

STIRLING PROPERTIES



RETAIL MARKET SURVEY

Shreveport-Bossier City

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RETAIL MARKET ASSESSMENT

Welcome to the third edition of the semi-annual Shreveport-Bossier City Retail Survey. This report will provide the reader with detailed information on available square footage, occupancy and rental rates of retail centers greater than twenty thousand (20,000) square feet in the Shreveport-Bossier City market.

All information provided in this report would not be possible without the cooperation of our staff and colleagues and we would like to thank all of those who contributed.

Kroger Marketplace, an anchor tenant for the Bossier City Community Center development on Airline Drive, opened its doors in November 2015 and added approximately 123,000 square feet to our market. Additional tenants have opened in 2016 which include: Vision 4 Less, Jimmy Johns, Chipotle, Panda Express, Whataburger, Panera Bread, Buffalo Wild Wings and Hobby Lobby. The remaining two (2), new Community Center developments, which are located in Shreveport, anticipate their anchor tenants (Whole Foods and Kroger Marketplace) opening in November 2016. Upon completion of Phase I, all three (3) of these retail developments will add a total of approximately 438,000 square feet to our market inventory. Future construction phases will be determined based on continued demand for retail growth and absorption.

Three (3) Walmart Neighborhood Market centers have opened this year, as well as a Walmart Supercenter in Shreveport on Highway 1 just north of the new Interstate 49 extension. Additionally, Walmart has obtained rezoning approval for another Walmart Supercenter in Bossier City on Airline Drive at Wemple Road. No plans of closing have been announced in regard to their current location at Airline and Melrose, which will be located approximately 3 miles south of this new supercenter, and there has not yet been an announced opening date for the new Supercenter.

Shreveport-Bossier City's current, overall occupancy rate of 89% on approximately 7.6 million square feet of multi-tenant retail space has held steady over the first half of 2016. The regional malls have seen the most decrease in occupancy due to national retailers closing their doors. However, the other retail categories have either increased in occupancy or remained stable which offsets the malls' vacancy.



Whole Foods Development, Shreveport



Walmart Neighborhood Market, Shreveport

The opening of the Kroger Marketplace Community Center in Bossier City has increased the area's square footage, but this square footage has already been absorbed by the national and regional retailers expanding their presence from Shreveport into the Bossier City market with a second location.

As we head into the second half of 2016 and the opening of the Whole Foods and Camp Forbing Kroger Marketplace developments, Shreveport is experiencing the influx of new retail and food concepts. Some of the newcomers will include Blaze Pizza, Orange Theory, Muscle Maker Grill as well as strong interest from at Home Décor, La Madeleine, Halal Guys – Gyros and Chicken, Community Coffee and First Watch. Lease rates have held steady as there is little flexibility with the fixed costs of new construction and the adjacent centers have followed suit, but we anticipate that in the second half of 2016 the Landlord's incentives in the form of free rent or tenant improvement allowances will be forced to increase to keep momentum and occupancy.

The market area's inventory has been divided into five (5) categories according to analyzed data:

1. Regional Malls: Typically enclosed with inward-facing stores and offer general and/ or fashion-oriented merchandise. General anchor tenants include a full-line or junior department store, a mass merchant store, a discount department store and/or a fashion apparel store. Regional Malls total 1,180,000 square feet and represent sixteen percent (16%) of our market with a 86% occupancy rate. This is an approximate five percent (5%) decrease in occupancy since our year end 2015 survey. There are approximately 165,580 vacant square feet available for lease in this category.

2. Community Shopping Centers: Often have two (2) or more anchors and offer a wide range of apparel and other soft goods. Typical anchors include a discount store, a drug store and/or a large specialty discount store (i.e. toys, books, electronics, home improvement and/or furniture, sporting, etc.). Community Shopping Centers total 3,642,620 square feet and represent forty-eight percent (48%) of our market with a 92.38% occupancy rate. This has been a slight decrease in occupancy since



Stirling Bossier, Bossier City



Stirling Bossier, Bossier City

our year end 2015 survey. There are approximately 279,731 vacant square feet available for lease in this category.

3. Neighborhood Shopping Centers: Usually grocery anchored and convenience oriented. Neighborhood Shopping Centers total 1,581,111 square feet and represent twenty-one percent (21%) of our market with an 88% occupancy rate. This is an approximate two percent (2%) increase in occupancy since our year end 2015 survey. There are approximately 195,031 vacant square feet available for lease in this category.



Stirling Bossier, Bossier City

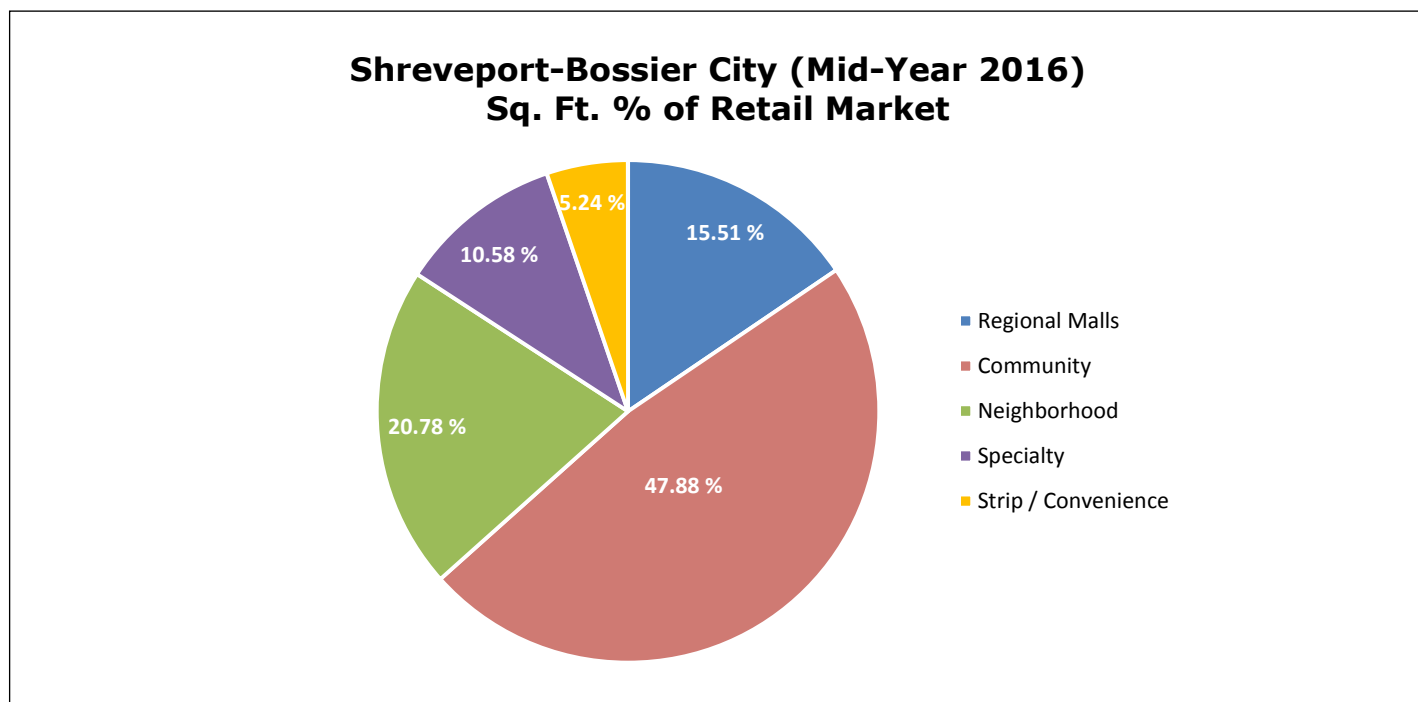
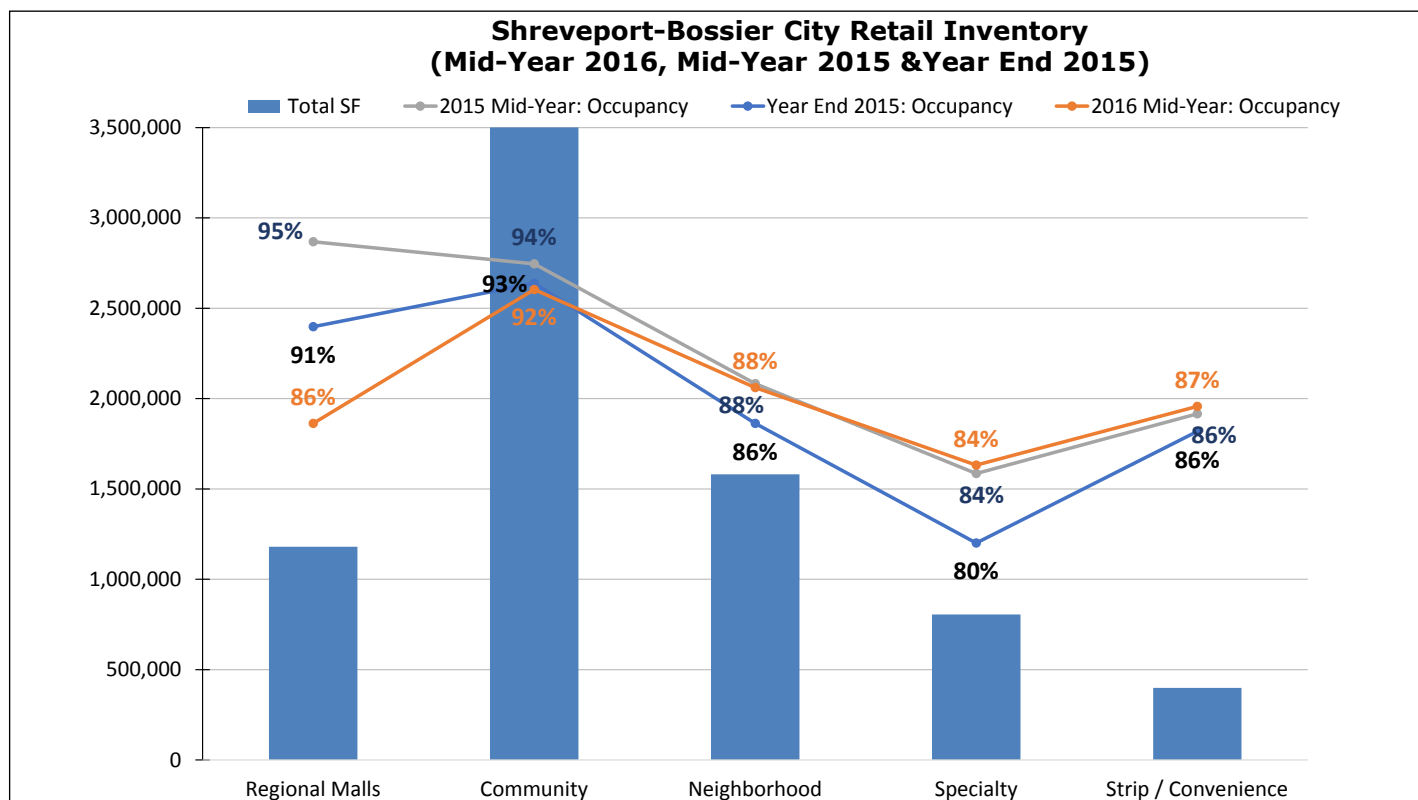
4. Specialty Shopping Centers: Typically range from Lifestyle to Outlet Centers or Theme/Festival Centers. Specialty Shopping Centers total 804,685 square feet and represent eleven percent (11%) of our market with an 84% occupancy rate. Occupancy has increased by 4% since our year end 2015 survey. There are approximately 128,851 vacant square feet available for lease in this category.

5. Strip and/or Convenience Shopping Centers: Usually smallest in square footage, these types of centers provide a narrow mix of goods and services and

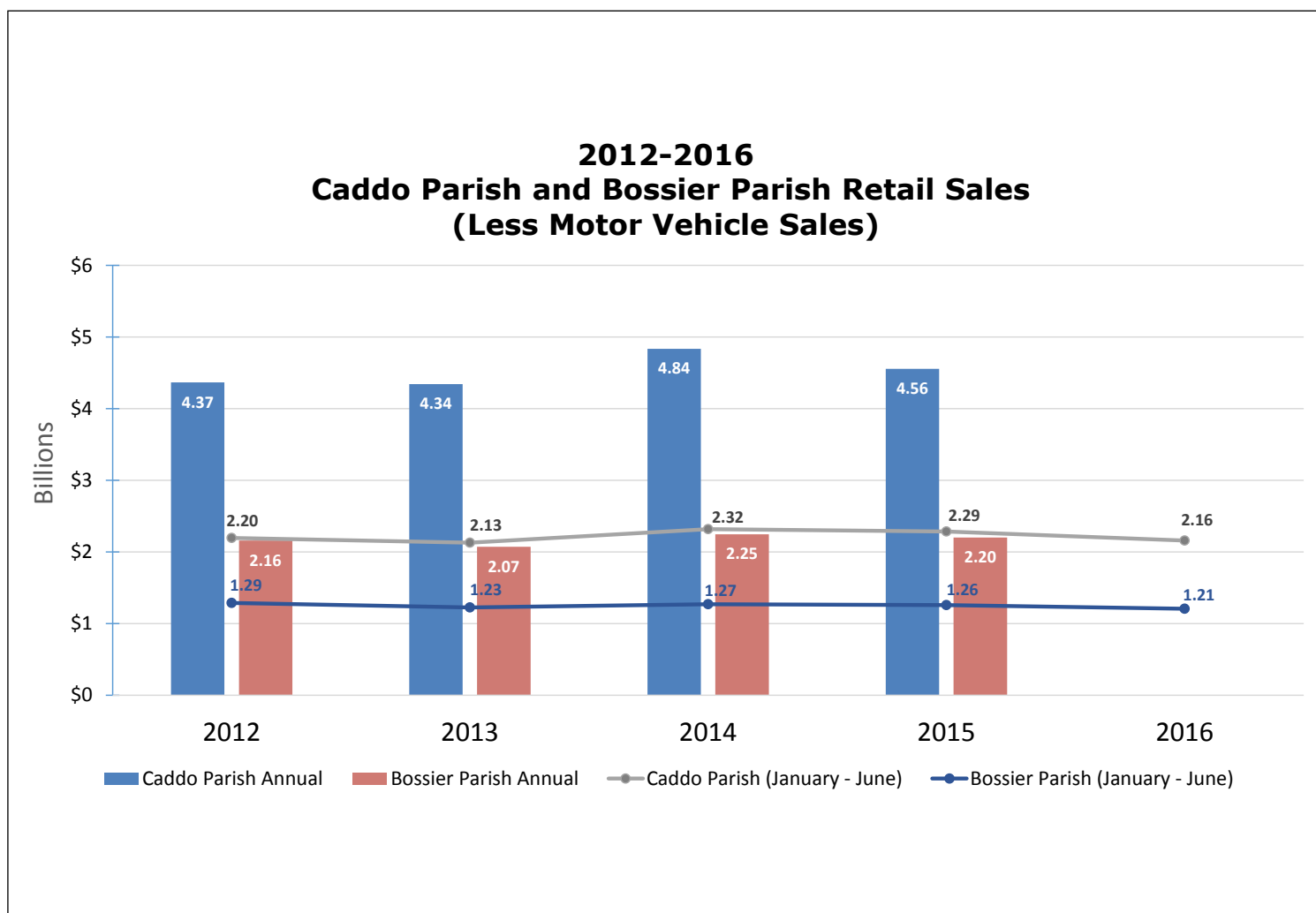
generally do not have an "Anchor" Tenant in the center. Strip and/or Convenience Shopping Centers total 398,850 square feet and represent five percent (5%) of our market with an 87% occupancy rate. This is an approximate one percent (1%) increase in occupancy since our year end-2015 survey. There are approximately 52,772 vacant square feet available for lease in this category.

There are a total of fifty-four (54) multi-tenant retail centers with a minimum of twenty thousand (20,000) square feet in Shreveport-Bossier City as of mid year 2016. The following retail inventory chart shows occupancy has remained steady since year end 2015. With the Community Centers having occupancy over 90%.

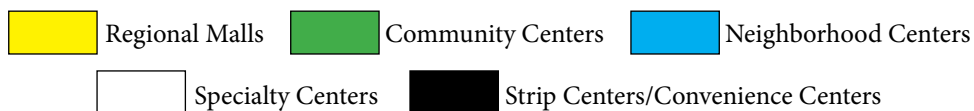
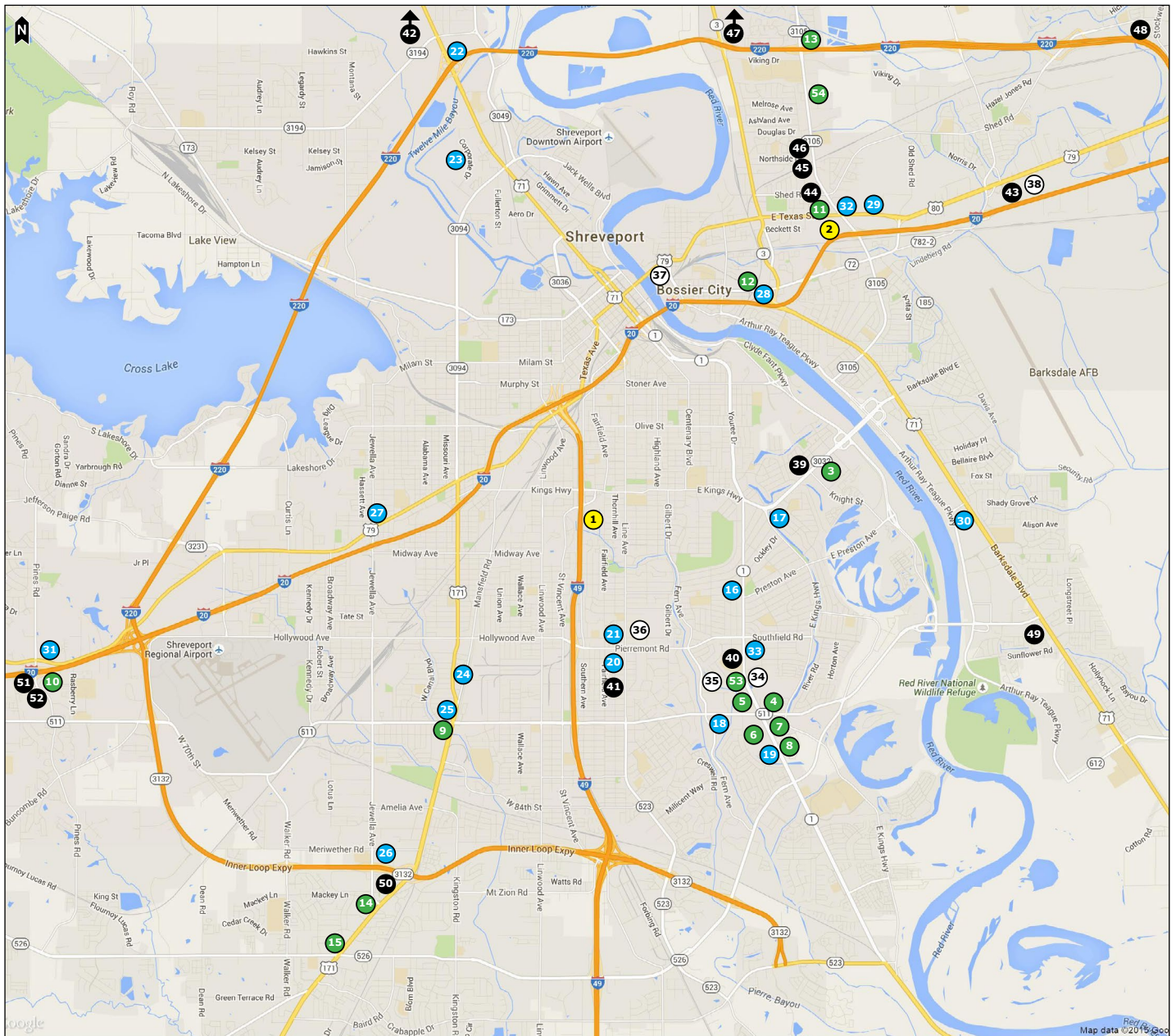
SHREVEPORT-BOSSIER CITY RETAIL INVENTORY & OCCUPANCY



CADDO & BOSSIER PARISH RETAIL SALES



SHREVEPORT-BOSSIER CITY RETAIL MAP



SHREVEPORT-BOSSIER CITY RETAIL SURVEY

REGIONAL MALL

Mid-Year 2016 (as of July 2016)		Total Number of Buildings in Market: 2	Total SF: 1,180,000	Average Occupancy: 85.97%	
MAP #	RETAIL CENTER & ADDRESS	BUILDING SIZE	AVAILABLE SQ. FT.	QUOTED AN- NUAL RENT RATE (PSF)	OCCUPANCY RATE
1	Mall St. Vincent 1133 St. Vincent Avenue	530,000	101,230	\$16-\$20 (\$20.79 NNN)	81%
2	Pierre Bossier Mall 2950 East Texas Street	650,000	64,350	\$15-\$19 (\$21.13 NNN)	90%

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COMMUNITY SHOPPING CENTERS

Mid-Year 2016 (as of July 2016)		Total Number of Buildings in Market: 15	Total SF: 3,642,620	Average Occupancy: 92.32%	
MAP #	RETAIL CENTER & ADDRESS	BUILDING SIZE	AVAILABLE SQ. FT.	QUOTED ANNUAL RENT RATE (PSF)	OCCUPANCY RATE
3	Shreve City 1265 Shreveport-Barksdale Hwy	547,408	79,035	\$6-\$9 (\$3.08 NNN)	86%
4	Eastgate Shopping Center Youree Drive at E. 70 th Street	363,000	21,000	\$13-\$20 (\$3.41 NNN)	94%
5	Bayou Walk 6634-6658 Youree Drive	143,667	23,500	Negotiable (\$4.19 NNN)	84%
53	Bayou Walk II 6590 Youree Drive	29,000	0	Negotiable (\$4.68 NNN)	100%
6	University Place 7080 Youree Drive	205,753	2,780	\$28-\$30 (\$5.50 NNN)	99%
7	Kings Crossing 7141 Youree Drive	275,000	0	N/A	100%
8	Regal Court Shopping Center 7450 Youree Drive	343,467	7,707	\$18-\$23 (\$8.55 NNN)	98%
9	Welch Shopping Center 2700 W. 70th Street	168,000	18,473	\$5-\$6 (\$0.68 NNN)	89%
10	Huntington Park 6713 Pines Road	177,895	7,200	\$9.75 (\$3.25 NNN)	96%
11	Bossier Corners Shopping Center 2001 Airline Drive	143,060	21,274	Negotiable	85%
12	Heart O'Bossier 1701 Old Minden Road	198,801	68,722	\$4.50-\$10.50 (\$1.74 NNN)	65%
13	Stirling Bossier I-220 at Airline Drive	645,873	0	\$16	100%
14	South Park Village 9034 Mansfield Road	103,269	1,200	\$22 (\$3.24 NNN)	99%
15	Summer Grove Shopping Center 9164 Mansfield Road	113,427	28,846	\$8-\$9 (\$1.75 NNN)	75%
54	Kroger Marketplace Airline Drive at George Dement Blvd.	185,000	0	N/A	100%

NEIGHBORHOOD SHOPPING CENTERS

Mid-Year 2016 (as of July 2016)		Total Number of Buildings in Market: 18	Total SF: 1,581,111	Average Occupancy: 87.66%	
MAP #	RETAIL CENTER & ADDRESS	BUILDING SIZE	AVAILABLE SQ. FT.	QUOTED AN- NUAL RENT RATE (PSF)	OCCUPANCY RATE
16	Broadmoor Shopping Center 3950 Youree Drive	60,000	3,585	\$16-\$17.50 (\$4.50 NNN)	94%
17	Old River Marketplace 733 Shreveport-Barksdale Hwy	138,308	19,088	\$6-\$15 (\$2.20 NNN)	86%
18	Pierremont Plaza 1409 E. 70 th Street	39,394	4,005	Negotiable (\$3.50 NNN)	90%
19	Eastside Plaza 7460 Youree Drive	78,761	4,013	Negotiable (\$5.26 NNN)	95%
20	Towne Oak Square 855 Pierremont Plaza	76,788	0	N/A	100%
21	Uptown Shopping Center 4800-5800 Line Avenue	125,687	5,786	\$15 (\$4 NNN)	95%
22	North Market Place 3000 North Market Street	88,205	6,880	Negotiable (\$3.29 NNN)	92%
23	North Market Street Plaza 1909 North Market Street	110,917	45,390	\$3-\$5 (\$6.56 NNN)	59%
24	Sunset Village 6363 Hearne Avenue	105,486	28,500	\$3.50-\$4	73%
25	Southgate Retail Center 2710 W. 70 th Street	62,194	17,823	\$6-\$20 (\$1.49 NNN)	71%
26	South Park Crossing 8805 Jewella Avenue	48,722	13,322	\$12 (\$1.25 NNN)	73%
27	Westwood Shopping Center 3709 Jewella Road	112,000	4,066	Negotiable (\$3.10 NNN)	96%
28	Bossier Crossroads 1700 Old Minden Road	75,772	9,708	Negotiable (\$1.50 NNN)	87%
29	Albertsons (Bossier Towne Center) Shopping Center 3121 E. Texas Street	103,087	7,175	\$14-\$16 (\$3.76 NNN)	93%
30	Plantation Plaza 4100 Barksdale Boulevard	118,325	9,960	\$9.75 (\$3 NNN)	92%
31	Pines Crossing 6138-6140 Greenwood Road	49,057	10,000	\$10 (\$1.60 NNN)	80%
32	K-mart Center 3045 E. Texas Street	131,015	2,250	\$18 (\$2.42 NNN)	98%
33	Southfield Shopping Center 5700 Southfield Road	57,393	3,480	Negotiable	94%

SPECIALTY SHOPPING CENTERS

Mid-Year 2016 (as of July 2016)		Total Number of Buildings in Market: 5	Total SF: 804,685	Average Occupancy: 83.99%	
MAP #	RETAIL CENTER & ADDRESS	BUILDING SIZE	AVAILABLE SQ. FT.	QUOTED AN- NUAL RENT RATE (PSF)	OCCUPANCY RATE
34	Shoppes at Bellemead 6535 Youree Drive	60,785	8,368	\$28-\$32 (\$11 NNN)	86%
35	Home Design Center 6969 Fern Loop	73,447	9,518	\$17-\$22 (\$4.50 NNN)	87%
36	Pierremont Mall 4801 Line Avenue	67,720	7,910	\$18 (\$4.20 NNN)	88%
37	The Outlets Louisiana at Boardwalk 540 Boardwalk- Boulevard	550,000	85,563	Negotiable	84%
38	Villaggio 5200 E. Texas Street	52,733	17,492	\$12 (\$4.50 NNN)	67%

STRIP/CONVENIENCE SHOPPING CENTERS

Mid-Year 2016 (as of July 2016)		Total Number of Buildings in Market: 18	Total SF: 398,850	Average Occupancy: 86.77%	
MAP #	RETAIL CENTER & ADDRESS	BUILDING SIZE	AVAILABLE SQ. FT.	QUOTED AN- NUAL RENT RATE (PSF)	OCCUPANCY RATE
39	Shreveport-Barksdale Retail/ Office 1020 Shreveport-Barksdale Hwy	30,861	6,114	Negotiable	80%
40	Bayou Plaza Shopping Center 6550-6570 Youree Drive	51,400	8,896	\$12-\$18 (\$4.22 NNN)	83%
41	Evangeline Square 6104-6030 Line Avenue	28,000	2,400	\$17 (\$4.25 NNN)	91%
42	Northwood Shopping Center 5795 North Market Street	28,000	1,728	\$14-\$15.50 (\$4.13 NNN)	94%
43	Brandon Square Shopping Cen- ter 4726 E. Texas Street	28,000	3,410	\$14 (\$2.67 NNN)	88%
44	Airline Marketplace I, II, III 2100 Airline Drive	42,320	4,891	\$25 (\$3.25 NNN)	88%
45	Airline Plaza 2151 Airline Drive	21,400	5,068	\$19-\$21 (\$4.52 NNN)	76%
46	Azalea Center 2163 Airline Drive	20,736	755	\$11 (\$3.18 NNN)	96%
47	Avery Plaza 5604-5608 Benton Road	29,867	1,100	\$10.50	96%
48	Stockwell Professional Plaza 2091 Stockwell Road	22,812	1,250	\$14.40	95%
49	River Crest 4970 Barksdale Boulevard	25,640	9,250	\$12 (\$4.50 NNN)	64%
50	Kilpatrick Plaza 8939 Jewella Avenue	26,000	7,910	\$10 (\$2.50 NNN)	70%
51	Shreveport Plaza 6204 Westport Avenue	22,814	0	N/A	100%
52	Pines Road Marketplace 6730 Pines Road	21,000	0	N/A	100%

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Karen Hannigan began her real estate career in 2003 specializing in the buying, selling and leasing of retail, office, industrial, investment properties and vacant land. She offers a full-range of leasing and brokerage services including tenant and buyer representation, property listings, as well as site selection and consulting services while working with a plethora of local, regional and national clients. Karen is experienced in the site selection process for national retailers and has assisted numerous clients in securing appropriate locations for their businesses including Aldi, Capital One, Verizon Wireless, Big Lots, Take 5, Sonic Restaurants, Subway, Newk's Eatery, Jimmy Johns, Moe's Southwest Grill, Smoothie King and Time It Lube. She has represented prominent property owners, such as: Rouse Properties, the Goldstone Group (multi-franchise operators) and Inland Diversified Real Estate Trust. In addition, she has worked closely with REITS and private ownership groups in the acquisition and disposition of investment properties including shopping centers and single-tenant retail properties.

Karen is a designee of the distinguished Certified Commercial Investment Member (CCIM) and is an active member of the Louisiana Chapter of CCIM, International Council of Shopping Centers (ICSC), Christus Sutton Children's Women's Council, Holy Angels Champions for Children, South Highlands Magnet PTA Board and Shreveport Regional Arts Council's (SRAC) Christmas in the Sky Executive Committee. She is also a graduate of the Greater Shreveport Chamber of Commerce Leadership Program, the Dale Carnegie Program, a former long standing member of the NWLAR Commercial Investment Division (CID) Board of Directors as well as a past chairman of their Real Estate Trends Conference, and a past member of the Louisiana Commercial Database (LACDB) Board of Directors as well as serving a position on the ICSC Centerbuild Steering Committee. Karen received Bachelors of Science in Marketing from the University of Louisiana at Monroe.

RETAIL SPECIALISTS



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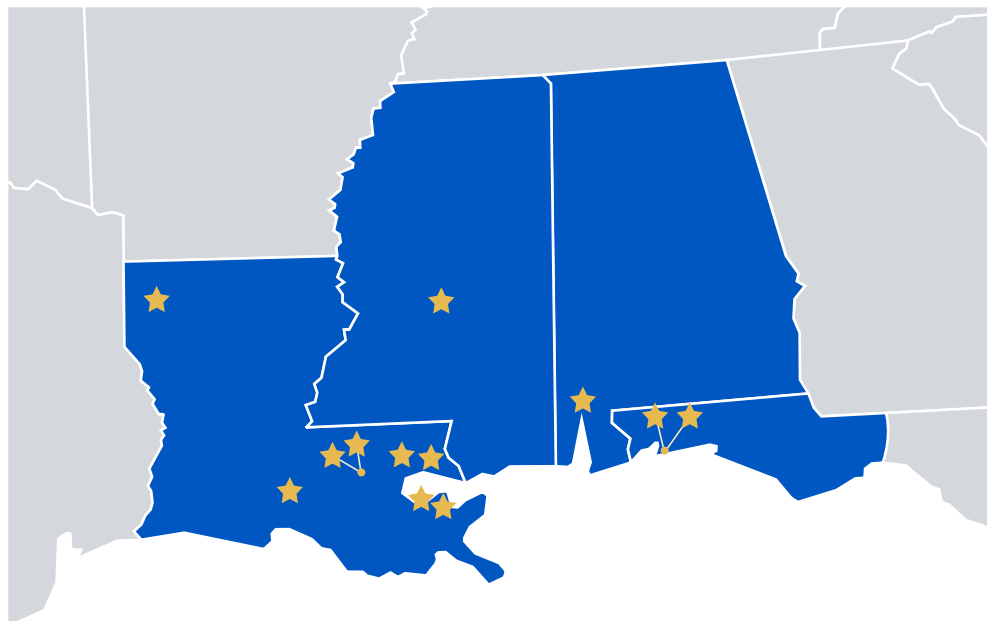
Stacy Odom offers a wealth of knowledge about the Ark-La-Tex market and possesses extensive commercial real estate experience across an array of project types that include: retail, investment sales, as well as office and industrial sectors. As an associate broker in sales and leasing, she is skilled and well-versed in tenant and landlord representation and site selection. Additionally she has supplied consulting and analysis services for, both, REITS and private ownership groups through the acquisition and disposition of investment properties. Her capabilities have allowed her to work with a broad diversity of clients including national and regional retailers, medical service providers, oil and gas companies and developers. Stacy has assisted Aldi, Capital One, Big Lots, Verizon Wireless, Newk's Eatery, Smoothie King, Hutton Developers, Time It Lube, SWEPCO and GE Oil and Gas in their expansions.

Stacy is a licensed real estate broker in the states of Louisiana and Texas, a member of the North Texas Commercial Association of Realtors, International Council of Shopping Centers (ICSC), Retail Brokers Network (RBN) and a Certified Investment Member (CCIM) candidate. She is involved in her community as a graduate of the Greater Shreveport Chamber of Commerce Leadership program, Junior League of Shreveport-Bossier sustainer and former board member of Friends of the Meadows Museum and Samaritan Counseling Center. Stacy received her BA in Real Estate from the University of Texas at Austin.



Section VII

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BY THE NUMBERS

114 million square feet
properties and land for sale or lease

\$1.3 billion
volume for the last 5 years

2,255 transactions
in the last 5 years

20 million square feet
developed from the ground up

\$259 million and
1.5 million square feet
properties under development

2.7 million square feet
properties acquired

\$1.3 billion
financing in the last 10 years

16.5 million square feet
properties managed



Shreveport, LA

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