

The View From The Trenches

A Concise Update from the CRE professionals with all the facts and war stories

Featured Speakers



Paul Berry
Vice Chairman
CBRE



David Meline
Vice Chairman
Cushman & Wakefield



Dennis Mitchell
Senior Managing Director
JLL



Eric Zimmerman
Managing Director
Eastdil

REIAC-SE 1st Quarter Event

Thursday, February 20, 2020, 4:30 pm

The Buckhead Club

[Online Registration Open](#)

After getting through all those end-of-year "2019 Wrap-up" and beginning-of-the-year "Forecast 2020" downloads, get the real story from those in the know!

Four of Atlanta's top investment sales brokers in all four major product types will tell us what's really going on at the ground level at REIAC's Q1 presentation, February 20th, 4:30 p.m. at the Buckhead Club.

Featuring:

- Paul Berry:** Vice Chairman at CBRE, *on multifamily*
David Meline: Vice Chairman at Cushman & Wakefield, *on office*
Dennis Mitchell: Senior Managing Director at JLL, *on industrial*
Eric Zimmerman: Managing Director at Eastdil, *on retail*

What you'll learn:

- The Pulse of the Market - amped up on too much caffeine, or taking a break from an extraordinary 2019?
- No one is using the R-word right now. What word do you use?
- How is A.I. altering our respective property types currently?
- What are your clients concerned about, and what threats are looming?
- Will Atlanta's traffic crush - or enhance - more development opportunities?
- Where is all this capital coming from?
- Office: was WeWork a passing fad or the way of the future?
- Multifamily: does every property deserve a 4.25% cap rate?
- Retail: what actually works here, or is it time to ring-fence it and surrender to Amazon?
- Industrial: with a second port coming in Savannah and record shipping tonnage, are we just getting started here?
- Brokerage itself - what is different in your business model now vs. three years ago, and how will the industry evolve over the next three years?

We look forward to a huge gathering at the Buckhead Club on February 20th. An array of fine food and an open bar will be provided. We thank our generous sponsors for their ongoing support: ATC Group Services LLC; Crown Advisors; Dentons; First American Title Insurance Co.; and KeyBank Real Estate Capital. [So make your reservation NOW and remember, space is limited!](#)

Registration Open

Schedule

Thursday, February 20, 2020
4:30 PM to 5:00 PM
Registration & Networking

5:00 PM SHARP
Program Start Time
(please be on time)

6:30 PM
Reception

Location

The Buckhead Club
3344 Peachtree Rd NE
Suite 2600
Atlanta, GA 30026 [{map}](#)

Fees

REIAC Members: Free
Invited Guests: \$85.00

Questions: Alan Agadoni, 770-329-7685 alan.agadoni@atcgs.com

Best Regards,

Jerry Monash, CCIM
REIAC SE President

Bill Leffler
Program Chairman

Paul Berry
Program Organizer

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