

Emerging from the Tunnel: Real Estate after COVID

Thursday, May 13, 2021

REIAC SE is excited to present a special discussion covering all the important real estate topics and outlooks for the remainder of 2021, now that arms are jabbed with vaccines, masks come off and restaurants are booked up. Thursday, May 13th, at 5 p.m. (via Zoom):

Back by popular demand, Spencer Levy of CBRE will host Sara Queen of MetLife Investment Management.



Spencer Levy is the **Chairman of Americas Research** and **Senior Economic Advisor** for **CBRE**. **Spencer** is the chief spokesman on real estate matters for CBRE in the Americas and is the one of the most sought-after speakers in the commercial real estate industry. He is widely seen commenting on commercial real estate on such networks as CNBC, Bloomberg, PBS and Fox Business.

In addition to providing a high-energy and highly entertaining synopsis of weighty real estate matters, Spencer oversees the analytical activities of the CBRE research community within the

Americas region and is responsible for the management of hundreds of professionals who are focused on producing market-leading insight and interpretative analysis on the latest real estate trends.



Sara Queen is the newly appointed **Managing Director and Head of Real Estate Equity** for **MetLife Investment Management**. **Queen** will succeed Mark Wilsmann (a longtime friend of REIAC), who has retired in March after more than 30 years with the company.

Queen will oversee MetLife Investment Management's \$32.7 billion Real Estate Equity portfolio, which comprises core, core-plus, build-to-core, value-add and opportunistic strategies for the firm's institutional clients and MetLife's general account.

She joins MetLife from Mapletree Investments, a global real estate development, investment and capital management company headquartered in Singapore, where she was head of the company's

North America business. After joining Mapletree Investments in 2018, Queen tripled the firm's U.S. real estate equity assets under management (AUM) to \$10 billion.

Spencer and Sara will tackle the pressing issues confronting our recovery from the pandemic, and what will be the new paradigm going forward.

On the Economy:

- Distortion – how much has the government's massive intervention enhanced or damaged the economy and commercial real estate?
- The next two years – is this the Roaring 20's, or something else?
- What's next? No one saw this pandemic coming. What else is over the horizon to worry about?

On office properties:

- Will we go back to the office?
- Will corporate users be dumping office space? Will demand for office assets decline amongst institutional buyers?
- And how does that differ by region? NYC office workers are dependent on mass transit, Atlanta workers not so much.

On multifamily:

- Is infill multifamily still in the penalty box?
- Is suburban garden apartments really the ideal type of asset, or only because of COVID?
- When is it socially acceptable to start evictions?

On retail:

- OK, I get it, retail isn't dead. But some parts of it need to be amputated. What parts? And what can you do with a dead mall, really?

On Industrial:

- What's to debate here, everyone loves industrial!

On Investors:

- How low is too low? When do investors balk at paying 3% caps and go looking elsewhere?
- Is there an “elsewhere” to find yield?

On demographics:

- Is the migration to the Sunbelt a permanent thing?
- Or do they move back to NYC when they realize there isn't a single good Jewish deli in Raleigh?

We thank our generous sponsors for their ongoing support: Crown Advisors, Dentons, KeyBank Real Estate Capital, LightBox EDR & Stewart Title - Commercial Services.

A special thanks to Dentons for hosting our Zoom conference call!

REGISTRATION:

This is a Members-only presentation. Please register via the link below:

[EVENT REGISTRATION](#)

Schedule: Thursday, May 13, program begins at 5:00 p.m. SHARP

The Zoom link provided in your registration confirmation email cannot be forwarded to others; it is unique to each member. If you have guests you wish to invite who are REIAC-qualified Principals, please reach out to Jerry Monash at 404.847.9781 or Jerry@lancetrealtyadvisors.com.

Best Regards,

Jerry Monash, CCIM
REIAC SE President

Bill Leffler
Program Chairman

We Thank Our Generous Sponsors

Crown Advisors • Dentons US LLP • KeyBank Real Estate Capital

Lightbox EDR • Stewart Title - Commercial Services

The Premier National Trade Association for Commercial Real Estate Principals

Atlanta - Boston - Phoenix - Los Angeles

www.reiac.org