

Retail Tenant Planning and Retention

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ANALYTICS

How to use this Resource

- This is a checklist resource for real estate agents working with retail property. This checklist has PowerPoint format with sections followed by blank pages. The blank pages are deliberate so you can fill in your findings, questions and ideas as you inspect the retail property.



Your reference resource link

- <https://commercial-realestate-training.com/preparing-the-commercial-property-for-sale-the-key-to-successful-transactions/>



Master Plan



Retail Tenant Planning and Retention (1/2)

- Tenant types
 - Specialty
 - Anchor tenants
 - Merchandise groups
 - Missing tenant types
 - Monthly 'pop-up' tenants
- Shop locations
 - Entrance ways
 - Malls
 - Relocation requirements
- Priority tenants
 - VIPS
 - 'A' Class
 - 'B' Class
 - 'C' Class
- Lease terms
 - Lease durations
 - Rental reviews
 - Critical dates
 - Option terms

JAN **FEB** **MAR** **APR** **MAY** **JUN** **AUG** **SEPT** **OCT**
1250 1100 980 880 700 450 300 200 150



Retail Tenant Planning and Retention (2/2)

- Arrears issues
- Rental income
 - Market rent
 - Net rent
 - Gross rent
 - Incentives
 - Rent reviews
- Marketing strategy
 - Customer attraction
 - Tenant marketing
 - Centre marketing

The image features a magnifying glass with a black handle and a silver frame, positioned over a 3D pie chart with green and blue segments. In the background, there is a bar chart with blue bars on a green grid. To the left, a portion of a data table is visible, showing numerical values in a grid format.

254.00	987.00
987.00	457.00
254.00	748.50
380.00	574.00
748.00	748.00
754.00	574.00
548.00	548.00
555.00	555.00
257.00	257.00
455.00	455.00
574.00	574.00
258.00	258.00
574.00	574.00
258.00	258.00
457.00	457.00
457.00	457.00
1.00	1.00
10	10

JAN	FEB	MAR	APR	MAY	JUN	AUG	SEPT	OCT
1250	1100	980	880	700	450	300	200	150



Retail Segments Checklists





Tenant types

Specialty

Anchor tenants

Merchandise groups

Missing tenant types

Monthly 'pop-up' tenants

Big box retail

Specialty

Anchor tenants

Merchandise groups

Missing tenant types

Monthly 'pop-up' tenants

Big Box retail



Shop locations

Entrance ways

Malls

Relocation requirements

Entrance ways

Malls

Relocation requirements



Priority tenants

VIPS

'A' Class

'B' Class

'C' Class

VIPS

'A' Class

'B' Class

'C' Class



Lease terms

Lease durations

Rental reviews

Critical dates

Option terms

Arrears issues

Lease expirees

Lease durations

Rental reviews

Critical dates

Option terms

Arrears issues

Lease expirees



Rental income

Market rent

Net rent

Gross rent

Incentives

Rent reviews

Market rent

Net rent

Gross rent

Incentives

Rent reviews



Marketing strategy

Customer attraction

Tenant marketing

Centre marketing

Customer attraction

Tenant marketing

Centre marketing



Reference resource link

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IMPORTANT INFORMATION

This information is prepared as general training information for commercial real estate practitioners globally. No part of this material may be regarded or relied upon as legal or specific advice for individual situations. Although all care has been taken in the preparation of this material, recipients:

- Must not alter their position or refrain from doing so in reliance upon this material; and*
- Are urged to seek independent legal advice with respect to the matters traversed in this material; and*
- Are urged to undertake further studies into legislation and practices that apply in their location.*

This is another quality resource from the Commercial Real Estate Training Online Series. Contact us below:

<http://commercial-realestate-training.com>

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