

2019

NMHC

APARTMENT
STRATEGIES
OUTLOOK
CONFERENCE

January 28-29, 2019

Manchester Grand Hyatt

San Diego, CA

MONDAY, JANUARY 28

Noon - 7:30 p.m.

Registration

Location: Palm Foyer, 2nd Level

1:30 - 4:15 p.m.

2019 NMHC Women's Event

Location: Harbor Ballroom D, 2nd Level

Open to all women registered for the NMHC Apartment Strategies Outlook Conference or Annual Meeting. Separate registration required.

Opening Program: Roundtable Discussion with Industry Leaders

A Conversation with Katie Couric

Moderator: **Sue Ansel**, President and CEO, Gables Residential
Speaker: **Katie Couric**, Award-winning Journalist and New York Times Best-selling Author

Networking Reception

6:00 - 7:30 p.m.

NEW! Opening Reception

Location: Harbor Ballroom D, 2nd Level

TUESDAY, JANUARY 29

6:30 a.m. - 3:00 p.m.

Registration

Location: Palm Foyer, 2nd Level

7:00 - 8:00 a.m.

Continental Breakfast Social

Location: Harbor Ballroom A, 2nd Level

Note: Preliminary Agenda as of January 24, 2019. Agenda is subject to change. Check back periodically for updates. Please be aware that photos may be taken at the meeting and posted online.

8:00 a.m.

Welcome and Introduction

Location: Seaport Ballroom, 2nd Level

Speaker: Doug Bibby, President, NMHC

8:10 – 9:30 a.m.

2019 Economic and Market Outlook

Location: Seaport Ballroom, 2nd Level

8:10-8:40 a.m.

Economic Forecast – Norm Miller, Ernest W. Hahn Chair of Real Estate Finance, University of San Diego

Norm Miller is the Hahn Chair of Real Estate Finance at the University of San Diego (USD) and is affiliated with USD's Burnham-Moores Center for Real Estate. He works with the FDIC, DOJ, and Collateral Analytics developing real estate analytic products and tools to support financial institutions and investors. Previously he was vice president of Analytics for the CoStar Group, a leading commercial real estate data and market analysis company. Prior to joining USD, he was academic director and the founder of the real estate program at the University of Cincinnati. He received his PhD from the Ohio State University.

Miller has published numerous academic articles, books and articles in trade market publications on housing, brokerage, mortgage risk, valuation, sustainable real estate and many other topics. His most recent book *Commercial Real Estate Analysis and Investment* with David Geltner at MIT is in its third edition and is the world's leading graduate level real estate textbook. He has lectured around the world, including France, Singapore, Thailand, New Zealand and Russia. Miller is currently a Homer Hoyt Land Use Institute faculty and board member, where he is involved with premier thought leaders among academics and industry professionals in a think tank setting.

8:45 – 9:30 AM

Digging Deeper, the Multifamily Market Outlook

Location: Seaport Ballroom, 2nd Level

After Miller sets the context, this panel of expert industry analysts examine multifamily housing trends leading in to 2019. Which markets are experiencing supply constraints and where is there still opportunity for growth? How are

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affordability concerns influencing consumer choice in and among metro areas? This session will outline what indicators top-notch owners need to be monitoring in 2019.

Moderator: Mark Obrinsky, Chief Economist and SVP of Research, NMHC

Speakers:

- **Kim Betancourt**, Director of Economics and Multifamily Research, Fannie Mae
- **Jay Lybik**, Vice President, IPA Research Services, Marcus & Millichap
- **Greg Willett**, Chief Economist, RealPage, Inc.

9:35 – 10:15 AM

Keep Calm and Carry On: Investors Face a Less Certain Market

Location: Seaport Ballroom, 2nd Level

The multifamily market cycle continues onward, but investors face less certainty in the market. How are investors eyeing this shift and what is the influence of both supply constraints and deliveries having on investment fundamentals? This session of investment peers offers an inside view of their risk tolerance and confidence in multifamily as a portfolio asset.

Moderator: Willy Walker, Chairman & CEO, Walker & Dunlop

Speakers:

- **Steven DeFrancis**, Chief Executive Officer, Cortland
- **Helen Garrahy**, Senior Vice President, Heitman
- **Robert Hart**, President and Chief Executive Officer, TruAmerica Multifamily, LLC
- **Olivia John**, Managing Director, Blackstone

10:15 – 10:30 AM

Networking Break

10:30- 11:15 AM

Money, Money Everywhere: A Capital Markets View of Access to Capital

Location: Seaport Ballroom, 2nd Level

Equity investors still sought out multifamily and lenders had plenty of capacity to place debt in 2018, but will this trend continue into 2019? This session will focus on the primary

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impacts of the volatile financial market, growing supply, and emerging development risks on multifamily prospects in the new year.

Moderator: Jim Costello, Senior Vice President, Real Capital Analytics

Speakers:

- **Katie Bloom**, Managing Director, Goldman Sachs
- **Steve Fried**, Principal, Mesa West
- **Philip Martin**, Senior Vice President, Market Research, Waterton
- **Mike McRoberts**, Managing Director, PGIM Real Estate Finance

11:15 – 12:00 PM

Crosswind Factors: Developers Face Shifting Market Conditions

Location: Seaport Ballroom, 2nd Level

Typical economic indicators like employment, inflation, and investment remain favorable for the apartment sector, and, even though demand for housing remains high in many markets, permitting and completions ticked down in 2018. From evaluating the opportunities and challenges of using big data to mitigation strategies, listen in to this power panel as they discuss risk influence factors and how these issues impact their thinking on 2019 development strategies.

Moderator: Jeff Adler, Vice President, Matrix, Yardi Systems Inc.

Speakers:

- **Kim Bucklew**, Managing Director, Alliance Residential Company
- **Bob Flannery**, President, CA Residential
- **Cliff Nash**, Senior Managing Director, Finance, Greystar
- **Leonard Wood Jr.**, Senior Managing Director, TCR

12:00 - 1:15 p.m.

Networking Lunch

Location: Harbor Ballroom A, 2nd Level

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12:00 - 1:15 p.m.

Diversity & Inclusion Committee Meeting (*All NMHC members are welcome*)

Location: Gaslamp, 2nd Level

The Diversity & Inclusion Committee is an integral part of NMHC's commitment to promote long-term success for the rental apartment industry. The committee's agenda will include remarks by industry leaders on the latest strategic efforts to strengthen diversity in real estate.

Speakers:

- **Wendy Mann**, Chief Executive Officer, CREW Network
- **Stephanie L. Williams**, President, Bozzuto Management Company & Member, Board of Directors, Real Estate Executive Council (REEC)

1:15 – 2:10 p.m.

Guest Speaker - Joseph F. Coughlin, Ph.D., Founder and Director, MIT AgeLab, Massachusetts Institute of Technology

Location: Seaport Ballroom, 2nd Level

Joseph F. Coughlin, PhD is founder and Director of the Massachusetts Institute of Technology AgeLab. He teaches in MIT's Department of Urban Studies & Planning and the Sloan School's Advanced Management Program. Coughlin conducts research, speaks and consults on the impact of global demographic change and technology trends on consumer behavior, business innovation & public policy. He produces the online publication Disruptive Demographics. He is the author of *The Longevity Economy: Inside the World's Fastest Growing, Most Misunderstood Market*.

2:15 – 3:00 p.m.

The Future Is in the Air: Talent Management Strategies for a Tight Labor Market

Location: Seaport Ballroom, 2nd Level

As the U.S. unemployment rate continues to hover below 4%, is it enough for a company to want to build something in order to attract talented employees? To close out this year's conference, executives from some of the industry's top

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companies will share their insights about recruiting and maintaining talent in the multifamily sector. How are companies aligning workforce and talent management strategies with business and property management goals? And, with the flood of capital into PropTech and other technology-based innovations, how are companies forecasting staffing needs from asset and property management to investment management and development?

Moderator: Matt Slepín, Founder and Managing Partner, Terra Search Partners

Speakers:

- **Bill Bayless**, CEO, American Campus Communities
- **Chris Payne**, Managing Director, SARES-REGIS Group
- **Cindy Scharringhausen**, Senior Vice President, Human Resources, Camden Property Trust
- **Julie Smith**, Chief Administrative Officer, The Bozzuto Group

3:00 p.m.

Conference Program Ends

3:00 - 5:00 p.m.

NEW! Networking on the Lawn

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