

## **Capital Markets Symposium**

Wednesday, June 30, 2010

### **Where Do We Stand Today? US Real Estate Market Overview**

Del Kendall, RERC, Moderator

Bob White, RCA

Ken Rigs, RERC

Ken Rigs and Bob White provided an excellent overview of the real estate market in Q2 2010. Bob's comments acknowledged that a definite spike in values was occurring, but stressed that we are "not out of the woods yet" and that transaction velocity is not great. CMBS and the debt market were a "good story" in his opinion, and his expectation was that the REO fallout would be moderate.

Ken Rigs comments centered on the notion that real estate had been re-priced, providing a key mechanism for forward recovery. The recovery should be more robust than the mid-90's, with greater capital availability and lower supplies of space. The credit crunch has eased and "extend and pretend" has been a success. Government deficits and healthcare are still huge wild cards, and the overall recovery will be slow.

### **Show Me the Money, The Current State of the Debt Market**

Patrick Sargent, Moderator

Kent Born, PPM America

Erin Stafford, DBRS

This top notch panel led a high-level discussion on the current status of the debt market, with a focus on both balance sheet and CMBS lending options. Topics for discussion included the preferences, priorities and capabilities of special servicers, as well as options for borrowers and buyers in this environment. TALF and other government topics were discussed as well.

### **A Global Perspective on Real Estate Transparency**

Jacques Gordon, Jones Lang Lasalle

At this lunch presentation, Jacques Gordon provided comments on emerging markets, hypothesizing that value is created through market transparency. For those first / early buyers securing real estate holding in emerging market locations like China, as conditions legal, property and market conditions become less murky, cap rates fall and values potentially increase for the next generation of buyers, as their market and political concerns and risks are minimized.

## **The REIT Markets**

Lawrence Longua, NYU, Moderator

Brad Razook, CSCA

Tom Robinson, Stifel Nicolaus

Steve Manaker, NYU

This panel provided a detailed history of the REIT market and highlighted it's growing relevance to the larger commercial real estate market as a whole. Discussion topics included the landscape in the "modern" era of REITs since 1993, with shareholders now able to diversify their holdings by property type, geography and of course management team across REIT alternatives providing the key differentiators.