



BESHEARS & ASSOCIATES
COMMERCIAL PROPERTY ANALYSTS

Retail Newsletter
(Under 50,000 SF)

July, 2006

Retail Market Overview (Under 50,000 SF)

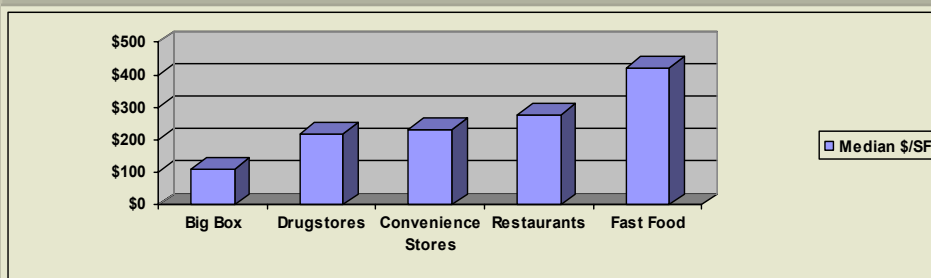
In the latest edition of our market overview, we are reporting retail sales (under 50,000 square feet) throughout the State of Florida. These sales have occurred between January 2006 to May 2006 and include restaurants, single and multi tenant properties. Specifically, we have tracked 35 restaurant sales. These sales range in price from \$136.20 to \$1,217.25 per square foot, with an average sale price of \$542.80 per square foot and a median price per square foot of \$389.18. The overall capitalization rates range from 6.70% to 7.30% with an average capitalization rate of 6.95% and a median capitalization rate of 6.90%. We tracked 29 single tenant retail sales. These sales range in price from \$71.35 to \$553.29 per square foot, with an average sale price of \$256.57 per square foot and a median price per square foot of \$228.59. The overall capitalization rates range from 5.20% to 7.90% with an average capitalization rate of 6.55% and a median capitalization rate of 6.50%. Lastly, we tracked 69 multi tenant retail sales. These sales range in price from \$55.81 to \$554.84 per square foot, with an average sale price of \$217.60 per square foot and a median price per square foot of \$182.52. The overall capitalization rates range from 4.10% to

11.22% with an average capitalization rate of 7.48% and a median capitalization rate of 7.25%.

The Single Tenant Net-Lease sector is currently dominating the retail sales. Demand for single tenant net lease properties has surged over the past year with dollar volume of transactions up nearly 40.00%, while the median price has climbed throughout the state 26.00% to 30.00%. Capitalization rates remain low throughout Florida ranging from 6.60% to 8.00%.

Purchases of a wide variety of restaurants accounted for much of the investments dollar with volume for this category up 39.00%, while the median price increased 51.00% to \$258 per square foot. Fast-food outlets experienced the most explosive growth, with sales volume more than doubling while the median price increased 72.00% to more than \$547 per square foot, as capitalization rates were driven down to 6.50%. Drugstores remained an investor favorite. Strong sales volume led to the median price increasing 12.00% to \$313 per square foot, driving capitalization rates down to 6.50%.

Investment Sales Trends By Tenant Type



Meet Mike Nelson

Mike Nelson has focused on retail properties since joining Beshears & Associates in July, 2002. Mike graduated from The Florida State University with double majors in Real Estate and Spanish with a minor in Finance. Mike is a State Certified General Appraiser, an associate member of the Appraisal Institute and is currently working towards his MAI designation. Mike grew up in southeast Florida and Alaska. Mike returns to Alaska each summer to enjoy fishing, hiking and river rafting.



About Our Firm

Beshears & Associates is a commercial real estate appraisal firm specializing in Commercial Property Valuation, Petroleum Valuation, Consulting, and Feasibility Studies. Our firm works throughout the State of Florida from our office on Florida's West Coast. Additionally, we produce a newsletter on the Apartment, Industrial, Office, Gas & Service Stations, and Retail markets. Visit our web site for previous newsletters. If you have questions or would like to be added to our mailing list, please visit our web site www.Beshears.net.

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UPCOMING ISSUES:

- August — Office (Under 20,000 SF)
- September— Retail (Over 50,000 SF)
- October— Apartments (Under 100 units)
- November— Gas & Service Stations
- December— Industrial

Restaurant Sales	City	Year Built	RSF	Sale Date	\$/RSF	Cap Rate
Taco Bell	Riverview	2000	2,184	May-2006	\$1,138.42	
Arby's	Bradenton	2003	3,398	Apr-2006	\$567.01	
Fast Food Restaurant	Largo	2002	2,441	Apr-2006	\$389.18	
Checkers	New Port Richey	2005	2,800	Apr-2006	\$535.71	
Fast Food Restaurant	Haines City	1985	2,952	Apr-2006	\$593.16	7.30%
Perkins	Orlando	1990	5,970	Apr-2006	\$362.23	6.75%
Arby's	Tampa	2004	3,419	Apr-2006	\$706.03	7.00%
Taco Bell	Naples	1994	2,312	Mar-2006	\$1,217.25	7.00%
KFC & Long John Silver	Venice	1988	2,818	Mar-2006	\$854.33	6.70%
Restaurant	Orlando	1970	9,545	Mar-2006	\$136.20	
Restaurant	Tampa	1997	7,877	Mar-2006	\$215.82	
Taco Bell	Bradenton	1985	1,882	Mar-2006	\$938.89	
Fast Food Restaurant	Plant City	1984	2,636	Mar-2006	\$303.49	
Hotties Restaurant	Altamonte Springs	2006	2,354	Mar-2006	\$297.37	
Restaurant	Lakeland	1985	6,200	Mar-2006	\$161.29	
Fast Food Restaurant	Orlando	1989	2,848	Mar-2006	\$238.76	
El Polo Loco Sports Pub	Orlando	1998	5,136	Mar-2006	\$360.20	
Golden Corral	Port Richey	1996	7,490	Mar-2006	\$317.76	
Golden Corral	Tampa	1996	11,347	Mar-2006	\$245.88	
Restaurant	Tampa	1996	7,716	Mar-2006	\$267.95	7.25%
Perkins	Orlando	1996	2,830	Mar-2006	\$858.37	
Fast Food Restaurant	Tampa	2001	3,449	Mar-2006	\$680.43	
Wendy's	Tampa	1999	3,440	Mar-2006	\$551.95	
Fast Food Restaurant	Tampa	1998	3,523	Mar-2006	\$554.78	
Restaurant	Venice	1974	4,851	Mar-2006	\$206.14	
Fast Food Restaurant	Venice	1988	2,638	Feb-2006	\$912.62	
Taco Bell	Boynton Beach	1985	2,148	Feb-2006	\$1,122.35	6.80%
4th Street Grill	St. Petersburg	1949	3,360	Feb-2006	\$297.62	
Restaurant	Sarasota	1976	8,392	Jan-2006	\$697.09	
Restaurant	St. Petersburg	1915	7,320	Jan-2006	\$341.53	
Buca Di Peppo	Brandon	2002	8,108	Jan-2006	\$345.34	
Hops Restaurant	Bradenton	1985	5,839	Jan-2006	\$342.52	
Shoney's Restaurant	Orlando	1986	5,013	Jan-2006	\$322.16	
Hooters Restaurant	Orlando	2001	4,148	Jan-2006	\$741.32	
Taco Bell	Stuart	1994	2,257	Jan-2006	\$1,176.68	6.80%
Minimum		1915	1,882		\$136.20	6.70%
Maximum		2006	11,347		\$1,217.25	7.30%
Average		1989	4,590		\$542.80	6.95%
Median		1994	3,440		\$389.18	6.90%

Single Tenant Retail Sales	City	Year Built	RSF	Sale Date	\$/RSF	Cap Rate
Walgreens	Orlando	1995	15,942	May-2006	\$449.85	
CVS	Lakeland	1976	12,738	Mar-2006	\$298.93	7.50%
CVS	Jupiter	2003	12,290	Mar-2006	\$553.29	6.10%
Jack's Suniland Center	Miami	1967	15,000	Mar-2006	\$298.33	
Topps Supermarket	Treasure Island	1969	17,762	Mar-2006	\$247.72	
Winn-Dixie	Ft. Lauderdale	1957	40,000	Mar-2006	\$125.00	
Preferred Stock Furniture	Boca Raton	1979	36,410	Mar-2006	\$97.22	
Heathrow Racquet Club	Heathrow	1986	8,321	Mar-2006	\$448.26	
CVS	Orlando	2005	13,640	Mar-2006	\$340.14	
Gateway Building	Sarasota	1977	5,600	Feb-2006	\$142.86	
Islander Ventures Building	Venice	1986	3,953	Feb-2006	\$194.79	
Mattress City	Casselberry	1996	8,073	Feb-2006	\$214.29	
CVS	Boca Raton	1997	11,300	Feb-2006	\$398.23	5.20%
CVS	Jupiter	1999	12,114	Feb-2006	\$489.95	
Value Mart	Ft. Lauderdale	1959	35,842	Feb-2006	\$103.23	7.90%
Ceramic Matrix	Miami	1926	7,904	Feb-2006	\$316.29	
Bears Furniture	Pinecrest	1960	32,096	Feb-2006	\$194.73	
Norris Furniture	Naples	1999	45,832	Feb-2006	\$253.59	
Appliance Gallery	Largo	1972	16,420	Jan-2006	\$130.94	
Spec's Music	St. Petersburg	1980	10,234	Jan-2006	\$185.66	6.00%
Medicor Building	Tampa	1987	7,800	Jan-2006	\$120.51	
Vacant Eckerd	Bradenton	1999	13,106	Jan-2006	\$198.38	
Winn-Dixie	Jacksonville	1988	47,651	Jan-2006	\$71.35	
CVS	Okeechobee	2001	13,050	Jan-2006	\$480.46	6.50%
Best Buy	Ft. Lauderdale	2002	30,383	Jan-2006	\$345.59	6.50%
Winn-Dixie	Maitland	1964	17,936	Jan-2006	\$228.59	
Home Elegance	Miramar	1972	34,650	Jan-2006	\$75.04	
Eckerd	Miramar	2000	12,012	Jan-2006	\$274.72	
The Christmas Place	Hialeah	2000	23,000	Jan-2006	\$162.47	
Minimum		1926	3,953		\$71.35	5.20%
Maximum		2005	47,651		\$553.29	7.90%
Average		1983	19,347		\$256.57	6.55%
Median		1986	13,640		\$228.59	6.50%

Multi Tenant Retail Sales	City	Year Built	RSF	Sale Date	\$/RSF	Cap Rate
Oak Ridge Center	Orlando	1979	29,442	May-2006	\$142.65	
Caribbean Village	Kissimmee	1987	20,820	Apr-2006	\$182.52	8.04%
Buccaneer Plaza	Pinellas Park	1982	21,636	Apr-2006	\$99.37	7.25%
Alafaya Village	Orlando	1988	38,124	Apr-2006	\$174.17	8.25%
Perry Shopping Center	Perry	1999	14,900	Apr-2006	\$147.00	
Fashion Square	Orange Park	2005	36,767	Apr-2006	\$80.48	
Colonial Square Center	Ft. Myers	1980	38,210	Mar-2006	\$105.47	
Shoppes at Lakeland	Lakeland	2005	8,250	Mar-2006	\$416.97	7.00%
Palm Harbor Plaza	Palm Harbor	1986	43,000	Mar-2006	\$97.67	
Pembroke Center	Pembroke Pines	2000	10,168	Mar-2006	\$297.50	
West Central Center	St. Petersburg	1970	15,724	Mar-2006	\$158.99	
Landings	Altamonte Springs	1988	36,348	Mar-2006	\$165.07	
Gulf Boulevard Center	Treasure Island	1964	17,243	Mar-2006	\$318.97	
Gulf Breeze Crossing	Gulf Breeze	1961	31,370	Mar-2006	\$234.30	
4th Street Center	St. Petersburg	1948	3,151	Mar-2006	\$352.27	
Unnamed Retail	Tampa	1980	9,520	Mar-2006	\$126.05	
Park Street Center	St. Petersburg	1977	13,720	Mar-2006	\$71.06	
Altamonte Center	Altamonte Springs	1988	49,600	Mar-2006	\$120.97	
Unnamed Retail	Orlando	1979	4,972	Mar-2006	\$110.02	
Syed Plaza	Orlando	2001	8,750	Mar-2006	\$171.43	8.10%
Palm Harbor Plaza	Palm Harbor	1986	42,850	Mar-2006	\$98.02	11.22%
Unnamed Strip Center	Apollo Beach	2004	12,895	Mar-2006	\$242.73	
Unnamed Retail	Osprey	1979	2,400	Mar-2006	\$304.81	
Unnamed Retail	Lakeland	1991	17,200	Mar-2006	\$55.81	
Unnamed Retail	Clearwater	1976	14,000	Mar-2006	\$75.00	
East Bay Drive Retail	Largo	2004	4,770	Feb-2006	\$427.04	
Art Village	St. Petersburg	1964	4,754	Feb-2006	\$262.52	
Strip Center	Tampa	2005	11,538	Feb-2006	\$294.68	
Unnamed Retail	Orlando	1992	2,308	Feb-2006	\$298.96	
Nolan Center	Orlando	1925	3,552	Feb-2006	\$394.14	
Building Two	Orlando	1955	6,551	Feb-2006	\$269.42	
Unnamed Retail	Sarasota	1965	9,225	Feb-2006	\$104.07	
Anderson Road Plaza	Tampa	2005	11,538	Feb-2006	\$294.67	
Pavilion	Tampa	1988	28,000	Feb-2006	\$203.57	
Palm Harbor Shops	Palm Harbor	1989	42,738	Feb-2006	\$77.21	
14015 US 19	Clearwater	2005	12,879	Feb-2006	\$353.28	
Hanley Road Shopping Center	Tampa	1980	31,436	Feb-2006	\$89.07	
Altamonte Promenade	Altamonte Springs	1986	22,090	Feb-2006	\$196.92	7.20%
DR Bradenton	Bradenton	1985	20,084	Feb-2006	\$100.83	7.60%
International Drive Center	Orlando	1984	36,000	Feb-2006	\$143.05	9.00%
Hollywood Plaza	Orlando	2004	9,450	Feb-2006	\$283.59	6.50%
Village Plaza	Boca Raton	2005	35,388	Feb-2006	\$459.19	
2471-2511 32nd Avenue	Miami	1950	12,468	Feb-2006	\$204.62	
412-416 Clematis	West Palm Beach	1960	9,181	Feb-2006	\$304.97	
Lakeside Square	Boca Raton	1997	40,152	Feb-2006	\$158.55	
137 SE 1st Avenue	Delray Beach	1970	10,066	Feb-2006	\$329.82	
100 Livingston	Orlando	1937	36,960	Feb-2006	\$290.85	
3909 Bee Ridge	Sarasota	1956	20,039	Feb-2006	\$164.68	
Former Winn-Dixie	Oviedo	2000	47,192	Feb-2006	\$105.95	
Unnamed Retail	Tarpon Springs	2000	6,448	Jan-2006	\$356.70	5.90%
Kennedy Boulevard Retail	Tampa	1967	3,825	Jan-2006	\$202.61	
Lockhart Center	Orlando	1961	6,036	Jan-2006	\$92.78	
New York Avenue Retail	Winter Park	1948	23,222	Jan-2006	\$344.66	7.00%
Green Key Plaza	New Port Richey	1980	35,000	Jan-2006	\$75.71	7.90%
Millennium Center	Jacksonville	2000	35,200	Jan-2006	\$110.79	7.20%
Brickell Marketplace	Miami	1997	15,322	Jan-2006	\$398.12	4.10%
Proples Plaza West	Winter Garden	1973	39,288	Jan-2006	\$106.90	
Royal Plaza	Maitland	1959	18,274	Jan-2006	\$224.36	
441 Park Avenue	Boca Grande	1948	6,579	Jan-2006	\$379.99	
Home Elegance	Miramar	1972	34,650	Jan-2006	\$75.04	
Fountain Parkway Retail	St. Petersburg	2005	5,443	Jan-2006	\$554.84	
University Drive Retail	Coral Springs	1980	25,223	Jan-2006	\$170.48	
Pelican Place	Naples	1995	30,303	Jan-2006	\$231.00	
Crawfordville Center	Crawfordville	1996	19,450	Jan-2006	\$156.81	
Congress Avenue Retail	Boca Raton	1981	20,000	Jan-2006	\$155.00	
South Town Center	Tampa	2005	47,751	Jan-2006	\$394.27	
Sample Road Retail	Coral Springs	1985	6,600	Jan-2006	\$166.66	
Banderos Plaza	Lady Lake	2000	12,886	Jan-2006	\$305.76	
SW 8th Street	Miami	1997	32,737	Jan-2006	\$351.28	
Minimum		1925	2,308		\$50.00	4.10%
Maximum		2005	49,600		\$554.84	11.22%
Average		1982	21,052		\$215.21	7.48%
Median		1985	17,759		\$178.35	7.25%

2005 Retail Sales (Under 50,000 SF)

Additionally, in the latest edition of our market overview, we are reporting 2005 retail sales (under 50,000 square feet) throughout the State of Florida. We have separated these sales into three categories namely restaurant sales, single tenant sales and multi tenant sales. Specifically, we tracked 174 restaurant sales. These sales range in price from \$63.89 to \$2,968.24 per square foot, with an average sale price of \$376.41 per square foot and a median price per square foot of \$287.25. The overall capitalization rates range from 6.10% to 8.00% with an average capitalization rate of 6.91% and a median capitalization rate of 7.10%.

We were able to verify 245 single tenant retail sales. These sales range in price from \$33.50 to \$1,023.33 per

square foot, with an average sale price of \$249.76 per square foot and a median price per square foot of \$220.00. The overall capitalization rates range from 5.60% to 8.50% with an average capitalization rate of 6.81% and a median capitalization rate of 6.70%.

Finally we located 275 multi tenant retail sales. These sales range in price from \$33.33 to \$725.74 per square foot, with an average sale price of \$190.63 per square foot and a median price per square foot of \$156.00. The overall capitalization rates range from 5.30% to 10.60% with an average capitalization rate of 7.28% and a median capitalization rate of 7.10%.

2005 Restaurant Sales				
	Year Built	Size (SF)	Price/SF	Cap Rate
Minimum	1904	495	\$63.89	6.10%
Maximum	2005	18,912	\$2,968.24	8.00%
Average	1982	5,877	\$376.41	6.91%
Median	1986	5,159	\$287.25	7.10%

2005 Single Tenant Retail Sales				
	Year Built	Size (SF)	Price/SF	Cap Rate
Minimum	1910	1,091	\$33.50	5.60%
Maximum	2006	49,999	\$1,023.33	8.50%
Average	1979	11,151	\$249.76	6.81%
Median	1985	10,564	\$220.00	6.70%

2005 Multi Tenant Retail Sales				
	Year Built	Size (SF)	Price/SF	Cap Rate
Minimum	1910	1,990	\$33.33	5.30%
Maximum	2006	49,563	\$725.74	10.60%
Average	1980	20,330	\$190.63	7.28%
Median	1985	17,928	\$156.00	7.10%

The above information has been obtained from sources believed reliable. While we do not doubt its accuracy, we have not verified it and make no guarantee or representation about it. It is your responsibility to independently confirm its accuracy and completeness before relying on this information.

Source: Marcus & Millichap, Retail Research Report; The Boulder Group, Net Lease Market Report; PriceWaterhouseCoopers, Korpacz Real Estate Investor Survey; Costar; Mike Nelson, Beshears & Associates 813-254-2885 x 201.