



Breaking the Logjam: Part 1

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First Quarter Program

Featured Speakers

Moderator - Bliss Morris,
*Founder and CEO – First
Financial Network*

Dr. Sam Chandan, *EVP and
Global Chief Economist – Real
Capital Analytics*

Karl Frey, *Managing Director –
Starwood Capital*

Chris Kallivokas, *Chairman and
CEO – RER Financial Group, LLC*

Bruce Dearing, *Senior VP –
Bank of North Georgia*

Fear and illiquidity ruled the CRE markets in 2008 and 2009 resulting in a 90% falloff in transaction volumes from the 2004 to 2007 peak. With GDP turning positive, and if employment hopefully follows soon, equity capital is sensing a market bottoming and looking to deploy.

But, the shortage of investment opportunities is requiring capital to be creative and bold. Some are pursuing note purchases or note pools from banks or even the FDIC to get money into the sector profitably. Others are looking at REO sales opportunities coming out of banks and special servicers. Still others believe legacy owners are showing increased willingness to meet the market, perhaps via short sales. Most wonder when the anticipated tidal wave of product at distressed prices will hit, if ever.

REIAC's first quarter 2010 program begins our three-part series: Breaking the Logjam. We will hear from market experts and creative deal makers as they talk about where viable investments lie today as well as what to expect as the cycle progresses. We will tackle this subject with the aid of an all-star panel moderated by Bliss Morris, CEO, First Financial Network, and panelists Dr. Sam Chandan, Chief Economist of Real Capital Analytics Global, Karl Frey, Managing Director of Starwood, Chris Kallivokas, Chairman and CEO, RER Financial Group, LLC, and, Bruce Dearing, Senior Vice President, Bank of North Georgia.

As always, a large array of food and drink will be provided following the program. We thank our generous sponsors for their support: ATC Associates Inc.; Berkadia Commercial Mortgage; Crown Advisors; Fidelity National Title Group; Grandbridge Real Estate Capital; Habif, Arogeti & Wynne, LLP; Georgia State

Meeting Information

Date:
Wednesday, March 31, 2010

Time:
4:30 PM. to 5:00 PM
Registration & Networking

**5:00 PM. SHARP Program
Begins
(please be on time)**

7:00 PM -- Reception

Place:
Westin Buckhead (former
Swissotel)
3391 Peachtree Road NE

Atlanta, GA 30326

(770) 365-0065

University; and Morris, Manning & Martin, LLP. See you all on the 31st.

Best Regards,

Jerry Monash

Gerald S. Monash, CCIM, President

Paul Berry

Paul A. Berry, Program Committee Chairman

RSVP Information

[Register at 123signup.com](https://123signup.com)
by clicking here

Fees:

Members: Free

Invited Guests:

\$75.00 by March 30th

\$75.00 at the door

Pay online with Visa, Mastercard
or American Express

For Assistance Contact:

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