

Regis Corporation Case Study



Situation

JLL managed hair salon operator Regis’s USA and Canada retail portfolio from 2011-2019.



Initiatives

JLL conducted lease negotiations and introduced process improvements to prioritize renewals, expedite the approval process and improve decision making timelines. Other successes include near-term rent savings, eliminating possible re-trading of renewal terms and synergy with financial objectives.



Results

JLL helped Regis Corporation reduce occupancy costs and improve lease language for a total cost savings of \$31,617,533 through 159 lease restructures, 110 lease terminations and 2 subleases.

