Asset Planning - Retail Investments

Market rentals
Third income streams
Seasonal net income
Tenant mix
Anchor tenants
Specialty tenants
Reconfiguration
Retailer groups
Sales turnover
Customer visits

Retain & Grow

Lease documents
Tenant mix performance
Income tracking
Operating expenses
Net & Gross income
Sales turnover
Passing income
Budgets & forecasts
Financial statements
Maintenance

Measure & Optimzize

'There are many opportunities to lift the performance of a Retail Shopping Center through an Asset Planning Model Here are my elements of review in starting that process'

John Highman

Convert

Relocate tenants
Common areas
Clustering rules
Anchor tenants
Specialty tenants
Vacancy marketing
Arrears minimization
Resolve risk
Tenant retention plans
Customer visits

Convert Acquire

Shopping

Center

Asset

Planning

Measure &

Optimize

Retain

& Grow

Acquire

Adjacent Land
Occupancy expansion
Renovate
Refurbish
Upgrade tenant mix
Leasing strategies
Long term prospects
Marketing strategies
Landlord targets
Merchandise groups

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