
From: 5th annual Florida Multifamily Summit <info@emails.floridamultifamilysummit.com>
Sent: Thursday, June 23, 2016 10:34 AM
To: Haley, Nikki
Subject: [Price Increase Tonight] Berkowitz & Dezer Developments on Florida's Over Heating Market



This past Monday, the [Wall Street Journal](#) posted *Apartment Boom Needs Cooling-Off Period*, highlighting the fact that a number of U.S. cities may be facing an oversupply of luxury apartment units. While it's no secret South Florida has become synonymous with ultra luxury residential buildings, the question is: how does the supply compare to demand for luxury product? Should multifamily developers pivot their focus to mid-market or even affordable housing, or simply go to the beach?

At the [Florida Multifamily Summit](#) taking place September 22 at the Hard Rock Hotel in Hollywood, FL, you'll hear from some of the most active and influential owners, investors and developers of multifamily across the region on how they are addressing these concerns. Notably, keynotes include [Dezer](#), regarded for his unique oceanfront buildings as well as [Jeff Berkowitz](#), developer of SkyRise Miami, one of the most anticipated mixed-use buildings underway.

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Keynote Speakers:



Jeff Berkowitz
President
Berkowitz Development



Gil Dezer
President
Dezer Development

Get Involved!



Speakers & Agenda:

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Attendee Registrations:

Claudia Gutwirth

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Confirmed Speakers:



Matt Allen
EVP & COO

Related Group (of Florida)



Paul Bertozzi
Managing Partner
Live Oak Contracting



Grant Cardone
CEO
Cardone Real Estate Acquisitions



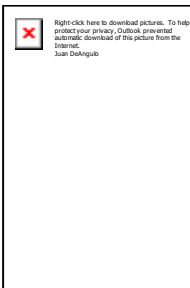
Nathan Collier
Founder & Chairman
The Collier Companies



Casey Cummings
Chief Executive Officer
Ram Realty Services



Michael D'Onofrio
Managing Director
Engineered Services



Juan DeAngulo
Managing Principal
Elion Partners



Art Falcone
CEO & Chairman
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Senior Director
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Andres Gonzalez
President & CEO
Finesa Real Estate Group



Brad Hamel
SVP - Operations
Alliance Residential Company



William Hamel
Executive Vice President
Winthrop Management



Andrea Heuson
Professor - Finance,
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Scott Leventhal
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The Trillist Companies



Carlos Melo
Principal
The Melo Group



Scott Moss
President
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Nitin Motwani
Principal



Mitchell Sinb
Senior Manager

**Franklin Street
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Cris Sullivan
Chief Operating Officer
Gables Residential



Justin Toal
CIO & Senior Principal
Fifteen Group



Granvil Tracy
President
**American Land
Ventures**



Steve Witten
Executive Director -
Northeast & Florida
**Institutional Property
Advisors**



**Miami Worldcenter
Associates**

Joshua Young
Founder & CEO
Raisal

**Director
Berkadia**



Stuart Zook
President
**Monument Re
Estate Service**

Conference Topics:

- **Stormy Water or Calm Seas?** *A Look at the Multifamily Market & Forecasting What's Ahead*
- **Morning Keynote:** *Presented by Jeff Berkowitz, President & Founder, Berkowitz Development Group*
- **The Costs Will Kill You!** *Creative Solutions to Crafting & Managing a Good Deal in an Environment of Inflated Costs & Uncertain Rent Caps*
- **Heating Up or Cooling Down?** *The State of Foreign Capital*
- **The Ultimate Game of Chess:** *Looking Domestic to Raise Debt, Equity and Financing When the Odds Are Against You*
- **Renew, Refresh, Reboot:** *The Extreme Pressures on Today's Properties & Boosting Your Bottom Line*
- **Lunch Workshop:** *Maximize ROI & Increase Cap Rates: Specialty Tax Credits & Energy Incentives*
- **Special Presentation:** *Time is Money*
- **If You Build it, Will They Come?** *Betting on the Future in New Developments, Value-Adds & Submarkets*
- **Afternoon Keynote:** *Presented by Gil Dezer, President, Dezer Development*

Additional sessions to be announced.

[View the Full Agenda](#)

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