

Equity Waters Are Rising - Watch Out For Sharks!

Tuesday, August 20, 2019

Featured Speakers



**Brent Smith**  
President,  
Chief Executive Officer  
& Director  
Piedmont Office Realty  
Trust, Inc.



**Steven Schnur**  
Senior Executive  
Vice President  
Duke Realty



**Thomas O'Hanlon**  
Head of Equity  
Transactions  
New York Life Real Estate  
Investors



**Greg Bates**  
Chief Operating Officer  
GID Investment  
Advisors

REIAC-SE 2nd Quarter Event

Tuesday, August 20, 2019, 4:30 pm

The Buckhead Club

[Online Registration Open](#)

Dear REIAC Members:

**“Principals-Only” Membership & Events  
Make For More Informative Presentations!**

Our Board of Directors has been working hard to provide outstanding speaker lineups this fall which will deliver innovative subject matter, useable takeaways and high-level networking opportunities that are simply not available anywhere else in Atlanta.

**REIAC is devoting its August program to the real estate equity marketplace.** As the U.S. economy completes its 10th year of expansion, strong real estate occupancies, record rents and sustained user demand are underpinning another year of impressive real estate performance.

As of the beginning of 3Q 2019, the depth of investable equity capital is great and rising while property values are at all-time highs. This abundance of capital has driven CRE equity yields to ultra-thin levels, reducing the margin for error going forward. Smartly devised acquisition strategies are a must!

While a 30,000-foot view of CRE markets would suggest that asset values are now "priced-to-perfection," time will show that outstanding investments do indeed exist in 2019.

For our August program, REIAC has assembled an all-star national panel of CRE equity investment leaders **who will sort out the current environment and describe what they and their firms are doing to identify the investments and CRE sectors with the best risk-adjusted returns.** We hope you will join us for this interesting and worthwhile program. Our excellent speaker panel will include:

- Brent Smith:** President, Chief Executive Officer & Director, **Piedmont Office Realty Trust**
- Steven Schnur:** Senior Executive Vice President, **Duke Realty**
- Thomas O'Hanlon:** Head of Equity Transactions, **New York Life Real Estate Investors**
- Greg Bates:** Chief Operating Officer, **GID Investment Advisors**

Topics to be discussed will include:

- How does the flow of equity capital look for the next 12 months? Where does it want to go?
- Are European and Asian investors increasing their equity commitments to U.S. real estate? What property types are they seeking?
- Trade tariffs: on-again, off-again, leaving cost-sensitive developers and investors scratching their heads. Are tariffs a real road block, and how should investors navigate?

- Speaking of navigating, is it really "clear sailing" until the next recession (CBRE Research pushes that back to 2024)?
- The impact of populist political agenda on commercial real estate (think Amazon HQ in New York, rent control initiatives on the West Coast);
- Of the top 20 US markets, only three registered decreases in investment volume (Atlanta is one of the three). How does Atlanta stack up for acquisitions and new development?
- Is the search for yield pushing investors further into secondary and tertiary markets?
- Co-living? Co-working? New directions for development, but are they a solid investment bet?
- Opportunity Zone investing - Is there more capital than deals?

As always, an array of food and an open bar will be provided. We thank our generous sponsors for their support: **Aprio; ATC Group Services LLC; Crown Advisors; Dentons; First American Title Insurance Co.; and KeyBank Real Estate Capital.** [Make your reservations NOW - attendance is limited!](#)

Registration Open

<p><b>Schedule</b></p> <p>Tuesday, August 20, 2019 4:30 PM to 5:00 PM Registration &amp; Networking</p> <p>5:00 PM SHARP Program Start Time (please be on time)</p> <p>6:30 PM Reception</p>	<p><b>Location</b></p> <p>The Buckhead Club 3344 Peachtree Road, NE Suite 2600 Atlanta, GA 30326 <a href="#">{map}</a></p> <p><b>Fees</b></p> <p>REIAC Members: Free Invited Guests: \$85.00</p>
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Questions: Alan Agadoni, 770-329-7685 or [alan.agadoni@atcgs.com](mailto:alan.agadoni@atcgs.com)

**Best Regards,**

**Jerry Monash, CCIM**  
REIAC SE President

**Paul Berry**  
Program Chairman

**Bill Leffler**  
Program Organizer

**Phil Canzian**  
Program Organizer

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[www.reiac.org](http://www.reiac.org)