



## Richard Bowers & Co. Retail Division

### Richard Bowers & Co.'s Retail Division CAPABILITIES

Within Richard Bowers & Co.'s Retail Division is a team of experts diverse in their disciplines, yet united by a unique synergy of talent. The group includes a number of 20-year veterans who serve the Atlanta retail market — from stand-alone single-tenant locations and neighborhood specialty centers to strip and power centers — in site selection, tenant and property representation, dispositions and investments.

Richard Bowers and Co. supports the efforts of the Retail Division with a fully staffed research department which provides a wealth of reference materials. We have immediate access to demographic information on population growth, traffic counts and patterns, and income levels plus in-depth knowledge of metropolitan Atlanta retail property images and tenant mix. Every effort is made to insure that our retail clients receive all the information critical to making sound decisions.

Richard Bowers & Co.'s capabilities are further enhanced with its in-house, sophisticated research department, reference material and multiple databases. The company also serves clients nationally and internationally through its membership with TCN Worldwide, an organization of more than 60 outstanding real estate firms.

### The Atlanta retail real estate market RETAIL MARKET

As of 2003 metropolitan Atlanta had an existing inventory of retail space in excess of 147 million square feet serving a population of 5.4 million people in 26 counties. This is the highest ratio of retail square footage per capita of any major metropolitan area in the country.

Atlanta's quality of life and unparalleled transportation systems along with its live-work-play developments are important factors contributing to the city's retail growth. Additionally, with the trend in inward migration towards office and residential, demand for urban retail is increasing. With no geographic limitations on growth, new jobs and housing are booming in all directions providing excellent retailing opportunities.

Retail investments — including shopping centers and freestanding retail buildings, particularly those with long-term, creditworthy tenants — continue to appeal to many investors and are selling at lower cap rates than other commercial real estate investments.

- *Highly experienced office personnel with a knowledge of the metropolitan Atlanta retail market*
- *Extensive company support network including teams of land specialists, investment sales and leasing experts*
- *Comprehensive research support and market database*
- *Excellent relationships with the Metro Atlanta Chamber of Commerce, Central Atlanta Progress and the Department of Industry and Trade*

- *A geographic area with more than 4 million people within a 26-county area*
- *Metropolitan Atlanta ranked 9th nationally in GLA per capita*
- *Lower unemployment rate than national average*
- *Strong economy*
- *Excellent labor force*
- *Served by three Interstate highways*
- *Excellent quality of life*
- *Solid infrastructure*



## The Richard Bowers & Co. Retail Team EXPERIENCE

Richard Bowers & Co. has 25 years' experience in Atlanta's commercial retail market. The company has served many local and national retail chain stores and restaurants in suburban and urban locations.

Among the clients served by Richard Bowers & Co.'s retail division are: Advance Auto Parts, Discount Auto Parts, Payless Shoe Source, CVS, Staples, MetroPCS, Big Lots, Jiffy Lube, Sports Authority, LaPetite Academy, Caribou Coffee, Family Dollar, Dollar General, Taco Mac, Athlete's Foot, Little Bucks, Bacchanalia, Roadhouse Grill, Aaron Rents, Household Finance Corp., H&R Block, Jackson Hewitt, Smoothie King, Hancock Fabrics, Nationwide Furniture, Simmons and Mattress Firm.



- Almost 30 years of experience within the metropolitan Atlanta retail market
- Well-staffed with retail specialists, many with 20+ years experience in site selection, tenant representation, property representation, dispositions and investment sales
- Completed over 500 requirements in excess of 5 million SF of space
- Completed assignments on behalf of retail space users, investors and developers in all Atlanta submarkets
- Excellent support through an in-house research department complete with multiple database systems containing sophisticated data on site selections, zoning, demographics, population, income and traffic counts



## Richard Bowers & Co.'s comprehensive offerings SERVICES

Richard Bowers & Co. is Atlanta's premier, locally owned commercial real estate firm.

The company's full-service approach offers a single-source for solutions to clients' real estate needs. Clients benefit from Richard Bowers & Co.'s brokerage services, property and facility management expertise, design and relocation capabilities, development and construction services, and in-depth financial services.



- Tenant Representation
- National Exclusives
- Site Selection
- Corporate Services
- Investments
- Acquisitions
- Sale/Lease Back
- Landlord Representation
- Property & Facilities Management
- Property Evaluation
- Consultation
- Strategic Planning
- Logistics
- Interior Design and Space Planning
- Financial Analysis
- Market Research
- Building Systems Evaluations & Inspections



## Full-Service Commercial Real Estate Firm Office, Industrial, Retail, Land, Investments



Atlanta's largest full-service local commercial real estate firm

