



NATIONAL | SAN DIEGO | MULTIFAMILY

Event Coverage

## Gearing Up For MBA's CREF 2017 Event?

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SAN DIEGO—GlobeSt.com chats with three capital markets experts about their expectations for the upcoming event here in San Diego.



Richard Caldwell, SVP of Revere Capital

Part 1 of 2

SAN DIEGO—In advance of next week's MBA's CREF/Multifamily Housing Convention and Expo 2017, we spoke with a few experts on their expectations for the upcoming conference.

For Chad Orcutt, SVP of finance in the Philadelphia office of JLL, it is a great time to expand his network with different types of capital sources and to hear and understand what their expectations and allocations are for the upcoming year. "It's a great way to get in front of multiple lending sources to ensure that I am aware of all options for my clients," he tells GlobeSt.com.

Like Orcutt, Jay Maddox, a principal in the capital markets group at Avison Young, tells GlobeSt.com that it is "always a great opportunity to connect with lenders from around the country, and to get the pulse of the lending market. To be sure, the world has changed dramatically since last year and it will be interesting to get a clearer picture on what adjustments we will see this year."

He adds that "also, there are a number of private equity funds that have launched debt platforms in order to fill the void created by the banks' pull back, and to take advantage of opportunities to recapitalize maturing, overleveraged 2006 and 2007 vintage CMBS loans."

Finally, Maddox says, "there's a lot of talk about the agencies (Fannie and Freddie) finally decoupling from U.S. government ownership. So, there are certainly a lot of very interesting new developments to track."

San Francisco-based Richard Caldwell, SVP of Revere Capital, is looking forward to the upcoming conference for many reasons, especially to listen to Mohamed El-Erian's talk on "What's Ahead for the Global Economy," he says. "The Chief Economic Advisor at Allianz and former CEO and co-CIO PIMCO will be fascinating—he's always the smartest man in the room."

As far as attendance goes, Caldwell says this year should be higher than average "because of changes in the capital markets in recent years (banking & CMBS) and because so many of us are uncertain about how they might change going forward. I expect the conference will provide an update of who's in the market and generally speaking what the landscape and environment for commercial real estate finance might look like in the next 12-24 months."

Check back with GlobeSt.com for part two of this MBA Cref preview where we chat with this group about the outlook of the market, and be sure to follow GlobeSt.com next week as we report live from the event.



### Natalie Dolce ›

Natalie Dolce, national executive editor of GlobeSt.com, is responsible for working with editorial staff, freelancers and senior management to help plan the overarching vision that encompasses GlobeSt.com, including short-term and long-term goals for the website, how content integrates through the company's other product lines and the overall quality of content. Previously she served as editor of the West Coast region for GlobeSt.com and Real Estate Forum, and was responsible for coverage of news and information pertaining to that vital real estate region. Prior to moving out to the Southern California office, Natalie was Northeast bureau chief, covering New York City for GlobeSt. Dolce's background includes a stint at InStyle Magazine, and as managing editor with New York Press, an alternative weekly New York City paper. In her career, she has also covered a variety of beats for M magazine, Arthur Frommer's Budget Travel, FashionLedge.com, Co-Ed magazine and the Daily Orange newspaper. Dolce has also freelanced for a number of publications, including MSNBC.com and Museums New York magazine.