

Go to Las Vegas, hungry retailers!

By Clint Engel

AT THE MARKET — Looking for a place to grow your business?

How about gambling on Las Vegas? Julius Feinblum says it's a pretty good bet.

Feinblum, owner of Julius M. Feinblum Real Estate, a furniture indus-

try real estate specialist, said Las Vegas has all the basics for a strong furniture business — a growing
see page 48



Feinblum

175 Central Avenue South
Bethpage, New York 11714
516 844-8890 FAX 516 844-8895



M A Y 1 , 1 9 9 5

Hot retail markets outlined

from page 6

population, new home and commercial development, and a cluster of furniture retailers that builds traffic for everybody.

Tucson, Phoenix and Scottsdale, Ariz., are strong for the same reasons, Feinblum told retailers during his speech on "The Hottest Furniture-Retail Markets in the USA and Why?" at the International Home Furnishings Center.

Denver has bottomed out, Feinblum said, adding that he thinks it soon will be offering a lot of new opportunities for growth.

Perhaps one of the more exciting metro areas is Dallas-Fort Worth, which is benefiting from all types of

growth, he said.

In the South, Feinblum said Miami still offers pockets of opportunities — despite heavy competition — particularly in terms of ethnic retailing in Hialeah.

Aventura is a Florida hot spot at the high end, and Pembroke Pines, west of Miami, has growth potential for retailers targeting middle-income consumers.

Also, Orlando continues to be an exciting market as is Tampa, with a strong industrial-based economy that's not so dependent on tourism. On the west coast, Naples has become a hot spot with room for new players.

In the Midwest, Chicago has seen new faces in the past few years in Heilig-

Meyers and Castro Convertibles, but that doesn't mean there isn't room for more.

The Northeast may not offer the fastest-growing populations in the country, but Feinblum said the area can't be ignored. New York's inner city areas are being redeveloped and the doors are open for new retail, he said. Philadelphia and Baltimore are other excellent markets based on their large populations and the relatively limited competition.

Other strong markets identified by Feinblum include Cleveland, Cincinnati and Columbus, Ohio, and Pittsburgh.

