Influencers in Retail Real Estate 2024

Here are our picks for the year.

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Retail has been an interesting space for the commercial real estate sector. In recent months consumers have shown signs of slowing purchasing in response to higher prices. At the same time, the fundamentals in the space have never been stronger for owners and landlords, amid a scarcity of space and strong demand. Navigating these dynamics are the following men and women who we have selected as this year's leaders in the industry.

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MARK SIGAL

A pioneer in the retail real estate technology field, Mark Sigal leads Datex Property Solutions as CEO. Along with partner Scott Mahler, Sigal created a real estate portfolio management platform that integrates with portfolio owners' property management and accounting data to improve operations. The platform manages thousands of shopping centers and tens of thousands of retailers nationwide, generating more than $3 billion in rental income. It also allows retail landlords to analyze sales and merchant health data to make better leasing decisions, cut reporting costs and eliminate errors through process-driven reporting automation. The company produces the Datex Tenant Track Report, which has tracked merchant health, rent collection trends, and retail sales numbers, broken out by month, merchant category and national chain vs. small business dating to 2019. Sigal is responsible for overseeing the growth of the company, managing client relationships, product delivery, business models, and expanding the capabilities of the platform. Under his leadership during the past three years, sales have grown more than 100% and recurring revenues have increased 200%, while new client additions have grown 75%. He also has led the development of new features including a leasing automation system, a CRM system built for retail portfolios and ad hoc reporting tools that enable new KPIs to be quickly instrumented. Sigal has been a member of ICSC for more than 30 years and works closely with ICSC's research team on the retail metrics that Datex provides under license to ICSC. He is also a respected writer and communicator, having written articles for several publications. Sigal has also written more than 600 articles for his blog, The Network Garden, and has been a featured presenter at numerous industry events, including Stanford Graduate School of Business, Maker Faire and Foo Camp.