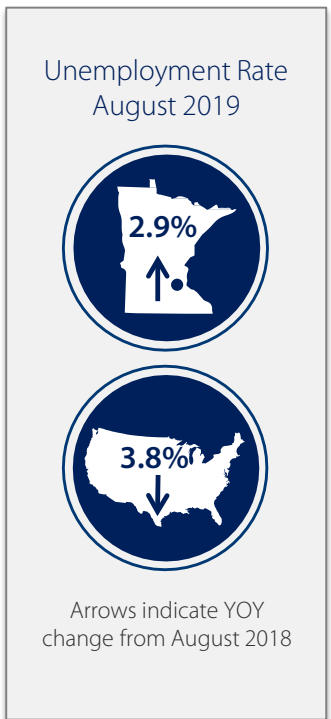
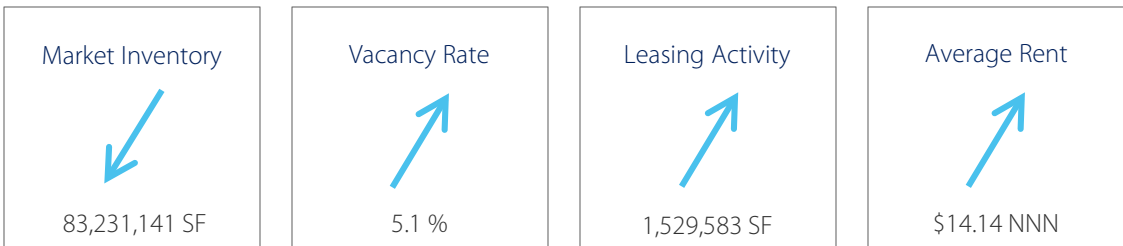


December 2019 / Retail Market Snapshot

Minneapolis-St. Paul

Market Indicators (arrows indicate YOY change from Q4 2018)



Top Leases YTD

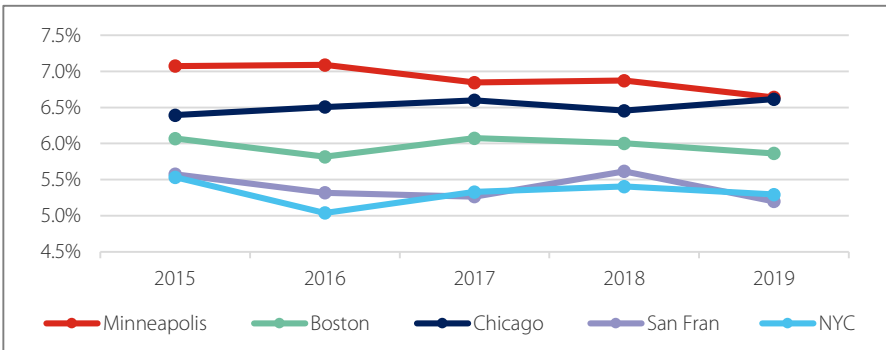
Building Name	Tenant	Transaction Type	Transaction Size
Arbor Lakes	Burlington	New	32,572 sf
Ridgehaven Shopping Center	Barnes & Noble	Renewal	26,210 sf
Sibley Plaza Shopping Center	Aldi	New	24,998 sf

Top Sales YTD

Building Name	City	Buyer	Building Size	Sale Price	Price PSF
Midway Marketplace	St. Paul	Kraus Anderson	324,400	\$31,082,225	\$96
Mills Fleet Farm	Lakeville	James Tindall, Jr.	202,669	\$33,000,000	\$163
Calhoun Square	Minneapolis	NorthPond Partner	177,251	\$33,000,000	\$186

Retail Cap Rates by Metro

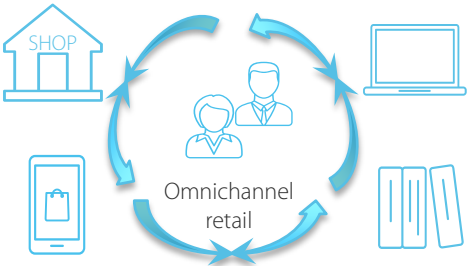
Minneapolis boasts higher Cap Rates or returns for investors than coastal gateway markets.



Source: RC Analytics

Trend to Watch in 2020

Retailers continue to evolve customer service as shopping habits become more sophisticated. Omnichannel retail encompasses in-store experiences, social media integrations, and internet marketing enhanced with cross-channel gift cards, digital rewards, email receipts, and online purchasing with in-store pick-up/return.



Avison Young at a Glance

Founded:	1978
Total Real Estate Professionals:	5,000
Offices:	124
Countries:	20
Brokerage Professionals:	1,600+
Property Under Management:	290 msf

Avison Young is one of the world's fastest growing commercial real estate firms, and we are expanding globally. This growth is a testament to the commitment we've made to our clients and our employees. We're different. We've designated our organization to be highly collaborative and focused on one thing: creating the best solutions for our clients to deliver long-term success. And because of the value we deliver, our culture and our unique approach, clients and talent are joining us every day. Our experts provide value-added, client-centric investment sales, leasing, advisory, management and financing services to clients across the office, retail, industrial, multi-family and hospitality sectors.



Transaction Services

- Tenant representation, lease acquisition and disposition
- Investment acquisition and disposition for owners and occupiers
- Landlord representation – all property types – office, industrial, retail, build-to-suit, land and multi-family

Consulting & Advisory Services

- Portfolio review and analysis
- Valuation and appraisal
- Benchmarking
- Transaction management
- Asset rationalization
- Mergers and acquisitions
- Workplace solutions
- Acquisitions and dispositions
- Property tax services

Management Services

- Project management
- Property and operations review
- Property/facility management
- Tenant relations
- Financial reporting
- Lease administration
- Operations consulting
- Asset management
- Portfolio management

Enterprise Solutions

- Integrated services coordination
- Transaction management
- Optimization strategies
- Portfolio lease administration
- Project coordination and reporting

Investment Management

- Acquisitions
- Asset management
- Portfolio strategy
- Capital repositioning

Debt Capital Services

- Permanent & construction
- Structured finance
- Portfolio mark to market
- Mezzanine & bridge



Platinum member

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