

Fall 2022

New York Student Case Competition 2022

On Friday, November 11, 2022, UConn CREUES students were in New York for the 14th Annual Cornell International Real Estate Case Competition.

By participating in this competition, our students gained great experience in preparing their analysis and making investment recommendations on a real estate case study, which was based on an actual commercial real estate transaction.



Representing the University of Connecticut this year were as follows: Joseph Bethencourt, Ian Ferguson, Nayeli Guzman, Nicholas Macisco, Derek O'Connor and Michael Szewczyk. Alternates who participated in pre-publishing prep and traveled with the team are Destiney Deschaines and Jack Lebeau.

[Learn More About the Winners and the Event](#)

Professor Cohen Earns Prestigious Appointment at Federal Reserve



Professor Jeffrey Cohen has been named a Research Fellow for the Federal Reserve Bank of St. Louis, where he will work on issues involving real estate and economic inequality.

Cohen, who is the Kinnard Scholar in Real Estate at UConn, earned the prestigious appointment after serving as a visiting scholar for the Fed for 20 years. The honor is bestowed on only a handful of academics each year.

"I'm very interested in questions of how real estate wealth accumulated differently over time for Black and Latino homeowners and residents, compared with others, and what can be done to try and remedy any potential inequalities that are found," Cohen said.

His most recent research studied how proximity to highways affects home values in

Connecticut, including how the interstate system, built between 1940 and 1960, destroyed some communities and created value for others. Cohen found a direct correlation between the proximity to Interstate 84 and increased home values, which disproportionately benefitted Caucasian families.

[Read the full article](#)

- Professor Jeffrey Cohen posing at a Real Estate Banquet, Spring 2022. (Contributed Photo)
- Article written by [Claire Hall](#)

UCONN Real Estate Student NYC Industry Visit and Alumni Reception

On October 13, 2022, UCONN Real Estate Society students ventured to New York City, to reconnect and resume the long tradition of visiting with real estate industry firms and alumni.

This year's stop included a lunch and tour with Nuveen, presentations and/or tours with Partners Group, Greystar, PCCP, LLC and Spring11.

The days presentations were followed by an alumni Reception held at the Fitzpatrick Grand Central Hotel.



Special thanks to our hosting Alumni for coordinating the lunch, presentations and tours:

- John M. Samela, Senior Director at Greystar Investments
- Hannah Schmidt, Senior Analyst, Investments at Greystar
- Dan Manware, Director at Nuveen Real Estate
- Kate Girodano Schmidt, Capital Raising, Investor Relations at PCCP, LLC
- Scott Brandner, Real Estate Finance at Spring11, LLC
- Ron Lamontagne, Managing Director at Americas at Partners Group Usa Inc



NYC
2022





UConn Real Estate Center Administrative Program Coordinator Announced



The Center for Real Estate and Urban Economic Studies (CREUES) is pleased to announce that Kathryn O'Leary has been hired as the Administrative Program Coordinator for the Real Estate Center. Kathryn will be taking over for Debbie Phillips who semi-retired earlier this year.

Kathryn joins us from her role as Member Services Director at the Eastern Connecticut Association of REALTORS®, where she has worked since 2004 and held several positions, including staff liaison to 4 of their 11 committees. Early on, she worked closely with the

DCP and was responsible for all real estate related education offered through the Associations school. Later, communications were added to her role. In addition to education, she was responsible for creating the monthly newsletter and promotional flyers as well as maintaining the Associations website and social media pages. For her final two years at ECAR, she took over all things pertaining to Association membership. This included processing new member applications and creating/collecting annual dues renewals.

Real Estate Society Recap

11/9/22: Attorney Valerie Votto, Valerie Ann Votto LLC

The Real Estate Society had the pleasure of welcoming Attorney Valerie Votto who has her own practice in Old Lyme, CT. Valerie offered a new perspective to the students as she described her journey working in property law. She emphasized the importance of your relationships and network, a common theme we have seen across the guests we have had this semester. Valerie also stressed the importance of having high professional standards not only for yourself but the people around you.

10/26/22: Mike Strug, BlackRock CMBS, Young Real Estate Professionals of New York



The Real Estate Society had the privilege of welcoming Mike Strug, the founder of Young Real Estate Professionals of New York (YREPNY) and a member of the CMBS analytics team at BlackRock, to this meeting. Mike shared his professional experiences and provided an overview of career paths one might pursue within commercial Real Estate.

One key takeaway from our discussion was the importance of networking within the industry. Mike shared upcoming networking events and workshops that are being organized by Young Real Estate Professionals of New York, an organization serving to bring together New York Metro Area real estate professionals.

10/19/22: Steve Fielder, Noodles & Co



The Real Estate Society had the privilege of welcoming Steve Fielder, the Director of Real Estate in the east region for Noodles & Company, to this meeting. Steve shared his extensive career path and elaborated on the aspects of real estate that one may be exposed to by working in corporate real estate from development to leasing to sales.

Steve provided an overview of the commercial leasing and site selection space and walked our members through the typical site selection process from finding a site to opening a location.

10/5/22: Brian Patterson, Situs AMC



Brian Patterson from Situs AMC took the time to visit the society and explain his role at the valuation firm as well as the different trends he is seeing in the commercial real estate market. Brian mentioned how apartment rents have seen tremendous growth in the past two years which is now slowing in different markets across the country as demand begins to cool. Brian shared with students the co-op opportunity offered by Situs which has proven to be a success to several of our alumni and current students.

9/28/22: Ben Goldstein, Newmark



The Real Estate Society had the pleasure of hosting Ben Goldstein for a virtual meeting where he shared insights on career, tenant representation, and the office leasing market, with our students. Ben stressed the importance of persistence, and the power of making phone calls when looking to achieve a career in real estate and especially brokerage.

A great takeaway from the meeting was the importance of a mentor, Ben mentioned, over money, location, and another outside factor, always take a good mentor if you find one.

The Real Estate society had the pleasure of hosting Jonathan Carbutti, Sean Doran, and Ryan Newport of Cabutti & Co Realtors to discuss the residential real estate brokerage business, and opportunities they have for students at their firm. Jonathan shared his journey in the business describing his entrepreneurial journey on the way to operating his own business. The Carbutti team also shared insights to the student on the path to property ownership, sharing their own experiences in purchasing property and forming partnerships.

The team explained to our students the importance of building relationships and maintaining your credibility to build trust with clients and build a book of business over time. It was fascinating to hear the psychological perspective of working with potential leads and converting them into satisfied clients.

Fall - Winter 2022 Real Estate Society Events - The Real Estate Society meeting are every Wednesday, Busn room 214, 6:30 - 8:00 pm. The Society will hold several social/networking events for the remainder of the semester. Students should watch for emails from the Real Estate Society for details on these events. In-classroom professional speaker events are also being scheduled.

About the Real Estate Society

The Real Estate Society gives undergraduates the chance to learn and experience first-hand, the many occupations and opportunities that exist within commercial real estate. Through participation in the UCONN Real Estate Society, students will gain industry knowledge through field trips, seminars and meetings with business professionals and alumni, helping to refine their particular interest and knowledge of the industry.

Undergraduates also have the benefit of using the Real Estate Center's personal resume book and job bank, as well as numerous scholarships available exclusively to Real Estate Society members.

[Click here to connect!](#)

Student Placement

Has your firm recently hired a UConn Real Estate Center Intern or graduating senior? We want to know about it!

Don't forget - the Center continues to offer a Resume Book of students looking for internships and fulltime placement in the real estate industry.

To share your recent hire or for more information and to receive a copy of the 2022 resume book, please send an email to: kathryn.oleary@uconn.edu or call her at 860-486-3227.



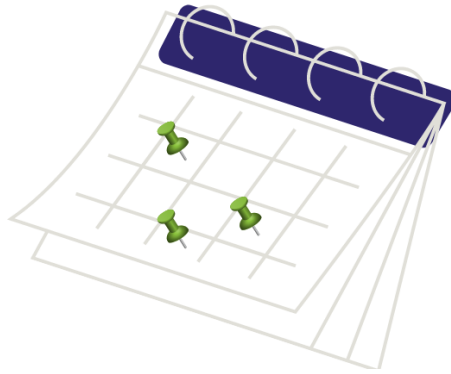
To date, student full-time and internship placements in real estate firms include the following:

Atlas Co. Avison Young, BBG Inc, Boston Capital, Boston City Properties, CIGNA, CREA, Cushman & Wakefield, Citizens Bank, Freddie Mac, PGIM, Marcus Partners,

National Valuation Consulting,
Partners Group, PGIM, Richman Asset
Management, Signature Bank,
SitusAMC, Spring 11, State Street, UBS,
Wells Fargo, and Wood Brothers.

UCONN Real Estate Center Calendar

Save
the
Dates



February 4-5, 2023 - Advance ARGUS Training for Students

- Time: 9am - 5pm / Location: Online / Cost: \$175
- Achieve your commercial real estate goals! Build on your commercial real estate knowledge and expertise. Prepare for a new job, sharpen your skills, master the ARGUS software, and more! Learn from real-world scenarios and hands-on case studies.
- Deadline to sign-up is 11/30/22. Please [email](#) or call Kathryn O'Leary at 860-486-3227 to add your name to the list.

February 7, 2023 - SIOR - RE Student and men's basketball vs. Marquette and pre-game event. Stay tuned for registration details and deadlines.

March 1, 2023, Alumni Basketball Event, UConn RE DePaul men's basketball and pre-game reception at the XL Center. Stay tuned for more details and ticket pricing.

April 2023 - UConn Annual Real Estate Awards Banquet. Registration details to follow.

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