

# Acquisition Criteria

**Broad Street Realty Inc. (“Broad Street”) is an owner and developer of retail-based and mixed-use properties where we are guided by our obsession of connecting people and places.**



## Minimum Transaction Size

\$10,000,000 for income producing properties or if repositioning/(re)development opportunity, a total capitalization of at least \$10,000,000

## Asset Types

- Open-air centers with the following anchors: grocery, fitness, discount and other necessity retailers
- Malls, lifestyle centers, & single tenant/multi-tenant “big box” properties if significant redevelopment opportunity or re-tenanting strategy exists
- Mixed-use or multi-use developments (retail/residential/office)
- Other retail-based properties with a compelling narrative and appropriate risk adjusted returns

## Location

Timeless corners, high traffic thoroughfares, excellent or great locations in the primary retail corridor(s) with easy site access and strong visibility

## Submarkets

- Increasing populations and incomes, compelling job growth, and strong economic drivers
- Submarkets that are the 1<sup>st</sup> or 2<sup>nd</sup> choice of new retailers coming to the market

## Return Expectations

- For income producing properties, unlevered returns of 8.5% or higher
- For (re)development opportunities, a yield-on-cost of 8% or higher

## GEOGRAPHIC AREAS

### Mid-Atlantic

- Washington, DC MSA
- Baltimore
- Philadelphia
- Richmond
- Hampton Roads

### Southeast

- Carolinas – Charlotte, Raleigh-Durham-Chapel Hill, Greenville (SC)
- Georgia – Atlanta
- Florida – Tampa, Orlando, Jacksonville, Miami-Ft. Lauderdale

### Colorado

- Denver
- Fort Collins
- Boulder
- Colorado Springs

### Interior Markets

- Columbus, OH
- Nashville, TN

### University Towns

- with at least 10,000 students or highly selective admissions

Will consider other markets on a select basis.

## CONTACT INFORMATION

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Washington, DC | Maryland | Virginia | Colorado

## Our Strategies

- **Adaptive Reuse:** redevelopment of obsolete retail real estate into modernized retail or alternative uses (multifamily, self-storage, distribution, etc.) with a particular focus on mixed-use
- **Inefficient or Distressed Ownership:** add value through i) more efficient management, ii) hands-on and creative leasing, and iii) improved capitalization strategies
- **REO Purchase:** reset the basis and bring the asset back to stabilization.
- **Distressed Anchor(s):** (defined as declining and/or poor sales or parent companies in trouble), for assets located in strong submarkets with below-market rents, we can leverage our strong relationships with retailers to execute a turn-around strategy or identify suitable replacement anchors
- **CMBS Debt Assumption:** our successful experience with servicers gives us an advantage among our peers and gives sellers confidence in our ability to close.
- **Portfolio Acquisition:** particularly if ownership is interested in capitalizing on our unique structure as a public company to enter into an UP-C agreement (similar to UPREIT).
- **Note Purchase:** on a case-by-case basis.



## The Broad Street Advantage: why transact with us?

- **Surety of close.** Our long history of acquisition and execution success dates back to 1998.
- **Engaged, experienced and creative** senior leadership
- **Nimble and efficient decision-making** with limited bureaucracy
- **Deep retail insights** with significant experience in other property types including office, self-storage, multifamily and data centers
- **Experienced ability to execute multiple capitalization strategies** including tax deferred up-C transactions (similar to UPREIT)
- **Strong retail tenant relationships**
- **In-house management** where we as the operator control the destiny of the real estate
- **Excellent experience-based construction knowledge** leads to sharp-pencil underwriting

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