



Alan Friedman

Striving To Make A Difference

ABS Partners

After spending the past 12 years as an office tenant representative with a large global brokerage CBRE, Alan Friedman welcomes the opportunity to be part of one of New York City's foremost real estate services firms because he feels he will be well positioned to truly make a difference as well as expand his skill set.

"I am looking forward to participating in the expansion of the ABS Partners tenant representation business," said Alan Friedman, the newly appointed Senior Managing Director in the Brokerage Division. "With ABS Partners' stellar reputation as a best in class landlord representative and property manager, ABS has always been an important part of the New York Real Estate community. I am excited to be a part of the team."

ABS Partners anticipates excellent results from this burgeoning relationship. Gregg Schenker, Co-Managing Partner and President of ABS, said, "Friedman's extensive experience will enhance the office leasing division and enable the firm to provide its clients with innovative solutions to obtaining the right deal."

Known as an office leasing expert during his tenure at CBRE, Friedman has worked on many multi-layered deals. Throughout his career, he has represented a broad array of corporations including the financial services, legal and professional services sectors. His client list includes top names in hedge funds, private equity groups, public relations firms, legal concerns, endowments and foundations.

"I worked on a series of complicated transactions for a global banking giant that transformed the real estate landscape along the Fifth Avenue corridor and completed a major lease that helped fuel the sale of a large-scale office services provider," he noted, when discussing some career highlights.

At ABS, Friedman is looking forward to capitalizing on the opportunity to branch out into new areas of specialization and is particularly excited by the ever-evolving Midtown South submarket.

"I like the challenge of getting involved in the acquisition side as a way to increase my skills and my exposure in different submarkets, such as Midtown South and Downtown. At CBRE, brokers are more neighborhood centric. The ABS offices are in Midtown South; you walk out the door and can feel the energy."

Friedman holds steadfast to the necessity of adding value to any deal by providing clients with relevant, up-to-date information and research and knowing how it might have an effect in the long term. Casting his eye on the rest of 2013, he sees unemployment numbers being a driver of office leasing for the near term.

"It should be a tough balance of 2013 with unemployment numbers boding well for Manhattan office rates," he said.

Friedman is a founding member of Smart Transition Group, Inc., New York's premier business networking and professional services organization. For his undergraduate alma mater, the University of Maryland, he serves on the steering committee for the New York alumni chapter. He helps with fundraising efforts and building alumni awareness. In his leisure time, Friedman and his wife, Nancy, also take ballroom dancing lessons and are actively involved with Transport Group, a not-for-profit, off-Broadway theatre company in New York City.

Before joining CBRE, Friedman worked in custody services at The Bank of New York, and in the telecommunications industry. In addition to his bachelor's degree from Maryland's Smith School of Business, Friedman has an MBA in finance from Fordham University.

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