

FEASIBILITY OF OWINGS MILLS MALL REDEVELOPMENT

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A practicum thesis submitted to Johns Hopkins University in conformity with
the requirements for the degree of Master of Science in Real Estate

Baltimore, Maryland
May, 2012

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Objective:

Kimco Realty Corporation (KRC), a multi national REIT with interest in over 900 shopping centers has purchased a 50% interest in Owings Mills Mall (the property) from General Growth Properties (GGP), the second largest mall owner in the nation, forming a joint venture. Kimco and GGP are proposing to redevelop an enclosed mall into a power shopping retail center in Baltimore County, Maryland. The objective of this analysis is to determine if the retail redevelopment of the property is feasible.

Highest and Best Use:

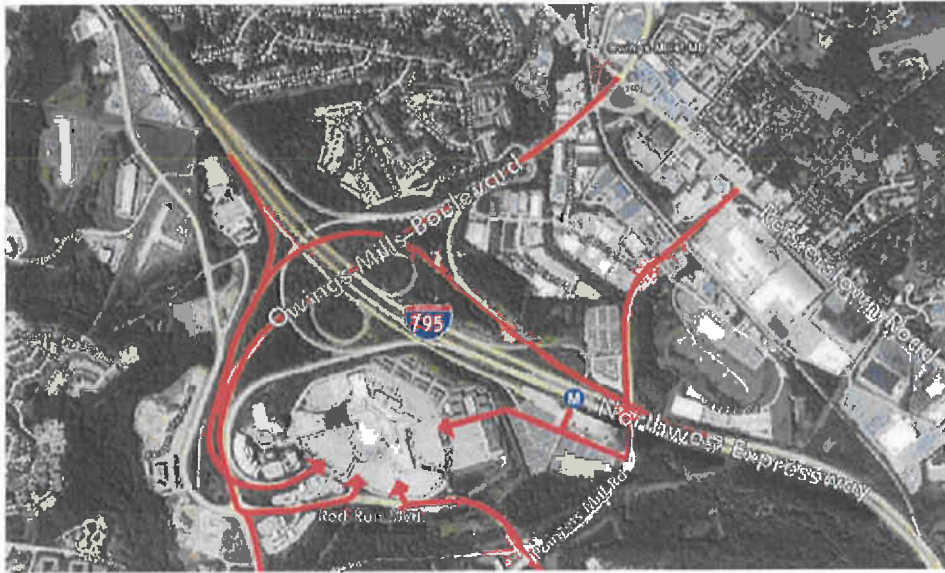
The purpose of this report is not to determine highest and best use. As Owings Mills Mall is nearly 50% unoccupied, that suggests that the highest and best use is not an enclosed retail mall. Many would argue that the vacancy rate of the current distressed mall also proves retail is not the best use in general. The purpose of this paper is to investigate the feasibility of the current retail neighborhood shopping center redevelopment plan under the joint venture of GGP and Kimco Realty Corporation.

Property Description:

The Property, which was constructed in 1985 by the Rouse Company was developed in a similar manner to the Columbia Towne Center (Columbia, MD), and was intended to be the Fashion Center of Baltimore County of Owings Mills and was zoned as Towne Ceter of Owings Mills. Initial development of e center included infrastructure to ensure its success in the heart of Owings Mills. Despite the initial investment, the mall, which opened in 1986, did not meet its full potential . The center was quickly out positioned by the nearby remodeled Towson Towne Center (1991) which became the location the retailers wanted to be. When Nordstrom opened it's first location at Towson, Saks left Owings Mills, consumers followed.

Surrounding infrastructure was built at the same time as the center as the Federal, State Government, and Baltimore County, invested in the new I-795 corridor. At the fourth mile of I-795 is the exit for Owings Mills Boulevard, which also features direct access to Owings Mills Mall from both sides. The property, which is located along I-795 (Northwest Expressway) and Red Run Boulevard, consists of approximately 95 acres currently improved with a restaurant park with five national restaurant chains with long term leases, a national movie theatre, and a mostly vacant distressed enclosed mall. Approximately 15,000 cars travel

through the Red Run Blvd and Owings Mills Blvd daily.¹ In total, the property as a whole in the current configuration is over one million square feet of retail space.



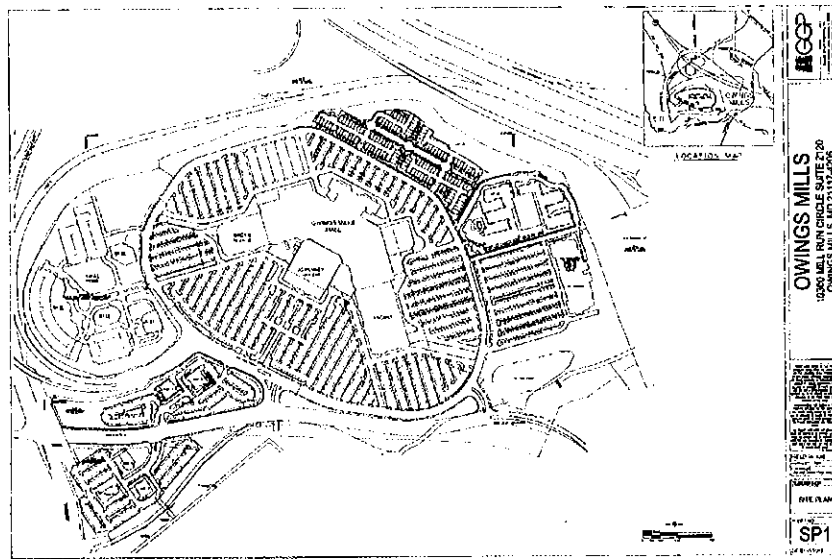
Town Center infrastructure configuration.

The enclosed mall is approximately 880,000 square feet of which approximately 50% is vacant, including two vacant anchors which account for 340,000 square feet. Macy's and J.C. Penney account for 30% or 307,000 square feet and are currently open and operating fairly successful stores despite the surrounding mall. Both national retailers own their own land and buildings and have governing approvals over the site via a Reciprocal Easement Agreement (REA). The restaurant park and movie theatre are both also successfully operating with viable sales,

¹State Highway Association. *Annual Average Daily Traffic (AADT) Locator* May 2012
http://shagbhisdadt.mdod.state.md.us/AADT_Locator_Public/default.aspx

and will remain in the development with no additional redevelopment expense, however operating revenue is included in the analysis.

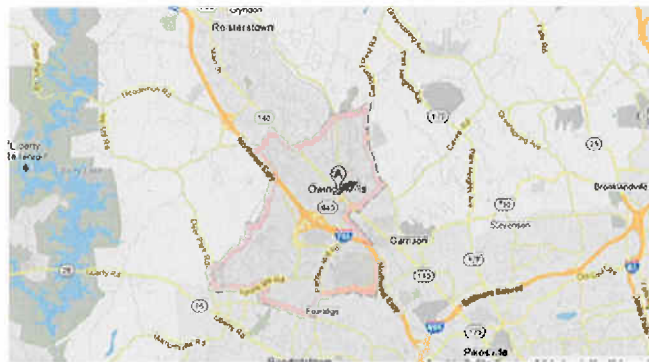
Beyond the few national tenants, the remaining tenants are local non credit tenants who are sparsely located through out the center, providing overlapping service such as numerous barbers and hair salons. Many of the national chains have vacated the center and the remaining tenant selection is reduced regularly as tenant sales can not support their viability in the center, despite low percent of sales rental agreements.



Current Site Plan: Owings Mills Mall

The property is complemented with three office towers, which are not part of the joint venture but provide daily activity of an approximate 3,000 daily office workers. The main tenancy is CareFirst, largest health care insurer in the Mid-Atlantic region. Across from the restaurant park

are two hotels; Hilton Garden Inn and the newly constructed Hampton Inn, which can house an estimated 260 overnight rooms. The property is also surrounded by town homes and multifamily apartments, 266 unit luxury apartment of complex is currently under construction. Sidewalks are abundant and all of these locations are within a comfortable walking distance to Owings Mills Mall. The one square mile radius around the property is bustling with construction activity, including the expansion on Owings Mills Boulevard connecting to Liberty Road. Such improvements ensure the ease of travel of the trade area directly to and from Randallstown.



Owings Mills, MD-Google Map.

Property Condition:

The property is in clean operating condition, however is minimally maintained. The center is littered with water collection devices during rain, as the roof appears to have several penetrations; the parking lot is in need of repair, replacement, sealing, and striping, depending on the section of the lot. The landscaping is no longer maintained, neither on the interior of the center nor exterior. It is clear the landlord has slated

the property for development; however the center is currently open to the public.



Current Site 1: Note low traffic and minimal maintenance efforts.



Current Site 2: Site remains open and operational; however tenant mix and customer traffic is limited at best.

Mall vs. Neighborhood Shopping Center = Power Shopping Centers.

It is obvious that the profitable life of this mall is no longer viable under the current use. I have personally had worked for General Growth Properties for five years and have now worked for Kimco Realty Corporation since 2010. Based on my experience, enclosed mall locations can typically generate rents in \$20-\$200 per square foot

amount (psf), depending on the centers sales per square foot average and the use type of the tenant. In addition to those rents, malls also charge high common area maintenance (CAM) costs. Enclosed malls provide a conditioned and secure environment which translates into \$10-\$40 per square foot to maintain, heat, cool, light, maintain security and safety on the interior and exterior of the mall. The property values of a typical enclosed mall are typically higher than a neighborhood shopping center, which translates into higher real estate taxes. Real Estate expenses are also passed through to the mall tenants, increasing their costs to operate.

Cost vs. Sales Per Square Foot.

<i>Costs vs. Sales Per Square Foot</i>	Enclosed Mall	Neighborhood Shopping Center
Rent psf	\$20-\$60	\$10-\$40
CAM psf	\$10-\$40	\$2-\$6
Tax psf	\$6 - \$16	\$2-\$8
Total	\$36-\$116	\$14-\$54
Sales psf to Achieve Health Ratio:		
20%	\$180-\$580	\$70-\$270
15%	\$240-\$773	\$93-\$360
10%	\$360-\$1160	\$140-\$540
Annual Sales Required	\$630k-\$4.06M	\$245k-\$1.89M

The Owings Mill Mall currently on average spends over \$6MM in CAM and real estate taxes of which it only recovers approximately 15% from

the tenants, the remaining expense is a landlord expense for keeping the center clean, operational, and safe for the few tenants and retailers who occupy or visit the center daily. In comparison, a neighborhood shopping center may garner rents from \$10-\$40 psf, CAM averages two to six dollars per square foot and the same for the real estate taxes.

Neighborhood shopping centers have always been more for entrepreneurs to begin their own business while malls had cornered the high paying national chains.

As the costs in being located in an enclosed mall have grown considerably over time, more national tenants are considering Power Centers as a cheaper alternative to reach their customer base. Current sales per square foot at Owings Mills Mall are estimated to be \$200 per square foot, categorizing this center as a C-D performing site.

Very few local tenants can afford to be in mall environments, national tenants are the only tenants who are able to remain successful in the mall environments-even those national tenants balk at paying mall rents for sales in the \$200 square foot range.

Zoning:

The Property's current zoning is Business Major (large scale commercial) – Commercial Town Center Core (BM-CT) which allows for a variety of commercial and retail uses. BM allows for retail sales, personal service, bank, taverns, food store, medical clinic, service garages, theatres and warehouses. The site's Commercial Town Center Core (CT) designation

clearly indicates the planning commission intension for this site to be the Town Center of Owings Mills. The CT designation is to provide primary shopping areas within town centers on land zoned BL, BM, BR and/or ML. This primary shopping area is intended to contain a high incidence of pedestrian-oriented retail uses of a type ordinarily producing relatively high income and profit per square foot of sales area. The district may include major business generators such as department stores and certain auxiliary services such as offices. The district may only be applied within designated town centers which include Towson, White Marsh, Owings Mills, Eastpoint, Security, Westview, Merritt Point, Pikesville.²

Population, Households, and Employment, 2000
 – 2020: Owings Mills Growth Area per Master
 Plan

	2000	2005	2010	2015	2020
Population	31,067	38,388	44,057	47,183	47,758
Households	13,486	16,505	18,876	20,296	20,712
Employment	31,970	42,123	48,589	51,992	56,912

Source: Round 7B forecasts, Baltimore Metropolitan Council, June 2009.

Demographics: Regional Malls have a further reaching power into a trade area than a neighborhood or power shopping center. Malls are able to draw from a 30 minute radius or further if no other options are available in the surrounding tertiary markets. When Owings Mills mall was originally built, the vision was that the center would not only support Owings Mills residents with retail shopping but also the more

² *A CITIZEN'S GUIDE TO ZONING IN BALTIMORE COUNTY, 2012*

http://resources.baltimorecountymd.gov/Documents/Planning/citizensguidetozoning/3_Business_Manual_Districts.pdf

affluent Reisterstown and nearby Randallstown. With the high fashion retailers, it was thought the center could draw from the high end neighborhoods in Baltimore City, Towson/Timonium. The demographics at that time indicated that neighborhoods were fairly consistent in relation to each other and therefore the residents would demand similar products.

The demographics have changed significantly since the center was originally built in 1986.

Demographics				
2011 Estimates	1 mile	3 miles	5 miles	10 miles
Total Population:	10,814	71,720	143,813	510,100
Total Households:	4,655	28,580	56,649	200,304
Avg. HH Income:	\$90,108	\$79,947	\$87,542	\$91,019
Med HH Income:	\$78,230	\$69,738	\$72,876	\$73,818
Per Capita Income:	\$38,855	\$33,248	\$35,803	\$36,702

The population reported in the 1990 census indicates that the three mile radius then was 72% white, 25% black, 2.5% Asian, and 1.6% Hispanic. Today, those same statistics as reported in the 2010 census have changed dramatically to 51% black, 34.4% white, 7.8% Asian, and 7%

Hispanic.³ The target consumer has changed-and the retailer options to serve the demographics have not evolved along with the consumer. The center has struggled to provide their community with goods and services that appeal to the market. However, although the demographics have shifted, they are strong enough to support a super regional power center.

	Year	
Race	1990	2010
White	72%	34%
Black	25%	51%
Asian	3%	8%
Hispanic	2%	7%

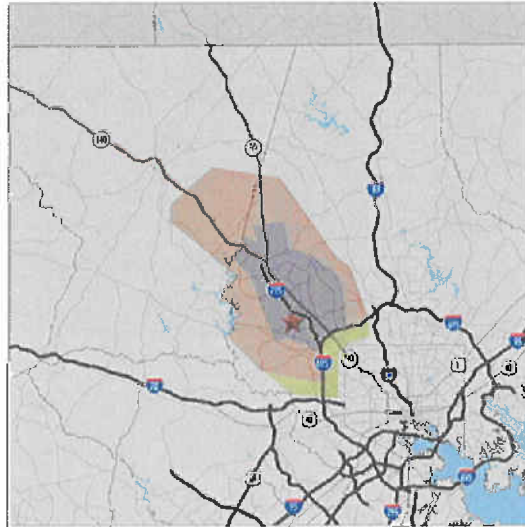
Source: US Census Bureau

There also continues to be a perception issues with which limits the trade area to local traffic rather than extending into the higher income and demographics located east of the property in Carroll County.

Residents and customers often refer to a murder of a mall employee in 1992, which has resonated with shoppers who have declared the center an unsafe alternative.

Neighborhood shopping center and power centers often provide goods and services that are duplicated in the comparable radius of a mall. For this reason, the trade area has been limited to the following trade area follows the roadway networks. However the Liberty Reservoir (Carroll County) acts as a physical barrier of the Liberty Reservoir.

³ United States Census ; Censtats, 4/2012 <http://www.census.gov/>



Primary and Secondary Trade Area as defined by Street Sense.

Overall Trade Area:

Owings Mills is an unincorporated community in Baltimore County, Maryland, a suburb of Baltimore City. Owings Mills is home to around a dozen major shopping centers and numerous office and industrial buildings. The mall was constructed with the ability to enjoy about 200 stores, over 335,000 square feet of inline space. The remaining anchor space accounts for four locations which total over 640,000 square feet. Currently only J.C. Penney and Macy's, over 307,000 square feet remain as anchors and there are numerous vacancies within the mall, including two other anchor boxes 340,000 square feet. As manufacturing sites become vacant, Owings Mills has previously resisted rezoning for instance industrial to retail, as while manufacturing positions offer their residents opportunity for a income to support their families, retail often

provides low paying jobs to teens, senior, and as supplemental income, however the resident must still travel to other cities to provide enough income to support their families.

The Owings Mills Town Center is located less than one mile from the Owings Mills Metro Center. Construction is currently taking place for a new Baltimore County Public Library and a Center for the Community College of Baltimore County within the Metro Center. The activity at the Metro Center is expected to increase four fold with the additional construction at the site today. Tthe current daily exits per Terry Owens, Chief Public Information Officer, Maryland Transit Administration is approximately 5,000 daily.

Major employers include a CareFirst, T. Rowe Price (who will announce further expansion plans with in the next thirty days), Lion Brothers, The Baltimore Life Companies, and the Baltimore Ravens team headquarters facility.

Owings Mills is the northwestern terminal for the Baltimore Metro Subway located on Painters Mill Road, which is very close to the existing mall. Currently the mall has not embraced its close proximity to the subway and has barricaded the property from pedestrian traffic from the subway station. This has been a bone of contention with local politicians

for a number of years. Under the new ownership, the owners of each property have reached an agreement to literally take down the fences that barricade the mall from the pedestrian Metro traffic and open the properties to foot traffic between the two properties. There is also public bus service available on Painters Mill Road, to and from the mall and the Metro Center, and on different portions of nearby Reisterstown Road. Owings Mills Boulevard is now under construction to connect directly to MD Route 26. This will allow easier access for residents of Randallstown and extend the trade area south.

Owings Mills also has several educational facilities in the area, including a satellite branch of the Community College of Baltimore County (CCBC), a branch of the ITT Technical Institute, and Stevenson University. Stevenson is a growing university with approximately 3,000 full time students with an expansion underway to increase the number of full time students by 25%.⁴

For the Owings Mills market, the primary trade area (50% of sales will come from this area) extends from the northbound ramps from I-695 to I-795 west to the intersection of Route 26 and Marriottsville Road north to the intersection of Nicodemus and Ivy Mill Roads west to the intersection of Route 91 and Deer Park Road north to the intersection of Route 91

⁴ Baltimore Sun. http://articles.baltimoresun.com/2011-11-15/news/bs-md-co-stevenson-land-20111115_1_stevenson-university-owings-mills-shire-pharmaceuticals

and Lawndale Road east to the intersection of Piney Grove and Longnecker Roads south to the intersection of Route 128 and Worthington Roads east to the intersection of Greenspring Avenue and Caves Road south to the intersection of Stevenson Road and I-695, concluding at the starting point.⁵

Development Proposal:

Currently Owings Mills Mall is an approximately 880,000 sf enclosed mall with four anchors (two vacant and two operating). Macy's and J.C. Penney are operating multi-floor stores connected to the enclosed mall. Macy's owns their building and parking field and J.C. Penny's owns their building. There are two additional vacant anchors – a former Boscov's department store and a two story building located next to Macy's. The mall property also includes a five pad restaurant park and AMC movie theatre. Both are fairly successful and will remain as part of the re-development proposal. Owings Mills Mall is a distressed enclosed mall with nearly 50% vacancy. The mall is out-dated and has been out positioned by retail on Reisterstown Road, and two other nearby malls, Towson Town Center and Columbia Mall.

⁵ Streetsense Technical Memorandum *Retail Market Analysis*, Heather Arnold, March 5, 2012.



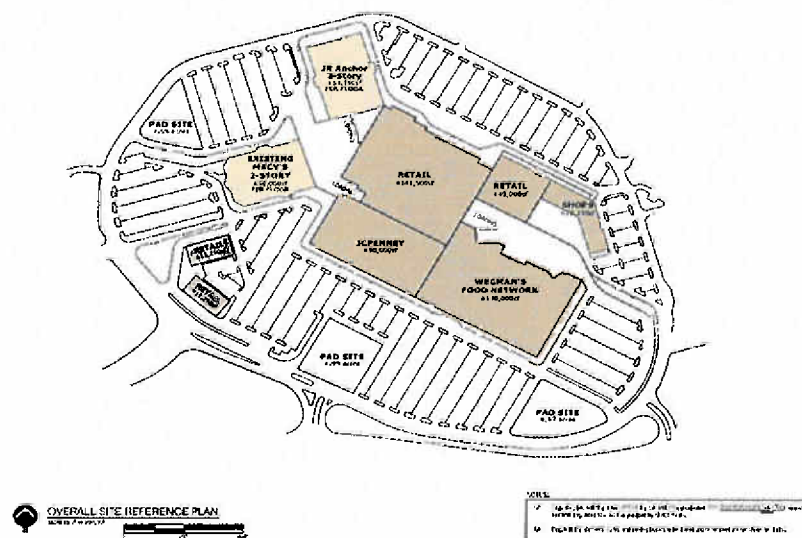
Competition Map: Source Kimco Realty Corporation

The property is a very good redevelopment candidate because of the location with strong dense demographics and an existing road network which allows for excellent access. The lack of infrastructure improvements required to change the building use makes it relatively reasonable for a developer to invest and not only expect a return on the investment, but a return of the investment. The area is surrounded by multi family home, office, and hotels. The lack of surrounding retail indicates that the retail corridor does not exist around the center.

The public proposal for the center includes reducing the amount of retail GLA in total, while essentially turning the inward facing mall retailers – outside. The current anchors, JC Penney and Macy's would remain as they own their own properties and are not under the control of the center

and they provide destinations for those shoppers seeking those well known name brand department stores. The portion of the center surrounding the two anchors rest of the center would be demolished. Macy's would be joined by neighboring anchors that may be a little unusual for the typical line up, including potentials such as Lowe's, discount grocery warehouses "clubs" such as Costco or BJ's (via relocation), Target (also via relocation) among the potential tenants. These large retail boxes appeal to all demographics and can serve multiple communities, and pull from further trade areas. The two story box is two different retailers, stacked upon each other. The grade of the site allows for two anchors to be stacked. Each store would have a store front in one direction. The anchors would have ground level entries on opposite sides of the build. Target, Lowes, and Wegmans would be the preferred users of this site design. They have large foot prints, are destinations, and pull from demographics outside a three mile ring-their customers are willing to drive 15-20 minutes for the destination shopping those tenants provide. The stacked concept allows each full frontal access for parking, entry, and exit, neither is at a disadvantage. Filling in the remaining space would be a Lifestyle, or Mainstreet, element which would compliment the existing movie theater and restaurant park. The tenant mix for the lifestyle component could include additional boutique retailers that identify to the cross cultural demographics which lie within Owings Mills, in addition to specialty

foods, such as Starbucks, and mainstream mall favorites like H&M, and Bath & Body Works.



Brown Craig Turner (BCT) Proposed Use of Site as presented by GGP and Kimco Realty Corporation. Illustration only, will change upon exact retailers.

Void Analysis:

The mall has a few national tenants within the center, however those tenants would be excellent candidates to occupy the new power center. H&M Retail, Kay Jewelers, Bath & Body Works are all mall staples who currently understand the current Owings Mills Market and could function at a neighborhood shopping center more successfully as they have performed at the property.

Based on conversations with leasing representation at Kimco Realty Corporation, the following demand may exist based on retailers currently not in the Owings Mills Market:

Potential Retailers Not in Market (in Square Feet)	
GROCERY STORES	180,000
GENERAL MERCHANDISE	115,000
SPORTING GOODS	30,000
CRAFT AND FABRIC	30,000
APPAREL	107,000
FITNESS	30,000
JEWELRY	-
HOME IMPROVEMENT	120,000
ELECTRONICS/APPLIANCES	40,000
DEPARTMENT STORES	100,000
ADDITIONAL SMALL SHOP	160,000
POTENTIAL NEW DEMAND (In Square Feet)	912,000

Department store locations such as Kohls, craft stores such as Hobby Lobby, grocers such as Whole Foods and Wegman's, many others, i.e hhgregg, Costco, Burlington Coat Factory, David's Bridal, Sports Authority, Dicks Sporting goods are some of the larger well know retailers who currently do not have locations in the Owings Mills market, and fit the list of retailers who would serve the market. Neighborhood shopping

centers are also quickly becoming home to large national fitness centers as well as urgent cares as on line shopping has began to change the size and offerings of what brings people to their local centers. Wegman's, Target, Lowes, and/or Costco would bring the most benefit to the site as they drive traffic to support the small shop tenants.

Competition:

Competition really is at the heart of the feasibility of this project. While most of the country was brought to its' knees in the Great Recession of 2007, the Baltimore/Washington DC area just came to a pause in development. As we have inched into a recovery, many developers have begun to hit the play button and seek the variances and political support needed to begin ground up developments once put on hold.

The current vacancy rates for the Reisterstown Corridor is 10.4% or 823,000 of retail space and quotes rental rates have declined from \$20 per foot to \$16.43 since 1Q10, roughly an 18% decline in rents⁶. The development of OMM will reduced the amount of available retail space to potential retail tenants, therefore reducing the vacancy rates and rent compressions that have affected the surrounding area. However, GGP and Kimco Realty Corporation are not the only developers planning a

⁶ CoStar; The CoStar Retail Report December 31, 2011. Baltimore Retail Market pg. 28 Reisterstown Corridor.

large scale retail development. The vacancy rate of the Reisterstown Corridor is the highest in the entire Baltimore market-with two developers planning to add almost another 500 thousand square feet to this retail market, competing for the same tenants and potentially further compressing rents.

Foundry Row:

This proposed redevelopment is a reuse of the Solo Cup 1.8 million square feet manufacturing site which was vacated on December 31, 2011. Greenberg Gibbons, a local commercial developer and real estate management company since 1968, has proposed a 385,000 square feet of retail, 130,000 of which would be occupied by Wegman's, and 40,000 square feet of office space. The developer's vision includes small box stores that would house a national fitness center, a national sporting goods retailer, a national shoe retailer and a 'Main Street' of retail⁷. The development of this site would compete directly with other local neighborhood shopping centers for tenants as well as with the Owings Mills Mall site. In a corridor which already has over a 10% vacancy rate, this could be detrimental to struggling centers in the market. This development is contingent upon a change in zoning from industrial to

⁷ Mark Shapiro, Owings Mills Patch [Foundry Row Developer Calls Wegmans Site 'Natural Retail Corridor' - Owings Mills, MD Patch](#)

retail. The site must be rezoned for commercial redevelopment before the development can break ground. This is more of a policy redirection for Baltimore County as manufacturing jobs typically have a larger economic impact on the community. Although the redevelopment will have retail positions open, those positions rarely pay as well as manufacturing.⁸



Greenberg Gibbons proposed Foundry Row.

Metro Centre:

David Brown real estate development has began a second phase of their Metro Center which includes a 120,000-square-foot structure to house a new public library and branch of the Community College of Baltimore County as part of the Metro Centre at Owings Mills development.

⁸ Baltimore Sun, November 21, 2011 http://articles.baltimoresun.com/2011-11-21/news/bs-ed-owings-mills-wegmans-20111121_1_solo-cup-wegmans-new-development

The rest of the 45-acre site has been cleared and graded for what will be the first phase of development for 300,000 square feet of transit-oriented commercial office space, up to 100,000 square feet of retail and restaurant space, and 250 residential units. Howard Brown, chairman of David S. Brown Enterprises Ltd., is developing the project, which is expected to be completed in spring 2013.⁹ This site is within walking distance of the Owings Mills Mall and again adds over 100,000 square feet of available retail space into a market which already appears, by vacancy rates, to be saturated. Although likely the sites would not be in direct competition for large footprint national tenants, smaller specialty tenants/local tenants would need to choose between the large volume of foot traffic located at the metro stop and library or the traffic generated

⁹ Melody Simmons, The Daily Record, February 12, 2012.
<http://thedailyrecord.com/2012/02/16/stevenson-solo-cup-site-plans-drive-economic-activity-in-owings-mills/>

by a potentially strong national tenant mix



METRO CENTER AT OWINGS MILLS

David S Brown Metro Center

The two planned retail developments with a two mile radius of Owings Mills mall adds a projects 450,000 feet of additional available retail, then what is currently being utilized by retail tenants today. The real question is, can all three projects be built and be equally as successful. The answer is no. In today's market, there are a limited number of tenants that are available to fill shopping centers. Information is key, and whether you own a fitness center, a shoe store, or a soon to be obsolete book store, you know your business and competition better than any developer. A demographic area can only support so many retailers; there really is only a limited amount of disposable income that Owings

Mills and Reisterstown residents have to spend on retail conveniences.

Consider the following:

Demand/Supply for Owings Mills Market/Reisterstown Corridor		
Available Retail Per Costar		7,895,860
Current Retail Vacancy per Costar		823,565
Additional Construction		
Metro Center	100,000	
Foundry Row	385,000	
Net Effect of OMM	(100,000)	385,000
Vacancy + New		1,208,565
Potential Demand		912,000
Total Unmet Demand/(Oversupply)		<u>(296,565)</u>

A retail market typically will not have a 100% occupancy rate, the above calculations indicate if there were improved large retail boxes for potential retailers, the market could enjoy below a 4% market vacancy rate. The issue at hand is that over supply attributable to the market, is roughly the size of Foundry Row. If all three sites are able to come online at the same time, they will cause market rent compression. As Metro Center is currently under construction, and Foundry Row still has zoning variance hurdles, the way to ensure Owings Mills Mall success to ensure the site is the brought to the market, before the Foundry Row development received variance approvals.

OMM has the benefit of having all infrastructure, all zoning, and master plan denotations in place. The developers of Owings Mills Mall are going

to need to be aggressive, seeking tenants and locking in leases, buying out current tenants rather than allowing natural expirations to occur. The owners need to utilize their long term relationships with retailers both comfortable in the regional mall and power centers. Anything less than a rush to the market, will reduce the malls ability to reach the modeled IRR. The owners need to attend all tenant related conventions (ICSC), offer creative deals-with stiff penalties for terminations to ensure all the tenants stay on line with the project for at least three to five years and remain dedicated to the site through the relatively short (18 month) construction period.

Construction Costs:

For proforma purposes, construction is anticipated to be scheduled for an 18 months process. As roadways are in place, this has a large impact on the cost for the site. See Exhibit 4 for the costs detail, a summary is located below.

	Total Expense	Cost per Square Foot
Property Expense	\$ 33,000,000	\$ 56
Soft Costs Development	8,500,000	14
Hard Costs-Including Tenant Allowances	20,000,000	34
Contingency Funds	1,000,000	2
On Site	14,500,000	25
Reimbursements	(10,000,000)	(17)
Total Revenue	\$ 67,000,000.00	\$ 114

Financial Risk and Return:

The Owings Mills Mall currently operates with an NOI of approximately \$1.5MM, which is mainly operating funds from the restaurant park and movie theater. The proposed redevelopment includes outwards facing retail with two major anchors (other than Macy's and JC Penney). Under the most optimistic modeling, the site would grow to enjoy a \$6.5MM stabilized NOI which would provide a return of 8.5% under the assumptions that KRC paid \$16MM for 50% of the properties, had anchor rents of \$8.00 per square foot, junior anchor rents of \$10.00 per square foot, and small shop of \$30 per square foot rents, while the currently operating restaurant pads remain in place as does the movie theater. KRC would have development costs of 50% or \$23MM.

	Square Feet	Revenue Per Foot	Total Revenue	Costs
Anchor Rents	130,000	\$ 8	\$ 1,040,000	\$ 10
Ground Sale	141,500	-		
Junior Rents over 30k square feet	106,300	8	850,400	20.00
Junior Rents over 10k square feet	51,000	18	892,500	100.00
Small Tenant	50,000	30	1,500,000	115.00
Existing Tenants	101,297	21	2,127,237	-

Existing Anchors	307,037	-		10.00
Additional Pad Sites	7,000	53	371,000	
Total Revenue	894,134	\$ 8	\$ 6,781,137	

The worst potential scenario is that the mall is unable to be redeveloped. The value of the center would then be limited to the operating restaurant and movie theater, the mall building itself would have no real value, just the value of the land. Under that scenario, the IRR would be -21%, this fully indicates that Kimco would not receive 100% of their initial investment capital upon liquidation. Based on the maximum potential return, expected return of 6%, and the minimum return of -21%, the probability of the loss of the original investment is 11%. (For additional detail, please refer to Exhibit 3.)

Conclusion:

If all two of the three projects have the approval required to begin their redevelopment, both GGP/Kimco and Metro Center. The remaining center, Foundry Row is seeking zoning variance approvals. The Kimco/GGP venture has a few outstanding leases with tenants that stretch into 2013 and beyond, however the potential financial exposure to those leases are minimal and one would expect the fee to terminate such leases would be minuscule in comparison to the overall redevelopment project. However, as GGP/Kimco wait for the remaining

leases to burn off, they are wasting precious time—time that would be more vitally used breaking ground and securing tenants before Foundry Row developers receive their variance approvals.

Kimco/GGP need to use their size and contacts to work diligently at conferences such as ICSC in Vegas to push their project ahead and start inking leases ahead of their competitors-to essentially force the market into their own project. If the GGP/Kimco venture could get a year ahead of the Foundry Row development, it would help ensure they are able to meet the rents and returned modeled.

Under the current supply and demand of over a 10% vacancy factor in the Reisterstown Corridor, if Foundry Row receives zoning variance, the above presented data indicates that the GGP/Kimco project is feasible, however there is an inherent risk that rents may fall below expectations if all developments are built and compete for tenants to occupy space at the same time. The projects lease up time will likely increase, exposing larger free rent periods, tenant improvement allowances, and potentially lower rents. There is some thought that potentially there is currently not enough demand for retail space, nor is the risk and probability of loss worth the mild returns that can be obtained by for instance investing in the bond market. Foundry Row will likely receive approvals as the surrounding area has become the retail mecca for the trade area while the town center has not reached it's potential.

Political influence and election cycles will not allow politicians to block development in a portion of Baltimore County which has lost retail attention to surplus surrounding cities. What should continue to drive this partnership to develop the center successfully is GGP (and recently spun off Rouse Company) portfolio of C and D malls which may be able to be redeveloped in a similar manner. At the end of the project, as long as the partnership is able to have an occupied center which is no longer a blight to the neighborhood they are in, have now established a relationship with the second largest mall owner in the US which could easily lead to redevelopment and repositioning opportunities that would bring further returns to both companies. The site is available, the infrastructure is there, there is not a tenant that GGP/Kimco do not have access to and the partnership holds a great future. This may not be the project that brings large returns to either company, but it is the project that holds the key to ten more similar in nature.

Exhibit 1

THE CoSTAR RETAIL REPORT

YEAR-END 2011

Baltimore Retail Market



BALTIMORE RETAIL MARKET



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BALTIMORE RETAIL MARKET

METHODOLOGY

The CoStar Retail Report calculates Retail statistics using CoStar Group's base of existing, under construction and under renovation Retail buildings in each given metropolitan area. All Retail building types are included, including Community Center, Freestanding Retail, Neighborhood Center, Power Center, Regional Mall, Specialty Center and Unanchored Strip Center, in both single-tenant and multi-tenant buildings, including owner-occupied buildings. CoStar Group's national database includes approximately 80.7 billion square feet of coverage in 3.5 million properties. All rental rates reported in the CoStar Retail Report are calculated using Triple Net (NNN) rental rates.

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CoStar Group, Inc.

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BALTIMORE RETAIL MARKET



TERMS & DEFINITIONS

Anchor Tenant: A large national or regional retailer that serves as a primary draw for a shopping center; a store strategically located in a retail property in order to enhance, bring attention to, or increase traffic at the property. Sometimes called a "destination" tenant, usually these tenants lease at least 25,000 SF.

Availability Rate: The ratio of available space to total rentable space, calculated by dividing the total available square feet by the total rentable square feet.

Available Space: The total amount of space that is currently being marketed as available for lease in a given time period. It includes any space that is available, regardless of whether the space is vacant, occupied, available for sublease, or available at a future date.

Buyer: The individual, group, company, or entity that has purchased a commercial real estate asset.

Cap Rate: Short for capitalization rate. The Cap Rate is a calculation that reflects the relationship between one year's net operating income and the current market value of a particular property. The Cap Rate is calculated by dividing the annual net operating income by the sales price (or asking sales price).

Community Center: A shopping center development that has a total square footage between 100,000 - 350,000 SF. Generally will have 2-3 large anchored tenants, but not department store anchors. Community Center typically offers a wider range of apparel and other soft goods than the Neighborhood Center. Among the more common anchors are supermarkets and super drugstores. Community Center tenants sometime contain retailers selling such items as apparel, home improvement/furnishings, toys, electronics or sporting goods. The center is usually configured as a strip, in a straight line, or an "L" or "U" shape.

Construction Starts: Buildings that began construction during a specific period of time. (See also: Deliveries)

Deliveries: Buildings that complete construction during a specified period of time. In order for space to be considered delivered, a certificate of occupancy must have been issued for the property.

Delivery Date: The date a building completes construction and receives a certificate of occupancy.

Developer: The company, entity or individual that transforms raw land to improved property by use of labor, capital and entrepreneurial efforts.

Direct Space: Space that is being offered for lease directly from the landlord or owner of a building, as opposed to space being offered in a building by another tenant (or broker of a tenant) trying to sublet a space that has already been leased.

Existing Inventory: The square footage of buildings that have received a certificate of occupancy and are able to be occupied by tenants. It does not include space in buildings that are either planned, under construction or under renovation.

Freestanding Retail: Single tenant building with a retail tenant. Examples include video stores, fast food restaurant, etc.

Full Service Rental Rate: Rental rates that include all operating expenses such as utilities, electricity, janitorial services, taxes and insurance.

General Retail: Typically are single tenant freestanding general-purpose commercial buildings with parking. Many single retail buildings fall into this use code, especially when they don't meet any of the more detailed use code descriptions.

Growth in Inventory: The change in size of the existing square footage in a given area over a given period of time, generally due to the construction of new buildings.

Landlord Rep: (Landlord Representative) In a typical lease trans-

action between an owner/landlord and tenant, the broker that represents the interests of the owner/landlord is referred to as the Landlord Rep.

Leased Space: All the space that has a financial lease obligation. It includes all leased space, regardless of whether the space is currently occupied by a tenant. Leased space also includes space being offered for sublease.

Leasing Activity: The volume of square footage that is committed to and signed under a lease obligation for a specific building or market in a given period of time. It includes direct leases, subleases and renewals of existing leases. It also includes any pre-leasing activity in planned, under construction, or under renovation buildings.

Lifestyle Center: An upscale, specialty retail, main street concept shopping center. An open center, usually without anchors, about 300,000 SF GLA or larger, located near affluent neighborhoods, includes upscale retail, trendy restaurants and entertainment retail. Nicely landscaped with convenient parking located close to the stores.

Mall: The combined retail center types of Lifestyle Center, Regional Mall and Super Regional Mall.

Market: Geographic boundaries that serve to delineate core areas that are competitive with each other and constitute a generally accepted primary competitive set of areas. Markets are building-type specific, and are non-overlapping contiguous geographic designations having a cumulative sum that matches the boundaries of the entire Region (See also: Region). Markets can be further subdivided into Submarkets. (See also: Submarkets)

Multi-Tenant: Buildings that house more than one tenant at a given time. Usually, multi-tenant buildings were designed and built to accommodate many different floor plans and designs for different tenant needs. (See also: Tenancy).

Neighborhood Center: Provides for the sales of convenience goods (food, drugs, etc.) and personal services (laundry, dry cleaning, etc.) for day-to-day living needs of the immediate neighborhood with a supermarket being the principal tenant. In theory, the typical GLA is 50,000 square feet. In practice, the GLA may range from 30,000 to 100,000 square feet.

Net Absorption: The net change in occupied space over a given period of time. Unless otherwise noted Net Absorption includes direct and sublease space.

New Space: Sometimes called first generation space, refers to space that has never been occupied and/or leased by a tenant.

Occupied Space: Space that is physically occupied by a tenant. It does not include leased space that is not currently occupied by a tenant.

Outlet Center: Usually located in a rural or occasionally in a tourist location, an Outlet Center consists of manufacturer's outlet stores selling their own brands at a discount. 50,000 - 500,000 SF. An Outlet Center does not have to be anchored. A strip configuration is most common, although some are enclosed malls and others can be arranged in a village cluster.

Owner: The company, entity, or individual that holds title on a given building or property.

Planned/Proposed: The status of a building that has been announced for future development but not yet started construction.

Power Center: The center typically consists of several freestanding (unconnected) anchors and only a minimum amount of small specialty tenants. 250,000 - 600,000 SF. A Power Center is dominated by several large anchors, including discount department stores, off-price stores, warehouse clubs, or "category killers," i.e.,



BALTIMORE RETAIL MARKET

stores that offer tremendous selection in a particular merchandise category at low prices.

Pleased Space: The amount of space in a building that has been leased prior to its construction completion date, or certificate of occupancy date.

Price/SF: Calculated by dividing the price of a building (either sales price or asking sales price) by the Rentable Building Area (RBA).

Quoted Rental Rate: The asking rate per square foot for a particular building or unit of space by a broker or property owner. Quoted rental rates may differ from the actual rates paid by tenants following the negotiation of all terms and conditions in a specific lease.

RBA: Abbreviation for Rentable Building Area. (See also: Rentable Building Area)

Region: Core areas containing a large population nucleus, that together with adjacent communities have a high degree of economic and social integration. Regions are further divided into market areas, called Markets. (See also: Markets)

Regional Mall: Provides shopping goods, general merchandise, apparel, and furniture, and home furnishings in full depth and variety. It is built around the full-line department store with a minimum GLA of 100,000 square feet, as the major drawing power. For even greater comparative shopping, two, three, or more department stores may be included. In theory a regional center has a GLA of 400,000 square feet, and may range from 300,000 to more than 1,000,000 square feet. Regional centers in excess of 750,000 square feet GLA with three or more department stores are considered Super Regional. (See also: Super Regional Mall).

Relet Space: Sometimes called second generation or direct space, refers to existing space that has previously been occupied by another tenant.

Rentable Building Area: (RBA) The total square footage of a building that can be occupied by, or assigned to a tenant for the purpose of determining a tenant's rental obligation. Generally RBA includes a percentage of common areas including all hallways, main lobbies, bathrooms, and telephone closets.

Rental Rates: The annual costs of occupancy for a particular space quoted on a per square foot basis.

Sales Price: The total dollar amount paid for a particular property at a particular point in time.

Sales Volume: The sum of sales prices for a given group of buildings in a given time period.

Seller: The individual, group, company, or entity that sells a particular commercial real estate asset.

SF: Abbreviation for Square Feet.

Shopping Center: The combined retail center types of Community Center, Neighborhood Center and Strip Center.

Single-Tenant: Buildings that are occupied, or intended to be occupied by a single tenant. (See also: Build-to-suit and Tenancy)

Specialty Center: The combined retail center types of Airport Retail, Outlet Center and Theme/Festival Center.

Sports & Entertainment: A facility suited for recreational activities, including: Amusement Facility, Aquatic Facility/Swimming Pool, Bowling Alley, Casino/Gaming Facility, Equestrian Center/Stable, Fitness, Court and Spa Facility, Golf Related, Racetrack, Skating Rink, Ski Resort, Sports Arena/Stadium, and Theatre/Performing Art Facility.

Strip Center: A strip center is an attached row of stores or service outlets managed as a coherent retail entity, with on-site parking usually located in front of the stores. Open canopies may connect the storefronts, but a strip center does not have enclosed walkways linking the stores. A strip center may be configured in

a straight line, or have an "L" or "U" shape.

Sublease Space: Space that has been leased by a tenant and is being offered for lease back to the market by the tenant with the lease obligation. Sublease space is sometimes referred to as sublet space.

Submarkets: Specific geographic boundaries that serve to delineate a core group of buildings that are competitive with each other and constitute a generally accepted primary competitive set, or peer group. Submarkets are building type specific (office, industrial, retail, etc.), with distinct boundaries dependent on different factors relevant to each building type. Submarkets are non-overlapping, contiguous geographic designations having a cumulative sum that matches the boundaries of the Market they are located within (See also: Market).

Super Regional Mall: Similar to a regional mall, but because of its larger size, a super regional mall has more anchors, a deeper selection of merchandise, and draws from a larger population base. As with regional malls, the typical configuration is as an enclosed mall, frequently with multiple levels (See also: Regional Mall).

Tenancy: A term used to indicate whether or not a building is occupied by multiple tenants (See also: Multi-tenant) or a single tenant. (See also: Single-tenant)

Tenant Rep: Tenant Rep stands for Tenant Representative. In a typical lease transaction between an owner/landlord and tenant, the broker that represents the interests of the tenant is referred to as a Tenant Rep.

Theme/Festival Center: These centers typically employ a unifying theme that is carried out by the individual shops in their architectural design and, to an extent, in their merchandise. Sometimes the biggest appeal of these centers is to tourists; they can be anchored by restaurants and entertainment facilities. These centers, generally located in urban areas, tend to be adapted from older, sometimes historic, buildings, and can be part of mixed-use projects. 80,000 – 250,000 SF.

Under Construction: The status of a building that is in the process of being developed, assembled, built or constructed. A building is considered to be under construction after it has begun construction and until it receives a certificate of occupancy.

Vacancy Rate: A measurement expressed as a percentage of the total amount of physically vacant space divided by the total amount of existing inventory. Under construction space generally is not included in vacancy calculations.

Vacant Space: Space that is not currently occupied by a tenant, regardless of any lease obligation that may be on the space. Vacant space could be space that is either available or not available. For example, sublease space that is currently being paid for by a tenant but not occupied by that tenant, would be considered vacant space. Likewise, space that has been leased but not yet occupied because of finish work being done, would also be considered vacant space.

Weighted Average Rental Rate: Rental rates that are calculated by factoring in, or weighting, the square footage associated with each particular rental rate. This has the effect of causing rental rates on larger spaces to affect the average more than that of smaller spaces. The weighted average rental rate is calculated by taking the ratio of the square footage associated with the rental rate on each individual available space to the square footage associated with rental rates on all available spaces, multiplying the rental rate by that ratio, and then adding together all the resulting numbers. Unless specifically specified otherwise, rental rate averages include both Direct and Sublet available spaces.

Year Built: The year in which a building completed construction and was issued a certificate of occupancy.

YTD: Abbreviation for Year-to-Date. Describes statistics that are cumulative from the beginning of a calendar year through whatever time period is being studied.

BALTIMORE RETAIL MARKET

OVERVIEW



BALTIMORE'S VACANCY DECREASES TO 5.8%

Net Absorption Positive 181,607 SF in the Quarter

The Baltimore retail market did not experience much change in market conditions in the fourth quarter 2011. The vacancy rate went from 5.9% in the previous quarter to 5.8% in the current quarter. Net absorption was positive 181,607 square feet, and vacant sublease space decreased by (52,045) square feet. Quoted rental rates decreased from third quarter 2011 levels, ending at \$17.83 per square foot per year. A total of four retail buildings with 18,500 square feet of retail space were delivered to the market in the quarter, with 1,019,110 square feet still under construction at the end of the quarter.

Net Absorption

Retail net absorption was slightly positive in Baltimore fourth quarter 2011, with positive 181,607 square feet absorbed in the quarter. In third quarter 2011, net absorption was positive 181,122 square feet, while in second quarter 2011, absorption came in at positive 307,578 square feet. In first quarter 2011, negative (27,534) square feet was absorbed in the market.

Tenants moving out of large blocks of space in 2011 include: Macy's moving out of 297,114 square feet at 2002 Annapolis Mall; Sears moving out of 162,378 square feet at 8200 Perry Hall Blvd; and Nordstrom moving out of 162,000 square feet at 2002 Annapolis Mall.

Tenants moving into large blocks of space in 2011 include: Super Fresh moving into 55,070 square feet at Parkway Crossing Shopping Center; and Family Foods moving into 53,684 square feet at Long Reach Village Center.

Vacancy

Baltimore's retail vacancy rate decreased in the fourth

quarter 2011, ending the quarter at 5.8%. Over the past four quarters, the market has seen an overall decrease in the vacancy rate, with the rate going from 6.2% in the first quarter 2011, to 6.0% at the end of the second quarter 2011, 5.9% at the end of the third quarter 2011, to 5.8% in the current quarter.

The amount of vacant sublease space in the Baltimore market has trended down over the past four quarters. At the end of the first quarter 2011, there were 339,945 square feet of vacant sublease space. Currently, there are 247,271 square feet vacant in the market.

Largest Lease Signings

The largest lease signings occurring in 2011 included: the 55,070-square-foot-lease signed by Super Fresh at Parkway Crossing Shopping Center; the 53,040-square-foot-deal signed by Shopper's World at Reisterstown Road Plaza; and the 50,423-square-foot-lease signed by Redner's Warehouse Market at Eastpointe Shopping Center.

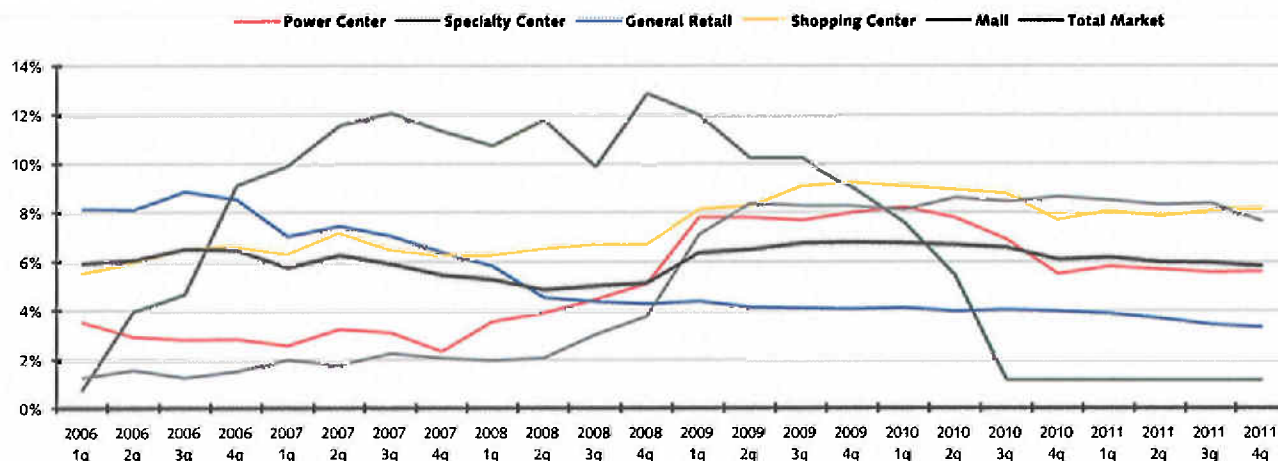
Rental Rates

Average quoted asking rental rates in the Baltimore retail market are down over previous quarter levels, and down from their levels four quarters ago. Quoted rents ended the fourth quarter 2011 at \$17.83 per square foot per year. That compares to \$18.06 per square foot in the third quarter 2011, and \$17.85 per square foot at the end of the first quarter 2011. This represents a 1.3% decrease in rental rates in the current quarter, and a 0.11% decrease from four quarters ago.

Inventory & Construction

During the fourth quarter 2011, four buildings totaling

VACANCY RATES BY BUILDING TYPE 2006-2011



Source: CoStar Property®



BALTIMORE RETAIL MARKET

OVERVIEW

18,500 square feet were completed in the Baltimore retail market. Over the past four quarters, a total of 338,730 square feet of retail space has been built in Baltimore. In addition to the current quarter, four buildings with 163,593 square feet were completed in third quarter 2011, five buildings totaling 60,079 square feet completed in second quarter 2011, and 96,558 square feet in five buildings completed in first quarter 2011.

There were 1,019,110 square feet of retail space under construction at the end of the fourth quarter 2011.

Some of the notable 2011 deliveries include: Wegman's - Phase I, a 144,000-square-foot facility that delivered in third quarter 2011 and is now 100% occupied, and 118 Shawan Rd, a 63,000-square-foot building that delivered in first quarter 2011 and is now 100% occupied.

Total retail inventory in the Baltimore market area amounted to 131,626,144 square feet in 10,495 buildings and 852 centers as of the end of the fourth quarter 2011.

Shopping Center

The Shopping Center market in Baltimore currently consists of 804 projects with 45,803,921 square feet of retail space in 1,604 buildings. In this report the Shopping Center market is comprised of all Community Center, Neighborhood Center, and Strip Centers.

After absorbing (28,139) square feet and delivering 3,500 square feet in the current quarter, the Shopping Center sector saw the vacancy rate go from 8.1% at the end of the third quarter 2011 to 8.2% this quarter.

Over the past four quarters, the Shopping Center vacancy rate has gone from 8.1% at the end of the first quarter 2011, to 7.9% at the end of the second quarter 2011, to 8.1% at the end of the third quarter 2011, and finally to 8.2% at the end of the current quarter.

Rental rates ended the fourth quarter 2011 at \$18.55 per square foot, unchanged from the \$18.55 they were at the end of

third quarter 2011. Rental rates have trended up over the past year, going from \$18.32 per square foot a year ago to their current levels.

Net absorption in the Shopping Center sector has totaled (33,704) square feet over the past four quarters. In addition to the negative (28,139) square feet absorbed this quarter, positive 36,157 square feet was absorbed in the third quarter 2011, positive 107,212 square feet was absorbed in the second quarter 2011, and negative (148,934) square feet was absorbed in the first quarter 2011.

Power Centers

The Power Center average vacancy rate was 5.6% in the fourth quarter 2011. With negative (2,900) square feet of net absorption and no new deliveries, the vacancy rate went from 5.6% at the end of last quarter to 5.6% at the end of the fourth quarter.

In the third quarter 2011, Power Centers absorbed positive 10,360 square feet, delivered no new space, and the vacancy rate went from 5.7% to 5.6% over the course of the quarter. Rental started the quarter at \$14.00 per square foot and ended the quarter at \$19.03 per square foot.

A year ago, in fourth quarter 2010, the vacancy rate was 5.5%. Over the past four quarters, Power Centers have absorbed a cumulative 50,017 square feet of space and delivered cumulative 63,000 square feet of space. Vacant sublease space has gone from 63,066 square feet to 60,190 square feet over that time period, and rental rates have gone from \$15.19 to \$19.03.

At the end of the fourth quarter 2011, there was no space under construction in the Baltimore market. The total stock of Power Center space in Baltimore currently sits at 8,999,956 square feet in 22 centers comprised of 146 buildings.

No space was under construction at the end of the fourth quarter 2011.

The General Retail sector of the market, which includes all freestanding retail buildings, except those contained within a center, reported a vacancy rate of 3.3% at the end of fourth quarter 2011. There was a total of 1,884,638 square feet vacant at that time. The General Retail sector in Baltimore currently has average rental rates of \$16.36 per square foot per year. There is 233,500 square feet of space under construction in this sector, with 9,000 square feet having been completed in the fourth quarter. In all, there are a total of 8,610 buildings with 56,741,711 square feet of General Retail space in Baltimore.

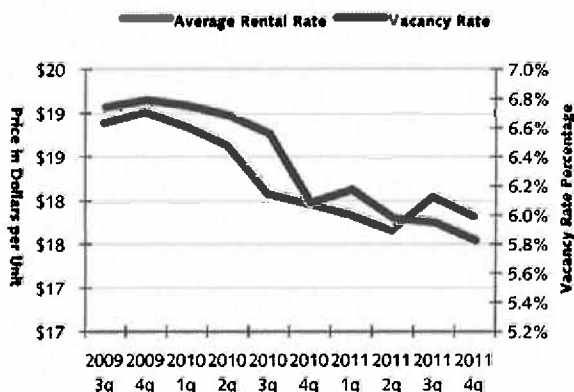
Specialty Centers

There are currently two Specialty Centers in the Baltimore market, making up 261,838 square feet of retail space. In this report the Specialty Center market is comprised of Outlet Center, Airport Retail and Theme/Festival Centers.

Specialty Centers in the Baltimore market have experienced no net absorption in 2011. The vacancy rate currently stands at 1.2%, and rental rates are negotiable.

VACANCY & RENT

Past 10 Quarters



Source: CoStar Property*

BALTIMORE RETAIL MARKET

OVERVIEW



Malls

Malls recorded net absorption of positive 152,883 square feet in the fourth quarter 2011. This net absorption number, combined with the 6,000 square feet that was built in the quarter, caused the vacancy rate to go from 8.4% a quarter ago to 7.6% at the end of the fourth quarter 2011. Rental rates went from \$26.22 per square foot to \$25.60 per square foot during that time. In this report the Mall market is comprised of 24 Lifestyle Center, Regional Mall and Super Regional Malls.

Sales Activity

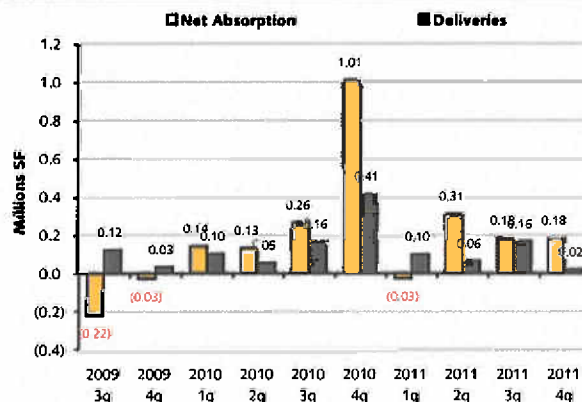
Tallying retail building sales of 15,000 square feet or larger, Baltimore retail sales figures rose during the third quarter 2011 in terms of dollar volume compared to the second quarter of 2011.

In the third quarter, five retail transactions closed with a total volume of \$103,650,000. The five buildings totaled 527,813 square feet and the average price per square foot equated to \$196.38 per square foot. That compares to three transactions totaling \$7,870,000 in the second quarter 2011. The total square footage in the second quarter was 869,080 square feet for an average price per square foot of \$9.06.

Total retail center sales activity in 2011 was up compared to 2010. In the first nine months of 2011, the market saw 14 retail sales transactions with a total volume of \$140,555,420. The price per square foot averaged \$85.01. In the same first nine months of 2010, the market posted 18 transactions with a total volume of \$134,535,000. The price per square foot averaged \$116.61.

ABSORPTION & DELIVERIES

Past 10 Quarters



Source: CoStar Property®

Cap rates have been lower in 2011, averaging 7.89% compared to the same period in 2010 when they averaged 9.21%.

One of the largest transactions that has occurred within the last four quarters in the Baltimore market is the sale of Festival at Riva in Annapolis. This 304,251 square foot retail center sold for \$102,500,000, or \$336.89 per square foot. The property sold on 12/29/2010.

Report compiled by: Jim Filler, CoStar Research Manager



BALTIMORE RETAIL MARKET

MARKETS

CoSTAR MARKETS & SUBMARKETS

In analyzing metropolitan areas in the U.S., CoStar has developed geographic designations to help group properties together, called Regions, Markets and Submarkets. Regions are the equivalent of metropolitan areas, or areas containing a large population nucleus, that together with adjacent communities have a high degree of economic and social integration. Regions are then divided into Markets, which are core areas within a metropolitan area that are known to be competitive with each other in terms of attracting and keeping tenants. Markets are then further subdivided into smaller units called Submarkets, which serve to delineate a core group of buildings that are competitive with each other and constitute a generally accepted competitive set, or peer group.

Markets	Submarkets
Baltimore City East	Baltimore Northeast Baltimore Southeast
Baltimore City West	Baltimore Northwest Baltimore Southwest
Baltimore County East	Baltimore County East
Baltimore County SW	BWI/Baltimore County Catonsville Woodlawn
Carroll County	Carroll County
Central Baltimore County	Route 83 Corridor North Route 83 Corridor South Towson
Downtown Baltimore City	Baltimore Midtown CBD Baltimore
Elkott City/Columbia	Columbia North Columbia South Columbia Town Center Elkott City
Harford County	Aberdeen Outlying Harford County
Kent County	Kent County
Queen Annes County	Queen Annes County
Reisterstown Rd Corridor	Reisterstown Rd Corridor
Route 1/BWI Area	BWI Howard County BWI North/Linthicum BWI/Anne Arundel
Route 2 Corridor	Route 2 Corridor North Route 2 Corridor South
Southern Anne Arundel	Annapolis I-97/Crain Hwy Corridor Southern Anne Arundel

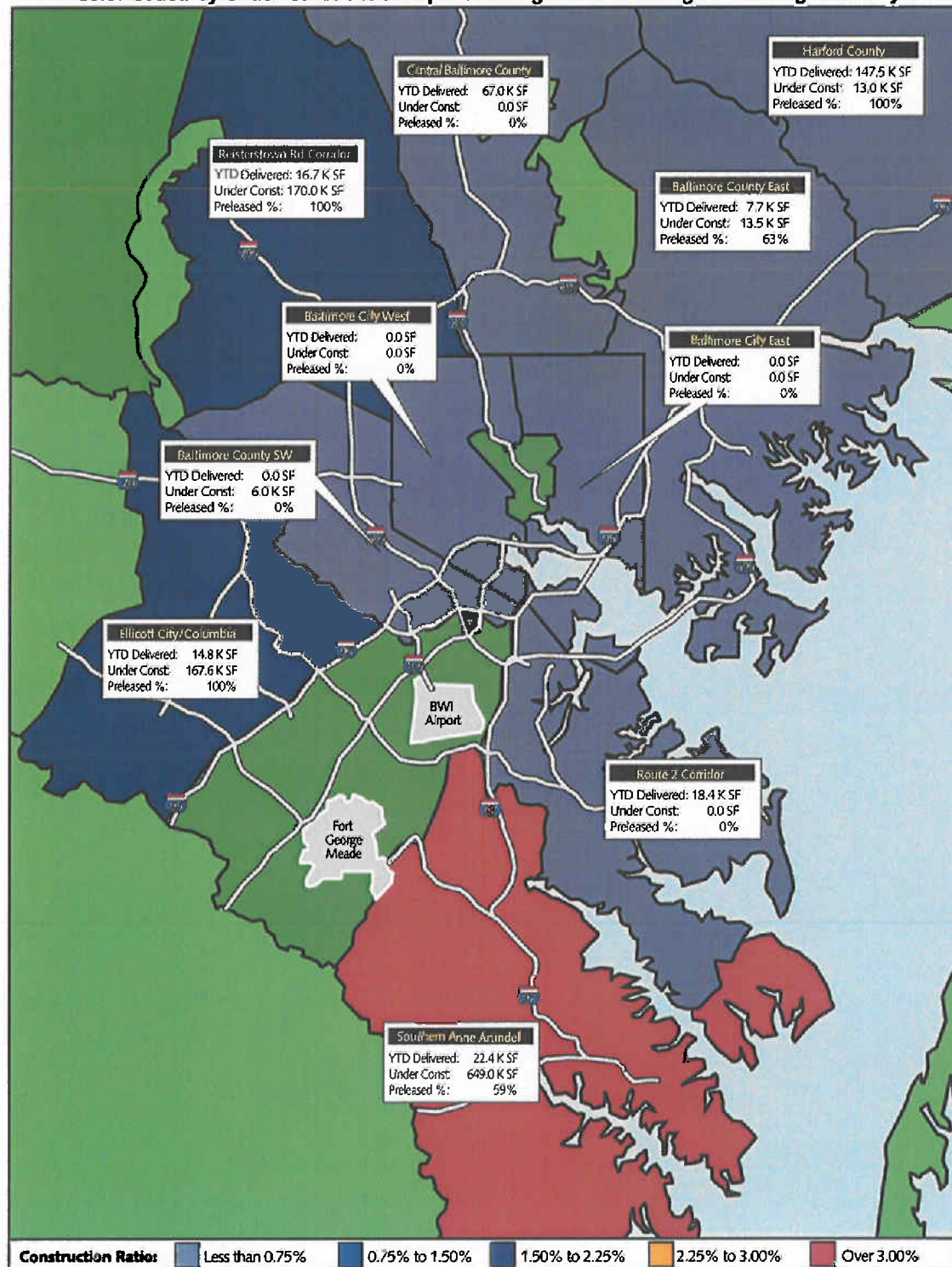
BALTIMORE RETAIL MARKET

INVENTORY & DEVELOPMENT



CONSTRUCTION HIGHLIGHTS IN SELECT CoSTAR MARKETS

Color Coded by Under Construction Square Footage as a Percentage of Existing Inventory



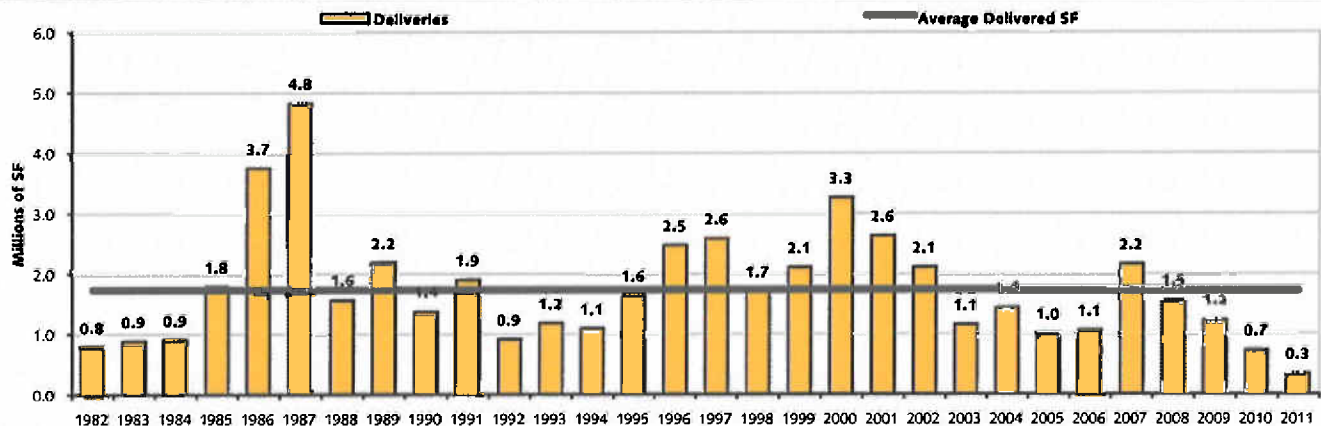
Source: CoStar Property®



BALTIMORE RETAIL MARKET

INVENTORY & DEVELOPMENT

HISTORICAL DELIVERIES 1982 - 2011



Source: CoStar Property®

* Future deliveries based on current under construction buildings.

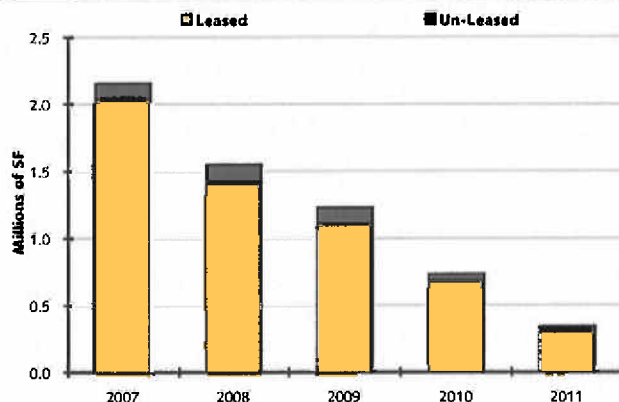
CONSTRUCTION ACTIVITY Markets Ranked by Under Construction Square Footage

Market	# Bldgs	Under Construction Inventory			Average Bldg Size	
		Total GLA	Prelased SF	Prelased %	All Existing	U/C
Southern Anne Arundel	5	649,000	380,000	58.6%	18,067	129,800
Reisterstown Rd Corridor	1	170,000	170,000	100.0%	15,362	170,000
Ellicott City/Columbia	2	167,610	167,610	100.0%	20,813	83,805
Baltimore County East	2	13,500	8,500	63.0%	13,551	6,750
Harford County	2	13,000	13,000	100.0%	13,226	6,500
Baltimore County SW	1	6,000	0	0.0%	17,176	6,000
Queen Annes County	0	0	0	0.0%	14,822	0
Route 2 Corridor	0	0	0	0.0%	16,108	0
Downtown Baltimore City	0	0	0	0.0%	10,181	0
Central Baltimore County	0	0	0	0.0%	17,813	0
All Other	0	0	0	0.0%	8,131	0
Totals	13	1,019,110	739,110	72.5%	12,542	78,393

Source: CoStar Property®

RECENT DELIVERIES

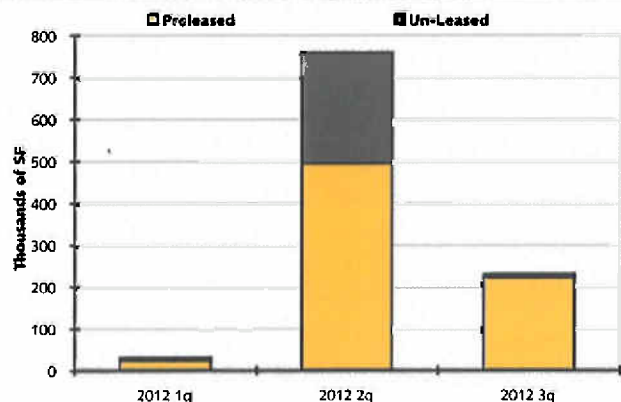
Leased & Un-Leased SF in Deliveries Since 2007



Source: CoStar Property®

FUTURE DELIVERIES

Prelased & Un-Leased SF in Properties Scheduled to Deliver



Source: CoStar Property®

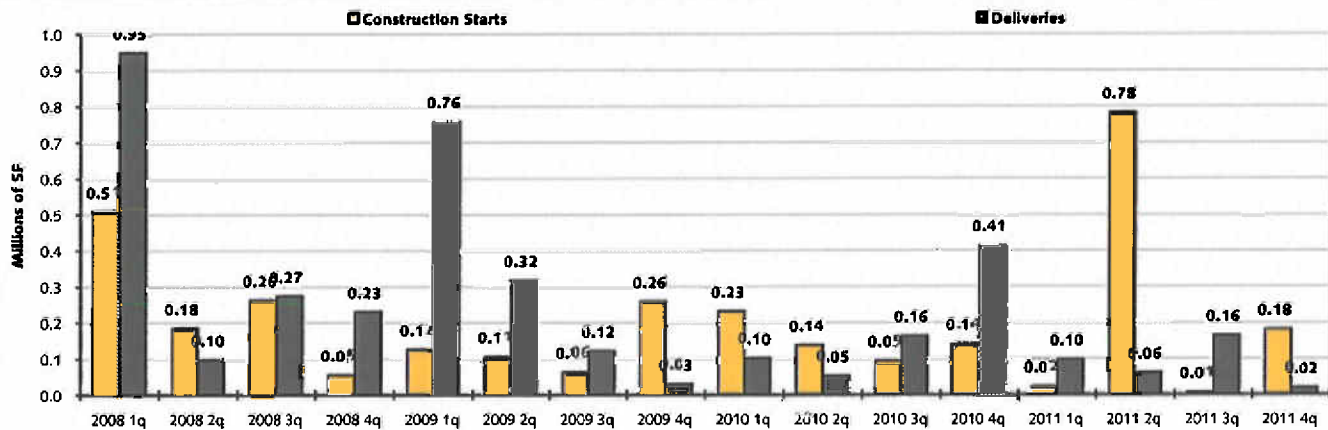
BALTIMORE RETAIL MARKET

INVENTORY & DEVELOPMENT



HISTORICAL CONSTRUCTION STARTS & DELIVERIES

Square Footage Per Quarter Starting and Completing Construction



Source: CoStar Property®

RECENT DELIVERIES BY PROJECT SIZE OF YEAR-TO-DATE DEVELOPMENT

Building Size	# Bldgs	GLA	SF Leased	% Leased	Avg Rate	Single-Tenant	Multi-Tenant
< 50,000 SF	16	131,730	102,268	77.6%	\$25.00	35,475	96,255
50,000 SF - 99,999 SF	1	63,000	63,000	100.0%	\$0.00	0	63,000
100,000 SF - 249,999 SF	1	144,000	144,000	100.0%	\$0.00	144,000	0
250,000 SF - 499,999 SF	0	0	0	0.0%	\$0.00	0	0
>= 500,000 SF	0	0	0	0.0%	\$0.00	0	0

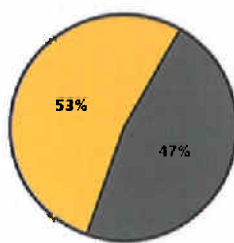
Source: CoStar Property®

RECENT DEVELOPMENT BY TENANCY

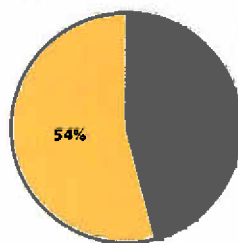
Based on GLA Developed for Single & Multi Tenant Use

2011 Deliveries

Currently Under Construction



■ Multi ■ Single

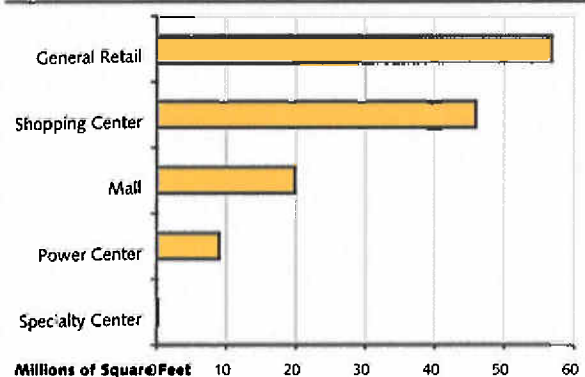


■ Multi ■ Single

Source: CoStar Property®

EXISTING INVENTORY COMPARISON

Based on Total GLA



Source: CoStar Property®



BALTIMORE RETAIL MARKET

INVENTORY & DEVELOPMENT

SELECT YEAR-TO-DATE DELIVERIES

Based on Project Square Footage

1. **Wegman's - Phase I**
 Submarket: **Harford County Retail Market**
 RBA: **144,000**
 Occupied: **100%**
 Quoted Rate: **N/A**
 Grnd Brk Date: **Second Quarter 2011**
 Deliv Date: **Third Quarter 2011**
 Leasing Co: **MacKenzie Commercial Real Estate Se**
 Developer: **N/A**
2. **118 Shawan Rd**
 Submarket: **Central Baltimore County Retail Market**
 RBA: **63,000**
 Occupied: **100%**
 Quoted Rate: **N/A**
 Grnd Brk Date: **Second Quarter 2010**
 Deliv Date: **First Quarter 2011**
 Leasing Co: **Greenberg Gibbons Commercial Corpor**
 Developer: **N/A**
3. **1901 Towne Centre Blvd**
 Submarket: **Southern Anne Arundel Retail Market**
 RBA: **19,419**
 Occupied: **82%**
 Quoted Rate: **Negotiable**
 Grnd Brk Date: **Third Quarter 2010**
 Deliv Date: **Second Quarter 2011**
 Leasing Co: **Greenberg Gibbons Commercial Corpor**
 Developer: **Greenberg Gibbons Commercial Corpor**
4. **5959 Exchange Dr**
 Submarket: **Carroll County Retail Market**
 RBA: **16,684**
 Occupied: **27%**
 Quoted Rate: **Negotiable**
 Grnd Brk Date: **Third Quarter 2010**
 Deliv Date: **Second Quarter 2011**
 Leasing Co: **St. John Properties**
 Developer: **N/A**
5. **5585 Twin Knolls Rd - Walgreens**
 Submarket: **Ellicott City/Columbia Retail Market**
 RBA: **14,820**
 Occupied: **100%**
 Quoted Rate: **N/A**
 Grnd Brk Date: **Third Quarter 2010**
 Deliv Date: **Second Quarter 2011**
 Leasing Co: **Jeffrey A Morris Group**
 Developer: **N/A**
6. **The Shoppes At Meadow Creek - Walgreens**
 Submarket: **Carroll County Retail Market**
 RBA: **14,620**
 Occupied: **100%**
 Quoted Rate: **N/A**
 Grnd Brk Date: **Third Quarter 2010**
 Deliv Date: **First Quarter 2011**
 Leasing Co: **Segall Group**
 Developer: **N/A**
7. **33 Magothy Beach Rd**
 Submarket: **Route 2 Corridor Retail Market**
 RBA: **9,900**
 Occupied: **37%**
 Quoted Rate: **Negotiable**
 Grnd Brk Date: **First Quarter 2011**
 Deliv Date: **Third Quarter 2011**
 Leasing Co: **St. John Properties**
 Developer: **N/A**
8. **8815 Yellow Brick Rd**
 Submarket: **Baltimore County East Retail Market**
 RBA: **7,654**
 Occupied: **100%**
 Quoted Rate: **N/A**
 Grnd Brk Date: **Second Quarter 2010**
 Deliv Date: **First Quarter 2011**
 Leasing Co: **EXP Realty Advisors**
 Developer: **N/A**
9. **Arundel Preserve Town Center**
 Submarket: **Route 1/BWI Area Retail Market**
 RBA: **6,693**
 Occupied: **77%**
 Quoted Rate: **Negotiable**
 Grnd Brk Date: **First Quarter 2010**
 Deliv Date: **Third Quarter 2011**
 Leasing Co: **Chesapeake Real Estate Group**
 Developer: **Somerset Construction Company**
10. **480 Meadow Creek Rd**
 Submarket: **Carroll County Retail Market**
 RBA: **6,284**
 Occupied: **64%**
 Quoted Rate: **Negotiable**
 Grnd Brk Date: **Third Quarter 2010**
 Deliv Date: **First Quarter 2011**
 Leasing Co: **Segall Group**
 Developer: **N/A**
11. **6 Restaurant Park Dr**
 Submarket: **Reisterstown Rd Corridor Retail Market**
 RBA: **6,000**
 Occupied: **100%**
 Quoted Rate: **N/A**
 Grnd Brk Date: **Third Quarter 2011**
 Deliv Date: **Fourth Quarter 2011**
 Leasing Co: **Kimco Realty Corporation**
 Developer: **N/A**
12. **10490 Owings Mills Blvd**
 Submarket: **Reisterstown Rd Corridor Retail Market**
 RBA: **5,655**
 Occupied: **100%**
 Quoted Rate: **N/A**
 Grnd Brk Date: **First Quarter 2011**
 Deliv Date: **Second Quarter 2011**
 Leasing Co: **Abeshouse Partners**
 Developer: **N/A**
13. **7411 Ritchie Hwy**
 Submarket: **Route 2 Corridor Retail Market**
 RBA: **5,000**
 Occupied: **100%**
 Quoted Rate: **N/A**
 Grnd Brk Date: **Second Quarter 2010**
 Deliv Date: **First Quarter 2011**
 Leasing Co: **Ameri-Star Homes, Inc**
 Developer: **N/A**
14. **1116 Reisterstown Rd**
 Submarket: **Reisterstown Rd Corridor Retail Market**
 RBA: **5,000**
 Occupied: **25%**
 Quoted Rate: **\$25.00**
 Grnd Brk Date: **Third Quarter 2010**
 Deliv Date: **Fourth Quarter 2011**
 Leasing Co: **Timur Yusufov**
 Developer: **N/A**
15. **1388 Taylor Ave**
 Submarket: **Central Baltimore County Retail Market**
 RBA: **4,000**
 Occupied: **100%**
 Quoted Rate: **N/A**
 Grnd Brk Date: **Third Quarter 2009**
 Deliv Date: **Fourth Quarter 2011**
 Leasing Co: **H & R Retail, Inc.**
 Developer: **N/A**

BALTIMORE RETAIL MARKET

INVENTORY & DEVELOPMENT



SELECT TOP UNDER CONSTRUCTION PROPERTIES

Based on Project Square Footage

1. Retail

Submarket: **Southern Anne Arundel Retail Market**
 RBA: **260,000**
 Preleased: **0%**
 Quoted Rate: **Negotiable**
 Grnd Brk Date: **Second Quarter 2011**
 Deliv Date: **Second Quarter 2012**
 Leasing Co: **Greenberg Gibbons Commercial Corpor**
 Developer: **Greenberg Gibbons Commercial Corpor**

2. Liberty Plaza - Wal-Mart

Submarket: **Reisterstown Rd Corridor Retail Market**
 RBA: **170,000**
 Preleased: **100%**
 Quoted Rate: **N/A**
 Grnd Brk Date: **Fourth Quarter 2011**
 Deliv Date: **Third Quarter 2012**
 Leasing Co: **Brixmor Property Group**
 Developer: **N/A**

3. Wegman's Food Market

Submarket: **Ellicott City/Columbia Retail Market**
 RBA: **160,000**
 Preleased: **100%**
 Quoted Rate: **N/A**
 Grnd Brk Date: **Second Quarter 2011**
 Deliv Date: **Second Quarter 2012**
 Leasing Co: **Wegmans Food Markets, Inc.**
 Developer: **N/A**

4. Wegmans

Submarket: **Southern Anne Arundel Retail Market**
 RBA: **140,000**
 Preleased: **100%**
 Quoted Rate: **N/A**
 Grnd Brk Date: **Fourth Quarter 2010**
 Deliv Date: **Second Quarter 2012**
 Leasing Co: **Greenberg Gibbons Commercial Corpor**
 Developer: **Greenberg Gibbons Commercial Corpor**

5. Waugh Chapel Towne Centre - Target

Submarket: **Southern Anne Arundel Retail Market**
 RBA: **137,000**
 Preleased: **100%**
 Quoted Rate: **N/A**
 Grnd Brk Date: **Second Quarter 2011**
 Deliv Date: **Second Quarter 2012**
 Leasing Co: **Greenberg Gibbons Commercial Corpor**
 Developer: **Greenberg Gibbons Commercial Corpor**

6. The Village at Odenton Station

Submarket: **Southern Anne Arundel Retail Market**
 RBA: **60,000**
 Preleased: **85%**
 Quoted Rate: **\$37.50**
 Grnd Brk Date: **Second Quarter 2008**
 Deliv Date: **Third Quarter 2012**
 Leasing Co: **MMC Commercial Real Estate**
 Developer: **The Dolben Company**

7. Regal Cinemas

Submarket: **Southern Anne Arundel Retail Market**
 RBA: **52,000**
 Preleased: **100%**
 Quoted Rate: **N/A**
 Grnd Brk Date: **Second Quarter 2011**
 Deliv Date: **Second Quarter 2012**
 Leasing Co: **Greenberg Gibbons Commercial Corpor**
 Developer: **Greenberg Gibbons Commercial Corpor**

8. 9653 Belair Rd

Submarket: **Baltimore County East Retail Market**
 RBA: **8,500**
 Preleased: **100%**
 Quoted Rate: **N/A**
 Grnd Brk Date: **Second Quarter 2011**
 Deliv Date: **First Quarter 2012**
 Leasing Co: **EXP Realty Advisors**
 Developer: **N/A**

9. Joe's Crab Shack

Submarket: **Harford County Retail Market**
 RBA: **7,800**
 Preleased: **100%**
 Quoted Rate: **N/A**
 Grnd Brk Date: **Second Quarter 2011**
 Deliv Date: **First Quarter 2012**
 Leasing Co: **MacKenzie Commercial Real Estate Se**
 Developer: **N/A**

10. 11821 W Market Pl

Submarket: **Ellicott City/Columbia Retail Market**
 RBA: **7,610**
 Preleased: **100%**
 Quoted Rate: **N/A**
 Grnd Brk Date: **Second Quarter 2011**
 Deliv Date: **First Quarter 2012**
 Leasing Co: **EXP Realty Advisors**
 Developer: **N/A**

11. 7416 Windsor Mill Rd

Submarket: **Baltimore County SW Retail Market**
 RBA: **6,000**
 Preleased: **0%**
 Quoted Rate: **Negotiable**
 Grnd Brk Date: **Third Quarter 2010**
 Deliv Date: **First Quarter 2012**
 Leasing Co: **Harko Holdings**
 Developer: **N/A**

12. Panera

Submarket: **Harford County Retail Market**
 RBA: **5,200**
 Preleased: **100%**
 Quoted Rate: **N/A**
 Grnd Brk Date: **Fourth Quarter 2011**
 Deliv Date: **Second Quarter 2012**
 Leasing Co: **MacKenzie Commercial Real Estate Se**
 Developer: **N/A**

13. Essex Gateway

Submarket: **Baltimore County East Retail Market**
 RBA: **5,000**
 Preleased: **0%**
 Quoted Rate: **\$18.00**
 Grnd Brk Date: **Fourth Quarter 2011**
 Deliv Date: **Second Quarter 2012**
 Leasing Co: **Mueller Commercial Realty, Inc**
 Developer: **N/A**



BALTIMORE RETAIL MARKET

FIGURES AT A GLANCE

GENERAL RETAIL MARKET STATISTICS

Year-End 2011

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Bids	Total GLA	Direct SF	Total SF	Vac %				
Baltimore City East	2,284	10,402,221	307,185	307,185	3.0%	45,776	0	0	\$12.69
Baltimore City West	834	3,802,641	63,014	63,014	1.7%	23,183	0	0	\$14.92
Baltimore County East	967	5,586,569	177,292	181,108	3.2%	47,866	7,654	13,500	\$12.40
Baltimore County SW	374	2,668,786	72,295	72,295	2.7%	4,714	0	0	\$18.30
Carroll County	320	2,812,380	125,821	125,821	4.5%	(4,169)	16,684	0	\$12.48
Central Baltimore County	526	5,566,893	109,703	109,703	2.0%	59,687	4,000	0	\$16.20
Downtown Baltimore City	642	5,311,087	276,212	284,062	5.3%	47,767	0	0	\$15.89
Ellicott City/Columbia	247	2,137,342	63,193	63,193	3.0%	88,764	14,820	160,000	\$17.12
Harford County	719	6,219,363	121,104	121,104	1.9%	12,628	0	0	\$17.26
Kent County	74	461,808	38,765	38,765	8.4%	(17,701)	0	0	\$12.00
Queen Annes County	100	665,427	46,037	46,037	6.9%	(9,631)	0	0	\$13.40
Reisterstown Rd Corridor	360	2,632,975	79,037	81,387	3.1%	65,702	5,000	0	\$12.65
Route 1/BWI Area	178	1,746,726	28,995	28,995	1.7%	12,015	6,693	0	\$12.67
Route 2 Corridor	528	3,371,581	105,894	105,894	3.1%	53,928	8,501	0	\$15.34
Southern Anne Arundel	457	3,355,912	210,155	256,075	7.6%	(25,343)	3,000	60,000	\$29.38
Totals	8,610	56,741,711	1,824,702	1,884,638	3.3%	405,186	66,352	233,500	\$16.36

Source: CoStar Property®

MALL MARKET STATISTICS

Year-End 2011

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Ctrs	Total GLA	Direct SF	Total SF	Vac %				
Baltimore City East	0	0	0	0	0.0%	0	0	0	\$0.00
Baltimore City West	2	1,352,271	91,917	91,917	6.8%	101,405	0	0	\$0.00
Baltimore County East	3	2,794,737	312,064	314,564	11.3%	2,136	0	0	\$0.00
Baltimore County SW	3	2,770,687	119,054	119,054	4.3%	82,497	0	0	\$0.00
Carroll County	2	691,254	14,069	14,069	2.0%	(7,655)	0	0	\$23.45
Central Baltimore County	2	1,121,043	49,718	49,718	4.4%	(7,481)	0	0	\$28.00
Downtown Baltimore City	2	951,000	101,032	101,032	10.6%	(1,570)	0	0	\$30.00
Ellicott City/Columbia	2	1,963,465	15,582	15,582	0.8%	4,099	0	0	\$0.00
Harford County	1	700,028	0	0	0.0%	1,653	0	0	\$0.00
Kent County	0	0	0	0	0.0%	0	0	0	\$0.00
Queen Annes County	0	0	0	0	0.0%	0	0	0	\$0.00
Reisterstown Rd Corridor	1	1,138,056	466,467	466,467	41.0%	6,000	6,000	0	\$0.00
Route 1/BWI Area	2	1,845,075	0	0	0.0%	0	0	0	\$0.00
Route 2 Corridor	2	1,692,306	298,944	300,969	17.8%	11,493	0	0	\$0.00
Southern Anne Arundel	2	2,798,796	41,674	41,674	1.5%	28,697	19,419	589,000	\$22.53
Totals	24	19,818,718	1,510,521	1,515,046	7.6%	221,274	25,419	589,000	\$25.60

Source: CoStar Property®

POWER CENTER MARKET STATISTICS

Year-End 2011

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Ctrs	Total GLA	Direct SF	Total SF	Vac %				
Baltimore City East	1	272,595	130,595	130,595	47.9%	0	0	0	\$0.00
Baltimore City West	0	0	0	0	0.0%	0	0	0	\$0.00
Baltimore County East	2	1,081,464	72,672	72,672	6.7%	1,330	0	0	\$0.00
Baltimore County SW	1	204,498	3,750	3,750	1.8%	(3,750)	0	0	\$21.00
Carroll County	2	534,774	0	0	0.0%	0	0	0	\$0.00
Central Baltimore County	3	1,650,402	129,022	189,212	11.5%	64,590	63,000	0	\$0.00
Downtown Baltimore City	0	0	0	0	0.0%	0	0	0	\$0.00
Ellicott City/Columbia	4	2,180,856	26,296	26,296	1.2%	(14,203)	0	0	\$18.81
Harford County	2	501,238	1,600	1,600	0.3%	40,200	0	0	\$0.00
Kent County	0	0	0	0	0.0%	0	0	0	\$0.00
Queen Annes County	1	531,733	0	0	0.0%	0	0	0	\$0.00
Reisterstown Rd Corridor	1	129,942	0	0	0.0%	0	0	0	\$0.00
Route 1/BWI Area	0	0	0	0	0.0%	0	0	0	\$0.00
Route 2 Corridor	3	1,052,954	77,146	77,146	7.3%	(44,250)	0	0	\$0.00
Southern Anne Arundel	2	859,500	3,339	3,339	0.4%	6,100	0	0	\$0.00
Totals	22	8,999,956	444,420	504,610	5.6%	50,017	63,000	0	\$19.03

Source: CoStar Property®

BALTIMORE RETAIL MARKET

FIGURES AT A GLANCE



SHOPPING CENTER MARKET STATISTICS

Year-End 2011

Market	Existing Inventory		Vacancy			YTD Net	YTD	Under	Quoted
	# Ctrs	Total GLA	Direct SF	Total SF	Vac %	Absorption	Deliveries	Const SF	Rates
Baltimore City East	45	2,054,434	72,773	72,773	3.5%	22,705	0	0	\$14.03
Baltimore City West	47	2,123,993	166,913	166,913	7.9%	16,890	0	0	\$14.08
Baltimore County East	114	7,286,113	498,808	529,559	7.3%	(91,367)	0	0	\$16.53
Baltimore County SW	49	2,634,888	264,589	268,329	10.2%	(10,252)	0	6,000	\$16.33
Carroll County	49	3,115,232	253,711	264,011	8.5%	(125,330)	20,904	0	\$13.25
Central Baltimore County	72	3,578,253	337,184	355,537	9.9%	(15,684)	0	0	\$16.38
Downtown Baltimore City	16	569,380	13,623	13,623	2.4%	349	0	0	\$17.22
Ellicott City/Columbia	67	3,288,537	167,375	168,183	5.1%	11,444	0	7,610	\$25.41
Harford County	74	4,178,455	317,896	317,896	7.6%	195,466	147,500	13,000	\$16.54
Kent County	2	362,864	35,852	35,852	9.9%	(20,442)	0	0	\$12.18
Queen Annes County	14	869,557	132,941	132,941	15.3%	49,070	0	0	\$16.96
Reisterstown Rd Corridor	66	3,994,887	217,043	275,711	6.9%	(93,839)	5,655	170,000	\$20.05
Route 1/BWI Area	28	1,359,351	217,837	217,837	16.0%	(32,741)	0	0	\$22.25
Route 2 Corridor	94	5,947,840	636,277	636,277	10.7%	102,285	9,900	0	\$17.88
Southern Anne Arundel	67	4,440,137	304,165	304,165	6.9%	(42,258)	0	0	\$26.89
Totals	804	45,803,921	3,636,987	3,759,607	8.2%	(33,704)	183,959	196,610	\$18.55

Source: CoStar Property®

SPECIALTY CENTER MARKET STATISTICS

Year-End 2011

Market	Existing Inventory		Vacancy			YTD Net	YTD	Under	Quoted
	# Ctrs	Total GLA	Direct SF	Total SF	Vac %	Absorption	Deliveries	Const SF	Rates
Baltimore City East	0	0	0	0	0.0%	0	0	0	\$0.00
Baltimore City West	0	0	0	0	0.0%	0	0	0	\$0.00
Baltimore County East	0	0	0	0	0.0%	0	0	0	\$0.00
Baltimore County SW	0	0	0	0	0.0%	0	0	0	\$0.00
Carroll County	0	0	0	0	0.0%	0	0	0	\$0.00
Central Baltimore County	0	0	0	0	0.0%	0	0	0	\$0.00
Downtown Baltimore City	0	0	0	0	0.0%	0	0	0	\$0.00
Ellicott City/Columbia	1	253,438	3,030	3,030	1.2%	0	0	0	\$0.00
Harford County	0	0	0	0	0.0%	0	0	0	\$0.00
Kent County	0	0	0	0	0.0%	0	0	0	\$0.00
Queen Annes County	1	8,400	0	0	0.0%	0	0	0	\$0.00
Reisterstown Rd Corridor	0	0	0	0	0.0%	0	0	0	\$0.00
Route 1/BWI Area	0	0	0	0	0.0%	0	0	0	\$0.00
Route 2 Corridor	0	0	0	0	0.0%	0	0	0	\$0.00
Southern Anne Arundel	0	0	0	0	0.0%	0	0	0	\$0.00
Totals	2	261,838	3,030	3,030	1.2%	0	0	0	\$0.00

Source: CoStar Property®

TOTAL RETAIL MARKET STATISTICS

Year-End 2011

Market	Existing Inventory		Vacancy			YTD Net	YTD	Under	Quoted
	# Blds	Total GLA	Direct SF	Total SF	Vac %	Absorption	Deliveries	Const SF	Rates
Baltimore City East	2,356	12,729,250	510,553	510,553	4.0%	68,481	0	0	\$12.90
Baltimore City West	927	7,278,905	321,844	321,844	4.4%	141,478	0	0	\$14.67
Baltimore County East	1,236	16,748,883	1,060,836	1,097,903	6.6%	(40,035)	7,654	13,500	\$15.17
Baltimore County SW	482	8,278,859	459,688	463,428	5.6%	73,209	0	6,000	\$17.00
Carroll County	441	7,153,640	393,601	403,901	5.6%	(137,154)	37,588	0	\$13.47
Central Baltimore County	669	11,916,591	625,627	704,170	5.9%	101,112	67,000	0	\$16.79
Downtown Baltimore City	671	6,831,467	390,867	398,117	5.8%	46,546	0	0	\$17.52
Ellicott City/Columbia	472	9,823,638	275,476	276,284	2.8%	90,104	14,820	167,610	\$22.90
Harford County	877	11,599,084	440,600	440,600	3.8%	249,947	147,500	13,000	\$16.76
Kent County	86	824,672	74,617	74,617	9.0%	(38,143)	0	0	\$12.11
Queen Annes County	140	2,075,117	178,978	178,978	8.6%	39,439	0	0	\$16.40
Reisterstown Rd Corridor	514	7,895,860	762,547	823,565	10.4%	(22,137)	16,655	170,000	\$16.43
Route 1/BWI Area	241	4,951,152	246,832	246,832	5.0%	(20,726)	6,693	0	\$20.44
Route 2 Corridor	749	12,064,681	1,118,261	1,120,286	9.3%	123,456	18,401	0	\$17.26
Southern Anne Arundel	634	11,454,345	559,333	605,253	5.3%	(32,804)	22,419	649,000	\$27.60
Totals	10,495	131,626,144	7,419,660	7,666,931	5.8%	642,773	338,730	1,019,110	\$17.83

Source: CoStar Property®



BALTIMORE RETAIL MARKET

FIGURES AT A GLANCE

GENERAL RETAIL SUBMARKET STATISTICS

Year-End 2011

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total GLA	Direct SF	Total SF	Vac %				
Aberdeen	163	1,143,982	22,344	22,344	2.0%	(4,412)	0	0	\$11.86
Annapolis	263	1,983,934	137,751	139,551	7.0%	3,410	3,000	0	\$36.03
Baltimore County East	967	5,586,569	177,292	181,108	3.2%	47,866	7,654	13,500	\$12.40
Baltimore Midtown	391	2,553,813	101,905	101,905	4.0%	9,584	0	0	\$13.79
Baltimore Northeast	662	3,041,289	107,596	107,596	3.5%	4,089	0	0	\$12.17
Baltimore Northwest	485	2,174,298	38,434	38,434	1.8%	(16,237)	0	0	\$20.35
Baltimore Southeast	1,622	7,360,932	199,589	199,589	2.7%	41,687	0	0	\$13.00
Baltimore Southwest	349	1,628,343	24,580	24,580	1.5%	39,420	0	0	\$10.54
BWI Howard County	51	321,966	2,959	2,959	0.9%	5,855	0	0	\$6.45
BWI North/Linthicum	51	352,493	10,456	10,456	3.0%	5,178	0	0	\$14.95
BWI/Anne Arundel	76	1,072,267	15,580	15,580	1.5%	982	6,693	0	\$18.58
BWI/Baltimore County	78	523,295	47,000	47,000	9.0%	7,189	0	0	\$7.54
Carroll County	320	2,812,380	125,821	125,821	4.5%	(4,169)	16,684	0	\$12.48
Catonsville	213	1,533,931	18,447	18,447	1.2%	(6,227)	0	0	\$18.87
CBD Baltimore	251	2,757,274	174,307	182,157	6.6%	38,183	0	0	\$18.14
Columbia North	35	239,608	1,500	1,500	0.6%	9,520	0	0	\$18.00
Columbia South	86	1,005,471	31,878	31,878	3.2%	42,103	14,820	160,000	\$23.36
Columbia Town Center	11	83,445	0	0	0.0%	5,400	0	0	\$13.00
Ellicott City	115	808,818	29,815	29,815	3.7%	31,741	0	0	\$16.22
I-97/Crain Hwy Corridor	107	645,618	32,998	32,998	5.1%	9,754	0	60,000	\$21.87
Kent County	74	461,808	38,765	38,765	8.4%	(17,701)	0	0	\$12.00
Outlying Harford County	556	5,075,381	98,760	98,760	1.9%	17,040	0	0	\$18.66
Queen Annes County	100	665,427	46,037	46,037	6.9%	(9,631)	0	0	\$13.40
Reisterstown Rd Corridor	360	2,632,975	79,037	81,387	3.1%	65,702	5,000	0	\$12.65
Route 2 Corridor North	424	2,661,915	73,897	73,897	2.8%	51,921	8,501	0	\$15.07
Route 2 Corridor South	104	709,666	31,997	31,997	4.5%	2,007	0	0	\$17.03
Route 83 Corridor North	164	1,873,507	25,727	25,727	1.4%	11,051	0	0	\$13.18
Route 83 Corridor South	99	835,888	26,950	26,950	3.2%	10,258	0	0	\$26.19
Southern Anne Arundel	87	726,360	39,406	83,526	11.5%	(38,507)	0	0	\$14.94
Towson	263	2,857,498	57,026	57,026	2.0%	38,378	4,000	0	\$12.43
Woodlawn	83	611,560	6,848	6,848	1.1%	3,752	0	0	\$21.69
Totals	8,610	56,741,711	1,824,702	1,884,638	3.3%	405,186	66,352	233,500	\$16.36

Source: CoStar Property®

BALTIMORE RETAIL MARKET

FIGURES AT A GLANCE



MALL SUBMARKET STATISTICS

Year-End 2011

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Ctrs	Total GLA	Direct SF	Total SF	Vac %				
Aberdeen	0	0	0	0	0.0%	0	0	0	\$0.00
Annapolis	2	2,798,796	41,674	41,674	1.5%	28,697	19,419	0	\$22.53
Baltimore County East	3	2,794,737	312,064	314,564	11.3%	2,136	0	0	\$0.00
Baltimore Midtown	0	0	0	0	0.0%	0	0	0	\$0.00
Baltimore Northeast	0	0	0	0	0.0%	0	0	0	\$0.00
Baltimore Northwest	2	1,352,271	91,917	91,917	6.8%	101,405	0	0	\$0.00
Baltimore Southeast	0	0	0	0	0.0%	0	0	0	\$0.00
Baltimore Southwest	0	0	0	0	0.0%	0	0	0	\$0.00
BWI Howard County	0	0	0	0	0.0%	0	0	0	\$0.00
BWI North/Linthicum	0	0	0	0	0.0%	0	0	0	\$0.00
BWI/Anne Arundel	2	1,845,075	0	0	0.0%	0	0	0	\$0.00
BWI/Baltimore County	1	717,355	41,976	41,976	5.9%	46,882	0	0	\$0.00
Carroll County	2	691,254	14,069	14,069	2.0%	(7,655)	0	0	\$23.45
Catonsville	1	789,935	65,000	65,000	8.2%	34,600	0	0	\$0.00
CBD Baltimore	2	951,000	101,032	101,032	10.6%	(1,570)	0	0	\$30.00
Columbia North	0	0	0	0	0.0%	0	0	0	\$0.00
Columbia South	0	0	0	0	0.0%	0	0	0	\$0.00
Columbia Town Center	1	1,482,734	15,582	15,582	1.1%	4,099	0	0	\$0.00
Ellicott City	1	480,731	0	0	0.0%	0	0	0	\$0.00
I-97/Crain Hwy Corridor	0	0	0	0	0.0%	0	0	589,000	\$0.00
Kent County	0	0	0	0	0.0%	0	0	0	\$0.00
Outlying Harford County	1	700,028	0	0	0.0%	1,653	0	0	\$0.00
Queen Annes County	0	0	0	0	0.0%	0	0	0	\$0.00
Reisterstown Rd Corridor	1	1,138,056	466,467	466,467	41.0%	6,000	6,000	0	\$0.00
Route 2 Corridor North	2	1,692,306	298,944	300,969	17.8%	11,493	0	0	\$0.00
Route 2 Corridor South	0	0	0	0	0.0%	0	0	0	\$0.00
Route 83 Corridor North	0	0	0	0	0.0%	0	0	0	\$0.00
Route 83 Corridor South	0	0	0	0	0.0%	0	0	0	\$0.00
Southern Anne Arundel	0	0	0	0	0.0%	0	0	0	\$0.00
Towson	2	1,121,043	49,718	49,718	4.4%	(7,481)	0	0	\$28.00
Woodlawn	1	1,263,397	12,078	12,078	1.0%	1,015	0	0	\$0.00
Totals	24	19,818,718	1,510,521	1,515,046	7.6%	221,274	25,419	589,000	\$25.60

Source: CoStar Property®



BALTIMORE RETAIL MARKET

FIGURES AT A GLANCE

POWER CENTER SUBMARKET STATISTICS

Year-End 2011

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Ctrs	Total GLA	Direct SF	Total SF	Vac %				
Aberdeen	0	0	0	0	0.0%	0	0	0	\$0.00
Annapolis	1	273,307	2,877	2,877	1.1%	6,100	0	0	\$0.00
Baltimore County East	2	1,081,464	72,672	72,672	6.7%	1,330	0	0	\$0.00
Baltimore Midtown	0	0	0	0	0.0%	0	0	0	\$0.00
Baltimore Northeast	0	0	0	0	0.0%	0	0	0	\$0.00
Baltimore Northwest	0	0	0	0	0.0%	0	0	0	\$0.00
Baltimore Southeast	1	272,595	130,595	130,595	47.9%	0	0	0	\$0.00
Baltimore Southwest	0	0	0	0	0.0%	0	0	0	\$0.00
BWI Howard County	0	0	0	0	0.0%	0	0	0	\$0.00
BWI North/Linthicum	0	0	0	0	0.0%	0	0	0	\$0.00
BWI/Anne Arundel	0	0	0	0	0.0%	0	0	0	\$0.00
BWI/Baltimore County	0	0	0	0	0.0%	0	0	0	\$0.00
Carroll County	2	534,774	0	0	0.0%	0	0	0	\$0.00
Catonsville	1	204,498	3,750	3,750	1.8%	(3,750)	0	0	\$21.00
CBD Baltimore	0	0	0	0	0.0%	0	0	0	\$0.00
Columbia North	3	1,612,692	26,296	26,296	1.6%	(14,203)	0	0	\$18.81
Columbia South	1	568,164	0	0	0.0%	0	0	0	\$0.00
Columbia Town Center	0	0	0	0	0.0%	0	0	0	\$0.00
Ellicott City	0	0	0	0	0.0%	0	0	0	\$0.00
I-97/Crain Hwy Corridor	1	586,193	462	462	0.1%	0	0	0	\$0.00
Kent County	0	0	0	0	0.0%	0	0	0	\$0.00
Outlying Harford County	2	501,238	1,600	1,600	0.3%	40,200	0	0	\$0.00
Queen Annes County	1	531,733	0	0	0.0%	0	0	0	\$0.00
Reisterstown Rd Corridor	1	129,942	0	0	0.0%	0	0	0	\$0.00
Route 2 Corridor North	2	798,741	77,146	77,146	9.7%	(44,250)	0	0	\$0.00
Route 2 Corridor South	1	254,213	0	0	0.0%	0	0	0	\$0.00
Route 83 Corridor North	1	704,548	31,484	31,484	4.5%	63,000	63,000	0	\$0.00
Route 83 Corridor South	1	270,472	59,338	119,528	44.2%	0	0	0	\$0.00
Southern Anne Arundel	0	0	0	0	0.0%	0	0	0	\$0.00
Towson	1	675,382	38,200	38,200	5.7%	1,590	0	0	\$0.00
Woodlawn	0	0	0	0	0.0%	0	0	0	\$0.00
Totals	22	8,999,956	444,420	504,610	5.6%	50,017	63,000	0	\$19.03

Source: Costar Property®

BALTIMORE RETAIL MARKET



FIGURES AT A GLANCE

SHOPPING CENTER SUBMARKET STATISTICS

Year-End 2011

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Ctrs	Total GLA	Direct SF	Total SF	Vac %				
Aberdeen	16	835,749	71,373	71,373	8.5%	1,597	0	0	\$16.65
Annapolis	31	2,075,390	158,278	158,278	7.6%	(34,439)	0	0	\$32.81
Baltimore County East	114	7,286,113	498,808	529,559	7.3%	(91,367)	0	0	\$16.53
Baltimore Midtown	11	307,251	13,093	13,093	4.3%	164	0	0	\$17.22
Baltimore Northeast	32	1,679,131	52,101	52,101	3.1%	14,056	0	0	\$12.58
Baltimore Northwest	37	1,165,587	31,635	31,635	2.7%	8,585	0	0	\$16.00
Baltimore Southeast	13	375,303	20,672	20,672	5.5%	8,649	0	0	\$30.00
Baltimore Southwest	10	958,406	135,278	135,278	14.1%	8,305	0	0	\$13.71
BWI Howard County	8	305,673	101,603	101,603	33.2%	(38,174)	0	0	\$22.38
BWI North/Linthicum	7	192,829	25,805	25,805	13.4%	5,645	0	0	\$21.85
BWI/Anne Arundel	13	860,849	90,429	90,429	10.5%	(212)	0	0	\$22.34
BWI/Baltimore County	9	358,434	15,501	19,241	5.4%	1,181	0	0	\$17.73
Carroll County	49	3,115,232	253,711	264,011	8.5%	(125,330)	20,904	0	\$13.25
Catonsville	21	1,546,761	119,832	119,832	7.7%	4,244	0	0	\$22.75
CBD Baltimore	5	262,129	530	530	0.2%	185	0	0	\$0.00
Columbia North	16	618,359	22,908	23,716	3.8%	10,536	0	0	\$28.51
Columbia South	26	1,182,276	85,546	85,546	7.2%	14,800	0	7,610	\$26.02
Columbia Town Center	5	552,458	15,032	15,032	2.7%	(6,116)	0	0	\$18.65
Ellicott City	20	935,444	43,889	43,889	4.7%	(7,776)	0	0	\$22.93
I-97/Crain Hwy Corridor	24	1,703,547	103,075	103,075	6.1%	(7,732)	0	0	\$24.48
Kent County	2	362,864	35,852	35,852	9.9%	(20,442)	0	0	\$12.18
Outlying Harford County	58	3,342,706	246,523	246,523	7.4%	193,869	147,500	13,000	\$16.52
Queen Annes County	14	869,557	132,941	132,941	15.3%	49,070	0	0	\$16.96
Reisterstown Rd Corridor	66	3,994,887	217,043	275,711	6.9%	(93,839)	5,655	170,000	\$20.05
Route 2 Corridor North	65	4,055,722	483,388	483,388	11.9%	40,363	9,900	0	\$17.36
Route 2 Corridor South	29	1,892,118	152,889	152,889	8.1%	61,922	0	0	\$21.37
Route 83 Corridor North	19	803,522	32,132	35,532	4.4%	(1,320)	0	0	\$18.62
Route 83 Corridor South	16	997,466	116,256	116,256	11.7%	(54,148)	0	0	\$23.94
Southern Anne Arundel	12	661,200	42,812	42,812	6.5%	(87)	0	0	\$21.86
Towson	37	1,777,265	188,796	203,749	11.5%	39,784	0	0	\$12.76
Woodlawn	19	729,693	129,256	129,256	17.7%	(15,677)	0	6,000	\$14.85
Totals	804	45,803,921	3,636,987	3,759,607	8.2%	(33,704)	183,959	196,610	\$18.55

Source: CoStar Property®



BALTIMORE RETAIL MARKET

FIGURES AT A GLANCE

SPECIALTY CENTER SUBMARKET STATISTICS

Year-End 2011

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Ctrs	Total GLA	Direct SF	Total SF	Vac %				
Aberdeen	0	0	0	0	0.0%	0	0	0	\$0.00
Annapolis	0	0	0	0	0.0%	0	0	0	\$0.00
Baltimore County East	0	0	0	0	0.0%	0	0	0	\$0.00
Baltimore Midtown	0	0	0	0	0.0%	0	0	0	\$0.00
Baltimore Northeast	0	0	0	0	0.0%	0	0	0	\$0.00
Baltimore Northwest	0	0	0	0	0.0%	0	0	0	\$0.00
Baltimore Southeast	0	0	0	0	0.0%	0	0	0	\$0.00
Baltimore Southwest	0	0	0	0	0.0%	0	0	0	\$0.00
BWI Howard County	0	0	0	0	0.0%	0	0	0	\$0.00
BWI North/Linthicum	0	0	0	0	0.0%	0	0	0	\$0.00
BWI/Anne Arundel	0	0	0	0	0.0%	0	0	0	\$0.00
BWI/Baltimore County	0	0	0	0	0.0%	0	0	0	\$0.00
Carroll County	0	0	0	0	0.0%	0	0	0	\$0.00
Catonsville	0	0	0	0	0.0%	0	0	0	\$0.00
CBD Baltimore	0	0	0	0	0.0%	0	0	0	\$0.00
Columbia North	0	0	0	0	0.0%	0	0	0	\$0.00
Columbia South	1	253,438	3,030	3,030	1.2%	0	0	0	\$0.00
Columbia Town Center	0	0	0	0	0.0%	0	0	0	\$0.00
Ellicott City	0	0	0	0	0.0%	0	0	0	\$0.00
I-97/Crain Hwy Corridor	0	0	0	0	0.0%	0	0	0	\$0.00
Kent County	0	0	0	0	0.0%	0	0	0	\$0.00
Outlying Harford County	0	0	0	0	0.0%	0	0	0	\$0.00
Queen Annes County	1	8,400	0	0	0.0%	0	0	0	\$0.00
Reisterstown Rd Corridor	0	0	0	0	0.0%	0	0	0	\$0.00
Route 2 Corridor North	0	0	0	0	0.0%	0	0	0	\$0.00
Route 2 Corridor South	0	0	0	0	0.0%	0	0	0	\$0.00
Route 83 Corridor North	0	0	0	0	0.0%	0	0	0	\$0.00
Route 83 Corridor South	0	0	0	0	0.0%	0	0	0	\$0.00
Southern Anne Arundel	0	0	0	0	0.0%	0	0	0	\$0.00
Towson	0	0	0	0	0.0%	0	0	0	\$0.00
Woodlawn	0	0	0	0	0.0%	0	0	0	\$0.00
Totals	2	261,838	3,030	3,030	1.2%	0	0	0	\$0.00

Source: CoStar Property®

BALTIMORE RETAIL MARKET

FIGURES AT A GLANCE



TOTAL RETAIL SUBMARKET STATISTICS

Year-End 2011

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Bids	Total GLA	Direct SF	Total SF	Vac %				
Aberdeen	188	1,979,731	93,717	93,717	4.7%	(2,815)	0	0	\$15.15
Annapolis	346	7,131,427	340,580	342,380	4.8%	3,768	22,419	0	\$32.80
Baltimore County East	1,236	16,748,883	1,060,836	1,097,903	6.6%	(40,035)	7,654	13,500	\$15.17
Baltimore Midtown	406	2,861,064	114,998	114,998	4.0%	9,748	0	0	\$14.23
Baltimore Northeast	712	4,720,420	159,697	159,697	3.4%	18,145	0	0	\$12.29
Baltimore Northwest	550	4,692,156	161,986	161,986	3.5%	93,753	0	0	\$19.77
Baltimore Southeast	1,644	8,008,830	350,856	350,856	4.4%	50,336	0	0	\$13.40
Baltimore Southwest	377	2,586,749	159,858	159,858	6.2%	47,725	0	0	\$11.79
BWI Howard County	60	627,639	104,562	104,562	16.7%	(32,319)	0	0	\$18.61
BWI North/Linthicum	65	545,322	36,261	36,261	6.6%	10,823	0	0	\$21.00
BWI/Anne Arundel	116	3,778,191	106,009	106,009	2.8%	770	6,693	0	\$21.67
BWI/Baltimore County	93	1,599,084	104,477	108,217	6.8%	55,252	0	0	\$15.47
Carroll County	441	7,153,640	393,601	403,901	5.6%	(137,154)	37,588	0	\$13.47
Catonsville	266	4,075,125	207,029	207,029	5.1%	28,867	0	0	\$20.14
CBD Baltimore	265	3,970,403	275,869	283,719	7.1%	36,798	0	0	\$20.70
Columbia North	104	2,470,659	50,704	51,512	2.1%	5,853	0	0	\$21.60
Columbia South	167	3,009,349	120,454	120,454	4.0%	56,903	14,820	167,610	\$25.83
Columbia Town Center	40	2,118,637	30,614	30,614	1.4%	3,383	0	0	\$15.65
Ellicott City	161	2,224,993	73,704	73,704	3.3%	23,965	0	0	\$20.05
I-97/Crain Hwy Corridor	173	2,935,358	136,535	136,535	4.7%	2,022	0	649,000	\$23.82
Kent County	86	824,672	74,617	74,617	9.0%	(38,143)	0	0	\$12.11
Outlying Harford County	689	9,619,353	346,883	346,883	3.6%	252,762	147,500	13,000	\$17.18
Queen Annes County	140	2,075,117	178,978	178,978	8.6%	39,439	0	0	\$16.40
Reisterstown Rd Corridor	514	7,895,860	762,547	823,565	10.4%	(22,137)	16,655	170,000	\$16.43
Route 2 Corridor North	580	9,208,684	933,375	935,400	10.2%	59,527	18,401	0	\$16.81
Route 2 Corridor South	169	2,855,997	184,886	184,886	6.5%	63,929	0	0	\$20.27
Route 83 Corridor North	199	3,381,577	89,343	92,743	2.7%	72,731	63,000	0	\$16.84
Route 83 Corridor South	131	2,103,826	202,544	262,734	12.5%	(43,890)	0	0	\$25.25
Southern Anne Arundel	115	1,387,560	82,218	126,338	9.1%	(38,594)	0	0	\$17.75
Towson	339	6,431,188	333,740	348,693	5.4%	72,271	4,000	0	\$13.76
Woodlawn	123	2,604,650	148,182	148,182	5.7%	(10,910)	0	6,000	\$15.56
Totals	10,495	131,626,144	7,419,660	7,666,931	5.8%	642,773	338,730	1,019,110	\$17.83

Source: CoStar Property®



BALTIMORE RETAIL MARKET

FIGURES AT A GLANCE

GENERAL RETAIL MARKET STATISTICS

Year-End 2011

Period	Existing Inventory		Vacancy			Net Absorption	Deliveries		UC Inventory		Quoted Rates
	# Bids	Total GLA	Direct SF	Total SF	Vac %		# Bids	Total GLA	# Bids	Total GLA	
2011 4q	8,610	56,741,711	1,824,702	1,884,638	3.3%	59,763	2	9,000	4	233,500	\$16.36
2011 3q	8,608	56,732,711	1,860,008	1,935,401	3.4%	146,143	2	9,693	5	237,500	\$16.88
2011 2q	8,610	56,735,518	1,997,983	2,084,351	3.7%	136,139	3	35,005	7	247,193	\$16.46
2011 1q	8,608	56,706,950	2,084,626	2,191,922	3.9%	63,141	2	12,654	8	113,698	\$16.93
2010 4q	8,606	56,694,296	2,174,133	2,242,409	4.0%	324,020	5	298,123	8	119,851	\$17.05
2010 3q	8,601	56,396,173	2,206,683	2,268,306	4.0%	24,056	3	116,500	13	417,974	\$17.22
2010 2q	8,602	56,332,253	2,174,775	2,228,442	4.0%	116,963	5	44,322	12	492,066	\$17.64
2010 1q	8,598	56,296,847	2,261,510	2,309,999	4.1%	(15,430)	4	21,009	13	468,575	\$17.64
2009 4q	8,596	56,279,044	2,229,374	2,276,766	4.0%	57,729	4	28,647	14	381,331	\$18.52
2009 3q	8,592	56,250,397	2,288,134	2,305,848	4.1%	113,855	7	97,408	14	159,806	\$18.34
2009 2q	8,585	56,152,989	2,280,857	2,322,295	4.1%	414,121	6	294,680	14	209,994	\$19.15
2009 1q	8,580	55,865,089	2,410,771	2,448,516	4.4%	(7,738)	14	57,838	17	478,853	\$19.80
2008 4q	8,567	55,809,285	2,375,728	2,384,974	4.3%	159,273	8	119,570	23	435,143	\$19.95
2008 3q	8,560	55,693,575	2,419,577	2,428,537	4.4%	227,296	7	131,163	26	513,825	\$19.99
2008 2q	8,553	55,562,412	2,516,710	2,524,670	4.5%	752,685	3	45,345	18	585,997	\$19.92
2008 1q	8,550	55,517,067	3,221,360	3,232,010	5.8%	520,832	21	219,519	16	524,891	\$19.96

Source: CoStar Property®

MALL MARKET STATISTICS

Year-End 2011

Period	Existing Inventory		Vacancy			Net Absorption	Deliveries		UC Inventory		Quoted Rates
	# Ctrs	Total GLA	Direct SF	Total SF	Vac %		# Bids	Total GLA	# Bids	Total GLA	
2011 4q	24	19,818,718	1,510,521	1,515,046	7.6%	152,883	1	6,000	4	589,000	\$25.60
2011 3q	24	19,812,718	1,657,404	1,661,929	8.4%	(11,538)	0	0	5	595,000	\$26.22
2011 2q	24	19,812,718	1,643,143	1,650,391	8.3%	52,937	1	19,419	4	589,000	\$33.18
2011 1q	24	19,793,299	1,679,384	1,683,909	8.5%	26,992	0	0	2	159,419	\$31.63
2010 4q	24	19,793,299	1,706,376	1,710,901	8.6%	(38,284)	0	0	2	159,419	\$30.21
2010 3q	24	19,793,299	1,668,092	1,672,617	8.5%	31,518	0	0	1	19,419	\$30.65
2010 2q	24	19,793,299	1,695,400	1,704,135	8.6%	(98,154)	0	0	0	0	\$30.50
2010 1q	24	19,793,299	1,588,271	1,605,981	8.1%	34,767	1	4,500	0	0	\$30.35
2009 4q	24	19,788,799	1,618,538	1,636,248	8.3%	4,221	0	0	1	4,500	\$23.63
2009 3q	24	19,788,799	1,622,759	1,640,469	8.3%	17,138	0	0	1	4,500	\$23.63
2009 2q	24	19,788,799	1,636,508	1,657,607	8.4%	(251,359)	0	0	0	0	\$24.70
2009 1q	24	19,788,799	1,366,497	1,406,248	7.1%	(231,572)	5	446,996	0	0	\$25.55
2008 4q	24	19,341,803	708,333	727,680	3.8%	(70,717)	2	76,517	5	446,996	\$16.91
2008 3q	24	19,265,286	561,099	580,446	3.0%	(183,358)	0	0	6	519,362	\$10.00
2008 2q	24	19,265,286	387,788	397,088	2.1%	(16,175)	1	4,227	4	507,243	\$10.00
2008 1q	24	19,261,059	367,386	376,686	2.0%	230,399	2	214,682	4	475,470	\$16.70

Source: CoStar Property®

POWER CENTER MARKET STATISTICS

Year-End 2011

Period	Existing Inventory		Vacancy			Net Absorption	Deliveries		UC Inventory		Quoted Rates
	# Ctrs	Total GLA	Direct SF	Total SF	Vac %		# Bids	Total GLA	# Bids	Total GLA	
2011 4q	22	8,999,956	444,420	504,610	5.6%	(2,900)	0	0	0	0	\$19.03
2011 3q	22	8,999,956	441,520	501,710	5.6%	10,360	0	0	0	0	\$19.03
2011 2q	22	8,999,956	451,880	512,070	5.7%	11,290	0	0	0	0	\$14.00
2011 1q	22	8,999,956	460,294	523,360	5.8%	31,267	1	63,000	0	0	\$14.13
2010 4q	22	8,936,956	428,561	491,627	5.5%	125,237	0	0	1	63,000	\$15.19
2010 3q	22	8,936,956	507,798	616,864	6.9%	79,691	0	0	1	63,000	\$15.19
2010 2q	22	8,936,956	633,489	696,555	7.8%	45,471	1	7,654	1	63,000	\$30.04
2010 1q	22	8,929,302	674,182	734,372	8.2%	(16,349)	1	3,101	1	7,654	\$29.30
2009 4q	22	8,926,201	654,732	714,922	8.0%	(28,204)	0	0	2	10,755	\$24.73
2009 3q	22	8,926,201	626,528	686,718	7.7%	10,100	0	0	1	3,101	\$24.34
2009 2q	22	8,926,201	624,228	696,818	7.8%	1,200	0	0	0	0	\$23.88
2009 1q	22	8,926,201	588,518	698,018	7.8%	(242,021)	0	0	0	0	\$27.37
2008 4q	22	8,926,201	353,430	455,997	5.1%	(38,979)	1	20,000	0	0	\$27.37
2008 3q	22	8,906,201	310,165	397,018	4.5%	(42,750)	1	6,000	1	20,000	\$28.39
2008 2q	22	8,900,201	259,578	348,268	3.9%	(25,864)	1	7,000	2	26,000	\$28.85
2008 1q	22	8,893,201	255,214	315,404	3.5%	350,884	4	470,287	2	13,000	\$28.81

Source: CoStar Property®

BALTIMORE RETAIL MARKET



FIGURES AT A GLANCE

SHOPPING CENTER MARKET STATISTICS

Year-End 2011

Period	Existing Inventory		Vacancy			Net Absorption	Deliveries		UC Inventory		Quoted Rates
	# Ctrs	Total GLA	Direct SF	Total SF	Vac %		# Bids	Total GLA	# Bids	Total GLA	
2011 4q	804	45,803,921	3,636,987	3,759,607	8.2%	(28,139)	1	3,500	5	196,610	\$18.55
2011 3q	804	45,800,421	3,568,760	3,727,968	8.1%	36,157	2	153,900	4	24,910	\$18.55
2011 2q	803	45,646,521	3,448,367	3,610,225	7.9%	107,212	1	5,655	6	178,810	\$18.43
2011 1q	803	45,640,866	3,546,724	3,711,782	8.1%	(148,934)	2	20,904	3	21,555	\$18.45
2010 4q	803	45,619,962	3,459,057	3,541,944	7.8%	597,260	6	115,105	3	26,904	\$18.32
2010 3q	801	45,504,857	3,916,236	4,024,099	8.8%	117,455	4	45,700	9	142,009	\$18.46
2010 2q	799	45,459,157	3,976,175	4,095,854	9.0%	59,302	0	0	9	155,735	\$18.89
2010 1q	799	45,459,157	4,039,609	4,155,156	9.1%	132,821	3	71,376	8	149,735	\$19.30
2009 4q	799	45,387,781	4,105,190	4,216,601	9.3%	(68,121)	0	0	5	99,376	\$19.12
2009 3q	799	45,387,781	4,050,558	4,148,480	9.1%	(355,998)	1	14,952	5	99,376	\$19.10
2009 2q	799	45,372,829	3,666,422	3,767,530	8.3%	(52,287)	3	21,862	4	106,751	\$19.85
2009 1q	798	45,350,967	3,528,346	3,693,381	8.1%	(399,498)	16	252,711	5	48,814	\$19.54
2008 4q	793	45,098,256	2,941,620	3,041,172	6.7%	11,079	2	12,900	20	286,573	\$20.38
2008 3q	793	45,085,356	2,915,244	3,039,351	6.7%	51,686	8	135,865	20	289,611	\$19.83
2008 2q	789	44,949,491	2,809,879	2,955,172	6.6%	(75,718)	4	41,078	13	234,409	\$19.23
2008 1q	787	44,908,413	2,699,989	2,838,376	6.3%	21,880	6	43,756	16	253,487	\$19.44

Source: CoStar Property®

SPECIALTY CENTER MARKET STATISTICS

Year-End 2011

Period	Existing Inventory		Vacancy			Net Absorption	Deliveries		UC Inventory		Quoted Rates
	# Ctrs	Total GLA	Direct SF	Total SF	Vac %		# Bids	Total GLA	# Bids	Total GLA	
2011 4q	2	261,838	3,030	3,030	1.2%	0	0	0	0	0	\$0.00
2011 3q	2	261,838	3,030	3,030	1.2%	0	0	0	0	0	\$0.00
2011 2q	2	261,838	3,030	3,030	1.2%	0	0	0	0	0	\$0.00
2011 1q	2	261,838	3,030	3,030	1.2%	0	0	0	0	0	\$0.00
2010 4q	2	261,838	3,030	3,030	1.2%	0	0	0	0	0	\$0.00
2010 3q	2	261,838	3,030	3,030	1.2%	11,200	0	0	0	0	\$0.00
2010 2q	2	261,838	14,230	14,230	5.4%	5,670	0	0	0	0	\$15.00
2010 1q	2	261,838	19,900	19,900	7.6%	3,700	0	0	0	0	\$15.00
2009 4q	2	261,838	23,600	23,600	9.0%	3,200	0	0	0	0	\$15.00
2009 3q	2	261,838	26,800	26,800	10.2%	7,500	1	8,400	0	0	\$15.00
2009 2q	1	253,438	25,900	25,900	10.2%	4,500	0	0	1	8,400	\$15.00
2009 1q	1	253,438	30,400	30,400	12.0%	2,200	0	0	1	8,400	\$15.00
2008 4q	1	253,438	32,600	32,600	12.9%	(7,600)	0	0	0	0	\$15.00
2008 3q	1	253,438	25,000	25,000	9.9%	4,900	0	0	0	0	\$15.00
2008 2q	1	253,438	29,900	29,900	11.8%	(2,700)	0	0	0	0	\$15.00
2008 1q	1	253,438	27,200	27,200	10.7%	1,500	0	0	0	0	\$15.00

Source: CoStar Property®

TOTAL RETAIL MARKET STATISTICS

Year-End 2011

Period	Existing Inventory		Vacancy			Net Absorption	Deliveries		UC Inventory		Quoted Rates
	# Bids	Total GLA	Direct SF	Total SF	Vac %		# Bids	Total GLA	# Bids	Total GLA	
2011 4q	10,495	131,626,144	7,419,660	7,666,931	5.8%	181,607	4	18,500	13	1,019,110	\$17.83
2011 3q	10,491	131,607,644	7,530,722	7,830,038	5.9%	181,122	4	163,593	14	857,410	\$18.06
2011 2q	10,491	131,456,551	7,544,403	7,860,067	6.0%	307,578	5	60,079	17	1,015,003	\$17.67
2011 1q	10,487	131,402,909	7,774,058	8,114,003	6.2%	(27,534)	5	96,558	13	294,672	\$17.85
2010 4q	10,482	131,306,351	7,771,157	7,989,911	6.1%	1,008,233	11	413,228	14	369,174	\$17.97
2010 3q	10,471	130,893,123	8,301,839	8,584,916	6.6%	263,920	7	162,200	24	642,402	\$18.09
2010 2q	10,468	130,783,503	8,494,069	8,739,216	6.7%	129,252	6	51,976	22	710,801	\$18.64
2010 1q	10,463	130,740,443	8,583,472	8,825,408	6.8%	139,509	9	99,986	22	625,964	\$18.86
2009 4q	10,456	130,643,663	8,631,434	8,868,137	6.8%	(31,175)	4	28,647	22	495,962	\$19.02
2009 3q	10,452	130,615,016	8,614,779	8,808,315	6.7%	(217,405)	9	120,760	21	266,783	\$18.90
2009 2q	10,443	130,494,256	8,233,915	8,470,150	6.5%	116,175	9	316,542	19	325,145	\$19.65
2009 1q	10,435	130,184,494	7,924,532	8,276,563	6.4%	(878,629)	35	757,545	23	536,067	\$19.79
2008 4q	10,401	129,428,983	6,411,711	6,642,423	5.1%	53,056	13	228,987	48	1,168,712	\$20.23
2008 3q	10,389	129,203,856	6,231,085	6,470,352	5.0%	57,774	16	273,028	53	1,342,798	\$19.98
2008 2q	10,373	128,930,828	6,003,855	6,255,098	4.9%	632,228	9	97,650	37	1,353,649	\$19.52
2008 1q	10,364	128,833,178	6,571,149	6,789,676	5.3%	1,125,495	33	948,244	38	1,266,848	\$19.65

Source: CoStar Property®

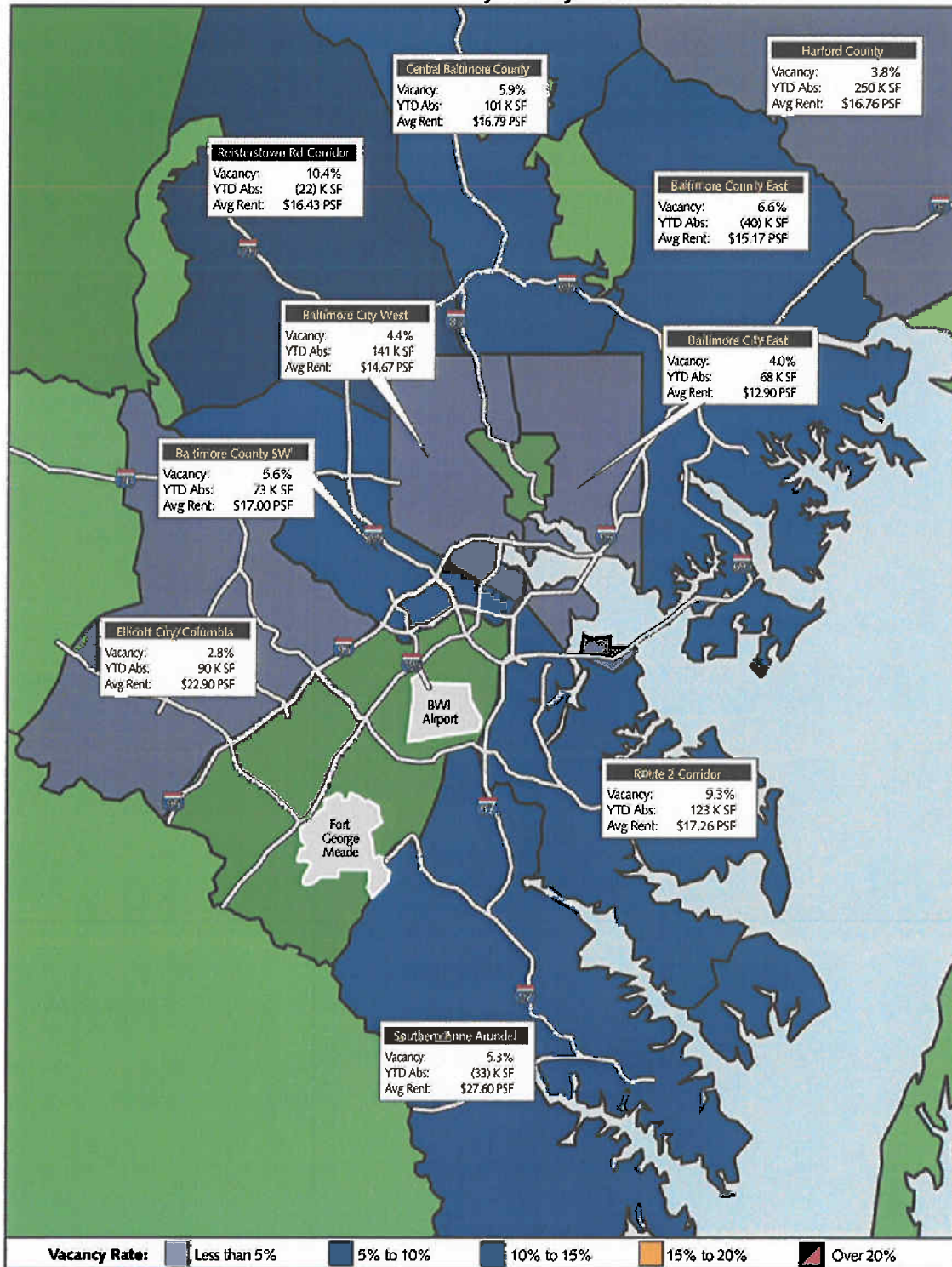


BALTIMORE RETAIL MARKET

LEASING ACTIVITY

LEASING HIGHLIGHTS IN SELECT COSTAR MARKETS

Color Coded by Vacancy Rate



Source: CoStar Property 3

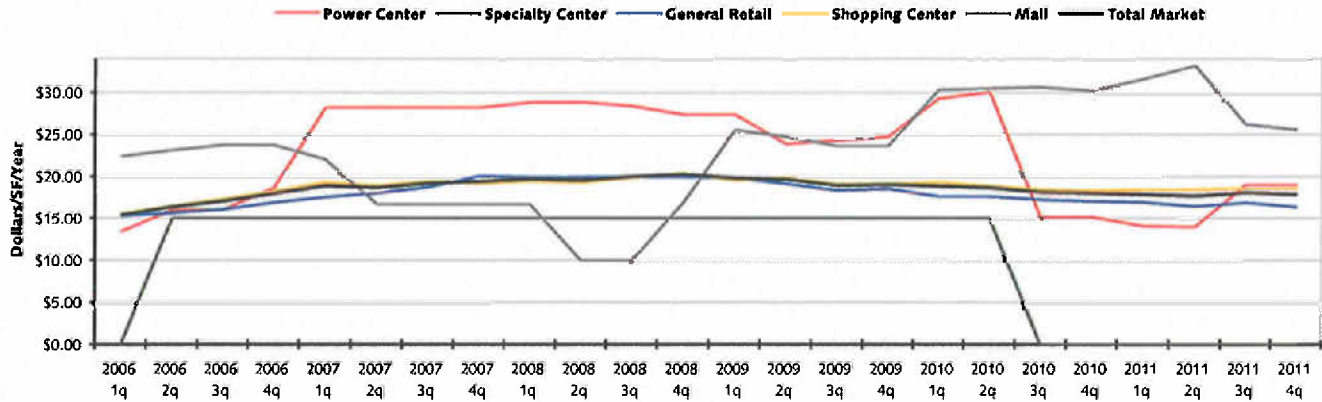
BALTIMORE RETAIL MARKET

LEASING ACTIVITY



HISTORICAL RENTAL RATES

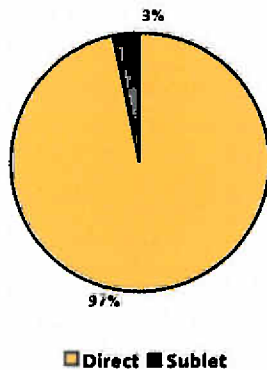
Based on NNN Rental Rates



Source: CoStar Property®

VACANCY BY AVAILABLE SPACE TYPE

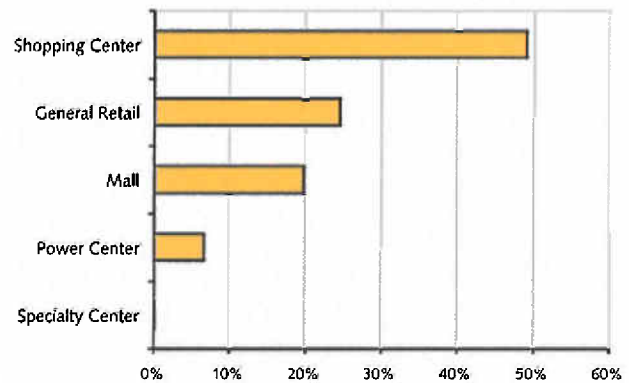
Percent of All Vacant Space in Direct vs. Sublet



Source: CoStar Property®

VACANCY BY BUILDING TYPE

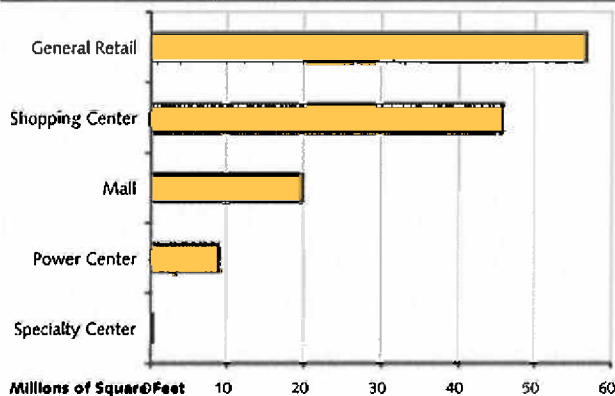
Percent of All Vacant Space by Building Type



Source: CoStar Property®

GLA BY BUILDING TYPE

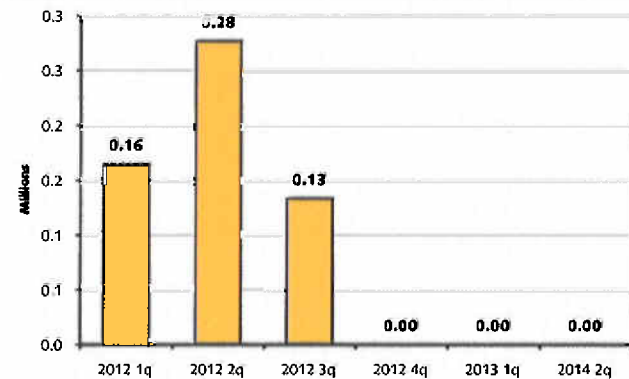
Ratio of Total GLA by Building Type



Source: CoStar Property®

FUTURE SPACE AVAILABLE

Space Scheduled to be Available for Occupancy*



* Includes Under Construction Spaces

Source: CoStar Property®



BALTIMORE RETAIL MARKET

LEASING ACTIVITY

SELECT TOP RETAIL LEASES Based on Leased Square Footage For Deals Signed in 2011

Building	Submarket	SF	Qtr	Tenant Name	Tenant Rep Company	Landlord Rep Company
1 Parkway Crossing Shopping Center	Baltimore County East	55,070	2nd	Super Fresh	N/A	KLNB Retail
2 Reisterstown Road Plaza	Baltimore Northwest	53,040	2nd	Shopper's World	N/A	KLNB Retail
3 Eastpoint Shopping Center	Baltimore County East	50,423	3rd	Redners Warehouse Market	N/A	KLNB Retail
4 Lansdowne Station	BWI/Baltimore County	46,000	2nd	Bally's Fitness	N/A	H & R Retail, Inc.
5 Costco Plaza	Baltimore County East	40,480	3rd	Big Lots	N/A	DDR Corp.
6 Costco Plaza*	Baltimore County East	40,480	2nd	Chesapeake Home Furnishings	N/A	N/A
7 Tollgate Marketplace	Outlying Harford County	40,400	2nd	Ashley Furniture	N/A	KLNB Retail
8 599-B Baltimore Pike	Outlying Harford County	39,605	4th	Mars	N/A	MacKenzie Commercial Real Estate Se
9 Elkridge Corners	BWI Howard County	39,571	3rd	Green Valley Markets	H & R Retail, Inc.	Regency Centers
10 Dobbin Center	Columbia South	37,459	2nd	2nd Ave Value Store	N/A	KLNB Retail
11 Reisterstown Road Plaza	Baltimore Northwest	35,000	2nd	Big Lots	N/A	KLNB Retail
12 Ridgeview Shopping Center	BWI/Anne Arundel	31,304	3rd	Big Lots	N/A	Renaud Consulting
13 7 Mile Market	Reisterstown Rd Corridor	28,000	4th	Signature Collision Center	Direct Deal	Trout Daniel & Associates
14 Miller Brothers Ford	Ellicott City	25,173	2nd	National Motors	N/A	KLNB Retail
15 11227 Reisterstown Rd	Reisterstown Rd Corridor	24,028	2nd	Arena Mitsubishi	N/A	CBRE
16 Jemal's Bay 50 Shopping Center*	Annapolis	22,518	4th	Mariners Church	Direct Deal	Douglas Development Corporation
17 Dulaney Plaza - Building 1	Towson	20,000	1st	Fresh Market	N/A	Taubman Properties LLC
18 Jemal's Bay 50 Shopping Center*	Annapolis	19,790	3rd	inforMed, LLC	Direct Deal	Douglas Development Corporation
19 Reisterstown Road Plaza	Baltimore Northwest	19,000	2nd	Fitness Evolution	N/A	KLNB Retail
20 6502 Baltimore National Pike	Catonsville	18,593	3rd	Alko	N/A	H & R Retail, Inc.
21 11967 Reisterstown Rd	Reisterstown Rd Corridor	16,995	3rd	Planet Fitness	N/A	Segall Group
22 2401 Solomon's Island Rd	Annapolis	16,708	1st	Office Depot	N/A	Sierra Mid-Atlantic, LLC
23 1013 Beards Hill Rd	Aberdeen	16,445	2nd	Beards Hill Car Care	Harry Hopkins Co	Paidon Products Co., Inc.
24 The Piper Bldg	CBD Baltimore	14,450	2nd	Shoe City	Direct Deal	Max Realty, LLC
25 7311 Ritchie Hwy	Route 2 Corridor North	14,430	2nd	Goodwill	N/A	Vornado Realty Trust
26 1651 Rt 3 N	I-97/Crain Hwy Corridor	14,079	3rd	N/A	N/A	Transwestern
27 1727 E Joppa Rd	Towson	14,000	2nd	N/A	N/A	Trout Daniel & Associates
28 1625 Crofton Ctr	I-97/Crain Hwy Corridor	13,101	3rd	Hioachi Grill & Supreme Buffet	N/A	Ramco-Gershenson Properties Trust
29 Tollgate Marketplace	Outlying Harford County	12,000	2nd	Petco	N/A	KLNB Retail
30 1502 Country Ridge Ln	Baltimore County East	11,000	1st	N/A	N/A	Alexander Realty, Inc.
31 Constant Friendship Shopping Center	Outlying Harford County	10,545	2nd	Dollar Tree	N/A	Brooks & Coldman Realty, LLP
32 8601 Walther Blvd	Baltimore County East	10,000	4th	Learning Experience	N/A	Compass Real Estate
33 Jemal's Bay 50 Shopping Center	Annapolis	10,000	2nd	inforMed, LLC	Direct Deal	Douglas Development Corporation
34 Shops at Bel Air South	Outlying Harford County	8,900	2nd	N/A	N/A	Sierra Mid-Atlantic, LLC
35 Towson Circle	Towson	8,863	3rd	My Weight Doctor	KLNB Retail	KLNB Retail
36 20 W Ridgely Rd	Route 83 Corridor South	8,760	2nd	N/A	N/A	KLNB Retail
37 9653 Belair Rd	Baltimore County East	8,500	3rd	Firestone Complete Auto Care	N/A	N/A
38 Alameda Marketplace	Baltimore Northeast	8,500	3rd	N/A	N/A	Continental Realty Corporation
39 10801 Philadelphia Rd	Baltimore County East	8,400	4th	Lord Collision Experts Inc.	Direct Deal	CM Cahn Realty
40 Yorkridge Center South	Route 83 Corridor South	8,223	4th	N/A	N/A	St. John Properties

Source: CoStar Property®

* Renewal

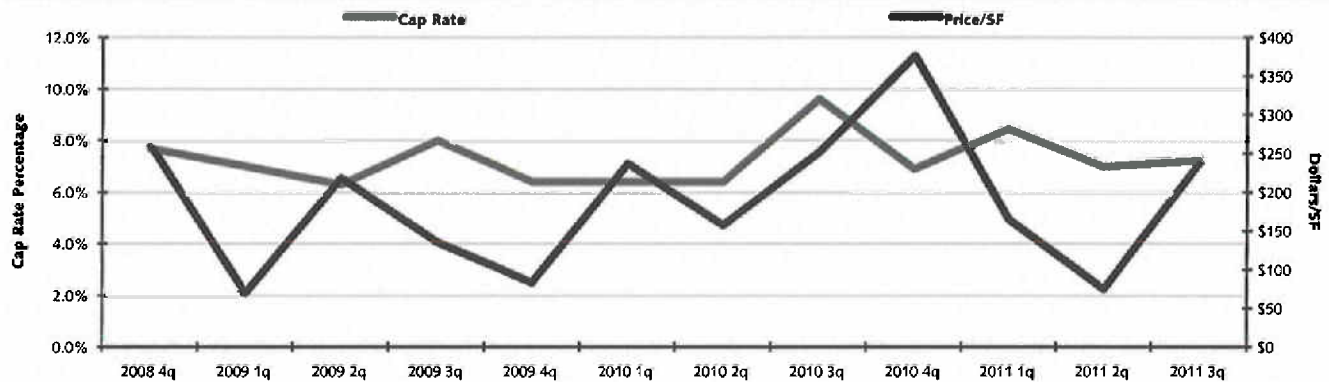
BALTIMORE RETAIL MARKET

SALES ACTIVITY



THE OPTIMIST SALES INDEX

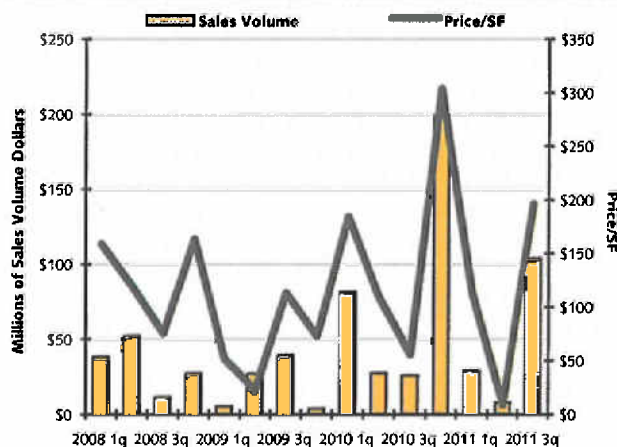
Average of Two Highest Price/SF's and Two Lowest Cap Rates



Source: CoStar COMPS®

SALES VOLUME & PRICE

Based on Retail Building Sales of 15,000 SF and Larger



Source: CoStar COMPS®

SALES ANALYSIS BY BUILDING SIZE

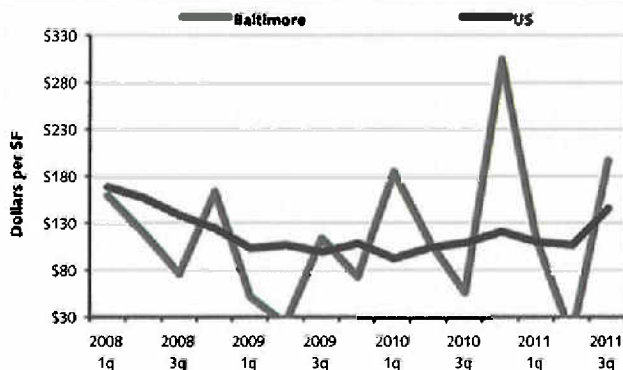
Based on Retail Building Sales From Oct. 2010 - Sept. 2011

Bldg Size	#	RBA	S Volume	Price/SF	Cap Rate
< 25,000 SF	104	687,439	\$ 126,431,454	\$ 183.92	8.58%
25K-99K SF	7	371,296	\$ 23,220,000	\$ 62.54	9.80%
100K-249K SF	3	456,510	\$ 140,287,920	\$ 307.31	6.70%
>250K SF	3	1,360,565	\$ 166,500,000	\$ 122.38	5.53%

Source: CoStar COMPS®

U.S. PRICE/SF COMPARISON

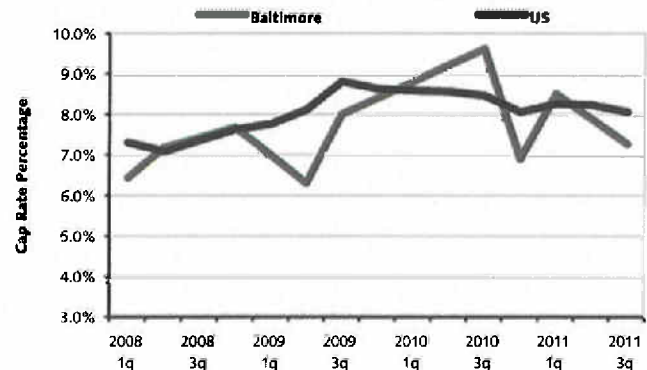
Based on Retail Building Sales of 15,000 SF and Larger



Source: CoStar COMPS®

U.S. CAP RATE COMPARISON

Based on Retail Building Sales of 15,000 SF and Larger



Source: CoStar COMPS®



BALTIMORE RETAIL MARKET

SALES ACTIVITY

SELECT TOP SALES

Based on Sales from October 2010 Through December 2011

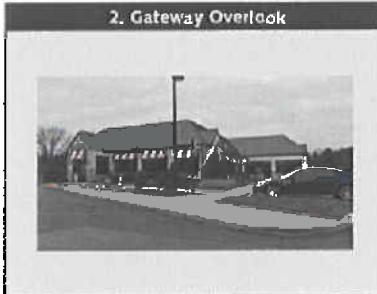
1. Festival at Riva



Annapolis

Price: \$102,500,000
 Price/SF: \$336.89
 Cap Rate: N/A
 RBA: 304,251
 Date: 12/29/2010
 Year Built: N/A
 Buyer: American Realty Advisors
 Seller: State Retirement & Pension System of Maryland

2. Gateway Overlook



Columbia

Price: \$88,350,000
 Price/SF: \$415.41
 Cap Rate: 6.9%
 RBA: 212,680
 Date: 12/1/2010
 Year Built: 1993
 Buyer: Washington Real Estate Investment Trust
 Seller: GGP, Inc.

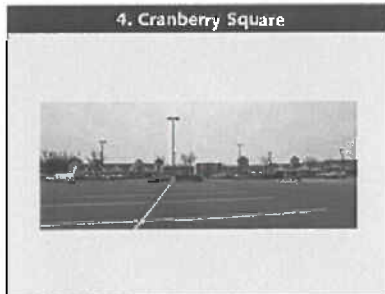
3. Severna Park



Severna Park

Price: \$61,000,000
 Price/SF: \$239.96
 Cap Rate: 5.53%
 RBA: 254,213
 Date: 9/23/2011
 Year Built: 2000
 Buyer: Saul Centers, Inc.
 Seller: LaSalle Investment Management, Inc.

4. Cranberry Square



Westminster

Price: \$33,000,000
 Price/SF: \$236.94
 Cap Rate: 6.49%
 RBA: 139,273
 Date: 9/23/2011
 Year Built: 1991
 Buyer: Saul Centers, Inc.
 Seller: LaSalle Investment Management, Inc.

5. Centre Court



Pikesville

Price: \$18,937,920
 Price/SF: \$181.13
 Cap Rate: N/A
 RBA: 104,557
 Date: 3/4/2011
 Year Built: 1958
 Buyer: Kimco Realty Corporation
 Seller: Vanguard Equities, Inc.

6. 7095 Baltimore Annapolis Blvd



Glen Burnie

Price: \$16,600,000
 Price/SF: \$156.89
 Cap Rate: 8.67%
 RBA: 105,804
 Date: 11/9/2011
 Year Built: 2004
 Buyer: Phillips Edison - ARC Shopping Center REIT Inc.
 Seller: Katz Properties, LLC

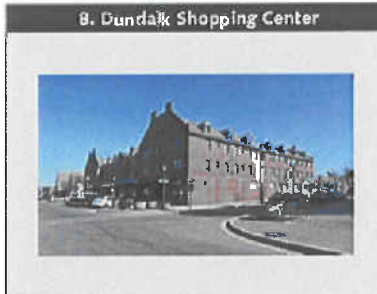
7. Long Reach Village Center



Columbia

Price: \$5,400,000
 Price/SF: \$54.88
 Cap Rate: N/A
 RBA: 98,399
 Date: 10/29/2010
 Year Built: 1973
 Buyer: America's Realty, LLC
 Seller: Cedar Shopping Centers, Inc.

8. Dundalk Shopping Center



Baltimore

Price: \$4,600,000
 Price/SF: \$63.27
 Cap Rate: N/A
 RBA: 72,700
 Date: 9/20/2011
 Year Built: 1918
 Buyer: Blue Ocean Realty
 Seller: JMJ Fallston Properties, LLC

9. 2239-2241 Monument St



Baltimore

Price: \$4,550,000
 Price/SF: \$141.20
 Cap Rate: 9.8%
 RBA: 32,223
 Date: 8/17/2011
 Year Built: N/A
 Buyer: Finmarc Management Inc.
 Seller: Miller Real Estate Company

BALTIMORE RETAIL MARKET

SALES ACTIVITY



SELECT SAME BUILDING SALES

Based On Recent Building Sales Compared to Prior Sale



CVS
Address: 2509 Pennsylvania Ave
City: Baltimore
RBA: 8,087
Year Built: 1994
Tot \$ Return: \$17,000
Tot % Return: 1%
Ann Return: 0%
Months Held: 44

Most Recent Sale
Price: \$1,552,000
Price/SF: \$191.91
Cap Rate: N/A
Date: 9/27/2011
Buyer: S Stone LLC
Seller: Margate Atlantic Properties
Brokers: N/A

Sale Prior to Most Recent Sale
Price: \$1,535,000
Price/SF: \$189.81
Cap Rate: N/A
Date: 1/24/2008
Buyer: Margate Atlantic Properties
Seller: Zimmer Development Company o
Brokers: N/A



7000 Eastern Ave
Address: 7000 Eastern Ave
City: Baltimore
RBA: 2,355
Year Built: 1955
Tot \$ Return: -\$100,000
Tot % Return: -11%
Ann Return: -4%
Months Held: 31

Most Recent Sale
Price: \$800,000
Price/SF: \$339.70
Cap Rate: N/A
Date: 4/28/2011
Buyer: RSCY Development, LLC
Seller: Hana Best LLC
Brokers: N/A

Sale Prior to Most Recent Sale
Price: \$900,000
Price/SF: \$382.17
Cap Rate: N/A
Date: 9/21/2008
Buyer: Hana Best LLC
Seller: Mohinder LLC
Brokers: A.H. Bae & Company, Inc.



7816 Harford Rd
Address: 7816 Harford Rd
City: Baltimore
RBA: 14,800
Year Built: 1940
Tot \$ Return: \$90,734
Tot % Return: 17%
Ann Return: 8%
Months Held: 25

Most Recent Sale
Price: \$612,500
Price/SF: \$41.39
Cap Rate: N/A
Date: 6/28/2011
Buyer: Martin Mintz
Seller: T & T Holdings LLC
Brokers: Thornhill Properties, Inc.

Sale Prior to Most Recent Sale
Price: \$521,766
Price/SF: \$35.25
Cap Rate: N/A
Date: 5/21/2009
Buyer: T & T Holdings LLC
Seller: Maryland Window And Siding S
Brokers: N/A



240 S Hilton St
Address: 240 S Hilton St
City: Baltimore
RBA: 17,731
Year Built: 1940
Tot \$ Return: \$65,000
Tot % Return: 12%
Ann Return: 3%
Months Held: 42

Most Recent Sale
Price: \$600,000
Price/SF: \$33.84
Cap Rate: N/A
Date: 3/31/2011
Buyer: Victory Ministries of Christ
Seller: Gregory S Jones
Brokers: N/A

Sale Prior to Most Recent Sale
Price: \$535,000
Price/SF: \$30.17
Cap Rate: N/A
Date: 10/16/2007
Buyer: Gregory S Jones
Seller: Capital City Mortgage Corp
Brokers: N/A

SELECT LAND SALES Based on Commercially Zoned Land Sales Occurring From Oct. 2010 - Dec. 2011

7001-7053 Arundel Mills Blvd, Hanover

Sale Price: \$23,860,000
Acres: 25.78
Price/SF: \$21.25
Closing Date: 12/03/2010
Zoning: C2
Intended Use: MultiFamily
Buyer: Questar Properties, Inc.
Seller: Preston Capital Management Inc.

414 Light St, Baltimore

Sale Price: \$11,500,000
Acres: 1.92
Price/SF: \$137.50
Closing Date: 01/12/2011
Zoning: BO52, Baltimore
Intended Use: Mixed Use
Buyer: Questar Properties, Inc.
Seller: ARC Properties Inc

1605 Key Hwy, Baltimore

Sale Price: \$10,018,712
Acres: 5.45
Price/SF: \$42.20
Closing Date: 03/04/2011
Zoning: M030
Intended Use: Retail
Buyer: City of Baltimore Real Estate Dept.
Seller: Chesapeake Paperboard Centre

6575 Meadowridge Rd, Elkridge

Sale Price: \$8,950,000
Acres: 39.12
Price/SF: \$5.25
Closing Date: 11/03/2010
Zoning: M-1
Intended Use: Health Care
Buyer: Sheppard Pratt Health System, Inc.
Seller: H & H Rock Companies

3501-4001 Boston St, Baltimore

Sale Price: \$6,400,000
Acres: 20.00
Price/SF: \$7.35
Closing Date: 06/07/2011
Zoning: M030
Intended Use: Retail
Buyer: Chesapeake Real Estate Group
Seller: Exxon Mobil Corporation

1705-1740 Twin Springs Rd, Halethorpe

Sale Price: \$5,400,000
Acres: 9.60
Price/SF: \$12.91
Closing Date: 12/30/2010
Zoning: BMIM
Intended Use: Medical
Buyer: Kaiser Permanente
Seller: Merritt Properties, LLC

Source: CoStar COMPS®

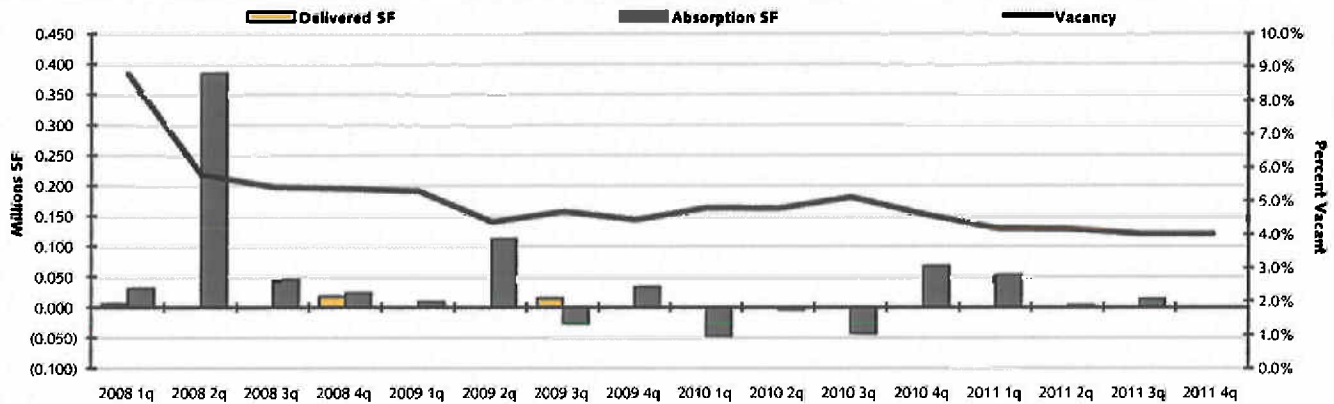


BALTIMORE RETAIL MARKET

BALTIMORE CITY EAST MARKET

MARKET HIGHLIGHTS - CLASS "A, B & C"

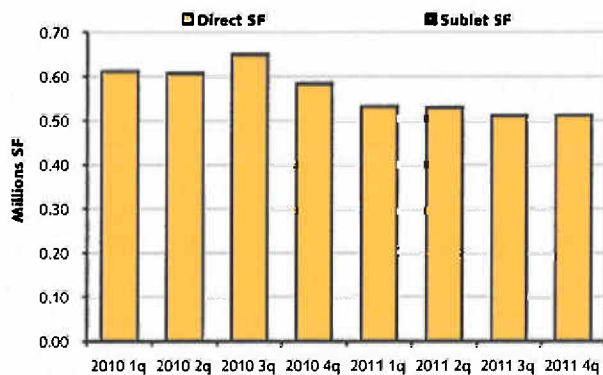
DELIVERIES, ABSORPTION & VACANCY Historical Analysis, All Classes



Source: CoStar Property®

VACANT SPACE

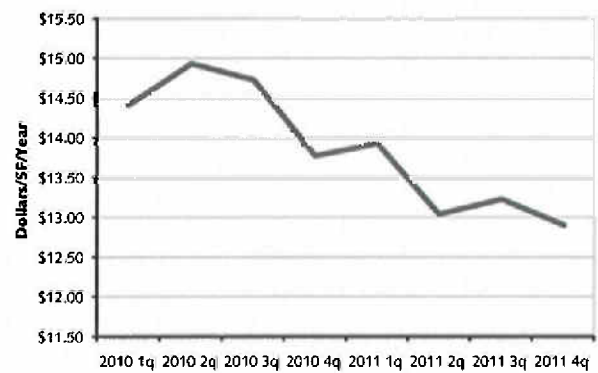
Historical Analysis, All Classes



Source: CoStar Property®

QUOTED RENTAL RATES

Historical Analysis, All Classes



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2011 4q	2,356	12,729,250	510,553	4.0%	(24)	0	0	0	0	\$12.90
2011 3q	2,356	12,729,250	510,529	4.0%	13,341	0	0	0	0	\$13.22
2011 2q	2,357	12,734,450	529,070	4.2%	2,594	0	0	0	0	\$13.04
2011 1q	2,357	12,734,450	531,664	4.2%	52,570	0	0	0	0	\$13.92
2010 4q	2,357	12,734,450	584,234	4.6%	66,492	0	0	0	0	\$13.77
2010 3q	2,357	12,734,450	650,726	5.1%	(43,151)	0	0	0	0	\$14.72
2010 2q	2,357	12,734,450	607,575	4.8%	(4,833)	0	0	0	0	\$14.93
2010 1q	2,358	12,743,366	611,658	4.8%	(47,407)	0	0	0	0	\$14.41
2009 4q	2,358	12,743,366	564,251	4.4%	32,801	0	0	0	0	\$14.30
2009 3q	2,358	12,743,366	597,052	4.7%	(26,925)	1	14,686	0	0	\$13.92
2009 2q	2,357	12,728,680	555,441	4.4%	111,601	0	0	1	14,686	\$14.68
2009 1q	2,358	12,735,460	673,822	5.3%	8,947	0	0	1	14,686	\$14.88
2008 4q	2,358	12,735,460	682,769	5.4%	23,105	1	17,000	1	14,686	\$13.82
2008 3q	2,357	12,718,460	688,874	5.4%	45,451	0	0	2	31,686	\$13.03
2008 2q	2,357	12,718,460	734,325	5.8%	383,343	0	0	2	31,686	\$13.64
2008 1q	2,357	12,718,460	1,117,668	8.8%	30,420	2	5,246	1	17,000	\$13.68

Source: CoStar Property®

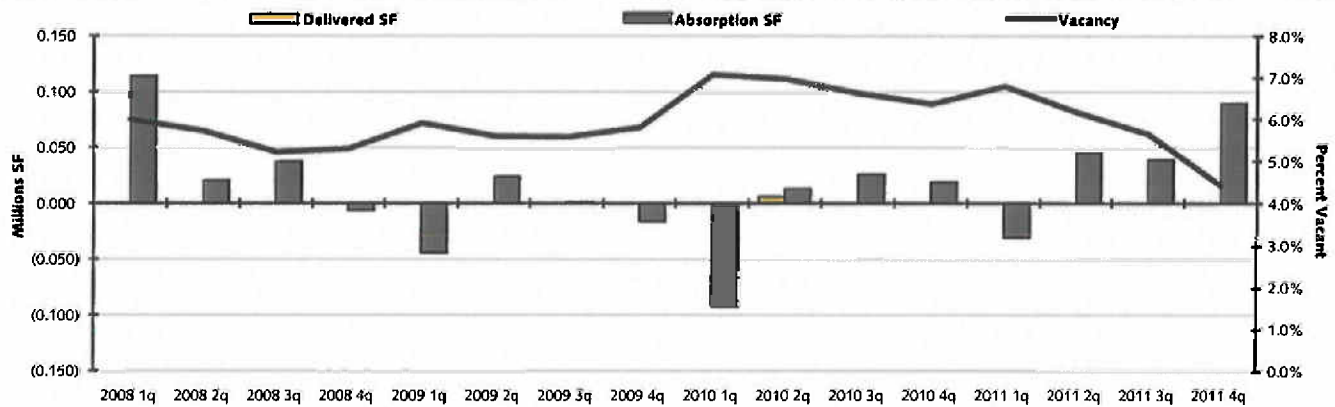
BALTIMORE RETAIL MARKET

BALTIMORE CITY WEST MARKET

MARKET HIGHLIGHTS - CLASS "A, B & C"

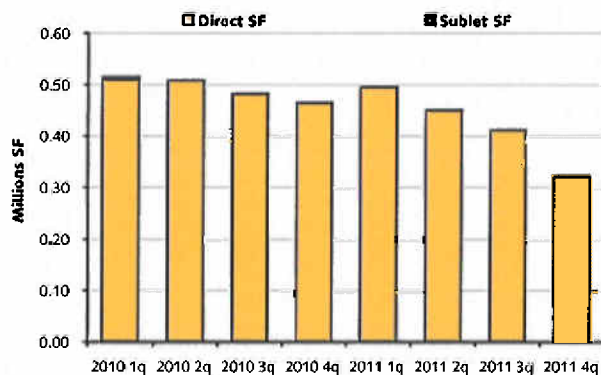


DELIVERIES, ABSORPTION & VACANCY Historical Analysis, All Classes



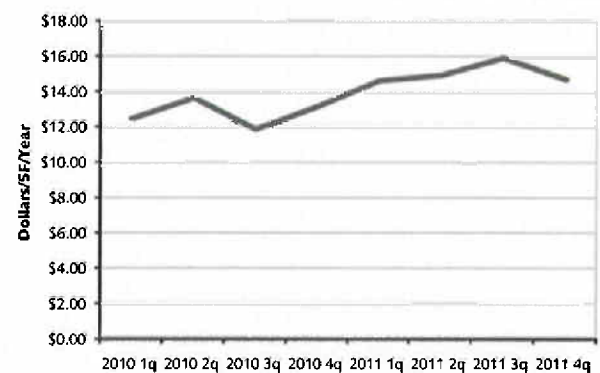
Source: CoStar Property®

VACANT SPACE Historical Analysis, All Classes



Source: CoStar Property®

QUOTED RENTAL RATES Historical Analysis, All Classes



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2011 4q	927	7,278,905	321,844	4.4%	89,028	0	0	0	0	\$14.67
2011 3q	927	7,278,905	410,872	5.6%	38,631	0	0	0	0	\$15.89
2011 2q	927	7,278,905	449,503	6.2%	44,797	0	0	0	0	\$14.91
2011 1q	927	7,278,905	494,300	6.8%	(30,978)	0	0	0	0	\$14.60
2010 4q	927	7,278,905	463,322	6.4%	18,380	0	0	0	0	\$13.14
2010 3q	927	7,278,905	481,702	6.6%	25,462	0	0	0	0	\$11.84
2010 2q	927	7,278,905	507,164	7.0%	12,540	1	5,476	0	0	\$13.62
2010 1q	926	7,273,429	514,228	7.1%	(92,627)	0	0	1	5,476	\$12.45
2009 4q	927	7,274,629	422,801	5.8%	(16,288)	0	0	1	5,476	\$11.53
2009 3q	927	7,274,629	406,513	5.6%	579	0	0	0	0	\$12.70
2009 2q	927	7,274,629	407,092	5.6%	23,323	0	0	0	0	\$13.04
2009 1q	927	7,274,629	430,415	5.9%	(44,548)	0	0	0	0	\$13.22
2008 4q	927	7,274,629	385,867	5.3%	(6,249)	0	0	0	0	\$13.34
2008 3q	927	7,274,629	379,618	5.2%	36,704	0	0	0	0	\$12.66
2008 2q	927	7,274,629	416,322	5.7%	19,828	0	0	0	0	\$12.83
2008 1q	927	7,274,629	436,150	6.0%	113,310	0	0	0	0	\$12.51

Source: CoStar Property®

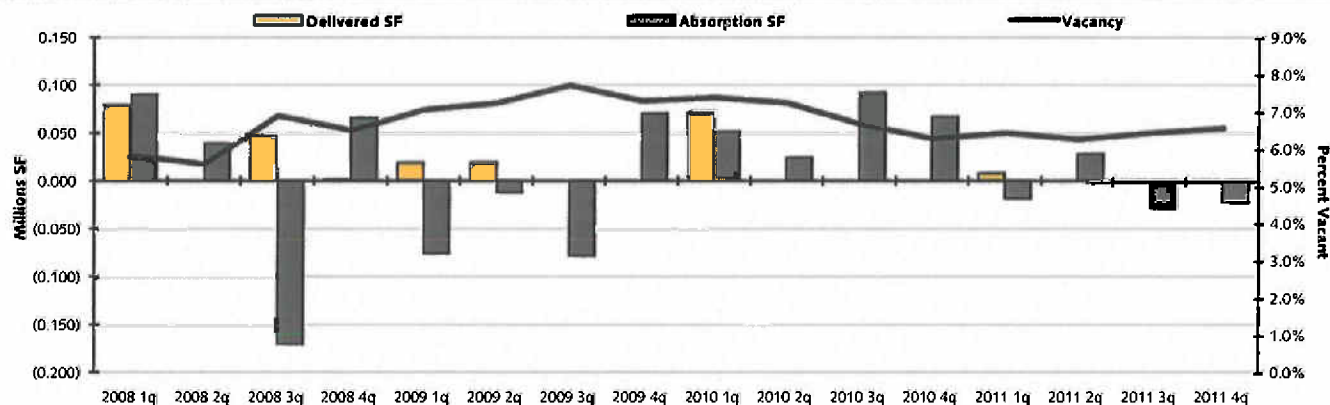


BALTIMORE RETAIL MARKET

BALTIMORE COUNTY EAST MARKET

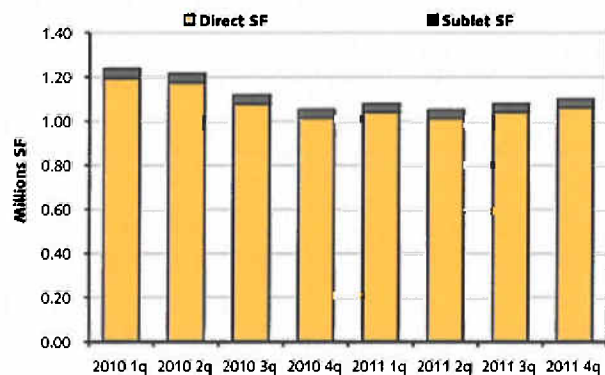
MARKET HIGHLIGHTS – CLASS "A, B & C"

DELIVERIES, ABSORPTION & VACANCY Historical Analysis, All Classes



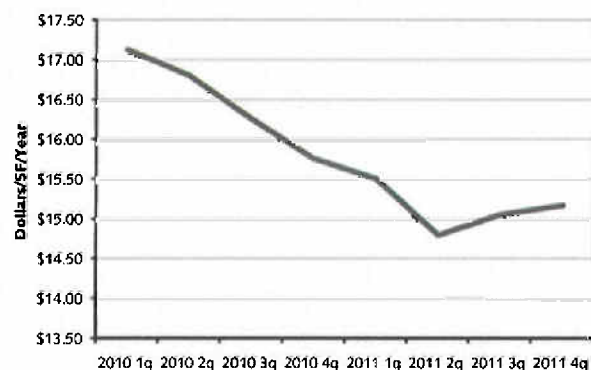
Source: CoStar Property®

VACANT SPACE Historical Analysis, All Classes



Source: CoStar Property®

QUOTED RENTAL RATES Historical Analysis, All Classes



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2011 4q	1,236	16,748,883	1,097,903	6.6%	(21,373)	0	0	2	13,500	\$15.17
2011 3q	1,236	16,748,883	1,076,530	6.4%	(27,753)	0	0	1	8,500	\$15.05
2011 2q	1,236	16,748,883	1,048,777	6.3%	27,545	0	0	1	8,500	\$14.79
2011 1q	1,236	16,748,883	1,076,322	6.4%	(18,454)	1	7,654	0	0	\$15.50
2010 4q	1,235	16,741,229	1,050,214	6.3%	66,769	0	0	1	7,654	\$15.75
2010 3q	1,235	16,741,229	1,116,983	6.7%	91,933	0	0	1	7,654	\$16.25
2010 2q	1,236	16,744,541	1,212,228	7.2%	23,475	0	0	1	7,654	\$16.80
2010 1q	1,236	16,744,541	1,235,703	7.4%	51,089	2	71,738	0	0	\$17.13
2009 4q	1,234	16,672,803	1,215,054	7.3%	70,269	0	0	2	71,738	\$17.70
2009 3q	1,234	16,672,803	1,285,323	7.7%	(78,264)	0	0	2	71,738	\$18.22
2009 2q	1,234	16,672,803	1,207,059	7.2%	(12,334)	3	19,017	2	71,738	\$19.71
2009 1q	1,231	16,653,786	1,175,708	7.1%	(76,140)	5	18,565	4	26,956	\$20.40
2008 4q	1,226	16,635,221	1,081,003	6.5%	65,575	1	1,153	9	45,521	\$20.76
2008 3q	1,225	16,634,068	1,145,425	6.9%	(170,792)	4	47,331	7	35,506	\$20.42
2008 2q	1,221	16,586,737	927,302	5.6%	38,695	0	0	5	55,270	\$19.24
2008 1q	1,221	16,586,737	965,997	5.8%	89,782	8	78,873	4	47,331	\$18.11

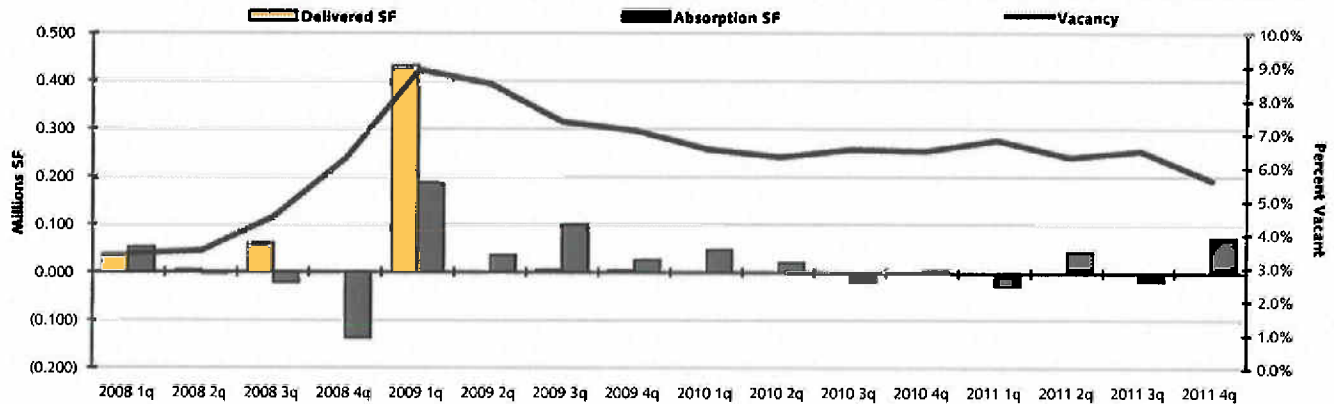
Source: CoStar Property®

BALTIMORE RETAIL MARKET

BALTIMORE COUNTY SW MARKET

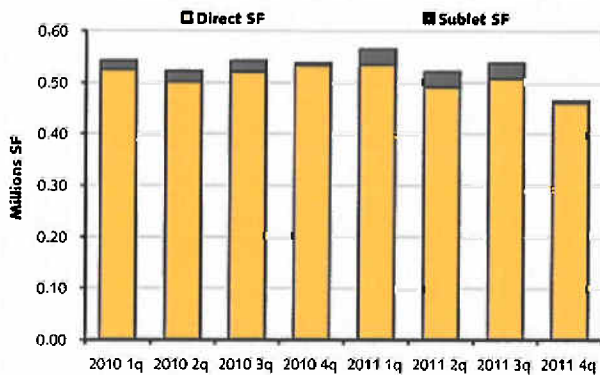
MARKET HIGHLIGHTS - CLASS "A, B & C"

DELIVERIES, ABSORPTION & VACANCY Historical Analysis, All Classes



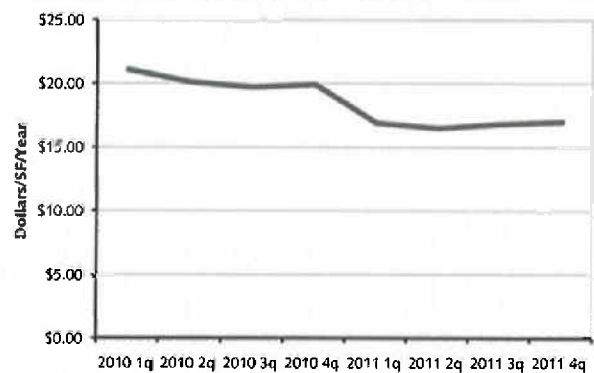
Source: CoStar Property®

VACANT SPACE Historical Analysis, All Classes



Source: CoStar Property®

QUOTED RENTAL RATES Historical Analysis, All Classes



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2011 4q	482	8,278,859	463,428	5.6%	73,013	0	0	1	6,000	\$17.00
2011 3q	482	8,278,859	536,441	6.5%	(16,449)	0	0	1	6,000	\$16.81
2011 2q	482	8,278,859	519,992	6.3%	43,274	0	0	1	6,000	\$16.47
2011 1q	482	8,278,859	563,266	6.8%	(25,629)	0	0	1	6,000	\$16.89
2010 4q	482	8,278,859	536,637	6.5%	4,019	0	0	1	6,000	\$19.94
2010 3q	482	8,278,859	540,656	6.5%	(19,268)	0	0	1	6,000	\$19.69
2010 2q	482	8,278,859	521,388	6.3%	19,438	0	0	0	0	\$20.10
2010 1q	482	8,278,859	540,826	6.5%	45,886	0	0	0	0	\$21.09
2009 4q	482	8,278,859	586,712	7.1%	24,419	1	3,947	0	0	\$20.43
2009 3q	481	8,274,912	607,184	7.3%	98,849	1	5,259	1	3,947	\$20.56
2009 2q	480	8,269,653	700,774	8.5%	34,445	0	0	2	9,206	\$20.56
2009 1q	480	8,269,653	735,219	8.9%	186,606	2	430,726	2	9,206	\$20.91
2008 4q	478	7,838,927	491,099	6.3%	(137,773)	0	0	2	430,726	\$21.11
2008 3q	478	7,838,927	353,326	4.5%	(21,230)	1	60,000	2	430,726	\$20.43
2008 2q	477	7,778,927	272,096	3.5%	(3,915)	1	4,227	3	490,726	\$21.95
2008 1q	476	7,774,700	263,954	3.4%	51,835	1	36,602	3	458,953	\$19.70

Source: CoStar Property®

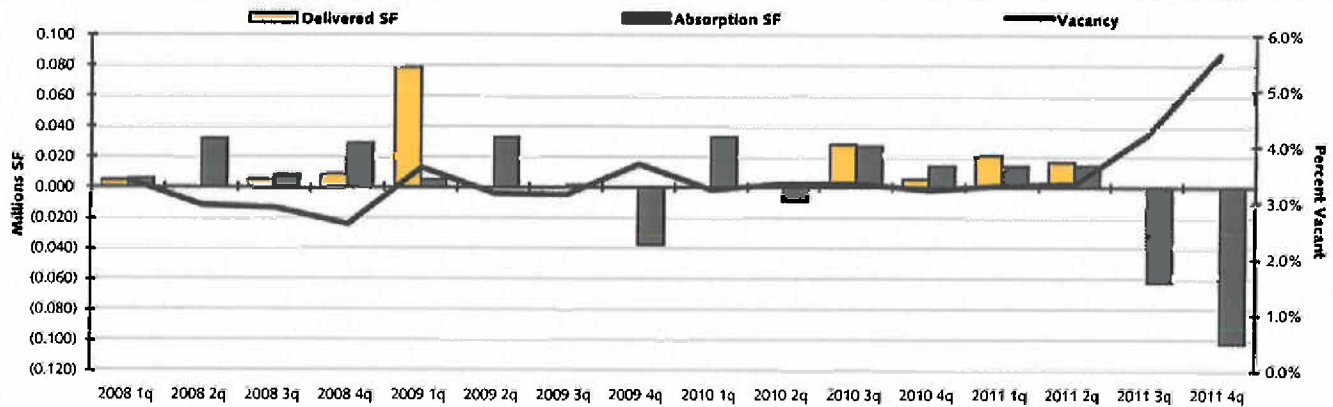


BALTIMORE RETAIL MARKET

CARROLL COUNTY MARKET

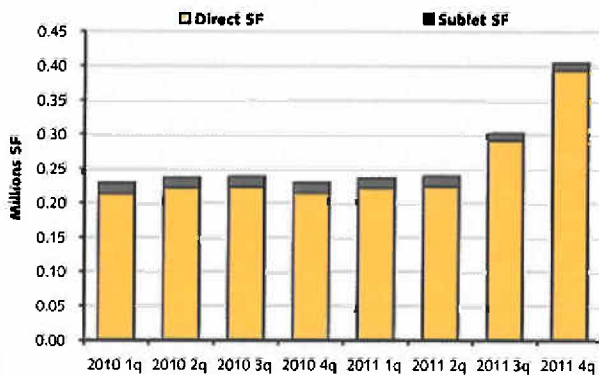
MARKET HIGHLIGHTS - CLASS "A, B & C"

DELIVERIES, ABSORPTION & VACANCY Historical Analysis, All Classes



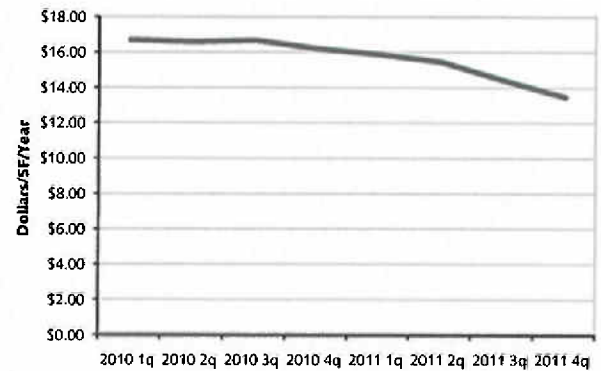
Source: CoStar Property®

VACANT SPACE Historical Analysis, All Classes



Source: CoStar Property®

QUOTED RENTAL RATES Historical Analysis, All Classes



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2011 4q	441	7,153,640	403,901	5.6%	(102,838)	0	0	0	0	\$13.47
2011 3q	441	7,153,640	301,063	4.2%	(62,464)	0	0	0	0	\$14.42
2011 2q	441	7,153,640	238,599	3.3%	14,277	1	16,684	0	0	\$15.46
2011 1q	440	7,136,956	236,192	3.3%	13,871	2	20,904	1	16,684	\$15.87
2010 4q	438	7,116,052	229,159	3.2%	13,754	1	5,070	3	37,588	\$16.19
2010 3q	437	7,110,982	237,843	3.3%	26,745	2	28,000	4	42,658	\$16.67
2010 2q	435	7,082,982	236,588	3.3%	(8,441)	0	0	2	28,000	\$16.58
2010 1q	435	7,082,982	228,147	3.2%	32,502	0	0	2	28,000	\$16.69
2009 4q	435	7,082,982	260,649	3.7%	(37,969)	0	0	2	28,000	\$17.16
2009 3q	435	7,082,982	222,680	3.1%	1,348	0	0	2	28,000	\$17.52
2009 2q	435	7,082,982	224,028	3.2%	32,392	0	0	2	28,000	\$17.37
2009 1q	435	7,082,982	256,420	3.6%	4,870	4	73,411	1	12,000	\$17.41
2008 4q	431	7,004,571	182,879	2.6%	28,514	1	8,576	5	90,411	\$17.71
2008 3q	430	6,995,995	202,817	2.9%	8,753	1	5,504	6	98,987	\$18.92
2008 2q	429	6,990,491	206,066	2.9%	31,212	0	0	4	80,680	\$17.77
2008 1q	429	6,990,491	237,278	3.4%	5,400	2	4,357	2	50,104	\$17.81

Source: CoStar Property®

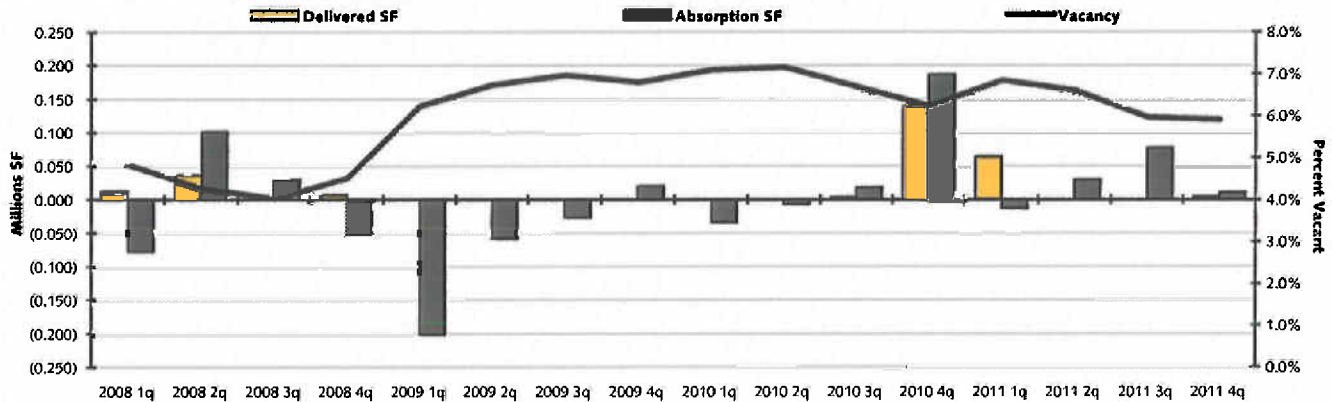
BALTIMORE RETAIL MARKET

CENTRAL BALTIMORE COUNTY MARKET

MARKET HIGHLIGHTS - CLASS "A, B & C"



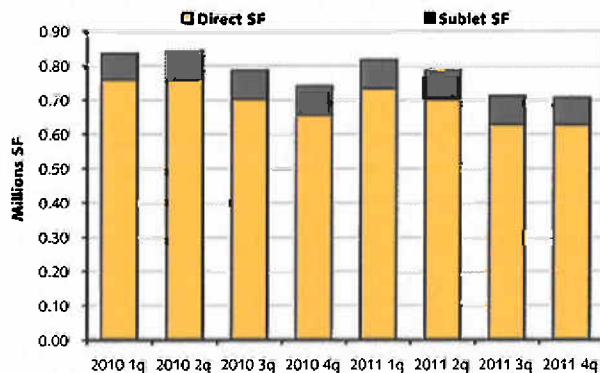
DELIVERIES, ABSORPTION & VACANCY Historical Analysis, All Classes



Source: CoStar Property®

VACANT SPACE

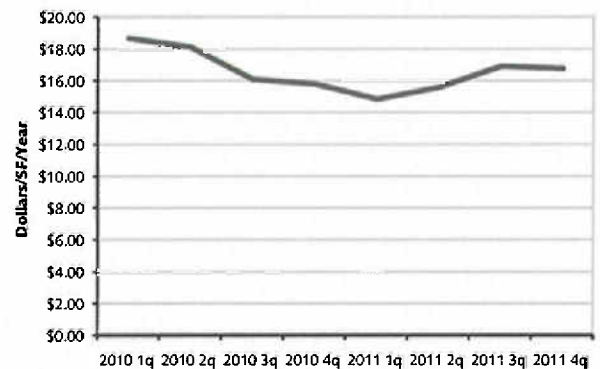
Historical Analysis, All Classes



Source: CoStar Property®

QUOTED RENTAL RATES

Historical Analysis, All Classes



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2011 4q	669	11,916,591	704,170	5.9%	9,526	1	4,000	0	0	\$16.79
2011 3q	668	11,912,591	709,696	6.0%	76,242	0	0	1	4,000	\$16.92
2011 2q	668	11,912,591	785,938	6.6%	28,909	0	0	1	4,000	\$15.59
2011 1q	668	11,912,591	814,847	6.8%	(13,565)	1	63,000	1	4,000	\$14.84
2010 4q	667	11,849,591	738,282	6.2%	185,669	1	140,000	2	67,000	\$15.81
2010 3q	666	11,709,591	783,951	6.7%	17,426	1	3,500	3	207,000	\$16.08
2010 2q	666	11,749,091	840,877	7.2%	(7,396)	0	0	4	210,500	\$18.13
2010 1q	666	11,749,091	833,481	7.1%	(34,389)	0	0	3	147,500	\$18.66
2009 4q	666	11,749,091	799,092	6.8%	19,488	0	0	2	144,000	\$18.38
2009 3q	666	11,749,091	818,580	7.0%	(27,006)	0	0	1	4,000	\$20.57
2009 2q	666	11,749,091	791,574	6.7%	(59,294)	0	0	0	0	\$22.41
2009 1q	666	11,749,091	732,280	6.2%	(202,241)	0	0	0	0	\$21.53
2008 4q	666	11,749,091	530,039	4.5%	(52,089)	1	6,500	0	0	\$22.38
2008 3q	665	11,742,591	471,450	4.0%	29,532	0	0	1	6,500	\$22.50
2008 2q	665	11,742,591	500,982	4.3%	100,302	1	36,253	0	0	\$23.32
2008 1q	664	11,706,338	565,031	4.8%	(77,696)	1	11,792	1	36,253	\$22.79

Source: CoStar Property®

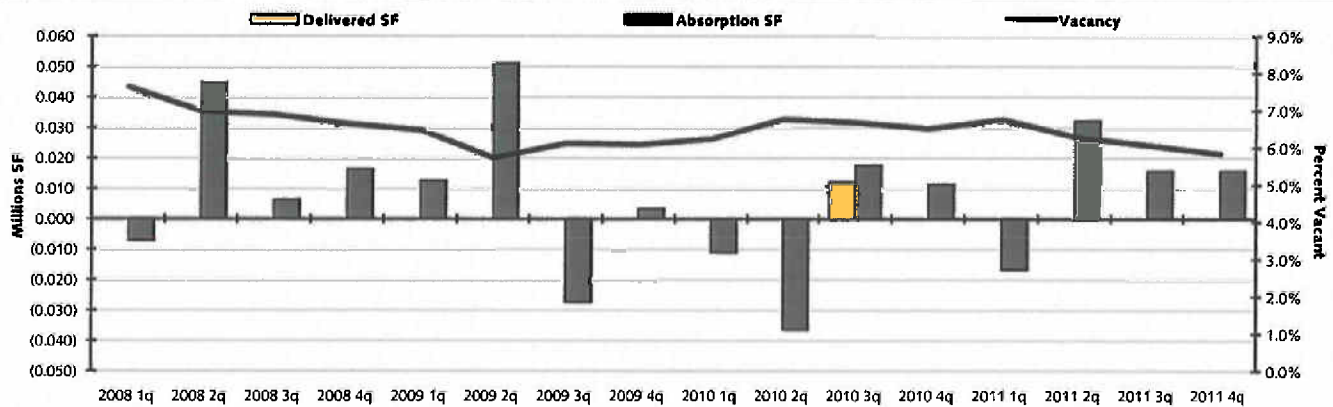


BALTIMORE RETAIL MARKET

DOWNTOWN BALTIMORE CITY MARKET

MARKET HIGHLIGHTS - CLASS "A, B & C"

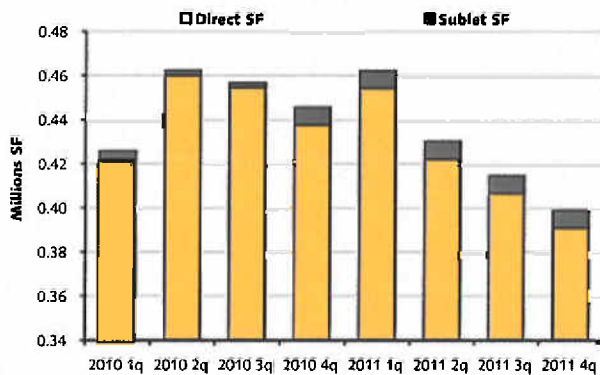
DELIVERIES, ABSORPTION & VACANCY Historical Analysis, All Classes



Source: CoStar Property®

VACANT SPACE

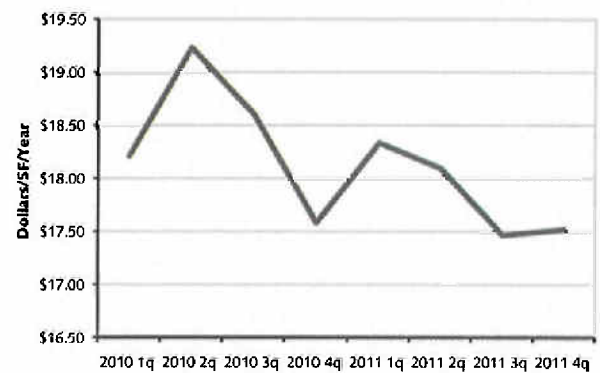
Historical Analysis, All Classes



Source: CoStar Property®

QUOTED RENTAL RATES

Historical Analysis, All Classes



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2011 4q	671	6,831,467	398,717	5.8%	15,656	0	0	0	0	\$17.52
2011 3q	671	6,831,467	414,373	6.1%	15,563	0	0	0	0	\$17.46
2011 2q	671	6,831,467	429,936	6.3%	32,029	0	0	0	0	\$18.09
2011 1q	671	6,831,467	461,965	6.8%	(16,702)	0	0	0	0	\$18.33
2010 4q	671	6,831,467	445,263	6.5%	11,257	0	0	0	0	\$17.58
2010 3q	671	6,831,467	456,520	6.7%	17,535	1	12,000	0	0	\$18.60
2010 2q	670	6,819,467	462,055	6.8%	(36,476)	0	0	1	12,000	\$19.23
2010 1q	670	6,819,467	425,579	6.2%	(11,123)	0	0	1	12,000	\$18.21
2009 4q	670	6,819,467	414,456	6.1%	3,197	0	0	1	12,000	\$20.00
2009 3q	670	6,819,467	417,653	6.1%	(27,471)	0	0	1	12,000	\$15.71
2009 2q	670	6,819,467	390,182	5.7%	50,767	0	0	0	0	\$15.81
2009 1q	670	6,819,467	440,949	6.5%	12,415	0	0	0	0	\$15.56
2008 4q	670	6,819,467	453,364	6.6%	16,211	0	0	0	0	\$15.07
2008 3q	670	6,819,467	469,575	6.9%	6,188	0	0	0	0	\$15.01
2008 2q	670	6,819,467	475,763	7.0%	44,788	0	0	0	0	\$15.16
2008 1q	670	6,819,467	520,551	7.6%	(7,094)	0	0	0	0	\$17.13

Source: CoStar Property®

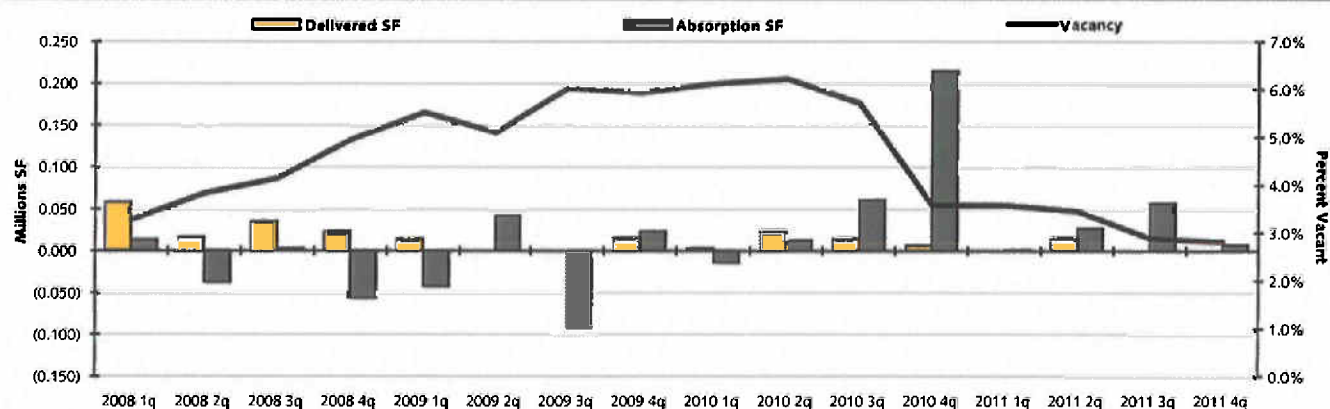
BALTIMORE RETAIL MARKET

ELLICOTT CITY/COLUMBIA MARKET

MARKET HIGHLIGHTS - CLASS "A, B & C"



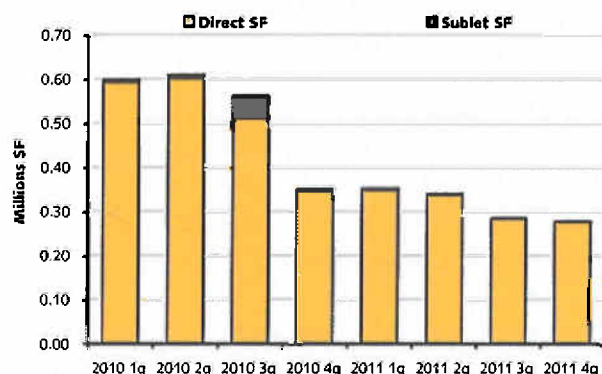
DELIVERIES, ABSORPTION & VACANCY Historical Analysis, All Classes



Source: CoStar Property®

VACANT SPACE

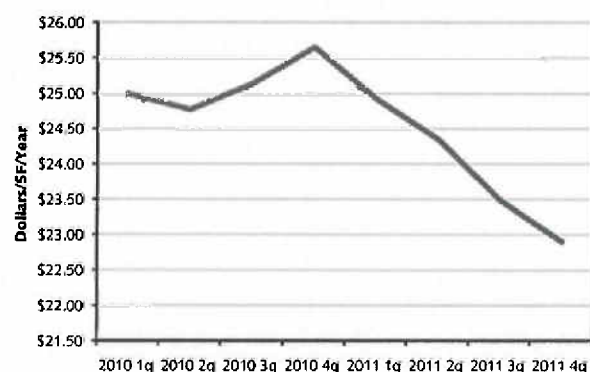
Historical Analysis, All Classes



Source: CoStar Property®

QUOTED RENTAL RATES

Historical Analysis, All Classes



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2011 4q	472	9,823,638	276,284	2.8%	6,694	0	0	2	167,610	\$22.90
2011 3q	472	9,823,638	282,978	2.9%	56,327	0	0	2	167,610	\$23.49
2011 2q	472	9,823,638	339,305	3.5%	26,463	1	14,820	2	167,610	\$24.35
2011 1q	471	9,808,818	350,948	3.6%	620	0	0	1	14,820	\$24.92
2010 4q	471	9,808,818	351,568	3.6%	214,507	1	6,000	1	14,820	\$25.65
2010 3q	470	9,802,818	560,075	5.7%	60,318	1	14,200	2	20,820	\$25.14
2010 2q	470	9,790,686	608,261	6.2%	12,200	2	23,654	2	20,200	\$24.76
2010 1q	468	9,767,032	596,807	6.1%	(14,505)	1	3,101	3	37,854	\$24.99
2009 4q	467	9,763,931	579,200	5.9%	22,784	1	14,879	3	26,755	\$21.79
2009 3q	466	9,749,052	587,105	6.0%	(90,717)	0	0	3	33,980	\$21.12
2009 2q	466	9,749,052	496,388	5.1%	41,375	0	0	2	30,879	\$21.29
2009 1q	466	9,749,052	537,763	5.5%	(42,449)	3	13,627	1	14,879	\$21.66
2008 4q	463	9,735,425	481,687	4.9%	(56,580)	2	22,400	3	13,627	\$21.15
2008 3q	461	9,713,025	402,707	4.1%	3,086	3	35,212	5	36,027	\$21.31
2008 2q	458	9,677,813	370,581	3.8%	(37,758)	3	16,092	5	57,612	\$21.09
2008 1q	455	9,661,721	316,731	3.3%	12,631	3	57,934	8	73,704	\$21.93

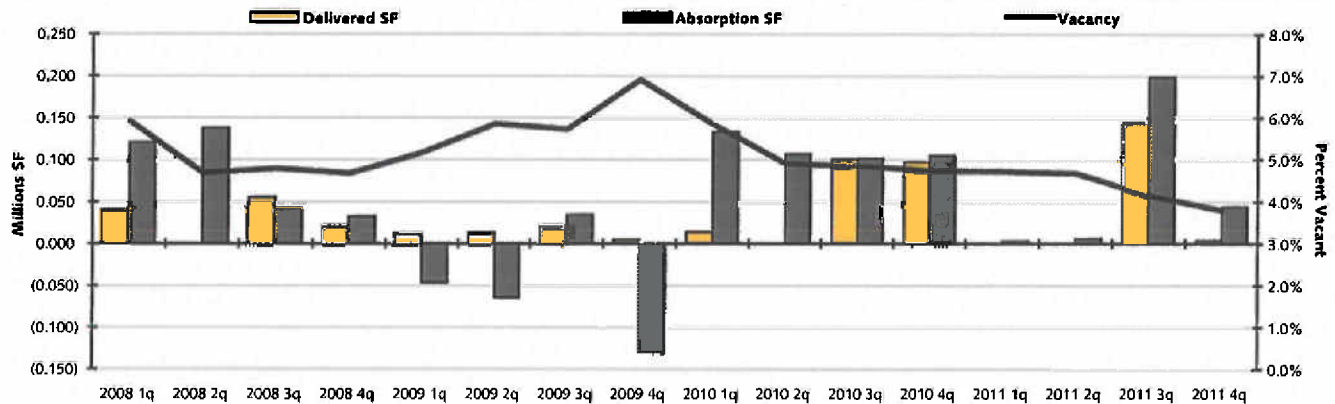
Source: CoStar Property®



BALTIMORE RETAIL MARKET HARFORD COUNTY MARKET

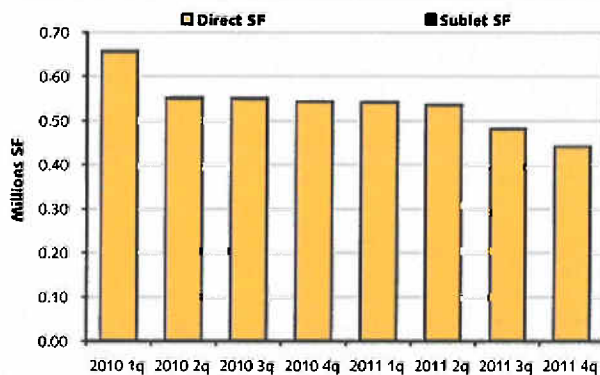
MARKET HIGHLIGHTS - CLASS "A, B & C"

DELIVERIES, ABSORPTION & VACANCY Historical Analysis, All Classes



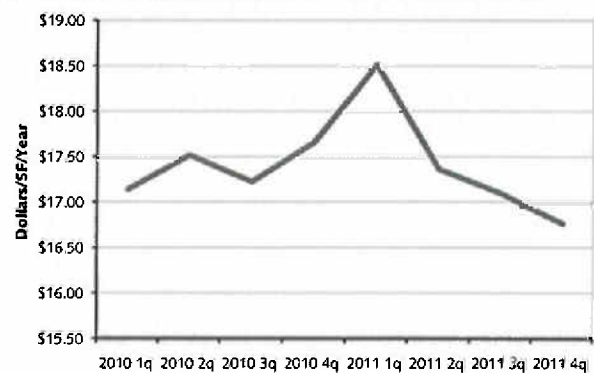
Source: CoStar Property®

VACANT SPACE Historical Analysis, All Classes



Source: CoStar Property®

QUOTED RENTAL RATES Historical Analysis, All Classes



Source: CoStar Property®

Period	Existing inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2011 4q	877	11,599,084	440,600	3.8%	43,541	1	3,500	2	13,000	\$16.76
2011 3q	876	11,595,584	480,641	4.1%	198,381	1	144,000	2	11,300	\$17.09
2011 2q	875	11,451,584	535,022	4.7%	5,771	0	0	3	155,300	\$17.36
2011 1q	875	11,451,584	540,793	4.7%	2,254	0	0	0	0	\$18.51
2010 4q	875	11,451,584	543,047	4.7%	104,553	1	97,060	0	0	\$17.65
2010 3q	874	11,354,524	550,540	4.8%	101,038	1	100,000	1	97,060	\$17.22
2010 2q	873	11,254,524	551,578	4.9%	106,292	0	0	2	197,060	\$17.51
2010 1q	873	11,254,524	657,870	5.8%	132,910	3	13,409	2	197,060	\$17.14
2009 4q	870	11,241,115	777,371	6.9%	(129,619)	1	4,000	4	113,409	\$16.75
2009 3q	869	11,237,115	643,752	5.7%	34,116	2	20,649	4	17,409	\$16.40
2009 2q	867	11,216,466	657,219	5.9%	(64,997)	1	12,547	3	24,649	\$17.24
2009 1q	866	11,203,919	579,675	5.2%	(46,948)	2	11,304	3	33,196	\$17.19
2008 4q	865	11,194,649	523,457	4.7%	31,914	2	20,841	3	23,851	\$17.27
2008 3q	863	11,173,808	534,530	4.8%	41,333	4	54,786	4	32,145	\$18.69
2008 2q	859	11,119,022	521,077	4.7%	137,358	0	0	6	75,627	\$19.93
2008 1q	859	11,119,022	658,435	5.9%	120,136	5	39,659	5	60,377	\$19.96

Source: CoStar Property®

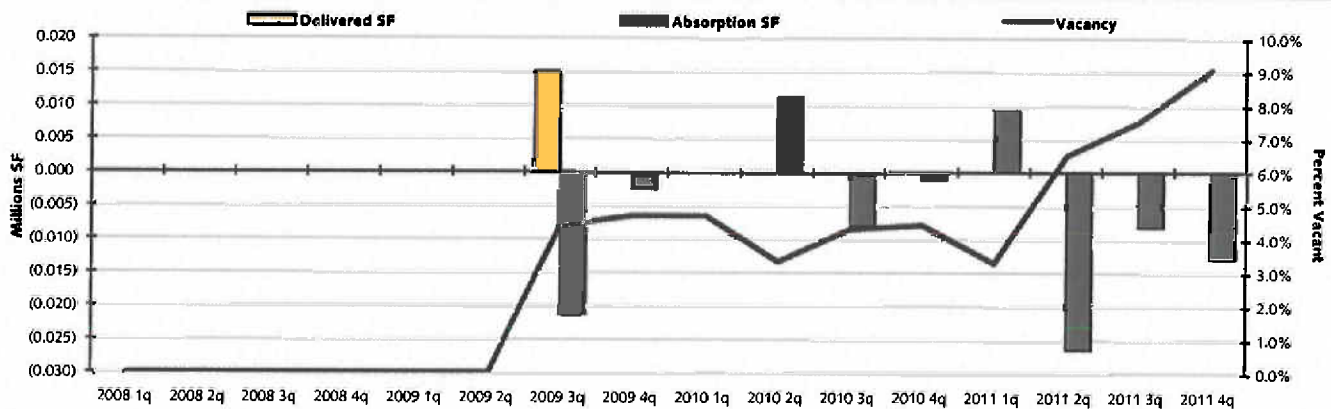
BALTIMORE RETAIL MARKET

KENT COUNTY MARKET

MARKET HIGHLIGHTS - CLASS "A, B & C"



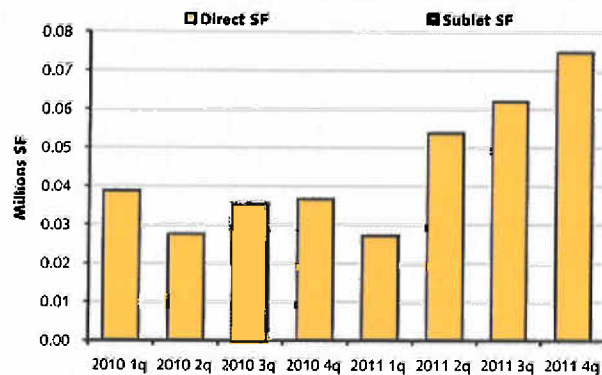
DELIVERIES, ABSORPTION & VACANCY Historical Analysis, All Classes



Source: CoStar Property®

VACANT SPACE

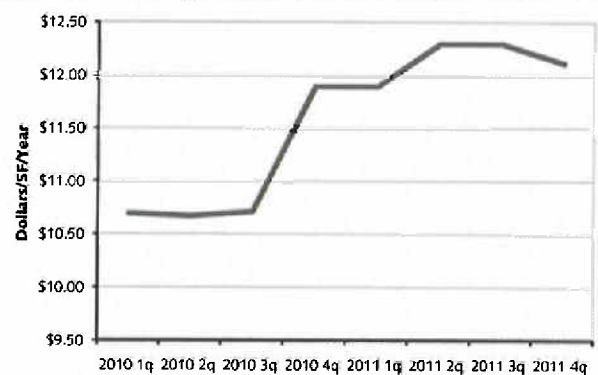
Historical Analysis, All Classes



Source: CoStar Property®

QUOTED RENTAL RATES

Historical Analysis, All Classes



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2011 4q	86	824,672	74,617	9.0%	(12,756)	0	0	0	0	\$12.11
2011 3q	86	824,672	61,861	7.5%	(8,240)	0	0	0	0	\$12.29
2011 2q	86	824,672	53,621	6.5%	(26,502)	0	0	0	0	\$12.29
2011 1q	86	824,672	27,119	3.3%	9,355	0	0	0	0	\$11.89
2010 4q	86	824,672	36,474	4.4%	(1,020)	0	0	0	0	\$11.89
2010 3q	86	824,672	35,454	4.3%	(3,035)	0	0	0	0	\$10.71
2010 2q	86	824,672	27,419	3.3%	11,258	0	0	0	0	\$10.67
2010 1q	86	824,672	38,677	4.7%	0	0	0	0	0	\$10.69
2009 4q	86	824,672	38,677	4.7%	(2,400)	0	0	0	0	\$10.69
2009 3q	86	824,672	36,277	4.4%	(21,325)	1	14,952	0	0	\$10.90
2009 2q	85	809,720	0	0.0%	0	0	0	1	14,952	\$0.00
2009 1q	85	809,720	0	0.0%	0	0	0	1	14,952	\$0.00
2008 4q	85	809,720	0	0.0%	0	0	0	0	0	\$0.00
2008 3q	85	809,720	0	0.0%	0	0	0	0	0	\$0.00
2008 2q	85	809,720	0	0.0%	0	0	0	0	0	\$0.00
2008 1q	85	809,720	0	0.0%	0	0	0	0	0	\$0.00

Source: CoStar Property®

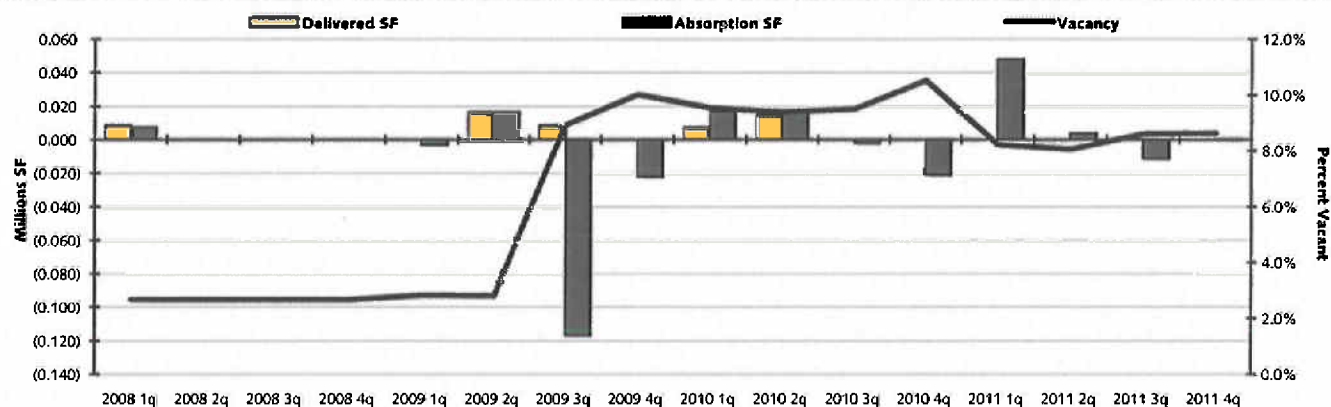


BALTIMORE RETAIL MARKET

QUEEN ANNES COUNTY MARKET

MARKET HIGHLIGHTS – CLASS "A, B & C"

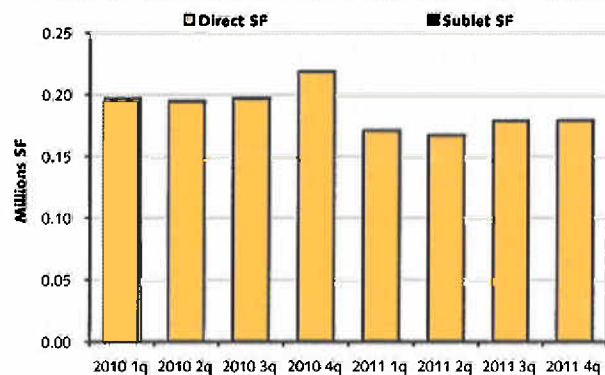
DELIVERIES, ABSORPTION & VACANCY Historical Analysis, All Classes



Source: CoStar Property®

VACANT SPACE

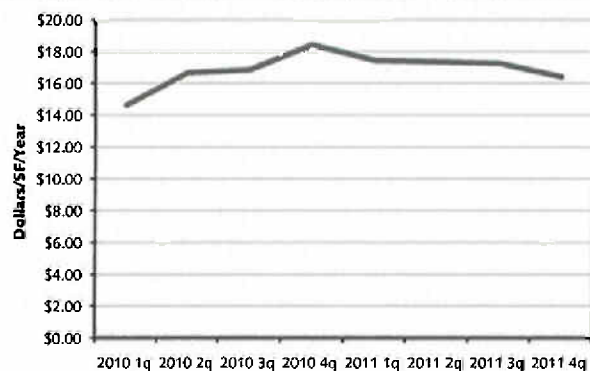
Historical Analysis, All Classes



Source: CoStar Property®

QUOTED RENTAL RATES

Historical Analysis, All Classes



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2011 4q	140	2,075,117	178,978	8.6%	(387)	0	0	0	0	\$16.40
2011 3q	140	2,075,117	178,591	8.6%	(11,477)	0	0	0	0	\$17.26
2011 2q	140	2,075,117	167,114	8.1%	3,438	0	0	0	0	\$17.34
2011 1q	140	2,075,117	170,552	8.2%	47,865	0	0	0	0	\$17.44
2010 4q	140	2,075,117	218,417	10.5%	(21,290)	0	0	0	0	\$18.43
2010 3q	140	2,075,117	197,127	9.5%	(2,400)	0	0	0	0	\$16.86
2010 2q	140	2,075,117	194,727	9.4%	16,274	1	14,550	0	0	\$16.66
2010 1q	139	2,060,567	196,451	9.5%	16,538	2	7,238	1	14,550	\$14.65
2009 4q	137	2,053,329	205,751	10.0%	(22,534)	0	0	3	21,788	\$14.65
2009 3q	137	2,053,329	183,217	8.9%	(117,227)	1	8,400	3	21,788	\$14.02
2009 2q	136	2,044,929	57,590	2.8%	16,402	3	16,402	1	8,400	\$0.00
2009 1q	133	2,028,527	57,590	2.8%	(3,300)	0	0	4	24,802	\$0.00
2008 4q	133	2,028,527	54,290	2.7%	0	0	0	3	16,402	\$0.00
2008 3q	133	2,028,527	54,290	2.7%	0	0	0	0	0	\$0.00
2008 2q	133	2,028,527	54,290	2.7%	0	0	0	0	0	\$0.00
2008 1q	133	2,028,527	54,290	2.7%	7,200	1	8,400	0	0	\$0.00

Source: CoStar Property®

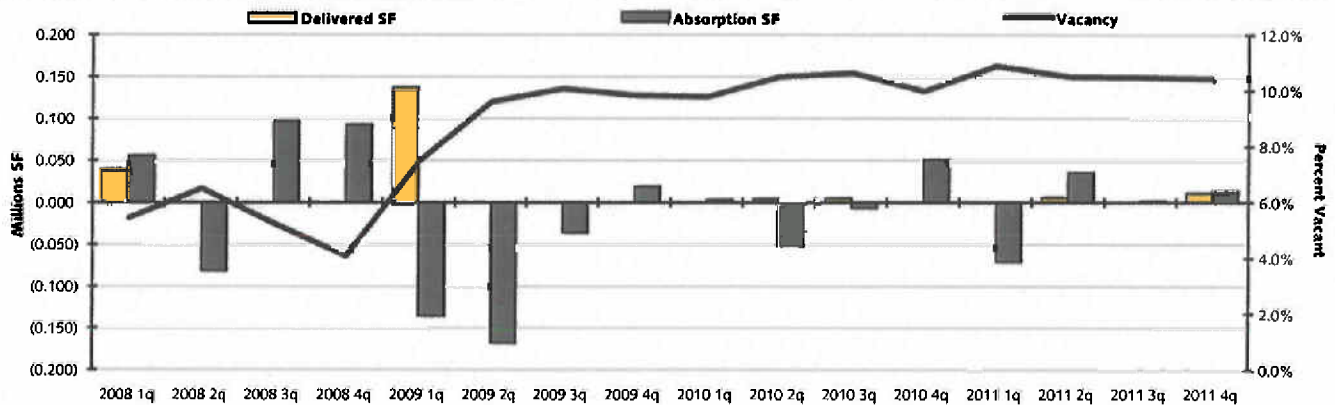
BALTIMORE RETAIL MARKET

REISTERSTOWN RD CORRIDOR MARKET

MARKET HIGHLIGHTS - CLASS "A, B & C"



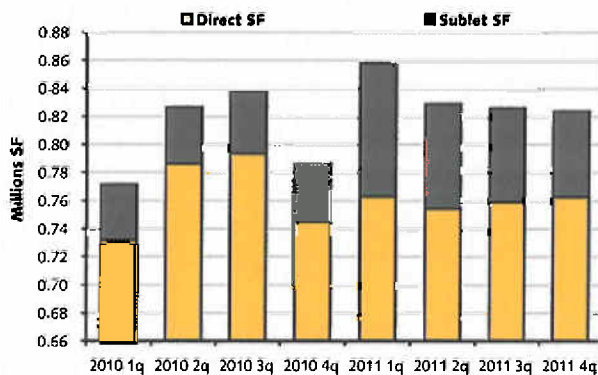
DELIVERIES, ABSORPTION & VACANCY Historical Analysis, All Classes



Source: CoStar Property®

VACANT SPACE

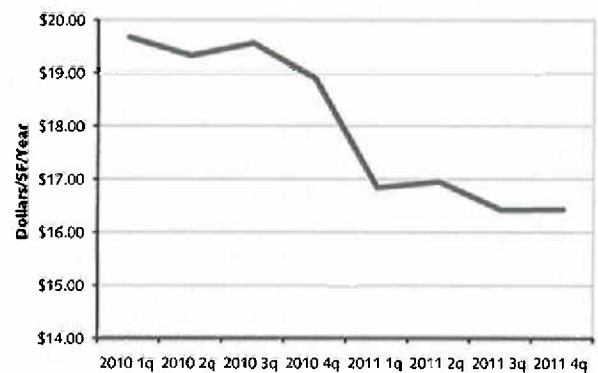
Historical Analysis, All Classes



Source: CoStar Property®

QUOTED RENTAL RATES

Historical Analysis, All Classes



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2011 4q	514	7,895,860	823,565	10.4%	13,129	2	11,000	1	170,000	\$16.43
2011 3q	512	7,884,860	825,694	10.5%	1,102	0	0	2	11,000	\$16.42
2011 2q	514	7,886,685	828,621	10.5%	35,004	1	5,655	1	5,000	\$16.95
2011 1q	513	7,881,030	857,970	10.9%	(71,372)	0	0	2	10,655	\$16.84
2010 4q	513	7,881,030	786,598	10.0%	51,021	0	0	1	5,000	\$18.90
2010 3q	513	7,881,030	837,619	10.6%	(6,990)	1	4,500	1	5,000	\$19.56
2010 2q	512	7,876,530	826,129	10.5%	(51,447)	1	3,600	1	4,500	\$19.33
2010 1q	511	7,872,930	771,082	9.8%	2,940	0	0	2	8,100	\$19.67
2009 4q	511	7,872,930	774,022	9.8%	18,564	0	0	1	3,600	\$20.69
2009 3q	511	7,872,930	792,586	10.1%	(36,511)	0	0	1	3,600	\$21.36
2009 2q	511	7,872,930	756,075	9.6%	(168,426)	0	0	0	0	\$20.53
2009 1q	511	7,872,930	587,649	7.5%	(136,425)	8	136,909	0	0	\$21.58
2008 4q	503	7,736,021	314,315	4.1%	92,082	0	0	8	136,909	\$23.03
2008 3q	503	7,736,021	406,397	5.3%	96,645	0	0	8	136,909	\$22.87
2008 2q	503	7,736,021	503,042	6.5%	(82,233)	0	0	0	0	\$22.27
2008 1q	503	7,736,021	420,809	5.4%	55,131	2	38,592	0	0	\$20.70

Source: CoStar Property®

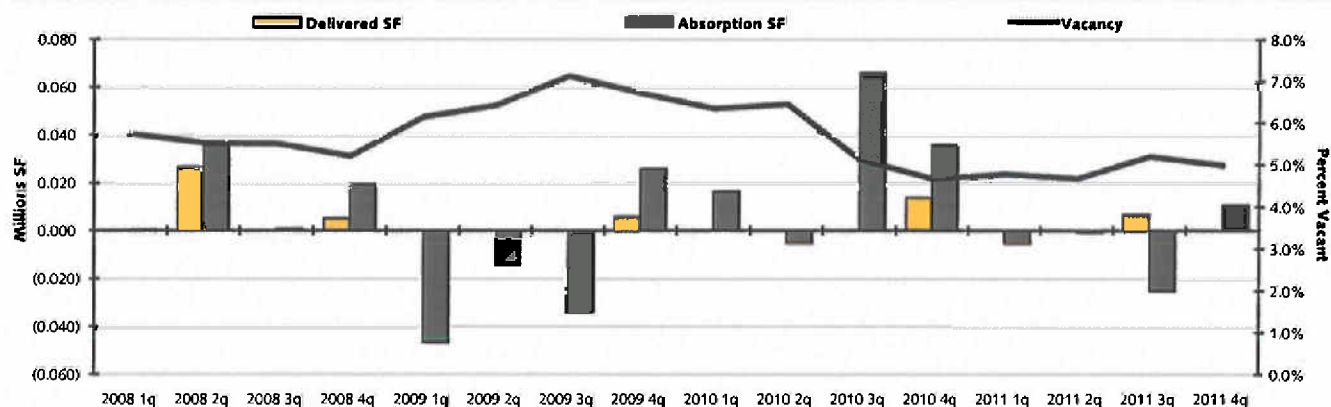


BALTIMORE RETAIL MARKET

ROUTE 1/BWI AREA MARKET

MARKET HIGHLIGHTS – CLASS "A, B & C"

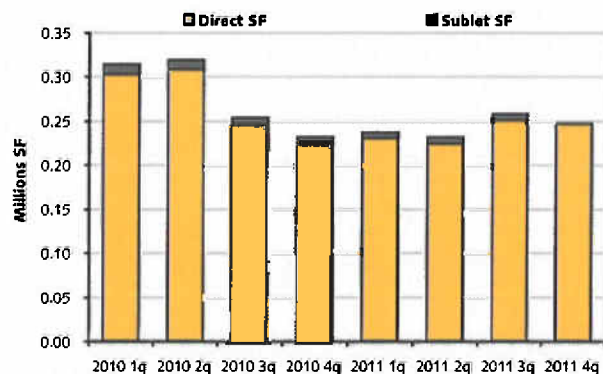
DELIVERIES, ABSORPTION & VACANCY Historical Analysis, All Classes



Source: CoStar Property®

VACANT SPACE

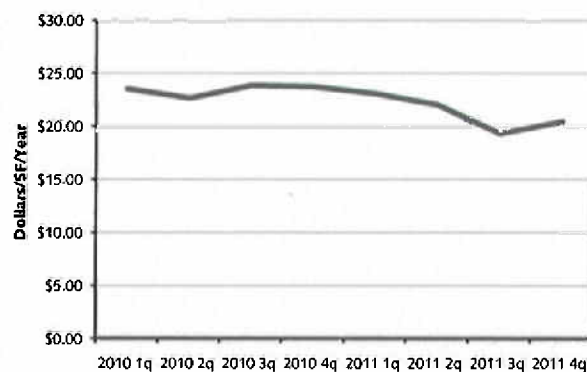
Historical Analysis, All Classes



Source: CoStar Property®

QUOTED RENTAL RATES

Historical Analysis, All Classes



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2011 4q	241	4,951,152	246,832	5.0%	10,685	0	0	0	0	\$20.44
2011 3q	241	4,951,152	257,517	5.2%	(25,175)	1	6,693	0	0	\$19.30
2011 2q	241	4,949,934	231,124	4.7%	(754)	0	0	1	6,693	\$22.00
2011 1q	242	4,956,371	236,807	4.8%	(5,482)	0	0	1	6,693	\$23.07
2010 4q	242	4,956,371	231,325	4.7%	35,714	2	13,704	1	6,693	\$23.76
2010 3q	240	4,942,667	253,335	5.1%	65,652	0	0	3	20,397	\$23.86
2010 2q	240	4,942,667	318,987	6.5%	(5,317)	0	0	2	14,493	\$22.65
2010 1q	240	4,942,667	313,670	6.3%	16,168	0	0	1	6,693	\$23.53
2009 4q	241	4,944,673	331,844	6.7%	25,722	1	5,821	0	0	\$23.21
2009 3q	240	4,938,852	351,745	7.1%	(34,018)	0	0	1	5,821	\$21.13
2009 2q	240	4,938,852	317,727	6.4%	(13,680)	0	0	1	5,821	\$21.61
2009 1q	240	4,938,852	304,047	6.2%	(46,758)	0	0	0	0	\$19.04
2008 4q	240	4,938,852	257,289	5.2%	19,274	1	5,000	0	0	\$19.86
2008 3q	239	4,933,852	271,563	5.5%	743	0	0	1	5,000	\$19.91
2008 2q	239	4,933,852	272,306	5.5%	35,610	3	26,507	1	5,000	\$20.10
2008 1q	236	4,907,345	281,409	5.7%	254	0	0	4	31,507	\$20.62

Source: CoStar Property®

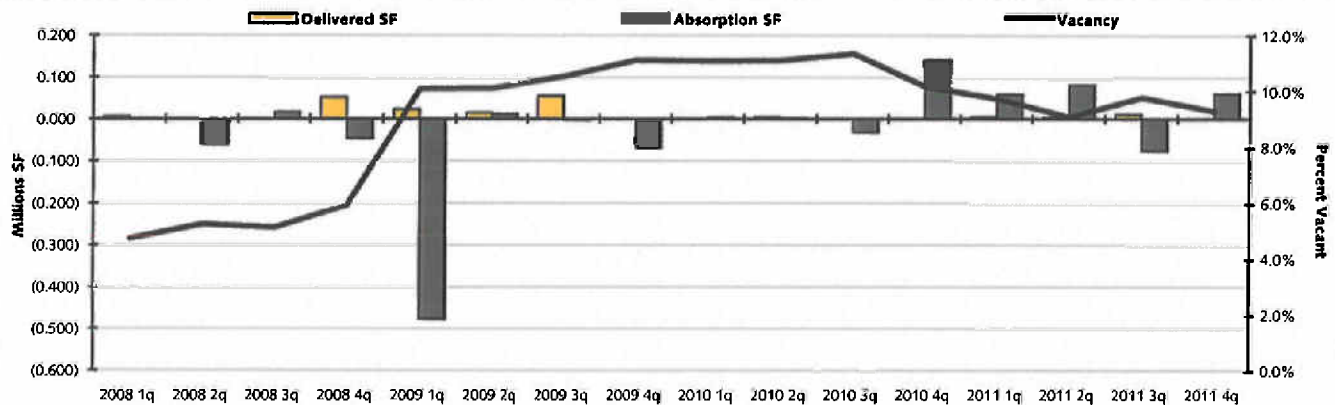
BALTIMORE RETAIL MARKET

ROUTE 2 CORRIDOR MARKET

MARKET HIGHLIGHTS - CLASS "A, B & C"



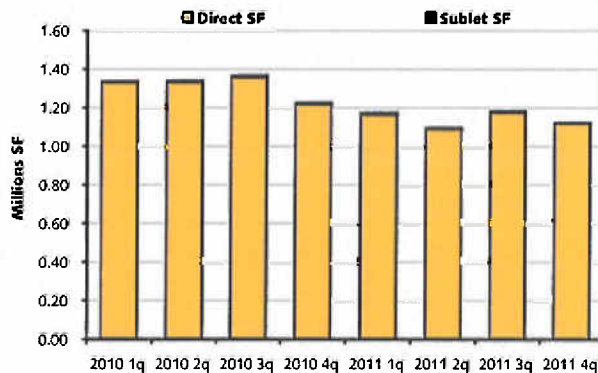
DELIVERIES, ABSORPTION & VACANCY Historical Analysis, All Classes



Source: CoStar Property®

VACANT SPACE

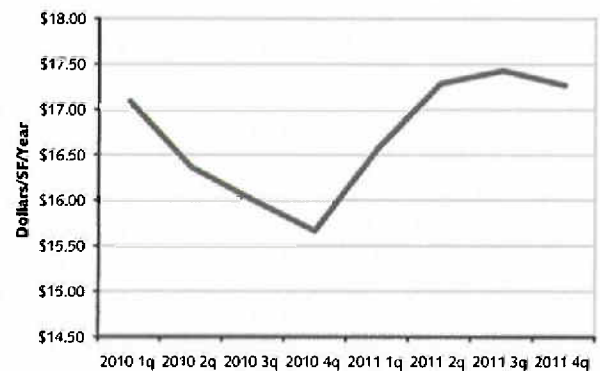
Historical Analysis, All Classes



Source: CoStar Property®

QUOTED RENTAL RATES

Historical Analysis, All Classes



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2011 4q	749	12,064,681	1,120,286	9.3%	60,135	0	0	0	0	\$17.26
2011 3q	749	12,064,681	1,180,421	9.8%	(76,207)	1	9,900	0	0	\$17.43
2011 2q	748	12,054,781	1,094,314	9.1%	80,882	1	3,501	1	9,900	\$17.29
2011 1q	747	12,051,280	1,171,695	9.7%	58,646	1	5,000	2	13,401	\$16.57
2010 4q	746	12,046,280	1,225,341	10.2%	140,839	0	0	1	5,000	\$15.66
2010 3q	746	12,046,280	1,366,180	11.3%	(32,198)	0	0	1	5,000	\$16.00
2010 2q	747	12,050,480	1,338,182	11.1%	1,499	1	4,696	1	5,000	\$16.36
2010 1q	746	12,045,784	1,334,985	11.1%	3,874	0	0	1	4,696	\$17.09
2009 4q	746	12,045,784	1,338,859	11.1%	(69,751)	0	0	1	4,696	\$17.76
2009 3q	746	12,045,784	1,269,108	10.5%	(2,965)	2	54,614	0	0	\$17.88
2009 2q	744	11,991,170	1,211,529	10.1%	10,906	1	14,784	2	54,614	\$17.90
2009 1q	743	11,976,386	1,207,651	10.1%	(478,463)	4	22,288	3	69,398	\$18.10
2008 4q	739	11,954,098	706,900	5.9%	(47,373)	1	51,000	5	37,072	\$19.44
2008 3q	738	11,903,098	608,527	5.1%	15,517	0	0	5	73,288	\$16.34
2008 2q	738	11,903,098	624,044	5.2%	(61,652)	0	0	1	51,000	\$15.77
2008 1q	738	11,903,098	562,392	4.7%	(881)	1	4,985	1	51,000	\$16.26

Source: CoStar Property®

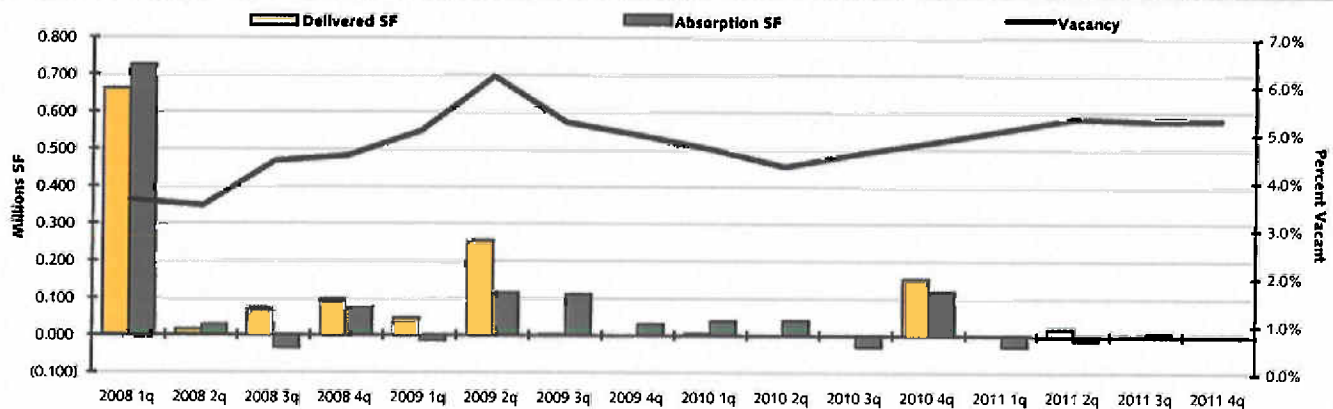


BALTIMORE RETAIL MARKET

SOUTHERN ANNE ARUNDEL MARKET

MARKET HIGHLIGHTS - CLASS "A, B & C"

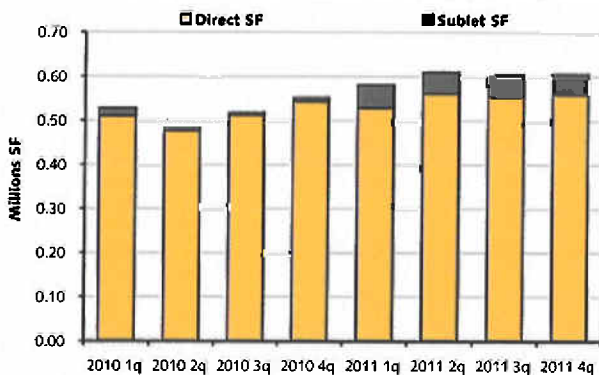
DELIVERIES, ABSORPTION & VACANCY Historical Analysis, All Classes



Source: CoStar Property®

VACANT SPACE

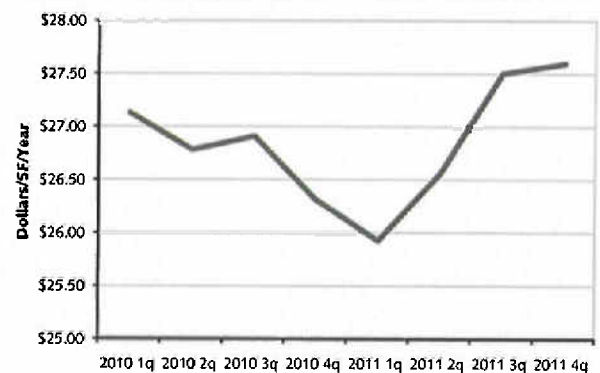
Historical Analysis, All Classes



Source: CoStar Property®

QUOTED RENTAL RATES

Historical Analysis, All Classes



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2011 4q	634	11,454,345	605,253	5.3%	(2,422)	0	0	5	649,000	\$27.60
2011 3q	634	11,454,345	602,831	5.3%	9,300	1	3,000	5	649,000	\$27.50
2011 2q	633	11,451,345	609,131	5.3%	(10,149)	1	19,419	6	652,000	\$26.56
2011 1q	632	11,431,926	579,563	5.1%	(29,533)	0	0	4	222,419	\$25.93
2010 4q	632	11,431,926	550,030	4.8%	117,569	5	151,394	3	219,419	\$26.31
2010 3q	627	11,280,532	516,205	4.6%	(30,147)	0	0	7	230,813	\$26.91
2010 2q	627	11,280,532	486,058	4.3%	40,186	0	0	6	211,394	\$26.78
2010 1q	627	11,280,532	526,244	4.7%	37,654	1	4,500	5	164,035	\$27.13
2009 4q	626	11,276,032	559,398	5.0%	30,142	0	0	2	64,500	\$26.84
2009 3q	626	11,276,032	589,540	5.2%	110,132	1	2,200	2	64,500	\$27.28
2009 2q	625	11,273,832	697,472	6.2%	113,695	1	253,792	2	62,200	\$27.48
2009 1q	624	11,020,040	557,375	5.1%	(14,195)	7	45,715	3	315,992	\$28.08
2008 4q	617	10,974,325	497,465	4.5%	76,445	3	96,517	9	359,507	\$29.24
2008 3q	615	10,881,668	481,253	4.4%	(34,156)	3	70,195	12	456,024	\$29.56
2008 2q	612	10,811,473	376,902	3.5%	26,650	1	14,571	10	506,048	\$28.04
2008 1q	611	10,796,902	388,981	3.6%	725,067	7	661,804	9	440,619	\$28.97

Source: CoStar Property®

Exhibit 2

OWINGS MILLS GROWTH AREA

Conceived in 1979, the Owings Mills Growth Area is located in the northwestern part of Baltimore County. In 1984, the County Council adopted The Plan for Owings Mills as a Master Plan amendment. The guiding principle behind the Growth Area concept was to direct high quality, high density and intensive growth to areas where infrastructure was planned, staged and available. The area has convenient access to a regional transportation network (i.e. I-695, I-795) and the Owings Mills Metro (the area's first heavy rail transit system connecting the Owings Mills area to downtown Baltimore City). The growth area is bounded by Winands Road on the south, Red Run on the west, Gwynnbrook Road on the north, Garrison Forest and St. Thomas Lane to Reisterstown Road on the east (Map 16).

The Owings Mills Growth Area is a 9,685-acre area containing 13,500 residential units in 2000 and 18,300 residential units in 2010. The area has become the location for major residential, commercial and office development over the last quarter century and is a strong contributor to the County's economic well-

being. There are approximately 50,000 full or part-time jobs in the area (See Table 1). Growth of the residential units in the Owings Mills Growth Area and surrounding neighborhoods has created a robust consumer market with a population with above average household incomes and education. There has been substantial private and public investment in the growth area since its inception. Three community plans have been adopted for the area (Table 3).

The Owings Mills Growth Area is divided into six sub areas. Each sub-area has individual policies and actions that are based on the distinct character and preferred land uses of the sub-area. The sub-area policies and actions will create a balance of land use patterns in appropriate locations.

The six sub-areas are as follows:

- (1) The Owings Mills Town Center, which includes Owings Mills Mall.
- (2) Owings Mills Corporate Campus.
- (3) Northern Employment Corridor.

Table 1. Population, Households, and Employment, 2000 – 2020

Owings Mills Growth Area					
Data Item	2000	2005	2010	2015	2020
Population	31,067	38,388	44,057	47,183	47,758
Households	13,486	16,505	18,876	20,296	20,712
Employment	31,970	42,123	49,589	51,992	56,912

Source: Round 7B forecasts, Baltimore Metropolitan Council, June 2009.

Table 2. Zoning Classifications

Owings Mills Growth Area		
Zoning Classification	Acreage	% Total
Industrial	1,365	14%
Residential	6,663	69%
Commercial/Retail	654.19	7%
Office	873.64	9%
Deferred Rural	79.58	1%
Total Acres	9,635.20	

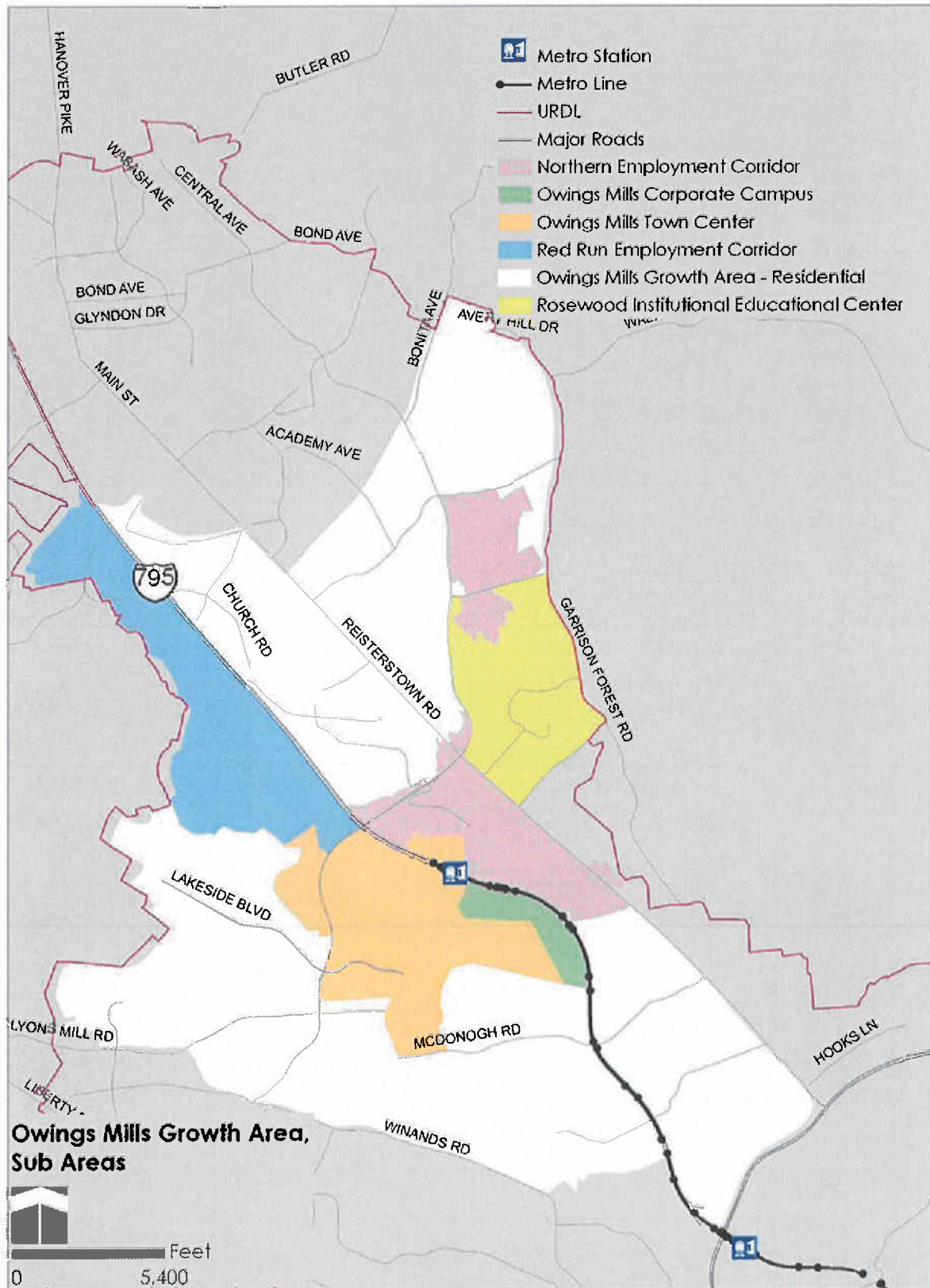
Source: Baltimore County Office of Planning, 2010.

Table 3. Adopted Community Plans

Community Plans	Adoption Date
Plan for Owings Mills, Maryland	May 21, 1984
The Owings Mills Park and Open Space Concept Plan	May 5, 1995
Rosewood Institutional Educational Center	May 20, 2010

Source: Baltimore County Office of Planning, 2010.

Map 16: Owings Mills Growth Area, Sub-Areas



- (4) Red Run Employment Corridor.
- (5) Residential areas, including Owings Mills New Town.
- (6) The Rosewood Institutional/Educational Area (formerly within the Northern Employment Corridor).

Owings Mills Town Center

The Owings Mills Mall was the first successful retail center to be constructed in the growth area following the completion of I-795 and the Metro rail system in 1986. The mall flourished initially but over time lost major upscale retailers. The mall's current level of vacancy and low customer volume give this critical property at the heart of the growth area a negative image that can affect the broader community. The Owings Mills Mall has access to a robust consumer market; however, it currently lacks the proper mix of uses and physical appeal of newer shopping alternatives. In 2006, residential redevelopment on a portion of the parking lot infused new life into the mall. The planned Metro Centre at Owings Mills offers an opportunity to complement and enhance the Owings Mills Mall with a main street mixed-use transit oriented development concept. The design integrates a dynamic mix of residential, office, retail, restaurants, a new public library, a community college building, and a year-round public gathering space.

This creates a pedestrian-friendly live, work, and play environment that encourages the use of public



transportation and existing infrastructure. If properly integrated with the Mall, the uses could have the necessary "critical mass" to rejuvenate the Owings Mills Town Center.

Policy: Reinvigorate the long-standing development plan to make this the mixed-use "downtown" of the Owings Mills Growth Area.

Actions:

- (1) Support efforts to expedite development of the Metro Centre and ensure that the new library and community college facility will be built.
- (2) Collaborate with Mall owners to develop and implement a mixed-use development plan based on successes such as the redevelopment of the Hunt Valley Town Centre.
- (3) Provide a safe vehicular and pedestrian connection between the Owings Mills Mall and the Metro Centre.

The Owings Mills Corporate Campus

The Owings Mills Corporate Campus has evolved into a premier destination for corporate headquarters, institutions and research organizations. The campus features high quality, cost effective workplaces with easy access to interstate highways, and the Metro. The campus is a 200 acre wooded setting that includes streams, aerated ponds, and a fitness trail. In order to assure the highest quality architectural design, private design guidelines were established to expedite the design review process for new parcels being developed. This provided good marketing tools for potential tenants, as they considered building or leasing at the Owings Mills Corporate Campus.

Policy: Promote the Owings Mills corporate campus as a premier destination for corporate headquarters.

Actions:

- (1) Continue to support private efforts to maintain the high quality appearance and

occupancy at the Owings Mills Corporate Campus.

Northern Employment Corridor

The Northern Employment Corridor consists of two areas, one south of Reisterstown Road and the other east of Owings Mills Boulevard between Gwynnbrook Road and Crondall Lane. The former contains mixed zoning with retail and manufacturing development and includes the Solo Cup plant slated for closure in 2012. The latter has flex warehouses and should continue as an employment-intensive area.

Policy: Retain employment-generating zoning in the Northern Employment Corridor in order to preserve employment opportunities.

Actions:

- (1) Explore ways to use Stevenson University's expansion and growing national reputation to stimulate business development in the surrounding area.
- (2) Promote manufacturing, office, and mixed-uses on vacant and underutilized properties within the Northern Employment Corridor.
- (3) Where manufacturing uses are being phased out, work with property owners to evaluate rezoning and redevelopment opportunities to accommodate a mix of employment, retail or residential uses on the



site and in the area to help revitalize the surrounding business and residential communities.

Red Run Employment Corridor

The Red Run Employment Corridor provides an excellent opportunity to enhance the appeal of Owings Mills and contribute to the County's fiscal well being. The Red Run Employment Corridor is home to many attractively designed office parks and for profit colleges such as Strayer University, Sojourner Douglas College and ITT Technical Institute.

It is important to have a ready supply of developable office and employment zoned land available to maximize opportunities to attract additional family-supporting employment and provide for workforce development.

As the result of a slowing economy, residential and retail uses were introduced to the sub-area on land that was designated for employment-generating uses. Additional residential and retail uses within the Red Run Employment Corridor will eliminate opportunities to attract new jobs.

Policy: Support employment related uses along Red Run Boulevard. Explore opportunities to increase the density of employment uses in the corridor.

Actions:

- (1) Ensure that the new Dolfield interchange on I-795 is designed to reinforce Red Run's primary role as a corporate employment corridor. Resist pressure for additional non-auxiliary retail and residential development in proximity to the new interchange, unless they are used within a true mixed-use concept.
- (2) Maintain existing zoning to promote the employment corridor.
- (3) Evaluate zoning or PUD requests to change M and OT zoned land to make sure that broad economic objectives are met.
- (4) Establish architectural guidelines for new

development along Red Run Boulevard.
(5) Carefully evaluate proposed mixed-use development to assure that job creation is a priority along Red Run Boulevard.

Residential Areas, including Owings Mills New Town

The predominant land use in the growth area is residential (approximately 69 %) and is largely built out. The Owings Mills Round Table, a major stakeholder group consisting of over 20 corporations with more than 27,000 employees indicated that their primary concern is the quality of proposed housing being developed in the growth area.

Policy: *Promote walkable communities and neighborhood connectivity.*

Actions:

- (1) As funding permits, implement the Western Bike and Pedestrian Plan recommendations within the Owings Mills Growth Area.
- (2) Promote high quality housing and implementation of high quality standards on remaining housing development sites.

Rosewood Institutional Educational Center

The Rosewood Institutional/Educational Center Community Plan was to determine appropriate land uses and zoning due to the closure and impending sale of the State of Maryland owned Rosewood Center (an institution for developmentally disabled people of all ages). This new sub-area was formerly within the Northern Employment Corridor.

The plan identifies the preferred land use for this sub-area as institutional/educational. Stevenson University, the third largest independent, coeducational university in the State moved to an 80-acre area along Owings Mills Boulevard area in 2004. Stevenson University is envisioned to be the preferred master developer of the State of Maryland's Rosewood Center. The vision for the Rosewood Institutional/Educational Center includes an expanded Owings Mills campus with new classroom buildings



and athletic fields, publicly accessible open space and an amphitheater. The acquisition of the Rosewood Center by Stevenson University will help redefine Owings Mills as having a special sense of community/place.

Policy: *Support institutional/educational uses as the preferred land uses within the sub-area. Allow existing land uses to remain and to expand, provided they are in compliance with existing zoning.*

Actions:

- (1) Continue collaboration with the State of Maryland and stakeholders to implement the adopted community plan.
- (2) Requests for rezoning should not be approved within the sub-area.

Transportation

The Owings Mills transportation network has remained essentially unchanged since the 1984 plan. The growth area is maturing and road projects are underway that were more than 20 years in the making. These include improvements to Lakeside Boulevard, Dolfield Boulevard, Owings Mills Boulevard and Lyons Mill Road. A left turn lane on Owings Mills Boulevard south of Lyons Mill Road has recently been completed. Dolfield Boulevard was recently extended from Lakeside Boulevard to Red Run Boulevard.

The privately developed Owings Mills New Town and Owings Mills Corporate Campus provide good examples of design aesthetics, which include landscaped medians and tree-lined rights of way. These features project a positive image of the growth area. Because of the concentration of mixed uses, the Owings Mills Growth Area offers the potential to reduce local automobile dependence.

Policy: Complete the transportation network using design principles to create an attractive, well functioning system with an Owings Mills identity.

Actions:

(1) Dolfield Boulevard extension from Tollgate Road to Reisterstown Road is designed and is pending right-of-way acquisition. Construction is anticipated in 2011. Dolfield Boulevard from Easter Court to Red Run Boulevard is planned as a developer's project.

(2) The alignment for a new Dolfield Boulevard interchange with I-795 has been selected, although construction funds have not yet been programmed. A relocation of Tollgate

Road to intersect Dolfield Boulevard north of the current intersection is needed to accommodate the new I-795 interchange.

(3) Owings Mills Boulevard extension is planned in two phases. Phase 1 extension from Lyons Mill Road to Winands Road is under construction with completion slated for 2012. Phase 2 extends from Winands Road to Liberty Road and is 50% designed.

(4) Widening on the north side of Lyons Mill Road from Owings Mills Boulevard west to Deer Park Elementary School will complete a gap in improvements of travel lane, curb and gutter, storm drains and side walks. Existing site distance problems should also be corrected. Improvements on the south side will be a developer's project in conjunction with the Ballard property.

Recreation and Parks

The Owings Mills Growth Area boasts one of the County's five regional parks, the Northwest Area Regional Park. The park contains 322 acres and includes state of the art athletic fields with synthetic turf and lights, four baseball diamonds, picnic pavilions, and a hike and bike trail.

In addition to several school sites that double as recreation sites, the Soldiers Delight Natural Environment Area is a State Park located in proximity to the growth area. Soldiers Delight Natural Environment Area is comprised of 1,900 acres of serpentine barren. The nature reserve has over 39 rare, threatened, or endangered plant species as well as rare insects, rocks and minerals. The park also has a museum and five interpretive trails that are open to the public.

Hiking and biking trails have become major assets to many communities. The Red Run stream valley offers a great opportunity to create a trail system linked to the natural environment. A bike and pedestrian trail network planned in the early 1990s proposed incorporating an abandoned roadbed along the Red Run 100 year flood plain as part of a trail system. This trail system would link the area's



residential and employment uses to the Owings Mills Town Center.

The County has been acquiring parcels along the Red Run stream valley as part of the development process. The County now owns over 250 acres, and anticipates acquiring the remaining 100 acres within the next few years.

Policy: Continue to promote recreational amenities and activities within the Owings Mills Growth Area.

Actions:

- (1) Continue to pursue acquisition of parcels and/or easements to complement the area's Red Run stream valley trail system.
- (2) Implement the goals of the draft of the Western Baltimore County Pedestrian and Bicycle Access Plan within the Owings Mills Growth Area, as funding allows, or as private development occurs.

Schools

The quality of public schools in the Owings Mills Growth Area is critical, not only to a healthy community, but also to the ability to attract new businesses to the area. Over the last ten years, the County and State have made the following investments to assure meeting the area's educational needs:

- (1) Expanded Cedarmere Elementary School's capacity by 112 in 2008 with a 1.8 million dollar addition of 8,666 square feet, which added two classrooms, and three kindergarten classrooms.
- (2) New Town Elementary located on New Town Boulevard opened in 2001 with a capacity of 697.
- (3) New Town High School opened in 2003. The school sits on a rolling, 64 acre site on New Town Boulevard with a capacity of 1303. New Town High School was honored

by the Maryland State Department of Education for overall performance on the 2008 Maryland School Assessment.

Policy: Continue the County's commitment to quality education in the Owings Mills Growth Area.

Actions:

- (1) Continue to monitor residential growth, and plan for necessary school facilities.
- (2) Construct a new elementary school on the Ballard/Cover property.

Ensuring Development Quality

The continuing design objectives for Owings Mills are to create an attractive, well functioning physical environment, to project a positive image of the growth area and define a special sense of place. Tree-lined boulevards, landscaping, signs and high quality building materials can serve as unifying elements to shape a community identity for Owings Mills.

Policy: Public and private future development projects should incorporate common design features and a high quality of materials.

Actions:

- (1) Working with businesses and residents, develop standards for new private and public development to provide high quality and uniformity.
- (2) Evaluate the provision of an overlay district for Owings Mills to ensure that special standards are applied consistently.
- (3) Provide for wide sidewalks and bikeways to implement the goals of the draft of the Western Baltimore County Pedestrian and Bicycle Access Plan, as funding allows or as private development occurs.

Map 17: Owings Mills Growth Area, Proposed Land Use

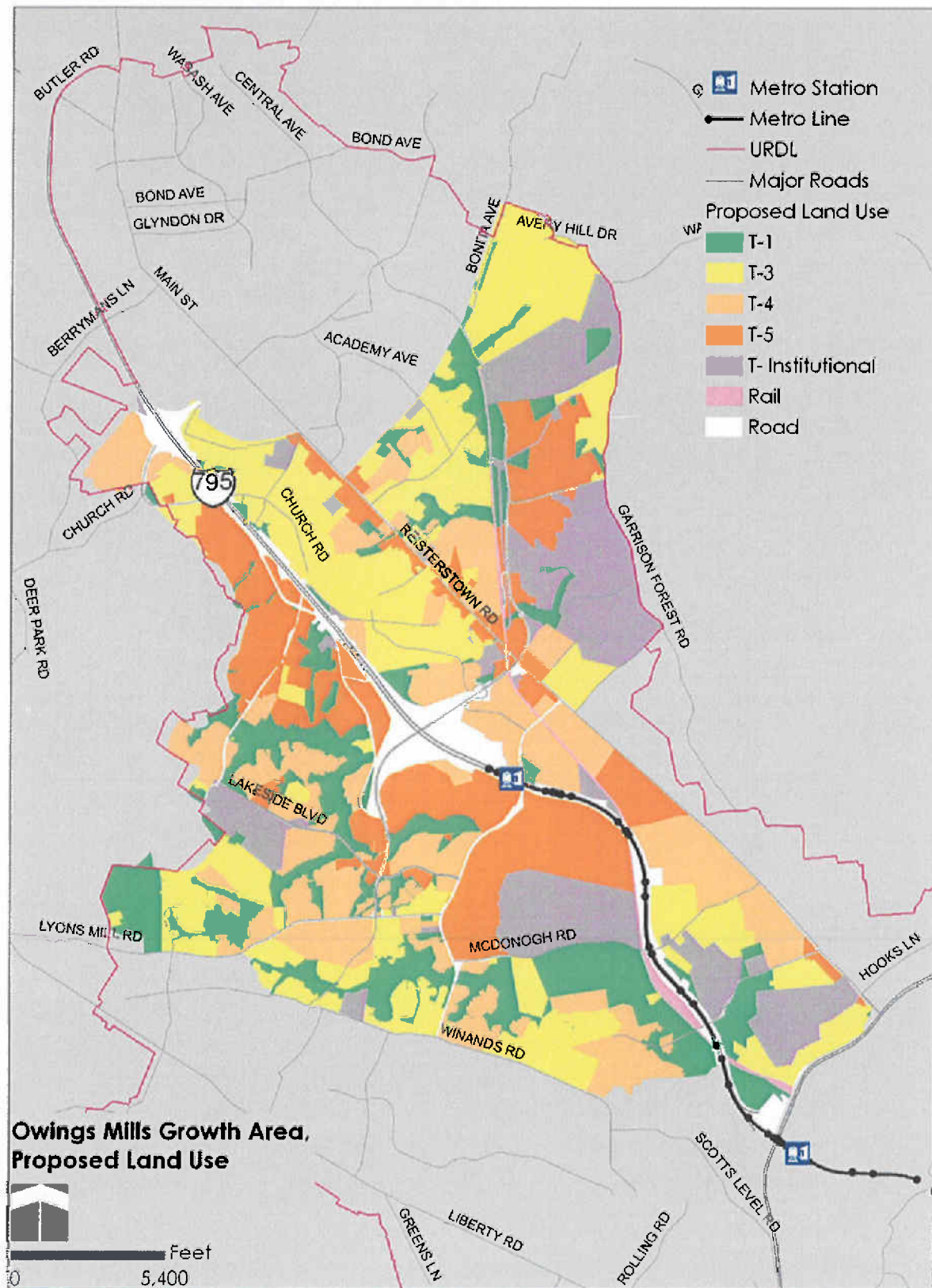


Exhibit 3

Property Description		Status: Due Diligence		Property Economics		Risk UW	IC Memo			
Type:	Owings Mills Mail	Occup:	n/a	Purchase Price		\$31,000	\$26,125			
Name:	Owings Mills, MD			Development Budget		\$46,493	\$36,255			
Location		Site Area:	Total: 0.0 ac.	Total Investment		\$77,493	\$62,380			
Buildings:		Parking:		In-Place Yr 0 NOI		\$0				
Total:	905,184 sf			Year 0 Purchase Cap Rate		0.0%	0.0%			
Owned:	225,350 sf	RE Tax NNN:	(0.0/1k sf)	Stabilized NOI (Year 6)		\$6,809	\$5,851			
Ground Leased:	372,797	Op Exp. NNN:	0.00/sf	Stabilized NOI (Year 6) / Total Investment		8.8%	9.4%			
Shadow:	307,037	Total NNN:		Unleveraged IRR		9.5%	n/a			
Years Built:	1986			Leveraged IRR		n/a	n/a			
Demographics				Average NOI Yield to Total Investmen		5.1%	n/a			
2000 Census:	6.4k	3 Miles	5 Miles	Average Leveraged Yield		n/a	n/a			
2010 Est. Population:	9.0k	65.8k	140.5k	NOI CAGR Yr-5 to Yr-11		0.1%	n/a			
2015 Projection:	9.2k	75.3k	154.9k	Asset Value - CAGR		2.9%	0.0%			
Projected Annual Growth 10-15:	9.2k	76.4k	157.4k	Capital Investment - CAGR		8.8%	n/a			
Avg. HH Income (2010 Est.):	0.4%	0.3%	0.3%							
	\$89.2k	\$87.7k	\$90.9k							
Tenants				Kimco Economics	Risk UW	\$15,597				
Anchor 1 (Lower Level)	Rent / SF	GLA	% GLA	Initial Investment		\$46,513				
Anchor 2 (Upper Level)	\$8.00	130,000	14.4%	Total 10-year Investment						
Jr Anchor (incl. L&T Box)	\$10.27	141,500	15.6%	Stabilized Yield to Equity		5.6%				
In-Line Shops	\$29.17	157,300	17.4%	Unleveraged IRR		7.6%				
Pad Sites	\$45.96	60,000	6.6%	Avg Annual Yield		5.6%				
Restaurants & Theater	\$14.68	8,050	0.9%	Total Kimco Capitalized Interest		\$5,411				
Owned GLA	\$12.36	101,297	11.2%	Total Kimco Capitalized Payroll		\$1,763				
Dept Stores	\$0.00	598,147	66.1%							
Total		307,037	33.9%							
		905,184	100.0%							
Kimco Leveraged Return Summary (\$'000)										
Kimco Equity:				Average Kimco EBDT Yield: 5.6% Kimco IRR: 7.6%						
	Yr-1	Yr-2	Yr-3	Yr-4	Yr-5	Yr-6	Yr-7	Yr-8	Yr-9	Yr-10
Kimco CF	(\$1,508)	(\$1,958)	(\$14,648)	(\$8,499)	\$3,535	\$3,624	\$3,616	\$3,648	\$3,287	\$3,602
Kimco Cash ROI	0.0%	0.0%	0.0%	0.0%	8.4%	8.6%	8.6%	8.6%	7.8%	8.5%
EOY Kimco Equity Balance	\$17,101	\$19,122	\$34,239	\$46,003	\$46,098	\$46,098	\$46,098	\$46,098	\$46,414	\$46,513
Kimco EBDT	(\$8)	\$115	\$469	\$2,373	\$3,630	\$3,624	\$3,615	\$3,648	\$3,603	\$3,701
Kimco EBDT Yield / Equity	-0.1%	0.6%	1.8%	5.9%	7.9%	7.9%	7.8%	7.9%	7.8%	8.0%
Property Level Return Summary (\$'000)										
	Yr-1	Yr-2	Yr-3	Yr-4	Yr-5	Yr-6	Yr-7	Yr-8	Yr-9	Yr-10
NOI After Reserves	(\$7)	\$125	\$859	\$4,446	\$6,824	\$6,809	\$6,788	\$6,845	\$6,754	\$6,938
Annual Capital Investment	\$987	\$1,893	\$25,114	\$18,469	\$189	\$0	\$0	\$0	\$633	\$199
EOY Capital Investment	\$32,181	\$34,074	\$59,188	\$77,658	\$77,847	\$77,847	\$77,847	\$77,847	\$78,480	\$78,678
EOY Debt Balance	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
EOY LTC	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
NOI Yield:										
Total Capital Invest.	0.0%	0.4%	1.5%	5.7%	8.8%	8.7%	8.7%	8.8%	8.6%	8.8%

Owings Mills Mall - Sensitivity Summary

Development Funding:

Acquisition Costs	\$31,880
Development Soft Costs	6,697
Site Work	11,350
Building Costs	23,795
Contingency	3,771
Total Develop. Budget	\$77,493

Kimco Development Basis:

Kimco Share - 50%	\$38,747
Kimco Cost of Capital	
@ 6% over 4 Yrs	5,411
Kim. Capitalized Payroll	1,763
Total Kim Develop Basis	\$45,921

Stabilized Return on Cost:

Stabilized Oper. CF Yr 5	\$6,857
Kimco Share - 50%	3,429
Kimco Mgmt Fee Margin	201
Kimco Stabilized Return	3,630
Kimco Stabilized ROC	7.9%

Return Sensitivity Analysis

Avg. Base Rent of New GLA & Residual Cap Rate:

	Residual Cap Rate				KIM IRR
	6.00%	6.25%	6.50%	6.75%	7.00%
ABR					
-10%	\$11.45	6.4%	6.0%	5.6%	4.8%
-5%	\$12.09	7.4%	7.0%	6.6%	5.9%
Base Case	\$12.72	8.4%	8.0%	7.6%	6.9%
5%	\$13.36	9.4%	9.0%	8.6%	7.9%
10%	\$14.00	10.3%	9.9%	9.5%	8.8%

Development Costs & Residual Cap Rate:

Develop. Cost \$mm	Residual Cap Rate				KIM IRR
	6.00%	6.25%	6.50%	6.75%	7.00%
10%	\$42.0	7.0%	6.6%	6.2%	5.5%
5%	\$40.0	7.7%	7.3%	6.9%	6.2%
Base Case	\$38.1	8.4%	8.0%	7.6%	6.9%
-5%	\$36.2	9.1%	8.7%	8.4%	7.7%
-10%	\$34.3	9.9%	9.5%	9.1%	8.4%

Development Costs & ABR of New GLA w/ 6.5% Cap Rate

	Average Base Rent				KIM IRR
	10%	5%	Base Case	-5%	-10%
Cost \$mm	\$14.00	\$13.36	\$12.72	\$12.09	\$11.45
10%	8.1%	7.2%	6.2%	5.2%	4.2%
5%	8.8%	7.9%	6.9%	5.9%	4.9%
Base Case	9.5%	8.6%	7.6%	6.6%	5.6%
-5%	10.2%	9.3%	8.4%	7.4%	6.3%
-10%	11.0%	10.1%	9.1%	8.1%	7.1%

Owings Mills Mall - Capital Structure

Capitalization

Kimco 50.0%	\$15,597
JV Partner 50.0%	15,597
JV Partner 0.0%	0
Total Equity	31,194 100.0%
Total Debt	\$0 0.0%
Total Capitalization	\$31,194 100.0%

Uses of Initial Capitalization

Net Purchase Price	\$31,000	99.4%	PSF	\$51.83
Loan Costs	0	0.0%		\$0.00
Closing Costs & Due Diligence	194	0.6%		\$0.32
Partner Fees	0	0.0%		\$0.00
Reserves, Pro-Rations & Working Capital	0	0.0%		\$0.00
Reserves & Escrows	0	0.0%		\$0.00
Total Uses	\$31,194	100.0%		\$52.15

see detailed Source & Uses of Funds Schedule

Proposed Property Level Debt

Lender	New
Balance	TBD
LTC	\$0
Fee	0%
Interest Rate	\$0
Amortization	0.00%
Maturity Date	30-Yr
Prepayment	n/a
Lockout	TBD
Assumption on Sale	No
Recourse	No
Lender Reserves - at Closing	Standard Carve-outs only
RE Taxes	
Insurance	
CapEx	
Environmental	
Total Lender Reserves	TBD

Structure

Kimco Equity:	50.0%
JV Partner Equity:	50.0%
Kimco Acquisition Fee:	0.00%
Property Mgmt. Fee:	4.00%
Asset Management Fee:	0.00%
Financing/Refinancing:	0.00%

Capital Investment

	At Close	10 Year Hold	PSF
Purchase Price per PSA	\$31,000	\$31,000	\$51.83
PSA Amendment #1	0	0	0.00
PSA Amendment #2	0	0	0.00
PSA Amendment #3	0	0	0.00
PSA Amendment #4	0	0	0.00
PSA Amendment #5	0	0	0.00
Net Purchase Price	\$31,000	\$31,000	\$51.83
Loan Costs	\$0	\$0	0.00
Closing Costs & Due Diligence	\$194	194	0.32
Partner Fees	\$0	0	0.00
Reserves, Pro-Rations & Working	\$0	0	0.00
Reserves & Escrows	\$0	0	0.00
Development Budget (excl. TI & LC)		38,138	63.76
Capital Ex / Tenant Termination Costs		160	0.27
Capital Reserves		0	0.00
TI Allowance		6,922	11.57
Leasing Commissions		2,265	3.79
Capital Events		0	0.00
Total Costs	\$31,194	\$78,678	\$131.54

Cash Flow Assumptions:

Owings Mills Mall - Property Returns (\$000)

[illegible]

Owings Mills Mall - Kimco Returns (\$000)

[illegible]

Owings Mills Mall - Kimco EBDT Calculation (\$000)

	Oct-12	Oct-13	Oct-14	Oct-15	Oct-16	Oct-17	Oct-18	Oct-19	Oct-20	Oct-21
	1	2	3	4	5	6	7	8	9	10
Net Operating Income										
Add: Above Line Capital Reserves	(\$7)	\$125	\$859	\$4,446	\$6,824	\$6,809	\$6,788	\$6,845	\$6,754	\$6,938
	-	-	-	-	33	34	35	36	37	38
Kimco Share (50.0%)	(4)	62	430	2,223	3,428	3,421	3,411	3,440	3,395	3,488
Add: Margin on Property Mgmt Fee (50%)	92	53	40	150	201	203	204	207	207	213
Deduct Kimco Acquisition Costs	(97)									
Total Kimco FFO	(8)	115	469	2,373	3,630	3,624	3,615	3,648	3,603	3,701
Total Kimco FFO Yield (Avg: 5.4%)	0.0%	0.6%	1.4%	5.2%	7.9%	7.9%	7.8%	7.9%	7.8%	8.0%
Cumulative Capital Investment	\$32,181	\$34,074	\$59,188	\$77,658	\$77,847	\$77,847	\$77,847	\$77,847	\$78,480	\$78,678
Outstanding Debt Balance	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Cumulative Equity Investment	\$32,181	\$34,074	\$59,188	\$77,658	\$77,847	\$77,847	\$77,847	\$77,847	\$78,480	\$78,678
Incremental Investment	\$32,181	\$1,893	\$25,114	\$18,469	\$189	\$0	\$0	\$0	\$633	\$199
Kimco Share (50.0%)	\$16,090	\$947	\$12,557	\$9,235	\$95	\$0	\$0	\$0	\$317	\$99
Add: Capitalized Interest	\$965	\$994	\$1,399	\$2,053	\$0	\$0	\$0	\$0	\$0	\$0
Add: Capitalized Payroll	\$46	\$80	\$1,161	\$476	\$0	\$0	\$0	\$0	\$0	\$0
Kimco Cumulative Equity Investment	\$17,101	\$19,122	\$34,239	\$46,003	\$46,098	\$46,098	\$46,098	\$46,098	\$46,414	\$46,513

Owings Mills Mall - Cash Flow

For the Years Ending	Yr-1 Oct-12	Yr-2 Oct-13	Yr-3 Oct-14	Yr-4 Oct-15	Yr-5 Oct-16	Yr-6 Oct-17	Yr-7 Oct-18	Yr-8 Oct-19	Yr-9 Oct-20	Yr-10 Oct-21	Yr-11 Sep-22
Potential Gross Revenue											
Base Rental - Restaurant & Theater	1,454,810	1,487,308	1,589,141	1,657,233	1,657,233	1,657,233	1,657,233	1,741,456	1,808,000	1,829,919	1,831,290
Base Rental - Additional	1,546,409	374,453	-	4,350,568	6,258,625	6,257,400	6,257,400	6,257,400	6,385,616	6,600,993	6,608,917
Base Rental Revenue	3,001,219	1,861,761	1,589,141	6,007,801	7,915,858	7,914,633	7,914,633	7,998,856	8,193,616	8,430,912	8,440,207
Absorption & Turnover Vacancy	-	-	-	(326,667)	(42,058)	-	-	-	(334,741)	(73,136)	-
Scheduled Base Rental Revenue	3,001,219	1,861,761	1,589,141	5,681,134	7,873,800	7,914,633	7,914,633	7,998,856	7,858,875	8,357,776	8,440,207
Retail Sales % Revenue	392,342	83,502	25,137	-	-	-	-	-	-	-	-
Expense Reimbursement Revenue	-	-	-	-	-	-	-	-	-	-	-
Repairs & Maintenance	688,131	365,487	174,528	687,349	847,967	877,690	901,840	925,495	915,277	884,242	911,546
Utilities	275,176	124,884	3,442	89,272	110,132	113,997	117,130	120,201	118,874	114,844	118,389
Real Estate Taxes	207,071	213,284	219,681	975,118	1,259,965	1,297,399	1,336,323	1,376,410	1,364,015	1,319,406	1,356,181
Insurance	-	-	-	74,035	100,471	103,725	106,837	110,044	107,985	102,686	105,487
Management Fees	-	-	-	-	-	-	-	-	-	-	-
Other	83,738	35,692	-	-	-	-	-	-	-	-	-
Total Reimbursement Revenue	1,254,116	739,347	397,651	1,826,774	2,318,535	2,392,811	2,462,130	2,532,150	2,506,151	2,421,178	2,491,603
Total Potential Gross Revenue	4,647,677	2,684,610	2,011,929	7,506,908	10,192,335	10,307,444	10,376,763	10,531,006	10,365,026	10,778,954	10,931,810
General Vacancy	(74,792)	(40,037)	(29,897)	-	(126,040)	(168,000)	(168,000)	(168,000)	-	(122,351)	(196,121)
Effective Gross Revenue	4,572,885	2,644,573	1,982,032	7,506,908	10,066,295	10,139,444	10,208,763	10,363,006	10,365,026	10,656,603	10,735,689
Operating Expenses											
Repairs & Maintenance	2,405,482	1,166,531	343,528	982,100	1,007,958	1,038,197	1,068,343	1,101,422	1,134,465	1,168,500	1,203,554
Utilities	717,454	339,064	57,200	127,100	130,913	134,840	138,886	143,052	147,344	151,764	156,317
Real Estate Taxes	984,479	714,512	518,165	1,440,961	1,484,190	1,528,716	1,574,576	1,621,815	1,670,469	1,720,583	1,772,200
Insurance	15,010	6,357	-	174,317	179,547	184,933	190,481	196,196	202,082	208,144	214,388
Management Fees	184,214	106,337	79,281	300,276	402,652	405,578	408,351	414,520	414,601	426,264	429,428
General & Administrative	-	-	-	3,600	3,708	3,819	3,934	4,052	4,173	4,299	4,428
Other	273,363	187,149	124,398	-	-	-	-	-	-	-	-
Capital Reserve	-	-	-	32,595	33,573	34,580	35,617	36,686	37,787	38,920	40,088
Total Operating Expenses	4,580,002	2,519,950	1,122,572	3,060,949	3,242,541	3,330,663	3,421,188	3,517,743	3,610,921	3,718,474	3,820,403
Net Operating Income	(7,117)	124,623	859,460	4,445,959	6,823,754	6,808,781	6,787,575	6,845,263	6,754,105	6,938,129	6,915,286
Construction Budget (excl TI & LC)	987,000	1,733,315	25,114,368	10,303,250	-	-	-	-	-	-	-
Leasing & Capital Costs	-	-	-	-	-	-	-	-	-	-	-
Tenant Improvements	-	-	-	6,256,320	140,000	-	-	-	399,950	125,376	-
Leasing Commissions	-	-	-	1,908,750	49,000	-	-	-	233,304	73,136	-
Total Leasing & Capital Costs	-	-	-	8,166,070	189,000	-	-	-	633,254	198,512	-
Capital Ex / Tenant Termination	-	160,000	-	-	-	-	-	-	-	-	-
Cash Flow After Debt Service	(994,117)	(1,768,692)	(24,254,908)	(14,023,361)	6,634,754	6,808,781	6,787,575	6,845,263	6,120,851	6,739,617	6,915,286

Owings Mills Mail - Post Development Argus

	Year 4 Oct-15	Year 5 Oct-16	Year 6 Oct-17	Year 7 Oct-18	Year 8 Oct-19	Year 9 Oct-20	Year 10 Oct-21	Year 11 Oct-22	Year 12 Sep-22
For the Years Ending									
Potential Gross Revenue	6,007,801	7,915,858	7,914,633	7,914,633	7,998,856	8,193,516	8,430,912	8,440,207	
Base Rental Revenue	(325,687)	(42,058)				(334,741)	(73,136)		
Absorption & Turnover Vacancy									
Scheduled Base Rental Revenue	5,681,134	7,873,800	7,914,633	7,914,633	7,998,856	7,858,875	8,357,776	8,440,207	
Expense Reimbursement Revenue									
Repairs & Maintenance	51,275	63,255	65,473	67,274	69,038	68,277	65,962	67,999	
Property Services	91,029	112,301	116,235	118,433	122,564	121,215	117,104	120,720	
Landscaping	91,311	112,646	116,593	118,804	122,947	121,589	117,466	121,092	
Roof	8,427	10,399	10,762	11,058	11,350	11,221	10,845	11,178	
Parking Lot Maintenance	70,235	86,650	89,692	92,155	94,576	93,528	90,356	93,146	
Snow Removal	105,357	129,975	134,533	138,235	141,859	140,295	135,534	139,721	
Security	244,428	301,546	312,114	320,706	329,117	325,481	314,444	324,156	
Utilities	89,272	110,132	113,997	117,130	120,201	118,874	114,844	118,389	
Payroll	25,287	31,195	32,288	33,175	34,044	33,671	32,531	33,534	
RE Tax - Restaurant Park	207,071	213,284	219,682	226,274	233,062	240,051	247,254	254,671	
RE Tax - Common Parking Area	193,674	264,279	272,832	281,017	289,447	284,261	270,696	278,091	
RE Tax - Outpads	24,322	35,944	36,324	36,266	36,324	37,414	38,536	39,692	
RE Tax - Town Center Bldgs	550,051	746,458	770,645	793,766	817,577	802,289	782,920	783,727	
Insurance	74,035	100,471	103,725	106,837	110,044	107,985	102,686	105,487	
Total Reimbursement Revenue	1,825,774	2,318,535	2,392,811	2,462,130	2,532,150	2,506,151	2,421,178	2,491,603	
Total Potential Gross Revenue	7,506,908	10,192,335	10,307,444	10,376,763	10,531,006	10,365,026	10,778,954	10,931,810	
General Vacancy		(128,040)	(168,000)	(168,000)	(168,000)		(122,351)	(196,121)	
Effective Gross Revenue	7,506,908	10,066,295	10,139,444	10,208,763	10,363,006	10,365,026	10,656,603	10,735,689	
Operating Expenses									
Repairs & Maintenance	73,000	75,190	77,446	79,769	82,162	84,627	87,166	89,781	
Property Services	129,600	133,488	137,493	141,617	145,866	150,242	154,749	159,392	
Landscaping	130,000	133,900	137,917	142,055	146,316	150,706	155,227	159,864	
Roof	12,000	12,360	12,731	13,113	13,506	13,911	14,329	14,758	
Parking Lot Maintenance	100,000	103,000	106,090	109,273	112,551	115,927	119,405	122,987	
Snow Removal	150,000	154,500	159,135	163,909	168,826	173,891	179,108	184,481	
Security	346,000	359,440	369,193	380,269	391,877	403,427	415,530	427,996	
Utilities	127,100	130,813	134,840	138,986	143,052	147,344	151,764	156,317	
Payroll	36,000	37,080	38,192	39,338	40,518	41,734	42,986	44,275	
RE Tax - Restaurant Park	202,021	208,082	214,324	220,754	227,378	234,198	241,224	248,480	
RE Tax - Common Parking Area	451,080	464,612	478,551	492,907	507,685	522,925	538,613	554,772	
RE Tax - Outpads	32,270	33,238	34,235	35,262	36,320	37,410	38,532	39,688	
RE Tax - Town Center Bldgs	726,320	748,110	770,553	793,699	817,480	842,004	867,264	893,282	
Insurance	174,317	179,547	184,933	190,481	196,196	202,082	208,144	214,388	
Management Fee	300,276	402,652	405,578	408,351	414,520	414,601	426,264	429,428	
Advertising & Marketing	1,200	1,236	1,273	1,311	1,351	1,391	1,433	1,476	
Professional Fees	2,400	2,472	2,546	2,623	2,701	2,782	2,866	2,952	
RE Tax (Misc Parcels)	29,270	30,148	31,053	31,984	32,944	33,932	34,950	35,998	
REIM	3,500								
Total Operating Expenses	3,028,354	3,208,968	3,296,083	3,385,571	3,481,057	3,573,134	3,679,554	3,780,315	
Net Operating Income	4,478,554	6,857,327	6,843,361	6,823,192	6,881,949	6,791,892	6,977,049	6,955,374	
Leasing & Capital Costs									
Tenant Improvements	3,186,000	140,000				369,950	125,376		
Leasing Commissions	1,909,750	49,000				233,304	73,136		
TIA - M&S	1,610,320								
TIA - JCPenney	1,460,000								
Capital Reserves	32,595	33,573	34,580	35,617	36,686	37,787	38,920	40,088	
Total Leasing & Capital Costs	8,198,665	222,573	34,580	35,617	36,686	37,787	38,920	40,088	
Cash Flow Before Debt Service & Taxes	(3,720,111)	6,634,754	6,808,781	6,787,575	6,845,263	6,120,851	6,739,617	6,915,286	

Owings Mills Mall - Sources & Uses of Funds

To Be Funded At Closing	[Date]
Kimco Funding 50.0%	15,596,844.30
JV Partner Funding 50.0%	15,596,844.30

Sources:	Kimco IC Memo	Pre-Closing Changes	Pre-Closing Totals	Closing Totals	Final Equity	Funding Reconciliation	
						Pre Close	Funded at Closing Post Close
Loan	-	-	-	-	0.0%	-	-
Kimco Equity 50.0%	14,596,844.30	1,000,000.00	15,596,844.30	15,596,844.30	50.0%	15,596,844.30	15,596,844.30
Partner Equity 50.0%	14,596,844.30	1,000,000.00	15,596,844.30	15,596,844.30	50.0%	15,596,844.30	15,596,844.30
Total Sources:	29,193,688.60	2,000,000.00	31,193,688.60	31,193,688.60	100.0%	-	31,193,688.60
Uses:							
1-Purchase Price							
Purchase Price per PSA	29,000,000.00	2,000,000.00	31,000,000.00	31,000,000.00	-	-	31,000,000.00
Purchase Price Adjustments:	-	-	-	-	-	-	-
PSA Amendment #1	-	-	-	-	-	-	-
PSA Amendment #2	-	-	-	-	-	-	-
PSA Amendment #3	-	-	-	-	-	-	-
PSA Amendment #4	-	-	-	-	-	-	-
PSA Amendment #5	-	-	-	-	-	-	-
2-Loan Costs	29,000,000.00	2,000,000.00	31,000,000.00	31,000,000.00		-	31,000,000.00
Fee to Lender	-	-	-	-	-	-	-
Lender Deposit	-	-	-	-	-	-	-
Mortgage Broker Fee for Loan	-	-	-	-	-	-	-
Lender Legal	-	-	-	-	-	-	-
Equity Legal	-	-	-	-	-	-	-
3-Closing Costs & Due Diligence							
Kimco Outside Counsel	150,000.00	-	150,000.00	150,000.00	-	-	150,000.00
Partner Counsel	-	-	-	-	-	-	-
Tax Counsel	-	-	-	-	-	-	-
Local Counsel	-	-	-	-	-	-	-
Survey	25,000.00	-	25,000.00	25,000.00	-	-	25,000.00
Lease Abstract Fee	-	-	-	-	-	-	-
Roof Survey / Report	9,938.60	-	9,938.60	9,938.60	-	-	9,938.60
Delaware Opinion	-	-	-	-	-	-	-
Environmental Report Fee	3,500.00	-	3,500.00	3,500.00	-	-	3,500.00
Engineering Report Fee	5,250.00	-	5,250.00	5,250.00	-	-	5,250.00
Zoning Report Fee	-	-	-	-	-	-	-
Other Due Diligence Fees 3rd Party	-	-	-	-	-	-	-
Travel	-	-	-	-	-	-	-
Appraisal Report Fee	-	-	-	-	-	-	-
Transfer Taxes	-	-	-	-	-	-	-
Title Endorsements	-	-	-	-	-	-	-
Title & Recording Fees	-	-	-	-	-	-	-
Accrued Interest on Deposits	-	-	-	-	-	-	-
4-Partner Fees (if applicable)	193,688.60	-	193,688.60	193,688.60		-	193,688.60
Acquisition Fee	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-
5-Reserves, Working Capital & ProRations							
6-Reserves & Escrows							
Total Uses:	29,193,688.60	2,000,000.00	31,193,688.60	31,193,688.60		-	31,193,688.60

Owings Mills Mall - Development Budget

COST	New Construction:		Unit	Unit Cost	TOTAL	Per GLA
	Quantity	SF				
Land	82.4	acres		\$ 303,398	25,000,000	29.73
Bosco's Box	7.4	acres		\$ 810,811	6,000,000	7.13
Transfer Tax						-
Marley Station Carry Contribution					850,000	0.77
Operating Carrying Cost - 1st 2 yrs			(covered in cash flow)		-	-
Operating Carrying Cost - 2nd 2 yrs			(covered in cash flow)		-	-
CAM Recovery Loss			(covered in cash flow)		-	-
Legal / Survey / Title					230,000	0.27
Contingency (on Property Cost less Anchor Sale)				3.43%	1,094,000	1.30
PROPERTY COST					\$ 32,974,000	39.21
Architectural	524,337	SF		\$ 1.42	\$ 746,337	0.89
Engineering:						
Civil			Allowance		750,000	0.89
Environmental			Allowance		75,000	0.09
Geotech			Allowance		65,000	0.08
Reimbursables			Allowance		40,000	0.05
Traffic			Allowance		100,000	0.12
Bonds			Bldg & On-Site (excl. conting.)	1.50%	512,171	0.61
Mechanical, Electrical, Plumbing					-	-
Construction Management					-	-
Material Testing					-	-
Consultant Reimbursables			Allowance		100,000	0.12
Legal			Allowance		300,000	0.36
Permits & Connection Fees			Allowance		300,000	0.36
Marketing & Promotion					-	-
Survey / As-Builts					-	-
Travel & Entertainment					-	-
Leasing Commissions	496,850	SF		\$ 3.94	1,958,750	2.33
Development Fee		Lump Sum			1,750,000	2.08
Soft Cost Contingency (excludes commissions)				5.00%	236,925	0.28
TOTAL SOFT COSTS					\$ 6,934,183	8.25

Owings Mills Mall - Development Budget

New Construction: 101,000 SF				GLA: 840,984
COST	Quantity	Unit	Unit Cost	TOTAL Per GLA
Off-Site Improvements				
Contingency			5.00%	\$ 1,000,000 1.19
Subtotal				\$ 1,050,000 1.25
On-Site Improvements				
Site Demolition				\$ 500,000 0.59
Municipal Development Costs - Testing				100,000 0.12
Municipal Development Costs - Inspection				100,000 0.12
On-Site General				8,750,000 10.40
On-Site - Utility Hookup				200,000 0.24
Pylon & Monument Signs				200,000 0.24
Site Lighting				500,000 0.59
Impact Fees				-
Contingency			7.00%	724,500 0.86
Subtotal				\$ 11,074,500 13.17
Base Building Costs				
Service Corridor	120,000	SF	30.00	\$ 3,600,000 4.28
Demolition	577,092	SF	4.00	2,308,368 2.74
Base Building	111,000	GSF	\$ 103.51	\$11,490,000 13.66
Tenant Allowance	473,337	GSF	\$ 13.51	\$6,396,370 7.61
Hard Cost Contingency			7.00%	1,665,632 1.98
Subtotal				\$ 25,460,370 30.27
Contractor Fee & Contingencies				
General Conditions	24	months		
GC Fee			0.00%	-
Liability Insurance			0.00%	-
Design / Estimate Contingency			0.00%	-
Construction Contingency			0.00%	-
Subtotal				-
TOTAL HARD COSTS				\$ 37,584,870 44.69
Kimco Capitalized Costs:				
Capitalized Interest				0 -
Capitalized Payroll				0 -
GROSS PROJECT COSTS				\$ 77,493,053 92.15
Reimbursements				
Site Work Contributions				0 -
Land Sales				0 -
NET PROJECT COSTS				\$ 77,493,053 92.23

Owings Mills Mall - Underwriting Assumptions

TIMELINE

	<u>Start</u>	<u>Duration (Months)</u>	<u>Finish</u>
Pre-Development			
Closing	Nov-11	0	Nov-11
Negotiate REAs with Department Stores	Nov-11	9	Aug-12
Secure Anchor Tenants	Nov-11	9	Aug-12
Maintain Mall Occupancy	Nov-11	14	Jan-13
Operating Expenses of Mall	Nov-11	16	Mar-13
Development			
Entitlements			
A&E Plans / Permitting	Aug-12	7	Mar-13
Construction	Mar-13	5	Aug-13
Lower Level Anchor	Aug-13	21	May-15
Upper Level Anchor	Jan-14	10	Nov-14
	Jul-14	10	May-15
Rent Commencement			
Lower Level Anchor			Nov-14
Lower Level Retail	Nov-14	4	Mar-15
Upper Level Anchor			May-15
Upper Level Retail	May-15	4	Sep-15

ECONOMICS (Re-Development)

	<u>GLA</u>	<u>Base Rent</u>	<u>Per Square Foot or %</u>		<u>A&E</u>	<u>Base Building</u>
			<u>TIA</u>	<u>LC</u>		
Anchor 1 (Ground Lease) - Upper Level	141,500	\$8.00		\$3.00		\$13.26 (a)
Anchor 2 (Ground Lease) - Lower Level	130,000	\$8.00		\$2.75		\$13.26 (a)
Anchor 3 (Former L&T building) - Upper Level	53,150	\$8.00	\$20.00	\$2.50	\$1.00	
Anchor 3 (Former L&T building) - Lower Level	53,150	\$8.00	\$20.00	\$2.50	\$1.00	
Junior Anchors	51,000	\$15.00		4.0%	\$3.00	\$90.00
Shops	60,000	\$35.00	\$20.00	4.0%	\$3.00	\$115.00
New Outpad #1	4,025	\$45.96		5.0%		
New Outpad #2	4,025	\$45.96		5.0%		
	<u>486,850</u>					
Macy's	161,037		\$10.00		\$1.00	
JC Penney	146,000		\$10.00		\$1.00	
Total	803,887	\$6,257,400	\$6,396,370	\$1,958,750	\$746,337	\$15,090,000
(e) Anchor Base Building Premium	271,500					\$
Anchor Site Contributions	271,500					\$ 3,600,000

Owings Mills Mall - Underwriting Assumptions

Real Estate Taxes Assume New Assessment CY 2013				Assumed CY 2013	
Description (Owner Name)	Lot	Billed Jul '11: Taxes / Sewer	Stabilized Property	70% Reduction during Redev	Total
Miscellaneous Parcels (Owings Mills Limited Partnership)					
Vacant parcel west of gas station across Red I	A	\$ 11,894		\$ 3,568	\$3,568
County Record's Desc. - N/End Access Rd	??	5,023		1,507	1,507
Vacant parcel east of gas station across Red F	B	10,008		3,002	3,002
Irregular parcel btwn Mill Run Circle and Red F	C	2,346		704	704
Restaurant Pads (Owings Mills Mall, LLC)					
Olive Garden	2A	30,843	30,843	-	30,843
Red Lobster	2B	37,076	37,076	-	37,076
Don Pablo's	3A	54,364	54,364	-	54,364
Red Robin Burgers	3B	46,487	46,487	-	46,487
Green Turtle Sports Bar	3C	33,251	33,251	-	33,251
Mall (Owings Mills Mall, LLC)					
Parking field surrounding portion of mall and al	13	277,603		83,281	83,281
In-line Mall Space	15	255,637		76,691	76,691
Small portion of mall building	17	6,298		1,889	1,889
Parking field in front of JC Penney	18	68,542		20,562	20,562
Theater building	19	105,174	105,174	-	105,174
Vacant Anchor Space - GGP	21	54,016		16,205	16,205
GGP PROPERTY		998,559	307,195	207,409.48	514,604.02
Boscov's (213-29 Owings Mill Holdings, LLC)					
Boscov's box		\$ 58,485		\$ 58,485	58,485
Boscov's parking		8,598		8,598	8,598
JV PROPERTY		1,065,643	307,195	274,493	581,687
1) Assume no change in stabilized 2)					
Purchase Price - GGP		18,591,406		6,408,594	25,000,000
Purchase Price Boscovs (as recorded, actual \$6mm)				3,500,000	3,500,000
RET Assessment Basis		18,591,406		9,908,594	28,500,000
2011 Effective Tax Rate		1.41%		1.41%	1.41%
		262,139		139,711	401,850

Owings Mills Mall - RE Tax Assumptions

RE Tax Pools	Estimated Assessment Per Acre Per Building SF:	Acres	Bldg SF	Assessment Estimates Post-Redev:			Taxes
				Land	Building	Total	
				\$ 500,000	\$ 100 PSF		
Redevelopment:							1.40% Tax Rate on Redeveloped Property
Town Center Buildings		6.00	488,800	3,000,000	48,880,000	51,880,000	726,320 Reimbursed pro-rata by GLA.
Outpads		3.00	8,050	1,500,000	805,000	2,305,000	32,270 Each pad reimburses in full.
Common Parking Area, Misc Parcels and Boscov's		64.44	-	32,220,000	-	32,220,000	451,080 496,850sf of 863,537sf reimburses.
Total		73.44	496,850	36,720,000	49,685,000	86,405,000	1,209,670
Pay Taxes Directly:							
Macy's		4.13	161,037	4,138,600	5,155,100	9,293,700	115,975
JC Penney		1.79	146,000	1,708,700	4,312,900	6,021,600	74,693
Theater		1.70	67,700	1,704,000	6,926,300	8,630,300	105,174
Total		7.62	374,737				
Total Town Center		81.06	871,587				
Total excluding Outpads							863,537
Pay Direct / Reimburse for their own Parcels:							
Restaurant Park		14.68	33,597	7,329,200	4,706,300	12,035,500	202,021
Total		95.74	905,184				
Total Retained Acres SF		89.82	598,147				

Owings Mills Mall - Estimated Capital Expenditures

Total 10 Year Hold Period		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Development Budget											
Property Carry & Closing Costs	\$ 1,974,000	\$ 987,000	\$ 987,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Soft Costs (excl. LC)	4,975,433	-	746,315	4,229,118	-	-	-	-	-	-	-
Off-Site	1,050,000	-	-	1,050,000	-	-	-	-	-	-	-
On-Site	11,074,500	-	-	5,537,250	5,537,250	-	-	-	-	-	-
Base Building, Fees & Conting. (excl. TI)	19,064,000	-	-	14,298,000	4,766,000	-	-	-	-	-	-
Capitalized Costs	-	-	-	-	-	-	-	-	-	-	-
Total Development Budget (excl. Land)	\$ 38,137,933	\$ 987,000	\$ 1,733,315	\$ 25,114,368	\$ 10,303,250	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Cap.Ex./Tenant Termination											
Tenant Termination Costs	\$ 160,000	\$ -	\$ 160,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Pavement	-	-	-	-	-	-	-	-	-	-	-
Landscaping	-	-	-	-	-	-	-	-	-	-	-
Site Lighting	-	-	-	-	-	-	-	-	-	-	-
Roof	-	-	-	-	-	-	-	-	-	-	-
Capital Ex / Tenant Termination	\$ 160,000	\$ -	\$ 160,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TI Allowances											
Suite	GLA	PSF									
Anchor 1 (Upper Level)	A	-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Anchor 2 (Lower Level)	B	-	-	-	-	-	-	-	-	-	-
Junior 1	C	-	-	-	-	-	-	-	-	-	-
Junior 2	D	-	-	-	-	-	-	-	-	-	-
In-Line 1 (<10k sf)	E	32,000	28.69	-	-	-	-	-	-	-	-
Former L&T - 1st Flr	G1	53,150	20.00	-	640,000	-	-	-	-	278,226	-
Former L&T - Bsmt	G2	53,150	20.00	-	1,063,000	-	-	-	-	-	-
In-Line 2 (<10k sf)	F	28,000	28.83	-	1,063,000	-	-	-	-	-	-
TIA - Macys		161,037	10.00	-	807,100	140,000	-	-	-	121,724	125,376
TIA - JCPenney		146,000	10.00	-	1,610,320	-	-	-	-	-	-
Total TI Allowances	473,337	\$ 14.62	\$ -	\$ 6,256,320	\$ 140,000	\$ -	\$ -	\$ -	\$ -	\$ 399,950	\$ 125,376
Leasing Commissions											
Suite	GLA	PSF									
Olive Garden	A	141,500	3.00	-	-	-	-	-	-	-	-
Anchor 1 (Upper Level)	B	130,000	2.75	-	424,500	-	-	-	-	-	-
Anchor 2 (Lower Level)	C	26,000	6.00	-	357,500	-	-	-	-	-	-
Junior 1	D	25,000	6.00	-	156,000	-	-	-	-	-	-
Junior 2	E	32,000	12.07	-	150,000	-	-	-	-	-	-
In-Line 1 (<10k sf)	G1	53,150	2.50	-	224,000	-	-	-	-	162,298	-
Former L&T - 1st Flr	G2	53,150	2.50	-	132,875	-	-	-	-	-	-
Former L&T - Bsmt	F	28,000	12.15	-	132,875	-	-	-	-	-	-
In-Line 2 (<10k sf)	H	8,050	22.98	-	340,142	49,000	-	-	-	71,006	73,136
Outpads				-	185,000	-	-	-	-	-	-
Total Leasing Commissions	496,850	\$ 4.56	\$ -	\$ 1,909,750	\$ 49,000	\$ -	\$ -	\$ -	\$ 233,304	\$ 73,136	\$ -
TOTAL CAPITAL EXPENDITURES											
Capital Reserves Offset											
GRAND TOTAL	\$ 47,484,769	\$ 987,000	\$ 1,893,315	\$ 25,114,368	\$ 18,469,320	\$ 189,000	\$ -	\$ -	\$ -	\$ 633,254	\$ 198,512
	(249,758)	-	-	(32,595)	(33,573)	(34,580)	(35,617)	(36,686)	(37,787)	(38,920)	
	\$ 47,235,011	\$ 987,000	\$ 1,893,315	\$ 25,114,368	\$ 18,436,725	\$ 155,427	\$ (34,580)	\$ (35,617)	\$ (36,686)	\$ 595,467	\$ 159,592

Owings Mills Mall - ARB Matrix

	Yr 1	Yr 2	Yr 3	Yr 4	Yr 5	Yr 6	Yr 7	Yr 8	Yr 9	Yr 10	Yr 11
Avg SF Occ (Argus)				780,909	904,017	905,184	905,184	905,184	896,934	903,434	905,184
Macy's				-161,037	-161,037	-161,037	-161,037	-161,037	-161,037	-161,037	-161,037
JC Penny				-146,000	-146,000	-146,000	-146,000	-146,000	-146,000	-146,000	-146,000
AMC Theater				-67,700	-67,700	-67,700	-67,700	-67,700	-67,700	-67,700	-67,700
Don Pablos				-7,000	-7,000	-7,000	-7,000	-7,000	-7,000	-7,000	-7,000
Green Turtle Bar				-7,156	-7,156	-7,156	-7,156	-7,156	-7,156	-7,156	-7,156
Red Robin				-6,000	-6,000	-6,000	-6,000	-6,000	-6,000	-6,000	-6,000
Red Lobster				-6,000	-6,000	-6,000	-6,000	-6,000	-6,000	-6,000	-6,000
Olive Garden				-7,441	-7,441	-7,441	-7,441	-7,441	-7,441	-7,441	-7,441
SF Occ - Additional				372,575	495,683	496,850	496,850	496,850	488,600	495,100	496,850
Base Rental - Additional - Base Case				4,351	6,259	6,257	6,257	6,257	6,386	6,601	6,609
Base Rental Additional / SF				11.68	12.63	12.59	12.59	12.59	13.07	13.33	13.30
Adjusted Rev -10%				3,916	5,633	5,632	5,632	5,632	5,747	5,941	5,948
Adjusted Rev / SF				10.51	11.36	11.33	11.33	11.33	11.76	12.00	11.97
Adjusted Rev -5%				4,133	5,946	5,945	5,945	5,945	6,066	6,271	6,278
Adjusted Rev / SF				11.09	11.99	11.96	11.96	11.96	12.42	12.67	12.64
Adjusted Rev 5%				4,568	6,572	6,570	6,570	6,570	6,705	6,931	6,939
Adjusted Rev / SF				12.26	13.26	13.22	13.22	13.22	13.72	14.00	13.97
Adjusted Rev 10%				4,786	6,884	6,883	6,883	6,883	7,024	7,261	7,270
Adjusted Rev / SF				12.84	13.89	13.85	13.85	13.85	14.38	14.67	14.63
Kimco Total CF	(1,508)	(1,958)	(14,648)	(8,499)	3,535	3,624	3,616	3,648	3,287	3,602	
Kimco Cash on Cash Return	0.0%	0.0%	0.0%	0.0%	8.4%	8.6%	8.6%	8.6%	7.8%	8.5%	
Adjusted -10% Kimco Total CF	(1,508)	(1,958)	(14,648)	(8,934)	2,910	2,999	2,990	3,022	2,648	2,942	
Kimco Cash on Cash Return	0.0%	0.0%	0.0%	0.0%	6.8%	7.0%	7.0%	7.1%	6.2%	6.9%	
Adjusted -5% Kimco Total CF	(1,508)	(1,958)	(14,648)	(8,717)	3,223	3,312	3,303	3,335	2,967	3,272	
Kimco Cash on Cash Return	0.0%	0.0%	0.0%	0.0%	7.6%	7.8%	7.8%	7.9%	7.0%	7.7%	
Base Case	(1,508)	(1,958)	(14,648)	(8,499)	3,535	3,624	3,616	3,648	3,287	3,602	
Kimco Cash on Cash Return	0.0%	0.0%	0.0%	0.0%	8.4%	8.6%	8.6%	8.6%	7.8%	8.5%	
Adjusted 5% Kimco Total CF	(1,508)	(1,958)	(14,648)	(8,282)	3,848	3,937	3,929	3,961	3,606	3,932	
Kimco Cash on Cash Return	0.0%	0.0%	0.0%	0.0%	9.2%	9.4%	9.4%	9.4%	8.6%	9.4%	
Adjusted 10% Kimco Total CF	(1,508)	(1,958)	(14,648)	(8,064)	4,161	4,250	4,242	4,274	3,925	4,262	
Kimco Cash on Cash Return	0.0%	0.0%	0.0%	0.0%	10.0%	10.2%	10.2%	10.2%	9.4%	10.2%	

Avg. Base Rent of New GLA & Residual Cap Rate:

	Residual Cap Rate				
	6.00%	6.25%	6.50%	6.75%	7.00%
ABR					
-10%	\$11.45	6.4%	6.0%	5.6%	5.2%
-5%	\$12.09	7.4%	7.0%	6.6%	6.3%
Base Case	\$12.72	8.4%	8.0%	7.6%	7.3%
5%	\$13.36	9.4%	9.0%	8.6%	8.2%
10%	\$14.00	10.3%	9.9%	9.5%	9.1%
					KIM IRR
					7.00%
					4.8%
					5.9%
					6.9%
					7.9%
					8.8%