

The Brown Book Retail Newsline

Top News Impacting Retail Real Estate

April 1 through April 15, 2026

"We sought physical attrition; our opponents aimed for psychological exhaustion. In the process, we lost sight of one of the cardinal maxims of guerrilla war; the guerrilla wins if he does not lose. The conventional army loses if it does not win." —Henry Kissinger

Consumer Sentiment Sets Record Low Thanks to Pain at the Pump

Admittedly, when the University of Michigan released its monthly consumer sentiment survey a few days ago, not a lot of economists were expecting great news. But, as we reported in our previous issue, the latest retail sales data was surprisingly strong. February retail sales in the US rose by a solid 3.7% year-over-year, even though consumer sentiment for that time was on par with the lows we saw during the initial Covid lockdowns in spring 2020. Of course, those numbers were almost entirely pre-war (the US and Israel launched attacks on Iran on February 28th) and before the energy price shock that has sent the average price of a gallon of gas in the United States from \$3.12 per gallon on February 27th to \$4.12 per gallon as of April 13th (according to AAA).

A decline in consumer sentiment was to be expected. Economists at the University of Michigan were anticipating that the index would fall from 55.5 to 51.6. But it fell much further. It fell to 47.6 this month, the lowest level ever recorded in the 74-year history of the survey. This is particularly disturbing if you take to heart the words of Richard Curtin, the research professor who oversaw the sentiment surveys from 1976 to 2022; "every upturn as well as every downturn in consumer sentiment is driven at some point by social forces that caused cascading optimism or pessimism across the population." Keep in mind that current numbers suggest the American consumer is now more pessimistic about the economy than they were at the height of the pandemic (it hit 71.8 in April 2020). These numbers are lower than the ones recorded at the peak of the 2008-2010 Great Financial Crisis (it reached a low-water mark of 56.4 in June 2008), the 2001 tech-wreck (it fell to 81.8 following the 9/11 attacks), the 1990/1991 SNL recession (bottoming out at 63.9 in October 1990) and the early 1980s Volcker shock recessions (when hit a then record low of 51.7 in May 1980).

In fact, since the 1970s, this metric has only dipped into the low 50s on only two occasions before this one. Keep in mind that when it hit 51.7 in May 1980, the economy was not in a recession. At least, not yet. The common factor that has driven the poorest consumer sentiment readings of the past 70+ years has been uncertainty over

high or rising inflation, **not actual certainty over a poorly performing economy.**

Throughout the 1960s and 1970s policymakers thought they could lower unemployment through higher inflation, in a tradeoff that was known as the Phillips Curve. The theory was that if the Federal Reserve pursued a "stop-go" monetary policy (alternating periods of lower interest rates to spur growth and lower unemployment) with periods of higher interest rates to slow inflation), that they could achieve balance. Over time, those policies failed exacerbated by the massive government spending of the late 1960s/early 1970s (Vietnam War, Great Society programs, etc.) and the energy shocks of the 1973 Arab Oil Embargo and the 1979 Iranian revolution.

By 1979, when the inflation hawk Paul Volcker was appointed Fed chair, the US was mired in stagflation (simultaneous high unemployment and high inflation). He immediately began a campaign to crush inflation by tightening the money supply (credit control) and raising interest rates into the low teens. This resulted in two sharp back-to-back recessions in 1981 and 1982. The University of Michigan consumer sentiment survey hit a then-record low of 51.7 in May 1980 when inflation in the US was at a whopping 14.4%. Incidentally, the Volcker strategy worked after much pain, with inflation back in the 3.0% range by 1983.

What was the other time that consumer sentiment has fallen this low? Not surprisingly it was during the Biden-era inflation spike of 2022 when this metric bottomed out at 50.0 in June 2022. Keep in mind that the index never fully bounced back in the years since.

The index averaged 89.5 from 1990 through 1999. It averaged 86.1 from 2000 through 2009. It averaged 85.5 from 2010 through the end of 2019. But it has only averaged 61.6 since 2022. How does this line up with actual retail spending? We looked at the Commerce Department's monthly retail sales data and found that annual sales growth averaged 6.4% from 1990 through 1999. It averaged 3.0% from 2000 through 2009. It averaged 4.3% between 2010 and the end of 2019. And since 2022 it has averaged 4.8%. In other words, over the last four years retail sales growth in the US
(Continued on Page Three)

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Top News Impacting Retail Real Estate

Brown Book Top Five

[New York Fed President Williams Worries War Will Slow Growth, Aggravate Inflation](#)
CNBC 4/15/26

[Retail Construction Slows Despite Strong Fundamentals](#)
Globe Street 4/10/26

[Higher Gas Prices are Challenging the Restaurant Industry Further](#)
QSR 4/10/26

[US-Iran War 'Tax' Begins to Hit American Businesses and Consumers](#)
CNB 4/4/26

[What Higher Oil Prices Could Mean for Retail, Interest Rates](#)
Commercial Property Executive 4/1/26

Commercial Real Estate News

[Redefining Retail in the Mid-Atlantic Through Strategic Redevelopment](#)
Washington Business Journal 4/15/26

[Retail Stabilizes as Store Closures Fade](#)
CRE DAILY 4/15/26

[Mall Owners Plot how to Fill Saks Abandoned Space](#)
Costar 4/13/26

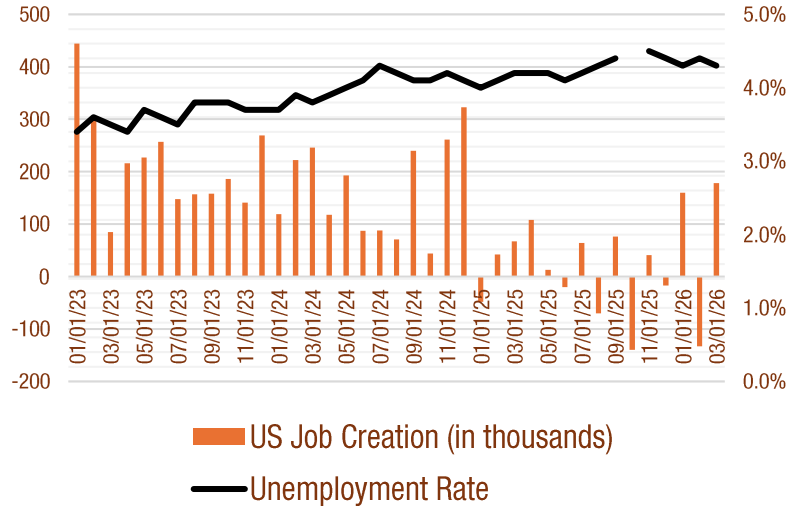
[How Might US Malls Continue to Chart a Growth Pattern?](#)
RetailWire 4/8/26

[US Retail Construction Activity Pulls Back in First Quarter](#)
Costar 4/7/26

[Grocery-Anchored Retail No Longer a Sure Bet as Consumer Divide Reshapes Performance](#)
Globe Street 4/3/26

[Service-Oriented Retail Enters the Spotlight for 2026](#)
Globe Street 4/1/26

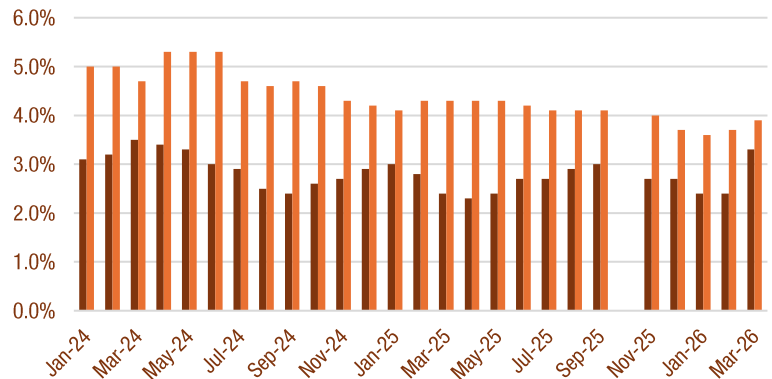
US Unemployment & Job Creation



US Unemployment Rate Mar. 2026: 4.3%
US Job Creation (P) Mar. 2026: 178K

US Inflation Rate Mar. 2026: 3.3%
US Wage Growth Mar. 2026: 3.9%

US Inflation Vs. Wage Growth



■ 12 Month % Change, Consumer Price Index
■ 12 Month % Change, Wage Growth

The Brown Book Retail Newslines

Top News Impacting Retail Real Estate

The Big Picture (Economic News)

[Analyst Warns the Bond Market is Hinting That Double-Digit Inflation Could be on the Horizon](#)
Business Insider 4/16/26

[Here Are All the Ways the Iran War Has Affected the US Economy So Far](#)
CNBC 4/15/26

[NRF: Retail sales inch up for sixth consecutive month in March](#)
Chain Store Age 4/14/26

[Stagflation is Already Naked in even if US and Iran find an off-ramp to the war: Macquarie Capital](#)
CNBC 4/14/26

[Americans Hate the 2026 Economy](#)
Axios 4/13/26

[Unemployment Rate in the US by Industry](#)
Statista 4/9/26

[Grocery Inflation Cools as Energy Costs Spike](#)
Progressive Grocer 4/10/26

[US Inflation Jumps to 3.4% in March, Fed Survey Show](#)
Firstpost 4/8/16

[Poll: 88% of Americans adjusting financial behavior as grocery prices rise](#)
Shelby Report 4/6/26

[Gas prices are crimping grocery spending, research finds](#)
Grocery Dive 4/3/26

[Strong Showing for Job Market \(+178,000 Jobs\) in Latest Report](#)
New York Times 4/3/26

[The K-Shaped Economy: Why Diners are Dying But Yachts Are Booming](#)
KUOW 4/2/26

[Retail sales rise 5% in February](#)
Retail Dive 4/1/26

Consumer Sentiment Sets Record Low Thanks to Pain at the Pump

Continued From Page One

has been among the strongest recorded this century—even as consumers were at their gloomiest.

Economists have floated a mix of theories about this. The impact of social media on mental health is one, while extreme political polarization is another (studies have consistently demonstrated that when polling respondents identify with the political party in power, their opinion of the economy tends to be more positive while it tends to be more negative if they identify with the party that is not in power). Regardless, my point is what consumers say (sentiment) does not always translate directly into behavior (consumer spending).

But newly released consumer price index (CPI) data from the Commerce Department demonstrates the pain that consumers are just starting to feel from rising prices at the pump. Inflation spiked from February's 2.4% reading to 3.3% in March. Unfortunately, those numbers are going to get worse before they get better as gas prices have climbed since.

No one knows how long this conflict will last, but most energy analysts say that if the Strait of Hormuz were opened today it would likely be at least four months before shipping traffic and oil productions levels would return to pre-war norms.

Another potential challenge for consumers and retailers alike is that gasoline prices react asymmetrically to oil price changes. This is where the phrase, "rise like a rocket, fall like a feather comes from." When refiners or gasoline retailers experience a decline in their input costs (i.e., oil prices dip), they typically don't rush to decrease wholesale or retail pricing so they can reap additional profits. In other words, even in the best-case scenario, retail gas prices are likely to remain significantly elevated heading into the fall. Retailers, particularly those not focused on necessity goods, might be looking at a challenging summer ahead as consumer disposable income increasingly gets siphoned away at the gas station.

--Garrick Brown

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The Consumer is Always Right, Even When Dead Wrong

[Luxury Brands Saw a Rich Future in the Middle East. Then War Began](#)

The Times 4/15/26

[Trump's Economy Officially Passes Biden's for Worst Consumer Sentiment in Recorded History](#)

Fortune 4/14/26

[How Three Malls in MetroWest Are Adapting to Changing Consumer Trends: Restaurants, Entertainment, Housing and Social Experience](#)

MetroWest Daily News 4/14/26

[What Comes After the Golden Age of Travel Retail](#)

Business of Fashion 4/13/26

[Consumer sentiment hits record low amid fears over Iran war impact](#)

Chain Store Age 4/10/26

[Mother's Day candy sales hit \\$2.7M; up third year in a row](#)

Progressive Grocer 4/9/26

[As Millions Lose Weight on GLP-1s, They're Starting to Turn to Retailers to Refresh Their Wardrobes](#)

CNBC 4/9/26

[Survey: Consumers Spend 37% of Grocery Budget at Independent Stores](#)

Shelby Report 4/9/26

[Gen Z is Making Shopping Malls Cool Again](#)

USA Today 4/8/26

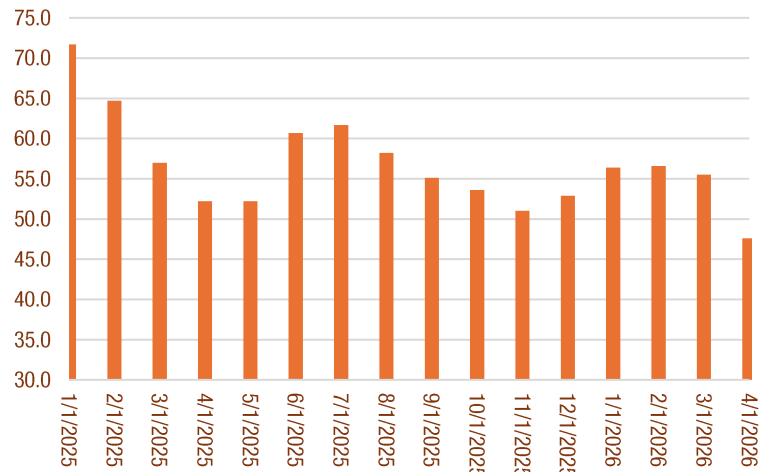
[The Year of Redefining Indian Food in America](#)

Restaurant Business 4/3/26

['I Hate Customer Service Chatbots': The Consumer AI Relationship is Off to Rocky Start](#)

CNBC 4/1/26

University of Michigan Consumer Sentiment Survey



Apr. 2026 Reading: 47.6
Annual Change: -10.7%
Monthly Change: -8.8%

IPOs, Sales and M&A Madness

[Pizza Hut & Papa John's Reportedly Closing in on a Sale. How Would This Impact the Pizza Business?](#)

Restaurant Business 4/15/26

[Allbirds is Becoming an AI Company. That's A Really Bad Sign](#)

Slate 4/15/26

[Seriously? Footwear Brand Allbirds Says it Has Just Transformed into an AI Business](#)

Silicon Angel 4/15/26

[Bed Bath & Beyond to acquire Cabinets To Go, Lumber Liquidators owner](#)

Retail dive 4/8/26

[Bed Bath & Beyond purchasing The Container Store for \\$150M](#)

Chain Store Age 4/2/26

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Top News Impacting Retail Real Estate

Retailer Roundup

[Kay Jewelers Opening in Cheshire CT](#)
CT Insider 4/15/26

[Disney Store Limited Time Opening in Two Locations](#)
USA TODAY 4/15/26

[Boll & Branch Coming to Westfield Old Orchard](#)
What Now Chicago 4/15/26

[Pop Mart Coming to Durham's Streets at Southpoint](#)
News & Observer 4/15/26

[Adidas Store Opening at Plano's Legacy West in Summer](#)
Community Impact 4/15/26

[Issey Miyake to Open Madison Avenue Flagship in May](#)
WWD 4/15/26

[Fanwear Brand Official League to Open First Retail Store](#)
Portland Tribune 4/15/26

[Retta Tussey Bringing Frist Brick-and-Mortar Retta Jane Store to St Louis](#)
Ladue News 4/15/26

[CVS opens first 3,000sf pharmacy-focused location in DC](#)
Drug Store News 4/14/26

[American Eagle Plans Three Concept Flagship on Chicago's North Michigan Avenue](#)
Costar 4/14/26

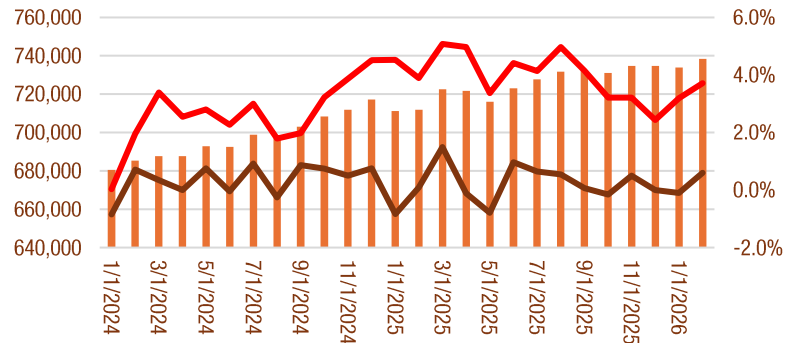
[Cult jewelry brand Astrid & Miyu makes West Coast debut](#)
Inside Retail 4/14/26

[Leica Camera to open Midwest flagship in Chicago](#)
Chain Store Age 4/14/26

[Athleticwear brand Gymshark to open its first-ever gym in Miami](#)
Chain Store Age 4/13/26

[Aime Leon Dore Opens in Los Angeles on April 17th](#)
House of Heat 4/12/26

US Retail Sales, All Categories



■ Seasonally Adjusted Sales, Monthly (Millions of Dollars)
— % Year Over Year Change
— % Monthly Change

Feb. 2025 Annual Change: +3.7%
Monthly Change: 0.6%

[Hundreds Wait in Line for Carpet Company Store Opening](#)
Baltimore Banner 4/11/26

[Taste Buds Kitchen to Open First DC Area Location](#)
Costar 4/10/26

[THC product retailer Edibles.com opens first store in Atlanta](#)
Retail TouchPoints 4/9/26

[Candy Hall of Fame Picks Chicago in Sweet Bet on Michigan Ave.](#)
Costar 4/9/26

[Baggu Opening 2nd Chicago Store in Lincoln Park](#)
Block Club Chicago 4/9/26

[Wayfair to open large-format store in Fort Lauderdale](#)
Chain Store Age 4/7/26

[Wayfair Opening 94K SF Store in Fort Lauderdale](#)
Palm Beach Post 4/7/26

[Cozey opens LA Pop-Up, plans Permanent Stores in NYC and Montreal](#)
Retail TouchPoints 4/2/26

[Labubu Opening Enormous Store on Fifth Ave in NYC](#)
Time Out New York 4/1/26

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Top News Impacting Retail Real Estate

Grocery Grind

[Independent Grocers Expand in NYC As Debate Over City-Run Stores Continues](#)

Shelby Report 4/15/26

[Natural Grocers to Open Third Location in Rock Springs QY](#)

Shelby Report 4/15/26

[Cozey Opens New US Retail Location in Los Angeles](#)

Retail Insider 4/14/26

[Giant to Build New Grocery Store in Ephrata PA](#)

Penn Live 4/14/26

[Gelson's to Rebuild Store Destroyed in Pacific Palisades Fire](#)

Shelby Report 4/13/26

[PCC Community Markets to Open in Seattle's Madison Valley](#)

Seattle Times 4/13/26

[NYC's first city-run grocery store to open in East Harlem](#)

Chain Store Age 4/13/26

[Publix to expand in Kentucky with 3 new stores](#)

Drug Store News 4/9/26

[Natural Grocers to open 15th location in Oregon](#)

Shelby Report 4/9/26

[Publix Signs Leases for 3 New KY Supermarket Locations](#)

Shelby Report 4/8/26

[Gelson's Markets to open 2nd Micro-Market Location in Costa Mesa](#)

Progressive Grocer 4/7/26

[Sprouts Farmers Market to Open in Kingswood TX This Month](#)

Houston Chronicle 4/4/26

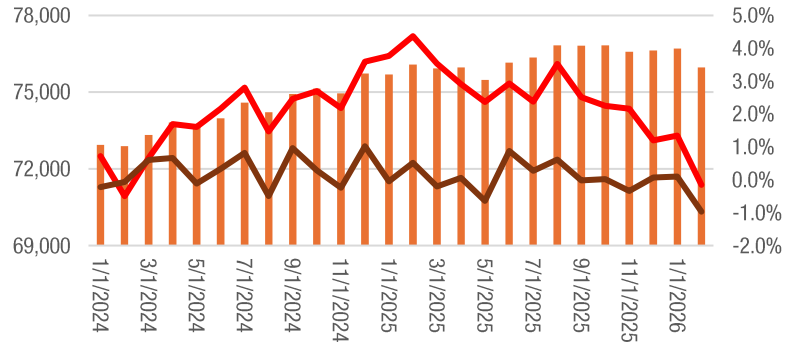
[Met Fresh Store in Brooklyn and Shop Fresh Food in Bronx](#)

Abasto 4/3/26

[Publix Opens New Supermarket in Spring Hill FL](#)

Shelby Report 4/2/26

US Retail Sales, Grocery Stores



■ Seasonally Adjusted Sales, Monthly (Millions of Dollars)
— % Year Over Year Change
— % Monthly Change

Feb. 2025 Annual Change: -0.2%
 Monthly Change: -1.0%

○ CENTERCHECK

Store Level Sales Data

Rely on key economic performance to build a more productive real estate portfolio.

Card Sales +2.5%

\$33,431,859

Trending up ↗

Shopper Demographics

Avg. Age	Avg. Income	Most Active
34.2	\$72K	90720
Years old	Annually	Zip Code

Locational sales data is the holy grail of retail real estate. [CENTERCHECK](#)

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Top News Impacting Retail Real Estate

The Restaurant Review

[Let Bonrue Bakery's Boomlet Begin](#)

Restaurant Business 4/15/26

[Smashburger Concept Skinny Louie Grows Footprint While Doubling Down on Simplicity](#)

QSR 4/15/26

[Blueprint Cookies Rebrands as Cookie Head to Fuel Growth](#)

QSR 4/15/26

[Subdued debuts 1st US freestanding flagship in NYC](#)

WWD 4/14/26

[Slice Factory Launches Mexican Street Concept Lenasada](#)

Pizza Marketplace 4/14/26

[Teriyaki Madness plans to open 46 shops this year](#)

Restaurant News 4/13/26

[To-Go Locations Fueled Buffalo Wild Wings Growth Last Year](#)

Restaurant Business 4/14/26

[Mike's Red Tacos Signs 50-Unit Deal in New England](#)

QSR 4/10/26

[Théa Mediterranean Rooftop to open in Dallas next year](#)

FSR 4/9/26

[Lee's Famous Recipe to open 6 new locations in South Carolina](#)

Restaurant Development + Design 4/8/26

[V Modern Italian to open 3rd location in Charleston SC](#)

FSR 4/8/26

[Houston TX Hot Chicken to Open in Phoenix AZ](#)

QSR 4/8/26

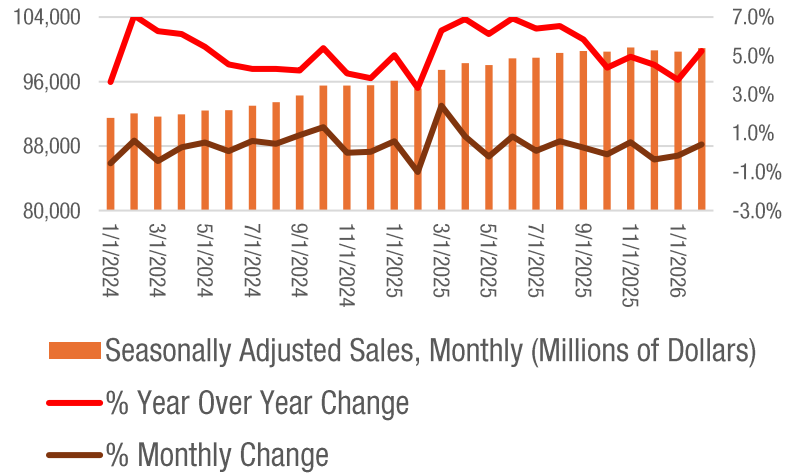
[Tijuana Flats' Corporate Restaurants for Sale in Refranchising Move](#)

Nation's Restaurant News 4/8/26

[Marco's Pizza to open 12 new locations across SoCal](#)

Chain Store Age 4/8/26

US Retail Sales, Food Services & Drinking Places (Restaurants)



Feb. 2025 Annual Change: +5.2%
Monthly Change: 0.4%

[Perkins Restaurant & Bakery to open 3 restaurants in Texas](#)
Restaurant News 4/7/26

[CaliTacos announces 2 new locations in Arizona](#)
Restaurant News 4/7/26

[Mo' Bettahs Announces Expansion into Phoenix, Indy & Minneapolis](#)
Restaurant News 4/7/26

[JINYA Holdings to Open Flagship in West Hollywood](#)
FSR 4/6/26

[Bonrue Bakery Announces 10 New Locations across Utah](#)
Restaurant News 4/6/26

[Huey Magoo's to add 15 new Texas locations](#)
Chain Store Age 4/6/26

[Restaurant Chains Crossing 1,000 Locations on the Rise](#)
Nation's Restaurant News 4/2/26

[Hoy Ya Dough'n Expands to Multi-State Pizza Brand](#)
QSR 4/1/26

[Chagee Adjusts After Tough 2025 With Big Plans for USA](#)
Nation's Restaurant News 4/1/26

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Top News Impacting Retail Real Estate

North of the Border (Canadian Retail News)

[Kitchener ON Now Home to New KaleMart24](#)

Canadian Grocer 4/15/26

[Movati Athletic Opens 4th Edmonton Location](#)

Retail Insider 4/15/26

[Michael Hill Opens Vancouver Flagship at CF Pacific Centre](#)

Retail Insider 4/15/26

[Simons Makes Toronto Debut with Yorkdale Flagship](#)

6IX Retail 4/14/26

[Farm Boy Marks Important Milestone in Expansion Across Ontario](#)

Retail Insider 4/14/26

[T&T Supermarket Opens 2nd Store in Mississauga](#)

Retail Insider 4/14/26

[Healthy Planet Readies 44th Store](#)

Canadian Grocer 4/13/26

[Ikea Canada to debut small-format store in Ontario](#)

Chain Store Age 4/10/26

[FreshCo Expands East with 3 Atlantic Canada Locations](#)

Retail Insider 4/10/26

[Empire Acquires Mayrand, enters Quebec Discount Grocery Market](#)

Retail Insider 4/9/26

[Must Société opens flagship Jardin de Ville store in Quebec](#)

Retail Insider 4/9/26

[LSDoR Opens Second Toronto Studio in Summerhill](#)

6IX Retail 4/7/26

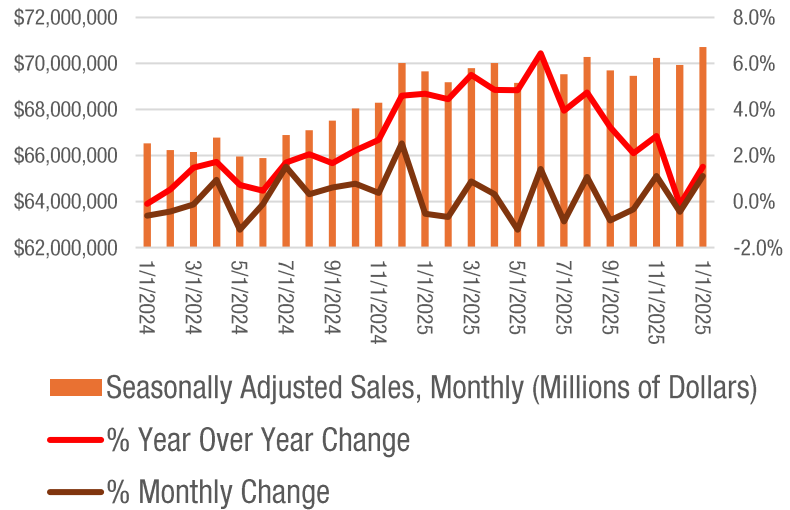
[Rocky Focuses on Future Growth in Ontario](#)

Retail Insider 4/2/26

[Calgary Entrepreneur Opens 2nd FS8 Fitness Studio in Under a Year](#)

Retail Insider 4/2/26

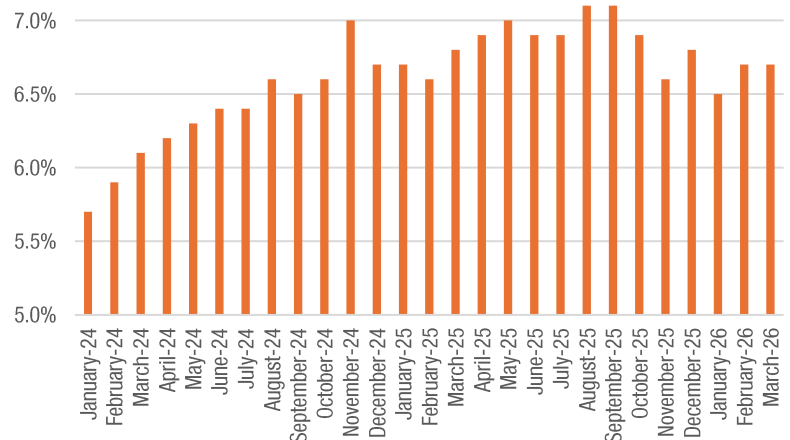
Canadian Retail Sales



Jan. 2026 Annual Change: 1.5%
Monthly Change: 1.1%

February Data to be Released April 24, 2026

Canada Unemployment Rate Mar. 2026: 6.7%



The Brown Book Retail Newslines

Top News Impacting Retail Real Estate

Contraction Faction (Bad News, Bankruptcies & Closures)

[Dallas-Based Kate Weiser Chocolates is Closing Multiple Retail Locations](#)

What Now Dallas 4/15/26

[Painted Tree Boutiques Abruptly Closes All Its Stores](#)

Costar 4/15/26

[Nike Eyes Flagship Move From Chicago's Michigan Avenue](#)

Costar 4/15/26

[Kansas-Based Steakhouse Group 801 Restaurants Files for Chapter 11 Bankruptcy](#)

Restaurant Business 4/15/26

[7-Eleven closing hundreds of stores in North America](#)

Fast Company 4/14/26

[Mall Closures Force Apple Store Exits](#)

CRE Daily 4/13/26

[Multi-Unit Farmer Boys Franchisee Files for Bankruptcy](#)

QSR 4/13/26

[Homeland Closing, Consolidating Stores as part of 'Comeback'](#)

Shelby Report 4/8/26

[Dollar Tree closed 13 stores in March](#)

supermarket News 4/7/26

[California based, 65-unit Carl's Jr. franchisee files for bankruptcy](#)

QSR 4/6/26

[Applebee's Franchisee Files Bankruptcy Amid Wave of Closures](#)

USA Today 4/3/26

[Saks Global enters \\$500M restructuring agreement](#)

Chain Store Age 4/2/26

[Plant-Based Clover Food Labs Warns of Entire Chain Closure](#)

Restaurant Business 4/2/26

Well, Isn't That Convenient? (Convenience Store News)

[Mega-convenience-store Wally's to open second store in Missouri](#)

CPS 4/10/26

[Giant Oil acquires 13 Thorntons stores, expands On The Fly brand in Ohio & Kentucky](#)

Convenience Store News 4/10/26

[Brake Time Corner Market acquires 14 FastLane convenience stores across East Texas](#)

Convenience Store News 4/10/26

[Southwest Georgia Oil acquires 10 convenience stores from Big Boss Stores](#)

Convenience Store News 4/6/26

[Sheetz to enter Indiana; plans 100 stores over 10 years](#)

Chain Store Age 4/9/26

[Buc-ee's to open 1st Ohio location, also to add 4th location in Georgia](#)

Progressive Grocer 4/8/26

[Yesway plans to open 130 new stores by 2031; files IPO](#)

Chain Store Age 4/3/26

Got Tenants?

The Brown Book is the
CRE's Largest Leasing Reference Database

Decision Maker Contacts

Planned Openings & Closures

21,000+ Active Tenants (USA & Canada)

www.brownbook.us

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ABOUT THE WRITER

Garrick Brown is one of the leading real estate analysts in the United States; he is a 25-year industry veteran analyst and thought leader in the space, as well as an experienced manager of large, national teams of researchers. He has a strong background in all the commercial real estate product types, though for the last 15 years he has primarily been known for his work in the retail space.

Garrick is regularly quoted on real estate, retail and economic matters by the Wall Street Journal, the CBS Evening News, NBC News, CNBC, National Public Radio, Women's Wear Daily and dozens of Business Journals and other industry publications.

Mr. Brown is a major business influencer; he has over 21,000 followers on LinkedIn, where he regularly posts economic and commercial real estate commentary to an audience consisting primarily of brokers, retailers, developers, site selection professionals, appraisers, lenders, investors, private equity, economic development professionals and business media. Garrick also produces a regular podcast, The Retail Grind, with Bill Yanek, the CEO of ConnexFM (North America's largest facilities management trade group), where he explores the latest economic, retail and real estate news.

Mr. Brown is frequently asked to contribute to major industry publications. He authored the retail real estate portion of the 2023 edition of the Urban Land Institute and PriceWaterhouseCoopers' trademark industry publication, Emerging Trends in Real Estate.

Garrick is a renowned public speaker on economic, real estate and retail matters. He is known for his dynamic and entertaining speaking style and for his ability to tell the stories behind the data, synthesizing trends and connecting dots beyond the obvious. He regularly speaks to private and academic groups (Baruch College, Florida State University, Harvard Graduate School of Design, UCLA Ziman Center for Real Estate, etc.), and all the major, national commercial real estate-focused trade groups (BOMA, California Bankers Association, CCIM, ConnexFM, CREW, ICSC, NAIOP, Urban Land Institute, etc.).

Mr. Brown currently works as a freelance writer and consultant for a number of private clients. In addition to his public speaking engagements, Garrick frequently advises corporate real estate teams regarding economic conditions, market forecasting, business and brokerage strategies.

His previous experience includes managing Cushman & Wakefield's retail research for the Americas, as well as managing commercial real estate research functions (all property types) for the Western United States for Cassidy Turley and Newmark. He began his career as a research associate with Grubb & Ellis in Kansas City, Missouri and later managed research operations for Colliers International for the Indianapolis, Indiana and Sacramento, California markets.

The Brown Book Retail Newsline

Top News Impacting Retail Real Estate



The Brown Book is the most comprehensive database of retail real estate contacts for over 20,000 retailers across the US and Canada.

What do we track?

- Concept Name/Parent Company
- Store Counts (Current & Historic)
- Store Size Requirements (Min/Max and Median Square Footages)
- Preferred Real Estate Types & Active Geographies
- Search by Sector/Subsector/Subtype
(Need a List of Competitive Boba Tea Chains? No Problem)
- Decision Maker Contact Information (email/phone/LinkedIn profile)

The Brown Book Includes Chain Store Sales

Data from CenterCheck

CenterCheck is the industry's top data firm for the Holy Grail of brokerage—accurate locational sales volumes. They partner with us and provide us with systemwide average sales (based on credit/debit card activity) for the chains that they track.

Brown Book White Glove Service

If you are looking for a concept not in the Brown Book, let us know and we will track it down for you. We respond to all requests within one business day and 90% of the time we can track down the information our subscribers are searching for.

Group Subscription plans as low as \$100 per person



SAMPLE RETAIL CATEGORIES IN THE BROWN BOOK

- | | |
|--------------------------------------|--|
| <i>Apparel</i> | <i>Furniture/Furnishings/Lifestyle</i> |
| <i>Appliances/Electronics</i> | <i>Garden/Pool/Yard</i> |
| <i>Automotive</i> | <i>Grocery</i> |
| <i>Bars/Gaming/Nightlife</i> | <i>Gun Store/Shooting Range</i> |
| <i>Beauty</i> | <i>Gyms/Health Clubs</i> |
| <i>Cooking/Homewares</i> | <i>Holiday/Party/Seasonal</i> |
| <i>Crafts/Games/Hobbies/Toys</i> | <i>Jewelry</i> |
| <i>C-Stores/Gas Stations</i> | <i>Music/Media Stores</i> |
| <i>DIY/Hardware/Home Improvement</i> | <i>Nutrition/Supplements/Vitamins</i> |
| <i>Dollar Stores</i> | <i>Office Supplies</i> |
| <i>Drug Stores/Pharmacies</i> | <i>Restaurant</i> |
| <i>Educational Concepts</i> | <i>Social Clubs</i> |
| <i>Experiential Retail</i> | <i>Sporting Goods</i> |
| <i>Financial Services</i> | <i>Sports Collectibles/Memorabilia</i> |
| <i>Food Retail (Alcohol/Spirits)</i> | <i>Sports Training</i> |
| <i>Food Retail (Specialty)</i> | <i>Theaters</i> |
| | <i>Veterinary Care/Pet Related</i> |
| | AND MANY MORE... |