Capital Connect NY 18: Deal flow — how the M&A sausage gets made

"Investors are getting increasingly sophisticated in this space," said JMP Securities managing director, Ryan Abbe onstage at Inman Connect New York's Capital Connect. "They've now seen enough companies come through their offices pitching them on what they're doing that they know what works and what likely doesn't." Watch Abbe, along with GCA Global managing director Chris Gough and moderator and Wired senior writer Erin Griffith, discuss the new phase real estate has reached in the investment cycle from a mergers and acquisitions (M&A) perspective, and a venture perspective as well. Watch more sessions from ICNY 18 here. Save My Seat for ICSF Now Email Inman...

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