

REFA fundamentals

O F R E A L E S T A T E

Commercial Real Estate Appraisals

Thursday, February 3rd, 2011

Wilmer, Cutler, Pickering Hale & Dorr LLP
60 State Street, 26th Floor, Boston
Registration 7:45 a.m.; Program 8:00 – 9:15 a.m.

Join us for an in depth review of commercial real estate appraisals. The program will take you through the three primary methods of valuing commercial buildings and land, what is a "cap rate" and what it means, the impact of market trends and financial factors that impact values, and what a lender does when the appraisal arrives. Will a low value always kill the deal? How important are the market trends and financial factors? What structure changes can be made to save a deal? Learn all of this and more from our speakers at this beneficial program.

SPEAKERS

Randell Harwood, Senior Managing Director, Cushman & Wakefield

Mr. Harwood is the Senior Managing Director of Cushman and Wakefield's Valuation & Advisory Services Group in the New England Area. He is responsible for the management and business development of all VS services, including appraisal activities, expert testimony and other litigation support, due diligence and related real estate consulting activities. Mr. Harwood has over 20 years in the industry. He holds the MAI designation of the Appraisal Institute, is a Fellow of the Royal Institute of Chartered Surveyors and has the CRE designation of the Counselors of Real Estate. In addition, he is a State Certified General Appraiser in Massachusetts, Rhode Island, Maine, and New Hampshire.

James R. Partridge, Senior Vice President, Eastern Bank

Jim Partridge is a lender in Eastern Bank's Boston Commercial Real Estate Group. Jim has over 18 years of experience in commercial real estate lending and due diligence, having spent time in Columbus, Ohio, Hartford, Connecticut and Boston, MA. His career has included construction lending, mezzanine loans, CMBS due diligence, loan restructurings, and portfolio management. Mr. Partridge is currently a member of REFA's Board of Directors.

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*Walk-ins please add \$5 *No shows will be charged *72 business hour cancellation policy

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PLEASE EMAIL, MAIL OR FAX THIS FORM BY TUESDAY, FEBRUARY 1, 2011.

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Register on-line: <http://ims.gbreb.com>

Questions? Please call Kayla Burmeister at 617-399-7863.

