

“Predictions are difficult, especially ones about the future.”

Whether or not Yogi Berra actually said that, REIAC is going to put its best foot forward and forecast the upcoming year, with the help of those whose careers and investments depend on clarity of the risks ahead.

It’s been an up-ended second half of 2022; although this cycle has been on a thankfully profitable 12-year run, rapid rate hikes and uncertainty abound as we coast through the holidays. With another calendar year arriving, how do we plan our investment, lending, management and development businesses?

REIAC approaches the answers from two angles:

- Our economist presenters reach deep into the country’s economic data, sifting through the noise to focus on the most relevant metrics. Their expert analysis will reveal which way is up, and how to get there.
- In addition, our “practitioners” see the upcoming year based on information readily at hand; signals and indications from their multifamily and industrial portfolios as a proxy of economic health give them a unique vantage point - where to turn next, and what to avoid.

As in the past, we will challenge attendees to test their views against our guest experts via real-time wireless polling technology. Attendees will vote their perceptions, then our panel will support or challenge these perceptions, adding interesting color and strong expertise. After the program, we will circulate a link to the questions and the audience’s voting results for your further consideration.

So, join REIAC as we turn the page to 2023, and start our year right, *with a healthy breakfast and plenty of caffeine!*

Forecast 2023 - It Gets Better, Right?

November 30th, 8:00 a.m.

Buckhead Club

3344 Peachtree Road NE, Suite 2600

Our panel discussion will deliver the insights and wisdom of:



KC Conway, CCIM, CRE, MAI
Commercial Real Estate Economist and Futurist

Economist and Futurist Kiernan “KC” Conway, CCIM, CRE, MAI is the brain trust behind Red Shoe Economics, LLC, an independent economic forecasting and consulting firm furthering KC’s mission as The Red Shoe Economist by providing organic research initiatives, reporting and insights on the impact of economics within the commercial real estate industry.

A proud graduate of Emory University with more than 30 years’ experience as a lender, credit officer, appraiser, instructor, and economist; KC is recognized nationally for accurately forecasting real estate trends and ever-changing influences on markets across the U.S.

With credentials from the CCIM Institute, Counselors of Real Estate and the Appraisal Institute, KC currently serves as Chief Economist of the CCIM Institute and as an Independent Director for Monmouth REIT (MNR).



David Scherer, Co-founder and Co-CEO, Origin Investments

David co-founded Origin Investments in 2007, a top decile fund manager with expertise in building, buying, and operating institutional-class multifamily real estate across the country.

With Dave’s leadership, Origin has executed more than \$2.6 billion in real estate transactions. David is co-CEO, co-chairs the investment committee and oversees acquisitions and asset management. Prior to Origin, David served as company president for a privately financed hedge fund.

David earned his undergraduate degree from Harvard University and his MBA from the University of Chicago. He has more than 30 years of experience in real estate investing, finance and asset management.



Amy Curry, Partner and Chief Strategy Officer, Dermody Properties

Amy holds the responsibility to drive growth in existing and future development and joint venture platforms for Dermody Properties, a national industrial and logistics developer and investment firm. She is a member of the Dermody Properties Executive and Investment Committee and brings with her approximately 22 years of experience in commercial real estate.

Prior to joining Dermody Properties, Ms. Curry was an Executive Vice President for Hillwood where she held multiple regional leadership roles sourcing and stabilizing industrial joint ventures, developments and acquisitions. During her tenure, she sourced 4.6 million square feet of industrial transactions valued at more than \$400 million and was involved with an additional 10.5 million square feet of industrial development throughout the east region.



Chris DeCouflé, Moderator

Chris DeCouflé is the Managing Director of CBRE’s National Retail Capital Markets platform of more than 150 professionals who specialize in the sale, debt and structured finance placement assistance, and recapitalization of retail properties in the Americas.

Mr. Decouflé holds leadership roles in all phases of retail commercial real estate, including investment sales, retail development and retail operations. Over the past five years, The NRP was responsible for more than \$25 billion retail investment sales through 1,163 transactions totaling 120 million square feet.

We thank our generous sponsors for their ongoing support: **Dentons**, **LightBox EDR** and **Stewart Title - Commercial Services**.

ONLINE EVENT REGISTRATION

SCHEDULE

Thursday, November 30, 2022
8:00 AM - 8:30 AM
Registration & Networking

8:30 AM SHARP
Program Start Time
(please be on time)

10:00 AM
Adjourn

LOCATION

Buckhead Club
3344 Peachtree Road, NE, Ste 2600
Atlanta, GA 30326 ([map](#))

FEES

REIAC Members: Free
Non-Members: \$75.00

QUESTIONS?

[Alan Agadoni](#) | 770.329.7685

Best Regards,

Jerry Monash, CCIM
REIAC SE President

Bill Leffler
Program Chairman

We Thank Our Generous Sponsors

Dentons US LLP • Lightbox EDR • Stewart Title - Commercial Services

The Premier National Trade Association for Commercial Real Estate Principals

Atlanta - Boston - Phoenix - Los Angeles

www.reiac.org