ULI SAN FRANCISCO DISTRICT COUNCIL
MULTIFAMILY LOCAL PRODUCT COUNCIL AGENDA
The Waymark, 101 Pringle Ave, Walnut Creek, CA 94596
Friday, October 2, 2026

Multifamily Local Product Council Leadership

Chair:	Jeff Smith, Managing Partner, Sack Capital Partners
Vice Chair:	Teresa Ruiz, TCA Architects
Vice Chair:	Chris Moritz, Newmark
Vice Chair:	Sal Saglimbeni, Institutional Property Advisors

9:00 – 9:15 AM – Registration, Breakfast, & Networking

9:15 – 9:45 AM The Bay Area's Economic Resurgence (30 mins)
Randall Sakamoto, Managing Director of Andersen and President and Director of Research of Rosen Consulting Group, will discuss his perspective on the resurgence of the Bay Area market. He will highlight key trends, market dynamics, Fed policy, and their predictions for the future.

9:45 – 10:35 AM – Capital in Action: Bay Area Multifamily Acquisitions (50 mins)
Join a candid conversation with three active Bay Area multifamily investors on how they are getting deals done. Panelists will share their investment strategies, capital stack structures, key underwriting criteria, and recent acquisition experiences, offering practical insight into where they see opportunity and what it takes to execute in the current environment.

Panelists: **Sal Saglimbeni, Executive Managing Director, Investments, IPA** (moderator)

Kara Wiard, Prime Group, Head of Acquisitions
Quentin Tedesco, FPA Multifamily, Senior Acquisitions Officer
Vas Giahos, Pacific Urban Investors, Senior Vice President

10:35 – 11:00 AM – Coffee Break & Networking (25 mins)

11:00 – 11:45 AM – Around the Horn (45 mins)
Chris Moritz, Executive Managing Director, Newmark, will lead a freeform discussion addressing topics that are currently influencing the multifamily industry. The conversation will integrate audience participation to address everything from cost of construction and interest rate trends to CRE technologies and mid-term elections.

11:45 AM – 12:15 PM Lunch Break & Networking (30 mins)

12:15 – 1:00pm Tour of The Waymark (45 mins)
Amanda Lindberg, Chief Investment Officer, Acacia Capital, will discuss her firm's perspective on why they were an early mover in the bay area market which led them to investing in The Waymark. After a short discussion, we will break into three groups to tour the asset.

1:00 PM – Conclusion & Sign Out

Local Product Council membership and meeting attendance are non-transferable. Members are expected to stay for the duration of the program.