

ULI MN Market Council

April 15th, 2015
12:00pm – 5:00pm
Dorsey & Whitney, Suite 1500 (15th Floor, Seattle Room)
50 South Sixth Street, Minneapolis, MN 55402

Co-chair: Doug Seylar, CBRE

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Co-chair: Keith Ulstad, United Properties

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12:00pm *Lunch and networking*

12:30pm *Welcome and introductions - Co-Chairs Doug Seylar and Keith Ulstad*

Presentations

12:45pm **Multifamily Market Update**

Abe Appert, Senior Vice President – Investment Properties Multifamily, CBRE

Abe Appert joined the Minneapolis Multifamily Group at CBRE in 2008 after 13 years at Fransen Appert Real Estate Group, where he exclusively brokered multifamily properties. His client advisor approach to the sale of apartment assets has led to strong long-term relationships in the local, regional and national multifamily community. Since teaming with Keith and Laura, the team has completed more than \$1 billion in multifamily transactions.

Case Study: Riverside Plaza

George Sherman, Principal, Sherman Associates

George Sherman has planned and delivered multi- and single-family housing for more than 30 years. As principal in developing more than 7,000 rental units and more than 1,200 for-sale housing units, the total value of properties for which he has developed exceeds \$2 billion. Mr. Sherman earned a Bachelor of Science in Biochemistry in 1976 and an MBA in 1977 from the University of Minnesota.

Case Study and Tour: The Nic on 5th

Dave Menke, President, Opus Development Company

As president of Opus Development Company, L.L.C., Dave provides executive leadership to a seasoned team of general managers to identify and pursue new development opportunities. Dave has nearly 30 years of real estate development and brokerage experience. Since joining Opus in 1995, Dave has led the development of more than 10 million square feet of office space and more than 2,000 residential units throughout the country.

4:00pm *Cocktail Hour at Oceanaire (same building as Dorsey & Whitney)*

5:00pm *Adjourn*

Thank you to our venue sponsor and cocktail hour host!

