



14<sup>TH</sup> Annual  
**Commercial Real Estate**  
**FORECAST**  
CONFERENCE

W E D N E S D A Y : J A N U A R Y 2 0 : 2 0 1 6

# SPEAKERS

## Breakout Sessions **Multifamily**



### **Joe Smazal**, Managing Partner, **Interra Realty**

Smazal is a Managing Partner and Broker at Interra Realty. Joe specializes in the sale of multifamily and mixed-use assets with experience in both Urban and Suburban Chicago locations. In 2014 and 2015, he closed over 30 deals totaling over \$50 million. Despite starting his real estate career in just 2011, Joe ranks in the Top 10 for number of multifamily deals closed in Illinois in the last three years. Joe graduated from the University of Iowa, where he studied Marketing and Entrepreneurship.



### **Michael Daniels**, COO & Managing Broker, **Cagan Management Group**

Daniels is COO and Managing Broker of Cagan Management Group. He has been with Cagan for 32 years and currently oversees the Management Division in Illinois. He has expertise in the management of commercial and residential properties including multi-family and mixed-use buildings. He is also an active lead investor in many projects and owns and manages single family units across the nation. Michael holds both CPM & PCAM designations.



### **Stephen Rachman**, Regional Manager/Managing Broker, **Marcus & Millichap**

Rachman is regional manager of Marcus & Millichap's Chicago O'Hare office. He began his career with the firm in 2002 as a broker focused on the multifamily housing market in northwest Cook County, Illinois. He was promoted to the position of sales manager in the Chicago Downtown office in February 2003. He was appointed regional manager of the Chicago Downtown office in February 2004. Rachman returned to the sales force in July 2004 and was honored with three Sales Achievement Awards and qualified for the prestigious National Achievement Award in 2005.



### **Tim Anderson**, President, **Focus Real Estate**

Anderson has over 35 years of experience in design, construction and development of commercial and residential real estate. He is the president of Focus, a premier developer, general contractor and consultant operating primarily in the Chicagoland area. Anderson leads the Focus team in creating developments that add beauty and value to established communities. Since its inception in 1993, Focus has delivered distinctive multifamily developments to the Chicago market valuing \$690 million.



### **Joffre Colbert**, Broker Associate, **@properties**

Colbert is a broker associate for @properties and specializes in multifamily condo conversion and development. He currently is 60 percent sold in a recent conversion of 141 units in the South Loop. He worked handily with an institutional client in overseeing the acquisition, planning, finance setup, construction management, marketing, and sales in the one of the first PERS approved Fannie Mae Multifamily conversions in the country since the recession.



### **Patrick Tuohy**, Vice President, **Marquette Bank**

Tuohy is Vice President at Marquette Bank. Mr. Tuohy started in 1982 as an investment Banker in subsidized multifamily housing with Merrill Lynch. Over the past 30+ years, he has originated and managed over one billion dollars in multifamily transactions. Today, he administers client relationships for a large portfolio of multifamily properties extending over the six-county Chicago Metropolitan area.

# 14<sup>TH</sup> Annual Commercial Real Estate FORECAST CONFERENCE

WEDNESDAY, JANUARY 20, 2016 • HYATT REGENCY CHICAGO

Summary

Location

Fees

Directions

Register

Registration closes at 5pm today. Walk-ins welcome

REGISTER NOW

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**7:00am**  
Registration. Continental Breakfast. Networking.

**8:00am**  
Welcome and Introductions

**8:10am**  
**One—2—One Kick-Off Panel:**  
Governor Bruce Rauner and David Kahnweiler, Colliers International

**8:50am**  
**State of the Market**

**9:45am**  
**The Great Urban Migration**

**10:40am**  
**Breakout Sessions:**  
• Downtown and Suburban Office  
• Industrial  
• Retail  
• Investment  
• Multi-Family



**Bruce Rauner**  
Governor  
State of Illinois



**David Kahnweiler**  
Chairman  
Colliers International--Chicago



**Robert Chodos**  
Executive Vice Chairman  
Newmark Grubb Knight Frank



**Patrick Tuohy**  
Vice President  
Marquette Bank



**Joffre Colbert**  
Associate Broker  
@properties



**Deena Zimmerman**  
Vice President  
SVN



**Danny Nikitas**  
Principal  
Avison Young



**David Burden**  
Principal  
Colliers International--Chicago