



# Retail Capital Markets Report Columbia - SC

PREPARED BY



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Principal Owner/Broker



**RETAIL CAPITAL MARKETS REPORT - MARKET**

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# Capital Markets Overview

Columbia Retail

Asset Value

**\$8.2B**

12 Mo Sales Volume

**\$305.3M**

Market Cap Rate

**7.9%**

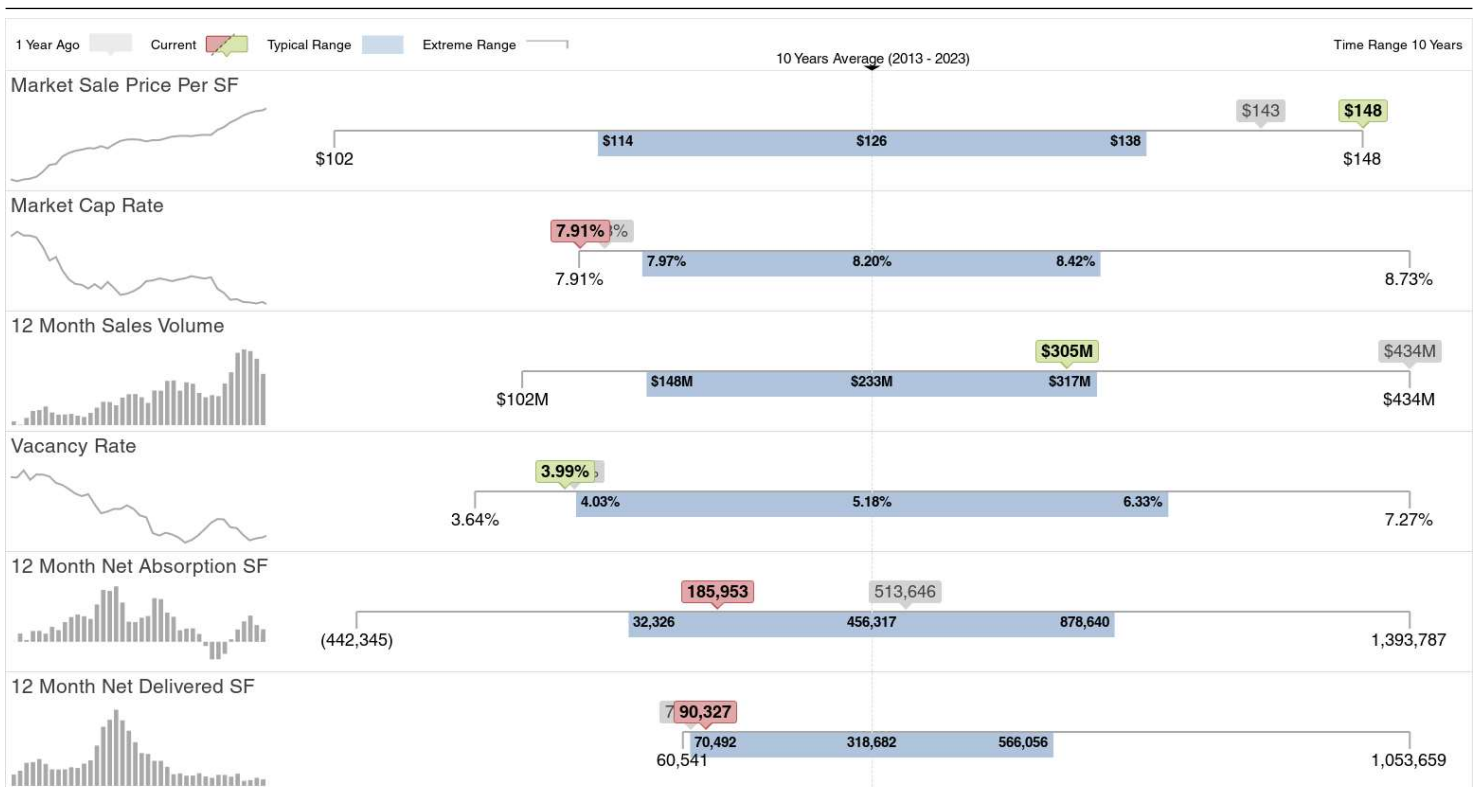
Mkt Sale Price/SF Chg (YOY)

**3.9%**

12 MO SALES VOLUME	Total	Lowest	Highest
Transactions	248	-	-
Sales Volume	\$305.3M	\$100K	\$16.4M
Properties Sold	224	-	-
Transacted SF	3.3M	720	203.8K
Average SF	13.2K	720	203.8K

12 MO SALES PRICE	Average	Lowest	Highest	Market
Cap Rate	6.1%	3.3%	9.3%	7.9%
Sale Price/SF	\$109	\$1	\$2.3K	\$148
Sale Price	\$1.5M	\$100K	\$16.4M	-
Sale vs Asking Price	-3.9%	-50.0%	2.1%	-
% Leased at Sale	97.7%	0%	100%	-

## KEY PERFORMANCE INDICATORS

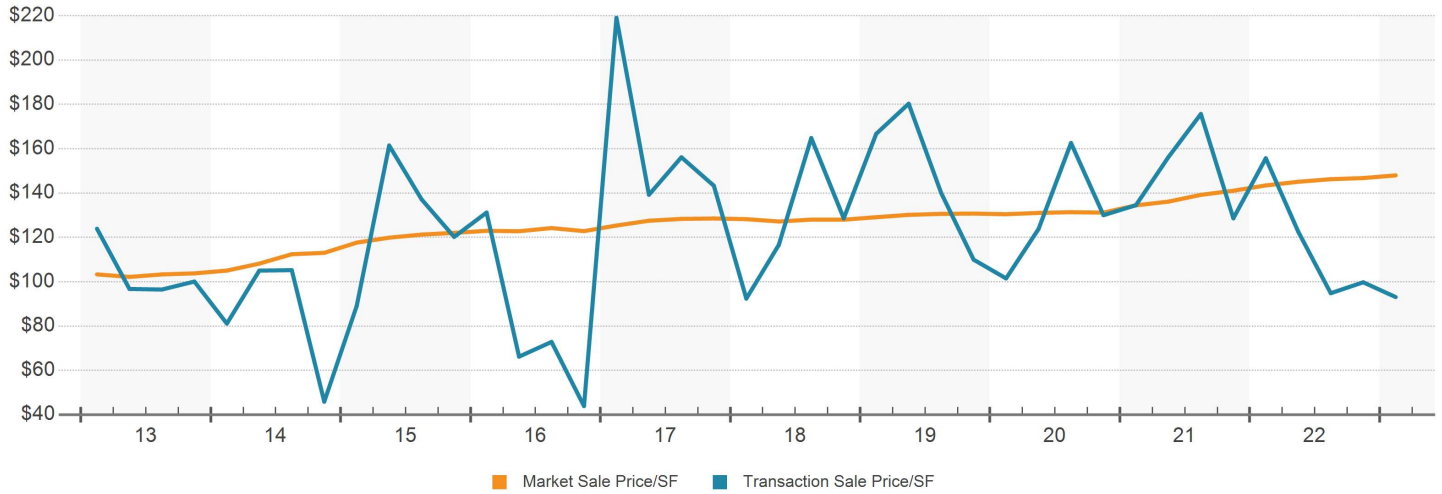


## SUMMARY

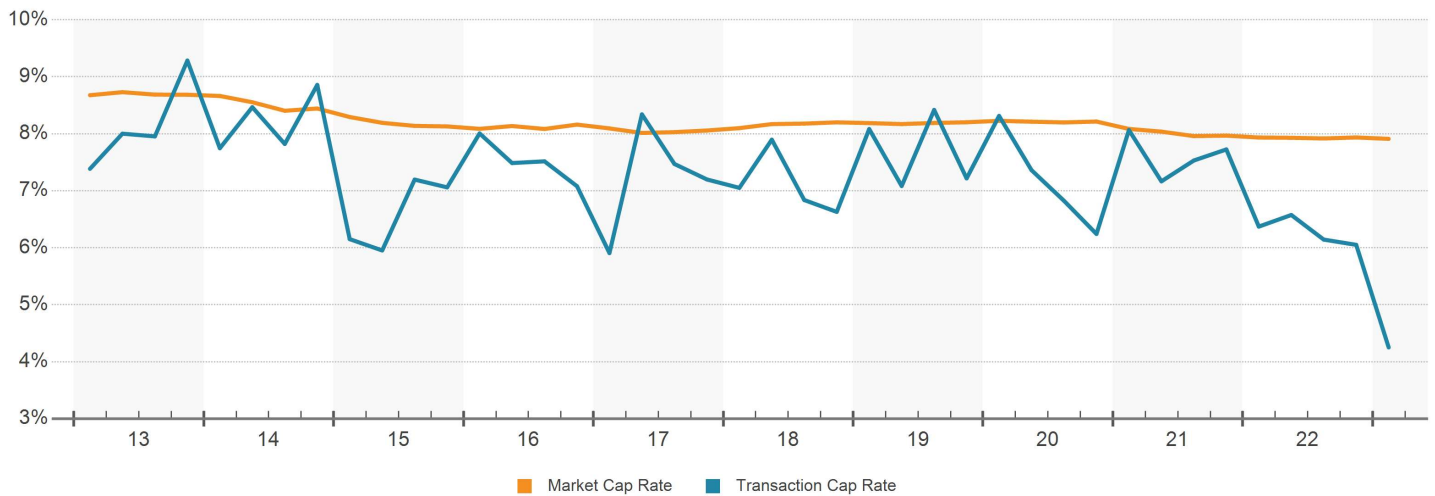
Investor interest in Columbia reached record levels in 2021 and remained steady in 2022. Higher market cap rates in Columbia, currently averaging 7.9%, have brought yield-seeking investors into the market, as well. Roughly \$298 million has closed over the past year, with the majority of sales involving either fully leased standalone properties, such as auto dealerships, or mid-sized neighborhood centers.

Less than a week into 2023, Georgia-based national developer Southeastern Real Estate Group, bought the Richland Mall, from Columbia-based WB Partners, LLC for \$13.02 million, or \$13.20/SF. The new owner intends to demolish the existing structures and construct a larger mixed-use development to include a variety of retail space, multifamily units, and greenspace to host events. The development is set to begin construction in two phases with Phase one to begin 23Q1.

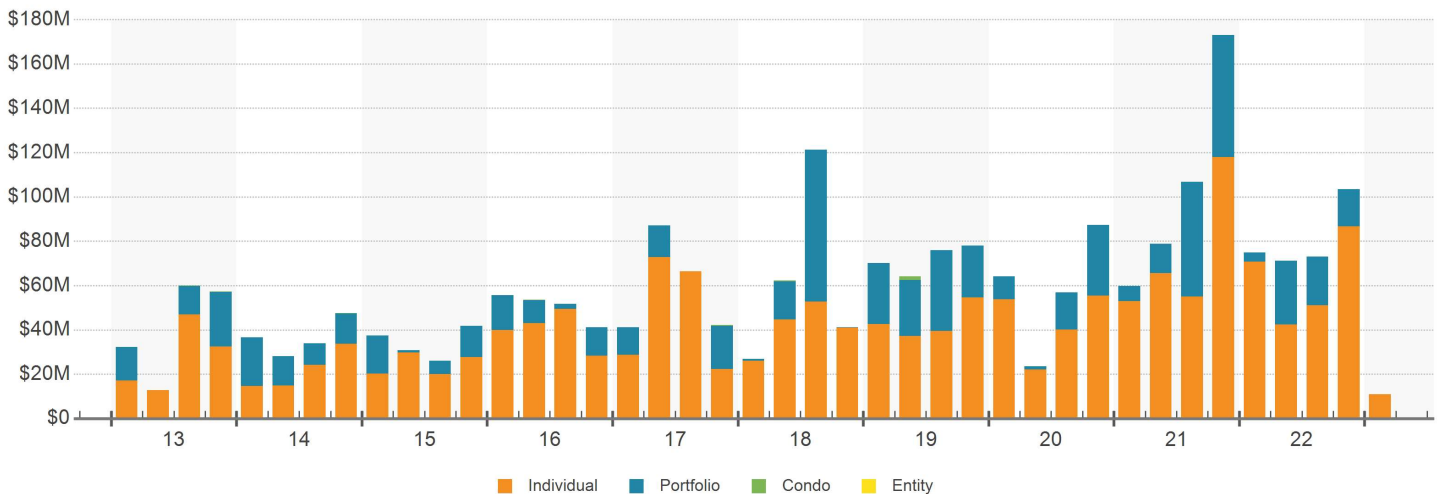
## MARKET SALE PRICE & TRANSACTION SALE PRICE PER SF



## MARKET CAP RATE & TRANSACTION CAP RATE

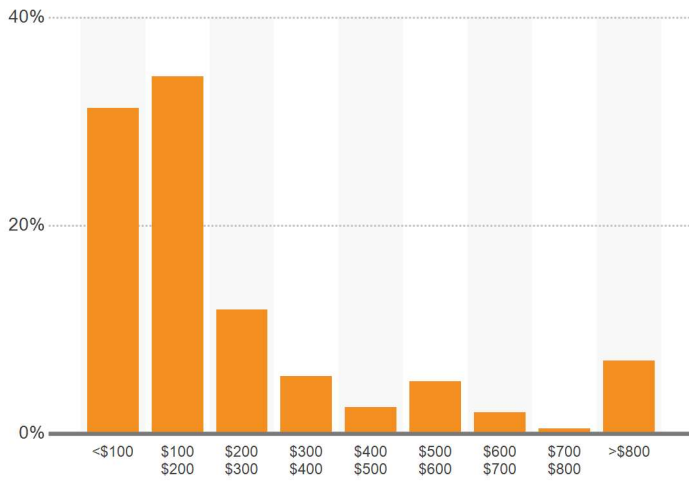


## SALES VOLUME BY TRANSACTION TYPE

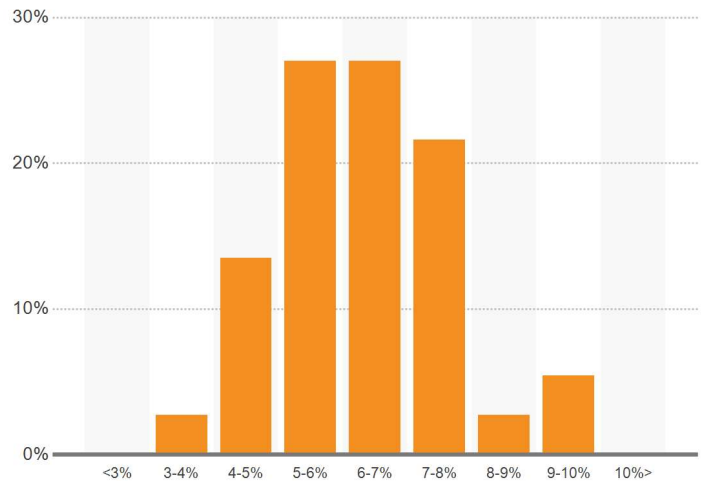




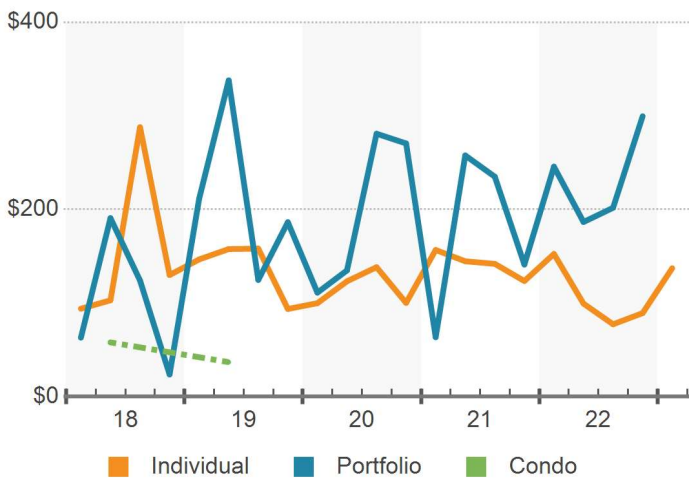
### SALE PRICE PER SF DISTRIBUTION PAST 12 MONTHS



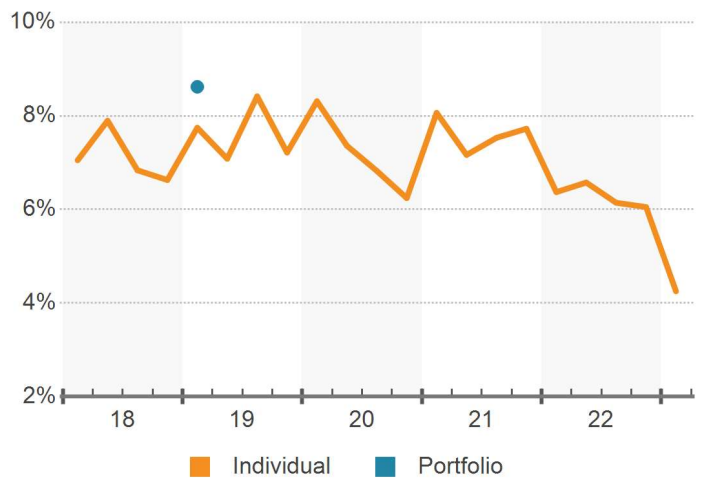
### CAP RATE DISTRIBUTION PAST 12 MONTHS



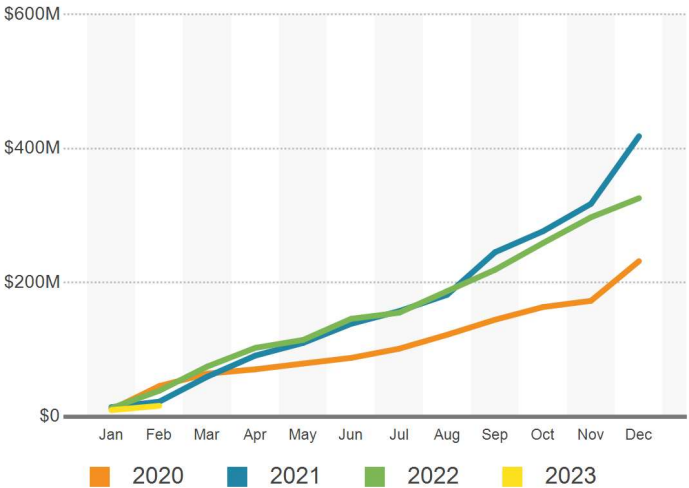
### SALE PRICE PER SF BY TRANSACTION TYPE



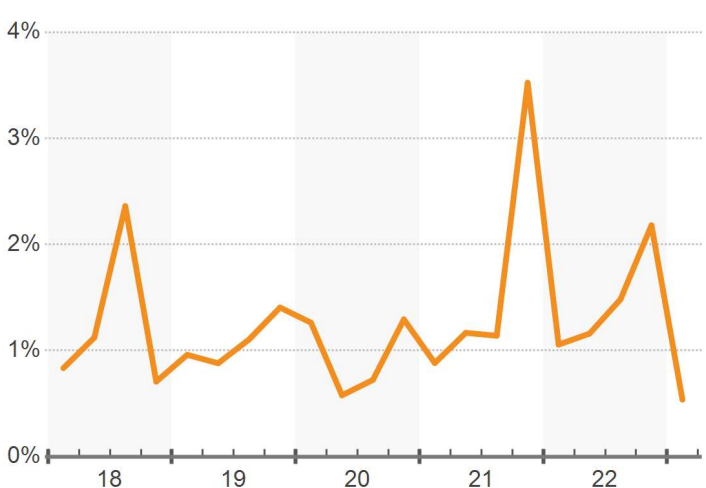
### CAP RATE BY TRANSACTION TYPE



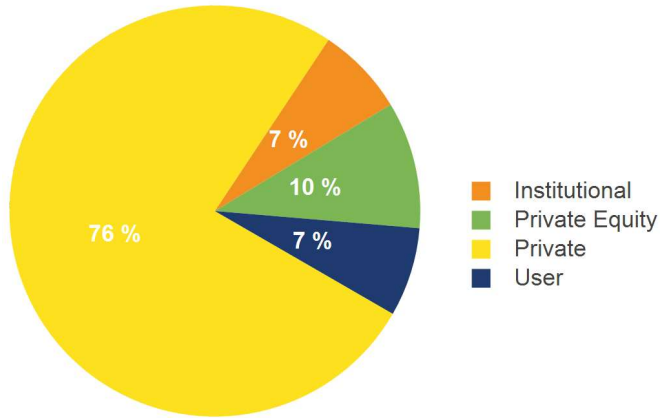
### CUMULATIVE SALES VOLUME BY YEAR



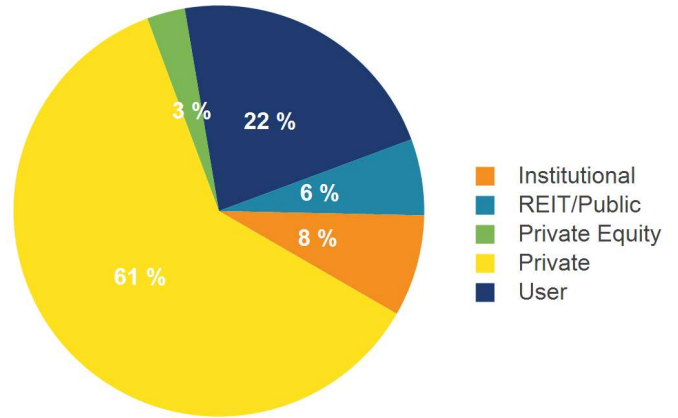
### SOLD SF AS % OF TOTAL SF



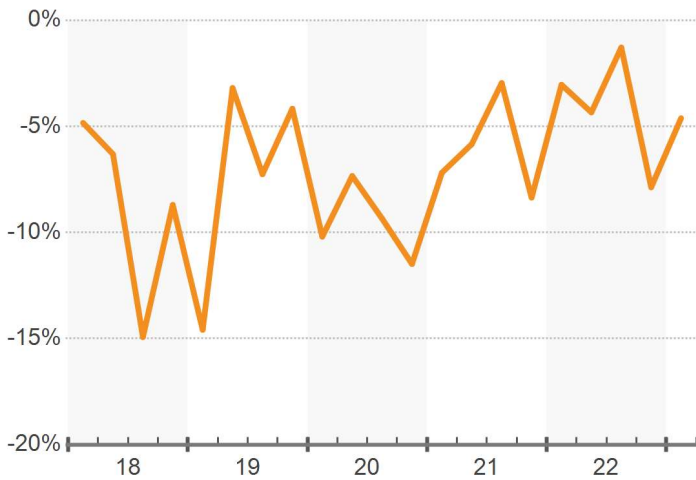
SALES VOLUME BY BUYER TYPE PAST 12 MONTHS



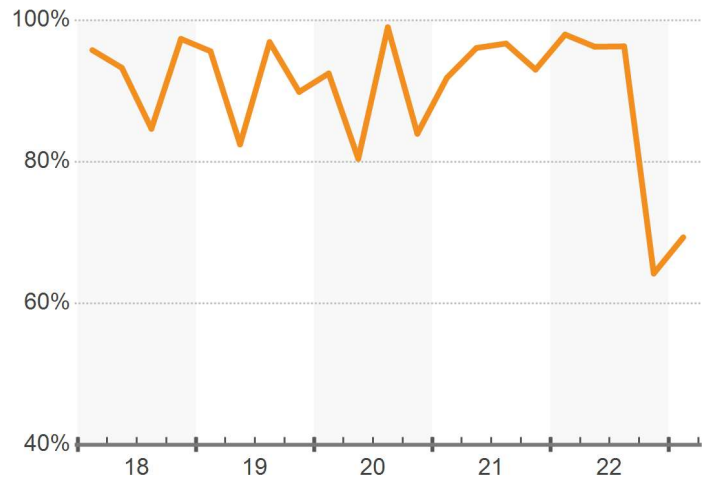
ASSET VALUE BY OWNER TYPE



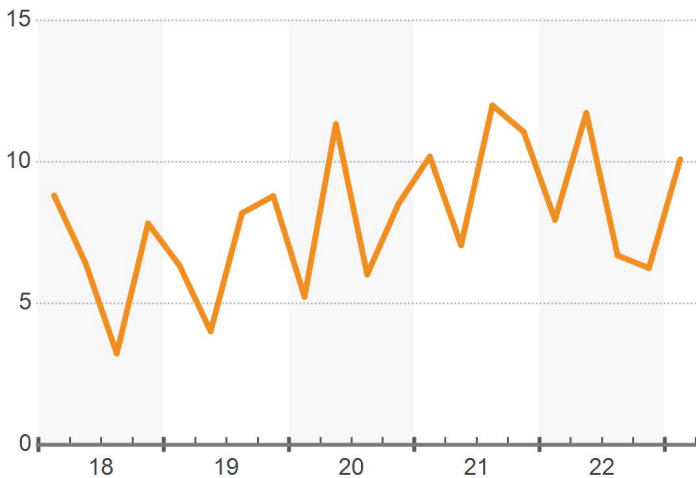
SALE TO ASKING PRICE DIFFERENTIAL



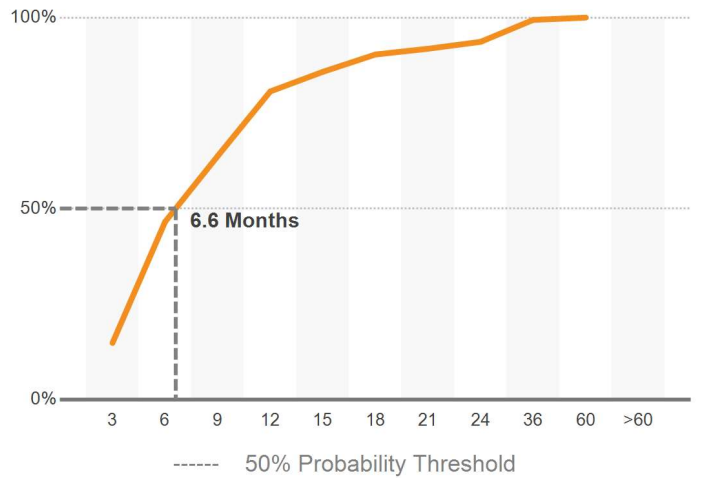
OCCUPANCY AT SALE



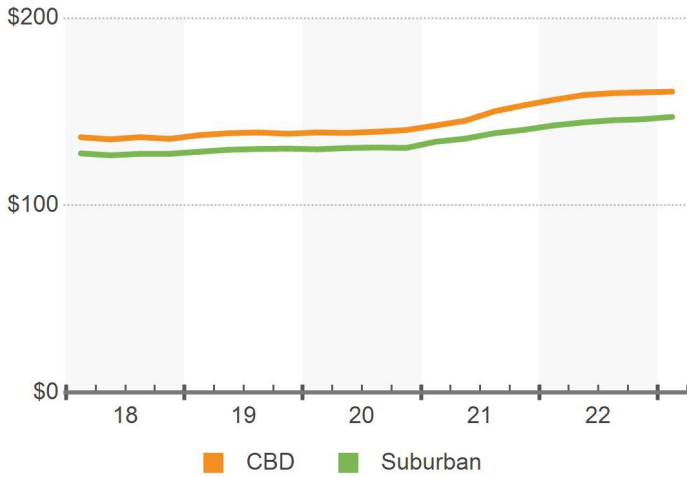
MONTHS TO SALE



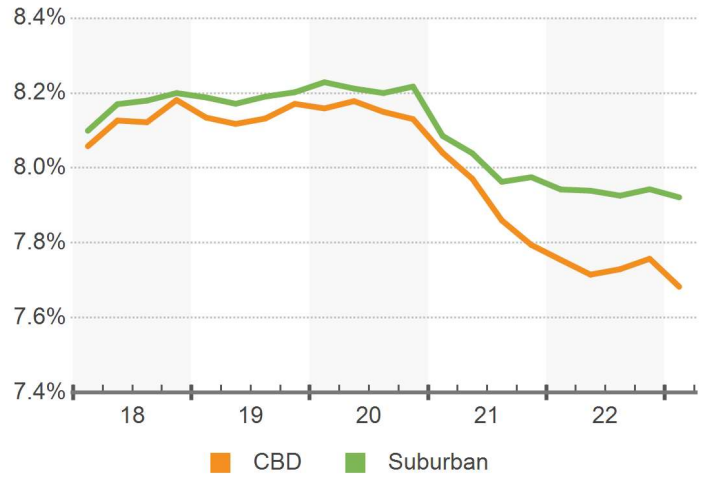
PROBABILITY OF SELLING IN MONTHS



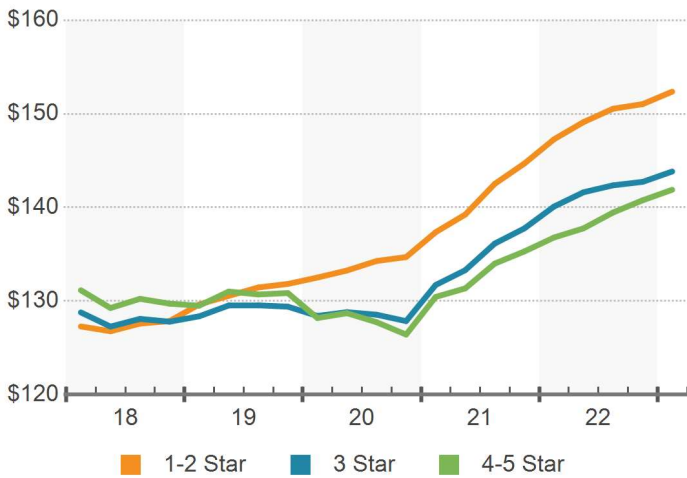
**MARKET SALE PRICE PER SF BY LOCATION TYPE**



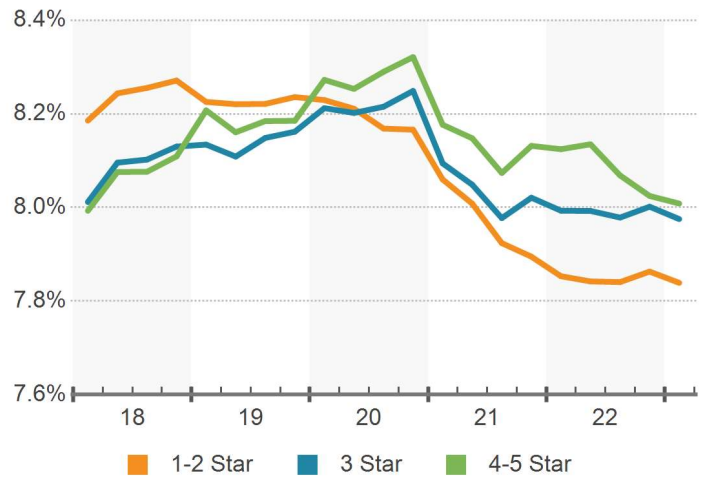
**MARKET CAP RATE BY LOCATION TYPE**



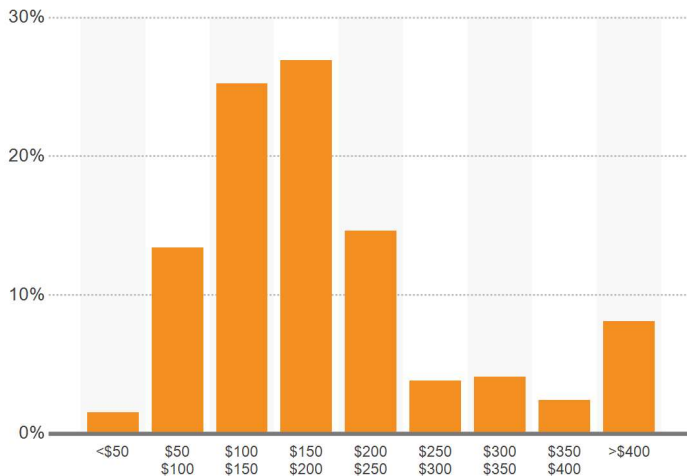
**MARKET SALE PRICE PER SF BY STAR RATING**



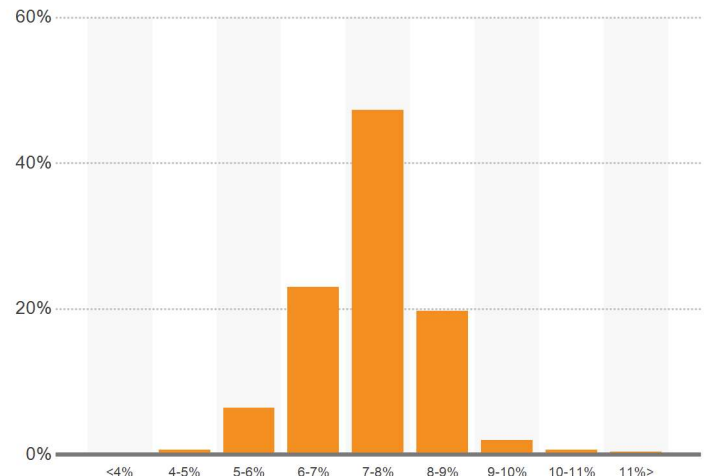
**MARKET CAP RATE BY STAR RATING**



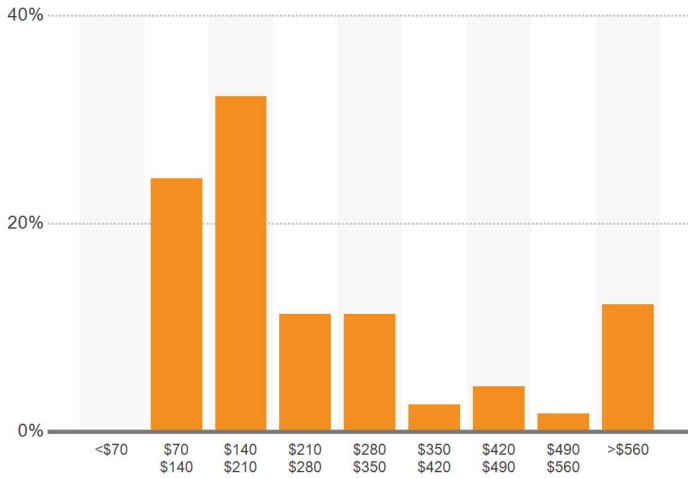
**MARKET SALE PRICE PER SF DISTRIBUTION**



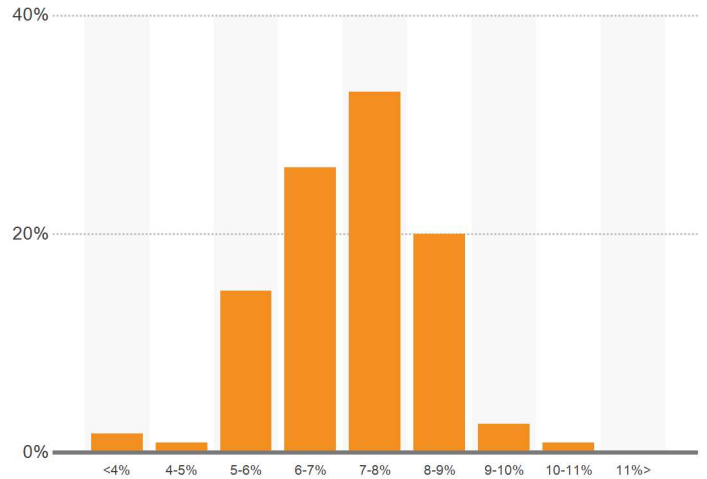
**MARKET CAP RATE DISTRIBUTION**



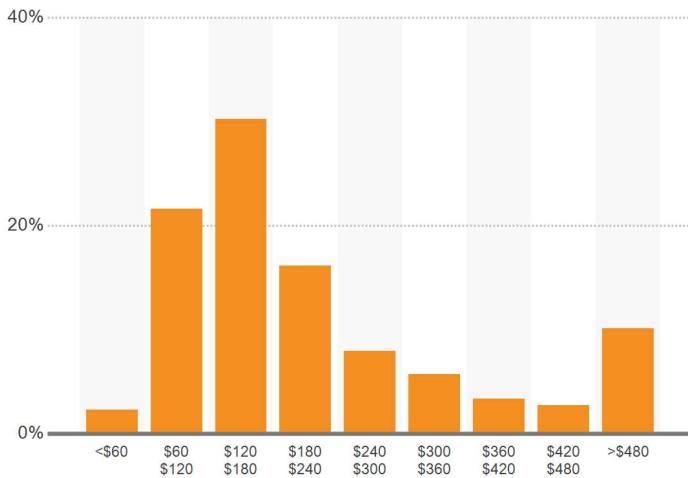
## 4-5 STAR MARKET SALE PRICE PER SF DISTRIBUTION



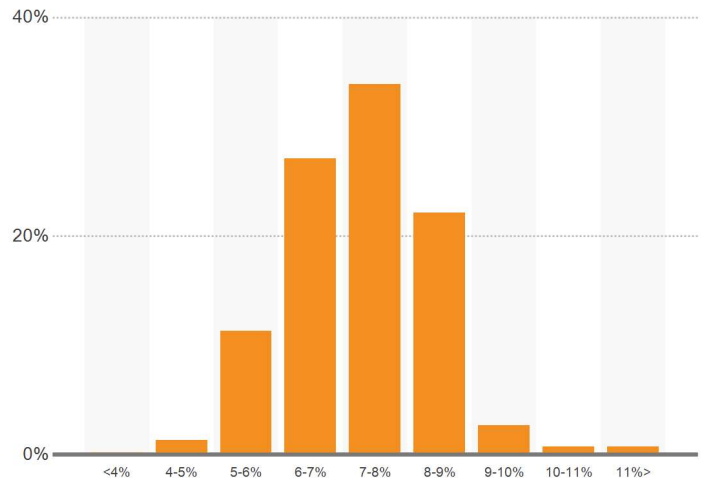
## 4-5 STAR MARKET CAP RATE DISTRIBUTION



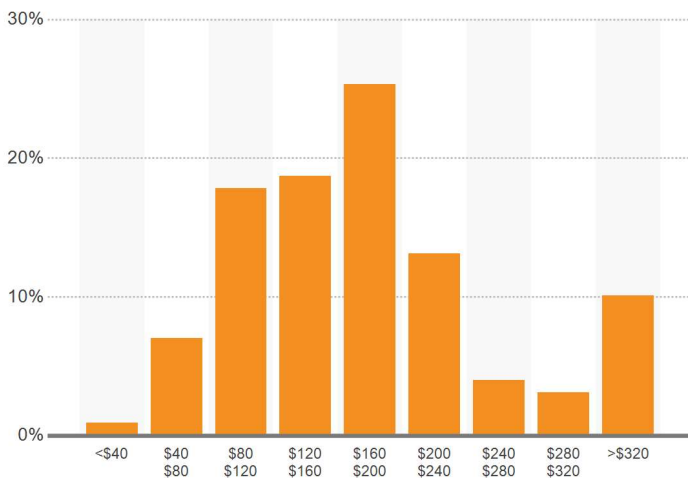
## 3 STAR MARKET SALE PRICE PER SF DISTRIBUTION



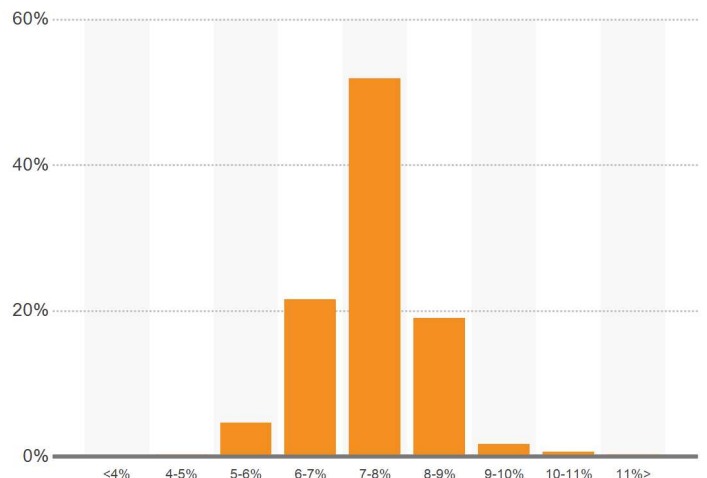
## 3 STAR MARKET CAP RATE DISTRIBUTION



## 1-2 STAR MARKET SALE PRICE PER SF DISTRIBUTION

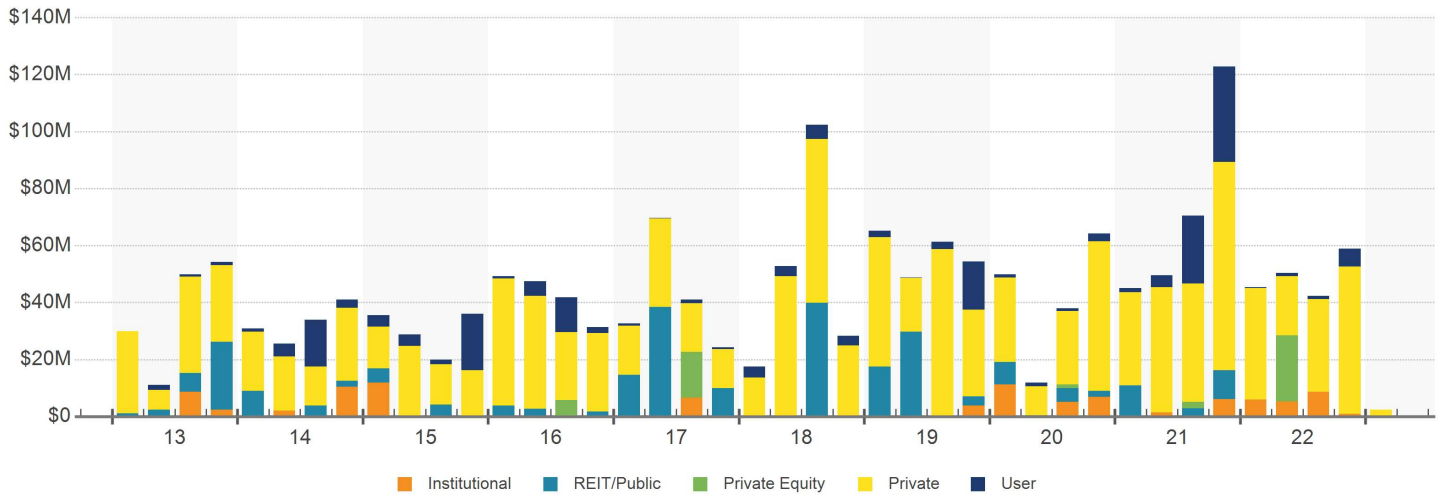


## 1-2 STAR MARKET CAP RATE DISTRIBUTION

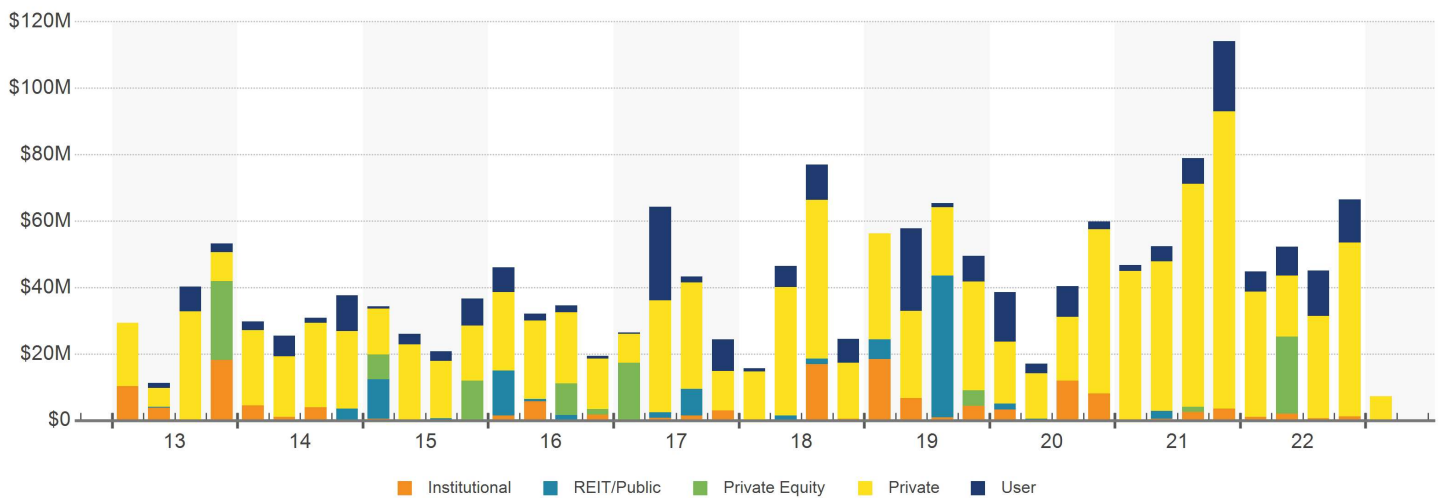




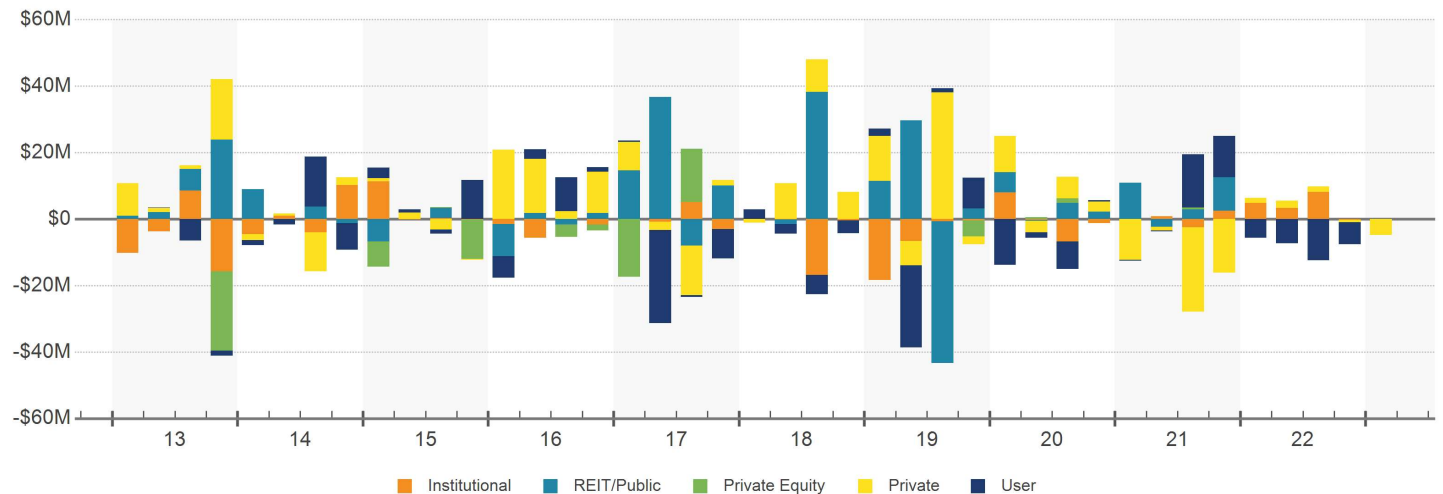
## SALES VOLUME BY BUYER TYPE



## SALES VOLUME BY SELLER TYPE



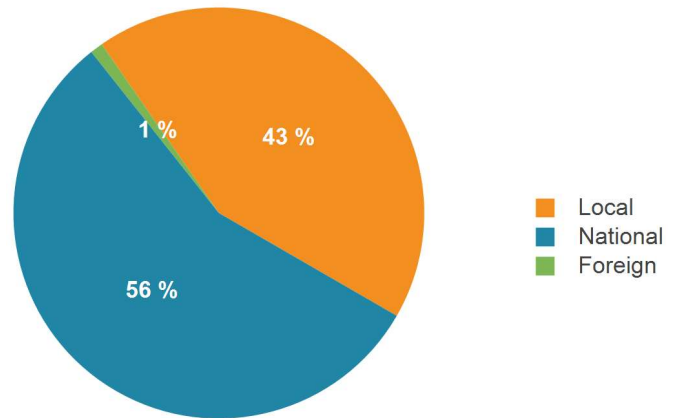
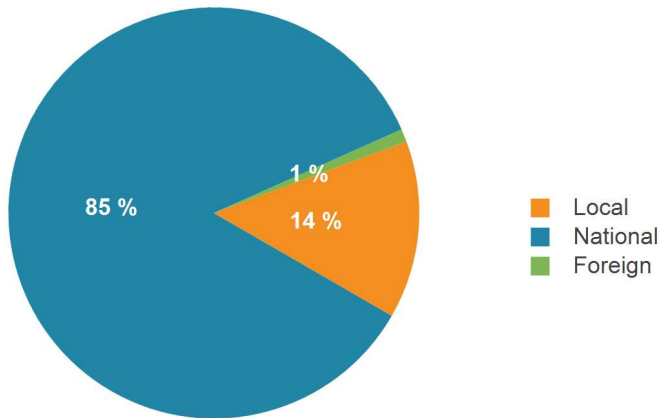
## NET BUYING & SELLING BY OWNER TYPE



# Investment Trends By Buyer & Seller Origin

SALES VOLUME BY BUYER ORIGIN PAST 12 MONTHS

ASSET VALUE BY OWNER ORIGIN

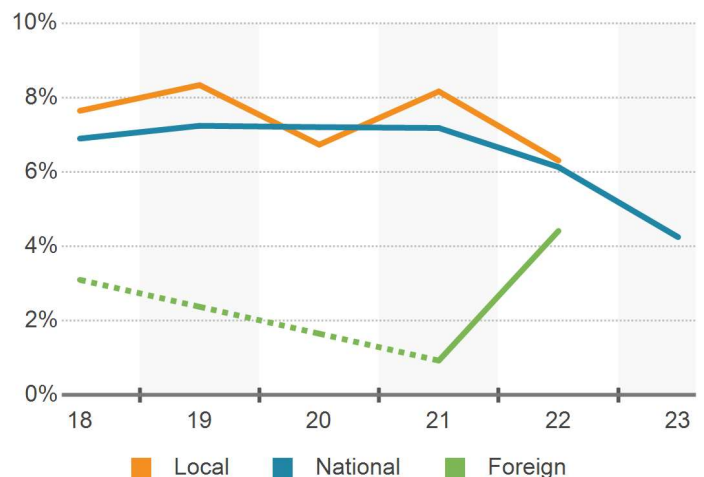
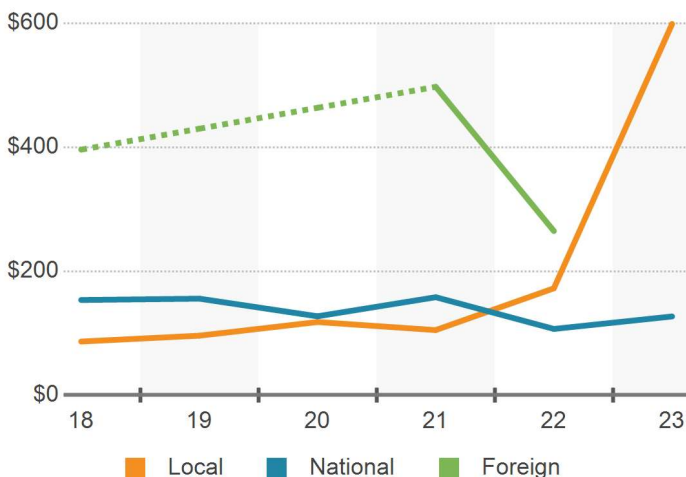


SALES VOLUME BY OWNER ORIGIN

Year	Total			Local			National			Foreign		
	Sales Volume	Bought	Sold	Net Trans	Bought	Sold	Net Trans	Bought	Sold	Net Trans		
YTD	\$11M	\$687.5K	\$3.7M	-\$3M	\$9.6M	\$7.3M	\$2.3M	\$0	-	\$0		
2022	\$322.6M	\$44.4M	\$73.3M	-\$28.9M	\$269.7M	\$245.4M	\$24.3M	\$4.7M	\$1M	\$3.7M		
2021	\$418.4M	\$80.7M	\$86.8M	-\$6.1M	\$329.5M	\$324M	\$5.5M	\$390K	\$2.4M	-\$2M		
2020	\$232M	\$60.3M	\$43.5M	\$16.8M	\$164.7M	\$187M	-\$22.3M	-	\$842.9K	-\$842.9K		
2019	\$288.4M	\$38.2M	\$30.8M	\$7.5M	\$232.7M	\$223.8M	\$8.9M	-	\$30.3M	-\$30.3M		
2018	\$251.4M	\$33.8M	\$44.8M	-\$10.9M	\$210.7M	\$200M	\$10.7M	\$2.5M	\$505.5K	\$2M		
2017	\$237M	\$32.4M	\$42.3M	-\$9.8M	\$194.5M	\$189.1M	\$5.5M	\$233.3K	\$1.8M	-\$1.5M		
2016	\$202M	\$48.8M	\$58.5M	-\$9.7M	\$149.6M	\$138.6M	\$11M	\$152.5K	\$4.1M	-\$4M		
2015	\$136M	\$30.6M	\$36M	-\$5.4M	\$104.3M	\$99.8M	\$4.5M	\$371.2K	\$239K	\$132.2K		
2014	\$146.1M	\$33.7M	\$38M	-\$4.3M	\$106.6M	\$99.3M	\$7.3M	\$5.6M	\$8.9M	-\$3.2M		
2013	\$162.4M	\$29.8M	\$37M	-\$7.2M	\$127.6M	\$113.4M	\$14.2M	\$2.4M	\$11.7M	-\$9.3M		

SALE PRICE PER SF BY BUYER ORIGIN

CAP RATE BY BUYER ORIGIN



# Submarket Sales Trends

Columbia Retail

## SUBMARKET SALES TRANSACTIONS PAST 12 MONTHS

Submarket Name	Sales Volume	Transactions	Transacted SF	Avg SF	Mkt Cap Rate	Mkt Sale Price/SF
Northeast Columbia	\$51,354,415	23	437,568	19,025	7.8%	\$147
Southeast Columbia	\$38,309,416	33	189,191	5,733	7.8%	\$158
CBD	\$37,779,785	30	904,661	30,155	7.7%	\$161
Dutch Fork/Irmo	\$37,346,094	19	246,128	12,954	7.5%	\$180
St Andrews	\$35,586,184	24	612,568	25,524	8.2%	\$125
Lexington	\$31,337,097	22	223,830	10,174	7.9%	\$181
Cayce/West Columbia	\$30,964,576	41	277,852	6,777	8.0%	\$142
North Columbia	\$17,696,688	19	169,008	8,895	7.9%	\$120
Outlying Lexington County	\$8,830,374	7	31,720	4,531	8.0%	\$122
Kershaw County	\$7,276,989	15	90,678	6,045	7.9%	\$146
Forest Acres	\$5,183,860	7	41,659	5,951	8.0%	\$146
Outlying Calhoun County	\$2,086,698	2	7,420	3,710	8.0%	\$137
Fairfield County	\$1,280,000	3	8,852	2,951	10.0%	\$72
Saluda County	\$275,000	3	23,924	7,975	8.1%	\$108

# Recent Significant Sales

Columbia Retail



## 7467 St. Andrews Rd • Irmo Station

★★★★★

Irmo Station • Dutch Fork/Irmo Submarket • Irmo, SC 29063

Sale Date	Jun 2022	Buyer	Blackstone Real Estate In... (USA)
Sale Price	\$16.4M (\$165/SF)	Seller	Preferred Apartment Com... (USA)
Leased	92%	Sale Type	Investment
Hold Period	59 Months	Sale Cond	Bulk/Portfolio Sale
RBA	99,384 SF		
Year Built	1980 (Renov 1999)		



## 2720-2746 Decker Blvd • Fashion Place

★★★★★

Fashion Place • Northeast Columbia Submarket • Columbia, SC 29206

Sale Date	Sep 2022	Buyer	Gopal Krishnan (USA)
Sale Price	\$11.9M (\$82/SF)	Seller	JBL Asset Management,... (USA)
Cap Rate	7.8% (Actual)	Broker	The Dowd Companies
Leased	94%	Sale Type	Investment
Hold Period	93 Months		
RBA	144,644 SF		
Year Built	1986 (Renov 1990)		



## 321-2-321-8 Forum Dr • The Forum II

★★★★★

The Village at Sandhill • Northeast Columbia Submarket • Columbia, SC 29229

Sale Date	Oct 2022	Buyer	Dong K Noh (USA)
Sale Price	\$11.7M (\$141/SF)	Broker	Marcus & Millichap
Cap Rate	7.0% (Actual)	Seller	Kahn Development Comp... (USA)
Leased	100%	Broker	Marcus & Millichap
Hold Period	189 Months	Sale Type	Investment
RBA	83,139 SF	Sale Cond	1031 Exchange
Year Built	2007		



## 1350 Main St

★★★★★

CBD Submarket • Columbia, SC 29201

Sale Date	Aug 2022	Buyer	Ascent Residential (USA)
Sale Price	\$9.3M (\$163/SF)	Seller	Capitol Places (USA)
Leased	74%	Sale Type	Investment
Hold Period	20+ Years		
RBA	57,023 SF		
Year Built	1903		



## 109 Park Place Ct

★★★★★

Lexington Submarket • Lexington, SC 29072

Sale Date	Mar 2022	Buyer	LEXINGTON 109 APL RK... (USA)
Sale Price	\$7M (\$538/SF)	Seller	Midlands Orthopaedics &... (USA)
Leased	100%	Sale Type	Investment
Hold Period	85 Months		
RBA	13,000 SF		
Year Built	2009 (Renov 2016)		





**1608 Main St** [↻](#)  
 CBD Submarket • Columbia, SC 29201

★★★★★

Sale Date	Aug 2022	Buyer	Ascent Residential (USA)
Sale Price	\$6.9M (\$215/SF)	Seller	Capitol Places (USA)
Leased	100%	Sale Type	Investment
Hold Period	20+ Years		
RBA	31,862 SF		
Year Built	1939 (Renov 1990)		



**2800 Rosewood Dr • Rosewood Shopping Center** [↻](#)  
 Rosewood Shopping Center • Southeast Columbia Submarket • Columbia, SC 29205

★★★★★

Sale Date	Jun 2022	Buyer	Blackstone Real Estate In... (USA)
Sale Price	\$6.8M (\$184/SF)	Seller	Preferred Apartment Com... (USA)
Leased	93%	Sale Type	Investment
Hold Period	74 Months	Sale Cond	Bulk/Portfolio Sale
RBA	36,887 SF		
Year Built	2002		



**105 S Us-321** [↻](#)  
 Outlying Lexington County Submarket • Gaston, SC 29053

★★★★★

Sale Date	Nov 2022	Buyer	Pops Mart Holdings LLC (USA)
Sale Price	\$6.1M (\$2.3K/SF)	Seller	Terrill N. Tuten (USA)
Leased	100%	Sale Type	Investment
RBA	2,631 SF	Sale Cond	Bulk/Portfolio Sale



**1326 Bush River Rd** [↻](#)  
 Bush River Village • St Andrews Submarket • Columbia, SC 29210

★★★★★

Sale Date	Nov 2022	Buyer	Executive Personal Comp... (USA)
Sale Price	\$6.1M (\$30/SF)	Seller	Acadia Capital Group (USA)
Leased	0%	Broker	Colliers International
Hold Period	1 Month	Sale Type	Owner User
RBA	203,819 SF	Sale Cond	High Vacancy Property
Year Built	1977 (Renov 1992)		



**331 Killian Rd • Killian Market Place** [↻](#)  
 Killian Market Place • Northeast Columbia Submarket • Columbia, SC 29203

★★★★★

Sale Date	Oct 2022	Buyer	Dong K Noh (USA)
Sale Price	\$5.6M (\$235/SF)	Broker	Marcus & Millichap
Cap Rate	7.3% (Actual)	Seller	Fletcher Bright Company (USA)
Leased	100%	Broker	Marcus & Millichap
Hold Period	177 Months	Sale Type	Investment
RBA	24,000 SF	Sale Cond	1031 Exchange
Year Built	2008		



# Recent Significant Sales

Columbia Retail



## 1326 Bush River Rd

★★★★☆

Bush River Village • St Andrews Submarket • Columbia, SC 29210

Sale Date	Oct 2022	Buyer	Acadia Capital Group (USA)
Sale Price	\$5.4M (\$26/SF)	Seller	Walmart (USA)
Leased	0%	Broker	Wilson Kibler
Hold Period	20+ Years	Sale Type	Investment
RBA	203,819 SF	Sale Cond	High Vacancy Property
Year Built	1977 (Renov 1992)		



## 7801 Garners Ferry Rd

★★★★☆

Southeast Columbia Submarket • Columbia, SC 29209

Sale Date	Apr 2022	Buyer	Truist Financial Corporation (USA)
Sale Price	\$5.3M (\$362/SF)	Seller	Walgreens Boots Alliance (USA)
Leased	100%	Sale Type	Investment
Hold Period	159 Months	Sale Cond	Sale Leaseback, Investment Triple Net,...
RBA	14,734 SF		
Year Built	2009		



## 748-762 W Main St

★★★★☆

West Main Street Shops • Lexington Submarket • Lexington, SC 29072

Sale Date	Feb 2023	Buyer	803 STORAGE LEXINGT... (USA)
Sale Price	\$5.2M (\$55/SF)	Seller	Baker & Baker Real Estat... (USA)
Leased	3%		
Hold Period	20+ Years		
RBA	93,717 SF		
Year Built	1980		



## 1903 S Lake Dr • Walgreens

★★★★☆

Cayce/West Columbia Submarket • Lexington, SC 29073

Sale Date	Sep 2022	Buyer	Corporate Partners Capita... (USA)
Sale Price	\$5.2M (\$345/SF)	Seller	Walgreen Company (USA)
Cap Rate	5.7% (Actual)	Sale Type	Investment
Leased	100%	Sale Cond	Sale Leaseback, Bulk/Portfolio Sale
Hold Period	176 Months		
RBA	14,964 SF		
Year Built	2008		



## 1325 Dutch Fork Rd

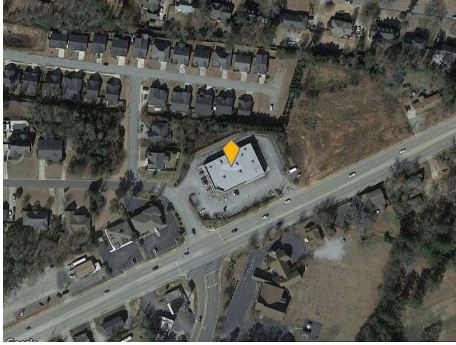
★★★★☆

Ballentine Market • Dutch Fork/Irmo Submarket • Irmo, SC 29063

Sale Date	Mar 2022	Buyer	Shades Express Propertie... (USA)
Sale Price	\$5.2M (\$1.5K/SF)	Seller	William Jack Investments (USA)
Leased	100%	Sale Type	Investment
Hold Period	107 Months		
RBA	3,454 SF		
Year Built	1987		

# Recent Significant Sales

Columbia Retail



**1532 Lake Murray Blvd • Walgreens** [↻](#)  
 Dutch Fork/Irmo Submarket • Columbia, SC 29212

★★★★★

Sale Date	Nov 2022	Buyer	Michael Reiter & Assoc Llc (USA)
Sale Price	\$4.4M (\$344/SF)	Seller	Walgreen Company (USA)
Leased	100%	Sale Type	Investment
RBA	12,706 SF		



**705 Saluda Ave** [↻](#)  
 CBD Submarket • Columbia, SC 29205

★★★★★

Sale Date	Mar 2022	Buyer	Congaree Group Of Colu... (USA)
Sale Price	\$4.3M (\$548/SF)	Seller	Wells Fargo Bank, NA (USA)
Leased	100%	Broker	Colliers International
Hold Period	20+ Years	Sale Type	Investment
RBA	7,800 SF	Sale Cond	Redevelopment Project
Year Built	1970		



**7210 Broad River Rd** [↻](#)  
 Dutch Fork/Irmo Submarket • Irmo, SC 29063

★★★★★

Sale Date	Apr 2022	Buyer	The Chase Corporation (USA)
Sale Price	\$4.2M (\$165/SF)	Seller	Clear Path Asset Manage... (USA)
Cap Rate	7.3% (Actual)	Broker	NAI Columbia
Leased	100%	Sale Type	Investment
Hold Period	25 Months		
RBA	25,234 SF		
Year Built	2001		



**2814 Augusta Rd** [↻](#)  
 Cayce/West Columbia Submarket • West Columbia, SC 29170

★★★★★

Sale Date	Jan 2023	Buyer	WH COLUMBIA LLC (USA)
Sale Price	\$3.9M (\$88/SF)	Seller	Boing US Holdco Inc (USA)
Leased	100%	Broker	NNN Pro Group
Hold Period	16 Months		
RBA	44,172 SF		



**3908 N Main St** [↻](#)  
 North Columbia Submarket • Columbia, SC 29203

★★★★★

Sale Date	Dec 2022	Buyer	MarBro Realty (USA)
Sale Price	\$3.8M (\$2.1K/SF)	Seller	NAI Columbia (USA)
Leased	100%	Sale Type	Investment
Hold Period	12 Months		
RBA	1,778 SF		
Year Built	1975		

## TOP OWNERS

Company Name	Owned SF	Owned Props	Avg SF	12 Mo Bought	12 Mo Sold	12 Mo Net Trans
Walmart Inc.	2,261,332	16	141,333	-	\$5,400,000	-\$5,400,000
Realty Income Corporation	697,384	59	11,820	-	-	-
Southeastern Real Estate Group	645,000	1	645,000	\$13,020,000	-	\$13,020,000
Lowe's Companies, Inc.	579,497	5	115,899	-	-	-
Nassimi Realty LLC	560,599	3	186,866	-	-	-
Richland County	529,186	6	88,198	-	-	-
Moonbeam Leasing and Managemen...	517,939	5	103,588	-	-	-
Big V Property Group	509,775	9	56,642	\$1,295,000	\$3,400,000	-\$2,105,000
Blackstone Inc.	508,243	8	63,530	\$23,172,465	\$23,172,465	\$0
Target Corporation	474,746	4	118,687	-	-	-
EDENS	447,974	9	49,775	-	-	-
The Home Depot Inc	445,027	4	111,257	-	-	-
Site Centers Corp	444,734	8	55,592	-	-	-
Baker & Baker Real Estate Developers	401,425	25	16,057	-	\$7,332,900	-\$7,332,900
Malon D. Mimms Company	373,605	6	62,268	-	-	-
Brookfield Asset Management, Inc.	351,218	2	175,609	-	-	-
Insite Holdings	343,687	3	114,562	-	-	-
First Washington Realty, Inc.	341,451	9	37,939	-	-	-
City Of Columbia SC	323,783	6	53,964	-	-	-
The Chaplin Company	304,085	3	101,362	-	-	-
Rivercrest Realty Investors	300,129	8	37,516	-	-	-
Prime Realty Services	296,708	14	21,193	-	-	-
Kahn Development Company	279,666	16	17,479	-	\$11,700,000	-\$11,700,000
CalPERS	255,490	8	31,936	-	-	-
The Meeting Place Church of Greater...	243,843	2	121,922	-	-	-
U-Haul Holding Company	230,405	6	38,401	-	-	-
Arnold Companies	230,214	17	13,542	-	-	-
Fletcher Bright Company	226,043	3	75,348	-	\$8,000,000	-\$8,000,000
East Coast Acquisitions LLC	222,630	1	222,630	-	-	-
Publix Super Markets Inc.	221,326	5	44,265	-	-	-
Schottenstein Property Group	221,034	3	73,678	-	-	-
DCG Development	218,132	8	27,267	-	-	-
Wheeler Real Estate Company	197,839	6	32,973	-	-	-
Morrison Investment Group	194,439	3	64,813	-	-	-
Parkland Partnership	192,916	3	64,305	-	-	-
Brixmor	190,505	1	190,505	-	-	-
Alec H. Chaplin & Co.	183,454	6	30,576	-	-	-
Sycamore Partners	180,643	1	180,643	-	-	-
Dillard's, Inc	180,000	1	180,000	-	-	-
ProVest Properties, LLC	179,271	3	59,757	-	-	-
Macy's Inc	167,374	1	167,374	-	-	-
CIM Group, LP	163,264	3	54,421	-	-	-

## TOP BUYERS PAST 12 MONTHS

Company Name	Sales Volume	Transactions	Transacted SF	Avg SF	Cap Rate	Sale Price/SF
Blackstone Inc.	\$23,172,465	2	136,271	68,136	-	\$170
Dong K Noh	\$19,700,000	3	117,139	39,046	7.0%	\$168
Ascent Residential	\$16,130,708	2	88,885	44,443	-	\$181
Gopal Krishnan	\$11,892,000	1	144,644	144,644	7.8%	\$82
Pops Mart Holdings LLC	\$6,105,374	2	4,131	2,066	-	\$1,478
Acadia Capital Group	\$5,400,000	1	203,819	203,819	-	\$26
Truist Financial Corporation	\$5,340,541	1	14,734	14,734	-	\$362
Corporate Partners Capital Group Inc.	\$5,168,066	1	14,964	14,964	-	\$345
Shades Express Properties Llc	\$5,150,000	1	3,454	3,454	-	\$1,491
Christopher J Griffith	\$4,844,000	2	5,000	2,500	4.8%	\$969
Michael Reiter & Assoc Llc	\$4,365,000	1	12,706	12,706	-	\$344
Congaree Group Of Columbia	\$4,275,000	1	7,800	7,800	-	\$548
The Chase Corporation	\$4,165,000	1	25,234	25,234	7.3%	\$165
MarBro Realty	\$3,750,000	1	1,778	1,778	-	\$2,109
COLUMBIA PRESBYTERIAN CHURCH, INC	\$3,400,000	1	43,350	43,350	-	\$78
Giordano & Gordon Attorneys at Law LLP	\$3,400,000	1	4,991	4,991	3.3%	\$681
Tanimura Brothers	\$3,375,000	1	2,730	2,730	5.1%	\$1,236
M Russell Holliday Jr.	\$3,243,577	1	12,257	12,257	-	\$265
Bradley Conklin	\$2,950,000	1	20,000	20,000	-	\$148
National Communication Towers	\$2,800,000	1	6,176	6,176	-	\$453
Small & Associates Real Estate	\$2,800,000	1	50,000	50,000	-	\$56
Peter and Kristin Taylor	\$2,760,000	1	2,547	2,547	5.0%	\$1,084
Christ Central Ministries Inc	\$2,500,000	1	2,000	2,000	-	\$1,250
Harrigan & Company	\$2,488,900	1	2,500	2,500	4.5%	\$996
Henry Scott McClain	\$2,400,700	1	12,480	12,480	5.9%	\$192
Kenneth Scott	\$2,308,510	1	2,500	2,500	4.7%	\$923
Julius & Susan Jancso	\$2,300,000	1	2,649	2,649	5.8%	\$868
USC Development Foundation	\$2,300,000	1	3,472	3,472	-	\$662
Gervais and Harden, LLC	\$2,219,000	1	20,015	20,015	-	\$111
Andrea Busher	\$2,161,300	1	7,945	7,945	6.0%	\$272
Under The Pines LLC	\$2,114,383	1	3,902	3,902	7.5%	\$542
Cason Development Group	\$2,000,000	1	8,140	8,140	-	\$246
John L Murray	\$1,971,698	1	5,000	5,000	-	\$394
JSSR Investments Inc	\$1,925,000	1	2,978	2,978	-	\$646
John T Gandolfo	\$1,900,000	1	5,815	5,815	-	\$327
NAI Global	\$1,900,000	1	52,802	52,802	-	\$36
Warnell William D Jr & Tiffany B	\$1,883,769	1	2,444	2,444	6.5%	\$771
Trinity Capital Advisors LLC	\$1,863,500	2	20,729	10,365	-	\$90
Satcher Properties, LLC	\$1,800,000	1	15,230	15,230	6.9%	\$118
Somersault Equities, LLC	\$1,800,000	2	9,180	4,590	-	\$196
Buist, Byars & Taylor, LLC	\$1,785,000	1	12,864	12,864	-	\$139
Payne Property Development	\$1,750,000	1	1,435	1,435	-	\$1,220



## TOP SELLERS PAST 12 MONTHS

Company Name	Sales Volume	Transactions	Transacted SF	Avg SF	Cap Rate	Sale Price/SF
Blackstone Inc.	\$23,172,465	2	136,271	68,136	-	\$170
Capitol Places	\$16,130,708	2	88,885	44,443	-	\$181
Walgreens Boots Alliance	\$14,873,607	3	42,404	14,135	-	\$351
Baker & Baker Real Estate Developers	\$12,532,900	4	101,217	25,304	4.7%	\$124
JBL Asset Management, LLC	\$11,892,000	1	144,644	144,644	7.8%	\$82
Kahn Development Company	\$11,700,000	1	83,139	83,139	7.0%	\$141
NAI Global	\$9,808,510	3	35,670	11,890	-	\$275
Fletcher Bright Company	\$8,000,000	3	77,520	25,840	-	\$103
Midlands Orthopaedics & Neurosurgery	\$6,997,310	1	13,000	13,000	-	\$538
OLG Properties	\$6,135,000	2	5,277	2,639	5.1%	\$1,163
Terrill N. Tuten	\$6,105,374	2	4,131	2,066	-	\$1,478
Acadia Capital Group	\$6,100,000	1	203,819	203,819	-	\$30
Walmart Inc.	\$5,400,000	1	203,819	203,819	-	\$26
William Jack Investments	\$5,150,000	1	3,454	3,454	-	\$1,491
Wells Fargo Bank, NA	\$4,275,000	1	7,800	7,800	-	\$548
Clear Path Asset Management	\$4,165,000	1	25,234	25,234	7.3%	\$165
TreyNet Realty Capital	\$3,513,249	2	3,896	1,948	6.5%	\$902
Big V Property Group	\$3,400,000	1	4,991	4,991	3.3%	\$681
William L Cogdill Jr	\$3,400,000	1	43,350	43,350	-	\$78
1520 TAYLOR STREET, LLC	\$3,243,577	1	12,257	12,257	-	\$265
Palmetto Athletic Center	\$2,950,000	1	20,000	20,000	-	\$148
Moore James C Iii & Virginia M	\$2,800,000	1	50,000	50,000	-	\$56
Moore Realty Group	\$2,800,000	1	6,176	6,176	-	\$453
John T Gaskin	\$2,500,000	1	2,000	2,000	-	\$1,250
Callison Tighe	\$2,308,510	1	2,500	2,500	4.7%	\$923
Janis Stone Revocable Living Trust	\$2,300,000	1	2,649	2,649	5.8%	\$868
Leventis & Ranson Attorney At Law	\$2,300,000	1	3,472	3,472	-	\$662
Creative Tile	\$2,219,000	1	20,015	20,015	-	\$111
Mid Atlantic Holdings Llc	\$2,200,000	1	9,000	9,000	-	\$244
Donald R Draughon Jr	\$2,161,300	1	7,945	7,945	6.0%	\$272
Lexington Medical Center Inc.	\$2,114,383	1	3,902	3,902	7.5%	\$542
Sims Henry R Jr & Linda F	\$2,000,000	1	8,140	8,140	-	\$246
Hane Family Properties Llc	\$1,971,698	1	5,000	5,000	-	\$394
Michael E Edens	\$1,925,000	1	2,978	2,978	-	\$646
Wells Fargo & Company	\$1,925,000	2	11,980	5,990	-	\$161
Hi Line Imports Inc	\$1,900,000	1	5,815	5,815	-	\$327
Mohammed N. Alarabi	\$1,900,000	1	52,802	52,802	-	\$36
Owen Real Estate LLC	\$1,846,350	1	3,685	3,685	6.1%	\$501
David C Egelhoff	\$1,800,000	1	15,230	15,230	6.9%	\$118
Champion Columbia Realty, LLC	\$1,785,000	1	12,864	12,864	-	\$139
William Mills Agency	\$1,750,000	1	1,435	1,435	-	\$1,220
Googer Real Estate	\$1,678,803	1	8,500	8,500	5.4%	\$198



## TOP BROKERS PAST 12 MONTHS

Company Name	Sales Volume	Transactions	Transacted SF	Avg SF	Cap Rate	Sale Price/SF
Marcus & Millichap	\$49,033,960	13	300,788	23,138	6.6%	\$163
Colliers	\$20,195,000	14	328,111	23,437	6.3%	\$62
NAI Global	\$18,506,265	12	162,682	13,557	5.5%	\$114
Wilson Kibler	\$11,638,000	10	286,782	28,678	-	\$41
Trinity Capital Advisors LLC	\$9,881,077	9	64,963	7,218	3.7%	\$152
Berkeley Capital Advisors	\$6,400,605	3	9,926	3,309	3.9%	\$645
Stan Johnson Co	\$6,135,000	2	5,277	2,639	5.1%	\$1,163
Cushman & Wakefield	\$6,110,900	3	7,053	2,351	4.5%	\$866
The Dowd Companies	\$5,946,000	1	72,322	72,322	3.9%	\$82
Googer Real Estate	\$5,758,306	3	31,620	10,540	5.6%	\$182
ERA Wilder Realty	\$4,500,500	6	30,636	5,106	-	\$147
Southern Visions Real Estate	\$3,885,000	8	40,725	5,091	-	\$95
NNN Ultimate Holdings	\$3,883,495	1	44,172	44,172	-	\$88
Countryside Properties	\$3,400,000	1	4,991	4,991	3.3%	\$681
Triple Net Absolute LLC	\$3,357,606	2	19,140	9,570	5.4%	\$175
Pintail	\$3,215,000	2	16,480	8,240	6.0%	\$195
Lee & Associates	\$3,077,500	3	29,796	9,932	5.1%	\$103
Carolina Retail Experts	\$2,800,000	1	6,176	6,176	-	\$453
Sands Investment Group	\$2,450,000	2	12,680	6,340	-	\$193
Forsyth Crowle Team	\$2,422,000	1	2,500	2,500	4.8%	\$969
Encore Real Estate Investment Services	\$2,386,500	2	16,407	8,204	4.7%	\$145
Woodlock Capital	\$2,308,510	1	2,500	2,500	4.7%	\$923
Ascension	\$2,300,000	1	2,649	2,649	5.8%	\$868
Legacy Commercial Real Estate Advisors	\$2,161,300	1	7,945	7,945	6.0%	\$272
David Kerns	\$1,883,769	1	2,444	2,444	6.5%	\$771
Newburger-Andes Real Estate Investments	\$1,883,769	1	2,444	2,444	6.5%	\$771
National Asset Realty, LLC	\$1,800,000	1	15,230	15,230	6.9%	\$118
Flowers Capital Holdings	\$1,478,684	1	10,000	10,000	6.7%	\$148
NetCapital Real Estate Advisors	\$1,415,000	1	1,250	1,250	5.2%	\$1,132
Resource Realty Group	\$1,300,000	1	7,000	7,000	-	\$186
DeWees Real Estate Group	\$1,218,500	2	3,016	1,508	5.6%	\$404
Andrea Reynolds	\$1,150,000	1	6,600	6,600	6.5%	\$174
Cypress Commercial & Investment Real Estate	\$1,150,000	1	6,600	6,600	6.5%	\$174
Dream Realty Asset Management, Inc.	\$1,112,500	1	2,016	2,016	5.6%	\$552
Whiteside Properties	\$865,000	1	5,500	5,500	-	\$157
Bang Realty	\$795,500	1	5,469	5,469	3.1%	\$145
YIP Premier Real Estate	\$682,500	3	9,062	3,021	-	\$75
Wood Realty	\$654,172	1	1,624	1,624	-	\$403
Cushman & Wakefield   Thalhimer	\$550,000	1	2,400	2,400	-	\$229
Graham Realty, Inc.	\$530,000	1	17,908	17,908	-	\$30
Daniel Colin Realty	\$501,000	1	9,851	9,851	9.0%	\$51
CBRE	\$435,000	3	90,697	30,232	-	\$5

## OVERALL SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$156.65	150	8.1%
2026	-	-	-	-	-	-	\$156.73	150	8.0%
2025	-	-	-	-	-	-	\$156.12	150	8.0%
2024	-	-	-	-	-	-	\$154.71	148	8.0%
2023	-	-	-	-	-	-	\$151.58	145	8.0%
YTD	23	\$16.2M	0.5%	\$1,468,363	\$93.07	4.3%	\$147.99	142	7.9%
2022	267	\$326M	5.9%	\$1,436,054	\$112.25	6.3%	\$146.77	141	7.9%
2021	338	\$418.4M	6.7%	\$1,660,460	\$144.16	7.6%	\$141.07	135	8.0%
2020	218	\$230.5M	3.8%	\$1,302,016	\$126.63	7.1%	\$131.20	126	8.2%
2019	224	\$288.4M	4.3%	\$1,922,803	\$142.12	7.7%	\$130.75	125	8.2%
2018	251	\$251.4M	5.0%	\$1,337,378	\$133.74	7.2%	\$128	123	8.2%
2017	227	\$237M	3.8%	\$1,528,984	\$154.48	7.4%	\$128.54	123	8.1%
2016	263	\$202M	6.2%	\$1,068,658	\$70.14	7.6%	\$122.84	118	8.2%
2015	178	\$135.6M	3.0%	\$1,059,593	\$120.73	6.7%	\$122.05	117	8.1%
2014	184	\$146.1M	4.6%	\$1,074,363	\$70.38	8.4%	\$113.04	108	8.4%
2013	218	\$162.4M	4.4%	\$1,258,542	\$102.29	8.2%	\$103.78	100	8.7%
2012	172	\$100.3M	3.0%	\$880,193	\$90.96	8.2%	\$102.91	99	8.7%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

## MALLS SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$122.46	127	8.3%
2026	-	-	-	-	-	-	\$122.91	128	8.3%
2025	-	-	-	-	-	-	\$122.84	128	8.3%
2024	-	-	-	-	-	-	\$122.12	127	8.3%
2023	-	-	-	-	-	-	\$120.05	125	8.3%
YTD	-	-	-	-	-	-	\$117.33	122	8.2%
2022	1	\$11.7M	1.8%	\$11,700,000	\$140.73	7.0%	\$116.45	121	8.2%
2021	4	\$10.1M	1.8%	\$10,108,846	\$140.93	-	\$112.90	117	8.2%
2020	1	\$0	1.4%	-	-	-	\$106.97	111	8.3%
2019	2	\$27M	1.6%	\$13,501,585	\$362.11	8.1%	\$110.03	114	8.2%
2018	15	\$14.9M	13.2%	\$1,244,699	\$57.08	-	\$109.90	114	8.1%
2017	7	\$3.8M	1.2%	\$1,903,000	\$241.65	7.1%	\$111.86	116	8.0%
2016	6	\$8.1M	12.7%	\$1,344,771	\$13.48	-	\$103.33	107	8.2%
2015	1	\$0	3.8%	-	-	-	\$103.33	107	8.2%
2014	2	\$3M	9.3%	\$3,045,848	\$6.98	-	\$96.67	100	8.5%
2013	1	\$0	3.6%	-	-	-	\$92.41	96	8.6%
2012	1	\$7.8M	1.5%	\$7,800,000	\$108.74	-	\$91.76	95	8.6%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

## POWER CENTER SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$124.20	118	8.5%
2026	-	-	-	-	-	-	\$124.21	118	8.5%
2025	-	-	-	-	-	-	\$123.73	118	8.5%
2024	-	-	-	-	-	-	\$122.58	116	8.5%
2023	-	-	-	-	-	-	\$120.12	114	8.5%
YTD	-	-	-	-	-	-	\$117.35	112	8.4%
2022	3	\$11.5M	18.7%	\$5,750,000	\$28.21	-	\$116.24	110	8.4%
2021	1	\$600K	0.3%	\$600,000	\$80	-	\$110.84	105	8.6%
2020	9	\$33M	6.9%	\$4,717,143	\$221.51	-	\$104.58	99	8.8%
2019	5	\$18.6M	4.7%	\$3,710,000	\$162.59	8.6%	\$110.88	105	8.5%
2018	-	-	-	-	-	-	\$108.83	103	8.5%
2017	-	-	-	-	-	-	\$111.23	106	8.3%
2016	2	\$6.7M	8.6%	\$3,335,000	\$32.05	-	\$102.53	97	8.6%
2015	-	-	-	-	-	-	\$102.21	97	8.6%
2014	-	-	-	-	-	-	\$96.78	92	8.7%
2013	10	\$0	6.4%	-	-	-	\$92.71	88	8.8%
2012	-	-	-	-	-	-	\$98.12	93	8.5%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

## NEIGHBORHOOD CENTER SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$124.54	134	8.5%
2026	-	-	-	-	-	-	\$124.72	134	8.5%
2025	-	-	-	-	-	-	\$124.35	134	8.5%
2024	-	-	-	-	-	-	\$123.35	133	8.5%
2023	-	-	-	-	-	-	\$120.97	130	8.5%
YTD	4	\$9.1M	1.7%	\$4,541,748	\$65.88	-	\$118.13	127	8.4%
2022	13	\$51.4M	4.3%	\$5,708,416	\$117.59	6.6%	\$117.02	126	8.4%
2021	34	\$87.8M	9.8%	\$3,136,289	\$75.41	8.3%	\$113.81	122	8.4%
2020	13	\$44.7M	4.5%	\$3,437,778	\$79.68	8.0%	\$105.33	113	8.7%
2019	21	\$77.7M	6.8%	\$4,853,828	\$94.49	10.1%	\$108.98	117	8.5%
2018	13	\$79.7M	4.6%	\$7,246,065	\$217.96	8.1%	\$108.01	116	8.4%
2017	22	\$56.8M	4.9%	\$3,785,380	\$116.83	8.3%	\$110.31	119	8.2%
2016	17	\$46.1M	6.5%	\$3,542,630	\$67.71	6.9%	\$103.53	111	8.4%
2015	15	\$42.4M	3.2%	\$3,031,573	\$134.94	7.4%	\$104.24	112	8.3%
2014	21	\$50.1M	6.3%	\$2,638,453	\$68.50	10.5%	\$97.25	105	8.6%
2013	23	\$69.2M	6.3%	\$5,320,180	\$107.60	8.1%	\$90.79	98	8.8%
2012	9	\$16.4M	3.5%	\$2,728,000	\$111.05	7.3%	\$90.73	98	8.8%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

## STRIP CENTER SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$160.10	148	7.8%
2026	-	-	-	-	-	-	\$160.26	149	7.8%
2025	-	-	-	-	-	-	\$159.72	148	7.8%
2024	-	-	-	-	-	-	\$158.34	147	7.8%
2023	-	-	-	-	-	-	\$155.18	144	7.8%
YTD	1	\$850K	0.5%	\$850,000	\$56.67	-	\$151.67	141	7.7%
2022	11	\$22.6M	5.2%	\$2,262,314	\$160.43	7.4%	\$150.46	140	7.7%
2021	13	\$18.9M	10.1%	\$1,719,585	\$107.19	7.6%	\$144.28	134	7.7%
2020	14	\$13.2M	6.2%	\$1,098,317	\$83.11	7.6%	\$131.60	122	8.1%
2019	10	\$5.1M	4.3%	\$732,857	\$57.29	10.3%	\$128.38	119	8.2%
2018	9	\$7.6M	4.2%	\$946,544	\$66.67	6.8%	\$124.66	116	8.3%
2017	11	\$9.9M	5.3%	\$1,237,586	\$89.78	7.9%	\$125.74	117	8.1%
2016	21	\$22.9M	7.5%	\$1,146,155	\$129.68	10.1%	\$122.60	114	8.1%
2015	7	\$5.3M	1.3%	\$1,065,200	\$185.47	6.5%	\$123.24	114	8.0%
2014	11	\$11.7M	7.5%	\$1,170,500	\$59.58	6.9%	\$112.77	105	8.4%
2013	14	\$5.7M	5.4%	\$717,848	\$49.11	-	\$103.72	96	8.6%
2012	7	\$2.3M	2.1%	\$468,000	\$57.25	-	\$103.94	96	8.6%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

## GENERAL RETAIL SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$175.37	161	7.8%
2026	-	-	-	-	-	-	\$175.36	161	7.8%
2025	-	-	-	-	-	-	\$174.57	160	7.8%
2024	-	-	-	-	-	-	\$172.89	158	7.8%
2023	-	-	-	-	-	-	\$169.29	155	7.8%
YTD	18	\$6.2M	0.2%	\$777,313	\$300.89	4.3%	\$165.21	151	7.7%
2022	239	\$228.8M	6.2%	\$1,116,026	\$124.65	6.0%	\$163.92	150	7.7%
2021	286	\$301M	6.5%	\$1,426,519	\$203.05	7.5%	\$157.01	144	7.7%
2020	181	\$139.6M	3.5%	\$962,524	\$146.69	6.8%	\$146.04	134	8.0%
2019	186	\$160.1M	3.8%	\$1,333,967	\$172.25	7.0%	\$143.34	131	8.1%
2018	214	\$149.2M	4.4%	\$950,392	\$131	7.1%	\$139.59	128	8.1%
2017	187	\$166.5M	3.9%	\$1,280,809	\$180.57	6.9%	\$139.10	127	8.0%
2016	217	\$118.3M	4.9%	\$799,057	\$97.25	7.4%	\$134.20	123	8.0%
2015	155	\$87.9M	3.2%	\$806,053	\$112.62	6.7%	\$132.59	121	8.0%
2014	150	\$81.2M	3.3%	\$766,339	\$114.20	7.4%	\$122.37	112	8.4%
2013	170	\$87.4M	3.6%	\$809,693	\$105.67	8.2%	\$110.97	102	8.7%
2012	155	\$73.8M	3.4%	\$723,863	\$87.56	8.3%	\$109.24	100	8.7%

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