

KEYPOINTS

THE RETAIL NEWSLETTER

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ACCELERATING RETAIL

Whole Foods will open 2 small-format **Whole Foods Market Daily Shop** in NYC. The stores range between 7,000–14,000 s/f. It will open a full location in Phoenix, AZ... **BJ's Wholesale Club** will open 11 clubs over the next 6 months. It currently has 244 locations...**GU Co.**, sister brand of **Uniqlo**, opened its first US store in NYC...**Ollie's** opened 10 new



Whole Foods will open two smaller-format stores in NYC

Photo: © jetcityimage@123RF.COM

stores in TX, all former **99Cent Stores**. It currently operates 542 stores in 31 states...**Amazon Fresh** opened stores in PA and CA last month, bringing its fleet to 52 stores in 8 states. Ollie's also bid to acquire 7 former **Big Lots** leases at auction, part of Big Lots' 143 store closures...**Target** will open 9 stores in 8 states, continuing its effort to open 300+ stores...**In-somnia Cookies** opened its 300th store, in Seattle...**Costco**, which has more than 600 US locations, will open 29 locations during fiscal 2025...**Foxtail Coffee** has grown to 71 locations, and expects to enter 10 new states by 2025...**Kay Jewelers** will revamp its stores this year and add 8 stores to its current 1,000+ stores...IQVentures Holdings has completed its acquisition of lease-to-own retailer **The Aaron's Company**. With the deal, Aaron's stock will no longer be listed on the NYSE...**Primark** will open a flagship store in Herald Square, its 11th NY location...**Ulta Beauty** will add 200 stores in 3 years.

DECELERATING RETAIL

BurgerFi International has closed 20 underperforming **BurgerFi** and **Anthony's Coal Fired Pizza** locations in the wake of its Chapter 11 filing...**Tempur Sealy International** will sell 73 **Mattress Firm** locations and 103 **Sleep Outfitters** locations to get approval for its \$4 billion merger with **Mattress Firm**...**Kmart** will close its 1 remaining full-size US store, in Bridgehampton, NY, this month. Kmart once oper-

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The Halloween Issue

Chris Cardoni, Contributor

The pumpkins have been out in front of the grocery stores, and the candy at the front of the drugstores, for many weeks now, and as we reported last issue, **Spirit Halloween** has opened a record number of temporary stores this year. Yes, it's Halloween in Retail-land, and according to the **National Retail Federation**, nearly half of Americans began, or *completed*, their Halloween shopping well before October.



Photo: ©mserezniy@123RF.com

That shopping will total about \$11.6 billion this year, down a bit from last year's record-setting \$12.2 billion, and will include \$3.5 billion for candy, \$3.8 billion for decorations, and \$3.8 billion

2024 Halloween Spending



Source: National Retail Federation (nrf.com)

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KPP NEWS

COMING SOON: A team from KPP will attend the **ICSC@New York** trade show at the Javits Center in December, representing expanding Tenant Rep clients **Apple Cinemas** and **FunCity Adventure Park**.



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ated 2,000+ locations...Delta Apparel Inc., parent company of **Salt Life**, was sold via auction to Iconix International and Hilco. The purchase includes the Salt Life brand and related assets. Salt Life's 28 stores in 10 states will close...50 more **Big Lots** locations have been added to a closures list. It had previously listed 300+ stores for closure... Amazon has closed 3 **Amazon Go** stores in NYC... **Walmart** will close 11 underperforming stores in 6 states...**7-Eleven** will close 444 underperforming stores and will offload an undisclosed



The last remaining full-size Kmart store will close this month

Photo: @snyfer@123RF.com

number of properties in via sale-leaseback... **True Value** has filed for Chapter 11 bankruptcy protection and will sell itself to Do it Best Corp. True Value stores are independently owned and not a part of the proceedings... **Walgreens** will close about 1,200 stores. It earlier announced it was shutting 300 stores... **TGI Fridays** closed 12+ US restaurants over the past month.

NEW ENGLAND RETAIL

Brilliant Earth will open 2 showrooms in Boston's Seaport and Chestnut Hill. It has 40 US locations... **Stewart's Shops** will acquire **Jolley Associates** convenience stores for an undisclosed amount. Jolley operates 45 stores; Stewarts operates 360 stores... **J. Jill** closed its MarketStreet, Lynnfield shop but is building a new space in the center... **Whole Foods** will open at The Landing at Hyannis, its 1st Cape Cod store... **Mango's** opened a store at CambridgeSide, Cambridge, MA... **Macy's** at the Kingston (MA) Collection mall has been sold and will close next year.

MONTHLY RETAIL SALES: COMMERCE DEPT.

The Commerce Department said retail sales rose by 0.4% last month.

Source: U.S. Department of Commerce - commerce.gov

CONSUMER CONFIDENCE INDEX

The Conference Board Consumer Confidence Index® fell in September to 98.7, from 105.6 in August.

Source: The Conference Board - www.conference-board.org

Americans will spend \$3.8 billion on Halloween costumes

for costumes, or so says the NRF's annual survey conducted by **Prosper Insights & Analytics**, which asked 7,945 consumers about their Halloween shopping plans. It was conducted Sept. 3-8 and has a margin of error of plus or minus 1.1 percentage points (NRF.com, *Retail Holiday and Seasonal Trends for Halloween*, September 19, 2024).

The survey notes that "72% percent of consumers plan to celebrate this year, consistent with last year's record of 73%. Top holiday activities include handing out candy (67%), decorating their home or yard (52%), dressing up in costume (49%), carving a pumpkin (43%) and throwing or attending a party (29%)."

And where will, or has, all this shopping for candy and costumes and cards occur? According to **Chain Store Age** (*Big-box chains are top choice for Halloween, followed by...*, CSA.com, 9/18/24): "Big-box retailers are the most popular choice for Halloween shopping this year...the vast majority of shoppers (76%) plan to stock up on holiday needs at big-box retailers such as **Walmart** and **Target**. Grocery stores (38%), dollar/discount chains (34%) and online retailers (34%) are also popular choices... Price was the most important factor for choosing a Halloween retailer followed closely by variety and promotion/sale... More than half (57%) of shoppers plan on shopping in-store this year, with 26% opting for a combination of both in-store and online shopping... candy will be the most commonly purchased item at 73%, followed by Halloween-themed snacks/foods (42%), seasonally-themed decorations (42%), seasonally-themed beverages (33%) and Halloween costumes (29%)."



Photo: @ludmilachemetska@123RF.COM

Speaking of candy, according to several sources, the most popular Halloween candy in America remains the **Reese's Peanut Butter Cup**, followed by a candy that begins - and ends - with M.

Of course, a big part of Halloween (and Halloween retail) involves dressing up. In the realm of costumes, current pop culture figures always show up in Halloween shops, so expect to see a few Beetlejuices, Deadpools and Wolverines, and Taylor Swifts (and perhaps some candidates for certain high government offices) haunting the Halloween streets. 2.6 million kids plan to be Spider-man this year, the NRF survey tells us.

However, classic old-school Halloween costumes still hold sway: among kids, 1.8 million plan to be a ghost, 1.7 million a princess, and 1.6 million a witch. Among adults, 5.8 million will be a witch, 3 million a vampire, 1.6 million a cat, and 1.4 million a pirate, according to the NRF.



The number one most popular costume for pets?
A pumpkin.

HAPPY HALLOWEEN!

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