

Retail Convenience Strip Shopping Centers

Presented by:
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1. What is considered a “Convenience Center”?
 - A. Typical 4,000 – 20,000 sqft – unanchored by a grocery store chain or drug store chain

2. Why are “Convenience Centers” being constructed”
 - A. Little inventory in retail space in Baton Rouge market
 - B. Grocery store and drug store chain not as interested in building speculative retail space

3. What is the site location criteria?
 - A. Demographic studies
 - B. Traffic counts/exposure
 - C. Traffic generators

4. Who are the tenants?
 - A. National Retail Companies – Ace Checking, Papa Johns Pizza, Radio Shack, G.N.C., Advance America, etc.
 - B. Regional retail companies
 - C. “Mom & Pop” retailers

5. What are typical lease terms?
 - A. 5 – 10 year lease term/with options
 - B. “Typical Vanilla Box” buildout by landlord
 - C. Non compete agreements

6. What are typical rents?
 - A. Land cost factor/ \$2.00 - \$10.00 per sqft
 - B. Rent per sqft - \$11.00 - \$18.00 per sqft
 - C. C.A.M. charges

7. That are bank requirements for loans?
 - A. 50% - 80% preleased
 - B. National tenants (minimum 5 years lease term)
 - C. Track record

8. What is the future of the convenience centers?
 - A. Trends
 - B. National Developers
 - C. Economy