

2023 Annual Retail Eulogy



10,000 BC – 2002, 2003, 2004...



 DashStylists



UBER
EATS

 DOORDASH

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SC



SpaDash[®]



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Mom and Pop's







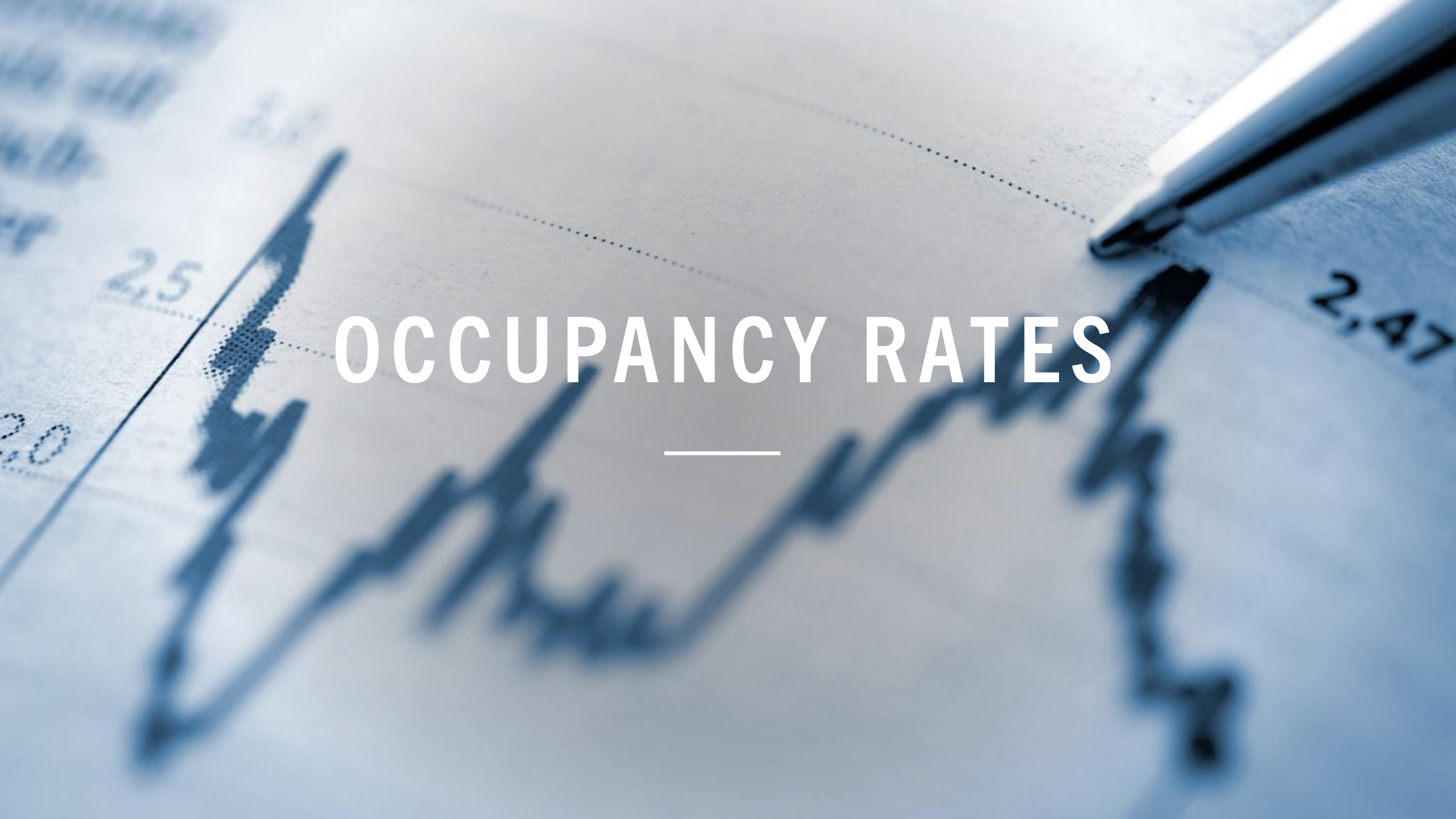


Marketplace@Miles





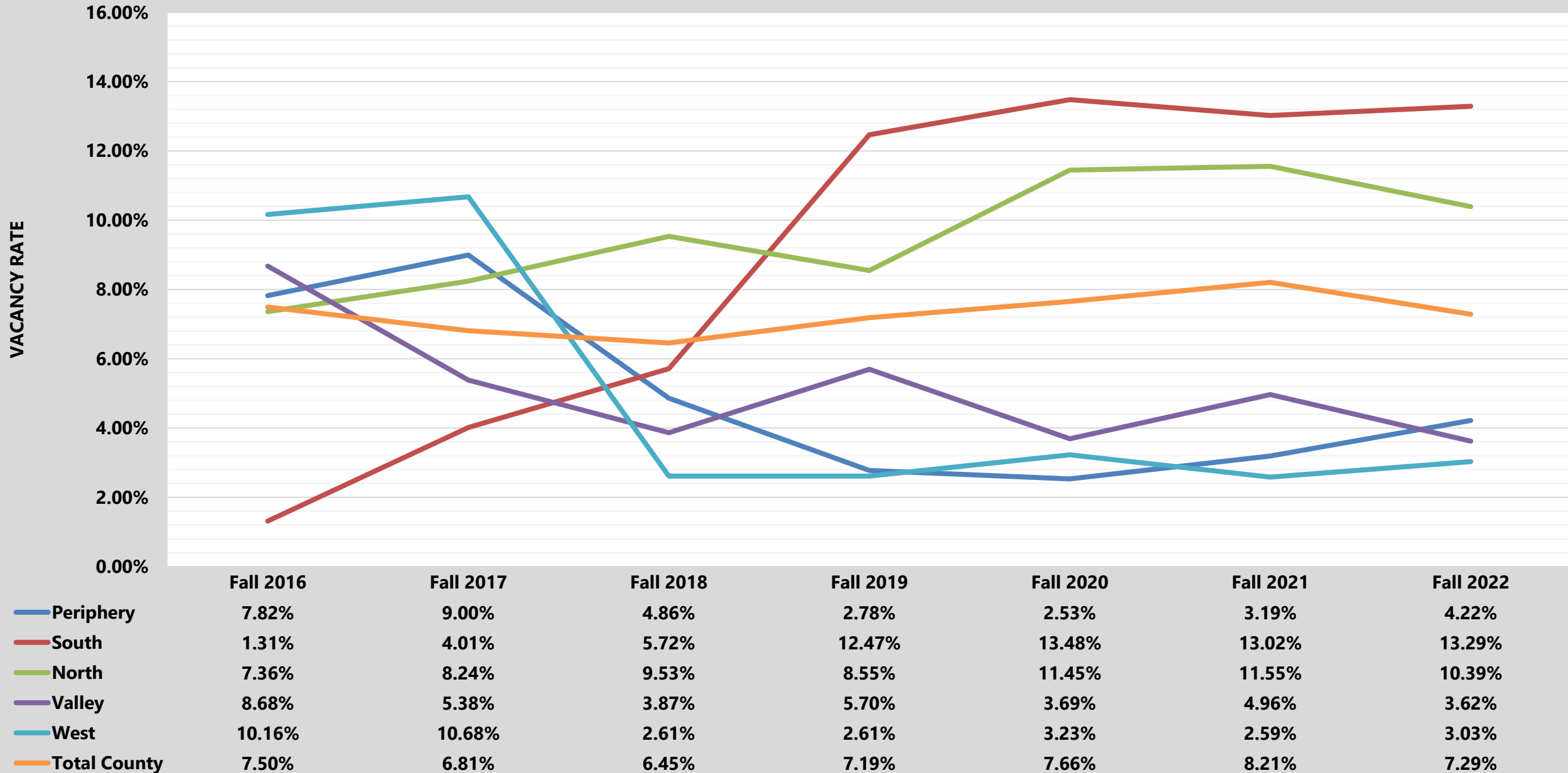
OCCUPANCY RATES



Historical Vacancy - Retail

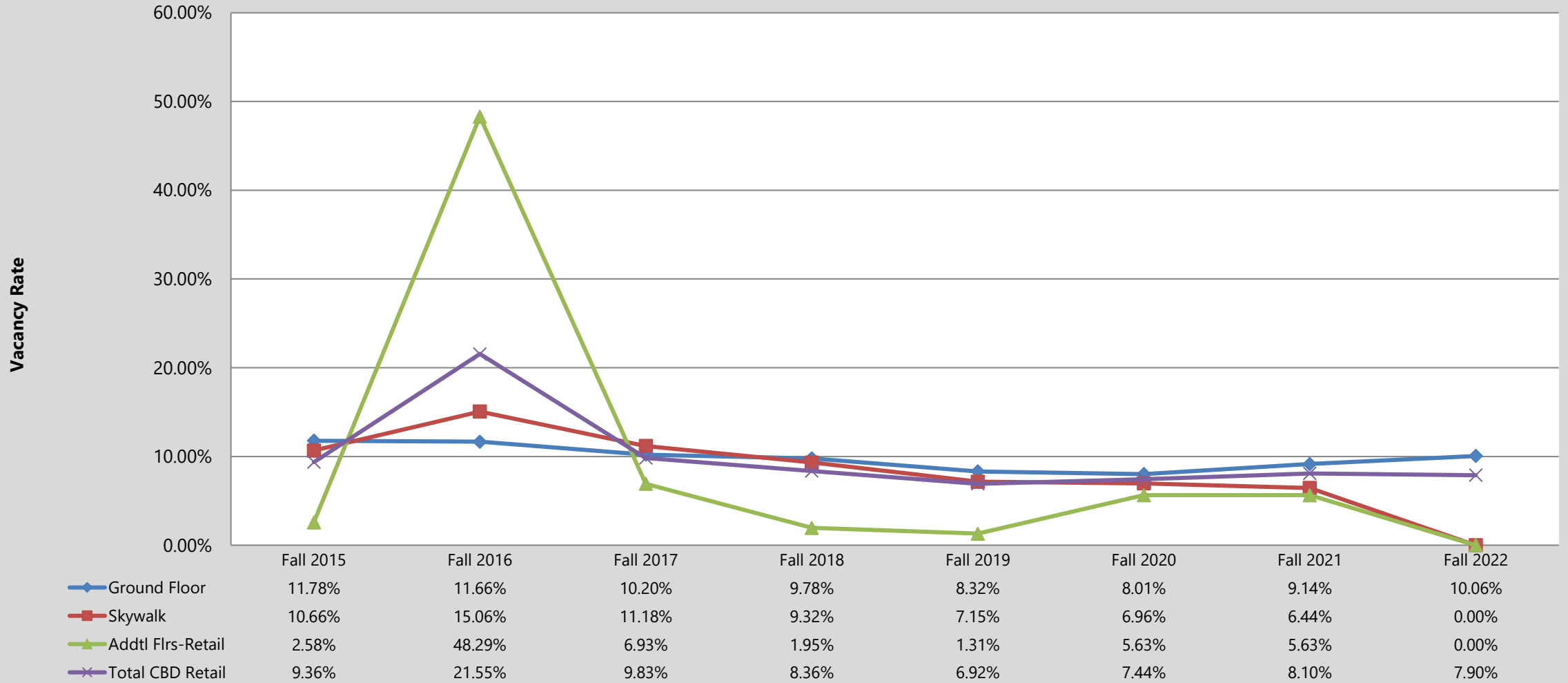
Source: Valbridge Property Advisors | Inland Pacific Northwest

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Historical Vacancy - CBD Retail

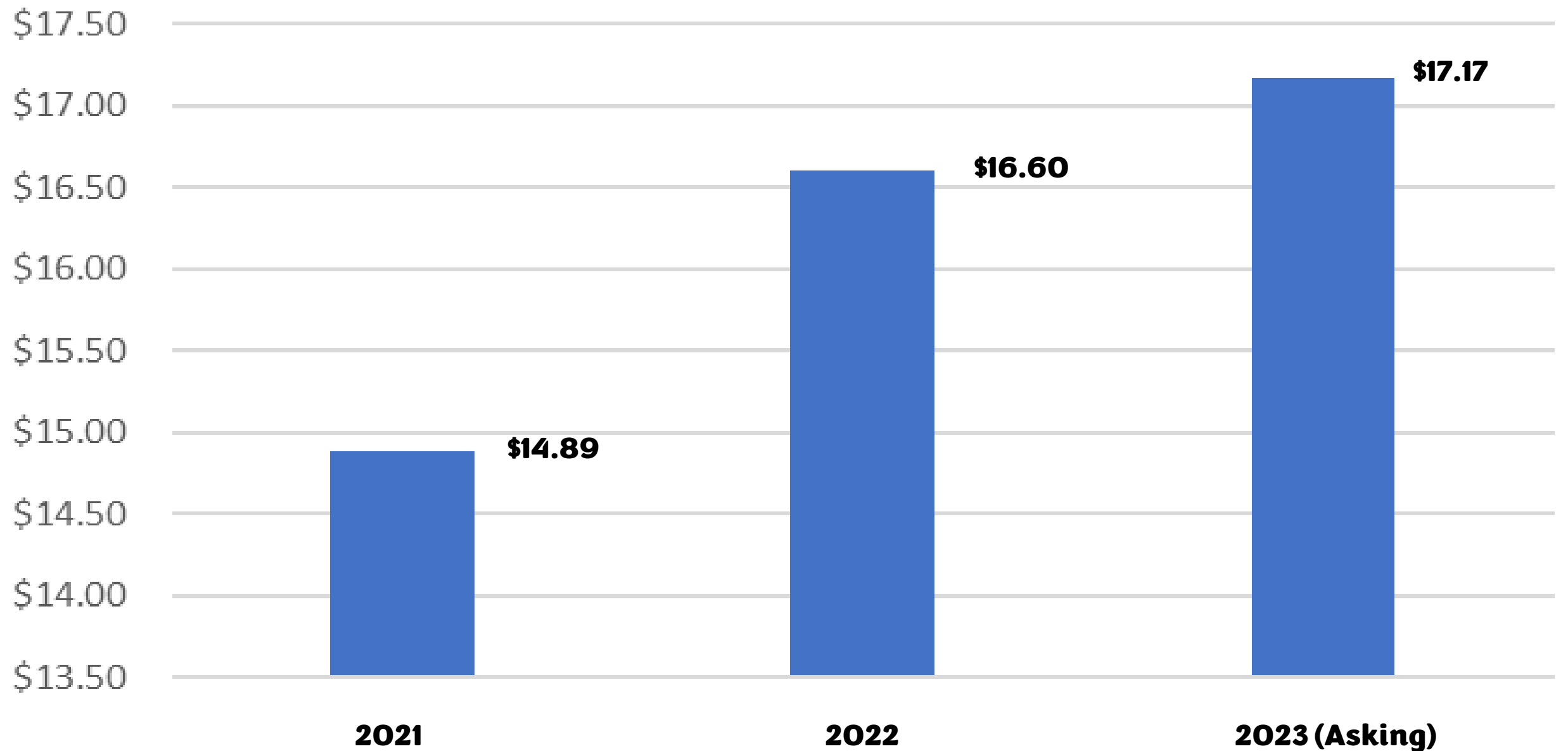
Source: Valbridge Property Advisors | Inland Pacific Northwest
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LEASE RATES



Spokane Co. Average Retail Lease Rate



Spokane County Retail Lease Rates (no restaurants)



Keller Williams Realty Coeur d' Alene

3931 North Schreiber Way, Coeur d' Alene, ID 83815 | 208-667-2399

43

Number of Comparables

\$16.60

Average Asking Rate

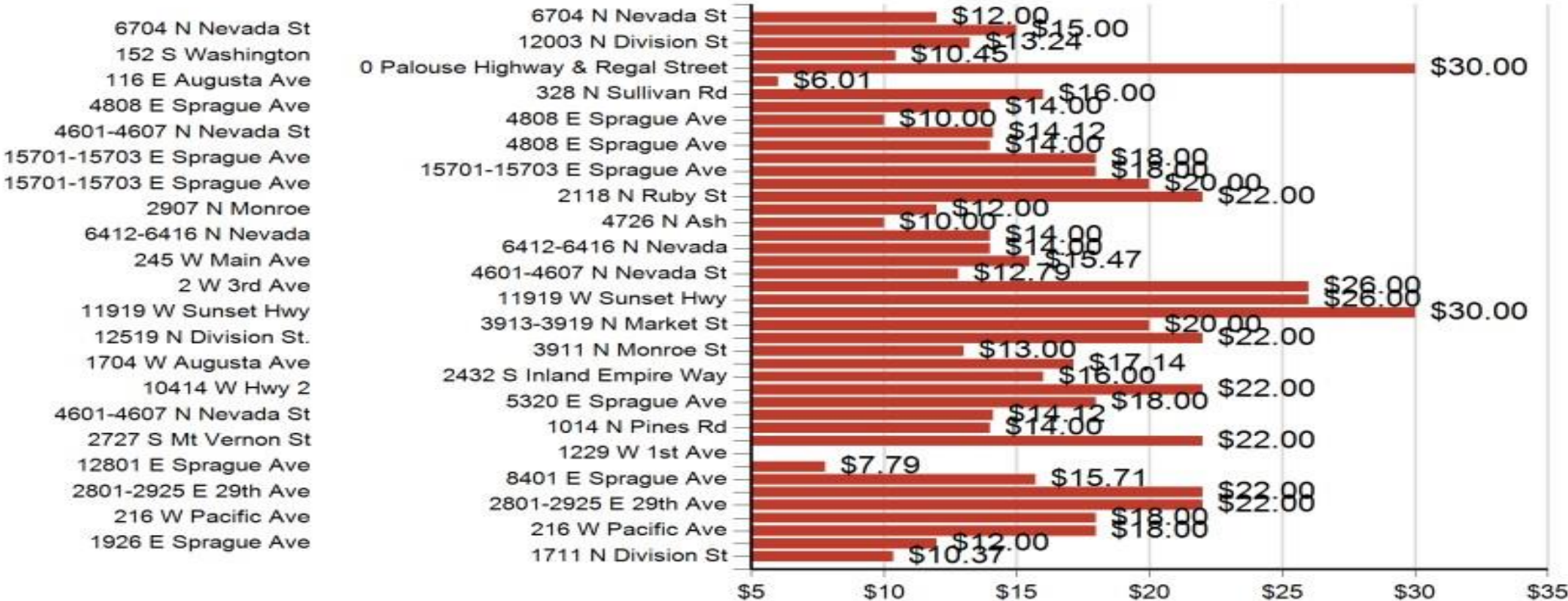
3,282

Average Space SF

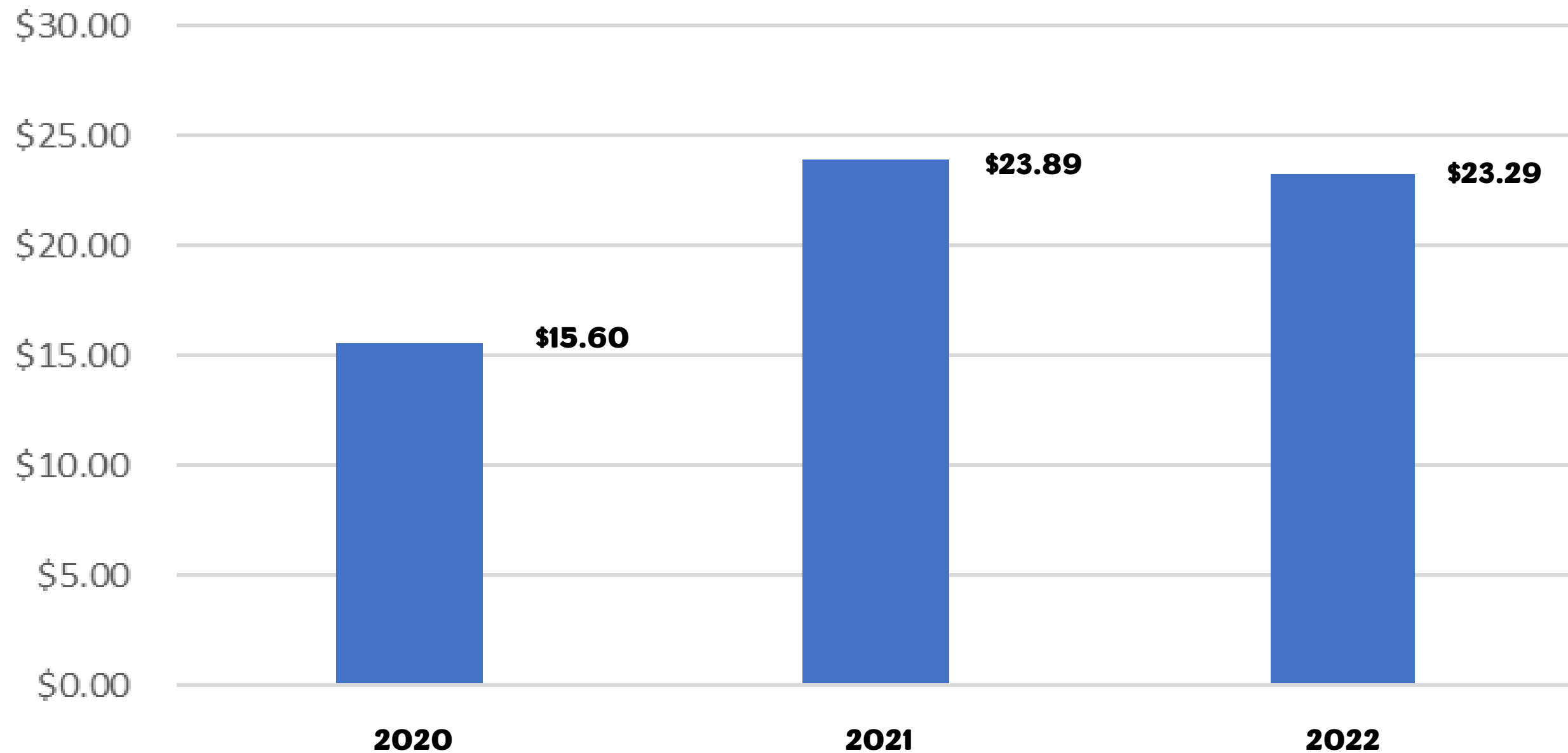
21,458

Average Building SF

Asking Rate Per SF



Spokane Co. Average Restaurant Lease Rate



Spokane County Retail Lease Rates – Restaurants Only



Keller Williams Realty Coeur d' Alene

3931 North Schreiber Way, Coeur d' Alene, ID 83815 | 208-667-2399

7

Number of Comparables

\$23.29

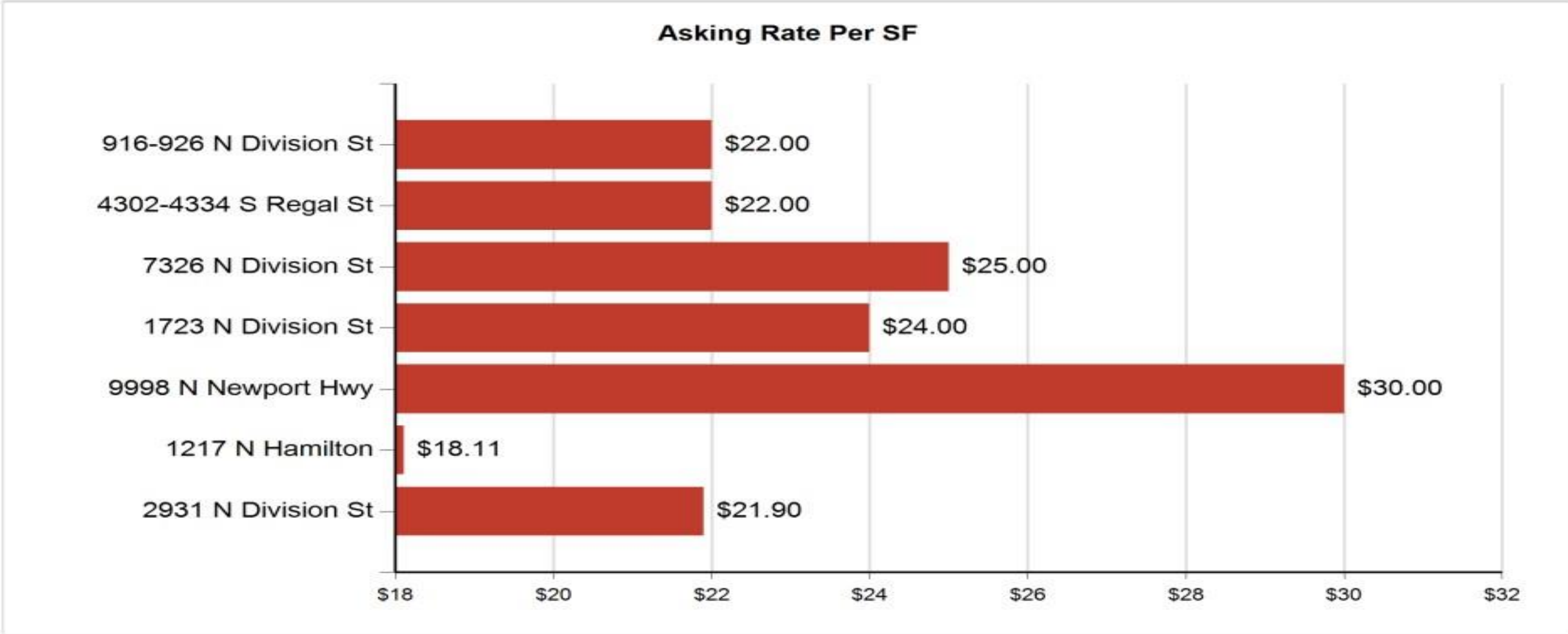
Average Asking Rate

2,601

Average Space SF

7,395

Average Building SF





SALES

▼ 0.07% ▲ 0.03%

▲ 0.02%

▲ 0.05%

0.04%

18775.8

18771.56 -4.33

18769.39 -6.17

18760.61 -4.78

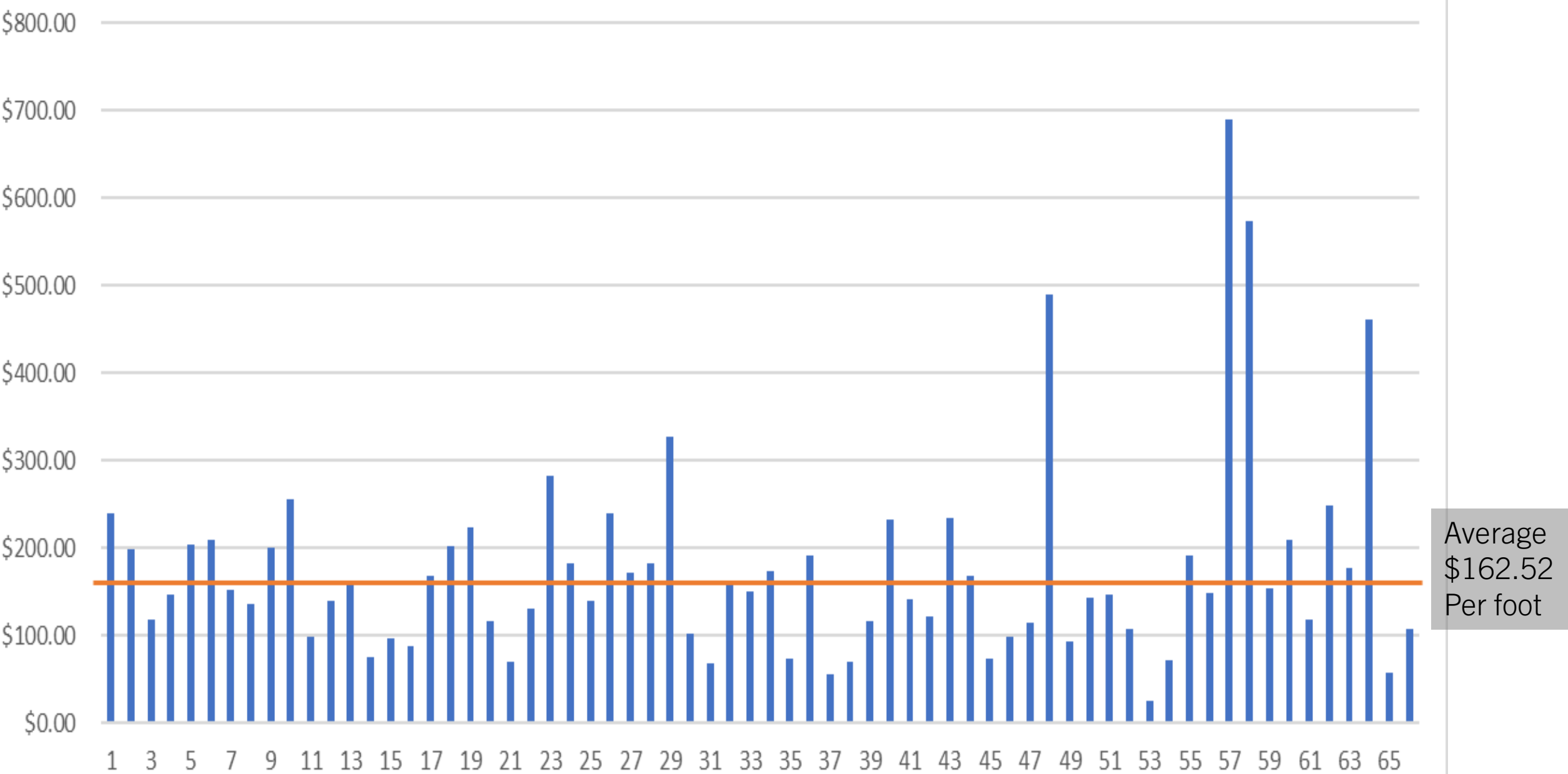
18754.73 -5.18

18752.00 +2.00

18747.50 -4.50

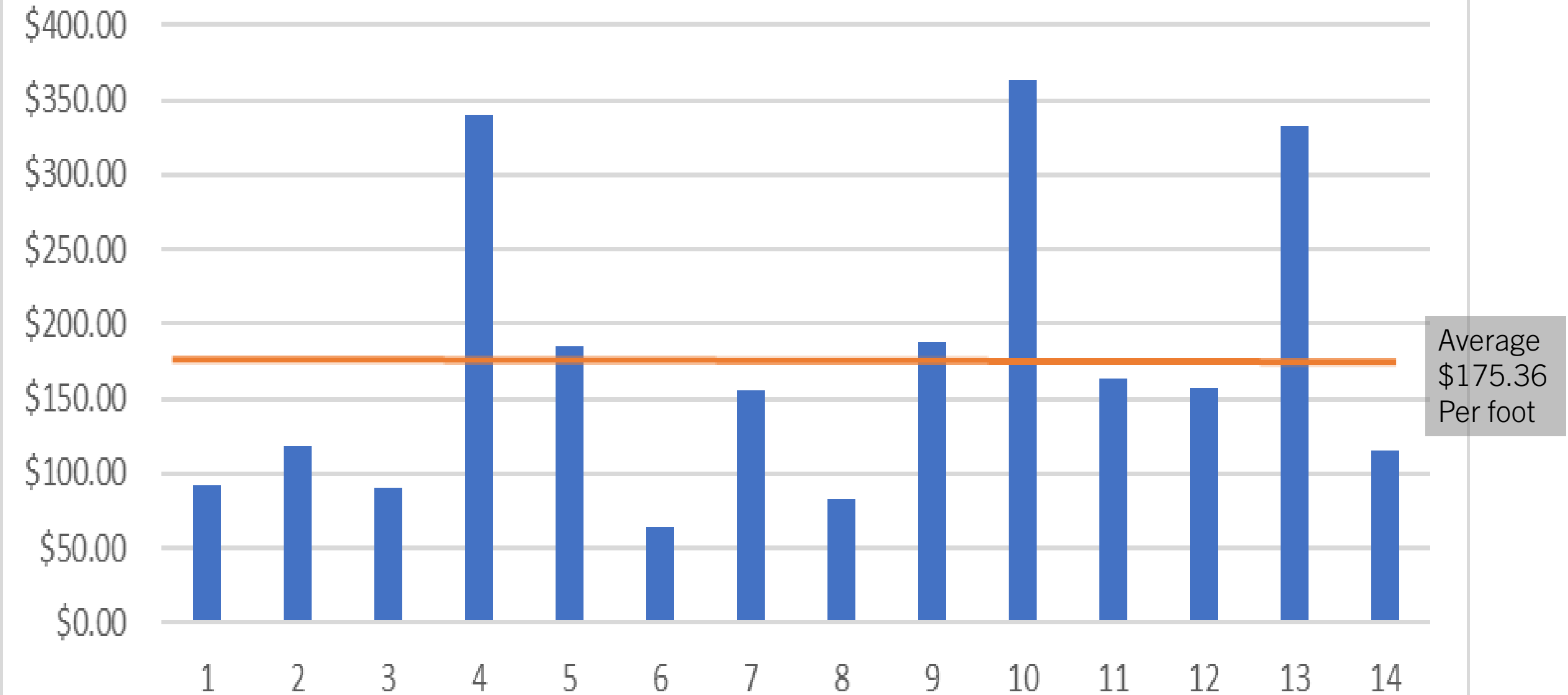
18742.51 -4.99

2022 Retail Price Per Foot

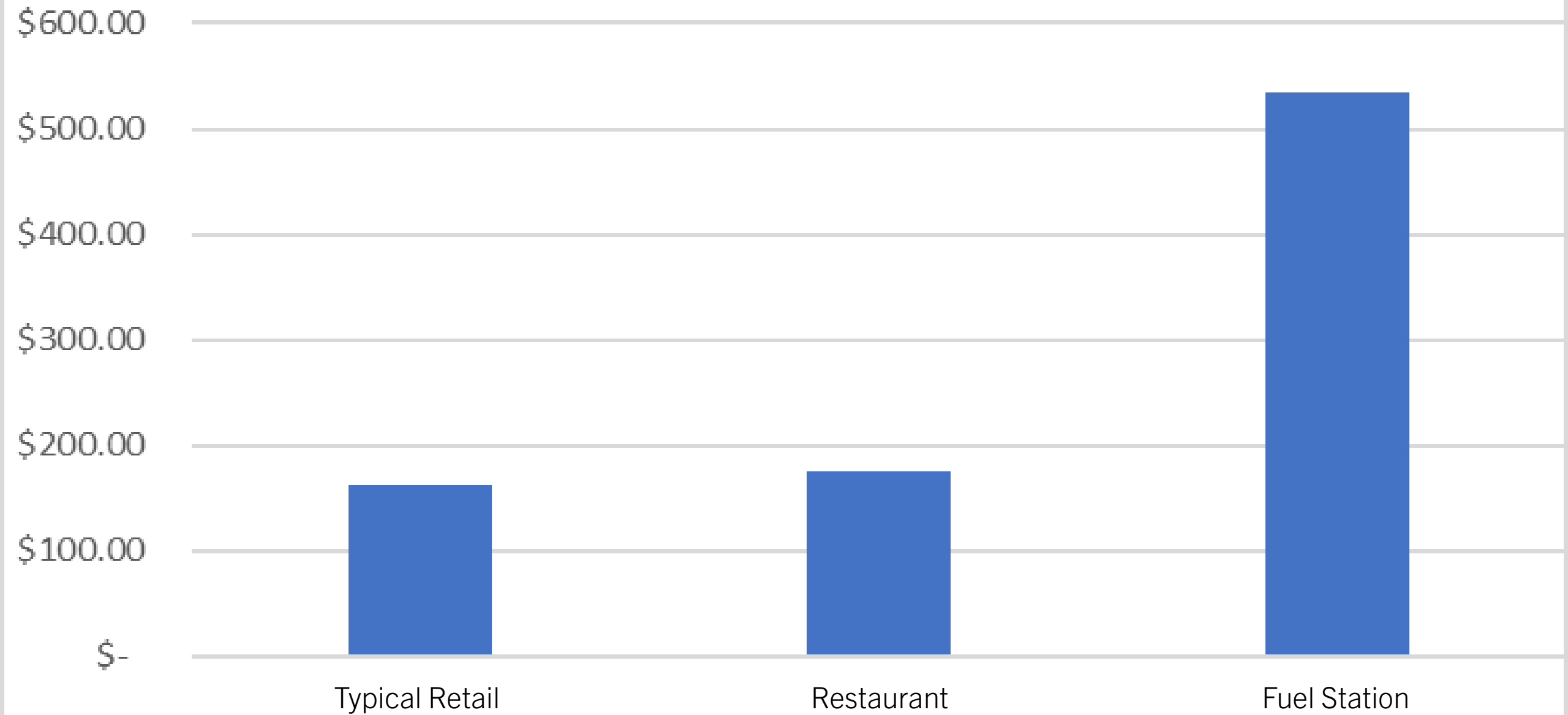


Average
\$162.52
Per foot

2022 Restaurant Sale Per Foot



Sale Price Per Foot Per Type





STORAGE

WE LOVE OUR TOYS HERE IN THE INW



National Average Unit Size = 10'x20'

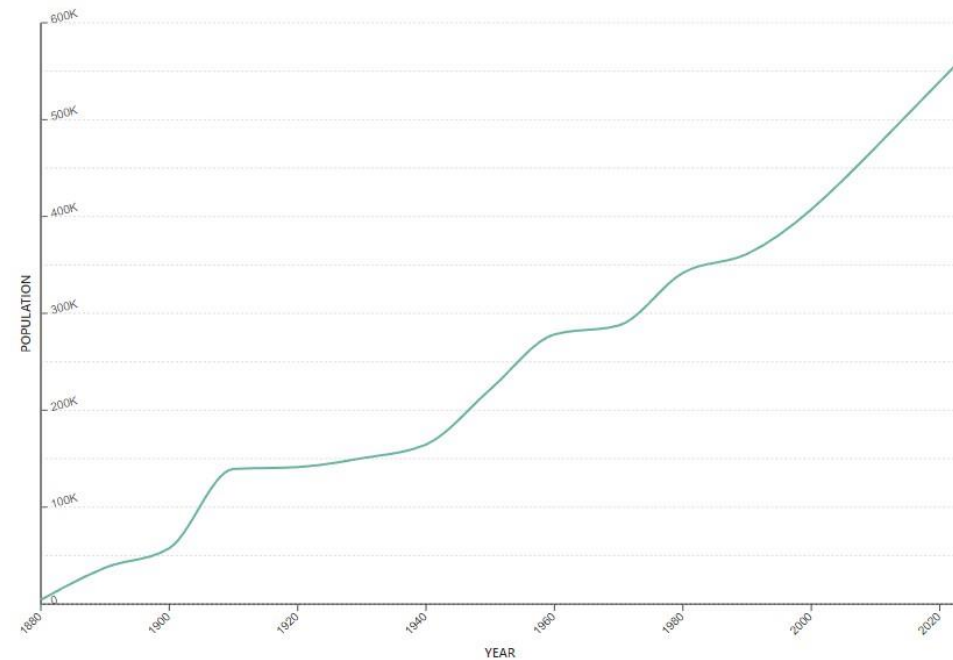


INW Average Unit Size = 12'x30'

Storage Growth

Spokane County has a growth rate of approx. 1.23% annually. At over 10 sq. ft. of storage per person, we will need to add over 70,000 sq. ft. per year to keep up with current demand.

Spokane County, Washington Population 2023



THANK YOU!

- Everyone at RERC, especially Anne Anderson
- My team at The Legacy Group
- The team at Valbridge
- Ryan Layton from AREA Real Estate Advisors
- Chris Bell from NAI Black
- Ryan Oberg from Goodale Barbieri
- Chris Bornhoft from Bornhoft Real Estate
- Jeff Lembeck from Lembeck Appraisal & Consulting
- Jeramie Terzulli from Commercial Real Estate Consultants
- My wife and Kids
- My dad Dick Villelli

CIAO!

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