



David Stevens, CCIM



William Gonnering, CCIM, SIOR



Craig Timmins, CCIM

a regular communication to our clients and our friends

RESTAURANT PIE SHRINKING

If you have noticed area restaurants have not been as crowded lately, your observations are confirmed by recently released data. Specifically, for the fiscal year ending June 30, 2008, Collier County restaurants experienced a 2.9% decrease in sales. In spite of a slight decrease in the number of Collier County restaurants, the number of restaurant seats actually increased. Stated differently, the reduced sales volume was shared by an increase in the number of seats. This marks the second consecutive year that total sales and sales per seat have declined in Collier County.

Interestingly, in spite of the county's dubious distinction of leading the nation in foreclosures, Lee County's restaurant sales volume declined only 1.2%. That's the good news. The bad news is that a 3.2% increase in number of restaurant seats pushed the sales per seat figure down by 4.2%, which remains remarkably consistent with that of Collier County. Taken as a whole, the State of Florida fared better with a slight increase in year-over-year sales volume and essentially flat sales per seat figures. Please see the accompanying table for details.

So what does all of this mean? Area restaurateurs, their landlords and other related parties should

RESTAURANTS RECENTLY OPENED OR COMING SOON TO THE NAPLES/BONITA SPRINGS AREA

Blue Fish Japanese Steakhouse

Bed, Bath & Beyond

Blue Martini

Mercato

Chili's Grill & Bar

Tarpon Bay Boulevard

Dos Jalapenos

Former Ruby Tuesday location in Bonita Springs

Johnny Malloy's

Bonita Plaza

McCormick & Schmick's

Mercato

M Waterfront Grille

Former Maxwell's on the Bay location in Naples

Panera Bread

Naples Boulevard, Tarpon Bay Boulevard & Gateway Shopping Center

Pinchers Crab Shack

Tin City

The Capital Grille

Mercato

The Keg Steakhouse

Former Sanibel Steak House location in Naples

CLOSED RESTAURANTS

Applebee's Neighborhood Grill and Bar – Bonita Springs

Bob Evans- Bonita Beach Road – Bonita Springs

Bolings – Bonita Springs

Fitzgerald's Pub – East Naples

Kona Grill – Naples

Macaroni Grill – North Naples

exercise extra caution with existing restaurants as well as proposed concepts. The "pie" is shrinking with more players positioning for

their slice. This is a great time to be a consumer, as we imagine that restaurants will be working extra hard to earn and keep your business!

COLLIER COUNTY	2008	CHANGE	2007	CHANGE	2006	CHANGE	2005	CHANGE	2004	CHANGE	2003
SALES (MILLIONS)	\$626	-2.9%	\$645	-1.7%	\$656	5.0%	\$625	10.8%	\$564	18.0%	\$478
NO. OF RESTAURANTS	816	-0.4%	819	5.1%	779	1.6%	767	2.7%	747	3.3%	723
NO. OF RESTAURANT SEATS	90,890	0.5%	90,408	2.6%	88,133	2.0%	86,363	1.8%	84,867	2.8%	82,573
SALES PER SEAT	\$6,887	-3.5%	\$7,134	-4.2%	\$7,443	2.9%	\$7,237	8.9%	\$6,646	14.8%	\$5,789
POPULATION PER SEAT	3.5	-0.5%	3.5	-1.7%	3.6	0.0%	3.6	1.9%	3.5	0.9%	3.5
LEE COUNTY	2008	CHANGE	2007	CHANGE	2006	CHANGE	2005	CHANGE	2004	CHANGE	2003
SALES (MILLIONS)	\$974	-1.2%	\$986	2.2%	\$965	9.8%	\$879	13.1%	\$777	15.3%	\$674
NO. OF RESTAURANTS	1,332	3.7%	1,285	4.8%	1,226	2.8%	1,193	1.6%	1,174	3.8%	1,131
NO. OF RESTAURANT SEATS	142,065	3.2%	137,708	4.9%	131,223	2.2%	128,373	0.4%	127,894	2.8%	124,458
SALES PER SEAT	\$6,856	-4.2%	\$7,160	-2.6%	\$7,354	7.4%	\$6,847	12.7%	\$6,075	12.2%	\$5,415
POPULATION PER SEAT	4.2	-3.1%	4.3	-1.3%	4.3	2.8%	4.2	5.3%	4.0	1.7%	3.9
FLORIDA	2008	CHANGE	2007	CHANGE	2006	CHANGE	2005	CHANGE	2004	CHANGE	2003
SALES (MILLIONS)	\$28,160	0.2%	\$28,106	3.2%	\$27,240	7.8%	\$25,278	9.1%	\$23,169	9.8%	\$21,108
NO. OF RESTAURANTS	36,030	1.1%	35,650	2.3%	34,846	2.4%	34,021	-1.1%	34,407	3.4%	33,266
NO. OF RESTAURANT SEATS	3,589,257	0.3%	3,577,276	1.9%	3,510,631	0.8%	3,481,314	-1.7%	3,540,134	1.6%	3,486,027
SALES PER SEAT	\$7,846	-0.1%	\$7,857	1.3%	\$7,759	6.9%	\$7,261	10.9%	\$6,545	8.1%	\$6,055
POPULATION PER SEAT	5.1	-0.3%	5.1	-0.8%	5.1	1.0%	5.1	4.0%	4.9	0.7%	4.9

NOTE:

1. Sales figures and the number of restaurants and restaurant seats are based upon a FYE June 30th.
2. Number of Restaurants refer to restaurants with seats only (excluding food carts, catering, etc.)
3. Population figures are as of July 1st each year per U.S. Census Bureau Population estimates (7/1/07 estimates used for 2007 and 2008 statistics)

SOURCES:

Florida Department of Revenue
Florida Division of Hotels and Restaurants
U.S. Census Bureau

INFORMATION COMPILED BY:

Investment Properties Corporation of Naples
3838 Tamiami Trail North, Suite 402
Naples, FL 34103 239-261-3400

INFORMATION CONTAINED HEREIN DEEMED RELIABLE, HOWEVER, NOT GUARANTEED

RECENT IPC TRANSACTIONS

Here are just a few of the real estate transactions brokered by the IPC team.

Sales: Retail, Office, Industrial & Land

- **LH & D Properties, LLC:** 17,928 SF at 13560 Tamiami Trail North to Smyrna and Company, Ltd. for \$5,050,000. (Stevens)
- **Sunnyside Ventures:** 2,380 SF retail building on 2.15 acres at 701-721 Bald Eagle Dr., to Stephen J. Lockwood & Co for \$5,000,000. (Stevens)
- **IRC 4901, LLC:** 4,496 SF at 4901 Tamiami Trail North to Winnap, LLC for \$3,625,000. (Stevens)
- **John D. Munzenrieder & Michael A. Dunnam:** 18,144 SF at 2255 Davis Blvd. to The Salvation Army for \$2,625,000. (Stevens)
- **Bill Gray's Inc., a New York Corporation:** 3,385 SF at 3906 Tamiami Trail North to ARCO Finance, Inc., a Florida Corporation for \$2,250,000. (Stevens)
- **Bruno, Edgar & Philip Penzo & Collier Sales, Inc:** 9,900 SF at 11222 Tamiami Trail East to Jack Hynes for \$2,200,000. (Gonnering)
- **Kingstown Family Trust I, LLC:** 6,400 SF of retail space at 3114 Tamiami Trail North to Sandbanks, LLC for \$2,200,000. (Stevens)
- **Erickson Ventures of South Naples, Inc:** 5,854 SF at 4335 Tamiami Trail East to Lorry Jackson for \$1,958,000. (Stevens)
- **Johnston Management, LLC:** 9,600 and 2,300 SF of industrial space on 1.36 acres at 3641 Prospect Ave. to William A. Kent as trustee for \$1,850,000. (Gonnering and Martin)
- **Naples Plaza LTD Partnership:** .703 acre at 6825 Naples Blvd. to JTC/JLM Development, LLC for \$1,840,000. (Stevens)
- **KMG Holdings, LLC:** 24,000 SF at 4627 Arnold Ave. to Mark Austin & Michael Austin \$1,700,000. (Gonnering)
- **Kevin J. Thomas:** 14,776 SF at 4206 Arnold Ave. to CS Partners for \$1,670,000. (Gonnering and Martin)
- **Southern Centers in Naples, LLC:** 1.744 acres at 6800 Collier Blvd to ABC Liquors, Inc. for \$1,200,000. (Stevens)
- **Dorset Associates, LLC:** 3,244 SF at 3021 Airport Pulling Road N., Unit 203 to Gerado Santiago, DDS for \$1,161,090. (Timmins)
- **Dorset Associates, LLC:** 3,941 SF at 3021 Airport Pulling Road N. to LDCH Real Estate Holdings, LLC for \$1,152,300. (Timmins)
- **4451 Associates:** 7,184 SF at 4451 Mercantile Ave. to M&M Developers, LLC for \$1,100,000. (Gonnering and Martin)
- **Lucky Stars, LLC:** 3,098 SF at 8985 Fontana Del Sol Way to Holton Holdings of Naples, LLC for \$940,000. (Timmins)
- **Bessie Faye Teague, Trustee of the Bessie Faye Teague Revocable Trust:** 993 SF at 887 105th Ave. (Dunkin' Donuts) to Oliver R. Grace, Jr., sole member of Greenbelt, LLC for \$894,340. (Stevens and Timmins)
- **Mark and Paula Yamin:** 6,750 SF at 2001 Seward Ave. to M&M Developers, LLC for \$865,000. (Gonnering and Martin)
- **Wayne F. Ramsey:** 7,200 SF at 6203 Janes Lane to Naples Custom Realty, LLC for \$775,000. (Gonnering)
- **Smarge Properties, LLC:** 1.51 acres at 3600 Shaw Blvd. to Radno Investment Holdings, LLC for \$750,000. (Gonnering)
- **Naples Properties:** 1.51 acres at 3610 Shaw Blvd. to Radno Investment Holdings, LLC for \$675,879. (Gonnering)
- **Naples Properties:** 1.51 acres at 3600 Shaw Blvd. to Smarge Properties, LLC for \$610,230. (Gonnering)
- **Larry A. & Rusti A. Wolny:** .96 acres at 3519 Plover Ave. to CAO Enterprise, LLC for \$585,452. (Gonnering)
- **Interfaith Caregivers of South Lee, Inc:** Building at 17592 Rockefeller Circle to San Carlos Worship Center, Inc. for \$317,000. (Martin)

Leases: Retail, Office & Industrial

- **Blue Fish Japanese Steak House, Inc:** 6,000 SF at 5425 Airport Road from Ridgeport Limited Partnership. (Sherwood)
- **Capital Wealth Advisors:** 6,400 SF at 787 Fifth Avenue South from Mom's Partners. (Fraleay)
- **Citibank, N.A.:** 4,496 SF at 4901 Tamiami Trail North from International Realty Consultants, Inc. (Timmins)
- **Cozmo, The School Inc:** 6,676 SF at 103 Bonita Plaza, Bonita Springs from Quality State Investments, LLC. (Fraleay)
- **Decks and Docks Lumber Co, Inc.:** 4,944 SF at 3135 Terrace Ave. from Keystone Real Estate Holdings, LLC. (Gonnering)
- **Florida Family Insurance Company:** 24,050 SF at 27599 Riverview Center Blvd., Bonita Springs from Riverview Associates Limited Partnership. (Timmins)
- **Hanalei Bay Coffee Co. d/b/a Bad Ass Coffee:** 1,546 SF at 6345 Naples Blvd., Unit A-1 from Boulevard Shoppes, LLC. (Sherwood)
- **Leader's Casual Furniture:** 6,800 SF at 3906 Tamiami Trail East, Units E, F & G from Downtown Properties, Inc. (Eber)
- **Panera, LLC:** 5,850 SF at 2184 Tamiami Trail North from CRF Gateway Limited Partnership. (Timmins)
- **Prism Microwave, LLC:** 5,057 SF at 3527 Plover Ave., Unit B from CAO Enterprises, LLC. (Martin)
- **Robert Half International, Inc.:** 3,320 SF at 999 Vanderbilt Beach Road, Suite 510 from FTC Naples, LLC. (Sherwood)
- **Strick Equipment Sales, Inc.:** 6,000 SF at 3237 Van Buren Ave. from Patricia Clifford and William Miller. (Martin)
- **Whitesell Corporation:** 4,316 SF at Charleston Square, Suite 220 from PLL Development. (Eber)



Don't make a move, until you call us!

Investment Properties
Corporation of Naples
3838 Tamiami Trail North, Suite 402
Naples, Florida, 34103-3586
Licensed Real Estate Broker

Investment
Properties
Corporation



Fall 2008 Newsletter

Prst 1st Class
US Postage
PAID
Permit 524
Naples, FL