



**INVESTING IN US REAL ESTATE:
WHAT YOU NEED TO KNOW
BEIJING, CHINA | OCTOBER 25-26, 2012**



**The Lakeview Hotel
127 Zhongguancun North Street
Haidan District, Beijing, China**

October 25-26, 2012

A Joint Conference Sponsored by the **Association of Foreign Investors in Real Estate (AFIRE)** and
Center for Real Estate Law, Peking University Law School

Wednesday, October 24

5:30pm-8:00pm **Welcome Reception for AFIRE Attendees at The Lakeview Hotel; Location**

Thursday, October 25

9:00am-3:00pm **Visit to the Great Wall at Badaling for AFIRE Attendees**
Lunch will be provided

Friday, October 26

9:00am-9:30am **Registration and Check-in**

9:30am **Conference Opens: Welcome by Dr. Jianbo Lou, Chief Director, Peking University Center for Real Estate Law, and James A. Fetgatter, Chief Executive, Association of Foreign Investors in Real Estate (AFIRE)**

9:45am-12:30pm **The US Real Estate Market**
Overall Morning Moderator and Coordinator: **Donald M. Wise**, President and Chief Executive Officer, Metzler North America, Seattle, WA

9:45am-10:30am **US Economic Address: Will McIntosh, PhD**, Global Head of Research, USAA Real Estate Company, San Antonio, TX

10:30am-11:00am **US Regional and City Markets: Janice Stanton**, Senior Managing Director, Cushman & Wakefield, New York, NY

11:15am-12:30pm **US Product Types**
Office: Guy F. Tcheau, Head of Private Real Estate-Asia, Principal Real Estate Investors, Singapore

Multi-family: John H. Streicker, Chairman, Sentinel Real Estate Corporation, New York, NY

Retail: David C. Brainerd, Managing Director, Madison Marquette, Washington, DC

Industrial: Donald M. Wise, President and Chief Executive Officer, Metzler North America, Seattle, WA

12:30pm-1:30pm **Buffet Lunch**

1:30pm-5:00pm **Compare and Contrast US and Chinese Real Estate**

Overall Afternoon Moderator and Coordinator: **Barry D. Green**, Director, Goulston & Storrs, P.C., Boston, MA

1:30pm-2:30pm

Overview of a Typical Real Estate Transaction

Ying Chan, President, Blue Ribbon Investments, Shanghai

Kevin A. Crummy, Managing Director, Eastdil Secured, LLC, Los Angeles, CA

Robert V. Fitzsimmons, Partner, K & L Gates LLP, Chicago, IL

Randall L. Scott, Senior Vice President & Council, First American Title Insurance Company

2:30pm-3:00pm

Break

3:00pm-4:00pm

Common Debt and Equity Structures

Albert P. Behler, President and Chief Executive Officer, Paramount Group, Inc., New York, NY

Choy-Soon Chua, Managing Director, SEB Investment GmbH, Frankfurt, Germany

Frederick L. Klein, Partner, DLA Piper LLP (US), Washington, DC

4:00pm-5:00pm

Taxation

Grady M. Bolding, Partner, Orrick, Herrington & Sutcliffe LLP, San Francisco, CA

Patrick A. Williams, Partner, World Tax Partners, LLP and Shareholder, Bennett Thrasher PC, Atlanta, GA

Saturday, October 27

10:00am-12:00pm **Follow-up with Individual Meetings**

*The conference is being held with the support of the
Beijing Real Estate Law Society and the **Beijing Real Estate Association***