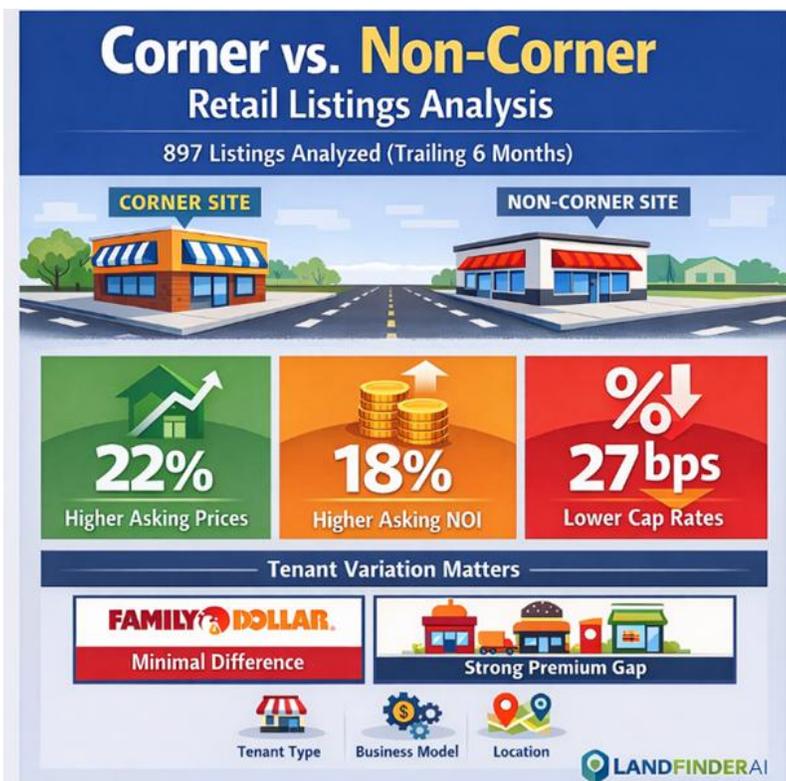


Paired Sales Analysis of Corner vs. Non-Corner Retail Listings (Trailing 6 Months)

A recent paired analysis of 897 single-tenant retail listings over the past six months examined how site positioning influences market pricing. Listings were segmented by location characteristics (corner vs. non-corner sites) and analyzed using asking price, asking net operating income (NOI), and asking capitalization rates to identify consistent market behavior.

The study provides insight into how physical site characteristics and tenant behavior collectively shape pricing expectations in today's single-tenant retail market. Overall, we analyzed 17 Brands including: Advance Auto Parts, Take 5 Oil Change, 7-Eleven, Circle K, WaWa, Dollar General, Dollar Tree, Family Dollar, DaVita Dialysis, Heartland Dental, Arby's, Burger King, Chick-Fil-A, Chipotle, McDonald's, Starbucks, & Wendy's.



Study Overview

- **Total Listings Analyzed:** 897
- **Non-Corner Sites:** 599 listings (67%)
- **Corner Sites:** 298 listings (33%)
- **Variables Evaluated:** Asking price, asking NOI, and asking Capitalization Rate
- **Methodology:** Paired comparison by property subtype and tenant category to isolate location effects.



Key Findings

1. Corner sites command a measurable price premium.

Across the dataset, corner properties demonstrated approximately **22% higher average asking prices** than comparable non-corner locations, suggesting the market assigns meaningful value to enhanced visibility, access, and traffic exposure.

2. Higher income expectations support the pricing premium.

Corner listings showed roughly **18% higher average asking NOI**, indicating that higher pricing is supported by stronger income expectations rather than purely speculative positioning.

3. Slightly lower capitalization rates reflect stronger investor demand.

Corner properties exhibited modestly **lower asking cap rates (≈27 basis points lower)** than non-corner sites, reflecting lower perceived risk and stronger investor competition for premium locations.

Collectively, these trends indicate that the market generally recognizes corner positioning as a value-enhancing characteristic driven by visibility, accessibility, and tenant demand.

Tenant-Specific Behavior and Location Sensitivity

While the broader dataset indicates a consistent premium for corner locations, the analysis also revealed that **not all retail brands demonstrate the same sensitivity to site positioning**. In several cases, pricing differences between corner and non-corner sites were minimal or statistically negligible.



For example, properties leased to **Family Dollar** showed only nominal differences in asking price, NOI, and capitalization rates between corner and non-corner locations. This suggests that for certain tenant types—particularly necessity-based or value-oriented retailers—intersection

exposure and visibility may not significantly influence performance expectations or investor pricing behavior.

This variation highlights an important dynamic:

- **Business model sensitivity to visibility:** Some tenants rely heavily on traffic exposure and impulse visits, while others depend on destination-driven or convenience-based demand.
 - **Standardized site selection criteria:** Certain national tenants follow uniform store prototypes and location requirements, reducing pricing variability tied to site positioning.
 - **Tenant motivation influences pricing expectations:** Investor pricing often reflects perceived income stability, tenant credit, and lease structure alongside physical site characteristics.
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Market Interpretation

The findings suggest that corner positioning should not be treated as a universally applied pricing adjustment. Instead, the market reflects a nuanced relationship where **location premiums vary by tenant type, operating strategy, and demand drivers**. When establishing asking prices or forming value expectations, both site characteristics and tenant behavior should be considered to accurately reflect market conditions.

From a valuation perspective, these results support applying location-based adjustments within the context of tenant-specific market behavior rather than relying solely on generalized assumptions.

Role of Data-Driven Valuation Tools

Platforms such as [LandfinderAI](https://www.landfinder.ai) help market participants identify these patterns by analyzing large volumes of listing data and generating rapid valuation insights. By evaluating pricing behavior across location characteristics, tenant types, and income metrics, data-driven tools can assist brokers, investors, and appraisers in forming more informed asking price expectations and market-supported adjustments.

As commercial real estate markets become increasingly data-driven, paired sales analyses like this provide a practical framework for understanding how both site positioning and tenant

motivation influence value formation. Especially when the analysis is automated for the investor across the entire US.