

# The Brown Book Retail Newslines

## Top News Impacting Retail Real Estate

April 16 through April 30, 2026

*"Every man is guilty of all the good he does not do." --Voltaire*

### Drive-Thru Availability on the Rise

One of the most persistent issues in retail real estate over the past two decades has been the shortage of available, quality drive-thru sites. It has been a challenge I have heard cited from site selection professionals and tenant representation focused commercial real estate brokers for years and it is one that has played out across urban and suburban markets across most of the United States.

That challenge has reflected issues on both sides of the supply and demand equation. Since the 1990s, getting drive-thru sites zoned and approved has become increasingly challenging in most urban environments and increasingly difficult in suburban ones. Backlash against noise, pollution and traffic fueled both NIMBYs and city planners looking to alleviate these issues by designing and implementing higher density, less automobile dependent, live/work/play neighborhoods.

Many analysts (myself included) thought the anti-drive thru sentiment might soften when during the height of the pandemic in 2020, drive-thrus accounted for more than 80% of restaurant revenue. But that never quite happened. What did happen is that the 2010s wave of urban population growth and renewal met a premature end. It was going to happen anyway as urban Millennials increasingly entered family-rearing age and hightailed it to suburbia, but this demographic eventuality was accelerated. I remember speaking to an urban planner at a real estate event who shared with me his hope that Millennials moving to the suburbs would bring with them their zeal for walkable neighborhoods and the live/work/play ethos of the [15-minute city](#). He had even coined a name for the trend he had expected of hip, young Millennial families leaving urban living behind and transforming suburbia; "Hipsturbia."

Of course, the trend of Millennials heading to the burbs happened but outside of the densest suburban locales, live/work/play communities in the 'burbs remain the exception, not the rule. Instead, most Millennials settled into suburban commuter culture like their parents, a trend insurance companies have smartly capitalized on ("[Don't be like your parents.](#)"). But did that make getting drive-thrus zoned any easier? Not really.

While drive-thrus may have been lifelines for operators during the pandemic, they remain critical differentiators for fast food concepts. Industry estimates vary but somewhere between 45% and 65% of all US fast food orders are placed at drive-thrus. Meanwhile, they account for 60% or more of sales for industry leaders like McDonald's, Chick Fil-A, and Taco Bell. Not surprisingly, the two QSR concepts the Brown Book tracks planning the most aggressive growth this year are both 100% drive-thru coffee kiosk concepts; 7 Brew Coffee (which is hoping to open 300 units in 2026) and Dutch Bros Coffee (which should open at least 180 new locations). While those small-format concepts don't face the same challenges as the typical fast food chain restaurant in terms of size or land area needed, the reality is that drive-thrus are critical for most QSR chains and QSRs have been the strongest category for expansion in the retail space in recent years.

We estimate there to be roughly 250,000 existing chain fast food locations in the United States with this sector averaging about 1.1% annual growth the last five years (since 2021). Since the pandemic, this sector has surpassed dollar stores in terms of the retail space using category adding the most units. Against this backdrop, high growth new chains like Dave's Hot Chicken (who wants to open 100 stores this year), or Raising Cane's (+50), as well as legacy players in expansion mode like Chipotle (+200), Dunkin' (+150), McDonald's (+150), Panda Express (+100), Whataburger (+70), Culver's (+50) and others, have struggled to meet growth goals or to find deals where the economics make sense.

The reality is that when it comes to drive-thru restaurant sites, the story of the past 30 years has largely been one of constrained supply and outsized demand with deal dynamics favoring owners. We think the pendulum is starting to swing back towards favoring tenants, and here is why.

Over the past few months, we have seen a sharp uptick in legacy franchisee bankruptcies across many major legacy QSR chains as well as more strategic closures of underperforming units being planned by chains facing increasingly challenging consumer economics. Build-to-suits on land leases, long-term leases, a preponderance of owned real estate and strong historical demand has typically translated into fast food restaurant sites maintaining among the lowest levels of vacancy of any retail real estate subset; usually below the 1.5% mark. But that is not currently the case.

# The Brown Book Retail Newsline

## Top News Impacting Retail Real Estate

### Brown Book Top Five

[Federal Reserve Holds Rates Steady for Fourth Stright Meeting as Inflation Risks Persist](#)

Logistics Management 4/30/26

[UBS: Retailers could close more than 40k stores in the next 5 years](#)

Retail Dive 4/24/26

[Consumers are Down, yet Retail Sales Keep Going Up. How Long Can This Last?](#)

Retail Dive 4/23/26

[US Retail Sales Surge in March on Higher Gas Prices](#)

Business of Fashion 4/21/26

[Deloitte Perspective: Q4 2024 Emerging Retail & Consumer Trends](#)

Deloitte 04/16/26

### Commercial Real Estate News

[How Retail Landlords Are Finding Revenue Beyond the Rent Roll](#)

Chain Store Age 5/1/26

[US Retail Property Forecast Remains Balanced: Limited New Supply Continues to Offset Vacancy Pressure](#)

Costar 4/29/26

[Rising Costs Weight on CRE Outlook](#)

Costar 4/28/26

[Luxury retailers Cluster Around 3 Cities \(New York, Los Angeles and Miami\) and Stay there](#)

CRE Daily 4/28/26

[More Than a Rough Patch: Recent Restaurant Closures Signal Market Correction](#)

Restaurant Dive 4/24/26

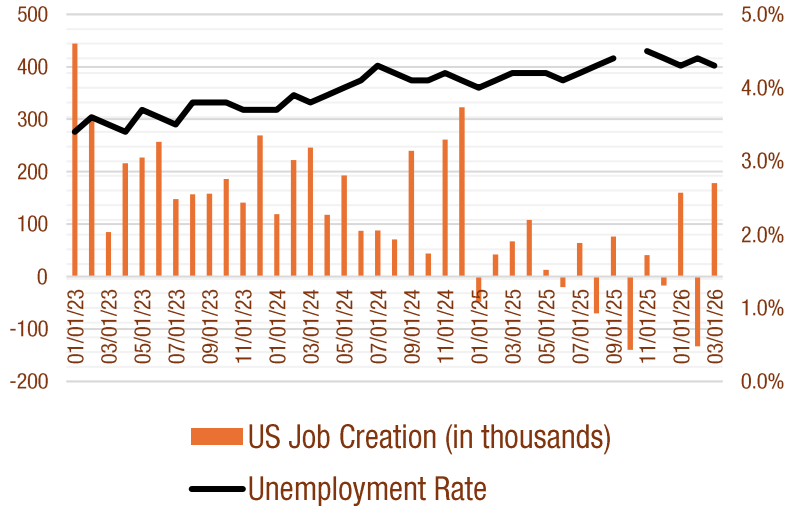
[Grocery-Anchored Retail Footprint Expands Amid k-Shaped Market](#)

CRE Daily 4/20/26

[Retail Rents Grow at Slowest Pace Since 2014](#)

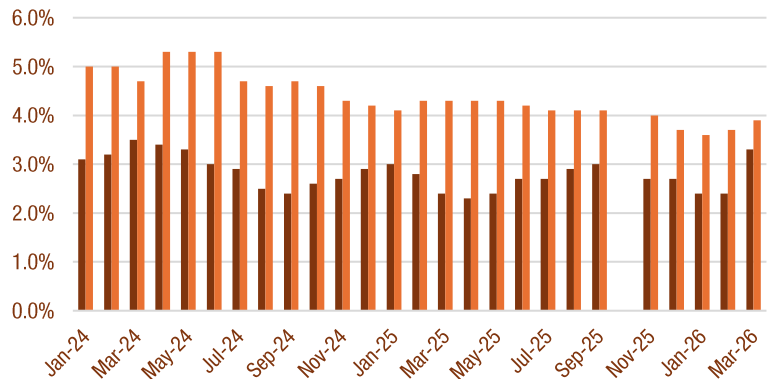
Costar 4/20/26

### US Unemployment & Job Creation



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

### 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)

[Big Central Banks Say Rate Hikes Getting Closer as Global Inflation Ramps Up](#)  
Reuters 4/30/26

[US Consumer Credit Market Increasingly Splitting Along a K-Shaped Path](#)  
TransUnion 4/30/26

[Fuel Prices Escalate Inflation; Independent Restaurants Decline; Jobless Claims Drop](#)  
Costar 4/30/26

[Why tariff refunds won't necessarily go back to consumers](#)  
Modern Retail 4/29/26

[How higher oil prices are shaking up the footwear industry](#)  
Modern retail 4/28/26

[Fast-casual restaurants sales growth cooled in 2025](#)  
Restaurant Business 4/24/26

[Spending rises in March, but underlying pressures signal caution ahead](#)  
Chain Store Age 4/23/26

[Despite Shocks—It's Still Hard to Bet Against the US Economy](#)  
RBC 4/22/26

[How surging gas prices are impacting grocers](#)  
Grocery Dive 4/22/26

[Gas Prices Push Retail Sales Up; Gas Stations +15.5%](#)  
Costar 4/21/26

[Tariff refund portal opens; some retailers may be due billions](#)  
Chain Store Age 4/20/26

[Food-At-Home Prices Ease in March As Grocery Volume Trends Stabilize](#)  
The Shelby Report 4/17/26

[Volatile Oil Markets Cloud the Economic Outlook](#)  
Federal Reserve Bank of San Francisco 4/16/26

### Drive-Thru Availability on the Rise

*Continued From Page One*

According to the Costar Group, there were 87,035 fast food buildings across the US as of the end of Q1 2026 with a total overall vacancy rate of 1.9%, up from 1.7% three months ago. While low overall, the current vacancy rate is now at the same level recorded at the close of 2020 when the market was just about to turn the corner from the pandemic. It still is a long way off from the 2.5% peak it hit in the aftermath of the 2008 Great Financial Crisis, but it means that we are seeing one of the more substantial upticks in fast food restaurant vacancy of the past 25 years.

Those numbers are likely to get worse before they get better. Wendy's, for example, is planning on closing 5% to 6% of its stores this year, a move that could shutter 300 locations nationally. Jack in the Box, Carl's Jr./Hardee's, Burger King, and Del Taco are all expected to record negative overall unit growth this year. Many chains planning corporate growth this year will face headwinds of increased franchisee failures that could tip them into the red in terms of net unit counts. The ongoing oil price shock is likely to be an aggravating factor in diverting consumer dollars away from restaurant spending that is likely to have a compounding effect if pricing remains substantially elevated heading into 2027.

The good news is that there remain hundreds of QSR concept actively looking for sites nationally across every subtype of food offering. This uptick in availability might alleviate some of the substantial upward pressure on rents many of these concepts have found challenging in recent years. But we are not likely to see a lot of premier corners coming back to market, save for cases when a franchise group or chain liquidates. Those opportunities will likely move very quickly when they do happen.

The real beneficiary of this trend is likely to be growth concepts willing to entertain second-generation space and we think for local chains or independents willing to take what might be viewed as secondary locations by the national credit chains. Either way, even if the economy faces a bumpy period ahead, we think the vacancy uptick will be absorbed pretty quickly by the market.

--Garrick Brown

# The Brown Book Retail Newsline

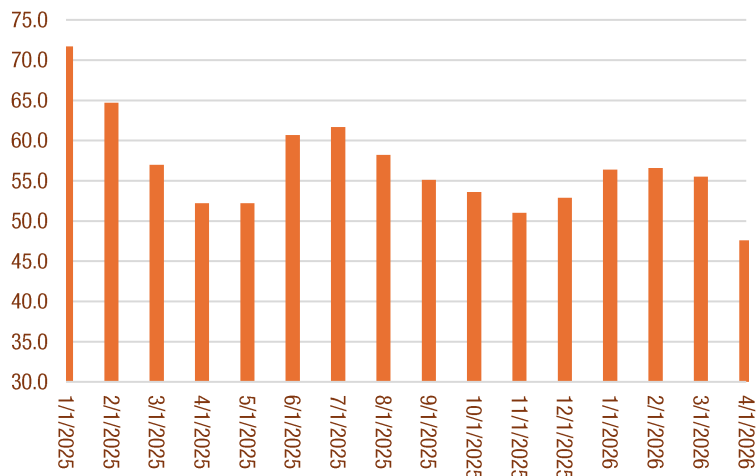
## Top News Impacting Retail Real Estate

### 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

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

[Buyers Emerge for Twin Peaks, Elevation Burger & Others as FAT Brands Breakup Begins](#)

QSR 4/30/26

[Bed Bath & Beyond Begins In-Store Merger and Rebrand at all Container Store Locations](#)

Fox Carolina 4/30/26

[Three Big Numbers: Breaking Down Yesway's IPO](#)

C-Store Dive 4/24/26

[QuikTrip to Sell Urgent Care Clinics After 6 Years in Business](#)

C-Store Dive 4/22/26

[Jersey Mike's Files for IPO](#)

Costar 4/20/26

[7-Eleven Delays IPO as Growth Strategy Clashes s/Complicated Reality](#)

C-Store Dive 4/16/26

# The Brown Book Retail Newsline

## Top News Impacting Retail Real Estate

### Retailer Roundup

[Footwear Brand Vivaia Launches US Expansion Push](#)  
Chain Store Age 4/29/26

[Academy Sports Store Openings: 125 Over Next 5 Years](#)  
Retail Dive 4/27/26

[CVS Expands Rollout of Small Format \(3K SF +/-\) Pharmacies](#)  
Costar 4/27/26

[10<sup>th</sup> Google Store Opening in San Diego in May](#)  
9to5Google 4/25/26

[700 Staples stores are bringing back Party City w/shop-in-shops](#)  
Fast company 4/24/26

[Longchamp Plans US & Canada Openings](#)  
Fashion Network 4/23/26

[Bed Bath & Beyond will operate stores in California, despite Marcus Lemonis' Previous Stance](#)  
Retail Dive 4/23/26

[New Era Opens Global Flagship in NYC](#)  
Chain Store Age 4/23/26

[BJ's Wholesale expands into Texas](#)  
Grocery Dive 4/21/26

[Clarks Back in the Black; Eyes New Store Openings Globally](#)  
Footwear News 4/21/26

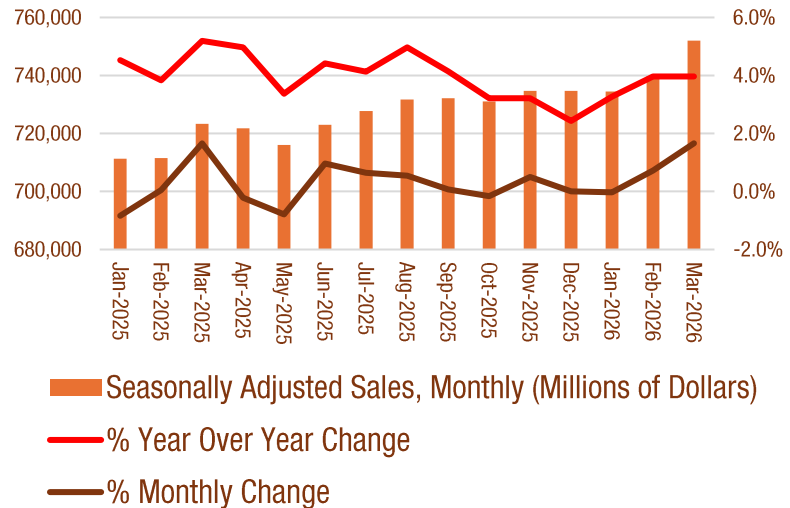
[Target to open 6 new stores in May](#)  
Retail Dive 4/20/26

[Lowe's continues growth with Florida, Texas stores planned](#)  
Chain Store Age 4/20/26

[The Pickler Expands in Northern California Mall](#)  
Costar 4/20/26

[Club Studio Gym Lands in Chicago Luxury District Retail District](#)  
Costar 4/20/26

US Retail Sales, All Categories



Mar 2025 Annual Change: +4.0%  
Monthly Change: +1.7%

[Vim + Vigor Fitness Takes New Gym Site in California's East Bay](#)  
Costar 4/20/26

[Fusion Gyms Takes Former H&M Space at Shops at 69th Street in Upper Darby PA](#)  
Costar 4/20/26

[Tecovas Opening in Chicago's Fulton Market](#)  
Costar 4/17/26

[Primark to Unveil Manhattan Flagship May 8th](#)  
Chain Store Age 4/17/26

[Nordstrom Rack Adds Four More Stores to Fall 2026 Openings](#)  
Chain Store Age 4/17/26

[Target plans for more than 300 store openings by 2035](#)  
Chain Store Age 4/17/26

[DTC furniture brand Povison to open its first physical store in Los Angeles](#)  
Chain Store Age 4/16/26

[Walmart Accelerates Pace of Openings: Will Open 20 Stores This Year](#)  
Costar 4/16/26

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## Top News Impacting Retail Real Estate

### Grocery Grind

[Desi Grocers Indian Grocery Store Now Open in Cy-Fair, Houston](#)  
Community Impact 4/30/26

[Erewhon to Open First Orange County Store in 2027](#)  
Orange County Business Journal 4/3/26

[Dierbergs Sets Opening Date for New University City MO Store](#)  
KSDK 4/29/26

[La Bonita Supermarkets to Open 8th Las Vegas Store](#)  
KVVU Las Vegas 4/29/26

[San Francisco's Bi-Rite plans 4th store to open in 2027](#)  
Progressive Grocer 4/29/26

[Pathmark Returns to Long Island with new Streamlined Concept](#)  
New York Post 4/28/26

[Tom Thumb opens new store in North TX; plans 5th later this year](#)  
The Shelby Report 4/24/26

[Shoppers say they'll share date with retailers-but they want to see a payoff](#)  
Grocery Dive 4/24/26

[Nugget Market Opens Another Location in Northern California](#)  
Progressive Grocer 4/23/26

[Maryland poised to ban dynamic pricing](#)  
Grocery Dive 4/22/26

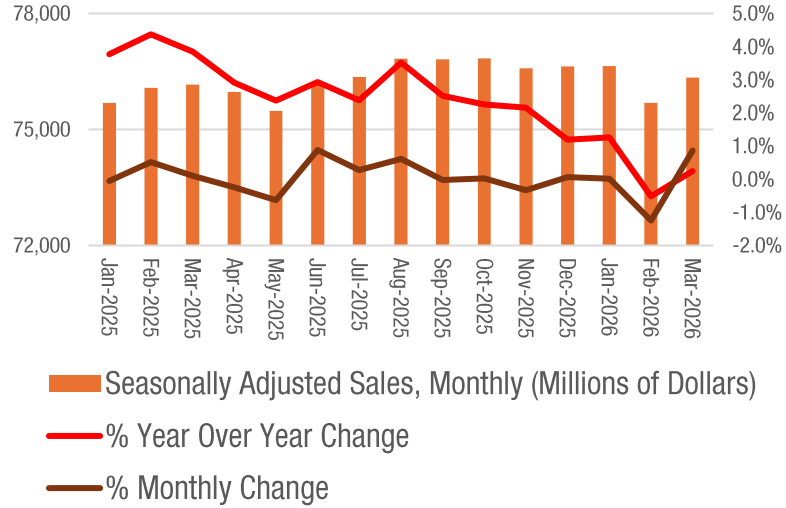
[Allegiance Retail Services will open new small format grocery banner, Pathmark Dailey in East Meadow NY](#)  
The Shelby Report 4/21/26

[Kroger's fueling empire grows as competitors threaten](#)  
Grocery Dive 4/20/26

[Walmart Plans 650 Store Remodels, 20 New Locations in 2026](#)  
The Shelby Report 4/17/26

[Food City Launches Pharmacy RX Pickup Station Pilot in TN](#)  
The Shelby Report 4/17/26

US Retail Sales, Grocery Stores



Mar 2025 Annual Change: +0.2%  
Monthly Change: +0.9%

**CENTERCHECK**

### Store Level Sales Data

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

Card Sales **\$33,431,859** +2.5%  
Trending up ↗

Shopper Demographics

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

Locational sales data is the holy grail of retail real estate. **CENTERCHECK**

# The Brown Book Retail Newsline

## Top News Impacting Retail Real Estate

### The Restaurant Review

[Mexican-Asian Concept VIVIBOWL Makes US Debut in NYC](#)

QSR 4/30/26

[Yum Brands Targets Taco Bell Expansion to More than 10K Stores](#)

Costar 4/29/26

[Chili's Preps for US Store Expansion in Coming Years](#)

Costar 4/29/26

[Café Patachou Opens First Ohio Location](#)

FSR 4/28/26

[Booze-Infused Ice Cream Chain Expands 'Barlours' Concept Across Country](#)

Costar 4/28/26

[Domino's Plans Expansion \(175 Stores This Year\)](#)

Costar 4/28/26

[Starbucks Raises Outlook as Store Expansion Gains Steam—650 Globally, 150 to 175 Stores in the USA](#)

Costar 4/28/26

[Ford's Garage Builds Momentum with Franchise Growth and 2026 Expansion Plans](#)

FSR 4/27/26

[Panda Express Continues to Grow Added 105 Units Last Year](#)

QSR 4/27/26

[Chili Shack plans to open 100 new restaurants nationwide in coming years](#)

QSR 4/27/26

[Some cities are getting their first Wataburger-here's where](#)

Fast Company 4/28/26

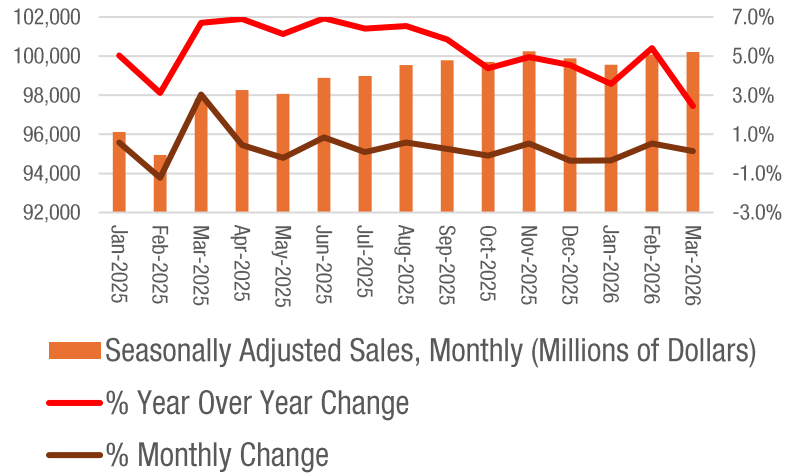
[The Gyro Project Opens 8<sup>th</sup> Unit in Northvale NJ](#)

QSR 4/23/26

[McDonald's added more locations in U.S. in 2025 than in year since 2002](#)

Nation's Restaurant News 4/23/26

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



Mar 2025 Annual Change: +2.4%  
Monthly Change: +0.1%

[Little Caesars deploy new drone for larger orders](#)  
Restaurant Dive 4/23/26

[Smoothie King has 200 stores in pipeline](#)  
Chain Store Age 4/23/26

[Skinny Louie to Open in NYC's Lower East Side](#)  
QSR 4/22/26

[Chicken Salad Chick adds 50-plus restaurants to pipeline in Q1](#)  
Chain Store Age 4/21/26

[Emeril Lagasse to bring Delmonico Steakhouse to New Orleans in fall 2026](#)  
FSR 4/20/26

[Gwyneth Paltrow brings goop kitchen to New York City](#)  
FSR 4/17/26

[Broken Yolk Café Plans Midwest Expansion with New Multi-Unit Deal](#)  
Restaurant News 4/16/26

[Smashburger Concept Skinny Louie opens new Miami restaurant; hopes to open have 30 locations by end of 2027](#)  
QSR 4/15/26

# The Brown Book Retail Newsline

## Top News Impacting Retail Real Estate

### North of the Border (Canadian Retail News)

[La Maison Simons Announces 2<sup>nd</sup> B.C. location in former Nordstrom space downtown Vancouver](#)  
Retail Insider 4/28/26

[Coast Appliances Files for CCAA After Leadership Exit](#)  
Retail Insider 4/28/26

[Juice Dudez Enters Toronto at the Well; Plans 2<sup>nd</sup> GTA Location Before End of Year](#)  
6IX Retail 4/26/26

[Alice + Olivia to Open first Canadian Store in Yorkville](#)  
Retail Insider 4/28/26

[No Frills Opens New Location in Edmonton, Readies Store in Sudbury Ontario](#)  
Canadian Grocer 4/24/26

[Canada business closures are outpacing new business openings](#)  
Retail Insider 4/27/26

[Red Apple to Unveil Refreshed Stores in BC and Manitoba](#)  
Canadian Grocer 4/24/26

[C'Est What Opens in Toronto's St. Lawrence Market](#)  
6IX Retail 4/23/26

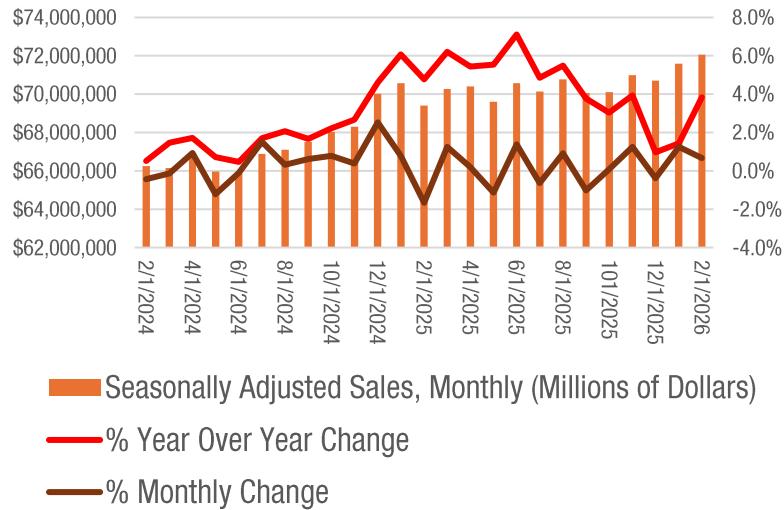
[Asian lifestyle and beauty brand SUKOSHI plans to surpass 40 stores by end of year](#)  
Retail Insider 4/22/26

[Here's When IKEA is Opening Canada's First Small Format Store in Sudbury ON](#)  
Nsauga 4/21/26

[Korean Coffee House Ediya Coffee Enters Canada with 1<sup>st</sup> Toronto Store](#)  
Retail Insider 4/21/26

[Hillberg & Berk Expands Towards 30 Stores in Canada](#)  
Retail Insider 4/21/26

Canadian Retail Sales

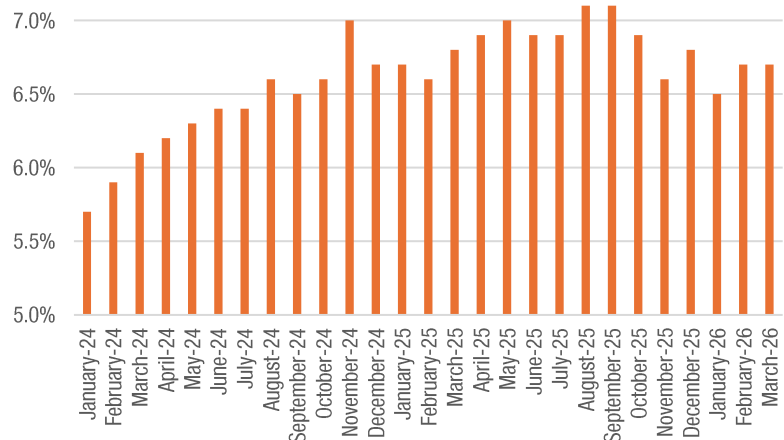


Feb. 2026 Annual Change: 3.8%  
Monthly Change: 0.7%

[Flying Tiger Enters Canada with Toronto store launch](#)  
Retail Insider 4/17/26

[Jewelry Store Michael Hill Opens Vancouver Flagship](#)  
Retail Insider 4/15/26

Canada Unemployment Rate Mar. 2026: 6.7%



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## Top News Impacting Retail Real Estate

### Contraction Faction (Bad News, Bankruptcies & Closures)

[Lammies Candies Closes All Stores](#)  
The Street 4/30/26

[Smokey Bones just closed all of its stores](#)  
Fast Company 4/29/26

[Bruno's Shop Smart to Close Lakeport CA Store in July](#)  
Lake County News 4/28/26

[Domino's Expects Papa Johns & Pizza Hut to Close More Stores](#)  
Restaurant Dive 4/28/26

[Subway Cuts Hundreds More Stores: Net Decline of 729 Units in 2025](#)  
QSR 4/27/26

[Pizza Hut is closing hundreds of restaurants: See List Here](#)  
Fast Company 4/27/26

[Hardee's to Close Dozens of Locations](#)  
Costar 4/26/26

[A large Hardee's franchisee declares Chapter 7 bankruptcy](#)  
Restaurant Business 4/22/26

[Patagonia's Dallas Store Closing to Leave Chain w/Only One Texas Location](#)  
Costar 4/17/26

[Live Nation Could Shed Venues After Court Ruling](#)  
Costar 4/16/26

[Mo' Bettahs closes all 5 restaurants in Kansas City market](#)  
Nation's Restaurant News 4/15/26

[Macy's closing 14 stores-here are the locations](#)  
Chain Store Age 4/15/26

[Painted Tree Boutiques Abruptly Closes All Its Stores](#)  
Costar 4/15/26

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

[Stewart's Planning 2-Story C-Store in Saratoga Springs NY](#)  
C-Store Dive 4/29/26

[Legacy Markets acquires 10 PowerTrac convenience and liquor stores in South Carolina](#)  
CSP 4/28/26

[Freshies Debuts New Concept at Flagship Store in Hampden Maine](#)  
Convenience Store News 4/27/26

[Royal Farms Reveals Expansion Into South Carolina](#)  
C-Store Dive 4/23/26

[Fresh Stop acquires 4 Texas convenience stores for \\$13.2M](#)  
CSP 4/23/26

[Gelson's Debuts Second Convenience Store; ReCharge by Gelson's Opens in Costa Mesa CA](#)  
Costar 4/21/26

[Survey Says 80% Consumers say C-Store Prices Equal to or Better Than Fast Food Prices](#)  
C-Store Dive 4/20/26

### 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](http://www.brownbook.us)

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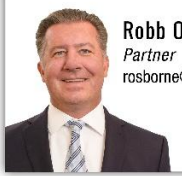
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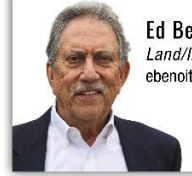
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### ABOUT THE WRITER

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>     |
|                                      | <b>AND MANY MORE...</b>                |