

March 16, 2021

Spring 2021 RE Markets Panel

Market Trends In Commercial Real Estate & Covid 19



On Thursday February 25, 2021 more than 50 alumni and friends joined the Real Estate Center Market Trends in Commercial Real Estate and Covid 19 discussion.

The UCONN alumni panel, moderated by **Christine Elmore**, TA Realty, highlighted the impact of Covid 19 on the real estate markets and disruption to rhythm and pace of life impacts. According to Christine, "The panelists discussed macro trends for Retail, Multifamily, Office and Industrial that were either accelerated or disrupted by the COVID-19 pandemic. The panelists also discussed their market insights on major trends investors should look for over the next 12-14 months. Themes included e-commerce vs. brick and mortar, the return to the office, co-working, urban vs. suburban, impact of the CARES act, and demographic and geographic trends."

A special thank you to our guest and to the panel for sharing their expertise with our students, alumni and friends.

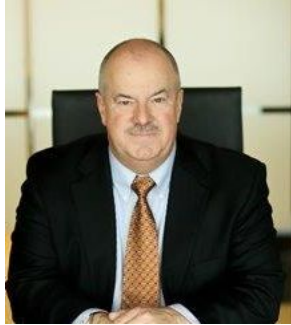
Tiffany Gherlone - UBS Realty

Tiffany Gherlone, UBS Realty. Tiffany Gherlone leads Research and Strategy for Real Estate US, a business which forms part of the Real Estate & Private Markets within UBS Asset Management. For full bio, click [here](#).



Ed Lange

For most of his career, has been connected with the residential industry, serving in executive leadership roles with companies that have owned, operated, acquired, renovated, and developed multifamily communities and senior



housing. He began his professional life (35 + years ago) in investment banking. To read Ed's full bio, click [here](#).

James Resides - TA Realty

James Raisides, TA Realty. Jim Raises is a Managing Partner of TA Realty. He oversees the firm's portfolio management team is responsible for achievement of goals and objectives for the firm's investment vehicles.

to read Jim's full bio, click [here](#).



Kyle Schmidt - Cushman Wakefield

Kyle Schmidt, Cushman & Wakefield. Kyle B. Schmidt serves as Managing Director of the Metropolitan Area Capital Markets Group in Cushman & Wakefield's East Rutherford, New Jersey office. Kyle is responsible for managing, underwriting and marketing investment properties for sale in the suburban markets surrounding New York City. Read Kyle's full bio [here](#).

Real Estate Society Fall 2020 Industry Visits



spring semester will bring.

The RE Society Fall 2020 semester wrapped up with a number of company visits that included **U.S. State Department** and firms such as **Altus Group, Avison Young, Horvath and Tremblay, McDonald's Corporation** and **SitusAMC**. We are grateful to each and every alumni and company representative that took the time to visit with our students. Each visit was insightful and informative, and we look forward to what the

Special thanks to Real Estate Society Executive Board in their tireless work in organizing the weekly meetings and ensuring the students are exposed to a successful program that enhances their college experience. Fall 2020 President, **Devin Pallanck**, Vice President, **Matt Pilavin** Secretary, **Kevin Perrone**.

On October 14, 2020 and January 25, 2021 **SitusAMC** took time to be with the RE Society. The visits included firm members, Alumni and Director, **Andrew Sabatini**, **Jennifer Layton**, **Christopher Walker**, **Brian Peterson**, **Kelly Johnson** and **Frank Yanofsky**, the students got a nice view of **SitusAMC**. With an emphasis on the amount of data at their fingertips, the firm compiles and disseminates this data in a form that makes sense for their clients. The students were able to see how the advancement of technology allows Situs to develop and enhance efficiencies and quality service for their industry partners.



U.S. DEPARTMENT of STATE
CAREERS REPRESENTING AMERICA

On October 22, 2021 saw a visit by the U.S. Department of State and Bureau of Overseas Buildings Operations. The Department's shared mission is to provide "safe, resilient, and functional facilities that represent the U.S.

Government to the host nation and support the Department's achievement of U.S. foreign policy objectives abroad" (U.S. Dept. of State). Guest speakers included Real Property Director, **Mike Lash**, Office Director, **Melvin Randolph**, Project Manager, **Mike Piscoran**, **Elizabeth Slaughter** and Communications Manager, **Rachel Yates**. This unique visit brought understanding to the Mission, Vision, Typologies in which this group works. Like many aspects of real estate, they include strategic planning, master planning, site acquisition, asset management, real property leasing and evaluations and appraisals. These services bring the best possible outcomes for workplace and housing U.S. Government workers abroad.

On October 28, 2020, Alumni **Michael Carey** and **Troy Sivak** from Altus Group presented to the RE Society students. The Altus Group is a Canadian public company that focuses on three aspects of the valuation product. Service, data analytics and software. Michael and Troy talked about the day-to-day responsibilities of real estate valuation. They shared how they run valuations for clients and provide data analytics as well as the Argus industry software. Michael also shared the difference between core and non-core assets and how the single-family investment opportunity has grown.



Altus Group



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On November 4, 2020 Horvath & Tremblay visited with

students and explained the work of real estate brokerage. Located in Lynnfield Massachusetts and rapidly growing, they are now a national company located in many major areas of the U.S. **Bob Horvath** and alumni **Brad**



Canova shared many insights into real estate including, the advantages of building a business during a recession, the net lease option, and interest rates and where they may be headed. Bob also talked about economic development drivers and the new industries and jobs created by Covid.



On November 11, 2020 Alumni **Jill Szymanski** presented McDonald's Restaurant Development as she shared with RE Society students about the College outreach Program at McDonald's Development Department. Jill spoke of the storied history of McDonald's and offered insight into the many aspects of McDonald's real estate management including site selection and the potential opportunities within the real estate division of company.

On November 18, 2020 **Eric Edeen** of Avison Young visited with the real estate society students. Eric works within the New York City Metro area and was quick to share his career path and successes within the brokerage field. Eric shared how he started out with CBRE in Stamford for three years as an analyst, marketing role before moving onto Avison Young. He shared how the early years were full of hard work and long hours, learning much within one of the busiest brokerage firms in the country. Eric talked to the students about the importance of taking on responsibilities and willingness to work with multiple teams to help wherever needed.

**AVISON
YOUNG**

Student Placement

To date 2020-21 student full-time and spring or summer internship placement in real estate firms include the following: **Berkshire Hathaway, Boston City Properties, Four Springs Capital, GID, Goman & York, Hamilton Point Investments, HIMCO, JGB Smith, Richman Asset Management, RMR Group, RMS Construction Co. Rockland Trust, SitusAMC, UBS and Wells Fargo.**



The Center continues to offer a Resume Book of students looking for internships and fulltime placement in the real estate industry.

For more information and to receive a copy of the 2021 resume book, please send your request to Debbie.Phillips@uconn.edu.

Please consider participating in

UConn Gives 36 Hours: All Paws In!

March 23-24, 2021



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Thank you for being a part of the UCONN Community.

**Center for Real Estate and Urban
Economic Studies**

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