

# Stein Mart



## Corporate Profile

Stein Mart is the finest, upscale, off-price specialty store in America.

Stein Mart's 295+ stores offer the merchandise, service and presentation of traditional, better department or specialty stores, at prices competitive with off-price chains.

Stein Mart's focused assortment of merchandise features moderate to designer brand-name apparel for women and men, as well as accessories, gifts, linens and shoes.

For further information on Stein Mart, please visit their website at

[www.steinmart.com](http://www.steinmart.com)

# Stein Mart Real Estate Preferences

Stein Mart is continuing to grow and add new stores on a highly selective basis.

The new prototype store is 32,000 square feet, generally 160' x 220' (irregular box - min frontage/store width is 158'). It includes a 2,000 sf mezzanine, so they prefer a clear height (floor to bar joist) of 21' along the rear of the building.

Stein Mart's customers have very high taste levels, so we target upscale shopping centers and very affluent markets. We like the highest average household incomes, education levels, and housing prices we can find in any appropriately sized MSA; preferably 150,000 people within a 5-mile radius with an average household income of \$90,000 or more, and "carriage" trading residential areas close by the site.

We especially like upscale, high-end, specialty grocery-anchored neighborhood centers, and community/lifestyle centers.

The dominant, high-end, favorite, local or specialty grocer, women's apparel stores, "lifestyle" shops, soft/home goods stores, cosmetics, home furnishings, and nicer restaurants make great co-tenants.

Like most anchor department stores, Stein Mart is conservative on rent.

Landlords building prototype stores find that costs vary with their own architectural themes, but may run approximately \$100.00 psf for new ground-up construction (tilt-up construction on a pad-ready site) or around \$45.00 psf over a demised, air-conditioned "plain vanilla box" in second generation space. Tenant Representative fees are paid by Landlords.



# Regency® Centers.

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