



4th Quarter 2011

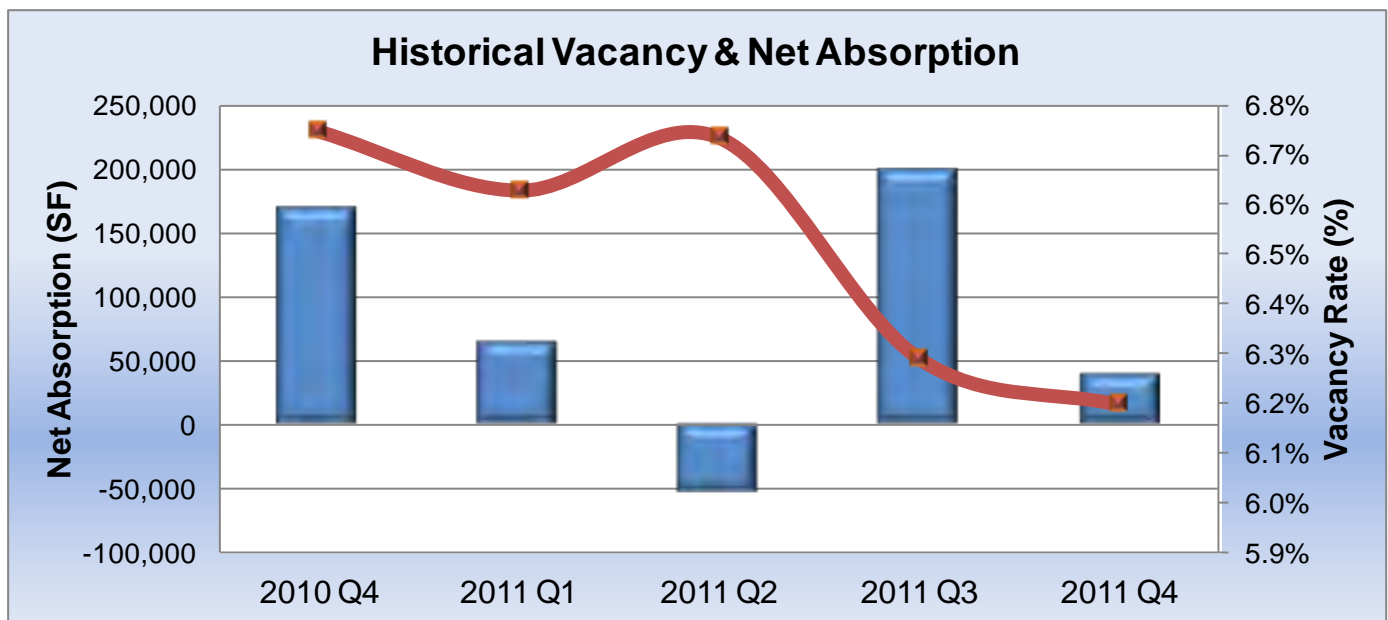
RETAIL

\$250

Market Highlights

- The Nashville Retail market ended the year on a positive note, posting 39,675 SF for the quarter and nearly 250,00 SF in positive absorption throughout the year.
- Vacancy rates have continued to decline moderately throughout the course of the year, while overall asking rates are now starting to increase; which is expected to continue through 2012.
- The Donelson and Green Hills markets witnessed the biggest drop in vacancy rates throughout 2011. Donelson decreased from 5.08% to 3.36%, meanwhile, Geen Hills ended the year at an even lower 2.48% down from 4.33% at year end 2010.
- Publix signed the largest lease with 50,000 SF at The Crossings.

	# of Bldgs	Inventory (SF)	Total Available (SF)	Total Vacant (SF)	Total Vacancy Rate (%)	Direct Vacant (SF)	Direct Vacancy Rate (%)	Available Sublease (SF)	Direct Quarterly Absorption	Direct YTD Absorption
Regional Ctr	9	6,422,884	89,965	81,965	1.3%	81,965	1.3%	0	17,742	97,314
Community Ctr	39	8,904,447	781,806	650,826	7.3%	650,826	7.3%	0	35,897	97,140
Conv/Strip Ctr	286	5,098,770	632,918	565,616	11.1%	560,694	11.0%	6,322	-9,649	64,021
Neighborhood Ctr	244	16,147,075	1,824,961	1,420,115	8.8%	1,412,380	8.7%	20,937	27,685	949
Power Ctr	120	12,139,408	432,986	312,587	2.6%	312,587	2.6%	78,033	-32,000	-11,537
Grand Total	698	48,712,584	3,762,636	3,031,109	6.2%	3,018,452	6.2%	105,292	39,675	247,887



Market Snapshot

	# of Bldgs	Inventory (SF)	Total Available (SF)	Total Vacant (SF)	Total Vacancy Rate (%)	Direct Vacant (SF)	Direct Vacancy Rate (%)	Available Sublease (SF)	Direct Quarterly Absorption (SF)	Direct YTD Absorption (SF)
Bellevue/West Nashville	36	2,987,939	73,298	70,248	2.4%	70,248	2.4%	0	1,484	-7,772
Regional Ctr	0	0	0	0	0.0%	0	0.0%	0	0	0
Community Ctr	1	174,431	0	0	0.0%	0	0.0%	0	0	0
Conv/Strip Ctr	9	145,322	4,870	3,420	2.4%	3,420	2.4%	0	1,484	1,800
Neighborhood Ctr	15	1,061,220	68,428	66,828	6.3%	66,828	6.3%	0	0	-9,572
Power Ctr	11	1,606,966	0	0	0.0%	0	0.0%	0	0	0
Brentwood	32	1,601,369	90,108	53,561	3.3%	53,561	3.3%	0	-6,527	2,891
Regional Ctr	0	0	0	0	0.0%	0	0.0%	0	0	0
Community Ctr	1	310,000	26,792	0	0.0%	0	0.0%	0	0	0
Conv/Strip Ctr	16	296,618	38,582	28,827	9.7%	28,827	9.7%	0	-6,527	-11,233
Neighborhood Ctr	12	905,407	24,734	24,734	2.7%	24,734	2.7%	0	0	14,124
Power Ctr	3	89,344	0	0	0.0%	0	0.0%	0	0	0
Cool Springs/Franklin/Spring Hill	96	7,575,496	332,468	301,492	4.0%	301,492	4.0%	1,400	-17	57,550
Regional Ctr	1	1,125,914	5,000	5,000	0.4%	5,000	0.4%	0	0	0
Community Ctr	7	1,651,361	169,427	155,652	9.4%	155,652	9.4%	0	6,097	6,897
Conv/Strip Ctr	50	907,177	88,016	78,495	8.7%	78,495	8.7%	1,400	-4,431	54,275
Neighborhood Ctr	22	1,358,336	38,159	35,789	2.6%	35,789	2.6%	0	-1,683	7,414
Power Ctr	16	2,532,708	31,866	26,556	1.0%	26,556	1.0%	0	0	-11,036
Donelson/Hermitage	35	2,866,529	301,156	96,381	3.4%	96,381	3.4%	8,624	34,947	43,357
Regional Ctr	0	0	0	0	0.0%	0	0.0%	0	0	0
Community Ctr	4	700,729	55,233	27,333	3.9%	27,333	3.9%	0	14,400	17,071
Conv/Strip Ctr	12	245,104	23,548	23,548	9.6%	23,548	9.6%	0	-6,481	-2,266
Neighborhood Ctr	12	1,020,470	192,613	30,794	3.0%	30,794	3.0%	8,624	27,028	28,928
Power Ctr	7	900,226	29,762	14,706	1.6%	14,706	1.6%	0	0	-376
Downtown/West End	42	1,293,477	125,746	116,302	9.0%	116,302	9.0%	4,578	4,147	17,951
Regional Ctr	0	0	0	0	0.0%	0	0.0%	0	0	0
Community Ctr	0	0	0	0	0.0%	0	0.0%	0	0	0
Conv/Strip Ctr	23	442,423	86,910	86,910	19.6%	86,910	19.6%	0	0	0
Neighborhood Ctr	15	741,905	38,836	29,392	4.0%	29,392	4.0%	4,578	4,147	17,951
Power Ctr	4	109,149	0	0	0.0%	0	0.0%	0	0	0
Green Hills/Belle Meade	43	2,717,742	81,464	80,003	2.9%	67,346	2.5%	12,657	0	52,155
Regional Ctr	1	742,989	3,661	3,661	0.5%	3,661	0.5%	0	0	30,000
Community Ctr	2	326,000	15,788	15,788	4.8%	15,788	4.8%	0	0	7,500
Conv/Strip Ctr	20	359,685	6,830	6,830	1.9%	1,908	0.5%	4,922	0	11,282
Neighborhood Ctr	16	987,189	55,185	53,724	5.4%	45,989	4.7%	7,735	0	3,373
Power Ctr	4	301,879	0	0	0.0%	0	0.0%	0	0	0
Hendersonville/Gallatin	58	4,274,117	310,109	280,230	6.6%	280,230	6.6%	0	3,645	-36,706
Regional Ctr	0	0	0	0	0.0%	0	0.0%	0	0	0
Community Ctr	5	1,358,498	42,759	36,439	2.7%	36,439	2.7%	0	0	-12,500
Conv/Strip Ctr	17	301,501	36,216	22,632	7.5%	22,632	7.5%	0	0	7,275
Neighborhood Ctr	29	1,960,803	231,134	221,159	11.3%	221,159	11.3%	0	3,645	-31,481
Power Ctr	7	653,315	0	0	0.0%	0	0.0%	0	0	0

Market Snapshot [continued on next page...]

Market Snapshot [continued]

	# of Bldgs	Inventory (SF)	Total Available (SF)	Total Vacant (SF)	Total Vacancy Rate (%)	Direct Vacant (SF)	Direct Vacancy Rate (%)	Available Sublease (SF)	Direct Quarterly Absorption (SF)	Direct YTD Absorption (SF)
Mt Juliet/Lebanon	42	4,213,932	325,327	315,195	7.5%	315,195	7.5%	0	0	12,088
Regional Ctr	2	1,750,826	13,629	13,629	0.8%	13,629	0.8%	0	0	0
Community Ctr	2	467,846	39,900	39,900	8.5%	39,900	8.5%	0	0	0
Conv/Strip Ctr	15	249,421	13,100	13,100	5.3%	13,100	5.3%	0	0	2,100
Neighborhood Ctr	16	1,185,396	258,698	248,566	21.0%	248,566	21.0%	0	0	9,988
Power Ctr	7	560,443	0	0	0.0%	0	0.0%	0	0	0
North	76	6,276,023	431,950	388,499	6.2%	388,499	6.2%	0	-13,525	45,854
Regional Ctr	3	1,392,259	16,646	8,646	0.6%	8,646	0.6%	0	0	41,993
Community Ctr	10	1,953,266	254,658	253,458	13.0%	253,458	13.0%	0	15,400	18,302
Conv/Strip Ctr	20	329,365	31,955	31,955	9.7%	31,955	9.7%	0	2,500	18,933
Neighborhood Ctr	26	1,507,804	96,691	62,440	4.1%	62,440	4.1%	0	575	-1,374
Power Ctr	17	1,093,329	32,000	32,000	2.9%	32,000	2.9%	0	-32,000	-32,000
Rutherford County	126	7,973,895	790,656	640,285	8.0%	640,285	8.0%	0	7,602	86,739
Regional Ctr	1	594,896	20,029	20,029	3.4%	20,029	3.4%	0	17,742	25,321
Community Ctr	6	1,660,687	160,694	105,701	6.4%	105,701	6.4%	0	0	59,870
Conv/Strip Ctr	59	979,016	161,377	143,785	14.7%	143,785	14.7%	0	535	-8,771
Neighborhood Ctr	43	2,695,668	443,479	365,693	13.6%	365,693	13.6%	0	-10,675	-21,556
Power Ctr	17	2,043,628	5,077	5,077	0.2%	5,077	0.2%	0	0	31,875
Southeast Corridor	112	6,932,065	900,354	688,913	9.9%	688,913	9.9%	78,033	7,919	-26,220
Regional Ctr	1	816,000	31,000	31,000	3.8%	31,000	3.8%	0	0	0
Community Ctr	1	301,629	16,555	16,555	5.5%	16,555	5.5%	0	0	0
Conv/Strip Ctr	45	843,138	141,514	126,114	15.0%	126,114	15.0%	0	3,271	-9,374
Neighborhood Ctr	38	2,722,877	377,004	280,996	10.3%	280,996	10.3%	0	4,648	-16,846
Power Ctr	27	2,248,421	334,281	234,248	10.4%	234,248	10.4%	78,033	0	0
Grand Total	698	48,712,584	3,762,636	3,031,109	6.2%	3,018,452	6.2%	105,292	39,675	247,887

Historical Snapshot

	Direct Vacancy Rate %					Asking Direct Lease Rate (NNN)				
	2010 Q4	2011 Q1	2011 Q2	2011 Q3	2011 Q4	2010 Q4	2011 Q1	2011 Q2	2011 Q3	2011 Q4
Bellevue/West Nashville	2.09%	2.12%	2.22%	2.40%	2.35%	\$17.44	\$16.93	\$16.42	\$15.34	\$15.17
Regional Ctr	0.00%	0.00%	0.00%	0.00%	0.00%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Community Ctr	1.66%	1.74%	1.89%	0.00%	0.00%	\$17.00	\$17.00	\$14.00	\$0.00	\$0.00
Conv/Strip Ctr	12.04%	12.04%	12.33%	3.37%	2.35%	\$17.58	\$16.90	\$16.90	\$15.13	\$14.00
Neighborhood Ctr	0.00%	0.00%	0.00%	6.30%	6.30%	\$0.00	\$0.00	\$0.00	\$15.50	\$15.75
Power Ctr	0.00%	0.00%	0.00%	0.00%	0.00%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Brentwood	3.63%	3.63%	3.29%	2.94%	3.34%	\$17.06	\$18.55	\$18.31	\$19.31	\$19.35
Regional Ctr	0.00%	0.00%	0.00%	0.00%	0.00%	\$26.00	\$26.00	\$26.00	\$0.00	\$0.00
Community Ctr	2.46%	2.46%	0.87%	0.00%	0.00%	\$10.00	\$10.00	\$0.00	\$26.00	\$29.00
Conv/Strip Ctr	8.56%	8.56%	9.91%	7.52%	9.72%	\$16.75	\$18.69	\$17.21	\$18.08	\$18.06
Neighborhood Ctr	0.00%	0.00%	0.00%	2.73%	2.73%	\$0.00	\$0.00	\$0.00	\$20.00	\$20.00
Power Ctr	0.00%	0.00%	0.00%	0.00%	0.00%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Cool Springs/Franklin/ Spring Hill	4.73%	4.24%	4.58%	3.98%	3.98%	\$20.75	\$20.67	\$20.88	\$20.90	\$20.51
Regional Ctr	3.00%	2.96%	3.87%	0.44%	0.44%	\$22.50	\$21.25	\$21.29	\$24.00	\$24.00
Community Ctr	5.03%	5.07%	5.07%	9.79%	9.43%	\$18.54	\$17.92	\$17.92	\$18.00	\$18.00
Conv/Strip Ctr	13.85%	10.61%	10.37%	8.16%	8.65%	\$20.85	\$21.15	\$21.52	\$21.97	\$21.40
Neighborhood Ctr	0.00%	0.00%	0.00%	2.51%	2.63%	\$0.00	\$0.00	\$0.00	\$19.40	\$18.46
Power Ctr	0.00%	0.00%	0.00%	1.05%	1.05%	\$0.00	\$0.00	\$0.00	\$20.63	\$21.75
Donelson/Hermitage	5.08%	4.99%	5.03%	4.79%	3.36%	\$12.24	\$11.87	\$12.18	\$11.39	\$12.14
Regional Ctr	4.92%	5.33%	5.33%	0.00%	0.00%	\$16.00	\$16.00	\$16.00	\$0.00	\$0.00
Community Ctr	6.29%	6.29%	6.29%	5.96%	3.90%	\$10.72	\$10.72	\$11.31	\$7.94	\$12.97
Conv/Strip Ctr	8.39%	7.33%	7.61%	6.96%	9.61%	\$12.10	\$11.50	\$11.98	\$10.02	\$11.01
Neighborhood Ctr	0.00%	0.00%	0.00%	6.25%	3.02%	\$0.00	\$0.00	\$0.00	\$12.13	\$11.88
Power Ctr	0.00%	0.00%	0.00%	1.63%	1.63%	\$0.00	\$0.00	\$0.00	\$16.00	\$16.00
Downtown/West End	10.00%	10.09%	10.08%	9.31%	8.99%	\$21.80	\$23.07	\$22.44	\$22.22	\$22.22
Regional Ctr	0.00%	0.00%	0.00%	0.00%	0.00%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Community Ctr	2.03%	1.36%	1.70%	0.00%	0.00%	\$0.00	\$24.75	\$22.50	\$0.00	\$0.00
Conv/Strip Ctr	17.08%	16.95%	16.75%	19.64%	19.64%	\$21.80	\$22.40	\$22.40	\$24.75	\$24.75
Neighborhood Ctr	0.00%	0.00%	0.00%	4.52%	3.96%	\$0.00	\$0.00	\$0.00	\$20.20	\$20.20
Power Ctr	0.00%	0.00%	0.00%	0.00%	0.00%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Green Hills/Belle Meade	4.33%	4.31%	3.23%	2.48%	2.48%	\$24.36	\$23.69	\$23.36	\$22.57	\$21.93
Regional Ctr	4.28%	4.28%	0.25%	0.49%	0.49%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Community Ctr	5.66%	5.85%	6.04%	4.84%	4.84%	\$25.70	\$23.38	\$23.38	\$22.00	\$22.00
Conv/Strip Ctr	4.25%	3.85%	3.61%	0.53%	0.53%	\$23.61	\$23.83	\$23.36	\$16.75	\$16.00
Neighborhood Ctr	0.00%	0.00%	0.00%	4.66%	4.66%	\$0.00	\$0.00	\$0.00	\$25.63	\$23.10
Power Ctr	0.00%	0.00%	0.00%	0.00%	0.00%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

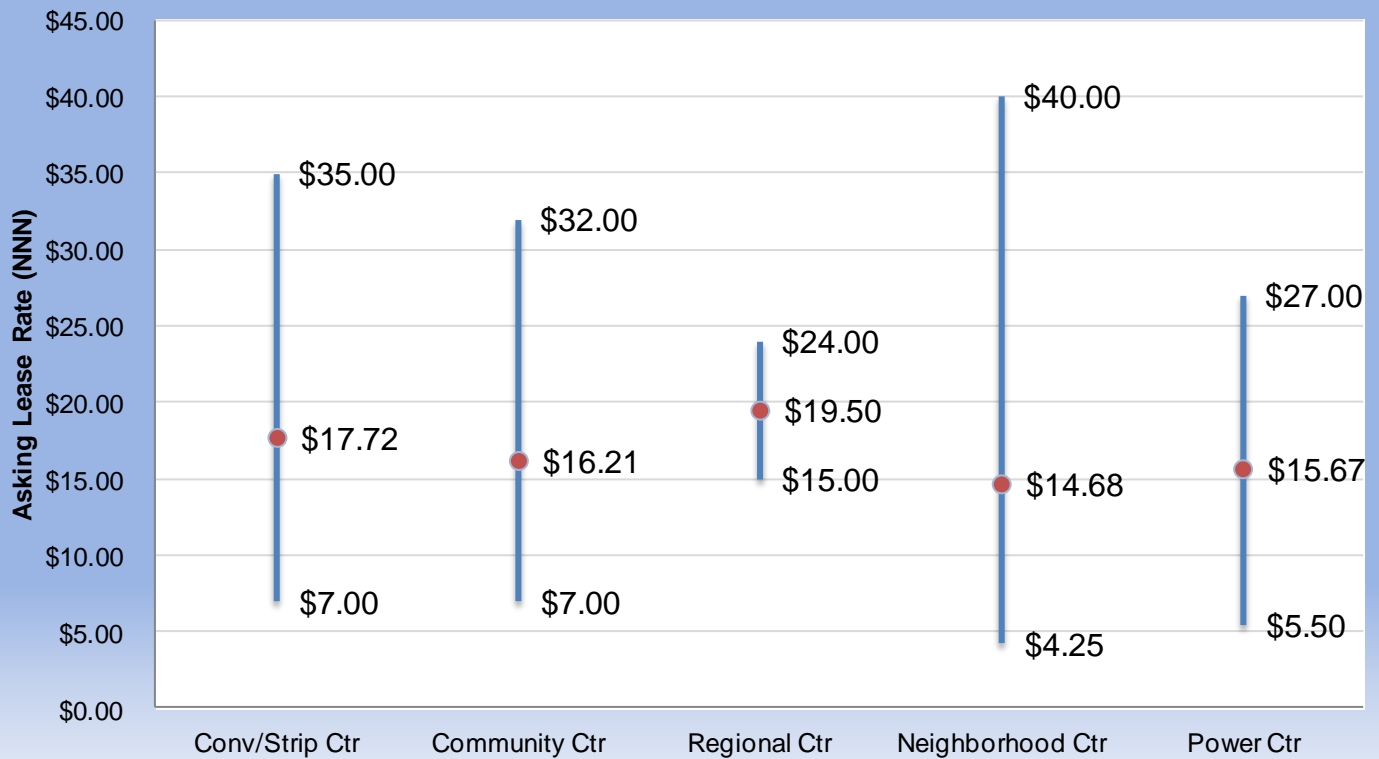
Historical Snapshot [continued on next page...]

Historical Snapshot [continued]

	Direct Vacancy Rate %					Asking Direct Lease Rate (NNN)				
	2010 Q4	2011 Q1	2011 Q2	2011 Q3	2011 Q4	2010 Q4	2011 Q1	2011 Q2	2011 Q3	2011 Q4
Hendersonville/Gallatin	6.21%	6.26%	7.08%	6.64%	6.56%	\$14.96	\$13.92	\$12.92	\$13.03	\$12.96
Regional Ctr	0.22%	0.22%	0.22%	0.00%	0.00%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Community Ctr	7.38%	7.56%	9.02%	2.68%	2.68%	\$12.75	\$12.75	\$11.78	\$0.00	\$0.00
Conv/Strip Ctr	13.69%	13.37%	12.79%	7.51%	7.51%	\$16.54	\$14.66	\$13.89	\$16.50	\$16.25
Neighborhood Ctr	0.00%	0.00%	0.00%	11.46%	11.28%	\$0.00	\$0.00	\$0.00	\$11.87	\$11.87
Power Ctr	0.00%	0.00%	0.00%	0.00%	0.00%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Mt Juliet/Lebanon	7.77%	7.99%	8.03%	7.48%	7.48%	\$13.36	\$12.66	\$12.74	\$12.65	\$12.86
Regional Ctr	2.64%	2.64%	2.64%	0.78%	0.78%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Community Ctr	17.62%	17.62%	17.73%	8.53%	8.53%	\$12.50	\$11.90	\$12.13	\$0.00	\$0.00
Conv/Strip Ctr	7.23%	9.25%	9.25%	5.25%	5.25%	\$14.23	\$13.43	\$13.23	\$13.75	\$15.50
Neighborhood Ctr	0.00%	0.00%	0.00%	20.97%	20.97%	\$0.00	\$0.00	\$0.00	\$12.34	\$12.48
Power Ctr	0.00%	0.00%	0.00%	0.00%	0.00%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
North	6.90%	6.33%	6.27%	5.97%	6.19%	\$12.34	\$12.29	\$12.34	\$12.32	\$12.42
Regional Ctr	3.35%	3.35%	3.35%	0.62%	0.62%	\$8.00	\$8.00	\$8.00	\$11.50	\$15.00
Community Ctr	11.06%	10.11%	10.17%	13.76%	12.98%	\$12.57	\$12.57	\$12.61	\$13.38	\$13.13
Conv/Strip Ctr	7.42%	6.49%	5.69%	10.46%	9.70%	\$12.54	\$12.33	\$12.33	\$12.90	\$12.90
Neighborhood Ctr	0.00%	0.00%	0.00%	4.18%	4.14%	\$0.00	\$0.00	\$0.00	\$11.39	\$11.39
Power Ctr	0.00%	0.00%	0.00%	0.00%	2.93%	\$0.00	\$0.00	\$0.00	\$9.00	\$9.00
Rutherford County	9.12%	9.01%	9.17%	8.13%	8.03%	\$16.25	\$16.08	\$16.51	\$16.53	\$16.39
Regional Ctr	9.04%	8.98%	8.65%	6.35%	3.37%	\$20.00	\$20.00	\$20.00	\$0.00	\$0.00
Community Ctr	9.22%	9.94%	10.29%	6.36%	6.36%	\$14.73	\$15.13	\$15.05	\$18.00	\$18.00
Conv/Strip Ctr	16.70%	16.95%	17.55%	14.74%	14.69%	\$17.90	\$17.25	\$17.59	\$17.69	\$17.10
Neighborhood Ctr	0.00%	0.00%	0.00%	13.17%	13.57%	\$0.00	\$0.00	\$0.00	\$15.51	\$15.40
Power Ctr	1.94%	0.00%	0.00%	0.25%	0.25%	\$5.98	\$5.98	\$4.95	\$12.48	\$20.00
Southeast Corridor	9.54%	9.74%	9.91%	10.05%	9.94%	\$12.25	\$12.07	\$12.60	\$12.63	\$12.30
Regional Ctr	4.25%	4.25%	4.25%	3.80%	3.80%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Community Ctr	10.89%	11.05%	11.44%	5.49%	5.49%	\$11.38	\$11.31	\$11.73	\$0.00	\$0.00
Conv/Strip Ctr	10.19%	11.01%	11.23%	15.35%	14.96%	\$13.62	\$13.49	\$13.94	\$13.36	\$13.63
Neighborhood Ctr	0.00%	0.00%	0.00%	10.49%	10.32%	\$0.00	\$0.00	\$0.00	\$12.66	\$12.15
Power Ctr	10.42%	10.42%	10.42%	10.42%	10.42%	\$5.50	\$5.50	\$5.50	\$5.50	\$5.50
Grand Total	6.75%	6.63%	6.74%	6.29%	6.20%	\$16.66	\$16.51	\$16.37	\$16.12	\$16.14

Asking Average Lease Rates

Asking Lease Rate Range by Class (NNN)

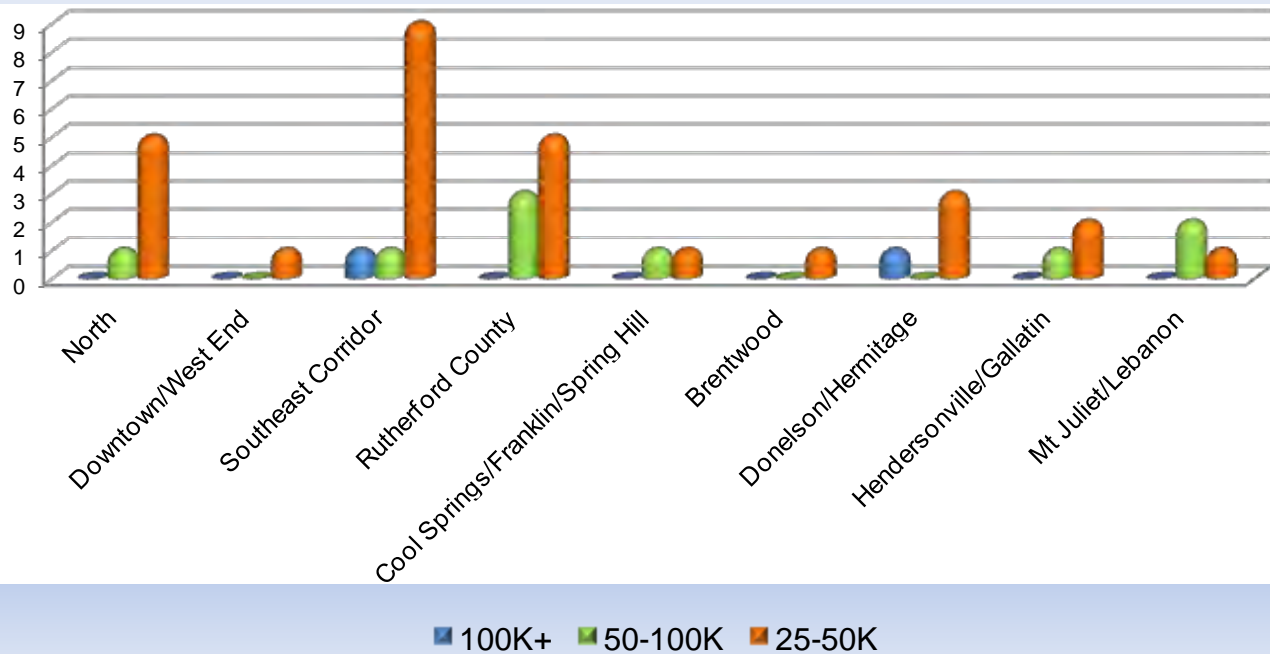


Largest Changes in Occupancy

Property Name	SF Occupied or Vacated	Company Name	Market	Type
The Crossings	50,000	Publix	Donelson/Hermitage	Neighborhood Center
Madison Square Shopping Ctr	15,400	CSL Plasma	North	Community Center
Donelson Plaza I	14,400	Deal\$	Donelson/Hermitage	Community Center
Cool Springs Pointe	10,707	Kirkland's	Cool Springs/Franklin/Spring Hill	Community Center
Lakeside Center	-3,127	Curves Fitness Center	Brentwood	Convenience/Strip Center
Hill Center - Nolensville/Ocala	-5,200	Blockbuster	Southeast	Neighborhood Center
Donelson - Hill Center	-6,481	Blockbuster	Donelson/Hermitage	Convenience/Strip Center
2235 Gallatin Rd	-32,000	Price Point Furniture	North	Freestanding Big Box

Available Space by Size

Largest Blocks of Available Space



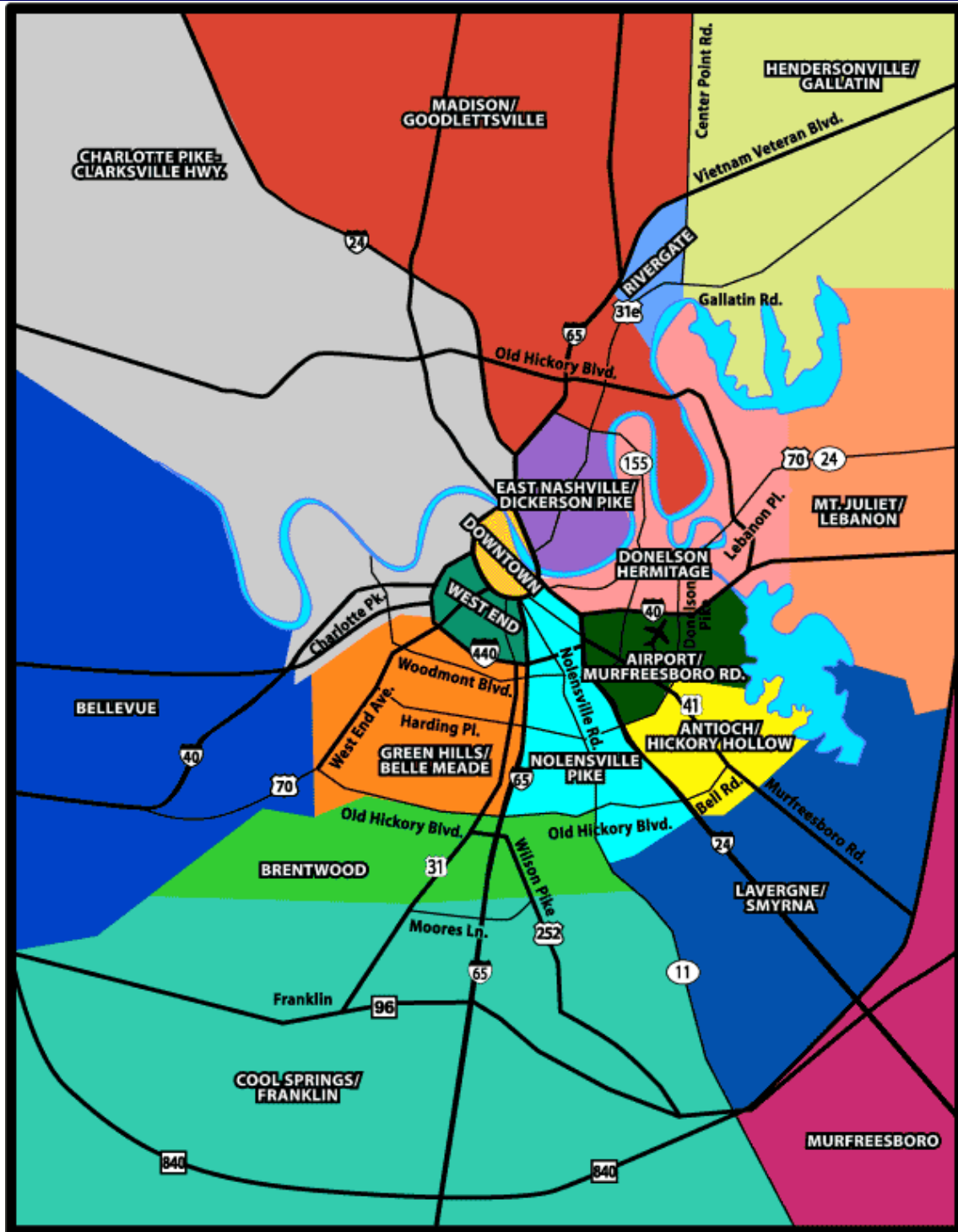
Available Space Historical Comparisons

Quarter	100K+	50-100K	25-50K
2010 Q4	3	8	35
2011 Q1	3	8	32
2011 Q2	3	7	33
2011 Q3	2	10	27
2011 Q4	2	9	28

Notable Transactions

Property Name	SF Leased or Sold	Company Name	Market	Type	Lease/Sale
The Crossings	50,000	Publix	Donelson/Hermitage	Neighborhood Center	Lease
Madison Square Shopping Ctr	15,400	CSL Plasma	North	Community Center	Lease
Donelson Plaza I	14,400	Deal\$	Donelson/Hermitage	Community Center	Lease
Cool Springs Pointe	10,707	Kirkland's	Cool Springs/Franklin/Spring Hill	Community Center	Lease
Stones River Mall	8,842	Verizon	Rutherford County	Regional Center	Lease
Stones River Mall	6,000	Sam's All American Sports Grill	Rutherford County	Regional Center	Lease
Moore's Crossing II	4,500	The Monkey Treehouse	Cool Springs/Franklin/Spring Hill	Neighborhood Center	Lease

Market



Terminology

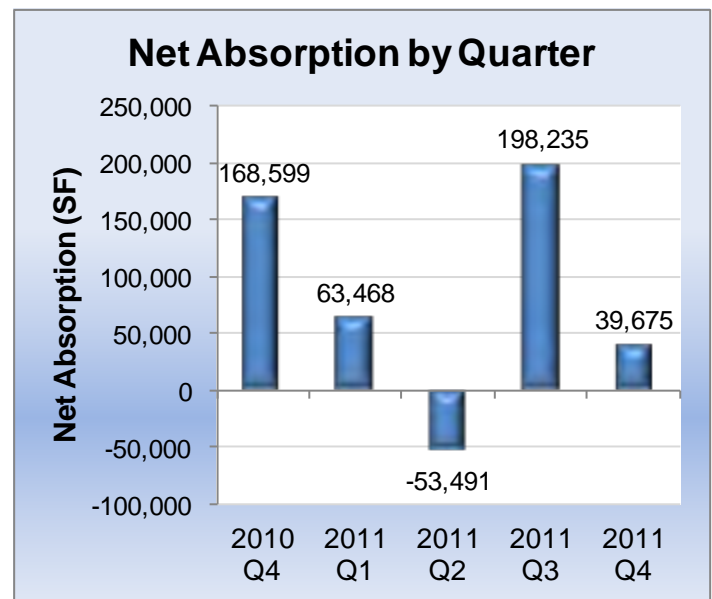
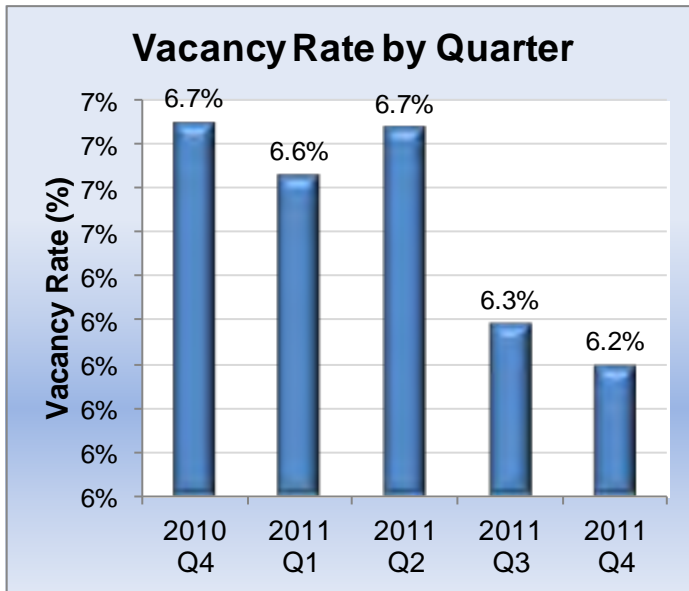
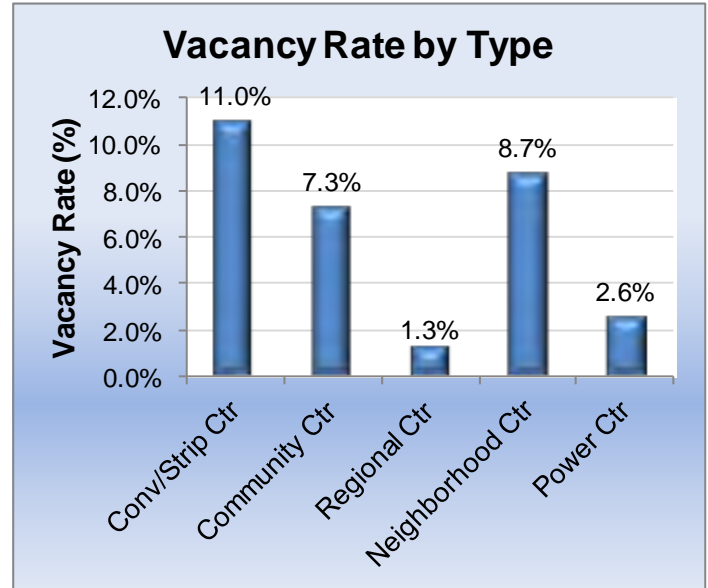
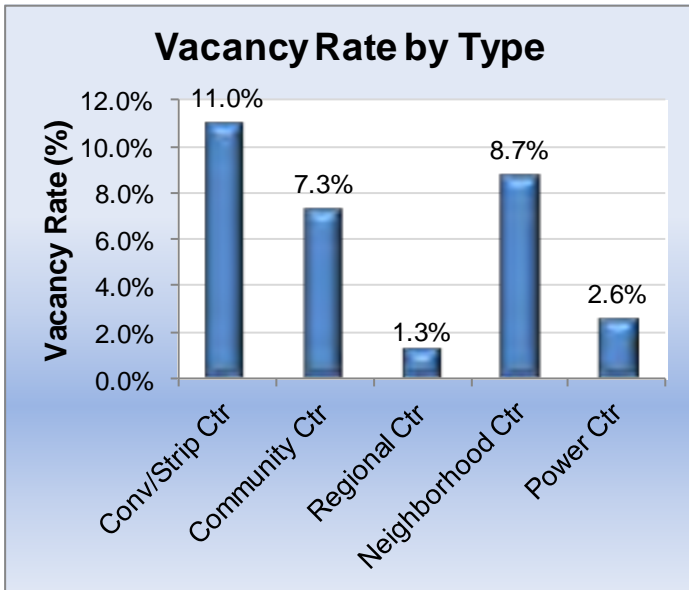
Total Building SF—All single & multi tenant retail buildings above 20,000 SF excluding medical, government and owner occupied

Available SF—Space currently being marketed for lease or sublease

Vacant SF—Space currently unoccupied in the market for lease either directly with the landlord or via a sublease

Net Absorption—Net change in physically occupied space between the current quarter and the previous quarter (direct space only)

Vacancy & Absorption Trends



This information has been obtained from sources believed reliable. While we do not doubt its accuracy, we have not verified it and make no guarantee, warranty or representation about it. It is your responsibility to independently confirm its accuracy.

For additional information about this report, to purchase reports in additional markets to discuss membership in Xceligent please contact

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