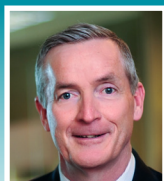


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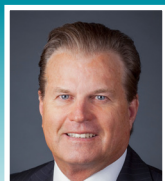
May 6 - 8, 2014 | Omni San Diego

Session #302 - Financing Across the Home Builder Spectrum - The Debt and Equity Marketplace

- Current accessibility of debt and equity for builders of for-sale new home communities
- What builders may do to ensure access to capital in today's marketplace, variations between finance providers in how they assess and make lending decisions
- Current demand for new home construction, top level discussion of financing in primary vs. secondary markets and urban vs. non-urban locales
- The latest in the mortgage takeout world: Is underwriting easing? What are products home builders can use to assist mortgage qualifying? Interest rate buy downs? Forward rate commitments? Others?



Moderator:
Tom Farrell
Sabal Financial Group



Steven Buehler
Wells Fargo Home
Mortgage



Charles Salas
Seattle Funding Group
of CA



Rudy Kramer
California Bank and
Trust

Overview of Sessions

Wednesday, May 7, 2014

- 9:00 am • Commercial Lending Predictions for 2014 and Beyond
- 10:45 am • Real Estate Capital Markets - Who, What, When, Where and How?
 - Small Balance Lending Trends
- 12:00 pm • Where to Find and How to Apply Foreign Capital within the US
 - Financing Across the Home Builder Spectrum - The Debt and Equity Marketplace
- 2:30 pm • How to Determine Which Financing is Best for your Transaction
 - Managing Construction Mezz - Discussing the Complexities of a Construction Loan Coupled with Mezzanine Financing
- 3:45 pm • CMBS Lending, Past, Present, Future
 - Proactive Choices to Optimize Real Estate ROI

Thursday, May 8, 2014

- 9:00 am • Housing Markets and Case Studies: Prices, Sale Paces, and Lots
- 10:15 am • Opportunistic Investing - Where are the Opportunities and How are the Dynamics Changing?
 - Development Equity for Hotels
- 11:30 am • Exploring Joint Venture Equity Investment Strategies
 - Southern California Real Estate Markets Update

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