

Is Retail Dead . . . or just Dying?

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25th Annual LA/OC Market Trends Seminar



is in the midst of closing 15% of its stores





30 Sears and K-marts are closing



CVS/pharmacy[®]

shutting down 70 locations across America





plan to close 60 stores





American Apparel plans to close 110 stores

Even the fancy fashion stores



**BCBG closing a healthy 120
including one in Mall of America
(Minnesota)**

(adieu Radio Shack and its 552 stores)



Founded 1921

Now operates as an online website and the name is licensed to approximately 425 independently owned franchise stores

Even Wal-Mart



**Sam's Club will close 63 stores in 27 States
Including Industry, Stanton & Sylmar**

Several will be used to fulfill Internet orders.

s are **down 36.7 percent** after peaking in Jan

estimating one in four malls will close in the n

RETAIL EVOLUTION

For decades the general store in the middle of town reigned supreme.



That's until it was replaced by stand alone department stores like Macy's, which opened in New York in 1902.

RETAIL EVOLUTION

Then the first enclosed shopping malls surfaced in the 50s, quickly followed by big box stores like K-Mart, Target and Walmart in the 60s.



Lakewood Mall - 1951



**Garden City, Michigan
March 1, 1962**

RETAIL EVOLUTION

As TVs added channels, shoppers tuned into the Home Shopping Network in the 80s.



THEN the Internet, with sites like Amazon and eBay.



Lincoln Mall

Matteson, IL

(Southwest of Chicago)







The Source
NEC Orangethorpe Ave. & Beach Blvd.
Buena Park

EB-5 ON STEROIDS

- M+D secured \$80 million in foreign funding by way of the EB-5 Immigrant Investor Program.
- Green Cards for investor, spouse and children 21 and under in exchange for foreigners who invest \$500,000 to \$1,000,000 in a U.S. commercial enterprise that creates 10 jobs in the economy within 3 years.
- Thanks to those investors, nearly all businesses scheduled to open later this year are geared toward Koreans.
- The Source was fully funded by EB-5

The Source

Buena Park

Plans 187-foot tall mixed-use development with 250-units

(Not a Disneyland sketch for Star Wars: Galaxy's Edge)



EXIT



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HOSES
MABRO BI

HOSES
MABRO BI

the BAKERY

Baars

Fresh Tea Juice Smoothie

POPEYES 파파이스



Menu board listing items like Coffee, Espresso, Cold Brew, and Tea.

Café

Café

CGV CINEMAS

4DX[®]

Absolute Cinema Experience



Snow



Lightning



Wind



Rainstorm



Scents



Vibration






Fog



Motion



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Where's the value?
What's the future?

Entertainment facilities

Trampoline parks

Laser tag

Rock climbing

Health clubs

Swim Schools

Unused parking lots

Possible mixed use additions or replacements

Hotels

Offices