

Q3 Presentation: 30th Annual Debt Capital Markets



In Q3 2024, the real estate debt capital providers are asking...

Should I Stay or Should I Go:

Hand-to-hand Combat from the Frontline of Upside Lending and Downside Protection

Stay: Hunker down and let time heal all real estate wounds

- Most banks, which are responsible for the majority of real estate lending, are **at a full-stop**;
- Trillions in **impending maturities** and looming defaults;
- See-through office buildings, zombie malls and wrong-sized multifamily debt persist.

At the same time...

GO: Rip that band-aid off and get moving

- Eager debt fund lenders now dictate terms and pricing, and **are flush with capital**;
- Life companies, private capital – and even CMBS - are (partly) **filling that bank-lending vacuum**;
- Projections are back down-to-earth with **realistic** growth assumptions;
- History shows **this is the cyclical moment** for savvy lenders to make bulletproof loans.

How can borrowers best position their credit requests?

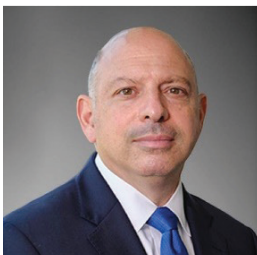
Can lenders work through yesterday's problems and originate creditworthy loans at the same time?

What are borrowers' best options with respect to workouts and seeking new financing?

What are (any?) options for construction financing?

REIAC has gathered together an outstanding panel of **several CEOs and top executives** as the debt capital experts who will join us for our 30th annual **Debt Capital Markets Presentation** (that's right, our big 3-0).

These are our industry's preeminent thought-leaders and deal-makers, operating at ground-level addressing these questions and selecting the nimble strategies to respond to these market tremors:



David Brickman
Founder, Newpoint Real Estate Capital

Formerly the CEO of Freddie Mac, David is a founding executive of Newpoint Real Estate and Senior Advisor to Stone Point Capital, a leading real estate private equity firm. During his lengthy tenure leading Freddie Mac, lending volume rose from \$16 billion to \$80 billion.



Michael Edelman
CEO, M&T Realty Capital

M&T Realty Capital, a subsidiary of M&T Bank, specializes in providing competitive financing via M&T Bank's balance sheet, Fannie Mae, Freddie Mac, FHA/HUD, and life insurance company, CMBS, and debt fund financing through correspondent relationships.



Ted Wright
Executive Managing Director, Trimont

Mr. Wright oversees Trimont’s Investment Advisory, Credit and Asset Management business lines for the Americas region, and serves on Trimont’s Management Committee. Trimont specializes in the asset management of complex performing and non-performing credit on behalf of commercial real estate lenders and investors.



Adam Hayden
Managing Director, CMBS, New York Life Investments

Adam heads the CMBS investment platform and a member of the Mortgage Loan Credit Committee of Real Estate Investors, which reviews all debt investments for NY Life. He is also responsible for investments in CMBS, CRE CLOs, and other structured securities.



Devin Barnwell
Managing Partner and Global Head of Portfolio Management, Brookfield

Devin co-leads the logistics sector of Brookfield’s real estate holding in addition to the role of Head of Portfolio Management. Prior to joining Brookfield in 2019, she was with Morgan Stanley in the real estate investing practice overseeing the Texas and Southeast. She was recognized by Globe Street as the Investment Professional of the Year in 2019.



Brian Olasov
Moderator

A long-time friend of REIAC, Brian has more than three decades of strategic business and capital market experience and an extensive background on real estate capital markets, troubled mortgage loans, and banking challenges. He is frequently called to provide expert testimony to Congress on various real estate capital markets issues.

We thank our generous sponsors for their ongoing support: **Crown Advisors, Dentons, LightBox EDR, Stewart Title Commercial Services** and **Frazier & Deeter**.

EVENT REGISTRATION

SCHEDULE

Wednesday, September 11, 2024

4:30 PM | Registration & Networking

5:00 PM | Program Begins

6:30 PM | Reception & Networking
(heavy hors d’oeuvres and open bar)

LOCATION

The Buckhead Club

3344 Peachtree Rd NE, Ste 2600, Atlanta, GA

REIAC Members: Free | **Invited Guests:** \$85

Students: \$25

QUESTIONS?

Alan Agadoni | 770.329.7685

Best Regards,

Bill Leffler
REIAC SE President

Lisette Rivera-Pauley
Program Organizer

David Meline
Program Organizer

Phil Canzian
Program Organizer

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