

A photograph showing a close-up of two people in business suits shaking hands. The background is a light-colored tiled floor. A blue horizontal band with yellow borders on the left and right sides is overlaid on the image.

RETAIL REAL ESTATE CONSULTING SERVICES



The Rappaport Companies

➤ Retail Real Estate Consulting Services

Proven Retail Real Estate Experience

Founded in 1984 by Gary D. Rappaport, The Rappaport Companies owns and develops shopping centers and provides retail leasing, tenant representation, property management, construction management, development, receivership and asset management services for retail space in shopping center and mixed-used developments. Gary Rappaport is a former Chairman and Trustee of the International Council of Shopping Centers and currently serves on the Washington, D.C. Economic Partnership Board.

A trusted source for retail real estate services for 25 years, The Rappaport Companies' expertise in development, property management and leasing as well as vast experience with complex CMBS and CDO transactions has made it the natural resource for retail real estate consulting services.

Our clients include banks, financial institutions, private owners, commercial real estate companies



and others interested in retail consulting services designed to stabilize properties, ensure tenant retention, add value and improve operations.



► Consultation Services

In a changing retail environment, we understand the importance of flexibility and innovation and provide our clients with the exact level of consultation services they require.

Leasing/Tenant Review

- Tenant Viability Assessment
- Overall Market Studies
- Tenant Mix Analysis and Re-Merchandising Plans
- Tenant Retention Strategies
- Accounts Receivable Strategy
- Tenant Workout Plans

Property and Financial Analysis

- Due Diligence
- Financial Projections – 10 Year In-Depth
- Argus Analysis
- Budget Analysis and Creation
- Financial Statement Review and Assessment
- Expense Reimbursement and Operating Escalation Analysis
- Historical Operating Statement Analysis
- JV and Promote Cash Flow Modeling
- IRR and Return Analysis
- Lease Abstraction

Physical Plant Review

- Preventive Maintenance Program Development
- Capital Expenditure Analysis
- Operational Review
- Security Analysis

Construction Management

- Expansion & Renovation Program Recommendation and Management
- Tenant Buildout
- Permit Expedition Assistance
- Construction Project Completion
- Strategies for Adding Value to Real Estate Asset
- Construction Estimates
- Traffic Pattern, Lighting and Parking Studies

Additional Services

- Real Estate Tax Valuation
- Referrals for Specialty Services from Strategic Alliance Associates
- Marketing and Public Relations Strategies/Programs
- Development of Exit Strategies



PROVEN RETAIL REAL ESTATE EXPERIENCE



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