



RETAIL

In Oro Valley & Metro Tucson

Nancy McClure

CBRE

RETAIL PROPERTIES

Disrupters vs. Demand

- On-line purchases vs. in-store shopping/omni-channel
- No housing growth (peripheral) vs. Core
- Lack of job growth/income growth vs. spending
- Convenience vs. experience
- Frugality (borne of the Recession) vs. Full-Price

What Retailers say about Tucson

- Core hubs are the magnets
- “No cross-town freeways—REALLY?”
- “What gives on major streets having houses where there should be commerce?”



CHALLENGES FOR ORO VALLEY MARKETPLACE





COMPARE/CONTRAST TO OTHER MAJOR RETAIL
CENTERS' DEMOGRAPHICS

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ORO VALLEY MARKETPLACE DEMOGRAPHIC COMPARISON 1-MILE

	OV Marketplace 1 mile radius	Tucson Spectrum 1 mile radius	AZ Pavillons 1 mile radius	Foothills Mall 1 mile radius	La Encantada 1 mile radius	Oracle @ Magee 1 mile radius
2012 Estimated Population	1,497	13,212	3,727	7,247	3,431	5,010
2017 Projected Population	1,630	13,490	4,302	7,272	3,443	5,072
2000 Census Population	1,175	12,588	2,046	7,279	3,462	4,991
1990 Census Population	238	9,882	892	6,188	2,979	4,818
Growth 2000-2012	27.39%	4.95%	82.20%	-0.45%	-0.69%	0.38%
Growth 2012-2017	8.83%	2.10%	15.43%	0.35%	0.38%	1.23%
2012 Estimated Median Age	51.19	29.84	35.67	36.88	48.37	44.63
2012 Estimated Average Age	44.94	32.59	35.81	39.02	44.29	43.10
2012 Estimated Households	710	3,961	1,587	3,345	1,527	2,331
2017 Projected Households	777	4,066	1,807	3,375	1,548	2,393
2000 Census Households	502	3,682	849	3,124	1,444	2,147
1990 Census Households	109	2,890	339	2,395	1,220	1,955
Growth 2000-2012	41.48%	7.57%	86.93%	7.06%	5.78%	8.61%
Growth 2012-2017	9.51%	2.65%	13.90%	0.90%	1.37%	2.63%
2012 Est. Average Household Size	2.17	3.25	2.73	2.15	2.28	2.14
2012 Est. Median Household Income	\$76,285	\$34,344	\$64,603	\$47,810	\$94,195	\$55,215
2017 Proj. Median Household Income	\$77,770	\$34,744	\$65,699	\$48,199	\$95,031	\$55,401
2000 Cen. Median Household Income	\$66,043	\$30,494	\$54,629	\$44,980	\$86,053	\$48,492
1990 Cen. Median Household Income	\$42,652	\$24,067	\$37,130	\$33,770	\$61,355	\$37,395
2012 Est. Average Household Income	\$99,339	\$41,367	\$77,345	\$59,090	\$140,216	\$69,659
2012 Estimated Per Capita Income	\$46,178	\$12,910	\$28,819	\$27,440	\$61,877	\$32,319
2012 Estimated Housing Units	831	4,500	1,708	3,597	1,751	2,498
2012 Estimated Occupied Units	710	3,961	1,587	3,345	1,527	2,331
2012 Estimated Vacant Units	121	539	121	253	224	166
2012 Est. Owner Occupied Units	600	2,607	1,338	1,530	1,122	1,528
2012 Est. Renter Occupied Units	110	1,354	249	1,814	405	804
2012 Est. Median Housing Value	\$264,659	\$95,855	\$168,690	\$197,183	\$417,505	\$228,950
2012 Est. Average Housing Value	\$295,652	\$100,675	\$185,299	\$200,893	\$471,310	\$236,860

ORO VALLEY MARKETPLACE DEMOGRAPHIC COMPARISON 3-MILE

	OV Marketplace 3 mile radius	Tucson Spectrum 3 mile radius	AZ Pavillons 3 mile radius	Foothills Mall 3 mile radius	La Encantada 3 mile radius	Oracle @ Magee 3 mile radius
2012 Estimated Population	19,943	107,348	44,392	66,725	31,575	38,058
2017 Projected Population	21,730	110,427	49,020	68,062	31,854	38,800
2000 Census Population	14,537	97,830	30,605	63,320	31,352	37,074
1990 Census Population	3,965	80,150	14,802	50,783	25,579	29,397
Growth 2000-2012	37.19%	9.73%	45.05%	5.38%	0.71%	2.66%
Growth 2012-2017	8.96%	2.87%	10.43%	2.00%	0.88%	1.95%
2012 Estimated Median Age	50.90	29.79	35.45	39.34	48.20	46.15
2012 Estimated Average Age	46.05	32.36	35.61	39.98	46.08	44.52
2012 Estimated Households	8,550	33,428	16,324	27,828	15,413	17,534
2017 Projected Households	9,253	34,380	17,941	28,514	15,636	18,005
2000 Census Households	6,045	30,341	10,605	25,223	14,877	16,103
1990 Census Households	1,640	25,740	4,818	19,215	11,955	12,135
Growth 2000-2012	41.44%	10.18%	53.94%	10.33%	3.60%	8.89%
Growth 2012-2017	8.23%	2.85%	9.90%	2.47%	1.44%	2.68%
2012 Est. Average Household Size	2.29	3.18	2.70	2.36	2.05	2.13
2012 Est. Median Household Income	\$67,743	\$32,151	\$65,194	\$51,799	\$63,807	\$56,932
2017 Prj. Median Household Income	\$68,543	\$32,614	\$66,302	\$52,472	\$64,526	\$57,517
2000 Cen. Median Household Income	\$60,693	\$28,473	\$56,584	\$46,521	\$56,351	\$50,975
1990 Cen. Median Household Income	\$41,945	\$20,787	\$40,520	\$34,078	\$40,538	\$37,872
2012 Est. Average Household Income	\$86,532	\$40,811	\$75,745	\$63,521	\$100,862	\$77,792
2012 Estimated Per Capita Income	\$37,545	\$12,835	\$28,367	\$26,991	\$49,106	\$36,439
2012 Estimated Housing Units	9,975	37,762	17,544	30,250	17,674	19,405
2012 Estimated Occupied Units	8,550	33,428	16,324	27,828	15,413	17,534
2012 Estimated Vacant Units	1,424	4,334	1,220	2,422	2,261	1,871
2012 Est. Owner Occupied Units	6,958	21,410	13,690	18,792	9,234	10,895
2012 Est. Renter Occupied Units	1,592	12,019	2,634	9,036	6,179	6,639
2012 Est. Median Housing Value	\$242,936	\$93,798	\$164,414	\$160,584	\$330,218	\$231,839
2012 Est. Average Housing Value	\$270,591	\$95,965	\$184,790	\$181,318	\$377,670	\$258,920

ORO VALLEY MARKETPLACE DEMOGRAPHIC COMPARISON 5-MILE

	OV Marketplace 5 mile radius	Tucson Spectrum 5 mile radius	AZ Pavillons 5 mile radius	Foothills Mall 5 mile radius	La Encantada 5 mile radius	Oracle @ Magee 5 mile radius
2012 Estimated Population	45,011	184,230	83,460	143,372	133,691	132,346
2017 Projected Population	48,525	190,604	89,222	146,848	135,573	135,756
2000 Census Population	34,278	162,010	66,598	135,400	130,302	123,965
1990 Census Population	12,832	135,138	39,291	102,980	114,499	91,250
Growth 2000-2012	31.31%	13.72%	25.32%	5.89%	2.60%	6.76%
Growth 2012-2017	7.81%	3.46%	6.90%	2.42%	1.41%	2.58%
2012 Estimated Median Age	48.49	30.66	36.33	39.16	39.78	40.42
2012 Estimated Average Age	44.42	33.00	36.74	39.80	40.86	40.62
2012 Estimated Households	19,143	59,563	32,365	60,638	62,916	57,031
2017 Projected Households	20,500	61,495	34,514	62,455	64,202	58,788
2000 Census Households	14,012	52,156	24,563	55,176	60,648	51,340
1990 Census Households	5,119	44,700	13,679	41,212	52,634	36,936
Growth 2000-2012	36.61%	14.20%	31.77%	9.90%	3.74%	11.08%
Growth 2012-2017	7.09%	3.24%	6.64%	3.00%	2.05%	3.08%
2012 Est. Average Household Size	2.35	3.02	2.57	2.34	2.10	2.31
2012 Est. Median Household Income	\$68,078	\$32,352	\$61,557	\$49,720	\$39,508	\$52,789
2017 Proj. Median Household Income	\$69,182	\$32,868	\$62,737	\$50,370	\$39,895	\$53,414
2000 Cen. Median Household Income	\$59,311	\$28,167	\$53,509	\$44,426	\$34,894	\$47,029
1990 Cen. Median Household Income	\$37,830	\$19,961	\$37,860	\$31,041	\$25,535	\$33,108
2012 Est. Average Household Income	\$86,277	\$41,165	\$72,961	\$65,292	\$63,348	\$71,312
2012 Estimated Per Capita Income	\$36,696	\$13,558	\$28,519	\$27,918	\$30,098	\$30,970
2012 Estimated Housing Units	21,909	67,122	35,050	66,849	71,632	63,007
2012 Estimated Occupied Units	19,143	59,563	32,365	60,638	62,916	57,031
2012 Estimated Vacant Units	2,766	7,559	2,684	6,211	8,716	5,976
2012 Est. Owner Occupied Units	15,631	36,858	25,332	40,898	30,819	37,895
2012 Est. Renter Occupied Units	3,512	22,704	7,034	19,740	32,097	19,135
2012 Est. Median Housing Value	\$239,891	\$97,961	\$166,282	\$162,400	\$204,944	\$181,248
2012 Est. Average Housing Value	\$264,390	\$107,915	\$187,010	\$188,847	\$232,099	\$218,057

NEW RETAIL DEVELOPMENT IN ORO VALLEY

Shops at
San Dorado

First Ave & Oracle Rd | Tucson, AZ MSA



TUCSON'S 2015 "WINS" BIG BOXES

 ± 100,000 SF BUILT-TO-SUIT	 ± 78,848 SF BUILT-TO-SUIT	 ± 62,392 SF	 ± 60,000 SF	 ± 56,100 SF BUILT-TO-SUIT	 ± 50,000 SF BUILT-TO-SUIT
 ± 48,000 SF	 ± 42,422 SF	WAL-MART NEIGHBORHOOD MARKET ± 41,000 SF BUILT-TO-SUIT	WAL-MART NEIGHBORHOOD MARKET ± 41,000 SF BUILT-TO-SUIT	WAL-MART NEIGHBORHOOD MARKET ± 40,541 SF BUILT-TO-SUIT	 ± 40,000 SF
 ± 27,000 SF	 ± 25,000 SF BUILT-TO-SUIT	 ± 25,000 SF	 ± 19,410 SF	 ± 19,125 SF	 ± 18,002 SF
 ± 17,000 SF	 ± 16,032 SF	 ± 16,000 SF BUILT-TO-SUIT	 ± 15,721 SF	 ± 13,750 SF	JERRI'S UNIFORMS ± 12,000 SF
 ± 10,963 SF	TOP 2015 RETAIL BOX TRANSACTIONS				

NEW RESTAURANTS



Humble Pie

Bisbee Breakfast Club



AMALOUR

Prep & Pastry



And more!



TUCSON HIGHLIGHTS

Ranking #1 Cleanest metropolitan area in the country for air quality
-The American Lung Association, 2011

#1 City to Buy a Home Right Now
-Forbes.com 2014

#1 Bicycle Friendly City in US
-Outside Magazine 2012

Phoenix & Tucson Lead National Economic Growth
-Brookings Institute Report, 2013

3rd Best City for Jobs
-Forbes.com 2013

"Top 20 Creative City"
-Daily Beast "20 Most Creative Cities", 2012

8th Best City for Commuters
-Forbes, 2010

"20 Best Towns of the Future"
-Sunset Magazine, 2010

"No.2 Medium Metro on its list of "Best Performing Metros"
-Research firm Hea-dlight, LLC, 2011

"The Solar City"
-Business Facilities, 2010

Tucson named 4th Best City for Public Transportation and Job Access
-The Brookings Institution, 2011

Tucson named 4th Best Market for Real Estate Investors
-Inman News, 2011

#2 among mid-size cities
-National Research Policy Council

Tucson named one of the Best Places to Retire by CNNMoney
-CNNMoney, 2011

Tucson picked Top 7 Housing Markets: Best Recovery Bets
-CNN, 2011

Tucson hosts two "Top 10 Best High Schools" nationally
-U.S. News and World Report "2012 Best High School Rankings, 2012 & 2013"

Tucson named #2 City to Find a Job
-CareerBliss, 2013

#7 Best Cycling Town in America
-USA TODAY 2014

Top Destination Pick for Business Meetings
-USA Today, 2015

Ranked # 3 Best Places to Raise Your Kids
-Blomberg Business Week, 2010

Tucson picked by Yahoo as one of the World's Most Underrated Cities
-Yahoo, 2011

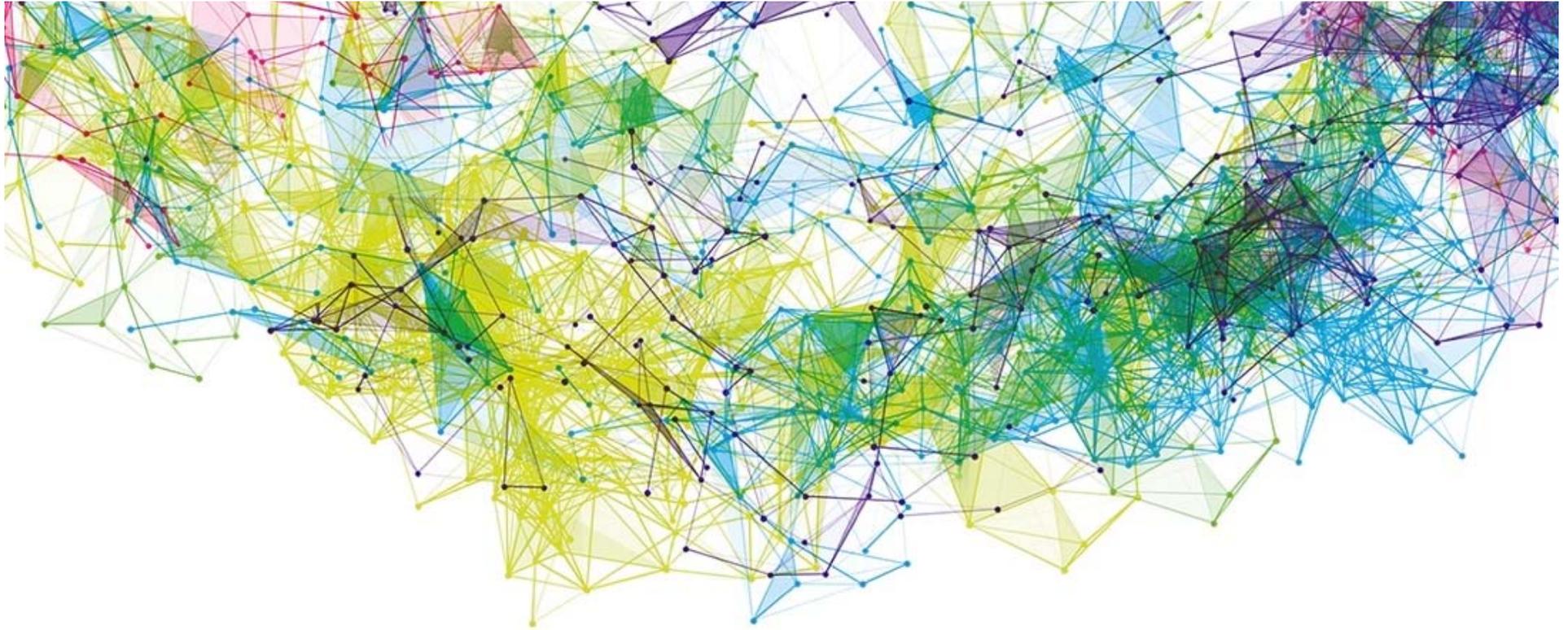
No. 6 on its list of the top 10 metro areas for aerospace/defense manufacturing
-Business Facilities, 2011

"One of America's Most Innovative Cities"
-Forbes, 2010

Arizona #1 in the nation for rate of entrepreneurial activity
-Kauffman Index of Entrepreneurial Activity, 2011

Tucson rated 3rd "most caring" city in US
-Movoto Real Estate, 2014

Tucson Ranked #4 Best City for Millennials
-Money, 2015



THANK YOU
FOR MORE INFORMATION, PLEASE CONTACT:

Nancy McClure
+520 323 5117
nancy.mcclure@cbre.com

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