New shopping trends are threatening the sustainability of traditional retailers. To remain competitive in the retail industry, mall owners should be rethinking the very definition of a mall.

- Kenneth A. Rosen, Partner and Chair, Bankruptcy, Financial Reorganization & Creditors' Rights

How can malls survive in the age of Amazon?

Create a shopping experience with a compelling atmosphere.

- Aéropostale, Inc.
- American Apparel (USA), LLC
- Bob's Stores
- DirectBuy Holdings, Inc.
- Hastings Entertainment Inc.
- Joyce Leslie, Inc.
- Sports Authority, Inc.
- United Consumers Club

Both U.S. malls and shopping centers offer high potential for developers in vacancies and retail space.

Total retail space in the U.S., by type:

<table>
<thead>
<tr>
<th>Type</th>
<th>Total Retail Space (in millions of square feet)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Malls</td>
<td>4,541,847.7</td>
</tr>
<tr>
<td>General Retail</td>
<td>35,118,123</td>
</tr>
<tr>
<td>Shopping Centers</td>
<td>46,290,165.9</td>
</tr>
<tr>
<td>Specialty Centers</td>
<td>161,827,671.4</td>
</tr>
<tr>
<td>Power Centers</td>
<td>284,250,622.5</td>
</tr>
</tbody>
</table>

How retailers can steer clear of ADA lawsuits

Think of the needs of people with disabilities when planning new facilities and features – stay on the right side of the ADA.

Diversification

Diversify tenants to offer shoppers the convenience of multitasking while in retail space.

Anchor stores impact sales throughout the mall.

Sources:
- How Malls Will Survive In The Age Of Amazon, Forbes, 2016
- How Retailers Can Steer Clear of ADA Lawsuits, RetailDive, 2017
- Source: Fund Managers Make Big Bet on High-End Malls Via Simon, Reuters, 2015
- Source: JLL Retail Outlook, Q3 2016, pg. 6
- Source: CoStar, JLL Research

Success defined as highest sales per square foot and highest estimated annual sales growth.

Macy’s JCPenney Nordstrom Bloomingdale’s

Shopping no longer drives consumers to traditional “brick and mortar” stores. How do real estate developers and retailers bring back the crowds?

Shopping trends are afoot in the retail world. It’s not enough for shopping malls to simply provide a place for shoppers to park their cars and peruse store aisles. Today, shoppers want more -- and developers are stepping up to the challenge.

What once dominated the retail landscape has given way to a new retail paradigm...