



# nerej

## Pay your dues online and register for programs online

November 04, 2010 - Connecticut

2011 REFA

MEMBERSHIP

RENEWAL

Membership Benefit - Pay Your Dues Online and Register for Programs Online

Go to: <http://www.refact.org>

Click on Membership

Click the link to Pay Membership Dues Online

Enter your Username: Your Email address

Enter your Password: ID that was mailed to you by the executive office.

If your email address has changed, please notify the executive office immediately to make the change.

If you have misplaced your password, simply click on the password recovery link to have your password emailed to you.

Enter your credit card information to complete your renewal.

Once your renewal has been processed you will receive an online email confirmation for your records.

Should you have any issues please contact Mary Yokose by phone at 860-243-3977 or by email at [myokose@ssmgt.com](mailto:myokose@ssmgt.com).

### Online Program Registration

To register for programs online please visit our website at [www.REFACT.org](http://www.REFACT.org), click on the event calendar, choose the date of the program you wish to attend. Then follow these simple steps to register:

\* Click the Globe

\* Enter your username and password

\* Your information will automatically be populated. As a member, you can also register non-member guests to attend open programs with you. If you would like to bring a guest, select yes from the drop down menu to fill in their information. Members can not register other members.

**SAVE THE DATE!!**

Thursday, November 18th

Stamford Marriott

### The Return of CMBS

The mass exodus of Commercial Mortgage Backed Securities occurred over three years ago. Since then regional banks have been one of the few sources of much needed, reasonably priced, mortgage debt. Yes, insurance companies have been active this year for choice properties seeking relatively low loan to value debt, but nothing has filled the huge gap of funds, the "juice", that CMBS provided to fuel the real estate market for over 10 years.

Now CMBS financing is again available with competitive pricing and larger loan sizes. Loan amounts at 75% and even 80% loan to value are being done with "low" interest rates that are fixed for 5, 7 and 10 year terms.

What type of financial organizations are now acting as conduits for CMBS executions? What loan criteria are being used? How can this be happening at the same time that the industry is suffering from delinquencies of 10% for older CMBS loans? Who is willing to buy new CMBS securities?

Our panelists are two veteran CMBS professionals, Greta Guggenheim of Ladder Capital and Lisa Pendergast of Jeffries and Company. Jim Korinek of Realty Recapitalization Advisors is our moderator.

Mark your calendar and plan to attend

### REFA Members Roundtable

In assessing the challenges of the past few years faced by the regional commercial real estate industry, the Fairfield/Westchester chapter of REFA has continually evaluated ways to bring more value to the REFA membership. In 2010, the Fairfield/Westchester chapter has decided to add a program to benefit its members.

Four times per year, the chapter will schedule "town meeting style" breakfasts with industry leaders in an informal, round table format. Reservations will be limited to the first 35 REFA members who sign up on a first-come, first-serve basis. The meetings will take place in Darien and will begin at 7:30 a.m., and end at 9 a.m. This new program is in addition to and not as a substitute for our regular monthly lunch meetings. A light breakfast will be served and the cost will be \$15.

Please watch for announcements for the December 2nd session with John DiMenna of Seaboard Properties

Breakfast meetings will be on line reservations only, on a first-come, first-served basis. There will be no walk-ins. The format will encourage an open dialog between the group, discussing trends and issues facing our industry on a national and local level. Come prepared with issues and answers and make your reservations early.

The Fairfield/Westchester Chapter of REFA-CT will hold its Annual Members Only Holiday Social on January 6th at Bank St. in Stamford.