

DAY 1

TUESDAY, JANUARY 19

How much of your acquisitions and dispositions process will remain via desktop through 2021 and beyond? When the deal hits your pipeline, how are you achieving conviction?

The session will include three group discussions:

3:00pm to 5:00pm 1. The Acquisitions and Dispositions process

From deal launch with OM, T-12 and rent rolls through to screening, underwriting, IC, offers, due diligence, closing and implementation of the business plan and hold-sell decisions — members review the typical Acquisitions and Dispositions process and discuss how 2021 will impact each of your day-to-day roles, and how much of your work will remain via the desktop.

Questions

- *Current state.* What elements of the deal life cycle is remote and where are members returning to normal?
- *Outlook for 2021.* What are member corporation travel restrictions and return to office rules looking like?
- *Post-vaccine.* With Covid-19 vaccinations likely each year, what could be the long-term changes we all see with the deal-life cycle process.
 - *What elements can remain smart (remote/hybrid remote)?*
 - *What elements of the investment process and life cycle need to remain in person?*

2. New data: Novel analytics and real-time data feeds

With parts of the Acquisitions and Dispositions process remaining on the desktop for longer than anticipated, members discuss how they're utilizing new sources and categories of data.

Questions

- *Where are you looking?* What new categories of data are proving interesting?
 - *LinkedIn, Facebook, Uber, cell phone data*
- *Which traditional data sources have proved effective and reliable through 2020?*
- *How are members back-testing new data to understand the performance of new data against historical actuals?*

3. Conviction: What does it take to close on the deal today?

You'd have the conviction to close on a distribution center in the Inland Empire Property — but what about a Class B+ office in downtown San Francisco?

Questions

- *What demand drivers are you looking to, whether you are an equity or debt player — or both*
- *How are you getting comfortable underwriting an equity check and/or originating loans?*
- *Where do you see the greatest risk in 2021 — and in 3–5 years time?*