bar and restaurant chain in the United States, which was founded in 1991. As of May 2016 there were approximately 70 locations, many of which can be commonly found in shopping malls and hotels. Bar Louie is now experiencing rapid growth with plans to add over 100 new corporate and 100 new franchised locations in the next five years. The company is seeking experienced multi-unit operators to help expand the brand to communities across the U.S. Currently expanding with Katz & Associates in:

- NYC & Westchester County, NY - Brian Katz
- Northern NJ - Amy Staats
- Upstate NY & the Hudson Valley - Donny Moskovich
- Long Island NY - Anthony Russo
- FL - Paige Eber



## ACTIVE CLIENTS



## FEATURED RETAILERS

**FLOOR & DECOR** is a leading specialty retailer in the hard surface flooring market, offering the broadest in-stock selection of tile, wood, stone, related tools and flooring accessories at everyday low prices. Floor & Decor continues to seek high quality locations between 72,000 - 85,000 SF in North/Central NJ, Long Island and Westchester County, NY & Fairfield County, CT. Contact Brian Katz for more details.

**FIRST WATCH** THE DAYTIME CAFE is ranked as the best breakfast chain in a survey of 150,000 Consumer Reports readers earning top ratings in taste, service, value, and menu choices. First Watch offers everything made to order, and freshness is never compromised by not using heat lamps or deep fryers. Hugh Scullin is seeking new locations for First Watch in Delaware, New Jersey and Pennsylvania.

# CAROLINAS

The Carolinas are on FIRE and getting attention from a number of newcomers to the market in several categories....Supermarkets, pet stores, restaurants, fitness, entertainment, hair services and the list goes on and on!

Fresh Market, represented by Katz & Associates, continues to be the leader in the grocer sector and has several stores in development with Holly Springs slated to open early 2018 and a number of new stores in South Carolina. All Fresh Markets in North Carolina are getting refreshed now with more grocery items. Looking forward to seeing the progression as we enter 2017. In addition to Fresh Market, Wegman's and Sprouts have both been digging deep to plant their flag in the Raleigh MSA.

Pet Supermarket, also represented by Katz & Associates, has an 'Open to Buy' for all of North & South Carolina, seeking grocery anchored sites and areas with strong retail synergy. Clemmons, NC and Rock Hill, SC will get new Pet Supermarkets opening over the next 8 months. Pet Supermarket was recently acquired by Pet Valu and is ready to grow!!!!



Julie Gardner

## RECENTLY DONE DEALS

CYCLEBAR

Cornelius | NC



Charlotte | NC



Asheville | NC



Hilton Head | SC



Gastonia | NC  
Charlotte | NC  
Harrisburg | NC



Huntersville | NC  
 Mooresville | NC

bevello

Park Road  
Shopping Center  
Charlotte | NC

DSW  
DESIGNER SHOE WAREHOUSE®  
Fayetteville | NC

Foot Locker  
Norfolk | VA

Great Clips®  
IT'S GONNA BE GREAT™  
Statesville | NC

## FEATURED RETAILERS

**DSW**  
DESIGNER SHOE WAREHOUSE®

DSW is a leading branded footwear and accessories retailer that offers a wide selection of brand name and designer dress, casual and athletic footwear and accessories for women, men and kids. DSW operates 500 stores in 43 states, the District of Columbia and Puerto Rico. Julie Gardner continues to seek locations for DSW in GA, NC & SC ranging from 12,000-20,000 SF in Freestanding & Power Strip Centers. Katz additionally represents DSW in AL, AR, CT, DE, FL, KY, LA, MI, MS, NJ, NY, Eastern PA, TN & PR.



Contact | JulieGardner@dkatz.com

**CYCLEBAR**

Margot Bizon from Katz & Associates is pleased to announce that CycleBar is currently expanding and looking for sites in Asheville, NC and Winston Salem, NC. Waverly will be the next to open in 1st Qtr 2017.

**The CycleBar Mission**

- Create a fun experience for riders of all ages and fitness levels.
- Fuel each ride with amazing music, energy-enhancing video graphics and rider-specific performance data in a state-of-the-art CycleTheatre™.
- Rock the ride, each and every time.



Contact | MargotBizon@dkatz.com

**CLUB PILATES**

Recently ranked #31 in Entrepreneur Magazine as the fastest growing franchisees. There are over 300 territories sold. With the help of Lindsay Stafford at Katz & Associates, they are currently looking for 6 locations in the Charlotte MSA, and 6 in the Triangle (Raleigh MSA, Durham, Chapel Hill).

With a unique and proprietary approach to ensuring every Club Pilates member receives the finest training and most effective results.



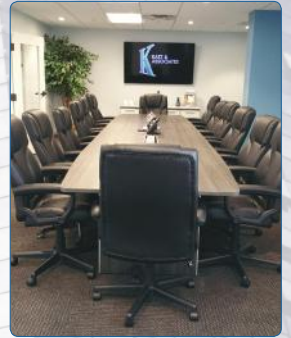
Contact | LindsayStafford@dkatz.com

## ACTIVE CLIENTS

# FLORIDA OFFICE

Seventeen years ago, we opened the Katz Boca Raton office. Since that time, the office has grown from 2 people to 9 seasoned broker-age reps, plus support staff employees. The team provides our clients with impressive presentation packages and detailed tour books including maps, aerals, market analysis reports and comprehensive demographic research.

We have also recently moved to a new office space located adjacent to the building where we started in 1999; however, we now occupy 5x the square footage of our original setting! Our new office is a beautiful, environmentally-friendly office featuring state-of-the-art equipment and tools to service our clients and assist our brokers in providing the very best services while enjoying the comforts and amenities of a modern and efficient environment.



While we started with just 5 accounts in Florida, we now service over 40 Retail clients and nearly 4M SF of Landlord representation. Our client roster boasts some of the most prestigious and successful retailers in their respective categories. For example, ULTA Beauty and Five Below are among the fastest growing retailers in the U.S. with each slated to open over 100 stores per year. Our office is also proud to represent DSW, the second largest shoe retailer in the U.S., as well as Consumer Reports' "Best in Category" winners, Chick-fil-A and Habit Burger. In addition, Pet Supermarket, who recently merged with Pet Valu, has the greatest pet store count in Florida and is growing rapidly throughout the country. Also, Hobby Lobby now operates 41 stores in Florida, more than doubling their Florida store count since 2013. In addition, First Watch, now the largest breakfast retailer in store count in the U.S., has been a very welcome addition to our expanding list of restaurant clients.

It has been a remarkable seventeen years and the Katz team has grown to be one of the premier brokerage firms in the Southeast. We would like to thank all of our Retail clients and the Landlord and Brokerage community for helping us flourish during these past years.

## KATZ & ASSOCIATES HAS HELPED THESE CLIENTS CELEBRATE RECENT OPENINGS IN OVER 50 LOCATIONS THROUGHOUT THE SOUTHEAST



## RESTAURANT REPRESENTATION SOARS

The Florida office is booming with restaurant activity throughout the state! We are honored to have incredible clients in the restaurant sector & are actively seeking sites in every market in Florida. In the quick-service category, the "best in class" Chick-Fil-A and The Habit continue to be aggressive everywhere. We are actively finalizing deals and searching for new deals for Einstein Bagels along the west coast of Florida, and we have recently picked up CoreLife, a health-driven concept out of New York, seeking sites statewide.

Regarding our larger, full-service restaurants, First Watch, the top breakfast concept nationwide, is opening new locations and actively finalizing deals and searching for great opportunities along the west coast, Broward and Palm Beach counties. Cooper's Hawk Winery recently opened their Naples location, is opening their Coconut Creek restaurant in November and Doral will open Q1 2017 with the Gardens Mall shortly thereafter in Q2 2017. The Cameron Mitchell concepts continue to expand in the targeted markets along Florida's east coast, Bar Louie is seeking sites in primary markets throughout Florida and we are finalizing deals with Firebirds in a few new projects on both the east and west coast of Florida.

As it relates to new concepts, we are proud to announce we are representing MASH'D out of Dallas, a moonshine infused cocktail driven menu along with a scratch kitchen. They are actively seeking sites in primary markets in the tri-counties and southwest Florida. We are also very excited to be working with Ford Fry, an excellent restaurateur out of Atlanta, on expanding El Felix, The Optimist and Superica concepts. We will be focused on Jacksonville, Orlando, Tampa, Southwest Florida and the tri-county.

## ACTIVE RESTAURANT CLIENTS



The landlord leasing outlook continues to look very favorable for South Florida, with the retail real estate market ending the third quarter with improved conditions.

Vacancy rates in Palm Beach County are low, while lease rates continue to climb to a five-year high. The vacancy has gone from 5.6% at the end of the fourth quarter 2015, to 4.6% at the end of the current quarter. The total retail inventory in the Palm Beach County market area amounted to 4,990 buildings and 712 centers, resulting in nearly 80M SF of available space, as of the end of the third quarter. Whereas new construction continues to thrive with exciting plans announced for additional retail and mixed-use projects on the horizon.

The Broward County retail market also experienced improvement in the third quarter. Vacancy rates went from 5.4% in the previous quarter to 5.1% this past quarter. In addition, rental rates increased from second quarter levels, ending at \$20.75 per square foot. A total of 13 retail buildings with 60,608 SF of favorable retail space were delivered to the market with an impressive 733,221 SF of real estate still under construction at the end of the quarter.

Meanwhile, the Miami-Dade market experienced less change this past quarter, but is still touting an impressive vacancy rate of only 2.9% and an increased rental rate of \$34.18 per square foot. The inventory offering includes 10 retail buildings with 104,815 SF of retail space delivered to the market with nearly 2.5M SF still under construction at the end of the quarter.

Therefore, it's easy to see why South Florida's tri-county area continues to be amongst the shining jewels of retail real estate markets. The Katz & Associates landlord leasing team's expertise and extensive market knowledge gives them the competitive advantage to better assist our clients.

(Source: The CoStar Retail Report, Third Quarter 2016)

## FEATURED PROPERTY LISTINGS

### BOYNTON BEACH, FL

#### BOYNTON COMMONS

- 210,381 SF Power Center
- Jr. Anchor & Anchor positions available; 8,000 – 43,000 SF
- Join Bed Bath, Old Navy, Barnes & Noble & PetSmart



**Jon Cashion** | 561.869.4342 | joncashion@dkatz.com

### WEST PALM BEACH, FL

#### CROSS COUNTY PLAZA

- 357,000 SF Winn Dixie & Ross Anchored Center
- Heart of Palm Beach County
- 125,000 SF Vacant Kmart Available & Divisible



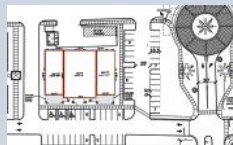
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**Daniel Solomon** | 561.869.4351 | danielsolomon@dkatz.com

### LAKE WORTH, FL

#### MISSION LAKES SQUARE

- 10,000 SF New Development
- Outparcel of Target on Hwy 441 and Lantana Rd



**Roxanne Register** | 561.869.4346 | roxanneregister@dkatz.com

### WESLEY CHAPEL, FL

#### SHOPS AT WIREGRASS

- 900,000 SF project, including Phase II
- Join Dillards, Macy's, JCPenney, Barnes & Noble, Pottery Barn & almost 100 additional retailers & restaurants
- Located on the NEC of Bruce B Downs and SR-56



**Paige Eber** | 561.869.4341 | paigeeber@dkatz.com

### DELRAY BEACH, FL

#### DELRAY VILLAGE SHOPPES

- 55,000 SF New Development
- Phase II Anchor Needed - Up to 35,000 SF
- Outparcels include Starbucks, 5 Guys, Gentle Dental, Tijuana Flats & LensCrafters



**Roxanne Register** | 561.869.4346 | roxanneregister@dkatz.com

### DELRAY BEACH, FL

#### UPTOWN ATLANTIC

- 100,000 SF Mixed-use Development
- 50,000 SF of Retail
- New Development slated to begin 1st Quarter 2017



**Roxanne Register** | 561.869.4346 | roxanneregister@dkatz.com

## LANDLORD REPRESENTATION

Our Katz Landlord Leasing team in Florida represents 39 Properties, either existing retail or new development in Florida for a total of 3.85M SF. Our Landlord division has specialists in high street retail, mixed use, existing grocery anchored shopping centers, strip centers and new development. Our team can provide the service you need, increase value, exceed rent expectations and get the job done. Please contact our experts below for all of your leasing needs.

**Roxanne Register** | roxanneregister@dkatz.com

- Delray Village Shoppes | Delray Beach, FL
- Addison Place | Delray Beach, FL
- Jupiter Farms Shopping Center | Jupiter, FL

**Jon Cashion** | joncashion@dkatz.com

- Boynton Commons | Boynton Beach, FL
- Sunshine Plaza | Tamarac, FL
- University Place | Coral Springs, FL

**Toby R Davis** | tobyrdavis@dkatz.com

Joined the Florida Leasing Team October 2017

**Daniel Solomon** | danielsolomon@dkatz.com

- Boynton Boulevard Marketplace | Boynton Beach, FL
- North Lauderdale Walmart | North Lauderdale, FL
- Hollywood & 441 | Hollywood, FL

**Paige Eber** | paigeeber@dkatz.com

- Shops at Wiregrass | Wesley Chapel, FL
- University Plaza | Estero, FL

**David Eggatz** | davideggatz@dkatz.com

- Palmetto Design Center | Miami Gardens, FL

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