



REIAC Debt & Equity panel raises the bar at Paradise Valley Country Club

The audience of 70 at the REIAC Southwest Debt & Equity Panel was thoroughly educated – and entertained – on complex issues of commercial real estate finance.

It was exactly the kind of quality event that REIAC Southwest puts on for its members. The panel presented a view of Arizona in the context of national trends, asset inflation in gateway cities, abundance of committed capital, and the competitive lending environment.



The panel comprised out-of-state finance experts who discussed how investment opportunities in Arizona are perceived by other areas of the country. They included Bob Gray, CEO of Rockwood Capital in San Francisco; Mark Jacobs, Managing Director, Oaktree Capital Management, Los Angeles; and Jay Weaver, Managing Principal of Walton Street Capital, Chicago.

“This is one of our favorite events,” said moderator Joe Blackburn, President and CEO of Everest Holdings. “REIAC members want to hear the perspective of those who are doing business all over the country, doing business here, or considering doing business here.”



The tone of the roughly hour-and-a-half event at Paradise Valley Country Club went from friendly to lively banter among the panelists. Each of the panelists highlighted what their firms bring to the table, and the type of investors they attract.

The event wrapped up with each panelist sharing their thoughts on being in or out of the Metro Phoenix market.

- Mark Jacobs: “Debt or equity for the right location or the right property.”
- Jay Weaver: “Out for Phoenix office equity.”
- Bob Gray: “Not totally out; in for credit and in for value add.”