

# CALIFORNIA RETAIL ANALYTICS

Expanding Retailers and Retail Stores Sales Estimate



ECONsolutions collaborates with City staff, developers, and local real estate professionals to bring increased economic activity to your community.

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# RETAILERS EXPANDING IN CALIFORNIA

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| Business name             | Leasable Sq Ft in 000's | 2022 Est. Annual Tax in \$000's | Site Preferences        | Expansion Area   | Contact Name           | Contact Information                    |
|---------------------------|-------------------------|---------------------------------|-------------------------|------------------|------------------------|--|
| <b>GENERAL RETAIL</b>     |                         |                                 |                         |                  |                        |  |
| Ace Hardware              | 8-12                    | \$16-47                         | 2, 4, 13, 14            | CA - Northern    | Matt Stephens          | matt.stephens@nmrk.com                 |
| Ace Hardware              | 8-12                    | \$16-47                         | 2, 4, 13, 14            | CA - Southern    | Marty Halter           | mhalt@acehardware.com                  |
| Aki-Home                  | 22-35                   | \$12-51                         | 3, 4, 9                 | CA               | Shumpei Yoshizawa      | shumpei_yoshizawa@nitori-usa.com       |
| Ann Taylor                | 4-7.5                   | \$4-17                          | 6, 7, 9, 11, 13         | CA               | Will Bryson            | wbryson@atlanticretail.com             |
| Athleta                   | 2-5                     | \$18-30                         | 11                      | CA - Southern    | Robert Cohen           | rcohen@ngkf.com                        |
| AutoZone                  | 6.5-8                   | \$19-28                         | 2, 3, 4, 13, 14         | CA - Northern    | Michael Chastain       | michael.chastain@autozone.com          |
| AutoZone                  | 6.5-8                   | \$19-28                         | 2, 3, 4, 13, 14         | CA - Southern    | Steven King            | steven.king@autozone.com               |
| Big 5 Sporting Goods      | 10-12                   | \$24-35                         | 2, 3, 4, 6, 13          | CA               | Jim Berlin             | jsb@big5corp.com                       |
| Big Lots                  | 30-35                   | \$28-42                         | 2, 4, 13, 14            | CA               | Joshua Nanberg         | joshuananberg@biglots.com              |
| Bob's Discount Furniture  | 25-60                   | \$59-86                         | 8, 4, 2, 13, 14         | CA               | Nelson Cabral          | nelson.cabral@mybobs.com               |
| Bootbarn                  | 9-12                    | \$40-67                         | 1, 4, 5, 13             | CA               | John Nepll             | jnepll@bootbarn.com                    |
| Burlington                | 35-50                   | \$91-136                        | 2, 3, 4, 13, 14         | CA - Northern    | Eric Corpuz            | eric.corpuz@burlingtonstores.com       |
| Burlington                | 35-50                   | \$91-136                        | 2, 3, 4, 13, 14         | CA - Southern    | Chris Kiehler          | chris.kiehler@burlingtonstores.com     |
| Carter's                  | 3.5-7                   | \$10-16                         | 2, 9, 11, 13, 14        | CA - Southern    | Marc Klein             | marc.klein@carters.com                 |
| Costco                    | 115-150                 | \$1161-1740M                    | 4, 13                   | CA - Northern    | Mike Dobrota           | mdobrota@northwestatlantic.com         |
| Costco                    | 115-150                 | \$1161-1740M                    | 4, 13                   | CA - Southern    | Steve McArthur         | smcarthur@northwestatlantic.com        |
| dd's Discounts            | 20-25                   | \$89-122                        | 2, 8, 13, 14            | CA - Southern    | Jack Toth              | jack.toth@ros.com                      |
| Dick's Sporting Goods     | 40-60                   | \$96-147                        | 3, 4, 9, 13, 14         | CA               | Jeff Straka            | jstraka@mainandmaininc.com             |
| Dollar General            | 9-12                    | \$15-20                         | 2, 4, 8, 13, 14         | CA - Northern    | David Fritz            | dfritz@dollargeneral.com               |
| Dollar General            | 9-12                    | \$15-20                         | 2, 4, 8, 13, 14         | CA - Southern    | Randy Wilson           | rwilson@dollargeneral.com              |
| Dollar Tree/Family Dollar | 8-12/7.8-10             | \$12-17                         | 2, 4, 8, 13, 14         | CA - Northern    | Trace Johnson          | trjohnson@dollartree.com               |
| Dollar Tree/Family Dollar | 8-12/7.8-10             | \$12-17                         | 2, 4, 8, 13, 14         | CA - Southern    | Christopher Waizmann   | cwaizmann@dollartree.com               |
| Five Below                | 8-10                    | \$17-27                         | 3, 6, 7, 9, 11, 14      | Nationwide       | Zach Minter            | zach.minter@fivebelow.com              |
| Floor & Décor             | 65-90                   | \$150-206                       | 1, 4, 13                | CA - Southern    | Colleen Darwin         | Colleen.Darwin@flooranddecor.com       |
| Guitar Center             | 9-20                    | N/A                             | 2, 3, 4, 13, 14         | Nationwide       | Roberto Guerrero       | rguerrero@guitarcenter.com             |
| H&M                       | 15-40                   | \$34-59                         | 2, 6, 8, 13, 14         | Nationwide       | Brian Mahoney          | Brian.mahoney@hm.com                   |
| Harbor Freight Tools      | 13-18                   | \$45-65                         | 2, 3, 4, 9, 13, 14      | CA               | Trey Feiler            | tfeiler@harborfreight.com              |
| Hibbett Sports            | 5-6                     | \$9-13                          | 2, 3, 4, 6, 9, 13       | CA               | Brad Walton            | brad.walton@hibbett.com                |
| Hobby Lobby               | 40-60                   | \$71-105                        | 3, 4, 13                | Nationwide       | Scott Nelson           | scott.nelson@hobbylobby.com            |
| HomeGoods                 | 24-26                   | \$104-134                       | 4, 9, 13, 14            | CA               | Deborah Holmsen        | deborah_holmsen@tjx.com                |
| Kirkland's Home           | 6.5-10                  | \$11-15                         | 2, 4, 11, 13, 14        | Nationwide       | Sarah Weaver Dickerson | sarah.dickerson@kirklands.com          |
| Lane Bryant               | 5-7                     | \$7-11                          | 3, 6, 7, 9              | CA               | Will Bryson            | wbryson@atlanticretail.com             |
| Les Schwab Tire Center    | 10-15                   | \$23-35                         | 4                       | CA               | Dietrich Haar          | dietrich.haar@lesschwab.com            |
| Lululemon                 | 3-3.2                   | \$21-51                         | 8, 9                    | Nationwide       | Jason Ng               | jng@lululemon.com                      |
| Marshalls                 | 20-35                   | \$112-144                       | 4, 9, 13, 14            | CA               | Deborah Holmsen        | deborah_holmsen@tjx.com                |
| Nordstrom Rack            | 35-40                   | \$126-209                       | 3, 6                    | CA - Northern    | Elliot Cundiff         | elliott.cundiff@nordstrom.com          |
| Nordstrom Rack            | 35-40                   | \$126-209                       | 3, 6                    | CA - Southern    | Tony Sekora            | tony.sekora@nordstrom.com              |
| Old Navy                  | 15-20                   | \$35-57                         | 1, 3, 9, 13             | CA - Northern    | Ed Kelloff             | ed.kelloff@gap.com                     |
| Old Navy                  | 15-20                   | \$35-57                         | 1, 3, 9, 13             | CA - Southern    | Christina Wong         | christina_k_wong@gap.com               |
| O'Reilly Auto Parts       | 6-7.5                   | \$18-25                         | 1, 2, 4, 13             | CA - NorCal      | Chris Dever            | cdever@oreillyauto.com                 |
| O'Reilly Auto Parts       | 6-7.5                   | \$18-25                         | 1, 2, 4, 13             | CA - SoCal       | Scott Johnson          | sjohnson35@oreillyauto.com             |
| Party City                | 10-15                   | \$7-17                          | 2, 3, 4, 13, 14         | CA               | Victoria Chastain      | vchastain@partycity.com                |
| Petco                     | 10-15                   | \$23-39                         | 3, 4, 13, 14            | CA               | Scott Viehouser        | scott.viehouser@petco.com              |
| Petsmart                  | 16-18                   | \$45-63                         | 1, 3, 9, 13             | CA               | Eric Termansen         | etermansen@w-retail.com                |
| Ross Dress for Less       | 25-30                   | \$85-129                        | 2, 4, 6, 13             | CA               | Neil Baron             | neil.baron@ros.com                     |
| Sally Beauty              | 1.4-1.6                 | \$7-10                          | 2, 3, 9, 13             | CA               | Michael Bannister      | michael.bannister@cushwake.com         |
| Sephora                   | 5.2-5.5                 | \$30-57                         | 2, 6, 9, 13, 14         | Nationwide       | David Hart             | dave.hart@sephora.com                  |
| Sherwin-Williams          | 4-6                     | \$13-23                         | 2, 4, 13, 14            | CA               | Justin Jense           | justin.jense@sherwin.com               |
| Skechers                  | 6-25                    | \$9-23                          | 4, 11, 13, 14           | Nationwide       | Leslie Mayer           | leslie.mayer@cushwake.com              |
| T.J. Maxx                 | 29-31                   | \$103-151                       | 4, 9, 13, 14            | CA - Northern    | Tami DeFrank           | tami_defrank@tjx.com                   |
| T.J. Maxx                 | 29-31                   | \$103-151                       | 4, 9, 13, 14            | CA - Southern    | Anthony Mansour        | amansour@clovercompany.com             |
| T.J. Maxx                 | 29-31                   | \$103-151                       | 4, 9, 13, 14            | San Diego County | Don Moser              | dmoser@retailinsite.net                |
| T.J. Maxx                 | 29-31                   | \$103-151                       | 4, 9, 13, 14            | Nationwide       | Deb Holmsen            | deborah_holmsen@tjx.com                |
| Target                    | 100-178                 | \$312-425                       | 2, 3, 4, 6, 8, 9, 13    | CA               | James Tucker           | james.tucker@target.com                |
| The Home Depot            | 100-130                 | \$524-779                       | 3, 4, 5, 6, 13          | CA - Northern    | Clay Brasher           | brandon_c_brasher@homedepot.com        |
| The Home Depot            | 125-135                 | \$524-779                       | 3, 4, 5, 6, 13          | CA               | Jeff Hardman           | jeffrey_s_hardman@homedepot.com        |
| T-Mobile                  | 1.5-2.5                 | \$3-16                          | 2, 3, 4, 6, 7, 8, 9, 13 | CA - Southern    | Larry Simpson          | larry.simpson31@t-mobile.com           |
| Tractor Supply            | 19-25                   | N/A                             | 2, 4, 13, 14            | Nationwide       | Tim Hoelscher          | thoelscher@tractorsupply.com           |
| ULTA Beauty               | 10-11                   | \$40-63                         | 3, 6, 7, 9              | CA               | Pamela Lent            | plent@ulta.com                         |
| Under Armour              | 5-12                    | \$35-65                         | 6, 7, 9, 11             | Nationwide       | Jeffrey Ruback         | jruback@underarmour.com                |
| Verizon Wireless          | 1-5                     | \$10-23                         | 2, 3, 4, 9, 13          | CA               | Elizabeth Johnson      | elizabeth.johnson5@verizonwireless.com |
| Wal-Mart                  | 40-235                  | \$343-581                       | 3, 4                    | CA               | Karyn Dodson           | karyn.dodson@walmart.com               |
| WSS Shoes                 | 10-14                   | \$40-62                         | 1, 3, 4, 5, 12          | CA               | William Argueta        | wargueta@shopwss.com                   |

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| Business name                  | Leasable Sq Ft in 000's  | 2021 Est. Annual Tax in \$000's | Site Preferences         | Expansion Area              | Contact Name       | Contact Information                     |
|--------------------------------|--------------------------|---------------------------------|--------------------------|-----------------------------|--------------------|---|
| <b>RESTAURANTS</b>             |                          |                                 |                          |                             |                    |   |
| 7 Leaves Café                  | 1.5-2.5                  | \$1-1.5                         | 5, 12                    | CA - SoCal, Bay Area        | Chris Kehl         | chris.kehl@srsre.com                    |
| Arby's                         | 2-2.57                   | \$10-17                         | 4, 5, 12, 13             | CA                          | Bonnie Gatine      | bgatine@inspirebrands.com               |
| Black Bear Diner               | 4-6                      | \$22-30                         | 2, 3, 4, 9, 13, 14       | CA - Southern               | Chad Corrigan      | chad.corrigan@blackbeardiner.com        |
| Blaze Pizza                    | 2.5-3                    | \$8-13                          | 2, 3, 9, 13, 14          | CA                          | Johnny Jones       | Johnny.Jones@blazepizza.com             |
| Café Rio Mexican Grill         | 2.4-3                    | \$12-17                         | 2, 4, 13, 14             | CA                          | David Moroney      | dmoroney@caferio.com                    |
| California Fish Grill          | 2.8-3                    | \$18-27                         | 2, 4, 13, 14             | CA - Southern               | Dani Mayer         | mayerdani3@gmail.com                    |
| Carl's Jr.                     | 2-3.5                    | \$13-17                         | 4, 5, 12                 | CA                          | Ingrid Akers       | iakers@ckr.com                          |
| Chick-Fil-A                    | 1-4.5                    | \$70-110                        | 2, 3, 4, 6, 13           | CA                          | Brain Lindley      | brian.lindley@cfacorp.com               |
| Chipotle                       | 2.2-2.8                  | \$18-25                         | 2, 4, 8, 13, 14          | CA - Except San Diego & O.C | Amber Reed         | amber.Reed@chipotle.com                 |
| Chipotle                       | 2.2-2.8                  | \$18-25                         | 2, 4, 8, 13, 14          | CA - San Diego & O.C        | Bryan Bauer        | Bbauer@chipotle.om                      |
| Coffee Bean & Tea Leaf         | 1.5-2.0                  | \$0.5-1                         | 9, 5, 8, 9, 10, 12       | CA                          | Jared Smith        | jwsmith@coffeebean.com                  |
| Corky's Kitchen & Bakery       | 5-6                      | \$20-39                         | 1, 2, 9, 12              | CA - Southern               | Brandon Beauchemin | Brandon.Beauchemin@cbre.com             |
| Cracker Barrel                 | 10-12                    | \$33-62                         | 3, 4                     | Nationwide                  | Ric Cervantes      | ric.cervantes@crackerbarrel.com         |
| Dave's Hot Chicken             | 2.0-3.0                  | \$34-41                         | 1,2,3,4,5,12             | Nationwide                  | Dannon Shiff       | dannon.shiff@daveshotchicken.com        |
| Dickey's Barbecue Pit          | 1.6-2.5                  | \$5-8                           | 3, 6, 7, 9, 10           | Nationwide                  | Ray Bodnar         | rbodnar@dickeys.com                     |
| Dog Haus                       | 1.5-2.2                  | \$8-14                          | 2, 4, 13, 14             | CA - Southern               | Aditya Ramnath     | aditya.ramnath@matthews.com             |
| Dunkin' Donuts                 | 1.5-2.6                  | \$3-6                           | 2, 4, 13, 14             | CA - Northern               | Matt Sweeney       | msweeney@nmrk.com                       |
| Dunkin' Donuts                 | 1.5-1.8                  | \$3-6                           | 2, 4, 13, 14             | CA - Southern               | Ivan Abreu         | ibreu@inspirebrands.com                 |
| Dutch Bros. Coffee             | 0.4-0.9                  | \$2-3                           | 4, 5, 12                 | CA                          | Aaron Harris       | aaron.harris@dutchbros.com              |
| Everytable                     | 0.6-1.4                  | NA                              | 1, 2, 13                 | CA - LA, OC                 | Mark Seferian      | marksef@everytable.com                  |
| Farmer Boys                    | 2.8-3.2                  | \$19-27                         | 4                        | CA                          | Kristen Holst      | kholst@farmersboys.com                  |
| Firehouse Subs                 | 1.4-1.8                  | \$7-10                          | 2, 9, 13, 14             | CA - Southern               | Jim O'Keefe        | jim.o'keefe@firehousesubs.com           |
| Five Guys Burgers & Fries      | 3.0-4.0                  | \$10-15                         | 4, 8, 9, 13              | CA                          | Jeff Rubino        | jrubino@fiveguys.com                    |
| Golden Corral                  | 8-11                     | \$25-31                         | 4                        | CA                          | Joyce Bunn         | jbunn@GoldenCorral.net                  |
| Kura Sushi                     | 5.0-5.5                  | \$22-27                         | 2, 3, 4, 6, 7, 9, 11, 13 | CA-Southern                 | Robert Kluger      | r.kluger@kurausa.com                    |
| In-N-Out Burger                | 3-4                      | \$59-75                         | 3, 4                     | CA - Northern               | Kimberly Onishi    | konishi@innout.com                      |
| In-N-Out Burger                | 3-4                      | \$59-75                         | 3, 4                     | CA - Southern               | Josie Auer         | jauer@innout.com                        |
| Jack in the Box                | 1.8-3.5                  | \$18-25                         | 4, 5, 12                 | CA                          | Greg Fisher        | greg@pvpinc.com                         |
| Jersey Mike's Subs             | 1.2-1.8                  | \$3-4                           | 2, 3, 4, 9, 13, 14       | CA                          | Natalie Pebbles    | npebbles@jerseymikes.com                |
| Jimmy John's                   | 1-1.5                    | \$0.3-0.7                       | 2, 3, 8, 9, 13, 14       | CA - Southern               | Bruce Katz         | bkatz@inspirebrands.com                 |
| L&L Hawaiian Barbecue          | 1-1.8                    | \$8-13                          | 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 Fineberg   | lfineberg@epsteen.com                   |
| McDonald's                     | 0.8-4.5                  | \$31-46                         | 1, 2, 4, 5, 9, 12        | CA                          | Lori Nunez         | lori.nunez@us.mcd.com                   |
| MOD Pizza                      | 2-3                      | \$9-13                          | 2, 3, 8, 9, 14           | CA                          | Greta Pass         | gpass@modpizza.com                      |
| Mooyah Burger & Fries          | 1.8-2.4                  | \$7-16                          | 2, 3, 8, 9, 14           | CA - Northern               | Loren Katzman      | lkatzman@mooyah.com                     |
| Mooyah Burger & Fries          | 1.8-2.4                  | \$7-16                          | 2, 3, 8, 9, 14           | CA - Southern               | Mike Sebazco       | msebazco@mooyah.com                     |
| Nekter Juice Bar               | 0.8-1.6                  | \$0.1-0.3                       | 1, 2, 13                 | CA                          | James Beus         | james.beus@nekte Juicebar.com           |
| Olive Garden                   | 6-7.3                    | \$47-65                         | 1, 3, 5, 9, 12           | CA                          | Park Landon        | plandon@epsteen.com                     |
| Ono Hawaiian                   | 1.8-2.5                  | \$13-21                         | 1, 2, 5, 12, 13          | CA                          | Joshua Liang       | joshua@onohawaiianbbq.com               |
| Panda Express                  | 0.8-2.5                  | \$17-26                         | 3, 4, 13, 15             | CA                          | Lucy Gan           | lucy.gan@pandarg.com                    |
| Panera Bread                   | 3.5-4.5                  | \$14-21                         | 2, 3, 4, 6, 9, 13, 14    | CA                          | Tim O'Kane         | tim.okane@panerabread.com               |
| Panini Kabob Grill             | 3.5-4.5                  | \$28-53                         | 9, 12, 13                | CA                          | Massy Farzine      | mfarzine@ediscorp.com                   |
| Raising Cane's                 | 2.8-4.0                  | \$56-93                         | 4                        | CA                          | Paxton Sandidge    | psandidge@raisingcanes.com              |
| Silverlake Ramen               | 1.2-2.0                  | \$14-25                         | 4, 5, 12                 | CA - SoCal, Bay Area        | Aditya Ramnath     | aditya.ramnath@matthews.com             |
| Smashburger                    | 1.8-2.2                  | \$4-15                          | 2, 4, 13, 14             | Nationwide                  | Randy Carucci      | rcarucci@smashburger.com                |
| Sonic Drive-In                 | 1.5-1.8                  | \$14-25                         | 4                        | CA                          | Bonnie Gatine      | bgatine@inspirebrands.com               |
| Starbucks                      | 0.8-2                    | \$3-4                           | All                      | CA - Northern               | Heath Kastner      | heath.kastner@cbre.com                  |
| Starbucks                      | 0.8-2                    | \$3-4                           | All                      | CA - Southern               | Shannon Adams      | sadams@starbucks.com                    |
| The Habit Burger Grill         | 2.4-3.0                  | \$17-24                         | 2, 3, 4, 8, 9, 13, 14    | CA - Southern, Central      | Shannon Coleman    | scoleman@habitburger.com                |
| The Habit Burger Grill         | 1.8-2.5                  | \$17-24                         | 2, 3, 4, 8, 9, 13, 14    | CA - Northern               | Annie Prupas       | annie.prupas@cbre.com                   |
| Wendy's                        | 2-2.95                   | \$18-26                         | 4, 5, 12                 | CA                          | Kathy Seferian     | kathy.seferian@wendys.com               |
| Wingstop                       | 1.5-2.2                  | \$15-23                         | 1, 2, 4, 5, 12           | CA                          | Ronia Lutfi        | rlutfi@wingstop.com                     |
| Zpizza Tap Room                | 2-3.8                    | \$3-8                           | 2, 4, 9, 13, 14          | CA                          | Chris Bright       | c.bright@zpizza.com                     |
| <b>FOOD &amp; DRUGS</b>        |                          |                                 |                          |                             |                    |   |
| Aldi                           | 16-18                    | \$11-15                         | 2, 13, 14                | CA                          | Skip Janes         | skip.janes@aldi.us                      |
| BevMo                          | 10-15                    | \$49-68                         | 2, 3, 4, 13, 14          | CA - Northern               | Matt Alexander     | matt.alexander@srsre.com                |
| BevMo                          | 8-10                     | \$49-68                         | 2, 3, 4, 13, 14          | CA - Southern               | Paul Bartlett      | pbartlett@edge-re.com                   |
| Cardenas/Mi Pueblo             | 35-45                    | \$28-40                         | 2, 4, 13, 14             | CA                          | Juan Jimenez       | jjimenez@cmkts.com                      |
| CVS                            | 14.5-15.0                | \$16-31                         | 2, 3, 4, 8, 9, 13, 14    | CA - Northern               | Stephen LaBonge    | stephen.labonge@cvshealth.com           |
| CVS                            | 14.5-15.0                | \$16-31                         | 2, 3, 4, 8, 9, 13, 14    | CA - Southern               | Holly Jensen       | holly.jensen@cvshealth.com              |
| El Super Markets               | 35-50                    | \$30-40                         | 2, 4, 13                 | CA - Southern               | Patrick Gilhooly   | pgilhooly@clovercompany.com             |
| Grocery Outlet                 | 17-20                    | \$14-25                         | 4, 11                    | CA                          | Bill Coyle         | bcoble@cfgo.com                         |
| Northgate Markets              | 25-60                    | \$45-59                         | 2, 4, 13, 14             | CA - Southern               | Michelle Gutierrez | michelle.gutierrez@northgatemarkets.com |
| Raley's/Bel Air Markets        | 55-65                    | \$51-75                         | 1, 2, 4, 12              | CA - Northern               | John Welter        | jwelter@raleys.com                      |
| Safeway/Albertsons             | 42-55                    | \$58-88                         | 4, 9, 13                 | CA - Northern               | Todd Paradis       | todd.paradis@safeway.com                |
| Safeway/Albertsons             | 42-55                    | \$58-88                         | 4, 9, 13                 | CA - Southern               | Sam Shink          | sam.shink1@safeway.com                  |
| Smart & Final Extra!           | 20-35                    | \$34-46                         | 2, 3, 4, 13, 14          | CA                          | Tony Bernardini    | tony.bernardini@smartandfinal.com       |
| Sprouts Farmers Markets        | 30-35                    | \$25-35                         | 2, 3, 4, 9, 13, 14       | CA                          | Chuck Kutschko     | chuckkutschko@sprouts.com               |
| Stater Bros. Markets           | 42-45                    | \$62-88                         | 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    | 35-40                    | \$70-90                         | 2, 3                     | CA- Northern                | Adam VanBeceleare  | adam.vanbeceleare@wal-mart.com          |
| Walmart Neighborhood Market    | 35-40                    | \$70-90                         | 2, 3                     | CA- Southern                | Scott Greear       | scott.greear@walmart.com                |
| <b>KEY TO PREFERRED SITES:</b> |                          |                                 |                          |                             |                    |   |
| 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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HdL used a mix of similar stores to estimate sales per gross square foot for each category. Actual results will vary based on store size, location and market area characteristics. If your jurisdiction has received a site plan and prospective tenant list for a new project, contact us for a revenue estimate. *\*Note: The COVID-19 Pandemic has caused significant impact to retailers and restaurants. Expansion plans and Store footprint requirements have been changing and evolving. The information provided is the best available, but does NOT represent absolutely surety on business growth for respective businesses.\**

| Store Type                                   | Typical Sq Ft in 000s | Example Stores  | Est. Annual Tax in 000s | Annual Sales/Sq Ft |
|--|-----------------------|---|-------------------------|--------------------|
| <b>Women's Apparel Stores</b>                |                       |   |                         |                    |
| Accessories                                  | 1.5 - 3.5             | Charming Charlie, Claires   | \$5 - \$9               | \$250 - \$330      |
| Small Format                                 | 2 - 6                 | Athleta, Kate Spade, Torrid   | \$10 - \$75             | \$500 - \$1,250    |
| Mid-Size Format                              | 5 - 8                 | Ann Taylor, Charlotte Russe, Lane Bryant, Maurices                            | \$7 - \$17              | \$140 - \$200      |
| Large Format                                 | 8 - 20                | Express, Urban Outfitters, Zara   | \$40 - \$156            | \$500 - \$780      |
| <b>Men's Apparel Stores</b>                  |                       |   |                         |                    |
| Casual                                       | 3 - 6                 | Casual Male XL, Nautica, Tommy Hilfiger, Van Heusen                           | \$15 - \$30             | \$250 - \$500      |
| Business Attire                              | 4 - 6                 | Brooks Brothers, Men's Wearhouse  | \$7 - \$21              | \$175 - \$350      |
| <b>Family Apparel</b>                        |                       |   |                         |                    |
| Children                                     | 3 - 10                | Carter's, Gymboree, OshKosh B'Gosh  | \$10 - \$16             | \$150 - \$300      |
| Casual                                       | 20 - 45               | Burlington, Gap, Kohl's, Old Navy   | \$16 - \$136            | \$100 - \$300      |
| Discount                                     | 25 - 35               | Marshalls, Nordstrom Rack, Ross, T.J. Maxx                                    | \$103 - \$209           | \$400 - \$600      |
| <b>Shoe Stores</b>                           |                       |   |                         |                    |
| Small  | 2 - 3.5               | Cole Haan, Johnston & Murphy, Stride Rite                                     | \$6 - \$21              | \$300 - \$600      |
| Mid-Sized                                    | 3 - 6                 | Rack Room Shoes, Skechers   | \$9 - \$27              | \$300 - \$450      |
| Large  | 10 - 18               | Boot Barn, DSW, Shoe City, WSS  | \$28 - \$67             | \$280 - \$375      |
| Athletic                                     | 2 - 10                | Adidas, Foot Locker, New Balance, Nike, Puma, Reebok, Under Armour            | \$10 - \$65             | \$500 - \$650      |
| <b>Department Stores/General Merchandise</b> |                       |   |                         |                    |
| Closeout / Dollar Stores                     | 12 - 25               | Big Lots, Dollar General, Dollar Tree/Family Dollar                           | \$12 - \$42             | \$100 - \$170      |
| Discount Department                          | 125 - 150             | Target, Walmart   | \$312 - \$581           | \$250 - \$390      |
| Membership Warehouse*                        | 140 - 180             | Costco, Sam's Club  | \$370 - \$1,740         | \$270 - \$950      |
| <b>Food Stores</b>                           |                       |   |                         |                    |
| Specialty Markets                            | 15 - 30               | Mother's Market, Sprouts Farmers Market, Trader Joe's, Whole Foods            | \$25 - \$86             | \$170 - \$290      |
| Chain Supermarket*                           | 45 - 55               | Albertson's, Ralphs, Safeway, Stater Bros., Vons                              | \$58 - \$88             | \$130 - \$160      |
| Warehouse Grocery                            | 35 - 75               | Food 4 Less, Food Maxx, Grocery Outlet, Smart & Final, WinCo                  | \$14 - \$72             | \$40 - \$100       |
| Ethnic Market                                | 35 - 50               | 99 Ranch Market, Cardenas, El Super, Northgate, Superior Grocers              | \$20 - \$59             | \$60 - \$120       |
| <b>Drug Stores</b>                           |                       |   |                         |                    |
| Drug Stores / Pharmacy                       | 12 - 15               | CVS, Rite Aid, Walgreens  | \$16 - \$31             | \$130 - \$210      |
| <b>Restaurants</b>                           |                       |   |                         |                    |
| Coffee House                                 | 1 - 2                 | Coffee Bean & Tea Leaf, Dunkin' Donuts, Dutch Bros., Peet's Coffee, Starbucks | \$1 - \$4               | \$100 - \$200      |
| Fast Food - Burger                           | 2 - 4                 | Burger King, Carl's Jr., In N Out, Jack in the Box, McDonald's                | \$13 - \$75             | \$650 - \$1,900    |
| Fast Food - Hispanic                         | 2 - 3                 | Del Taco, El Pollo Loco, Miguel's Jr., Taco Bell                              | \$14 - \$29             | \$700 - \$1,000    |
| Fast Food - Asian                            | 2 - 3                 | Ono Hawaiian BBQ, Panda Express, Yoshinoya                                    | \$13 - \$26             | \$650 - \$900      |
| Fast Casual                                  | 2 - 3.5               | Chipotle, Five Guys, Habit Burger, Mooyah, Panera Bread                       | \$7 - \$25              | \$350 - \$720      |
| Fast Casual - Pizza                          | 2 - 3                 | Blaze Pizza, MOD Pizza, Pieology, Zpizza                                      | \$3 - \$13              | \$150 - \$430      |
| Family Dining                                | 6 - 9                 | BJ's, Cheesecake Factory, Islands, Red Robin                                  | \$24 - \$131            | \$400 - \$1,500    |
| <b>Home Improvement/Furnishings</b>          |                       |   |                         |                    |
| Home Décor / Accessories                     | 20 - 35               | HomeGoods   | \$104 - \$134           | \$380 - \$520      |
| Paint  | 4 - 6                 | Dunn Edwards, Sherwin Williams, Vista Paint                                   | \$9 - \$40              | \$225 - \$670      |
| Home Improvement / Building Supply           | 100 - 150             | Home Depot, Lowe's  | \$336 - \$779           | \$336 - \$520      |
| Hardware                                     | 15 - 30               | Ace Hardware, Harbor Freight Tools, True Value                                | \$16 - \$65             | \$110 - \$220      |
| Furniture/Bedroom                            | 4.5 - 7               | Sit 'n Sleep, Sleep Number  | \$17 - \$36             | \$380 - \$510      |
| Furniture/General                            | 12 - 25               | Aki-Home, Bassett Furniture, Ethan Allen, Mor Furniture for Less              | \$12 - \$128            | \$100 - \$510      |
| Warehouse Furniture                          | 80 - 250              | Ashley Homestore, Living Spaces, Mathis Brothers                              | \$112 - \$714           | \$140 - \$290      |
| Small Electronics                            | 1 - 6                 | Apple   | \$134 - \$230           | \$4,000 - \$13,400 |
| Cell Phones                                  | 1.5 - 4               | AT&T, Sprint, T-Mobile, Verizon   | \$3 - \$23              | \$200 - \$600      |
| <b>Miscellaneous Retail</b>                  |                       |   |                         |                    |
| Bath & Beauty                                | 3 - 10                | Sephora, ULTA Beauty  | \$30 - \$63             | \$630 - \$1,000    |
| Craft Shops                                  | 20 - 40               | Hobby Lobby, Jo-Ann Fabrics & Crafts, Michaels Arts & Crafts                  | \$18 - \$105            | \$90 - \$260       |
| Office Supplies                              | 18 - 25               | Staples, Office Depot   | \$17 - \$41             | \$95 - \$170       |
| Pet Supplies                                 | 10 - 15               | Kahoots, Petco, PetSmart  | \$23 - \$63             | \$230 - \$420      |
| Sporting Goods (Sm. Concept)                 | 6 - 15                | Big 5 Sporting Goods, Hibbett Sports  | \$9 - \$35              | \$150 - \$240      |
| Sporting Goods (Lg. Concept)                 | 25 - 50               | Dick's Sporting Goods   | \$96 - \$147            | \$300 - \$400      |

\*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.