

# ABSORPTION OF SHOPPING CENTER OUTPARCELS

By Jim Bullard

The absorption rate of shopping center outparcels was developed from six different shopping centers that were developed within the previous 25 years. As always, the three key words in real estate are location, location, and location and timing, timing and timing. The chart illustrates that outparcels of shopping centers located at the intersection of major high-traffic thoroughfares sell with a greater velocity than interior sites with less traffic.

The two shopping center sites that had corner locations along with the highest traffic counts were the only two which sold all of the available outparcels from 1.33 years to 2.00 years. The remaining shopping centers with inferior or pioneering locations averaged from 1 lot sold every 6 years to one lot sold every 17 years.

<b>ABSORPTION OF SHOPPING CENTER OUTPARCELS</b>						
<b>Center</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>
<b>Year</b>						
1991						
1992						
1993						
1994						
1995						
1996						
1997						
1998		2	1			
1999						
2000		1				
2001			2	1		
2002		1				
2003						
2004						
2005					1	
2006						
2007						
2008						
2009	1					
2010						
2011	1				1	
2012						
2013						1
2014						
2015						
2016						
<b>Avail Lots</b>	<b>4</b>	<b>4</b>	<b>3</b>	<b>3</b>	<b>6</b>	<b>5</b>
<b>Year Dev</b>	<b>91</b>	<b>94</b>	<b>97</b>	<b>99</b>	<b>02</b>	<b>10</b>
<b>Location</b>	<b>C</b>	<b>C</b>	<b>C</b>	<b>I</b>	<b>I</b>	<b>I</b>
<b>T.C.</b>	<b>19K</b>	<b>40K</b>	<b>26K</b>	<b>11K</b>	<b>13K</b>	<b>1.1K</b>
<b>Years</b>	<b>25</b>	<b>8</b>	<b>4</b>	<b>17</b>	<b>13</b>	<b>6</b>
<b>Total Sold</b>	<b>2</b>	<b>4</b>	<b>3</b>	<b>1</b>	<b>2</b>	<b>1</b>
<b>Selling Time</b>	<b>12.50</b>	<b>2.00</b>	<b>1.33</b>	<b>17.00</b>	<b>6.50</b>	<b>6.00</b>