Current Context
The Changing Retail Landscape: Case Study
Key Factors for Successful Retail

1. Location
2. Design
3. Market
4. Financial Terms
1. Location

- High traffic, population density, co-location with other retail

- Visibility

- Accessibility by transit, walking or car (parking)
2. Design

- Visibility
- Signage
- Indoor Space: ceiling height, structure
- Outdoor space
- Servicing: shipping and receiving, garbage and storage
3. Market

- Demographics
- Synergies
- Shift to online shopping means ...
- Experiential
- Service-based retail
- Right sizing of spaces
- Food and beverage growth
4. Financial Terms

• Net rent
• Additional rent (TMI)—property taxes!
• Gross up factor
• Lease term /renewal options