

BISNOW
PRESENTS

**FIRST ANNUAL CHARLOTTE
MULTIFAMILY
REAL ESTATE SUMMIT**

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WEDNESDAY, AUGUST 24, 2011 THE WESTIN CHARLOTTE

EVENT OVERVIEW

Join Bisnow and the leaders of the multifamily community to discuss one of Charlotte's hottest real estate sectors:

- How is the current economy affecting the market?
- How will new development requirements in sustainability and innovation influence the future of the market?
- What kind of cap rates are seen today, and are they too high or low based on expectations for the future?
- Are current trends favorable or threatening to multifamily?
- What transit-oriented development are happening, and how is this affecting the market?

Wednesday, August 24, 2011

The Westin Charlotte

601 South College Street, Charlotte, NC 28202

Agenda

7:00 AM – 8:00 AM Breakfast & Schmooze
8:00 AM – 9:30 AM Program
9:30 AM – 10:00 AM Post-Game Schmooze

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FEATURED SPEAKERS



Clay Grubb
CEO
Grubb Properties

During his tenure, Clay has led the development and acquisition of \$1B of real estate projects. For 40 years, Grubb Properties has focused on the Charlotte and Triangle markets. Its portfolio of owned, managed, or leased real estate consists of prestigious multifamily communities and 1M SF of office and retail properties.



Tim Hose
CEO
First Landmark and
Guardian
Management

Tim has been with FLM-GMI since 1983 and was previously a founding partner of Spectrum Properties and an officer with Spaulding & Slye Corp. Since its founding in 1971, FLM-GMI has organized 140 realty investment ventures and acquired properties in 18 markets in the Southeastern US.



Scott Wilkerson
COO
Ginkgo Residential

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CORPORATION

BISNOW
(almost) Never Boring

Scott is responsible for the direct day-to-day management of 28,500 apartment units in more than 100 apartment communities, as well as more than 700 employees. His direct experience in the multifamily industry spans more than 23 years. During his tenure at BNP, he had primary responsibility for the acquisition, rehabilitation and repositioning of 36 apartment properties with over 8k units. He is also a past President of both the Apartment Association of North Carolina.



Rich Martinez
Managing Regional
Director
Freddie Mac

Rich Martinez leads Freddie Mac's Multifamily South East Regional Production & Sales group, a \$15B portfolio. Annual production has averaged \$3.75B for the last several years. Rich has been with Freddie Mac for 21 years and is responsible for marketing its multifamily programs, quoting/pricing loans submitted for purchase, and making investment decisions.



John Porter
Partner
Charter Properties

Since 1999, John has developed 2,000 Class-A multifamily units in North Carolina and has planned, built, and sold large tracts for multiple uses. He recently finished a 250-unit property, is constructing a 260-unit deal, and has 1,000 units in various stages of the development pipeline.



Lee McNeer
Director
Red Mortgage
Capital, LLC

During his career at Red, Lee has worked on the successful origination and closing of \$700M in debt financing utilizing CMBS, Fannie Mae, FHA, Freddie Mac, life company and proprietary debt products. He is currently responsible for multifamily loan origination activities in GA, NC, SC and Washington, DC, with a primary focus on permanent debt funded through Fannie Mae and FHA.

Jordan McCarley
Southeast Apartment

**Partners**

Jordan established the Charlotte office in 2007 to focus on the Charlotte area and Upstate South Carolina. In January 2010, he began heading the group that now services the entire North Carolina and South Carolina region. Jordan has closed transactions exceeding \$300M in total market value, earning him the CoStar Group Power Broker Award.

MODERATOR

Marshall Phillips
Reznick Group

Marshall's practice focuses primarily on equity and debt project financing for residential and commercial real estate developers. In addition to traditional equity and debt transactions, he works across all major Federal and State tax credit programs with an emphasis on Affordable Housing, Historic and adaptive re-use, New Markets Tax Credits, and Renewable Energy. Marshall oversees due diligence for investors and syndicators associated with tax advantaged investments.

Details

Where

The Westin Charlotte
601 South College Street
Charlotte, North Carolina 28202
USA

Planner

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