

REIT Issues for Retail Leasing Professionals

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ICSC: International Council of Shopping Centers

When a shopping center or other mixed-use development that contains retail is owned by a real estate investment trust (REIT), special care must be taken in negotiating tenant leases that are REIT-compliant. These REIT rules can be frustratingly at odds with common commercial practice at times, but with proper planning and structuring, REIT landlords and their retail tenants can often agree to terms that are both REIT-compliant and commercial.

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