



www.zallcompany.com

Creating Vibrant Retail Connections

Tenant Representation

Landlord Representation

Retail Leasing



Connecting Point.

For more than 25 years, The Zall Company has built relationships with the industry's most important decision makers. Our reputation with executive-level retailers and property owners enables us to facilitate complex negotiations that achieve mutually beneficial agreements in less time.

Landlord Representation: Merchandising your shopping area to attract top-end consumers is our specialty—the result of careful, long-term development of strong relationships with high-caliber national and international brands. Through in-depth property and marketing analysis, we develop strategies to increase occupancy while maximizing returns.

We transform the shopping experience with fashion-forward brands that drive higher rates of consumer engagement. — Stuart Zall, founder and president of The Zall Company

Our experienced teams will respond in person to issues threatening to stall a negotiation. As a **Retail Brokers Network** (www.retailbrokersnetwork.com) member, we leverage local knowledge from more than 60 affiliated offices throughout the U.S. and Canada.

Tenant Representation: We identify opportunities in regional malls, urban shopping districts and lifestyle centers. To ensure success, we study your business, relocation needs, and the criteria that drive revenues. Capitalizing on the strength of our relationships with major developers, we access the best properties with credibility to negotiate strong deals.



Retail Leasing.

We help landlords formulate merchandising plans with a mix of brand categories that attract higher rates of consumer engagement. Through extensive national and international networks of retail tenants, we aggressively pursue strong retail, dining and entertainment brands to create a vibrant heartbeat in your mall or shopping center. Our property and tenant networks reduce vacancies and increase occupancy—more efficiently and at higher rates.



Retail Intelligence.

As a partner in **Retail Intelligence Advisors** (www.retailintelligenceadvisors.com), we have full access to the insights of a leading shopping-center advisory firm. The industry's most robust analytical tools help us "see around the corner," predicting consumer behavior and trends—information to help you make sound strategic planning and investment decisions. These results increase the accuracy of financial modeling, including rates of return and other critical financial metrics.

Analytical modeling includes the following areas:

- Trade area analysis
- Property analysis
- Competitive analysis
- Market positioning strategies
- Tenant mix strategies
- Sales forecasting
- Site feasibility
- Acquisition due diligence
- Investment risk/opportunity assessment

BROKERS WITHOUT BORDERS®

- Connected to the world's foremost retail brokerage firms
- Access to the industry's most robust analytical tools
- Respond immediately to situations threatening to stall negotiations
- Facilitate negotiations between tenants, landlords and government agencies

The Zall Company
2946 Larimer Street
Denver, CO 80205
303-804-5656



www.zallcompany.com

An International Leader in Retail Brokerage.

Direct access to executive-level decision makers

National and international broker network

Adept at negotiating with all parties

Retail industry's most robust analytical tools

Merchandising plans that drive revenues

Representing landlords and retailers

Leasing high street retail, shopping malls and outlets

Denver Boca Raton Dallas San Francisco Xi'an