

PRELIMINARY AGENDA AT-A-GLANCE

(As of January 26, 2024; Subject to change)

MONDAY, JANUARY 29

- 11:00 AM – 5:30 PM** **Registration** (*Palm Foyer*)
- 11:00 AM – 5:30 PM** **Nursing Room** (*Show Office 5*)
- 12:00 – 5:30 PM** **Health Room** (*Show Office 6*)
- 1:00 – 4:30 PM** **2024 NMHC Women’s Event** (*Seaport A-D*)
(Separate registration required, Open to women registered for the Apartment Strategies Conference or Annual Meeting)

TUESDAY, JANUARY 30

- 6:45 AM – 3:00 PM** **Registration** (*Palm Foyer*)
- 7:00 AM – 7:00 PM** **Nursing Room** (*Show Office 5*)
- 7:00 AM – 7:00 PM** **Health Room** (*Show Office 6*)
- 7:30 – 8:30 AM** **Networking Breakfast** (*Seaport A-E*)
- 8:25 AM** **Welcome & Introduction** (*Harbor Ballroom*)
Speaker: **Sharon Wilson Géno**, President, NMHC
- 8:30 – 9:15 AM** **Mapping Current Market Trends and Challenges: Insights for Real Estate and Investment in Today's Landscape** (*Harbor Ballroom*)
In the kickoff panel of this year's conference, we're bringing together top economic thinkers to make sense of the buzz and bluster in today's market. They'll detail the highs and lows of the economic landscape, pinpoint where demand is heating up and cooling down in real estate and investment spaces. This isn't just about the "what" – it's the "so what" for your strategic decisions. From interest rate roller coasters to market mood swings, our experts will break down which investment strategies are just hype and which ones actually hold water in the current climate.
Moderator: **Laura Craft**, Head of Global ESG Strategy, Heitman
Speaker: **Cristian DeRitis**, Deputy Chief Economist, Moody's Analytics
Orphe Divounguy, Sr. Economist, Zillow

9:15 – 10:10 AM

Expanding Horizons: Growing Housing Supply in a Changing Market

(Harbor Ballroom)

Housing development is a long-term endeavor, often taking years from planning to completion. In this session we zero in on the engines driving investment in housing and how more recent market influences are impacting strategies and returns. We'll explore how investor expectations are fostering enterprises to achieve affordable and workforce housing goals across the country while also fueling development for new housing typologies. This session is a deep dive into marrying the expansion of housing with balancing investment goals in the prevailing interest rate environment.

Moderator: **Marc Norman**, Associate Dean, NYU Schack Institute of Real Estate

Speakers: **Angela Biggs**, Managing Director, Investment, Grosvenor
Mick Flanagan, President of Development, The Michaels Organization
Ricardo Rivas, CEO, AOG
Katie Wiacek, Managing Director, Hines

10:15 – 11:00 AM

Smart Ops: The Tech Edge in Multifamily Investment and Management

(Harbor Ballroom)

In this market, tech is more than a convenience—it's a game changer. From AI-driven analytics shaping investment choices to smart tech easing staffing woes, this session tackles it all. We'll look at how tech meets compliance, sweetens resident relations, and sharpens investment tactics. Plus, uncover how going green with renewables and EV charging isn't just good for the planet—it's good for the pocket too. Get ready to boost your portfolio and asset management playbook with the latest tech trends that spell R-O-I.

Moderator: **Kristy Simonette**, SVP, Strategic Services, Camden

Speakers: **Cara Athmann**, COO, The Cardinal Group
Chris Sameth, Head of Capital Markets Quants, JLL
Scott Wesson, Senior Vice President, Chief Digital Officer, UDR

11:05 – 11:55 AM

Apartment Market Pulse: Navigating Peaks & Troughs *(Harbor Ballroom)*

Demand is high for housing. That's not new information, but bringing supply online seems as though it has never been harder or more uncertain. As capital costs increase and the return on new construction is tightening, how are people building? Moreover, as absorption rates rest and less unit's filter through, how are developers analyzing markets for further investment or growth? Panelists in this session will talk about how they are facing construction and supply challenges head-on and the ways they are finding to smooth the process to get entitlements and deliver housing to communities.

Moderator: **Jimmy Hinton**, Chief Revenue Officer, Newmark

Speakers: **Jeff Adler**, Vice President, Yardi Matrix
Jay Parsons, SVP, Chief Economist, RealPage
Nikita Rao, Managing Director, Portfolio Manager, Housing, Americas, Nuveen Real Estate

12:00 – 1:15 PM

Networking Lunch (*Seaport A-E*)

1:30 – 2:15 PM

Tackling the Tides of Tomorrow: Multifamily Operational Risk in an Era of Uncertainty (*Harbor Ballroom*)

As multifamily real estate navigates through an age of increasing operational risks, our next session provides a crucial discussion for understanding and addressing these complex challenges. From the multifamily sector's response to climate change threats to the latest risk management tools and strategies, this panel of industry experts will address both the operational successes and challenges faced by investors and property owners. Tackling the surge in property insurance costs and increasing regulatory risks, this discussion is sure to map out the evolving operational risk landscape and its implications for apartment owners, providing you with the knowledge to forecast and navigate these exposures effectively.

Moderator: **Sue Ansel**, CEO, Gables Residential

Speakers: **Beth Anne Coleman**, Chief Compliance Officer and Risk Manager, Fairfield

Karen Key, Division President, Southeast, Asset Living

Chris Lahna, Chief Property Management Officer, Dominion

Lacy Rice, Founding Managing Partner, FCP

2:15 – 3:00 PM

Navigating Public Policy & Market Dynamics: A Panel Discussion (*Harbor Ballroom*)

While much is occurring at the federal level, state and local governments are where the rubber meets the road. We close out the conference with a long, hard look at local public policy forces and their impact on the real estate market. Our panel of political experts will analyze recent policy shifts, emerging trends, and their potential implications on housing development. Whether you're an investor, developer, policymaker, or simply interested in the evolving landscape of real estate, this panel offers valuable insights and a platform for meaningful dialogue you can carry on with you throughout the year.

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

Speakers: **Barbara Frommell**, Senior Director of Government and Community Relations, AIR Communities

Mike Kingsella, CEO, Up for Growth

Ben Metcalf, Managing Director of Turner Center for Housing Innovation, UC Berkeley

3:00 – 5:00 PM

Networking Areas