



connect national investment & finance

OCTOBER 18, 2018 // NEW YORK CITY

EVENT SCHEDULE

- | | |
|----------------------|---|
| 1:00 - 1:30pm | Registration |
| 1:30 - 1:35pm | Opening Remarks |
| 1:35 - 2:15pm | Slicing A Piece of The Pie In A Crowded Debt Market
In recent years, the debt market has undergone a radical transformation and become increasingly competitive with the addition of new players such as debt funds, bridge lenders, private equity, and developers to the market. How has increased competition affected the market overall? What challenges and obstacles are lenders facing in this new market? What kind of deals are getting done and why? Where is the sweet spot- bridge, mezzanine, refinancing, or construction? |
| 2:15 - 2:35pm | Special Presentation - Art of The Deal: Financing The \$1 Billion Dollar Mega Deals
Join us for a special case study presentation highlighting some of the biggest deals in commercial real estate today. Learn how these deals were financed from the industry leaders responsible for making them happen. |
| 2:35 - 2:45pm | Networking Break |
| 2:45 - 3:25pm | The Money Keeps Rolling In: Opportunistic Investing and Gauging Risk & Return
As real estate outperforms other sectors of the economy, capital continues to flow into the market at an unprecedented rate. However, the result has been a scarcity of development opportunities, making it difficult to find value and place capital. Moreover, investors have become more willing to take higher risks in the pursuit of greater returns. Learn where capital is currently being placed, how to find opportunistic investment opportunities, and when to gauge risk and return in today's market. |
| 3:25 - 4:05pm | Old Hat, New Tricks: The Re-Emergence of CMBS, CLO's, and Other Debt Instruments
After the financial crisis in 2007, many of the industry's most popular debt financing tools like CMBS financing and CLO's fell out favor. Previously hampered by government regulations and public scrutiny, the current market is now seeing a re-emergence in the use of CMBS and CLO's to finance deals. Examine the pros and cons, and how these debt instruments compare with competitors like Freddie and Fannie. |
| 4:05 - 4:15pm | Networking Break |
| 4:15 - 4:55pm | Not The Usual Suspects: New Players And Game-Changers In Foreign Investment
With recent reports that China is no longer the biggest buyer of US based assets and is, now, in fact, the biggest seller. There has been a major shift in foreign investment. The entrance of new players has become a real game-changer in the current market. Join us as we track sources of foreign capital and identify where that capital is being invested-asset classes, property types, etc. |
| 4:55 - 5:35pm | The Agents of Change Transforming The Real Estate Industry- Innovation, Disruption, and Technology
The real estate industry has long had a reputation as being slow to adopt change and embrace technology. That is clearly no longer the case as innovation now dominates nearly every aspect of the industry. Today the industry has been redefined by a growing list of bold new concepts including: co-working, blockchain, fin-tech, crowdfunding, crypto-currency, and cutting-edge real estate technology. Discover how new technologies and innovative platforms are being adopted by the industry. What is driving investment in the sector? Who are the active investors? |
| 5:35 - 6:35pm | Cocktail Reception |