

LOCAL PRODUCT COUNCILS PRESENT

WHAT'S NEW WHAT'S NEXT?



MFC

Multi-Family
Product
Council

MODERATOR



Joey Tumminello
IPA



Michael Becker
SPI Advisors



Matt Brendel
Legacy Partners



Chris Pollard
Berkadia



Greg Willett
IPA

Update on Market Volatility and Strong Operating Fundamentals

How much longer can multifamily operations continue their bull run?
Undersupply and the changes in the multifamily development landscape.
No more free money? Capital markets and debt discussion.



BIOS

Joey Tumminello Employing his extensive market knowledge and valuation expertise, Joey Tumminello is responsible for business development and multifamily dispositions throughout the Dallas–Fort Worth metro. Through his advisory approach to investment real estate

brokerage, Mr. Tumminello consistently provides clients with customizable solutions to overcome challenges and exceed investment goals. Joey Tumminello holds a bachelor's degree in finance with a concentration in real estate from Texas Christian University. Driven to serve his clients, he is currently pursuing a CCIM designation.

Michael Becker Michael Becker is a Principal at SPI Advisory LLC and heads SPI's Dallas, Texas office. Prior to forming SPI Advisory, Michael was a 15-year veteran Commercial Real Estate Banker and has originated and managed numerous portfolios of permanent and bridge loans in all major asset classes. Over the last 5 years of his banking tenure, Michael focused exclusively on multi-family properties, where he was the number one loan producer for his division at a Top 3 National lender for his last 3 consecutive years.

Matt Brendel Matt Brendel is the Senior Managing Director of Legacy's Texas office where is responsible for development, construction, acquisition, and operations. Prior to joining Legacy Partners, Mr. Brendel was the Divisional President and Managing Partner of JPI, a national developer and builder of Class A multifamily, where he led the acquisition, development, construction and operations of over 30 communities in Texas with a combined project value of over \$2 billion. Matt received both his B.B.A. in Accounting and his M.S. in Finance from Texas A&M University and is a Multifamily Leadership Board Member of the National Association of Home Builders.

Chris Pollard Chris Pollard joined Berkadia as a managing director in 2014 with over 15 years of experience in commercial real estate finance. Mr. Pollard focuses on individual and portfolio debt and equity origination across all property types and encompassing various loan structures, including agency, HUD, bank, bridge, mezzanine, and CMBS. Prior to joining Berkadia, Mr. Pollard spent six years as a director with LMI Capital, a boutique mortgage banking firm. From 2005 - 2008, he was an analyst with Credit Suisse in their Dallas CMBS group.

Greg Willett Greg Willett spearheads research for Institutional Property Advisors, weaving an array of economic, demographic and multifamily asset performance data with meaningful market nuances in order to assist institutional and private investors as they form and execute successful business strategies. Greg is well versed on market fundamentals and activity nationally, by metro, and in individual neighborhoods. His commentary is featured in U.S. and local media and in numerous news and information sources focused specifically on the