



third party services

TENANT REPRESENTATION SERVICES

Our decades of experience enable us to deliver high value services to retailers throughout the country.

Whether that's finding the best new location or assuring optimum lease terms, we can meet, even exceed, your demands.

Our Retail Tenant Services

As a developer and manager of shopping malls, community strip centers, and retail power centers and our success as a preferred developer, we have worked in every retail category and with almost every brand name retailer. We have a tremendous grasp of location and site needs as retailers fill in markets, replace older or undersized stores, expand existing markets or plan new market entry.

We believe this experience brings exceptional value to retailers in their site selection phase. Here's how we apply it. We:

- » Confirm your customer demographic profile
- » Research and understand your trade area requirements so that all markets and sub-markets can be evaluated
- » Profile the market characteristics, noting recent changes or trends that can affect your decision
- » Take advantage of our knowledge of what other retailers may be doing or planning to do in your markets
- » Assess how well a market is currently served, or underserved, in your retail category
- » Prepare a competitive analysis including how best to out- position them in your targeted areas
- » Compile and compare land and lease rates
- » Develop a "hit list" of high potential new locations, including site "ratings"
- » Provide a detailed analysis for each site including mapping, demographic summary, an outline of deal points, mapping of the competition, ownership and availability status
- » Assist with site selection decision making
- » Prepare and negotiate Letters of Intent
- » Prepare submittal packages as required
- » Finalize the deal by assisting you with communications with landlords and attorneys; guide finalization of documents to satisfactory conclusion to meet turnover and opening dates
- » See through all deal points until deal is closed or until space is turned over

We don't miss a thing when doing our own deals. Our objective is to assure that you don't either when doing yours.