

2018 NMHC Apartment Strategies Outlook Conference

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Wi-Fi service is available in the meeting room. Wi-Fi Network: NMHC Wi-Fi Password: ipa2018!

Access the full Apartment Strategies Outlook Conference program in the NMHC App, available in your phone or tablet's app store.

All events take place in the Hilton Orlando Bonnet Creek.

MONDAY, JANUARY 15

3:00 – 7:00 PM

Registration

Location: Bonnet Creek Ballroom Foyer West (Lobby Level)

3:00 – 7:00 PM

Social Lounge and Charging Station

Location: Bonnet Creek Ballroom Foyer South (Lobby Level)

TUESDAY, JANUARY 16

6:30 AM – 3:00 PM

Registration

Location: Bonnet Creek Ballroom Foyer West (Lobby Level)

6:30 AM – 3:00 PM

Social Lounge and Charging Station

Location: Bonnet Creek Ballroom Foyer South (Lobby Level)

7:00 – 8:00 AM

Continental Breakfast Social

Location: Bonnet Creek Ballroom 6 (Lobby Level)

8:00 – 8:30 AM

Welcome and Introduction

Location: Floridian Ballroom (Lobby Level)

Opening NMHC's 15th annual Apartment Strategies Outlook Conference, Doug Bibby will frame the day's program revealing why the outlook remains positive for the multifamily sector and what investment and management strategies in the near-term are important to address and support the industry in the long-term. Offer your opinion on these key inflection points in a real-time consensus poll, which will be recapped at the end of the day.

Note: to participate in the session poll, please download the "NMHC App" available in the iTunes or Google Play store in advance.

Speaker:

Doug Bibby, President, NMHC

8:30 – 9:45 AM

2018 Economic Outlook and Market Implications

Location: Floridian Ballroom (Lobby Level)

This two-part session will start with an overview of the broad national macroeconomic trends and how they will impact the apartment industry in 2018 and beyond. In a responding panel, industry analysts will take the micro view on how these trends will impact individual apartment markets around the country. This is sure to be an information-packed discussion about the cyclical and structural influences impacting the housing market and apartment outlook.

8:30 – 9:00 AM

Moderator:

Mark Obrinsky, Senior Vice President, Research and Chief Economist, NMHC

Speaker:

Richard Barkham, Global Chief Economist, CBRE

9:00 – 9:45 AM

Speakers:

Jeff Adler, Vice President, Yardi Matrix

Jay Lybik, Vice President of Research Services, Marcus & Millichap

Greg Willett, Chief Economist, RealPage, Inc.

9:45 – 10:30 AM

Alexa, is my portfolio future-proof? Challenges of Future Real-Time Property Operations

Location: Floridian Ballroom (Lobby Level)

New technologies are making buildings smarter, improving a company's ability to create operational and energy efficiencies and enhance resident comforts, something the 2017 NMHC/Kingsley Associates Resident Preferences Survey found residents increasingly expect. With an increase in system integration tools, how are companies approaching these new designs and building infrastructure trends in context with changing resident expectations? And how are companies solving for operation risk inherent with these systems? Hear from industry leaders as they discuss how they are considering how to build, deliver and invest in projects for the future.

Moderator:

Jay Hiemenz, President and Chief Operating Officer, Alliance Residential Company

Speakers:

Cris Sullivan, Executive Vice President, Chief Operating Officer, Gables Residential

Scott Wesson, Senior Vice President and Chief Information Officer, UDR

Marcie Williams, CAPS, CPM®, President, Rivergate KW Residential

10:30 – 11:15 AM

The Capital Markets: Which Way from Here?

Location: Floridian Ballroom (Lobby Level)

Today's household and social preferences show an increased demand for multifamily housing development, but what about market performance? As we move into 2018, how are equity and debt markets positioned to support the sector going forward? Is FY18 the year the scales tip in the balance of debt over equity? In this FY17/18 market trend discussion, speakers will identify the challenges and opportunities in the apartment market in the near-term.

Moderator:

Mark Parrell, Executive Vice President & Chief Financial Officer, Equity Residential

Speakers:

Allina Boohoff, Managing Director, JP Morgan Asset Management

Blake Okland, Vice Chairman, Head of US Multifamily, ARA

Willy Walker, Chairman & Chief Executive Officer, Walker & Dunlop

11:15 AM – Noon

Yield Thirst: Does the Proverbial Cup Still Runneth Over for Multifamily?

Location: Floridian Ballroom (Lobby Level)

The U.S. apartment market continues to provide healthy yields for investors, but can this trend continue with the amount of new deliveries expected over the next two years? Will other CRE sectors outperform or draw more investor interest? Does the long-term forecasted demand for apartments outweigh short term concerns about supply? A dialogue with investors – ranging from veteran firms to international funds – will provide clarity on how they are looking to deploy capital and their expectations on returns, as well as what financing structures best fit their needs.

Moderator:

Rick Hurd, Chief Investment Officer, Waterton

Speakers:

John Gray, Managing Director and Head of Investments, LMC, A Lennar Company

Brad Hill, Executive Vice President, Director of Multifamily Investing, MAA

Evan Kirsh, President, Starlight U.S. Multi-Family

Noon – 1:30 PM

Apartment Strategies Outlook Conference Networking Lunch

Location: Bonnet Creek Ballroom 6 (Lobby Level)

1:30 – 2:15 PM

By Brick and Block: A Development Dialogue About Where Companies Are Materializing Yield

Location: Floridian Ballroom (Lobby Level)

With an increase in competition for capital and investors in search of yield, what are developers planning for in the design,

construction and delivery of apartments? How are they responding to investor concerns? This session will identify what new programs, technologies and techniques developers are piloting to break down development barriers, use space more efficiently, lower development costs and drive returns.

Moderator:

Chip Bay, Executive Managing Director and National Practice Leader for Construction & Development, Mill Creek Residential

Speakers:

Kimberly Grimm, Executive Vice President of Development/ Chief Talent Officer, Continental Properties

Brian Natwick, President, Multifamily, Crescent Communities

Asheel Shah, President and Chief Investment Officer, Multifamily, KETTLER

2:15 – 3:00 PM

The Upshot with NMHC Leadership

Location: Floridian Ballroom (Lobby Level)

Is 2018 the year of an inflection point for real estate? In the closing session of the conference, Doug and NMHC officers reflect on the market trends and ideas discussed throughout the day and the implications for industry performance this year. Hear the thinking of this collection of industry experts on the state of business and find out where they agree or challenge the accepted wisdoms of the market.

Moderator:

Doug Bibby, President, NMHC

Speakers:

Sue Ansel, President and Chief Executive Officer, Gables Residential

Daryl Carter, Founder, Chairman and Chief Executive Officer, Avanath Capital Management, LLC

Bob DeWitt, Vice Chairman, President and Chief Executive Officer, GID

3:00 PM

Conference Adjourns

3:00 PM

NMHC Annual Meeting Begins

(Separate registration required – NMHC members only.)

Note: Members registered for the Annual Meeting should switch to the appropriate event badge. Please visit the Registration desk for assistance, if needed.

Notes: Agenda as of January 9, 2018; subject to change.

Please be aware that photos may be taken at the conference and posted online.

No cameras or cell phone cameras, taping, electronic recording or filming of presenters permitted other than by the authorized conference photographer.