SELECT STRATEGIES REALTY

RETAIL INVESTMENT OPPORTUNITY

MAYFAIR PLAZA

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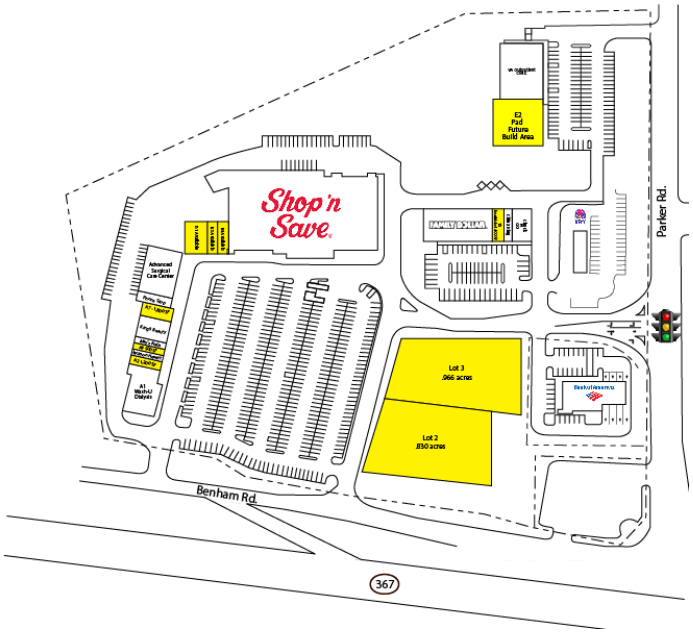
Florissant, MO
101,311 SF
Anchors: Washington University, Advanced Surgical Care Center, Shop 'N Save (Dark)



KEY FACTS

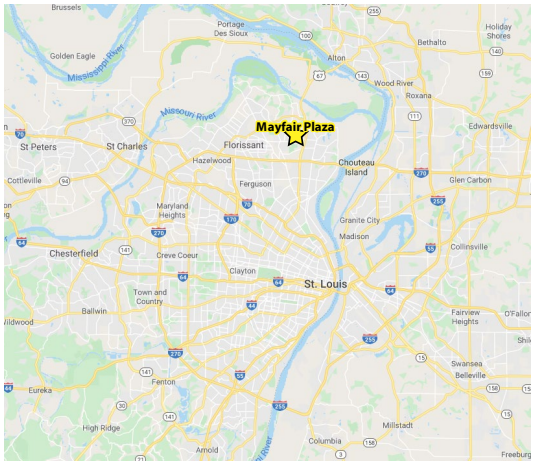
- High traffic counts (49,000 VPD)
- New Washington University lease
- New Advanced Surgical Care lease
- Working on a 25,000 SF regional medical facility

BUSINESS PLAN

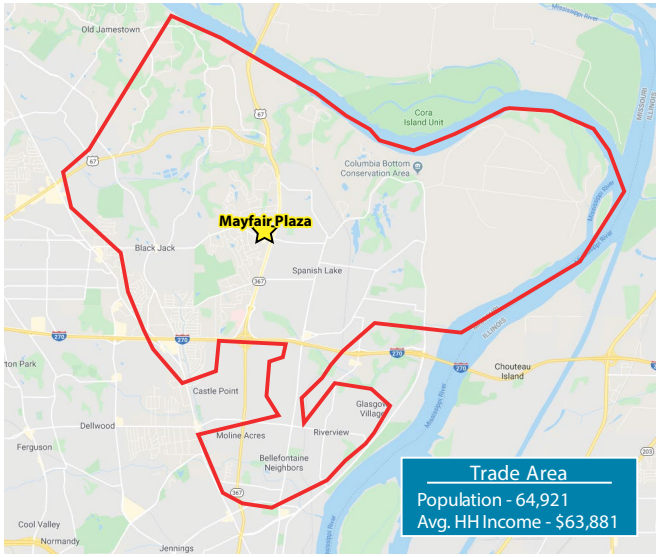
- Lease-up vacant space
- Develop or sell 2 outparcels (Dollar Tree)
- Consider selling the free-standing GSA building

ACQUISITION OPPORTUNITY

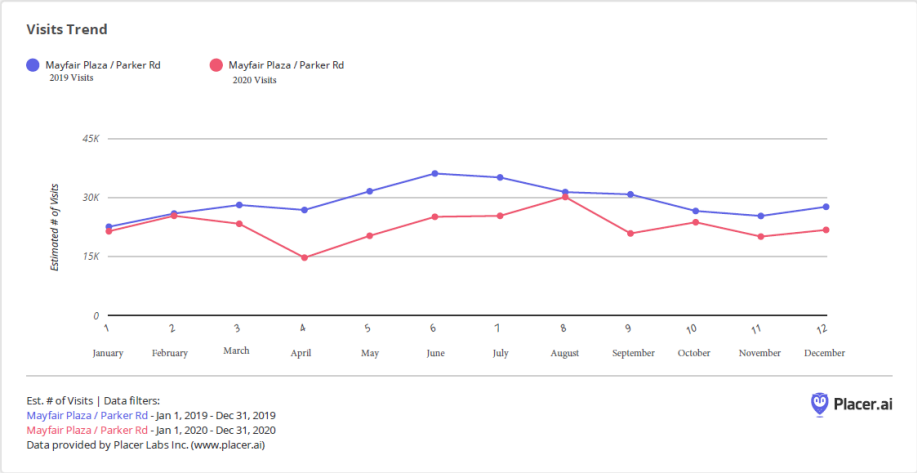
LOCATION MAP



TRADE AREA



VISIT TREND



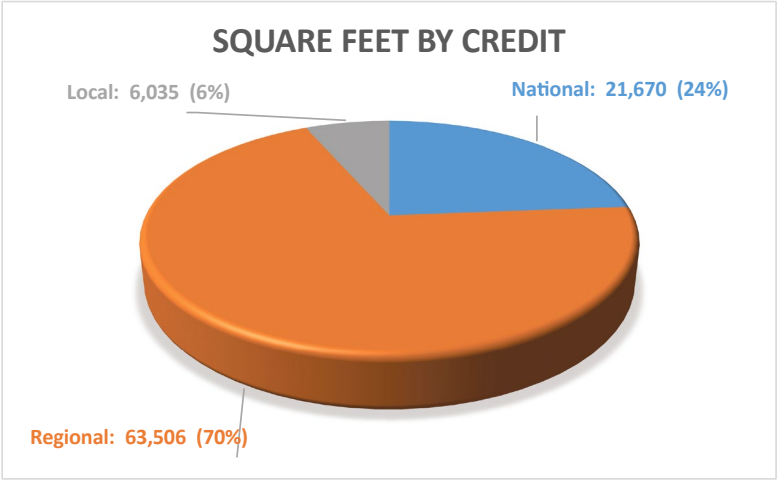
ACQUISITION OPPORTUNITY

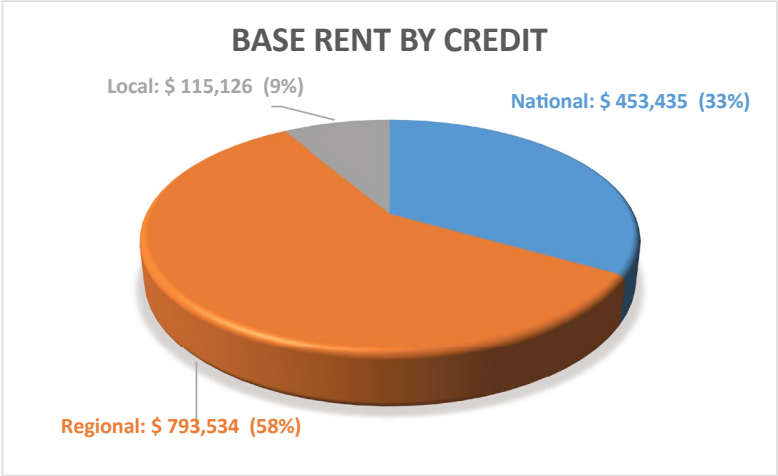
TENANCY

MAJOR TENANTS	SF	% OF GLA	LEASE EXP.
Shop 'n Save	50,583	49.92%	12/22
Advanced Surgical Care of St. Louis, LLC	6,904	6.81%	12/28
Washington University in St. Louis	6,019	5.94%	9/27
Family Dollar	9,100	8.98%	6/22
TOTAL MAJOR TENANTS	**72,606**	**71.65%**	
SHOP TENANTS			
National Tenants	12,570	12.41%	
Regional Tenants	0	0%	
Local Tenants	6,035	5.96%	
Vacant	10,100	9.97%	
TOTAL SHOP TENANTS	**28,705**	**28.33%**	
TOTAL GLA	**101,311**	**100.0%**	

OUTSTANDING CREDIT

National and Regional retailers represent 94% of the square feet and 89% of the rent.





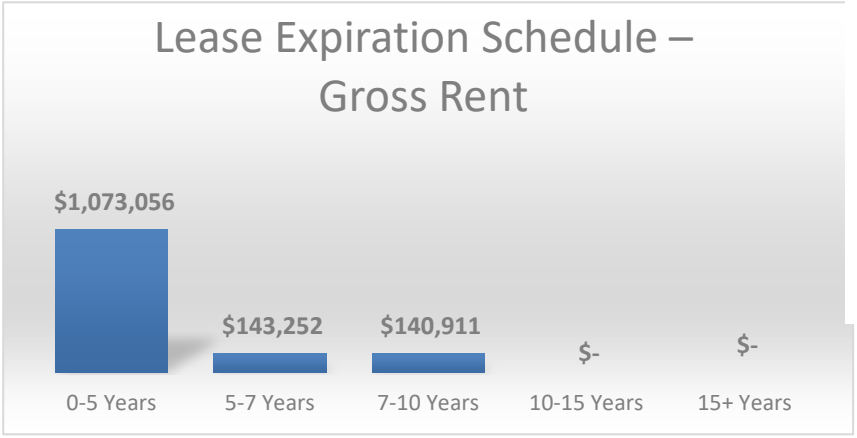
ACQUISITION OPPORTUNITY

ALL RETAIL IS NOT EQUAL

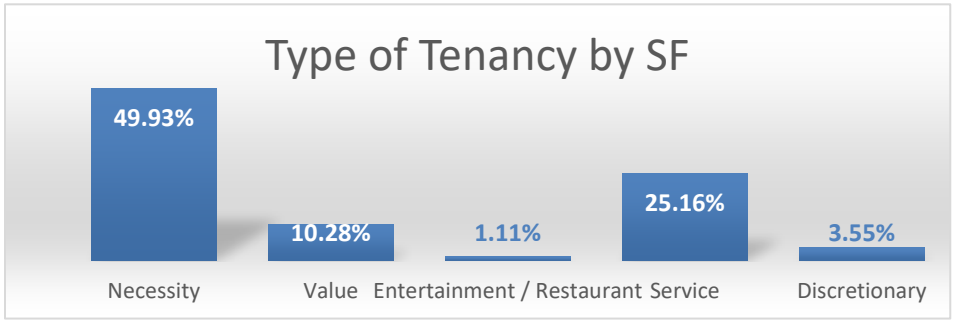
The tenants that occupy a retail center are key to the long-term success of the investment. Select constantly analyzes retailers considering multiple factors including; sales, growth in same store sales (or lack thereof), new store openings, resistance to e-commerce (or lack thereof), credit and future prospects. Select also has the benefit of constant interaction with retailers through daily management and leasing activities. This interaction provides an inside perspective into a retailer's strategy and operations.

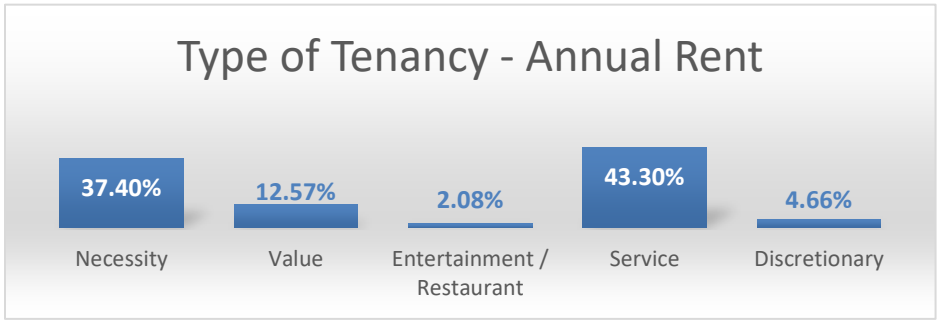
Several themes emerge from this ongoing analysis. First, grocery stores and other **necessity** oriented retailers are performing well. Second, there is a strong group of **value** retailers like TJ Maxx, Ross, Kohl's and Marshalls that are attractive. Third, **entertainment** oriented uses like restaurants, theaters and fitness clubs are generating strong sales in addition to generating traffic. Fourth, **service** oriented uses such as insurance, medical and real estate drive traffic and provide tenant mix diversity.

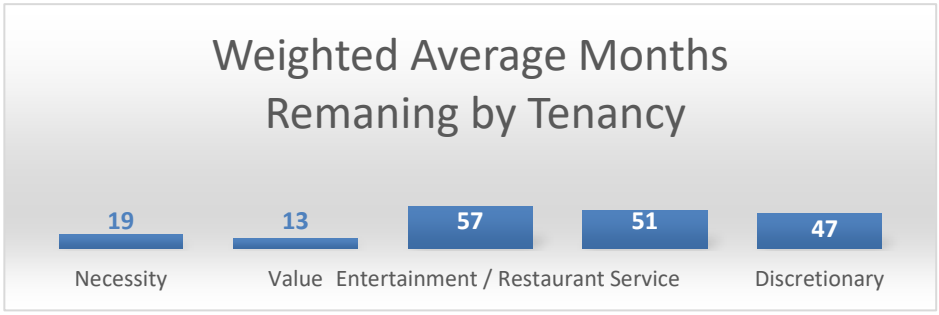
Necessity, value, entertainment and service oriented retailers represent 86.48% of the square feet and 95.35% of the gross income at Mayfair Plaza.



ACQUISITION OPPORTUNITY







Tenant	SF	% Prop. Type	Begin	Expiration	Annual Rent	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030+
Check N Go	2,310	2.3%	6/26/2017	3/31/2022	$ 53,546		2,310								
Family Dollar	9,100	9.0%	9/30/2010	6/30/2022	$ 144,417		9,100								
Mak Trading	1,310	1.3%	8/10/2011	8/31/2022	$ 26,737		1,310								
VA Outpatient Clinic	9,360	9.2%	10/1/2010	9/30/2022	$ 234,000		9,360								
Shop N Save	50,583	49.9%	12/9/1991	12/31/2022	$ 509,371		50,583								
Jackson Hewitt	900	0.9%	2/1/2004	4/30/2023	$ 16,596			900							
May's Nails	900	0.9%	2/7/2007	2/28/2025	$ 23,805					900					
King Beauty Supply	2,700	2.7%	8/26/1994	4/30/2025	$ 39,609					2,700					
China King	1,125	1.1%	1/13/2011	1/31/2026	$ 24,975						1,125				
Washington University	6,019	5.9%	10/1/2017	9/30/2027	$ 143,252							6,019			
Advanced Surgical Care	6,904	6.8%	12/25/2018	12/31/2028	$ 140,911								6,904		
Vacant	1,400	1.4%													
Vacant	1,200	1.2%													
Vacant	900	0.9%													
Vacant	2,400	2.4%													
Vacant	1,200	1.2%													
Vacant	1,200	1.2%													
Vacant	1,800	1.8%													
TOTALS	*101,311*	*100%*				*-*	*72,663*	*900*	*-*	*3,600*	*1,125*	*6,019*	*6,904*	*-*	*-*
Percent of Total						*0.0%*	*71.7%*	*0.9%*	*0.0%*	*3.6%*	*1.1%*	*5.9%*	*6.8%*	*0.0%*	*0.0%*
Percent Cumulative Rollover						*0.0%*	*71.7%*	*72.6%*	*72.6%*	*76.2%*	*77.3%*	*83.2%*	*90.0%*	*90.0%*	*90.0%*