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# REFA

*Fairfield/Westchester Chapter*

For Sale and For Rent...

Trouble at the Top?

**Tuesday**

**October 25, 2016**

Stamford Marriott

243 Tresser Blvd., Stamford

11:45am-12:15pm

Registration/Networking/Lunch

12:15pm-1:30pm

Program

**REGISTER EARLY!**

**Jeffrey R. Dunne**  
*Vice Chairman, CBRE*

Mr. Dunne oversees the 15-person New York Capital Markets team that sells and recapitalizes income producing office, retail, multi-family and industrial assets. Although their business is largely transacted in the New York Region, the group also sells portfolios throughout the United States. His team has completed over \$27 billion in transactions. In 2007, 2004 and 2003, Mr. Dunne was CBRE's top investment broker worldwide and was runner up every other year since 2005. Some of his notable transactions include the \$1.9 billion sale of the Kushner Apartment Portfolio, the \$823 million sale of the Starwood Ceruzzi & Wasserman Retail Portfolios, and the \$378 million sale of Newport Tower in Jersey City, the largest office building sale ever in New Jersey. Year to date, Mr. Dunne's team has sold over \$1.6 billion.

**Amy Kane**

*Senior Vice President- Westchester,  
Lower Fairfield at William Raveis Real Estate*

Ms. Kane joined William Raveis from ONE Sotheby's International Realty in Miami Beach, FL, where she served as director of sales and successfully managed more than 175 agents in multiple offices. She previously worked as an executive vice president, sales at Douglas Elliman in TriBeCa. From October 2006 to April 2012, Ms. Kane served as regional vice president and later senior regional vice president for Houlihan Lawrence, with supervision over nine offices. She has also served as a senior vice president at Prudential Holmes & Kennedy in Westchester County, NY, and has an extensive sales and executive coaching background.

**Gregory Belew**

*Managing Director  
Alliance Residential Company*

Mr. Belew, a 20-year industry veteran, joined Alliance Residential Co. in May 2016 as managing director. In his role, he is responsible for the development and acquisition of multifamily properties in New York, New Jersey, Connecticut and Pennsylvania. Mr. Belew brings his vast experience in all phases of the development process, including deal sourcing and structuring, land entitlement, design, financing, construction oversight, property operations and property dispositions. Prior to joining Alliance, Mr. Belew was a regional partner at national multifamily developer JPI Companies, where he was responsible for development and acquisition operations in the Northeast.

## For Sale and For Rent... Trouble at the Top?

Residential Real Estate has been one of the bright spots in the local economy in recent years. The single family market continues to post record sales volumes and the growth of the multi-family market in Fairfield County has been dramatic. However, there is mounting concern about perceived over-building at the top end of the luxury single family and multi-family markets. Where is the demand coming from? Will it continue? What product do people want? Where are we headed? We look forward to a lively and informative program.

### MODERATOR

**Jonathan J. Miller**

*President/CEO, MILLER SAMUEL INC.*

Mr. Miller is President and CEO of Miller Samuel Inc., a real estate appraisal and consulting firm he co-founded in 1986. Miller Samuel provides appraisal and consulting services on roughly \$5 billion worth of property per year in the New York City metropolitan area. He is also co-founder of Miller Cicero, LLC, a commercial real estate valuation firm. Mr. Miller is the author of a series of market reports for Douglas Elliman Real Estate covering the New York City metropolitan area, South Florida, Los Angeles, Aspen, and Fairfield County, CT. He is a well-regarded real estate commentator, covering U.S. and regional housing issues in print, online, television and radio including The New York Times, The Wall Street Journal, Bloomberg, Reuters, AP, CNBC, CNN, ABC, FOXBusiness and others. He has been the author of Three Cents Worth, a real estate column across the Curbed Network since 2004.

## REFA Fairfield/Westchester Chapter

**Stamford Marriott**  
**243 Tresser Blvd., Stamford**

REFA Members: \$30\_\_\_\_  
Non Members: \$60\_\_\_\_

**REFA Member Walk-in: \$60.00**  
**Please register by Friday, Oct 21st**

Register online at [www.refact.org](http://www.refact.org); Scan/Email to: [asutton@ssmgt.com](mailto:asutton@ssmgt.com); Fax to: 860-286-0787; or send this registration form and check made payable to:

**REFA-CT**  
**One Regency Drive**  
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**No-shows will be charged.**

Any questions, please call Sharon or Audrey  
at 860-243-3977.