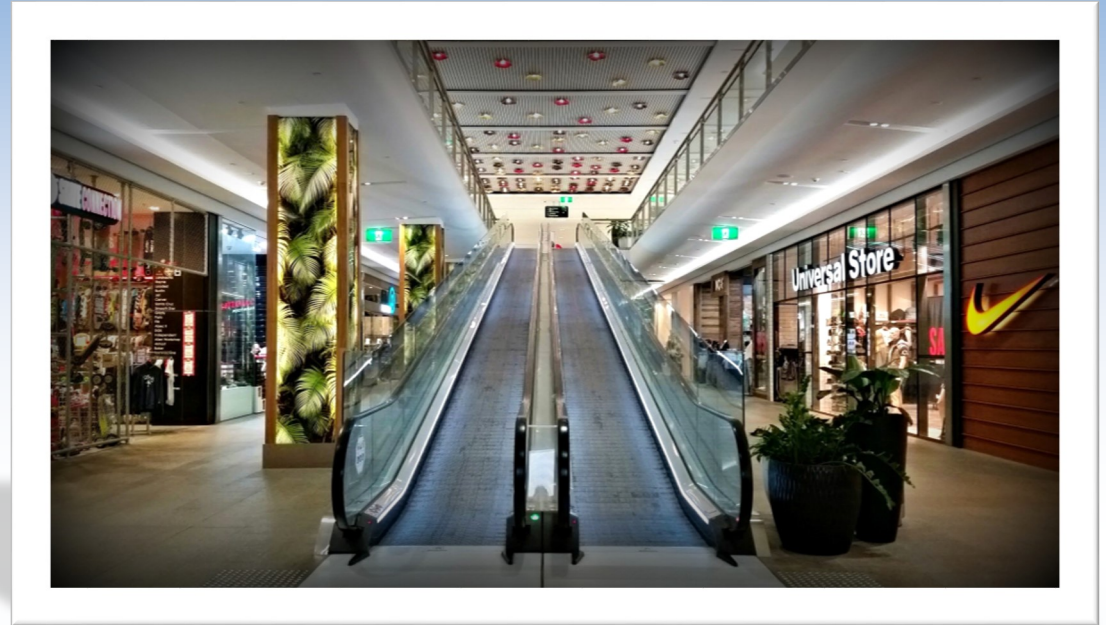


COMMERCIAL SNAPSHOT — RETAIL LEASING TIP



‘Retail Lease Conditions – When you fully understand the retail leases in any property or shopping center, you will soon know that there are things that can and should be changed and negotiated with the tenants to improve the landlord’s position from an investment perspective. Focus on retail rent types, incentive alternatives, length of lease, permitted use, and rent review alternatives. Improve the asset by direct and timely lease negotiations.’