

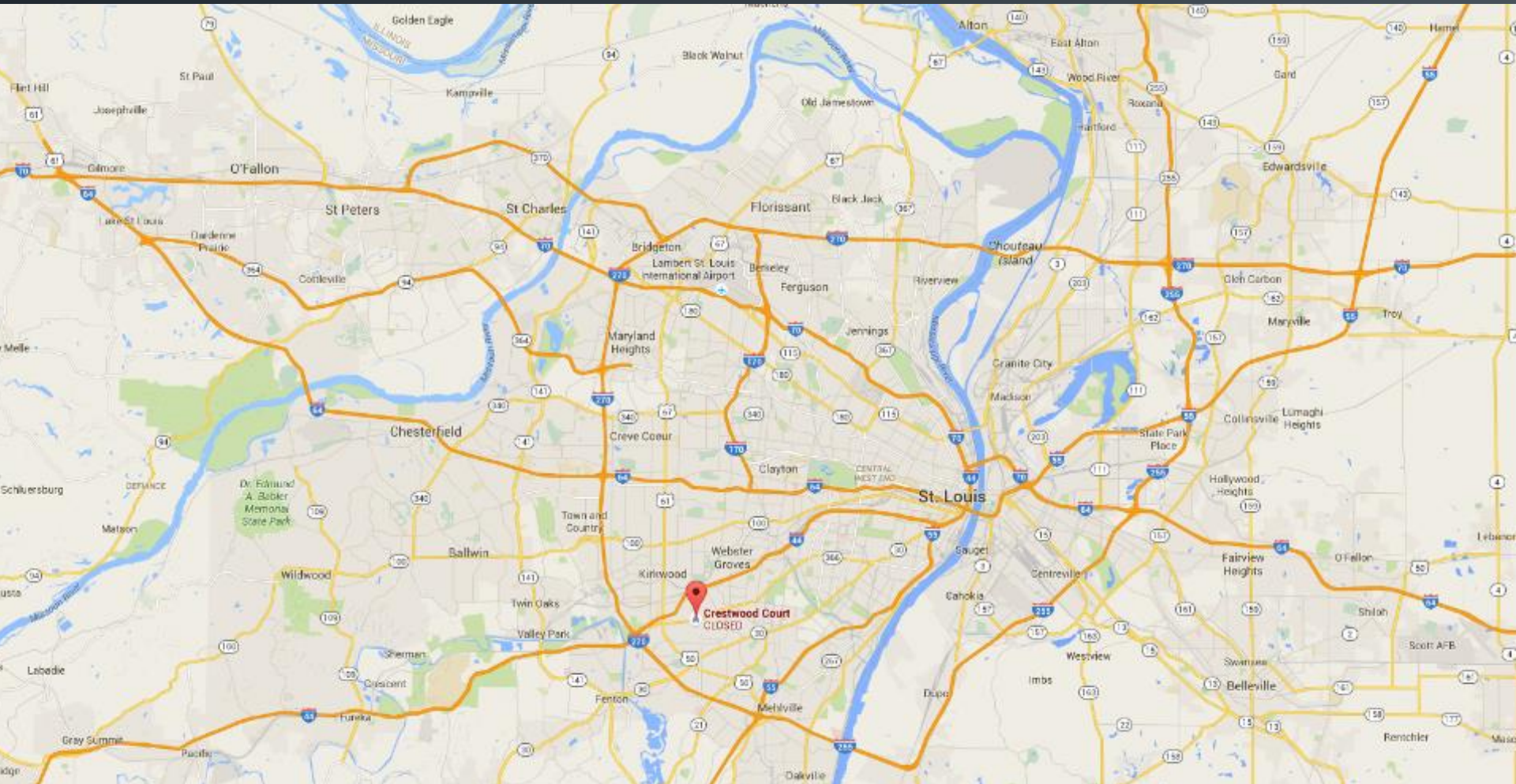
Crestwood Mall

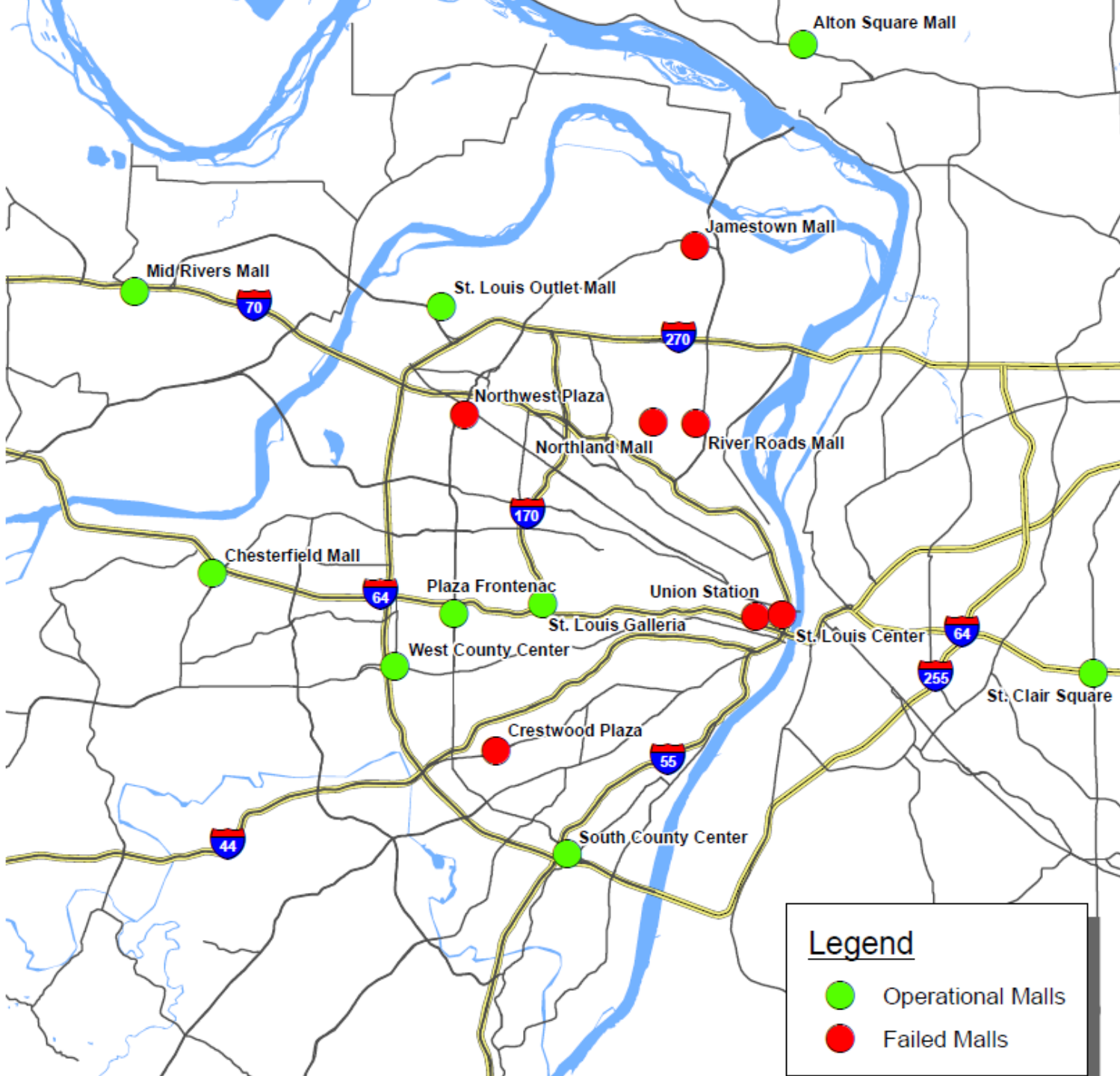
South St. Louis County

Crestwood Mall – Site Summary

- Located in South St. Louis County, south of I-44
- Constructed, primarily as an outdoor shopping center in 1957
- Excellent surrounding demographics for retail
- Not located on an Interstate, but along Watson Road, a major corridor (part of Historic Route 66)
- Major topographic change on the site (50 feet)

Location in St. Louis Metro Area





Legend

- Operational Malls
- Failed Malls

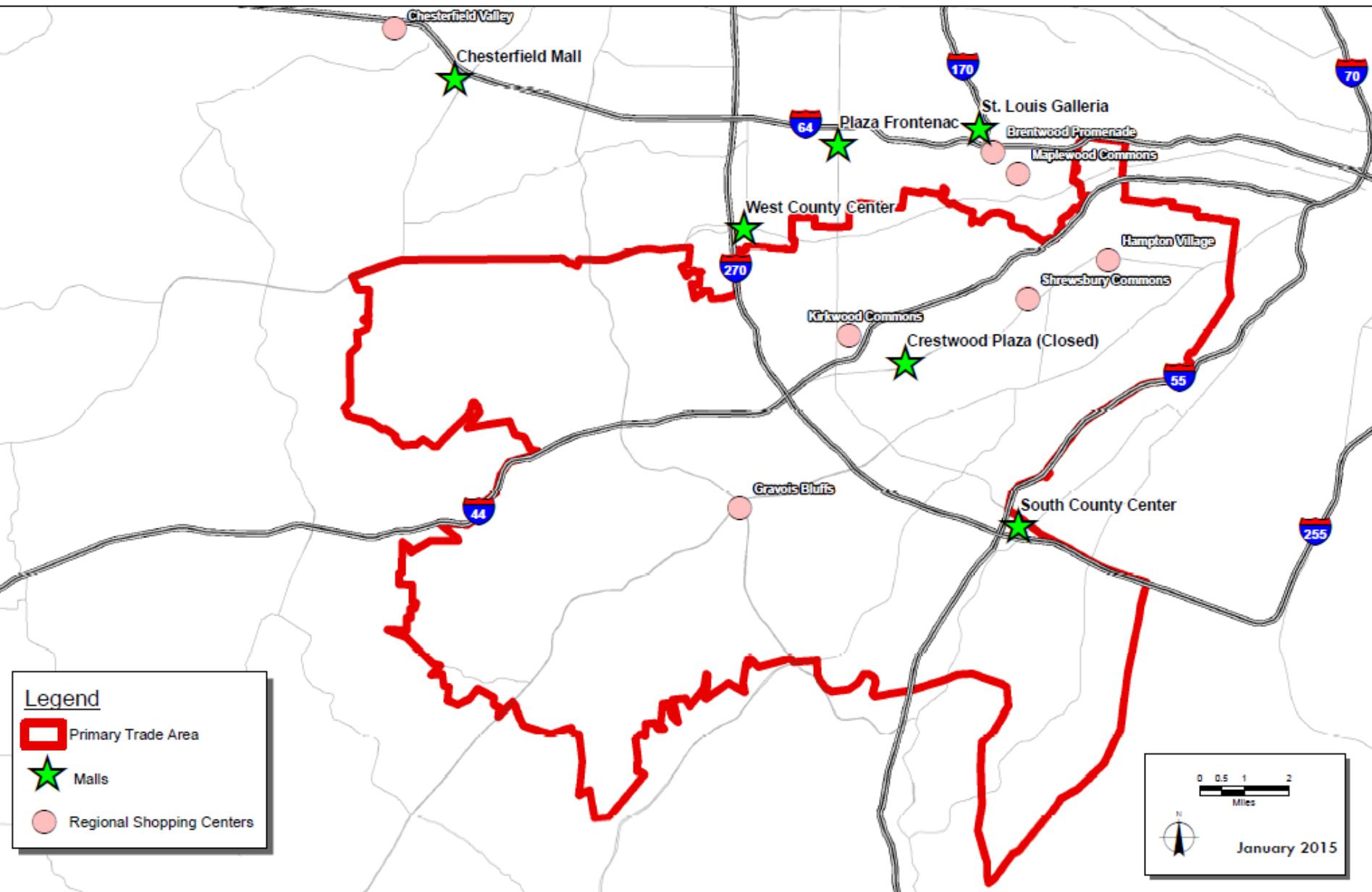
Watson Road Corridor - 1982



Watson Road Corridor – 1981 - 1998

- Crestwood Plaza was redeveloped in 1983-85
- Watson Road Corridor was redeveloped
- Crestwood Plaza was the place to shop
- Westfield acquired the property in 1998 for \$118 Million

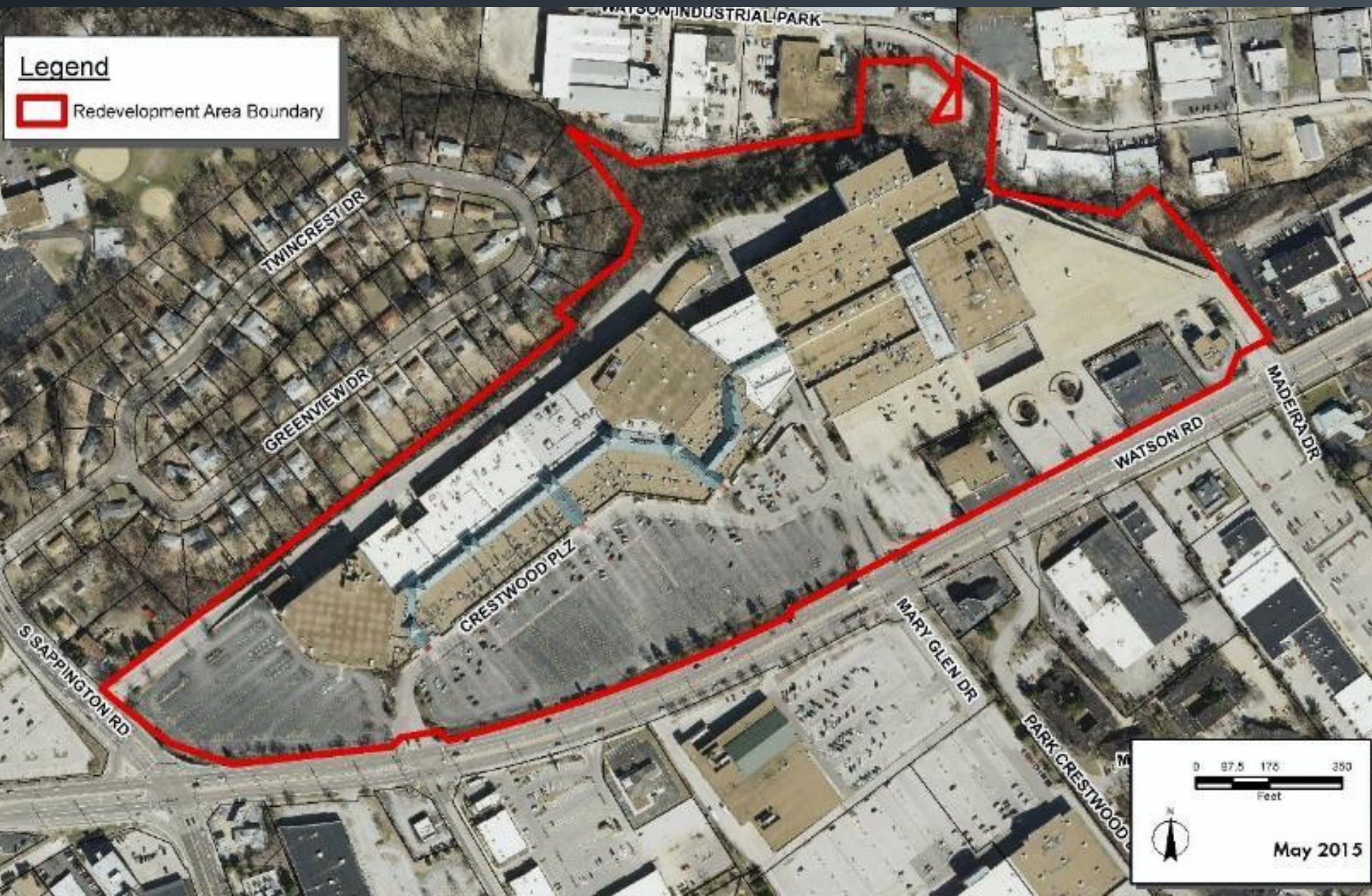
Trade Area



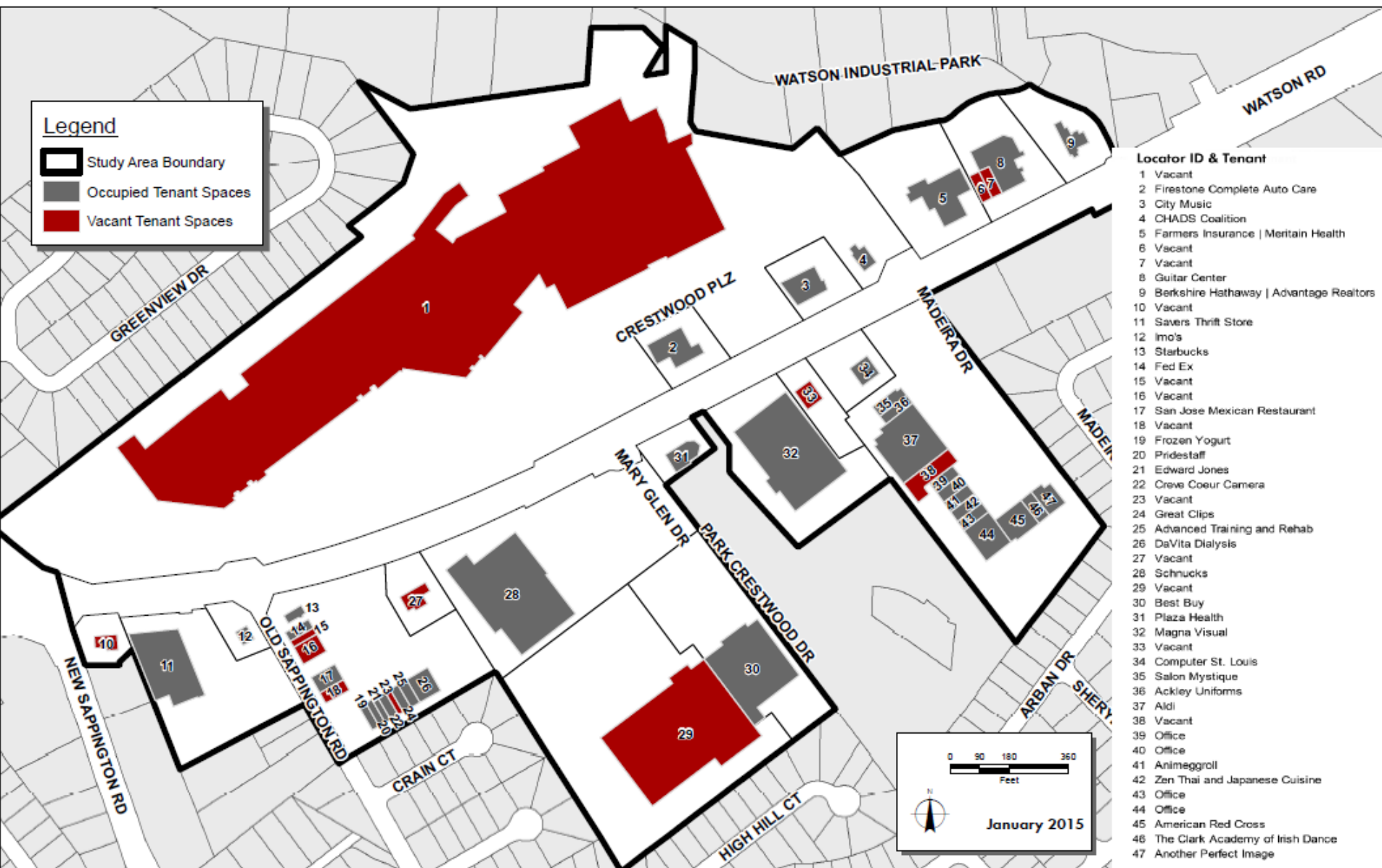
Decline of the Mall

- Lack of investment in buildings
- Several redevelopment proposals that did not start
- It was sold again in 2007 for \$18 Million to a partnership of Centrum Partners and Angelo Gordon and renamed Crestwood Court
- After a long but ultimately unsuccessful redevelopment process, it was sold at auction for \$2.5 Million to UrbanStreet
- \$750,000 worth of asbestos removal required

Crestwood Plaza Today (or a few months ago)



75% Corridor Vacancy (2015)



Negative Impact on Watson Road Corridor

- AADT: 26,000 in 2000
- AADT: 18,000 in 2013
- Gordman's and Best Buy closed across the street
- 30+% commercial vacancy along Watson Road.



Negative Impact on Community

- \$12.7M in City Revenues 2005
- \$11.3M in City Revenues 2013

Mall Appraised Value:

2005: \$89.9M

2014: \$3.5M

City Property Tax Rate:

2005: 0.2630

2014: 0.4310

Lindbergh School District Tax Rate:

2005: 3.230

2014: 4.9027



Crestwood Plaza Today



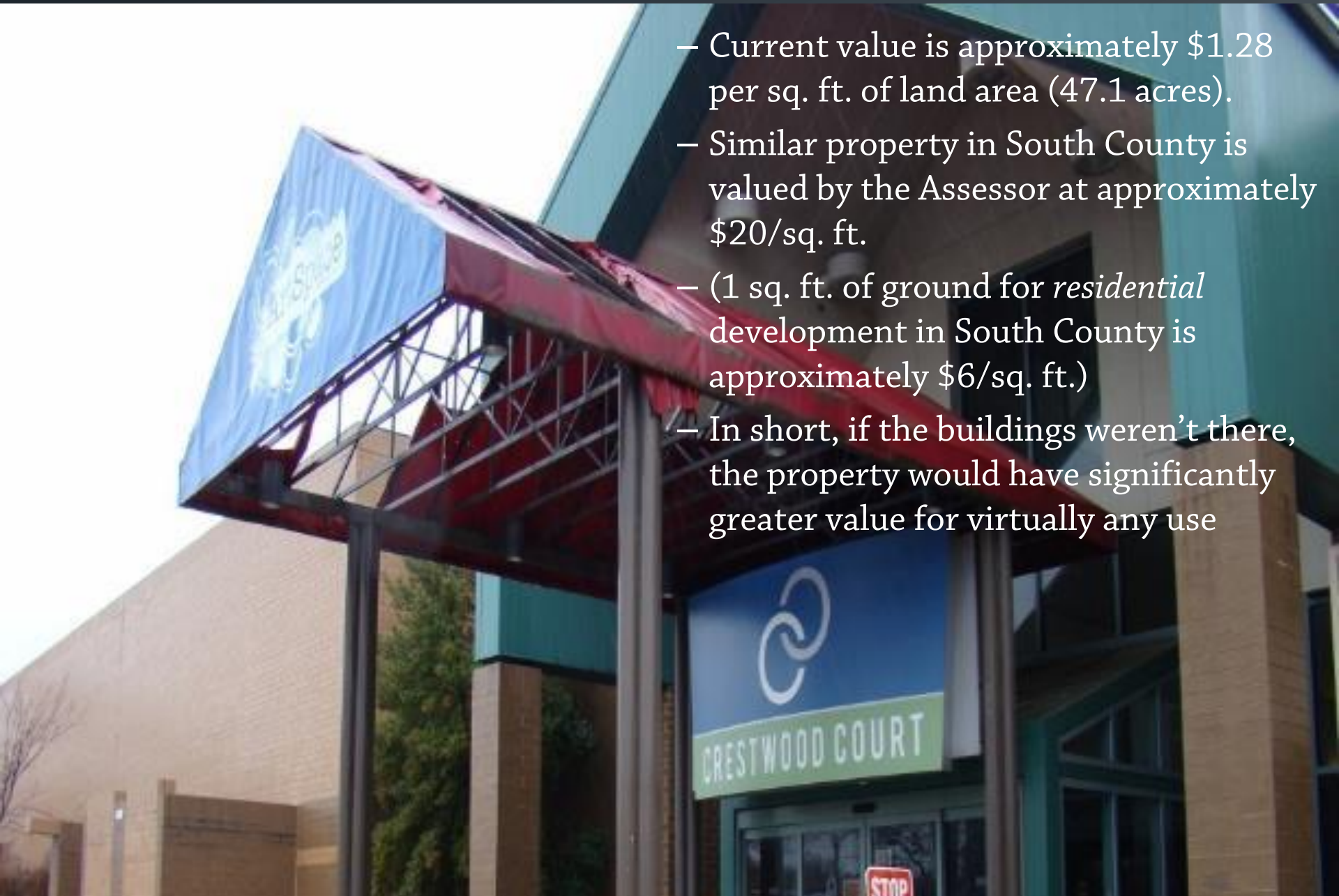
Why Are Public Incentive Tools Necessary?

- The current site improvements are obsolete and thus have no value to probable new uses
 - County Assessor currently (2014) has the property valued at \$3.5 M with \$1,000 allocated to the value of the building/site improvements (i.e. only the land has value)
 - According to Assessor records the May 2014 sale price was \$2.625 million and this will establish the 2015 valuation for assessment purposes, likely all attributed to land value



Why Are Public Incentive Tools Necessary?

- Current value is approximately \$1.28 per sq. ft. of land area (47.1 acres).
- Similar property in South County is valued by the Assessor at approximately \$20/sq. ft.
- (1 sq. ft. of ground for *residential* development in South County is approximately \$6/sq. ft.)
- In short, if the buildings weren't there, the property would have significantly greater value for virtually any use



Why Are Public Incentive Tools Necessary?

- Even if obsolescence weren't a factor, the condition of the buildings, parking structure, and site infrastructure is deplorable
- Years of deferred maintenance have taken a severe toll
- Cost of rehab would likely exceed the cost of new construction



Why Are Public Incentive Tools Necessary?

The demolition costs and environmental remediation (not including site grading to provide for new development or utility relocations) is \$5 M.

This does not include the cost of backfilling the parking garage end of the site - at least 100K CY of fill.





- What level of public investment is needed to make the project work?
- What if we do nothing?
- What are the short-term returns?
- What are the long-term returns?

Summary of Redevelopment Tools Used

- Tax Increment Financing (TIF)
- Community Improvement District (CID)
- Transportation Development District (TDD)
- State and Federal Brownfield Tax Credits
- Chapter 353 Tax Property Tax Abatement and Sales Tax Rebate (as a back-up)

Proposed Crestwood Plaza

PROJECT DATA

SITE AREA 13.4835 ACRES

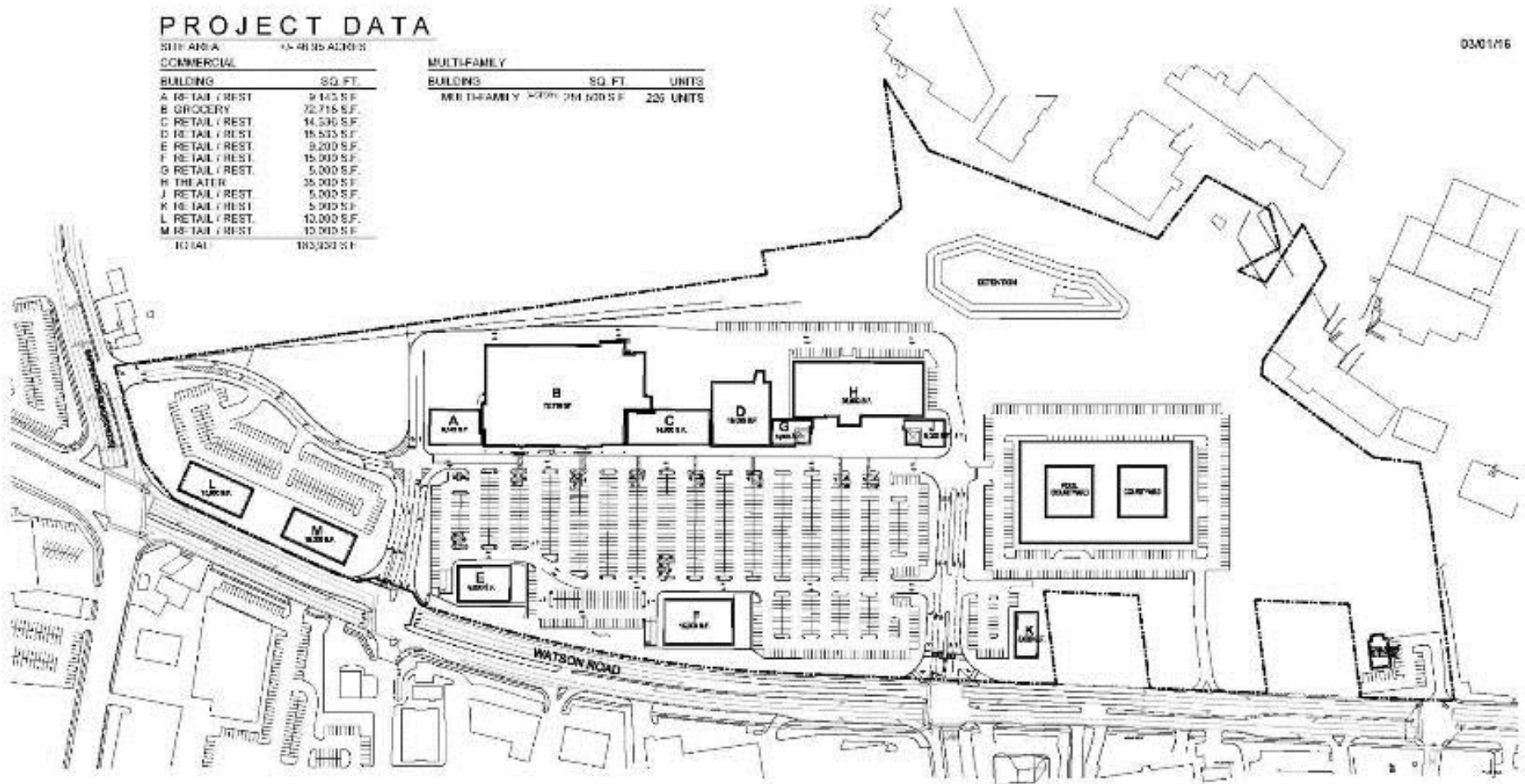
COMMERCIAL

BUILDING	SQ. FT.
A 10-TAIL / REST	9,143 S.F.
B GROCERY	22,716 S.F.
C RETAIL / REST	14,530 S.F.
D 10-TAIL / REST	15,533 S.F.
E RETAIL / REST	9,200 S.F.
F 10-TAIL / REST	15,000 S.F.
G RETAIL / REST	5,000 S.F.
H THEATER	35,000 S.F.
J RETAIL / REST	5,000 S.F.
K 10-TAIL / REST	5,000 S.F.
L RETAIL / REST	10,000 S.F.
M 10-TAIL / REST	10,000 S.F.
TOTAL	183,333 S.F.

MULTIFAMILY

BUILDING	SQ. FT.	UNITS
MULTIFAMILY	294,000 S.F.	225 UNITS

03/01/16



PRELIMINARY SITE PLAN

SCALE 1" = 100' 0"

Proposed Crestwood Plaza

Legend

-  Redevelopment Area Boundary
-  Retail/Service
-  Entertainment/Destination Service & Retail/Office
-  Multi-Family Residential/Retail/Service/Office
-  Open Space and Community Gardens

