



## **Abdou of Friedland Realty: Expects to expand client base**

November 24, 2014 - Spotlights

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What are your expectations for the ICSC NY conference this year?

I expect to expand my client base and hopefully sell or lease a couple of buildings.

Are investors finding the types of properties that they want right now? Are tenants happy with the sites available to them?

It's hard to say, it's a case by case basis. Inventory with cap-rates that are investment worthy are scarce, however owner occupiers aren't so concerned with cap-rates at the point of their purchase.

Which segments of the retail market are delivering highest returns for investors?

Single-story tax payers are the targeted properties right now for either owner occupancy. Flex buildings are sought after by investors that want immediate returns with little management demands.