MARKETING TIP OF THE DAY

Would	l you	like	to (gener	ate	27	warm	inbou	and	lea	ads	•
per d	lay?	It's	real.	ly ea	asy.	A11	you	have	to	do	is	-







YOUR BUSINESS SUPPORT TOOL

Home FAQ About Us



SELLING

Personal Marketing
Property Marketing

Prospecting

Listing

Working With Buyers

Negotiating

Closing

Follow Up

Handouts for

Consumers

For Rookies

Personal Assistant

Q&A

Sales Coach Column

Architecture Coach Column

BROKERAGE MANAGEMENT

Prepackaged Sales Meetings

Risk Management

Retirement Planning

Retaining Top

Personnel

Hiring Personnel

Learn to Lead

Marketing Your

Brokerage

REAL ESTATE NEWS

REITs Back on Their Feet

(November 24, 2004) -- The commercial property market continues to recover, as vacancy rates improve and rents stabilize, according to fund manager Amos Rogers.

Rogers manages the SSgA: Tuckerman Active real estate investment fund, which has delivered a five-year annualized return of 21.6 percent and a three-year return of 21.15 percent. Such REIT-focused funds are becoming increasingly popular among investors, who are expected to pour another \$4.5 billion into them by the end of the current year.

Rogers' fund is currently high on such retail REITs as General Growth Properties of Chicago and Virginia-based Mills Group. The former recently made headlines with its acquisition of the Rouse Co., while the latter currently has six of its popular retail-entertainment destinations under various stages of development.

Rogers' Tuckerman fund also actively searches for property operators that focus and thrive in a particular niche, with Corporate Office Properties Trust of Maryland being one of the latest recommendations.

Source: New York Daily News (11/23/04); Andrejczak, Matt

Browse all of today's news

Subscribe to industry news e-mail

Save to File 🔀 E-mail Page 🗹 Give Feedback

1 of 2 12/5/2004 1:23 PM