

<u>Total Centers Sold</u> 94	<u>Total \$ Volume</u> \$311,262,651	<u>Total Square Feet</u> 2,738,821 SF	<u>Average Price per Square Feet</u> \$147.84
---------------------------------	---	--	--

MARKET OVERVIEW

As we look back at 2017 in review, there were 94 unanchored multi-tenant retail centers that sold. The total dollar volume was \$311,262,651, with an average price per square foot of \$147.48, and an average transaction size of \$3,311,305.

So, how does the 2017 metro Atlanta retail investment market compare to 2016?

- **PRICE PER SQUARE FEET: UP 44%**
- **TOTAL DOLLAR VOLUME: DOWN 37%**
- **NUMBER OF TRANSACTIONS: DOWN 15%**

In terms of the number of transactions, the first quarter of 2017 saw 29 transactions. If the entire year had kept this pace, we would have exceeded the number of transactions in 2016. However, the three remaining quarters saw 22, 22 and 21 sales, respectively.

There are several factors that led to the decrease in the number of sales, but the primary reason seems to be a gap in Seller pricing expectations and what Buyers are willing to pay.

High quality, well-located centers continue to trade at low cap rates (7's). Owners who had centers that would not be considered as "prime" still had pricing expectations as if they were. This discrepancy between the bid and ask price, caused Sellers to decide to hold the Property and wait until later to sell, or to go ahead and refinance the Property, taking advantage of low interest rates still available today.

PROJECTIONS FOR 2018

All indications are that 2018 should be a good year. Even though we believe we are at the peak of the market in terms of pricing, there are no known imminent factors that should start to cause a significant correction. A gradual increase in interest rates will be a big "talking point," but should not cause a remarkable disturbance in the market.



Phil Ryan is a Partner and Senior Investment Sales Agent with Lavista Associates, Inc., with more than 23 years of experience selling multi-tenant retail centers.

Phil has sold more than 175 investment properties in metro Atlanta, and is recognized as one of the premier experts in selling and advising owners regarding retail centers.

2016 MARKET HIGHLIGHTS

Strong Market

Rising Prices

Stable Demand

Rising Rental Rates

Low CAP Rates for Quality Centers

Suburban Metro Atlanta Unanchored Retail Shopping Centers

This market report consists of sales information for unanchored multi-tenant retail shopping centers containing a minimum of 5,000 square feet that have sold in a 14 county metro Atlanta area with reported sale dates between January 1, 2017 and December 31, 2017.

ATLANTA RETAIL MARKET

UNANCHORED RETAIL SHOPPING CENTER SALES

YEAR END 2017

	Center Name	Address	Square Feet	Sale Date	Sale Price	Price per SF
1	415 Memorial Dr SE	415 Memorial Dr SE (multi-property sale)	15,700	01/04/17	\$ 4,121,721	\$ 262.53
2	Wisteria Village	2400 Wisteria Dr (multi-property sale)	16,850	01/05/17	\$ 581,324	\$ 34.50
3	Essex Plaza III	1195 Scenic Hwy	13,065	01/06/17	\$ 1,935,000	\$ 148.11
4	Davis Pavilion Shopping Center	697-719 Davis Rd	39,800	01/10/17	\$ 1,450,000	\$ 36.43
5	Shops Of South Cobb	4585 S Cobb Dr SE	8,044	01/13/17	\$ 1,350,000	\$ 167.83
6	Centerville Plaza	4017 Annistown Rd	15,000	01/13/17	\$ 2,110,673	\$ 140.71
7	Shops and Brentwood	1005 Brentwood Pky	22,500	01/18/17	\$ 1,975,000	\$ 87.78
8	Windward Village Plaza	5315 Windward Pky	10,043	01/19/17	\$ 2,700,000	\$ 268.84
9	Tri County Station	7490 Old National Hwy	69,480	01/24/17	\$ 3,500,000	\$ 50.37
10	Bethany Day Center	2955 Bethany Rd	6,000	01/25/17	\$ 1,350,000	\$ 225.00
11	La Plazita Shopping Center	7000 Jimmy Carter Blvd	10,000	01/27/17	\$ 2,800,000	\$ 280.00
12	Hickory Plaza	2535 Hickory Grove Rd NW	15,000	01/31/17	\$ 1,175,000	\$ 78.33
13	Lilburn Merchants Walk	4485 Lawrenceville Hwy NW	26,115	01/31/17	\$ 1,350,000	\$ 51.69
14	Owl Creek Commons	777 Townpark Ln	17,029	02/02/17	\$ 9,200,000	\$ 540.25
15	Howell Crossing	3543-3545-3547 Peachtree Industrial Blvd	65,262	02/08/17	\$ 6,737,075	\$ 103.23
16	Springfield Plaza	450 Hurricane Shoals Rd	19,706	02/17/17	\$ 2,000,000	\$ 101.49
17	Snellville Place	2189 NE Scenic Hwy	14,050	02/21/17	\$ 3,090,000	\$ 219.93
18	Shops at Turner Hill	8200 Mall Pky (multi-property sale)	31,500	02/22/17	\$ 1,761,463	\$ 55.92
19	Village Festival at Crossville	10930 Crabapple Rd	54,176	02/24/17	\$ 5,013,750	\$ 92.55
20	Centro Norcross	5730 Buford Hwy (multi-property sale)	33,336	02/28/17	\$ 4,193,989	\$ 125.81
21	Shops at Hampton Oaks	7580 Springbox Dr (Bldgs 100 & 200)	21,128	03/01/17	\$ 5,859,428	\$ 277.33
22	Williamsburg at Dunwoody	2458-2482 Jett Ferry Rd (part of portfolio)	44,928	03/01/17	\$ 12,459,882	\$ 277.33
23	The Plaza on Ponce	1049-1061 Ponce de Leon Ave NE	73,000	03/01/17	\$ 18,100,000	\$ 247.95
24	Hilltop Shopping Center	1391 Veterans Memorial Hwy SW	51,254	03/03/17	\$ 650,000	\$ 12.68

ATLANTA RETAIL MARKET

UNANCHORED RETAIL SHOPPING CENTER SALES

YEAR END 2017

	Center Name	Address	Square Feet	Sale Date	Sale Price	Price per SF
25	2434 Gresham Rd	2434 Gresham Rd	8,300	03/10/17	\$ 1,150,000	\$138.55
26	Campbellton Delowe Crossing	2132 Campbellton Rd SW	13,526	03/10/17	\$ 1,371,000	\$101.36
27	Sandy Springs Promenade	5841 Roswell Rd	8,300	03/15/17	\$ 2,900,000	\$349.40
28	3175 Buford Hwy	3175 Buford Hwy	6,500	03/27/17	\$ 745,000	\$114.62
29	Buford Mall	4300 Buford Dr NE	111,452	03/31/17	\$ 5,600,000	\$50.25
30	Lilburn Retail Center	5514 Lawrenceville Hwy	9,726	04/17/17	\$ 907,700	\$93.33
31	A & F Service Center	3275-3309 Chamblee Dunwoody Rd	57,306	04/17/17	\$ 3,700,000	\$64.57
32	The Shoppes at East-West Connector	4425 S Cobb Dr	32,009	04/17/17	\$ 4,150,000	\$129.65
33	5570-5582 N Henry Blvd	5570-5582 N Henry Blvd	9,996	04/24/17	\$ 2,215,000	\$221.59
34	5190 Old National Hwy	5190 Old National Hwy	10,134	04/26/17	\$ 1,100,000	\$108.55
35	Fieldstone Plaza	2164-2212 Salem Rd (multi-property sale)	92,266	04/28/17	\$ 3,112,632	\$33.74
36	Gateway Plaza	5905-5955 Atlanta Hwy	18,632	04/28/17	\$ 3,250,000	\$174.43
37	Old Jackson Villages	10 Old Jackson Rd (multi-property sale)	9,600	05/01/17	\$ 905,088	\$94.28
38	Memorial Center	6200-6208 Memorial Dr	71,083	05/01/17	\$ 2,200,000	\$30.95
39	Emerson Center	2800 Spring Rd SE (multi-property sale)	17,753	05/01/17	\$ 4,353,461	\$245.22
40	Gwinnett Place Shoppes - Phase I,II	3500 Gwinnett Place Dr (multi-property sale)	21,226	05/02/17	\$ 3,064,398	\$144.37
41	Norcross Square Plaza	5895 Jimmy Carter Blvd (part of portfolio)	8,000	05/05/17	\$ 1,755,159	\$219.39
42	Indian Trail Crossing	1175 Indian Trail Lilburn Rd (part of portfolio)	9,252	05/05/17	\$ 2,029,841	\$219.39
43	Bells Ferry Center	1750 Bells Ferry Rd	8,280	05/12/17	\$ 1,050,000	\$126.81
44	Stonecrest Festival	7300 Stonecrest Concourse	17,540	05/25/17	\$ 1,750,000	\$99.77
45	No Name	280-290 GA Hwy 74 (multi-property sale)	16,180	05/26/17	\$ 3,635,551	\$224.69
46	Shops of Heritage Place	4450 Hugh Howell Rd	29,679	06/07/17	\$ 3,700,000	\$124.67
47	Wesley Chapel Shopping Center	2552-2566 Wesley Chapel Rd	31,133	06/13/17	\$ 2,150,000	\$69.06
48	Paradise Shoppes of Ellenwood	2800-2842 E Atlanta Rd (part of portfolio)	67,721	06/15/17	\$ 9,389,517	\$138.65

ATLANTA RETAIL MARKET

UNANCHORED RETAIL SHOPPING CENTER SALES

YEAR END 2017

	Center Name	Address	Square Feet	Sale Date	Sale Price	Price per SF
49	The Landing	3541 Stone Mountain Hwy	20,412	06/19/17	\$ 1,020,000	\$49.97
50	Village East	3822 Roswell Rd	12,540	06/28/17	\$ 2,100,000	\$167.46
51	Spring Mill Village	6009-6011 Memorial Dr	97,683	06/29/17	\$ 1,450,000	\$14.84
52	The Shops at Lantern Ridge	3500 N Decatur Rd	21,092	07/05/17	\$ 2,150,000	\$101.93
53	Ivy Creek Plaza	2720 Mall of Georgia Blvd (2 bldgs)	24,500	07/17/17	\$ 3,200,000	\$130.61
54	Gwinnett Walk Shopping Center	3505 Gwinnett Place Dr	20,385	07/18/17	\$ 4,550,000	\$223.20
55	Burnt Hickory Village	800 Whitlock Ave (2 bldgs)	56,640	07/20/17	8,650,000	\$152.72
56	Riti Center #2	1174 Forest Pky	19,120	07/21/17	\$ 600,000	\$31.38
57	3195 Austell Rd SW	3195 Austell Rd SW	13,674	07/21/17	\$ 1,100,000	\$80.44
58	Peachtree Parkway Village	5275 Peachtree Pky	13,200	07/28/17	\$ 2,725,000	\$206.44
59	Gordon Road Village Shopping Center	6015-6053 Mableton Pky (multi-property sale)	56,075	07/31/17	\$ 1,650,000	\$29.42
60	Koko Plaza	3694 Club Dr	6,422	08/07/17	\$ 845,000	\$131.58
61	Towne Place Shopping Center	156-180 Towne Lake Pky	28,000	08/14/17	\$ 2,375,000	\$84.82
62	Sugarloaf Square	4835 Sugarloaf Pky	14,866	08/16/17	\$ 1,825,000	\$122.76
63	Zion Place	1854 Mt Zion Rd	11,833	08/17/17	\$ 1,580,000	\$133.52
64	Valley Brook Centre	624-640 Valleybrook Xing (multi-property sale)	21,232	08/25/17	\$ 3,125,000	\$147.18
65	Winder Strip Center	108 E May St	10,425	08/25/17	\$ 1,150,000	\$110.31
66	French Quarter Shopping Center	4961 Lower Roswell Rd	33,749	08/28/17	\$ 3,711,250	\$109.97
67	Peachtree Corners Village	3384 Holcomb Bridge Rd	11,310	08/31/17	\$ 3,125,000	\$276.30
68	The Shops at Eagle Pointe	2990 Eagle Dr	26,960	08/31/17	\$ 4,100,000	\$152.08
69	Doraville Station	5918 New Peachtree Rd	12,000	09/21/17	\$ 1,500,000	\$125.00
70	Creekstone 300	1780 Peachtree Pky	8,000	09/22/17	\$ 2,265,000	\$283.13
71	South Cobb Village	1977 S Cobb Dr SE (2 bldgs)	64,483	09/27/17	4,025,000	\$62.42
72	4088 Holly Springs Pky	4088 Holly Springs Pky	11,804	09/27/17	\$ 3,785,000	\$320.65

ATLANTA RETAIL MARKET

UNANCHORED RETAIL SHOPPING CENTER SALES

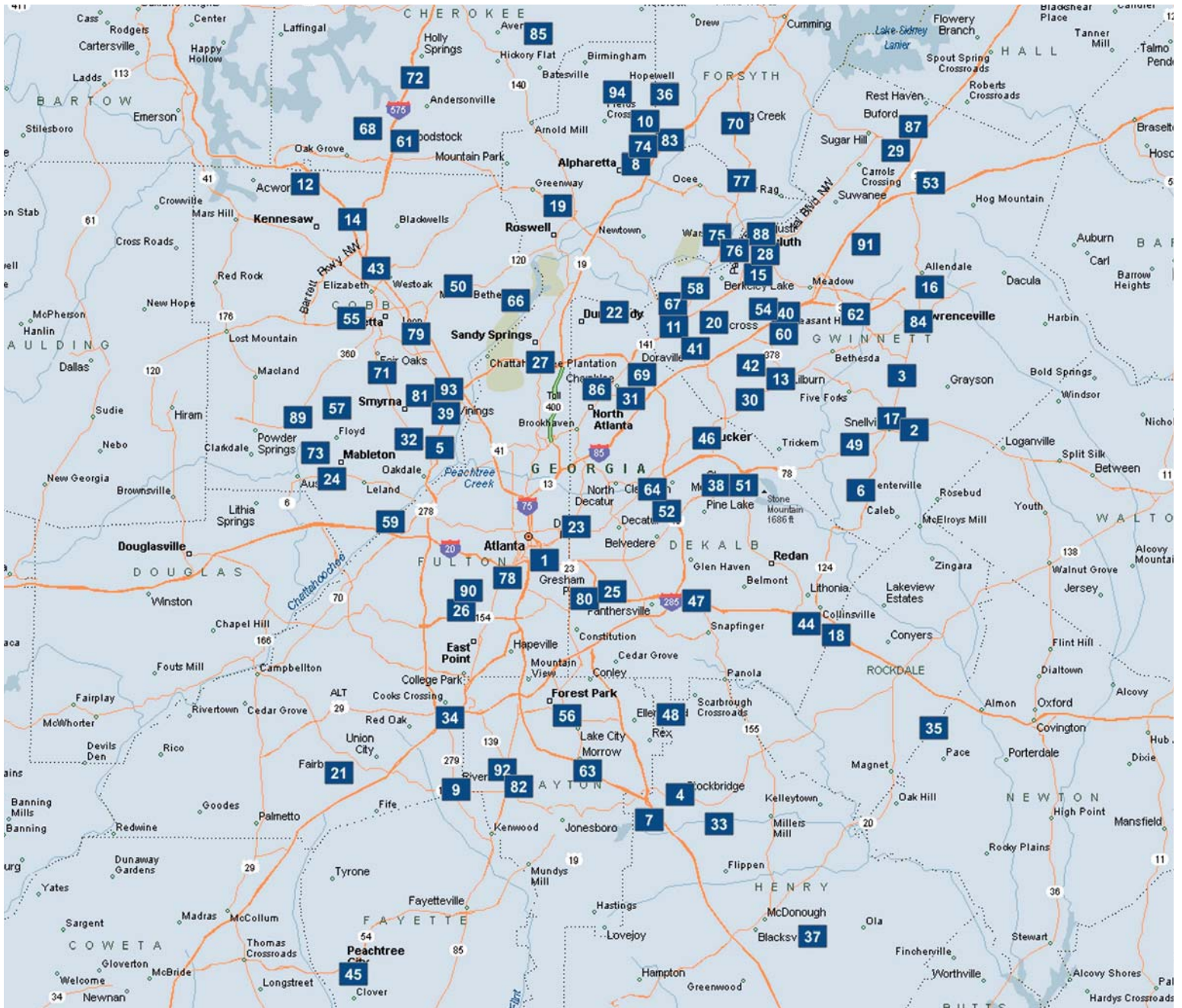
YEAR END 2017

	Center Name	Address	Square Feet	Sale Date	Sale Price	Price per SF
73	3999 Austell Rd	3999 Austell Rd (multi-property sale)	55,751	09/28/17	\$ 2,723,287	\$ 48.85
74	The Village at Webb Road	12990 Highway 9 Rd	18,603	10/03/17	\$ 3,925,000	\$ 210.99
75	The Shoppes of River Oaks	4390 Pleasant Hill Rd (multi-property sale)	11,636	10/05/17	\$ 652,657	\$ 56.09
76	Plantation Trace	4300 Pleasant Hill Rd (multi-property sale)	7,350	10/05/17	\$ 847,343	\$ 115.28
77	Lakefield Center at Johns Creek	6955 McGinnis Ferry Rd	31,180	10/05/17	\$ 6,150,000	\$ 197.24
78	Oakland City Marketplace	1143-1149 Lee St SW	20,000	10/11/17	\$ 1,220,000	\$ 61.00
79	Commercial Plaza Marietta	550 Franklin Rd SE	76,513	10/12/17	\$ 5,800,000	\$ 75.80
80	Glenwood Place	780 & 790 Glenwood Ave (multi-property sale)	12,635	10/17/17	\$ 7,470,191	\$ 591.23
81	Oak Tree Village	1797 Spring Rd SE	10,244	10/20/17	\$ 1,075,000	\$ 104.94
82	Webb Shopping Center	8110-8126 Highway 85	31,000	10/23/17	\$ 1,200,000	\$ 38.71
83	The Village at Flynn Crossing	5230-5238 MCGinnis Ferry (multi-property sale)	7,000	10/26/17	\$ 1,732,396	\$ 247.49
84	Lawrenceville Square Shopping Center	134 S Clayton St	145,306	11/06/17	\$ 5,850,000	\$ 40.26
85	Cherokee Corners	5060 Sugar Pike Rd	27,190	11/14/17	\$ 1,100,000	\$ 40.46
86	Brookleigh Market	3575 Durden Dr NE (multi-property sale)	38,104	11/15/17	\$ 12,226,811	\$ 320.88
87	4705 Hamilton Mill Rd	4705 Hamilton Mill Rd	9,424	11/15/17	\$ 1,200,000	\$ 127.33
88	Shoppes at Suburban Village	2895 Peachtree Industrial Blvd	10,460	11/16/17	\$ 1,600,000	\$ 152.96
89	Austell Promenade	2860 E-W Connector SW (multi-property sale)	18,410	11/16/17	\$ 3,508,183	\$ 190.56
90	Wells Fargo Retail Center	2280-2310 Cascade Rd (multi-property sale)	25,770	11/17/17	\$ 2,779,764	\$ 107.87
91	Main Street Commons	3463 Lawrenceville Suwanee Rd	24,388	11/29/17	\$ 3,500,000	\$ 143.51
92	Riverdale Plaza	7055 Highway 85	95,483	12/07/17	\$ 7,087,500	\$ 74.23
93	Cumberland Marketplace	2700 Cobb Pky (Bldgs A & B)	25,610	12/13/17	\$ 8,709,617	\$ 340.09
94	Windward Way Shopping Center	12872 State Highway 9 (multi-property sale)	41,799	12/21/17	\$ 6,650,000	\$ 159.09
		TOTALS	2,738,821		\$ 311,262,651	\$ 147.84

ATLANTA RETAIL MARKET

UNANCHORED RETAIL SHOPPING CENTER SALES

YEAR END 2017



Sources include: CoStar & Lavista Associates, Inc.

No warranty or representation, expressed or implied, is made as to the accuracy of information contained herein. In consideration of the within information, all parties agree to rely solely on their right, and assume the duty to independently obtain and analyze all information.

Lavista Associates, Inc.
3475 Piedmont Road, NE | Suite 1150
Atlanta, Georgia 30305
770.448.6400
www.lavista.com

LAVISTA ASSOCIATES, INC.
Commercial and Industrial, Realtors®

45 YEARS
1972 - 2017