

Featured Speakers



Tim Groves
Senior Managing Director
Cantor Commercial
Real Estate



Rich Walsh
Managing Director
Head of Structured Lending
Platform
New York Life



Alfred Trivilino
Managing Director
Fund Management
Related Companies



Dick Knight
Southeast Regional Manager
Citizens Bank



Brian Olasov
Moderator

REIAC SE 4th Quarter Event

Thursday, November 8, 2018, 4:30 pm

InterContinental Buckhead Atlanta

[Online Registration Open](#)

Once again, it's time for REIAC's 15th Annual Debt Conference!

US commercial real estate continues to be a hotbed for debt capital across the globe. The abundance of capital appears to be flowing through any potential headwinds associated with rising interest rates and point-in-cycle concerns. The competitive landscape has become crowded with traditional lenders and alternative finance shops all vying for the right deal... and continuing to foster a highly competitive acquisition market.

Will CRE continue to be a darling of the debt markets and, if so, for how long? What effect does this debt capital environment have on fundamentals... and the cycle itself? Just how sustainable is this?

Issues to Discuss:

- The current State of the Union of Debt Capital Markets
- Yield curve inversion - turning the CRE lending space upside down?
- Competitive landscape - who does what now?
- Tax reform - what impact have we seen so far?
- Credit cycle perspectives - what inning are we in again?
- Asset class drilldown - are non-traditional sectors now mainstream?
- Lender drilldown - are non-traditional lenders now mainstream?
- Tectonic shift - when did Atlanta and Dallas become coastal gateway markets?
- Chasing yield - where do you find it?

On November 8th, REIAC will assemble an outstanding panel of nationally-renowned experts to opine on the likelihood, timing and impact of these and other meaningful issues. Our panelists will include senior leaders from CCRE, New York Life, Related Companies and Citizens Bank. Our moderator will be long-time REIAC host, Brian Olasov.

Speakers include:

- Tim Groves:** Senior Managing Director - **Cantor Commercial Real Estate**
- Rich Walsh:** Managing Director & Head of Structured Lending Platform - **New York Life**
- Alfred Trivilino:** Managing Director, Fund Management - **Related Companies**
- Dick Knight:** Southeast Regional Manager - **Citizens Bank**
- Brian Olasov:** Moderator

As we have in past years, we are opening up attendance to the entire Atlanta commercial real estate community rather than just REIAC members! And as a result, we look forward to a huge gathering at the InterContinental Hotel in Buckhead on November 8th. [So make your reservation NOW - space is limited!](#)

We thank our generous sponsors for their support: Aprio; ATC Group Services LLC; CoStar Group; Crown Advisors; Dentons; First American Title Insurance Co. and KeyBank Real Estate Capital.

Registration Open

Schedule

Thursday, November 8, 2018
4:30 PM to 5:00 PM
Registration & Networking

5:00 PM SHARP
Program Start Time
(please be on time)

6:30 PM
Reception

Location

InterContinental Buckhead
3315 Peachtree Rd NE
Atlanta, GA 30326
{[Click here for directions](#)}

Fees

REIAC Members: Free
Invited Guests: \$75.00

Questions: Alan Agadoni, 678-581-7551 alan.agadoni@atcgs.com

Best Regards,

Jerry Monash, CCIM
REIAC SE President

Paul Berry
Program Chairman

Bill Leffler
Program Organizer

Lissette Rivera-Pauley
Program Organizer

Jim Komperda
Program Organizer

Phil Canzian
Program Organizer

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