



BOULDER VALLEY REAL ESTATE CONFERENCE

Nov. 17-19, 2020 VIRTUAL EVENT

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Keynote Presenters



PATTY SILVERSTEIN
President & Chief
Economist
Development Research
Partners



LYNDA GIBBONS
President/Managing
Broker
Gibbons-White



GREGORY GLASS
Senior Broker Associate
Gibbons-White



TODD GULLETTE
Managing Broker
RE/MAX of Boulder



LAWRENCE YUN
Chief Economist / Sr. Vice
President of Research
National Association of
Realtors



JOHN COVERT
Director, Colorado/
New Mexico Region
MetroStudy

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Day 1 — Nov. 17

8:30 to 9:15 a.m.

SESSION I

Real Estate & the Economy

COMMERCIAL & RESIDENTIAL

Renowned Colorado economist Patty Silverstein will delve into the economic effects of the COVID-19 pandemic, including trends in labor force and employment, and what industries are expanding, and the resulting impact on demand for commercial real estate. She also will explore trends in consumer-spending activity, which is influenced by current residents and new transplants, and how that has affected the residential real estate market. This is a must-see keynote presentation!



PATTY SILVERSTEIN
President & Chief Economist
Development Research Partners

9:30 to 10:30 a.m.

SESSION II

Workouts & Workarounds

COMMERCIAL & RESIDENTIAL

Landlords have provided significant lease adjustments to cash-strapped tenants during the COVID-19 pandemic, and many lenders have modified loan terms for landlords. What does the future hold for these arrangements, and how will it affect potential litigation, problem loans and foreclosures going forward?



BECKY CALLAN GAMBLE
CEO
Dean Callan & Company



STEPHEN TEBO
Owner
Tebo Properties



GIOVANNI RUSCITTI
Managing Partner
Berg Hill Greenleaf Ruscitti LLP



JEFF WINGERT
CEO
W.W. Reynolds Companies

10:45 a.m. to 12 p.m.

SESSION III

Breaking Ground

COMMERCIAL & RESIDENTIAL

Even during COVID-19, communities throughout the Boulder Valley are seeing a wave of new commercial construction, with some projects in the planning stage and others already emerging from the ground. Our panel of development directors will provide a complete rundown of the region's top projects.



TONY CHACON
Redevelopment
Manager
City of Longmont



CLINT FOLSOM
Mayor
Town of Superior



BRIGID KEATING
Economic
Development Director
City of Lafayette



ELAINE MCLAUGHLIN
Senior Planning,
Planning Department
City of Boulder



MEGAN PIERCE
Economic Vitality
Director
City of Louisville



BEN PRATT
Economic
Development
Manager
Town of Erie



JEFF ROMINE
Dir. of Economic
Vitality and Economist
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Barb Silverman

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Connie Kraska

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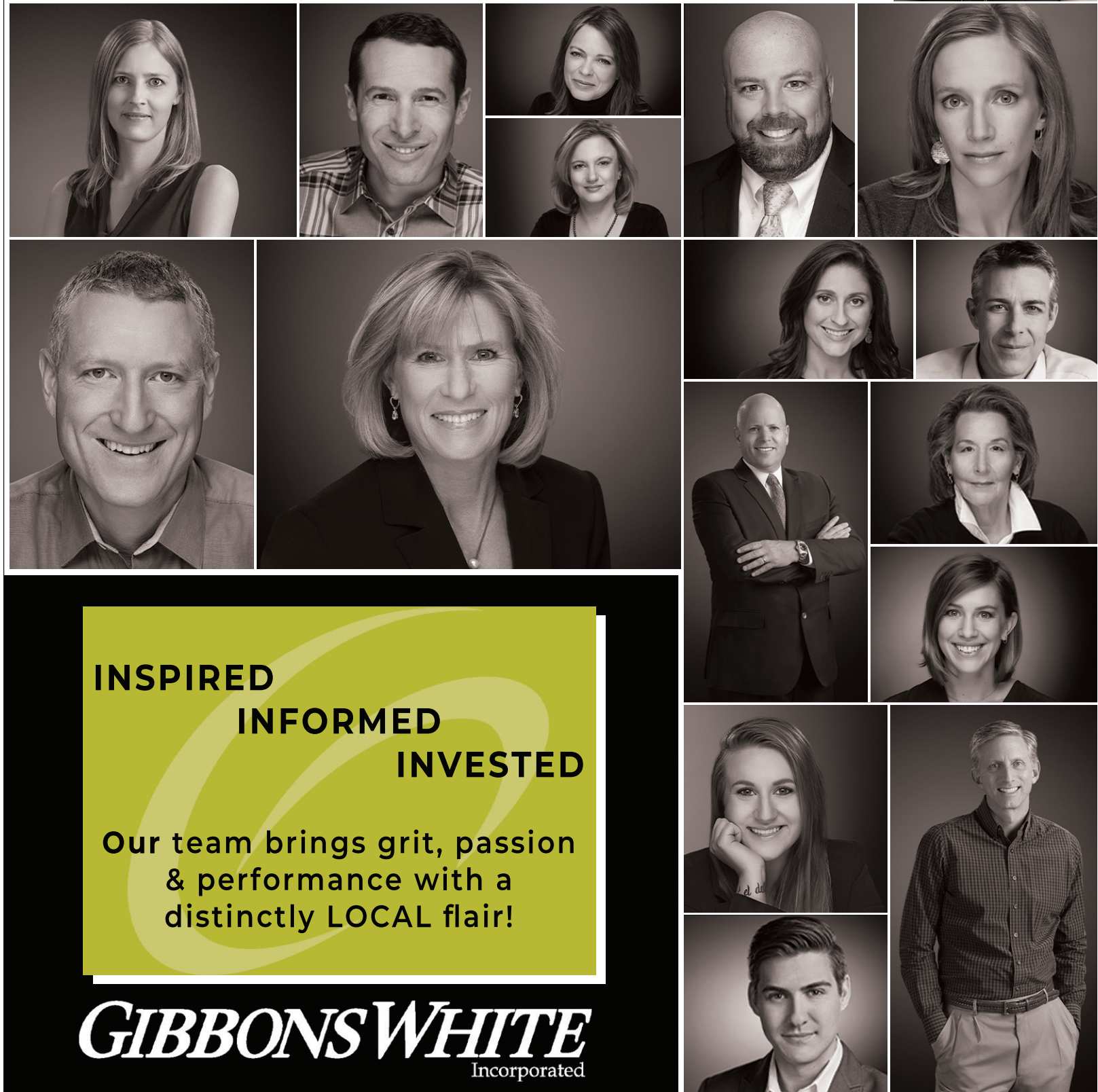
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Day 2 — Nov. 18

8:30 to 9:15 a.m.

SESSION IV
Commercial Forecast
COMMERCIAL

Office and retail space has faced enormous challenges in 2020, while industrial has continued rapid growth in the region. We'll take a look at major developments and sales, as well as the latest vacancy and leasing statistics.



LYNDA GIBBONS
President/Managing Broker
Gibbons-White



GREGORY GLASS
Senior Broker Associate
Gibbons-White

9:15 to 10:15 a.m.

SESSION V
Deal Flow
COMMERCIAL

Commercial real estate continues to attract interest from both local and national buyers, but what effect has the COVID-19 pandemic had on inventories of available properties, and how will difficulties in the office and retail sectors — as well as a strong industrial market — affect investment activity going forward?



ANDREW FREEMAN
Principal
Freeman Myre



BEN WOOLF
Director of Investments
Conscience Bay Company



BRANDON JENKINS
Regional Partner
St. John Properties

10:30 to 11:30 a.m.

SESSION VI
The Election's Over — Now What?
RESIDENTIAL

The election is over. What do the results mean for real estate financing, mortgage rates and other federal policies? And how will they impact real estate locally? We'll discuss policy implications regarding HUD, FHA, Fannie Mae and Freddie Mac.



JAY KALINSKI
(MODERATOR)
Owner
RE/MAX of Boulder
& RE/MAX Elevate



LOU BARNES
Senior Mortgage Loan
Officer
Premier Mortgage Group



ELIZABETH PEETZ
Vice President of
Government Affairs
Colorado Association of
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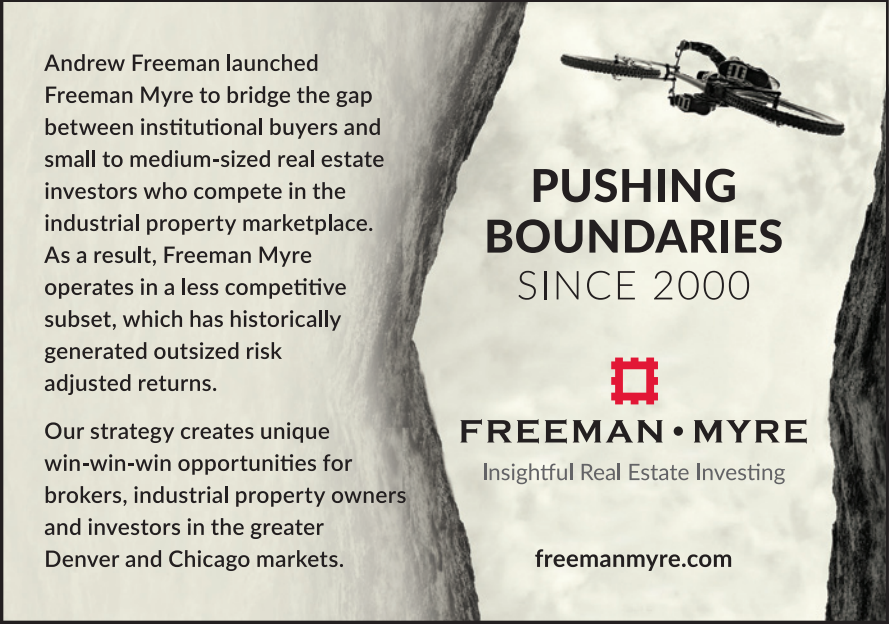
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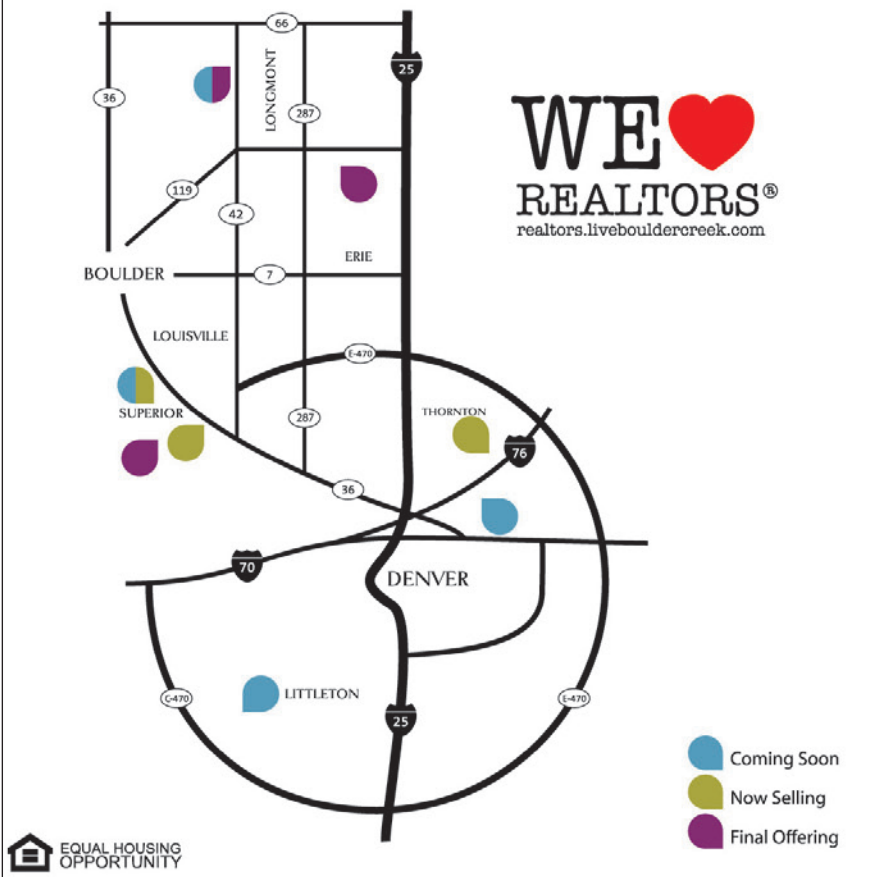
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Day 3 — Nov. 19

8:30 to 9:15 a.m.

SESSION VII**Residential Forecast**

RESIDENTIAL

2020 has proved to be a volatile year for residential real estate. What do the latest numbers tell us about the housing market in the Boulder Valley during the COVID-19 pandemic? We'll examine sales numbers, listings, average and median prices and much more.

**TODD GULLETTE (KEYNOTE)**

Managing Broker
RE/MAX of Boulder

9:15 to 10:15 a.m.

SESSION VIII**The COVID Effect**

RESIDENTIAL

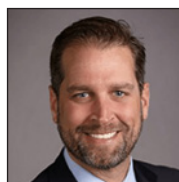
COVID-19 has had a dramatic effect on real estate, health care, government and other sectors, but what does 2021 hold for real estate and other industries? How has it affected the residential sales process, and how can residential agents be most effective during these unprecedented times? We'll explore the impact on key sectors, as well as changing regulations, potential litigation and the impact of COVID-19 on iBuyers, Zillow and other trends.

**LISA WADE (MODERATOR)**

Broker Associate
RE/MAX of Boulder

**LAUREN HANSEN**

CEO
Information and Real
Estate Services LLC

**SCOTT PETERSON**

General Counsel
Colorado Association of
Realtors

**BEN KEIDAN**

VP, Chief Medical Officer
Boulder Community Health

**MARK WOULF**

Senior Manager, Economic
Vitality & Business Services
City of Boulder

10:30 to 11:15 a.m.

SESSION IX**Rental Volatility**

RESIDENTIAL

Rental markets have been disrupted by COVID-19, with uncertainties surrounding the student-housing market, along with eviction moratoria and proposals for limits on evictions without representation. How have all of these dynamics affected the market for rental housing in the Boulder Valley?

**DUANE DUGGAN (MODERATOR)**

Broker Associate
RE/MAX of Boulder

**STEPHANIE IANONNE**

Managing Broker & Owner
Housing Helpers

**JEFF MORRIS**

Director of Off-Campus Housing
& Neighborhood Relations
University of Colorado, Boulder

**TODD ULRICH**

Owner
Premesys Group LLC / PG Rentals

11:30 a.m. to 12:30 p.m.

SESSION X**The National Outlook**

RESIDENTIAL

What does the future hold for housing starts, home sales, prices and mortgage rates in 2021 and beyond? Dr. Lawrence Yun, chief economist for the National Association of Realtors, will outline the latest data and provide his predictions for the nation's housing market during the COVID-19 era.

**LAWRENCE YUN (KEYNOTE)**

Chief Economist and Senior Vice President of Research
National Association of Realtors

Home-Building Forecast

RESIDENTIAL

Home-building has performed relatively well during the COVID-19 pandemic, but anxiety and uncertainty abound when it comes to how the sector will fare in 2021. Renowned home-building expert John Covert will outline the economic and health challenges confronting the region, and how they are likely to affect the home-building sector in the new year.

**JOHN COVERT (KEYNOTE)**

Director, Colorado/New Mexico Region
MetroStudy



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