

Presented by CORFAC International

# Cautious Optimism is the Watchword for Retail Investors

June 7, 2018 | By John Salustri

“We’re busier than ever,” says Christina Snyder, one of three CORFAC brokers lending their views to this exclusive RECon video. But that doesn’t prevent the trio from sharing some words of advice.



LAS VEGAS—“There’s a healthy level of fear that should come with any investment,” says Tony Banks of Wolf Commercial Real Estate/CORFAC International, Philadelphia in this exclusive RE-Con video interview. That said, success lies in the demographics and economics of the locale, adds Richie Blue (Blue & Obrecht Realty/CORFAC International, Baltimore). But wise investors should allow for a vacancy factor greater than what actually exists in target properties, adds Christina Snyder (TRI Commercial/CORFAC International, San Francisco).

*CORFAC International members Tony Banks, Christina Snyder and Richard Blue.*

With that in mind, how can landlords hedge their bets? What should they be doing to attract tenants in today’s market? And with the expected growth of online grocery retail, how can grocery anchored brick-and-mortar respond? Watch the video to uncover the answers to these questions and more.



**John Salustri**  
John Salustri has covered the commercial real estate industry for nearly 25 years. He was the founding editor of GlobeSt.com, and is a four-time recipient of the Excellence in Journalism award from the National Association of Real Estate Editors.

