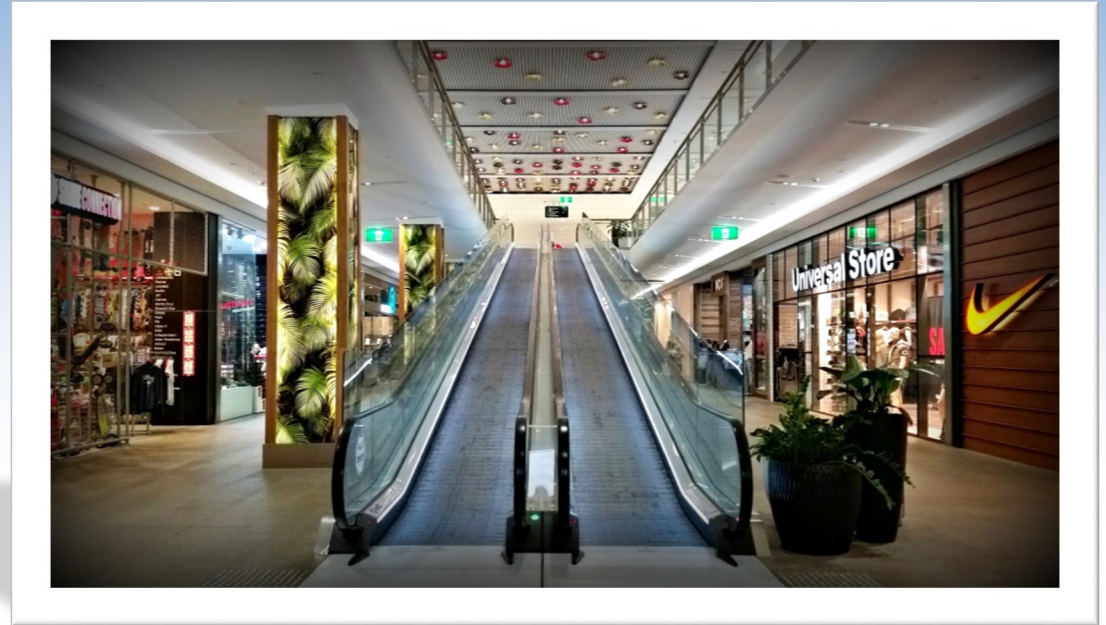


COMMERCIAL SNAPSHOT — RETAIL LEASING TIP



‘Retail tenant viability – It is reasonably easy to see the differences between a tenant business that is successful and one that is struggling. If you can see problems of trade with any tenant and their business, start an interview process to see if any adjustments can be made to the overall occupied space to reduce rental obligations. It is sometimes better to create an adjustment (reduction or relocation) to rented space than it is to fix a vacancy.’