

REIAC-SE 2nd Quarter Event

Thursday, May 28, 2020, 5:00 pm SHARP!

[ZOOM Call Link](#)

Next up - A Plague of Locusts!

No, not really. But are we still waiting for the other shoe to drop? REIAC will explore the damage done, and more importantly, who are the capital sources that are moving forward to get us out of this mess.

- How are lenders asset-managing their loan portfolios, and what does that mean for borrowers and developers?
- How / when will lenders step on the gas and get back to pre-COVID lending volumes?
- What will that capital look like?
- Can we use the lessons of 2008 to get us moving any faster?
- Does geography matter in lending and investing decisions? States that open up faster – are they unwise, or first to recover and win?
- Is June a great time to start a career as a real estate investor, or a reckless time to start? Should we all be taking advantage of dislocation and other owners' pain?
- How much forbearance is too much? When should landlords put the hammer down and demand back-rent payments? Should retailers be treated differently than office tenants?

REIAC will explore these important issues, with the national expertise of:

- **Victor Calanog - Head of Commercial Real Estate Economics for Moody's Analytics REIS**
- **David Brickman - Chief Executive Officer of Freddie Mac**
- **Marc McAndrew - Executive Vice President of PNC Real Estate, a division of PNC Bank**
- **Brian Olasov, Moderator - Adjunct Professor of Real Estate Capital Markets, New York University Schack Institute.**



Victor Calanog - Head of Commercial Real Estate Economics for Moody's Analytics REIS.

Prior to its acquisition by Moody's Analytics in October 2018, Victor served as Chief Economist & Senior Vice President of REIS, leading a team of economists and analytics to build, maintain and customize the firm's market forecasting, valuation and real estate portfolio analytics services.

He is also a Research Fellow for the Penn Institute for Urban Research; and a Teaching Fellow for the Executive MBA Program and the Department of

Business & Public Policy at The Wharton School at UPenn.



David Brickman - Chief Executive Officer of Freddie Mac, one of the largest providers of mortgage financing in the United States.

Previously, David served as President of Freddie Mac and was responsible for all three business lines – Single-Family, Multifamily and Capital Markets – as well as the information technology and operations areas that support these business lines.

Prior to this role, he was the head of Freddie Mac Multifamily, where he presided over a remarkable period of growth – raising annual production from \$16 billion in 2010 to almost \$80 billion in 2018 and increasing the organization from 300 staff members in four offices to approximately 1000 employees in a dozen locations across the country.



Marc McAndrew - Executive Vice President and Head of PNC Real Estate. PNC Bank is a \$410 billion bank and one of the most active CRE lenders in the country.

Marc joined PNC's Corporate Banking management development program in 1989. After spending six years in the Commercial Lending Division as a relationship manager in the Select Industries group, he joined PNC Real Estate as a relationship manager and Vice President, focused on large national developers and owners of commercial real estate. He then joined PNC Capital Markets' Real Estate Loan Syndications Group as a Director and was promoted to Managing Director and manager of that group. Marc now leads PNC Real Estate's origination activities for public and private real estate developers, owners and investors nationwide.



Brian Olasov, long-time friend and moderator of REIAC events, is an Adjunct Professor Real Estate Capital Markets, New York University Schack Institute.

Brian also serves as a Mortgage-backed Securities (MBS) expert witness in disputes involving structured finance, servicing, loan origination standards and mortgage credit risk. He has been qualified to testify as an expert in various valuation, origination and loan servicing issues in residential and commercial mortgage-backed securities litigation.

Brian is quoted widely in the national press on issues involving the banking industry, mortgage-backed securities and the government's response to the credit crisis. He has testified before the Congressional Oversight Panel to TARP, briefed the Senate Banking Committee staff on lending regulations and twice served as a Visiting Scholar to the OCC on real estate and capital markets issues.

Once a year, REIAC opens up its annual debt program to the entire commercial real estate community, not just REIAC members. This will be a terrific panel discussion so, mark your calendar now!

We thank our generous sponsors for their ongoing support: **Dentons; First American Title Insurance Co.; KeyBank Real Estate Capital; and LightBoxRE.**

ZOOM Webinar

<https://dentons.zoom.us/j/91384885433?pwd=Nm0vNUdjUEtkMXNabXZtWTBJZzVqUT09>

Webinar ID: 913 8488 5433 Password: 451701

ZOOM Conference services are being provided by Dentons, sponsor of REIAC

Schedule

Thursday, May 28, 2020
5:00 PM SHARP
Program Start Time
(please be on time)

Fees: FREE

Open to REIAC Members and Guests
and the entire real estate community!

Questions: Alan Agadoni, 770-329-7685 aagadoni@lightboxre.com

Best Regards,

Jerry Monash, CCIM
REIAC SE President

Bill Leffler
Program Chairman

Lissette Rivera-Pauley
Program Organizer

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