REFA ANNUAL SUMMER PANEL & RECEPTION

Presented by the REFA Emerging Leaders

REAL ESTATE FINANCE ASSOCIATION

WeWork & Co-Working: Impacts on Real Estate Capital Markets

Moderator
Matt Pullen
Executive Managing Director
Newmark Knight Frank

Speakers
Steven Binswanger
Director
Eastdil Secured

Bryan Koop
Executive Vice President, Boston Region
Boston Properties

Peg Mulcahy
Senior Vice President
Bank of America Merrill Lynch

*The program will be directly followed by a networking and cocktail reception.

WEDNESDAY, AUGUST 1, 2018
Goulston & Storrs, 400 Atlantic Ave., Boston, MA
Registration 3:30 PM | Program 4:00 – 5:30 PM | Reception 5:30 – 7:30 PM
*Weather dependent, the reception will be held on the outdoor patio.

Landlords, lenders, and the rest of the industry have heard the buzz about "co-working," and the rest of the world about WeWork. Join us and our panel of industry experts as we dive into the real impacts of this disruptor of CRE.

We know that "co-working" is a challenging conventional thought on the utilization and value of space, but traditional metrics still govern a building's value and financing options. From a capital market perspective:

- How does a WeWork-type tenancy affect transaction underwriting?
- Does the novelty of the "cool" factor outweigh the value of credit quality and implications on building operations?
- How can today's landlords and the CRE industry harness the novelty?

REGISTRATION

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☐ **REFA Member $80**
☐ **REFA Non-Member $100**
(includes 2 drink tickets)

Corporate Sponsor free passes not eligible for this program.

Space is limited. 72 hour cancellation policy.

Please register by:
Tuesday, July 31, 2018
Email: cmchugh@gbreb.com
Fax: 617-588-0286
Mail: One Center Plaza, Mezzanine Suite, Boston, Massachusetts 02108

Questions? Please contact Courtney McHugh at cmchugh@gbreb.com or 617-399-7867.

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