

From: Southeast Multifamily Forum: Marcus & Millichap/IPA
Sent: 2/18/2016 10:31:32 AM
To: Haley, Nikki
Cc:
Subject: [Price Increase Tonight] JMG, Audubon & Radco on Outside the Box Value-Add Strategies

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The real estate market is on fire in the Southeastern United States. As costs of new construction continue to rise, some smart investors are looking to value-add re-positioning of older properties as their preferred strategy; as well as buying in sub-markets beyond the obvious suspects.

Learn from **JMG Realty, Audubon Communities, Radco, The Wilkinson Companies** and **FSI Construction** on the opportunities they see and how they are creating value under the radar, at the Marcus & Millichap / IPA Southeast Multifamily Forum: Georgia and the Carolinas
<<http://emarketing.greenpearl.com/ct/33625948:WWrv51CNX:m:1:621478221:23CA0A7F8F72429E5644C5F6A164BA66:r>> on March 9.

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Featured Speakers:

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Karlton Jackson

Chief Executive Officer

JMG Realty <<http://mmatlantaforum.com/wp-content/uploads/2015/12/A-Schwartz-150x100.jpg>>

Andrew Schwarz
Founder & CEO
Audubon Communities

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Jerry Wilkinson
Founder & Chairman
The Wilkinson Companies

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Peter Fitzgerald
Partner & COO
Radco

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Tony Whitaker
President
FSI Construction

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Speakers & Agenda:

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Keynote Speakers:

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Ron Terwilliger

Chairman

Terwilliger Pappas

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Edward Kobel

President & COO

DeBartolo Development

Confirmed Speakers:

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Mike Bednarski

Principal

Broome Capital

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Chris Burns

Regional VP - Southeast Region

Lincoln Property Company

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Patrick Carroll
Founder & CEO
Carroll Organization

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Byron Cocke
Founding Principal
& Co-CEO
Cocke Finkelstein

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Jay Curran
SVP - Florida & Georgia Multi-family
Crescent Communities

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Alan Dean
Region President
Terwilliger Pappas

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Michael D'Onofrio
Managing Director
Engineered Tax Services

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William Egan
Partner
JDavis

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Daniel Eller
President & CEO
Eller Capital Partners

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Michael Fasano
FVP & Regional Manager
Marcus & Millichap

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Partner & COO
Radco

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Bob Hansen
Vice President
Pet & Playground Products

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John Isakson
Chief Capital Officer
Preferred Apartment Communities

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Karlton Jackson
Chief Executive Officer
JMG Realty [<http://mmatlantaforum.com/wp-content/uploads/2015/12/H-Kern-150x1002-100x150.jpg>](http://mmatlantaforum.com/wp-content/uploads/2015/12/H-Kern-150x1002-100x150.jpg)

Hal Kern
Director - National Multi Housing Group