

2023  
Q1



# Westchester RETAIL LEASING

## Q1 | MARKET REPORT | 2023

### Q1 Takeaways

- Big block vacancy continues to be driven by the shuddering of places like Bed Bath & Beyond and Party City who have both declared bankruptcy.
- The Galleria mall was officially removed from the statistical retail set for White Plains shrinking the size of that submarket by approximately 10%.
- Vacancy rates continue to remain low especially in well located centers and village retail.

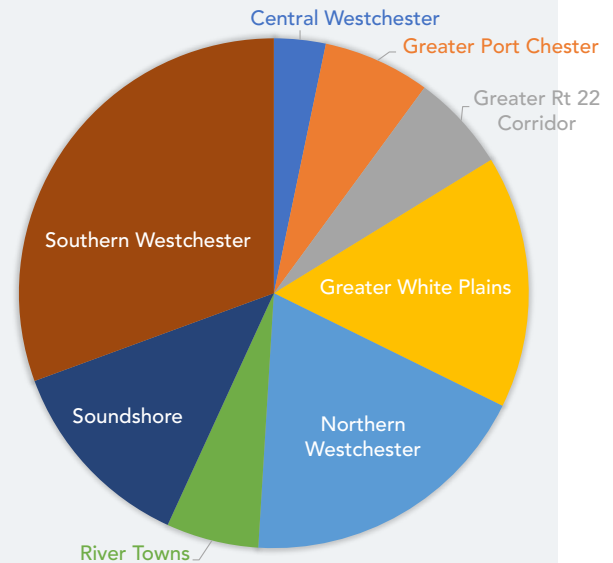
## SUMMARY

While economic conditions continue to wane, the Westchester retail market is not dead. Overall availability rates did increase slightly throughout the County, but it was only half of the eight Westchester retail submarkets that saw an increase. In fact, Greater Port Chester, Greater White Plains, Soundshore and Greater Route 22 Corridor all saw positive absorption for the quarter.

The decrease in availability for the White Plains submarket can largely be attributed to the closing of the Galleria Mall. Though the Mall owners were never fully transparent about the exact amount of space that was unoccupied, the removal of the massive, obsolete retail building, certainly had a positive effect on the numbers. Other bright spots include Greater Port Chester, where the availability rate decreased from 6.66% to 6.55%. This was driven by several smaller leases including AFC Urgent Care taking 3,400 SF in the Waterfront at Port Chester. The Route 22 Corridor hit another high note with availability creeping below 5% and asking rates nearing almost \$42.00 psf. In this same submarket X Golf signed a lease at the former Walgreens at Central Park Avenue in Scarsdale reflecting the continued demand in the market from experiential tenants.

Looking ahead, we believe there is cause for optimism for retail in Westchester County. Viable big box retailers will continue to right-size their footprints, but stay active in the market. New tenants seeking access to Westchester's strong demographics will continue to emerge and more housing density in transit oriented districts will strengthen the tenant base in village shopping areas.

**2023** WESTCHESTER  
TOTAL MARKET SIZE  
**47,991,212**



### TOP PERFORMING SUBMARKETS

LOWEST AVAILABILITY RATE:  
**Southern Westchester**

HIGHEST ASKING PPSF:  
**Greater Route 22 Corridor**

Q1 AVERAGE AVAILABILITY RATE\*:  
**6.30%**

Q1 AVERAGE ASKING PRICE\*:  
**\$36.61**

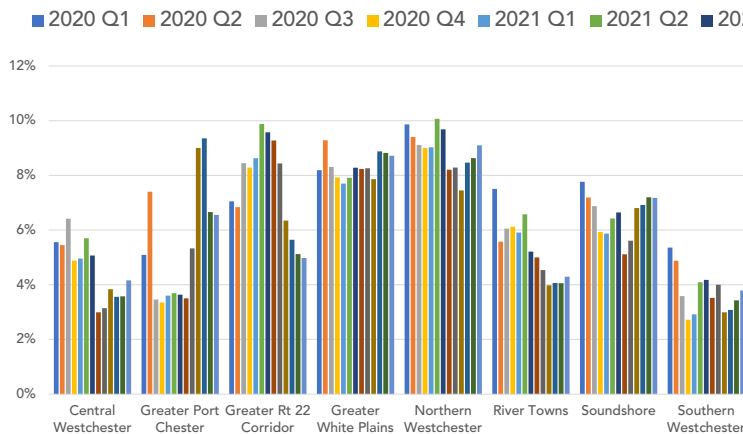
\*These are weighted averages rental rates are quoted on a gross basis using a formula for net costs

### AVAILABILITY RATE AND ASKING PRICE TRENDS



#### OVERALL AVAILABILITY RATE and ASKING PRICES 2018-2023 QTR OVER QTR

#### 2020 to 2023 AVAILABILITY RATE BY SUBMARKET



#### AVAILABILITY RATE TRENDS



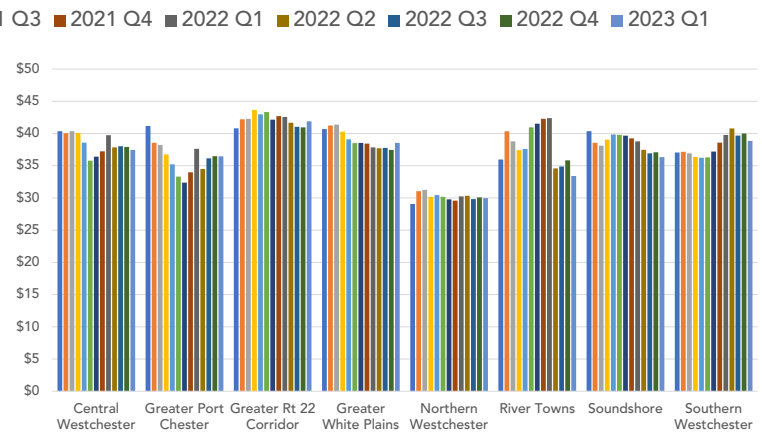
QUARTER  
OVER  
QUARTER  
INCREASE

**6.30%**  
Q1 WESTCHESTER  
OVERALL  
AVAILABILITY  
RATE



YEAR  
OVER  
YEAR  
INCREASE

#### 2020 to 2023 ASKING PRICE BY SUBMARKET



#### ASKING PRICE TRENDS



QUARTER  
OVER  
QUARTER  
DECREASE

**\$36.61**  
Q1 WESTCHESTER  
AVERAGE ASKING  
PRICE



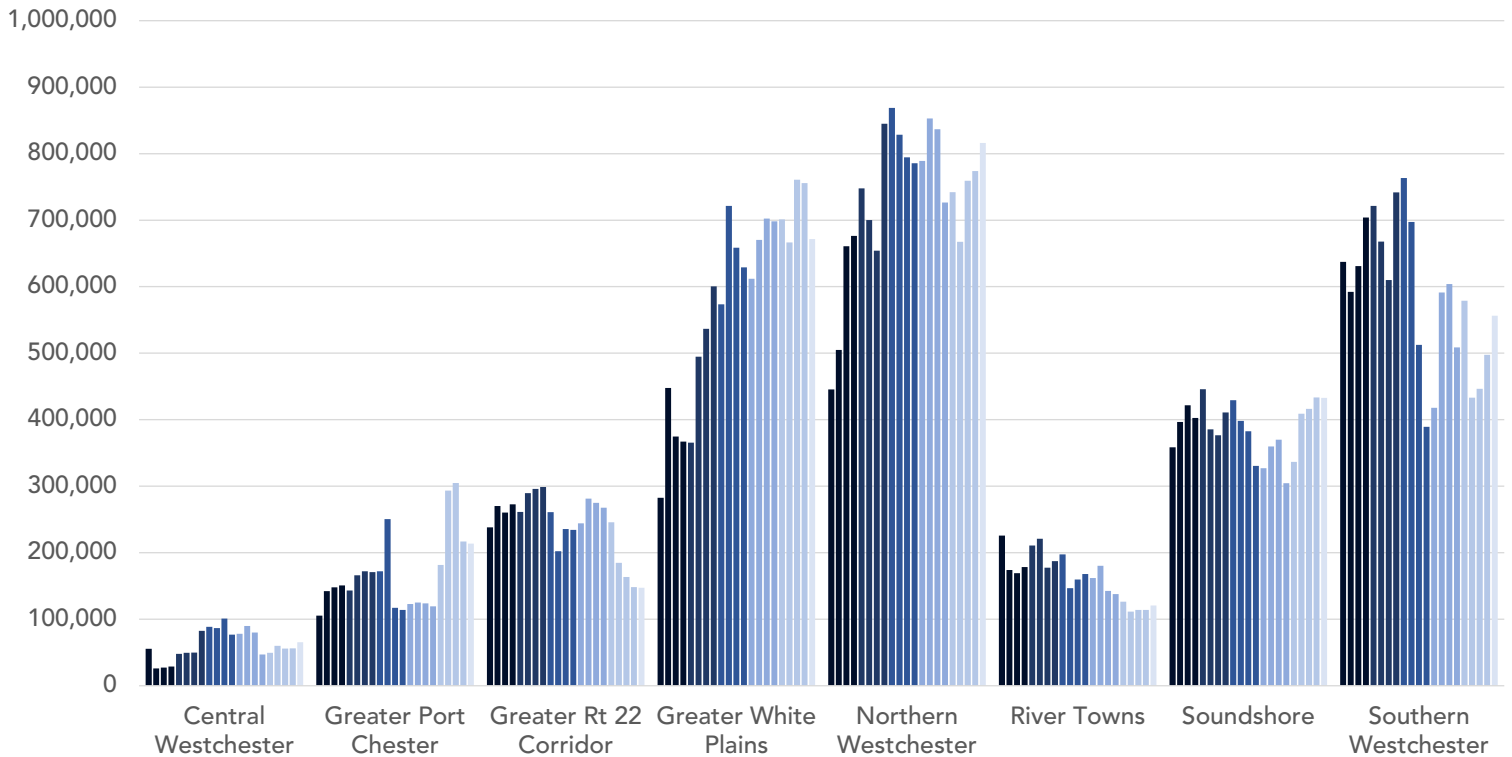
YEAR  
OVER  
YEAR  
DECREASE

Rental rates are quoted on a gross basis using a formula for net costs\*

## TOTAL AVAILABILITY

## WESTCHESTER SUBMARKETS 2018-2022 QTR OVER QTR

■ 2018 ■ 2019 ■ 2020 ■ 2021 ■ 2022 ■ 2023



HIGHEST AVAILABILITY RATE:  
Northern Westchester

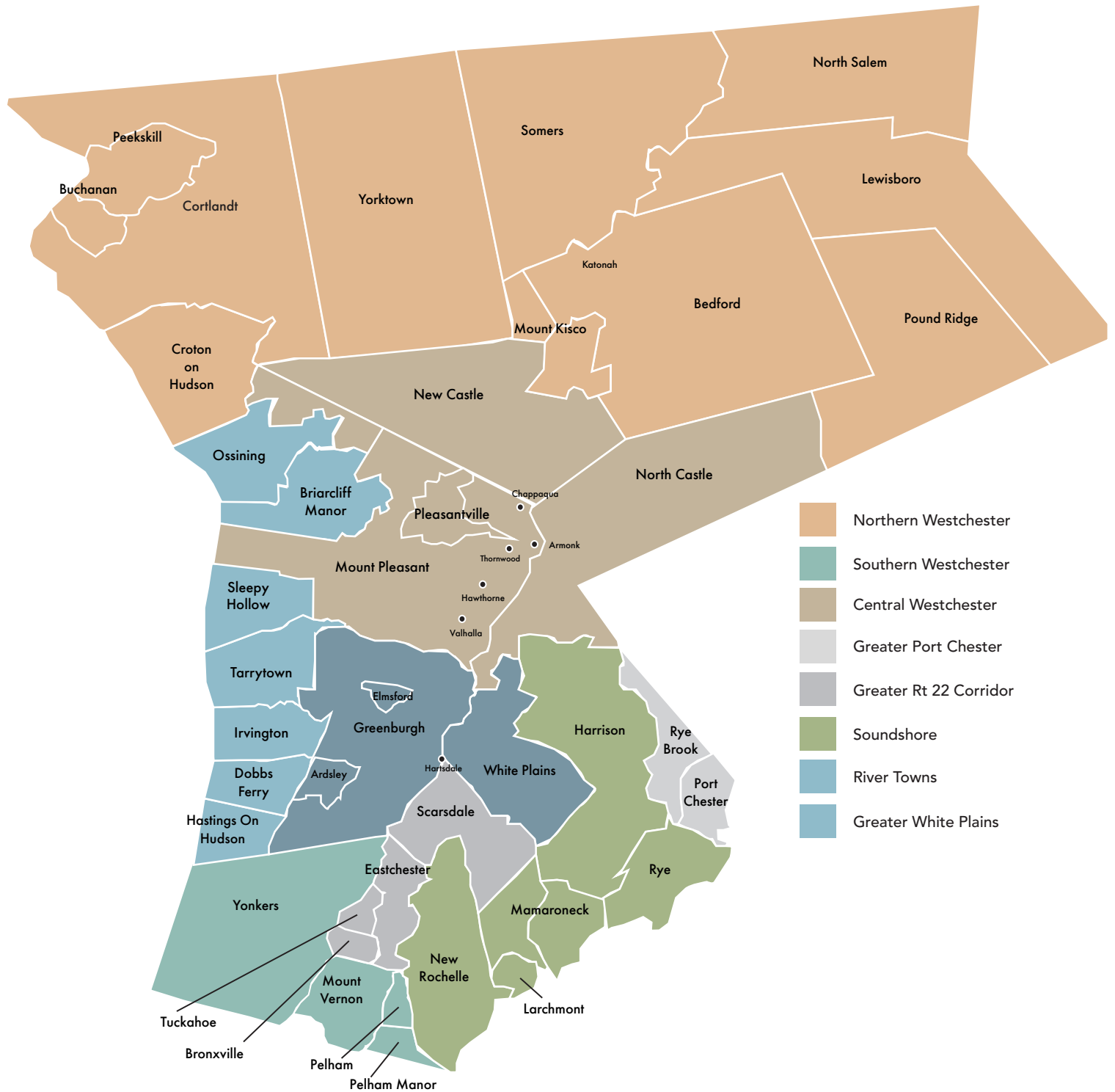
HIGHEST ASKING PPSF:  
Greater Rt 22 Corridor

MOST AVAILABLE SF:  
Northern Westchester

LOWEST AVAILABILITY RATE:  
Southern Westchester

LOWEST ASKING PPSF:  
Northern Westchester

LEAST AVAILABLE SF:  
Central Westchester





**FOR MORE INFORMATION REGARDING THESE REPORTS CONTACT:**

TENERRIA HUGHES  
MARKETING & RESEARCH  
THUGHES@RMFRIEDLAND.COM

**FOR ADDITIONAL INFORMATION REGARDING THE WESTCHESTER RETAIL MARKET CONTACT:**

DAVID SCOTTO  
914.968.8500 X306  
DSCOTTO@RMFRIEDLAND.COM

KATELIN VAN VOORHIS  
914.968.8500 X313  
KVANVOORHIS@RMFRIEDLAND.COM

STEPHEN KAUFMAN  
914.968.8500 X315  
SKAUFMAN@RMFRIEDLAND.COM

MIA ABDOU  
914.968.8500 X326  
MABDOU@RMFRIEDLAND.COM

FRANK SAVASTANO  
914.968.8500 X324  
FSAVASTANO@RMFRIEDLAND.COM