

THE **retail** CONNECTION

20 years. one focus. unlimited possibilities.
brokerage services

Tenant Representation

Extensive knowledge of the real estate market combined with an insider's role in the retail community underpins The Retail Connection's powerful capabilities for our retail clients. The Retail Connection leads our clients through each phase of site selection and lease negotiation, operating as an extension of the retailer's internal real estate department and delivering services according to their strategic initiatives—from initial market penetration through full market expansion.

Our client-driven focus, relationships with the leading national retail chains and understanding of their corporate cultures provide us an unparalleled platform on which these programs are built.

Successful execution of retail real estate strategy requires in-depth local knowledge and extensive local relationships. Our comprehensive knowledge of the local real estate market ensures consistent, quality results throughout the United States. Our services include:

- National Retail Clients
- Box Retail: Big Box and Junior Anchor
- Service Retailers
- Surplus Property Disposition
- Restaurants
- Specialty and Urban Retailers
- Shop Space Retailers
- Entertainment Retailers

Project Leasing

The Retail Connection provides aggressive and comprehensive property leasing and marketing services to our individual and institutional investors. Our clients include some of the country's largest and most sophisticated corporate, institutional and private owners and developers of real estate.

We possess a thorough understanding of the special requirements of retail properties and combine this knowledge with strong relationships and direct access to the retail tenant community. This combination of superior market intelligence and tenant interaction creates exceptional values for property owners.

- We create a competitive environment that delivers the best available tenants to maximize asset value
- We build each marketing and leasing program on a clear understanding of our client's objectives

By the Numbers

- +/-800 deals in 2023 for approximately \$661 million in consideration, bringing our historical total to over 13,000 transactions
- 300+ retail and restaurant clients, 30MM SF in project leasing and 4.7MM SF of owned properties and | or developed and acquired projects in the pipeline
- Added more than 90 new listings and tenant representation accounts in 2023



theretailconnection.net

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