



2021 FORT WAYNE, INDIANA RETAIL MARKET REPORT

PREPARED WITH THE ASSISTANCE OF

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<https://youtu.be/wx4VzzHgGU0>

READ THIS YEAR'S MARKET REPORT NARRATIVE

<https://bit.ly/3y53lxp>

FOR MORE INFORMATION PLEASE CONTACT

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Glenbrook Square, Coldwater Rd.

2020 REVIEW

- Despite forecasts to the contrary, there was positive market absorption and a decrease in market vacancy
- Fort Wayne proved to be more resilient and less negatively impacted by COVID than other markets nationally
- Government bailouts softened the impact of COVID; restaurant and retail closures were fewer than anticipated
- Brookfield, the owner of Glenbrook Square, forfeited ownership and loans were transferred to a special servicer
- Kelley Automotive's transition to a new campus resulted in the market availability of seven buildings
- Construction is underway at both Electric Works and The Riverfront at Promenade Park

2021 FORECAST

- The post-COVID economy will have a positive impact on the Fort Wayne retail market
- E-commerce trends will continue and accelerate, putting increased pressure on landlords to structure more competitive leases in an attempt to attract brick and mortar retail
- Labor shortages will continue to limit retail growth
- Restaurants and retailers will continue to adapt to a post-COVID economy by using carry out, curbside and delivery services
- Despite the financial challenges facing the owner of Glenbrook Square, the area remains the dominant retail draw for northeast Indiana

MARKET INDICATORS (000)	2020 REPORT	2020 REVIEW	2021 REPORT	2021 FORECAST
Total Inventory	13,981 SF	▲	14,029 SF	▲
Vacancy SF	1,825 SF	▼	1,735 SF	▼
Vacancy %	13.10%	▼	12.40%	▼
New Construction	265 SF	▼	101 SF	▲
Absorption	-125 SF	▲	138 SF	▲

*All statistics are May 2020 to May 2021

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TOTAL MARKET INVENTORY STATISTICS

Total Inventory – 5/14/2020	13,980,986 SF
Vacant Space – 5/14/2020	1,825,479 SF
Occupied Space – 5/14/2020	12,155,507 SF
Constructed (1)	101,097 SF
Adjustments (2)	-52,995 SF
Total Inventory – 5/13/2021	14,029,088 SF
Vacant Space – 5/13/2021	1,735,020 SF
Vacancy Rate – 5/13/2021	12.4%
Occupied Space – 5/13/2021	12,294,068 SF
Net Absorption	138,000 SF

(1) New construction in the Northeast consisted of: 3,900 SF building addition at Grote Automotive on Coliseum Blvd.; 6,000 SF ProFed Federal Credit Union and 1,930 SF Partners 1st Federal Credit Union, both on Tonkel Rd.

New construction in the Northwest consisted of an 8,900 SF McMahon's Best-One Tire & Auto Care on W. Coliseum Blvd.

New Construction in the Southwest consisted of a 27,729 SF Jaguar Land Rover Dealership and a 17,660 SF Cadillac Dealership both on Grand National Dr.; 13,927 SF building addition at John Klopfenstein Furniture and Flooring on Magnavox Way; 11,400 SF Quintana Plaza on W. Jefferson Blvd.; 5,051 SF Midwest America Federal Credit Union and 4,600 SF Indiana Physical Therapy, both on Illinois Rd.

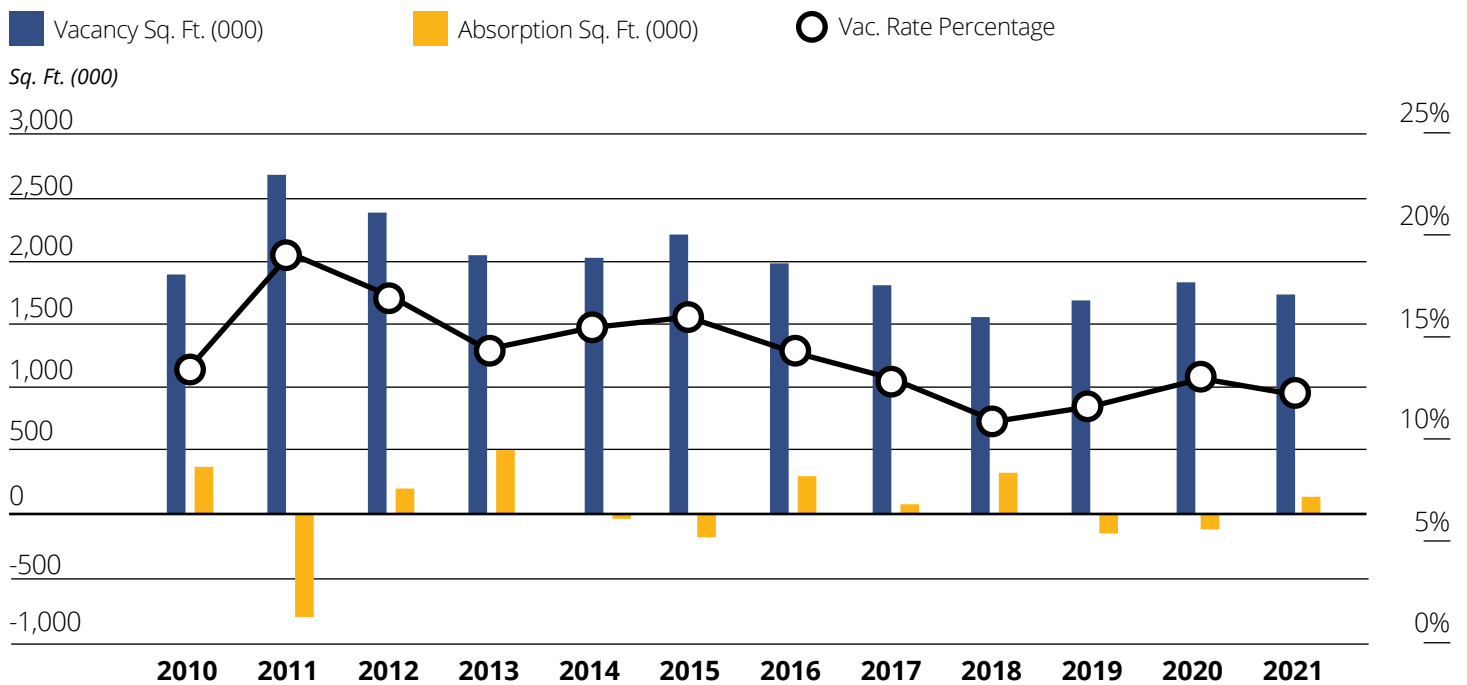
(2) Northeast – 42,636 SF Associated Builders and Contractors at 4201 Parnell Ave. was converted to office; 10,359 SF Golden Corral at 10510 Maysville Rd. was demolished.



Union Street Market Food Hall at Electric Works

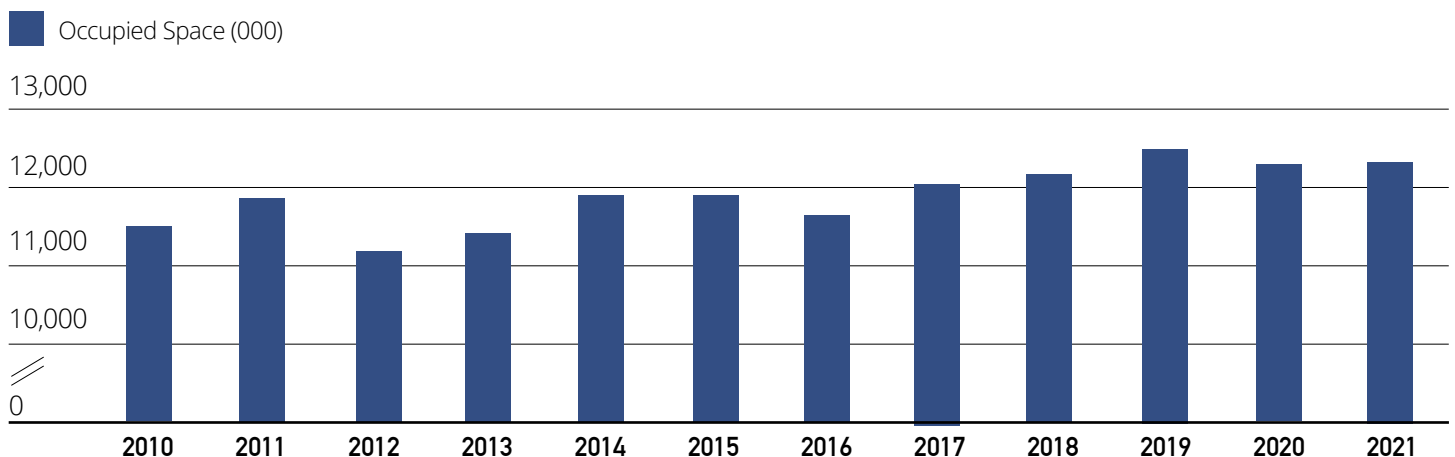
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MARKET VACANCY AND ABSORPTION, 2010-2021



Year	Vacancy SF (000)	Absorption SF (000)	Vac. Rate Percentage	Year	Vacancy SF (000)	Absorption SF (000)	Vac. Rate Percentage
2010	1,895	376	13.70%	2016	1,978	304	14.10%
2011	2,692	-797	19.50%	2017	1,798	83	12.90%
2012	2,383	209	17.20%	2018	1,561	324	11.10%
2013	2,051	505	14.70%	2019	1,682	-166	12.00%
2014	2,015	-5	14.50%	2020	1,825	-125	13.10%
2015	2,210	-195	15.80%	2021	1,735	138	12.40%

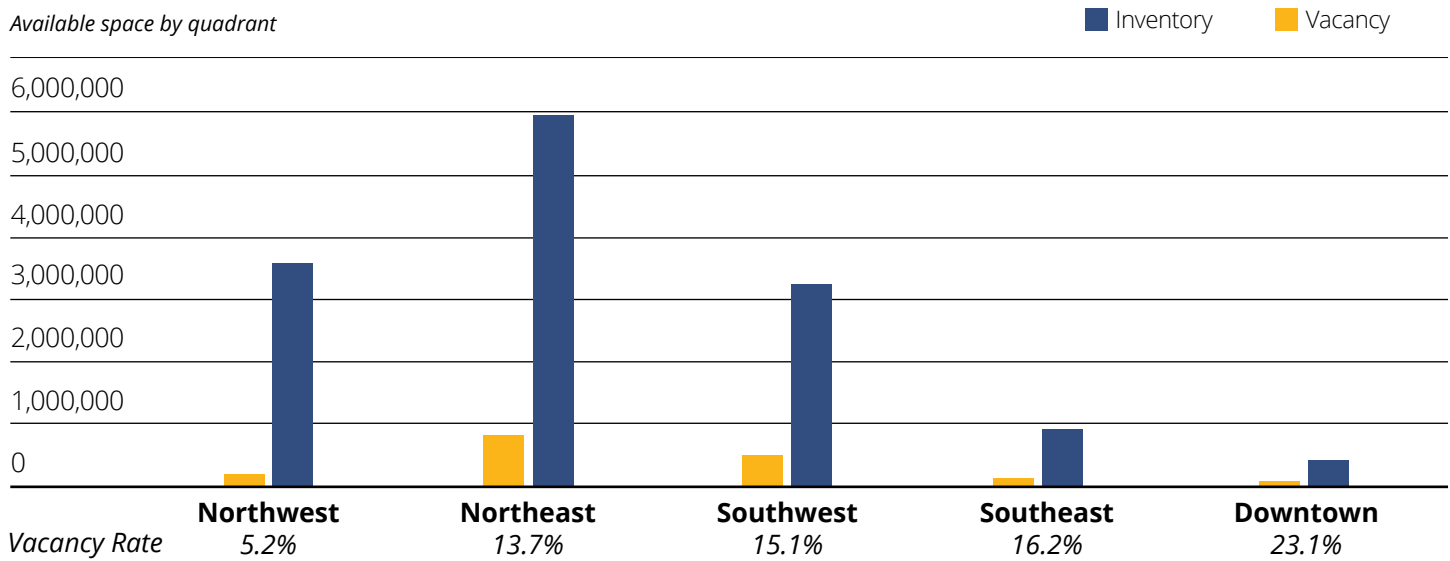
OCCUPIED RETAIL SPACE, 2010 – 2021



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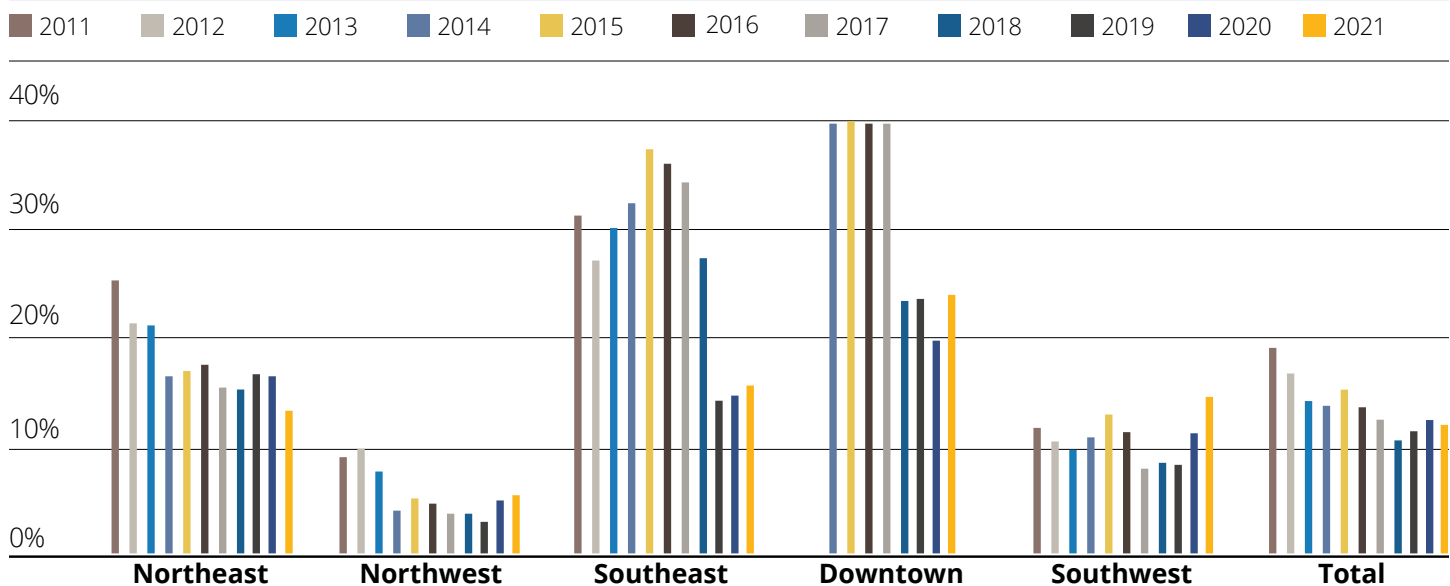
RETAIL MARKET BY QUADRANT

Available space by quadrant



	2021 Retail Total Sq. Ft.	2021 Retail Vacant Sq. Ft.	2021 Retail Vacancy	2020 Retail Vacant Sq. Ft.	2020 Retail Vacancy	Change 2020-2021
Northwest	3,498,392	182,263	5.2%	180,604	5.2%	No change
Northeast	5,949,561	817,083	13.7%	1,043,722	17.4%	-3.70%
Southwest	3,257,175	492,668	15.1%	373,858	11.8%	3.30%
Southeast	909,604	147,404	16.2%	140,853	15.5%	.70%
Downtown	414,356	95,602	23.1%	86,442	20.9%	2.20%
Total	14,029,088	1,735,020	12.4%	1,825,479	13.1%	-.70%

RETAIL VACANCY PERCENTAGE BY QUADRANT



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MARKET PRICING BASED ON AVAILABILITY

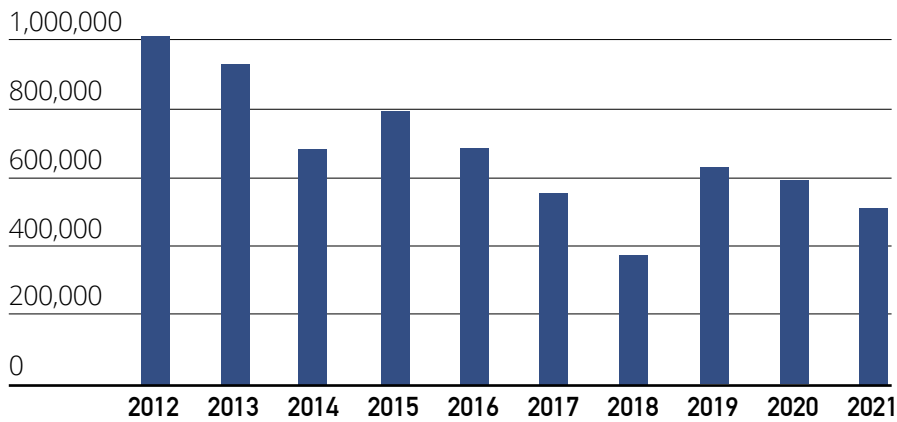
Type of Center	Size (Sq. Ft.)	# Available Spaces	Rental Rate Range Per SF Per Year (NNN)
Strip/Convenience <30,000 Sq. Ft.	1,000-2,500	64	\$5.00 - \$25.00
	2,500-5,000	17	\$7.50 - \$22.00
	5,000-20,000	13	\$4.50 - \$22.00
	20,000+	0	\$5.50
	Build to Suit	0	\$22.00 - \$45.00
Neighborhood Center, Avg. 71,000 Sq. Ft.	1,000-2,500	51	\$8.00 - \$17.50
	2,500-5,000	24	\$7.00 - \$15.50
	5,000-20,000	18	\$5.00 - \$14.00
	20,000+	2	\$10.00- \$12.50
Community Center, Avg. 197,000 Sq. Ft.	1,000-2,500	27	\$6.00 - \$16.00
	2,500-5,000	16	\$6.00 - \$14.50
	5,000-20,000	13	\$6.00 - \$12.00
	20,000+	4	\$10.00
Regional Mall Enclosed: Glenbrook Square	1,000-2,500	9	Withheld
	2,500-5,000	4	Withheld
	5,000-20,000	2	Withheld
	20,000+	1	Withheld
Lifestyle Center, Outside: Jefferson Pointe	1,000-2,500	3	Withheld
	2,500-5,000	6	Withheld
	5,000-20,000	5	Withheld
	20,000+	0	Withheld
Stand Alone		53	\$5.50 - \$25.00
Downtown/Urban Development	1,000-2,500	13	\$15.00 - \$20.00
	2,500-5,000	7	\$12.00 - \$24.00
	5,000-20,000	2	\$14.00 - \$24.00
	20,000+	0	-

In our market, triple net (NNN) means the tenant is responsible for all operating costs such as real estate taxes, building insurance and common area maintenance. The landlord is typically responsible for roof and structure.

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BIG BOX VACANCY BY YEAR, SPACES OVER 20,000 SQ. FT.

Square Footage (000)



Year	# of Spaces	Sq. Ft. (000)
2012	18	992
2013	15	919
2014	12	671
2015	14	779
2016	12	676
2017	10	548
2018	9	372
2019	11	623
2020	14	585
2021	13	513

VACANT BIG BOX LOCATIONS

Name	Address	Quadrant	Square Footage
Carson's	Glenbrook	NE	122,000
Tom Kelley Buick GMC	Ave. of Autos	SW	47,852
Art Van	Coliseum Blvd.	NE	45,982
Stein Mart	W Jefferson Blvd.	SW	38,608
Earth Fare	Dupont Rd.	NE	38,000
Chapel Ridge - Marshalls	Maysville Rd.	NE	36,192
Gander Mountain	Lima Rd.	NW	31,080
Westwood Lanes	W. Jefferson Blvd.	DT	30,000
Kelley Automotive	Ave. of Autos	SW	28,375
Tom Kelley Cadillac	Ave. of Autos	SW	26,578
Pine Valley Shopping Center	Coldwater Rd.	NE	24,000
Tom Kelley Volvo	Ave. of Autos	SW	22,430
Chapel Ridge - Office Depot	Maysville Rd.	NE	21,491
TOTAL			512,588



Hobby Lobby Construction at Orchard Crossing

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Kelley Auto Mall, I-69 and Illinois Road

RETAIL TRANSACTIONS, JUNE 2020 – MAY 2021

<i>Tenant/Development</i>	<i>Type</i>	<i>Location</i>	<i>Quadrant</i>	<i>Sq. Ft.</i>
Entertainment Center	Sale	Maplecrest Shops	NE	66,000
Hobby Lobby	Lease	Orchard Crossing	SW	50,400
Steinmart	Closed	Village at Time Corners	SW	38,608
Peter Franklin Development	Proposed	W. Jefferson Blvd.	SW	38,000
Midwest Shooting Center	Sale	Coldwater Rd.	NE	31,100
Dave & Buster's	Construction Paused	Shoppes at Glenbrook	NE	30,041
Jaguar Land Rover	New Construction	Grand National Dr.	SW	27,729
MVP Lanes	Sale	Lake Ave.	NE	25,740
HomeGoods	Construction Paused	Shoppes at Glenbrook	NE	22,485

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RETAIL TRANSACTIONS, JUNE 2020 – MAY 2021

<i>Tenant/Development</i>	<i>Type</i>	<i>Location</i>	<i>Quadrant</i>	<i>Sq. Ft.</i>
Piere's	Reopened	Marketplace of Canterbury	NE	21,220
Cadillac Auto Sales	New Construction	Grand National Dr.	SW	17,660
Fujiyama Supreme Grill and Seafood Buffet	Closed	Glenbrook Plaza	NE	15,898
Trader Joe's	Lease	Jefferson Pointe	SW	14,000
Klopfenstein Furniture	Building Addition	Magnavox Way	SW	13,927
The Club Room/Crescendo Coffee and More	Expansion/Renovation	Quimby Village	SW	13,205
Columbia Street West	Sold	W. Columbia St.	DT	12,050
Quintana Plaza	New Construction	W. Jefferson Blvd.	SW	11,400
Dollar Tree	Lease	Glenbrook Commons	NE	10,000
Goodwill Industries of Northeast Indiana	Lease Expansion	Glenbrook Commons	NE	9,965
InRush Bicycles	Sale	Hazelwood Plaza	NE	9,000
McMahon's Best-One Tire & Auto Care	New Construction	W. Coliseum Blvd.	NW	8,900
Five Below	Construction Paused	Shoppes at Glenbrook	NE	8,406
Star Bank/Dairy Queen	Sale	N. Coliseum Blvd.	NE	8,147
Dollar Tree	Lease	Leo Crossing	NE	8,040
Children's Autism Center	Lease Expansion	Washington Square	NE	8,000
Auto Zone	Sale	Magnavox Way	SW	7,539
Charming Charlie	Lease	Jefferson Pointe	SW	6,720
Summit Grill	Redeveloped	Covington Rd.	SW	6,670
TGI Fridays	Closed	Glenbrook Square	NE	6,611
Family Video	Closed	E. State Blvd, Goshen Rd.	NE, NW	6,500
A Top Notch Diner	Lease	6800 Bluffton Rd.	SW	6,015
ProFed Credit Union	New Construction	Tonkel Rd.	NE	6,000
New York & Company	Closed	Glenbrook Square	NE	5,988
Ruby Tuesday	Closed	Coliseum Blvd.	NE	5,600
Salsa Grille	Lease	Covington Plaza	SW	5,440
goodMRKT	Lease	Jefferson Pointe	SW	5,426
Goodwill Industries of Northeast Indiana	Lease Expansion	Glenbrook Commons	NE	5,397
Midwest American Credit Union	New Construction	Illinois Rd.	SW	5,051

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RETAIL TRANSACTIONS, JUNE 2020 – MAY 2021

<i>Tenant/Development</i>	<i>Type</i>	<i>Location</i>	<i>Quadrant</i>	<i>Sq. Ft.</i>
Christoper & Banks	Closed	Orchard Crossing & Glenbrook Square	SW, NE	5,011
Tanning Haven	Lease	Riveria Plaza	NE	5,010
The Tube	New Construction	Lima Rd.	NE	4,878
Lucille's BBQ	Lease	Maplecrest Shops	NE	4,800
Indiana Physical Therapy	New Construction	Illinois Rd.	SW	4,600
WoodHouse Massage School	Lease	Covington Plaza	SW	4,541
Heat Fitness Lab	Lease	Foster Park Plaza	SW	4,036
Peak Fitness & MMA	Lease	Riveria Plaza	NE	4,000
McDonald's	Land Lease	Dupont & Tonkel	NE	4,000
Army National Guard	Lease	Covington Plaza	SW	3,926
Grote Automotive	Building Addition	Coliseum Blvd.	NE	3,900
Salvatori's	Lease	W. Washington Center Rd.	NE	3,883
Waynedale Bakery	Sale	Lower Huntington Rd.	SW	3,779
M. Vince' Nail Spa	Lease	Jefferson Pointe	SW	3,625
Tony Choi Investment Management	Sale	Chapel Ridge	NE	3,616
PNC Bank	Closed	S. Anthony Blvd.	SE	3,424
iCRYO	Lease	Corner Shoppes	NE	2,873
Jetset Babies	Lease	Jefferson Pointe	SW	2,500
OneMain Financial	Lease	Shoppes of Scott Rd.	SW	2,420
Don Taco	Lease	Shoppes at Ice Way	NW	2,400
Birdie's Rooftop	Proposed	Bradley Hotel	DT	2,400
GNC	Lease	Covington Plaza	SW	2,160
Arbor Restaurant	Proposed	Bradley Hotel	DT	2,100
Southwest Dental Center	Lease	Eagle Point	SW	2,097
Partners 1st Credit Union	New Construction	Tonkel Rd.	NE	1,930
Five Lakes Coffee	Sale	Lima Rd.	NW	1,800
Don Taco	Lease	Crescent Ave.	NE	1,800
Clothes Minded Boutique	Lease	Covington Plaza	SW	1,788
IU Health	Lease	Southgate Plaza	SE	1,700

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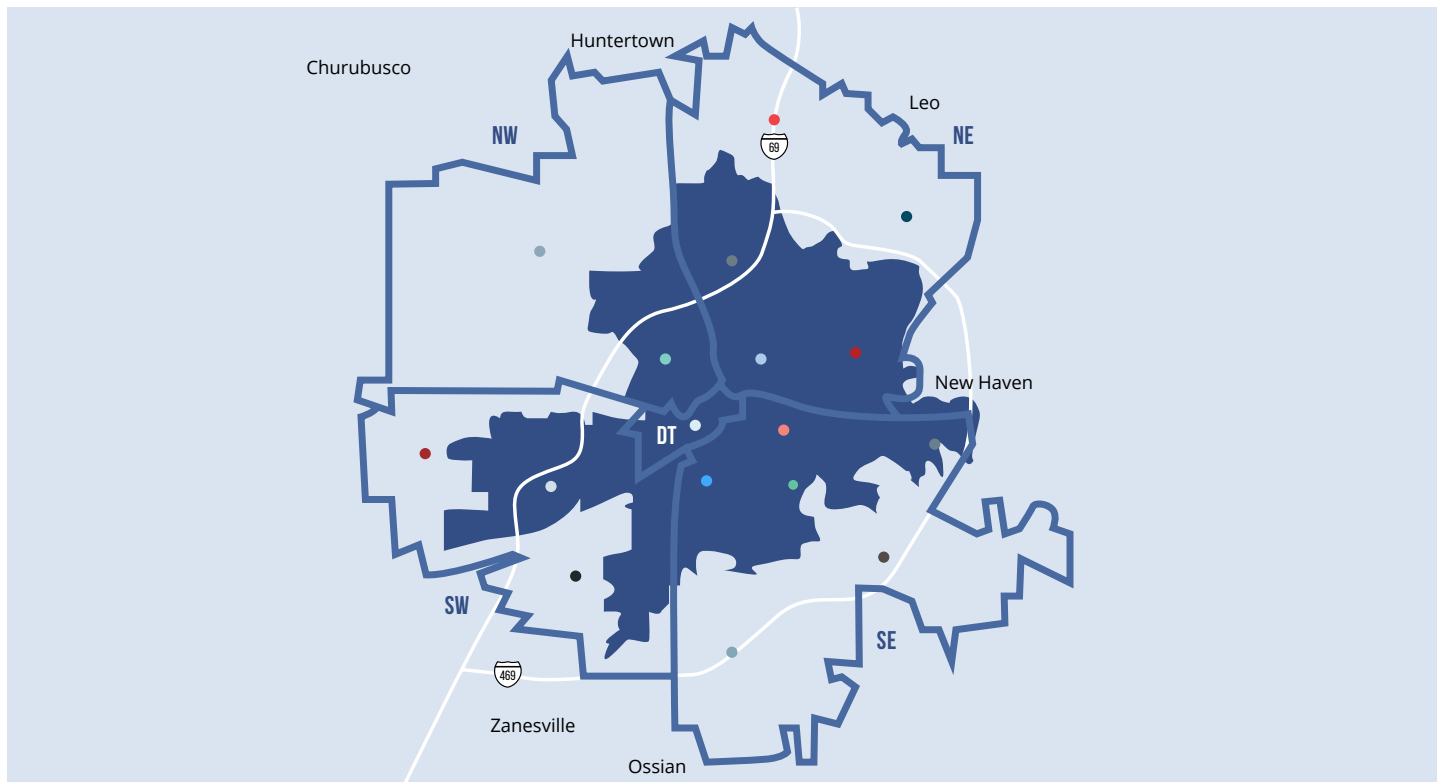
RETAIL TRANSACTIONS, JUNE 2020 – MAY 2021

<i>Tenant/Development</i>	<i>Type</i>	<i>Location</i>	<i>Quadrant</i>	<i>Sq. Ft.</i>
Pure Barre	Lease	Orchard Crossing	SW	1,622
Medicine Chest Southwest	Lease	Shorewood Shops	SW	1,600
Elite Energy	Lease	Shorewood Shops	SW	1,600
Chic	Lease	Shorewood Shops	SW	1,600
Premier Martial Arts	Lease	Shorewood Shops	SW	1,600
MDM Stoneworks	Lease	Coldwater Rd.	NE	1,512
Fast Signs	Lease	Quintana Plaza	SW	1,508
Solar Tan	Lease	Chapel Ridge Strip	NE	1,500
Premier Martial Arts	Lease	Chapel Ridge Strip	NE	1,500
Smoke Times	Lease	Chapel Ridge Strip	NE	1,500
Elegant Nails	Lease	Chapel Ridge Strip	NE	1,500
Big Apple Pizza	Relocated	W. Wayne Street	DT	1,500
YogaSix	Lease	Jefferson Pointe	SW	1,500
Kilwins	Proposed	Bradley Hotel	DT	1,500
See Me On Main	Proposed	Bradley Hotel	DT	1,260
Freddy's Frozen Custard	Proposed	Diebold Rd./Dupont Rd.	NE	1,200
Conjure Coffee	Sale	W. Jefferson Blvd.	SW	1,200
Dairy Queen	Proposed	N. Anthony	NE	1,000



The Bradley Boutique Hotel on Main Street

2021 FORT WAYNE, INDIANA RETAIL MARKET REPORT



MARKET SURVEY AREAS

NW Area Includes Zip Codes: 46808, 46818

NE Area Includes Zip Codes: 46805, 46815, 46825, 46835, 46845

SW Area Includes Zip Codes: 46804, 46809, 46814

SE Area Includes Zip Codes: 46774, 46803, 46806, 46807, 46816, 46819

Downtown Area Includes Zip Codes: 46802

METHODOLOGY

The Zacher Company Retail Market Report is a compilation of data from many sources. The total amount of square footage in the marketplace area was originally gleaned from reports prepared by various industry resources. It is reviewed annually and adjusted due to circumstances in the market, such as new construction, re-positioning of existing buildings to another type of use and demolition. It includes retail buildings only and does not include flex space or space that was formerly retail and converted to an alternative use. The vacancy square footage is compiled from a combination of online data from multiple major listing services, brokers' information from their websites and their mailings and The Zacher Company's knowledge. New construction is added to the inventory when above-ground construction has commenced, during the reporting period. Retail vacant spaces are added to available inventory at the time of the announced closing. Retail spaces are taken out of inventory if a signed lease has been announced by May 1st. Available space also includes retail spaces available for sub-lease. The brokers in our office are involved in the creation of this report to provide the most accurate information possible. We cannot be responsible, however, for errors, omissions, prior sale or lease or withdrawal from the market.

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