

LIMITED SEATS AVAILABLE! USE THE CODE MF2024 TO GET A DISCOUNT ON YOUR REGISTRATION. ACT NOW!



Vic Clark
Senior Managing
Director, Lument



Maggie Burke
SVP, Capital One
Commercial Real Estate



Alexandra Chardell
Director of Production,
Freddie Mac



Dustin Weaver
Market Analyst,
RealPage



Rasool Mutawakkil
Principal, MARA
Capital Group

CRITTENDEN MULTIFAMILY CONFERENCE

FINANCE, ACQUISITIONS & DEVELOPMENT

May 8 - 9, 2024 | Gaylord Texan Resort & Convention Center, TX

“I’ve been doing Crittenden for almost 25 years, and it’s always brought really timely programming to address the issues of the day. The best way to strengthen your business is to network.”

— *David E. Eyzenberg & Company*



GAIN PROFESSIONAL CONTACTS AND ADVANCED INDUSTRY INFORMATION.

CRITTENDEN CREATES A BRIDGE OF INFORMATION BETWEEN THE MULTIFAMILY INDUSTRY AND ITS PROFESSIONALS.

- 2-DAY EVENT
- NETWORK WITH MULTIFAMILY INVESTORS, BROKERS, LENDERS, DEVELOPERS, BUILDERS, TECH, AMENITY COMPANIES, & OTHER MULTIFAMILY EXPERTS
- 40+ SPEAKERS
- 11+ EDUCATIONAL SESSIONS
- NEW IMMERSIVE STRATEGIC BOOTCAMP
- MULTIPLE NETWORKING OPPORTUNITIES
- BUSINESS OUTLOOK SOLUTIONS



threshold.

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COMPANY**



patel|gaines
attorneys at law

SCHEDULE AT A GLANCE

DAY 1
MAY 8TH



HIGH DEMAND!

Attend this intense and immersive 5-hour program to learn how to pencil out your project, find solutions to your challenges and get feedback from industry experts.

The bootcamp is packed with planning tools, case studies, and hands-on help from the experts who can help your project move forward.

Add it to your registration for \$200 (includes Networking Breakfast and Networking Luncheon).

8:00 – 9:00 AM

BOOTCAMP WELCOME BREAKFAST

Kick off the bootcamp and start meeting other attendees, instructors and our panel of experts over an exclusive breakfast.

9:00 AM – 12:00 PM

IMMERSIVE STRATEGIC BOOTCAMP

A 45-minute training session on the basics of multifamily acquisitions and development, followed by a Q&A with a panel of experts, and small group counseling with experts.



Moderator: Rasool Mutawakkil, Principal, MARA Capital Group

*More speakers to be announced

12:00 PM – 1:00 PM

BOOTCAMP CLOSING LUNCHEON

Meet in small groups with the experts of your choice to get feedback on your project and close out the bootcamp with lunch and further time to talk to the experts about your project. Great mentorship opportunity!



CONFERENCE BEGINS

SESSION 100

1:30 – 2:45 PM

OPENING KEYNOTE

Multifamily Forecast/State of the Industry

- What are the latest trends?
- What challenges are facing the industry?
- How will inflation effect the industry?
- Agency status and outlook for the year
- Interest rates
- Oversupply and development pipelines



Moderator: Vic Clark, Senior Managing Director, Lument

Maggie Burke, SVP, Capital One Commercial Real Estate

Alexandra Chardell, Director of Production, Freddie Mac

Dustin Weaver, Market Analyst, RealPage

SESSION 200

3:00 – 4:00 PM

Construction Outlook: Developer Trends in a Volatile Market

- Cost to build (land costs, construction costs, etc.): How is this affecting returns and supply?
- Types of product: affordability, Class A with amenities, best uses for the building
- Affects of debt markets, construction financing and lease-up loans
- Supply and absorption versus competition



Moderator: Tyler Bynum, VP, Worldwide Commercial

*Speakers to be announced



SESSION 201

3:00 – 4:00 PM

Distressed Assets and Added Value: Redevelopment/Renovation

- New development vs redevelopment
- What are some of the benefits of redevelopment?
- Issues with rising construction costs
- Rehab
- How do you identify a winner, what are the biggest challenges, and how do you make it pencil?
- Rebranding
- How do you set yourself apart?



Moderator: Jimmy Edwards, Owner/Director, High Five Multifamily

Sean Ribble, Senior Director, Originations, Nuveen Green Capital

Adam Roberts, Managing Partner, A&E Investments

Adrian Salazar, Managing Partner, Two Ten Management

Kathryn Schmeltz, Founder & Director of Operations, High Five Multifamily

SESSION 300

4:15 – 5:15 PM

How Underwriting Practices Have Evolved for Market Distress

- What distress exists
- Appetite for distressed deals
- Capital for distressed deals
- Changes to underwriting since the arrival of distress



Moderator: Edward Gray, Director, Lument
Mark Allen, Executive Managing Director/Co-Founder, GREA

Doug Esteves, Senior Loan Originator, Parkview Financial

Bruce Fraser, Managing Partner, Elkhorn Capital Partners



5:15 - 6:45 PM

NETWORKING COCKTAIL PARTY

Rub elbows with your peers and flex your networking muscles over drinks and engaging conversations.

DAY 2 MAY 9TH

8:30 – 9:30 AM

Networking Breakfast

Share a cup of coffee and connect with the people making a name for themselves across the industry.

SESSION 400

9:30 – 10:30 AM

Sales Outlook

- The latest on pricing/basis to purchase
- Buyer trends in a volatile market
- How to approach sellers and earn their trust
- What financing options are available for these deals?



Moderator: Stephen Franano, President, Franano Multifamily Group

Ray Cleeman, Principal, Head of Capital Markets, Pensam Capital

Greg Smith, Senior Managing Director, Investment Sales, Berkadia

*Additional speakers to be announced

SESSION 401

9:30 – 10:30 AM

Financing Commercial Real Estate in a Higher Rate Environment: How Are Deals Getting Done

- When does short-term capital make sense?
- Should borrowers finance fixed or floating rate?
- Using bridge loans vs. locking in higher rate financing for the long term
- Will an existing lender extend at yesterday's terms?
- The million dollar question: When are rates coming down?



Moderator: Brent Truscott, Partner, Bloomfield Capital

Brian Gramlich, CEO/Founder, Terrydale Capital

Matthew McCormack, SVP, PACE Loan Group



SESSION 500

11:00 AM – 12:00 PM

Sales Best Practices

Description coming



Moderator: Rasool Mutawakkil, Principal, MARA Capital Group

SESSION 501

11:00 AM – 12:00 PM

Crisis or Opportunity – Navigating Distressed Property Refinances

- What constitutes a distressed asset?
- How to determine the rising dagger from the falling dagger
- Sound practices for a successful refinance
- Outlook to 2025 and beyond



Moderator: Jeffrey Pirhalla, EVP, BankFinancial
Isaac Brown, Partner, Wick Phillips

Adam Dosskey, Managing Director, Berkadia

Todd Franks, Founding Partner, Global Real Estate Advisors

12:00 – 1:30 PM

CLOSING LUNCHEON

The Future of Multifamily

Rahul Gaines, Partner, Patel & Gaines

Wrap up this year's conference by reconnecting with familiar faces and forging new connections over a leisurely lunch. Finally, as lunch winds down, the final session of the conference will talk about the future of the multifamily industry. (Raffle prize winners will also be announced during luncheon.)



Jimmy Edwards
Owner/Director, High Five Multifamily



Sean Ribble
Senior Director, Originations, Nuveen Green Capital



Adam Roberts
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May 8 - 9, 2024 | Gaylord Texan Resort & Convention Center, TX



The Crittenden Multifamily Conference is a two-day live event for Multifamily Investors, Brokers, Lenders, Developers, Builders, Tech, Amenity Companies, & other Multifamily Experts
crittendenreport.com/mfconf

HOTEL INFO:

Gaylord Texan Resort & Convention Center
1501 Gaylord Trail
Grapevine, TX 76051
Conference Room Rate: \$279



BOOK NOW

crittendenreport.com/mfconf/venue

Discounted room booking deadline: Wednesday, April 10th

If you have any questions, contact our conference team at:

(855) 646-9800 or email at confereenceteam@crittendenresearch.com



Gaylord Texan Resort & Convention Center, nestled by Lake Grapevine, offers a unique experience with a 10-acre water park, family-friendly activities, four garden atriums, award-winning dining, a luxurious spa, and a fitness center. With 490,000 sq. ft. of meeting space, 1,814 guest rooms, and lakeside event venue Glass Cactus, it's perfect for any occasion. Conveniently located near DFW Airport, LEGOLAND® Discovery Center, Cowboys Golf Club, and more, guests can indulge in what they love. Experience it all at Gaylord Texan Resort & Convention Center.

REGISTRATION RATES	FULL	GROUP*
Early Bird: <i>(limited availability)</i>	\$695	\$590.75
Standard Onsite:	\$795	\$675.75
ADD-ON: Immersive Strategic Bootcamp <i>Includes Bootcamp Breakfast and Networking Luncheon (limited availability)</i>	\$200	N/A

*Add 3 or more registrants to qualify for the group discount

