



THE RAPPAPORT COMPANIES **RETAIL REAL ESTATE SERVICES**



The Rappaport Companies

➤ Proven Retail Real Estate Experience

Retail Real Estate Experts

For more than 25 years, The Rappaport Companies has provided the Washington, D.C. area with professional real estate services centered exclusively on the retail segment. The Rappaport Companies provides leasing, tenant representation, property management, receivership, bankruptcy trustee management and construction management services for retail space in shopping center and mixed-use properties in urban and suburban locations owned by affiliates of Rappaport and by many local and institutional clients.



Leasing

Rappaport Retail Brokerage provides all facets of retail leasing, including both landlord and tenant representation services. The Rappaport Retail Brokerage team includes the region's top experts with demonstrated success in all types of transactions across all property types, including mixed-use, lifestyle, neighborhood, big box, as well as development and redevelopment projects.

Our leasing services include re-merchandising and tenant retention strategies, renewals, rent abatement negotiations and collections as needed. A base of more than 1,000 existing tenants and multiple listings with some of the Mid-Atlantic region's top real estate developers and landlords gives us the knowledge, contacts and experience to bring viable national, regional and local retailers to our centers. Our experience in tenant representation also gives us contacts and insight critical in understanding the retail market.

Property Management

Through full-service property management services, we manage all aspects of the center's physical plant, handle all vendor contracts and review insurance coverage and policies and provide full accounting and financial reporting services. In addition, we provide:

- Physical Property Inspections
- Preventive Maintenance Programs
- Financial Performance Reviews
- Variance and Exception Reporting
- Shopping Center Marketing and Community Relations Programs



Receivership and Bankruptcy Trustee Management

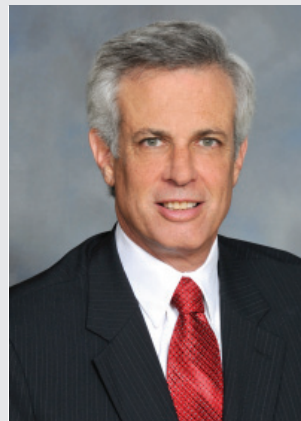
The Rappaport Companies' expertise in development, property management and leasing and vast experience with complex CMBS and CDO transactions has made us the natural resource for receivership and asset management services. Our services include:

- Rapid Takeover Procedures
- Development of Short-Term Tactical Plans and Long-Term Strategic Plans
- Court Reporting
- Seizure of Assets
- Establishment of Exit Strategies to Maximize Asset Value

Construction Management

We are experienced in all facets of shopping center construction, including new shopping center development, expansion, renovation and tenant build-out services. This gives us the ability to step in and handle the completion of interrupted construction projects, retrofit spaces for different uses, meet space delivery requirements and

handle tenant buildout projects and issues. An integrated system of tenant construction estimates gives our leasing department real numbers to work with when pursuing leasing scenarios and preparing proposals. For long-term assets, we provide strategies for adding value and implement renovation and expansion projects.



The Rappaport Companies was founded in 1984 by Gary D. Rappaport, SCSM/SCMD/SCLS/SCDP. Former Chairman of the International Council of Shopping Centers (ICSC), Mr. Rappaport serves on ICSC's Audit, Nominating, Government Relations, Long Range Planning and PAC committees. He is a former ICSC Chairman and Trustee and currently serves on the Washington, D.C. Economic Partnership Board.

PROVEN RETAIL REAL ESTATE EXPERIENCE



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