

The Shops at Samford Park

auburn, alabama



Prudential
Commercial Real Estate



the Shops at

Samford Park

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ICSC 2011

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the Shops at Samford Park



project summary

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THE SHOPS AT SAMFORD PARK | auburn, alabama



LOCATION:
Located at Exit 57 of Interstate-85, intersection of E. Glenn & Samford Avenue.

SIZE:
46.3 acres (total site)

GLA:
250,000 SF (shown)
930 parking spaces

ZONING:
CDD - Commercial Development District

ADJACENT USES:
Sam's Club, Academy Sports, AuburnBank, Hilton Garden Inn, Church of the Highlands (Mega-church),+

INCENTIVES:
City of Auburn is offering incentives for retail development of the property***

The Shops at Samford Park is a 46 acre master planned development at Interstate 85, E. Glenn Avenue and the Samford Avenue Extension -- a new, direct route to the heart of Auburn University, Downtown Auburn and area

neighborhoods. The Shops at Samford Park will be a unique, dynamic center with 200,000+ sf of family entertainment and retail space planned. Five outparcels, ideal for restaurants, banks and hotels, round out the site.

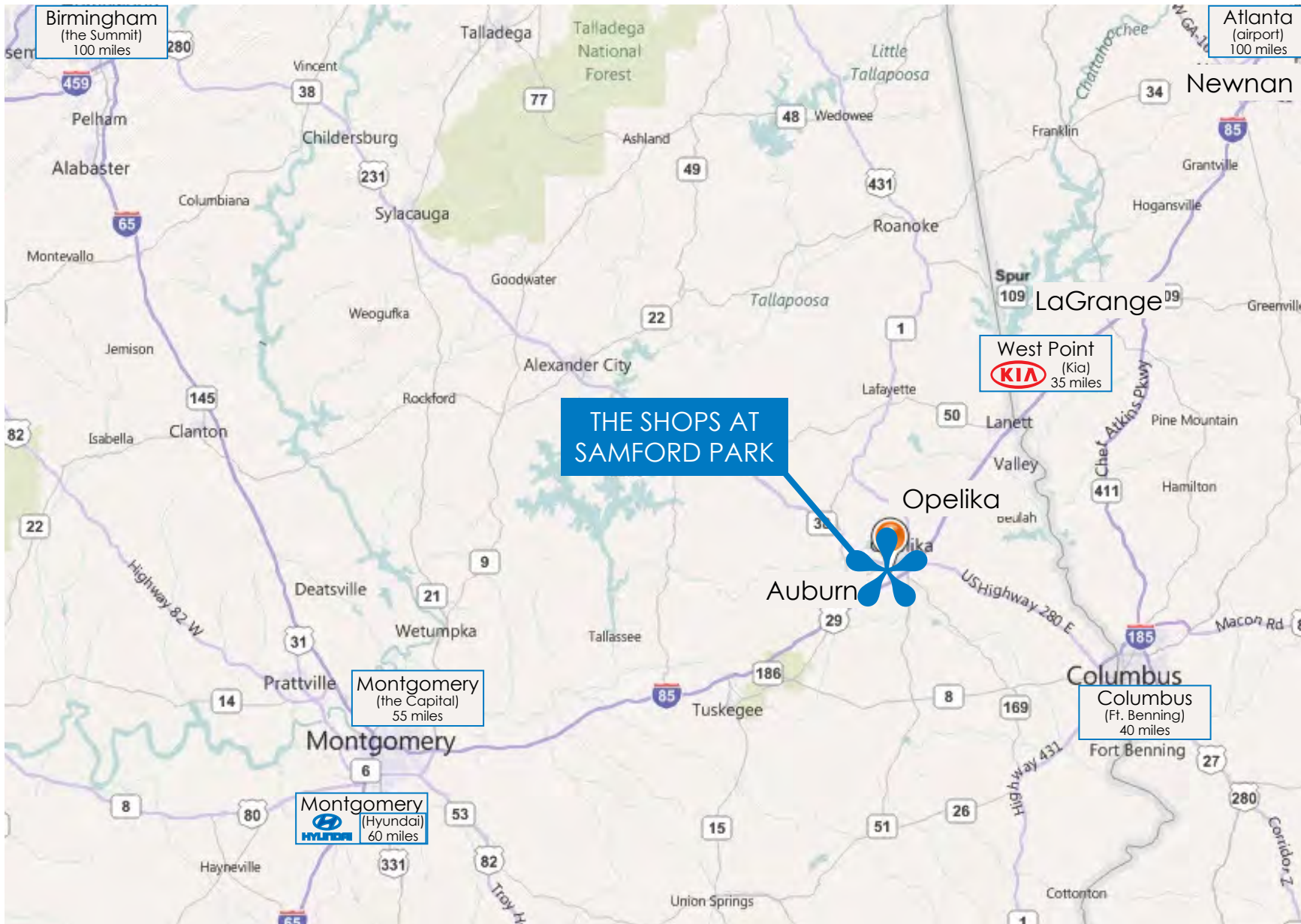
the Shops at Samford Park



area map

THE SHOPS AT SAMFORD PARK | auburn, alabama

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the Shops at Samford Park

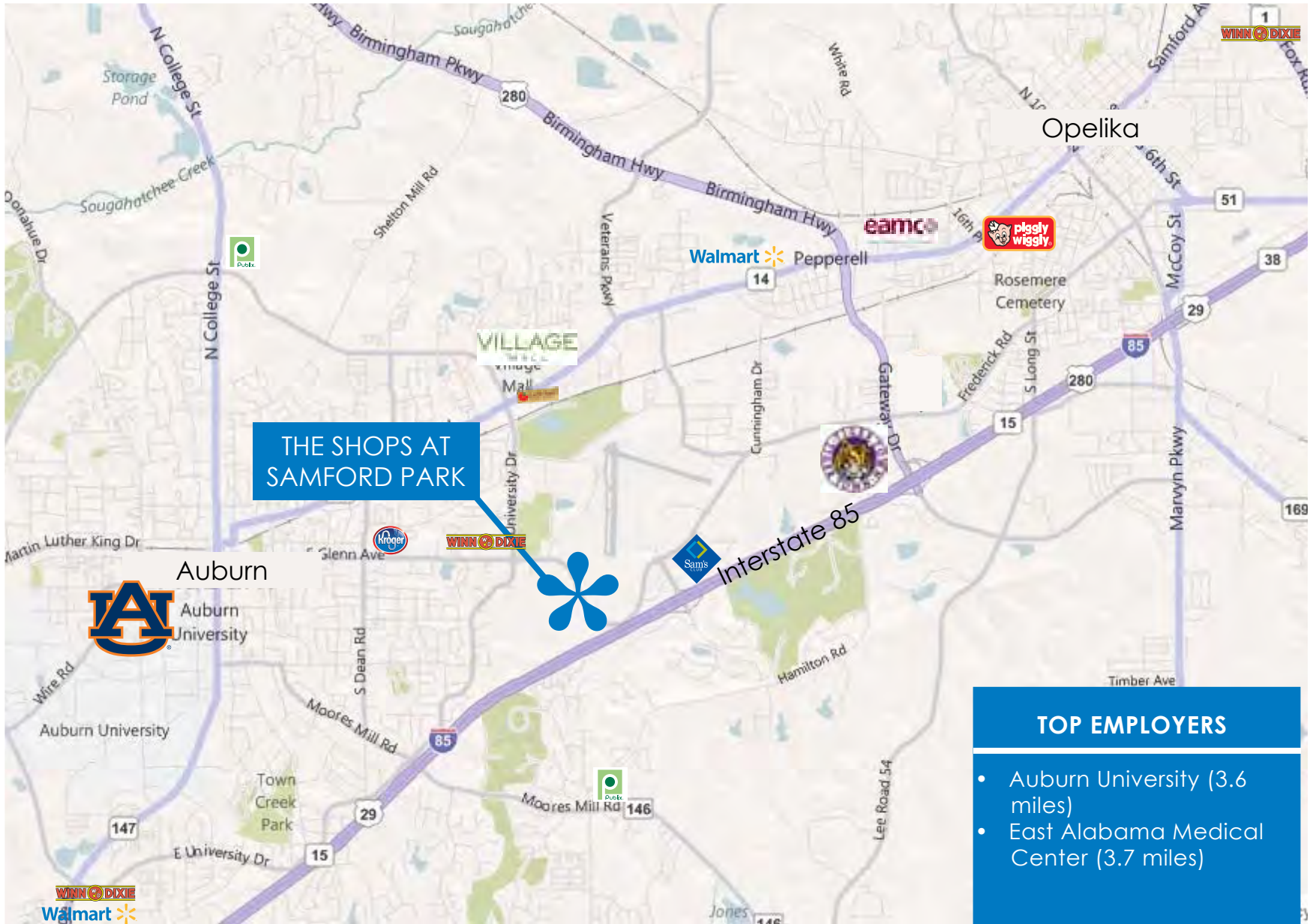


vicinity map

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aerial image

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site images

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FROM E. GLENN (SIGNAL LOCATION)

SAMFORD PARK



FROM INTERSTATE 85

SAMFORD PARK



FROM INTERSTATE 85



EAST GLENN (FROM AB&T BANK)



AERIAL - INTERSTATE 85/E GLENN



FROM AB&T

SURROUNDING DEVELOPMENT



SAM'S CLUB



BENT CREEK COMMERCIAL



INSTITUTE FOR CARDIOVASCULAR CARE

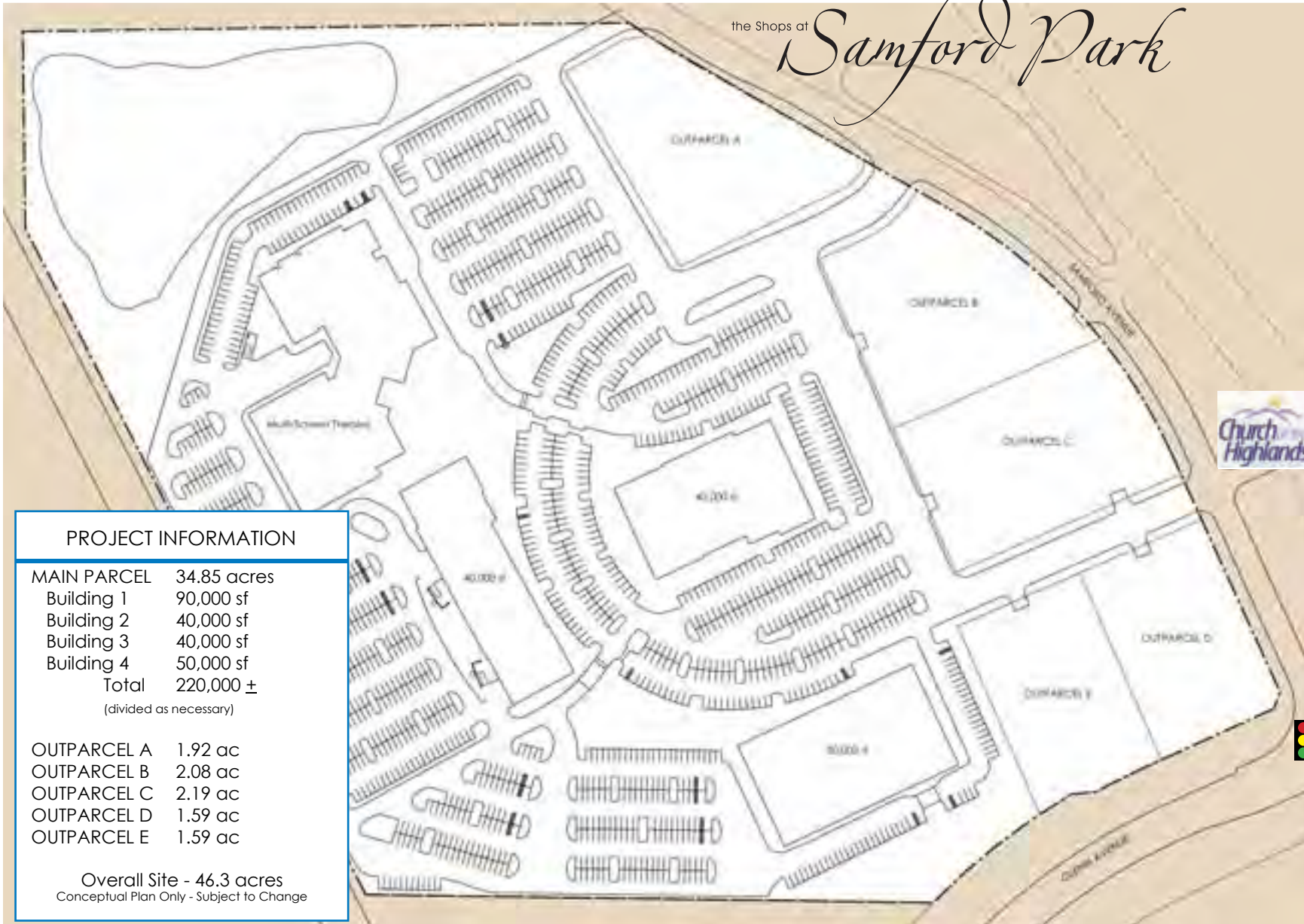
site plan



THE SHOPS AT SAMFORD PARK | auburn, alabama

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the Shops at *Samford Park*



PROJECT INFORMATION

MAIN PARCEL	34.85 acres
Building 1	90,000 sf
Building 2	40,000 sf
Building 3	40,000 sf
Building 4	50,000 sf
Total	220,000 ±
(divided as necessary)	

OUTPARCEL A	1.92 ac
OUTPARCEL B	2.08 ac
OUTPARCEL C	2.19 ac
OUTPARCEL D	1.59 ac
OUTPARCEL E	1.59 ac

Overall Site - 46.3 acres
Conceptual Plan Only - Subject to Change

the Shops at Samford Park



market analysis

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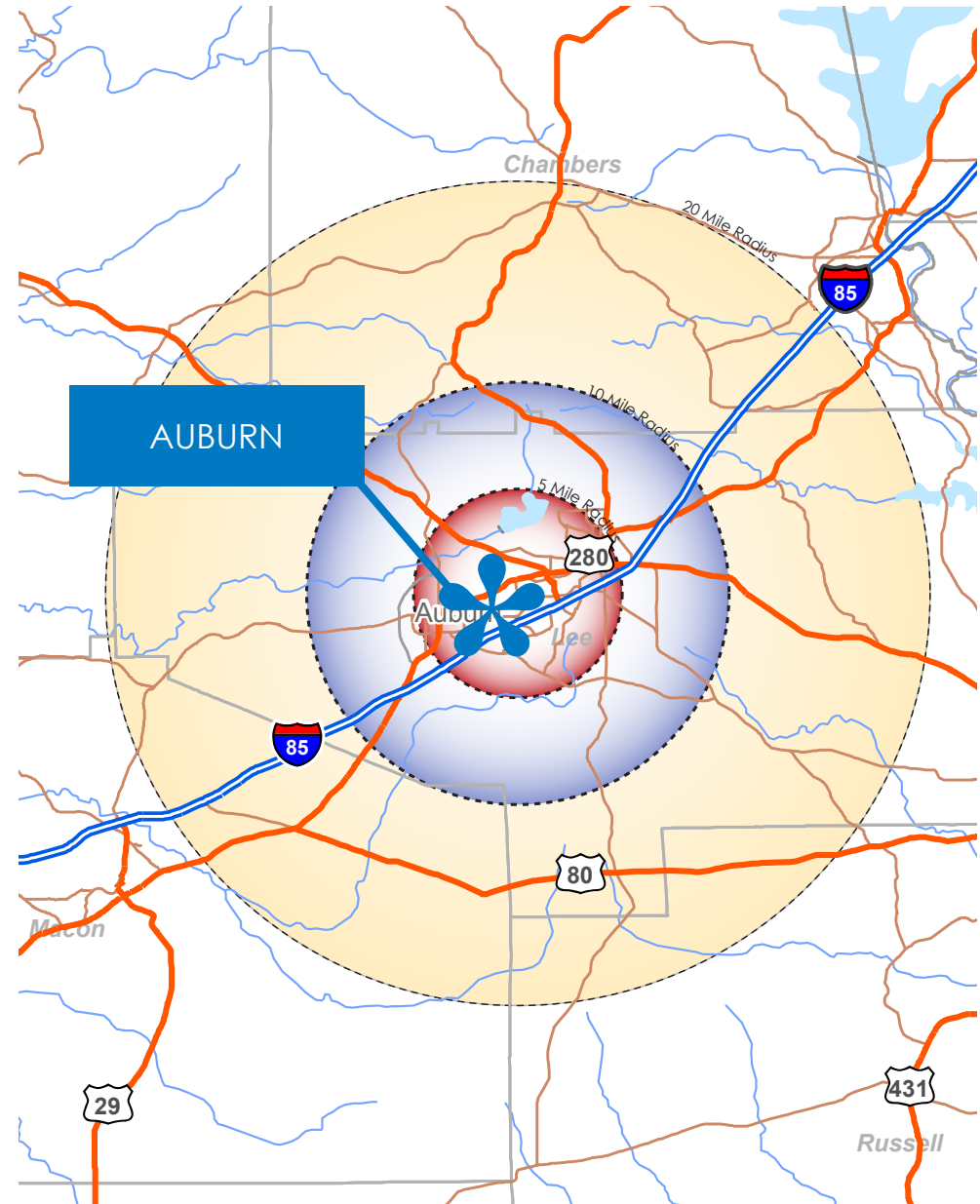


Auburn is the largest city in eastern Alabama with a 2009 population of 57,828. It is a principal city of the Auburn-Opelika Metropolitan Area. The Auburn-Opelika, AL MSA with a population of 135,833, along with the Columbus, GA-AL MSA and Tuskegee, Alabama, comprises the greater Columbus-Auburn-Opelika, GA-AL CSA, a region home to approximately 500,000 residents.

Auburn is a college town and is the home of Auburn University. Auburn has been marked in recent years by rapid growth, and is currently the fastest growing metropolitan area in Alabama and the nineteenth-fastest growing metro area in the United States since 1990. U.S.News has ranked Auburn among its top ten list of best places to live in United States for the year 2009.

Auburn's economy is centered around Auburn University and providing university-affiliated services. Auburn University employs 5,000+ people, which is roughly one-quarter of the city's total workforce. In addition, 2,400 Auburnites are employed by the federal and state government in positions which are generally connected with the university. Some 8,500 are employed in service sector jobs.

Auburn's industrial base is built around mid-sized, high tech manufacturing and research firms. Auburn has four



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market analysis

auburn, alabama



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technology parks where main areas of industrial focus are on the manufacture of small engines, automotive wheels, fuel cells, plastic injection technology, and vehicle armor. The 156-acre (0.63 km) Auburn University Research Park is currently under construction and will be anchored by a firm which specializes in research in high-resolution, dark field optical microscopy. Overall, the manufacturing sector accounts for some 5,000 jobs in Auburn.

Auburn, as a college town, is largely driven by the influence of education. Auburn has one post-secondary school, Auburn University, which has an enrollment of just over 25,000. Auburn University is a land-grant university and a sea and space grant university with traditionally strong programs in business, engineering, agriculture and veterinary medicine. The university is largely focused on undergraduate education, with a graduate program of 5,000. Auburn University is a research institution, with primary areas of research focus including wireless engineering, molecular biosciences, transportation, aquaculture, and forest sustainability. Auburn is also home to several research centers, including the Ludwig von Mises Institute.

Auburn's public school system has repeatedly been ranked among the top public school systems in the state and nation. Auburn City Schools has been ranked among the top 100 school districts in the United States by Parenting magazine and as the best educational value in the Southeast by the Wall Street Journal.

Auburn is located in the southeastern part of Alabama and is accessible by Interstate 85, US 29, and US 280. The city also has a general aviation airport, the Auburn University Regional Airport (AUO) (formerly Auburn-Opelika Robert G. Pitts Airport), which is 2 miles (3.2 km) east of downtown Auburn. The major commercial airports closest to Auburn are the Hartsfield-Jackson Atlanta International Airport (ATL) (Atlanta) and the Birmingham-Shuttlesworth International Airport (BHM) (Birmingham). Each of these airports is within 2 hours driving distance from Auburn and together they offer air service to most of the world's major airports. There are also two regional airports close to Auburn: Montgomery

Regional Airport (MGM) (Montgomery) and the Columbus Metropolitan Airport (CSG) (Columbus).

What Others Have to Say About Auburn:

2010

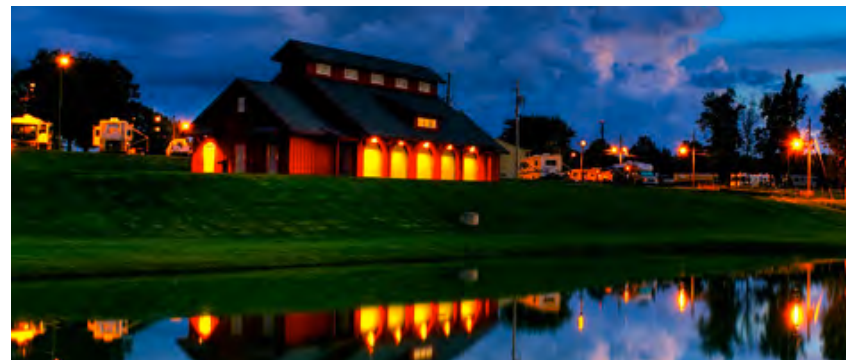
- Forbes.com - #6 Best Small Place for Business and Careers in the U.S.
- 2010 - Newsweek - #2 Best High School in the State and 354th Best in the U.S.

2009

- Forbes.com - #10 Best Small Place for Business and Careers in the U.S.
- Forbes.com - #1 in Projected Job Growth in the U.S.
- U.S. News and World Report - Top 10 Best U.S. Places to Live
- Where to Retire - Top Places to Retire
- CNNMoney - 16th Best Small Place to Launch a Business
- Bloomberg Business Week - Best City for Business Start-Up in Alabama

2008

- NBC Today Show - "Great Place to Live"
- Forbes.com - 6th Fastest Growing Small Metro in the U.S.
- Inc.com - 5th Best City for Doing Business in the Nation



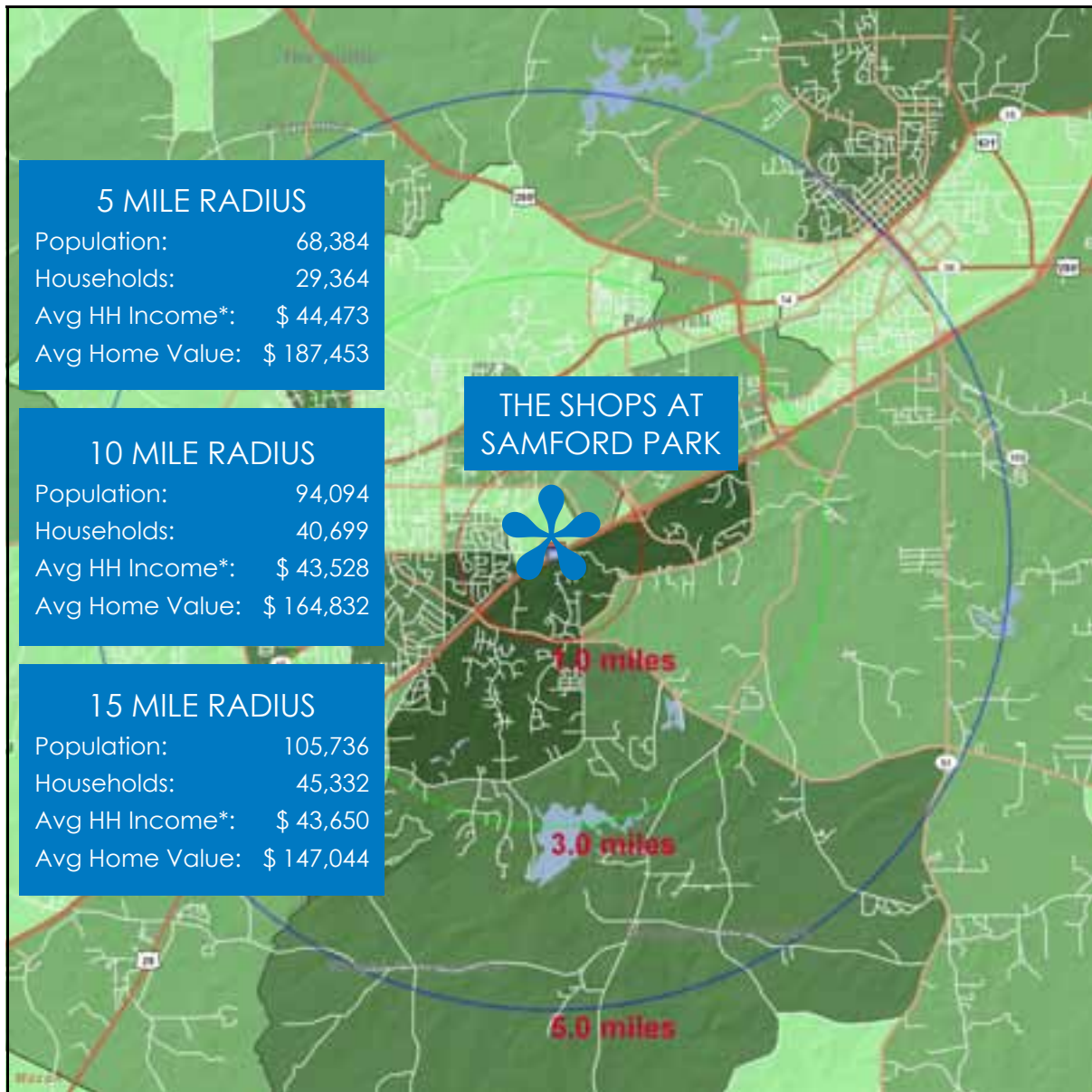


market analysis

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THE SHOPS AT SAMFORD PARK | demographics

the Shops at Samford Park



- Average HH Income within 1 mile of the Shops at Samford Park are \$75,732
- Average HH Income for parents of Auburn University out-of-state students is \$350,000+
- Average HH Income for parents of Auburn University in-state students is \$150,000+
- Auburn/Opelika MSA has a population of greater than 135,000
- Auburn University has an enrollment of over 25,000 students

* Income includes AU Student #'s

2000 Census, ESRI Forecast for 2010

market analysis

THE SHOPS AT SAMFORD PARK | traffic counts



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* City of Auburn, MARCH 2011

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Commercial real estate development, sales and leasing representation in Alabama and throughout the Southeast.

Our Team works with developers, funds, investors, banks, builders, landlords, tenants, real estate companies and with our local government officials to ensure our clients the greatest opportunity for success. We focus on aggressive, relentless marketing, technical savvy and creative financial solutions to overcome fluctuating markets and financing hurdles. Our approach is truly turnkey, from pre-development, due-diligence and entitlements all the way through construction, lease up and sales, utilizing dedicated commercial agents, full time marketing and administrative staff, and a retained CPA and legal counsel. We have the ability to handle each aspect of a project and every possible scenario based on client's individual needs.

Prudential Commercial Real Estate offers clients the best of both worlds: the expertise of a locally owned and regionally operated company together with the strength of Prudential. Prudential Financial's legacy- spanning more than 130 years - is a testament to the quality of service it has provided. Millions of customers all over the country trust Prudential for their financial, insurance and real estate needs. Likewise, the integrity and longevity of the Prudential brand are a definite advantage in today's real estate market.

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