



THE 11TH ANNUAL REAL ESTATE CONFERENCE
OCTOBER 30 & 31, 2017



REAL ESTATE PRICING TRICK OR TREAT?

Thanks to Our Conference Committee

1

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+ Caitlin Andersen
(Alumni Affairs)!

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2

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Thanks to Our Conference Speakers

3

- Last night's event:

MONDAY, OCTOBER 30, 2017
EVENING RECEPTION

DLA Piper | River Point, 444 Lake Street
Chicago, Illinois 60606

6:00 PM - 8:30 PM

7:00-8:00 PM

CAPITAL MARKETS PANEL

Moderator **Bill Davis '12** Vice President, Goldman Sachs

Panelists **Karen Brennan '07** Managing Director, LaSalle Investment Management
Michael Eglit '10 Managing Director, Blackstone
Michael Feinstein '11 Partner, Focus Healthcare Partners, LLC
Matt Johnson '02 Managing Director, Morgan Stanley

Thanks to Our Conference Speakers *(continued)*

4

- Today's mid-morning's speakers:

TUESDAY, OCTOBER 31, 2017
CONFERENCE

Gleacher Center | 450 North Cityfront Plaza Drive, 6th Floor
Chicago, Illinois 60611

8:00 AM - 4:00 PM

8:00-10:00 AM

REGISTRATION

8:00-9:00 AM

LIGHT REFRESHMENTS AND NETWORKING

9:00-9:15 AM

OPENING REMARKS

John C. Heaton Deputy Dean for Faculty and **Joseph L. Gidwitz** Professor of Finance, University of Chicago Booth School of Business

REAG Member **Karah Franklin '12** Vice President, Platform Investments

Joseph L. Pagliari, Jr. Clinical Professor of Real Estate, The University of Chicago Booth School of Business

9:15-9:20 AM

PRESENTATION OF 2016 UNIVERSITY PORTFOLIO CHALLENGE PRIZE

Charles DiRocco Director, Altus Group

9:20-10:00 AM

US REAL ESTATE MARKET OVERVIEW

Kenneth P. Riggs, Jr. '94 President, Situs RERC

10:00-10:45 AM

"THE FATHER OF MODERN FINANCE" | NOBEL LAUREATE

Moderator **Joseph L. Pagliari, Jr.** Clinical Professor of Real Estate, The University of Chicago Booth School of Business

Speaker **Eugene F. Fama** Robert R. McCormick Distinguished Service Professor of Finance, The University of Chicago Booth School of Business

Booth Wins 2016 Portfolio Challenge!

REAL CONFIDENCE

2016 University Challenge



Winning Portfolio

The University of Chicago Booth School of Business

23.64% Annual Return

One-year
return =
23.6%

(mortgage
REITs)

HBS 5th @
15.6%

Faculty Advisor

Joseph Pagliari

Team Members

Craig Foreman

Mike Bellisario

Andrew Dialynas

Sophie Kim

Michael Mazur

\$30,000
prize
money!

Thanks to Our Conference Speakers *(continued)*

- Today's late-morning's speakers:

10:45-11:00 AM

BREAK

11:00 AM-12:15 PM

A VIEW FROM THE TOP

Moderator Mike Kirby '85 Co-Founder, Chairman, Director of Research, Green Street Advisors

Panelists Michael J. DeMarco '87 CEO, Mack-Cali Trust

Steve Fifield '72 Chairman and CEO, Fifield Companies

David Helfand '90 President and CEO, Equity Commonwealth

Bruce Schanzer '01 President and CEO, Cedar Realty Trust

David Schwartz '90 Co-Founder, CEO & Co-Chairman, Waterton

Steve had to drop out, due to a last-minute business emergency.

Thanks to Our Conference Speakers (continued)

- This afternoon's speakers:

*During the 30-minute break, the room will be set
step for lunch and we will begin the luncheon.*

David will introduce Sam before 1:15!

12:15-12:45 PM

BREAK AND LUNCH SET-UP

12:45-2:00 PM

LUNCH AND KEYNOTE ADDRESS

Intro **David Helfand '90** President and CEO, Equity Commonwealth

Keynote **Sam Zell** Founder, Chairman, Equity Group Investments

2:00-2:15 PM

BREAK AND LUNCH CLEAN-UP

2:15-3:00 PM

SOME THOUGHTS ON REAL ESTATE PRICING

Joseph L. Pagliari, Jr. Clinical Professor of Real Estate, The University of Chicago Booth School of Business

3:00-4:00 PM

NETWORKING RECEPTION

The bar will open beforehand?

Consider Our Students as Your Next Hire

- Over 30 students → see Resume Book on your table and online.
 - Some part-time; some full-time.
 - Of the full-time students, some are first-years and others second-years.
 - A wide variety of backgrounds and interests
- ⇒ All are immensely talented!

Consider the Strength of the Booth Network

The Wheel of Good Fortune: Booth Alumni in Key Positions at Selected Real Estate Firms

