



# Mid-Year State of the Market for Multifamily

## Thursday, May 11, 2017

### Breakfast 7:45 a.m. – Program 8:15 – 9:30 a.m.

### Maggiano's Little Italy, 111 W. Grand, Chicago

Keep one step ahead of your competitors with our mix of tactics and strategies from our expert multifamily panel. We will look at the market from three different perspectives.

**Cutting Edge:** What is the status of Class A new construction deliveries? Is the market robust or soft? Are there concessions? Are rents per foot still going up? What are lease-up rates? Is the sky falling?

**Continuation:** Long-term stable neighborhoods don't necessarily translate into higher profits. How do you continue to grow as a company, brand, and landlord in traditionally stable areas?

**Revitalization:** Values in some of Chicago's lower-income neighborhoods were decimated during the crash. Several pioneers bought highly distressed properties, renovated and stabilized, and are now cash flowing or selling major holdings. What is the effect of this revitalization in these tough socio-demographic areas?

**Moderator:** Lee Kiser, Principal and Managing Broker, Kiser Group

**Speakers:** Eric Green, Principal and Managing Broker, WPD Management  
Michael Goldman, Senior Vice President, Acquisitions and Finance, Golub & Company LLC

Jeff Michael, Chief Operating Officer, Horizon Realty Group

#### Early Registration

REIA Member – \$35

Non-Member – \$55

#### After 5/8/17

REIA Member – \$45

Non-Member – \$65

Valet Parking Available

Space is limited, so sign up now!

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Please reserve \_\_\_\_\_ place(s) at the Thursday, May 11, 2017 Breakfast Meeting. Enclosed is \$\_\_\_\_\_.

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Cancellations must be made by **Monday, May 8, 2017** or you will be billed. Reservations received after Monday, May 8, 2017 will incur a \$10 surcharge. For further information, contact the REIA Office at (847) 676-0222, [info@reia.org](mailto:info@reia.org) or online at [www.reia.org](http://www.reia.org).