

2020 Real Estate Valuation Conference
September 2, 2020 | Zoom**Agenda****8:00am – 8:20am** Arrival/Join**8:20am – 8:30am** Welcome**8:30am 9:30am** Mark Vitner, Wells Fargo | Economy

The presentation will cover what is ahead for the U.S. economy and North Carolina Real Estate.

Break (10 mins)

9:40am – 10:25am Victoria Lim & Jesse McConnico, Costar | Market Trends Post COVID-19

The presentation will cover recent pricing trends for major metros in North Carolina including Raleigh, Durham, Charlotte, and Winston-Salem, and will highlight each markets' real estate fundamentals and economic developments.

Break (10 mins)

10:35am – 11:20am Ransome Foose, Berkeley Capital | Net Lease Real Estate

The presentation will cover net lease real estate and single-tenant trends, activity, supply/demand, concessions, vacancy rates, cap rates, and investor motives.

Break (10 mins)

11:30am – 12:15pm Hamilton Fout, Fannie Mae | Housing & Economic Outlook

This presentation will cover economic and strategic research in the fields of mortgage risk, housing economics, statistical modeling and macroeconomics, in-depth knowledge of mortgage-related products, stress-testing, cash-flow models (e.g. delinquency, default, prepay, severity) and macro forecasting models (e.g. home prices and interest rates), and risk management strategies.

12:15pm – 1:15pm Break for Lunch**1:15pm – 2:00pm** Ryan Clutter, JLL | Trends in Local and Regional Office Market

The presentation will cover local and regional office trends, activity, supply/demand, concessions, vacancy, tenant improvement allowances, cap rates, and investor motives.

Break (10 mins)

2:10pm – 2:55pm

Michael Smith, Charlotte Center City Partners | Charlotte Economy

The presentation will cover visions, implementation strategies, and actions to drive the economic, social, and cultural development of Charlotte's central business district.

*Break (10 mins)***3:05pm – 3:50pm**Darlene Heater & Tobe Holmes, University City Partners |
Transformation & Growth in University City

The presentation will cover the transformation and growth in northern Mecklenburg County and the northern leg of the light rail line, and discuss the strategies and actions being taken to drive University City's longer-term economic vitality as a center of employment, living, education, commerce and entertainment.

*Break (10 mins)***4:00pm – 4:45pm**

Aaron Ligon, Ascent Real Estate Partners | Commercial Developments

The presentation will cover areas of expertise in North Carolina & South Carolina regarding Retail, Mixed-Use, Office, Multifamily and Investment property, in addition to discussing Landlord and Tenant Representation, General Brokage, Property & Asset Management, Corporate Services and Consulting. The presentation will also focus on how COVID-19 is affecting these various asset types, where we've been, where we are and where we are going.