

## REIAC Third Quarter Event

### REIAC 2013 Debt Conference: Good Old Days or a New Normal?

Thursday, September 19, 2013, JW Marriott, Buckhead

#### Featured Panel



Paul Vanderslice  
Citibank



David Shillington  
KeyBank



George Carleton  
C-III Capital Partners  
& Island Capital



Peter Scola  
Cantor Commercial Real Estate



Steve Renna  
CREFC

#### REIAC 3rd Quarter Event

September 19, 2013

REIAC 2013 Debt Conference: Good Old Days or a New Normal?

[Online Registration Open](#)

At last year's REIAC debt conference, we stated that financing was readily available on attractive terms - if you owned multifamily or a trophy property in a gateway city. 2013-to-date has been all about expanding credit availability to the rest of the market. It seems like any property with a pulse was readily financeable, even if not at rock bottom rates. And, new alternative lending from banks and the capital markets has been accelerating. Rescue capital, mezzanine loans and bridge financing are now combining to fully recapitalize turnaround projects and even spec construction is gaining lender attention. Consequently, lending volumes have soared.

What could derail these happy times? The recent spike in interest rates, shrinking limits on agency multifamily lending, new regulations, higher bank capital requirements and tighter underwriting standards can make loan requests more challenging than the pre-crisis Good Old Days. So where does that leave borrowers and investors? Will multifamily lending start tightening as agencies reach their volume limits? Will the CMBS growth continue with higher interest rates and predicted higher cap rates? Are banks moving into the conduit space with longer term non-recourse commercial loans? How aggressive are lenders and what are they looking for from borrowers? Where will we be at the end of 2013 and on into next year?

For the answers to these and other pressing questions, REIAC invites you to participate in our annual debt program featuring a rousing and interactive discussion with some of the most senior executives from around the country.

Our esteemed panel this year includes: Paul Vanderslice, Citibank co-head of CMBS lending and immediate past president of CREFC (the CRE Finance Council); David Shillington, KeyBank executive vice president for southeastern lending; George Carleton, executive managing director of C-III Capital Partners and Island Capital; and Peter Scola, national co-head of lending at Cantor Commercial Real Estate. Steve Renna, the CEO of CREFC, will be our able moderator.

So, be there on Thursday, September 19th, at the JW Marriott at Lenox for a high-energy session on commercial real estate finance and its outlook over the next 12 months. In a special partnership, REIAC's Third Quarter Conference is being co-presented by CREFC, the Commercial Real Estate Finance Council.

As always, a large array of food and an open bar will be provided following the program. We thank our generous sponsors for their support: Cantor Commercial Real Estate; Cardno ATC; Crown Advisors; First American Title Insurance Co.; Georgia State University; Grandbridge Real Estate Capital; Habif Arogeti & Wynne; McKenna, Long & Aldridge; and National Real Estate Investor.

[Register Now!](#)

**Best Regards,**

Jerry Monash, CCIM  
President

**Paul Berry**  
Program Committee  
Chairman

**John Beam**  
Program  
Organizer

**Brian Olasov**  
Program  
Organizer

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Generous Sponsors**

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**Register Now**

**Schedule**  
Thursday, September 19, 2013  
4:30 PM - 5:00 PM  
Registration & Networking

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

6:30 PM  
Reception

**Location**  
JW Marriott, Buckhead  
3300 Lenox Rd. NE  
Atlanta, GA 30326 {[map](#)}  
(404) 262-3344

**Fees**  
REIAC Members: Free  
Guests & Non-members: \$75.00

*Pay online with Visa, Mastercard  
or American Express*

*Questions: Jeff Keiley, 678-581-7648 [jeff.keiley@cardno.com](mailto:jeff.keiley@cardno.com)*