

CALIFORNIA RETAIL ANALYTICS

Expanding Retailers and Retail Stores Sales Estimate



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RETAILERS EXPANDING IN CALIFORNIA

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Business name	Leasable Sq Ft in 000's	2020 Est. Annual Tax in \$000's	Site Preferences	Expansion Area	Contact Name	Contact Information
GENERAL RETAIL						
Ace Hardware	8-12	\$14-38	2, 4, 13, 14	CA - Northern	Robert Nelson	rnels@acehardware.com
Ace Hardware	8-12	\$14-38	2, 4, 13, 14	CA - Southern	Paul Overton	pover1@acehardware.com
Aki-Home	22-35	\$12-51	3, 4, 9	CA	Shumpei Yoshizawa	shumpei_yoshizawa@nitori-usa.com
Amazon 4-star	4-6	NA	1, 8, 13	CA - LA, OC, Ventura, Bay Area	Patrick Gilhooly	pgilhooly@clovercompany.com
Ann Taylor	4-7.5	\$14-30	6, 7, 9, 11, 13	CA	Whitney Welch	whitney_welch@anninc.com
Athleta	2-5	\$18-32	11	CA	Rachel Rosenberg	rrosenberg@rkf.com
AutoZone	6.5-8	\$16-23	2, 3, 4, 13, 14	CA - Northern	Michael Chastain	michael.chastain@autozone.com
AutoZone	6.5-8	\$16-23	2, 3, 4, 13, 14	CA - Southern	Steven King	steven.king@autozone.com
Big 5 Sporting Goods	10-12	\$21-30	2, 3, 4, 6, 13	CA	Jim Berlin	jsb@big5corp.com
Big Lots	30-35	\$26-36	2, 4, 13, 14	CA	Joshua Nanberg	joshuananberg@biglots.com
Bob's Discount Furniture	25-60	\$56-82	8, 4, 2, 13, 14	CA	Nelson Cabral	nelson.cabral@mybobs.com
Bootbarn	9-12	\$25-40	1, 4, 5, 13	CA	John Neppl	jneppl@bootbarn.com
Burlington	35-50	\$82-117	2, 3, 4, 13, 14	CA - Northern	Eric Corpuz	eric.corpuz@burlingtonstores.com
Burlington	35-50	\$82-117	2, 3, 4, 13, 14	CA - Southern	Chris Kiehler	chris.kiehler@burlingtonstores.com
Carter's	3.5-7	\$12-17	2, 9, 11, 13, 14	CA - Southern	Marc Klein	marc.klein@carters.com
Catherine's	4-5	\$4-7	3, 9, 13, 14	CA - Southern	Paul Bartlett	pbartlett@edge-re.com
Costco	115-150	\$1,000-1,400M	4, 13	CA - Northern	Mike Dobrota	mdobrota@northwestatlantic.com
Costco	115-150	\$1,000-1,400M	4, 13	CA - Southern	Steve McArthur	smcarthur@northwestatlantic.com
dd's Discounts	20-25	\$98-116	2, 8, 13, 14	CA - Southern	Jack Toth	jack.toth@ros.com
Dick's Sporting Goods	40-60	\$70-112	3, 4, 9, 13, 14	CA	Kristen Holst	kristen.holst@dcsq.com
Dollar General	9-12	\$12-18	2, 4, 8, 13, 14	CA - Northern	David Fritz	dfritz@dollargeneral.com
Dollar General	9-12	\$12-18	2, 4, 8, 13, 14	CA - Southern	Randy Wilson	rwilson@dollargeneral.com
Dollar Tree/Family Dollar	8-12/7.8-10	\$11-16	2, 4, 8, 13, 14	CA - Northern	Trace Johnson	trjohnson@dollartree.com
Dollar Tree/Family Dollar	8-12/7.8-10	\$11-16	2, 4, 8, 13, 14	CA - Southern	Jeff Forman	jforman@dollartree.com
Five Below	8-10	\$16-24	3, 6, 7, 9, 11, 14	Nationwide	Zach Minter	zach.minter@fivebelow.com
Floor & Décor	65-90	NA	1, 4, 13	CA - Southern	Stephen deRiesthal	stephen.deriesthal@flooranddecor.com
Fossil	1.5-5	\$2-42	3, 6, 7, 8, 9, 13, 14	Nationwide	Bob Higgins	bhiggins@fossil.com
Francesca's	1.2-1.4	\$4-7	3, 6, 7, 8, 9	Nationwide	Mike Stanley	michael.stanley@francescas.com
Guitar Center	9-20	\$25-66	2, 3, 4, 13, 14	Nationwide	Roberto Guerrero	rguerrero@guitarcenter.com
H&M	15-40	\$38-64	2, 6, 8, 13, 14	Nationwide	Kai Aejmelaesus	kai.aejmelaesus@hm.com
Harbor Freight Tools	13-18	\$37-\$57	2, 3, 4, 9, 13, 14	CA	Trey Feiler	tfeiler@harborfreight.com
Hibbett Sports	5-6	\$6-8	2, 3, 4, 6, 9, 13	CA	David Nichols	david.nichols@hibbett.com
Hobby Lobby	40-60	\$54-78	3, 4, 13	Nationwide	Scott Nelson	scott.nelson@hobbylobby.com
HomeGoods	24-28	\$70-\$100	4, 9, 13, 14	CA	Deborah Holmsen	deborah_holmsen@tjx.com
Indochino	2-3	NA	8, 9	CA	Dean Handspiker	dean.handspiker@indochino.com
Justice	4-5	\$10-14	2, 6, 9, 11, 13, 14	CA	John Beaney	jbeaney@edge-re.com
Kirkland's Home	6.5-10	\$12-16	2, 4, 11, 13, 14	Nationwide	Sarah Weaver Dickerson	sarah.dickerson@kirklands.com
Lane Bryant	5-7	\$7-12	3, 6, 7, 9	CA - Northern	Jason Gallelli	jjgallelli@gallelire.com
Lane Bryant	5-7	\$7-12	3, 6, 7, 9	CA - Southern	Paul Bartlett	pbartlett@edge-re.com
Les Schwab Tire Center	10-15	\$17-31	4	CA	Rona Dhruv	rona.dhruv@lesschwab.com
Lululemon	3-3.2	\$30-60	8, 9	Nationwide	Wynn Spencer	wspencer@lululemon.com
Marshalls	20-35	\$96-125	4, 9, 13, 14	CA	Deborah Holmsen	deborah_holmsen@tjx.com
Nordstrom Rack	25-40	\$151-280	3, 6	CA	Tony Sekora	tony.sekora@nordstrom.com
Old Navy	15-20	\$40-63	1, 3, 9, 13	CA	Ed Kelloff	ed.kelloff@gap.com
O'Reilly Auto Parts	6-7.5	\$15-25	1, 2, 4, 13	CA - NorCal	Chris Dever	cdever@oreillyauto.com
O'Reilly Auto Parts	6-7.5	\$15-25	1, 2, 4, 13	CA - SoCal	Scott Johnson	sjohnson35@oreillyauto.com
Party City	10-15	\$6-17	2, 3, 4, 13, 14	CA	Victoria Chastain	vchastain@partycity.com
Petco	10-15	\$19-30	3, 4, 13, 14	CA	Bill Engen	bill.engen@petco.com
Petsmart	16-18	\$29-46	1, 3, 9, 13	CA	Ryan O'Sullivan	rosullivan@petsmart.com
Rack Room Shoes	5-7	\$14-22	2, 3, 6, 7, 9, 11, 13	Nationwide	Rick Brown	rbrown@rackroom.com
Ross Dress for Less	25-30	\$80-\$121	2, 4, 6, 13	CA	Jack Toth	jack.toth@ros.com
Sally Beauty	1.2-1.8	\$6-9	2, 3, 9, 13	CA	Cathy Richards	crichards@sallybeauty.com
Sephora	5.2-5.5	\$57-90	2, 6, 9, 13, 14	Nationwide	David Hart	dave.hart@sephora.com
Sherwin-Williams	4-5.5	\$12-21	2, 4, 13, 14	CA	Christina Reeder	ChristinaKReeder@gmail.com
Skechers	6-25	\$5-23	4, 11, 13, 14	Nationwide	Peter Mow	peterm@skechers.com
Sprint	1.5-2.8	\$1.5-9	3, 6, 7, 9, 11, 13	CA - Northern	Jeff Halbert	jhalbert@rosngkf.com
Sprint	1.5-2.8	\$1.5-9	3, 6, 7, 9, 11, 13	CA - Southern	Rob Pratt	rob@rlpratt.com
Stein Mart	28-35	\$0-54	1, 3, 13	CA - NorCal	Christine Firstenberg	christine@cfirstenberg.com
Stein Mart	28-35	\$0-54	1, 3, 13	CA - SoCal	Wally Limburg	wally@strategicretailadvisor.com
T.J. Maxx	20-31	\$85-124	4, 9, 13, 14	CA - Northern	Tami DeFrank	tami_defrank@tjx.com
T.J. Maxx	20-31	\$85-124	4, 9, 13, 14	CA - Southern	Anthony Mansour	amansour@clovercompany.com
T.J. Maxx	20-31	\$85-124	4, 9, 13, 14	San Diego County	Don Moser	dmoser@retailinsite.net
Target	100-178	\$295-392	2, 3, 4, 6, 8, 9, 13	CA	Brian Treber	brian.treber@target.com
The Home Depot	125-135	\$405-621	3, 4, 6, 8, 13	CA - Northern	Neil Danville	neil_a_danville@homedepot.com
The Home Depot	125-135	\$405-621	3, 4, 6, 8, 13	CA - Southern, Central	Jeff Hardman	jeffrey_s_hardman@homedepot.com
T-Mobile	1.5-2.5	\$2-7	2, 3, 4, 6, 7, 8, 9, 13	CA - Southern	Larry Simpson	larry.simpson31@t-mobile.com
Torrid	2.3-2.5	\$7-12	6, 7, 9	CA - Northern	Larry Keel	lkeel@hottopic.com
Torrid	2.3-2.5	\$7-12	6, 7, 9	CA - Southern	Pam Wallace	pwallace@hottopic.com
Tractor Supply	19-25	\$38-58	2, 4, 13, 14	Nationwide	Tim Hoelscher	thoelscher@tractorsupply.com
ULTA Beauty	10-10.5	\$42-63	3, 6, 7, 9	CA	Pamela Lent	plent@ulta.com
Under Armour	5-12	\$37-65	6, 7, 9, 11	Nationwide	Patrick Stringer	pstringer@underarmour.com
Verizon Wireless	1-5	\$22-45	2, 3, 4, 9, 13	CA	Elizabeth Johnson	elizabeth.johnson5@verizonwireless.com
Wal-Mart	40-235	\$320-527	3, 4	CA	Damian Tutt	damian.tutt@walmart.com
WSS Shoes	10-14	\$32-48	1, 3, 4, 5, 12	CA	William Argueta	wargueta@shopwss.com

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RESTAURANTS						
7 Leaves Café	1.5-2.4	\$0.1-0.8	5, 12	CA - SoCal, Bay Area	Sonny Nguyen	sonny@7leaves.com
Arby's	2-2.57	\$7-20	4, 5, 12, 13	CA	Bonnie Gatine	bgatine@inspirebrands.com
Black Bear Diner	4-6	\$24-31	2, 3, 4, 9, 13, 14	CA - Southern	Justin McMahon	justin.mcmahon@am.jll.com
Blaze Pizza	2.5-3	\$9-15	2, 3, 9, 13, 14	CA	Garrett Snyder	garrett.snyder@blazepizza.com
Buffalo Wild Wings	4-7	\$34-51	2, 3, 4, 6, 8, 9	CA	Bonnie Gatine	bgatine@inspirebrands.com
Café Rio Mexican Grill	2.4-3	\$10-19	2, 4, 13, 14	CA	Donald Lewandowski	dlewandowski@caferio.com
California Fish Grill	2.8-3	\$19-31	2, 4, 13, 14	CA - Southern	Dani Mayer	mayerdani3@gmail.com
Carl's Jr.	2-3.5	\$12-16	4, 5, 12	CA	Ingrid Akers	iakers@ckr.com
Chick-Fil-A	1-4.5	\$60-82	2, 3, 4, 6, 13	CA	Kevin Curtis	kevin.curtis@cfacorp.com
Chipotle	2.2-2.8	\$15-20	2, 4, 8, 13, 14	CA - Inland Region	Ginny Di Bias	gdibias@chipotle.com
Chipotle	2.2-2.8	\$15-20	2, 4, 8, 13, 14	CA - Los Angeles, Central	Jessica Garcia	jessica.garcia@chipotle.com
Coffee Bean & Tea Leaf	1.2-1.9	\$2-4	9, 5, 8, 9, 10, 12	CA	Patti Nelson	pnelson@coffeebean.com
Corky's Kitchen & Bakery	5-6	\$20-42	1, 2, 9, 12	CA - Southern	Brandon Beauchemin	Brandon.Beauchemin@cbre.com
Cracker Barrel	11-12	\$55-75	3, 4	Nationwide	Joe Jaynes	joe.jaynes@crackerbarrel.com
Dickey's Barbecue Pit	1.6-2.5	\$5-7	3, 6, 7, 9, 10	Nationwide	John Lockett	realestate@dickeys.com
Dog Haus	1.8-2.2	\$8-17	2, 4, 13, 14	CA - Southern	Aditya Ramnath	aditya.ramnath@matthews.com
Dunkin' Donuts	1.5-2.6	\$2-5	2, 4, 13, 14	CA - Northern	Ed Williams	ed.williams@dunkinbrands.com
Dunkin' Donuts	1.5-1.8	\$2-5	2, 4, 13, 14	CA - Southern	Jason Askiosie	jason.askiosie@dunkinbrands.com
Dutch Bros. Coffee	0.8-0.9	\$2-3	4, 5, 12	CA	Ami Chmielik	ami.chmielik@dutchbros.com
Everytable	5-1.5	NA	1, 2, 13	CA - LA, OC	Mark Seferian	marksef@everytable.com
Farmer Boys	2.8-3.2	\$16-22	4	CA	Joyce Dery	jdery@farmerboys.com
Firehouse Subs	1.4-2	\$6-8	2, 9, 13, 14	CA - Northern	Scott Kinner	scott.kinner@firehousesubs.com
Firehouse Subs	1.4-2	\$6-8	2, 9, 13, 14	CA - Southern	Jeff Press	jeff.press@firehousesubs.com
Five Guys Burgers & Fries	2.8-3.5	\$8-13	4, 8, 9, 13	CA	Rod Lucio	rlucio@fiveguys.com
Golden Corral	8-11	\$43-59	4	CA	Glen Kinkade	gkinkade@goldencorral.net
In-N-Out Burger	3-4	\$53-68	3, 4	CA - Northern	Kimberly Onishi	konishi@innout.com
In-N-Out Burger	3-4	\$53-68	3, 4	CA - Southern	Josie Auer	jauer@innout.com
Jack in the Box	1.8-3.5	\$15-20	4, 5, 12	CA	Sandy Ayres	sandy.ayres@jackinthebox.com
Jersey Mike's Subs	1.2-1.8	\$2-3	2, 3, 4, 9, 13, 14	CA	Natalie Pebbles	npebbles@jerseymikes.com
Jimmy John's	1-1.5	\$0.4-1	2, 3, 8, 9, 13, 14	CA - Southern	Mike Getz	metz@epstein.com
L&L Hawaiian Barbecue	1-1.8	\$6-12	2, 3, 9, 11, 13, 14, 15	CA	Josie Akana	josie@llhawaii.com
Luna Grill	1.5-2.6	\$14-17	2, 4, 13, 14	CA - Southern	Lee Ann Rosenblum	lrosenblum@epsteen.com
McDonald's	3.7-4.5	\$31-40	1, 2, 4, 5, 9, 12	CA	Lori Nunez	lori.nunez@us.mcd.com
MOD Pizza	2-3	\$8-12	2, 3, 8, 9, 14	CA	Natasha Fischer	natashaf@modpizza.com
Mooyah Burger & Fries	1.8-2.4	\$7-10	2, 3, 8, 9, 14	CA - Northern	Loren Katzman	lkatzman@mooyah.com
Mooyah Burger & Fries	1.8-2.4	\$7-10	2, 3, 8, 9, 14	CA - Southern	Gregory Spalter	gspalter@mooyah.com
Nekter Juice Bar	1-1.5	\$0.1-0.3	1, 2, 13	CA	Paige Velzeboer	pvelzeboer@nekte juicebar.com
Olive Garden	6-7.3	\$51-70	1, 3, 5, 9, 12	CA	Sam Yourman	syourman@epsteen.com
Ono Hawaiian	2-3	\$10-16	1, 2, 5, 12, 13	CA	Yih Hsuen Sun	realestate@onobbq.com
Panda Express	0.8-2.5	\$17-25	3, 4, 13, 15	CA	Lucy Gan	lucy.gan@pandarg.com
Panera Bread	3.5-4.5	\$15-23	2, 3, 4, 6, 9, 13, 14	CA	Tim O'Kane	tim.okane@panerabread.com
Panini Kabob Grill	3.5-4.5	\$36-55	9, 12, 13	CA	Massy Farzine	mfarzine@ediscorp.com
Pieology Pizzeria	1.8-3.1	\$8-12	2, 3, 6, 9, 13, 15	CA	Glynette Henson	ghenson@pieology.com
PizzaRev	2-3	\$8-10	2, 3, 8, 9, 12	CA	Emily Schade	805-418-5269
Raising Cane's	3-3.7	\$60-92	4	CA	Paxton Sandidge	psandidge@raisingcanes.com
Septembers Taproom & Eatry	5-6	NA	1,2,5,9,12	LA, OC, RIV, SB Cnty	Brandon Beauchemin	Brandon.Beauchemin@cbre.com
Silverlake Ramen	1.7-2	\$6-32	4, 5, 12	CA - SoCal, Bay Area	Michael Pakravan	michael.pakravan@michaels.com
Smashburger	1.8-2.2	\$8-12	2, 4, 13, 14	Nationwide	Randy Carucci	rcarruci@smashburger.com
Sonic Drive-In	1.5-1.8	\$10-18	4	CA	Joe Morian	joe.morian@sonicdrivein.com
Starbucks	0.8-2	\$3-4	All	CA - Northern	Evelyn Yee	eyee@starbucks.com
Starbucks	0.8-2	\$3-4	All	CA - Southern	Monique Erratchu	monique.erratchu@starbucks.com
The Habit Burger Grill	1.5-2.5	\$17-24	2, 3, 4, 8, 9, 13, 14	CA - Southern, Central	Shannon Coleman	scolem@habitburger.com
The Habit Burger Grill	1.5-2.5	\$17-24	2, 3, 4, 8, 9, 13, 14	CA - Northern	Christopher Schluter	cschluter@habitburger.com
Wendy's	2-2.95	\$16-21	4, 5, 12	CA	Kathy Seferian	kathy.seferian@wendys.com
Wingstop	1.5-2.2	\$10-17	1, 2, 4, 5, 12	CA	Ronia Lutfi	rlutfi@wingstop.com
Zpizza Tap Room	2-3.8	\$3-5	2, 4, 9, 13, 14	CA	Chris Bright	c.bright@zpizza.com
FOOD & DRUGS						
Aldi	16-18	\$10-15	2, 13, 14	CA	Skip Janes	skip.janes@aldi.us
BevMo	5-11	\$37-53	2, 3, 4, 13, 14	CA - Northern	Matt Alexander	matt.alexander@srsre.com
BevMo	5-11	\$37-53	2, 3, 4, 13, 14	CA - Southern	Paul Bartlett	pbartlett@edge-re.com
Cardenas/Mi Pueblo	35-45	\$29-42	2, 4, 13, 14	CA	Emily Iseminger	eiseminger@woodmont.com
CVS	11-13	\$16-32	2, 3, 4, 8, 9, 13, 14	CA - Northern	Stephen LaBonge	stephen.labonge@cvshealth.com
CVS	11-13	\$16-32	2, 3, 4, 8, 9, 13, 14	CA - Southern	Holly Jensen	holly.jensen@cvshealth.com
El Super Markets	45-50	\$29-35	2, 4, 13	CA - Southern	Vic Montalbo	vmontalbo@epsteen.com
Grocery Outlet	16-20	\$12-23	4, 11	CA	Bill Coyle	bcoyle@cfgo.com
Northgate Markets	40-45	\$48-59	2, 4, 13, 14	CA - Southern	Carl Middleton	carl.m@northgatemarkets.com
Raley's/Bel Air Markets	36-55	\$53-78	1, 2, 4, 12	CA - Northern	Linda Kelly	916-373-3333
Safeway/Albertsons	42-55	\$64-87	4, 9, 13	CA - Northern	Steve Berndt	steve.berndt@safeway.com
Safeway/Albertsons	42-55	\$64-87	4, 9, 13	CA - Southern	Sam Shink	sam.shink1@safeway.com
Smart & Final Extra!	20-35	\$31-46	2, 3, 4, 13, 14	CA - Southern	Tony Bernardini	tony.bernardini@smartandfinal.com
Sprouts Farmers Markets	23-28	\$28-40	2, 3, 4, 9, 13, 14	CA	Chuck Kutschko	chuckkutschko@sprouts.com
Stater Bros. Markets	42-45	\$53-80	1, 2, 4	CA - Southern	Mike Reed	michael.reed@staterbros.com
Total Wine & More	20-25	\$103-160	2, 3, 4, 6, 7, 8, 9, 14	CA	Phil Armstrong	parmstrong@totalwine.com
Walmart Neighborhood Market	30-45	\$70-90	2, 3	CA	Damian Tutt	damian.tutt@walmart.com
WinCo Foods	90-110	\$93-120	2, 4, 13, 14	CA - Northern	Mark Lavin	mark.lavin@wincofoods.com
KEY TO PREFERRED SITES:						
1 Community Strip	4 Freestanding	7 Enclosed Super Regional Mall	10 Mixed Use	13 Regional Strip Mall		
2 Neighborhood Strip	5 Pad/Out Parcel	8 Downtown / CBD	11 Outlet Center	14 Specialty Strip		
3 Power Center	6 Enclosed Regional Mall	9 Lifestyle Center	12 Endcaps	15 Transit Terminal		

*NA means there is not enough open locations in CA to be non-confidential

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Store Type	Typical Sq Ft in 000s	Example Stores	Est. Annual Tax in 000s	Annual Sales/Sq Ft
Women's Apparel Stores				
Accessories	1.5 - 3.5	Charming Charlie, Claires	\$4.5 - \$7.5	\$150 - \$350
Small Format	2 - 5	Catherine's, Kate Spade, Torrid	\$9 - \$15	\$250 - \$650
Mid-Size Format	5 - 8	Ann Taylor, Charlotte Russe, Lane Bryant, Maurices	\$9.5 - \$18	\$190 - \$300
Large Format	8 - 15	Anthropologie, Banana Republic, Express, Urban Outfitters, Zara	\$23 - \$48	\$285 - \$535
Bargain Chic	15 - 30	Forever 21, H&M, Uniqlo	\$30 - \$65	\$170 - \$330
Men's Apparel Stores				
Casual	3 - 6	Casual Male XL, Nautica, Tommy Hilfiger, Van Heusen	\$7 - 18	\$230 - \$470
Business Attire	4 - 6	Brooks Brothers, Jos. A. Bank, Men's Wearhouse	\$10.5 - \$26	\$325 - \$485
Family Apparel				
Children	3 - 10	Buy Buy Baby, Carter's, Gymboree, OshKosh B'Gosh, The Children's Place	\$8 - \$17	\$190 - \$450
Casual	20 - 45	Burlington, Gap, Kohl's, Old Navy	\$45 - \$120	\$125 - \$385
Discount	25 - 35	Marshalls, Nordstrom Rack, Ross, T.J. Maxx	\$80 - \$125	\$300 - \$415
Shoe Stores				
Small	2 - 3	Clarks, Cole Haan, Johnston & Murphy, Journeys, Stride Rite	\$6 - \$12	\$300 - \$450
Mid-Sized	3 - 6	Aldo, Payless ShoeSource, Rack Room Shoes, Shiekh, Skechers	\$4.5 - \$11	\$130 - \$260
Large	10 - 18	Boot Barn, DSW, Shoe City, WSS	\$17 - \$38	\$200 - \$375
Athletic	2 - 10	Adidas, Foot Locker, New Balance, Nike, Puma, Reebok, Under Armour	\$11 - \$42	\$300 - \$1,500
Department Stores/General Merchandise				
Closeout / Dollar Stores	12 - 25	99 Cents Only, Big Lots, Dollar General, Dollar Tree, Family Dollar	\$11 - \$25	\$70 - \$150
Discount Department	125 - 150	Target, Walmart	\$295 - \$485	\$250 - \$300
Membership Warehouse*	140 - 180	Costco, Sam's Club	\$625 - \$1,200	\$500 - \$650
Traditional Department	100 - 150	Dillards, JC Penney, Macy's	\$135 - \$270	\$150 - \$225
Upscale Department	100 - 175	Bloomingdales, Neiman Marcus, Nordstrom, Saks	\$95 - \$545	\$225 - \$400
Food Stores				
Specialty Markets	15 - 30	Mother's Market, Sprouts Farmers Market, Trader Joe's, Whole Foods	\$33 - \$65	\$180 - \$360
Chain Supermarket*	45 - 55	Albertson's, Ralphs, Safeway, Stater Bros., Vons	\$52 - \$80	\$125 - \$155
Warehouse Grocery	35 - 80	Food 4 Less, Food Maxx, Grocery Outlet, Smart & Final, WinCo	\$33 - \$62	\$65 - \$145
Ethnic Market	35 - 50	99 Ranch Market, Cardenas, El Super, H Mart, Northgate, Superior Grocers	\$20 - \$38	\$60 - \$90
Drug Stores				
Drug Stores / Pharmacy	12 - 15	CVS, Rite Aid, Walgreens	\$18 - 32	\$170 - \$215
Restaurants				
Coffee House	1 - 2	Coffee Bean & Tea Leaf, Dunkin' Donuts, Dutch Bros., Peet's Coffee, Starbucks	\$2 - \$4	\$165 - \$330
Fast Food - Burger	2 - 4	Burger King, Carl's Jr., In N Out, Jack in the Box, McDonald's	\$13.5 - \$30	\$575 - \$1,140
Fast Food - Hispanic	2 - 3	Del Taco, El Pollo Loco, Miguel's Jr., Taco Bell	\$12 - 18	\$500 - \$765
Fast Food - Asian	2 - 3	Ono Hawaiian BBQ, Panda Express, Yoshinoya	\$10 - \$19	\$500 - \$760
Fast Casual	2 - 3.5	Chipotle, Five Guys, Habit Burger, Mooyah, Panera Bread, Smashburger	\$12 - \$20	\$440 - \$770
Fast Casual - Pizza	2 - 3	Blaze Pizza, MOD Pizza, Pieology, Pizza Studio, PizzaRev, Zpizza	\$7.5 - \$13	\$350 - \$520
Family Dining	6 - 9	BJ's, Cheesecake Factory, Claim Jumper, Islands, Red Robin, TGI Fridays	\$30 - \$72	\$565 - \$845
Dinner House	7 - 10	Fleming's, McCormick & Schmick, Nobu, Roys, Ruth's Chris	\$42 - \$68	\$595 - \$850
Home Improvement/Furnishings				
Home Décor / Accessories	20 - 35	Bed Bath & Beyond, Cost Plus World Market, HomeGoods, Kirklands	\$30 - \$85	\$185 - \$325
Paint	4 - 6	Dunn Edwards, Sherwin Williams, Vista Paint	\$12 - \$22	\$310 - \$465
Home Improvement / Building Supply	100 - 150	Home Depot, Lowe's, ProBuild	\$280 - \$480	\$260 - \$400
Hardware	15 - 30	Ace Hardware, Harbor Freight Tools, True Value	\$14 - \$55	\$130 - \$265
Furniture/Bedroom	4.5 - 7	Ortho Mattress, Sit 'n Sleep, Sleep Number	\$8.5 - \$28	\$240 - \$375
Furniture/General	12 - 25	Aki-Home, Bassett Furniture, Ethan Allen, Mor Furniture for Less	\$30 - \$68	\$225 - \$470
Warehouse Furniture	80 - 250	Ashley Homestore, Ikea, Jeromes, Living Spaces, Mathis Brothers	\$165 - \$800	\$160 - \$500
Small Electronics	1 - 6	Apple, Microsoft	\$165 - \$365	\$5,000 - \$30,000
Cell Phones	1.5 - 4	AT&T, Sprint, T-Mobile, Verizon	\$8 - \$35	\$400 - \$1,000
Volume Electronics / Appliances	30 - 50	Best Buy, Fry's, Howards, Pacific Sales	\$80 - \$270	\$335 - \$555
Miscellaneous Retail				
Bath & Beauty	3 - 10	Bath & Body Works, Sephora, ULTA Beauty	\$20 - \$58	\$425 - \$1,400
Craft Shops	20 - 40	Hobby Lobby, Jo-Ann Fabrics & Crafts, Michaels Arts & Crafts	\$28 - \$55	\$110 - \$215
Multiplex Cinemas	40 - 160	Regal, AMC, Cinemark, Studio Movie Grill		\$650-1,000/screen
Office Supplies	18 - 25	OfficeMax, Staples, Office Depot	\$30 - \$45	\$165 - \$230
Party Supplies	10 - 15	Party City	\$8 - \$22	\$75 - \$110
Pet Supplies	10 - 15	Kahoots, Petco, Petsmart, Unleashed by Petco	\$22 - \$45	\$200 - \$310
Sporting Goods (Sm. Concept)	6 - 15	Big 5 Sporting Goods, Hibbett Sports	\$15 - \$30	\$165 \$415
Sporting Goods (Lg. Concept)	25 - 50	Dick's Sporting Goods, REI	\$75 - \$135	\$225 - \$445

*May include gasoline sales.

HdL receives expanding retailer information from a variety of sources that tend to emphasize large regional and national chains with less focus on small, regional retailers. While many of these chains are also looking to expand, their plans are not as well publicized due to their size. HdL therefore encourages agencies to regularly communicate with their regional business community to maximize the expansion opportunities offered by these smaller chains.