

# KEYPOINTS

## THE RETAIL NEWSLETTER

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### ACCELERATING RETAIL

**Wegmans** will open 3 stores in 2025, including its 1st-ever stores in CT and Long Island, NY...**PayMore Stores** will open 90 US stores in 2025. It now has 50 US stores...**Sweet Paris Crêperie & Café** plans 8 openings for 2025. It operates 18 US locations...**Skechers** plans 180-200 stores for 2025...**JP Morgan Chase** is planning 500+ new US branches by 2027...**Smoothie King** plans 105 stores this year. It now operates



#### JP Morgan Chase plans to add 500+ new US branches

Photo: @jetcityimage@123RF.COM

1,200+ US stores...**Batteries Plus** will open 30 US locations...**Krispy Krunchy Chicken** opened 605 stores in 2024 and will open more this year than last. It operates 3,200+ locations in 47 states...**Woof Gang Bakery & Grooming** opened 50+ locations last year. Its now has 239 in 26 states...**The Container Store** exited Chapter 11 bankruptcy as a privately held company owned by its lenders, with its footprint largely intact...**Paris Baguette** opened 51 cafes and hopes to add 100+ more in 2025...**Walmart** purchased Monroeville Mall & Annex in Monroeville, PA. Tenants include **Macy's** and **Cinemark**...**Bad Ass Coffee** has 23 stores planned for this year. It operates 40 US locations...Asian toy brand **Pop Mart** opened its 2nd Chicago store. Pop Mart now operates 22 US stores and expects to double that by the end of the year...**H&H Bagels** has 3 agreements to open 20 locations. It now operates 8 US locations...Kirkland's finalized its \$25 million deal with Beyond, parent company of **Bed, Bath & Beyond**. Kirkland's will become Beyond's exclusive brick-and-mortar operator for new, smaller-format Bed Bath & Beyond US locations, with the 1st expected to open later this year...**Aldi** will open more than 225 US stores in 2025, the most in one year in its history. It aims to reach 800 new stores by 2028. Last

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### OBSERVATIONS

Chris Cardoni, Contributor

**OBSERVATION: Predicting the Top in 2025:** It's the time of year when industry experts tell us what kind of year it's going to be for various players in the great retail game. Retail data firm **Placer.ai** is right out front on **Chain-StoreAge.com**, with their list of projected winners (*Placer.ai: Top brands to watch in 2025*, Zachary Russell, ©CSA.com, 1/24/25) "Retail analytics firm Placer.ai has shared its annual list of brands that it expects to succeed in 2025.



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The report highlights 10 brands (in no particular order) 'that exhibit significant potential to grow in 2025 based on their performance in 2024':

**Sprouts Farmers Market:** Through 2024, visits to the natural and organic grocer increased an average of 7.2% year-over-year each month, outpacing the wider grocery segment standard by an average of six percentage points.

**Cava:** Mediterranean fast-casual chain Cava is outpacing the overall fast-casual restaurant sector by a wide margin, averaging a 28.5% year-over-year rise in quarterly visits last year, compared to a 2.8% average increase for the sector overall.

**Ashley Furniture:** Ashley Furniture has stood out for its attractiveness to younger consumers with lower household incomes.

**Nordstrom:** Nordstrom is an example of department store success in 2024. The chain captured higher shares of high-value, younger consumer segments, which defies commonly held thoughts about department stores.

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### KPP NEWS

**ICSC:** VP of Retail Brokerage **Don Mace** will attend **ICSC@Carolinas** in Charlotte this March, representing expanding Tenant Rep clients **Apple Cinemas** and **FunCity Adventure Park**..  
**Team News:** **Ashley Medrano** joined the Boston office as Assistant Property Manager



Image: ©ICSC

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year, the grocer opened 120 locations, bringing its store count to 2,400+.

## DECELERATING RETAIL

A&G Real Estate Partners is managing the liquidation of 695 US **Party City** leases... **Advance Auto Parts** has hired Hilco Real Estate to manage the sale of 200+ leased and owned locations in 46 states... Franchise Group, owner of **American Freight**, will sell 28 American Freight stores as part of its Chapter 11 bankruptcy proceedings... Liberated Brands



### Hilco will handle the sale of 200+ Advance Auto stores

Photo: @jetcityimage@123RF.COM

is winding down. Gordon Brothers has begun closing sales at all 122 **Quiksilver**, **Roxy**, **Honolua Surf**, **RVCA**, **Beachworks**, **Becker Surfboards**, **ZJ Boarding House**, **Spyder** and **Boardriders** locations in its US retail fleet... **Joann** will close 500 of its 800+ US stores in all 50 states as part of bankruptcy proceedings.

## NEW ENGLAND RETAIL

Pickleball chain **The Picklr** will open in Westfield and Burlington, MA. The Picklr has 19 locations... Maine's only **Cracker Barrel**, in South Portland, has permanently closed after 15 years... **Apple** has purchased the Boylston St. property that houses its store from an affiliate of London's Tribeca Holdings... Canadian firm Brasswater bought 2 grocery-anchored plazas, in Stow and Yarmouth, for a combined \$26 million from Linear Retail Properties... **Boot Barn** will open stores in Plainville and Milford, CT this year... **PopUp Bagels** will open a 2nd location at Assembly Row, Somerville.

## MONTHLY RETAIL SALES: COMMERCE DEPT.

Retail sales dropped 0.9% in January from the previous month, the Commerce Department said.

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

## CONSUMER CONFIDENCE INDEX

The Conference Board Consumer Confidence Index® declined by 5.4 points in January to 104.1.

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

## Here are ten brands that “exhibit significant potential to grow in 2025”

**Sam’s Club:** The Walmart-owned club chain is leveraging the value and experience... to create loyal customers... Sam’s Club is also attracting a newer audience... Visits to Sam’s Club stores increased notably in all but one month of 2024.

**Raising Cane’s Chicken Fingers:** The fan-favorite chain’s rise is driven by a streamlined menu that enhances speed and efficiency, innovative marketing, and strategic site selection in both new and existing markets.

**Life Time:** Life Time Fitness has captured a dedicated membership base who go to the chain for offerings like yoga, childcare, personalized fitness programs, and even an option for luxury living just steps away.

**Barnes & Noble:** With a presence in every single state and approximately 600 stores, Barnes & Noble is more than a place where people come to buy books. With options for a “third place” dwindling, Barnes & Noble is poised to fill that void and have a strong 2025.



Barnes & Noble has 600 stores and a presence in every state  
Photo: @jetcityimage@123RF.COM

**H Mart:** Asian grocer H Mart operates over 80 stores throughout the US. H Mart’s success is based on its appeal to a wide base of customers.

**Bluemercury:** Macy’s subsidiary Bluemercury’s... success lies in its ability to be a retailer, expert, and spa service provider. The chain caters to higher income households.”

Readers, watch for these names in our *Accelerating* (or *Decelerating*) news in the coming year.

**OBSERVATION: Confidence in the Grocery Aisles:** Meanwhile, on the grocery side, a piece in *Restaurant News* (*Retailer confidence is up. Here’s why: Fresh categories and prepared foods are stoking optimism, according to the results of our 2025 Retailer Expectations Survey*, Mark Hamstra, *RestaurantNews.com*, 2/4/2025):



Photo: @loft39studio@123RF.com

“A significant majority of retailers and wholesalers surveyed (about 82%) said they were at least “fairly confident” about the economy... including 26% who said they were “extremely confident.” That’s a significant jump from a year ago, when only about half (52%)... were at least somewhat confident... That confidence is also reflected in retailers’ outlook for sales growth. 57% of retailers and wholesalers said they predict that sales will grow in the first six months of 2025, including 21% who predicted sales growth of at least 5%.”

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