

# LAS VEGAS | NEVADA RESEARCH & FORECAST REPORT



## Retail Market Review

Southern Nevada's retail market, which last year appeared to be heading toward recovery, has now gone through two quarters of worsening net absorption numbers and rising vacancy. Net absorption in the second quarter of 2011 stood at negative 257,542 square feet, down from last quarter but over 100,000 square feet better than one year ago. Vacancy stood at 12.1 percent and asking rental rates continued their slide, reaching \$1.48 per square foot (psf) per month on a triple net (NNN) basis, a 10 percent decline from one year ago.

Retail employment in the Las Vegas MSA remained stable at 91,000 jobs between May 2010 and May 2011. Given the continued struggles of the commercial real estate market, it seems likely that a good portion of the employment increases we are seeing in retail are occurring on the Las Vegas "Strip" and not in suburban shopping centers. Over the past year, the Leisure and Hospitality sector has added 6,200 jobs. Unemployment in the Las Vegas-Paradise MSA stood at 12.4 percent as of May 2011.

Clark County's taxable sales totalled \$7.16 billion in the first quarter of 2011, a 6.5 percent increase from one year ago. Pre-recession, Clark County posted a quarterly average of \$90,000 of taxable sales per retail employee. In the first quarter of 2011, taxable sales per retail employee was \$79,000. This is up from a low of \$74,000 per employee in the third quarter of 2009.

Southern Nevada completed no new retail space this quarter, but expansion is apparently on the way. Grocer Winco is planning to build two new stores in Southern Nevada, one a freestanding building adjacent to an R.C. Willey located in the Henderson submarket and the other in a Target-anchored center in the Northwest submarket. Green Valley Crossing in Henderson has announced plans to add a Staples, PETCO and Glazier's Food Market to its inventory.

Vacancy in Southern Nevada retail centers reached 12.1 percent in the second quarter of 2011, the highest level of vacancy yet recorded for the retail market. Vacancy has increased during the past

### MARKET INDICATORS

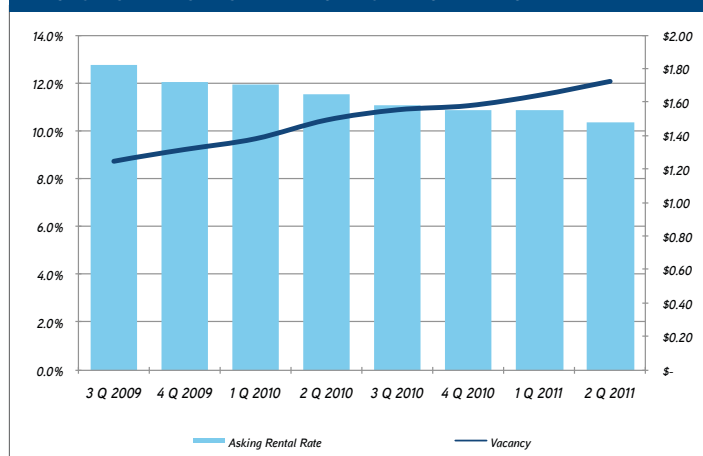
|                | Q2-11 | Projected Q3-11 |
|----------------|-------|-----------------|
| VACANCY        | ↑     | ↑               |
| NET ABSORPTION | ↓     | ↑               |
| CONSTRUCTION   | ↓     | →               |
| RENTAL RATE    | ↓     | ↓               |

### CLARK COUNTY ECONOMIC DATA

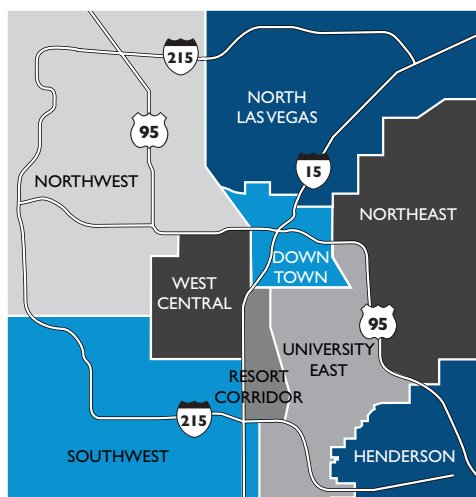
|                     | Current Period | Year Ago  |
|---------------------|----------------|-----------|
| Unemployment Rate   | 12.4%          | 14.9%     |
| Visitor Volume      | 3,653,987      | 3,496,935 |
| Gaming Revenue      | \$682.9 M      | \$690.2 M |
| Taxable Sales YTD   | \$2.738 B      | \$2.499 B |
| Residential Permits | 323            | 481       |
| Commercial Permits  | 9              | 19        |
| New Home Sales      | 250            | 397       |
| Existing Home Sales | 3,849          | 4,187     |

SOURCE: THE CENTER FOR BUSINESS & ECONOMIC RESEARCH, UNLV

### HISTORICAL VACANCY AND ASKING LEASE RATES



"Renewed investment activity in the retail sector, along with employment growth and rents and prices as low as they have been in many years, should push the retail market towards recovery by the close of this year or the beginning of 2012."



fifteen quarters and was 1.6 points higher this quarter than it was one year ago. Since the onset of the recession in the fourth quarter of 2007, retail vacancy has increased by 8.2 points. The Valley's highest vacancy this quarter was 16.3 percent in the Downtown submarket. The Southwest's vacancy of 9.6 percent was the lowest in Southern Nevada this quarter. The Downtown and University East submarkets experienced a decrease in vacancy this quarter compared to last, while every other submarket registered an increase in vacancy. The largest vacancy increase was 2.8 percent in the Northeast submarket due mainly to the closure of two hispanic grocery stores of the Liborio Markets chain.

The weighted average monthly asking rental rate dropped to \$1.48 psf NNN in the second quarter of 2011. After posting a \$0.46 psf drop in asking rents last quarter, the North Las Vegas market posted the largest increase (\$0.29 psf) in rents this quarter. Taking up the slack, Henderson posted a \$0.40 psf drop in asking rents this quarter. The average asking rent also increased in the University East submarket, while it decreased in Henderson, Northeast, Northwest, Southwest and West Central. The gap between the most and least expensive submarkets in Southern Nevada decreased from \$0.64 last quarter to \$0.56 this quarter. The Northwest submarket was the most expensive retail submarket in Southern Nevada, while the adjacent West Central was the least expensive. The gap between asking rents and achieved rents in deals we have tracked so far in 2011 has

averaged \$0.15 psf, a decrease from the average gap of \$0.18 psf recorded in 2010 and the average gap of \$0.35 psf recorded in 2009. The largest gap existed in power centers, while community centers had a negative gap of \$0.01, i.e. achieved rents were \$0.01 higher than asking rents. Neighborhood centers had a gap of \$0.19 psf. The average lease term for retail space so far in 2011 was 59 months, a 13 month decrease from last year. About 70 percent of the retail leasing activity in 2011 has been with local retailers, with the most active categories being General Retail, Salons and Spas and Amusement and Recreation.

Sale activity of retail space has rebounded nicely in 2011 compared to 2010. Investment sales for single-tenant retail are at about double the pace set in 2010, with 230,000 square feet selling so far this year at an average price of \$126 per square foot and an average cap rate of 10.2 percent. Shopping center investment sales stood at 585,000 square feet so far in 2011, well ahead of sales in 2010, 2009 and 2008. The average price for shopping center investments stood at \$105 per square foot at an average cap rate of 15.8 percent. It is worth noting that the improved shopping center investment sales volume came with higher prices per square foot and higher cap rates.

A total of 667,000 square feet of retail product traded during the May non-performing assets auction held by LNR at an average price per square foot of \$90. Final bids came in at 38 percent of the original loan balances.

## LEASE AND SALES ACTIVITY

### LEASE ACTIVITY

| PROPERTY NAME              | LEASE DATE | LEASE TERM | SIZE     | LEASE RATE | TYPE                |
|----------------------------|------------|------------|----------|------------|---------------------|
| Tropicana Beltway Center   | May 2011   | 120 months | 2,900 sf | \$2.37 NNN | Community Center    |
| Black Mountain Marketplace | Apr 2011   | 63 months  | 2,000 sf | \$1.31 NNN | Strip Retail        |
| Bonanza Lamb               | Jun 2011   | 60 months  | 1,700 sf | \$2.16 NNN | Neighborhood Center |
| Windmill Lane Plaza        | May 2011   | 63 months  | 1,500 sf | \$1.26 NNN | Strip Retail        |
| McCarran Marketplace       | May 2011   | 60 months  | 1,200 sf | \$1.62 NNN | Community Center    |

### SALES ACTIVITY

| PROPERTY NAME         | SALE DATE | SALE PRICE  | SIZE       | PRICE/SF | TYPE                |
|-----------------------|-----------|-------------|------------|----------|---------------------|
| Winterwood Pavilion   | Apr 2011  | \$8,450,000 | 145,000 sf | \$58     | Neighborhood Center |
| Southfork Pointe      | May 2011  | \$6,563,000 | 67,000 sf  | \$98     | Community Center    |
| Revere Marketplace    | May 2011  | \$5,342,000 | 57,000 sf  | \$93     | Strip Retail        |
| Sahara Rainbow Center | Apr 2011  | \$4,800,000 | 53,000 sf  | \$91     | Community Center    |
| Sunridge Village      | May 2011  | \$2,153,000 | 30,000 sf  | \$72     | Strip Retail        |

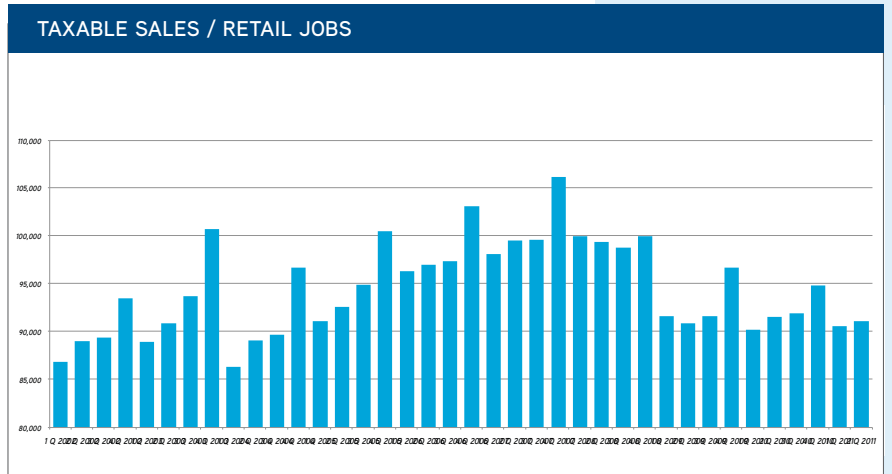
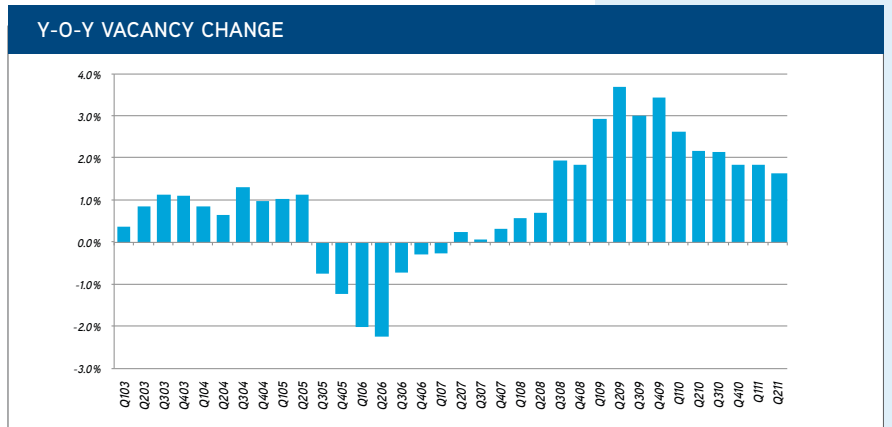
Southern Nevada had 85 retail units available for lease that were 10,000 square feet in size or larger in the second quarter of 2011, an increase of 22 spaces and over 457,000 square feet from last quarter and 23 spaces and about 1,066,853 square feet from 12 months ago. The largest of these spaces was the former Great Indoors space at Boca Park (139,000 square feet), the vacant indoor swap-meet at Charleston Plaza Mall (106,000 square feet) and three former Albertsons averaging about 60,000 square feet apiece.

Major retail closures in the Valley include Vons, Food 4 Less, Hollywood Video, Borders Books and Ultimate Electronics. Several retailers, including Family Dollar, Quizno's, Walgreens, Advance Auto Parts, Auto Zone, Fresh & Easy, SuperValu and Big Lots have announced national expansion plans for 2011, though it is unclear if these expansion plans include Southern Nevada. Forever 21, which operates stores in three Southern Nevada malls, is preparing to open a 120,000 square foot store in Las Vegas, while Winco has two new locations planned. Most importantly, interest in anchor and junior anchor spaces is on the rise, specifically with discount retailers. Raising Cane's, Carl's Jr., BJ's restaurants, Clear Wireless, Steak & Shake, Five Guys Burger & Fries and Cox are also expanding their presence in Southern Nevada.

Distressed retail space totaled 4.7 million square feet this quarter, a decrease of 144,000 square feet from last quarter, the second quarterly decrease in distressed space in the past four quarters. All of this decrease took place in the community center category, as power centers saw no change and an additional 47,000 square feet (net) of neighborhood center space fell into the distressed category. Four single-tenant properties totaling 180,000 square feet sold at auction as investments at an average price of \$90 per square foot. This represents the majority of single-tenant investment space sold so far in 2011.

While the retail numbers look grim now, there is some hope as we move through 2011 and into 2012. As gaming numbers improve and the gaming sector adds jobs, the retail market should be the first sector of the local commercial real estate market to feel the effects.

This is because more jobs means more spendable income, and that spending is going to take place in the Valley's retail centers. This is not to say that there are not challenging times ahead. The closure of two Liborio Markets, Hispanic grocery stores, came as a surprise to a market that once thought Hispanic and Asian grocers might take up some of the vacant anchor space in the Valley. Southern Nevada's biggest problem now is vacancy in large anchor spaces, a problem that can only be solved by large national and regional chains moving into (or back into) Southern Nevada. Renewed investment activity in the retail sector, along with employment growth and rents and prices as low as they have been in many years, should push the retail market towards recovery by the close of this year or the beginning of 2012.



MARKET COMPARISONS

RETAIL MARKET

| TYPE                             | BLDGS      | TOTAL INVENTORY SF | DIRECT VACANT SF | DIRECT VACANCY RATE | SUBLEASE VACANT SF | SUBLEASE VACANCY RATE | TOTAL VACANT SF  | VACANCY RATE CURRENT QUARTER | VACANCY RATE PRIOR QUARTER | NET ABSORPTION CURRENT QTR SF | NET ABSORPTION YTD SF | COMPLETIONS CURRENT QTR SF | COMPLETIONS YTD SF | UNDER CONSTRUCTION SF | PLANNED CONSTRUCTION SF | WEIGHTED AVG ASKING RENTAL RATE |
|----------------------------------|------------|--------------------|------------------|---------------------|--------------------|-----------------------|------------------|------------------------------|----------------------------|-------------------------------|-----------------------|----------------------------|--------------------|-----------------------|-------------------------|---------------------------------|
| <b>DOWNTOWN SUBMARKET</b>        |            |                    |                  |                     |                    |                       |                  |                              |                            |                               |                       |                            |                    |                       |                         |                                 |
| PC                               | -          | -                  | -                | -                   | -                  | -                     | -                | -                            | -                          | -                             | -                     | -                          | -                  | -                     | -                       | \$-                             |
| CC                               | 5          | 684,340            | 195,713          | 28.6%               | -                  | -                     | 195,713          | 28.6%                        | 29.5%                      | 6,000                         | (6,228)               | -                          | -                  | -                     | -                       | \$1.23                          |
| NC                               | 5          | 518,070            | -                | -                   | -                  | -                     | -                | -                            | -                          | -                             | -                     | -                          | -                  | -                     | -                       | \$-                             |
| <b>Total</b>                     | <b>10</b>  | <b>1,202,410</b>   | <b>195,713</b>   | <b>16.3%</b>        | <b>-</b>           | <b>-</b>              | <b>195,713</b>   | <b>16.3%</b>                 | <b>16.8%</b>               | <b>6,000</b>                  | <b>(6,228)</b>        | <b>-</b>                   | <b>-</b>           | <b>-</b>              | <b>-</b>                | <b>\$1.23</b>                   |
| <b>HENDERSON SUBMARKET</b>       |            |                    |                  |                     |                    |                       |                  |                              |                            |                               |                       |                            |                    |                       |                         |                                 |
| PC                               | 8          | 2,896,215          | 375,456          | 13.0%               | -                  | -                     | 375,456          | 13.0%                        | 10.1%                      | (82,678)                      | (62,300)              | -                          | -                  | -                     | -                       | \$1.51                          |
| CC                               | 20         | 2,833,654          | 327,236          | 11.5%               | -                  | -                     | 327,236          | 11.5%                        | 11.0%                      | (16,690)                      | (16,795)              | -                          | 2,911              | -                     | 139,407                 | \$1.40                          |
| NC                               | 25         | 2,797,088          | 319,294          | 11.4%               | 58,659             | 2.1%                  | 377,953          | 13.5%                        | 14.0%                      | 14,264                        | 17,451                | -                          | -                  | -                     | 95,000                  | \$1.18                          |
| <b>Total</b>                     | <b>53</b>  | <b>8,526,957</b>   | <b>1,021,986</b> | <b>12.0%</b>        | <b>58,659</b>      | <b>0.7%</b>           | <b>1,080,645</b> | <b>12.7%</b>                 | <b>11.7%</b>               | <b>(85,104)</b>               | <b>(61,644)</b>       | <b>-</b>                   | <b>2,911</b>       | <b>-</b>              | <b>234,407</b>          | <b>\$1.37</b>                   |
| <b>NORTH LAS VEGAS SUBMARKET</b> |            |                    |                  |                     |                    |                       |                  |                              |                            |                               |                       |                            |                    |                       |                         |                                 |
| PC                               | 2          | 832,000            | 115,564          | 13.9%               | -                  | -                     | 115,564          | 13.9%                        | 13.7%                      | (1,480)                       | 4,075                 | -                          | -                  | -                     | -                       | \$2.05                          |
| CC                               | 12         | 2,253,539          | 209,179          | 9.3%                | -                  | -                     | 209,179          | 9.3%                         | 9.0%                       | (6,016)                       | (21,686)              | -                          | -                  | -                     | -                       | \$1.31                          |
| NC                               | 16         | 1,945,468          | 224,284          | 11.5%               | -                  | -                     | 224,284          | 11.5%                        | 10.8%                      | (14,471)                      | (15,982)              | -                          | -                  | -                     | -                       | \$1.92                          |
| <b>Total</b>                     | <b>30</b>  | <b>5,031,007</b>   | <b>549,027</b>   | <b>10.9%</b>        | <b>-</b>           | <b>-</b>              | <b>549,027</b>   | <b>10.9%</b>                 | <b>10.5%</b>               | <b>(21,967)</b>               | <b>(33,593)</b>       | <b>-</b>                   | <b>-</b>           | <b>-</b>              | <b>-</b>                | <b>\$1.71</b>                   |
| <b>NORTHEAST SUBMARKET</b>       |            |                    |                  |                     |                    |                       |                  |                              |                            |                               |                       |                            |                    |                       |                         |                                 |
| PC                               | -          | -                  | -                | -                   | -                  | -                     | -                | -                            | -                          | -                             | -                     | -                          | -                  | -                     | -                       | \$-                             |
| CC                               | 8          | 1,398,026          | 110,237          | 7.9%                | 18,614             | 1.3%                  | 128,851          | 9.2%                         | 6.3%                       | (40,135)                      | (33,981)              | -                          | -                  | -                     | -                       | \$1.35                          |
| NC                               | 15         | 1,306,795          | 238,125          | 18.2%               | 58,742             | 4.5%                  | 296,867          | 22.7%                        | 20.1%                      | (34,447)                      | (36,073)              | -                          | -                  | -                     | -                       | \$1.41                          |
| <b>Total</b>                     | <b>23</b>  | <b>2,704,821</b>   | <b>348,362</b>   | <b>12.9%</b>        | <b>77,356</b>      | <b>2.9%</b>           | <b>425,718</b>   | <b>15.7%</b>                 | <b>13.0%</b>               | <b>(74,582)</b>               | <b>(70,054)</b>       | <b>-</b>                   | <b>-</b>           | <b>-</b>              | <b>-</b>                | <b>\$1.39</b>                   |
| <b>NORTHWEST SUBMARKET</b>       |            |                    |                  |                     |                    |                       |                  |                              |                            |                               |                       |                            |                    |                       |                         |                                 |
| PC                               | 7          | 2,840,846          | 128,660          | -                   | 2,532              | -                     | 131,192          | 4.6%                         | 4.6%                       | -                             | 2,536                 | -                          | -                  | -                     | -                       | \$2.04                          |
| CC                               | 18         | 3,870,890          | 440,426          | 11.4%               | -                  | -                     | 440,426          | 11.4%                        | 10.8%                      | (22,428)                      | (58,613)              | -                          | -                  | -                     | 260,000                 | \$2.13                          |
| NC                               | 31         | 3,705,508          | 594,811          | 16.1%               | 109,662            | 3.0%                  | 704,473          | 19.0%                        | 17.8%                      | (47,662)                      | (127,343)             | -                          | -                  | -                     | -                       | \$1.34                          |
| <b>Total</b>                     | <b>56</b>  | <b>10,417,244</b>  | <b>1,163,897</b> | <b>11.2%</b>        | <b>112,194</b>     | <b>1.1%</b>           | <b>1,276,091</b> | <b>12.2%</b>                 | <b>11.6%</b>               | <b>(70,090)</b>               | <b>(183,420)</b>      | <b>-</b>                   | <b>-</b>           | <b>-</b>              | <b>260,000</b>          | <b>\$1.72</b>                   |
| <b>SOUTHWEST SUBMARKET</b>       |            |                    |                  |                     |                    |                       |                  |                              |                            |                               |                       |                            |                    |                       |                         |                                 |
| PC                               | 1          | 944,314            | 30,908           | 3.3%                | -                  | -                     | 30,908           | 3.3%                         | 4.0%                       | 6,565                         | 6,565                 | -                          | -                  | -                     | -                       | \$1.92                          |
| CC                               | 9          | 3,216,421          | 260,497          | 8.1%                | -                  | -                     | 260,497          | 8.1%                         | 7.6%                       | (17,043)                      | (42,357)              | -                          | -                  | -                     | -                       | \$1.62                          |
| NC                               | 13         | 1,623,200          | 261,411          | 16.1%               | 4,763              | 0.3%                  | 266,174          | 16.4%                        | 16.6%                      | 7,318                         | 11,118                | -                          | -                  | -                     | -                       | \$1.48                          |
| <b>Total</b>                     | <b>23</b>  | <b>5,783,835</b>   | <b>552,816</b>   | <b>9.6%</b>         | <b>4,763</b>       | <b>0.1%</b>           | <b>557,579</b>   | <b>9.6%</b>                  | <b>9.5%</b>                | <b>(3,160)</b>                | <b>(24,674)</b>       | <b>-</b>                   | <b>-</b>           | <b>-</b>              | <b>-</b>                | <b>\$1.57</b>                   |
| <b>UNIVERSITY EAST SUBMARKET</b> |            |                    |                  |                     |                    |                       |                  |                              |                            |                               |                       |                            |                    |                       |                         |                                 |
| PC                               | 3          | 1,210,223          | 277,763          | 23.0%               | -                  | -                     | 277,763          | 23.0%                        | 23.5%                      | 6,846                         | (13,774)              | -                          | -                  | -                     | -                       | \$1.68                          |
| CC                               | 18         | 2,713,018          | 343,380          | 12.7%               | -                  | -                     | 343,380          | 12.7%                        | 12.9%                      | 5,601                         | 2,901                 | -                          | -                  | -                     | -                       | \$1.14                          |
| NC                               | 17         | 1,950,703          | 224,598          | 11.5%               | 19,189             | 1.0%                  | 243,787          | 12.5%                        | 12.9%                      | 8,483                         | 8,719                 | -                          | -                  | -                     | -                       | \$1.51                          |
| <b>Total</b>                     | <b>38</b>  | <b>5,873,944</b>   | <b>845,741</b>   | <b>14.4%</b>        | <b>19,189</b>      | <b>0.3%</b>           | <b>864,930</b>   | <b>14.7%</b>                 | <b>15.1%</b>               | <b>20,930</b>                 | <b>(2,154)</b>        | <b>-</b>                   | <b>-</b>           | <b>-</b>              | <b>-</b>                | <b>\$1.42</b>                   |
| <b>WEST CENTRAL SUBMARKET</b>    |            |                    |                  |                     |                    |                       |                  |                              |                            |                               |                       |                            |                    |                       |                         |                                 |
| PC                               | 3          | 1,138,224          | 124,575          | 10.9%               | -                  | -                     | 124,575          | 10.9%                        | 10.9%                      | (611)                         | (8,269)               | -                          | -                  | -                     | -                       | \$1.35                          |
| CC                               | 14         | 1,650,769          | 326,787          | 19.8%               | -                  | -                     | 326,787          | 19.8%                        | 20.3%                      | 8,929                         | (5,078)               | -                          | -                  | -                     | -                       | \$1.01                          |
| NC                               | 17         | 1,628,795          | 184,211          | 11.3%               | -                  | -                     | 184,211          | 11.3%                        | 9.0%                       | (37,887)                      | (53,295)              | -                          | -                  | -                     | -                       | \$1.29                          |
| <b>Total</b>                     | <b>34</b>  | <b>4,417,788</b>   | <b>635,573</b>   | <b>14.4%</b>        | <b>-</b>           | <b>-</b>              | <b>635,573</b>   | <b>14.4%</b>                 | <b>13.7%</b>               | <b>(29,569)</b>               | <b>(66,642)</b>       | <b>-</b>                   | <b>-</b>           | <b>-</b>              | <b>-</b>                | <b>\$1.16</b>                   |
| <b>MARKET TOTAL</b>              |            |                    |                  |                     |                    |                       |                  |                              |                            |                               |                       |                            |                    |                       |                         |                                 |
| PC                               | 24         | 9,861,822          | 1,052,926        | 10.7%               | 2,532              | 0.0%                  | 1,055,458        | 10.7%                        | 10.0%                      | (71,358)                      | (71,167)              | -                          | -                  | -                     | -                       | \$1.67                          |
| CC                               | 104        | 18,620,657         | 2,213,455        | 11.9%               | 18,614             | 0.1%                  | 2,232,069        | 12.0%                        | 11.5%                      | (81,782)                      | (181,837)             | -                          | 2,911              | -                     | 399,407                 | \$1.45                          |
| NC                               | 139        | 15,475,527         | 2,046,734        | 13.2%               | 251,015            | 1.6%                  | 2,297,749        | 14.8%                        | 14.2%                      | (104,402)                     | (195,405)             | -                          | -                  | -                     | 95,000                  | \$1.42                          |
| <b>Total</b>                     | <b>267</b> | <b>43,958,006</b>  | <b>5,313,115</b> | <b>12.1%</b>        | <b>272,161</b>     | <b>0.6%</b>           | <b>5,585,276</b> | <b>12.7%</b>                 | <b>12.1%</b>               | <b>(257,542)</b>              | <b>(448,409)</b>      | <b>-</b>                   | <b>2,911</b>       | <b>-</b>              | <b>494,407</b>          | <b>\$1.48</b>                   |

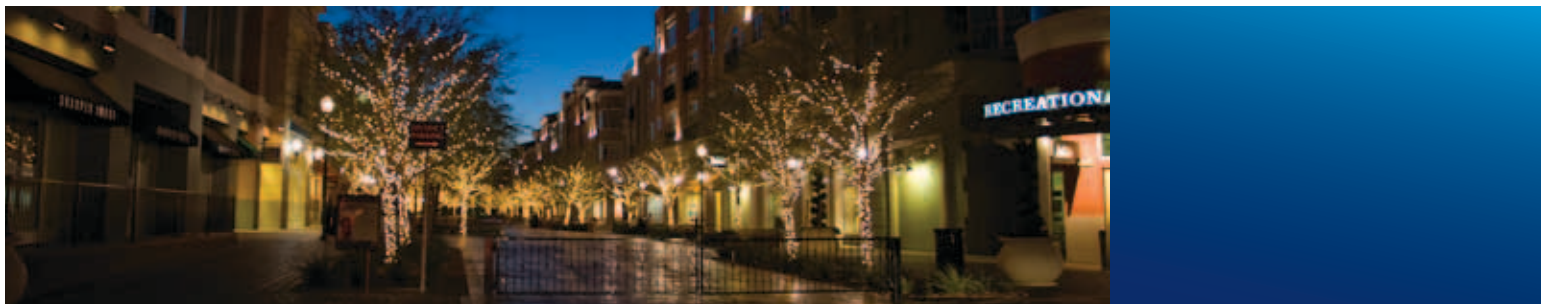
QUARTERLY COMPARISON AND TOTALS

|       |     |            |           |       |         |      |           |       |       |           |           |         |         |         |         |        |
|-------|-----|------------|-----------|-------|---------|------|-----------|-------|-------|-----------|-----------|---------|---------|---------|---------|--------|
| Q2-11 | 267 | 43,958,006 | 5,313,115 | 12.1% | 272,161 | 0.6% | 5,585,276 | 12.7% | 12.1% | (257,542) | (448,409) | -       | 2,911   | -       | 494,407 | \$1.48 |
| Q1-11 | 268 | 43,958,006 | 5,055,573 | 11.5% | 268,973 | 0.6% | 5,324,546 | 12.1% | 11.7% | (190,867) | (190,867) | 2,911   | 2,911   | -       | 650,072 | \$1.55 |
| Q4-10 | 268 | 43,955,095 | 4,861,795 | 11.1% | 267,784 | 0.6% | 5,129,579 | 11.7% | 11.5% | 66,453    | (666,719) | 160,429 | 160,429 | -       | 657,422 | \$1.55 |
| Q3-10 | 267 | 43,794,666 | 4,767,819 | 10.9% | 267,784 | 0.6% | 5,035,603 | 11.5% | 11.3% | (188,732) | (733,172) | -       | -       | 274,360 | 661,617 | \$1.59 |
| Q2-10 | 266 | 43,794,666 | 4,579,087 | 10.5% | 362,277 | 0.8% | 4,941,364 | 11.3% | 10.4% | (345,219) | (544,440) | -       | -       | 274,360 | 661,617 | \$1.65 |

PC = Power Center

CC = Community Center

NC = Neighborhood Center



## DEMOGRAPHICS

|                 | Population<br>(2011 estimate) | Projected Annual<br>Population Growth<br>(2011-2016) | Occupied Retail Space<br>(Q2-11) | Occupied Retail Growth<br>(Last 12 Months) |
|-----------------|-------------------------------|--|----------------------------------|--|
| Downtown        | 119,000                       | -1.5%  | 1,007,000                        | -1.7%                                      |
| Henderson       | 249,000                       | 4.6%   | 7,505,000                        | -1.2%                                      |
| North Las Vegas | 226,000                       | 6.8%   | 4,482,000                        | -0.2%                                      |
| Northeast       | 234,000                       | 2.8%   | 2,356,000                        | -4.8%                                      |
| Northwest       | 371,000                       | 4.7%   | 9,253,000                        | 0.1%                                       |
| Southwest       | 179,000                       | 6.3%   | 5,231,000                        | -1.7%                                      |
| University East | 243,000                       | 0.5%   | 5,028,000                        | -1.4%                                      |
| West Central    | 156,000                       | -2.9%  | 3,782,000                        | -4.7%                                      |

## SALES ACTIVITY

| Single-Tenant Retail Sales  | 2011 YTD | 2010    | 2009    |
|-----------------------------|----------|---------|---------|
| Owner/User Space Sold (sf)  | 64,000   | 263,000 | 274,000 |
| Owner/User Average Price/SF | \$151    | \$102   | \$130   |
| Investment Space Sold (sf)  | 230,000  | 238,000 | 289,000 |
| Investment Average Price/SF | \$126    | \$180   | \$202   |
| Investment Average Cap Rate | 10.2%    | 7.4%    | 11.6%   |

## SALES ACTIVITY

| Shopping Center Retail Sales | 2011 YTD | 2010    | 2009    |
|------------------------------|----------|---------|---------|
| Owner/User Space Sold (sf)   | 0        | 76,000  | 0       |
| Owner/User Average Price/SF  | n/a      | \$75    | n/a     |
| Investment Space Sold (sf)   | 651,000  | 206,000 | 297,000 |
| Investment Average Price/SF  | \$105    | \$67    | \$101   |
| Investment Average Cap Rate  | 15.8%    | 14.0%   | 12.0%   |



## 512 offices in 61 countries on 6 continents

United States: 125  
Canada: 38  
Latin America: 18  
Asia Pacific: 214  
EMEA: 117

- \$1.5 billion in annual revenue
- \$979 million square feet under management
- Over 12,500 professionals

## COLLIERS INTERNATIONAL | LAS VEGAS

3960 Howard Hughes Parkway  
Suite 150  
Las Vegas, NV 89109  
TEL +1 702 735 5700  
FAX +1 702 731 5709



**MANAGING PARTNER**  
Mike Mixer  
+1 702 836 3777  
mike.mixer@colliers.com



**RESEARCHER**  
John Stater  
+1 702 836 3781  
john.stater@colliers.com

This report and other research materials may be found on our website at [www.colliers.com/lasvegas](http://www.colliers.com/lasvegas). This quarterly report is a research document of Colliers International - Las Vegas, NV. Questions related to information herein should be directed to the Research Department at +1 702 836 3781. Information contained herein has been obtained from sources deemed reliable and no representation is made as to the accuracy thereof. ©2011 Colliers International



Accelerating success.