

Retail Commercial Leasing Nuts and Bolts: Protect Against Use and Exclusive Conflicts

March 07, 2007

By David Drobner The key to success in any retail shopping center is a landlord's thoughtful control in the creation of a "tenant mix" - the many uses permitted in the shopping center and the resultant synergies. The goal is to make the center attractive to consumers as a one-stop shopping experience; an exciting destination, offering sufficient variety in an easy-to-navigate configuration. Yet even experienced landlords make common leasing mistakes that create unwarranted and dangerous risks. A few guidelines may provide important safeguards.

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