

11TH
ANNUAL

INTERFACE

MULTIFAMILY **SOUTHEAST**

DECEMBER 16-17 ♦ A VIRTUAL EVENT

PRODUCED BY INTERFACE CONFERENCE GROUP, A DIVISION OF FRANCE MEDIA

CONFERENCE PROGRAM

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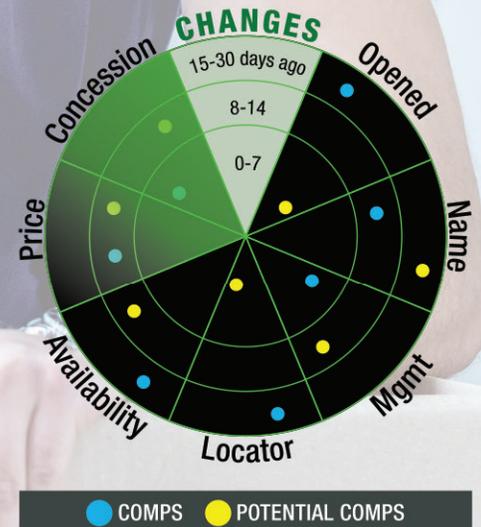
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Our analytics give management companies the confidence and justification to make pricing adjustments.

- ✓ Proprietary Competition Radar eliminates the hours of detailed analysis necessary with traditional Market Surveys
- ✓ Floorplan Pricing Analytics
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COMPETITION RADAR



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KNOW BEFORE YOU GO

Date: Wednesday, Dec. 16, and Thursday, Dec. 17

Sessions begin at 11:00 AM Eastern each day.

The appointments module is open 9:00 AM to 6:00 PM Eastern on Wednesday & Thursday.

The event portal will remain open until January 17 so you can watch recorded sessions for the next 4 weeks.

Connect with us on Twitter:

#InterFaceMultifamilySE

Follow @InterFaceGroup and @SREBusiness

Follow us on LinkedIn:

France Media Inc. & InterFace Conference Group

Thank you for joining us at InterFace Multifamily Southeast!

While the event portal is simple to navigate, the information below will ensure you don't miss anything during the virtual event.

HOW TO LOGIN:

Registered attendees may log in to the virtual event portal at <https://cvent.me/87KD75>

When you log in with the name & email address with which you registered, you'll receive a verification code via email and via text, if you included a mobile phone number when you registered.

The emailed verification code will come from Kelly Moustafa. The subject line will be "InterFace Multifamily Southeast Verification Code."

If you don't see a verification code in your inbox, check your spam or junk folder.

If your company has very strict spam filters, you may need to ensure you can receive the verification via text. If you need to update your registration to add a mobile number to your record, visit the registration site, and click the "already registered" link under the "register now" button and then modify your registration. (You can find the registration site by visiting www.interfaceconferencegroup.com and clicking on the InterFace Multifamily Southeast event and following the info/register link.

At the event portal login, if you try to log in but the "next" button is grayed out when you enter your name and email address, try turning off your VPN or have your IT team whitelist Cvent domains (cvent.me and cvent.com).

NOTE: *This portal is web-based. Early marketing emails incorrectly stated there would be an app, but this event is not app based. You do not need to download anything. You can access the event portal on a computer, tablet or phone using a browser.*

HOW TO JOIN A SESSION:

Once you are in the portal, you can visit the “My Event” tab to see current/upcoming sessions or the “All Sessions” tab to view the full agenda. Click on the name of any session. A few minutes before the session starts, a “Join Session” button will appear in the header. Click this button to watch the session or join a roundtable discussion.

If you are able to log in but the sessions won't play, you may have to turn off your VPN, try using a different browser (like Firefox or Chrome) or watch from another computer, tablet or phone.

All presentations and panel sessions (but not roundtables) are recorded. Any recorded sessions can be watched in the portal for 4 weeks following the event. Just visit the session page and click on the “Replay” button.

ENGAGE WITH US:

We have attendee roundtables scheduled for Wednesday at 2:10 and 2:50 Eastern. To participate or listen in, visit the roundtable session pages at the start time and click “Join Session” to enter the Zoom-facilitated collaborative chat session. (Roundtables are not recorded. You must join live to participate in the discussion with other attendees.)

On Wednesday afternoon, we will also host a virtual networking hour at 3:30 Eastern. Attendees will join a Zoom session where we will break out into smaller sessions for introductions and networking.

ENGAGE WITH SPONSORS & EXHIBITORS:

Visit a sponsor or exhibitor's page. Download files they've made available and/or follow links to their websites, videos and/or social media pages.

Send a message using the “Contact Us” button on the sponsor's page.

On the “My Event” page, there is a module that says “Looking to Network?” Click the “Schedule Appointment” button to send a request for a 1:1 meeting with a company representative. You'll receive an email confirmation with video chat link to use at the time of the schedule appointment once the invitation is accepted.

DAY-OF TROUBLESHOOTING & VIRTUAL HELP DESK:

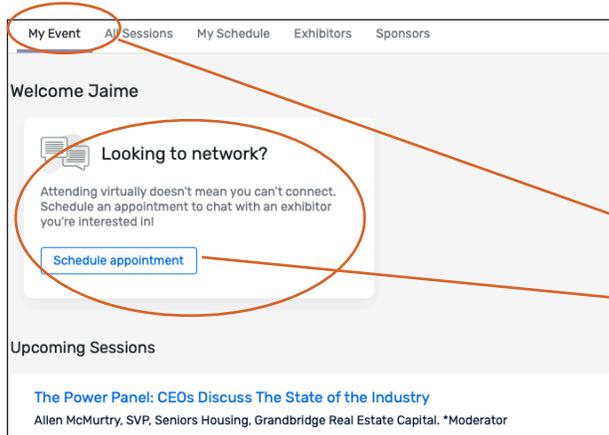
Session isn't playing or loading: Update your browser or use a different browser, like Chrome or Firefox. Turn off your VPN.

Virtual help desk: The InterFace staff will offer help via video chat. Visit with us via the “join virtual booth” button in the Virtual Help Desk within the event portal between 10:00 and 5:00 Eastern on Wednesday or 10:00 to 3:00 Eastern on Friday.

Can't get into the event portal? You can join our Zoom chat at www.interfaceconferencegroup.com/help-desk (between (10:00 and 5:00 Eastern). You can also reach us via email at kmoustafa@francemediainc.com.

APPOINTMENTS MODULE - ATTENDEE ACCESS

Interested in connecting with our sponsors and exhibitors? Reach out directly via the appointments module. Attendees can request a virtual meeting with the appointed reps from any of our participating sponsors and exhibitors — and you may receive appointment requests via email. Most appointments will utilize a Zoom link supplied by the portal in the meeting invite. Some sponsor/exhibitor appointments will include a phone number and a request that the recipient call that number at the set time. For more information, check out the FAQ at <https://interfaceconferencegroup.com/appointments>



If you receive a meeting request but are unable to attend, please take a moment to decline the request so the sender is not waiting to see if you show.

Start at the “My Event” tab.

Click the “Schedule Appointment” button.

* Appointment Type

Exhibitor 1:1 Appointments

You will appear as free for this appointment type until an appointment is accepted.

* Attendees - Add

 **Alicia Turlington** - Available
Conference Manager
France Media, Inc. Remove

* Time and Location - Edit

Tuesday, December 08 2 of 2 Attendees Available
9:30 AM - 9:40 AM ET
Virtual Meeting
Capacity: Unlimited

Virtual Access

Attendees can join this appointment virtually i

* Subject

Meet with [Company Name]

Description

Add a brief description of your company & request an introductory meeting. You may wish to include your contact information so the recipient can follow up with you outside of the appointment module at a later date.

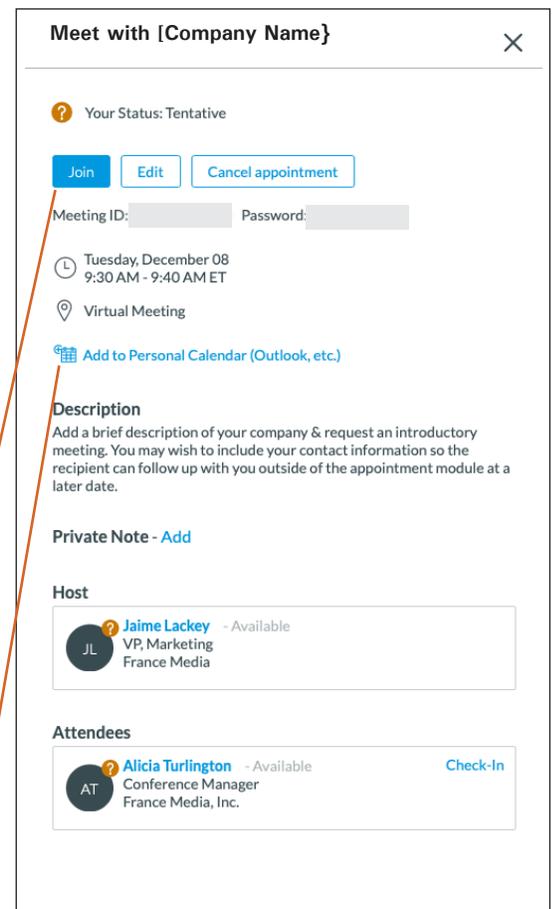
Choose the person you'd like to meet with. (You can add more than one person to an invitation.)

Attendees can reach out to a company representative with most sponsors and exhibitors. Sponsors/exhibitors can reach out to attendees.

Choose the time for the meeting request.

Do NOT uncheck this button. This is what creates the Zoom link, which is connected to the “Join” button on the meeting details.

To add a meeting to your personal calendar, open an entry on your calendar in the portal and click the “add to calendar” button.



Send Appointment Invitation

If you do not want to schedule meetings at certain times, block off times under “appointment type” in your appointment calendar.

When you add an event to your personal calendar, you can also invite a colleague and they can join the same Zoom link at the time of the meeting.

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Executive Director
Charlotte, NC
O: 704-501-5042
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Lee.McNeer@pgim.com

*As of 9/30/2020, net AUM is \$121.3 billion and AUA is \$40.4 billion. © 2020 PGIM Real Estate is PGIM's real estate investment advisory business and operates through PGIM, Inc., a registered investment advisor. Prudential, Pramerica, PGIM, their respective logos as well as the Rock symbol are service marks of PFI and its related entities, registered in many jurisdictions worldwide. PFI of the United States is not affiliated with Prudential plc, a company headquartered in the United Kingdom.

11TH ANNUAL INTERFACE MULTIFAMILY SOUTHEAST

Thank you for being part of our 11th annual InterFace Multifamily Southeast conference.

While we wish we could be gathering in Atlanta, or Charlotte, or Nashville or Orlando... this year we are hosting the event virtually.

Here is what is on tap--a great keynote economic/market overview, a featured speaker, four panel sessions and six LIVE interactive roundtables (two sets of three at a time) which offer you the chance to talk and network with other conference participants.

And we also have a LIVE networking reception on Wednesday afternoon (BYOB!).

I would like to thank all of our speakers and moderators, and roundtable hosts, for their dedication and support. And a huge shout out and thank you to our conference sponsors who are leading players in their fields and have helped make this possible.

And on behalf of *Southeast Real Estate Business*, *Student Housing Business*, InterFace and France Media, thank you for your support and for walking down this virtual conference path with us. Enjoy the conference and please offer us feedback on your experience!

Best regards,

Rich Kelley



Richard Kelley
Senior Vice President
InterFace Conference
Group

AGENDA: WEDNESDAY, DECEMBER 16

11:00 - 11:30 AM — WELCOME & KEYNOTE SPEAKERS

SPONSORED BY:



Greg Willett
Chief Economist
RealPage



Adam Couch
Market Analyst
RealPage

11:45 AM - 12:40 PM — SESSION

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WHO'S BUYING, WHO'S SELLING AND WHERE IS PRICING IN THE RED-HOT INVESTMENT SALES MARKET?



Sam Moore
Senior Managing
Director
Greystar



Katie Bloom
Managing Director
Goldman Sachs



Mike Altman
Chief Investment
Officer
Cortland



Paul Berry
Executive Vice President
CBRE
***Moderator**

AGENDA: WEDNESDAY, DECEMBER 16

1:00 - 1:50 PM — SESSION

SPONSORED BY:



WHAT'S THE OUTLOOK FOR LENDING & FINANCING IN 2021 FOR MULTIFAMILY PRODUCT?



Hugh Allen
SVP, CRE
Regional Director
TD Bank



Stephen Farnsworth
Senior Managing
Director
Walker & Dunlop



Lee McNeer
Executive Director
PGIM Real Estate



Faron Thompson
Regional Managing
Director
NorthMarq



Tim DeWispelaere
Senior Vice President
KeyBank Real
Estate Capital



John Randall
Execution Vice President
Grandbridge Real Estate
Capital
***Moderator**

2:10 - 2:35 PM — NETWORKING ROUNDTABLES

Roundtables are not recorded; please join the session at 2:10 Eastern on Wednesday to participate.

Atlanta Market Update: Jason Nettles of NorthMarq will lead a collaborative Zoom session where attendees can join and share thoughts or ask questions about what peers are seeing in the Atlanta multifamily sector.

Nashville Market Update: Ian Anderson of Jones Lang LaSalle is hosting this roundtable covering the Nashville multifamily market. Want to hear what your industry peers are seeing in terms of demand and activity? Join the Zoom call to listen in.

Student Housing Market Update: Andrew Layton of Student Quarters will moderate a discussion about activity in the student housing sector across the Southeast. Attendees are invited to join the Zoom call — bring your questions and share your insights.

2:50 - 3:15 PM — NETWORKING ROUNDTABLES

Roundtables are not recorded; please join the session at 2:50 Eastern on Wednesday to participate.

Florida Market Update: Join Luke Wickham of Institutional Property Advisors for an interactive Zoom call where attendees discuss the Florida multifamily market. Share your thoughts with industry peers and ask your questions of local experts.

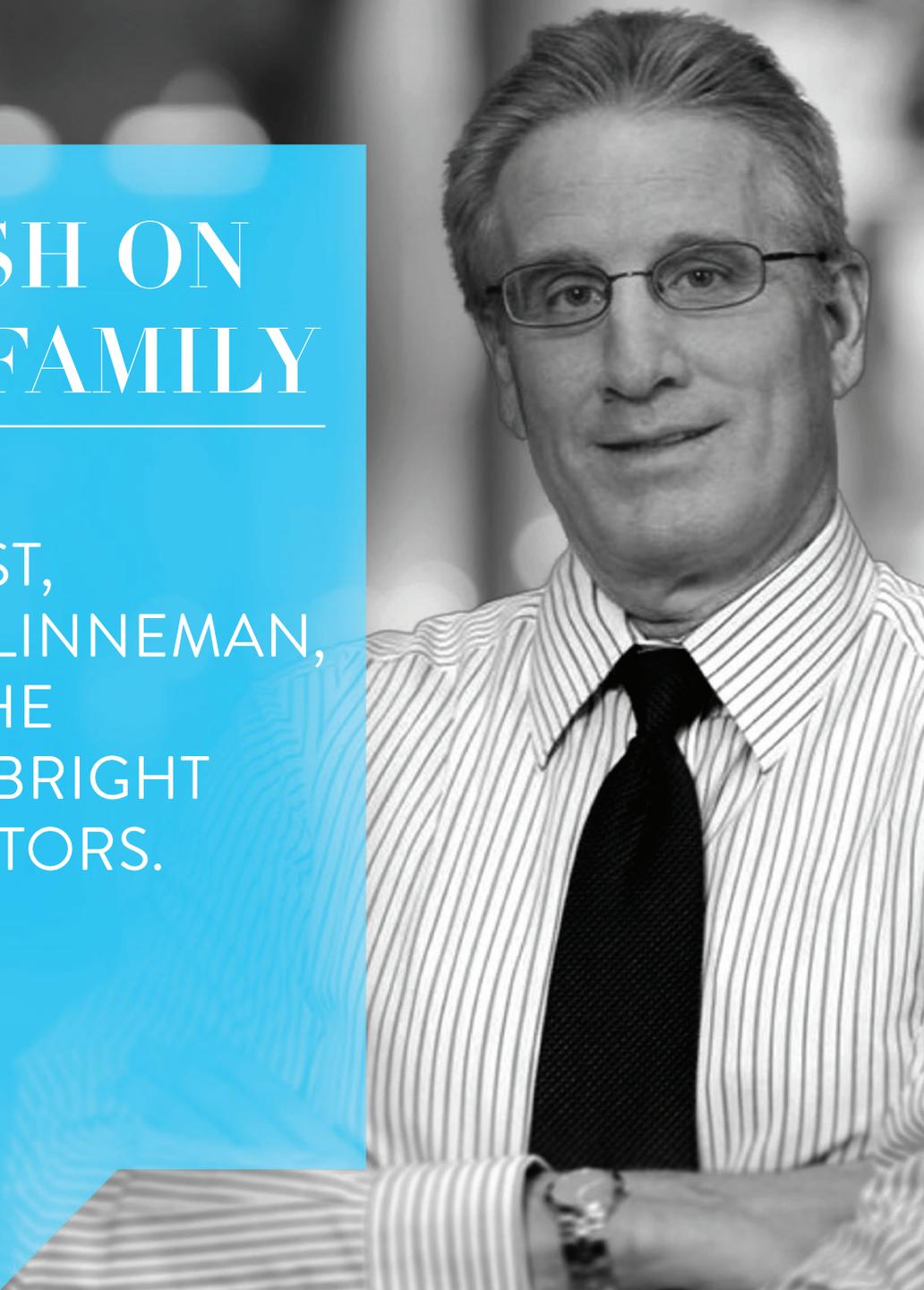
Carolinas Market Update: Tai Cohen and Watson Bryant of Cushman & Wakefield will lead this roundtable discussion about the health of the multifamily sector in North Carolina and South Carolina. Please bring your questions and feel free to share what you are seeing in your local market.

The Pandemic's Impact on Rents and Absorption: Cindi Reed and Bruce McClenney of ApartmentData.com are hosting an interactive Zoom discussion about the impact of COVID-19 on the Southeast multifamily market — and what to expect in the coming year. Attendees are invited to join the Zoom call — bring your questions and share your insights.

3:30 - 4:20 PM — VIRTUAL NETWORKING RECEPTION

BULLISH ON MULTIFAMILY

WHARTON
ECONOMIST,
DR. PETER LINNEMAN,
ON WHY THE
FUTURE IS BRIGHT
FOR INVESTORS.



DRIVEN *by* INSIGHT

Watch our exclusive interview.

WalkerDunlop.com/DrivenByInsight

WALKER & DUNLOP

AGENDA: THURSDAY, DECEMBER 17

11:00 - 11:20 AM — FEATURED SPEAKER

SPONSORED BY:



Michael D'Onofrio
Managing Director
Engineered Tax Services

11:35 AM - 12:25 PM — DEVELOPMENT IS BACK (IT NEVER REALLY LEFT)

SPONSORED BY:



WHAT'S BEING BUILT, WHERE, AND HOW HAS COVID IMPACTED THE MARKET?



Brian Oates
*Executive Managing,
Director of Development*
RangeWater Real Estate



Leonard Wood
Sr. Managing Director
Trammell Crow
Residential



Will Casaday
*Vice President,
Development*
South City Partners



Greg Bonifield
Partner
Woodfield
Development



Noah Randall
Managing Director
Alliance Residential
Company



John Leonard
*First VP/Regional
Manager*
Marcus & Millichap
***Moderator**

12:45 - 1:35 PM — REPORT FROM THE FRONT LINES

SPONSORED BY:



A LEASING, MANAGEMENT & OPERATIONS UPDATE



Kevin Owens
EVP, Operations
CF Real Estate
Services



Teresa DeVos
Senior Vice President
RKW Residential



Greg Mark
SVP, Operations
Pinnacle



Laurie Lyons
VP of Client Services
Pegasus Residential



Ed Wolff
Chief Revenue Officer
LeaseLock
***Moderator**

1:35 PM — INTERFACE MULTIFAMILY SOUTHEAST CONCLUDES

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to learn more about their products and services

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Green Street
KeyBank Real Estate Capital

Marcus & Millichap
Northmarq
PGIM Real Estate
RKW Residential
Single Digits

Southeast Affordable Housing
Southeast Real Estate Business
TD Bank
Walker & Dunlop

COMING

2021

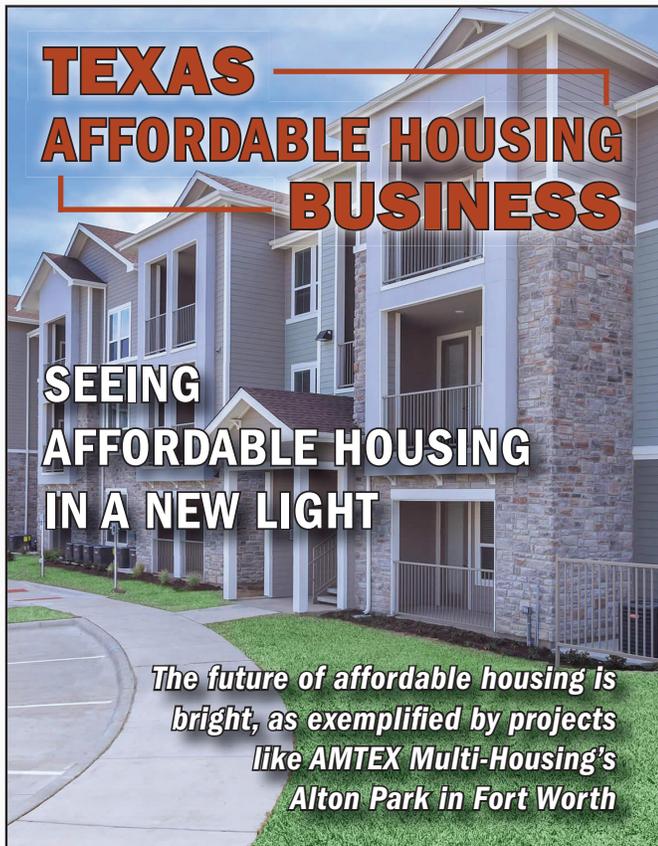
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Collectively, our **five publications** provide a platform to reach the most active players in the affordable housing industry — nationally, regionally and locally — including investors, developers, owners and operators, institutional owners, investment sales brokers, lenders, property managers, architects, contractors, service providers, and leaders in non-profit and government entities actively involved in the affordable housing industry.

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