

PRELIMINARY AGENDA AT-A-GLANCE

(As of January 20, 2023; Subject to change)

MONDAY, JANUARY 30

- 10:00 AM – 5:30 PM** **Registration** (*Mariposa 5, East Level 2*)
- 1:30 – 4:30 PM** **2023 NMHC Women's Event** (*Juniper Ballroom, West Level 3*)
(Separate registration required, Open to women registered for the Apartment Strategies Conference or Annual Meeting)

TUESDAY, JANUARY 31

- 6:45 AM – 3:00 PM** **Registration** (*Mariposa 5, East Level 2*)
- 7:30 – 8:30 AM** **Networking Breakfast** (*Juniper 2-4, West Level 3*)
- 8:30 – 8:40 AM** **Welcome & Introduction** (*Ironwood 5, West Level 3*)
Speaker: **Doug Bibby**, President, NMHC
- 8:40 – 9:30 AM** **Keynote Economic Presentation and Fireside Chat** (*Ironwood 5, West Level 3*)
Moderator: **Caitlin Sugrue Walter**, VP, Research, NMHC
Speaker: **Diane Swonk**, Chief Economist, KPMG and CEO of DS Economics
- 9:35 – 10:20 AM** **In the Mind of an Apartment CEO** (*Ironwood 5, West Level 3*)
In the time since our last gathering, the market has shifted, creating significant economic headwinds for multifamily owners and operators. How are corporate leaders adjusting their business strategy in response to economic and demand shifts? Moreover, how are they keeping up with residents' growing expectations regarding service in a job market where workers can – and demand to – dial-in from anywhere? In this session, multifamily executives will share their thoughts on the challenges and opportunities of today's market conditions. Learn from these leaders about how they are preparing for a changed market and what indicators they have their eye on for the future.
Moderator: **Stephanie Williams**, President, Bozzuto Management Company
Speakers: **Maria Banks**, President & CEO, AMLI Management Company
 Lili Dunn, President & CEO, Bell Partners, Inc.
 Joanna Zabriskie, President & CEO, BH

10:25 – 11:10 AM

Multifamily Outlook: Finance & Capital Markets (*Ironwood 5, West Level 3*)

Multifamily is now the largest sector for real estate investment. How is this impacting the transaction market and what does the industry need to do to keep this position? In this session, four industry insiders will discuss how U.S. monetary tightening and interest-rate hikes might impact project financing and market transactions going forward. Listen in as they discuss what investment strategies are garnering attention, where they are finding value in value-add, and where investments might alleviate affordability challenges in some markets.

Moderator: **Ann Caruana**, President & CIO, Preservation Equity Fund Advisors, WNC

Speakers: **Colin Apple**, Senior Managing Director & Co-Chief Investment Officer, Bridge Multifamily, Bridge Investment Group

Gina Baker Chambers, Senior Managing Director, Artemis Real Estate Partners

Kelli Carhart, Senior Managing Director Debt and Structured Finance, CBRE

Susan Mello, Executive VP/Head of Capital Markets, Walker & Dunlop

11:15 AM – 12:00 PM

Apartment Development: Meeting Demand in a Changed Housing Market

(*Ironwood 5, West Level 3*)

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: **Kimberly Grimm**, Chief Development Officer, Continental Properties

Speakers: **Chip Bay**, Chief Construction Officer, Mill Creek Residential

Ruth Hoang, Senior Vice President, Development, Jair Lynch Real Estate Partners

Dan Hull, President of Construction, The NRP Group

12:00 – 1:15 PM

Networking Lunch (*Juniper 2-4, West Level 3*)

1:15 – 2:00 PM

The Apartment Markets (*Ironwood 5, West Level 3*)

This wouldn't be a strategies conference without a discussion about multifamily economic trends. From household migration to supply challenges up and down the affordability scale, this session will highlight the best of market intelligence today. We can talk about the future when it happens.

Moderator: **Alyson Bode**, Vice President-Research & Data Strategy, KETTLER

Speakers: **Quinn Eddins**, Managing Director, Research & Analytics Services, Greystar Real Estate Partners, LLC

Jay Lybik, National Director of Multifamily Analytics, CoStar Group

Carl Whitaker, Director, Research & Analysis, RealPage, Inc.

2:05 – 3:00 PM

Multifamily Investment: A Conversation of Present and Future Value

(*Ironwood 5, West Level 3*)

If you attend any session in the program, this is the one. In this session, leading multifamily investment, strategy, and investor relations experts will share their perspectives on financial and housing market trends and their calculations for the future. From investor projections to resident demand, this discussion will highlight the indicators these leaders watch the most as they solve for creating value in their portfolios and the communities they create. As this year's conference ends, this session is sure to provide you with the cliff notes you need to take with you through the rest of the week and back home.

Moderator: **Doug Bibby**, President, NMHC

Speakers: **Steven DeFrancis**, Chief Executive Officer, Cortland

Helen Garrahy, Senior Vice President, Portfolio Management, Heitman

Jackson Lapin, Managing Director, Asset Management, Invesco

Suzanne Mulvee, Senior Vice President, Chief Strategy Officer, GID

3:00 – 5:00 PM

Networking Areas