



SPRING ISSUE 2018

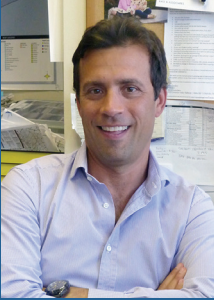
# KATZ & ASSOCIATES

RETAIL REAL ESTATE BROKERS REPRESENTING RETAILERS, RESTAURANTS,  
AND LANDLORDS ALONG THE EASTERN SEABOARD FOR OVER 20 YEARS

NEW YORK . CHARLOTTE . BOCA RATON . LONG ISLAND . MIAMI . NAPLES . NASHVILLE . NEW JERSEY . ORLANDO

# A NOTE FROM OUR CEO

**Brian Katz** | CEO | [briankatz@dkatz.com](mailto:briankatz@dkatz.com) | 212.257.4995



Many of us read the news each morning and have consistently seen headlines like “retail is dead” or “internet will replace brick and mortar.” As a retail broker and leader of a brokerage company, these headlines have created some anxiety and have forced extended thought about our future prosperity. However, with change comes opportunity and that is what we are seeing across all of our offices. In the last few months we have secured several new assignments, both Tenant and Landlord representation, that will allow us to flex our creative muscles in new and exciting ways. We have also added new brokers in New York City and Miami to enhance our urban presence and have seen many owners and retailers embrace our culture and hard work. We are on the streets and happy to report that retail is not dead! Internet will never replace brick and mortar. We are poised for growth and will be 30 strong at Vegas ICSC. Please call or stop by our booth to meet our team at South Hall S2634 (26th & R Street).

A handwritten signature in white ink, appearing to be 'BK', located at the bottom right of the text block.



# KATZ EVENTS



NY ICSC Cocktail Party  
December 2017  
NY ICSC New York, NY



Paintball 2017 Event  
December 2017  
Loxahatchee, FL



Great Gatsby  
Southeast Holiday Party  
December 2017  
Boca Raton, FL



Northeast Regional  
Holiday Party  
December 2017  
New York, NY



Carolinas ICSC  
Cocktail Party  
March 2018  
Charlotte, NC



Mid-Atlantic  
Regional Meeting  
March 2018  
Nashville, TN

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## FUTURE KATZ EVENTS

- Six on Six Volleyball Tournament May 2018 Charlotte, NC
- Katz RECON Cocktail Party May 2018 Las Vegas, NV
- Florida ICSC Cocktail Party August 2018 Orlando, FL

### Our Corporate Office is Moving

**New Address:** 920 Sylvan Avenue Suite 220 Englewood Cliffs, NJ 07632



**ICSC**

Visit Us in Las Vegas at RECon in booth  
**#S2634**

## 2018 ICSC Events

RECon | Katz Booth #S2634  
Las Vegas Convention Center  
May 20-23 2018

Tennessee | Kentucky Idea Exchange  
Louisville, KY  
July 23-24, 2018

Florida Conference & Deal Making  
Orlando, FL  
August 26-28, 2018

PA | NJ | DE Conference & Deal  
Making  
Philadelphia, PA  
September 5-6, 2018

Southeast Conference  
Atlanta, GA  
October 23-24, 2018

New York Deal Making  
New York, NY  
December 4-6, 2018

## EXPANDING OUR TALENT



### Scott Sher

"I am thrilled to be working out of the Katz Manhattan office. We are looking forward to growing our NYC presence using the tremendous platform already in place. While many seem concerned about the current state of retail, I find this to be a very exciting time in our world and look forward to learning about all the new tenants who will be filling our vacant storefronts in the coming months."



### Karen Maerovitz

"I must say that I was impressed with Katz when I worked on the other side, but now working with them internally I am even more impressed. What a power house bunch of agents. I am honored to be a part of this team."

# KATZ & ASSOC

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# NORTHEAST



## Growth and More Growth

New York City and the surrounding suburbs remain highly active in both our Tenant Rep and Leasing Departments. Scott Sher recently joined our group in our Manhattan office and brings 15 years of experience in and around New York. We have continued with several dominant Tenant Rep assignments including: Floor & Decor, DSW, Saks Fifth Avenue OFF 5TH, Party City, CoreLife and First Watch. Highlights include: First Watch, led by Hugh Scullin and Amy Staats will open its first store in New Jersey this fall and will continue to march through the state over the next few years. River Street Sweets is entering the NY Metro market, led by Donny Moskovic and David Yablon. In addition to Tenant work, our leasing team has been busy having added 10 new assignments in Brooklyn and Manhattan in the past 45 days. In addition, we recently secured the leasing for Cortlandt Town Center, a 750,000 square foot dominant power center in Upper Westchester County which will be led by Jonathan Greenberg. On Long Island, Floor & Decor began construction on a new 80,000 square foot building in Farmingdale and recently signed a new lease in East Northport. Also, Anthony Russo continues to add new locations for Taco Bell, CoreLife and Moe's to name a few.

## Featured Listings



114 Federal Road  
Danbury, CT  
Brian Katz



Cortlandt Town Center | Mohegan Lake, NY  
Brian Katz & Jonathan Greenberg



910 Franklin Ave  
Garden City, NY  
Anthony Russo



815 Franklin Ave  
Garden City, NY  
Anthony Russo



234 Route 9W  
Haverstraw, NY  
Donny Moskovic



Hanover Commons  
East Hanover, NJ  
Amy Staats & Jonathan Greenberg



New Development | Montclair, NJ  
Brian Katz, Amy Staats & Jonathan Greenberg

# NORTHEAST

## Recent Deals



WEST HARTFORD, CT;  
BRIDGEWATER, NJ



NEW YORK, NY



UNION, NJ



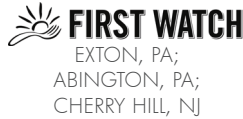
Diamond Braces  
Align With us  
NORTH BERGEN, NJ



EAST NORTHPORT, NY



HACKENSACK, NJ



EXTON, PA;  
ABINGTON, PA;  
CHERRY HILL, NJ



HOWELL, NJ



SHREWSBURY, NJ



NANUET, NY



FLEMINGTON, NJ



SOMERSET, NJ

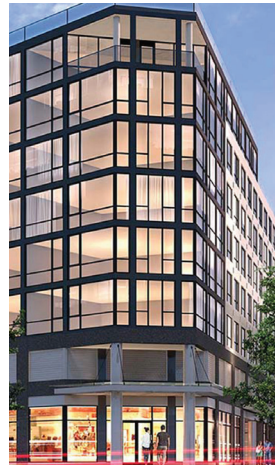
## NYC Leasing Update



223-225 East 86th Street  
New York, NY  
David Yablon & Brian Katz



1640 Pitkin Ave  
Brooklyn, NY  
David Yablon & Brian Katz



1134 Fulton Street  
Bed-Stuy Brooklyn, NY  
Scott Sher



1030 Third Ave  
New York, NY  
Scott Sher, David Yablon  
& Brian Katz



1068 Fulton Street  
Bed-Stuy Brooklyn, NY  
Scott Sher



The Chelsea (23rd Street)  
New York, NY  
David Yablon & Brian Katz



203 Bedford Ave  
Williamsburg, NY  
Scott Sher



241 Atlantic Ave  
Brooklyn, NY  
Scott Sher



# NORTHEAST

## Current Tenants

**DSW**  
DESIGNER SHOE WAREHOUSE®

**NY  
&C**  
NEW YORK & COMPANY

*Saks Fifth Avenue* OFF 5TH

**Party City**

**savers**  
SHOP. REUSE. REIMAGINE.

**pranasleep**  
AMAZING SLEEP™

**FLOOR DECOR &**

**avenue**  
LOVE YOURSELF

**HOBBY LOBBY.**  
Super Savings, Super Selection!™

**DUCK DONUTS**

**FIRST WATCH.**

**PGA TOUR SUPERSTORE**

**Retro Fitness**

**NEFCU**  
Better banking because we're not a bank.

RIVER STREET  
**SWEETS**  
SAVANNAH'S CANDY KITCHEN

**ME**  
Massage Envy.

**la Terrine**

**MILLER'S ALE HOUSE**

**TILLYS**  
CLOTHING • SHOES • ACCESSORIES

**CORE LIFE**  
EATERY

**TACO BELL**

**NAPA**

**the Habit**  
BURGER GRILL

**Mo's**  
southwest grill



PARTY CITY



FLOOR & DÉCOR



FIRST WATCH



RIVER STREET SWEETS

TENANT SPOTLIGHT

# MID-ATLANTIC



## Fitness & Food!

That's where we are seeing the most growth! Texas Roadhouse posted a 4.5% increase at company-operated locations in 2017. A new sports bar chain called Bubba's 33 is also in the beginning stages of development with as many as seven slated for opening in the year ahead. Firebirds is actively seeking sites in the Carolinas, Tennessee & Kentucky. Tacos

4 Life, The Habit Burger, First Watch & Perry's Steakhouse.....all NEW to market concepts opening over the next 16 months.

Retro Fitness will open its first Charlotte location in The Galleria this summer. Specialty-Boutique fitness concepts like Club Pilates, Cycle Bar, The Row House & Burn Bootcamp have all completed recent deals in our markets. People are willing to pay a premium now to get specialization. Consumer and demographic trends, underlying economics and the appeal of new fitness training experiences are driving expansion of this segment of the fitness industry.

Class A retail is still tight in many of our major markets of Charlotte, Raleigh, Nashville & Charleston. Burlington continues to seek new locations in the Tennessee market in the 40,000 SF range; DSW expanding in select strong markets and The Fresh Market opening a relocated new store concept in Charlotte at Strawberry Hills. We do think rents have hit a plateau, but lack of new construction will keep this stable.

## Featured Listings



1298 North Main Street  
Fuquay-Varina, NC  
+/- 3,175 SF  
Free Standing Restaurant/  
Retail space with drive-thru



4100 Pelham Road  
Greenville, SC  
+/- 7,656 SF redeveloped  
multi-tenant opportunity  
• Summer 2018 delivery



2001 Walnut Street  
Cary, NC  
+/- 12,000 SF  
redeveloped multi-tenant  
opportunity

# MID-ATLANTIC

## New Clients



LUCKY DOG BAR  
NC: CHARLOTTE MSA



HUDDLE HOUSE  
TN: MIDDLE & EAST; KY



EXPRESS | GA, NC, SC, VA



THE ROW HOUSE | NC, SC



PALMETTO MOON | TN



AC MOORE | TN

## Recent Deals



MIDTOWN  
CHARLOTTE, NC;  
FAYETTEVILLE, NC;  
CLEMMONS, NC



HIGH POINT, NC

vestique

MT. PLEASANT, SC

Bath & Body Works<sup>®</sup>  
CARY, NC

CLUB  PILATES

SOUTH CAROLINA  
CHARLESTON, GREENVILLE,  
MT. PLEASANT, SUMMERVILLE,  
LEXINGTON, FORT MILL

NORTH CAROLINA  
WILMINGTON, MOORESVILLE,  
HUNTERSVILLE, CHARLOTTE  
CHAPEL HILL, CARY, RALEIGH



CHARLOTTE, NC



SANFORD, NC; BRIER  
CREEK RALEIGH, NC



RALEIGH, NC;  
MIDTOWN  
CHARLOTTE, NC



CONCORD, NC



*Shoppes at St. Lucie West Port St. Lucie, FL*

## Retail Shifting Gears

A change of retail is in the air and this quarter is sure to bring a shower of new and interesting concepts to the market. With retail shifting gears and opening up to newer concepts, our Boca office is seeking out alternative tenants to fill the voids as consumers increase their shopping needs online with giants like Amazon and Walmart. As big named retailers have announced store closures, we're embracing the possibility of expanding beyond the traditional retail tenant and want to start filling those vacancies with unique uses that will reinvigorate markets affected by big closures. At the close of the first quarter, the Boca office is pleased to begin work with our newest family additions—Aqua Tots represented by Daniel Solomon and David Eggatz along with Urban Air, represented by Daniel Solomon.

Existing tenants such as ULTA Beauty are definitely not feeling the strain by consumers with heavy traffic remaining consistent as they set to introduce designer brand Chanel to their mix of other brands and open approximately 100 stores this year. Represented by Marty Hennessy who completed 20 deals last year in both Tennessee and Florida—he seeks to fill the voids in both states as ULTA Beauty continues its expansion efforts.

On the flip side, with new vacancies comes new inventory for our leasing department! Vereit has hired Jon Cashion to lease its 46,000 square foot Toys R Us property located in Coral Springs. Additionally, he just signed on to lease Palmetto Park Square in Boca Raton with a total GLA of 99,000 square feet which includes anchors Publix and Kmart. Roxanne Register and Nicole Fontaine have taken market share of Delray Beach by the listing of 9 properties including the retail component of the new iPic Theatre and a new to be developed 7,282 square foot restaurant with a second story sky bar across the street from iPic. "It doesn't stop there," Roxanne said; "We have two more hot properties in the downtown coming soon!"

While our office in the south is sweeping the markets—our Orlando office is making the rounds, recently signing on to lease St. Cloud Commons, a 14,705 square foot project managed by Pan American Companies and being represented by Vanesa Rodriguez.

As you can see, our team sure has a spring in our step as we enter the second quarter of 2018!

## Recent Deals

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TITUSVILLE, FL;  
NASHVILLE, TN;  
JACKSONVILLE, FL;  
BOYNTON BEACH, FL;  
CLEVELAND, TN



DEERFIELD BEACH, FL;  
FORT MYERS, FL



DANIA BEACH, FL



CHATTANOOGA, TN;  
PLANTATION, FL



LAKE WORTH, FL; YULEE, FL;  
MIAMI, FL; DANIA BEACH, FL;  
BOCA RATON, FL; PANAMA CITY, FL;  
CUTLER BAY, FL;



*Super Savings, Super Selection!*  
PALM BEACH GARDENS, FL



**Foot Locker**  
**APPROVED.**

ORLANDO, FL;  
TAMPA, FL



MIAMI, FL;  
ST. CLOUD, FL

# SOUTHEAST

## Current Tenants



## COSTAR POWER BROKER AWARDS

Top Leasing Firms & Retail Leasing Brokers Within Palm Beach County

TOP FIRM **KATZ & ASSOCIATES**



TOP RETAIL LEASING BROKERS



Left to Right: David Emihovich, Jonathan Cashion, Nicole Fontaine, Roxanne Register

## Featured Listings



Former Toys R Us  
 W. Sample Rd., Coral Springs, FL 33067  
 ±46,000 SF retail space available  
 Contact: Jon Cashion & Daniel Solomon



Shops at Wiregrass  
 Wesley Chapel, FL  
 Anchor & inline  
 opportunities available  
 Contact: Paige Eber &  
 Vanesa Rodriguez



Palmetto Park Square  
 W. Palmetto Park Road,  
 Boca Raton, FL 33486  
 Inline and outparcel space  
 available  
 Contact: Jon Cashion &  
 Daniel Solomon



Corner & Outparcel  
 available at entrance of  
 new Starkey Ranch  
 planned community  
 Heart Pine Avenue & SR  
 54, Trinity, FL  
 Contact: David Eggnatz &  
 Daniel Solomon



Former HHGregg  
 S. Orange Blossom Trail,  
 Orlando, FL 32809  
 ±33,154 SF ON 2.37  
 ACRES in Super Regional  
 Trade Area  
 Contact: Vanesa  
 Rodriguez, Jon Cashion &  
 Daniel Solomon



Worthing Place  
 SE 2nd Avenue, Delray  
 Beach, FL 33444  
 +/- 1,773 SF space;  
 previously a market steps  
 away from Atlantic Ave  
 Contact: Nicole Fontaine &  
 Roxanne Register



4th & 5th Delray—New iPic Theater  
 Between SE 5th Ave & SE 4th Ave Delray Beach, FL  
 Mixed-use development  
 Contact: Roxanne Register & Nicole Fontaine

# CURRENT TENANTS



ANN TAYLOR

Bath & Body Works



bevello



CITITRENDS



DentalWorks



EXPRESS



KAY JEWELERS



LANE BRYANT



Pet Supermarket



ROW HOUSE



TALBOTS







# MEET OUR TEAM

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