

Retail Site Selection

RETAIL DEVELOPMENT SITE ACQUISITION CRITERIA

Florida / Georgia / Tennessee

Seeking land for ground-up retail in high-growth suburban and emerging markets. Marketed, off-market and early-stage opportunities welcome.

1–5 ACRES PREFERRED

Hard corners and retail pads welcome.

01 TARGET OPPORTUNITIES

- **Sites.** Vacant commercial land, development parcels and redevelopment opportunities.
- **Formats.** Neighborhood and community centers, multi-tenant retail, QSR and drive-thru outparcels.
- **Users.** Coffee, restaurant, medical, service, fitness and national or regional retailers.
- **Flexibility.** Retail outparcels and larger tracts with subdivision potential are welcome.

02 LOCATION AND ACCESS

- **Visibility and access.** Strong frontage, convenient ingress and egress; signalized intersections and hard corners preferred.
- **Traffic.** 30,000+ vehicles per day preferred; lower counts considered in strong growth markets.
- **Nearby tenancy.** Established national and regional tenants preferred, with proximity to grocery, housing, schools, hospitals or employment.
- **Connections.** Full access or strong right-in/right-out access; cross-access potential desirable. Interstate locations considered where retail fundamentals are strong.

03 TRADE AREA

- **Growth.** Strong population, household and employment trends, with existing or planned residential development.
- **Benchmarks.** Approximately 50,000+ people within 5 miles preferred; median household income generally \$75,000+, depending on market.
- **Retail demand.** Higher-income corridors and emerging markets where housing growth is outpacing retail supply.

04 SITE CHARACTERISTICS

- **Entitlements.** Commercial zoning or a reasonable path to retail, restaurant and drive-thru approvals.
- **Buildability.** Accessible public water and sewer, workable stormwater, topography and usable acreage.
- **Constraints.** Retail signage potential; limited major environmental issues or restrictions that materially limit development.

05 DEAL PROFILE

Fee-simple purchases, off-market acquisitions, assemblages, development parcels, outparcels, subdividable tracts and redevelopment opportunities.

SEND PROMISING OPPORTUNITIES

Sites do not need to meet every criterion.

We welcome early-access opportunities and will complete our own initial review and due diligence.