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2017 Women in Real Estate Spotlight - Sarah Lemke

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Sarah Lemke
Partner
Hinckley Allen

Years in real estate: 12

What real estate associations or organizations are you a member of: International Council of Shopping Centers, and NAIOP

What trends are you seeing so far this year: We have seen a continued focus on transforming the shopping center experience. We are counseling our clients on negotiating leases for uses ranging from brick and mortar apparel retailers to movie theaters, bowling alleys, yoga studios, and new restaurant concepts, all in an attempt to enhance the experience of visiting a shopping center. As traditional retailers downsize, shopping center operators have also brought in more service tenants, including urgent care centers, dental practices and financial service firms to draw shoppers in more regularly. Landlords and tenants alike have to be ready to adapt to this more experiential, shopper-focused model.

What do you do for fun: Other than spending time with my family, my favorite thing to do on a beautiful day is to golf.

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