

KEYPOINTS

THE RETAIL NEWSLETTER

MAY 2026 ©KEYPOINT PARTNERS, LLC BURLINGTON, MA

ACCELERATING RETAIL

Trader Joe's will open 18 stores in 12 states...**Nordstrom**



Trader Joe's is opening 18 stores in 12 states

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Rack added 4 store openings to its fall 2026 schedule, and 2 more in 2027...**Walmart** will remodel 650+ stores in 2026, and open app. 20 in 2026-2027...**Primark** will open its 40th US location and 1st in NYC with a flagship in Herald Square. It will also open its 2nd MD store and its 3rd in VA...**Target** will open 6 stores in 4 states in May...**BJ's Wholesale Club** opened its 1st TX location...**Lowe's** will open 5 stores in FL, TX and KY this year...**Chicken Salad Chick** awarded 52 restaurants in the Q1 of 2026...**Staples** has entered into a partnership to open branded **Party City** shops in 700+ US stores...**Tractor Supply** plans 100 stores this year...**Smoothie King** has 200+ store commitments in its development pipeline...**Marshalls** opened 4 stores in 4 states in April...**White Castle** will open 1,000 automated **White Castle Crave & Go** kiosks...**Bed Bath & Beyond Inc.** will convert 98 Container Stores to **The Container Store + Bed Bath & Beyond** format over the next few months...**Layne's Chicken Fingers** awarded 50+ restaurants to franchise partners in 4 states...**Lowe's** will open 5 stores this year...**Pure Hockey** has acquired **Perani's Hockey World**, a MI-based retailer with 22 locations, bringing the company's footprint to 110+ locations in 32 states...**Boll & Branch** opened a brick and mortar location in Skokie, IL. 3 additional stores are planned this year. It operates 15 US stores...**Floor & Decor** opened 6 stores during Q1 and plans to open 20 locations for the year...**Whataburger** will open 15 locations in 7 states...**Burlington** will open 26 stores in 20 states this month. It plans 110 new stores by 2027...**Bob's Discount Furniture** is on track to open app. 20 stores this

[Continued on Page 2](#)

RETAIL OBSERVATIONS

Chris Cardoni, Contributor

OBSERVATION: Staples Gets the Party

(Re)Started: Recently, while planning a 90th birthday party for our mother, my sister was bemoaning the fact that there were no more **Party City** stores at which she could shop in person to compare different colors and styles of plates, napkins, decor, etc. She'll be happy to learn that (as reported in the *News* at left) Party City is

coming back, as branded stores-within-a-store in 700 **Staples** locations nationwide - including the company's popular selection of balloons.



Photo:©aca09595@123RF.COM

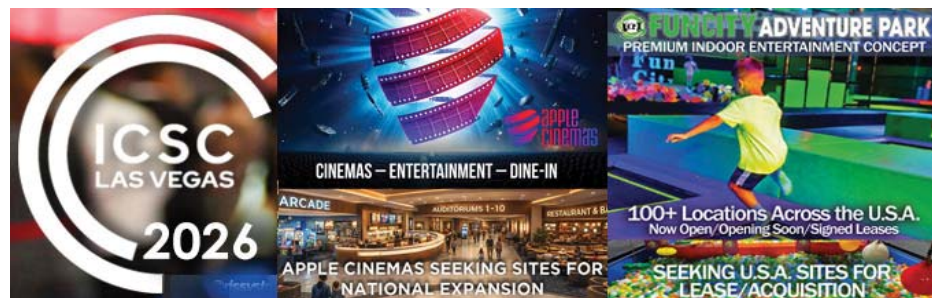
A **Chain Store Age** report (*Party City in retail comeback - inside Staples stores*, Marianne Wilson, CSA.com, 4/21/2026) notes that "Staples has entered into a partnership to open Party City shops in its stores nationwide. [Staples] has open branded Party City shops in more than 700 stores nationwide and also on Staples.com. The company plans to expand the experience to additional stores by the end of 2026. The rollout comes after Party City filed for bankruptcy at the end of 2024...and went on to close its approximate 700 stores nationwide...the partnership brings Party City's selection of balloons, décor, and party supplies together with the office supplies retailer's same-day print and marketing services, creating a single destination for a wide range of personal and professional occasions...Customers can shop party décor, tableware, gift bags, costume accessories and favors, while also creating personalized invitations, banners, yard signs and posters through Staples' print services." My sister will be pleased. Party on!

OBSERVATION: Sliders On Demand: According to a press release on its website, iconic "slider provider" **White Castle** is teaming up with Automated Retail Technologies (ART) to create 1,000 **White Castle Crave & Go** kiosks "across a wide range of commercial and institutional environments" nationwide: "White Castle Crave & Go orders are prepared for guests on demand...often in locations where a traditional White Castle restaurant is not available...Crave & Go kiosk de-

[Continued on Page 2](#)

KPP NEWS

ICSC@Las Vegas: Our team will attend ICSC@Las Vegas this month, representing our two nationally-expanding entertainment tenants.



year...**Ocean State Job Lot** signed leases for 4 stores in 2in former **Big Lots** spaces...**Aritzia** will open 12-13 US stores in its current fiscal year...**Whole Foods** will open small-format Daily Shops in Boston, Chicago and Philadelphia...**Texas Roadhouse** has 22 restaurants under construction.

DECELERATING RETAIL

Macy's Inc. will close 14 stores across 12 states. The company shuttered 66 stores in 2025... A&G Real Estate Partners is



Macy's will close 14 stores in 12 states

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seeking offers for 60 **Walgreens** leases and 18 fee-owned land parcels, stores, and other assets across 27 states...**Bath & Body Works** has closed 92 stores since last year including 62 US stores, most in malls...**Smokey Bones** closed all US restaurants on April 28.

NEW ENGLAND RETAIL

Two Pence Market, a market/café, will open this summer in a former bank in Milton, MA...**Trader Joe's** will open a store in Quincy...**Star Market** will open in the former **Village Market** in Scituate...**Rocco's Tacos & Tequila Bar**, **Wonder, Waffle & Bagel**, **Mav, gorjana**, **Vuori**, **Bissinger's Handcrafted Chocolates**, **Game Show Battle Rooms**, and **Craft Loft** are now open or coming to Burlington (MA) Mall...**Acadia Realty Trust** and **Osiris Ventures** acquired 4-6 and 28 Newbury St. for \$113.5M. 4-6 Newbury St. is home to **Chanel**, and 28 Newbury St. is home to **Cartier**... **Pyramid Management Group** is part of an investment group that won the bidding for **Providence Place Mall** in RI.

MONTHLY RETAIL SALES: COMMERCE DEPT.

Retail sales rose 0.5% in April, the Commerce Department said. Excluding gas prices, sales were up 0.3%.

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

CONSUMER CONFIDENCE INDEX

The Conference Board Consumer Confidence Index® edged up by 0.6 points to 92.8 in April, from 92.2 in March.

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

The retail outlook is not all party hats, hot sliders, and balloons

ployment has already begun, with early installations generating...highly positive feedback. White Castle and ART expect expansion to accelerate throughout 2026 as additional sites come online." So, go have a slider or two - or 10!

OBSERVATION: Closings Cost: However, I'm sorry to say that the retail outlook is not all party hats, hot sliders, and balloons. Look at this sobering headline from a recent **Retail Dive** article: *Retailers could close more than 40K stores in the next 5 years - Tariffs and immigration policies are weighing on the industry and could drive even more closures, UBS analysts found* (Daphne Howland, Lead Reporter, **Retail Dive.com**, 4/24/2026).

Howland quotes research by UBS, WD Partners, Colliers, and Placer.ai in the piece, which notes: "Growth in e-commerce, aided by AI, is poised to lead retailers to close more than 40,000 stores over the next 5 years...Department stores and specialty retailers are most at risk, while off-pricers will keep expanding, they said...Current U.S. policies, including tariffs and net-negative immigration, could drive further closures, too, if they remain in place...Speed, location, assortment, experience, and price are increasingly important differentiators, and consumers are prioritizing experiences over goods. Large chains...stand to benefit, as many small and independent retailers struggle.



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2030...UBS estimates that retail sales could drop about 0.5% on an annual basis as retailers absorb about \$100 billion of increased costs while lower-income households cut down on spending".

Quite a bit can and likely will change, but this is food for serious thought indeed.

Sources: Chain Store Age.com; White Castle.com; Retail Dive.com

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