

ACQUISITION CRITERIA

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



DAILY NEEDS RETAIL



STRONG LOCATIONS



UPSIDE POTENTIAL

Minimum Transaction Size
\$10,000,000

Asset Type

Open-air neighborhood & community shopping centers primarily anchored by grocery but will also consider value-oriented, fitness, and other necessity-based anchors. Additional emphasis on long-term repositioning and densification opportunities.

Risk Profile

Core-plus and “light” value-add.

Location

We pursue best-in-submarket locations: timeless corners, high traffic thoroughfares, excellent or great locations in the primary retail corridor(s) with easy site access and strong visibility.

Submarkets

Increasing populations and incomes, compelling job growth, and strong economic drivers.

Submarkets that are the 1st or 2nd choice of new retailers coming to the market.

Special emphasis on proximity to major public high education centers.

Return Expectations

We solve for risk-adjusted, stabilized yield-on-cost returns of 7.0% or higher

Focus on current, sustainable and increasing cash flows

GEOGRAPHIC AREAS

Mid-Atlantic

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

Southeast

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

Colorado

- Denver
- Fort Collins
- Boulder
- Colorado Springs

Interior Markets

- Columbus, OH
- Nashville, TN

University Towns

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

Will consider other markets on a select basis.

CONTACT INFORMATION

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Our Strategies

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

The Broad Street Advantage: Why Transact with Us?

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

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