

Real Estate Forum

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GLOBEST. REAL ESTATE FORUM PRESENTS

RETAIL TECH

INFLUENCERS

COMPANIES

A&G REAL ESTATE PARTNERS

Boutique firm [A&G Real Estate Partners](#) played an integral role in helping tenants cope with the challenges of the COVID-19 pandemic. In 2020, the firm handled 13,600 leases on behalf of 61 tenants nationwide, including restaurants, supermarkets and fitness centers, and it negotiated lower rents on 10,450 leases and termination agreements on 950 deals. The transaction activity had a huge impact for tenants, saving \$1.8 billion in occupancy costs and thousands of tenant closures. But COVID-19 isn't the first event to rock the retail sector. The industry has been going through a transition for years, and A&G has worked with retailers to advise them through the changes. Since 2018, A&G has negotiated 18,750 leases for 110 clients, saving a total of \$2.8 billion in occupancy costs. This included managing major reorganizations on behalf of tenants. One example is reducing occupancy costs for 2,700 stores for Mattress Firm as part of a Chapter 11 filing. A&G also works to educate retail real estate, insolvency and finance industry professionals through its participation on numerous industry panels.

