

retail



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# 2018 Retail Sales

**\$6.05 B** → **4.01%** INCREASE  
OVER 2017

RESTAURANTS → 1.53%

4TH QUARTER → 10.47%

# Other Notable Sales Trends

WOMEN'S APPAREL



3.52%

SHOES



2.31%

AUTO DEALERS



7.43%

APPLIANCES



21.01%

BOWLING



77.75%

BOOK STORES



11.24%

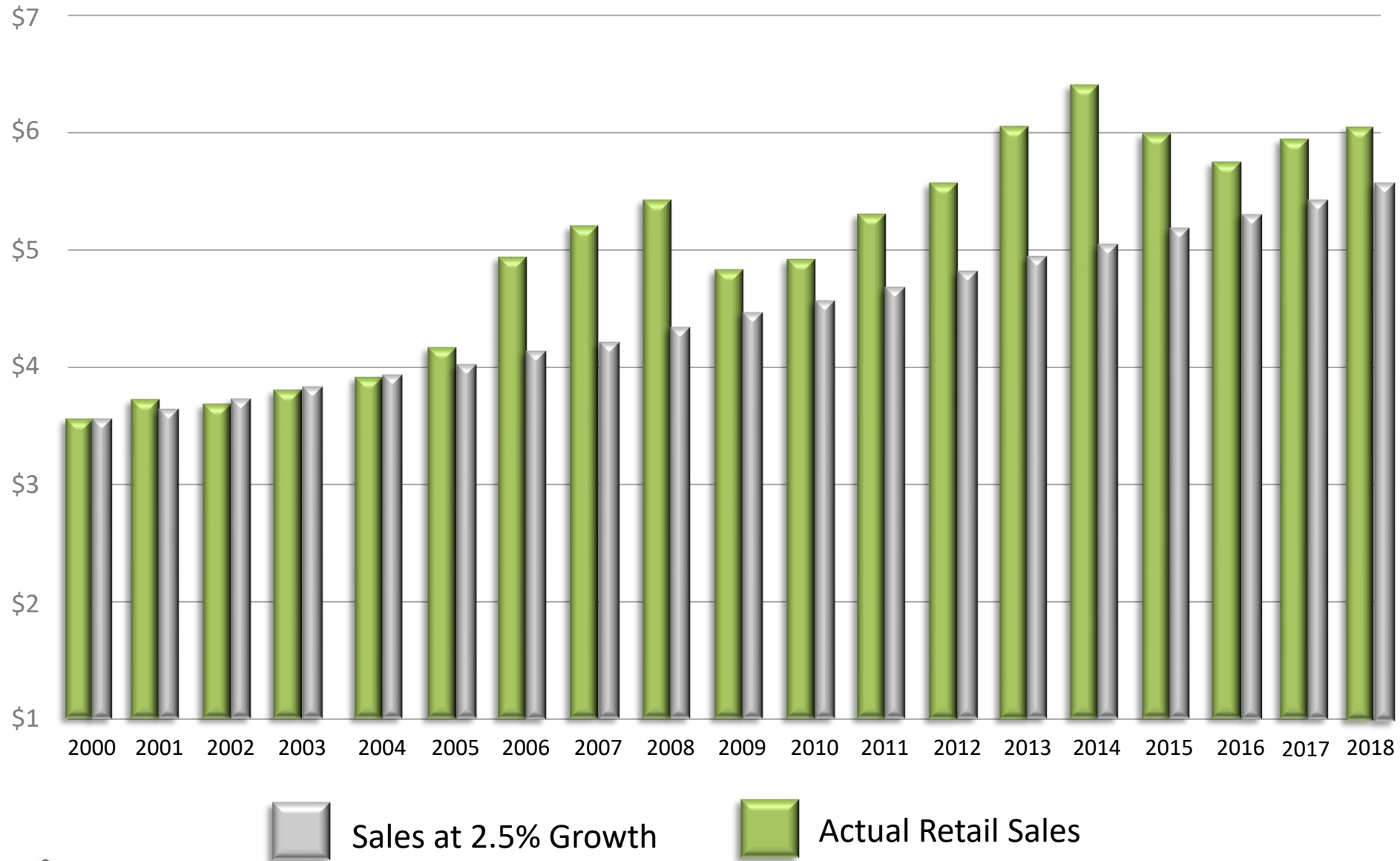
FUNERAL HOMES



5.47%



# Retail Sales - Actual vs 2.5% Increase



Sales at 2.5% Growth

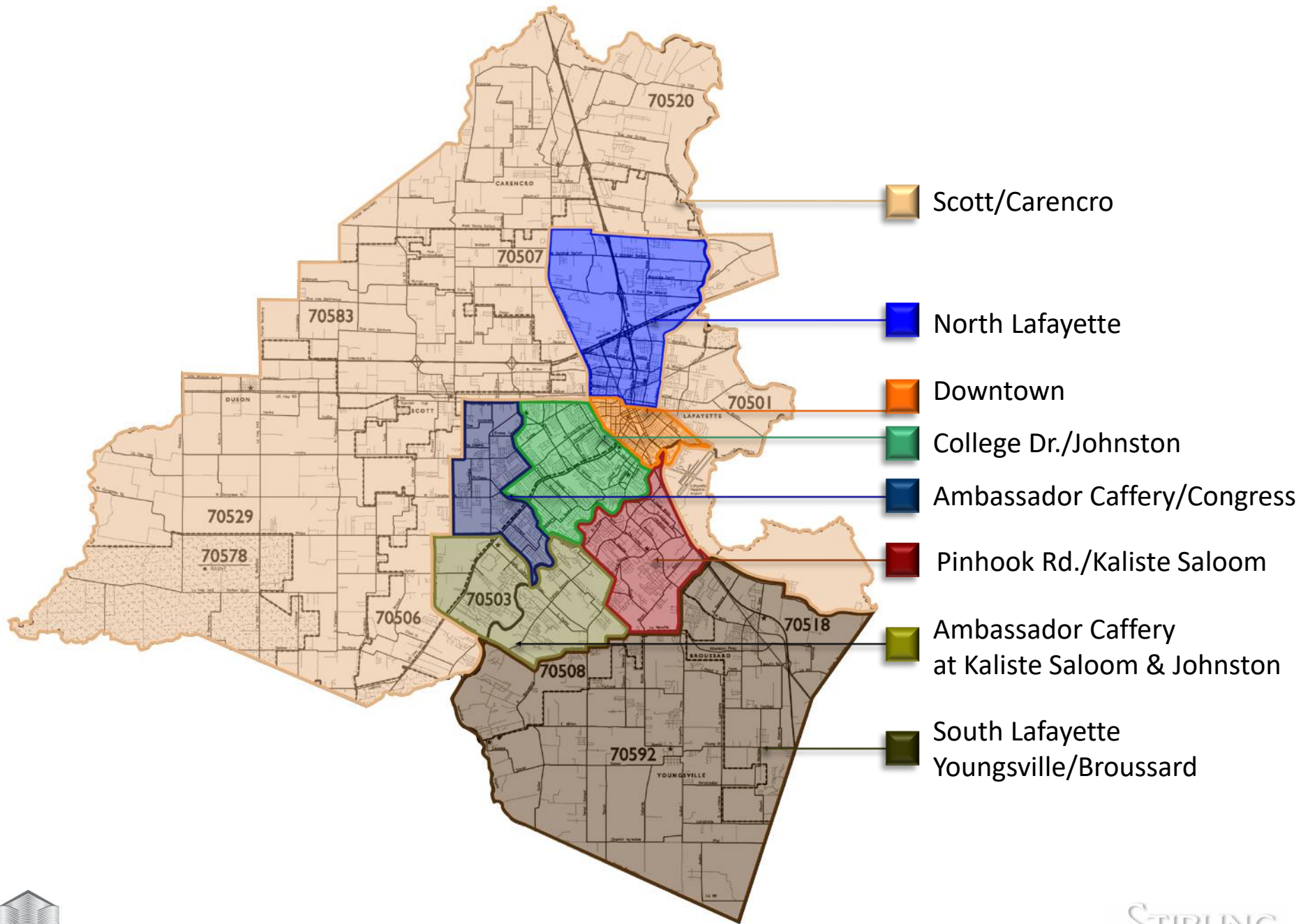


Actual Retail Sales



2019

STIRLING  
PROPERTIES



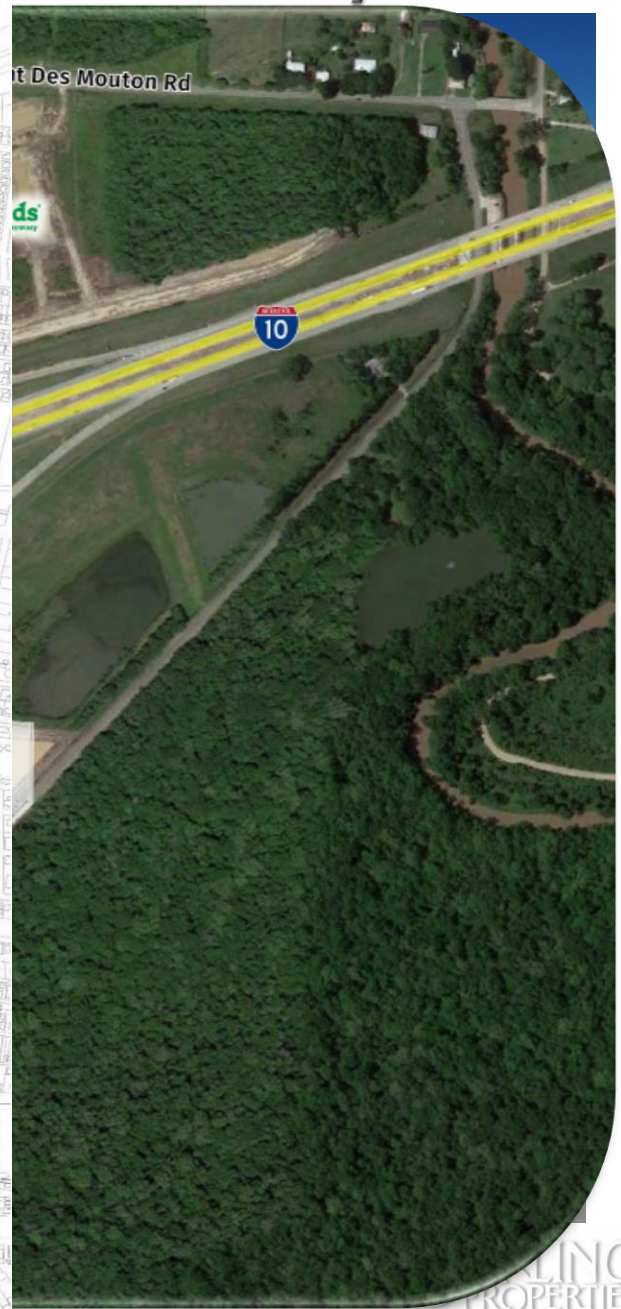


# Scott and Carencro





# North Lafayette







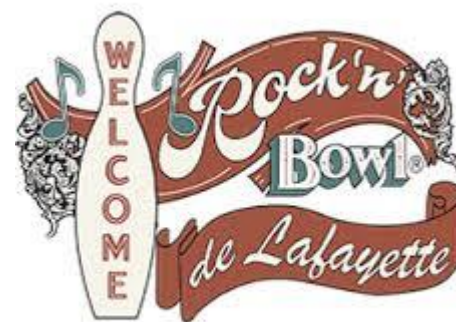
# Downtown Lafayette

Lafayette began its' retail history downtown in 1895.



# CENTRAL

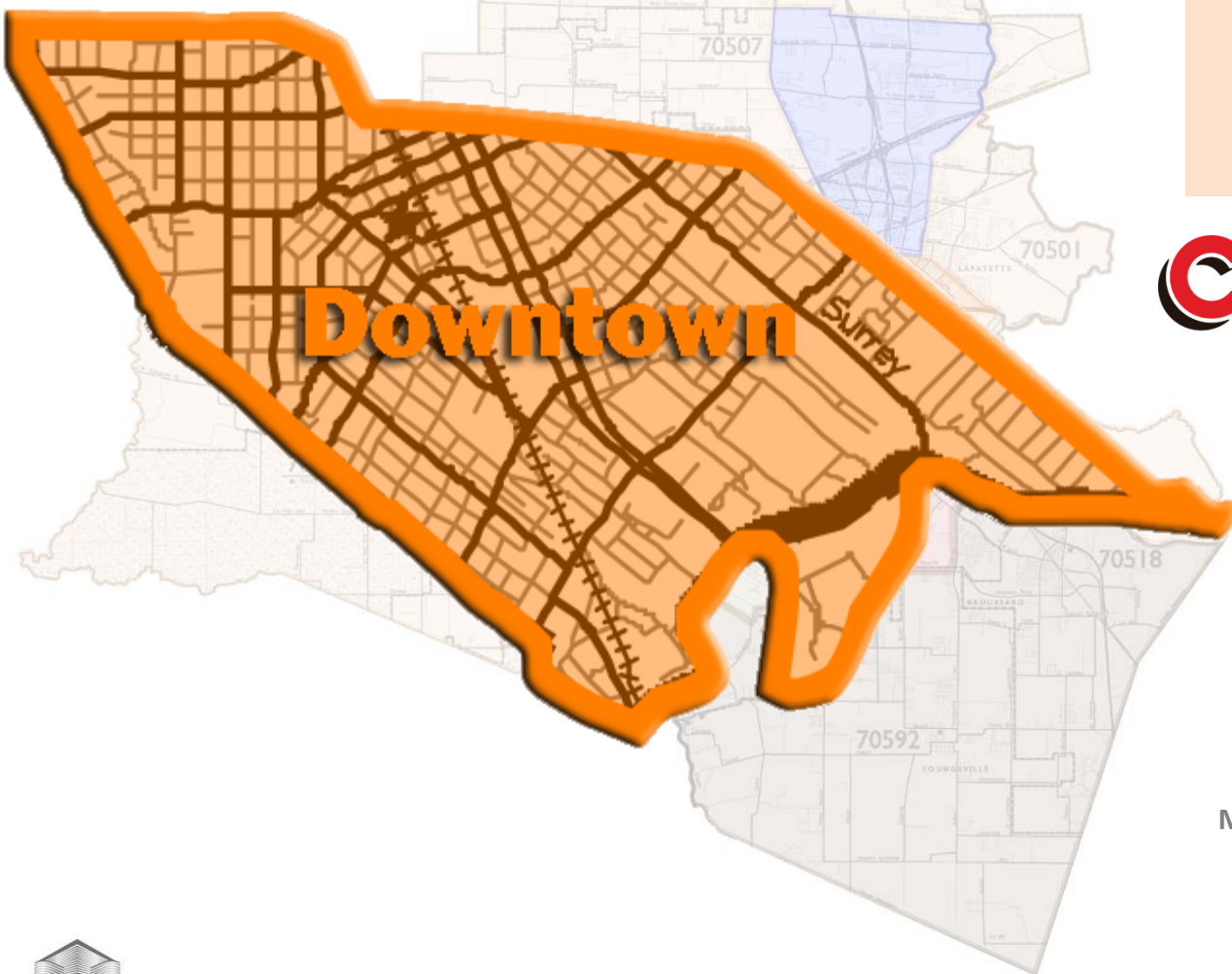
PIZZA & BAR



Meaningful momentum in our urban core

Competition for concepts

Both residential and office demand



## Downtown



2019

STIRLING  
PROPERTIES



# College at Johnston



# South Lafayette Parish Broussard Youngsville

Pace of development has slowed, not stopped

Evolution of tenant lifecycles taking place

Rents still solid, but a wide range of \$15-\$22/sf

Ambassador Extension gaining traction

**South Lafayette Parish  
Broussard - Youngsville**





# Ambassador & Johnston Ambassador & Kaliste Saloom

700,000sf+ of retail brought online in the last 18+ months

- Very solid absorption rate

Kind of boring in '18, likely more of the same in '19

Stable small-shop rates in the \$24-\$26/sf range

- High comp in the low \$30's/sf

Acadiana Mall stability?

**Ambassador  
at Johnston**

70503

**Ambassador  
at Kaliste Saloom**







**CBL®**

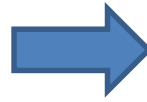
**H&M**

 **SPINOSO**  
REAL ESTATE GROUP

 **NAMDAR**

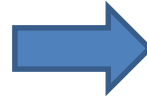
  
*White Barn*

TOYS R US



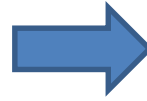
Bargain  
**OLLIE'S OUTLET**  
"GOOD STUFF CHEAP"

Winn-Dixie



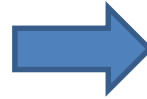
**CLUB 4**  
FITNESS

**KOHL'S**



???

**COST PLUS**  
**WORLD MARKET**  
Unique, authentic and always affordable.



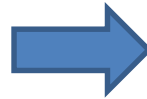
**sears**  
home & life

**RITE**  
**AID**



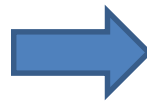
 **DOLLAR TREE**

**Logan's**  
**ROADHOUSE**



 **Pedro's**  
TACOS + TEQUILA BAR

**COPELAND'S**



**Sushi Masa**

Seafood & Japanese Fusion

STIRLING  
PROPERTIES



2019

Lafayette Parish Retail Sales Total  
2009-2018

Source: Lafayette Economic  
Development Authority

2009	4.79 B
2010	4.83 B
2011	5.36 B
2012	5.71 B
2013	6.02 B
2014	6.41 B
2015	6.01 B
2016	5.78 B
2017	5.82 B
2018	6.05 B

10 Year Total: 56.78 B  
B = Billion

Thank You for Attending Today!  
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