

In The News

# Jerry Reichelscheimer Explains Outlook for Grocery Store-Anchored REITs During COVID-19 Outbreak to *National Real Estate Investor*

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Jerry Reichelscheimer, Chair of the Retail Leasing and Development Practice, spoke to *National Real Estate Investor* about his outlook for REITs centered around grocery stores, amid the COVID-19 outbreak. As Americans go to grocery stores to stock up on essentials, foot traffic has soared. According to *National Real Estate Investor*, traffic increased 36 to 40 percent at some national grocery store chains during the two-day period of March 13 through 15, compared to the same time last year. Reichelscheimer noted grocery stores can provide a reliable stream of revenue to REITs, but they must learn to adapt to quickly evolving situations, such as the ongoing COVID-19 outbreak.

“Although a grocery store might not be as attractive as an Apple store or otherwise produce the same high rental stream as some of the more flashy retail tenants, it is a steady revenue source,” Reichelscheimer said. “The grocery chain needs to be very flexible, able to move and change quickly, and have the economic background to withstand disruptions to their stores. A weak grocery store chain that doesn’t have vision is just as vulnerable as other retailers.”

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